

**SPECIAL
NARM ISSUE —
LOTS A NARM FILLER!**



**KAOMA'S
LAMBADA**

WINNERS

FLASHMAKERS

BABYFACE Solar/Epic
SEDUCTION Ven/A&M
AEROSMITH Geffen
WIL./PHILLIPS SBK

CROSSOVERS

ADAM ANT MCA
S SENSATION Atco
B. RAITT Capitol
S O'CONNOR Chrys

EARPICKS

WIL./PHILLIPS SBK
AEROSMITH Geffen
S SENSATION Atco
COREY HART EMI

BREAKOUTS

MIDNIGHT OIL Geffen
L STANFIELD Geffen
MC HAMMER Geffen
B. RAITT Capitol

WILDCARD

S O'CONNOR Chrys
See Page 10

HOT NEW RELEASES

THE GAP BAND *Addicted To Your...* Capitol 44490
S O'CONNOR *Nothing Compares...* Chrys 23488
ROBERT PLANT *Hurting Kind* Atlantic 98985-4
J SOMERVILLE *Y's I Make Me* London 98985-4

G HUGH
How 'Bout Us
RCA 9163-2R

OINGO BOINGO
Out Of Control
MCA 53792

POCO
Nature Of Love
RCA 9183-2R

ROD STEWART
This Old Heart
WB 1995

TM BE GIANTS
Downhouse
WB 64998

Sinead
O'Connor

WILDCARD!



CROSSOVERS WINNER!
EARPICKS WINNER!

#1 PHONES AT:

PIRATE
KNRJ
WXKS
KSAQ
PWR99
Q106
HOT94.9
KRBE
WGH-FM
KEGL
98PXY

THE HIT SINGLE AND VIDEO
NOTHING COMPARES 2 U

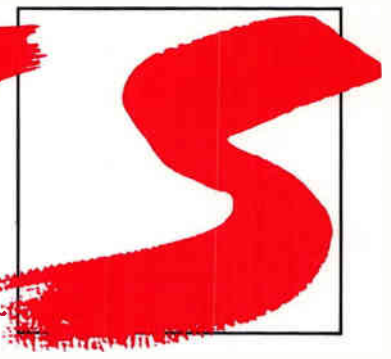
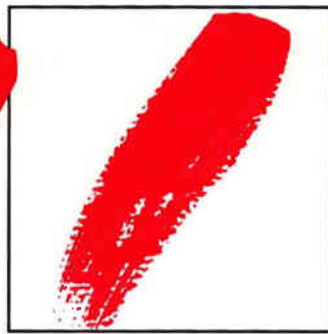
PRODUCED BY SINEAD & NELLE HOOPER

CD SINGLE ON YOUR DESK TODAY

FROM THE FORTHCOMING ALBUM
I DO NOT WANT WHAT I HAVEN'T GOT
THE FOLLOW-UP TO THE GOLD LP "THE LION AND THE COBRA"



Chrysalis.  *design*



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SINGLES

Janet still rules. She is God. (Sort of an interesting concept, don't ya think? And what would that make Michael?).

4

DIALOGUE

Musicland mogul Jack Eugster sounds off on sticker-ing, environmental issues and the state of record sales. Also, HITS' retail detail of one Joe Medwick talks to Big State's Billy Emerson, Show Industries' Pat Moreland and Shamrock Holdings' Stanley Gold in our extended NARM editorial coverage. Excited yet?

34

Retailers and wholesalers aren't the only ones worried about the issues facing NARM— people at the labels have some serious thoughts about what's going on, too. John Burns, Henry Droz, Russ Bach, Jim Caparro, Paul Smith and Pete Jones sound off on the pressing issues and the livestock of their dreams.

60

POST MODERN

Midnight Oil soars to #1 with big album sales and mega-airplay. Tipp scores again!

51

ALBUMS

Bonnie Raitt moves from #39-9-3, M.C. Hammer explodes to #17. Capitol gets in the ballgame with the big boys.

78

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Hail, Hale



They said nice guys don't finish first. The astounding success of quadruple-Grammy-winner Bonnie Raitt, who zooms to #3 this week, was in part the result of some savvy decision-making on the part of Capitol Prez Hale Milgrim and his team. Hale's fellows are also hot with MC Hammer, who pumps up to #17. And soon Hale will be wearing his Heart on his sleeve as the Wilson sisters ready their next Top 40 assault. With "Truckin'" on the headphones and a Deadhead sticker on his Beamer, Milgrim is proving he can kick a kinder and gentler butt.

On The Cover

In case you hadn't noticed, tush fanciers, lambada fever is sweeping the country, as Kaoma's single and album are bumping and grinding at retail. At this point, we'd usually say something like, "Epic is kicking butt on this one" — except we just used that phrase with Milgrim. Besides, "Epic is wiggling butt" is probably more descriptive.



HITS TOP FIFTY SINGLES

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It's still **Janet** with the **B52's** following closely behind. **Alanah** is making her way to #1 with Top 10 album sales nationally, **Madonna** takes a hefty leap to #6 and **Tommy Page** continues to get bigger. **Lisa Stansfield** and **Jane Child** are

both pulling big phones now while **Calloway** is soaring up the chart with tons of early requests and major market support. Watch **Sinead O'Connor** — ready to explode!

			ARTIST	TITLE	LABEL	COMMENTS
1	1	1	JANET JACKSON	ESCAPADE	A&M 1477	Won't quit
4	2	2	B-52'S	ROAM	Reprise 7-22667	Leading multi platinum Lp
14	5	3	ALANNAH MYLES	BLACK VELVET	Atlantic 4-88742	Lp is #9
12	6	4	TAYLOR DAYNE	LOVE WILL LEAD	Arista ASI-9938	Getting stronger
2	3	5	PAULA ABDUL	OPPOSITES ATTRACT	Virgin 7-3100	Lp still #1 by a lot
17	13	6	MADONNA	KEEP IT TOGETHER	Sire/WB 7-19986	Smokin' at Top 40
19	15	7	PHIL COLLINS	I WISH IT WOULD RAIN	Atlantic 7-88738	Selling like crazy
10	8	8	MICHEL' LE	NO MORE LIES	Atco 7-99149	Hot single seller
11	10	9	D-MOB	COME ON ...	ffrr/Poly 8867984	Continues growing
18	16	10	TOMMY PAGE	I'LL BE YOUR	WB/Sire 7-19959	Lp hits at press time
15	12	11	BIZ MARKIE	JUST A FRIEND	WB/C.Chill 7-22784	Huge single seller
9	7	12	BILLY JOEL	I GO TO EXTREMES	Columbia 38-73091	Falling
3	4	13	ROXETTE	DANGEROUS	EMI 50233	Peaked
29	17	14	LISA STANSFIELD	ALL AROUND THE WORLD	Arista ASI 9928	Leading hot new Lp
30	24	15	JANE CHILD	DON'T WANT TO	Warner Bros 4-19933	Selling singles
23	18	16	TECHNOTRONIC	GET UP	SBK 05327	Smash
22	20	17	MICHAEL PENN	NO MYTH	RCA 9111	Lp breaking now
21	19	18	LUTHER VANDROSS	HERE AND NOW	Epic 34-73029	Gaining
8	9	19	BAD ENGLISH	PRICE OF LOVE	Epic 34-73094	Over now
7	11	20	GLORIA ESTEFAN	HERE WE ARE	Epic 37084	On the way out now
25	23	21	LINDA RONSTADT	ALL MY LIFE	Elektra 7-64987	Leading Top 10 Lp
20	22	22	WARRANT	SOMETIMES SHE CRIES	Columbia 38-73095	Steady this week
28	26	23	KISS	FOREVER	Mercury 876716-7	Hot phones, single sales
27	25	24	ELTON JOHN	SACRIFICE	MCA 53750	Steady growth
13	14	25	RICHARD MARX	TOO LATE TO...	EMI 50234	Falling now

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



Bonnie Raitt

ALBUM OF THE YEAR
Best Rock Vocal Performance, Female
Best Pop Vocal Performance, Female
Best Traditional Blues Recording
(with John Lee Hooker)

Album sales 1,700,000,
Over 600,000 sold in the last two weeks.
49 weeks on Billboard's Top Pop Album Chart

Congratulations, Bonnie,
on the Grammy-winning
performance of a
lifetime.

Featuring the hit single and video

“Have A Heart”

in 5 Star Rotation on VH-1



Nick Of Time

The album of the year.
On Capitol Compact Disc,
Cassettes, and Records

Produced by Don Was
Management:
Danny Goldberg and Ron
Gold Mountain Entertainment
Business Manager: Jeffrey Fie

Major U.S. tour begins t

Capitol



HITS TOP FIFTY SINGLES

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	ARTIST	TITLE	LABEL	COMMENTS
36	A'ME LORAIN	WHOLE WIDE WORLD	RCA 9098-7R	Strong week
5	COVER GIRLS	WE CAN'T GO WRONG	Capitol 44498	Falling
34	DEPECHE MODE	PERSONAL JESUS	Rep/Sire 4-19941	Steady
32	KEVIN PAIGE	ANYTHING I WANT	Chrysalis 4JM-23444	Steady
48	CALLOWAY	I WANNA BE RICH	Solar/Epic 74005	Smash
46	MOTLEY CRUE	WITHOUT YOU	Elektra 4-64985	Developing quickly
6	MILLI VANILLI	ALL OR NOTHING	Arista 9923	Over
31	WHITESNAKE	THE DEEPER THE	Geffen 19951	Steady
--	BABYFACE	WHIP APPEAL	Solar/Epic ZST-74007	Tons of Top 40
40	LOU GRAMM	TRUE BLUE LOVE	Atlantic 4-88768	Steady growth
--	SEDUCTION	HEARTBEAT	Vendetta/A&M VV1473	Smash
42	CHER	HEART OF STONE	Geffen 4005	Developing at Top 40
--	MICHAEL BOLTON	HOW CAN WE BE..	Columbia 38-73257	Breaking
45	MIDNIGHT OIL	BLUE SKY MINE	Columbia 38T-73250	Lp debuts at #34
44	DON HENLEY	HEART OF THE MATTER	Geffen 3955	Steady growth
--	STEVIE B	LOVE ME FOR LIFE	LMR 84006	Breaking
50	BRAT PACK	YOU'RE THE ONLY	A&M 1447	Hot remake
33	BELINDA CARLISLE	SUMMER	MCA 24011	Falling
--	REGINA BELLE	MAKE IT LIKE..	Columbia 38-73022	Going at Top 40
--	U-KREW	IF U WERE MINE	Enigma 75051	Breaking at Top 40
41	SMITHEREENS	A GIRL LIKE YOU	Capitol 44480	Selling albums
--	AEROSMITH	WHAT IT TAKES	Geffen 7-19944	Most added
--	WILSON PHILLIPS	HOLD ON	SBK 05334	Last week's Wildcard
--	ADAM ANT	ROOM AT THE TOP	MCA 53679	Comeback
--	ENUFF Z'NUFF	FLY HIGH MICHELLE	Atco 7-99135	MTV

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

NEXT UP

LINEAR (Atlantic)
LEILA K (Arista)

QUINCY JONES (WB/Qwest)
SINEAD O'CONNOR (Chr/Ens)

BONNIE RAITT (Capitol)
SWEET SENSATION (Atco)

Midnight Oil Blue Sky Mining

Retail

THE FACTS:

Radio

HOT SALES AT:

- #1 Plastic Fantastic/Phila
- #1 Apple Tree/Illinois
- #1 Moby Disc/LA
- #1 Michigan Warehouse/Detroit
- #1 Streetside/St. Louis
- #1 Warehouse/LA
- #1 Tower (Newbury)/Boston
- #1 CML One-Stop/St. Louis
- #1 Flipside/Chicago
- #1 Baker & Taylor One-Stop/Chicago



#1 POST MODERN!
#2 ALBUM ROCK!
FLASHMAKER!
BREAKOUTS WINNER!

OVER 125 TOP 40'S INCLUDING:

WZPL	add
92X	deb 25
CKOI	deb 34
WPHR	deb 34
KEGL	19-17
WMJQ	#19
PIRATE	#20
KZ106	17-14 (Hot)
WZZU	22-14 (Hot)
KLQ	24-19 (Hot)
KQKQ	29-19
HOT94.9	24-20
KXXR	31-26
KXYQ	28-24

CHECK OUT THE
"FOOD ON THE TABLE"
REMIX!

"I expected sales to be really good, but they're even better than I anticipated! The time is right for a political band with something to say to finally be heard. It's our #1 album!"

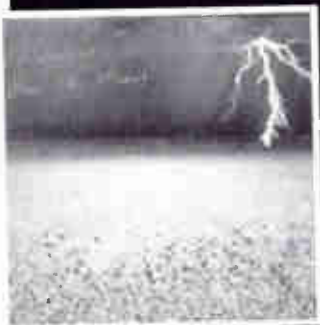
SKYLA FAYE - TOWER (BOSTON) #1

"With the release of 'Blue Sky Mining,' Midnight Oil is certain to be one of the premiere acts of the '90s."

SCOTT FREEMAN - CML #1

Produced by Wayne Livesey and Midnight Oil. Management Gary Morris.

"Columbia" Reg. U.S. Pat. & TM. Off. by CBS Records Inc. © 1990 Midnight Oil.



Wilson Phillips

CARNE WILSON,
CHYNNA PHILLIPS,
WENDY WILSON,
THREE WOMEN
WITH A PAST...

...AND SOMETHING
TRULY REMARKABLE
TO SHOW FOR IT!

Change is in the wind. And from the California Coast a new group, WILSON PHILLIPS, has arrived with a startling debut album of real music — a passionate presentation of seductive melodies, compelling lyrics and signature harmonies.

WILSON PHILLIPS heralds the introduction of three distinctive songwriters and vocal artists. Now SBK RECORDS takes great pride in introducing their captivating first single HOLD ON.

WILSON PHILLIPS.
Friends for life. Music forever.

WILDCARD 3/5!
FLASHMAKERS WINNER!
EARPICKS WINNER!
DEBUT **48** HITS TOP FIFTY SINGLES!

85 STATIONS OUT OF THE BOX!
INCLUDING:

WXKS	add
B94	add
KEGL	add
KUBE	add
PWR99	add
KKRZ	add
KBEQ	add
WKBQ	add
KWSS	add
WTIC	add
WPHR	add
WGH-FM	add
B93	add
KISN	add
KCPX	add

H O L D O N

Hold On, the first single from the forthcoming SBK debut album, WILSON PHILLIPS.

Produced by Glenn Ballard
Executive Producer Charles Koppelman
© 1990 SBK Records, Inc.



HITS

FRONT PAGE



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Retailers Face Stickers Issue At Annual Confab

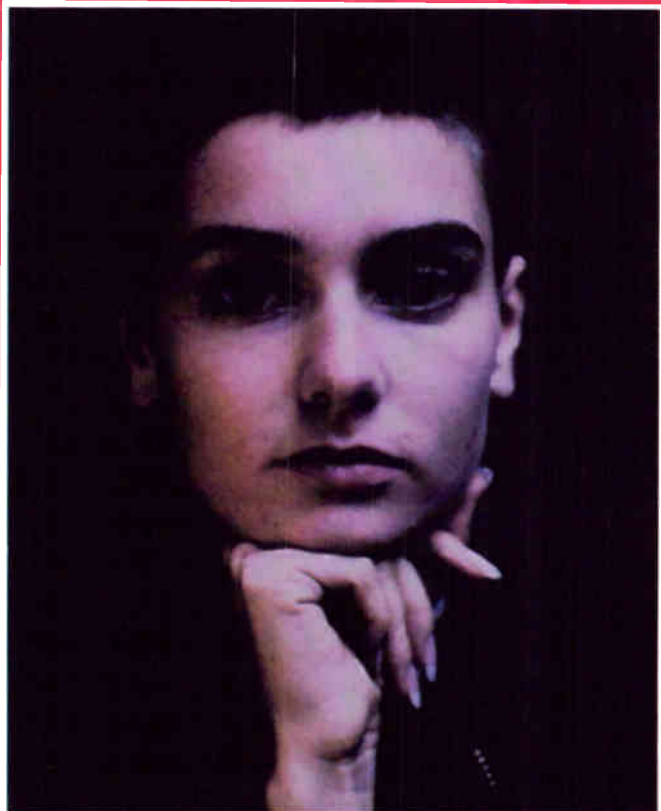
NOT NARM CROSBY!

Lambada Fever

Yes retailers, that flesh on the cover is there for a reason, as **Lambada** fever appears to be spreading. With no less than three films pending on the Latin dance craze, sales for the Epic album and single are solid and even radio is starting to roll. Album activity includes #1 reports from **Tower** (Downtown NYC), **South Texas**, and Top Ten reports from **City One-Stop**, **Tower National**, **Pacific Coast** and **Specs**. Radio has joined the party on the single, which has been pulling big numbers at retail for weeks. Among the adds this week are: **Hot 97**, **Hot 97.7**, **KKFR**, **KXYQ** and **FM102**. The cut is already #1 at **PWR96** and **KBFM**, and Top Five at San Diego's **Q106**.

Grammy Sales Boom Continues

Bonnie Raitt goes 33-9-3. **Michael Bolton**, **Linda Ronstadt** climb the Top Ten. **Beaches** jumps into the Top 20 out of nowhere. **Don Henley** makes significant gains. **Fine Young Cannibals** recharts and **k.d. lang** debuts on the chart. We'd say it was a pretty good **Grammy** show.



Sinead O'Connor — Multi-format smash is headed straight for the top. No relation to NARM Director of Meetings & Conventions **Stan Silverman**.

Special Govt. Booth At NARM

Because of the immense importance of the sticker issue at this year's **NARM** confab, the organization will be operating a special booth outside the main exhibition area.

Manned by newly appointed **NARM/VSDA** Director of Government Affairs

Rick Karpel, the booth is designed to provide members with information about pending state legislation, as well as the **NARM** response.

In addition, for \$5, **Rick** will plant a big wet one on any member who approaches the booth.

When the **National Association Of Recording Merchandisers (NARM)** gathers for its annual convention at Los Angeles' **Century Plaza Hotel**, over 2000 retailers, distributors and music industry executives will be faced with mounting state legislation requiring sticker on selected recordings.

With no uniform platform, insufficient funds, and a general lack of information, many **NARM** attendees see this year's confab as **THE** forum for a unified industry position.

That said, here's some **NARM** yummys we're proud to tell you about (*Ed Note: Danny Fields contributed to this story*).

Scholarship Dinner

Insiders have informed us that Saturday night's **NARM** Scholarship Dinner will feature **Capistrano salad**, **roast loin of beef**, "appropriate" **potatoes**, chef's selection of seasonal fresh **veggies** and **Bombay glaze Cavalieri** for dessert.

Awards Banquet

Those same insiders have revealed to us that the **NARM Awards Banquet** will feature a **California salad**, **breast of chicken Beaulieu**, more of those "appropriate" **potatoes**, chef's selection of seasonal fresh **veggies** and **Bombay glaze Jamaica** for dessert.



PIC OF THE WEEK



Look, folks, we don't shoot these classless, immature, sexist photos — YOU DO. Now, we know what you're saying, "Hey, if you had the slightest bit of class or taste, you wouldn't run such blasphemous shots." Exactly — thus we present as our special **NARM Pic Of The Week** beautiful EMI Promo weasel **Nina Kent** with those nutty, nutty **Red Hot Chili Peppers** backstage at one of those shows these people always attend. Immediately after this photo was taken, Nina returned to the monastery for an evening of meditation and prayer. (Ed Note: We assume NARM Director of Meetings & Conventions **Stan Silverman** does not approve of this photo. Thank you.)

Quick Hits

This week's MTV adds are **Soul II Soul** (Virgin), **Company of Wolves** (Mercury), **Cher** (Geffen), **Rave-Ups** (Epic), **Corey Hart** (EMI), **Biz Markie** (WB), **Young MC** (Delicious/Island) and **Adam Ant** (MCA). **Soul II Soul** joins the **Black Crowes** (Geffen) and the **Beloved** (Atlantic) in **Stress** rotation, while **Sinead O'Connor** (Chrysalis) moves into **Buzz Bin**.

WILD CARD
SINEAD O'CONNOR
 (Ensign/Chrysalis)
 This is a guaranteed #1 SMASH! It's happening big at Rock 40's, Post Modern & dance leaning Top 40's! Majors this week: KZZP, B96, WKBQ, Z95, KMEL, KKFR, KEGL, KRBE, WPHR, KXXR, WGH, PIRATE, WDFX and WHYT. Moves 25-10 KSAQ, D19 Q106, D22 WXKS, 23-17 KNRJ, 3-1 KITS and 4-2 KROQ and now it's released. Great set-up by Tom Gorman.

Bisceglia Arista Sr. VP

In a move that has sent people rejoicing into the streets from Brooklyn to Bulgaria, Arista has promoted **Rick "Don't Call Me Little Ricky" Bisceglia** to the post of Sr. VP of Promotion. According to Rick's wife **Mimi**: "OK, so the bum got lucky."

Bisceglia, who previously served as VP of Pop Promotion, has been with the label for 10 years. He formerly held posts at Ariola Records and was Music Director at 99X radio.

"When I think of someone who takes the elevator to his office, I think of Rick Bisceglia," said the label's Executive VP, **Bill Berger**.

In his new post, Bisceglia oversees all promotion activities for the label, including Top 40, Adult Pop, Album Rock, Alternative and Video.

Arista Founder and President **Clive Davis** had some kind, sincere and heartfelt praise for his new Sr. VP of Promotion. Naturally, we

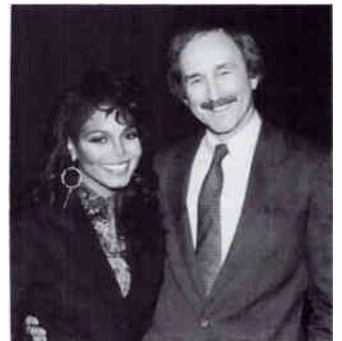
couldn't bear to run anything kind, sincere and heartfelt here, so we'll summarize Mr. Davis' statements by saying: "Rick is breathing."

According to Bisceglia: "Oh boy, oh boy, oh boy!! Wowie, kazowie!! This is really boss and neat!!" Thanks, Rick.



Rick Bisceglia: Perhaps we're mistaken, but does he have something hanging from his nose? Whoa, big guys, just asking.

Janet Rules At NARM



Janet Jackson is pictured announcing that **25 cents** from every ticket sold on her tour will be donated to the "Cities In Schools" non-profit dropout prevention program. NARM Director of Meetings & Conventions **Stan Silverman** is not involved. Jackson, whose four L.A. shows sold out in a record **48 minutes** is pictured with Cities In Schools Founder & President **Bill Milliken**. Said Bill: "I'm an excellent person who has made meaningful and important contributions to society; however I have a tendency to wear incredibly ugly ties." Thanks, Bill.

Mandela Tribute Set

Freed African National Congress leader **Nelson Mandela** will attend a tribute concert at Wembley Stadium April 16 to mark his release from prison. The "Nelson Mandela — An International Tribute For A Free South

Africa" concert, featuring **Simple Minds**, **Peter Gabriel**, **Neil Young**, **Tracy Chapman**, **Hugh Maskela** and the **Neville Brothers**, is set for live broadcast around the world.

Another NARM Photo Opportunity



Island's Melissa Etheridge (c) makes an appearance at Cats Compact Discs & Cassettes on Union Avenue in Memphis. Flanking the Mel-Woman are Asst. Store Manager John Baker and Store Manager Yaacov Daniel. To enhance an already stellar turnout, the store not only offered fans the chance to meet Melissa, but also the opportunity to smack the hell out of Mr. Daniel. Needless to say, they lined up for blocks. (Ed Note: NARM Director of Meetings & Conventions Stan Silverman was in the men's room when this picture was taken. Yes, he did wash his hands. Thank you.)

Hammering Out A NARM Photo



That's Capitol's MC Hammer accepting a Gold plaque at the premiere of his new project "Please Hammer, Don't Hurt 'Em." According to Hammer: "All my moves, my charisma, my entire being is due to the incredible influence of NARM Director of Meetings & Conventions Stan Silverman." Pictured with Hammer and wishing they were NARM Director of Meetings & Conventions Stan Silverman are: Capitol VP of Sales Lou Mann, VP/GM Black Music Division Step Johnson and Capitol President Hale Milgrim.

Quick Hits

The Most Added records at Top 40 radio this week are: #1 **Aerosmith** (Geffen), #2 **Wilson Phillips** (SBK), #3 **Sweet Sensation** (Atco), #4

Corey Hart (EMI) and #5 **Babyface** (Solar/Epic). **Adam Ant** scored another big week at Top 40 to finish sixth.

Two Important NARM Photos We Ran Together



On the left is a photo of Polydor's hard rockin' L.A. Guns with a bunch of Japanese people. The band was presented with Gold CDs for sales of "Cocked and Loaded." In exchange the Japanese demanded autographed photos of NARM Director of Meetings & Conventions Stan Silverman. Geez, ANOTHER Japanese victory! The photo on the right is some pipin' hot



Phillips Chicken Pie — delicious and ready in two minutes! Three tantalizing varieties available with your choice of noodles, mashed potatoes or their special mushroom gravy. Complete on-the-go meals for the busy gourmet. According to NARM Director of Meetings & Conventions Stan Silverman: "Yummy!" We hope you enjoy both these fine, fine photos.



Musicland Moves

Hey folks, here's a catchy little NARM story. Hope you dig reading it as much as we dug writing it. Love ya, babes.

Minneapolis-based **Musicland**, the industry's largest retailer, has begun reorganizing as the first step toward the creation of a divisionalized structure.

To that end, **Gary Ross** moves from Exec. VP, Marketing and Merchandising to President of the Suncoast Motion Picture Co., Musicland's sell-through-

only video chain. In other Suncoast moves, VP **Frank Vinopal** is promoted to Sr. VP, Stores and Operations, and National Video Buyer **Peter Busch** becomes VP, Video Merchandising.

At Musicland proper, **Arnie Bernstein**, Exec. VP, Stores and Operations, assumes additional responsibility for advertising and distribution, while **Keith Wanke**, Managing Director of Loss Promotion, becomes VP of Loss Prevention.

Not Stan Silverman

As a meaningful service to you, our NARM reader, we would like to take this opportunity to avoid any confusion — folks, this is not a photo of NARM Director of Meetings & Conventions **Stan Silverman**. God bless you Stan, wherever you may be.



MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUND TRACK
1 HUNT FOR RED OCT.	17.2m	14010	17.2m	—
2 DRIVING MISS DAISY	5.1m	3554	60.3m	Varese
3 HARD TO KILL	4.2m	2798	33.3m	—
4 MADHOUSE	3.1m	1989	13.4m	—
5 BORN ON THE FOURTH	2.1m	1470	59.7m	MCA
6 REVENGE	2.0m	1462	12.9m	—
7 MEN DON'T LEAVE	1.4m	1760	4.3m	—
8 GLORY	1.3m	1645	20.2m	Virgin
9 STELLA	1.3m	1174	17.4m	—
10 STEEL MAGNOLIAS	1.2m	1005	74.4m	Polydor

ON RECORDS By Lenny Beer

Great New Music

SINEAD O'CONNOR & LOTS MORE: While many in radio and retail have been complaining about the lack of superstar releases, a host of new projects in the developing-artist category have caught our ears and deserve major attention. First and foremost is **Sinead O'Connor** (Chrysalis), who is just weeks away from superstardom. Her single, "Nothing Compares 2 U," out this week, is already creating quite the commotion. It's Top Five in PoMoland, on both video channels, and pulling gigantic phones in early test situations at radio. This is a *stop-you-in-your-tracks* ballad that will soon be #1 everywhere! But it is only one future smash in a strong list of great new music.

Heading up the list of hot new projects is WB's **Notting Hillbillies**, produced by **Mark Knopfler**. The lead cut, "Your Own Sweet Way," has a great video and features the playing and singing of Knopfler. It is a must-listen record.

On Sire/Reprise, we draw your attention to **John Wesley Harding**, already being hailed by **LA Times** critic **Bob Hilburn** as the first great album of the '90s, and we agree. It's a cross between the early pop stylings of **Marshall Crenshaw** and the best

of **Elvis Costello**.

Next on the list is the return on **Adam Ant**, now on MCA. He is being received immediately in a multitude of formats and is heading for a major hit single with "Room At The Top."

A&M is scoring with a double dose of great music: **Blue Nile** and **Del Amitri**. Both are immediate Post Modern winners with mass-appeal potential. Check out "Downtown Lights" by the former and "Stone Cold Sober" by the latter.

AND STILL MORE: Somehow, we can't put down the **Michael Penn** album on RCA. While "No Myth" is resting comfortably in the Top 20, the album is gaining each week because of a long list of killer songs. Next to be released will be "This & That," an even hookier song than the current hit.

We are also very impressed by the latest from **Basia** (Epic), the **Beloved** on Atlantic, **Public Enemy** on Def Jam/Columbia, **Wilson Phillips** on SBK, the forthcoming **World Party** release (Chrysalis), the theatrical soundtrack to **Miss Saigon** (Geffen), and last but not least, we cannot put down the **Bonnie Raitt** album (Capitol) and can't wait for "Nick Of Time" to be a hit single so we can FINALLY get tired of it!



Sinead: Nothing compares to her new record.

STIEFEL-PHILLIPS
ENTERTAINMENT



©1990 Warner Bros. Records Inc.

ROD STEWART

"This Old Heart Of Mine"

(A newly-recorded version with Ronald Isley)

The New Single From The New Album

Downtown Train

SELECTIONS FROM THE STORYTELLER ANTHOLOGY

The Follow-Up To The Smash Single "Downtown Train"

Single Produced by Bernard Edwards and Trevor Horn and Remixed by Chris Lord-Alge



A Riveting NARM Photo



That's Drivin' N' Cryin's **Kevn Kinney** and R.E.M.'s **Peter Buck** performing an acoustic set at Atlanta CD just because they knew it would get them exposure in our gala NARM issue. Ironically, that same exposure prompted NARM Director of Meetings & Conventions **Stan Silverman** to run naked through the store, flapping his arms yelling, "I'm a bird, I'm a bird, wanna hear me chirp?" Oh, that nutty Stan.

