

ISSUE #576
2/24/89

THE HITMAKERS

THE RADIO &
RECORD INDUSTRY
MUSIC, NEWS
& INFORMATION
WEEKLY
MAGAZINE

JIM GILLIE EXITS KKFR...RON HANEY NEW PD!!!
JEFF McCARTNEY OM AT KTFM...DR. DREX NEW PD!!!
CONNIE BREEZE NAMED ACTING PD AT KKRZ!!!
JOHN STEELE EXITS KTUX...KEN SHEPHERD NEW OM!

CRUSADES:

LITA FORD & OZZY "Close My Eyes Forever" (RCA)

ADDS: KRBE#32, KPLZ ACTIVE: KXXR#1, Z99(16-8), KKBQ(35-30)+

CHER & PETER CETERA "After All" (Geffen)

Exploding: 94Q, POWER99, B94, WLOL-FM, KZZP, KKRZ, KBEQ, KWSS, KROY, KWOD, KITY, KCPX, WBCY, 98PXY, BJ105, Y106++

TONE LOC "Funky Cold Medina" (DELICIOUS/ISLAND)

FUNKY Adds: Y106#17, HOT97#40, B96#34, WDFX#23, WHYT, Y95, KRBE#34, KS104#27, Y108, KKBQ, KWSS, FM102, KROY+++

CARLY SIMON "Let The River Run" (ARISTA)

Nationwide Chain Adds At KZZP, KWSS, BJ105.

Active: WXKS-FM (30-26), PRO-FM (35-31), WZOU Debut#35+++

DEF LEPPARD "Rocket" (MERCURY)

TOP40 Radio Stamp Of Approval...#1 Top Added: EAGLE 106, WDFX#21, Y95, KEGL#17, KKBQ, KPLZ, B104, WPHR, Q105, KKFR, KOY95, KXYQ#20, KBEQ, KXXR, PRO-FM, WGH#27+++



THE HITMAKERS INTERVIEW

KEVIN CARTER SEE PAGE 17
Program Director **KMGX-Fresno**

THE HITMAKERS RADIO FORUM

"WHAT ARE THE TOP THREE MORNING SHOWS IN THE COUNTRY AND WHY?"

CHARLIE QUINN EAGLE106, MARK BOLKE Y108, DAVE SHAKES WTIC-FM,
JIM GILLIE KKFR, GREGG SWEDBERG WLOL-FM, GARY BERKOWITZ WCZY,
AL BRADY LAW KKBQ, JACK MURPHY Q106, ROSS BRITTAIN Z100,
MARK TODD 92X... SEE PAGE 21

NATIONAL BREAKOUTS

(100 ACTIVE REPORTS NEEDED TO QUALIFY)

134 • ANIMATION
"Room To Move"
(POLYDOR)

112 • DEON ESTUS
"Heaven Help Me"
(MIKA/POLYDOR)

109 • DEF LEPPARD
"Rocket"
(MERCURY)

105 • THIRTY EIGHT
SPECIAL
"Second Chance"
(A&M)

TOP ADDED

103 • DEF LEPPARD
"Rocket"
(MERCURY)

70 • DEON ESTUS
"Heaven Help Me"
(MIKA/POLYDOR)

61 • ANIMATION
"Room To Move"
(POLYDOR)

49 • CHER
& PETER CETERA
"After All"
(Geffen)

43 • KARYN WHITE
"Superwoman"
(WB)

42 • FINE YOUNG
CANNIBALS
"She Drives Me Crazy"
(I.R.S./MCA)

41 • TONE LOC
"Funky Cold Medina"
(DELICIOUS/ISLAND)

39 • JOHNNY KEMP
"Birthday Suit"
(COLUMBIA)

35 • SIMPLY RED
"It's Only Love"
(ELEKTRA)

34 • THE PASADENAS
"Tribute (Right On)"
(COLUMBIA)



MARTIKA

More Than You Know

Taken from the Columbia Lp: "Martika" 44290
Produced by Michael Jay/Additional Production and remix by Jellybean for Jellybean Productions, Inc.

#23 **HITMAKERS** MAINSTREAM CHART...30% INCREASE IN AIRPLAY!
#13 **HITMAKERS** URBAN CHART...13% INCREASE IN AIRPLAY!!! R&R TOP 40: 29*-26*

KTFM(Add#17) WZPL(Add) WPHR(Add)

ACTIVE AT: WXKS-FM(10-8) POWER106(12-11) KOY95(12-11) PRO-FM(17-12) KROY(14-12) WBCY(17-12) KITY(14-13)
WCZY(15-13) KZZP(19-13) KKRZ(14-13) WLOL-FM(17-14) KIIS-FM(19-15) FM102(18-15) KISS 98.5(17-15) WGH(26-17)
WGTZ(20-17) WNVZ(26-18) KWSS(21-18) KISN(27-19) 94Q(D#27) POWER99(D#27) WKSI(D#27) and more

JOHNNY KEMP

Birthday Suit

Taken from the motion picture soundtrack: "Sing" 45086
Produced by Rhett Lawrence/Executive Producers: Dean Pitchford and Craig Zadan

ONE OF **HITMAKERS** TOP ADDED AGAIN THIS WEEK with 39 ADDS!!!
188% INCREASE IN AIRPLAY AT MAINSTREAM TOP 40 RADIO!
145% INCREASE IN AIRPLAY AT URBAN TOP 40 RADIO! AN R&R NATIONALLY MOST ADDED!

ADDS INCLUDE: WIOQ WXKS-FM Y108 92X#35 MAJIC102 KC101

WKSS#33 WCKZ KJ103#35 WJLK-FM WDJX

KSND WFLY WNNK WSKZ WNTZ B98 KCMQ KKRZ KNAN KTRS KWTO WKEE WKPE WPR WQSM WQXA WSPK & more

ACTIVE AT: KROY(34-24) B96(31-28) Q102(34-29) WJMH(D#30) HOT97(38-33) PRO-FM(D#34)
100KH(36-26) KXX106(32-29) KQKQ(D#29) KKQV(40-32) KMGX(D#33) and many more



THE PASADENAS

Tribute (Right On)

Taken from the Columbia Lp: "To Whom It May Concern" 45065
Produced by Pete Wingfield/Additional Production and remix by Jellybean for Jellybean Productions, Inc.

ANOTHER EXPLOSIVE DOUBLE DIGIT WEEK!!!

ONE OF **HITMAKERS** TOP ADDED THIS WEEK with 34 ADDS!!!
279% INCREASE IN AIRPLAY AT URBAN TOP 40 RADIO! AN R&R NATIONALLY MOST ADDED!

ADDS INCLUDE: KIIS-FM WIOQ KKRZ FM102 WKSS#35 KSAQ

B93 WINK WPST WNTZ WRCK KAKS WYBS 100KHI 95XXX KCMQ WBNQ WAJD WDLX and more

ACTIVE AT: KMEL(27-24) KITY(D#26) WCKZ(D#29) KROY(D#32) KKQV(36-31)
WJLK(D#34) WXKS-FM WPGC PRO-FM KWOD KTFM and more



SUPPORT THE
**STOP THE
VIOLENCE
MOVEMENT**

#23 **HITMAKERS** URBAN
CHART THIS WEEK!!!
R&R URBAN/CONT. 30*-26*
BILLBOARD POP LP: 77*



Taken from the Def Jam/Columbia Lp: "The Great Adventures of Slick Rick" 40513
Produced by H. Shocklee, E. Sadler, R. Walters

SLICK RICK

Teenage Love



"Definitely one of our most requested records...Slick Rick is a must!" - HOSH GURELL, KMEL
"#1 requests...a killer! Will be another 'I Need Love'!" - RUSS ALLEN, WPGC
"The phones are slick at night for Rick...it's my pick, so watch it kick!" - MICHAEL NEWMAN, HOT97.7

KROY(Add) KYNO(Add#34) WPGC(7-5) WCKZ(8-5)
WJMH(4-3) KITY(25-21) KMEL(25-22) WBLZ(27-24)
HOT97.7(36-26) and more



TABLE OF CONTENTS

REGULAR FEATURES

	PAGE#
MAINSTREAM TOP 40	5
URBAN TOP 40	7
ROCK TOP 40	9
TRENDSETTERS	11
NEW THIS WEEK	13
DISC-OVERY CLUB	15
INTERVIEW	17
RADIO FORUM	21
HOT PROMOTIONS	25
TOP 50 MARKETS	27
FACES & PLACES	31
ARTIST/THINK TANK	35
PUBLISHERS PAGE	37
TUNA TALK	38

310 RADIO STATIONS
REPORTED
THIS WEEK

HITMAKERS

PUBLISHER
BARRY FIEDEL
"BIG TUNA"
JOHN ANTOON
PRESIDENT
BOB GREENBERG
VP/SENIOR EDITOR
MIKE SCHAEFER
EXECUTIVE VP
KATHY FIEDEL
VP/GENERAL MANAGER
MARILYN ARTHUR

EDITORIAL
JILL UEBEL
PAULA GERARD
ART DIRECTOR
JILL HALPRIN
ART PRODUCTION
DANETTE DUNAGAN
ASSISTANT EDITOR
RICHARD PASTORE
RESEARCH/SPECIAL PROJECTS
PAMELA JOUAN
PUBLISHER'S ASSISTANT
ANNE GREENBERG

HITMAKERS is published by
HOT SHEET PUBLISHING, INC.
20847 Sherman Way,
Suite #205,
Winnetka, CA 91306.
Office #: (818) 887-3440
Fax #: (818) 883-1097

HITMAKERS is published fifty weeks a year
Subscription rate: \$250.00 per year

ALL RIGHTS RESERVED

No material may be used without prior
permission of the publisher.

All material submitted to HITMAKERS becomes the
property of this publication.

HITBOUNDS

(Number indicates ACTIVE radio station reports this week...ACTIVE AIRPLAY is defined as an ADD, DEBUT, TOP 15 REPORT or a 3 POINT MOVE elsewhere on the station's playlist! Research based on QUALITY, not quantity!)

95 • DINO "24/7" (4TH & B'WAY/ISLAND)

Adds/Debuts: WUSL, WAVA, KBQ#33, WLOL-FM, KEZY#36, PRO-FM#35, 92X#33, KTFM#27, KISN#34, WKSS#32+

87 • KENNY G w/SMOKEY ROBINSON "We've Saved The Best For Last" (ARISTA)

HOT: 94Q(22-19), KPLZ(26-23), KATD(24-19), WBLZ(38-32), KROY(28-25), KISN(36-32), WTIC-FM(38-35) +++

80 • ENYA "Orinoco Flow (Sail Away)" (Geffen)

Adds/Debuts: KIIS-FM, KPLZ, Q106#26, WGH#30, 92X#22, WDJX HOT: KKBQ(18-15), KRBE(28-23), B100(23-16)++

76 • SA-FIRE "Thinking Of You" (CUTTING/MERCURY)

Adds/Debuts: HOT97#36, POWER106, WIOQ, KUBE#29, Q106, KS104#29, Y108#24, PRO-FM#32, HOT97.7, KCPX+

69 • SWEET SENSATION "Sincerely Yours" (ATCO)

Adds/Debuts: WPLJ#32, Z100#27, WXKS-FM, KKBQ, KRBE#39, Y108, PRO-FM, KROY#35, KTFM#19, WGTZ#34++

68 • JOHNNY KEMP "Birthday Suit" (COLUMBIA)

Adds/Debuts: WIOQ, WXKS-FM, Y108, PRO-FM#34, 92X#35, MAJIC102, KC101, WKSS#33, WCKZ-FM, KJ103#35+

67 • TONE LOC "Funky Cold Medina" (DELICIOUS VINYL/ISLAND)

Adds/Debuts: HOT97#40, B96#34, Z95#24, X100#29, WDFX#23, WHYT, Y95, WPGC#30, KRBE#34, HOT105#27++

63 • SIMPLY RED "It's Only Love" (ELEKTRA)

Adds/Debuts: WPHR, KXXR#38, WBLZ, KROY#34, KISN#39, WTIC-FM, WBCY#27, FM100#32, WJLK-FM++

53 • THE FIXX "Driven Out" (RCA)

Adds/Debuts: Z95#28, KKRZ, KXYQ#30, PRO-FM, KROY, KJ103#39, HOT: LIVE105(13-11), KXXR(23-17)++

51 • WINGER "Seventeen" (ATLANTIC)

Add:KS104 HOT: WDFX(15-9), KBQ(Deb#29), KXXR(34-29), WROQ(9-8), KJ103(Deb#40), Z99(24-19), WLRS(35-31)+

50 • CHER & PETER CETERA "After All" (Geffen)

Adds: 94Q, POWER99, B94, WLOL-FM, KZZP, KKRZ, KBEQ, KWSS, KROY, KWOD, KITY, KCPX, WBCY, 98PXY++

48 • BOY MEETS GIRL "Bring Down The Moon" (RCA)

Adds: KCPX, WPHR, WKSI HOT: KPLZ(23-19), KUBE(30-27), KBQ(25-22), KATD(21-16), WBCY(31-28), Y107(20-17)+

47 • CHEAP TRICK "Never Had A Lot To Lose" (EPIC)

Adds/Debuts:PRO-FM, WROQ#30, KJ103, WLRS#35 HOT: KXYQ(28-23), KXXR(32-28), KCPX(35-31), KTUX(39-32)+

47 • THE PASADENAS "Tribute (Right On)" (COLUMBIA)

Adds/Debuts: KIIS-FM, WIOQ, KKRZ, FM102, KROY#32, KITY#26, WKSS#35, WCKZ-FM#29, WJLK-FM#34++

46 • NEW EDITION "Can You Stand The Rain" (MCA)

Add:Y100 HOT:EAGLE106(21-17), WHYT(10-8), WXKS(16-13), WPGC(3-1), Q106(21-18), KZZP(24-21), Y108(27-20)+

46 • TIFFANY "Radio Romance" (MCA)

Adds/Debuts: WHYT, WLOL#38, KS104, Y108#27, KKRZ #32, PRO-FM#30, KROY#28, KWOD, B97, MAJIC102++

43 • TRAVELING WILBURYS "End Of The Line" (WB)

HOT: WMMS(15-14), PRO-FM(30-27), WJLK-FM(34-30), WLRS(25-19), Y107(23-20), KKXL(38-34), KMOK(25-20)++

42 • GIANT STEPS "Into You" (A&M)

Adds/Debuts:WKSS#31,WBCY#35,WKZL#35, KNOE#40, KQMQ, KSKG#20, KVTI#37, WNNK#38HOT:WLOL(14-12)+

40 • TOMMY PAGE "A Shoulder To Cry On" (SIRE/WB)

Adds: X100, WDFX, WXKS-FM, KKBQ, B94, WLOL-FM, KWSS, KWOD, WKZL HOT: Y95(4-1), KCPX(2-1), Z99(6-2)+

37 • WILL TO POWER "Fading Away" (EPIC)

HOT:HOT97(11-9), POWER106(31-28), KMEL(11-10), WXKS-FM(25-19), Y100(12-10), WLOL-FM(35-30)++

36 • CROSBY, STILLS, NASH & YOUNG "Got It Made" (ATLANTIC)

Adds/Debuts: WXKS-FM#31, WJRZ, 95XXX#40, KJJC, KTUX#39, WPFR#37, WSPK#40, WSPT#30, WZOK#25++

35 • STEVIE B "I Wanna Be The One" (LMR)

Adds/Debuts: WPLJ#33, KIIS-FM, Y100#30, KZZP#30, KATD, KWOD, KITY#24, KTFM#26 HOT: HOT97(18-14)++

33 • INNER CITY "Good Life" (Virgin)

Adds/Debuts: HOT105, POWER96#27, Q106, FM102#29, KROY, KTFM, KJ103, HOT107, KMGX#36, KMON, KZZK+

31 • LITA FORD & OZZY OSBOURNE "Close My Eyes Forever" (RCA)

Adds/Debuts:KRBE#32, KPLZ, WROQ#29, K106#24, WYCR, HOT:KXXR(1-1), KKBQ(35-30), WGH(20-15), Z99(16-8)+

30 • KIARA "This Time" (ARISTA)

Adds/Debuts: KOY95, HOT97.7#38, KATD#28, FM102, KROY#33, KWOD#35 HOT: KMEL(26-23), WUSL(5-3)++

27 • THE CHOIRBOYS "Run To Paradise" (WTG)

Adds/Debuts: KXYQ, WROQ, 95XXX, K92, KFBD, KMOK, KPXI#34, KRRG, KSKG#40, KSND, KZFN, OK100, WDNL+

26 • BELLE STARS "Iko Iko" (CAPITOL)

Adds/Debuts: Z100#26, EAGLE106, KPLZ, KUBE, B104, PRO-FM, WGH, KISN#40, BJ105 HOT: WPLJ(34-30)++

26 • BETTE MIDLER "Wind Beneath My Wings" (ATL)

Adds/Debuts: 97KYN#34, JET-FM#22, K106, KBFN, KHOK, KIXY, KXPW, OK100, OK95, POWER108, WCIL-FM++

25 • BON JOVI "I'll Be There For You" (MERCURY)

Adds/Debuts: KKBQ#31, KBQ#25, KBEQ, KCPW, WGH HOT: KEGL(14-9), Y95(11-4), B94(28-23), KXXR(13-9)++

24 • MIDGE URE "Dear God" (CHRYSLIS)

Adds/Debuts: KKFR#26, KXXR#39, KCPX#35, WKZL, KELY#39, WAIL, WHDQ, WHSL#40, WKSP, WVMX, Y104#36+

22 • LOVE AND MONEY "Halleluia Man" (MERCURY)

Adds/Debuts: WXKS-FM, KKRZ, PRO-FM, KCPX, 95XIL, KMOK#38, KQMQ#26, KRRG#38, KTRS#36, WIBW, Y104+

21 • GINA GO-GO "I Can't Face The Fact" (CAPITOL)

Adds/Debuts: KEZY#30, KKRZ, KATD#39, K106, KJJC#35, KKQV, KNAN, KQID#31 HOT: POWER106(22-17)++

18 • IVAN NEVILLE "Falling Out Of Love" (POLYDOR)

Adds/Debuts: WMMS#25, KBAU#33, KFBD#39, KJJG#39, KKBG#35, KKEG, KKSS-FM#34, WVKZ++

17 • BOYS CLUB "The Loneliest Heart" (MCA)

Adds: KKRZ, PRO-FM, KATD, KISN, 95XIL, HOT107, K104, K106, KAMZ,KBLQ, KSND, KWTZ-FM, KYMO, OK100++

17 • MELISSA ETHERIDGE "Similar Features" (ISLAND)

Adds/Debuts:WROQ#25,102QQ#31, ISLE95, KELY#38, KMON#35, KREO, KZ103#38, OK100, WJZQ#40, WVSR++

16 • CARLY SIMON "Let The River Run" (ARISTA)

Adds/Debuts: KZZP, KWSS, BJ105, KBAU#32, KIXS, KRQ, Q104, WBBQ#39, WKSP#40, Y104+

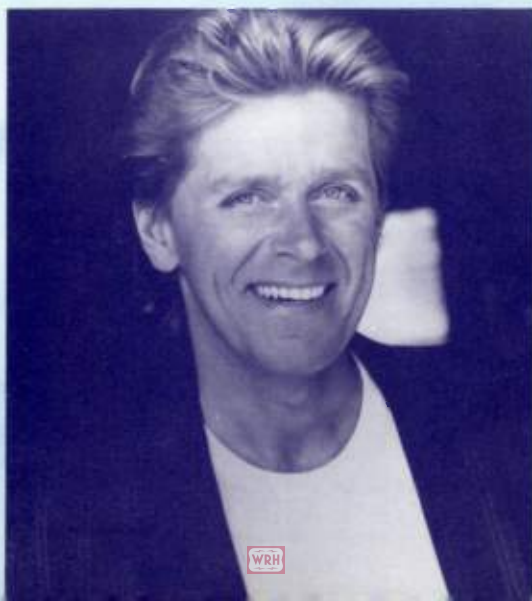


CHER
PETER CETERA
TOGETHER

“AFTER ALL”

(Love Theme From
CHANCES ARE)*

EXPLODING AT CHR AND A/C NOW!



HITMAKERS

MAINSTREAM

Top 40 Research

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	DEBBIE GIBSON "Lost In Your Eyes" (ATLANTIC)		2965	2754	+7.66%
2	MIKE & THE MECHANICS "The Living Years" (ATL)		2471	2291	+7.86%
3	SHEENA EASTON "The Lover In Me" (MCA)		2313	2378	-2.73%
4	BOBBY BROWN "Roni" (MCA)		2213	2064	+7.22%
5	NEW KIDS ON THE BLOCK "You Got It..." (COL)		2174	2108	+3.13%
6	GUNS N' ROSES "Paradise City" (Geffen)		1901	1761	+7.95%
7	ROD STEWART "My Heart Can't Tell You No" (WB)		1821	1634	+11.44%
8	BANGLES "Eternal Flame" (COLUMBIA)		1750	1332	+31.38%
9	WILSON & ZANDER "Surrender To Me" (CAPITOL)		1678	1603	+4.68%
10	EDIE BRICKELL &... "What I Am" (Geffen)		1645	1805	-8.86%
11	ROXETTE "The Look" (EMI)		1634	1195	+36.74%
12	BREATHE "Don't Tell Me Lies" (A&M)		1624	1422	+14.21%
13	MILLI VANILLI "Girl You Know It's True" (ARISTA)		1594	1395	+14.27%
14	KON KAN "I Beg Your Pardon" (ATLANTIC)		1456	1375	+5.89%
15	ERASURE "A Little Respect" (SIRE/REPRISE)		1430	1545	-7.44%
16	CHICAGO "You're Not Alone" (REPRISE)		1401	1294	+8.27%
17	ANITA BAKER "Just Because" (ELEKTRA)		1386	1209	+14.64%
18	VANESSA WILLIAMS "Dreamin'" (WING/POLYDOR)		1216	971	+25.23%
19	R.E.M. "Stand" (WB)		1035	806	+28.41%
20	WAS (NOT WAS) "Walk The..." (CHRYSALIS)		995	799	+24.53%
21	EDDIE MONEY "The Love In Your Eyes" (COLUMBIA)		950	879	+8.08%
22	KARYN WHITE "Superwoman" (WB)		935	621	+50.56%
23	MARTIKA "More Than You Know" (COLUMBIA)		900	695	+29.50%
24	FINE YOUNG CANNIBALS "She Drives..." (IRS/MCA)		797	507	+57.20%
25	ROY ORBISON "You Got It" (VIRGIN)		681	501	+35.93%
26	POISON "Your Mama Don't Dance" (ENIGMA/CAP)		616	337	+82.79%
27	LUTHER VANDROSS "She Won't Talk To Me" (EPIC)		542	465	+16.56%
28	VIXEN "Cryin'" (EMI)		475	398	+19.35%
29	SA-FIRE "Thinking Of You" (CUTTING/MERCURY)		430	287	+49.83%
30	DINO "24/7" (4TH & B'WAY/ISLAND)		429	316	+35.76%
31	VAN HALEN "Feels So Good" (WB)		421	351	+19.94%
32	ENYA "Orinoco Flow (Sail Away)" (Geffen)		398	336	+18.45%
33	DEON ESTIUS "Heaven Help Me" (MIKA/POLYDOR)		354	143	+147%
34	NEW EDITION "Can You Stand The Rain" (MCA)		353	283	+24.73%
35	CINDERELLA "The Last Mile" (MERCURY)		346	318	+8.81%
36	THIRTY EIGHT SPECIAL "Second Chance" (A&M)		331	248	+33.47%
37	KENNY G w/SMOKEY "We've Saved..." (ARISTA)		271	195	+38.97%
38	SWEET SENSATION "Sincerely Yours" (ATCO)		269	185	+45.41%
39	ONE LOC "Funky Cold Medina" (DELICIOUS/ISLAND)		263	45	+484%
40	WILL TO POWER "Fading Away" (EPIC)		232	214	+8.41%

The research compiled herein is based on MAJOR MARKET station reports only! POINTS reflect actual airplay in a given week based on individual radio station reports and PERCENTAGES reflect the increase or decrease in airplay as compared to last week's action. Increases of 100% or more are highlighted with a black box. It is possible for a record to decrease one week and have a significant increase the following week!

RECURRENTS this week

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	PAULA ABDUL "Straight Up" (VIRGIN)		2358	2734	-13.75%
2	ONE LOC "Wild Thing" (DELICIOUS/ISLAND)		1720	2079	-17.27%
3	BON JOVI "Born To Be My Baby" (MERCURY)		1637	2201	-25.62%
4	SHERIFF "When I'm With You" (CAPITOL)		1303	1702	-23.44%
5	INFO SOCIETY "Walking Away" (TB/REPRISE)		1153	1643	-29.82%
6	THE BOYS "Dial My Heart" (MOTOWN/MCA)		1107	1567	-29.36%
7	RICK ASTLEY "She Wants To Dance With Me" (RCA)		1028	1787	-42.47%
8	WHITE LION "When The Children Cry" (ATLANTIC)		727	1171	-37.92%
9	KARYN WHITE "The Way You Love Me" (WB)		612	941	-34.96%
10	SAMANTHA FOX "I Wanna Have..." (JIVE/RCA)		546	754	-27.59%
11	TIFFANY "All This Time" (MCA)		495	714	-30.67%
12	TAYLOR DAYNE "Don't Rush Me" (ARISTA)		356	668	-46.71%
13	U2 "Angel Of Harlem" (ISLAND)		340	719	-52.71%
14	STEVE WINWOOD "Holding On" (VIRGIN)		328	508	-35.43%
15	DEF LEPPARD "Armageddon It" (MERCURY)		272	544	-50.00%
16	DURANDURAN "All She Wants Is" (CAPITOL)		222	613	-63.78%
17	BOYS CLUB "I Remember Holding You" (MCA)		193	233	-17.17%
18	PHIL COLLINS "Two Hearts" (ATLANTIC)		189	421	-55.11%
19	BOBBY BROWN "My Prerogative" (MCA)		184	321	-42.68%
20	POISON "Every Rose Has Its Thorn" (ENIGMA/CAP)		114	256	-55.47%

OTHER HOT RECORDS...

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	TOMMY PAGE "A Shoulder To Cry On" (SIRE/WB)		223	211	+5.69%
2	JIMMY HARNEN & SYNCH "Where Are ..." (WTG)		220	144	+52.78%
3	GIANT STEPS "Into You" (A&M)		213	178	+19.66%
4	STEVIE B "I Wanna Be The One" (LMR)		196	105	+86.67%
5	LITA FORD & OZZY "Close My Eyes Forever" (RCA)		184	149	+23.49%
6	ANIMATION "Room To Move" (POLYDOR)		160	49	+226.53%
7	BOY MEETS GIRL "Bring Down The Moon" (RCA)		152	132	+15.15%
8	TRAVELING WILBURYS "End Of The Line" (WB)		150	129	+16.28%
9	WINGER "Seventeen" (ATLANTIC)		150	113	+32.74%
10	BON JOVI "I'll Be There For You" (MERCURY)		145	98	+47.96%
11	GUNS N' ROSES "Patience" (Geffen)		127	75	+69.33%
12	DEF LEPPARD "Rocket" (MERCURY)		116	0	NEW
13	C, S, N & Y "Got It Made" (ATLANTIC)		113	94	+20.21%
14	THE FIXX "Driven Out" (RCA)		105	66	+59.09%
15	KENNY LOGGINS "Tell Her" (COLUMBIA)		101	82	+23.17%
16	GINA GO-GO "I Can't Face The Fact" (CAPITOL)		97	83	+16.87%
17	TRACIE SPENCER "Imagine" (CAPITOL)		76	67	+13.43%
18	MIDGE URE "Dear God" (CHRYSALIS)		75	45	+66.67%
19	INNER CITY "Good Life" (VIRGIN)		73	36	+102.78%
20	JOHNNY KEMP "Birthday Suit" (COLUMBIA)		69	24	+187.50%

**OVER 100 RADIO STATIONS
SCREAMING SMASH!!!**

ENYA

*Sales Quickly
Approaching
Gold!!!*



*#32 HITMAKERS MAINSTREAM CHART...
18% INCREASE IN AIRPLAY!
#17 HITMAKERS ROCK CHART!
80 ACTIVE REPORTS THIS WEEK!
R&R: #9 MOST ACTIVE!
BILLBOARD LP: 42**

"Orinoco Flow (Sail Away)"

28 ADDS THIS WEEK INCLUDING...

KKLQ#26!!!

KHIS-FM!!!

WCH#30!!!

KPLZ!!!

WDJX!!!

WERZ
WKEE
WCGQ
Z104
KQKQ
KZIO

WWFX
OK 100
B98
WYKS
WPFR
KFBQ

KFRX
WBNQ
KBLQ
KXFM
WCLG
WIFX

WILI
WMGZ
WRTB
102QQ
Z102

MASSIVE ACTION...