Cardinal 2, Satan 0

During the last year, two exorcisms have been performed in the New York diocese to cast out evil spirits, reports **Cardinal John O'Connor**, and he's blaming both on the effects of certain types of rock music. O'Connor believes that heavy metal "can trap people, especially teenagers" into devil worship, citing **Ozzy Osbourne's** "Suicide Solution" as an example.

No mention was made of psychosis induced by graphic

violence in television or films, increased paranoia from crime in the streets, general dread about the decaying state of the nuclear family, our global environment, the value of a dollar or the unspoken threat of nuclear holocaust — just heavy metal music. In addition, O'Connor didn't say where the exorcised spirits went, but he did turn purple and puke violently on the reporter who posed the question.

AIRHEAD

OUR NARM CARTOON GETS STICKERED

WARNING:

This cartoon is deemed unacceptable by the same people who want to sticker music. These people:

- are completely ignorant.
- are very well funded.
- know the music industry is unprepared.
- think the Heimlich Maneuver is a kinky sex act.
- are very dangerous!!

RETAILER ADVISORY

TIME TO MOBILIZE. STAY TUNED.

Quick Hits

VH-1 activity this week includes adds on **Bee Gees** (WB), **Soul II Soul** (Virgin), **Luka Bloom** (Reprise), **Tears For Fears** (Fontana/Mercury), **Melissa Etheridge** (Is-

land), **Joe Satriani** (Relativity), **Don Henley** (Geffen) and **NRBQ** (Virgin). The Bee Gees and Soul II Soul move right into **Five Star** rotation.

Waiting For NARM At The CBS Grammy Bash



Those nutty, nutty folks at CBS had two weeks to kill before the NARM Convention, so they figured, "What the hell, let's throw a Grammy party." Pictured on the left are: Epic President **David Glew**, **Gloria Estefan**, **Billy Joel**, Columbia President



Don Ienner, CBS President **Tommy Mottola** and NARM Director of Meetings & Conventions **Stan Silverman**. On the right are: **Robert DeNiro**, **Joel**, **Tommy** and NARM Director of Meetings & Conventions **Stan Silverman**.

NEXT UP...



LINEAR

CROSSOVER!

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5
2.85	13	7	4

"SENDING ALL MY LOVE"

13 NEW INCLUDING:

WHYT add	KMEL deb 27	KKFR #2	KZZP 12-9 (Hot)
HOT97.7 add	B97 deb 29	KPRR 5-4 (Hot)	KNRJ 18-15
WKBQ add	PWR99 deb 34	PWR106 #5	KITY 19-15
KWSS add		Y108 16-5 (Hot)	WCKZ 29-21
		KS104 10-7 (Hot)	KKMG 30-22 (Hot)
		KTFM #8 (Hot)	B96 29-24

**CROSSOVER!
EARPICKS WINNER!
MTV STRESS!**

THE BELOVED "HELLO"



KEGL add	
WKBQ add	
WGTZ add	
KZFM add	
OK95 add	
WCGQ add	
WPRR add	
KKFR deb 32	
KXXR deb 37	
KTUX deb 38	

KNIN 31-27
KBOS 35-32

BREAKING AT:

KRBE	CKOI	KKMG	KYYY
KNRJ	HOT94.9	WYYS	WNYP
KITS	Z951	KFBQ	
KITY	K106	KFTZ	
KSAQ	KDWZ	KKSS	

PAJAMA PARTY "HIDE AND SEEK"

FLASHMAKER!



KRBE add	WOHT add	HOT102 deb 40	BREAKING AT:
KHTK add	WQID add	KIKI 23-19	PWR106
KZBS add		WFMF 32-26	PWR96
KCAQ add	KDON deb 21	PWRPIG 36-27	HOT97.7
KYNO add	WKSS deb 28	KJ103 30-27	KTFM
WYCR add	WCKZ deb 28	KITY 33-28	
KKSS add	WPLJ deb 33	KZFM 39-29	



On Atlantic Records, Cassettes and Compact Discs





Cahill SBK Sales VP

His name is **Bob Cahill**. If you don't know him, you will soon. No, not because he is the new VP of Sales for SBK Records, but because he will be the subject of **Maury Povich's** gripping prime-time report: "The Dangers Of Gene Splicing. A Real-Life Horror."

Cahill was most recently VP of Sales at Rhino Records. He will relocate to New York. (Ed Note: On behalf of everyone in Los Angeles, we'd just like to say, thank you.)

According to the new executive: "I like this job, and

as soon as I get used to all the preppies, I'm gonna love it."

Cahill started his music industry career somewhere; however, we weren't interested, so we didn't ask.



Bob Cahill: Do *Topsiders* go with that earring?

The Ladder

a rundown of executives on the move



Thompson



Conte



Mariscano



Tindle

"Gosh, Mr. **NARM** official, of course I'm *Billboard's* **Geoff Mayfield**. That's what it says on my name tag, doesn't it?" Ooops, we've started.... At Chrysalis, where everyone is really Syked because things are Kiener, **Greg Thompson** has been promoted to Sr. Director, National Pop Promotion. He has been with the label for six years. He was joined by his personality two years ago.... Atlantic has appointed **Patti Conte** Vice President of Press and Publicity. A veteran of Atlantic, she was most recently VP of Press & Publicity for EMI.... At Island, where Mike Bone rowed his boat ashore (Ed Note: *Hallelujah*), **Pat Mariscano** has been appointed National Promotion Manager. Pat was congratulated by her dear uncle, **Rocky Mariscano** and her pal, **Mariscano Cherry**.... At A&M, **Mark Tindle** is the National Promotion Director, Special Projects. He was most recently an A&M Local Promo Weasel in Dallas. Tindle's first special project will be detailing **Charlie Minor's** car. Tindle, who got a bit rusty at the Dallas gig, was replaced in Big D by **Mark Aluminumdle**.... **Robin Cecola** has been promoted to the post of Director, Promotion and Marketing, East

Coast, for WTG. Cecola, who was Promotion Marketing Manager, Mid-Atlantic Region, for the label since 1988, was named after three out of four WTG execs chose R. Cecola over Pepsi.... **Ken Lemunyon** has been named Vice President/Controller at Warner Bros. As Controller, Lemunyon will continue to roll around in a pile of krugerands wearing only a Batman G-string. Go get 'em, Ken.... **Ken Wilson** has been appointed National Director, Black Music Promotion, for Columbia Records, West Coast. Wilson, who has been with the label since 1987, stated emphatically: "I really like masking tape!" We thank you for that, big guy.... Also at Columbia, West Coast, **Guy Eckstine** has been named Director, A&R Black Music. Eckstine, who was formerly with Virgin Music America, was previously a touring musician. Guy was congratulated by his sister, **Girl Eckstine** and his pet, **Dog Eckstine**.... **Billy Cox** is the new Director, AOR & Alternative Promotion for Polydor Records. Cox, who has been with Polydor since 1988, asked the immortal question: "Wanna buy one of my nosehairs?" Ah, no thanks, big guy.

Cute NARM Item

What with being **NARM** and all, we figure this would be a neat story to run: Here's some data on shoplifting culled from the *Fort Lauderdale News & Sun-Sentinel*, which in turn cites the Sensormatic Shrinkage Control Colloquy (huh?): The item most frequently shoplifted by women — no surprise — is cosmetics, while the item most frequently shoplifted by men

is also cosmetics. Beer and cigs fill out the male top three, while lady kleptos prefer women's clothing and jewelry. The survey really gets to the bottom of things, though, when it reveals that the item most frequently shoplifted in drug stores is Preparation H. Now that's gotta be culturally significant.

Hall Charisma Sales VP

Charisma Records, the little record company that could (at least we think they can), has named **Jerre Hall** to



Jerre Hall: No relation to Deck The.

the post of Vice President of Sales.

Hall, who was most recently Midwest Regional Sales Manager for Virgin in New York, has yet to announce an impending marriage to **Mick Jagger**. Insiders are buzzing that Hall is carrying Jagger's baby.

According to Charisma President **Phil Quartararo**: "Hiring Jerre Hall was the best way to ensure getting Stones tickets."

In addition, Hall has named **Wendy Gold** as Director of Production, and **Marcia Macro** as National Sales Coordinator.



Cecola



Lemunyon



Wilson



Eckstine



E

ENERGY

BRINGING YOU THE MUSIC AND EXCITEMENT

M

MILESTONES

BUILDING AND BREAKING ARTISTS

I

INSPIRATION

A COMMITMENT TO THE FUTURE

FROM EMI

EMI

NEAR TRUTHS

By I. B. Bad, Los Angeles

With NARM hitting this week, there's increasing anticipation of an announcement of the new PolyGram Distribution topper. Industry insiders continue to buzz over Poly's Jim Caparro who has been instrumental in setting up the new apparatus. Still, word has a headhunting company joining the fray with such retail heavies as Baker & Taylor's James Harburton and Comtron's Gary Rockhold being mentioned. Are these two candidates for the Poly distribution gig, or is there a separate worldwide video distribution post for the taking? Stay tuned.... Rumors of a merger or acquisition involving MCA Records seem to be merely hot wind, though, as we told you weeks back, the company is actively discussing future international distribution arrangements.... In New York, look for Columbia VP of Promotion Marc Benesch, who is at the end of his contract, to pull up stakes and move home to Los Angeles after 13 years. In many cases terms like "amicable parting" and "mutual decision" are a smoke screen, but in this case this is the real deal. Will Benesch remain with the CBS family or move to other ven-

tures? Stay tuned.... Meanwhile, look for Columbia's Burt Baumgartner to assume the Columbia Promo throne, and Bob Garland to head East to assume additional Promo duties at Black Rock.... Remember BMG's plan to launch a third, West Coast based label? Will those plans include former Island topper Lou Maglia?.... John Branca is continuing to interview prospective managers for Michael Jackson. Amazing to note that some potential candidates don't want the job.... Red hot Wilson/Phillips to be jointly managed by SBK's Arma Andon and attorney Peter Lopez.... Look for Cassandra Mills to head up the Black Music department at Irving Azoff's unnamed company, while Gary Harris will handle Black A&R out of the East Coast.... And what highly sought after publishing gunslinger is about to ankle his post and enter the record fold?.... Due to a seven year legal statute on personal service contracts, Janet Jackson is at the end of her current deal with A&M. Look for massive renegotiations.... Marilyn Laverty is leaving her VP of Publicity post at Columbia to begin her own firm — Shore Fire Media. Look for Bruce Springsteen to be her first client.... Back on the West Coast, Hollywood Records continues to explore distribution possibilities. Insiders buzzing about WEA through the Elektra label, or CBS. If Peter Paterno and company decide to go CBS, will it be through an existing label, or take the shape of an old time P&D deal?.... Names in the Rumor Mill this week include Kaz Utsunomiya, Brenda Romano, Geary Tanner, Rick Stone, Doc McGhee and Melani Rogers.

2-1 Jump



Burt Baumgartner — Rising star at Black Rock.

MINI MUGS



THREE MEN, ONE DEAL: Here is a trade shot of three men smiling. Why? Because MCA Records recently acquired way-hip jazz indie GRP Records, which MCA's been distributing since 1987. GRP's been marked by world class artistry, state-of-the-art technology and innovative marketing and business strategies. The move will no doubt bring good things for both. Here is VP Dave Grusin, MCA Music Entertainment Group Chairman Al Teller and GRP President Larry Rosen. Once again, they are smiling. You may now go on to the next caption.



HE JUST SAW THE CHECK! And that's why Q107 OMIPD Lorrin Palagi has the look of a man who just saw Zsa Zsa Gabor naked and beckoning for him for one night of pure, unbridled passion. Whew! Go ahead, close your eyes and picture it in your mind — not a very pleasant image, is it? Helping the P-Man maintain his equilibrium in the face of such a horrifying moment are Polydor's VP of Promotion Billy Smith and local Washington DC promotion goddess Paulette McCubbin.



RADIO WEASELS CHAT UP BIG-TIME STARS: Yes, kiddies, here's the part where the artists smile and act happy to talk with the radio weasels who play their records, making them a viable commodity. In biology, this is called a symbiotic relationship. We know 'cause we love all that pond scummy-type stuff. Anyways, making the black tie rounds at the posh, posh, posh KIIS-FM bash at the Beverly Hills Hotel are (l-r): Sa-Fire, Tommy Page, Rick "I Had A Hit Record Once" Dees, Martika, KIIS Air Personality Magic Matt Alan and KIIS VP of Programming Gerry DeFrancesco.

LETTERS

Hype Letter Of The Week

Dear Dave,

The Rave-Ups hail from Los Angeles and have:

- A) Made one of the best records of the year.
- B) Made one of the best videos of the year.

Look, listen and enjoy.....

Steve Backer
Dir., Natl. Promotion
Epic Records

Dave Replies: Steve, this letter is:

- A) One of the stupidest letters of the year.
- B) One of the stupidest letters ever.

We suggest you go back where YOU hail from, but flush it this time. Thanks 'ol buddy.

A&R Weasel Makes Funny

Dave:

Saw a man spit on the subway this morning. Thought of you.

Sincerely,
Heather Irving
Vice President, A&R
PolyGram/Wing
New York City

Dave Replies: Geez Heather, how do you think that makes the spit feel?

A&R Weasel Talks Funny

Dear Bud:

Dude! Thanks for the fab piece. "Knob-Twister" will get a lot of laughs in the U.K.

Regards,
Ron Fair
Vice President, A&R
EMI Records
Los Angeles

Bud Replies: Well it'll be the first time this rag's provided ANYONE with a lot of laughs. By the way, that's "Dud," not "Dude." Thank you.

Forget "Smash" — Send Cash

Dear Lenny:

'Been enjoying your HITS Magazine for some time now. It's way cool (nice paper stock, too!!). Just thought I'd say hi and send along my compliments.

Regards,
Glen Martin
K-Lite, 95.7FM
Seattle

Lenny Replies: Skip the bull, Martin. You think I pay for that paper stock with your kindness? Wrong, dog breath! Send money, cash, greenbacks, dead prezies!! Send it now, now, now. I want more, more, more! MINE, MINE, MINE!!! Ha, ha, ha, haaaaa!!! Thank you. I needed that.

Eeeeesh!

Dear Hits:

If you don't print this photo of me handcuffed, I am going to have to stay in them and pee in my pants.

Arioch
Ridgefield Park, NJ

Hits Replies: Hey, if your loser enough to send it (and loser seems to be an appropriate moniker), we're loser enough to print it. Heeere's Arioch (Arioch?):



FAR TRUTHS

By Danny Fields, New York

On A Spree!!



Roxette's Per and Marie

New York at the beginning of the week was the setting for a spree by **Roxette**, in town for less than 48 hours, en route from San Remo, Italy, to Los Angeles, California, where they are now shooting the video for "It Must Have Been Love" from the "Pretty Woman" soundtrack. They landed here on a Sunday night, and spent Monday morning and afternoon doing every conceivable big-time TV news show in town, then headed downtown for dinner at the ineffably chic 150 Wooster Street. Dining with Per (who ordered the wine with great expertise) and Marie (who dined on pasta), were EMI's **Ron Urban, Jim Cawley, Josh Ziemann, Cathy Watson** and **Fran DeFeo**. Next morning saw the duo lunching with **Sal Licata** at midtown's elegant Palio restaurant, where he must have had some good news for them, because they spent their remaining five hours in Gotham on a jolly shopping tour of Soho, before emplaning for the west..... **Sally (Mrs. Albert) Grossman** took over the penthouse of the glamorous Royalton Hotel for a late party in honor of **Todd Rundgren**, following his sensational, very sold-out show at the Ritz. Warner Bros was represented by **John Loken** of the International Department, while most of the crowd consisted of a very New York A-list, that included **Paul Shaffer, David Sanborn, Hal Willner, Richard Belzer, Lynn Goldsmith, Moe Berg, Tina Clarke**, and of course the eternally-beautiful **Bebe Buell Rundgren**, and her and Todd's breathtaking daughter, **Liv**. Japanese food was served, along with lots of hot saki and the finest spirits, and of course the decor, with multi-level floors inset with spotlights, showers mirrored top and bottom and on all four walls, odd beds and curious objets protruding from the walls, is always

something to gasp about..... The ever-brilliant **Kris Kristofferson** headlined the Bottom Line for two packed shows, bringing out a generational mixture of young activists, who go bananas at every mention of the word "Sandinistas" (though we wonder what line they'll be taking in the wake of recent electoral events) and older fans of Kris the movie star and writer of "Me And Bobby McGee." Needless to say, none were disappointed by the star's consummate showmanship, and the musical prowess of his band, **the Borderlords**. Representing PolyGram at the politically powerful occasion were **Steve Pritchitt, Chris Roberts, Cliff O'Sullivan, Dawn Bridges, Nicole Moore, John Mazzacco, Joseph DeMeo** and **Marty Maidenberg**..... Elektra's sublime **Sara Hickman**, of the album "Equal Scary People," performed at the Lone Star Roadhouse on Mardi Gras Night, attracting such magnates as **Bob Krasnow, Howard Thompson, Sherry Ring-Ginsberg** and **Nancy Jeffries**. Beads and festive tchatchkies adorned the room on this holy day. (*Ed Note: Danny's column was longer than this, however we cut out three appetizers, six entrees and five desserts — not counting fresh fruit — thank you.*)

ADAM ANT

ROOM AT THE TOP

ONE OF THE MOST INNOVATIVE ARTISTS OF THE '80s

RETURNS WITH A NEW SINGLE, PROVING THERE'S

STILL ROOM AT THE TOP.

FROM THE NEW ALBUM

"MANNERS & PHYSIQUE."

MTV ADD!
EARPICKS WINNER!
CROSSOVERS WINNER!
DEBUT **49** HITS TOP FIFTY SINGLES!

33 NEW INCLUDING:

KEGL	add	PIRATE	deb	22	WKBQ	36-29
WLOR	add	HOT94.9	deb	23	HOT102	36-33
KKRZ	add	KDWB	deb	27		
WIOQ	add	KRBE	deb	30	BREAKING AT:	
KXXR	add	KKFR	deb	31	WXKS	Q102
WNVZ	add	PRO-FM	deb	33	KUBE	KITS
Y108	add	KNRJ	deb	37	KPLZ	KSAQ
WGH-FM	add	WTIC	deb	38		
CKOI	add					

Produced by André Cymone
Management: Bennett Freed for Loot Unlimited



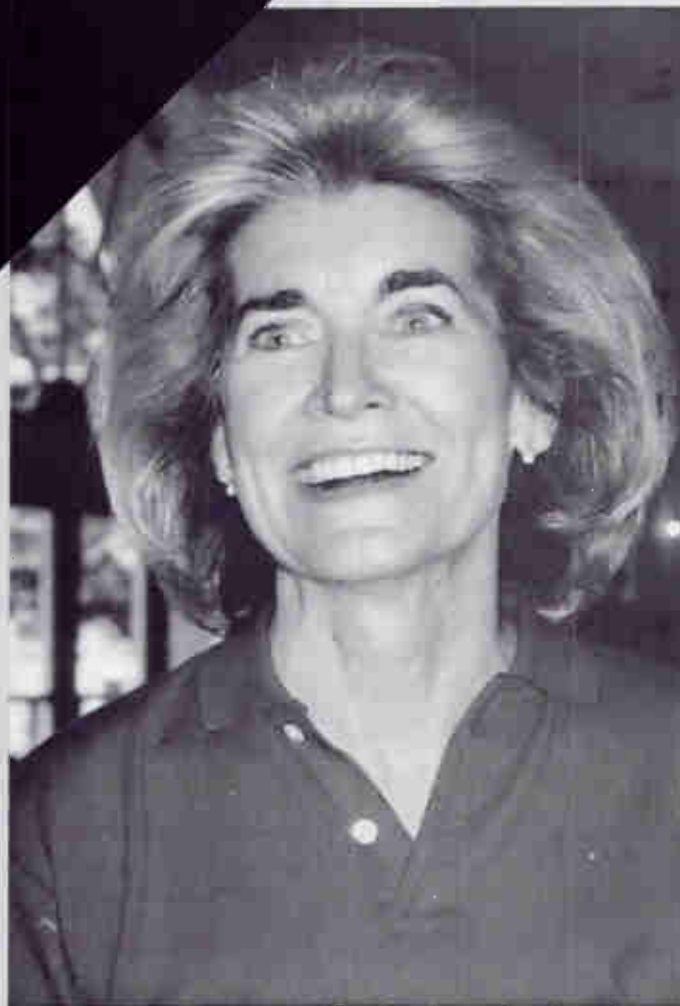
AN EXCLUSIVE HITS INTERVIEW WITH PATRICIA MORELAND BY JOE MEDWICK

MORELAND MOVES UP

Patricia Moreland, of LA-based Show Industries (Music Plus, City One-Stop), is currently VP of NARM — and if things develop as expected, will become the next President. New officers will be elected at the NARM convention March 10-13, and given traditional voting patterns (the standing VP almost always becomes President), it's a good bet that the forward-thinking Moreland will indeed become the next NARM President.

A Texas native, Pat attended Rice University in Houston. She then took a permanent gig after graduation with Top 40 pioneer Gordon McLendon when he purchased Bay Area radio station KABL. A marriage to KRLA's Dick Moreland produced three sons and a change of occupation. In 1964, Moreland became Product Purchasing Agent and Consumer Newsletter Editor for TIPTOP Record Service, the rackjobbing firm founded by music industry pioneers Monroe Goodman and Larry Nunes. When that business was sold, she became Controller for Sid Talmadge's Record Merchandising, the leading independent in the LA area.

In 1975, Moreland became an owner of Show Industries Inc., the LA one-stop founded by Sam Billis and operated under the Soul City moniker. With the name changed and the product base expanded, City One-Stop was born. In 1980, the operation was strengthened when she bought out the other stockholders and merged the company with retailer Music Plus, expanding both the wholesale and retail operations. In 1988, Shamrock Holdings Inc. acquired Show Industries as the first of their entries into the home entertainment business. Along the way, Moreland's served as Chairman, Secretary, Treasurer and VP of NARM, as well as being the first woman to sit on the Board of Directors. If elected, she becomes the first woman voted to the post of President.



Now that the dust has settled from the Shamrock acquisition, what does the Show corporate organizational chart look like?

Show Industries Inc. had five equal owners. Four of us sold all our stock, while Lou Fogelman retained an equity position when Shamrock made the purchase. If you had looked at an organizational chart prior to the purchase, you would have literally had five people at the top in a box, because that's the way we ran it. However,

after the sale, Lou Fogelman serves as President of Show Industries Inc., and I serve as Director of City One-Stop. **How has the day-to-day changed, if at all?**

Some names have been placed in different spots, but, in general, the corporation runs exactly as it did before.

What do you see as the major challenges facing NARM in the coming year?

We're currently engaged in a real debate over the 6x12 CD package.

What are your views?

"I don't think there's any product that is going to sell during the '90s that the general public is not going to be concerned with the environmental aspects of the package in which it comes."

NARM's stance is that it wishes to retain the package, for the reason that we are, after all, representing the retailers. There are probably four different aspects to this problem that we see as problems. One is obviously refixturing. It doesn't matter if you're a rackjobber and you're servicing Sears or Montgomery Wards, someone still has fixtures that are going to have to be redone if this product should come in a 6x6 package. I also think the environmental concerns are mighty. I don't think there's any product that is going to sell during the '90s that the general public is not going to be concerned with the environmental aspects of the package in which it comes. However, when I first started getting vinyl trash bags to line my trash compactor and I found out they weren't biodegradable, I stopped using them. They're now biodegradable. I've been told by executives at record companies that it's possible to produce this package in a biodegradable form. Because there's not a merchandiser that's not concerned about that either, it's not like we're oblivious to the real problem. We believe also we've been selling cassettes because the product was in effect merchandised by the ability to look at the LP or the CD package. We do not think people really only hear

about an artist watching MTV, and then come in and say, "I'll take that cassette." I suspect that's as important as anything else in the retailers' minds — and the issue that divides them from the manufacturer is the security aspect of a 6x6 package. I don't think there is virtually any merchandiser out there who isn't going to have to take this 6x6, should it be the form in which it comes, and put it in a 6x12 because of security problems. It doesn't seem to the person who's actually doing the selling and merchandising of the product that there's any way this could be done except in a 6x12.

What other related changes do you see on the horizon? We're also going to face how we're giving people the concept of "sampling" music, having a taste as it were, without the single. It's no longer going to be possible in the neighborhood of a dollar to get some feel about product. You're going to have to buy a cassette single, and a cassette single pushes everything into a package that doesn't have much information on it. You can't really look at it and say, "I want this because so and so plays guitar on it..." I'd also

say something that I don't believe that anybody else, because this is personal, might characterize as a main industry issue: It seems that as we're better able to compete because of our increased use of data processing equipment, as we become more sophisticated and spend more time with our accountants, we spend a great deal more time on accounting than we did ten years ago. We spend an immense amount of time because of legal affairs with attorneys. It seems that what is really happening is that we spend less and less of our time every year listening to music itself, which is the reason we went into this industry rather than selling auto parts for Pep Boys. I deeply regret and am deeply concerned about the fact that we are farther away from being able to physically love the product that's been so good to us.

It doesn't seem to be just retailers either.

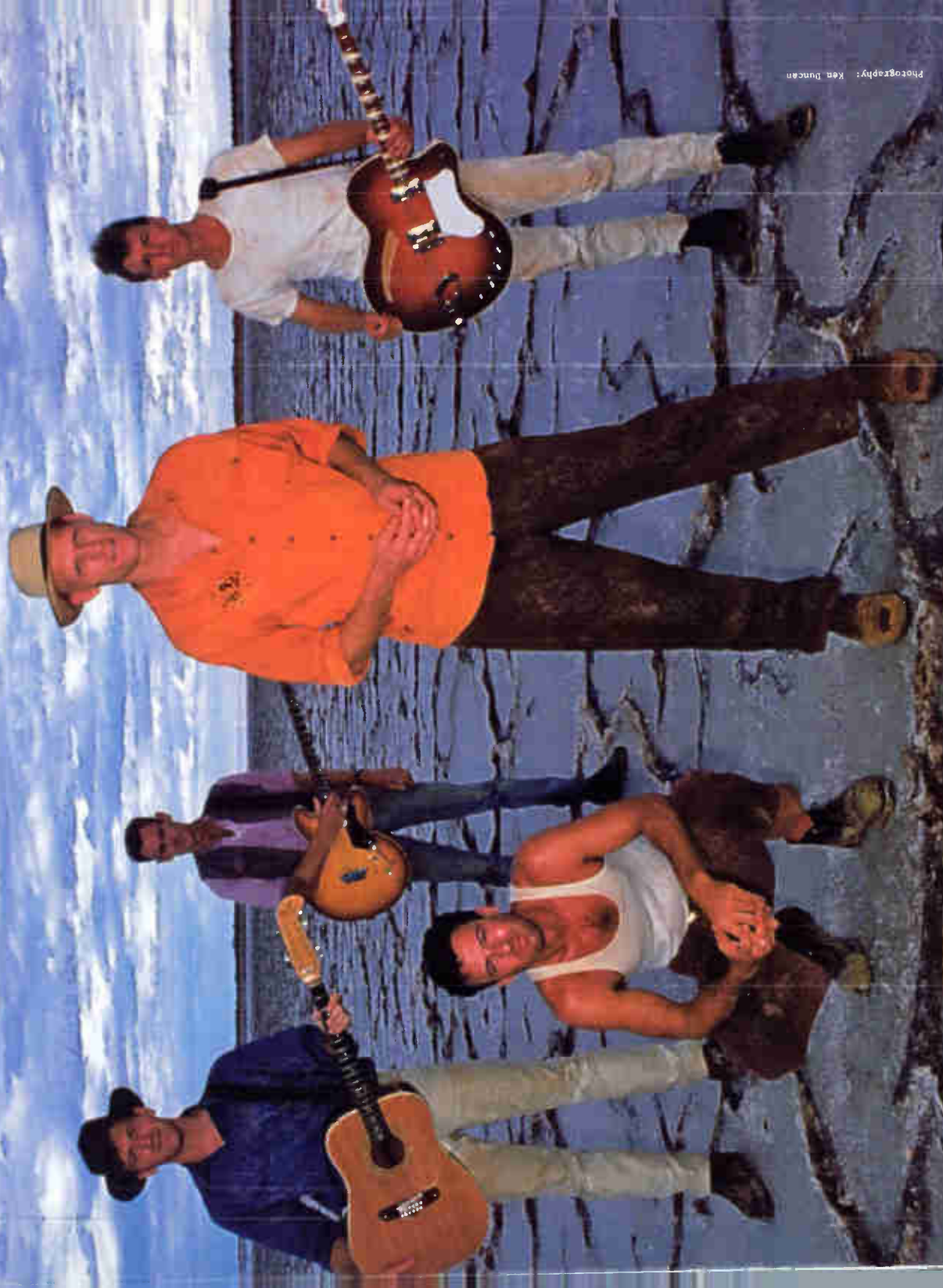
I think it's true of everyone who's merchandising music. I don't see art gallery owners spending more time meeting with security people and therefore losing their relationships with the artists who provide the

pictorial art to sell. I don't see that happening in the publishing business. I don't see bookstores spending less time concerning themselves with the product, the reviews and the exposure, but rather spending all their time speaking with account executives about new data processing techniques. The very fact that I've told you that I regard the concept of the package of the 6x12 fixtures, environmental concerns, security concerns.... none of this gets to the heart of music and that I find disturbing. It's happening in all areas of this industry, and it's an exceedingly bad trend. We've all learned in our lives that we can sell anything that we love. It seems to me that this is going to tell on us, and we're going to be able to merchandise it less well because of it. ♣

"It seems that what is really happening is that we spend less and less of our time every year listening to music itself, which is the reason we went into this industry rather than selling auto parts for Pep Boys."

'THE STORM IS BREAKING NOW''

Midnight Oil Blue Sky Mining



Photography: Ken Duncan

Produced by Wayne Livesey and Midnight Oil.
Management: Gary Morris

THE NEW ALBUM ON COLUMBIA

NORTH AMERICAN TOUR BEGINS MAY 15.

"Columbia" Reg. U.S. Pat. & Tm. Off.
by CBS Records Inc. © 1990 Midnight Oil

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)
SINEAD O'CONNOR	6.25	8	3	2	10	-	7
JANE CHILD	4.95	137	24	4	10	2	8
M.C. HAMMER	4.86	4	0	0	7	9	-
CALLOWAY	4.75	80	12	2	9	-	3
TOMMY PAGE	4.67	121	52	22	10	-	10
LISA STANSFIELD	4.16	104	23	6	9	7	10
MOTLEY CRUE	4.14	75	4	1	9	8	6
M.BOLTON	4.09	77	1	1	7	10	8
PHIL COLLINS	3.54	87	81	31	6	10	10
TAYLOR DAYNE	3.39	85	25	61	3	7	9
DIGITAL UNDERGROUND	3.29	2	2	1	8	-	6
LUTHER VANDROSS	3.24	63	32	16	8	8	9
DON HENLEY	3.02	44	2	0	2	8	1
KISS	2.91	48	27	6	8	3	9
MADONNA	2.87	71	73	13	6	1	8
TECHNOTRONIC	2.86	58	28	9	8	9	10
LINEAR	2.85	13	7	4	3	-	5
BABYFACE	2.84	28	9	3	6	8	5
CHER	2.82	37	1	0	2	7	1
A'ME LORAIN	2.82	43	22	12	4	1	6
LOU GRAMM	2.74	36	0	0	2	2	1
SEDUCTION	2.48	26	1	0	6	1	5
LINDA RONSTADT	2.43	37	38	8	3	10	9
U-KREW	2.41	15	8	4	4	1	3
BRAT PACK	2.38	41	1	0	2	-	1
QUINCY JONES	2.33	7	6	4	6	9	8
TOM PETTY	2.31	18	0	0	1	9	1
LEILA K	2.26	15	1	1	7	-	5
MIDNIGHT OIL	2.20	26	1	1	5	7	2
KAOMA	2.20	4	3	2	5	7	6
BONNIE RAITT	2.12	12	0	0	2	10	-
ENUFF Z'NUFF	2.1	13	5	2	3	1	2

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

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

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

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

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

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

Sweet Sensation

CROSSOVERS WINNER!
EARPICKS WINNER!
OVER 80 OUT OF THE BOX!

RADIO'S ALREADY IN LOVE
 WITH SWEET SENSATION:

MOST ADDED!

- PWRPIG add
- PWR106 add
- HOT97 add
- WPLJ add
- B96 add
- WXKS add
- KRBE add
- KNRJ add
- KUBE add
- PWR96 add
- KMEL add
- PRO-FM add
- WIOQ add
- HOT97.7 add
- KOY add
- WKBQ add
- KWSS add

- ALREADY ON AT:**
- Z100
 - KIIS
 - HOT102
 - KKRZ
 - KZZP

LOVE CHILD

THE FOLLOW-UP TO THE HITS
 "SINCERELY YOURS"
 AND
 "HOOKED ON YOU"



ENUFF Z. NUFF

"FLY HIGH MICHELLE"

FLASHMAKER!
MTV ACTIVE!
DEBUT 50 HITS TOP FIFTY SINGLES!
TOP 10 DIAL MTV!

HITTING NEW HEIGHTS
 AT THESE STATIONS:

- HOT AT:**
- KDWB deb 29
 - 99KG 5-4
 - WKBQ 7-5
 - PIRATE 11-9
 - OK95 10-9
 - KNIN 16-12
 - KZOU 15-12
 - WSSX 15-12
 - WGH-FM 27-16
 - 92X #16
 - WLOL 20-17
 - WWCK 24-19

- HOT PHONES AT:**
- #1 WSSX WLOL
 - #2 WGH-FM 92X
 - #4 PIRATE KQHT
 - #5 WKBQ KZOU
 - PWR99

74% CHARTED!



THE GAP BAND



"ADDICTED TO YOUR LOVE"

FROM THE ALBUM ROUND TRIP

TOP 10 BLACK AND READY TO CROSS!

PRODUCED BY RONNIE WILDON & CHARLIE WILSON
FOR TRACK TEAM PRODUCTIONS



FLASHMAKERS

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

Babyface dominates this week with tons of major markets leading the way and immediate phones everywhere played. **Seduction** is back with another hit in the making that's helping to sustain strong sales,

Aerosmith scores big as the #1 Most Added record of the week and last week's Wildcard, **Wilson Phillips**, is exploding at radio with a killer mass appeal debut. Watch **Rod Stewart** — ready to blow-out at Top 40.

BABYFACE WHIP SOLAR/EPIC

Singles: 34* **Albums:** 22 **Avg Move:** 2.84 **Aggrsv:** 28
Third hit from the giant album is closing quickly with adds this week at HOT97, KNRJ, KUBE, X100, KXYQ, Q105, B104, B97, WKSS, WNVZ, WPHR, WMJQ, XL106, KMPZ, Z951, KCHX, KFBQ, KQCR, KTRS, KTXV, KWNZ and many more. Great moves include 6-3 KMEL, 14-10 KOY, 13-10 KS104, 5-3 Y108, 12-7 KJ103, 12-9 WOHT, 13-8 KYNO, 23-19 Z100, 33-24 HOT102, 28-24 KWSS, 26-18 KITY and 35-27 X106. This one is going, going, gone! The requests are already flying in with a new video soon to be released.

SEDUCTION HEARTBEAT VEN/A&M

Singles: 36* **Albums:** 44 **Avg Move:** 2.48 **Aggrsv:** 26
Hot new single is exploding with early request action and major markets leading the way. The album sales are solid with early single sales already showing up. New this week at KUBE, KZZP, KKRZ, Q105, PWR99, KROY, WPHR, WKZL, KCHX, KMOK, KWTX, KZOZ, 99KHI, Q104, and others. Jumps at HOT97 11-9, Z100 22-16, WPLJ 27-22, KRBE 25-18, WXKS 31-26, WPGC 23-19, PWR96 34-28, WIOQ 30-24, KMEL 20-16, KKFR 30-19, KOY 19-15, PRO-FM 34-30, KITY 29-23, WCKZ 15-11, B97 Deb 32, Y107 Deb 29, Z951 Deb 33, KLUC Deb 30 and WSPK Deb 36.

AEROSMITH WHAT IT GEFFEN

Singles: 47* **Albums:** — **Avg Move:** 3.00 **Aggrsv:** 3
Third single from their mega-platinum album has been getting lots of test play over the last few weeks with tons of early phones. The video is in solid rotation at MTV while out of the box action at Top 40 comes from PIRATE, WXKS, B94, KDWB, KXYQ, PRO-FM, PWR99, Y108, 92X, WPHR, WAPI, WMJQ, CKOI, WGTZ, WKDD, WKSJ, WZPL, 95XXX, 99KG, G98, KBFM, KC101, KCMQ, KFBQ, KFTZ, KIXY, KKHT, KKRZ, KMOK, KQIZ, KSMB and many others. Already jumps 12-10 KEGL, 7-1 WLRS, 22-18 KXXR and 24-16 WVIC. #1 Most Added Record of the week.

WILSON PHILLIPS HOLD ON SBX

Singles: 48* **Albums:** — **Avg Move:** 2.67 **Aggrsv:** 2
Hot new trio is breaking big in their first week out at radio. This #1 Earpicks winner sounds like a natural for Top 40 radio with immediate support coming from WXKS, KEGL, KUBE, B94, KKRZ, PWR99, KBEQ, KWSS, WKBQ, WTIC, WGH-FM, WPHR, KISN, K98, KCPX, B93, MIX105, WRVQ, Y107, FM100, WKZL, KMPZ, WKSJ, 95XXX, 99KG, G98, KC101, KCMQ, KFTZ, KKRZ, KLYV and many more. Already hot at KDWB 30-23, X106 Deb 29, WDJX Deb 28, Z104 Deb 38 and KGOT Deb 39.

MIDNIGHT OIL BLUE SKY COLUMBIA

Singles: 39* **Albums:** 34* **Avg Move:** 2.23 **Aggrsv:** 26
SALES! SALES! SALES! The album just hit the streets and debuts at 34* on the Top Fifty Albums Chart. The requests picked up significantly this past week with new airplay at KITS, WZPL, WHTO, KWTX and others. Solid moves include 32-28 WXKS, 28-24 KXYQ, 31-26 KXXR, 24-20 HOT94.9, 38-24 WJMX, 33-26 KFBQ, 31-24 ZFUN, 28-22 WNYP, 24-19 WKLO, Deb 25 92X, Deb 34 WPHR, Deb 34 XL106, Deb 34 CKOI, Deb 30 KKHT and Deb 35 KMOK. MTV continues to lead the way with video play. By the way, did we mention how big the sales are?

ENUFF Z'NUFF FLY HIGH ATCO

Singles: 50* **Albums:** — **Avg Move:** 2.19 **Aggrsv:** 13
Big requests at MTV and major markets are helping to close this hot power ballad. New believers this week include X106, KCHX, KSMB, WKPE, WPXR, Y94, WBBQ, WOKI, WKRZ and B98. Hot jumps include 11-9 PIRATE, 7-5 WKBQ, 5-4 99KG, 8-7 WAAF, 27-16 WGH-FM, 29-25 Y107, 29-22 WBNQ, 37-32 WVBS, 24-19 WWCK, 38-33 ZFUN, Deb 29 KDWB and Deb 25 WKDD. Generating phones.

TESLA THE WAY IT GEFFEN

Singles: — **Albums:** 43*
This one is pulling phones where played and spreading further this week with new action at WKDD, G98, KFMW, SLY96, WCGQ, KFBQ, WAPE and others. Jumps 23-18 92X, 36-32 WDBR, 28-24 KRZR, 30-24 WZZU, 21-16 WLRS. Deb 31 WPHR, Deb 29 WGTZ, Deb 35 WPXR, Deb 36 99KHI, Deb 38 KNIN, Deb 39 95XIL, Deb 32 JET-FM, Deb 37 WKRZ, Deb 40 KTUX, Deb 40 WRCK and Deb 35 KDWB.

REGINA BELLE MAKE IT COLUMBIA

Singles: — **Albums:** —
Great week! Lots of new major market action this week including adds at PWR96, X100, KZZP, HOT102, KISN, KSMB, 98PXY, KGGI, WAPE, WAEB, B98 and KQMQ. Moving this week at WPGC 9-8, KJMZ 5-4, KNRJ 40-35, KDWB 26-22, WCKZ 26-22, KZFM 36-32, Q95 Deb 25, WLOL Deb 30, KITY Deb 35, WMJQ Deb 27, KKSS Deb 29, WJAD Deb 29 and 99KHI Deb 40. Upper demo phones are showing up where played.

FLASHMAKERS

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

COREY HART A LITTLE EMI

Long-awaited single from his forthcoming album, "Bang!," is off and running with out of the box action at PIRATE, KEGL, KDWB, WLWL, KXYQ, KXXR, Y108, 92X, KSAQ, WPHR, KISN, KCPX, WMJQ, CKOI, 95XXX, 99KG, G98, KCMQ, KFMW, KFTZ, KIXY, KKR, KMOK, KTMT, KWTX, KYYY, KZ93, KZIO, 99KHI, WBNQ, WHHY and many more. One of the Most Added records of the week. Already breaking at KDWZ Deb 33.

NATALIE COLE WILD WOMEN EMI

Picking up more major market action this week with upper demo phones coming in. New at WIOQ, X100, HOT97.7, Z106, WOHT and others. Already moving at WJMX 40-31, WCGQ 38-31, SLY96 32-26, KLYV 31-26, KQIZ 28-23, KBOS 31-27, WNNK 32-28, KPLZ Deb 30, KKRZ Deb 27, WKZL Deb 36, KSMB Deb 35, WHHY Deb 35 and 95XIL Deb 40.

LEILA K GOT TO GET ARISTA

Singles: — Albums: — Avg Move: 2.26 Aggrsv: 15
 Programmers are saying that the phones for this hot new artist are developing quickly after a week of airplay. New believers include KIXY, KQIZ, KSMB, WCGQ and KKYK. Jumps 13-4 WHYT, 25-17 WXKS, 21-16 KRBE, 29-25 KNRJ, 29-25 KOY, 22-18 KKFR, 25-21 KITY, 28-24 Y107, 34-29 KMOK, 28-24 WHHY, 32-27 WAEB, 18-14 KPRR and 31-27 KZFM.

TEARS FOR FEARS ADVICE FOR MERCURY

Third single from the current album is spreading with new airplay this week at KWNZ, WHTO, WPRR, Y94, JET-FM, B98, KQMQ and others. Hot moves at KISN 40-36, WJMX 37-21, G98 38-32, KNIN 35-30, 95XXX 40-36, KSND 38-34, WXKS Deb 32, KCPX Deb 33, Y107 Deb 35, CKOI Deb 40 and KQIZ Deb 37. Adult phones here with the help of new video rotation.

KAOMA LAMBADA EPIC

Singles: — Albums: 33 Avg Move: 2.20 Aggrsv: 4
 Huge dance club play and album sales remain the story here as well as early phones reported from programmers playing it. The dance is quickly becoming a national craze and looks to be growing even faster with the help of Top 40. Picking up new support this week from HOT97, KKFR, HOT97.7, KZBS, KTRS, KYNO, KCAQ, KSND, WANS and others. Jumps 21-14 WXKS, 26-18 KTFM, 36-27 B93 and Deb 26 KITY. Still HUGE at PWR96 in Miami where it remained #1 for three weeks.

YOUNG MC I COME OFF DV/ISLAND

*Singles: — Albums: 25**
 Solid increases in album sales this week and an add at MTV are helping to spread this one at Top 40. Going on the air at WIOQ, KITY, WCKZ, WWCK, KQKQ and others. Jumps 39-35 95XXX, Deb 29 KOY, Deb 29 KHTK and Deb 29 B93. Grammy winner!

PAJAMA PARTY HIDE & SEE ATLANTIC

Singles: — Albums: — Avg Move: 2.14 Aggrsv: 3
 Lots of big airplay in the South as well as early reported request action. Going on the air this week at KRBE, KHTK, KZBS, KKSS, WOHT, KYNO, KCAQ, WYCR and others. Already jumping at KITY 33-28, KZFM 39-29, WPLJ Deb 33, HOT102 Deb 40, WKSS Deb 28, WCKZ Deb 28 and KDON Deb 21.

GREAT WHITE HOUSE OF CAPITOL

Singles: — Albums: — Avg Move: 2.07 Aggrsv: 2
 New single is developing this week with airplay at Q102, 92X, KFBQ, ZFUN, WERZ, K104, KTUX, FM104 and others. Jumps 19-15 WKDD, Deb 18 KRZR, Deb 34 JET-FM and Deb 29 KATM.

ANIMAL LOGIC AS SOON AS IRS

The buzz for this new single has picked up significantly at Top 40. Lots of positive response from test play and new adds this week at WKSJ, WPF, KTUX, FM104, KDWZ and others. Breaking: Deb 37 G98 and Deb 40 KNIN.

LAURA BRANIGAN MOONLIGHT ATLANTIC

New single from a new album is off and running with lots of mentions from programmers across the country and out of the box action at Z95, WXKS, CKOI, G98, KFBQ, KNIN, KTMT, SLY96, WJMX, WKSF, WVBS, 93Q, WAPE, WERZ, KTUX, WRCK, WKQB and many others. Earpicks winner.

BOBBY Z LIE BY LIE VIRGIN

Solid moves are coming into play this week with new action at WKPE and others. Jumps at KFMW 33-28, KNIN 36-31, Y94 Deb 25, WBNQ Deb 36 and KSND Deb 37. Album sales are breaking out of the Midwest.

ROD STEWART THIS OLD WB

New single from "The Storyteller" featuring Ronald Isley is ready to explode at Top 40. It's already getting tons of test play with new action this week at Q101, B94, PWR99, B97, WKSJ, KZ93, WHHY, ZFUN, KPXR and others. Sounds like another smash!

GRAYSON HUGH HOW 'BOUT RCA

This cut from the "True Love" soundtrack is already breaking big at Pop/Adult and is getting ready to make its way at Top 40. Impatient programmers include WTIC, WKZL, WJMX, WBBQ and WERZ. Sounds like the goods. Already on at Q105 and PWRPIG.



Tired of Platters That Are All Washed Up?

These are guaranteed to break:



MÖTLEY CRÜE "Without You"

the single and video

from the TRIPLE PLATINUM album *DR. FEELGOOD*



FASTER PUSSYCAT "House Of Pain"

the single and video

from the album *WAKE ME WHEN IT'S OVER*



SADAO WATANABE featuring Patti Austin

"Any Other Fool"

the single and video

from the album *FRONT SEAT*
IN HITMAKERS ROTATION ON VH-1

38-33 HITS TOP FIFTY SINGLES!

23 HITS TOP FIFTY ALBUMS!

WPLJ	add	Z100	deb	28
B94	add	KUBE	deb	29
WAVA	add	KWSS	deb	30
Y95	add			
Q107	add	WKBQ	1-1	
KZZP	add	92X	13-9	
WL0L	add	WDFX	13-10	
WEGX	add	PIRATE	17-13	
B104	add	WVIC	22-14	
KROY	add	Z95	22-16	
WNVZ	add	WPHR	29-16	
Y108	add	KRZR	20-16	
		WGY	34-19	

WGY	add	WAAF	deb	20
K106	add	WDFX	deb	25
KZFM	add	PIRATE	7-5	
KDWZ	add	WLRS	8-5	
KISR	add	KATM	12-9	
93Q	add	KRZR	14-11	
KTXV	add	92X	18-15	

DAN QUAYLE COUNTDOWN:

1041 days to go

Q95 deb 19

Y100 19-16
KZFM 40-34

BREAKING AT:

KSND
WPST
KQMQ
KBFM
KIXY
WCGQ



Elektra

We sink to now lows...on Elektra Cassettes, Compact Discs and Records

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CROSSOVERS

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

Adam Ant is back with his second big week in a row to lead this section while **Sweet Sensation** has a big week out of the box with their hot Supremes remake. **Bonnie Raitt** gets even larger at retail moving 33-9-3

on this weeks Lp chart and this week's Wildcard **Sinead O'Connor** scores big with lots of majors and strong video support. Watch **MC Hammer** — big sales and early moves in the majors.

BLACK/DANCE

SWEET SENSATION LOVE CHILD ATCO

Remake was one of the most added including PWR106, WPLJ, HOT97.7, B96, WXKS, KRBE, KNRJ, PWR96, KUBE, KMEL, WIOQ, KOY, KKFR, PRO-FM, HOT97.7, KWSS, WKBQ, Q106 and more.

LINEAR SENDING ATLANTIC

Singles: — **Albums:** — **Avg Move:** 2.85 **Aggrsv:** 13
Dance act is building with more major market support at WHYT, HOT97.7, KWSS, WKBQ, Z951, KMPZ, KDON, KKYK and WANS. Jumps at KZZP 12-9, Y108 16-5, KS104 10-7, KPRR 5-4, B96 29-24, WKSS 24-18, KITY 19-15, WCKZ 29-21 and KJ103 22-15.

QUINCY JONES SECRET GARDEN QWEST/WB

Singles: — **Albums:** 12 **Avg Move:** 2.33 **Aggrsv:** 7
Ballad is #1 at Black Radio with new play at HOT97.7, KTFM, K98, KZBS, WJMX and WOHT. Moves 4-3 KJMZ, 18-8 HOT105, 11-7 KMEL, 4-2 KDON, 12-4 KKMJ and 31-25 KITY. Sales!

INNER CITY WHATCHA GONNA DO VIRGIN

Big 12" sales and club play with new radio at KSMB, WBBQ and KPRR. Moves 28-24 KMEL, 23-19 KITY, 23-18 KDON, Deb 29 WKSS, Deb 30 KTFM and Deb 40 WTIC. 5 Star at VH-1.

MC HAMMER U CAN'T CAPITOL

Singles: — **Albums:** 17* **Avg Move:** 4.86 **Aggrsv:** 4
Majors lead with big Lp sales and moves. New at KITY, WPGC, P106, KMEL, KKBQ, KS104, KNRJ, KZFM, KCAQ, KDON and HOT97.7. Jumps at KKFR 31-20 and KTFM Deb 24.

JODY WATLEY PRECIOUS LOVE MCA

Singles: — **Albums:** — **Avg Move:** 2.43 **Aggrsv:** 2
New single goes on out of the box at KHTK, Y108, KITY, KISN, KCPX, WKZL, WCKZ, KLUC, Q104, WHHY and WYCR.

DIGITAL UNDERGROUND HUMPTY DANCE T. BOY

Singles: — **Albums:** — **Avg Move:** 3.29 **Aggrsv:** 2
Big moves where played with adds at WDFX, WIOQ, KOY, KGGI and KKMJ. Jumps 12-7 WHYT, 4-2 KMEL and 24-14 WPGC.

ALBUM/ROCK

TOM PETTY FACE IN THE CROWD MCA

Singles: — **Albums:** 14 **Avg Move:** 2.32 **Aggrsv:** 18
Top 15 elpee sales continue with new airplay at WGTZ, WZPL and WKLQ. Jumps 18-13 KXXR, 36-32 KISN, 20-16 WKDD, 36-23 WJMX, 39-27 KFBQ, 40-35 SLY96 and 30-26 WQUT.

PETER WOLF 99 WORLDS MCA

Building this week with new airplay at WXKS, KNIN, KQIZ, WKLQ, WKSF, WZZU, WPST and KTUX. Jumps at KXXR 37-33, KFMW 31-27, FM104 28-19 and KATM 29-24.

FASTER PUSSYCAT HOUSE OF PAIN ELEKTRA

BIG requests where played with new believers at KTXV, KYYY, SLY96, WABB, WHTO, 93Q, WGY, K106, KZFM, KDWZ and KISR. Moves 7-5 PIRATE, 8-5 WLRS, 12-9 KATM, 27-18 ZFUN, 24-16 99KG, 35-28 KMOK, 40-33 99KHI and 31-27 WKLQ.

GIANT I'LL SEE YOU IN MY DREAMS A&M

Rock 40's leading with lots of new play this week at 92X, KSAQ, G98, KFBQ, KFMW, KTMT, Q104, WBNQ, WDBR, WJMX, WWSR and KISR. Moving for Q102 35-31 and WZZU 33-26.

POP/ADULT

BONNIE RAITT HAVE A HEART CAPITOL

Singles: — **Albums:** 3* **Avg Move:** 2.15 **Aggrsv:** 12
The album jumps 33-9-3 with new airplay this week from Q95, X106, XL106, WKZL, KKHT, WBWB, WDBR, WJMX, WNYP, WSPK and WNOK. Jumps 38-28 KYYY, 26-21 G98 and 36-31 KFMW.

POST MODERN

ADAM ANT ROOM AT THE TOP MCA

Singles: 49* **Albums:** —
Back in style with another big week including adds at MTV, KEGL, WLLO, WIOQ, KKRZ, KXXR, WNVZ, Y108, WGH-FM, CKOI, Z951 and more. Moves 36-29 WKBQ and 33-28 KNIN.

SINEAD O'CONNOR NOTHING COMPARES ENS/CHRY

Singles: — **Albums:** — **Avg Move:** 6.25 **Aggrsv:** 8
Lots of majors are leading the way with adds at PIRATE, Z95, B96, KKBQ, WDFX, WHYT, KRBE, KEGL, KMEL, KZZP and more. Jumps 4-2 KROQ, 3-1 KITS, 25-10 KSAQ, 23-17 KNRJ, 31-26 PWR99 and 31-26 KKMJ. Wildcard! Buzz Bin at MTV and 5 Star at VH-1

PETER MURPHY CUTS YOU UP BB/RCA

Singles: — **Albums:** 49 **Avg Move:** 1.69 **Aggrsv:** 5
Still huge at PoMo with the album selling. New at WRVQ, KFBQ, KFTZ, KMOK, KQIZ, 99KHI, KATM and KDWZ. Moves at KROQ 5-4, CKOI 37-32, KZZU 38-34 and K106 36-30.

BELOVED HELLO ATLANTIC

Cool sounding track gains new Top 40 support this week at KEGL, WKBQ, WGTZ, WCGQ, WPRR and KZFM. Jumps at KNIN 31-27, KKFR Deb 32 and KXXR Deb 37.

JESUS & MARY CHAIN HEAD ON WB

Makes gains with new Top 40 play at KSAQ, KMOK, WAAF, KNIN, KRZR and KDWZ. Moves at KXXR 36-31 and KFMW 37-29.

A'ME LORAIN

"WHOLE WIDE WORLD"

From the soundtrack TRUE LOVE

29-26 HITS TOP FIFTY SINGLES!

ON OVER 160 STATIONS WITH
14 NEW INCLUDING:

KROY	add	WTIC	6-4	KMEL	8-6
WGH-FM	add	HOT94.9	5-4	KZZP	8-6
		HOT97.7	7-5	B96	10-8
KIIS	deb 25	KITY	7-5	Y108	13-8

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5
2.82	43	22	12

MICHAEL PENN

"NO MYTH"

From the album MARCH

MTV HEAVY ROTATION!

20 17 HITS TOP FIFTY SINGLES!

50 40 HITS TOP FIFTY ALBUMS!

200 STATIONS STRONG!

WGH-FM	7-4	WKBQ	9-7
KSAQ	5-4	KXXR	10-9
KISN	7-5	WZPL	13-9

PETER MURPHY

"CUTS YOU UP"

From the album DEEP

MTV BUZZ BIN!

CROSSOVER!

49 HITS TOP FIFTY ALBUMS!

ON NATIONWIDE TOUR NOW!

OVER 200,000 IN SALES!

WRVQ	add	HOT94.9	deb 24	KITS	#2
KATM	add	KRZR	deb 30	KROQ	5-4
KDWZ	add	WXKS	deb 34	K106	36-30
KFBQ	add	KZBS	deb 34	CKOI	37-32
KFTZ	add	ZFUN	deb 34	KZZU	38-34
KHTY	add	KISN	deb 38	KNIN	39-36
KMOK	add	G98	deb 40		
KQIZ	add				
99KHI	add				

BREAKING AT:

PIRATE	KSAQ	KTMT
KROQ	WERZ	KWTX
KKBQ	WPST	OK95
KRBE	B98	WCGQ
KITS	KISR	WPFM
WNVZ	WYYS	



GRAYSON HUGH & BETTY WRIGHT

"HOW 'BOUT US"

From the soundtrack TRUE LOVE

"Biggest female record of the year. Mass appeal song from a mass appeal artist."

Dave Denver, PD - Q105, Tampa

"The 'Clean-Up Woman' has met her clean-up man, and together they will clean up on a classic song."

Bruce Stevens, PD - WBBQ, Augusta

"A one listen smash! A fresh treatment of a '70s classic."

Tom Mitchell, PD- WTIC, Hartford

FLASHMAKER!

GOING FOR ADDS 3/13!
20* A/C!

EARLY ACTION!

WTIC	add	WERZ	add
WKZL	add	WJMX	add
WBBQ	add	WPFM	add

"Grayson Hugh is already a hit artist in my area, and his new record will make it so all over the country."

Chuck Holloway, PD - WKZL, Winston-Salem

"This is the best Grayson Hugh yet, and I ought to know, I played all of them."

Jeff Hayes, MD - WANS, Greenville

"Two incredibly gifted soulful singers together again for the first time, sing an awesome version of 'How 'Bout Us.' Sounds fresh for the '90s, but still respects the original arrangement."

Kevin Carter, MD - KYNO, Fresno



REQUESTS

The phones for **Tommy Page** just won't quit and they continue to get bigger. **Biz Markie** continues to generate huge phones with sales leading the way, **Jane Child** is now selling albums and pulling huge requests

everywhere and **Motley Crüe** is already off and running on the request lines with their hot new power-ballad that's also burning at **MTV**. Watch **Calloway** — a monster in the making.

TOMMY PAGE EVERYTHING SIRE/WB

Could this one pull just a few more phones for just a few more weeks? Hots continue everywhere with sales flying. Big mentions from B104, B93, B94, B96, G105, G98, JETFM, K106, KC101, KCPX, KISR, KITY, KKHT, KKSS, KOY, KPWR, KWSS, KYYY, KZZP, PWR99, Q103, Q107, WAEB, WBLI, WBWB, WCIL, WERZ, WIKZ, WKSE, WL0L, WLRW, WMJQ, WOMP, WQXA, WRCK, WSPK, WVIC and many more.

BIZ MARKIE JUST A CC/WB

Single sales are huge and the action on the phones takes a hefty leap this week. Hot reports include B104, B93, B96, G105, G98, K106, KHTK, KIKI, KITY, KKHT, KKSS, KOY, KPWR, KTXY, KWNZ, KYYY, WAEB, WBLI, WBWB, WCIL, WIKZ, WKZL, WLRW, WMJQ, WQXA, WRCK, WRVQ, Y107 and Z106.

JANE CHILD DON'T WANNA WB

Album sales are kicking in bigtime now with the video in solid rotation at MTV helping. Hots: B94, B96, G105, JETFM, K106, KC101, KCHX, KF95, KITY, KJ103, KLYV, KNIN, KRQ, KTRS, KWNZ, KWSS, Q107, WBWB, WERZ, WKSE, WL0L, WLRW, WNYP and WRQN.

MOTLEY CRÜE WITHOUT ELEKTRA

Third smash from the mega-platinum album is already generating tons of phones with a killer video helping to lead the way. Big mentions this week come in from B104, G105, KISR, KKHT, KTXY, KYYY, OK95, SLY96, WAEB, WBWB, WGLU, WIKZ, WKSF, WLRW, WOMP, WQCM, WRCK, WRQN, WSPK, WVIC, WZZU, ZFUN and others.

LISA STANSFIELD AROUND ARISTA

Debut hit is pulling big requests with sales developing quickly and lots of personal appearances helping. Hot at KITY, B93, G98, JETFM, KAKS, KC101, KKSS, KMEL, KQCR, KRQ, KSND, KWSS, KZZP, SLY96, WBWB, WERZ, WL0L, WNYP, WPGC, WQXA, WRCK, WRVQ, WYKS and others.