KXXR (#2 Hot)

WMMS (23-18 Hot)

CKOI (21-14 Hot)

PRO-FM (34-25 Hot)

KRBE (28-23 Hot)

92X (Debut #22)

KKFR (19-14 Hot)

KSND (19-8 Hot)
KKMG (31-21 Hot)
WIBW (12-8 Hot)
WAZY (35-26 Hot)
KZZU (5-3 Hot)
KF95 (#4)
KZFN (#2)
KIXY (#5)

95XXX (15-11)
WSPT (26-18 Hot)
K106 (22-18)
KZZB (28-23)
WBBQ (30-25)
K104 (Debut #27)
WYCR (Debut #34)
KTRS (21-13) and more



ON VH-1 AND MTV!!!



HITMAKERS

URBAN Top 40 Research

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	MILLI VANILLI "Girl You Know It's True" (ARISTA)	1126	1021	+10.28%	
2	DEBBIE GIBSON "Lost In Your Eyes" (ATLANTIC)	1115	1014	+9.96%	
3	BOBBY BROWN "Roni" (MCA)	964	926	+4.10%	
4	ANITA BAKER "Just Because" (ELEKTRA)	847	780	+8.59%	
5	NEW KIDS ON THE BLOCK "You Got It..." (COL)	814	766	+6.27%	
6	VANESSA WILLIAMS "Dreamin'" (WING/POLYDOR)	775	653	+18.68%	
7	KARYN WHITE "Superwoman" (WB)	703	609	+15.44%	
8	KON KAN "I Beg Your Pardon" (ATLANTIC)	668	614	+8.79%	
9	NEW EDITION "Can You Stand The Rain" (MCA)	609	548	+11.13%	
10	ERASURE "A Little Respect" (SIRE/REPRISE)	541	494	+9.51%	
11	DINO "24/7" (4TH & B'WAY/ISLAND)	513	415	+23.61%	
12	SWEET SENSATION "Sincerely Yours" (ATCO)	463	347	+33.43%	
13	MARTIKA "More Than You Know" (COLUMBIA)	431	382	+12.83%	
14	LUTHER VANDROSS "She Won't Talk To Me" (EPIC)	414	388	+6.70%	
15	FINE YOUNG CANNIBALS "She Drives.." (IRS/MCA)	394	273	+44.32%	
16	SA-FIRE "Thinking Of You" (CUTTING/MERCURY)	387	343	+12.83%	
17	ROXETTE "The Look" (EMI)	353	238	+48.32%	
18	STEVIE B "I Wanna Be The One" (LMR)	351	227	+54.63%	
19	WILL TO POWER "Fading Away" (EPIC)	349	350	-0.29%	
20	WAS (NOT WAS) "Walk The..." (CHRYSLIS)	295	213	+38.50%	
21	TONE LOC "Funky Cold..." (DELICIOUS/ISLAND)	282	73	+286%	
22	BREATHE "Don't Tell Me Lies" (A&M)	274	215	+27.44%	
23	SLICK RICK "Teenage Love" (DEF JAM/COLUMBIA)	233	242	-3.72%	
24	KIARA "This Time" (ARISTA)	216	180	+20.00%	
25	TRACIE SPENCER "Imagine" (CAPITOL)	204	207	-1.45%	
26	THE BOYS "Lucky Charm" (MOTOWN/MCA)	172	171	+0.58%	
27	KENNY G w/SMOKEY "We've Saved..." (ARISTA)	169	135	+25.19%	
28	BOBBY BROWN "Every Little Step" (MCA)	168	80	+110%	
29	INNER CITY "Good Life" (VIRGIN)	168	95	+76.84%	
30	DEON ESTUS "Heaven Help Me" (MIKA/POLYDOR)	166	100	+66.00%	
31	GINA GO-GO "I Can't Face The Fact" (CAPITOL)	162	157	+3.18%	
32	JT' & REGINA BELLE "All I Want Is Forever" (EPIC)	151	124	+21.77%	
33	LEVERT "Just Coolin'" (ATLANTIC)	149	135	+10.37%	
34	SURFACE "Closer Than Friends" (COLUMBIA)	101	84	+20.24%	
35	SANDEE "Notice Me" (SUTRA/FEVER)	98	101	-2.97%	
36	SWEET OBSESSION "Being In Love..." (EPIC)	98	88	+11.36%	
37	READY FOR THE WORLD "Gently" (MCA)	97	90	+7.78%	
38	GIANT STEPS "Into You" (A&M)	78	67	+16.42%	
39	CAMEO "Skin I'm In" (ATLANTA ARTIS/MERCURY)	75	73	+2.74%	
40	TODAY "Girl I Got My Eyes On You" (MOTOWN)	75	58	+29.31%	

The research compiled herein is based on MAJOR MARKET station reports only! POINTS reflect actual airplay in a given week based on individual radio station reports and PERCENTAGES reflect the increase or decrease in airplay as compared to last week's action. Increases of 100% or more are highlighted with a black box. It is possible for a record to decrease one week and have a significant increase the following week!

RECURRENTS this week

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	PAULA ABDUL "Straight Up" (VIRGIN)	952	993	-4.13%	
2	SHEENA EASTON "The Lover In Me" (MCA)	814	840	-3.10%	
3	TONE LOC "Wild Thing" (DELICIOUS/ISLAND)	801	- 891	- 10.10%	
4	THE BOYS "Dial My Heart" (MOTOWN/MCA)	610	767	-20.47%	
5	INFO SOCIETY "Walking Away" (TB/REPRISE)	316	495	-36.16%	
6	SAMANTHA FOX "I Wanna Have..." (JIVE/RCA)	278	482	-42.32%	
7	RICK ASTLEY "She Wants To Dance With Me" (RCA)	195	450	-56.67%	
8	BOBBY BROWN "Every Little Step" (MCA)	168	80	+110.00%	
9	TAYLOR DAYNE "Don't Rush Me" (ARISTA)	118	231	-48.92%	
10	EIGHTH WONDER "Cross My Heart" (WTG)	97	151	-35.76%	
11	KARYN WHITE "The Way You Love Me" (WB)	73	198	-63.13%	
12	AL B. SURE! "Killing Me Softly" (WB)	52	84	-38.10%	
13	BOYS CLUB "I Remember Holding You" (MCA)	46	64	-28.12%	
14	PHIL COLLINS "Two Hearts" (ATLANTIC)	40	76	-47.37%	
15	No Other Records Qualified This Week				
16					
17					
18					
19					
20					

OTHER HOT RECORDS...

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	GUY "Piece Of My Love" (MCA)	73	70	+4.29%	
2	AL JARREAU "So Good" (REPRISE)	72	57	+26.32%	
3	ASHFORD & SIMPSON "I'll Be There For You" (CAP)	69	52	+32.69%	
4	JOHNNY O "Fantasy Girl" (MICMAC)	66	27	+144.44%	
5	DONNA ALLEN "Joy & Pain" (OCEANA/ATCO)	60	0	NEW	
6	NEW KIDS ON THE BLOCK "I'll Be Lovin'..." (COL)	55	15	+266.67%	
7	THE PASADENAS "Tribute (Right On)" (COLUMBIA)	53	14	+278.57%	
8	GUY "I Like" (MCA)	52	30	+73.33%	
9	JONATHAN BUTLER "There's One ..." (JIVE/RCA)	52	24	+116.67%	
10	BOBBY BROWN "Rock Wit'cha" (MCA)	51	44	+15.91%	
11	KRISTIN BAIJO "Don't Turn..." (VENDETTA/A&M)	50	36	+38.89%	
12	BAR-KAYS "Struck By You" (MERCURY)	49	47	+4.26%	
13	JOHNNY KEMP "Birthday Suit" (COLUMBIA)	49	20	+145.00%	
14	FREDDIE JACKSON "You And I Got A Thang" (CAP)	48	44	+9.09%	
15	ANQUETTE "I'll Alway Be..." (SKYWALKER)	40	39	+2.56%	
16	SHOOTING PARTY "Save In ..." (VENDETTA/A&M)	40	37	+8.11%	
17	VESTA WILLIAMS "4 U" (A&M)	38	33	+15.15%	
18	FIVE STAR "Another Weekend" (RCA)	30	20	+50.00%	
19	WOMACK & WOMACK "Teardrops" (4TH&B WAY)	29	26	+11.54%	
20	NENEH CHERRY "Buffalo Stance" (VIRGIN)	24	17	+41.18%	

PAULA ABDUL

"Forever
Your
Girl"

THE GREAT
FOLLOW-UP
TO HER

#1

SMAASH

"Straight Up"

OUT
NOW!!!

Virgin

When You Play It, Say It!



HITMAKERS

ROCK Top 40 Research

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	MIKE & THE MECHANICS "The Living Years" (ATL)	630	650	-3.08%	
2	ROXETTE "The Look" (EMI)	602	485	+24.12%	
3	GUNS N' ROSES "Paradise City" (Geffen)	574	573	+0.17%	
4	ROD STEWART "My Heart Can't Tell You No" (WB)	425	424	+0.24%	
5	CHICAGO "You're Not Alone" (REPRISE)	399	384	+3.91%	
6	R.E.M. "Stand" (WB)	382	328	+16.46%	
7	BANGLES "Eternal Flame" (COLUMBIA)	367	306	+19.93%	
8	EDDIE MONEY "The Love In Your Eyes" (COLUMBIA)	357	352	+1.42%	
9	WILSON & ZANDER "Surrender To Me" (CAPITOL)	353	441	-19.95%	
10	BREATHE "Don't Tell Me Lies" (A&M)	313	311	+0.64%	
11	ERASURE "A Little Respect" (SIRE/REPRISE)	281	358	-21.51%	
12	VAN HALEN "Feels So Good" (WB)	272	264	+3.03%	
13	FINE YOUNG CANNIBALS "She Drives.." (IRS/MCA)	264	223	+18.39%	
14	VIXEN "Cryin'" (EMI)	245	231	+6.06%	
15	KON KAN "I Beg Your Pardon" (ATLANTIC)	242	267	-9.36%	
16	POISON "Your Mama Don't Dance" (ENIGMA/CAP)	231	171	+35.09%	
17	ENYA "Orinoco Flow (Sail Away)" (Geffen)	217	234	-7.26%	
18	THIRTY EIGHT SPECIAL "Second Chance" (A&M)	212	156	+35.90%	
19	CINDERELLA "The Last Mile" (MERCURY)	206	200	+3.00%	
20	THE FIXX "Driven Out" (RCA)	160	119	+34.45%	
21	LITA FORD & OZZY "Close My Eyes Forever" (RCA)	158	128	+23.44%	
22	BON JOVI "I'll Be There For You" (MERCURY)	127	85	+49.41%	
23	MIDGE URE "Dear God" (CHRYSLIS)	118	106	+11.32%	
24	WINGER "Seventeen" (ATLANTIC)	118	87	+35.63%	
25	ROY ORBISON "You Got It" (VIRGIN)	115	116	-0.86%	
26	NEW ORDER "Fine Time..." (QWEST/WB)	104	101	+2.97%	
27	GUNS N' ROSES "Patience" (Geffen)	99	53	+86.79%	
28	TRAVELING WILBURYS "End Of The Line" (WB)	87	77	+12.99%	
29	LOVE AND MONEY "Halleluah Man" (MERCURY)	79	47	+68.09%	
30	REPLACEMENTS "I'll Be You" (SIRE/REPRISE)	73	72	+1.39%	
31	ELVIS COSTELLO "Veronica" (WB)	72	66	+9.09%	
32	DEF LEPPARD "Rocket" (MERCURY)	71	0	NEW	
33	GIANT STEPS "Into You" (A&M)	62	67	-7.46%	
34	KENNY LOGGINS "Tell Her" (COLUMBIA)	62	48	+29.17%	
35	XTC "Mayor Of Simpleton" (Geffen)	62	58	+6.90%	
36	CHEAP TRICK "Never Had A Lot To Lose" (EPIC)	58	30	+93.33%	
37	C, S, N & Y "Got It Made" (ATLANTIC)	57	55	+3.64%	
38	JULIAN COPE "5 O'Clock World" (ISLAND)	56	52	+7.69%	
39	LOU REED "Dirty Blvd" (SIRE/WB)	55	51	+7.84%	
40	IVAN NEVILLE "Falling Out Of Love" (POLYDOR)	50	30	+66.67%	

The research compiled herein is based on MAJOR MARKET station reports only! POINTS reflect actual airplay in a given week based on individual radio station reports and PERCENTAGES reflect the increase or decrease in airplay as compared to last week's action. Increases of 100% or more are highlighted with a black box. It is possible for a record to decrease one week and have a significant increase the following week!

RECURRENTS this week

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	TONE LOC "Wild Thing" (DELICIOUS/ISLAND)	417	452	-7.74%	
2	BON JOVI "Born To Be My Baby" (MERCURY)	412	573	-28.10%	
3	EDIE BRICKELL &... "What I Am" (Geffen)	273	340	-19.71%	
4	SHERIFF "When I'm With You" (CAPITOL)	196	267	-26.59%	
5	U2 "Angel Of Harlem" (ISLAND)	182	246	-26.02%	
6	DEF LEPPARD "Armageddon It" (MERCURY)	124	206	-39.81%	
7	INFO SOCIETY "Walking Away" (TB/REPRISE)	122	221	-44.80%	
8	TIMELORDS "Doctorin' The Tardis" (TVT)	95	117	-18.80%	
9	WHITE LION "When The Children Cry" (ATLANTIC)	91	173	-47.40%	
10	STEVE WINWOOD "Holding On" (VIRGIN)	50	116	-56.90%	
11	DURANDURAN "All She Wants Is" (CAPITOL)	35	109	-67.89%	
12	No Other Records Qualified This Week				
13					
14					
15					
16					
17					
18					
19					
20					

OTHER HOT RECORDS...

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	JIMMY HARNEN & SYNCH "Where Are..." (WTG)	48	31	+54.84%	
2	LIVING COLOUR "Cult Of Personality" (EPIC)	46	38	+21.05%	
3	ANIMATION "Room To Move" (POLYDOR)	36	15	+140.00%	
4	ROMEO'S DAUGHTER "I Cry Myself..." (JIVE/RCA)	35	29	+20.69%	
5	THE CHOIRBOYS "Run To Paradise" (WTG)	34	28	+21.43%	
6	CHRIS REA "Working On It" (Geffen)	34	32	+6.25%	
7	FIGURES ON A BEACH " You Ain't Seen..." (WB)	31	29	+6.90%	
8	DOKKEN "Walk Away" (ELEKTRA)	30	27	+11.11%	
9	RED FLAG "Russian Radio" (ENIGMA)	30	29	+3.45%	
10	METALLICA "One" (ELEKTRA)	27	0	NEW	
11	TONE LOC "Funky Cold..." (DELICIOUS/ISLAND)	24	0	NEW	
12	CHARLIE SEXTON "Don't Look Back" (MCA)	23	19	+21.05%	
13	COLIN JAMES "Five Long Years" (VIRGIN)	17	13	+30.77%	
14	MELISSA ETHERIDGE "Similar Features" (ISLAND)	16	0	NEW	
15	No Other Records Qualified This Week				
16					
17					
18					
19					
20					

VAN HALEN

"FEELS SO GOOD"

Edited 7" version

#31 HITMAKERS MAINSTREAM CHART...

20% INCREASE IN AIRPLAY!

KISS98.5 (Add#31) WXKS-FM(Debut#35)

KOY95(Debut#27) KCPX(Debut#34)

Active At:

KEGL(8-7) WMMS(7-4) WLRS(6-5)

KRBE (32-28) KXYQ(10-8)

Q102(31-27) WZPL(23-20) WBCY(33-29)

KPLZ(34-30) WROQ(24-21) FM100(26-22)

KJ103(24-20) WJLK-FM(35-31)

WJRZ(30-27) WLRS(6-5) and more

Satisfaction Guaranteed

The Next Smash Single

From The Multi-Platinum

NO. 1 ALBUM OU812

Recorded by Donn Landee



Personal Management: Ed Lyle/E.L. Management, Inc. © 1988 Warner Bros. Records, Inc.



The **HITMAKERS**

TRENDSETTERS®

**RECORDS BREAKING
OUT OF THE SECONDARY
MARKETS OF
AMERICA**

REPORT

BETTE MIDLER "Wind Beneath My Wings" (ATLANTIC)

97KYN (Debut #34) JET-FM (Debut #22) K106 (Add) KBFM (Add) KBLQ (30-26) KHOK (Add) KISR (Add) KIXY (Add) KJKC (Add) KXPW (Add) KYMO (40-23) OK100 (Add) OK95 (Add) POWER108 (Add) WCIL-FM (Add) WERZ (Add) WFXX (Add) WLHQ (Add) WNKS (Add) WNOK-FM (Add) WOMP-FM (Add) WPFM (Add) WRQN (Add) WYCR (Add)

CHER & PETER CETERA "After All" (Geffen)

102QQ (Add #30) K92 (Add) KBTS (Add #39) KDWZ (Add) KEYN (Add) KKRC-FM (Add #40) KKRD (Add #38) KMOK (Add) KNAN (Add) KRNO (Add #31) KSKG (Add) KWES (Add) KWTO (Add) KXX106 (Debut #35) KYNO-FM (Add #36) KYYY (Add) KZFN (Add) KZIO (Add) KZZU (Add) Q104 (Add) WANS (Add) WAZY (Add) WBBQ (Add) WFXX (Add) WINK (Add) WIXX (Add) WNKS (Add) WNNK (Add) WOMP-FM (Add) WPFM (Add) WQUT (Add) Z102 (Add)

THE CHOIRBOYS "Run To Paradise" (WTG)

95XIL (Debut #38) 95XXX (Add) K92 (Add) KBAU (Add) KFBD (Add) KGWY (Add) KMOK (Add) KPXI (Add #34) KRRG (Add) KSKG (Debut #40) KSND (Add) KZFN (Add) KZOR (Add) OK100 (Add) OK95 (30-25) WDNL (Add) WHSL (Add) WIFX (Add) WIXX (Debut #38) WKOR (27-23) WPFM (Add) WWHB (Debut #40) WWUF (Add)

ENYA "Orinoco Flow (Sail Away)" (Geffen)

102QQ (Add) 95XXX (15-11) G98 (Debut #33) K104 (Debut #27) K106 (22-18) KAGO (16-11) KBLQ (Add) KEYN (30-27) KFRX (Add) KHSN (16-13) KISR (Debut #30) KIXY (5-5) KJLS (13-5) KKBG (Debut #36) KKSS-FM (17-14) KMGX (Debut #34) KMOK (6-5) KPXI (16-13) KQKQ (Add) KREO (2-1) KSMK (21-17) KSND (19-8) KTRS (21-13) KTUX (40-36) KVTI (34-28) KWTX-FM (Debut #38) KXFM (Add) KYYY (40-35) KZIO (Add) KZOZ (Debut #37) KZZB (Add) KZZU (5-3) OK100 (Add) SLY96 (37-33) WAYS (Debut #37) WAZY (35-26) WBBQ (30-25) WBNQ (Add) WCIL-FM (Debut #32) WCLG (Add) WERZ (Add) WHHY-FM (30-26) WHSL (Debut #37) WIBW (12-8) WIFX (Add) WILI (Add) WJMX (D#38) WMGZ (Add) WPFR (Add) WRTB (Add) WSPT (26-18) WWFX (Add) WYCR (D#34) WYYS (37-28) Y104 (16-10) Z102 (Add) Z103 (34-30) Z104 (Add)

THE FIXX "Driven Out" (RCA)

95XXX (Debut #36) HOT107 (39-35) K106 (Add #20) KBAU (Debut #30) KGOT (Debut #39) KIXY (Debut #34) KKBG (Add) KKEG (25-22) KKXL (Add) KLYK (Add) KMDX (Add) KMOK (26-22) KPXI (27-23) KSKG (Add) KSND (Debut #40) KTRS (Debut #31) KTUX (Debut #40) KZZU (Debut #35) OK100 (26-20) OK95 (Debut #35) SLY96 (Add) WBNQ (39-36) WFLY (Debut #40) WHDQ (Add) WHSL (39-25) WHTO (Add) WIBW (Debut #35) WIGY (Add) WIXX (Debut #37) WJZQ (Add) WKOR (28-21) WQCM (37-33) WQUT (Debut #34) WSPT (Add) WSTO (Debut #28) WTHT (Add) WVKZ (24-20) WVMX (Add) WWFX (Add) WZOK (Debut #32) Y104 (31-20)

LITA FORD & OZZY OSBOURNE "Close My Eyes Forever" (RCA)

K106 (D#24) KBAU (ADD#29) KBFM (ADD) KGWY (ADD) KLYK (ADD) KRNO (ADD#32) KRRG (ADD) KTUX (ADD) KZMC (ADD) KZOR (ADD) KZZU (ADD) OK100 (ADD) OK95 (ADD) WHSL (ADD) WHTO (ADD#38) WJMX (ADD) WKOR (D#40) WOKI (ADD) WOMP-FM (ADD) WVKZ (A) WYCR (A), WZOK (A)

TIFFANY "Radio Romance" (MCA)

G98 (Debut #34) KGOT (Debut #31) KGWY (Debut #37) KIVA-FM (Add) KIXR (Add) KKSS-FM (Add) KKYK (Debut #30) KLAZ (Add) KMGZ (Add) KMON (Add) KNOE (Add) KQKQ (Add) KQMQ (Add) KSMK (Add) KVTI (Debut #31) KXX106 (Add) KZZU (Add) MAX94 (Add) WBBQ (Add) WCIL-FM (Add) WFLY (Debut #37) WHTK (Add) WIKZ (Add) WJAD (Add) WKQB (Debut #24) WLHQ (Add) WPFM (Debut #40) WRCK (Add) WSPK (Add) WSTO (Add) WWFX (Debut #32) WWUF (Add)

WINGER "Seventeen" (ATLANTIC)

HOT107 (Add) JET-FM (Debut #33) KBAU (27-21) KCMQ (Add) KFBD (35-29) KGWY (36-31) KHOK (27-23) KIXR (Debut #40) KIXS (38-22) KIXY (39-31) KJLS (Debut #40) KKEG (25-18) KKRC-FM (Add) KLYK (Add #17) KPXI (39-35) KQKY-FM (Add) KWTO (Add) KYYY (Add) KZMC (Debut #37) KZZU (Debut #39) OK95 (28-22) POWER108 (Add) WABB (Add) WAZY (Debut #36) WHDQ (Add) WHSL (Debut #38) WILI (40-33) WJAD (Add) WJMX (Add) WKOR (Add) WOMP-FM (Debut #40) WPFR (Add) WQXA (Add) WRTB (Debut #36) WSPK (Add) WSSX (Add) WTHT (Add) WVKZ (11-8) WWUF (38-35) Y104 (37-30) Z103 (Add)

THE RECORD THAT'S TURNING RADIO UPSIDE DOWN!!!

SENSATIONAL SALES!

"Heavy retail - 700 pieces sold in Hartford last Friday!" -- WKSS, Hartford

"Top 10 record sales in San Antonio!" -- KITY, San Antonio

SENSATIONAL REQUESTS!

"Great phones, huge sales, instant response!" -- HOT97, New York

"Monster phones, big sales!" -- QV103, Wichita Falls

SENSATIONAL DEMOS!

"15 to 34's love it!" -- KWSS, San Jose

SWEET SENSATION

#38 **HITMAKERS MAINSTREAM**
CHART...46% INCREASE IN AIRPLAY!

#12 **HITMAKERS URBAN CHART...**
34% INCREASE IN AIRPLAY!



69 ACTIVE REPORTS
THIS WEEK!!!

A HITMAKERS HITBOUND!

"Sincerely Yours"

ADDS/DEBUTS: WPLJ#32!!! Z100#27!!! WXKS-FM!!! KKBQ!!! KRBE#39!!! Y108!!!

PRO-FM!!! KROY#35!!! KTFM#19!!! WGTZ#34!!!

HOT107#39, K106#37, KBFM#38, KHFI, KJKC#40, KLUC#32, KVTI#38, KXFM#28, WAIL#39, WDNL, WFLY#38,
WIFX, WJAD, WPFR, WRCK#38, WSPK#39, WVSR, WYCR and more

ACTIVE AT: HOT97(9-7), KIIS-FM(31-28), POWER106(13-8), B96(30-27), KMEL(8-7), EAGLE106(29-26),
WIOQ(13-8), WPGC(24-21), Y100(29-26), HOT102(28-25), HOT97.7(5-3), KWSS(22-19),
WNCI(31-27), KITY(15-11), WKSS(21-11), WTIC-FM(29-21), WCKZ-FM(21-18)

102QQ(34-22), KAMZ(29-23), KBOS(11-7), KELY(40-34), KKQV(19-14), KKSS-FM(13-10), KMGX(25-21), KQMQ(28-21), KRQ(22-18), KRRG(14-10),
KTUX(33-30), KXPW(30-26), KZOZ(40-34), SLY96(35-24), WNKS(35-32), WTHI(29-24), WWHB(35-32), WYYS(20-16), Z102(40-36) and more



TABLE OF CONTENTS

REGULAR FEATURES

	PAGE#
MAINSTREAM TOP 40	5
URBAN TOP 40	7
ROCK TOP 40	9
TRENDSETTERS	11
NEW THIS WEEK	13
DISC-OVERY CLUB	15
INTERVIEW	19
RADIO FORUM	21
HOT PROMOTIONS	25
TOP 50 MARKETS	27
FACES & PLACES	31
ARTIST/THINK TANK	35
PUBLISHER'S PAGE	37
TUNA TALK	38

320 RADIO STATIONS
REPORTED
THIS WEEK

HITMAKERS

PUBLISHER
BARRY FIEDEL
"BIG TUNA"
JOHN ANTOON
PRESIDENT
BOB GREENBERG
VP/SENIOR EDITOR
MIKE SCHAEFER
EXECUTIVE VP
KATHY FIEDEL
VP/GENERAL MANAGER
MARILYN ARTHUR

EDITORIAL
JILL UEBEL
PAULA GERARD
ART DIRECTOR
JILL HALPRIN
ART PRODUCTION
DANETTE DUNAGAN
ASSISTANT EDITOR
RICHARD PASTORE
RESEARCH/SPECIAL PROJECTS
PAMELA JOUAN
PUBLISHER'S ASSISTANT
ANNE GREENBERG

HITMAKERS is published by
HOT SHEET PUBLISHING, INC.
20847 Sherman Way,
Suite #205,
Winnetka, CA 91306.
Office #: (818) 887-3440
Fax #: (818) 883-1097

HITMAKERS is published fifty weeks a year

Subscription rate: \$250.00 per year

ALL RIGHTS RESERVED

No material may be used without prior permission of the publisher.

All material submitted to HITMAKERS becomes the property of this publication.

HITBOUNDS

(Number indicates ACTIVE radio station reports this week...ACTIVE AIRPLAY is defined as an ADD, DEBUT, TOP 15 REPORT or a 3 POINT MOVE elsewhere on the station's playlist! Research based on QUALITY, not quantity!)