CALLOWAY WANNA BE SOLAR/EPIC

If this doesn't sound like a SMASH, then we love Monday morning traffic! Already generating huge requests at K106, KAKS, KBIU, KCHX, KHTK, KIKI, KITY, KJ103, KKHT, KOY, KQCR, KRQ, KWSS, KZZP, Q103, WKSE, WKSF, WL0L, WWCK, Y107 and more.

TECHNOTRONIC GET UP SBK

Second hit from the debut album is pulling bigger phones each week including hot mentions this week from B94, 95XXX, KC101, KHTK, KPWR, KRQ, KZZP, Q103, WBLI, WBWB, WCIL, WGLU, WKZL, WLRW, WPGC, WSPK, WWCK and XL106.

DEPECHE MODE JESUS SIRE/REP

Well, it's about time the rest of the country found out this one's the goods. It's been pulling phones for everyone playing it. This week's mentions include B104, B93, KAKS, KHTK, KSAQ, PWR99, WCIL, WKZL, WLRW, WQCM, WRCK, WRVQ, XL106, Z106 and ZFUN.

LUTHER VANDROSS HERE & NOW EPIC

Single and album sales remain strong with hot mentions this week coming in from KITY, JETFM, KC101, KHTK, KJ103, KQCR, KWSS, Q103, WBWB, WGLU, WKSF, WLRW, WPGC, WWCK, WYKS and many more.

KISS FOREVER MERCURY

Ballad continues to pull phones everywhere played including mentions this week at B94, G105, KC101, KEWB, KYYY, WBWB, WGLU, WKZL, WL0L, WOMP, WQCM, WSPT, WVIC, WYYS and others.

MICHAEL PENN NO MYTH RCA

First single and hit from the critically acclaimed album is selling lots of albums now and pulling big phones at KZZP, G98, JETFM, KC101, KF95, KQCR, KSND, KWNZ, KWSS, WBWB, WL0L, ZFUN and more.

MICHAEL BOLTON HOW CAN WE COLUMBIA

Follow-up to his #1 smash is pulling lots of early phones at WL0L, G105, KCHX, KEWB, KF95, KHTK, KQCR, WBWB, WERZ, WQCM, WRQN and more. New video is now out.

FASTER PUSSYCAT HOUSE OF ELEKTRA

Ask programmers playing this one — BIG PHONE ACTION! Early mentions come from 92X, KKHT, OK95, SLY96, WKLQ, WOMP, WZZU, ZFUN and many more. Great video.

ALSO GAINING REQUEST MOMENTUM

BABYFACE	WHIP	EPIC	MIDNIGHT OIL	BLUE SKY	COLUMBIA
S O'CONNOR	NOTHING	CHRYSALIS	SEDUCTION	HEART	VEN/A&M
LINDA RONSTADT	ALL MY	ELEKTRA	LEILA K	GOT TO	ARISTA

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X100	add	WGRD	deb 29	KZBS	24-21
HOT102	add	WMJQ	deb 27	WCKZ	26-22
PWR96	add	WLOL	deb 30	Y100	30-27
WAPE	add	KDWB	26-22	KOY	30-27
Q95	deb 25	KJMZ	5-4	KKMG	34-31

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THE MUSIC MAN CAN

The always affable Jack Eugster, President and Chairman of Minneapolis-based retail monster Musicland Group, daily defeats the overused axiom that nice guys finish last. Eugster, who spearheads a massive empire of 830 retail outlets under the Musicland, Sam Goody, Discount Records and Sun Coast umbrellas, does so in an easy going, never out of control manner which belies his pre-eminent position in the music/video retail world. Eugster graduated from Minnesota's Carleton College with a degree in chemistry, and received his MBA from Stanford in 1969. After 3 1/2 years with Minneapolis-based Target, it was on to "The City By The Bay" where Eugster served as Executive VP and Director of the Gap from 1972-80. In 1980, he became GM at Musicland, rising to President in '81 and Chairman in '86 — humbly declining the title "Supreme Commander." "They tried to give it to me, but I decided not to take it!" says the ever chipper Musicland maven. Eugster talked to HITS under the supposition that the interview was for Billboard and that Joe Medwick is indeed Geoff Mayfield.

A few years ago Musicland was described as a quiet giant. Is that tag still applicable or have things changed image-wise?

The word giant, I'm not quite sure what that means... We do try to remain relatively quiet, but we are following our own plan and doing our own thing. Maybe it's still appropriate.

As you get bigger and bigger, do you find the day-to-day affairs of the company slipping away from you at all?

I don't think so. We run a fairly centralized business where we've got some senior management here who are in control. They have been the same people for some time and we all work very closely

together, so I don't personally feel out of touch.

How and who have you delegated responsibilities to, to wrestle with the running of such a large operation?

There are three Executive Vice Presidents here: Keith Benson, who is our Chief Financial Officer; Arnie Bernstein, who's on the NARM board, is our Executive Vice President of Operations; and Gary Ross, who is our Executive Vice President of Merchandising and Marketing. So those are the three key guys, and we then have some Senior Vice Presidents and Vice Presidents who all have functional responsibilities.

Do you find yourself working more and more on accounting and legal affairs

"We all have the right to impose upon ourselves moral standards. Musicland chooses not to sell X-rated videos, that's our choice."



Jack Eugster: the head shot.



Eugster (standing) exchanges thoughts on quantum nuclear physics with Elektra's VP of Sales Kenny Hamlin (l) and Musicland's VP of Purchasing Dick Odette.



CBS's Don Van Gord sits on Eugster's lap and tells Dick Odette exactly what he wants...

rather than on music?

No, I don't. We're focusing principally on running the business, the marketing and merchandising and the operations of the business. Certainly Keith Benson and myself are involved in financial matters, but once we did the leveraged buy-out, the financial matters became rather routine. So, I don't think we're focused on that aspect of the business more than we were and certainly our primary focus is marketing and merchandising.

What areas of merchandising have you seen grow the most over the last year or so?

There is no question about it: CDs and movies.

When you say movies, you mean sell-through video.

Right. Sell-through video for us is almost all of our video. We only have about forty stores that rent videos and it's a small part of our business, less than 2%. However, sell-through video is available in all of our stores, as well as our Sun Coast motion picture stores, so that's a very important business for us and it is growing. CDs clearly have been the big growth opportunity and we've been very pleased with the progress of the CD. In the

They have been putting out some really terrific stuff.

What specific areas will be growth areas in the early '90s?

I think we are going to see a continuation of the same. While it's exciting to see CD penetration up to 19%, that still leaves an awful lot of households. So, CDs will continue to grow. I think video for sale is growing and will continue to grow because I believe the purchase behavior patterns in the United States are shifting so that video for sale is a part of people's normal activity. Cassette singles are a rapidly growing area... That will be a function of how the manufacturers choose to play it, whether or not they want to sell them for a short period of time to build the album sales. We are still waiting for some excitement in DAT and CDV, 8mm Video and Super VHS, but none of those configurations are really important today and my guess is that it will be a few years before they are.

What needs to happen to make CD sales grow?

We need to keep selling players.

How about pricing? Are prices too high?

"There is a lot more similarity between two suburban stores in New York and Minneapolis than there is between a suburban store in New York and an urban store in New York."

CD business, it was exciting to see that household penetration has approached 19% now, which is quite a big increase.

Do you think music video has become the third dominant configuration at retail?

No, we don't market music video that way. Music video has been a growing and improving category within our video department, but it is not on par with cassettes or CDs.

Yet as vinyl disappears, it would seem that music video would be the next big music configuration.

I think you're right. It is a critical area, but it's not because vinyl is disappearing, it's simply a new format that is coming along and people are finding more receptivity to it, and the manufacturers are doing a better and better job.

No, pricing is at a reasonable level right now. It's a fair product and it offers good value. I think the electronics industry will keep selling players, and that will keep stimulating its growth. This last Christmas the sale of the CD boombox has had a significant impact on the mix of the CD business. The boomboxes have found their way into the hands of teenagers, and therefore you began to see more CD sales on the heavy metal groups — and I think that is a healthy shift.

How do you feel about the cannibalization/cassette single theory?

I don't know how to read that. We're not convinced either way right now, but certainly we can say that we're selling an awful lot of cassette singles and we *are* hearing about kids just stringing together

their cassette singles and not buying albums. (But) we don't have any solid proof that they have hurt album sales.

Do you think kids still have an affordable configuration to buy considering the higher cost of cassette singles? Do they have anything they can buy in place of a single or a video rental?

Gee, I never thought of it that way. Certainly cassette singles are obviously higher priced than 45s were, but I don't think of teenagers as making their price decisions between, say, two dollars and three dollars. I think that teenagers have a reasonable amount of disposable income and while it might be something they think of when they buy a cassette or a CD, the cassette single price at \$2.99 or \$3.49 is something that I don't think is too expensive for teenagers.

Do you think that NARM has been too laid back regarding explicit lyrics?

I think NARM has worked hard for a long time to express its opinion in two ways relative to this issue. First and foremost, the industry has been opposed to censorship. I think that is a noble thing, to be opposed to censorship. On the other hand, we all have the right to impose upon ourselves moral standards. Musicland chooses not to sell X-rated videos, that's our choice. NARM I think has asked and pushed very hard for the record companies to prevail upon their artists to keep product in some sort of acceptable ranges. I hope that that's what is going to happen, because if it doesn't happen that way we are going to have laws, we're going to have rules and we are going to have censorship. I don't like that.

On an operational level, do we need a standardized label?

I would rather see the need for stickering reduced or eliminated.

That's going to be a little tough to do without stifling artists' creativity, though, isn't it?

I think it takes a certain dedication and it takes a certain balancing of what is moral and what is artistic freedom; but those kinds of choices man has made for decades and centuries.

The video explosion of the

'80s made a big impact on your business. How do you think this boom will affect business in this decade?

Video has certainly impacted us. It forced us to become broad-based pre-recorded entertainment stores by selling both audio and video. We're seeing a strong crossover between video and audio products. We're seeing more and more soundtrack product, more and more music video. More artists being broken because of relationships with video. "When Harry Met Sally" is a good example of that. So, we see that trend of integration between audio and video continuing. As we move along here, if you add CDV, you have even done it from an equipment standpoint. It

greatest success in the last decade to have been?

The development of our inventory management systems to keep us in stock, while at the same time tailoring each individual store to its individual marketing area's needs.

How specific has it gotten?

Can you control the mix in two separate stores in the same city, but in different neighborhoods?

Absolutely. We profile each store individually. There is a lot more similarity between two suburban stores in New York and Minneapolis than there is between a suburban store in New York and an urban store in New York. We have a model stock for every store and it's an individual and unique model

where the big are getting bigger. Therefore the competition becomes increasingly formidable. The third challenge is that this is a worldwide economy that is developing. We Americans have enjoyed the best market in the world, but the world is changing and we are going to have to react to that both with foreign companies coming into this country and with companies from this country going into foreign countries.

You are the biggest retailer in regards to the sheer number of stores. When is bigger too big, and where do you see expansion leading Musicland in the next couple of years?

I can just say that I hope we can continue to expand and grow. We



Eugster surrounded by sultry Vixens.

will manifest itself in a lot ways, probably not the least of which is Disney starting its own record company.

What areas affect your company's purchasing decisions the most? Is it still radio, MTV, tours and deals?

Number one and most important for the purchasing in our company is what is being sold at the stores. It's consumer driven for the most part. We try to make sure we are in stock on what consumers want. Clearly we are motivated by deals. We see that consumers react to products seen on MTV, radio and on tour. But if you look at how we are motivated, we're motivated by what our consumers are buying and that's what we stock and restock.

In that area, what would you consider the company's

stock for that item in that store. We treat every store as if it's an island to itself.

Are you happy with the turnaround time?

We replenish almost all of the merchandise that we sell within a week of the date of the sale.

What do you see as the biggest challenges facing the industry as we head into the '90s?

We have the challenge of keeping up with the changing configurations of equipment and product. I suspect in the '90s we will see shifts like we had in the '80s with 8-tracks and LPs. I'm sure we will see one, two or more of those kinds of shifts in the '90s. That's always a challenge. I suppose the challenge of growth is there; if you want to grow, you're having to grow in an environment

seem to have a reasonable number of opportunities today — and besides that, we've got to pay our debts!

Speaking of expansion, will the North Stars be in California next year?

Well, I don't know. It seems to be a little up in the air. I have a feeling that the answer is no. The other thing that could happen is that the North Stars might go to California and we will get an expansion team. ●

(Ed note: For those loyal HITS readers who are curious about the last question, The Minnesota North Stars are a National Hockey League team based in Minneapolis, who are threatening to leave that hockey hotbed for that other famous hockey hotbed, Oakland/San Jose, and they have nothing to do whatsoever with the Lakers or Laker season tickets.)

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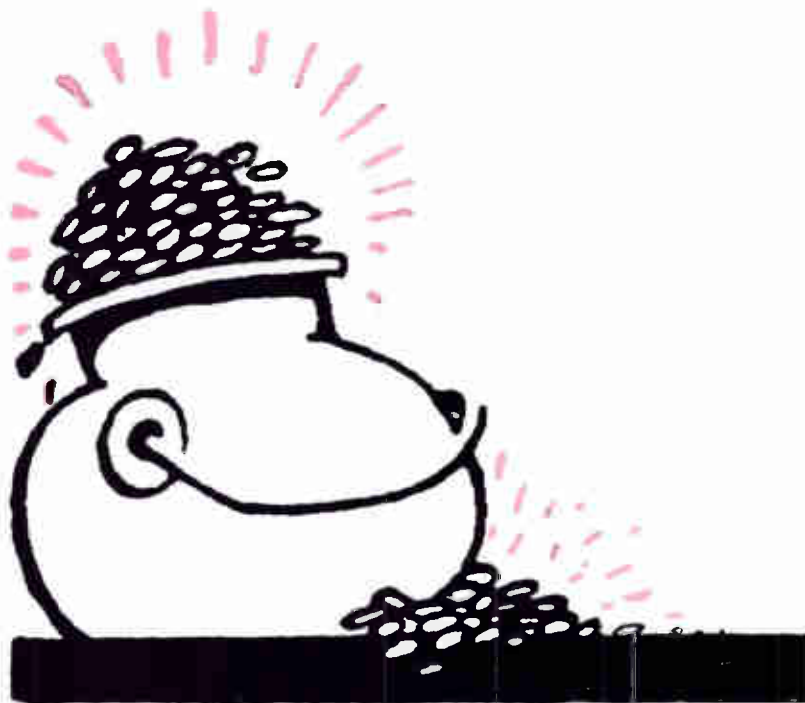


AN EXCLUSIVE HITS INTERVIEW WITH STANLEY GOLD BY JOE MEDWICK

SHAMROCK'S GOLD GLITTERS



Stanley Gold, President and CEO of Shamrock Holdings Inc., will be keynote speaker for the 1990 NARM Convention's opening business session Sunday March 11. Shamrock is parent to retail chains Music Plus and Sound Warehouse, plus 15 radio stations and 3 TV stations and is without a question one of the most active players in the home entertainment field. Gold, a lawyer, attended UC Berkeley, graduated from UCLA and went to USC Law School, in addition to performing a year of post-graduate work in Oxford, England. For the better part of 18 years Gold practiced law with entertainment specialists Gang, Type, Ramer and Brown Inc. in LA. In 1984, Gold, in his capacity as Roy Disney's lawyer, helped reorganize Disney, becoming a Director of the Walt Disney Company in the process. Gold gives HITS an exclusive sneak preview of his thoughts on the state of the industry, as well as answering the age old question: Are there too many lawyers in the music business?



Given Shamrock activity in the acquisition of home entertainment companies, you must be feeling fairly bullish about the music business.

Yes, we are.

Where will this bullishness lead Shamrock?

I think we will continue to add to both our Music Plus and Sound Warehouse operations, in connection with additional store creased the number of stores they have opened over the last several years. And I would not be surprised if we also added a third acquisition of a major nature over the next couple of years.

Anything new you've learned via your retail acquisitions that you might not have previously been aware of?

You are reminded every day that no matter what business you're in, management is important. That management, management and management are the three key things for a business to operate — and I think we are blessed at both Music Plus and Sound Warehouse with an abundance of that. I'm pleased they have been able to incorporate themselves into the Shamrock family of companies as quickly as they did and feel that they can take on more responsibilities. That's why I'm bullish in terms of adding additional stores and maybe even a major division.

Any surprises so far?

On the video side, I was a little bit surprised at the rapidity with which the business is becoming ever increasingly one of sell-through product. I think I sort of saw it coming, but

it's coming in a hurry.

How do you feel about the various proposed sticker-ing legislations? How will they, if enacted, affect the way Show and Sound Warehouse do business?

If the stickering goes on at the manufacturer level, I think it's easy for us to accommodate it. If what the industry expects is for us to listen to every single piece of music that comes in, it's just not a practical solution to anything. It's got to happen at a level above us.

What role will retail play in the environmental protections area regarding the 6x12 CD package? What can they do?

This is an area where retailers need to co-operate together. It's very hard for one chain or one store to blaze a trail. What you really need to do is set some industry standards and then get together and deal with the 6x12 CD packaging, so that there's no cost disadvantage to doing it. This is the kind of thing that ought to happen through a trade association. **So this should be a big topic at NARM?**

I think it's an appropriate one. Whether it's a big topic or not depends on them.

Do you see the continued consolidation at retail to be a good thing? When does big become too big?

I don't see where that's a real problem — I think that that's the strawman problem. The ease of entry into this business for anybody is still there, all you need to do is rent retail space and have sufficient capital to buy product. I think the chains provide a very good service to the customer. There is standardization, the customer knows what to expect and,

in some cases, can know which part of the store product is located in, which is convenient. I think the people who are complaining that consolidation is a bad thing or that big is too big are all crying wolf.

The complaint is that as the chains get too big, they neglect the various special lines of product that are so much a part of the diversity of recorded music.

If there is a need for specialized product, the little guy can always open a store himself. Of course, there have always been some sort of classic, hard to get used record stores. If that's the kind of thing people want, someone will go the distance for it. No size giant is going to run people like that out of business.

How do your radio and TV holdings affect your retail operations, if at all?

Nothing other than they're customers. The owning of, especially City One-Stop, a good wholesale place that has a lot of merchandise works for both of us. Not all, but a large number of our radio stations have wholesale accounts who call up and get product UPSed out. There has been some synergy in selected markets by our stores and we try to encourage them to work together, but it's got to make economic sense for both the entities.

“If what the industry expects is for us to listen to every single piece of music that comes in, it's just not a practical solution to anything.”

Does Shamrock have a desire to become more vertically integrated a la a LIVE? Looking at manufacturing concerns, for example?

I don't think we're looking to go into the manufacturing business. There may be some additional pieces that

fit well with our retail operations, but that is not a real opportunity for us.

Not specifically speaking about Shamrock, do you see that as any kind of trend at all?

It's clear that LIVE is doing a bit of that and they think they have a strategy, but I don't think that's going to become a thing that everyone is going to jump on. They have been following that strategy for a number of years and you don't see many people following suit — although it may be a fine strategy for them.

Where do you see this business headed in the '90s?

I think it continues to grow. Music in its various forms has become an integral part of the American culture. I think there will be a sufficient number of technologies on the hardware side, DAT probably being the closest in development. I think this will continue to grow, and grow rapidly.

Do you think there are too many lawyers and accountants in the music business?

I think it's a fact of life in America, not particularly special to the music business, that where there is a great deal of money involved, it requires a lot of expert advice under our social system and that is usually found with lawyers and accountants. No one is going

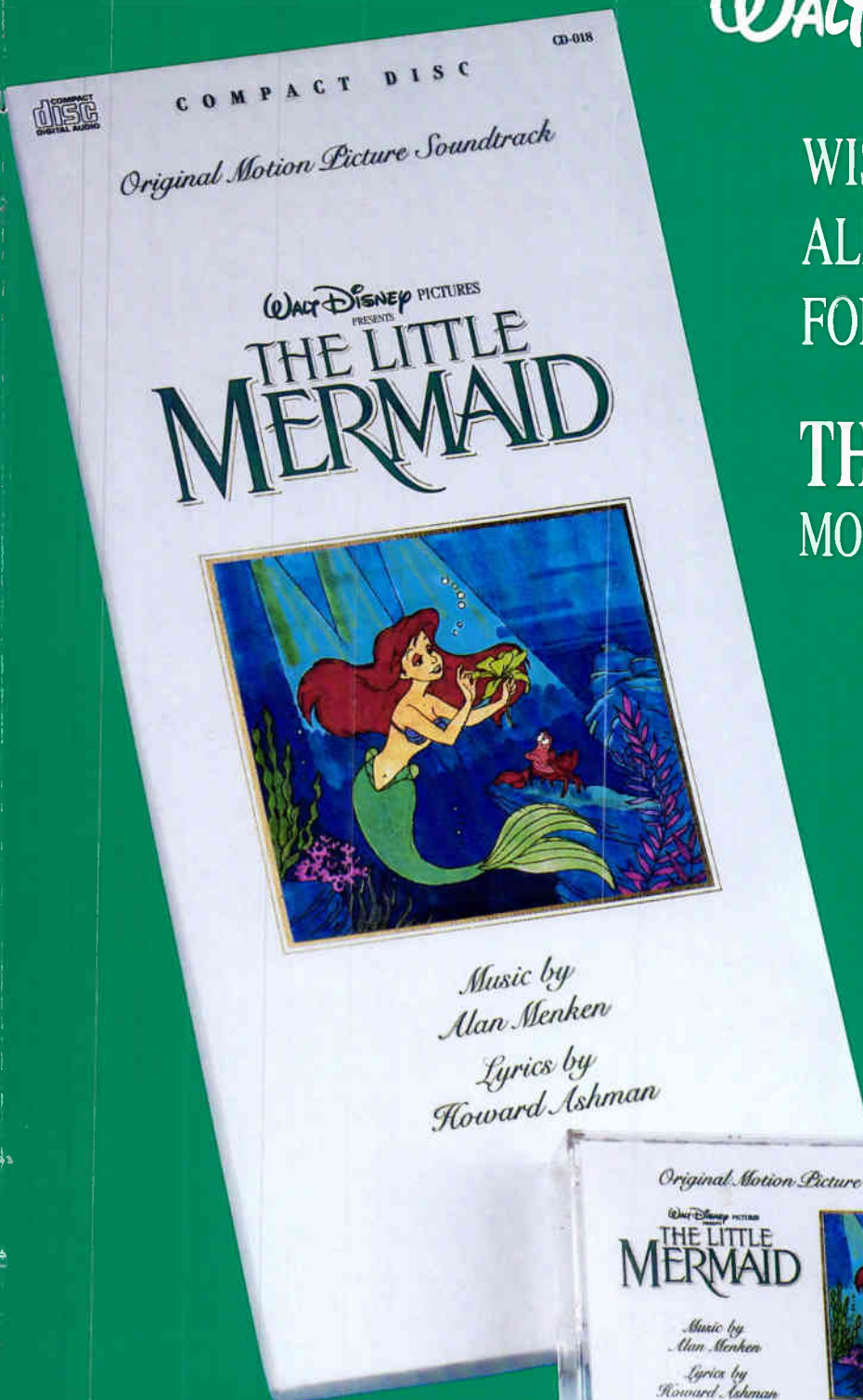
to enter into a transaction involving lots of money without getting proper advice. I just don't see it as a question particularly suited to just the music business, you might ask it about our society generally. Besides, I'm not sure I'm the right guy to be answering that!

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*Ability without opportunity
means nothing.*

*Like artists, companies need
more than talent to succeed.*

*They need a marketplace
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and new music.*

*The retail
and radio community
opened their arms
(and ears)*

and took a chance.

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Paula Abdul
Forever Your Girl



Soul II Soul
Keep On Movin'



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Thank you.



Neneh Cherry
Raw Like Sushi

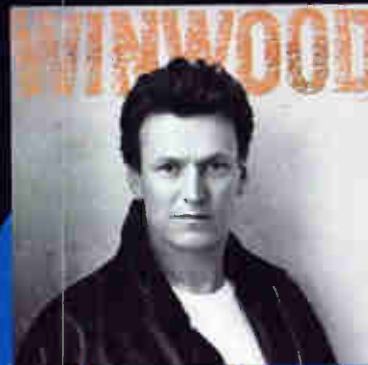
After 7



Roy Orbison
In Dreams—The Greatest Hits



Keith Richards
Talk Is Cheap



Steve Winwood
Roll With It



Lenny Kravitz
Let Love Rule



Ziggy Marley & The Melody Makers
Conscious Party

EARPICKS

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

The trio of **Wilson Phillips** gets immediate approval from Top 40 and leads the section this week. The third single from **Aerosmith** is next and it's supported by a national tour. **Sweet Sensation** comes with their new one and

radio likes it. The first single from the latest **Corey Hart** project gets mentions. **Sinead O'Connor** doesn't officially get relaxed 'til next week but this is the second week she's made the section, it's a monster!

WINNERS

- | | | | | | | | |
|----------|------------------------|-------------------|----------|-----------|----------------------|-------------------|------------|
| 1 | WILSON PHILLIPS | HOLD ON | (SBK) | 6 | L BRANIGAN | MOONLIGHT | (Atlantic) |
| 2 | AEROSMITH | WHAT IT | (Geffen) | 7 | JODY WATLEY | PRECIOUS | (MCA) |
| 3 | S SENSATION | LOVE CHILD | (Atco) | 8 | ADAM ANT | ROOM AT | (MCA) |
| 4 | COREY HART | A LITTLE | (EMI) | 9 | D UNDERGROUND | THE HUMPTY | (T Boy) |
| 5 | S O'CONNOR | NOTHING | (Chrysl) | 10 | BELOVED | HELLO | (Atlantic) |

B ALBRIGHT/SAM GOODY/EDISON
M Collie/D McClinton/S Wariner

TREY ALEXANDER/WRQN/TOLEDO
Wil Phil/J Watley/S Sensation/Babyface

ED AUGUST/WNNK/HARRISBURG
R Stewart/S Sensation/B Raitt/S O'Connor

TRACY AUSTIN/B93/AUSTIN
Wilson Phillips/S Sensation/S O'Connor

G BAIN/Q RECS & VIDEO/MIAMI
Aerosmith/L Branigan/M Griffiths/C Hart

ROBIN BANKS/JET-FM/ERIE
Wilson Phillips/Aerosmith/A Logic

J BANTA/WYKS/GAINESVILLE
S Sensation/C Hart/I City/Aerosmith

M BARNHILL/REC BAR/DURHAM
Aerosmith/D Underground/C Hart/J Watley

CINDY BARR/SPECS/MIAMI
S O'Connor/After 7/D Underground

M BASHKIN/BAK & TAYLOR/CHIC
Aerosmith/C Hart/DF Pearls/M Griffiths

K BAXTER/SIGHT & SOUND/PORT
B Pack/M Bolton/J Child/Babyface

BOB BECK/KYYY/BISMARCK
C Hart/Wil Phillips/S Sensation/L Branigan

T BRENNER/ARROW DIST/OHIO
HO Love/R Barone/S O'Connor/JW Harding

P BROCKMAN/SW WHOLE/HOUSTON
B Crowes/P Wolf/T Petty/A Ant

J BROWN/PEACHES/SEATTLE
M Oil/TTW Sprocket/Mission UK/Church

TOM BROWNE/B98/FT. SMITH
Beloved/Seduction/Quincy

JON BRYANT/G98/PORTLAND
S O'Connor/C Hart/A Frehley

CHET BUCHANAN/KZZP/PHOENIX
S Sensation/Electronic/T Lemans

AL BUNCH/WZZU/RALEIGH
Aerosmith/D For Pearls

SCOTT BURTON/WRCK/UTICA
C Hart/L Branigan/Aerosmith/S Sensation

L CAMPBELL/B94/PITTSBURGH
Wilson Phillips/Aerosmith/Beloved

TOM CASEY/KJMZ/DALLAS
D Peaston/J Watley

J CERONE/WBWB/BLOOMINGTON
J Williams/B Raitt/S O'Connor

I CHAFFERDET/UNIQUE/N HYDE PK
T For Fears/Aerosmith/R Base/J Watley

SCOTT CHASE/Z106/SARASOTA
Wil Phil/D Underground/S O'Connor

LEE CHESTNUT/PWR99/ATLANTA
49ers/J Sommerville/G Hugh/R Stewart

D CLARK/SLY96/SAN LUIS OBISPO
A Ant/Aerosmith/O Boingo

J COHEN/STRAWBERRIES/BOSTON
S O'Connor/N Cole/B Crowes/D Amitri

JJ COOK/KFRX/LINCOLN
C Hart/Beloved/Wilson Phillips

ERIC COYNE/TOWER/WESTWOOD
Whitesnake/J Child/Aerosmith/M Crue

DAVY CROCKETT/WYCR/YORK
S O'Connor/S Sensation/Tesla

D CURTIS/LECHMERE/BOSTON
Aerosmith/Wil Phillips/Silencers/EBT Girl

F DAVIS/ANGOTT/DETROIT
MC Rebel/KMFDM/G Kings/F McElroy

JEFF DAVIS/KLYV/DUBUQUE
S Sensation/Aerosmith/C Hart/J Watley

RICK DEAM/HEGEWISCH/CHICAGO
M Bolton/T For Fears/P Wolf/Young MC

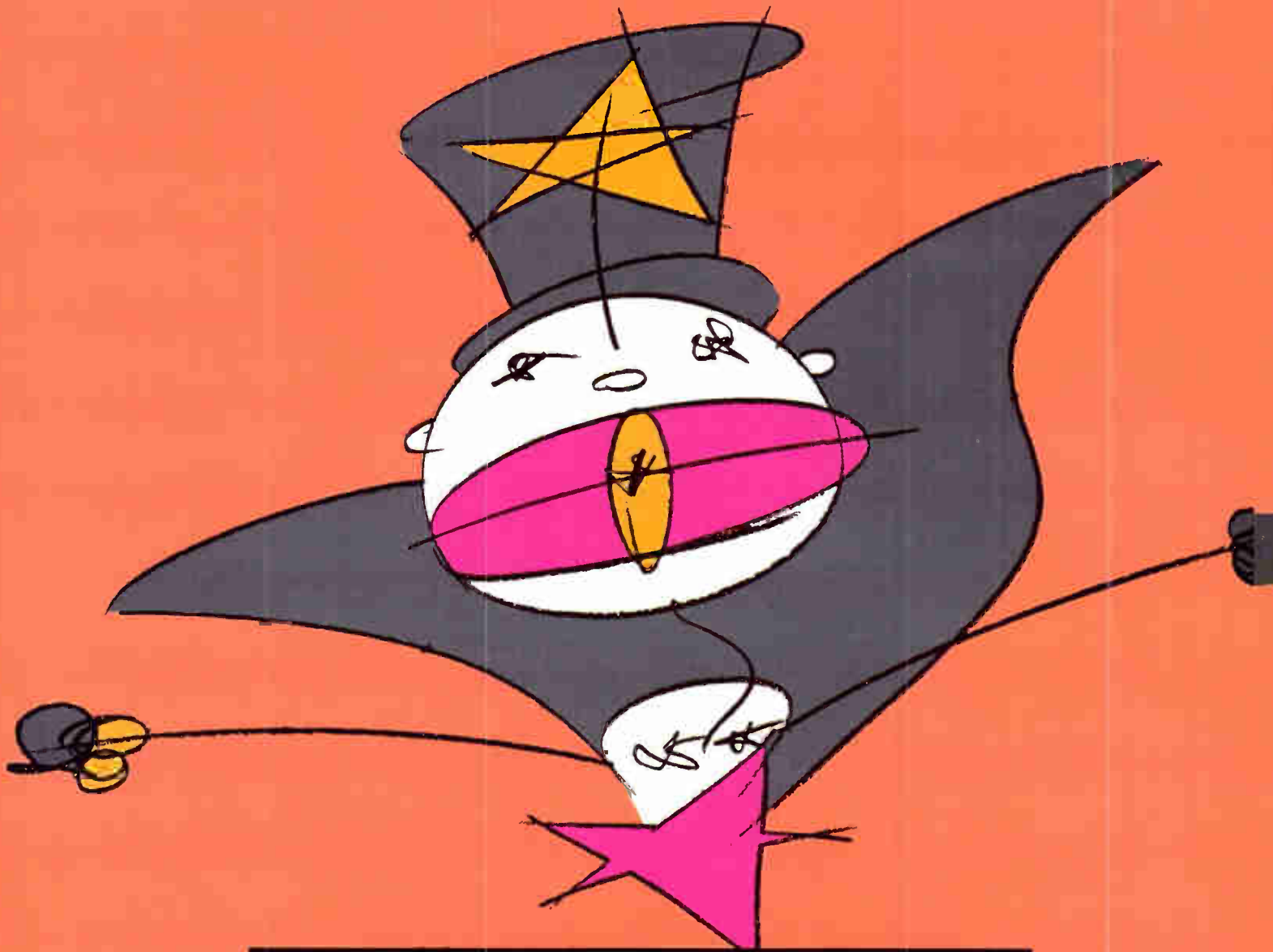
ALBIE DEE/WPGC/WASH DC
Hi-Tech 3/S Sensation/Linear

DOMINICA /WKQB/CHARLESTON
J Watley/Beloved

PAUL DONOVAN/B96/CHICAGO
S Sensation/Babyface/Young MC

DAVE ELLIOTT/WAVA/WASH DC
S O'Connor/A Ant/R Stewart

MIGHTY REAL



Jimmy Somerville

YOU MAKE ME FEEL (MIGHTY REAL)

The first hit single from the forthcoming album *READ MY LIPS*

828 166-2/4

Produced by Stephen Hague
On London compact discs and chrome cassettes

When you play it, it will make you feel MIGHTY REAL!



EARPICKS

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

MARK FEATHER/WQXA/YORK
A Ant/S Sensation/Hiroko/Wilson Phillips

JAY FINK/CD ONE-STOP/CONN
S O'Connor/Wilson Phillips/Joneses/C Hart

CHUCK FINLEY/WYYS/COLUMBIA
Wilson Phillips/C Hart/Babyface

S FREEMAN/CML/ST. LOUIS
Aerosmith/D Underground/C Hart/Wil Phil

K GEIDT/TOWER/SHERMAN OAKS
Aerosmith/Alphaville/C Hart/S Sensation

JJ GERARD/KQCR/CEDAR RAPIDS
Wil Phillips/C Hart/L Branigan/J Williams

S GRAMM/KITY/SAN ANTONIO
2 Live Crew/J Williams/Michel'le/Whistle

J GRANDONI/CAVAGES/BUFFALO
M Oil/L Stansfield/D Henley/Kiss

H GURELI/KMEL/SAN FRANCISCO
After 7/Michel'le

JIM HARRISON/G105/DURHAM
Wilson Phillips/Aerosmith/MC Hammer

NEIL HARRISON/K106/BEAUMONT
Wilson Phillips/S O'Connor/S Sensation

KRISS HART/KMQ/HONOLULU
Wilson Phillips/S Sensation/Quincy/Linear

EDDIE HASKELL/K92/ROANOKE
Wilson Phillips/Babyface

H HAZE/KKSS/ALBUQUERQUE
S Sensation/J & M Chain/MC Hammer

STEVE HELLER/ZFUN/MOSCOW
S O'Connor/L Branigan/Electronic

C HOLLOWAY/WKZL/WINS-SALEM
Wilson Phillips/J Watley/B Raitt/A Ant

C HOLMSTROM/ROUND UP/WASH
D Underground/Raindogs/N Hillbilly's

D HOUGHTON/UNIVERSAL/PHIL
49ers/S N'Pepa/J Child/S Sensation

L HUGHES/95XIL/PARKERSBURG
Wilson Phillips/C Hart

K JAKIELA/GALAXY/PITTSBURG
J Watley/DOC/S Puppy/M Griffiths

J JOHNSON/BUZZ'S NEST/COL
Aerosmith/D For Pearls/Wilson Phillips

DEREK JOHNSON/KHTK/ST. LOUIS
A Ant/J Watley/Beloved

P JOHNSON/PRO/TEMPE
O Boingo/M Oil/9" Nails/Smithereens

ERIC JOHNSON/WAEB/ALLENTOWN
A Ant/Wilson Phillips/S Sensation/Beloved

RAY KALUSA/KWNZ/RENO
B Fox/S O'Connor/P Amato

M KELLY/MUSIC MERCH/RI
Wil Phil/DF Pearls/D Underground

B LABORDE/KCPX/S LAKE CITY
O Boys/Wilson Phillips

JIM LASPESA/TOWER SUNSET/LA
M Oil/Aerosmith/Wilson Phillips/Cynics

SCOTT LIEF/WERZ/EXETER
Wil Phillips/C Hart/Aerosmith/L Branigan

MARK LOBEL/WBLI/LONG ISLAND
Wilson Phillips/G Girls/L Branigan/Smokey

K MACIVER/FACE THE MUSIC/MN
Church/M Oil/A Logic/L Bloom

D MATHES/STREETSIDE/ST. LOUIS
Aerosmith/D Underground/T Page/Wil Phil

BETH ANN MCBRIDE/WKSE/BUFFALO
S O'Connor/MC Hammer/Wilson Phillips

CHUCK MCGEE/WOMP/WHEELING
C Hart/Aerosmith/P Boy Floyd

LISA MCKAY/WRVQ/RICHMOND
Wilson Phillips/Sonia/Damn Yankees

W MERRITT/SEA PORT/PORTLAND
H Kah/B Tribe/M Oil

SEAN MICHAELS/KTRS/CASPER
Aerosmith/Wil Phillips/S O'Connor/LA Guns

TIM MIKKELS/KKNB/LINCOLN
C Hart/A Ant/Aerosmith

LARRY MORGAN/KWSS/SAN JOSE
Wilson Phillips/S O'Connor/J Jackson

J MOSKOW/SCHWARTZ/WASH D.C.
Babyface/Quincy/A Ant

JAY MURPHY/KQHT/GRAND FORKS
C Hart/L Branigan

HANK NEVINS/WMJQ/BUFFALO
S O'Connor/R Stewart/S Sensation/Babyface

B O'DELL/WWCK/FLINT
Aerosmith/A Ant/Calloway

PJ OLSEN/WLOL/MPLS
Beloved/Babyface/C Hart

BILL PASHA/WAPE/JACKSONVILLE
Wilson Phillips/Bardeux/L Branigan

RICK PENDELTON/WNYP/ITHACA
T For Fears/A Box/C Hart/Kyze

ALAN POWERS/KIMN/FT COLLINS
Wilson Phillips/P Murphy/Babyface

J PRIMERANO/TRANSCON/BUFFALO
M Griffiths/Wil Phil/J Watley/S Sensation

DENIS PROULX/CKO1/MONTREAL
L Branigan/R Palmer/D Mode/S O'Connor

JJ RILEY/95XXX/BURLINGTON
Wilson Phillips/C Hart/J Cole

DON RIVERS/KBIU/LAKE CHARLES
S Sensation/N Cole/Babyface

CHRISTY ROBERTS/92X/COLUMBUS
C Hart/D For Pearls/Beloved/A Frehley

CRAIG ROBERTS/KCHX/MIDLAND
S Sensation/Wilson Phillips

KEVIN ROBINSON/WVIC/LANSING
A Ant/Aerosmith/Wilson Phillips

GREG ROLLING/KKYK/LITTLE ROCK
Wilson Phillips/S Sensation

K ROMERO/KSAQ/SAN ANTONIO
S O'Connor/C Hart/Wilson Phillips

J ROSE/WEST MERCH/AMARILLO
J Watley/DF Pearls/Wil Phillips/Aerosmith

T ROSS/C SOUTH/NASHVILLE
Aerosmith/L Branigan/J Watley/S Sensation

RANDY ROSS/WGTZ/DAYTON
Aerosmith/S Sensation

DAVE ROY/TRANSWORLD/ALBANY
S O'Connor/Wil Phil/C Hart/D Underground

TEARS FOR TEARS

"Advice for the Young at Heart"

From the album THE SEEDS OF LOVE

**FLASHMAKER!
MTV ACTIVE!
VH-1 ADD!**

JET-FM add
B98 add
KQMQ add
KWNZ add
WHTO add
WPRR add
Y94 add

WXKS deb 32
KCPX deb 33
Y107 deb 35
KQIZ deb 37
KCHX deb 38
KFTZ deb 39
CKOI deb 40
99KG deb 40
KZOZ deb 40
SLY96 deb 40
KZZU deb 40

WJMX 37-21
KNIN 35-30
G98 38-32
KSND 38-34
KISN 40-36
95XXX 40-36

BREAKING AT:
KKBQ KSAQ
KKRZ HOT94.9
KXYQ
WKBQ
WNVZ

KISS

"Forever"

From the album HOT IN THE SHADE

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	45 SALES (1 to 10)
2.91	48	27	6	8	9

**MTV HEAVY ROTATION!
ON OVER 200 STATIONS!**

Z100 add
KWOD add

WHYT deb 22
WBLI deb 30
PWR99 deb 31

92X 3-1
WGH-FM 22-9
PIRATE 12-10
KXXR 14-11
WDFX 15-12
WPHR 15-12
KUBE 17-14
KKBQ 18-15

WMJQ 23-16
KPLZ 23-18
Q102 22-18
B94 22-19
PRO-FM 22-19
WNVZ 24-19
WZPL 23-19
WAVA 23-20

KSAQ 24-21
KBEQ 25-22
KISN 27-22
WPLJ 28-23
Q107 26-23
WXKS 28-25
WL0L 31-26

GORKY PARK

"Try to Find Me"

From the album GORKY PARK

KSAQ add
Y107 add
KSND add
WPST add
KFBQ add
WOMP add
WVSR add

KATM deb 30
KRZR deb 34
KZZU deb 35
KMOK deb 39

BREAKING AT:
KFTZ OK95



EARPICKS

CHRIS RUH/KZOZ/SAN LUIS OBISPO Wil Phil/Aerosmith/D Underground/Beloved	D SIBEL/HARVARD CO-OP/BOSTON D Amitri/B Nile/T White Rope/M Oil	D THOMSON/WHOT/YOUNGSTOWN S Sensation/C Hart/Wilson Phillips
STEVE RYAN/KF95/BOISE Wil Phil/L Branigan/Aerosmith/P Murphy	LINDA SILVER/K92/ROANOKE Wilson Phillips/C Hart/Aerosmith	M TINNES/WKLQ/GRAND RAPIDS J & Mary Chain/Wilson Phillips
STEF RYBACK/KC101/NEW HAVEN Wilson Phillips/S O'Connor/Calloway	RICK SIMON/KEWB/REDDING Aerosmith/P Murphy/S O'Connor	GLENN TRENT/WKSF/ASHEVILLE C Hart/Aerosmith
B SAY/MOBY DISC/LOS ANGELES Aerosmith/M Griffiths/Wil Phil/Church	DAVID SLANIA/FLIPSIDE/CHICAGO C Hart/Aerosmith/J Child	P TRICKETT/B104/BALTIMORE Heart/S O'Connor/Aerosmith/M Bolton
T SBRIGLIA/TRANCON/BUFFALO Wil Phil/Aerosmith/C Hart/L Branigan	STEVE SMALL/KSMB/LAFAYETTE A Ant/S O'Connor/Aerosmith	LOLITA VELEZ/KSND/EUGENE P Wolf/Aerosmith/Wil Phillips/Beloved
S SCHANTZ/WSPK/POUGHKEEPSIE J Watley/Aerosmith/S Sensation	M SMITH/WILMI SALES CORP/NY L Branigan/D Underground/C Hart	KIMO VILLARIMO/KIKI/HONOLULU Young MC/Quincy/K Paige
JIM SCOTT/KNIN/WICHITA FALLS Wilson Phillips/Aerosmith/J & Mary Chain	K STAMM/RADIO DOCS/MILW Aerosmith/D Underground/C Hart/J Watley	KEVIN WAGNER/WIBW/TOPEKA S Sensation/A Ant
ROGER SCOTT/KRQ/TUCSON Alphaville/A Ant/Electronic/S Sensation	JIMMY STEAL/KEGL/DALLAS R Stewart/Wilson Phillips	KEN WALL/KISR/FT SMITH Sybil/After 7/Wilson Phillips/S Sensation
BARBARA SELTZER/EPIC/NY J Watley/S Sensation/Electronic	P STEINBERG/DISC CON/ST. LOUIS B South/L & Order/Banshee/Beloved	BRIAN WOLF/WGLU/JOHNSTOWN Wilson Phillips/Aerosmith/C Hart
J SHAHINIAN/RECORD EX/CLEVE Aerosmith/L Branigan/DF Pearls/B Uhuru	DAN STONE/OK95/TRI CITIES C Hart/D For Pearls/P Murphy/S Garden	RICK WOODELL/WAYS/MACON S Sensation/Beloved/Babyface
L SHOSTAK/Q107/WASHINGTON D.C. B Raitt/Wil Phillips/J Sommerville/S N'Pepa	AL TAVERA/PWR106/LA S Sensation/MC Hammer/S O'Connor	DENA YASNER/KOY/PHOENIX S Sensation/Young MC/Hiroko/Slaughter

Try Us, *You'll Hate Us.* → → → → →

↓

NAME _____	TITLE/POSITION _____
COMPANY NAME _____	TYPE OF BUSINESS _____
ADDRESS _____	
CITY _____	STATE _____ ZIP CODE _____



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KAOMA

FLASHMAKER!
33 HITS TOP FIFTY ALBUMS!

"LAMBADA"

TAKEN FROM THE EPIC RELEASE **WORLD BEAT**

HOT97 add
 FM102 add
 HOT97.7 add
 KKFR add
 KZBS add

KCAQ add
 KSND add
 KYNO add
 WANS add
 KTRS add

KITY deb 26

KBFM 1-1
 Q106 5-5
 WXKS 21-14
 KTFM 26-18
 KRBE 23-20
 B93 36-27

HOT SALES AT:
 Musicland/Natl
 Sound Warehouse/Dallas
 Sam Goody/East Coast
 Peaches/Miami
 Tower/Natl
 Sam Goody/West Coast
 Record World/NY
 Harmony House/Detroit
 Rainbow/S.F.
 Music Plus/L.A.
 Wherehouse/L.A.

"This record is HOT!! I don't understand why every station in the country isn't playing it!! When you see a wave, RIDE IT!!"

MARK DRISCOLL, OM - WIOQ, Philadelphia, PA

"One of the biggest adult dance records to hit the airwaves in some time - INSTANT phone reaction!!"

JERRY McKENNA, MD - WXKS, Boston, MA



ANYTHING BOX

"LIVING IN OBLIVION"

WDJX deb 27	KBFM deb 34	HOT97.7 deb 35	SLY96 deb 39	KRBE 3-3	Q106 12-9	KITS 15-10	HOT94.9 16-12	KSAQ 17-14	B97 25-17	KZBS 32-24	KISN 31-25	ZFUN 34-26	PWR106 33-30	KCAQ 37-32	BREAKING AT:
															KIIS KKFR HOT97 KS104 KWSS KCPX

"Anything Box is working extremely well for us, and with so much urban crossover product out there, it's the PERFECT balance record!!"

GWEN ROBERTS, Asst. PD - KIIS-FM, Los Angeles, CA

"This record is happening in Los Angeles!!! The requests are building and we're starting to see some retail action. I expect BIG things from this band!!"

AL TAVERA, Asst. PD - KPWR, Los Angeles, CA

"This record is a HOME-RUN!! It's great for ALL dayparts!!"

BOB MITCHELL, PD - B97, New Orleans, LA

"We have been playing Anything Box in HEAVY rotation since November. There's STILL no burn in call-out. This is mass-appeal cutting edge music that NEEDS to be played!!"

LOU SIMON, PD - KCPX, Salt Lake City, UT



THE CHURCH MEGALOPOLIS*

*A THREE SONG ADVANCE
CENTERED AROUND METROPOLIS

METROPOLIS
MONDAY MORNING
MUCH TOO MUCH ♦
NOT AVAILABLE ELSEWHERE



WHAT'S IT ALL LEADING TO?
GOLD AFTERNOON FIX ARRIVES ON MARCH 9TH.

PRODUCED BY WADDY WACHTEL AND THE CHURCH
♦ PRODUCED BY THE CHURCH

DIRECTION: MICHAEL J. LEMBO/JILL CHRISTIANSEN, MIKE'S ARTIST MANAGEMENT, NEW YORK

ARISTA

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16-6 POST MODERN!

POST MODERN

(Based on a combination of airplay and sales.)

LW	TW	ARTIST-LABEL	COMMENTS
2	1	MIDNIGHT OIL - Columbia Blue Sky Mine	GIANT sales!
1	2	PETER MURPHY - RCA Cuts You Up	Still huge
3	3	THEY MIGHT BE GIANTS - Elektra Birdhouse In Your...	Sales/air
4	4	SINEAD O'CONNOR - Ensign/Chrys Nothing Compares 2 U	MTV Buzz Bin
5	5	JESUS & MARY CHAIN - WB Head On	Holding
16	6	THE CHURCH - Arista Metropolis	Exploding
7	7	MISSION U.K. - Mercury Deliverance	Early sales
8	8	BLUE NILE - A&M Downtown Lights	Spreading
21	9	DEPECHE MODE - Sire/Reprise Various	Hots
12	10	THE RAVE-UPS - Epic Respectfully King...	MTV Add
11	11	R SOUNDWAVE - Mute/Enigma Biting My Nails	Solid
15	12	OINGO BOINGO - MCA When The Lights...	Hot sales
6	13	SMITHEREENS - Enigma/Cap Yesterday Girl	Slipping
9	14	THE THE - Epic Jealous Youth	Up and down
13	15	MICHAEL PENN - RCA This & That	Big sales
10	16	CREATURES - Geffen Various	Slipping
20	17	THE BELOVED - Atlantic Hello	Breaking
19	18	ADAM ANT - MCA Room At The Top	Great video
25	19	DEL AMITRI - A&M Kiss This...	Breakout sales
17	20	JOHN WESLEY HARDING - Sire/Rep Various	Steady
24	21	THE CRAMPS - Enigma Bikini Girls...	Radio leads
16	22	ELECTRONIC - WB Getting Away With It	Radio
23	23	HOUSE OF LOVE - Fontana/Merc I Don't Know Why	Holding
--	24	BEAUTIFUL SOUTH - Elektra You Keep It All In	Breaking
--	25	STONE ROSES - BB/RCA Fools Gold	Back on!

POST TOASTED By Ben Dover

Lots of heavy airplay at radio for the Top 10 records on the chart means that sales are becoming more significant in determining who's dominating the marketplace on the whole..... **Midnight Oil's** album hit the streets this past week and exploded with Breakout sales everywhere and an out of the box debut on the **Top Fifty Albums Chart** at #34..... **Peter Murphy** is still raging at radio with solid album sales reported throughout the country while **They Might Be Giants** continue to generate Hots

Weenies



Bratwurst — not very important this week.

from both ends (sounds a bit painful, huh?)..... **Sinead** is now selling lots of 12" singles with the album due out in two weeks — **THIS ALBUM IS AWESOME!** Big movers of the week: **The Church** already scores as a Hots winner with the album shipping next week to retail. Watch for a video to be released shortly. Also, **Depeche Mode** takes a giant leap into the Top 10 with tons of early Hot reports from radio. The Lp hits the street next week..... **The Blue Nile** is generating solid sales at national retail accounts with major market radio conversions happening. The video is currently in solid rotation at both **MTV** and **VH1**..... **The Rave-Ups** are gaining at both radio and retail and also pick up an add this week from the folks at **MTV**. Check out the video and watch for tour dates around the country..... **Del Amitri** is making big gains at radio with Breakout sales kicking in. Watch for a club tour beginning at the end of this month..... **The Cramps** are getting major heavy airplay this week with their hot comeback project that's getting lots of critical acclaim from lots of critical people..... **Elektra's The Beautiful South** takes a hefty leap of about twenty in airplay points debuting them on the chart this week at #24..... **The Stone Roses** are back on this week (for the hundredth time) with "Fools Gold" dominating at radio. Major kudos to the folks at **RCA** for an incredible job on this act. The album has been out for what seems years and there is no end in sight. The critics love 'em, PoMo loves 'em and retail continues to find solid sales week after week. Great job..... **Omaha's KRCK** is upping its power to 6000 biggies. **Paul Krieger** feels this deserves better service from you record weenies..... **Brett Green** exits his post at **KUNV** to take a gig over at **Geffen** where he'll be learning the art of lipstick application from **Michelle Shore**. The new PD at **KUNV** is **Kevin Kew** with **Joel Habbeshaw** keeping the MD responsibilities.....

POST MODERN

HOTS

1. MIDNIGHT OIL (Columbia)
2. PETER MURPHY (BB/RCA)
3. SINEAD O'CONNOR (Ensign/Chrysalis)
4. THEY MIGHT BE GIANTS (Elektra)
5. DEPECHE MODE (Sire/Reprise)
6. THE CHURCH (Arista)

ADDS

1. STONE ROSES (BB/RCA)
2. MISSION U.K. (Mercury)
2. LAVA LOVE (Sky)
2. LUKA BLOOM (Reprise)
3. SOCIAL DISTORTION (Epic)
3. THE FALL (Mercury)

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

WHFS / MICHAEL BUTCHER / ANNAPOLIS

J.J. Cale
Don Dixon
Dramarama
Dave Edmunds
Midnight Oil

ACRN / WILL MCCOOL / ATHENS

Del Amitri
Dave Edmunds
Plan B
Slaughter
Kevn Kinney

CHAPTER 3 / JIM VINING / ATLANTA

Kevn Kinney
Peter Murphy
Julia Fordham
Nine Inch Nails
Black Crowes

TURTLES / THOM DRAM / ATLANTA

Midnight Oil
Peter Murphy
Kevn Kinney
They Might Be Giants
Blue Nile

WRAS / KIM SAADE / ATLANTA

Beautiful South
Everything But ...
Blue Nile
Peter Murphy
Kevn Kinney

KLBJ / JODY DENBERG / AUSTIN

Richard Barone
Cowboy Junkies
Luka Bloom
Midnight Oil
Jesus & Mary Chain

KUT / CHERYL BATEMAN / AUSTIN

They Might Be Giants
Luka Bloom
Everything But ...
Church
Dissidenten

CD ONE STOP / DAVE CARROLL / BETHEL

House of Love
Nick Lowe
Ryuchi Sakamoto
Beloved
Ben Vaughn

WBCN / OEDIPUS/CARTER ALAN / BOSTON

Sinead O'Connor
Raindogs
Heretix
Mission U.K.
Renegade Soundwave

WFNX / BRUCE MCDONALD / BOSTON

Sinead O'Connor
They Might Be Giants
Depeche Mode
Stone Roses
Beautiful South

KBCO / DOUG CLIFTON / BOULDER

Midnight Oil
Michael Penn
Del Amitri
John Wesley Harding
Silencers

NU MUSIC / SCOTT ANDERSON / BRIDGEPORT

Havalinas
Beloved
House of Love
Nick Lowe
MC 900 Ft. Jesus

WBNY / GINA GALLI / BUFFALO

Ian Lowery Group
Rave-Ups
Thin White Rope
Wedding Present
Cramps

WOFM / AL MITCHELL / CHESAPEAKE, VA.

Church
Stone Roses
Sinead O'Connor
Silos
Caterwaul

WXRT / LIN BREHMER / CHICAGO

Midnight Oil
Peter Murphy
Peter Himmelman
Jesus & Mary Chain
Robert Palmer

MANIFEST / DONNA MAXWELL / COLUMBIA, S.C.

Midnight Oil
Kevn Kinney
Big Wheel
Ignition
Everything but ...

KBVR / DOUGLAS CRIST / CORVALIS

Night Soil Man
Big Thing
Surgery
Here Ain't the ...
Gas Huffers

KDGE / LARRY NIELSON / DALLAS

The The
Electronic
Peter Murphy
Jesus & Mary Chain
They Might Be Giants

SOUND WAREHOUSE / TRACY DONIHOO / DALLAS

Peter Murphy
They Might Be Giants
Lenny Kravitz
Midnight Oil
Smithereens

BARNEY'S MUSIC / SKID JONES / DAVIS

L7
Thee Hypnotics
Cynics
Telescopes
Nirvana

WUXTRY / MARK METHE / DECATUR, GA

Midnight Oil
Luka Bloom
Ignition
Walkabouts
Agit Pop

WDET / ANNE DELISI / DETROIT

Peter Murphy
Guitar Speak 2
Ofra Haza
Ana Domino
J.J. Cale

WRSI / JIM OLSEN / GREENFIELD

Midnight Oil
Sinead O'Connor
Church
Tanita Tikaram
Luka Bloom

SELECTER / SUSAN HAYNES / HICKORY, N.C.

Rave-Ups
Midnight Oil
Kevn Kinney
They Might Be Giants
Thin White Rope

KTRU / H.K. / HOUSTON

Pale Saints
Dos
Big Boys
15
Young Gods

RECORD RACK / BRUCE GODWIN / HOUSTON

Lightening Seeds
Beloved
Tanita Tikaram
John Wesley Harding
Jimmy Sommerville

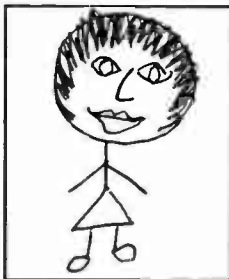
KUCI / GARY DOWNS / IRVINE

Meatbeat Manifesto
Midnight Oil
Wonderstuff
Siglo XX
Caterwaul

VINYL VENDORS / VALERIE ELLIOT / KALAMAZOO, MI

Peter Murphy
Blue Nile
They Might Be Giants
Oingo Boingo
9 Inch Nails

POST MODERN



FAITH HENSCHEL CAPITOL RECORDS, CA.

Well, she's done it again. Everyone's fave is quickly making her way to industry stardom as she assumes the position of National PoMo Princess for Capitol. Faith has lots of goals ahead of her... she just needs to find them. So folks, please welcome this Goddess — she's cool, she'll rule and she also happens to be *very* photogenic.