- 98 • ROY ORBISON "You Got It" (VIRGIN)**
Adds/Debuts: WXKS-FM#34, 94Q#29, POWER99#29, WMMS#28, WPHR, MAJIC102#28, KC101, WDJX, WBCY#30+
- 94 • WAS (NOT WAS) "Walk The Dinosaur" (CHRYSLIS)**
Adds/Debuts: WCZY#39, WXKS-FM#31, WZOU, KRBE#40, KDWB-FM, WLOL-FM#39, WPHR#40, Y108, WKTI++
- 82 • MARTIKA "More Than You Know" (COLUMBIA)**
Adds/Debuts: KIIS-FM#28, WHYT#25, KKBQ, KDWB-FM, KZZP#30, KWSS#31, WNVZ, WKSS, Y106++
- 80 • R.E.M. "Stand" (WARNER BROS)**
Adds/Debuts: Z95#26, EAGLE106, Q107#32, POWER99, HOT95.9, KXXR#29, WNVZ#25, WZPL, KCPX, BJ105++
- 75 • CINDERELLA "The Last Mile" (MERCURY)**
Adds/Debuts: KPLZ#36, WJRZ, WLRS#31, WKZL+ HOT: KSAQ(39-36), WROQ(24-18), KJ103(27-22), Z99(28-23)++
- 74 • VAN HALEN "Feels So Good" (WB)**
Adds/Debuts: WZOU, WPHR#35, KWOD, KSAQ#40, WZPL#32, WBCY, WROQ, KJ103#37, WJRZ++
- 64 • LUTHER VANDROSS "She Won't Talk To Me" (EPIC)**
Adds: EAGLE106, 94Q, KPLZ, PRO-FM, KISN, KC101, WKSS+ HOT: B96(17-15), KMEL (24-19), WPGC (17-14)++
- 63 • TOMMY CONWELL & THE YOUNG RUMBLERS "If We Never Meet Again" (COLUMBIA)**
HOT: EAGLE106(24-18), WXKS-FM(31-28), WZPL(22-19), WROQ(18-13), WJRZ(22-19), WLRX(26-21), 95XIL(13-3)+
- 53 • DINO "24/7" (4TH & B'WAY/ISLAND)**
Adds/Debuts: HOT105, KOY95#30, KKRZ#29, HOT102#40, PRO-FM, FM102#26, KWOD#28, KITY#35, BJ105++
- 50 • FINE YOUNG CANNIBALS "She Drives Me Crazy" (I.R.S./MCA)**
Adds: KIIS-FM, KOY95, KZZP, KCPW, PRO-FM, FM102, KSAQ, WJLK, BJ105+ HOT: KROQ(12-6), LIVE105(25-9)++
- 47 • BOY MEETS GIRL "Bring Down The Moon" (RCA)**
Adds/Debuts: KPLZ, KBQ#33, KTFM, KISN, WKSS, 100KHI, KGRS, KHSS, Q104, WFX, WWHB, KWTO, KZOU++
- 47 • KENNY G w/SMOKEY ROBINSON "We've Saved The Best For Last" (ARISTA)**
Adds: KMEL, HOT105, 94Q#30, POWER99, KPLZ, B100#39, KKRZ, PRO-FM, KATD, FM102, KROY, KWOD, KITY++
- 46 • SURVIVOR "Across The Miles" (SCOTTI BROS/EPIC)**
HOT: FM100(32-28), WLRS(30-26), 95XIL(38-30), K104(25-17), KYYY(33-29), WBNQ(34-28), OK95(95-28)++
- 41 • HOUSE OF LORDS "I Wanna Be Loved" (RCA)**
Adds/Debuts: WXKS-FM, WPHR, KKFR#30, K104#40, KEWB, KISX, KIXR, KQIZ, Q104#35, WDNL#36, WAZY++
- 40 • CAMOUFLAGE "The Great Commandment" (ATLANTIC)**
HOT: KMEL(21-18), LIVE105(8-7), WXKS-FM(24-21), KKBQ(8-6), KRBE(11-8), KITY(27-19), KISN(22-19)+ KATD(A)+
- 38 • ENYA "Orinoco Flow (Sail Away)" (GEFFEN)**
HOT: KROQ(30-25), LIVE105(16-6), WXKS-FM(23-19), Y95(18-14), KXXR(24-18), KCPX(12-10), KISN(1-1)++
- 37 • GIANT STEPS "Into You" (A&M)**
Adds/Debuts: KKRZ, HOT97.7#38, KROY, KSAQ, KCPX, K104, KBLQ, KISS96, KQID, KTAG, WIFX, WKZQ, WQUT+
- 37 • KENNY LOGGINS "Tell Her" (COLUMBIA)**
Adds/Debuts: B100#37, WZPL, KISN, WBZY, KDWB, KF95, KKBG, KKRC#40, KWXX, Q104#34, WHSL, WVS++
- 34 • WHEN IN ROME "Heaven Knows" (VIRGIN)**
Adds/Debuts: LIVE105#32, KWSS, KWOD, B97#25, K104, KELY, KHOK, KWXX#32, OK100#29, POWER108, X102++
- 33 • SWEET SENSATION "Sincerely Yours" (ATCO)**
Adds: POWER106#33, KMEL, WPGC, KWSS, FM102, KITY, KTFM, WKSS, WCKZ, WJMH+ HOT: HOT97(26-21)++
- 31 • KARYN WHITE "Superwoman" (WARNER BROS)**
Adds/Debuts: HOT97, Z100, POWER106#36, HOT95.9, WLOL-FM, Q106#28, FM102, BJ105, Y106#27+ WPGC(2-1)+
- 31 • THIRTY EIGHT SPECIAL "Second Chance" (A&M)**
Adds: WZOU, KEGL, Y95, 94Q, WPHR, KKFR, Y108, WNVZ, WLRS#33, WKZL, KSND, WOMP+ HOT: KXXR(27-20)+
- 31 • WILL TO POWER "Fading Away" (EPIC)**
Adds/Debuts: POWER106#40, KMEL#23, Y100#28, KUBE, KEZY#37, KOY95, KZZP, KKRZ, HOT102#37, KROY++
- 30 • TRAVELING WILBURYS "End Of The Line" (WB)**
Adds: WXKS, KPLZ, WMMS, WROQ, WLRS, Y107, K104, K92, KBAU, WBBQ, WERZ#38, WKOR#33, WPFM, WSPT+
- 29 • MICKEY THOMAS "Sing" (COLUMBIA)**
Adds/Debuts: WZOU, KXXR#40, WROQ#34, 95XIL, KWNZ#39, SLY96, WIFX, WVS, Q124, Y104, Z107, WAFX++
- 28 • TOMMY PAGE "A Shoulder To Cry On" (SIRE/WB)**
Adds/Debuts: KMEL#28, Y95, POWER99#23, Z99, KTAG, KWXX#33, KZFM#23+ HOT: KCPX(26-21), KISN(15-7)++
- 27 • RATT "Way Cool Jr" (ATLANTIC)**
HOT: KXXR(5-4), WROQ(9-6), KELY(35-29), WBNQ(25-18), WVKZ(21-17), WOKI(25-16), WQUT(36-31) KBAU(13-12)+
- 27 • SA-FIRE "Thinking Of You" (MERCURY)**
Adds: Q105, KOY95, KCPW, PRO-FM, KATD, KWSS, KROY, KSAQ, WKSS, Y106+ HOT: KGGI(6-4), KTFM(8-5)++
- 25 • CROSBY, STILLS, NASH & YOUNG "Got It Made" (ATLANTIC)**
Adds/Debuts: KXXR, KISN#40, K106, KBLQ, KEZH, KGWY, KXPY, OK100#26, WHSL#36, WQSM#38, Y104, WRTB+
- 25 • NEW EDITION "Can You Stand The Rain" (MCA)**
Adds/Debuts: WXKS-FM, KKFR, HOT102#39, HOT97.7#36, KROY, KITY, WKZL+ HOT: KMEL(3-2), WHYT(18-12)++
- 23 • MARC ALMOND "Tears Run Rings" (CAPITOL)**
HOT: POWER106(33-30), KMEL(11-10), WXKS-FM(17-14), KKFR(10-8), KWSS(28-24), K106(34-26), KIYS(19-12)++
- 23 • PET SHOP BOYS "Left To My Own Devices" (EMI)**
HOT: KROQ(11-9), LIVE105(18-10), Z99(21-16), KRBE(39-35), KRRG(24-20), WCIL(26-20), WJZQ(40-32)++
- 21 • IVAN NEVILLE "Falling Out Of Love" (POLYDOR)**
Adds: WMMS, KATD, KJ103, WLRS, KBAU, KJLS, KPXI, POWER108, WKOR, WNKS, WOMP-FM, WQUT, KWNZ++
- 18 • LOVE AND MONEY "Halleluiah Man" (MERCURY)**
Adds: Y95, KKFR, KXXR, WROQ, Z99, KGOT, KMOK, KNOE, KQMQ, KYRK, WIXX, WKPE, WNKS, KRYK, KQIZ++
- 18 • TRACIE SPENCER "Imagine" (CAPITOL)**
Adds/Debuts: WPGC#26, KUBE, KKRZ, KROY, WCKZ, BJ105+ HOT: HOT105(28-24), KGGI(19-13), WKSS(30-24)++
- 17 • ROMEO'S DAUGHTER "I Cry Myself To Sleep At Nigh." (JIVE/RCA)**
Adds/Debuts: KJ103, WLRS#35, 100KHI#40, KELY, KISR, KJLS, KNIN, KZZU, Y104, WOVO, OK95, KRRG, KZFN++

TIP SHEETS ARE MY FRIENDS.
AL & PETER ARE LIKE FAMILY.
I OFTEN ASK MYSELF,
"WHAT WOULD THEY DO?"



EDIE BRICKELL & NEW BOHEMIANS

"WHAT I AM"

From The Album **SHOOTING
RUBBERBANDS AT THE STARS**

#17 **HITMAKERS MAINSTREAM CHART**...23% Increase In Airplay!
#4 **HITMAKERS ROCK CHART THIS WEEK!**

MASSIVE ACTION... KRBE(6-2hot), WMMS(16-7hot),
WTIC-FM(18-8), KXYQ(#9hot), CKOI(24-17hot),
KZZP(25-20hot), B104(25-20hot), KC101(ADD#28),
WAVA(Deb#28), WNVZ(Add), MAJIC102(Add)
KQKQ(10-1hot), 98PXY(13-3hot), WROQ(#5hot), KTUX(7-6hot),
KLQ(10-6hot), WERZ(12-7hot), WYSR(#9hot), JET-FM(16-9hot),
WRVQ(20-13hot), WKZL(17-13hot), WKQB(23-13hot),
KZZU(21-16hot), WHHY-FM(23-18hot), WNNK(#21hot),
KRQ(32-22hot), Q100(35-24), FM100(Deb#25hot), WKRZ(Add#33),
WGTZ(Deb#27), WKDD(Add#29) and more

ALBUM SALES OVER 1,000,000 CERTIFIED PLATINUM!

KYLIE MINOGUE

"IT'S NO SECRET"

The Follow-Up Smash
From The Geffen Album **KYLIE**

#28 **HITMAKERS MAINSTREAM CHART**...18% Increase In Airplay!
#25 **HITMAKERS URBAN CHART THIS WEEK!**

ADDS Include... **WXKS-FM!!! WZOU!!!**
WLAN#34, 93Q#36, WKSF#36, Q106, WKQB, WPFR, KIXY, WHSL and more

117 **ACTIVE REPORTS:** KKFR(12-10), KWOD(24-20), KISN(27-22),
92X#24, WLOL(28-24), KITY(Deb#32), CKOI(38-34), HOT97
Y107(12-10), Q98(13-11), 100KHI(22-18), WZYP(24-18), WBCY(24-19) and more

ENYA

"ORINOCO FLOW (SAIL AWAY)"

Nouveaux Video On VH1, Smash
Throughout Europe
From The Debut Album
WATERMARK

NOW ON MTV!!!

ADDS... KRBE, KZZP
WHHY, KCAQ and more
ALREADY ACTIVE AT... KISN(1-1),
KCPX(13-10), Y95(18-14hot),
KXXR(24-18), WXKS(23-19),
KF95(9-8), K106(D#33hot), WBBQ(D#40),
KZFN(9-3hot), 95XXX(36-26hot) and more



GEFFEN RECORDS YOUR FRIENDS, YOUR FAMILY, YOUR MUSIC

© 1988 The David Geffen Company

WRH

HITMAKERS

MAINSTREAM

Top 40 Research

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	PAULA ABDUL "Straight Up" (VIRGIN)		2768	2483	+11.48%
2	SHERIFF "When I'm With You" (CAPITOL)		2763	2656	+4.03%
3	TONE LOC "Wild Thing" (DELICIOUS/ISLAND)		2398	2197	+9.15%
4	WHITE LION "When The Children Cry" (ATL)		2380	2350	+1.28%
5	KARYN WHITE "The Way You Love Me" (WB)		2319	2235	+3.76%
6	BON JOVI "Born To Be My Baby" (MERCURY)		2231	2189	+1.92%
7	SHEENA EASTON "The Lover In Me" (MCA)		1923	1706	+12.72%
8	RICK ASTLEY "She Wants To Dance..." (RCA)		1858	1606	+15.69%
9	TIFFANY "All This Time" (MCA)		1762	1658	+6.27%
10	INFO SOCIETY "Walking Away" (TB/REPRISE)		1749	1531	+14.24%
11	SAMANTHA FOX "I Wanna Have..." (JIVE/RCA)		1689	1564	+7.99%
12	NEW KIDS ON "You Got It..." (COLUMBIA)		1667	1375	+21.24%
13	DEBBIE GIBSON "Lost In Your Eyes" (ATL)		1607	1007	+59.58%
14	MIKE & THE MECHANICS "The Living Years" (ATL)		1413	1082	+30.59%
15	THE BOYS "Dial My Heart" (MOTOWN/MCA)		1403	1234	+13.70%
16	U2 "Angel Of Harlem" (ISLAND)		1359	1176	+15.56%
17	EDIE BRICKELL &... "What I Am" (Geffen)		1298	1055	+23.03%
18	ERASURE "A Little Respect" (SIRE/REPRISE)		1230	1050	+17.14%
19	WILSON & ZANDER "Surrender To Me" (CAP)		1088	887	+22.66%
20	GUNS N ROSES "Paradise City" (Geffen)		1060	712	+48.88%
21	BOBBY BROWN "Roni" (MCA)		1013	657	+54.19%
22	KON KAN "I Beg Your Pardon" (ATLANTIC)		886	642	+38.01%
23	ROD STEWART "My Heart Can't Tell..." (WB)		878	725	+21.10%
24	DURAN DURAN "All She Wants Is" (CAPITOL)		793	539	+47.12%
25	THE ESCAPE CLUB "Shake For The Sheik" (ATL)		745	729	+2.19%
26	BREATHE "Don't Tell Me Lies" (A&M)		725	452	+60.40%
27	MILLI VANILLI "Girl You Know..." (ARISTA)		541	427	+26.70%
28	KYLIE MINOGUE "It's No Secret" (Geffen)		509	430	+18.37%
29	CHICAGO "You're Not Alone" (REPRISE)		469	241	+94.61%
30	ANITA BAKER "Just Because" (ELEKTRA)		406	316	+28.48%
31	VANESSA WILLIAMS "Dreamin'" (WING/POLYDOR)		379	262	+44.66%
32	EDDIE MONEY "The Love In Your Eyes" (COL)		332	201	+65.17%
33	MARTIKA "More Than You Know" (COLUMBIA)		326	208	+56.73%
34	CAMOUFLAGE "The Great Commandment" (ATL)		253	214	+18.22%
35	TOMMY CONWELL &... "If We Never Meet..." (COL)		201	152	+32.24%
36	R.E.M. "Stand" (WARNER BROS)		184	85	+116.47%
37	HUEY LEWIS &... "Give Me The Keys" (CHRYSALIS)		172	106	+62.26%
38	TIMELORDS "Doctorin' The Tardis" (TVT)		164	129	+27.13%
39	ENYA "Orinoco Flow (Sail Away)" (Geffen)		163	143	+13.99%
40	VAN HALEN "Feels So Good" (WARNER BROS)		159	116	+37.07%

The research compiled herein is based on MAJOR MARKET station reports only! POINTS reflect actual airplay in a given week based on individual radio station reports and PERCENTAGES reflect the increase or decrease in airplay as compared to last week's action. Increases of 100% or more are highlighted with a black box. It is possible for a record to decrease one week and have a significant increase the following week!

RECURRENTS this week

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	DEF LEPPARD "Armageddon It" (MERCURY)		2292	2451	-6.49%
2	PHIL COLLINS "Two Hearts" (ATLANTIC)		2255	2773	-18.68%
3	TAYLOR DAYNE "Don't Rush Me" (ARISTA)		2051	2528	-18.87%
4	STEVE WINWOOD "Holding On" (VIRGIN)		1855	1966	-5.65%
5	BOBBY BROWN "My Prerogative" (MCA)		1209	1610	-24.91%
6	POISON "Every Rose Has Its Thorn" (CAPITOL)		1161	1623	-28.47%
7	BOYS CLUB "I Remember Holding You" (MCA)		707	1112	-36.42%
8	LENNOX & GREEN "Put A Little Love..." (A&M)		591	1102	-46.37%
9	ANITA BAKER "Giving You The Best..." (ELEK)		502	711	-29.40%
10	CHICAGO "Look Away" (REPRISE)		489	773	-36.74%
11	JOAN JETT &... "Little Liar" (BLACKHEART/CBS)		472	690	-31.59%
12	BOY MEETS GIRL "Waiting For A Star..." (RCA)		465	781	-40.46%
13	MICHAEL JACKSON "Smooth Criminal" (EPIC)		418	754	-44.56%
14	KENNY G "Silhouette" (ARISTA)		222	387	-42.64%
15	FLEETWOOD MAC "As Long As You Follow" (WB)		218	315	-30.79%
16	BANGLES "In Your Room" (COLUMBIA)		191	336	-43.15%
17	MAXI PRIEST "Wild World" (VIRGIN)		178	366	-51.37%
18	WHEN IN ROME "The Promise" (VIRGIN)		176	220	-20.00%
19	EDDIE MONEY "Walk On Water" (COL)		170	285	-40.35%
20	WILL TO POWER "Baby I Love Your Way" (EPIC)		151	331	-54.38%

OTHER HOT RECORDS...

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	ROY ORBISON "You Got It" (VIRGIN)		146	33	+342.42%
2	MARC ALMOND "Tears Run Rings" (CAPITOL)		130	128	+1.56%
3	ROXETTE "The Look" (EMI)		111	68	+63.24%
4	BANGLES "Eternal Flame" (COLUMBIA)		106	27	+292.59%
5	DINO "24/7" (4TH & B'WAY/ISLAND)		104	32	+225.00%
6	CINDERELLA "The Last Mile" (MERCURY)		99	35	+182.86%
7	TOMMY PAGE "A Shoulder To Cry On" (SIRE/WB)		92	59	+55.93%
8	VIXEN "Cryin'" (EMI)		91	21	+333.33%
9	LUTHER VANDROSS "She Won't Talk To Me" (EPIC)		82	23	+256.52%
10	KARYN WHITE "Superwoman" (WB)		81	55	+47.27%
11	TIL TUESDAY "(Believed You Were)..." (EPIC)		79	56	+41.07%
12	PET SHOP BOYS "Left To My Own..." (EMI)		75	46	+63.04%
13	WAS (NOT WAS) "Walk The..." (CHRYSALIS)		74	49	+51.02%
14	LITA FORD & OZZY "Close My Eyes Forever" (RCA)		59	28	+110.71%
15	FINE YOUNG CANNIBALS "She Drives..." (IRS/MCA)		55	7	+685.71%
16	HOUSE OF LORDS "I Wanna Be Loved" (RCA)		52	40	+30.00%
17	ROB BASE "Get On The Dance Floor" (PROFILE)		49	45	+8.89%
18	C, S, N & Y "Got It Made" (ATLANTIC)		47	15	+213.33%
19	POISON "You're Mama Don't..." (CAPITOL)		38	0	NEW
20	RED FLAG "Russian Radio" (ENIGMA)		38	15	+153.33%

LUTHER



"She
Won't
Talk
To Me"

V
A
N
D
R
O
S
S

257% INCREASE IN AIRPLAY AT MAINSTREAM TOP 40!!!

#21 HITMAKERS URBAN CHART...44% INCREASE IN AIRPLAY!!! A HITMAKERS HITBOUND THIS WEEK!!!

R&R URBAN: 4*-3* R&R AC BREAKER!

ADDS/DEBUTS: EAGLE106, 94Q, KPLZ, PRO-FM, KWOD#34, KSAQ#39,

KISN, KC101, WKSS, WBCY, KJ103, WJLK-FM, WDJX

**95XIL, K104, KCAQ, KCMQ, KELY, KGRS, KISS96, KJLS, KRYK, KMGZ, KNAN, KOMQ, KTRS, KWTQ, KXPW, KZMC, Q100, SLY96#29,
WAZY, WBBQ, WEBB, WDNL#39, WHDQ, WIGY, WINK, WKEE, WKFR, WKZO, WNYZ, WQSM#30, WRCK and more**

**64 ACTIVE REPORTS Including: HOT97(34-30), B96(17-15), KMEL(24-19),
WCZY(40-36), WPGC(17-14), WBLZ(5-3), KITY(33-30) and more**



**Do You Dream In
"LIVING COLOUR"?**

HITMAKERS

URBAN Top 40 Research

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	TONE LOC "Wild Thing" (DELICIOUS/ISLAND)		1094	986	+10.95%
2	PAULA ABDUL "Straight Up" (VIRGIN)		1082	971	+11.43%
3	THE BOYS "Dial My Heart" (MOTOWN/MCA)		969	946	+2.43%
4	SHEENA EASTON "The Lover In Me" (MCA)		845	851	-0.71%
5	BOBBY BROWN "Roni" (MCA)		766	721	+6.24%
6	SAMANTHA FOX "I Wanna Have..." (JIVE/RCA)		703	675	+4.15%
7	NEW KIDS ON "You Got It..." (COLUMBIA)		691	615	+12.36%
8	DEBBIE GIBSON "Lost In Your Eyes" (ATL)		608	393	+54.71%
9	MILLI VANILLI "Girl You Know..." (ARISTA)		591	470	+25.74%
10	SHERIFF "When I'm With You" (CAPITOL)		560	495	+13.13%
11	INFO SOCIETY "Walking Away" (TB/REPRISE)		510	498	+2.41%
12	KON KAN "I Beg Your Pardon" (ATLANTIC)		459	384	+19.53%
13	RICK ASTLEY "She Wants To Dance..." (RCA)		448	356	+25.84%
14	ANITA BAKER "Just Because" (ELEKTRA)		427	285	+49.82%
15	KARYN WHITE "Superwoman" (WB)		414	320	+29.37%
16	ERASURE "A Little Respect" (SIRE/REPRISE)		388	324	+19.75%
17	VANESSA WILLIAMS "Dreamin'" (WING/POLYDOR)		384	289	+32.87%
18	TIFFANY "All This Time" (MCA)		335	272	+23.16%
19	NEW EDITION "Can You Stand The Rain" (MCA)		320	253	+26.48%
20	MARTIKA "More Than You Know" (COLUMBIA)		284	199	+42.71%
21	LUTHER VANDROSS "She Won't Talk To Me" (EPIC)		277	193	+43.52%
22	DURAN DURAN "All She Wants Is" (CAPITOL)		204	125	+63.20%
23	Z-LOOKE "Can U Read My Lips" (ORPHEUS/EMI)		197	198	-0.51%
24	MARC ALMOND "Tears Run Rings" (CAPITOL)		165	162	+1.85%
25	KYLIE MINOGUE "It's No Secret" (Geffen)		164	150	+9.33%
26	GUY "Teddy's Jam" (MCA)		149	120	+24.17%
27	SLICK RICK "Teenage Love" (DEF JAM/COLUMBIA)		144	71	+102.82%
28	SA-FIRE "Thinking Of You" (CUTTING/MERCURY)		143	122	+17.21%
29	DINO "24/7" (4TH & B WAY/ISLAND)		131	47	+178.72%
30	CAMOUFLAGE "The Great Commandment" (ATL)		130	106	+22.64%
31	MIDNIGHT STAR "Snake In. The.." (SOLAR/CAP)		129	115	+12.17%
32	KIARA "This Time" (ARISTA)		128	98	+30.61%
33	KIRBY COLEMAN "Hey Toni" (NEXT PLATEAU)		125	135	-7.41%
34	WILL TO POWER "Fading Away" (EPIC)		123	45	+173.33%
35	SWEET SENSATION "Sincerely Yours" (ATCO)		110	95	+15.79%
36	CHERRELLE "Everything I Miss At Home" (TABU/CBS)		105	63	+66.67%
37	JOHNNY KEMP "One Thing Led To Another" (COL)		103	63	+63.49%
38	CYNTHIA "Change On Me" (MICMAC)		102	88	+15.91%
39	TRACIE SPENCER "Imagine" (CAPITOL)		101	59	+71.19%
40	No Other Records Qualified This Week				

The research compiled herein is based on MAJOR MARKET station reports only! POINTS reflect actual airplay in a given week based on individual radio station reports and PERCENTAGES reflect the increase or decrease in airplay as compared to last week's action. Increases of 100% or more are highlighted with a black box. It is possible for a record to decrease one week and have a significant increase the following week!

RECURRENTS *this week*

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	KARYN WHITE "The Way You Love Me" (WB)		697	693	+0.58%
2	TAYLOR DAYNE "Don't Rush Me" (ARISTA)		602	707	-14.85%
3	PHIL COLLINS "Two Hearts" (ATLANTIC)		494	635	-22.20%
4	BOBBY BROWN "My Prerogative" (MCA)		491	539	-8.91%
5	MICHAEL JACKSON "Smooth Criminal" (EPIC)		282	380	-25.79%
6	EIGHTH WONDER "Cross My Heart" (WTG)		235	267	-11.99%
7	ROB BASE "Get On The Dance Floor" (PROFILE)		208	218	-4.59%
8	BOYS CLUB "I Remember Holding You" (MCA)		207	249	-16.87%
9	AL B. SURE "Killing Me Softly" (WARNER BROS)		175	223	-21.52%
10	SIR MIX-A-LOT "Posse On Broadway" (NASTY)		150	250	-40.00%
11	ANITA BAKER "Giving You The Best..." (ELEK)		143	281	-49.11%
12	KENNY G "Silhouette" (ARISTA)		143	220	-35.00%
13	LENNOX & GREEN "Put A Little Love..." (A&M)		121	236	-48.73%
14	WILL TO POWER "Baby I Love Your Way" (EPIC)		116	167	-30.54%
15	WHEN IN ROME "The Promise" (VIRGIN)		72	77	-6.49%
16	JOHNNY O "Fantasy Girl" (MICMAC)		67	73	-8.22%
17	DENISE LOPEZ "If You Feel It" (A&M)		58	86	-32.56%
18	ART OF NOISE W/TOM JONES "Kiss" (POLYDOR)		44	120	-63.33%
19	SLEEZE BOYS "Robo-Cop" (SHEIK)		41	50	-18.00%
20	No Other Records Qualified This Week				

OTHER HOT RECORDS...