WKSJ / BRIAN QUINN / KENT, OH

Del Amitri
Peter Murphy
Midnight Oil
John Wesley Harding
Renegade Soundwave

KROQ / TRIP REEB / LOS ANGELES

Midnight Oil
Sinead O'Connor
Jesus & Mary Chain
Peter Murphy
Depeche Mode

WORT / STEVE GOTCHER / MADISON

Agit Pop
King Missile
MC 900 Ft. Jesus
Belcanto
Ryuchi Sakamoto

WFTT / HELEN URRIOLA / MELBOURNE, FL

Mission U.K.
Renegade Soundwave
Straightjacket Fits
Peter Murphy
Sinead O'Connor

OPEN BOOKS & RECORDS / LESLIE WIMMER / MIAMI, FL

Black Girls
Everything but ...
Nick Lowe
Thin White Rope
Shakin' Family

RADIO DOCS / KATHY STAMM / MILWAUKEE

Midnight Oil
Michael Penn
Peter Murphy
Jesus & Mary Chain
Stone Roses

WMUR / JARRET ERNST / MILWAUKEE

Blue Aeroplanes
Gin Blossoms
Poi Dog Pondering
Jeremy Days
Heretix

RHYMES / MORY MCCARTHY / NEW HAVEN

Mike Vraney
Nik Drake
Death
N.Y.Hardcore
Vile Vibes

MIDNIGHT RECORDS / RON BALLY / NEW YORK

D.O.A.
Sanity Assassins
Immaculate Hearts
Raunch Hands
Seers

WDRE / MCNAMARA / NEW YORK CITY

Midnight Oil
Peter Murphy
Sinead O'Connor
Depeche Mode
Stone Roses

TRACKS / DONNA AGRESTO / NORFOLK

Sinead O'Connor
Oingo Boingo
Beautiful South
Church
Del Amitri

KRCK / PAUL KRIEGER / OMAHA, NE

Depeche Mode
Peter Murphy
Sinead O'Connor
Blue Nile
Jesus & Mary Chain

WUCF / PAT DOUGHER / ORLANDO

Chills
Red Temple Spirits
Walkabouts
Professor Griff
Blue Aeroplanes

WOXY / PHIL MANNING / OXFORD, OH

Midnight Oil
Peter Murphy
Toad The Wet ...
They Might Be Giants
Renegade Soundwave

WMDK / MIKE THOMAS / PETERBOROUGH

Midnight Oil
Silencers
Sinead O'Connor
Raindogs
Church

KUKQ / JONATHAN L. / PHOENIX

Peter Murphy
Midnight Oil
They Might Be Giants
Oingo Boingo
Depeche Mode

JIMS RECORD & TAPES / JIM SPITZNAGEL / PITTSBURGH

Cramps
Black Uhuru
Blue Nile
Mission U.K.
Dave Edmunds

X15 / DAVE CALIBRISE / PITTSBURGH

Sinead O'Connor
Blue Nile
Depeche Mode
Church
Beloved

WBRU / TED MCENROE / PROVIDENCE

Sinead O'Connor
Depeche Mode
They Might Be Giants
Peter Murphy
Beloved

91X / MIKE HOLLORAN / SAN DIEGO

Sinead O'Connor
Peter Murphy
Jesus & Mary Chain
Midnight Oil
Church

KITS / STEVE MASTERS / SAN FRANCISCO

Sinead O'Connor
Depeche Mode
Church
Anything Box
Midnight Oil

KCPR / SCOTT CARTER / SAN LUIS OBISPO

Peter Murphy
Wedding Present
Red Temple Spirits
Kevn Kinney
Bad Religion

KOTR / DREW ROSS / SAN LUIS OBISPO

Rave-Ups
J.J. Cale
Toad The Wet ...
Lenny Kravitz
Raindogs

WRUC / RON EUGENIO / SCHENECTADY

Midnight Oil
Cowboy Junkies
Stone Roses
Del Amitri
Wedding Present

KWUR / BRY GRIMES / ST. LOUIS

Lava Love
Meatbeat Manifesto
House of Love
Subjects
Bill Pritchard

KTAO / BRAD HOCKMEYER / TAOS

Everything But ...
Midnight Oil
Del Amitri
Sinead O'Connor
Rave-Ups

CFNY / CHRIS SHEPPARD / TORONTO

Depeche Mode
Nine Inch Nails
Electronic
They Might Be Giants
Beloved

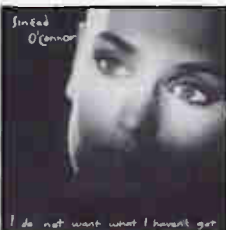
KLA / STEVE CORDOVA / UCLA

Wedding Present
Red Lorry, Yellow ...
MC 900 Ft. Jesus
Terminal City ...
Mission U.K.

POST MODERN

POMO PICKS

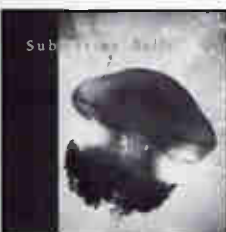
Edited By **Holly Gleason**



Sinead O'Connor, "I Do Not Want What I Haven't Got" (Chrysalis): A quiet, ponderous record, "I Do Not Want What I Haven't Got" marks **Sinead O'Connor's** transition from brilliant young talent to full-blooded artist. Looking at the way life is and the way people try to make it, O'Connor's thoughtful — and in that state of contemplation, her voice takes on sultry, startling colors. **Prince's** "Nothing Compares 2U" isn't the only moving thing here; try "Stretched Out On Your Grave," the angry "Emperor's New Clothes" and the title track.

The Cramps, "Stay Sick" (Enigma):

Hey kids, they're back! That's right — **Lux Interior, Poison Ivy, Candy Del Mar and Nick Nox,** collectively known as **The Cramps** are back with their very own personal brand of shockabilly. The playing is good and loose, and one listen to "Bikini Girls With Machine Guns" shows what's given them their staying power: a wry sense of humor that's absolutely unstoppable. Oh, and Ivy, who produced this little slam fest, slings some pretty hot and happenin' guitar, too.



The Chills, "Submarine Bells" (Warner Bros.): "Heavenly Pop Hit" is a charming bit of harmony-driven confection from New Zealand's most happening pop export: lots of voices swirling in three perfect parts swathed in a breezy arrangement that brings to mind **The Beach Boys** and **The Mamas and The Papas.** More infectious than the common cold, "Submarine Bells" is the fruition of ten years of **Martin Phillips'** making music with various incarnations of **The Chills,** and given the outcome, it's well worth the wait.

MC 900 Foot Jesus, "Hell With The Lid Off" (Nettwerk/IRS):

Loud, blaring and beat-crazy, **MC 900 Foot Jesus** with his good buddy **DJ Zero** delineate their personal piece of hip-hop's demilitarized zone. Jesus, known to his Mom only as **Mark Griffin,** got a survey in processed noise, scratching, industrial sounds and rap during his tenure at a record store and uses each of these elements to its full effect here. Laced with a definite eau de sonic paranoia, "I'm Going Straight To Heaven" will leave you edgy, even as it buffets you with its soul sonic force and stray electronic squiggles.



POMO MUGS



PRETTY SCARY, FOLKS: So, if you live in L.A., you'll know about these **Geek Dinners** that happen every so often where a bunch of moronic, mildewed, personality-less record dweebs get together and pretend to be friends at some shi-shi nouveau cuisine preferably on **Sunset** or **Melrose.** Looking at these people should help you to remember that there are those out there who are much less fortunate than most and do need help. Please give. Your help is just a phone call away.



THE SECOND PHOTO: Elektra's **They Might Be Giants** recently played four sold-out gigs at **The Village Gate** in NYC. This is a picture of one of those nights. Pictured l-r: **Danny Kahn,** Dir. Artist Development; **Linda Ingrisano,** video promotion; **John Flansburgh, TMBG;** **Rick Krimm, MTV;** **Ed Simpson,** promo and mktg; **Jamie Kitman, mgr. John Linnell, TMBG** and **Sue Drew, Dir. A&R.**



HYDE AND GEEKS: Fontana/Poly's **Lilac Time** were rather embarrassed to be seen with wannabe, **Tim Hyde.** **KITS' Steve Masters** felt the same way but took the time out to take this obligatory trade shot. Pictured l-r are: **Michael Giri, Mickey Harris, Lilac Time; Hyde; Stephen Duffy, Lilac Time;** and Steve "Duuuude, just make this visit quick — I've gotta killer mix hoppin' in the studio and the babes are gonna love me even more" **Masters.**

DAVE EDMUNDS

"Closer to the Flame"

From the album Closer to the Flame.



WHFS	6-5		
WRAS	add	@10	
WFNX	ON		
WXRT	ON		
KUKQ	ON		
ACRN	add	@24	
WDET	49-38		
KTCL	32-27		
X15	#30		

SMITHEREENS

"Yesterday Girl"

From the album 11.

13 HITS POST MODERN!

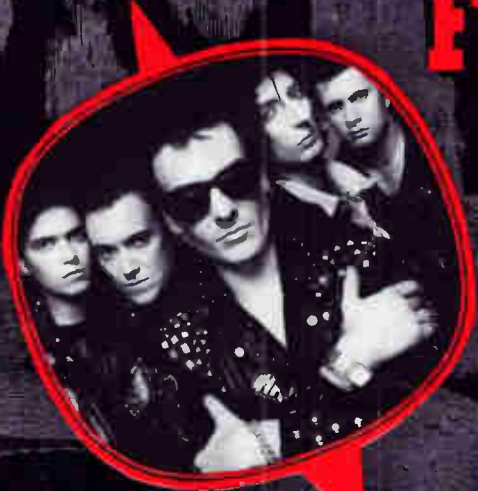
WHFS	#13	WOXY	11-8
ACRN	8-5	WXRT	#2
WMUR	7-2	91X	#9
WFNX	#7	KROQ	#11
KDGE	#14	KITS	#23
KBCO	#6		



FLESH FOR LULU

"Every Little Word"

From the album Plastic Fantastic



KROQ	add	@35	KSCU	deb	37
ACRN	add	@33	KTCL	25-22	
91X	#18		KCPR	add	
KUNV	add		WLCV	14-10	
WTUL	add		WUTK	add	

Final Vinyl now in Your Hands!



Boldly Going...

THE HORIZON

NEW ARTISTS

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

Laurie Anderson, back on tour with her latest album, "Strange Angels," on **WB**, offered more of a stand-up schtick at her intimate Roxy preview show, telling ethereal and pointed stories through various vocal devices that she calls "character filters." The larger-venue performances promised a more ambitious presentation of Anderson's video work and visual performance art, which have had such a profound effect on our perception of modern pop music. The "Wild Blue" and "Little Red Dress" tracks from the album should have some effect at radio also....

The Cowboy Junkies played a special Roxy show as well, previewing much of their wonderful new **RCA** album, "The Caution Horses." The band has obviously been on the road a great deal, traveling behind those large horse trailers emblazoned on the back with Caution Horses.... New Orleans-style zydeco rocker **Zachary Richard** kicked off the Mardi Gras season in full purple, yellow and green regalia and gave a high-energy show of Cajun classics plus new material from his upcoming **A&M/Americana** album....

The original **Skatalites**, those legendary masters of Jamaican ska, extended the Caribbean mood with a truly delightful Sunday afternoon set of ska-beat, reggae and bluebeat jazz, especially from seminal horn players **Roland Alfonso** and **Tommy McCook**. This group was the main influence on such two-tone bands as **the Specials** and **the English Beat**, as well as much of **Bob Marley's** early sound. The crowd was full of mods and dreads and some very young fans, proving that original ska still holds a significant place in the hearts of the world beat audience....

Did you know that **Caron Wheeler**, vocalist on **Soul II Soul's** single hits "Keep On Movin'" and "Back to Life," is also the singer on **the Special a.k.a.'s** timeless and timely anthem, "Free Nelson Mandela?" How about a re-release on that one?... On their way from A&M to WB, English songmeisters **Squeeze** will put out a live album on **I.R.S.** called "A Round And A Bout."... Two personal favorites with brand-new albums: English band **the Sundays** have "Reading Writing Arithmetic" ready for release over here on either **Geffen** or **Asylum**, already available on import through **Rough Trade**; and Northern Californians **Thin White Rope** have their **Frontier/RCA** debut, "Sack Full of Silver," in the stores now. Both have unlimited PoMo potential....

Last week's Valentine dates included **Kelly Willis**, a young "new country" singer from Austin, feting her **MCA Nashville** debut, due in June. The LP will feature, a new **Steve Earle** tune, "Hole In My Heart" and a cover of John Hiatt's "Drive South," both available on a special CD preview to be serviced to alternative radio at the beginning of March. And the finally hip **Everything but the Girl** celebrated Cupid's arrow with a listening party for their new "Language of Life" album on **Atlantic**. The English avant-jazz/pop ensemble, essentially consisting of instrumentalist **Ben Watt** and disarmingly stylish vocalist **Tracey Thorne**, have just completed a three-album lease with Warners, handsomely fulfilled, and now look for their offbeat soul to be one of the tonics that the neuro-'90s need.... Remember the name **Pleasure Head**, coming soon....

What enterprising American label is going to put together a compilation of the greatest hits played over loudspeakers by the U.S. Army for the benefit of **Noriega** while he was holed up in the Vatican Embassy?



Kaoma

Title
"World Beat"

Label
Epic

"Lambada," the single that paces the debut album by this Paris-based group, has been #1 all over the world, and it shows every indication of duplicating that feat in the U.S. The Brazilian dance of the same name has quite suddenly become the biggest global dance sensation since the twist. Industry forecasters have been predicting the globalization of pop in the '90s. It's happening NOW, powered by this timely intersection of single, album, band and butt-shaking beat.

Suggested Cuts

Once "Lambada" explodes, expect "Dancado Lambada" to follow suit. As if Epic wasn't hot enough already!

Label Comments:

"Look, we can't talk now," snarls Epic Promo Baroness **Polly Anthony** into the speaker phone. "Barbara and I are in the middle of our lambada lesson. And if you think grinding on work records is hard, you oughta try grinding on *this* for an hour a day. Now — *ooph* — beat it. And don't bother me again till — *wump* — you can shake your booty as good as me. *Ciao.*"



The Beloved

Title
"Hello"

Label
Atlantic

Hey, if **Billy Joel** can have a hit single that consists of a litany of proper nouns, so can this Brit two-man band. "Hello," pulled from **the Beloved's** debut album, "Happiness," is extremely catchy, even if American listeners will have no idea who most of the people mentioned in the lyric are. But musically as well as lyrically, this is arresting stuff. Like **Fine Young Cannibals**, **the Beloved's** **John Marsh** and **Steve Waddington** are creating a new hybrid that skewers the distinctions between rock and dance music.

Suggested Cuts

If "Hello" clicks, Atlantic can then go to the U.K. hits "Your Love Takes Me Higher" and "The Sun Rising."

Label Comments:

"Hello to you too, my beloved," Atlantic Promo Mistress **Andrea Ganis** whispers huskily into the phone. "I wish you happiness as well. But I can't talk now, sweetums. I'm working a terrific record by this new English duo. And you thought this was just a hard rock label. Now, what did you want to ask me?" Uhm, nuttin', honey.

I Come Off • Young M.C.
Touch Me • 49ers
All Over The World • Marcia Griffiths

Records of this type don't need hype.



WHEELS & DEALS

BY BUD SCOPPA

In what is now practically a tradition in these parts, veteran A&M A&R man **Aaron Jacoves** has made the move across town to **Virgin**. He'll start next Monday, March 11.... Our spy at a BMI-sponsored A&R/publishing panel in Portland last weekend says that every A&R person in attendance flipped for the local band **Rumor Control**. Ironically, *Rumor Control* wasn't one of the eight bands who played at the event. Each of the scheduled acts played an hour-long set (apparently they haven't heard about mini-sets in Portland), causing the A&R people to slip off into the night, where they discovered *Rumor Control* playing in some joint.... **Randy Gerston** has two reasons to love himself: (1) his

His Front Pages



Roger McGuinn: *He's younger than that now.*

band **Babylon A.D.**, already a top five metal album, is starting to cross, and (2) **Randy** has signed former **Byrds** leader **Roger McGuinn** at the perfect historic moment. In private solo performances at **Arista's** pre-Grammy party and a press-and-retail gathering a few nights later at L.A. restaurant **DC3**, **McGuinn** brought the house down with his reedy vocals and archetypal 12-string playing. Best of all, the songs that went over best were both new ones — "King Of The Hill," a memorable collaboration with **Tom Petty** (who put up **Roger**

and his wife **Camilla** in his new cedar palace in **Encino**), and "You Bowed Down," a song written for **McGuinn** by **Elvis Costello**. Longtime fans claim **McGuinn** hasn't sounded this strong and animated since 1970. **Gerston** wants **Roger's** upcoming solo project to be, in effect, "the next **Byrds** album" — and considering that **Byrdmaniax** like **Petty**, **Mike Campbell**, **Dave Stewart**, **Jeff Lynne**, **T Bone Burnett** and **Crowded House** are dying to work with **McGuinn**, **Randy** just may get his wish.... Now that **Michele Anthony** and **Peter Paterno** have become moguls, look for **Jody Graham** to be the new star at **Manatt, Phelps, Rothenberg & Phillips**.... Trend talk: With **Toad the Wet Sprocket** paving the way, we're beginning to see more and more majors willing to release demos and self-made pre-deal recordings as their initial releases on certain acts. One of the most intriguing demo albums is by young **Houston-based** four-piece the **Galactic Cowboys**, which will be released on the new **Geffen** label, as will all subsequent **Gary Gersh** projects. **Gersh** describes the **Cowboys** as "Metallica meets **Beefheart** meets **The Beatles**." Then there's "Living Room," the self-made debut LP by alternative-popster **Richard X. Heyman**, coming on **Cypress**. Thereafter, however, **Heyman** will most likely be on **Irving Azoff's** new label as the first signing of **Bob Bortnick**.... Another **Cypress** artist with a finished LP, black folkie **Vinnie James**, is being signed by **Capitol** after a conference-room solo showcase set up by **Tim Devine** in which **Hale Milgrim** is said to have "totally flipped" for the writer/singer.... Yup, **Craig Sussman** is dealing, and **Cypress' Lori Nafshun**, who signed both **James** and **Heyman**, has gotta be feeling like somebody ripped her heart out. But hey, that's show biz.

MINI MUGS

More Hits Mini Mugs



GAA GAA OVER GOO GOOS: *One of the acts WB coveted when they made the Metal Blade deal was the **Goo Goo Dolls**, a thrash metal band that doesn't take itself too seriously. Recently at the Coconut Teaszer, for example, the **Goo Goos** devoted the second half of their performance to cover tunes, handing over lead vocal chores to venerable lounge singer **Lance Diamond** (l), who, like the band members, is a **Buffalo** native. We can't wait to hear what lounge-thrash sounds like on record, and we understand that **Sire's Howie Klein** is dying to market this novel product. The **Goo Goos** and **Lance Diamond** — changing the way we live.*



DANISH REORDERED: *With all the majors rumored to be in the hunt for **Mary's Danish**, we'll bet you didn't expect the L.A.-based coed band to RE-SIGN WITH CHAMELEON!!! But that's what they did, and the deal certainly can't hurt the Hawthorne, Calif.-based indie in its struggle for credibility. Pictured in the official signing photo are **Mary's Danish** members **David King**, **Chris Wagner**, **Louis Guitierrez** and **Gretchen Seager**, band manager **John Switzer**, band members **James Bradley Jr.** and **Julie Ritter**, and label President **Stephen Powers**, who's obviously delighted to have the band for what a press release describes as "many years to come."*



MEMO FROM EMI (and we quote): "Enclosed please find a photo of **David, Nathan, Carl** and **Steve of Brother Beyond**. Product will be coming in April. Please run this photo in one of your next issues. Sincerely — **Jack Satter**." *How's this, Jack? By the way, who's that incredibly nerdy guy in the middle?*

CROSSOVER!

**14 HITS TOP FIFTY ALBUMS!
MTV ACTIVE!**

WZPL add
WGTV add
WKLO add
WKFR add

WCIL deb 23
WAYS deb 26
KXYQ deb 28
WRVQ deb 29

BREAKING AT:
WXKS WAPI
92X X106
KSAQ CKOI

KXXR 18-13
WZZU 19-13
WKDD 20-16
WSKZ 23-18
WJMX 36-23
KRZR 27-23
WQUT 30-26
KFBQ 39-27
WPHR 33-30
KISN 36-32
KCPX 35-32
WKRZ 39-33
SLY96 40-35

Tom Petty and The Heartbreakers "A Face In The Crowd"

From the album Full Moon Fever



CROSSOVER!

WXKS add
WPST add
WZZU add
KTUX add
KNIN add
KQIZ add
WKLO add
WKSF add

WSKZ deb 24
KRZR deb 28
WAYS deb 32
KFBQ deb 35
95XXX deb 39
99KG deb 39

FM104 28-19
KATM 29-24
KFMW 31-27
WBNQ 35-32
KXXR 37-33
KLYV 38-35
Z104 38-35

BREAKING AT:
KEGL
KXYQ

Peter Wolf "99 Worlds"

From the album Up To No Good



Jody Watley "Precious Love"

From the album Larger Than Life

**CROSSOVER!
EARPICKS WINNER!**

PWRPIG add
Y108 add
KITY add
KISN add
KCPX add
WKZL add
WCKZ add
KCAQ add
KZOU add
KBOS add

KZFM add
KHTK add
KKMG add
KQMQ add
WYCR add
KLUC add
Q104 add
WHHY add
WSPK add
WWCK add

WKSS deb 25
HOT99.9 deb 27
WPRR deb 34

BREAKING AT:
KJMZ
WIOQ
Q106



RETAIL RAP:

As this year's annual NARM Convention unfolds, there are plenty of issues facing the people who get the music to the consumers. With environmental concerns, security issues, developing new talent, changing configurations of merchandise and the growing threat of stickering and obscenity legislation, there are plenty of factors to be considered and contended with at this year's gathering. Though there are still no concrete answers, as days go by, an industry consensus seems to be emerging.

Everyone has an opinion on these issues, from the Mom and Pop retailer to the heads of every major record label. Certainly,

the people in charge of getting the records into the hands of retailers and wholesalers have a lot to say on these issues, as they are the people on the record company side most directly affected by the impending changes. That's why HITS' Joe Medwick ran up a real healthy phone bill, smiling and dialing MCA Executive VP of Distribution John Burns, WEA Communications President Henry Droz, CEMA Distribution President Russ Bach, PolyGram Sr. VP National Sales and Branch Distribution Jim Caparro, CBS Records Distribution President Paul Smith and BMG Distribution President Pete Jones to get their thoughts on these matters.

How will the recycling craze affect the continued manufacturing of 6x12 CD packaging? How will distributors react to the consumer environmental concerns?

John Burns: Number one, the box is recyclable. Number two, it does not use UV coding. Three, whenever possible from our standpoint, we are going to use recycled paper. I think that people don't understand that the current box as it is is recyclable. We are going to start putting the recyclable logo on our box so people know that. But, if we can get our hands on recycled paper — and it is in very short supply — we'll use it. At this point, we are for staying with the box from a merchandising standpoint. We are open if there is a viable alternative. At this point, though, I have not seen that. We've got one configuration going away that gave us many, many merchandising opportunities and the biggest selling configuration we have right now you can't see at all in the store, or it's either spine merchandised or merchandised in a plastic holder that's very unattractive.

Henry Droz: First of all, our customers are

virtually unanimous in wanting a continuation of the 6x12 for several reasons. Number one, there's security and number two, the graphics aspect. Fixturing is a long-term project which could be solved if not for the presence of the other two factors. I don't think we can consider eliminating the 6x12 until there is a universal security system, because the last thing we want to see is: A) CDs locked up and B) in some enhanced package that each customer would come up with that certainly does not add to the graphics, that is not very attractive at all. So I think we are forced into a continuation for this period — and at least the foreseeable future. I believe all of our labels are using recyclable materials and that's the best that we can do at this point.

Russ Bach: Basically we're looking at the biodegradability of the cardboard that we're using. We are firmly committed to the 6x12 package and we intend to continue to package our CDs in the 6x12 for two important reasons. The first is the marketing aspect of the product and the second is the security issue. Basically

we do not use the chemical varnish on the packaging. We have been told by all the board manufacturers that the board we are using is degradable. There is a problem with the recyclable board, just getting enough of it. So, while we would want to go to that, we're finding that it's not readily available and, according to the printing people, so much of it is being used by other companies and industries right now that it's very hard to get; but we are committed to our product being biodegradable. People need to know there is a shortage of this reusable paper.

Jim Caparro: There is no question that it starts with the manufacturer and there is also no question in my mind that our industry has got to join the crusade to become socially conscious with the whole environmental issue. We have to be as concerned as consumers are, as well as the rest of the world, regarding the environment. We have to begin looking at packaging our artists and their music with recyclable product, with environmentally safe product. We cannot ignore it; if we did, we would surely change ourselves, our children and the planet. We are

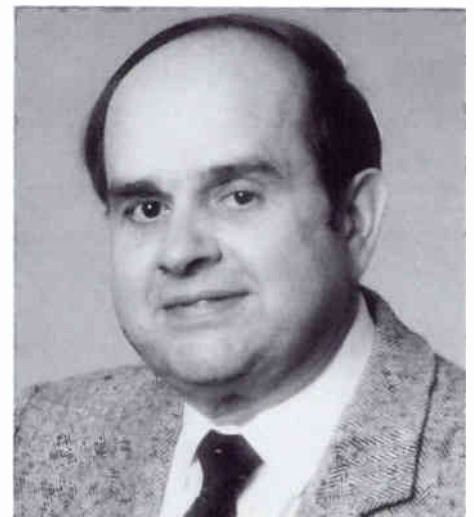
John Burns



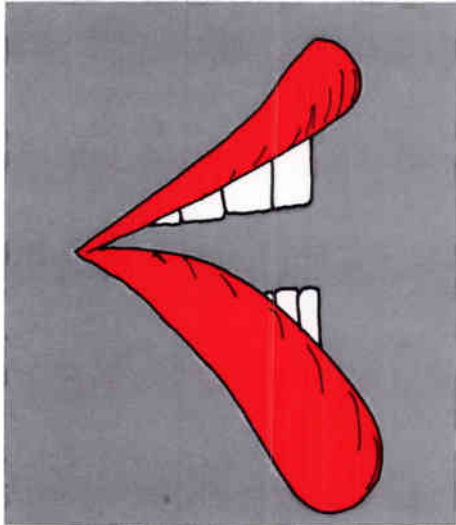
Henry Droz



Russ Bach



THE EXECS TALK



also looking into using recyclable plastic, in addition to the recycled paper.

Paul Smith: We are certainly looking into recycled and recyclable, and they are distinctly different products. The only thing that stops the current album jacket or 6x12 package from being recyclable is the gloss on the box, and that's easy to change if there's reception for it at both retail and with the customer, which would solve the recycling problem so far as I'm concerned.

Pete Jones: In respect to the first part it will serve to basically increase the cost because I understand that recycled paper is more expensive, so it will have that effect as far as the manufacturing of the 6x12 package. In terms of how we will react to environmental concerns, we share the concerns about the environmental issues and we've been pretty public in questioning the various issues that are tied up in the

Jim Caparro



6x12, one of which is the environmental impact. I think at this stage of the game, everybody's saying that it's a practical answer for the foreseeable future, though I'm not sure it's the long-term solution given some of the things that are relevant to this issue. For example, security: I think there are better ways to handle security that we should continue to look at. Fixturation is a concern, too. It's a hidden agenda sometimes, but it's something that's subject to a program that needs to be dealt with. The merchandising issue is another one, and there is a diversity of opinion on that issue as well. So, just to deal with the environmental aspect of the package, we need to be responsive to the problem. I think Canada may be a lot further down that road than the US is at this point — and I think one of the things that really drives the issue in Canada, and they are going to get

“Recent prognostications say we’re getting back to artists with long-term appeal and away from flash-in-the-pan type artists with little else to offer other than a catchy hook in the song.”

out of the 6x12 CD package on the first of April, is the long-term environmental implications.

Should local and state authorities be allowed to arbitrarily decide what sells at retail? How far will stickering go in the '90s?

JB: We are complying with the stickering, as are all our distributed labels. I'm not going to go back months and months and say that everyone was complying, but they now are and we will continue to do so. I think if we do that, maybe

Paul Smith



we can stave off some of the legislation that's been introduced in some of these states. I think it would be extremely difficult if you have different laws in different states saying that you have to put different verbiage on each. I've seen some of them where, quite frankly, the sticker would be so big it would cover up the entire cassette and about half the CD. But we are complying with the stickering — and hopefully, everyone will do that — and maybe it will stave off some of this hysteria.

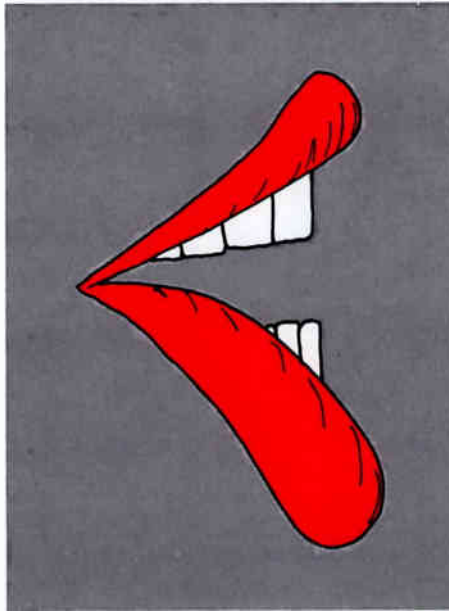
HD: The answer to “Should any authority be able to dictate what sells at retail?” is absolutely not. I have to say that the film industry has a method of identifying product that works. We, as an industry, have a need to adopt a similar method. It would then become a non-issue. If you listen to language or thoughts expressed in films, I don't see any worse comparison

with the freedom of speech expressed in musical lyrics.

RB: The record industry, as you know, has an agreement with the PMRC whereby the record industry agreed to sticker things that in its opinion needed a sticker. Our companies have been following that guideline and following it rather closely, as the cognizance of this issue has grown. We believe that the answer is the current sticker which has been negotiated

Pete Jones





between the RIAA and the PMRC. Answering the other part of your question as to how far will it go, it will go as far as the right-wing people will try to take it and as far as we, as responsible citizens of the United States, will let it go. I believe that much of the stickering legislation that has been proposed has been

dards of their constituents should be. The people decide that, that's the whole basis of our society. I'll go a step further and say that retailers should not be burdened with the liability as some are saying. Manufacturers should be aggressive in their stickering efforts and the decision as to what should be stickered

We have many bands you would consider to be alternative that do very well at retail. If you're considering all retail, no; but they are doing extremely well in those locations that market that product. That hopefully leads to another level where they then go more into the mass marketplace. It's always a matter of how you

**“If something is selling only moderately,
it's called alternative. If something breaks wide open,
it's called mainstream or pop, whether it's Depeche
Mode or B-52's.”**

aimed at limiting the creativity of the artist. The feeling is obviously that the artist has to have the freedom to create and express ideas. New and fresh ideas are usually offensive to someone somewhere, but new and fresh ideas contribute to the growth of our society. As far as I can see the type of sticker proposed by the Pennsylvania law intends to brand anyone who buys the product as some weirdo or sex maniac by having the sticker on the product in their own home. In essence what they're trying to do is stop the creative juices of the artists in any of these areas they say is offensive. So what's to stop them from adding on to this list they now have, if they are successful in getting that across? And who's to interpret each of the words, and what's really meant by those words? If the stores in Pennsylvania have to deshrinkwrap their product, put the sticker on and then reshrink it, they're not equipped to do this in most stores. It's really something that goes much too far; we have an agreement in place and our labels are pledged to sticking to that agreement.

JC: Of course not! Ultimately, ours is a free society, and we should never lose sight of that. Ultimately, too, it's the consumer who should have the decision-making power as to what they want to buy, not some local bureaucrats who may have their own political agendas at heart in trying to decide what the moral stan-

should be a prudent one — and it will be a prudent one on PolyGram's behalf.

PS: I don't think the people involved in this are very consistent. Certainly with R-rated movies, the “R” on the movie is hardly the kind of sticker they are proposing for music — or an “X” for that matter. They're sold in the same video stores that sell music in many cases, and in the same racks that are accessible to babies, let alone children. I also think that books are in these same departments and very often they're much more objectionable than the music we're selling. It seems that the *only* focus of some of these legislators is music for whatever reasons, perhaps because it's fashionable, instead of looking at all entertainment in the same view. So, in that sense, I don't think it's very evenhanded.

PJ: If in fact the world is a global village, then the US marketplace should be subject to the application of one rational standard in the area of stickering. In terms of how far will it go in the '90s, I'd say that if the industry is involved, it will go far enough — and if the industry is not involved, it will go too far.

Is alternative music really not happening at retail? Or is it more just a matter of semantics?

JB: It's a question of what you consider alternative. I disagree that it's not happening, it's all a matter of what you're measuring it against.

gauge and measure it. Basically, MCA's position is that we are sticking with our alternative bands. I think we realize that everyone is not going to break into that sales plateau and into the mainstream immediately. You have to be very patient, you have to nurture these bands, you have to keep with them, and you just can't back off the project. They are very, very, very long-term projects. We realize it's not going to happen overnight. Touring is a big key. You're talking about bands that are playing to, usually in clubs, smaller numbers of audiences, but they're grabbing those audiences. (The fans) have a lot of loyalty, and if you stick with these bands, you will end up with some very strong mainstream artists. Eventually when you do have a record breakthrough, you may have two or three records already out there and people go back to them and buy them. Fine Young Cannibals was an alternative band that did extremely well on their first record, but didn't break all the way through. Then the second record broke all the way through, which impacted the first album which is now gold.

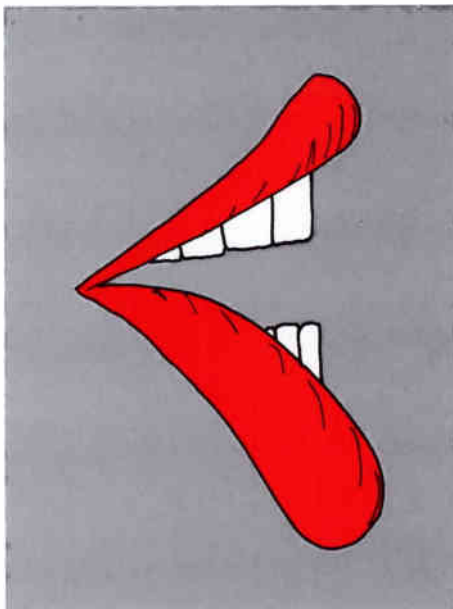
HD: It's clearly a matter of semantics: if something is selling only moderately, it's called alternative. If something breaks wide open, it's called mainstream or pop, whether it's Depeche Mode or B-52's or whatever, at some point those groups were called alternative. Alternative is something by definition, I presume, that is an

After eleven wonderful years,
A&M Records is leaving us
for greener pastures\$.
We will miss them.
Congratulations, Polygram,
and many happy returns!

1979 - 1990



A NEW DECADE, A NEW DIRECTION
LET'S DO LUNCH



alternative to what is in the mainstream. When it becomes mainstream, it's not alternative. I think it *is* purely a matter of semantics. I can't give away our secrets, but I can tell you that we are giving more attention to what on a preliminary basis is called alternative music, considerably more attention than we did a year ago — and

point, but there are alternative ways of promoting and exposing our artists. I'm a big proponent of having retail start a record, and alternative is generally one of those types of music that starts by word-of-mouth at retail. To use an analogy, urban music isn't that dissimilar from alternative music. We want to take it out of

phy, Stone Roses and Cowboy Junkies are all examples of artists that have risen out of the so-called alternative area. If you're asking the question: "Are they sextuple platinum like Milli Vanilli?" Well no, but then again, it's building on all the hard work you've done each time out with an artist. That's what bothers me about this

“As far as I can see the type of sticker proposed by the Pennsylvania law intends to brand anyone who buys the product as some weirdo or sex maniac by having the sticker on the product in their own home.”

I'm talking two, three, four times the attention.

RB: Our example of what I consider alternative, or at least what in the past has been considered alternative and is now a very hot album: Red Hot Chili Peppers. "Mother's Milk" is doing extremely well. In the next few months, "Mother's Milk" will be gold, and I consider that alternative music. So, I have to really disagree that alternative music is not happening, because it *is* happening as far as we're concerned. Look how many artists over time have come through this alternative tract. Would Prince have been alternative? So, what is alternative and what is mainstream? We are committed to promoting good music, regardless of what genre it's put in.

JC: Our industry is hungry for crossover mega-hits and there's nothing wrong with that. But to say that alternative music is not happening is to say that artist development is not happening. It's a long commitment and process to take an artist such as the Mission UK or the House of Love from one level to the superstar level. If we all believe in the artist development process, which I think we do, there's no question that alternative music is an area of critical importance. There's no real objective unit total to decide success. Alternative has gone mainstream when it's crossed over into mainstream consciousness. Also, we can't be radio driven as an industry. Obviously it is *the* most important

one particular buying sphere into another. Let's take the labels off music and try to expose good music, whether it's urban, alternative or pop mainstream, let's try and make it as big as it can be and ignore the labels.

PS: I don't think that's true. We are investing as much or more in both resources and commitment from our promotional teams, marketing teams and branch organizations to artist development than ever before. We have always recognized that it's the most important activity we're involved in. The averages sometimes tend to sway away from groups like Midnight Oil, who've had incredible success and who have a brand new record out that's just exploding. Kate Bush has had similar success, but you are going to have a lot of brand new artists in that category, too, and not every one of those is going to happen on the first record. Often it takes those small shops, who are the backbone of this business, to get things started. There's no formula. Some records start at retail, some from word-of-mouth; it's a combination of all of these things. If there was a pattern, it would make it easy, but every record is different.

PJ: The way the question's phrased, if you are going to call it alternative, you are by definition saying that it's something that sells in ones or twos. I certainly don't agree! We see a lot of artists coming from that area that become major acts. Babylon A.D., Michael Penn, Peter Mur-

notion that once it sells beyond a certain point, it's not alternative anymore. I think there is a lot of music out there, especially in the alternative area where lyrics and song content are a vital part of the artist's appeal and eventual success. I think we're going back to more artist-driven success rather than simply a faceless personality succeeding with extremely popular songs. Recent prognostications say we're getting back to artists with long-term appeal and away from flash-in-the-pan type artists with little else to offer other than a catchy hook in the song. Hey... Perrier's being recalled, the Trumps are getting a divorce, Drexel-Lambert is bankrupt... The '80s are over — it's history!

If you could be any farm animal, which one would you most want to be?

JB: I think I'd want to be one of those stud horses, you know. They retire very young and they have a very good time for the rest of their lives!

HD: I'd want to be a pig, because of my selfish and greedy nature.

RB: I'd like to be a fly, so I could bug the shit out of everybody else!

JC: It would depend on the farmer's daughter.

PS: Obviously, I would like to be a bull in Montana and walk down and get them all!

PJ: The rooster... the first one up in the morning and eager to be of service. ●

A Sound Foundation For The 90's



Elektra

WHO'S GOT WHO

ACCOUNT	OWNER	STORES/ACCOUNTS	CHIEF EXEC.
The Musicland Group (Retail)	Musicland Management Group	830 (Retail)	Jack Eugster
The Handleman Co. (Rack)	David Handleman	14,900 (Rack)	David Handleman
Camelot Enterprises Inc. (Retail)	Paul David	250 (Retail)	Jim Bonk
Tower Records/Video (Retail)	MTS Inc.	134 (Retail)	Russ Solomon
Trans World Music Corp. (Retail)	Bob Higgins	440 (Retail)	Bob Higgins
Wherehouse Entertainment Inc. (Retail)	Adler & Shaykin	264 (Retail)	Scott Young
Lieberman Enterprises (Rack)	Live Entertainment	2700 (Rack)	Gilbert Wachsman
Sound Warehouse Inc. (Retail)	Shamrock Holdings	135 (Retail)	Terry Worrell
Target Stores Inc. (Retail)	Dayton/Hudson Corp.	407 (Retail)	Bob Ulrich
Show Industries (Retail/One-Stop)	Shamrock Holdings	572 (Retail/One-Stop)	Lou Fogelman
Western Merchandisers Inc. (Retail/Rack/One-Stop)	Marmaduke Family	2143 (Retail/Rack/One-Stop)	John Marmaduke
Strawberries Records, Tapes and Compact Discs (Retail)	Live Entertainment	113 (Retail)	Mel Wilmore
Record Bar/Tracks (Retail)	Super Club North America	175 (Retail)	Steve Bennett
Wall to Wall Sound & Video Inc. (Retail)	Jerry Shulman, Lee Swede	120 (Retail)	Jerry Shulman
Universal Record Distributing Corp. (One-Stop)	Harold Lipsius	2500+ (One-Stop)	Bob Perloff
Elroy Enterprises Inc. (Retail)	Record World Inc.	81 (Retail)	Roy Imber
Turtles Music and Movies (Retail)	Super Club North America	116 (Retail)	Alan Levenson
Waxworks (Retail/Rack/One-Stop)	Terry Woodward	4219 (Retail/Rack/One-Stop)	Terry Woodward
National Record Mart (Retail)	Bill Teitelbaum	97 (Retail)	Frank Fischer
Nobody Beats The Wiz (Retail)	Lawrence & Marvin Jemal	28 (Retail)	Lawrence Jemal

A Comprehensive List Of The Nation's Top 20 Retail Accounts.

PURCHASING CONTACT	ADVERTISING	FINANCE	DBA/ACCOUNTS
Dick Odette	David Wicker	Keith Benson	Musicland, Sam Goody, Discount Records (746 stores), Suncoast Pictures (82 stores), New Concept (2 stores)
Mario DeFilippo	Steve Salsberg	Louis Kircos	Key accounts: K-Mart, Wal Mart, Ames, Jamesway, Shopko, US Navy, Pamida, Z.C.M.I., Woolworth, among others
Lew Garrett	Gerry Gladieux	Jack Rogers	Camelot Music (250 stores)
Stan Goman	Chris Hopson	Bud Martin	Tower Records/Video (67 music stores, 52 video stores, 12 book stores, 3 graphic stores), TRIP Imports
Gary Arnold	Bill Gerstein	Jim Williamson	Record Town, Tape World, Great American Music, Coconuts, Good Vibrations, Midland Records, Music Co-Music World, Saturday Matinee leased: Montgomery Ward
Jim Dobbe	Bruce Jesse	Leonard Berlick	The Wherehouse (264 stores)
Van Vanyo	Vicky Gunderson	Doug Dougherty	Key accounts: Caldor, Bradlees, Clover, The Fair, Wal Mart, Roses, Stars, Hearts, Pamida, Venture, Khols, Shopko, GI Joes, Ames, among others
Tracy Donihoo	Donna Fiorentino	John Vollmer	Sound Warehouse (131 stores), Sound Off (3 stores), Buttons (1 store)
Bob Guelich	John Pellegrine	Ken Woodrow	Target (407 stores), JETCO/ Music & Movies
Mitch Perliss	Alan Schwartz	Dan Felsenthal	Music Plus (72 stores), City One-Stop (500 accounts)
Steve Marmaduke	Diane Weidling	Bob Schneider	Hastings (120 stores), Western Merch. Dist. (2023 accounts). Key account: Wal Mart
Al Wilson	Paul Grasso	Larry Weinstein	Strawberries Records, Tapes and Compact Discs (90 stores), Waxie-Maxie (23 stores)
Ron Phillips	Bill Bryant	Blount Swain	Record Bar/Tracks (175 stores)
Gary Shulman	Hildy Hershenhorn	Lee Swede	Wall to Wall (120 stores), Listening Booth, Beakys, Bravo
Bob Tyldsley	Sue Perloff	Paul Fine	2500 accounts
Mitchell Imber	Phyllis Purpero	Bill Forrest	Record World/Square Circle (81 stores)
Brain Poehner	Joe Martin	Rob Perkins	Turtles Music & Movies (115 stores)
Harold Guilfoil	Steve Armstrong	Don Coomes	Disc Jockey Records (119 stores), Music Express - leased Montgomery Ward (15), Waxworks Dist. (4000 video accounts, 100 audio accounts)
Lori Porter	George Balicky	Theresa Carlise	National Record Mart (75 stores), Waves (15 stores), Oasis (6 stores), Surplus Sounds (1 store)
Barry Borden	Richard Block	Myron Durman	Nobody Beats The Wiz (28 stores)

The ARMY/AIRFORCE EXCHANGE SERVICES also rank in the Top 10—not shown here.

CLINT BLACK



NINE MONTHS TO PLATINUM

*The birth of
a super-star*

5/89

- Debut single "Better Man" goes #1 in R & R and Billboard
- First Billboard debut #1 in fifteen years
- LP "Killin' Time" ships

6/89

- Wallstreet Journal identified Clint as country music's "better man" and predicts stardom
- USA Today proclaims Clint "most likely" of new male contenders

7/89

- On the road with the Judds, KT Oslin, Buck Owens and Alabama

8/89

- LP gold after 90 days
- Rolling Stone review gives three-and-a-half stars

9/89

- Time hails Clint as country's "super-star of tomorrow"

10/89

- Debut at Carnegie Hall with KT Oslin
- Wins CMA Horizon Award

11/89

- Macy's Day Parade appearance as LP tops 750,000 units

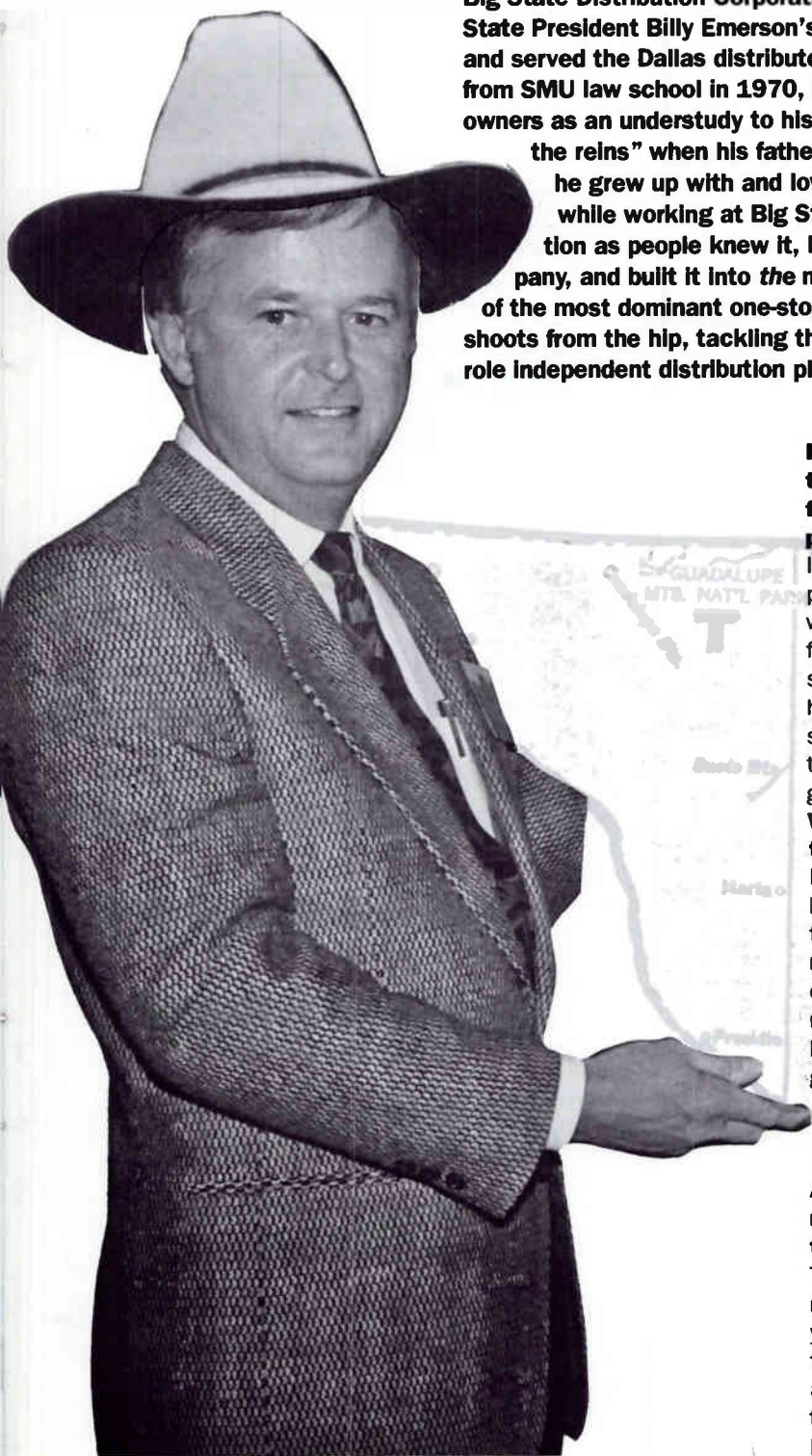
12/89

- Year ends with "Better Man" and "Killin' Time" as #1 and #2 songs of the year in both R & R and Billboard
- American Music Award nomination for Favorite New Country Artist

1/90

- Third single "Nobody's Home" hits #1 in R & R and Billboard
- Two Grammy nominations
- LP passes million mark to platinum and into history

BIG BILLY.



Big State Distribution Corporation has been in business nearly 40 years. Current Big State President Billy Emerson's father arrived to run the company from Decca in 1954 and served the Dallas distributor for 27 years before retiring in 1979. After graduating from SMU law school in 1970, Billy was offered a management position by the then owners as an understudy to his dad with the understanding that he would "take over the reins" when his father retired. Torn between a law career and the business he grew up with and loved, Billy chose both, practicing law from 1970 to 1979 while working at Big State. In 1983, after the demise of independent distribution as people knew it, Billy, with others, bought controlling interest in the company, and built it into the major mover in the Southwest, as well as establishing one of the most dominant one-stops in the area. Emerson, the current NARM President, shoots from the hip, tackling the critical issues facing NARM and explaining the unique role independent distribution plays in our business.

How would you sum up the last year of business from a NARM President's perspective?

I think from a consumer purchasing standpoint it was definitely a healthy year for the industry. From a standpoint as to what's happening with retail consolidation, I think it remains to be seen whether that's good or bad.

What areas have you seen the most progress in?

I'm pleased from a NARM President's perspective that the manufacturing community, both branch and independents, have recognized the problem of explicit lyrics and are making a genuine effort to police ourselves by doing a better job of keeping explicit lyrics out of the hands of minors.

Any area that NARM needs to pay more attention to?

The packaging issues are not necessarily a problem year in and year out, although right now I think it's a problem area because of the 6x12 packaging of the CD. **Everyone is concerned**

about the environmental aspect. Do you see that control being in the manufacturer's court?

I think it is, and it has to be dealt with sooner or later.

Who are a few of the labels that have surprised you sales-wise recently?

Eighteen months ago no one had ever heard of Delicious Vinyl and that turned out to be the biggest hit in the history of our company! In the last year our most successful vendors have been: 4th & Broadway, Delicious Vinyl, Profile, Tommy Boy, Fresh, Sleeping Bag, Select and Fantasy. Mango/Antillies has good catalog, Rounder has very good catalog, too, and Fantasy has the best catalog with all the Creedence stuff and the Fantasy/Pablo Classics jazz lines. The most successful independent labels in the past few years have been in the dance/rap areas.

What are the key issues facing independent distributing and, specifically, Big State's one-

-BIG STATE

stop operation in the next couple of years?

The fact that each year there are fewer and fewer independent retail stores has caused a downward spiral effect. Some of the chains that have found a way to go into smaller markets with a strip center or mall stores are doing so, and being successful. Then you have your mass marketers such as Wal-Mart who will go into secondary market, which normally would sustain one retail store who may have been in the business for 30 years, but 18 months after Wal-Mart comes in, he has a very difficult time staying in the business. So, the market place is becoming more and more competitive. Our volume is greater than before, because as these chains get larger and get more spread out from what usually is a central depot buying/shipping facility, all of a sudden they need secondary help from a one-stop in these secondary markets. So, as we lost the business of the little independent store, we may end up filling in to a Musicland, a Record Bar or a Camelot. Which makes it very difficult for us as a one-stop because most chains have very good systems of shipping.

Does this trend signal the end of the road for one-stops?

There will always be a need for hands-on expeditious service. Musicland is not going to look to us for co-op dollars, but they are going

to look to us to get that hit product to the stores when they can't do it on their own.

Do you see many of the independent labels you distribute staying independent, or will they all be gobbled up by the majors?

"We made 25 new labels that have sustained successful artist rosters and we may lose 18 of the 25; I don't know. But one thing I do know, if you call me in 1999, I'll give you 15 new labels we don't know about today."

It's a real interesting proposition we have right here. It's almost like the fall of Communism in Eastern Europe. I mean, 50% of Tommy Boy was purchased several years ago by Warner Bros. and left primarily to independent distribution; Warner Bros. having first right of refusal on the LP product, but Tommy Boy having the right to put out all 12" and 7" product. Warner Bros. recognized, and I'm quoting Tommy Silverman now, the independents' superior ability to market certain types of product. Tommy Boy has been so successful that just recently, within the past thirty days I believe, it was

announced at MIDEM that Warner Bros. had exercised its right to purchase the remaining 50% of Tommy Boy and have stated that they will be staying with independents, just as it's been. Now you have PolyGram, which just bought Is-

land which encompasses Mango, Antillies, 4th & Broadway and Delicious Vinyl, state that they intend to leave distribution the way it was. Virgin has announced the start up of Cardiac Records — they hired Cathy Jacobson away from 4th & Broadway — which will be distributed independently. So, here you have some of the majors recognizing that there are people out there, for lack of a better term, in a boutique distribution system that do certain things better; which has always been Billy Emerson's contention that Big State does certain things better than the majors and most things as well.

"Eighteen months ago no one had ever heard of Delicious Vinyl and that turned out to be the biggest hit in the history of our company!"

So what's next?

The other side of the scenario is: OK, in April A&M is going to leave BMG and go to PolyGram, so BMG loses 33% of their volume. They have to try to recapture market share. What can they do? There's not much they can do other than steal artists when their contracts are up or go buy a Profile Records or a Select. That's detrimental to us because they may not leave it with us and, in fact, probably won't. But, here's my argument: we've lived through that bullshit all of our lives; I'm not proud of it, it made my hair gray! We've had big chunks of our business walk out at no fault of ours for various reasons all through the history of independent distribution — and it will continue.

Let me tell you something kind of startling...Profile, Tommy Boy, Select, Sleeping Bag, Fresh, Delicious Vinyl, Priority and five or six more, we're talking about companies that have had gold records, none of those people were in business in 1979! When independent distribution was at its lowest, when people predicted we couldn't make it, we pulled our horns back in, we didn't live high on the hog like we did before, but we made it. We made 25 new labels that have sustained successful artist rosters and we may lose 18 of the 25; I don't know. But one thing I do know, if you call me in 1999, I'll give you 15 new labels we don't know about today. ●

CONGRATULATIONS JOHNNY AND BONNIE!!!



70 MILLION
SAW IT ON THE
GRAMMY SHOW!

MILLIONS MORE
SEE IT FIVE TIMES
A DAY ON VH-1!

Audiences In Every
Contemporary Format
Know And Want

"I'm In The Mood"

From The Worldwide
Hit Album

THE HEALER

John Lee Hooker
the healer



FEATURING
CARLOS SANTANA & THE SANTANA BAND, BONNIE
RAITT, ROBERT GRAY, CANNED HEAT, LOS LOBOS,
GEORGE THOROGOOD, CHARLIE MUSSELWHITE

OVER 1 MILLION SOLD!
Over 300,000 In The U.S.!

Billboard Top Pop Albums 78* -65*!
25 Consecutive Weeks On The Chart!

Management: ROSEBUD AGENCY

Produced by R. ROGERS

Distributed & Marketed in Canada by



Distributed in the U.S. by



Chameleon Records



BONNIE RAITT



"HAVE A HEART"

FROM THE ALBUM **NICK OF TIME**

CROSSOVERS WINNER!
BREAKOUTS WINNER!
98 HITS TOP FIFTY ALBUMS!

"Hey Radio - Bonnie owns every 18-49 female"

Retail - 1,500,000 over 500,000 sold in two weeks!

OVER 20 NEW ADDS!

KQKQ	deb	21	WKLQ	deb	29	WYCR	deb	32	HOT SALES AT:
KXYQ	deb	27	WHOT	deb	30	JET-FM	deb	33	
MIX105	deb	28	Z102	deb	30	WXKS	deb	35	
WOKI	deb	28	WRVQ	deb	31	KISN	deb	37	
WAPI	deb	29	KFBQ	deb	31	G98	26-21	#1 Musicland/Natl	
						KYYY	38-28	#1 Sam Goody/East Coast	
						KFMW	36-31	#1 Record World/NY	
								#1 Record Bar/Natl	
								#1 Strawberries/Boston	
								#2 Transworld/Natl	
								#2 Sam Goody/West Coast	

MC HAMMER



"U CAN'T TOUCH THIS"

FROM THE ALBUM **HAMMER DON'T HURT 'EM**

CROSSOVER!

BREAKOUTS WINNER!

34 17 HITS TOP FIFTY ALBUMS!

After three weeks over 600,000 sold!!

HOT SALES AT:

PWR106	add	KS104	add	KTFM	deb	24	#1 City One Stop/L.A.
KKBQ	add	KCAQ	add	KRBE	deb	25	#1 Rainbow/S.F.
WPGC	add	KKYK	add	KOY	deb	28	#2 Camelot/Natl
KNRJ	add	KPRR	add	Q106	deb	29	#2 Warehouse/L.A.
KMEL	add	KZFM	add				#3 Sam Goody/West Coast
HOT97.7	add	KKMG	add	KKFR	31-20		#7 Turtles/Atlanta
KITY	add	KDON	add	WOHT	31-26		#7 Record Bar/Natl
							#7 Transworld/Natl
							#7 Western Merchandisers/Amarillo
							#8 Music Plus/L.A.
							#11 Musicland/Natl

GREAT WHITE



"HOUSE OF BROKEN LOVE"

FROM THE ALBUM **...TWICE SHY**

FLASHMAKER!

The Blues 'N' Boogie Tour continues...over 2,500,000 sold!