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	GEORGIO "I Don't Want 2 Be Alone" (MOTOWN)		95	43	+120.93%
2	SADE "Turn My Back On You" (EPIC)		86	75	+14.67%
3	SANDEE "Notice Me" (SUTRA/FEVER)		73	63	+15.87%
4	ALEESE SIMMONS "I Want To Be..." (ORPH/EMI)		71	67	+5.97%
5	KID-N-PLAY "Gettin Funky" (SELECT)		70	33	+112.12%
6	CAMEO "Skin I'm In" (ATLANTA ARTIS/MERCURY)		69	46	+50.00%
7	GAP BAND "I'm Gonna Git You..." (ARISTA)		63	51	+23.53%
8	GUY "Piece Of My Love" (MCA)		52	12	+333.33%
9	JT' & REGINA BELLE "All I Want Is..." (EPIC)		52	30	+73.33%
10	LEVERT "Coolin'" (ATLANTIC)		52	0	NEW
11	MARCUS LEWIS "The Club" (AEGIS/EPIC)		51	40	+27.50%
12	WAS (NOT WAS) "Walk The..." (CHRYSLIS)		51	33	+54.55%
13	READY FOR THE WORLD "Gently" (MCA)		49	48	+2.08%
14	EVELYN KING "Kisses Don't Lie" (EMI)		47	45	+4.44%
15	SURFACE "Closer Than Friends" (COLUMBIA)		46	38	+21.05%
16	STARPOINT "Say You Will" (ELEKTRA)		45	23	+95.65%
17	SWEET OBSESSION "Being In Love Ain't Easy" (EPIC)		44	30	+46.67%
18	THE BOYS "Lucky Charm" (MOTOWN/MCA)		43	0	NEW
19	MICHAEL RODGERS "I Like It Like That" (WTG)		41	38	+7.89%
20	No Other Records Qualified This Week				

ROY ORBISON

"You Got It"

Steve Wyrostok, MD, POWER99, Atlanta

**"At first I thought..."Who Cares About A ROY ORBISON single?"...But I really listened to it a few times and I heard Pretty Woman-Part 2 meets I Got My Mind Set On You!
It's definitely getting MAJOR REACTION!"**

**HITMAKERS: MAINSTREAM...342% Increase In Airplay!!!
ROCK...New This Week At #35!!!**

Adds/Debuts

**WXKS-FM#34!!! 94Q#29!!! POWER99#29!!!
KBQ!!! WMMS#28!!! WPHR!!!
MAJIC102#28!!! KC101!!! WBCY#30!!!
WROQ#33!!! WDJX!!! WLRS#29!!!
and much more**

WBBM-FM (27-24) KISN (36-32) WJRZ (29-26)

**KBLQ (34-24) KELY (37-30) KF95 (15-12)
KHSN (40-34) KIYS (31-24) KKEG (28-19)
KKRC (36-31) KNEN (37-28) KNIN (31-27)
KZZK (40-34) OK100 (25-16) OK95 (36-29)
WAYS (40-35) WDNL (33-26) WERZ (38-35)
WHSL (35-32) WINK (36-32) WKOR (17-8)
WKPE (26-23) WLAN (34-30) WQCM (36-30)
WQPW (35-30) WVKZ (35-27) Y104 (32-25)
and more**

**THIS
IS
A
HIT!!!**



*Virgin*TM

HITMAKERS

ROCK Top 40 Research

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	U2 "Angel Of Harlem" (ISLAND)		466	403	+15.63%
2	MIKE & THE MECHANICS "The Living Years" (ATL)		463	384	+20.57%
3	GUNS N ROSES "Paradise City" (Geffen)		396	304	+30.26%
4	EDIE BRICKELL &... "What I Am" (Geffen)		360	461	-21.91%
5	WILSON & ZANDER "Surrender To Me" (CAP)		354	374	-5.35%
6	THE ESCAPE CLUB "Shake For The Sheik" (ATL)		349	327	+6.73%
7	ERASURE "A Little Respect" (SIRE/REPRISE)		330	353	-6.52%
8	DURAN DURAN "All She Wants Is" (CAPITOL)		252	228	+10.53%
9	ROD STEWART "My Heart Can't Tell..." (WB)		250	213	+17.37%
10	EDDIE MONEY "The Love In Your Eyes" (COL)		215	115	+86.96%
11	CHICAGO "You're Not Alone" (REPRISE)		214	89	+140.45%
12	KON KAN "I Beg Your Pardon" (ATLANTIC)		200	176	+13.64%
13	BREATHE "Don't Tell Me Lies" (A&M)		160	108	+48.15%
14	VAN HALEN "Feels So Good" (WARNER BROS)		159	112	+41.96%
15	ENYA "Orinoco Flow (Sail Away)" (Geffen)		140	128	+9.38%
16	TIMELORDS "Doctorin' The Tardis" (TVT)		137	129	+6.20%
17	CAMOUFLAGE "The Great Commandment" (ATL)		135	135	0.00%
18	RATT "Way Cool Jr." (ATLANTIC)		123	140	-12.14%
19	TOMMY CONWELL &... "If We Never Meet..." (COL)		110	72	+52.78%
20	R.E.M. "Stand" (WARNER BROS)		106	61	+73.77%
21	PET SHOP BOYS "Left To My Own..." (EMI)		104	82	+26.83%
22	FINE YOUNG CANNIBALS "She Drives..." (IRS/MCA)		99	52	+90.38%
23	NEW ORDER "Fine Time..." (QWEST/WB)		94	92	+2.17%
24	VIXEN "Cryin'" (EMI)		91	21	+333.33%
25	CINDERELLA "The Last Mile" (MERCURY)		83	35	+137.14%
26	PETER SCHILLING "A Different Story" (ELEKTRA)		72	0	NEW
27	MIDGE URE "Dear God" (CHRYSALIS)		69	49	+40.82%
28	BON JOVI "Bad Medicine" (MERCURY)		68	56	+21.43%
29	ROXETTE "The Look" (EMI)		66	39	+69.23%
30	HUEY LEWIS &... "Give Me The Keys" (CHRYSALIS)		63	42	+50.00%
31	LITA FORD & OZZY "Close My Eyes Forever" (RCA)		59	28	+110.71%
32	BANGLES "Eternal Flame" (COLUMBIA)		56	15	+273.33%
33	RED FLAG "Russian Radio" (ENIGMA)		48	42	+14.29%
34	SCORPIONS "Passion Rules..." (MERCURY)		41	39	+5.13%
35	ROY ORBISON "You Got It" (VIRGIN)		33	0	NEW
36	THIRTY EIGHT SPECIAL "Second Chance" (A&M)		29	14	+107.14%
37	JULIAN COPE "5 O'clock World" (ISLAND)		28	0	NEW
38	POISON "You're Mama Don't..." (CAPITOL)		27	0	NEW
39	C, S, N & Y "Got It Made" (ATLANTIC)		26	15	+73.33%
40	KENNY LOGGINS "Tell Her" (COLUMBIA)		24	10	+140.00%

The research compiled herein is based on MAJOR MARKET station reports only! POINTS reflect actual airplay in a given week based on individual radio station reports and PERCENTAGES reflect the increase or decrease in airplay as compared to last week's action. Increases of 100% or more are highlighted with a black box. It is possible for a record to decrease one week and have a significant increase the following week!

RECURRENTS *this week*

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	BON JOVI "Born To Be My Baby" (MERCURY)		623	772	-19.30%
2	SHERIFF "When I'm With You" (CAPITOL)		617	729	-15.36%
3	WHITE LION "When The Children Cry" (ATL)		598	728	-17.86%
4	DEF LEPPARD "Armageddon It" (MERCURY)		589	796	-26.01%
5	TONE LOC "Wild Thing" (DELICIOUS/ISLAND)		532	641	-17.00%
6	STEVE WINWOOD "Holding On" (VIRGIN)		474	563	-15.81%
7	PHIL COLLINS "Two Hearts" (ATLANTIC)		436	621	-29.79%
8	INFO SOCIETY "Walking Away" (TB/REPRISE)		399	467	-14.56%
9	POISON "Every Rose Has Its Thorn" (CAPITOL)		286	443	-35.44%
10	JOAN JETT &... "Little Liar" (BLACKHEART/CBS)		272	358	-24.02%
11	BOYS CLUB "I Remember Holding You" (MCA)		120	193	-37.82%
12	CHICAGO "Look Away" (REPRISE)		113	275	-58.91%
13	EDDIE MONEY "Walk On Water" (COL)		89	147	-39.46%
14	FLEETWOOD MAC "As Long As You Follow" (WB)		88	120	-26.67%
15	VAN HALEN "Finish What Ya Started" (WB)		48	114	-57.89%
16	CINDERELLA "Don't Know What..." (MERCURY)		42	97	-56.70%
17	MAXI PRIEST "Wild World" (VIRGIN)		39	128	-69.53%
18	LENNOX & GREEN "Put A Little Love..." (A&M)		38	174	-78.16%
19	BANGLES "In Your Room" (COLUMBIA)		38	109	-65.14%
20	R.E.M. "Orange Crush" (WARNER BROS)		37	88	-57.95%

OTHER HOT RECORDS...

RANK	artist / title / label	POINTS :	THIS WEEK	LAST WEEK	PERCENTAGE
1	GIANT STEPS "Into You" (A&M)		20	16	+25.00%
2	HOUSE OF LORDS "I Wanna Be Loved" (RCA)		19	20	-5.00%
3	GUNS N ROSES "Patience" (Geffen)		18	0	NEW
4	LIVING COLOUR "Cult Of Personality" (EPIC)		18	15	+20.00%
5	SURVIVOR "Across The Miles" (SCOTTI/EPIC)		15	11	+36.36%
6	BON JOVI "I'll Be There For You" (MERCURY)		10	2	+400.00%
7	No Other Records Qualified This Week				
8					
9					
10					
11					
12					
13					
14					
15					
16					
17					
18					
19					
20					

VAN HALEN

"FEELS SO GOOD"

Edited 7th version

#40 HITMAKERS MAINSTREAM CHART...37% INCREASE IN AIRPLAY

#14 HITMAKERS ROCK CHART...42% INCREASE IN AIRPLAY

Adds/Debuts: WZOU!! WPHR#35!! KWOD!! KSAQ#40!!

WZPL#32!! WBCY!! WROQ!! KJ103#37!! WJRZ!!

102QQ#35 97KYN#33 HOT107 JET-FM#34 K104#37 K106 KBAU#29
KFRX KGWY#38 KHOK KHSN KISS96 KISX KIVA-FM KIYS KJKC KKBG
KKRC-FM#38 KKXL KLYK#32 KMDX KNOE KPHR KQKQ KWNZ KYNG
KZIO KZOR KZZU#36 OK100 OK95#34 Q100 Q124 WAZY#38 WBBQ
WBNQ WDBR#34 WFX#38 WHSL#34 WIFX WIGY WJZQ#37
WKDD#27 WKFR#37 WKOR#34 WKSM WKZQ WPFM#39 WPXR#29
WRVQ WTHI WWFX#35 WWUF Y94 and more

Active At: KEGL(17-13) WMMS(29-24) KXXR(7-3) WLRS(23-9)

KHOP(30-25) KNIN(32-24) KYNO-FM(34-28) MAX94(49-37)

Satisfaction Guaranteed

The Next Smash Single

From The Multi-Platinum

NO. 1 ALBUM OU812

Recorded by Donn Landee



Personal Management: Ed Leffler/E.L. Management, Inc. ©1988 Warner Bros. Records, Inc.



The HITMAKERS

TRENDSETTERS®

REPORT

RECORDS BREAKING
OUT OF THE SECONDARY
MARKETS OF
AMERICA

BOY MEETS GIRL "Bring Down The Moon" (RCA)

100KHI (Add) 95XXX (Add) G98 (Add) K104 (27-24) KAGO (Add) KBLQ (33-27) KEZH (Add #27) KGOT (34-31) KGRS (Add) KGWY (Debut #40) KHSS (Add) KIXR (Add) KIYS (22-16) KJLS (38-33) KKQV (Debut #36) KKRC-FM (29-26) KPHR (Debut #35) KPHR (Debut #35) KSND (37-33) KTRS (Debut #36) KWNZ (Debut #37) KWTO (Add) KYYY (Debut #40) KZOU (Add) KZZU (Debut #34) MAX94 (42-38) OK100 (27-19) OK95 (Debut #35) Q100 (39-34) Q104 (Add) WBBQ (Debut #35) WBNQ (36-32) WFX (Add) WHSL (Debut #35) WIXX (38-35) WPFM (Debut #40) WPFM (Debut #37) WQPW (40-33) WQXA (28-18) WWHB (Add) Y94 (30-27)

CAMOUFLAGE "The Great Commandment" (ATLANTIC)

95XXX (Debut #39) KAGO (5-1) KBFM (26-21) KIYS (15-13) KMDX (Add #30) KNIN (38-30) KQIZ (Add) KRRG (4-3) KSJQ (37-34) KSMK (20-17) KTRS (Debut #30) KWNZ (18-12) KYRK (Debut #40) KZFM (34-27) KZFN (Add) KZOZ (29-24) OK100 (Debut #28) WDBR (Add) WNOK-FM (27-24)

DINO "24/7" (4TH & B'WAY/ISLAND)

102QQ (35-30) HOTI94 (Add) ISLE95 (Add #37) KAGO (Debut #39) KBOS (37-23) KBTS (Add #38) KCAQ (Debut #36) KELY (Debut #38) KGWY (38-33) KHSS (Add) KISS96 (Add) KJCK (Add) KJCK (Add) KKSS-FM (Add #35) KLUC (Debut #40) KMGX (35-32) KMON (Add) KQID (38-31) KREO (Debut #31) KRRG (Debut #39) KSJQ (Debut #37) KTRS (Debut #38) KTUX (Add) KTUX (Add) KVTI (Add) KWXX (Debut #27) KYRK (Debut #33) KZFM (Add) KZMC (Add) MAX94 (Debut #42) Q104 (Add) WCLG (Add) WKZQ (Add) WQPW (32-29) WTHT (Add) X102 (Add #39) Z102 (Add) 34-30) WPFM (Debut #39) WPST (Debut #39) WPXR (27-24) WQCM (32-25) WQUT (Debut #35) WRCK (Debut #37) WRTB (33-30) WSPT (30-27) WTHT (33-30) WVSR (40-36) WWFX (Debut #31) WWUF (38-34) Y94 (26-21) Z104 (36-30) Z107 (Debut #27) Z107 (38-34)

ENYA "Orinoco Flow (Sail Away)" (Geffen)

95XXX (36-28) K106 (Debut #33) KAGO (31-25) KCAQ (Add) KELY (14-13) KFB (35-32) KHSN (22-19) KIXY (17-14) KIYS (17-8) KJLS (35-29) KKSS-FM (30-26) KMDX (27-24) KMOK (17-12) KNEN (34-29) KPHR (Add) KPHR (Add) KREO (11-10) KSND (35-31) KTRS (Debut #37) KYNG (Debut #39) KZFN (9-3) KZZU (13-11) WBBQ (Debut #40) WHHY (Add) WKQD (Add) Y104 (40-35) Z103 (Add)

KENNY LOGGINS "Tell Her" (Columbia)

K104 (Debut #25) KAGO (Debut #37) KDWZ (Add) KEWB (Debut #39) KF95 (Add) KGWY (31-27) KIVA-FM (26-23) KIXY (Debut #40) KKBG (Add) KKRC-FM (Add #40) KKXL (39-31) KMON (35-24) KQID (Add #16) KTRS (Add) KWIN (Debut #39) KWXX (Add) KYRK (Add) KZIO (Debut #39) KZMC (Debut #39) KZZK (Add) OK95 (34-27) Q104 (Debut #34) WAZY (Add) WCIL-FM (Debut #29) WHSL (Add) WKFR (Add) WVSR (Add) WWFX (Debut #34) Y104 (Add) Y94 (Debut #29) Z104 (29-26)

RATT "Way Cool Jr." (ATLANTIC)

K106 (28-25) KBAU (13-12) KELY (35-29) KEYN (Add) KFB (36-31) KGLI (32-27) KGWY (27-24) KIYS (Add) KJLS (27-23) KKRC-FM (27-23) KQID (27-24) KTAG (Add) KZFN (Debut #40) OK95 (15-13) WBNQ (25-18) WKOR (39-36) WOKI (25-16) WQUT (36-31) WRTB (27-24) WVZ (21-17) Y104 (Debut #40)

R.E.M. "Stand" (Warner Bros)

102QQ (31-28) 95XXX (Debut #37) 97KYN (30-25) G98 (Add) HOT107 (Add) JET-FM (35-32) K104 (Debut #38) K104 (Add) K92 (Add) KBTS (31-28) KEWB (Debut #26) KFB (37-29) KHOK (Add) KIXY (40-32) KIYS (27-20) KKBG (Add) KKEG (20-14) KKRC-FM (28-25) KKXL (Debut #37) KMOK (Debut #35) KMON (Debut #37) KQKY-FM (Add) KREO (Debut #35) KSKG (39-34) KSMK (Debut #27) KTRS (Add) KWIN (Add) KWTX (Debut #39) KYRK (40-37) KYYY (Debut #39) KZFN (Debut #30) KZOZ (Add) KZZK (Add) OK100 (13-11) WAZY (33-26) WBBQ (Debut #34) WBNQ (35-29) WDEK (Debut #33) WDNL (Add #38) WERZ (Add #37) WFX (Debut #37) WHSL (31-28) WIXX (39-34) WJMX (Debut #37) WJZQ (Debut #39) WKOR (30-23) WKPE (Add) WKQB (28-25) WKZQ (Add) WLRW (Add) WOKI (Debut #29) WPST (39-30) WQCM (30-21) WQPW (39-35) WSPT (22-16) WVZ (31-28) Y104 (37-33) Z102 (26-22) Z103 (Debut #40) Z104 (31-25) Z107 (Add)

ROY ORBISON "You Got It" (Virgin)

B98 (Debut #32) JET-FM (Add) K104 (Debut #21) K106 (Add) K92 (Debut #30) KAGO (Add) KBAU (Debut #28) KBLQ (34-24) KCAQ (Add) KDUX (Add) KDWZ (Debut #21) KELY (37-30) KEWB (Debut #29) KF95 (15-12) KFB (Debut #34) KFRX (Add #30) KGRS (Debut #39) KHOK (Debut #30) KHSN (40-34) KHSS (Debut #40) KISX (Add) KIVA-FM (Debut #29) KIXY (Debut #34) KIYS (31-24) KJJG (Add #37) KJLS (Debut #39) KKBG (Debut #40) KKEG (28-19) KKRC-FM (36-31) KMOK (Debut #33) KNEN (37-28) KNIN (31-27) KQIZ (Add) KREO (Add) KSND (Debut #32) KTRS (Debut #29) KVTI (Debut #39) KYRK (Add) KYYY (Debut #36) KZ103 (Add #31) KZZK (40-34) KZZU (Debut #39) OK100 (25-16) OK95 (36-29) Q100 (Add) Q124 (Debut #39) SLY96 (Add) WAYS (40-35) WBBQ (Debut #37) WCIL-FM (Debut #27) WDNL (33-26) WERZ (38-35) WFMI (Add) WHSL (35-32) WHTK (Debut #34) WIFX (Debut #28) WINK (36-32) WIXX (Debut #36) WJMX (Debut #35) WJZQ (Debut #39) WKEE (Add) WKOR (17-8) WKPE (26-23) WLAF-FM (34-30) WLAP-FM (Debut #29) WLHQ (Add) WPFM (Debut #38) WPST (Debut #40) WQCM (36-30) WQPW (35-30) WRTB (Debut #36) WSPT (Debut #30) WTBX (Add) WTHT (Add) WVZ (35-27) WWHB (Debut #39) WYCR (Add) Y104 (32-25) Y94 (Debut #28) Z102 (40-37) Z104 (38-34)

SURVIVOR "Across The Miles" (Scotti Bros/EPIC)

100KHI (38-35) 95XIL (38-30) K104 (25-17) KBLQ (Debut #38) KGOT (30-25) KGRS (Add) KGWY (29-26) KHSS (Add) KISS96 (37-34) KIXY (Debut #39) KKBG (Add) KKXL (38-34) KLAZ (Add) KNEN (Debut #38) KPHR (32-26) KPHR (32-26) KSKG (Debut #40) KSND (39-34) KTRS (27-17) KTUX (Debut #39) KWIN (Add) KWTX (34-30) KYYY (33-29) KZMC (39-33) KZZU (Debut #33) OK100 (Debut #30) OK95 (35-28) SLY96 (Debut #35) WBNQ (34-28) WDBR (Debut #40) WDNL (Add #37) WHSL (34-31) WKOR (Debut #37) WNOK-FM (37-34) WOKI (Add) WPFM (37-34) WSTO (16-14) WTBX (Add) WWUF (Add) WZOK (Debut #35) Z106 (30-26) Z107 (Debut #24)

SWEET SENSATION "Sincerely Yours" (ATCO)

HOTI94 (12-8) KBOS (26-22) KELY (Add) KHSN (Add) KKBG (Add) KKQV (Add) KKSS-FM (Add #36) KMDX (Add) KMGX (Add) KQID (Add) KRRG (Add) KTUX (Add) KTUX (Add) KWXX (Add) WNKS (Add) WQPW (Add) WWUF (Add) WYCR (Add)

TOMMY CONWELL & THE YOUNG RUMBLERS "If We Never Meet Again" (COL)

100KHI (12-11) 95XIL (13-3) 95XXX (19-14) K104 (11-11) KEYN (15-12) KFB (7-7) KGOT (39-34) KHOK (Debut #26) KIVA-FM (Debut #27) KIXY (19-13) KJLS (17-14) KKEG (9-7) KKXL (29-21) KMOK (38-34) KMON (Debut #35) KPHR (16-14) KPHR (16-14) KPXI (15-15) KTRS (18-13) KVTI (Debut #37) KWTX (28-24) KYNG (Add) KYRK (37-34) KYYY (32-28) KZFN (20-13) KZIO (34-30) KZMC (37-34) KZOZ (Debut #39) KZZK (31-28) MAX94 (46-43) OK95 (9-7) Q100 (29-26) Q124 (34-30) SLY96 (26-18) WAYS (31-28) WAZY (35-32) WDNL (38-32) WFX (23-19) WIFX (38-33) WINK (28-25) WIXX (28-24) WJZQ (30-25) WKOR (32-29) WKSP (Debut #39) WPST (10-9) WQCM (24-19) WQUT (19-15) WSPT (14-13) WYCR (Debut #32) WZOK (30-25) Y94 (16-13) Z107 (22-18)

TOMMY PAGE "A Shoulder To Cry On" (Sire/WB)

97KYN (27-24) KAGO (25-19) KBLQ (13-13) KFB (24-21) KHOK (6-4) KHSS (26-22) KJLS (20-16) KLAZ (11-7) KMOK (7-6) KNEN (30-25) KQLA (26-19) KREO (10-9) KTAG (Add) KWXX (Debut #33) KZ103 (9-6) KZFM (Debut #23) KZOR (Debut #39) WBBQ (Add) WOVO (20-16) WPST (Add) WRTB (13-10)

WHEN IN ROME "Heaven Knows" (Virgin)

HOT107 (29-24) K104 (Add) KBFM (Debut #38) KELY (Add) KF95 (Add) KFB (Debut #37) KHOK (Add) KHSN (Add) KIYS (37-30) KJLS (Add) KKQV (36-29) KMDX (Add) KMON (Add) KNIN (Debut #39) KQID (Add) KQKQ (Debut #25) KRRG (Debut #33) KTAG (Add) KWNZ (Add) KWXX (Debut #32) KZMC (Add) KZOR (Add) KZZK (Add) MAX94 (Debut #48) OK100 (Debut #29) POWER108 (Add) WCLG (Add) X102 (Add) Y104 (Add)



DINO "24/7"

**225% INCREASE IN Airplay AT MAINSTREAM TOP 40!
#29 HITMAKERS URBAN CHART...179% INCREASE IN Airplay!
A HITMAKERS HITBOUND THIS WEEK!!!**

**ADDS/DEBUTS: HOT105, KOY95#30, KKRZ#29,
HOT102#40, PRO-FM, FM102#26,
KWOD#28, KITY#35, KGGI#21, WJLK-FM,
BJ105, Y106#29 AND MORE**

**53 ACTIVE REPORTS Including...
KMEL(20-16), KWSS(32-29),
102QQ(35-30), KBOS(37-23), KGWY(38-33),
KMGX(35-32), KQID(38-31), WQPW(32-29) AND MORE**



JULIAN COPE

"5 O'CLOCK WORLD"

HITMAKERS ROCK CHART...NEW THIS WEEK AT #37!

LIVE105(21-13)

**JUST ADDED At...
KELY, KEWB, KFBD, KRRG, KWXX,
KZMC, WIFX, WVKZ, WWHB
AND MORE**



ON MTV BUZZ BIN!



Peggy Lee ...



and Ginger Rogers?



B-movie fixture
Pia Zadora ...



and TV delight
Garry Shandling?

**They have
"Similar Features"
You will on Feb. 1st
see**

MELISSA ETHERIDGE

**on
David Letterman's
Prime Time Special
Feb. 2nd**



Charlotte Rampling ...



and Lauren Bacall?



Justine Bateman ...



and Lauren Bacall?

From the SPY book Separated At Birth? (Dolphin/Doubleday).

NEW THIS WEEK

(listed in alphabetical order by artist)

CHEAP TRICK

"Never Had A Lot To Lose"
(EPIC)

COLIN JAMES

"Five Long Years" (VIRGIN)

KIARA

"This Time" (ARISTA)

LEVEL 42

"Tracie" (POLYDOR)

NIGHT RANGER

"Don't Start Thinking (I'm
Alone Tonight) " (MCA)

PETER NOONE

"I'm Into Something Good"
(CYPRESS/A&M)

NIA PEEPLES

"I Know How To Make You
Love Me" (MERCURY)

KEVIN RALEIGH

"Moonlight On Water" (ATLANTIC)

ROXETTE

"The Look" (EMI)

STRYPER

"Keep The Fire Burning" (ENIGMA)

R.E.M.

#36 HITMAKERS
MAINSTREAM CHART...
116% INCREASE IN AIRPLAY

#20 HITMAKERS ROCK CHART...
74% INCREASE IN AIRPLAY

A HITMAKERS HITBOUND
THIS WEEK!!

Adds/Debuts:

Z95#26!!
EAGLE106!!
Q107#32!!
POWER99!!
HOT95.9!!
KXXR#29!!
WNVZ#25
Y106#26!!
BJ105!!
KCPX!!

95XXX G98 HOT107 K104#38 K92
KEWB#26 KHOK KKBG KKXL#37
KMOK#35 KMON#37 KOKY-FM
KREO#35 KSMK#27 KTRS KWIN
KWTX#39 KYYY#39 KZFN#30 KZOZ
KZZK WBBQ#34 WDEK#33 WDNL#38
WERZ#37 WFX#37 WJMX#37
WJZQ#39 WKPE WKZQ WLRW
WOKI#29 Z103#40 Z107 AND MORE

Active At:

B96 (30-26)
LIVE105 (7-3)
WMMS (30-23)
KKFR (7-6)
WROQ (34-29)

102QQ (31-28)
97KYN (30-25)
JET-FM (35-32)
KBTS (31-28)
KFBD (37-29)
KIXY (40-32)
KIYS (27-20)
KKEG (20-14)
KKRC-FM (28-25)
KSKG (39-34)
KYRK (40-37)
WAZY (33-26)
WBNQ (35-29)
WKOR (30-23)
WIXX (39-34)
WHSL (31-28)
WPST (39-30)
WKQB (28-25)
WSPT (22-16)
WVKZ (31-28)
Y104 (37-33)
Z102 (26-22)
WQPW (39-35)
Z104 (31-25)
AND MORE

THE NEW SINGLE



STAND

PRODUCED BY SCOTT LITT AND R.E.M.

FROM THE ALBUM **GREEN**



©1988 R.E.M. / ATHEM, LTD.

WRH

DISC-OVERY CLUB®

JIMMY STEAL, Asst. PD/MD at KEGF, Dallas sez, "We're busting a record here...**PETER SCHILLING** *A Different Story* on WEA Germany Records! It's #3 on our chart with TOP 5 requests!!! KKBQ in Houston and KDWB in Minneapolis are playing it!"

MICHELLE SANTOSUOSSA, MD at KZZP, Phoenix, AZ sez, "**SA-FIRE** *Thinking Of You* on CUTTING/MERCURY Records is a GREAT song! It's a SMASH ballad on the Hispanic Urban side, but with a strong guitar to make it totally Top 40 accessible! Look out for **ROXETTE** *The Look* on PARLOPHONE/EMI Records! What a SMASH! I urge you to get a copy and play it!!!"

JOHN CLAY, MD at Q106, San Diego sez, "**ROXETTE** *The Look* on PARLOPHONE/EMI Records is HOT! A GREAT Pop/rocker along the lines of Sly Fox *Let's Go All The Way*! Also, **SHOOTING PARTY** *Safe In The Arms Of Love* on VENETTA Records is a GREAT weekend pick-you-up song! A listening MUST!"

ROGER SCOTT, MD at KRQ, Tucson sez, "**ROXETTE** *The Look* on PARLOPHONE/EMI Records has a GREAT Rock groove that makes it such a good Rock/Dance record! It fits right in to make your playlist complete! Also, **NEW EDITION** *Can You Stand The Rain* on MCA Records is a KILLER! I heard it in concert and it mesmerized the audience! Sounds like a GREAT Teddy Pendergrass style ballad!!!"

FRANKIE BLUE, MD at Z100, New York sez, "Check out **LISA CARROLL** with **THE POSITIVE FORCE** *Rappin' With Dr. Ruth* on DOMAIN Records! It's a SMASH with exploding phones! Also check out the title track *Electric Youth* by **DEBBIE GIBSON** on ATLANTIC Records...HOT song!"

HARLEY DAVIDSON, MD at KGGI, San Bernardino, CA sez, "Check out **THE BOYS** *Lucky Charm* on MOTOWN/MCA Records! It sounds like a HIT record to me! Also, **MC PLAYER** *Dance* on 4-SIGHT Records is burning up the phones! It's an interesting song that even has Bon Jovi sampled in it!"

ZAK SZABO, PD at HOT95.9, Baltimore sez, "**WAS (NOT WAS)** *Walk The Dinosaur* on CHRYSALIS Records is definitely a HIT! It has *Walk Like An Egyptian* potential!!!"

BRETT DUMLER, MD at Z99, Oklahoma City sez, "**AC/DC** *You Shook Me All Night Long* on ATLANTIC Records is slowly creeping back! Can you believe...HUGE phones!!!"

SHIRLEY MALDONADO, MD at POWER96, Miami sez, "**FINE YOUNG CANNIBALS** *She Drives Me Crazy* on I.R.S. is so good it's driving me crazy! GREAT song!"

CHUCK HOLLOWAY, PD at WKZL, Winston-Salem, NC sez, "**FINE YOUNG CANNIBALS** *She Drives Me Crazy* on I.R.S. Records is a good, hip night time record that cuts new ground without being too drastic! Also, **GIANT STEPS** *Into You* on A&M Records is a good Mainstream Top 40 song! A nice departure from the last, yet a good followup!"

CRAIG ASHWOOD, MD at 94Q, Atlanta sez, "**THIRTY-EIGHT SPECIAL** *Second Chance* on A&M Records is a fantastic song! It sounds like Steve Perry meets Alabama! A very nice sounding ballad! **KENNY G** with **SMOKEY ROBINSON** *We've Saved The Best For Last* on ARISTA Records is WONDERFUL! A listening MUST!!!"

DOM TESTA, MD at Y108, Denver sez, "**GIANT STEPS** *Into You* on A&M Records is a GREAT mass appeal Top 40 SMASH! It's very refreshing! Also a nice change for **THIRTY-EIGHT SPECIAL** is *Second Chance* on A&M Records! What a smooth ballad!"