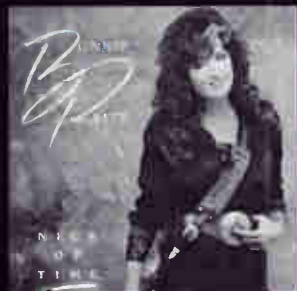
Q102	add	FM104	add	KRZR	deb	18	BREAKING AT:
92X	add	KFBQ	add	KATM	deb	29	
WERZ	add	WPFM	add	JET-FM	deb	34	
KTUX	add	ZFUN	add				
K104	add			WKDD	19-15		



TOP TENS

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

WINNERS



MOST #1's

1. BONNIE RAITT
2. PAULA ABDUL
3. JANET JACKSON

MOST TOP 5's

1. PAULA ABDUL
2. BONNIE RAITT
3. JANET JACKSON

MOST TOP 10's

1. PAULA ABDUL
2. JANET JACKSON
3. BONNIE RAITT

musicland DICK ODETT
746 Retail Stores
(Mpls)

MUSICLAND

1. BONNIE RAITT
2. PAULA ABDUL
3. JANET JACKSON
4. ALANNAH MYLES
5. M.BOLTON
6. TECHNOTRONIC
7. MILLI VANILLI
8. BEACHES
9. AEROSMITH
10. LINDA RONSTADT

CAMELOT LEW GARRETT
250 Retail Stores
(Canton)

CAMELOT

1. PAULA ABDUL
2. M.C. HAMMER
3. JANET JACKSON
4. MILLI VANILLI
5. BONNIE RAITT
6. ALANNAH MYLES
7. NEW KIDS ON THE BLCK
8. M.BOLTON
9. LINDA RONSTADT
10. PHIL COLLINS

RECORD WORLD DEAN FINE
81 Retail Stores
(New York)

RECORD WORLD

1. BONNIE RAITT
2. PAULA ABDUL
3. M.BOLTON
4. B52'S
5. GLORIA ESTEFAN
6. TOM PETTY
7. JANET JACKSON
8. ALANNAH MYLES
9. LINDA RONSTADT
10. PHIL COLLINS

WOM JOHN ROSE
2143 Rack, Retail &
1-Stop Accts
(Amarillo)

WESTERN MERCHANDISERS

1. NEW KIDS ON THE BLCK
2. MILLI VANILLI
3. CLINT BLACK
4. PAULA ABDUL
5. JANET JACKSON
6. RICKY VAN SHELTON
7. M.C. HAMMER
8. NEW KIDS (OLD)
9. YOUNG MC
10. GARTH BROOKS

WHEREHOUSE CHUCK LEE
264 Retail Stores
(Los Angeles)

WHEREHOUSE

1. PAULA ABDUL
2. M.C. HAMMER
3. BONNIE RAITT
4. M.BOLTON
5. JANET JACKSON
6. BASIA
7. ALANNAH MYLES
8. MILLI VANILLI
9. PHIL COLLINS
10. B52'S

CITY STOP SHELLY TUCKER
500 Accounts (Los
Angeles)

CITY ONE STOP

1. M.C. HAMMER
2. MIDNIGHT OIL
3. BABYFACE
4. QUINCY JONES
5. MICHEL'LE
6. BONNIE RAITT
7. KAOMA
8. LISA STANSFIELD
9. JANET JACKSON
10. LOW PROFILE

Sam Goody DONNA COOKSEY
230 Retail Stores
(Los Angeles)

SAM GOODY/WEST

1. PAULA ABDUL
2. BONNIE RAITT
3. M.C. HAMMER
4. JANET JACKSON
5. ALANNAH MYLES
6. M.BOLTON
7. MILLI VANILLI
8. BEACHES
9. TECHNOTRONIC
10. AEROSMITH

Strawberries JEFF COHEN
90 Retail Stores
(Boston)

STRAWBERRIES

1. BONNIE RAITT
2. MIDNIGHT OIL
3. PAULA ABDUL
4. LISA STANSFIELD
5. B52'S
6. JANET JACKSON
7. LINDA RONSTADT
8. ALANNAH MYLES
9. ERIC CLAPTON
10. TECHNOTRONIC

Record Theater JIM PRIMERANO
18 Retail Stores
(Buffalo)

RECORD THEATER

1. JANET JACKSON
2. ALANNAH MYLES
3. PHIL COLLINS
4. PAULA ABDUL
5. TECHNOTRONIC
6. BONNIE RAITT
7. B52'S
8. LINDA RONSTADT
9. MIKI HOWARD
10. QUINCY JONES



TOP TENS

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



JIM PARHAM
1 Retail Store (New York)

J&R

1. JANET JACKSON
2. PAULA ABDUL
3. QUINCY JONES
4. B52'S
5. PHIL COLLINS
6. BILLY JOEL
7. TOM PETTY
8. M.BOLTON
9. LINDA RONSTADT
10. B.BROWN (DANCE)

RAINBOW RECORDS

LEE NEGIP
36 Retail Stores (San Francisco)

RAINBOW

1. M.C. HAMMER
2. BONNIE RAITT
3. M.BOLTON
4. BASIA
5. PAULA ABDUL
6. JANET JACKSON
7. LINDA RONSTADT
8. BEACHES
9. QUINCY JONES
10. B52'S



HAROLD GUILFOIL
119 Stores (Owensboro)

DISC JOCKEY

1. JANET JACKSON
2. PAULA ABDUL
3. MILLI VANILLI
4. AEROSMITH
5. ALANNAH MYLES
6. M.BOLTON
7. PHIL COLLINS
8. QUINCY JONES
9. LINDA RONSTADT
10. TECHNOTRONIC



SCOTT KUZMA
49 Retail Stores (Minneapolis)

BEST BUY

1. PAULA ABDUL
2. B52'S
3. BILLY JOEL
4. PHIL COLLINS
5. AEROSMITH
6. MILLI VANILLI
7. JANET JACKSON
8. ALANNAH MYLES
9. LINDA RONSTADT
10. ERIC CLAPTON



CINDY BARR
52 Retail Stores (Miami)

SPECS

1. BONNIE RAITT
2. JANET JACKSON
3. PAULA ABDUL
4. LISA STANSFIELD
5. BASIA
6. PHIL COLLINS
7. KAOMA
8. MILLI VANILLI
9. KENNY G
10. M.C. HAMMER



SHERYL DIVIN
478 Accounts (Houston)

S.W. WHOLESALE

1. BONNIE RAITT
2. M.BOLTON
3. MIDNIGHT OIL
4. DEPECHE MODE
5. BABYFACE
6. M.C. HAMMER
7. GHETTO BOYS
8. BEACHES
9. LISA STANSFIELD
10. HIGHWAYMEN



DAVE WATSON
21 Retail Stores (Indianapolis)

KARMA

1. SOUL II SOUL
2. B52'S
3. TOM PETTY
4. BILLY JOEL
5. M.C. HAMMER
6. QUINCY JONES
7. B.BROWN (DANCE)
8. JANET JACKSON
9. WRECKS N'EFFECT
10. ERIC CLAPTON

THE RECORD EXCHANGE

JOHN SHAHINIAN
6 Retail Stores (Cleveland)

RECORD EXCHANGE

1. JANET JACKSON
2. PAULA ABDUL
3. PHIL COLLINS
4. MILLI VANILLI
5. BILLY JOEL
6. B52'S
7. AEROSMITH
8. M.BOLTON
9. B.BROWN (DANCE)
10. TOM PETTY



MICHAEL KELLY
100 Accounts (Rhode Island)

MUSIC MERCHANTS

1. PAULA ABDUL
2. NEW KIDS ON THE BLCK
3. ALANNAH MYLES
4. M.BOLTON
5. JANET JACKSON
6. MILLI VANILLI
7. BONNIE RAITT
8. B52'S
9. SKID ROW
10. NEW KIDS (OLD)



DAVID SLANIA
20 Retail Stores (Chicago)

FLIPSIDE

1. MIDNIGHT OIL
2. BONNIE RAITT
3. PAULA ABDUL
4. ALANNAH MYLES
5. B52'S
6. TECHNOTRONIC
7. PHIL COLLINS
8. JANET JACKSON
9. NEW KIDS ON THE BLCK
10. BILLY JOEL



JEFF LOUDON
30 Stores (Golden Valley)

RECORD SHOP

1. BONNIE RAITT
2. PAULA ABDUL
3. MILLI VANILLI
4. NEW KIDS ON THE BLCK
5. JANET JACKSON
6. BEACHES
7. M.BOLTON
8. B52'S
9. M.C. HAMMER
10. LINDA RONSTADT



DAVE MATHES
15 Stores (St. Louis)

STREETSIDE

1. MIDNIGHT OIL
2. BONNIE RAITT
3. TOM PETTY
4. JANET JACKSON
5. ALANNAH MYLES
6. QUINCY JONES
7. LISA STANSFIELD
8. M.BOLTON
9. PAULA ABDUL
10. SMITHEREENS

RERAP

by Joe Medwick

While Bonnie Raitt's multi-Grammy-winning album "Nick of Time" on Capitol continues to blow the roof off retail, expect new fans to get hip to some of her classic Warner Bros. gems like "Takin' My Time," "Streetlights" and "Home Plate." (WEA has had the entire Bonnie catalog on deal since January.)... Stopped by the Capitol Tower the night before the Bonnie Awards to say hi to Big Chief Hale Milgrim, who reiterated his support for an increased Capitol presence at the street level of retail — something the vine St. label hasn't been known for in recent years. That evening, across the street at the Palace, Milgrim personally presided over a packed throng of M.C. Hammer devotees who helped celebrate the release of "Please Hammer, Don't Hurt 'Em." Among the many were Capitol act Oaktown 357, Little Richard, CEMA's Joe Mansfield and Michael Rhoden, Capitol's Les Silver and Sue Snider, as well as Wherehouse Buyer Violet Brown.... BMG and RCA hosted a transcendent Cowboy Junkies show at the Roxy. Margo Timmins and Co. previewed "The Caution Horses," the brand new follow-up

to their massive debut "The Trinity Session." The set included an angelic cover of Neil Young's "Powderfinger" from the new album. Appropriately awed showgoers included BMG's Karen Adams and Jeff Ballenberg, RCA's Dennis Fine and newly signed Private Music artist Harry Dean Stanton. J.J. Cale opened with a way-cool mini-set featuring "After Midnight" and "Cocaine," plus the beautifully bluesed-out "New Orleans," "Tijuana," and "Hummdinger," from his killer Slivertone LP "Travel-Log."... Perennial music biz fave NRBQ also played at the Roxy during Bonnie week, with Island hat-rocker Webb Wilder opening. Wild weeknight attendees included Virgin's Jeff Ayeroff, Joyce Castagnola, Sue Sawyer, Bob Frymire, Lisa Ventura, Michael Plenn and Jeff Nauman, along with Island's Steve "Give me the puck" Pross, who showed up with red-hot Island guitar phenom Stevie Salas, and Atlantic's other Canadian artist, Sass Jordan. Also spotted diggin' the Q were "Enemies, A Love Story" Director Paul Masursky, Enigma's Mojo Nixon and Midnight Oil's Peter Garrett. The show was videotaped for another penetrating (we're sure) segment of CBS-TV's Connie Chung show.... In an update on the Musicland restructuring (see news), Bob Henderson takes over Gary Ross' merchandising responsibilities, as well as control of the RIM Department.... Spectacularly talented k.d. lang picks up big-time retail sales this week following her Grammy appearance. She's gonna be huge one of these days.... MCA Grammy winner Lyle Lovett replaces Taylor Dayne as headliner for NARM Best Seller Awards, Tuesday night, March 13.

Merch To Movies



Gary Ross: Becomes Pres. of Suncoast, with Bob Henderson assuming Gary's merchandising responsibilities.

MINI MUGS

More Hits Mini Mugs



HUGH'S HUGE: Capitol recording artist Hugh Harris recently played a special engagement at The Roxy in Los Angeles, spotlighting his album, "Words For Our Years." It was a good show. Everyone had fun. Then all kinds of people went backstage to have their picture taken with Harris. We weren't invited, but our friends at Capitol Publicity did go out on a limb to send us this photo of Capitol President Hale Milgrim (l) and Harris' manager Targuin Gotch (r) congratulating the near ecstatic young star on his decision to ban HITS from the dressing room.



MEN WITH HAIR AND MEN WITH HAIRCUTS: Over the last year, Warrant, a band with lotsa...hair, has watched "Dirty Rotten Filthy Stinking Rich," their debut LP sell and sell and sell. They did it with the help of the brilliant strategizing of manager Tom Hulett (3rd from l) and Columbia VP of A&R Ron Oberman (2nd fr r). The other haircuts pictured are CBS Records Dallas Branch Sales Manager Fred Croshal (far l) and CBS Dallas Branch Mgr. Jack Chase (far r). Thank-you.



YO, DUDES! WE'RE SO-O-O-O RAD! Oh, isn't this sweet? Yet another buncha totally radical rock and rollers check into the Cat Club to ply their craft and then are surrounded by adoring label powerbrokers, like Polygram's Sr. VP of Marketing Jim Urie (far l) and Phonogram's David Thorn (c), who are pictured bonding heavily with Mortal Sin. Yup, looks like everyone involved is on the cusp of spinning right out of control. Who-oo-oo-oh-wee! Whew! They needed that....

BREAKOUTS

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

The long-awaited **Midnight Oil** album is out and off to the races. More than three-fourths of our reporters list it as a first week Breakout. **Lisa Stansfield's** hit single is turning immediately into album sales. **MC Hammer** is about to

score big as the next rap superstar. Look for a Top Twenty national chart debut on this one. Also, keep an eye on **Oingo Boingo**, it's off to a great start.

WINNERS

1	MIDNIGHT OIL	(Columbia 45398)	78%	6	JANE CHILD	(WB 25858)	16%
2	L STANSFIELD	(Arista 8554)	51%	7	HIGHWAYMEN II	(Col 45240)	14%
3	MC HAMMER	(Capitol 92857)	41%	8	OINGO BOINGO	(MCA 6365)	13%
4	BONNIE RAITT	(Capitol 91268)	26%	9	ALAN JACKSON	(Arista 9922)	12%
5	BASIA	(Epic 45472)	18%	10	SMOKEY ROBINSON	(Mot 6268)	10%

ANGOTT ONE-STOP / FRANK DAVIS / DETROIT

MC Hammer
Lisa Stansfield
Bonnie Raitt
Midnight Oil
George Howard

ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO

Midnight Oil
MC Hammer
Jane Child
Seduction
Highwaymen II

ASSOCIATED ONE-STOP / ANGELA SINGER / PHOENIX

MC Hammer
Midnight Oil
Del Amitri

BAKER & TAYLOR / MIKE BASHKIN / CHICAGO

Midnight Oil
MC Hammer
Basia
Chris Rea
Mission UK
Smokey Robinson

BUZZARD'S NEST / JIM JOHNSON / COLUMBUS

Midnight Oil
Slaughter
Smokey Robinson
Peter Murphy

CAMELOT / LEW GARRET / CANTON

Bonnie Raitt
MC Hammer
Basia
Jane Child
Lisa Stansfield

CAVAGES / JOHN GRANDONI / BUFFALO

Kaoma
Midnight Oil
Lisa Stansfield

CD ONE-STOP / JAY FINK / CONN

Michael Bolton
Midnight Oil
Robin Trower
Lisa Stansfield
Ozzy Osbourne

CENTRAL SOUTH / TONY ROSS / NASHVILLE

Lisa Stansfield
Good Girls
Faith No More
Midnight Oil
Highwaymen II

CML ONE-STOP / SCOTT FREEMAN / ST. LOUIS

Midnight Oil
Gun
Robin Trower
MC Hammer
Lisa Stansfield
Basia
Black Crowes

DISC CONNECTION / PHIL STEINBERG / ST. LOUIS

Stone Roses
MC 900ft Jesus
Midnight Oil
Kaoma
Jane Child
Mantronix

FACE THE MUSIC / KEN MACIVER / ROCHESTER, MN

Midnight Oil
MC Hammer
Black Crowes
Born On The 4th
Tanita Tikaram

FLIPSIDE / DAVID SLANIA / CHICAGO

Alannah Myles
Midnight Oil
Bonnie Raitt
Lisa Stansfield
Basia
MC Hammer
Oingo Boingo

GALAXY ONE-STOP / KEVIN JAKIELA / PITTSBURG

Alan Jackson
Midnight Oil
Mary Davis
Sanctuary
Joey D Franchesco
Crack The Sky
Plan B

HARVARD CO-OP / DAVID SIBEL / BOSTON

Midnight Oil
Basia
Blue Nile
Lisa Stansfield
Rave Ups
Lilac Time
Everything But The Girl

LECHMERE / DAVE CURTIS / BOSTON

Midnight Oil
Vonda Sheppard
Everything But The Girl
Lisa Stansfield
Mission UK

MOBY DISC / BOB SAY / LOS ANGELES

Midnight Oil
Mission UK
Oingo Boingo
Bonnie Raitt
MC Hammer

MUSIC MERCHANTS / MICHAEL KELLY / RHODE ISLAND

Alan Jackson
Midnight Oil
Lisa Stansfield
Vicious Rumors
Sanctuary
Slaughter
Linear

MUSICLAND / DICK ODETTE / MINNEAPOLIS

MC Hammer
Lisa Stansfield
Midnight Oil
Oingo Boingo
Everything But The Girl
Jane Child

NORTHEAST ONE-STOP / GEORGE SMITH / ALBANY

Midnight Oil
Jane Child
Lisa Stansfield
Blue Nile
Dave Edmunds
Everything But The Girl
Jesus & Mary Chain

BREAKOUTS

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

PACIFIC COAST / LORY SHAW / CHATSWORTH
Salt N' Pepa
Rod Stewart
Mike Oldfield
King Diamond

PEACHES MUSIC & VIDEO / JAMIE BROWN / SEATTLE
Bonnie Raitt
Michael Bolton
MC Hammer
Lisa Stansfield
Michael Penn

PLASTIC FANTASTIC / DAVID CASTLEMAN / PHILA
Midnight Oil
Peter Murphy
They Might Be Giants
Richard Barose
Blue Nile

PRO ONE-STOP / PAUL JOHNSON / TEMPE
Michael Bolton
Lisa Stansfield
U-Krew
Midnight Oil
Oingo Boingo

Q RECORDS & VIDEO / GERALD BAIN / MIAMI
Midnight Oil
Smokey Robinson
Young & Restless

RADIO DOCTORS / KATHY STAMM / MILWAUKEE
Midnight Oil
Jesus & Mary Chain
Michel'le
Slaughter
Luther Vandross

RAINBOW / LEE NEGIP / SAN FRANCISCO
Digital Underground
Rob Base
Above The Law
Black Uhuru

RECORD BAR / MARY BARNHILL / DURHAM
MC Hammer
John Lee Hooker
Lisa Stansfield
Kyper
Midnight Oil
Mantronix
George Howard

RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND
MC Hammer
Lisa Stansfield
Basia
Bonnie Raitt

RECORD WORLD / DEAN FINE / NEW YORK
Midnight Oil
MC Hammer
Beaches
Bonnie Raitt
John Lee Hooker

ROUNDUP / LAURA AVERY / SEATTLE
Belinda Carlisle
MC Hammer
D Mob
Bonnie Raitt
Alannah Myles

SAM GOODY-EAST / BRIAN ALBRIGHT / EDISON
Midnight Oil
Highwaymen II
Alan Jackson

SCHWARTZ BROS / JEFF MOSKOW / WASH D.C.
Midnight Oil
Lisa Stansfield
Basia
Born On The 4th
Babyface

SHOW INDUSTRIES / SHELLY TUCKER / LA
Midnight Oil
Mission U K
Highwaymen II
Michael Bolton
Bonnie Raitt

SIGHT & SOUND / KATHY BAXTER / PORTLAND
MC Hammer
Lisa Stansfield
Oingo Boingo
Smokey Robinson

SOUND WAREHOUSE / TRACY DONIHOO / DALLAS
Bonnie Raitt
Michael Bolton
Don Henley
Beaches
kd lang

SPECS / CINDY BARR / MIAMI
Midnight Oil
Slaughter
Jane Child
MC Hammer
Lisa Stansfield

STRAWBERRIES / JEFF COHEN / BOSTON
Midnight Oil
Sanctuary
Jane Child
Ernie Isley
Dianne Reeves
Salty Dog

STREETSIDE / DAVE MATHES / ST. LOUIS
Del Amitri
Midnight Oil
Alan Jackson
Beautiful South

THE WIZ / JAY ROSENBERG / NEW YORK
Lisa Stansfield
Michel'le
Midnight Oil
Beaches
Nancy Wilson

TRANSCONTINENT/RECORD THEATER / JIM PRIMERANO / BUFFALO
Lisa Stansfield
Midnight Oil
MC Hammer
Bonnie Raitt
Alyson Williams
Randy Crawford

TRANSWORLD / DAVE ROY / ALBANY
Lisa Stansfield
MC Hammer
Midnight Oil
kd lang
Jane Child
Basia
Biz Markie

TURTLES / ROBIN SHANNON / ATLANTA
Midnight Oil
Young & Restless
Smokey Robinson
George Howard
Lisa Stansfield
Ernie Isley
John Lee Hooker

UNIQUE RECORD DISTRIBUTORS / IRV CHAFFERDET / NEW HYDE PARK
Oingo Boingo
MC Hammer
Lisa Stansfield
Robin Trower
The The
Ernie Isley
George Howard

UNIVERSAL ONE-STOP / DEBBO HOUGHTON / PHILADELPHIA
9" Nails
Peter Murphy
D Mob
Lisa Stansfield

VINYL VENDORS / VALERIE ELLIOTT / KALAMAZOO
Midnight Oil
Highwaymen II
Del Amitri
Alan Jackson

WESTERN MERCHANDISERS / JOHN ROSE / AMARILLO
Midnight Oil
Alan Jackson
MC Hammer
Bonnie Raitt
Highwaymen II

WHEREHOUSE / BOB BELL / LA
Midnight Oil
U-Krew
Innocence Mission
Black Crowes
Desert Rose Band

WILMI SALES CORP / MICHAEL SMITH / NEW YORK
Rod Stewart
Midnight Oil
Ozzy Osbourne
Basia
Alannah Myles

ZIPS / RICK ANDRADE / TUCSON
Midnight Oil
Blue Nile
Del Amitri
Gun
Highwaymen II
Toad The Wet Sprock
Robin Trower



HITS TOP FIFTY ALBUMS

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Gee, the chart looks different this week. Wonder why? Maybe it's the three week trend we added over there on the left column. We hope you like it, but if you don't, SO WHAT. We like it anyway! **Bonnie Raitt** likes it too, cause you can

see that her album jumped from 33 to 9 to 3. Kinda neat, unless you don't care about Bonnie Raitt. And watch out for **Midnight Oil**, debuting at #34 and headed for the Top Ten — QUICKLY!

			ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
1	1	1	PAULA ABDUL	FOREVER YOUR GIRL	Virgin 90943	Incredible run	116.5
2	2	2	JANET JACKSON	RHYTHM NATION	A&M 3920	"Escapade" #1	95.3
33	9	3	BONNIE RAITT	NICK OF TIME	Capitol 91268	Grammy mania	81.6
3	3	4	MILLI VANILLI	GIRL YOU KNOW	Arista 8592	Solid sales	78.9
4	4	5	PHIL COLLINS	...BUT SERIOUSLY	Atlantic 82050	Top 15 single leads	68.4
14	7	6	MICHAEL BOLTON	SOUL PROVIDER	Columbia 45012	New single breaking	66.7
6	6	7	B-52'S	COSMIC THING	Reprise 25854	Multiple smashes	64.6
10	11	8	LINDA RONSTADT	CRY LIKE A...	Elektra 60872	"All My Life" leads	61.6
12	10	9	ALANNAH MYLES	ALANNAH MYLES	Atlantic 81956	Huge single leads	61.4
5	5	10	BILLY JOEL	STORM FRONT	Columbia 44366	Top 10 single leads	57.2
7	8	11	NEW KIDS ON THE	HANGIN' TOUGH	Col FC 40985	Monumental run	56.8
8	12	12	QUINCY JONES	BACK ON THE BLOCK	Qwest/WB 26020	"Secret Garden" starting	51.9
9	13	13	AEROSMITH	PUMP	Geffen 24254	New 45 going on the radio	50.0
11	14	14	TOM PETTY	FULL MOON FEVER	MCA 6253	New single, hot tour	47.7
15	16	15	TECHNOTRONIC	PUMP UP THE JAM	SBK 93422	Top 20 single leads	44.0
18	18	16	KENNY G	LIVE	Arista 13-8613	Hot duet on Grammys	41.2
-	34	17	MC HAMMER	HAMMER DON'T HURT	Capitol 92857	Exploding at retail	37.9
13	15	18	BOBBY BROWN	DANCE...	MCA 6342	Dance mixes	37.6
19	19	19	GLORIA ESTEFAN	CUTS BOTH WAYS	Epic 45217	New 45 coming soon	34.3
38	27	20	DON HENLEY	END OF THE ...	Geffen 24217	New single breaking	33.9
35	17	21	BASIA	LONDON, WARSAW	Epic 45472	Single due soon	33.8
16	21	22	BABYFACE	TENDER LOVER	Solar/Epic 45288	Tons of top 40 on new 45	33.6
22	23	23	MOTLEY CRUE	DR. FEELGOOD	Elektra 60829-1	Hot single leads	32.4
20	20	24	ERIC CLAPTON	JOURNEYMAN	Reprise 26074	Falling some	31.7
25	28	25	YOUNG MC	STONE COLD	D.Vin/Isi 791309	Single developing	29.8

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

**PRIDE
IN THE
CUSTOMERS
WE SERVE
AND THE
COMPANY
WE KEEP
CBS RECORDS
DISTRIBUTION**

COLUMBIA DEF JAM/COLUMBIA OBR/COLUMBIA

EPIC WTG EPIC/ASSOCIATED SOLAR RHYME SYNDICATE BLACKHEART™ TABU™ RUTHLESS IMAGINE

SONY CLASSICAL CMV CBS RECORDS NASHVILLE

THANK YOU FOR THE GREATEST YEAR IN OUR HISTORY.

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TOP 50

HITS TOP FIFTY ALBUMS

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	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
-- 35 26	BEACHES	SOUNDTRACK	Atlantic 81933	Record of the Year	29.1
21 25 27	SOUL II SOUL	KEEP ON MOVIN'	Virgin 91267	Grammy winner	28.7
17 22 28	SKID ROW	SKID ROW	Atlantic 81936	On tour with Aerosmith	28.4
24 26 29	LUTHER VANDROSS	BEST OF	Epic 45320	Around a million	28.3
23 24 30	ROXETTE	LOOK SHARP	EMI 91098	Monster single leads	24.7
28 31 31	2 LIVE CREW	AS NASTY AS	L Skywalker XR107	Steady	24.6
-- 48 32	LISA STANSFIELD	AFFECTION	Arista 85544	Smash single leads	24.4
29 29 33	KAOMA	WORLD BEAT	Epic 46010	Hot dance craze	22.9
-- -- 34	MIDNIGHT OIL	BLUE SKY MINING	Columbia 45398	Great first week	21.0
41 38 35	MICHEL'LE	MICHEL'LE	Atco 91282	Top 10 single leads	20.7
30 33 36	NEW KIDS	NEW KIDS	Columbia 40475	Falling	20.0
26 32 37	WHITESNAKE	SLIP OF THE TONGUE	Geffen 24249	Slipping	19.5
32 36 38	TAYLOR DAYNE	CAN'T FIGHT FATE	Arista 8581	Monster single leads	15.0
34 40 39	CHER	HEART OF STONE	Geffen 24239	45 continues to develop	14.5
-- 50 40	MICHAEL PENN	MARCH	RCA 9692	Top 20 single leads	14.3
31 39 41	ROLLING STONES	STEEL WHEELS	Col 45333	Steady	14.0
36 41 42	LITTLE MERMAID	SOUNDTRACK	Walt Disney 6403B	Solid sales	13.1
42 42 43	TESLA	THE GREAT RADIO..	Geffen 24224	Steady	12.5
48 45 44	SEDUCTION	NOTHING MATTERS	A&M/Vendetta 5280	Another smash 45	12.3
-- -- 45	F Y CANNIBALS	THE RAW AND THE	MCA/IRS 6273	Back on due to Grammys	11.9
37 37 46	BORN ON THE 4TH	SOUNDTRACK	MCA 6340	Box office bonanza	11.9
-- -- 47	RESTLESS HEART	FAST MOVIN' TRAIN	RCA 9961	Crossing	10.4
-- -- 48	K D LANG	ABSOLUTE TORCH..	Sire/WB 25877	Grammy insanity	10.2
-- 49 49	PETER MURPHY	DEEP	BB/RCA 9877	45 developing	10.1
27 30 50	RICHARD MARX	REPEAT OFFENDER	EMI 90380	Peaked	9.8

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

NEXT UP

ELTON JOHN (MCA)
J.L. HOOKER (Chameleon)

HANK WILLIAMS JR. (W.Bros.)
OINGO BOINGO (MCA)

QUINCY JONES



*"The Secret Garden
(Sweet Seduction Suite)"*

from the album
BACK ON THE BLOCK

FEATURING:

Al B. Sure!

James Ingram

El DeBarge

Barry White

CROSSOVER! 12 HITS TOP FIFTY ALBUMS!

HOT97.7	add	KDON	4-2
KTFM	add	KJMZ	4-3
K98	add	KKMG	12-4
KZBS	add	KMEL	11-7
WJMX	add	HOT105	18-8
WOHT	add	WCKZ	11-15
KIKI	add	KYNO	21-10
KNOE	add	KITY	31-25
		KJ103	28-25
		KBOS	32-28
WPGC	deb	23	
FM102	deb	27	
KQIZ	deb	36	
K106	deb	40	
KZZE	deb	40	

HOT SALES AT:

- #1 Wiz/NYC
- #1 Record & Tape Outlet/Col
- #3 Tower/Natl
- #5 Turtles/Atlanta
- #6 Peaches/Miami
- #7 Sam Goody/East Coast
- #7 CD One Stop/Conn
- #9 Sound Warehouse/Dallas
- #9 Rainbow/S.F.
- #10 Record Theater/Buttalo
- #13 Camelot/Natl
- #13 Warehouse/L.A.
- #14 Record World/NY
- #15 Transworld/Natl
- #18 Musicland/Natl

BREAKING AT:

- WXKS
- KOY
- KKFR



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From the album **AUTOMATIC**

CROSSOVER!

KSAQ	add	KROQ	3-3
KRZR	add	KITS	6-6
KDWZ	add	KFMW	37-29
KMOK	add	KXXR	36-31
KNIN	add		
WAAF	add		

BREAKING AT:	
KXYQ	G98
HOT94.9	OK95
WLRS	ZFUN

HOT SALES AT:

- Vinyl Vendors/Kalamazoo
- Pro One-Stop/Tempe
- Radio Doctor's/Milwaukee
- Plastic Fantastic/Pennsylvania
- Pacific Coast One-Stop/LA
- Apple Tree/Illinois

Moby Disc/LA

- Michigan Warehouse/Lansing
- Navarre/Mpls
- CML One-Stop/St. Louis
- Northern Lights Music/Mpls
- Baker & Taylor One-Stop/Chicago

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HITS

WAVELENGTH



by Lenny Beer & Mike Murphy

Top news of the week has **WPLJ** New York GM **Dana Horner** exiting the station and **Mitch Dolan** from **WPRO** Providence transferring in as his replacement. Lots of speculation as to how this affects **Gary Bryan**. Our best info tells us that this decision will be in the hands of Dolan. We look for Bryan to at least get a fair shot at turning around the momentum.... **Rick "Big Dog" Hayes** is now the official PD at **KTFM** San Antonio, with former station honcho **Jeff McCartney** now in place at **KROY** Sacramento. Look for Jeff to fine tune the station with a Top 40 dance lean.... Our favorite buds at "That R Thing" are still claiming our story on **Michael O'Shea's** move to Dallas is false. We can't help but wonder

if they still think **Ryder/Baxter** aren't working at **KROQ**?.... Lots of rumors about **WLOL** Minny. The one we hear strongest is that **Chris Shebel** is being wooed to join the staff, but not to replace **Gregg Swedberg**.... **KLOS** LA's **Mark & Brian** have re-upped with a multi-year deal. And speaking of LA, look for **KKBT** to staff up with air talent. First addition is **John Mond**s from **WUSL** Philly for afternoons.... Any PD who doesn't know about the incredible strength of the **Sinead O'Connor** single should immediately schedule a lobotomy. It could only help!.... **Morning action: John Murphy** from **KKRZ** Portland makes the move to **Q106** to join **Gary Wall** at the San Diego powerhouse. **Glen Beck**, for-

merly of **KOY** Phoenix and **KRBE** Houston, joins **Steve Perun** at **B104** Baltimore. Perun, who is trending up big-time, now feels his ducks are in a row. **Humble Billy Hayes** from **Q101** Chicago moves to **WGTZ** Dayton. And look for **KSAQ** San Antonio's **Leo Vela** to pass on the morning opening at **WBLS** NY.... Longtime **FM100** Memphis' staffer **Robert John** exits for the PD slot at **KKYY** San Diego.... **GM Rice Baxter** is out at **X106** Birmingham. More changes to come.... **Rich Panama** is the new PD at **Z106** Sarasota.... **Andrea Pentrack** named MD at **FM102** Sacramento.... **Hicks Comm.** buys **K98** Austin.... **Bill Richards** looking for air talent at **KKBQ** Houston.... **WWFX** Bangor MD **Larry Clark** takes

over research with **Kid Kelly** moving to MD.... **Blowin' In The Wind: Jim Prewitt, George McFly, Ross Knight** and **Snake**.... And here's the **Big Dog**, ready to eat raw meat in San Antonio.



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