HOSH GURELI, MD at KMEL, San Francisco sez, "Here's some HOT ones...**NENEH CHERRY** *Buffalo Stance* on VIRGIN UK Records is a very powerful record, along the lines of Milli Vanilli but more uptempo! **MARCUS LEWIS** *The Club* on AEGIS/EPIC Records fills the void in the present drought of male funky sound! Check out the LP cut and probably new single *I'll Be Loving You* by **NEW KIDS ON THE BLOCK** on COLUMBIA Records! It's a SMASH! We already have it in power rotation!"

J.J. MORGAN, Asst. PD/MD at KKFR, Phoenix sez, "Check out **RED FLAG** *Russian Radio* on ENIGMA Records! It's GREAT and it is #1 requested here! Very reminiscent of Information Society *Walking Away*! Also, **LOVE AND MONEY** *Hallelujah Man* on MERCURY Records is a SMASH! If you want adults, **ENYA** *Orinoco Flow (Sail Away)* on GEFEN Records is still strong after five weeks of play!"

RAY KALUSA, MD at KCPX, Salt Lake City sez, "**TOMMY PAGE** *Shoulder To Cry On* on SIRE Records is a local Top 10 record! It's good for female teens! Also, **TIMELORDS** *Doctorin' The Tardis* on TVT Records works GREAT here! An interesting association to Gary Glitter's *ROCK & ROLL PART TWO*."

RICH ANHORN, MD at KWSS, San Jose, CA sez, "**SWEET SENSATION** *Sincerely Yours* on ATCO Records is perfect for a power market! A GREAT Latin flavored Pop song! **FINE YOUNG CANNIBALS** *She Drives Me Crazy* on I.R.S. Records is a first listen record! It definitely plants itself in your head, and stays there!!!"

GENE BAXTER, MD at X100, San Francisco sez, "**KAREL FIALKA** *Hey Matthew* on I.R.S. Records is GREAT! It's a good record 'til the boy starts singing...then it's GREAT!!! Also check out **E-HAB** *Surely You Can't Be Serious* on a Florida label. It's filled with Airplane drops, and it's KILLER!!! **FIGURES ON A BEACH** *You Ain't Seen Nothing Yet* on WARNER BROS. Records is a fabulous remake! Good job guys, I LOVE IT!!!"

JOHN McFADDEN, Asst. PD/MD at WDFX, Detroit sez, "**2 LIVE CREW** *Yakety Yak* on WTG Records is absolutely HILARIOUS! This record should garner a HUGE response...get it on!!! Also, **THE TIMELORDS** *Doctorin' The Tardis* on TVT Records is doing GREAT here!"

LORI CAMPBELL, MD at B94, Pittsburgh sez, "**THE BANGLES** *Eternal Flame* on COLUMBIA Records is an absolute SMASH!!! This one should be Top 10 easily!"

P.J. OLSEN, MD at WLOL-FM, Minneapolis sez, "We got our hands on a copy of **ROXETTE** *The Look* on PARLOPHONE/EMI Records, and the research shows it's HUGE!!! Also, **MARTIKA** *More Than You Know* on COLUMBIA Records is working very well after just 2 weeks of play!"

JAY JARVIS, PD at WGTZ, Dayton, OH sez, "**WHEN IN ROME** *Heaven Knows* on VIRGIN Records is a HOT sounding record! It sounds so good, it doesn't need a test!!!"

STEVE ELLIS, PD at HOT97, New York sez, "**THE** record of the week is **MARCUS LEWIS** *The Club* on AEGIS/EPIC Records!!! If anyone had success with Johnny Kemp last year, this one's a natural! Also, I've got an exclusive on a new one by **STEVIE B.** called *I Wanna Be The One* on LMR Records! It's a mixture of Club and Pop sounds that really brings it all together! It has GREAT female appeal lyrics as well!!!"

STEVE OCEAN, MD at Y106, Orlando, FL sez, "Check out **MAMA DO AND SHE** *I'm Your Wild Thing* on ATTITUDE Records 'cause it's very HOT! It's a reply to Tone Loc's *Wild Thing*, and I did a GREAT edit by splicing the two songs together! If you want a copy, give me a call at (407) 339-1067! Also, **NEW ORDER** *Fine Thing* on QWEST/WB Records is HOT! **SIR-MIX-A-LOT** *Rippin'* on NASTY MIX Records deserves a listen!!!"

DWAYNE WARD, Asst. PD/MD at WROQ, Charlotte, NC sez, "**ROXETTE** *The Look* on PARLOPHONE/EMI Records is HOT! It sounds like The Escape Club meets ZZ Top! Also, **IVAN NEVILLE** *Falling Out Of Love* on POLYDOR Records is a very HOT follow-up! Prepare yourselves for the **BON JOVI** tour with the next single *I'll Always Be There For You* on MERCURY Records! It's SIZZLING!!!"

SCOTT LIEF, MD at WERZ, Exeter, NH sez, "**ROY ORBISON** *You Got It* on VIRGIN Records is a HIT!!! We were out-of-the-box on it, which is pretty unique for us!!! Also, **HUEY LEWIS & THE NEWS** *Give Me The Keys (And I'll Drive You Crazy)* on CHRYSALIS Records is another OUT-OF-THE-BOX for us, so you know it'll be BIG!!!"

STAN STEWART, PD at WHSL, Wilmington, NC sez, "**IVAN NEVILLE** *Falling Out Of Love* on POLYDOR Records is gonna be a SMASH!!! What a GREAT Top 40 mass appeal follow-up! **CARLY SIMON** *Let The River Run* on ARISTA Records is getting good upper female demos. This record is off the *Working Girl* soundtrack. Also, **CROSBY, STILLS, NASH & YOUNG** *Got It Made* on ATLANTIC Records is the HIT that will make the LP a SMASH!!"

STU SMOKE, PD at KQIZ, Amarillo, TX sez, "**GIANT STEPS** *Into You* on A&M Records is a GREAT song! It has just the right texture you need for daytime, and it lights up the female phones! Also, **PET SHOP BOYS** *Left To My Own Devices* on EMI Records really will be a HIT! We took it to the clubs, and it's breaking out!!!"

DARIN PEARSON, PD at KELY, Ely, NV sez, "**ROMEO'S DAUGHTER** *I Cry Myself To Sleep At Night* on RCA Records is the song that will BREAK this band out! It has a good beat with a nice hook!!!"

HOLLYWOOD HAZE, MD at KNIN, Wichita Falls, TX sez, "Give a listen to **FINE YOUNG CANNIBALS** *She Drives Me Crazy* on I.R.S. Records! It's driving my request lines CRAZY!!! Also, **THE PRIMITIVES** *Way Behind Me* on RCA Records is a definite SMASH!!! If you're looking to break a smash before your competition does...**EDIE BRICKELL & NEW BOHEMIANS** *Nothing* on GEFEN Records is the one!!!"

WAS (NOT WAS)

"Walk The Dinosaur"



#37 HITMAKERS MAINSTREAM CHART...

62% INCREASE IN AIRPLAY!

#30 HITMAKERS ROCK CHART...

50% INCREASE IN AIRPLAY!

105 ACTIVE REPORTS THIS WEEK Including...

**KISN(Debut#39), Z100(27-24),
WCZY(32-27), WPHR(34-31), KKRZ(27-24),
Q102(32-29), KSAQ(38-35), WBCY(25-22),
WROQ(30-27), WLRS(31-27) AND MORE**

**OTHER ADDS... 97KYN, K92, KDUX, KEZH#25,
KFBD, KHOP, KISS96, KZFN, WCIL-FM,
WKSP, WYSR AND MORE**

**ACTIVE AT... 95XXX(25-21), KEWB(29-18),
KGWY(20-15), KHOK(27-21), KNEN(27-21),
KRNQ(22-19), KTRS(30-20), WBNQ(32-21),
WPFM(24-21) AND MORE**

TIME MAGAZINE - JANUARY 30TH
DAVID LETTERMAN - JANUARY 11TH
SCOTT SHANNON/Z100

MORNING ZOO - JANUARY 13TH
Club MTV Debut - JANUARY 16TH

2ND TOP ADDED THIS WEEK
with 63 ADDS!!!

51% INCREASE IN AIRPLAY AT
MAINSTREAM TOP 40!!!

55% INCREASE IN AIRPLAY AT
URBAN TOP 40!!!

HUEY LEWIS & THE NEWS

"Give Me The Keys (And I'll Drive You Crazy)"



MIDGE URE

"Dear God"



#27 HITMAKERS ROCK CHART...
41% INCREASE IN AIRPLAY!

KROQ(6-2)
LIVE 105(27-21)
WROQ(Debut#31)
AND MORE

Check out **HITMAKERS**
CD SAMPLER - VOLUME 15!!!

When
You
Play It,
Say It!


Chrysalis.

DISC-OVERY CLUB®

ROB TAYLOR, PD at WWUF, Waycross, GA sez, "**WAS (NOT WAS)** *Walk The Dinosaur* on CHRYSALIS Records will walk itself up the charts! It's a great song, very catchy! You can't help but turn it up!!! Also, **DEBBIE GIBSON** *Lost In Your Eyes* on ATLANTIC Records has gone off the wall! *Beaucoup* requests!!!"

DON LONDON, PD at WIZM-FM, LaCrosse, WI sez, "While vacationing in Fort Lauderdale, I heard **SA-FIRE** *Thinking Of You* on CUTTING/MERCURY Records on POWER96! This record sounds *GREAT* and should break into Top 40 radio, which has been a long time coming for **SA-FIRE**! It deserves to go *TOP 10*!!!"

BILL DAWSON, PD at Q124, Roseburg, OR sez, "**ROY ORBISON** *You Got It* on VIRGIN Records is more than a memorial...it's a *HIT*! It'll pull your women right to the station!"

DEAN CLARK, MD at SLY96, San Luis Obispo, CA sez, "**VIXEN** *Cryin'* on EMI Records is *HUGE*!!! This should be the mass appeal song that will break them into Top 40! Also, **CANDI** *Under Your Spell* on I.R.S. Records is perfect Pop Top 40! It's mass appeal, *SMASH* material! Look out for **DARE** *Abandon* on A&M Records in the future!"

HITMAN, PD at 100KHI, Ocean City, MD sez, "**ROMEO'S DAUGHTER** *I Cry Myself To Sleep At Night* on JIVE/RCA Records sounds like it can really work!!! **VIXEN** *Cryin'* on EMI Records is a strong *POWER* ballad that will be *TOP 10*! Also, **DINO 24/7** on 4TH & B'WAY/ISLAND Records is a real *BUZZ* record! Be on the lookout for **RED FLAG** *Russian Radio* on ENIGMA Records! It's a very different sound that just might hit a pocket of support!!!"

RUSTY KEYS, PD/MD at KJLS, Hays, KS sez, "**VIXEN** *Cryin'* on EMI Records will bring a tear to your eye with this moving ballad! Watch these gals rock up your chart!!!"

MARTY BERGER, MD at WINK, Ft. Myers, FL sez, "Check out **THE EVERLY BROTHERS** with **THE BEACH BOYS** *Don't Worry Baby* on CAPITOL Records! It's a *GREAT* adult number! Also, **JAMES 'J.T.' TAYLOR & REGINA BELLE** *All I Want Is Forever* on EPIC sounds like a #1 *SMASH*!!! A listening *MUST*!"

NICKI STEWART, MD at Y102, Montgomery, AL sez, "A good teen reactor is **CINDERELLA** *The Last Mile* on MERCURY Records! It's a solid *HIT*!!! Check out **WHEN IN ROME** *Heaven Knows* on VIRGIN Records! Why? 'Cause it's a *HIT*! **ANIMOTION** *Room To Move* on POLYDOR Records has a *GREAT* hook line! Also, a listening must is **COLIN JAMES** *Five Long Years* on VIRGIN Records! It's perfect!!!" (Check out **HITMAKERS** CD Sampler, Volume 15.)

DAVE ROBLE, PD at KWNZ, Reno, NV sez, "**MARC ALMOND** *Tears Run Rings* on CAPITOL Records has a really good Pop sound, and yet it's a little reminiscent of his Soft Cell days! Also, **MICKEY THOMAS** *Sing* on COLUMBIA records is a smooth rocker! Just watch this artist sing his way to the *TOP*!!! It's also a little reminiscent of his Starship days.

LEO DAVIS, PD at Q104, Gadsden, AL sez, "**POISON** *Your Mama Don't Dance* on CAPITOL Records is a *SMASH*! It's *HOT*, and a real classic that everyone can relate to! It's already blowing out our phones! **DINO 24/7** on 4TH & B'WAY/ISLAND Records is very smooth with a *HOT* new sound for **DINO**! It works!"

JOHN RAYMOND, PD/MD at KIXY, San Angelo, TX sez, "**KIM CARNES** *Crazy In Love* on MCA Records has generated overwhelming phone response, both adults and teens, in two weeks - #6 requests! Radio should not ignore this *HOT* record!"

MIKE STONE, MD at WPFM, Panama City, FL sez, "Check out these fine ladies in leather...**VIXEN** *Cryin'* on EMI Records...need I say more??? Also, the next *SMASH* single from **VAN HALEN** is *Feels So Good* on WARNER BROS. Records! **ROMEO'S DAUGHTER** *I Cry Myself To Sleep At Night* on JIVE/RCA Records sounds like Martha Davis & The Motels! If you want your station to have class, play this song!!! A Top 10 *SMASH* is **THE BANGLES** *Eternal Flame* on COLUMBIA Records! Also **KENNY G** with **SMOKEY ROBINSON** *We've Saved The Best For Last* on ARISTA Records is *GREAT*! Everyone knows **KENNY** can play and **SMOKEY** can sing...the combo is magic! **JUDSON SPENCE** *Love Dies In Slow Motion* on ATLANTIC Records is a *GREAT* song from a guy who's definitely going places! I predict bigger and better things from **JUDSON** in the future!"

KEVIN CHASE, MD at KMOK, Lewiston, ID sez, "**WAS (NOT WAS)** *Walk The Dinosaur* on CHRYSALIS Records is a catchy Pop song that makes me wish I could walk my dinosaur! Also, **THE EVERLY BROTHERS** with **THE BEACH BOYS** *Don't Worry Baby* on CAPITOL Records is *GREAT*! What a team, what a remake, what a *HIT*!!!"

MICHAEL J. DANIELS, PD at 97KYN, St. Marys, PA sez, "Watch for the next release from **TAYLOR DAYNE** from the **TELL IT TO MY HEART** LP on ARISTA Records! It's called *Carry Your Heart* and it's a guaranteed *HIT*!!!"

STEVE HELLER, MD at KZFN, Moscow, ID sez, "Check out **MICKEY THOMAS** *Sing* on COLUMBIA Records! It's an interesting song from the movie *HIT* of the same name. It reminds me a lot of *Footloose*, both written by **DEAN PITCHFORD**! A good, up tempo Rocker!!! Also a listening *MUST* is **ROMEO'S DAUGHTER** *I Cry Myself To Sleep At Night* on JIVE/RCA Records! It's a hook-filled ballad! It will be a *SMASH*!!!"

MIKE ABRAMS, MD at X102, Reno, NV sez, "**SA-FIRE** *Thinking Of You* on CUTTING/MERCURY Records is testing positively, and it's a *SMASH*!!!"

ROGER GAITHER, PD at WKQB, Charleston, SC sez, "Check out **THE BULLET-BOYS** *For The Love Of Money* on WARNER BROS. Records! It's getting some MTV play, and a lot of phone reaction! Also, listen to the LP cut *Patience* from **GUNS N' ROSES** on GEFEN Records! *IMMEDIATE* phones!!!"

JACK ARMSTRONG, PD/MD at KF95, Boise, ID sez, "**KAREL FIALKA** *Hey Matthew* on I.R.S. Records is *GREAT*! It's a different type of record, but very positive! Definitely an attention getter! Also, check out **LOVE AND MONEY** *Hallelujah Man* on MERCURY Records! It has that instant hook which is just what Top 40 needs!!!"

JAY TAYLOR, Asst. PD/MD at KLUC, Las Vegas, NV sez, "**SYNCH** *Where Are You Now* on COLUMBIA Records is *HOT*! #7 requests after three weeks of play! Watch out world as the next Sheriff record steps on the scene! Also, **DEF JEF** *Give It To Me* on DELICIOUS VINYL is #1 12" sales! I also LOVE the **BANGLES** *Eternal Flame* on COLUMBIA Records! *NEW EDITION* *Can You Stand The Rain* on MCA Records is a natural!!!"

STEVE DAVIS, PD at WRVQ, Richmond, VA sez, "**THE BANGLES** *Eternal Flame* on COLUMBIA Records is a *GREAT* mass appeal song that definitely caught my ear!!! **WAS (NOT WAS)** *Walk The Dinosaur* on CHRYSALIS Records is an absolute *SMASH*!!! Watch out for **ANIMOTION** *Room To Move* on POLYGRAM Records! They are back, and they are *HOT*! *Room To Move* features new lead singer **CYNTHIA RHODES** (Richard Marx's wife)."

CHARLIE FOX, MD at KYA, Billings, MT sez, "**VIXEN** *Cryin'* on EMI Records is *GREAT* and very accessible! **DINO 24/7** on 4TH & B'WAY/ISLAND Records is an unexpected pleasure, taking him beyond the club scene into true Top 40! Also, **ROMEO'S DAUGHTER** *I Cry Myself To Sleep At Night* on JIVE/RCA Records is a *KILLER* production! What a *GREAT* song!"

PACO LOPEZ, Asst. PD/MD at KXX106, Birmingham, AL sez, "Check out **MAMA DO AND SHE** *I'm Your Wild Thing* on ATTITUDE Records! After a one time play at night, we got 7 requests for it the next morning! Also, **SIMON HARRIS** *Here Comes That Sound* on LONDON Records is a *GREAT* little remake! *NEW EDITION* *Can You Stand The Rain* on MCA Records is a *MONSTER*! Of course, **KARYN WHITE** *Superwoman* on WARNER BROS. Records is #1 in our 'Power 10 at 10PM'... *HOTTER* than Tone Loc!!!"

TERRI WEBER, MD at KTUX, Shreveport, LA sez, "**WAS (NOT WAS)** *Walk The Dinosaur* on CHRYSALIS Records is a *GREAT* follow-up! **Z-LOOKE** *Can U Read My Lips* on ORPHEUS/EMI Records is an Urban *SMASH* that is crossing nicely! **DINO 24/7** on 4TH & B'WAY/ISLAND Records is also a *SMASH*! Smooth and slick, he has a winning sound!!!"

BILL CATCHER, MD at WANS, Greenville, SC sez, "A solid follow-up for **GIANT STEPS** is *Into You* on A&M Records - a definite listen! **VAN HALEN** *Feels So Good* on WARNER BROS. Records is a song you can't go wrong with!!!"

JACK LUNDY, PD at Y94, Fargo, ND sez, "**INXS** *Mystify* on ATLANTIC Records is getting phenomenal reaction here...when is this record going to be released? A lot of programmers are missing the boat on **KENNY LOGGINS** *Tell Her* on COLUMBIA Records! It's a good sounding record that should be a *HIT*!!!"

CHRIS NEWTON, PD at WPFM, Terre Haute, IN sez, "**LUTHER VANDROSS** *She Won't Talk To Me* on EPIC Records is his best yet! It should work even better than his last couple releases because it's much more accessible, with a more mainstream hook!"

GUY BELLOWS, PD at KWXX, Hilo, HI sez, "**DINO 24/7** on 4TH & B'WAY/ISLAND Records is an instant *SMASH*! Guaranteed to be *HUGE*! **FINE YOUNG CANNIBALS** *She Drives Me Crazy* on I.R.S./MCA Records is generating a lot of excitement! It's a *HOT* record! **WILL TO POWER** *Fading Away* on EPIC Records is a *KILLER* Dance song that's burning up the phones at night!!!"

JEFF McHUGH, MD at WNOK, Columbia, SC sez, "**FINE YOUNG CANNIBALS** *She Drives Me Crazy* on I.R.S./MCA Records is a *GREAT* Dance/Rock song that you have to LOVE! Also, **GEORGIO** *I Don't Want To Be Alone* on MOTOWN is getting phenomenal response! What a *SMASH*!!!"

KON KAN "I Beg Your Pardon"

• 7" Cassette Single and 12" OVER 200,000!

#22 HITMAKERS MAINSTREAM CHART...38% Increase In Airplay!

#12 HITMAKERS URBAN CHART...20% Increase In Airplay!

#12 HITMAKERS ROCK CHART...14% Increase In Airplay!

ADDS/DEBUTS: POWER95#35!!! KIIS-FM!!! Z95!!! WHYT#23!!! WXKS-FM#27!!! Y95#10!!!

WPHR#39!!! WGH#26!!! WBCY#24!!! WDJX#29!!! Y107!!! WKSI#29!!! and more

ACTIVE AT: HOT97(23-20), Z100(22-17), POWER106(24-19), B96(25-22), LIVE105#2, X100(16-13), WDFX(16-12), Q107(29-21), B104(28-24), KKFR#5, Y108(5-3), KKRZ(22-17), FM102(18-15), KROY#7, KWOD(25-21), B97(18-12), WNVZ(14-10), 92X(20-17), KITY#6, KSAQ(34-29), WKSS(23-15), KJ103(39-34), Z99(22-10), BJ105(17-14) and more

CAMOUFLAGE "The Great Commandment"



• MTV Medium Rotation!

• LP Sales OVER 100,000!

#34 HITMAKERS MAINSTREAM CHART...18% Increase In Airplay!

#30 HITMAKERS URBAN CHART...23% Increase In Airplay!

#17 HITMAKERS ROCK CHART This Week!

ADDS/DEBUTS: KATD!!! KWSS#34!!! KROY!!!

KWOD#33!!! KSAQ#37!!! KTFM!!! and more

KMEL(21-18), LIVE105(8-7), WXKS-FM(24-21), KKBQ(8-6), KRBE(11-8), KITY(27-19), KISN(22-19) and more

CROSBY, STILLS, NASH & YOUNG "Got It Made"



• From The Platinum LP AMERICAN DREAM!

213% Increase In Airplay at MAINSTREAM Top 40!

#39 HITMAKERS ROCK CHART...73% Increase In Airplay!

ADDS/DEBUTS: KXXR!!! KISN#40!!!

K106, KBLQ, KEZH, KGWY, KIXY, KNEN, KPXI, KZZU, OK100#26, OK95, WAZY, WERZ, WHSL#36, WKOR#35, WQCM#38, WRTB, Y104, Z104#28 and more

WROQ(32-24), WLRS(35-32) WVKZ#5 and more

BETTE MIDLER "Wind Beneath My Wings"

* CD Single ON YOUR DESK NOW!

* From the Box Office HIT Beaches

* LP Sales **EXPLODING!**



On  Records, Cassettes & Compact Discs

When You Play It, Say It!

**AN EXCLUSIVE INTERVIEW
WITH
BRIAN
BURNS
PROGRAM DIRECTOR
106.5^{FM} KXXR
KANSAS CITY**

KXXR JUST EXPLODED IN THE FALL ARBITRON RATINGS BOOK. IT WENT 2.8 TO 6.0. THAT'S AN INCREDIBLE JUMP.

We are really pleased with what has transpired here. There has been a lot of hard work on all fronts, from promotion and programming to the sales department and the General Manager's chair, as well as a lot of corporate help from Olympia.

WHERE DO YOU HAVE THE STATION POSITIONED CURRENTLY?

It's a Rock Top 40 that leans very heavily on new music. There are two other Top 40s in town that had, up until recently, been very Urban oriented. There is an AOR, KYYS, that is very gold based. We simply felt the niche was to play new Rock oriented Top 40 music.

SO YOU FEEL THE PENDULUM IS STARTING TO SWING THAT WAY?

Programmers around the country have allowed this position to exist by relying so heavily on Urban product and not being mass appeal or playing enough Rock product. They've essentially created a hole. PD's are now starting to re-evaluate what they've been doing and are beginning to see the value of incorporating more Rock oriented product into their mass appeal mix.

HAS THIS BEEN AN INTEGRAL PART OF YOUR BATTLE PLAN IN THE LAST SIX MONTHS?

Absolutely. On the one front, AOR's have been underserving their 18-24 year old demos and overserving their 25+. This has created a hole on the AOR side of the format. Therefore, there is a lot of interest with young adults who are AOR listeners, but who like new music.

WHAT ELSE MADE FOR THIS WONDERFUL SUCCESS IN KANSAS CITY?

We created a totally entertainment oriented product. I've gone on record as saying the 10 in-

a-row jukebox mentality is making radio very faceless. By making a radio station a totally entertaining medium through personalities, promotions, and music, you have a decisive advantage in this liner card industry.

I CERTAINLY SUPPORT YOUR PHILOSOPHY 100%. ALL ACROSS THE COUNTRY I SEE SO MUCH OF THIS ATTITUDE HEAVILY ENTRENCHED IN THE DEPTHS OF A PROGRAMMER'S SOUL.

A lot of the older programmers are very conditioned to what they believe works and doesn't work. I believe there are a lot of secondary market Program Directors who have some new and innovative ideas. Some of the older programmers should start trying to increase their awareness to what some other people are doing because these are the guys of the future. To the secondary guys out there, don't look to these major market Program Directors as total role models. Use your own ingenuity and try to improve upon the philosophies that they've used for so long.

TELL US ABOUT YOUR RELATIONSHIP WITH YOUR GENERAL MANAGER AND HOW IT WORKS?

Bill Hazen is our General Manager. He shows a lot of confidence in all his managers who work under him at the radio station. Consequently he gives us a lot of autonomy to make decisions. The decision making process internally is really a team effort among the managers of each department. There are no overwhelming egos creating any problems.

WHEN YOU GOT INVOLVED WITH BILL DID YOU HAVE A TALK WITH HIM AS TO WHAT THE BOUNDARIES OF THE RELATIONSHIP WERE?

I was hired before Bill. I had to do about 75 days of preliminary research before he came in. The segue was made very nicely. I am a team oriented player and so is Bill. After our first day together we knew that good things were going to happen.

DID YOU HAVE AN UNDERSTANDING THAT HELPED THE RELATIONSHIP TO WORK?

Naturally we discussed each other's philosophies and managerial styles. They seemed to be quite cohesive. Sometimes chemistry just happens. You know within a few hours of spending time with someone what their goals are and what their style is. It's one of those things that just happens.

WHO ARE THE KEY PLAYERS ON THE KXXR TEAM?

Bruce Demming was our Promotions Director, and now he has been elevated to the newly created position of Operations Manager. He oversees a lot of our promotions and marketing of the station and acts as a go-between on a lot of fronts in the coordinating of the sales department. It is a very valuable position and larger companies are just now beginning to justify the

position because of the value it has. We also have Gary Lekey who is a 20 year veteran sales manager in Kansas City. He knows Kansas City and he knows the people in it.

WHO ELSE IS ON YOUR STAFF?

Gary Franklin is our Assistant PD and Music Director. He is musically aggressive and has great ears. He also has good relationships with the record reps which is very valuable. I can get out of town for more than two days without worrying about the radio station. I know it's in good hands when I leave.

HOW WOULD YOU DESCRIBE YOURSELF AS A PROGRAM DIRECTOR? ARE YOU THE 24 HOUR TYPE WHOSE LIFE IS ALL RADIO, OR DO YOU SEE YOURSELF AS A MORE BALANCED PERSON?

Originally I was like that, but I think I've matured as a Program Director. I strive to listen like a listener and live my life like people who I'm programming to. I went to an Ozzy Osbourne concert last night. It's not that I'm an overwhelming fan of Ozzy Osbourne, but I went to get a feel for what the psychographic attending one of his concerts is like so I could keep that fresh in my mind. It's important to rub elbows with all different types of people. If you are truly programming mass-appeal radio you have to know what those people's lifestyles are like, whether you live it or not. It really is helpful on a day-to-day basis in making decisions.

IS THIS YOUR FIRST PROGRAMMING JOB?

No. I was with Drake-Chenault for a year as a consultant. Before that I was at KFMV in Salt Lake City and before that KSND in Eugene.

DID YOU WORK WITH BWANA JOHNNY?

I hired him for mornings. I was before Dave Shakes. Before that I was at KDUC in Eugene which is an A/C-Top 40 hybrid. Dave was a PD for me when I was PD for a chain, and KWNZ in Reno was one of the stations in the chain. As a matter of fact, Todd Fisher did overnights for me in Reno and Jamie Hyatt, who is now at KDON in Salinas, was my old Music Director in Eugene.

WHAT DO YOU SEE DOWN THE ROAD FOR YOU? WHAT IS YOUR AMBITION IN RADIO?

To get rich. Seriously, I enjoy working with a lot of different people. I enjoy being opinionated and talking with guys younger than me who are facing the same problems I faced a few years ago. I want to teach them how to overcome them. I was brought up in a family of teachers and I guess there is some of that in my system. I want to have pride in our industry and I want it to get better. The only way for it to get better is for us to pass along our knowledge and to keep passing the torch to the next generation of radio programmers.

THANK YOU SO MUCH FOR SHARING WITH US IN THE HITMAKERS INTERVIEW.

**30% INCREASE IN AIRPLAY
AT MAINSTREAM TOP 40!**

**ADDS/DEBUTS: WPHR!!!
KKFR#30!!! WXKS-FM!!! and more**

ACTIVE AT: KXXR (31-27)

G98 (33-30), WFLY (37-32), KKXL (31-27),
KMOK (25-22), KTRS (28-18), KZ103 (36-32),
KZZK (30-27), SLY96 (35-32), WBBQ (33-28),
WJZQ (38-33), WKLQ (31-27), WKOR (20-13),
KOZE (9-6), OK95 (10-8), KTMT (34-31),
WPFM (32-29), WPFM (29-25), WQUT (38-33),
Y104 (26-13) WZYP (36-32),
WKFR (24-21), Z97 (31-27),
KFBQ (33-30), Q101 (38-35)
and more



SIMMONS RECORDS

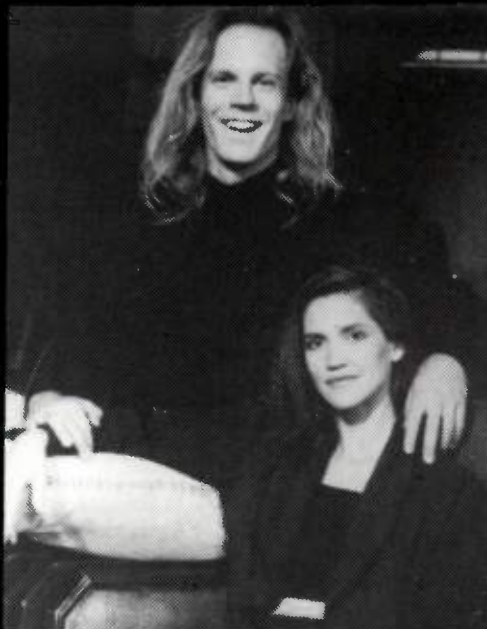


**HOUSE
OF
LORDS**

**"I Wanna
Be Loved"**

**BOY
MEETS
GIRL**

**"Bring Down
The Moon"**



A HITMAKERS HITBOUND THIS WEEK!!!

Just ADDED At...

**KPLZ#33!!! KTFM!!! KISN!!!
WKSS!!! CKOI!!! KBQ#33!!!**

100KHI, 95XXX, G98, KAGO, KEZH#27, KGRS, KHSS,
KIXR, KWTO, KZOU, Q104, WFFX, WWHB and more

Active At...WCZY (39-35),

K104 (27-24), KBLQ (33-27), KGOT (34-31), KGWY (Debut#40),
KIYS (22-16), KJLS (38-33), KKQV (Debut#36), KKRC-FM (29-26),
KPHR (Debut#35), KYYY (Debut#40), KZZU (Debut#34),
OK100 (27-19), OK95 (Debut#35), Q100 (39-34), WBBQ (Debut#35),
WBNQ (36-32), WHSL (Debut#35), WIXX (38-35), WPFM (Debut#40),
WPFM (Debut#37), WQPW (40-33), WQXA (28-18), Y94 (30-27) and more

**A HITMAKERS HITBOUND
THIS WEEK!!!**

ADDS/DEBUTS...

**KJ103!!!
WLRS#35!!!**

100KHI#40, KELY, KHSS, KISR,
KJLS, KNIN, KPXI#40, KRRG,
KSND#37, KZFN, KZZU, OK95,
WOVO, WQUT, Y104 and more

**ROMEO'S
DAUGHTER**

**"I Cry Myself
To Sleep
At Night"**



**SAMANTHA
FOX**

**"I Wanna
Have
Some Fun"**



#11 HITMAKERS MAINSTREAM CHART!!!

#6 HITMAKERS URBAN CHART!!!

**ADDS/DEBUTS: POWER99#30!!!
HOT105!!! B97#27!!! WJLK-FM#32!!!
102JAMZ#33!!! KS104#30!!!**

**TOP 10 AT: HOT97#1, POWER95 (3-2), Z100#1,
B96(3-2), EAGLE106 (3-1), WCZY (10-8), WDFX (10-6),
WPGC(9-8), KRBE(10-9), HOT95.9(8-6), HOT102(12-8),
KATD (11-7), FM102 (6-5), KTFM (8-5),**

KC101 (8-6), WJRZ (12-9),
Y107 (6-5), WKSJ (11-9),
WKZL (13-9), CKOI#2, and more



RADIO FORUM

"CAN YOU BENEFIT FROM DOWN BOOKS AS WELL AS FROM THE UP BOOKS?"



CASEY KEATING PD, KPLZ - Seattle

You can always benefit from the up books. Down books are inevitable. They will always happen to a programmer at some time. There are very few stations that wouldn't expect that to happen at one time or another, so you take that and use it to your advantage. The first thing it should tell you is to keep your ego contained. Never believe your own press about ratings. It's a real ego container and it's also a chance to reveal what happened - what's going on in the marketplace, and if it's real or a fluke. It's a motivator. It gets you out there, out on the street to find out what's going on in people's minds. Sometimes the rebuilding process of fixing a bad book is as exciting as having a good book. Management realizes that Top 40 is a franchise, and they're going to protect it. It's not the end of the world when it goes down, and you have a real opportunity to make it better than ever. I just can't imagine any station saying we'll never have a down book. You will have them, so deal with it and use it to your advantage. It's only when something is broken that you can fix it. In our case right now it's the gnats, not the dragons, that are getting us. It's those real tiny things you have to do to win, and anytime I look at a ratings book, if we're down a little bit, I'll say, "Ok, let's find out what that gnat is! Where is the problem and how do we swat it, how do we fix it?" Generally we come up with something like "Oh wow, look at this, we can fix it," and we get a great sounding radio station because of the down book or a down trend. It does work.



CHUCK BECK PD, WDFX - Detroit

I think you benefit by information and knowledge. I think it's very basic. You read the information and research and it's the way you interpret it to your gain or benefit. I mean the more information you have, whether it's from Birch, Arbitron, or your local research, the better off you are. So everyone should benefit and learn from it. That's the way I treat our research and books and numbers here.

HOW DO YOU VIEW BOUNCING VERSUS DECLINING NUMBERS?

I think you have to look at trends. I think if you take one book that's way down or one book that's way up, you have to weigh out your trends and watch for things happening instead of having a major reaction to one book. I think that is a major mistake if you have an ARB that drops way down and you start immediately making reactions. I think you should watch for trends and be aware of what's going on around you. I think programmers make a lot of mistakes when they see a down book and they immediately react and go insane and start changing the whole radio station. You have to watch the trends before doing that.



RIC LIPPINCOTT OM, Z95 - Chicago

Sure, a down book will tell you where you made mistakes and who in the market made the right decisions. A lot of times we tend to think of Z95 as being the sole controller of its destiny, but other radio stations in the marketplace will also control the destiny of your radio station or will have an effect on it. You can do a real good job, but if two other radio stations are doing a real good job also, you won't perform as well in the audience estimates. If you're doing a good job and one of the other two stations drops out, you might have an up book without actually changing anything. It's a tough question to answer other than to say that absolutely the down books are where the lessons are learned. I think that programmer depression was more prominent in the old days when they used to get four books a year and the sweeps were for four weeks each. They had to live with their mistakes for so long before the next sweep. Today a down quarterly report can be turned around within 30 days, and it almost seems like the Arbitron and the monthly information has had a leveling affect on a programmer's emotions. I used to compare the emotion of a Program Director against the sales people at a radio station. The Program Director looks at a down book and it's devastating emotionally for him or her and they live with that for a period of time, though it's less time today than in yesteryear. A salesperson loses a buy and that afternoon they're in pitching someone else, and they might land a big account. Emotionally, they've got more opportunity to feel good about themselves or to stabilize their overall emotional makeup than a Program Director does. A Program Director has more opportunity, as I stated earlier, in that continuous ratings have had a more stabilizing effect emotionally than they used to have.



ZAK SZABO PD, HOT95.9 - Baltimore

When you look at your down books you can take a look at your weaknesses and everyone else's weaknesses and you can react to that, but you can't react to just one book. The book goes up and down depending on the season and depending on the format.

ARE YOU SAYING THAT YOU CAN ALSO BENEFIT FROM A DOWN BOOK?

Yes you can. The up books only last as a natural high for about one hour, and then you're ready for your next book. When you have a good book it's easier to go upwards than to fall backwards. If you look at the trends, they don't reflect the outcome at the end anyway. If you panic every month it's just going to give you a heart attack. You can't do that. You've got to maintain a consistent sound. Sometimes you look at the numbers and you forget about the listeners. Keep servicing the listeners and the numbers will come.



KEITH ISLEY PD, HOT105 - Miami

There is no question about that. Any kind of a book, good or bad, is an opportunity to learn information about your station and the other stations. To have good books you have to understand why you have bad books. In some ways doing a thorough job of looking very carefully at the information in a bad book is even more important than when you're doing well. But of course by the same token you have to keep in mind ratings are not a precise science either, and that every once in a while a station is going to have a bad book for no reason other than some kind of sampling error. When looking at ARB's, either good or bad stations need to keep in mind that they really should look at them over a period of 2 or 3 books. If you are doing well and you have one bad book, then you have to resist being tempted into going into a panic mode and making changes just for the sake of making changes when the problem could be nothing more than an Arbitron sampling problem.

HOW DO YOU VIEW BOUNCING VERSUS DECLINING NUMBERS?

What you really have to understand is what other kind of activity is happening in your marketplace because every radio station has some kind of impact on every other station. Even stations not close to your format are going to have some kind of impact because there are only 100 shares and anytime any station goes up somebody else has to go down. What else is going on, such as a major advertising campaign or a major programming change at any station in the market, has the potential to influence your shares downward. The whole thing to keep in mind is to watch what causes those share changes. Is there something wrong with your station, or is it just due to the influence of activity elsewhere in the marketplace?

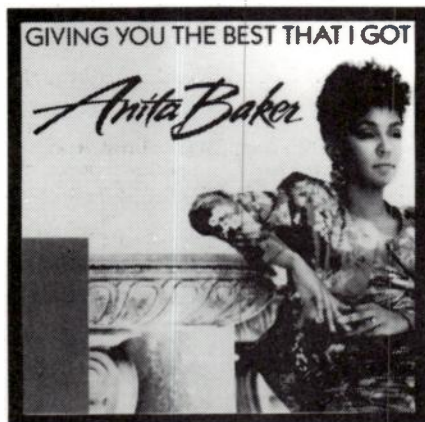


BILL RICHARDS PD, KKBQ - Houston

It's just like they always say, and I believe it to be true, you learn more by your mistakes than you do by your victories. That can be said of looking at your down books versus your up books. When you're down you've got to figure out how to get back up, so you really study what it is you're doing and what's wrong, and look at those stations that are having up books and try to figure out what they are doing right. It's a very simple question with what I think is a very simple answer. I think you can really look at trends and all sorts of things. A lot of people think Arbitron is inaccurate or a fluke. I think that Arbitron tells a lot of stories that are very seldom lies, if you really study it. I'm personally very good at breaking out the Arbitron. I was taught at a very young age by PD's I've worked with and other people along the way like George Burns. I do a lot of trending and tracking of rating information. You don't want to over react on a down book. You don't want to play it safe with an up book. A lot of stations have skyrocketed in a certain demo and think they're kicking ass only to see it go away the next book. In reality, if you would have done your homework, you would have known to keep working at it. If we did better this time I'd say, "Let's pay attention to this because I don't think it's going to be here next book." You really have to look at what the book is telling you.



REMEMBER YOUR INAUGURAL BALL?



ANITA BAKER "Just Because"

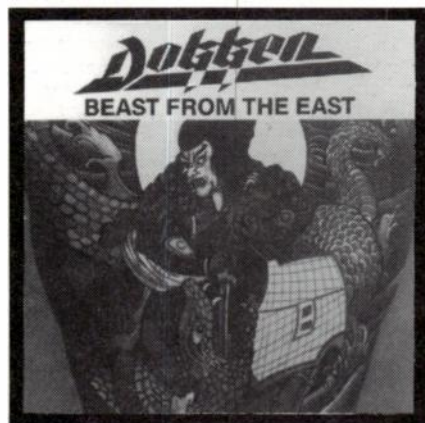
from the TRIPLE PLATINUM
GIVING YOU THE BEST THAT I GOT album.

#30 HITMAKERS MAINSTREAM CHART...28% Increase In Airplay!

#14 HITMAKERS URBAN CHART...50% Increase In Airplay!

ADDS/DEBUTS: HOT97#31, POWER95#32, KMEI#27, EAGLE106#29, WZOU, Q107#31, KUBE#30,
FM102#29, KWOD#35, WNVZ, MAJIC102#29, WBCY#33, FM100#29, WKSI and more

ACTIVE AT: Z100(28-25), KHS-FM(28-25), B96(22-19), WUSL#8, WHYY(19-14), WXKS-FM(18-15),
WPGC(21-16), HOT105(24-19), HOT102(17-13), KITY(22-16), WCKZ-FM(15-13) and more



DOKKEN "Walk Away"

from the GOLD LIVE album, BEAST FROM THE EAST.

KXXR(Debut#39)!!!

95XIL(Debut#40), KQIZ(Add), KQKY-FM(Add), SLY96(Add),
WDBR(Add), OK95(38-31) and more



THE GEORGIA SATELLITES "Sheila"

from the OPEN ALL NIGHT album.

K104(Add), KPHR(Add), WJAD(Add), WVKZ(Add),
Z107(Add), KAGO(40-34) and more



METALLICA "One"

from the PLATINUM PLUSAND JUSTICE FOR ALL album.
THE FIRST AND ONLY VIDEO FROM METALLICA!!!!
DON'T MISS THEM PERFORMING "One" LIVE ON THE GRAMMY AWARDS!

KF95!!! K106(Add)!!! KIXY(Add)!!!
OK95(Debut#33)!!! and more

When you play it, say it.
We keep breaking 'em.....on Elektra cassettes, compact discs and records.

© 1989 Elektra/Asylum Records, a Division of Warner Communications Inc. •

WRH



RADIO FORUM

"CAN YOU BENEFIT FROM DOWN BOOKS AS WELL AS FROM THE UP BOOKS?"

TOM CHASE PD, KROY - Sacramento

Definitely. It's almost more important to realize why you succeed than it is just to succeed. If you can't learn from your down books and learn from any mistakes you made, or at least analyze situations and changing trends, then you are not going to enjoy future success. An up book due to dumb luck might be less beneficial than a down book that points you in the direction of future success.

SO WHAT YOU'RE SAYING IS A SUCCESSFUL PROGRAMMER LEARNS FROM HIS DOWNS AS WELL AS HIS UPS IN THE ARB. WHAT WOULD YOU SAY IS THE APPROPRIATE WAY TO INTERPRET THE QUARTERLY ARBITRON BOOK? DO YOU HAVE A PARTICULAR PHILOSOPHY FOR VIEWING AND STUDYING THE RATINGS?

Prior to the availability of monthly trends, you had to look at the Quarterly Arbitron as the recent past, meaning you were trying to steer your radio station by looking in the rear view mirror. Now with the addition of monthly trends, I think that we're all able to keep our finger on the pulse of the direction of our stations. I don't think you can look at a Quarterly Arbitron as an absolute, telling you where your station is at this moment. I think you have to look at where your current trend is going and what's your view of the market.

HAS YOUR EXPERIENCE AS A PROGRAMMER INTERPRETING THE BOOK BEEN LOOKING AT WHAT WENT WRONG AS WELL AS WHAT WENT RIGHT?

Well, you'll never be satisfied with what you achieved. Successful people are always burning to get one step further, and therefore you have to analyze it as what could we have done better to achieve greater results.

BILL TANNER VP/Programming, POWER96 - Miami

Well, you can always learn from any situation and I think one of the best learning experiences is a down book where you have to get in and figure just what happened. We've had up books, we've had down books, we'll have many more of both I'm sure, and I think the down books probably cause a little bit more introspection. You look inward to try and find out what went on in your station as well as what forces took place in the marketplace. I think the basic process of analyzing any ratings that you get back is the same, you should look not only at what you are doing but what the rest of the market is doing, and the effect it's having on shares in the market as a whole and in your format specifically.

WHAT DO YOU FIGURE IS THE APPROPRIATE WAY TO INTERPRET THE QUARTERLY ARBITRON BOOK?

I think what we really get these days for all practical purposes is a new Arbitron every 30 days. They just publish one every third month and call it an Arbitron as opposed to an Arbitrend. There are in fact some major differences that take place between the Arbitrend and the Arbitron, but to all intents and purposes they are a continuing story of the market. I think the important thing to remember with all Arbitrons is that they deal with history. They're always dealing with what is taking place at least 30 days ending and 30 days prior to when you get the report. The main thing to do is chart a reasonable, well thought-out market course specific for your radio station, and follow it with a good degree of singularity, but at the same time know what's going on with your competitors. You are always a product of what you do first and foremost, and that's what you control yourself. But you're also, to some degree, a product of the competitive forces that surround you, and you control those to some small extent also. Analyzing the Arbitrons that are coming out now and the Birch and all the other tons of ratings data that we get so much more of today seems like just part of what a modern Program Director does.

HOW SHOULD ONE VIEW DECLINING NUMBERS?

I think that numbers that are consistently declining over a long period of time have to be viewed as a sign that you need to examine the very roots of what you do, and the basic appeal of your radio station. Numbers that bounce around for a book or two are to be regarded as possibly that the market is in a state of flux. Things may calm down after all the changes have a chance to settle in with the public. I think one of the worst things that people do is that they get one bad Arbitron book and everyone panics and runs around and people start firing people. Program Directors get fired and Disc Jockeys get fired. It creates a state of near panic and perpetual instability in the market which is just not justified. Frequently the same Program Director that runs into numbers trouble at one station gets fired, goes to a station across the street and takes that

station to the top of the market. He didn't suddenly get smart when he went to station B from station A, he was pretty smart all along, just circumstances combined to make that particular situation look weird. The most important thing to keep in mind is this too shall pass. You're going to have good books and you are going to have bad books. Some of us always think that we are going to have nothing but up books. I got that reality check knocked into my head a long time ago, but it's important for the whole company to know it. A lot of people pay lip service to it, then they continue to freak out anytime they get a bad book. The reality is ARB's are going to go up and they're going to go down. I think people who live on the cutting edge of performance, as all of us in programming and other related fields do, are going to feel elation when we get an up book and feel disappointment when we get a down book. I think that's perfectly normal, but the major thing is don't throw out the baby with the bath water. Don't panic just because you get a down book. There are many factors that could have taken place, and there are many options you have to repair whatever mistakes you've made. Good managers and owners will realize when they have a good programming talent, and will hold on to them through thick and thin, until it becomes apparent that the Program Director is incorrect for that particular radio station. Great Program Directors have, at times, very bad rating books, and I don't think that for a long period of time very poor Program Directors have great rating books. That's the bottom line.

BILL DAWSON PD, Q124 - Roseburg, OR

I'd rather be very consistent. I don't get real excited when I have a real down book, and I don't get real excited when I have a real up book. The ARB can tell you, maybe, what you're doing right or wrong and what you can do better. Obviously if you have a really up book and then you have a really down book, either there was a real fluke that happened in the reporting, or you really are doing something wrong or made a drastic format change and it just went boom. It's like I said, I just don't get real excited either way. I'd rather see a consistent trend from book to book. I do know that when I have a down book I start re-evaluating. What are we doing? Where is it down? Is it down overall or is it down in certain dayparts? It tells me what I should be changing or whether I should make any changes at all. It doesn't really frighten me one way or another and it doesn't really bother me that much. If I had three or four down books, then I would start looking for a new gig.

CHRIS BAKER PD, KCPX - Salt Lake City

You also have to look at it as a trend. You can't just look at one down book and rely on that totally as being the answer because you always have to remember that all these surveys are estimates, which they state at the beginning of the report. If you are going to look at it, you need to look at a three book trend, and not just one book. But if you are going to look at it as a down book, you need to look and see where you lost shares. Try to pinpoint that and go back and look over what you've done. Try and figure out where you can recover. Find out if you are taking a beating somewhere. Find out why and what could be causing it in whatever daypart or demographic. Everybody has had those down books and sometimes you have to hold tight and believe you had a bad sample base or whatever and keep doing what you've done and you'll see that it comes back.

LEO DAVIS PD, Q104 - Gadsden, AL

ARB's are so hard to analyze. I think a down book is almost like new competition coming into the market, which is what happens a lot of times, so it can take a station that is set in their ways and make them think a little bit and be a little stronger and come up with new ideas. Whereas if you are always sitting on top, and you are always having an up book, you feel like "I'm doing great, I don't have to change anything," and you can get lazy that way. I think you can benefit in that respect, but I believe a smart programmer should always stay alert and always act like your last book was a down book. Keep trying to improve, and no matter what you can stay on top.

LYNDON ABELL PD, KBQ - St. Louis

There are a lot of things that can be considered benefits, one of them is the change in the competitive environment. Obviously if a down book keeps you from being attacked by somebody who may have considered changing format at that time, and didn't because there weren't enough shares to make it look attractive, it might buy you some time to implement everything that you want to implement, thereby allowing you success in the long haul. But that's really talking about a side benefit of the numbers going down, not the listeners going down. I'm not a real reactionary programmer. I think that one thing that people in radio need to keep in mind, myself included, is that these Arbitrons are estimates at the very best. Radio is a very mobile and difficult medium to measure. The average household has several radios. There are radios in the home, car, bathroom, office, your

friend's car, your friend's house, your friend's office, and the store that you shop in. They're everywhere. You hear radio in a lot of different places. Measuring all of that is really next to impossible, so what we are left with is measuring recall from those who are willing to put up with the Birch interviews or the Arbitron diaries. At best they are dealing with a small sample base, and they are certainly weeding out a certain type of individual who doesn't like to or care to respond to written or telephone inquiries. Anybody who is doing call-out research, which is similar to doing Birch, knows that lots of people hang up on you and you're not even going to sell them anything.

My point is that you should treat a down book not so severely. You should treat a down book with a question mark. In the same regard, you shouldn't go out and tell everybody you are the greatest thing in the world just because your station went up a point. You could very easily go back down a half point in the next book. Rather than just do that, examine what you did right to cause that. In the end it's going to be the long haul that determines how successful or unsuccessful you are, which is different for a radio station that's on the way up or a new station such as ourselves. It makes it very difficult if you're placed in the position of living or dying by one book, and there are a lot of people out there like that. We all take it very seriously. We have to since it's our livelihood, but in taking it seriously, understand the limitations of the ratings profits. It's fairly severe, but it gives you somewhat consistent results. I would question anybody who says they're supremely accurate. Going back to your original question, obviously there is the benefit of learning from mistakes. I would say that anyone as an individual can benefit by picking themselves up, dusting themselves off, figuring what they did wrong, and what they could have done to succeed. I don't think that can benefit the radio station too much. It may benefit the radio station down the line, because this person is a smarter person, but you would be better off winning as a radio station. There are always benefits to learning from your mistakes. If you can't learn from your mistakes you're going to find it hard to succeed in anything.

HANK NEVINS PD, MAJIC102 - Buffalo

We all have to take the good with the bad, and what you have to do is use those down books to analyze what the problem is and what you can do to improve it. By the same token, anybody who has been in the business for any length of time knows not to overreact to either a down book or a real up book because you're always going to get some fluctuation. If you see some downward trending, you can always benefit from that by analyzing what it is you're doing, and perhaps what it was you were doing when you were up.

JAY JARVIS PD, WGTZ - Dayton, OH

I think it's how you look at it and how you take it. You have to take Arbitron with a grain of salt because you're going to have some spiked books, and you're going to have books where the diaries might fall strangely. They might have diaries falling in an ethnic part of town where an Urban station might benefit. I've had down books since I've been here, but in the long run looking where we were when I arrived and where we are now, we're way up! So you can look at those down books to try and get a handle on the mistakes or the misdirection the station might be going in to make minor adjustments. Even to do that I would prefer to have at least two books to look at before I start making any serious changes. I had a night guy who had a pretty shaky book this past spring, and we were looking at that real hard. I called the jock and talked to him and let him know that I was concerned about it. We talked about what we were doing with the show and what we could do to change things around. We didn't make any major changes. We just tried to tighten it up and be sure we weren't getting off track and going in the wrong direction. We made sure we were going for the same goals. Sure enough the summer book came out and he had great numbers, and we just got the fall book today and he had great numbers. So definitely never make a major decision based on one down book.

JEFF CHRISTENSEN OM, KKQV - Wichita Falls, TX

I think without a doubt you can learn more from a down book because you sit up straight and take a look at where your weaknesses might be and where your strong points are. I think overall it matures the entire staff. It can pull an entire staff together or it can tear it apart depending on how you look at the book. I think even when you have an up book it's best to pretend like you have a down book, because as soon as you are no longer hungry, that's when they get you. I think our adrenalin comes from what we don't know. We're all enthused when going after the unknown...that success.



THE MESSAGE OF THE MUSIC TRAVELS ON.

"END OF THE LINE"



The New Single from

TRAVELING WILBURYS

Adds Include:

WXKS-FM!!! KPLZ!!!

WMMS!!! WROQ!!!

WLRS!!! Y107!!!

K104 K92 KBAU KCAQ KGOT

KKXL KMOK KWTO KYRK KZZU

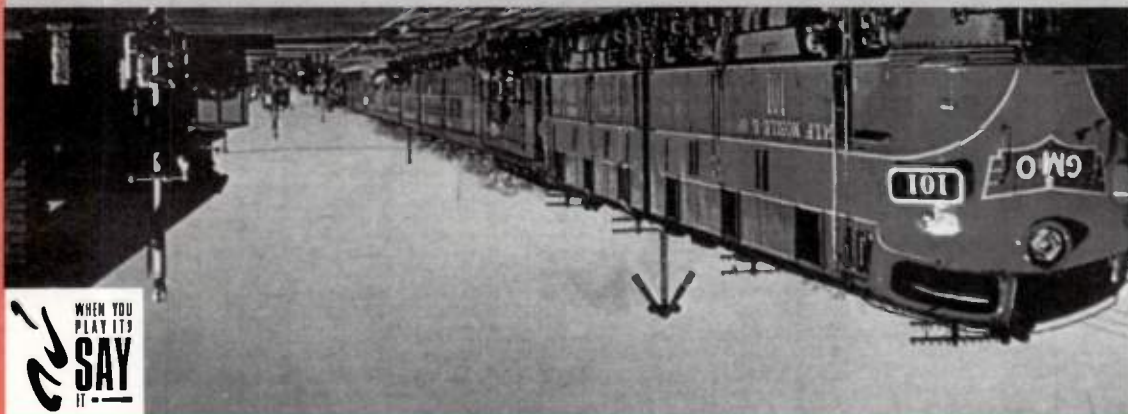
OK100 OK95 WBBQ WERZ#38

WJMX WJZQ WKOR#33 WOKI WPFM

WQUT WSPT WVKZ WWHB and more

Produced by Otis and Nelson Wilbury

© 1988 Ganga Distributors B.V.



HOT RADIO PROMOTIONS

WERZ GIVES DOUBLE TROUBLE!

SCOTT LIEF, MD at WERZ in Exeter, NH says, "We are giving away tickets and a limo ride to the **Chicago/Beach Boys** concert in Worcester, MA."

WABB IS ON TOP OF THINGS!

LESLIE FRAMM, PD at WABB in Mobile, AL says, "It's Mardi Gras in Mobile, and as usual we will be on top of things. Our morning team will be on top of a TV station calling in parade patrol reports. On February 2nd, we are co-sponsoring with Budweiser a **Hall & Oates** concert in a ballroom downtown. It will be very hot as only 1,500 people will be able to attend."

WNCI BENGAL FANS CLAW FOR CASH!

As the Cincinnati Bengals tried to "claw" their way to a Superbowl victory, WNCI listeners got a chance to "claw" their way to big bucks. Five lucky listeners got a chance to dig for silver dollars through the world's largest litter box. The contestants were chosen during WNCI's Morning Zoo after hearing the sound of a cat gagging on a fur ball and being the 23rd caller. Each of the five contestants "clawed" their way through the kitty litter for 1:"23," winning the cash they grabbed. To top it all off, one specially marked coin was worth a new color TV to watch Ohio's own Bengals in the Superbowl!

SWEET ON CHICAGO FOR VALENTINES DAY!

NIKKI STEWART, MD at WHHY in Montgomery, AL says, "For Valentine's Day we are giving away packages including a large chocolate chip cookie, an album, and tickets to the **Chicago** concert. All winners qualify for a romantic weekend in Atlanta on the 17th, including airfare, 2 nights in a hotel, a rental car, \$50 for dinner, and 2 tickets to see *Les Miserables*!"

THE PARTY AND THE POTTY!

GENE BAXTER, MD at X100 in San Francisco says, "Of course we caught Superbowl fever, and to celebrate we gave away X100 bed pans(so Superbowl fans didn't have to get up during the game) and party trays filled with great munchies. The X100 vans delivered them personally to each winner! Also, we had a suitcase party at a local club. To qualify for a weekend trip to the Superbowl, listeners came with suitcases in hand. One lucky winner was then limoed-off straight from the club to the airport."

NATIONAL PIZZA WEEK AT KF95!

To celebrate National Pizza Week, KF95 in Boise, Idaho brought in a microwave to warm up pizza. The DJ's then slam the pizza on the countertop, and invite listeners to call in and identify the toppings! Winners get large pizzas from Round Table, losers get a frozen cheese generic pizza!

THE SWITCH IS ON - HOT95.9 TASTE TEST!

HOT95.9 in Baltimore is going to different malls and letting people pick their own favorite station. It's kind of like taking the Pepsi challenge! Participants win cassettes.

GIVE Z100 A 10+

FRANKIE BLUE, MD at Z100 in New York says, "Z100 gives you not only 10 songs in a row but 10 cars in a row. For 10 weeks we will be giving away cars to listeners who correctly identify 'Car Tunes' - that is, short clips from 10 songs. Call up and you are an instant winner!"

DO A "WILD THING" ON FRIDAY THE 13TH!

KXX106 night time jock SHADOW STEELE went crazy on Friday the 13th. Apparently he has a phobia of 13's! He locked himself up in the control room and played **Tone Loc's Wild Thing** for 2 and a half hours, giving away 13 of everything to listeners. We took him off the air, but the positive response from our audience was overwhelming, so he's back, but look out, there's another Friday the 13th this year in October!"

ELVIS CELEBRATES HIS BIRTHDAY!

HARLEY DAVIDSON, MD at KGGI in San Bernardino, CA says, "To celebrate **Elvis Presley's** birthday we gave away a trip to Memphis. Listeners called in to qualify and win **Elvis** calendars, the latest copy of the National Enquirer, and a dozen jelly doughnuts." Real cute HARLEY!

SUBERBOWL DIVERSIONS!

KEN MEDEK, PD at WKRZ in Wilkes-Barre, PA says, "For Superbowl Sunday we rented out a club. There was a big screen TV for the men, and male dancers to entertain the women!"

24 SONGS IN A ROW!

ROGER GAITHER, PD at WKBQ in Charleston, SC says, "Several times a day we are playing 24 songs in a row, and if you call in on the 24th song you will win a t-shirt and qualify to win \$5,000!"

WINTERGREEN WINTERFEST AT WRVQ!

STEVE DAVIS, PD at WRVQ in Richmond, VA says, "We are bringing in a snow making machine from one of our local ski resorts ('Winter-green') and will cover the streets with snow. We will then have ski races, tobogganing and so forth. All proceeds from the event will go to benefit the Special Olympics."

POWER96 SALUTES THE POLICE!

SHIRLEY MALDONADO, MD at POWER96 in Miami FL. says, "On February 3rd we are having a concert to benefit families of policemen who have died in the line of duty. For a \$10 entry fee you get to see such great bands as **Sweet Sensation, Secret Society, Sa-Fire, Tracie Spencer, Was (Not Was),** and **Samantha Fox**. The show will be hosted by the *Miami Vice* team and **Vanessa Williams**!!

THE K-107 SUPERBOWL DISTRACTION

KMOK in Lewiston, ID had been planning to debut Casey Kasem's new Top 40 Countdown show on January 22, but when they realized that it was also Superbowl Sunday, they knew they would need a BIG promotion to attract attention. Listeners were urged to call in during each break in the Kasem show, and the first seven to get through qualified for a grand prize trip for two to the Grammy Awards, including two nights accommodations, \$107 cash, and tux rentals!!! Second prize was tickets and airfare to see **Bruce Hornsby and the Range** in concert in Spokane, WA! Pretty good distractions!!!

JESSICA AT WANS!

Bill Catcher, MD at WANS in Greenville, SC has a very big smile on his face---and why not? **Jessica Hahn** was in town over the weekend and was the co-host of Bill's afternoon show for an hour! Hope you were a good boy, Bill!!!!

CHOCOLATE-COVERED DJ'S???

FM100 in Memphis is raising money for the local Kidney Foundation in a rather unique way. The station has gotten local candy suppliers to donate chocolate products that will be melted down into a warm chocolate syrup. Listeners will then be able to come by the station and make a donation to the Foundation to earn the right to toss a bucket of the gooey stuff on one of the FM100 air personalities!!!

RAPPIN' WITH B-94!

B-94 in Pittsburgh is running a "Best Rap About B-94 Contest" with the winners getting their Rap-song produced at the B-94 studios and played on the air!! The promotion is a tie-in with the upcoming **Tone Loc/DJ Jazzy Jeff and the Fresh Prince** concert in Pittsburgh. Contestants are being urged to send in tapes of their best Rap about their #1 Music station. The winners will also get to go backstage and meet some slightly-more-famous Rappers at the concert!!!

183% Increase In Airplay at MAINSTREAM Top 40!

#25 HITMAKERS ROCK CHART...137% Increase In Airplay!

A HITMAKERS HITBOUND THIS WEEK!!!

ADDS/DEBUTS: KPLZ#36, WJRZ,
WLSR#31, WKZI and more

ACTIVE AT: KSAQ(39-36), WROQ(24-18),
KJ103(27-22), Z99(28-23)

K104(38-34), KNIN(39-29), KSKG(40-37),
KYRK(38-35), KYYY(40-34), OK95(32-25),
WDBR(36-33), WWSL(33-20), WJMX(40-36),
WNKS(40-37), WOKI(35-28), WPFM(40-37),
WTHT(32-29), WVKZ(26-22) and more



Other ADDS/DEBUTS: 100KHI#39, 102QQ#32,
K106#38, KDWZ, KHOP#28, KHSN, KISR#29,
KISS96, KISX, KIVA#28, KIXY#37, KJCK, KPHR,
KQID#38, KTAG, KBTI, KWNZ#36, KZ103,
KZZU#40, POWER108#40, Q100#37, SLY96#38,
WAYS#39, WAZY#39, WBAM, WCIL#31, WDEK,
WHDQ#40, WHTK#35, WIGY, WKDD#30,
WKEE#38, WKLO, WKOR#38, WKPE#29,
WKQB, WKSM, WLHQ#39, WPST#37,
WPXR#30, WQCM#36, WRCK, WTBX#34,
WWFX#32, X102#38, Y94, Z103, Z106
and more

PolyGram Records



A HITMAKERS HITBOUND THIS WEEK!!!

#28 HITMAKERS URBAN CHART...17% Increase In Airplay!

ADDS/DEBUTS:

Y100#26, Q105, KOY95, KCPW,
PRO-FM, KATD, KWSS, KROY,
KSAQ, WKSS, Y106
102QQ, KEWB#37, KISS96, KMGX#33,
KRRG#34, KTUX, KYRK, KZFM#24,
POWER108 and more



ACTIVE AT:
KMEL(30-25),
KITY(34-25),
KTFM(8-5),
KGGI(6-4)
KKQV(38-34) and more

PolyGram Records



A HITMAKERS HITBOUND THIS WEEK!!!

Just ADDED At...
Y95!!! KKFR!!!
KXXR!!! WROQ!!!
Z99!!!
and more

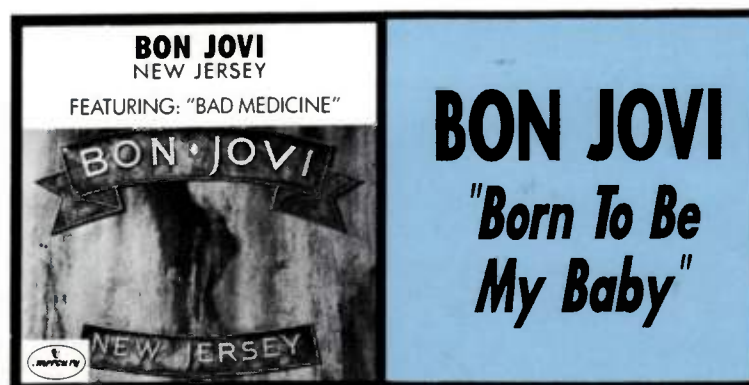


Other ADDS:
KGOT, KMOK, KNIN#38,
KNOE, KQIZ, KQMO, KWTX,
KYRK, SLY96, WIFX,
WIXX, WKPE,
WNKS
and more

PolyGram Records



**GOING
FOR**



#1

PolyGram Records



When You
Play It,
Say It!

ON YOUR DESK NOW!!!

NIA PEEPLES "I Know How To Make You Love Me"

PolyGram Records



THE TOP 50 MARKETS

#1 New York

HOT97 • PD: STEVE ELLIS / MD: KEVIN McCABE • (212) 840-1035
ADDs: KARYN WHITE, MARCUS LEWIS, ANITA BAKER (*31),

POWER95 • PD: OPEN / MD: JESSICA ETtingER • (212) 887-6226
ADDs: ANITA BAKER (*32), KON KAN (*35),

Z100 • PD: SCOTT SHANNON / MD: FRANKIE BLUE • (212) 239-2300
ADDs: RICK ASTLEY (*28), KARYN WHITE,

#2 Los Angeles

KIS-FM • PD: STEVE RIVERS / MD: KEVIN WEATHERLY • (213) 466-8381
ADDs: GUNS N ROSES, FINE YOUNG CANNIBALS, KON KAN,

KROQ • PD: VAN JOHNSON / ASST. PD/MD: LARRY GROVES • (818) 953-7625
ADDs: R.E.M., LOVE & ROCKETS, ELVIS COSTELLO, U2, SCREAMING TRIBESMEN, UB40, THE UNTOUCHABLES, VIOLENT FEMMES, SIOUXSIE & ...

POWER106 • PD: JEFF WYATT / MD: AL TAVERA • (818) 953-4200
ADDs: SWEET SENSATION (*33), KARYN WHITE (*36),

#3 Chicago

B96 • PD: BUDDY SCOTT / MD: JOE BOHANNON • (312) 944-6000
ADDs: NO ADDS THIS WEEK,

Z95 • PD/MD: BRIAN KELLY • (312) 984-0890
ADDs: BANGLES, KON KAN, BOBBY BROWN,

#4 San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI • (415) 391-1061
ADDs: SWEET SENSATION, KENNY G w/SMOKEY ROBINSON, KRISTIN BAI0, MC HAMMER,

LIVE105 • PD: RICHARD SANDS / MD: STEVE MASTERS • (415) 626-1053
ADDs: WHEN IN ROME (*32),

X100 • PD: BILL STAIRS / MD: GENE BAXTER • (415) 951-7200
ADDs: NO ADDS THIS WEEK,

#5 Philadelphia

EAGLE106 • PD: CHARLIE QUINN / MD: JAY BEAU JONES • (215) 667-3939
ADDs: LUTHER VANDROSS, MILLI VANILLI, R.E.M.,

WUSL • PD: DAVE ALLAN / MD: JOHN MONDS • (215) 483-8900
ADDs: ASHFORD & SIMPSON, GEORGE BENSON, JEFFREY OSBORNE, CHERYL "PEPSII" RILEY, KID-N-PLAY, CHERRELLE,

#6 Detroit

WCZY • PD: BRIAN PATRICK / ASST. PD/MD: JEFF JENNINGS • (313) 967-3750
ADDs: BANGLES (*37), ERICA SMITH (*38), WAS (NOT WAS) (*39), BOBBY BROWN (*40),

WDFX • PD: CHUCK BECK / ASST. PD/MD: JOHN MCFADDEN • (313) 398-1100
ADDs: BON JOVI, NEW KIDS ON,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON • (313) 871-3030
ADDs: GINA GO-GO, MILLI VANILLI,

#7 Boston

WXXS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA • (617) 396-1430
ADDs: EDDIE MONEY, TRAVELING WILBURYS, WILMACK & WILMACK, VIXEN, NEW EDITION, KYLIE MINOGUE, HOUSE OF LORDS,

WZLW • PD: TOM JEFFRIES / MD: STELLA MARS • (617) 267-9090
ADDs: TONE LOC, THIRTY EIGHT SPECIAL, KYLIE MINOGUE, BOBBY BROWN, WAS (NOT WAS), VAN HALEN, MICKEY THOMAS, VIXEN, ANITA BAKER,

#8 Dallas

KEOL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL • (214) 869-9700
ADDs: VIXEN, THIRTY EIGHT SPECIAL,

Y95 • PD: BUZZ BENNETT / MD: JAMMER • (214) 263-3695
ADDs: KON KAN (*10), TOMMY PAGE, THE CHOIR BOYS, THIRTY EIGHT SPECIAL, LOVE AND MONEY,

#9 Washington, DC

Q107 • PD: LORRIN PALAGI / MD: OPEN • (202) 686-3252
ADDs: ERASURE (*27), WILSON & ZANDER (*29), BOBBY BROWN (*30), ANITA BAKER (*31), R.E.M. (*32),

WAVA • PD: MARK ST. JOHN / ASST. PD/MD: BRIAN BRIDGMAN • (703) 534-0320
ADDs: NO ADDS THIS WEEK,

WPGC • PD: BOB MITCHELL / MD: ALBIE DEE • (301) 441-3500
ADDs: CAMEO, SWEET SENSATION, NEW KIDS ON, AL JARREAU, INFO SOCIETY,

#10 Houston

KKBQ • PD: BILL RICHARDS / MD: JOHN COOK • (713) 961-0093
ADDs: BOBBY BROWN, MARTIKA,

KRBE • PD: ADAM COOK / MD: CHERYL BROZ • (713) 266-1000
ADDs: EDDIE MONEY (*38), BANGLES (*39), WAS (NOT WAS) (*40), NEW ORDER, ENYA,

#11 Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE • (305) 445-5411
ADDs: KENNY G w/SMOKEY ROBINSON, ARIQUETTE, SLICK RICK, EIGHTH WONDER, DINO, SAMANTHA FOX,

POWER96 • PD: BILL TANNER / MD: SHIRLEY MALDONADO • (305) 653-6796
ADDs: TONE LOC (*1), BOBBY BROWN (*20), BOY MEETS GIRL (*21), PAULA ABDUL (*26), JETS (*29), SASSA, STACY LATTISAW,

Y100 • PD: STEVE PERUN / ASST. PD/MD: FRANK AMADEO • (305) 925-7117
ADDs: EDIE BRICKELL &... (*30), SHEENA EASTON, WILSON & ZANDER,

#12 Long Island

WBLI • PD: BILL TERRY / MD: RUTH TOLSON-AKTAS • (516) 732-1061
ADDs: NO ADDS THIS WEEK,

#13 Atlanta

94Q • PD: JAN JEFFRIES / MD: CRAIG ASHWOOD • (404) 261-2971
ADDs: KENNY G w/SMOKEY ROBINSON (*30), THIRTY EIGHT SPECIAL, BOBBY BROWN, LUTHER VANDROSS,

POWER99 • PD: RICK STACY / MD: STEVE WYRSTOK • (404) 266-0997
ADDs: SAMANTHA FOX (*30), BOBBY BROWN, R.E.M., KENNY G w/SMOKEY ROBINSON,

#14 Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN • (206) 223-5700
ADDs: BOY MEETS GIRL, EDDIE MONEY (*34), MILLI VANILLI (*35), AVERAGE WHITE BAND, BANGLES, VANESSA WILLIAMS, TRAVELING WILBURYS, KENNY G w/SMOKEY ROBINSON, LUTHER VANDROSS,

KUBE • PD: GARY BRYAN / MD: TOM HUTYLER • (206) 322-1622
ADDs: MIKE & THE MECHANICS, EDDIE MONEY, BANGLES, WILL TO POWER, TRACIE SPENCER,

#15 St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON • (314) 644-1380
ADDs: BANGLES (*30), POISON (*31), BOY MEETS GIRL (*33), THE BOYS, ROY ORBISON,

#16 Pittsburgh

B94 • PD: BILL CAHILL / MD: LORI CAMPBELL • (412) 381-8100
ADDs: BANGLES,

WHTX • PD: TOM GRAYE / MD: SCOTT ALEXANDER • (412) 731-0996
ADDs: BOY MEETS GIRL

#17 Baltimore

B104 • PD: CHUCK MORGAN / MD: PAM TRICKETT • (301) 466-9272
ADDs: BOBBY BROWN (*26), BREATHE (*29), MILLI VANILLI (*30),

HOT95.9 • PD: ZAK SZABO / MD: JESSE HAHN • (301) 366-1400
ADDs: ROXETTE, R.E.M., KARYN WHITE, BOBBY BROWN,

#18 Minneapolis-St. Paul

KDWB-FM • PD: BRIAN PHILIPS / MD: MR. ED • (612) 340-9000
ADDs: SYNCH (*30), BANGLES, MARTIKA, WAS (NOT WAS), VANESSA WILLIAMS,

WLOL-FM • PD: GREGG SWEDBERG / MD: P.J. OLSEN • (612) 340-9565
ADDs: ROXETTE (*38), THE BOYS (*40), BANGLES, GUNS N ROSES, KARYN WHITE,

#19 San Diego

B100 • PD: BOBBY RICH / MD: GENE KNIGHT • (619) 292-7600
ADDs: KENNY G w/SMOKEY ROBINSON (*39), 'JT' & REGINA BELLE,

Q106 • PD: GARRY WALL / MD: JOHN CLAY • (619) 565-6006
ADDs: KARYN WHITE (*28), * 20 • Anaheim-Santa Ana

KEYZ • PD: CRAIG POWERS / MD: MICHELLE DODD • (714) 774-9600
ADDs: NO ADDS THIS WEEK,

#21 Cleveland

WMMS • PD: JEFF McCARTNEY / MD: BRAD HANSON • (216) 781-9667
ADDs: TRAVELING WILBURYS, IVAN NEVILLE,

WPHR • PD: STEVE KELLY / MD: CAT THOMAS • (216) 348-0108
ADDs: GUNS N ROSES (*37), CHICAGO (*38), KON KAN (*39), WAS (NOT WAS) (*40), HOUSE OF LORDS, THIRTY EIGHT SPECIAL, ROY ORBISON,

#22 Tampa

Q105 • PD: RANDY KABRICH / MD: BOBBY RICH • (813) 879-1420
ADDs: TIFFANY (*23), BANGLES, SA-FIRE,

#23 Phoenix

KKFR • PD: JIM GILLIE / ASST. PD/MD: J.J. MORGAN • (602) 258-6161
ADDs: BOBBY BROWN, NEW EDITION, WILSON & ZANDER, LOVE AND MONEY, BANGLES, THIRTY EIGHT SPECIAL,

KOY95 • PD: JAY STEVENS / MD: KEVIN ROBINSON • (602) 258-8181
ADDs: DURAN DURAN (*29), DINO (*30), FINE YOUNG CANNIBALS, SA-FIRE, WILL TO POWER,

KZZP • PD: BOB CASE / MD: MICHELLE SANTOSUOSSO • (602) 964-4000
ADDs: WILL TO POWER, ENYA, BANGLES, FINE YOUNG CANNIBALS,

TRACIE SPENCER

"Imagine"

#39 HITMAKERS URBAN CHART...71% Increase In Airplay!
A HITMAKERS HITBOUND THIS WEEK!!!

ADDS/DEBUTS: WPGC#26, KUBE, KKRZ,
 KROY, WCKZ-FM, BJ105
 KKQV#32, KMGX, KQID, KWXX, KYNG, KZFM and more

ACTIVE AT: HOT105(28-24), KGGI(19-13), WKSS(30-24),
 102JAMZ(25-17), WJMH(29-24), KAGO(28-22) and more



Check out the
HITMAKERS CD
 Sampler - Volume 15!

GINA GO-GO

"I Can't Face The Fact"

ADDS/DEBUTS:

POWER106#35, WHYT,
 HOT194, KBOS#39, KZFM and more

ACTIVE AT:

X100(24-22), HOT97.7(37-33) and more



MARC ALMOND

"Tears Run Rings"

#24 HITMAKERS URBAN CHART!!!
A HITMAKERS HITBOUND THIS WEEK!!!

ADDS/DEBUTS: G98#35, KEWB, KHSN, KJKC, KREO, KWTX and more

ACTIVE AT: POWER106(33-30), KMEL(11-10),
 WXKS-FM(17-14), KKFR(10-8), KWSS(28-24),
 K106(34-26), KIYS(19-12), KSJQ(35-31), OK100(30-27),
 WBNQ(30-22), WJZQ(36-30), WPST(31-28) and more



DURANDURAN

"All She Wants Is"

ADDS/DEBUTS: WZOU#35, KUBE#27,
 HOT95.9#28, KEZY#36, KOY95#29,
 WJRZ#24, WKZL#35 and more
 Z100(17-15), KROQ(10-8), Z95(18-12), Y107(21-18)
 EAGLE106(19-16), WHYT(22-19), KRBE(21-16),
 KKRZ(17-15), PRO-FM(23-20), WNVZ(21-18),
 KSAQ(20-16), WKSS(17-12), KJ103(24-20)
 and more

#24 HITMAKERS
MAINSTREAM
CHART...47% Increase
In Airplay!
#22 HITMAKERS
URBAN CHART...
63% Increase
In Airplay!
#8 HITMAKERS ROCK
CHART...11% Increase
In Airplay!



24 Denver

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA • (303) 989-1075
ADDS: VANESSA WILLIAMS, VIXEN, THIRTY EIGHT SPECIAL, WAS (NOT WAS).

25 Portland

KKRZ • PD: OPEN / MD: CONNIE BREEZE • (503) 226-0100
ADDS: MIKE & THE MECHANICS (*28), DINO (*29), U2 (*35), TRACIE SPENCER, KENNY G w/ SMOKEY ROBINSON, GIANT STEPS, THE ESCAPE CLUB, VIXEN, WILL TO POWER.

KXYQ • PD: JIM RYAN / MD: OPEN • (503) 226-6731
ADDS: THE LIST IS FROZEN THIS WEEK

26 Milwaukee

HOT102 • PD: RICK THOMAS / MD: OPEN • (414) 785-1021
ADDS: WILL TO POWER (*37), NEW EDITION (*39), DINO (*40).

WKTI • PD: TODD FISHER / ASST. PD/MD: DANNY CLAYTON • (414) 332-9811
ADDS: RICK ASTLEY (*25), MILLI VANILLI, SYNCH, WAS (NOT WAS).

27 Kansas City

KBEQ • PD: KEVIN KENNY / MD: JON ANTHONY • (816) 531-2535
ADDS: CHICAGO, ROXETTE.

KCPW • PD: DENE HALLAM / ASST. PD/MD: DAVE ELLIOT • (816) 753-3695
ADDS: BANGLES, FINE YOUNG CANNIBALS, SA-FIRE.

KOOR • PD: BRIAN BURNS / ASST. PD/MD: GARY FRANKLIN • (816) 753-1065
ADDS: CHRIS REA (*30), ROXETTE (*37), C, S, N & Y, THE FIXX, THE CHOIR BOYS, LOVE AND MONEY.

28 Providence

PRO-FM • PD: MIKE OSBORNE / MD: VIC EDWARDS • (401) 433-4200
ADDS: VIXEN, KENNY G w/SMOKEY ROBINSON, LUTHER VANDROSS, SA-FIRE, BANGLES, FINE YOUNG CANNIBALS, WAS (NOT WAS), DINO.

29 San Jose

HOT97.7 • PD: STEVE SMITH / MD: MICHAEL NEWMAN • (415) 948-0977
ADDS: NEW KIDS ON, BACK TO BACK.

KATD • PD: BOB ROQUE / MD: OPEN • (408) 354-6622
ADDS: KENNY G w/SMOKEY ROBINSON, IVAN NEVILLE, SA-FIRE, CAMOUFLAGE.

KWSS • PD: MIKE PRESTON / MD: RICH ANHORN • (408) 297-5977
ADDS: SA-FIRE, VANESSA WILLIAMS, SWEET SENSATION, WHEN IN ROME.

30 Cincinnati

Q102 • PD/MD: DAVE ALLEN • (513) 763-5500
ADDS: BON JOVI (*26), NEW KIDS ON (*33), BOBBY BROWN (*34), DEBBIE GIBSON (*35).

WBLZ • PD: BRIAN CASTLE / MD: TOM OWENS • (513) 321-8900
ADDS: STARPOINT, ASHFORD & SIMPSON, VESTA WILLIAMS.

31 Sacramento

FM102 • PD/MD: BRIAN WHITE • (916) 920-1025
ADDS: KARYN WHITE, FINE YOUNG CANNIBALS, SWEET SENSATION, KENNY G w/SMOKEY ROBINSON.

KROY • PD: TOM CHASE / ASST. PD/MD: SCOTT MITCHELL • (916) 446-5769
ADDS: TRACIE SPENCER, KENNY G w/SMOKEY ROBINSON, GIANT STEPS, WILL TO POWER, SA-FIRE, NEW EDITION, CAMOUFLAGE.

KWOD • PD: JEFF HUNTER / MD: ALEX COSPER • (916) 929-5000
ADDS: DEBBIE GIBSON (*30), CHICAGO, KENNY G w/SMOKEY ROBINSON, VAN HALEN, WHEN IN ROME, BACK TO BACK.

32 New Orleans

B97 • PD: SHADOW P. STEVENS / MD: JOEY G. • (504) 581-7002
ADDS: TIFFANY (*24), WAS (NOT WAS), THE BOYS.

33 Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU • (804) 826-1310
ADDS: BANGLES, BOBBY BROWN (*29), BREATHE (*30).

WMVZ • PD: CHRIS BAILEY / MD: MIKE ALLEN • (804) 497-1067
ADDS: R.E.M. (*25), EDIE BRICKELL &..., MILLI VANILLI, ANITA BAKER, MARTIKA, VIXEN, THIRTY EIGHT SPECIAL.

34 Columbus

92X • PD: MARK TODD / ASST. PD/MD: KEVIN HAINES • (614) 221-7811
ADDS: BOBBY BROWN.

WNCI • PD: DAVE ROBBINS / MD: PAT McMAHON • (614) 224-9624
ADDS: NEW KIDS ON (*29), KENNY G w/SMOKEY ROBINSON (*30).

35 San Antonio

KITY • PD: RICK UPTON / MD: SHARON LePERE • (512) 225-5111
ADDS: SWEET SENSATION, KENNY G w/SMOKEY ROBINSON, STRYPER, NEW EDITION, WEEPAPA GIRLS.

KSAQ • PD: LEO VELA / ASST. PD/MD: KATHIE ROMERO • (512) 271-9600
ADDS: EDDIE MONEY, JUDSON SPENCE, FINE YOUNG CANNIBALS, GIANT STEPS, SA-FIRE.

KTFM • PD: DOCTOR DREX / MD: RICK HAYES • (512) 855-5500
ADDS: SWEET SENSATION, CAMOUFLAGE, WILL TO POWER, BOY MEETS GIRL.

36 Indianapolis

WZPL • PD: SCOTT WHEELER / ASST. PD/MD: JOHN TROUT • (317) 637-8000
ADDS: CHICAGO (*28), TIMELORDS (*34), BANGLES (*35), R.E.M., KENNY LOGGINS.

37 Salt Lake City

KCPX • PD: CHRIS BAKER / ASST. PD/MD: RAY KALUSA • (801) 485-6700
ADDS: GIANT STEPS, R.E.M., WAS (NOT WAS).

KISN • PD: GARY WALDRON / MD: BOB LaBORDE • (801) 359-7794
ADDS: BOY MEETS GIRL, KENNY LOGGINS, VIXEN, WILSON & ZANDER, LUTHER VANDROSS, JUDSON SPENCE.

38 Buffalo

KISS 98.5 • PD: PAUL "BOOM BOOM" CANNON / MD: MIKE McGOWAN • (716) 884-5101
ADDS: EDDIE MONEY (*29), WILSON & ZANDER (*30).

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN • (716) 876-0930
ADDS: BREATHE (*30), WAS (NOT WAS), EDIE BRICKELL &...,

39 San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON • (714) 889-2651
ADDS: LTRIMM, THE BOYS.

40 Hartford/New Haven

KC101 • PD: STEF RYBAK / MD: JIM DANN • (203) 778-4012
ADDS: EDIE BRICKELL &... (*28), ROD STEWART, ROY ORBISON, LUTHER VANDROSS.

WKSS • PD: JIM RANDALL / MD: JODI RYAN • (203) 249-9577
ADDS: BANGLES, ROB BASE, BOY MEETS GIRL, MARTIKA, SA-FIRE, SWEET SENSATION, LUTHER VANDROSS, CHICAGO (*33).

41 Charlotte

WBCY • PD: MARY JUNE ROSE / MD: OPEN • (704) 374-3774
ADDS: WAS (NOT WAS), KENNY LOGGINS, VAN HALEN, LUTHER VANDROSS.

WCKZ-FM • PD: MIKE BEACH / MD: DON O'NEAL • (704) 342-4102
ADDS: TRACIE SPENCER, SWEET SENSATION, KENNY G w/SMOKEY ROBINSON, CASH, MONEY & MARVELOUS.

WRDQ • PD: RANDY C. BLISS / MD: DWAYNE WARD • (704) 392-6191
ADDS: MICKEY THOMAS (*34), ROXETTE (*35), TRAVELING WILBURYS, VAN HALEN, THE FIXX, LOVE AND MONEY.

42 Memphis

FM100 • PD/MD: STEVE CONLEY • (901) 726-0468
ADDS: THE BOYS, EDDIE MONEY.

43 Rochester

98PXV • PD: TOM MITCHELL / MD: CHRIS LEARY • (716) 325-5300
ADDS: BANGLES, MILLI VANILLI, ROD STEWART, CHICAGO.

44 Oklahoma City

KJ103 • PD: CURT SPAIN / MD: ANDY TAYLOR • (405) 840-5271
ADDS: NEW KIDS ON (*28), VAN HALEN (*37), IVAN NEVILLE, ROMEO'S DAUGHTER, LUTHER VANDROSS.

Z99 • PD: BILL PASHA / MD: BRETT DUMLER • (405) 478-4499
ADDS: BANGLES (*26), TOMMY PAGE, LOVE AND MONEY.

45 Monmouth-Ocean, NJ

WJLK-FM • PD/MD: RAY ST. JAMES • (201) 774-7700
ADDS: BANGLES, FINE YOUNG CANNIBALS, LUTHER VANDROSS, DINO, SURVIVOR.

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT • (609) 597-1100
ADDS: CINDERELLA, VAN HALEN, KYLIE MINOGUE, CHICAGO, RICK ASTLEY (*25).

46 Dayton

WDTZ • PD: JAY JARVIS / MD: DR. DAVE • (513) 294-5858
ADDS: DID NOT REPORT THIS WEEK

47 Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER • (502) 589-4800
ADDS: KON KAN (*29), WAS (NOT WAS) (*30), VANESSA WILLIAMS, ROY ORBISON, LUTHER VANDROSS.

WLRS • PD: LISA LYONS / MD: BRAD HARDIN • (502) 585-5178
ADDS: GUNS N ROSES (*23), THIRTY EIGHT SPECIAL (*33), TRAVELING WILBURYS, IVAN NEVILLE.

48 Nashville

Y107 • PD: MARK CHASE / ASST. PD/MD: LOUIS KAPLAN • (615) 256-6556
ADDS: KON KAN, TRAVELING WILBURYS, EDDIE MONEY.

49 Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD • (407) 788-1400
ADDS: SAMANTHA FOX (*33).

BJ105 • PD: BRIAN THOMAS / MD: JOHN SUMMERS • (407) 629-5105
ADDS: BANGLES, KARYN WHITE, R.E.M., DINO, TRACIE SPENCER, FINE YOUNG CANNIBALS.

Y108 • PD: JERRY LOUSTEAU / MD: RAY MARINER • (407) 339-1067
ADDS: BREATHE, MARTIKA, WAS (NOT WAS), SA-FIRE.

50 Greensboro/Winston-Salem

WJMH • PD/MD: CHRIS BAILEY • (919) 855-6500
ADDS: KARYN WHITE, DINO, SWEET SENSATION, MICHAEL JACKSON.

WKSJ • PD: TOM JACKSON / ASST. PD/MD: DALE O'BRIAN • (919) 275-9895
ADDS: BOBBY BROWN, ANITA BAKER, EDDIE MONEY.

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS • (919) 725-0556
ADDS: VANESSA WILLIAMS, NEW EDITION, BANGLES, THIRTY EIGHT SPECIAL, CINDERELLA.

CRIVIZ



"KEEP THE FIRE BURNING"
The Single Is Out This Week!!!
Already Added At...KITY!!!
Also Added At...KBFM, KZZU, OK95, and more
The Album Is Now Over 850,000 Units!!!
The Group's Headline Tour Continues!!!

RED
FLAG
"Russian Radio"

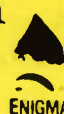
KRBE (26-20)!!! KKFR (Debut#24)!!!
Just Added At FM102!!!

HITMAKERS: MAINSTREAM...153% Increase In Airplay
ROCK...#33 With A 14% Increase In Airplay

CHERYL BROZ, KRBE

"It's EXPLODING at KRBE...Massive Sales and Requests...
A TOP 10 record and already the #1 SELLING 12 inch
in Houston!"

BUZZ BENNETT, Y95 "This is a GOOD record!"



FACES & PLACES



TRIUMVIRATE!

ARISTA RECORDS SHOWCASED THEIR LATEST SIGNING, THE **THREE SMILING GUYS**, A GUTSY POWER TRIO OUT OF THE NEW YORK AREA. JUST KIDDING! (L-R): EXECUTIVE VICE PRESIDENT/GENERAL MANAGER **DON IENNER**, PRESIDENT **CLIVE DAVIS** AND SENIOR VICE PRESIDENT **ROY LOTT**.

THE BIRTHDAY BOYS!

CELEBRATING THEIR BIRTHDAYS DURING THE CONVENTION ARE VICE PRESIDENT OF POP PROMOTION, ARISTA RECORDS, **RICK BISCEGLIA** AND VICE PRESIDENT OF FINANCE, ARISTA RECORDS, **AL KIZCALES**.



JUDSON SPENCE AT THE ROXY!

ATLANTIC RECORDS **JUDSON SPENCE** AND HIS BAND RECENTLY PERFORMED A SHOWCASE AT THE ROXY IN L.A. FROM LEFT: ATLANTIC DIRECTOR WEST COAST REGIONAL POP PROMOTION **BOB CLARK**; WEA SR. VP/DIR. OF NAT'L. AUDIO MUSIC SALES **FRAN ALIBERTI**; JUDSON SPENCE'S MGR. **MIKE DIXON**; **JUDSON SPENCE**; ATLANTIC VP/PRODUCT DEVELOPMENT/PROMOTION **JUDY LIBOW**; ATLANTIC WEST COAST DIR. OF SALES & MARKETING **TOM DAVIES**; ATLANTIC SR. VP/GM **MARK SHULMAN**; ATLANTIC WEST COAST SR. VP/GM **PAUL COOPER**.



WHY ARE THESE GUYS SMILING???

SOME OF THE **HITMAKERS** STAFF GOT TO TAKE OFF A FEW MINUTES FROM THEIR BUSY TUESDAY TO VISIT WITH WTG RECORDS! PICTURED (L-R): **KATHY FIEDEL**, **LITTLE RICHARD**, **JILLIAN UEBEL**, **PAULA GERARD**, **PAMELA JOUAN**, **RICHARD PASTORE**, **JILL HALPRIN**, **DANETTE DUNAGAN**, **PHILIP BAILEY**, **ANNE GREENBERG**, **MARILYN ARTHUR**.



FACES & PLACES



DEAR GOD IT'S FRIDAY THE 13TH!

CHRYSLIS THREW A PARTY TO CELEBRATE THE RELEASE OF **MIDGE URE'S** NEW ALBUM, ANSWERS TO NOTHING. THE FIRST SINGLE OFF THE ALBUM, DEAR GOD, IS ON VOLUME 15 OF THE **HITMAKERS** CD SAMPLER. CAUGHT MONKEYING AROUND AT THE PARTY (L-R): **CHRIS MORRISON**, MIDGE'S MANAGER, **MIDGE URE**, AND **MIKE BONE**, PRESIDENT, CHRYSLIS RECORDS.

"ELECTRIC YOUTH," NEW ALBUM FROM DEBBIE GIBSON!

ATLANTIC RECORDS HOSTED A LISTENING PARTY FOR **DEBBIE GIBSON** RECENTLY AT THE HARD ROCK CAFE IN NEW YORK WHICH WAS ATTENDED BY NUMEROUS RADIO, RETAIL AND MEDIA PERSONALITIES. SHOWN AT THE EVENT FROM LEFT: ATLANTIC CHAIRMAN **AHMET M. ERTEGUN**, **DEBBIE GIBSON**, AND ATLANTIC PRESIDENT **DOUG MORRIS**.



ANNUAL KMEL RECORD GALA!

PICTURED (L-R): MCA RECORDS **BOB OSBORNE**; KMEL PD **KEITH NAFTALY**; MCA RECORDS **BILLY BRILL**; KMEL VP/GM **PAULETTE WILLIAMS**; MCA RECORDS **PAT MARTINE** AS MCA ACCEPTS THE AWARD FOR MAJOR RECORD LABEL OF THE YEAR WITH 22 TOP 10 RECORDS ON KMEL IN 1988.

FIRST AND GOAL!!!

PICTURED HERE, **JAN TEIFELD** AT ARISTA RECORDS. KICKING OFF THIS WEEK...**KENNY G. WITH SMOKEY ROBINSON** WE'VE SAVED THE BEST FOR LAST; **CARLY SIMON** LET THE RIVER RUN (THEME FROM WORKING GIRL); **KIARA**, THROUGH THE UPRIGHTS! ADD...**MILLI VANILLI** GIRL YOU KNOW IT'S TRUE.



GIPSY KINGS SELL OUT RITZ!

INTERNATIONAL RECORDING SENSATION **THE GIPSY KINGS** PLAYED TO A SELL-OUT CROWD AT NEW YORK'S RITZ RECENTLY, AND ELEKTRA RECORDS EXECUTIVES WERE ON HAND TO CELEBRATE AFTER THE GROUP'S PERFORMANCE! BACK ROW (L-R): **STEVE SCHNUR**, DIR. VIDEO MARKETING PROMOTION; **DIEGO BALIARDO**; **NICOLAS REYES**; **ANDRE REYES**; **HOWARD THOMPSON**, VP A&R EAST COAST; **CHICO BOUCHIKHI**; **GARY CASSON**, SR. VP/BUSINESS AFFAIRS; **SUZANNE BERG**, DIR. NAT'L. AC PROMOTION. FRONT ROW: **PACO BALIARDO**; **TONINO BALIARDO**; **HALE MILGRIM**, SR. VP/CREATIVE SERVICES; **JEFF COOK**, DIR. NAT'L. AOR PROMOTION.

Red Stewart

adds/debuts

Y95#20 !!!

WBLI#29 !!!

KCPW#30 !!!

KWSS#35 !!!

KISN#35 !!!

KC101 !!!

and more

EAGLE106 (29-24)

Q107 (12-11)

POWER99 (14-12)

KPLZ (28-23)

B94 (24-20)

B100 (20-13)

WMMS (17-13)

WPHR (26-22)

Q105 (8-4)

KXXR (20-17)

KWOD (35-32)

WNVZ (26-20)

KSAQ (27-24)

WZPL (15-12)

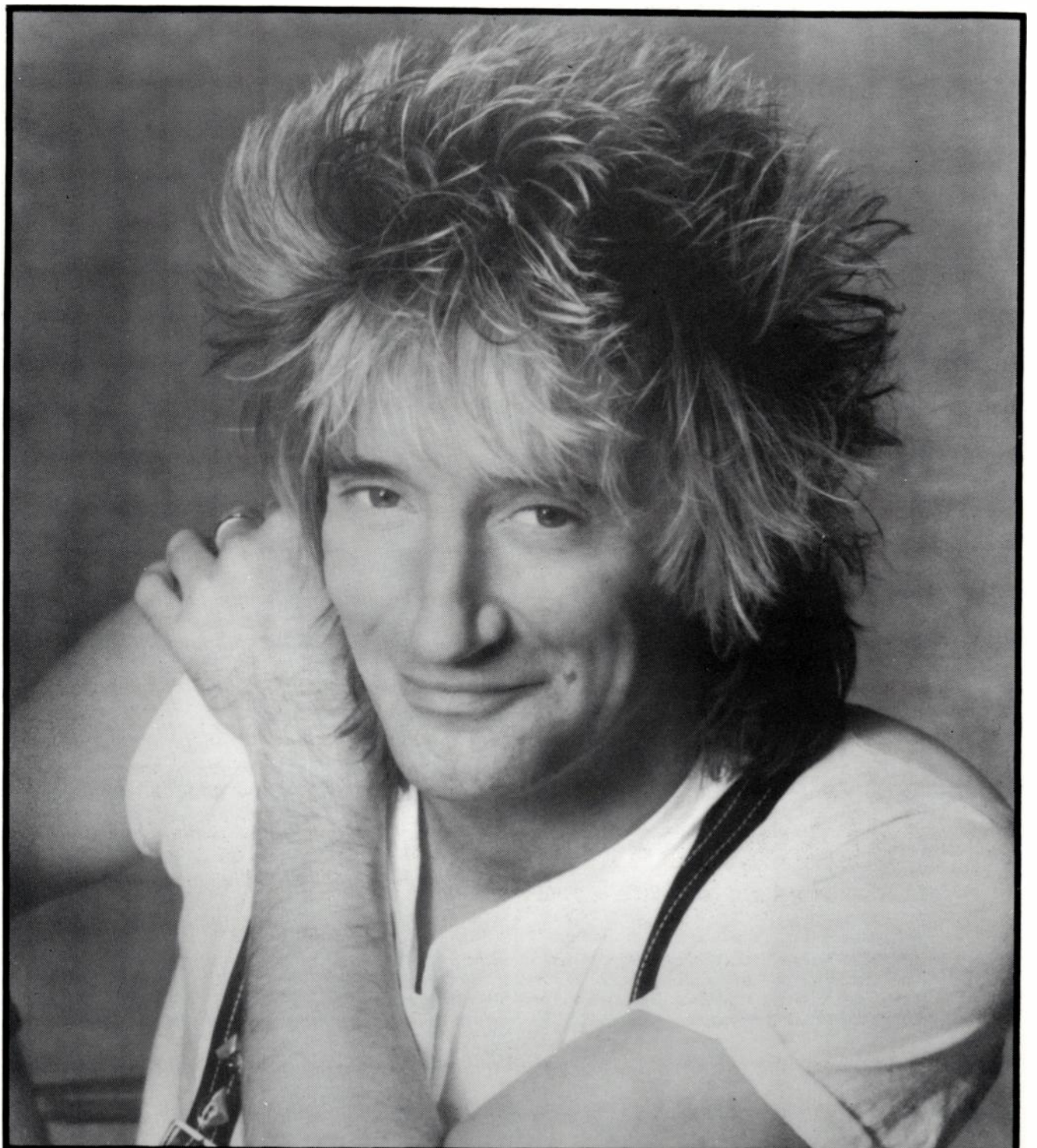
WBCY (10-8)

WLRS (4-3)

WDJX (20-15)

and more

"My Heart Can't Tell You No"



HITMAKERS

MAINSTREAM CHART...#23

(21% Increase In Airplay This Week)

ROCK CHART...#9

(17% Increase In Airplay This Week)



GAVIN

Seminar for Media Professionals

FEBRUARY 16, 17 and 18

WESTIN ST. FRANCIS HOTEL, SAN FRANCISCO



THE WESTIN ST. FRANCIS
San Francisco

For room reservations, send in your room registration card or contact the Gavin office.

INTRODUCING THE 1989 GAVIN SEMINAR AGENDA!

THURSDAY, FEBRUARY 16th

SEMINAR REGISTRATION DESK OPENS AT NOON

• PRE-SEMINAR ALTERNATIVE CONCLAVE

An informal session, hosted by Peter Standish, discussing the specifics of the Alternative music market.

• COOL TALK AND HOT JAZZ!



Portrait Records and Gavin Jazz/Adult Alternative will present a Jazz/Adult opening discussion session. Immediately following, the room will be transformed into a Jazz club featuring Portrait recording artist Michel Camilo and his band in performance.



FRIDAY, FEBRUARY 17th

• THE PRESENT AND FUTURE OF THE MUSIC AND RADIO INDUSTRY: TWO VIEWS FEATURING RICH BALSBAUGH, CEO OF PYRAMID BROADCASTING and BOB KRASNOW, CHAIRMAN OF ELEKTRA RECORDS

Two leading figures in radio and music will offer their feelings and input on the current state and the future of our industries.

• GUNS N' ROSES N' ROCK N' ROLL



An amazing step by step look at the launching of one band's mercurial rise to the top--from demo to platinum status.



• THE POWER OF SONG--AN ARTIST'S PERSPECTIVE

Artists from diverse musical backgrounds will highlight an audience discussion and performance of music beyond "Baby, baby I love you."

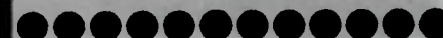
• FOCUS GROUPS--THROUGH THE LOOKING GLASS

Jhan Hiber, VP of Research for Malrite Communications goes behind the scenes with this audio/visual session on conducting focus groups and understanding research.

• KEYNOTE EVENT: AN AFTERNOON WITH MANAGEMENT VISIONARY TOM PETERS



A very special Gavin Seminar event featuring Tom Peters, America's foremost management realist. A music/radio industry first!



• THE GAVIN SEMINAR CELEBRITY COCKTAIL PARTY

Artists, music and radio's finest get together for one of the supreme industry affairs of the year. Additional tickets available only through full Seminar registration.

HOSPITALITY SUITES OPEN AFTER COCKTAIL PARTY

SATURDAY, FEBRUARY 18th

• RADIO FORMAT SESSIONS

TOP FORTY--A VIEW FROM THE TOP, THE NATIONAL PERSPECTIVE

Hosted by Dave Sholin with Rick Cummings, Executive VP, Emmis Broadcasting, Guy Zapoleon, Nat'l PD, Nationwide Communications and Dan Vallie, President of Vallie Consulting.

COUNTRY--IN PURSUIT OF MARKET SHARE

Hosted by Lisa Smith, Cyndi Hoelzle and Elma Greer with guest moderator Don Langford, VP of EZ Communications.

ADULT CONTEMPORARY

This morning A/C discussion will be hosted by Ron Fell and Diane Rufer.

URBAN CONTEMPORARY

Hosted by Betty Hollars and John Martinucci with a guest moderator to be announced.

JAZZ AND ADULT ALTERNATIVE

A look at the music intensive radio sounds of Jazz and Adult Alternative and how they're catching those elusive and all important adult listeners.

ALBUM MUSIC PROGRAMMING FACE-OFF

Hosted by Kent Zimmerman and Peter Standish.

• HOTSHOTS OF THE AIRWAVES--THE WINNING PERSONALITIES

Hosted by Lee Michaels with a hot line-up of radio's top talents.

• MJI BROADCASTING AND CAPITOL RECORDS PRESENTS THE FOURTH ANNUAL ROCK 'N' ROLL TRIVIA CONTEST

Major fun and prizes for those who know the most about the hits of yesteryear. Be there to watch the trials of rock trivia.

• THE GAVIN SEMINAR MEDIA PROFESSIONALS AWARDS BANQUET

The coveted Gavin Awards recognize outstanding achievement of 1988.

QUESTIONS? CONTACT THE GAVIN REPORT (415) 495-1990

**DON'T BE DISAPPOINTED! RESERVE YOUR
ROOM AND REGISTRATION EARLY!**

HITMAKERS

Artist

Spotlight



FINE YOUNG CANNIBALS (I.R.S)

(Roland Gift-vocals, Andy Cox-guitars, David Steele-bass)

Take sizzling, raw talent and mold it into the three young men who make up **FYC** and suddenly you have all the ingredients for the makings of a hit single.

She Drives Me Crazy

combines soul-flavored dance music with tasteful, alternative, eclectic sounds. The result is their most accessible hit to date.

✓Originating out of the ashes of English Beat, Andy Cox and David Steele discovered in early 1985 the golden voice of Roland Gift, frontman of a soul/R&B band in the British Pub circuit.

✓Six months later and a television debut on the acclaimed British TV music show *The Tube* resulted in a smash single, *Johnny Come Home*.

✓Debut self-titled LP contained second single *Blue* and commanded much respect from critics and the public alike.

✓1986 saw **FYC** in a cameo performance in the Barry Levinson film *Tin Men*, where they appeared as a '60's soul group playing in a bar.

✓March 1987 marked the release of *Ever Fallen In Love*, a cover of the Buzzcock's classic.

✓Offered a variety of acting roles, Roland left the creative side of **FYC** to the other two members.

✓Kept busy, Andy and David began work on their second LP, *THE RAW AND THE COOKED*, and also contributed material to the Steve Martin film *Trains, Planes And Automobiles*. They also came up with a Housetrack titled *Tired Of Getting Pushed Around* that was sent to clubs under the pseudonym Two Men, A Drum Machine And A Trumpet. The song was later released Top 40 where it shot up the dance charts in early 1988. The pair also produced tracks for The Wee Papa Girl Rappers, including their hit *Heat It Up*.

✓January 1989: the first single from their second album is released. *She Drives Me Crazy* is a worthy preview of *THE RAW AND THE COOKED*, scheduled for release next month.

✓David and Andy have meanwhile produced tracks for Pop Will Eat Itself, while Roland has completed work on the movie *Scandal*, scheduled for Feb. release.

HOSH GURELI-MD. KMEL-San Francisco

"FYC have their largest mass appeal single to date, while still keeping a funky and fresh sound that's hip to everybody."

J.J. MORGAN-AST. PD. MD. KKFR-Phoenix

"Top 5 phones! A nice mid-tempo record that happens to be alternative, yet not abrasive. It should break this band into Top 40!"

SEAN LYNCH-PD. Z100-Portland

"SMASH!!!"

MARK JACKSON-MD. WHYT-Detroit

"A great sounding song, it looks like I.R.S. has another ABC on their hands- and it's a winner! A very accessible crossover smash!"

PACO LOPEZ-AST. PD. MD. KXX106-Birmingham

"A great, great, great mid-tempo dance track, it has the same feeling as INXS *Need You Tonight*... Hit material!"

TOM CUNNINGHAM-PD. WPST-Trenton

"Soulful, shining production, the falsetto approach works!"

HITMAKERS Think Tank

1989...THE BIG YEAR FOR TOP40 RADIO

by BARRY FIEDEL

Last Fall **HITMAKERS MAGAZINE** predicted you'd be seeing many changes at the programming level of TOP40 Radio before the year's end...Well, **WE WERE RIGHT!**

Up in the "Ivory Towers" of Radio Management, the wheels were turning as early as last September. Many owners and their respective management teams felt that the format was reaching a place where it had nowhere to go. Looking across America at the many Program Directors involved in TOP40, they realized that the majority of them would have difficulty programming and maintaining a major market station. Fear set in as they pondered their own fate. Here they were looking into the near future (1989 was just down the road), and trying to decide how they would structure their companies. By late November we started to see the results of those meetings. **NOW**...we'll really see the whole show.

A major move was made by **WESTWOOD ONE** in hiring **SCOTT SHANNON**, but can **YOU** think of a **BETTER** move?

Are **YOU** shocked that Los Angeles (the sleeping giant of TOP40 Radio) is about to awaken?

Are **YOU** shocked that certain **PD's** around the country are **SUDDENLY** out of a job?

Haven't **YOU** realized yet that these owners and operators are serious business people?

What's going on out there?

Here at **HITMAKERS** we've been preaching for years about the way you have to run your career. Nobody has done more for the TOP40 Programmer along the lines of motivational therapy than **HITMAKERS**. And still many programmers think they know it all. Many of those same programmers are now looking for jobs.

Start acting like a **PRO** and give this thing called **RADIO** your all...**110% of the time!!!**

A PD that this very publication discovered six years ago working out of a trailer in Phoenix (at a daytimer, no less) has become one of the sharpest and **HOTTEST** programmers in America today. He was one of only two names seriously considered for the **POWER95** job in New York City!!! He's not only been a friend of ours, but he listens and learns...**He's a PRO!!!**

We've resumed our **THINK-TANK** feature because so many of you asked for it...read them and react to them. You don't have to agree with every philosophy printed on this page, but be a thinking programmer. Be part of the intellect of radio programming-not just the fun of it-and in the process become part of the **GROWING** family of **CARING** programmers!!!

Get Romantic With

Tommy Page

A
**HITMAKERS
HITBOUND
THIS WEEK!!!**

A
**56%
INCREASE
IN
AIRPLAY
AT
MAINSTREAM
TOP40
RADIO
THIS WEEK!!!**

*"A Shoulder
To Cry On"*

The seductive new single
from the debut album Tommy Page.

Produced by ARIF MARDIN and JOE MARDIN
Written by TOMMY PAGE

**DEBUTS...KMEL #28!!! Y95!!!
OWER99#23!!! Z99!!!
CPX (26-21), KISN (15-7),**

**4), KAGO (25-19), KBLQ (13-13), KFBD (24-21), KHOK (6-4,
22), KJLS (20-16), KLAZ (11-7), KMOK (7-6), KNEN (30-25),
, KREO (10-9), KZ103 (9-6), WOYO (20-16), WRTB (13-10)+++**

WRH



PUBLISHER'S PAGE



JEFF MC CARTNEY IS SUDDENLY OUT AT WMMS...

In a move that shocked everyone in our industry this week, it was suddenly announced that Jeff would no longer be PD. (See TUNA TALK on next page)

JEFFERSON WARD OUT AT WAEB-FM IN ALLENTOWN PA...

Another shocker this week was the sudden release of Jefferson Ward who is considered to be one of the most liked and respected young programmers around today! Bet your bankroll that you'll read about his future plans FIRST here in **HITMAKERS**!

RANDY KABRICH RESPONDS...

After last week's column in which we said Randy's name was mentioned as a possible PD for KIQQ, Randy wanted to make it perfectly clear to all our readers that he was NOT leaving his position at Q105 in Tampa! And while we're on the subject of rumors, by the time you get this publication GARY BRYAN may have been named the new PD at POWER95 in New York City!

JACK SATTER TO SCORE BIG WITH ROXETTE RECORD...

Jack does it again...What has to be the first major coup of 1989 in the record business has just happened. EMI picked up the ROXETTE HIT and has it hitting the street immediately. This should be the easiest record of Jack's career!

TRAVELING WILBURYS, VOLUME ONE...The debut album by **TRAVELING WILBURYS** has been certified platinum by the R.I.A.A., signifying sales in excess of one million units. **TRAVELING WILBURYS, VOLUME ONE** features the hit singles *Handle With Care* and *End Of The Line*. The album and singles are on the WILBURY record label, distributed by WARNER BROS.

EURYTHMICS'...Dave Stewart is producing the debut album for Toni Hallyday, which will be out on EPIC Records' WTG label in March. Those who have heard Hallyday's single, *Never On A Weekday*, predict she will get as much attention as Annie Lennox did when the EURYTHMICS burst onto the music scene back in 1982.

DON JOHNSON...DON JOHNSON'S album has been delayed once again. Now it will be out at the end of March. But it's not because JOHNSON can't come up with a title. He's calling it *IF IT TAKES ALL NIGHT*.

RANDY NEWMAN...RANDY NEWMAN'S new single, *Falling In Love*, is featured over the title credits of Tom Selleck's new movie, *Her Alibi*.

JOHN WAITE...BAD ENGLISH is the name JOHN WAITE, JONATHON CAINE and NEIL SCHON have picked for their new band. Their album is now scheduled for release the first week of April on EPIC Records. They're finishing the recording with producer Richie Zito.

FATBOYS...THE FATBOYS are recording the theme song for the syndicated TV show, *Police Academy: The Series*. They're also doing several other cuts which will be inserted into episodes of the animated show, and may eventually be used on an album featuring music from the series. There are also plans for them to make a music video for the theme song.

TICKETS ALREADY ON SALE FOR THE BEE GEES FIRST TOUR OF THE EIGHTIES...The BEE GEES have announced their 1989 tour plans will include a rare North American concert tour. The shows, tentatively scheduled for July and next fall, will be part of a world tour that will see them playing their first concerts in Europe in 15 years and their first ever in France. Tickets have already gone on sale for shows in Germany. The tour will hit 10 more countries this year before going down under and to the Far East in early 1990. The BEE GEES will release their new album overseas in March, but will wait until July to issue it in America. Aside from appearances at special concerts last year, ATLANTIC Records' 40th Anniversary Party, The Nelson Mandela Tribute and a Prince's Trust Benefit, this is the trio's first major tour in more than a decade.

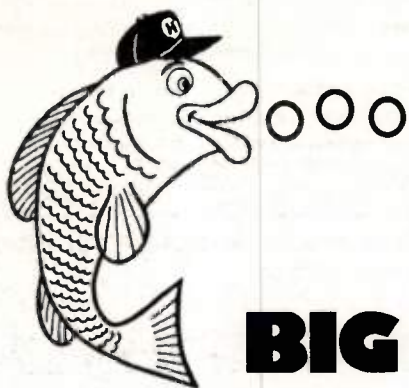
MR. MISTER RETURNS TO STUDIO WITH NEW GUITARIST...MR. MISTER is returning to the studio with a new guitarist, Buzz Felten, and a new approach to their music. Felten, who is officially replacing Steve Farris, is described by lead singer/songwriter Richard Page as a "more blues oriented guitarist. His technique is excellent, and he plays with conviction as well. The guy's got lots of soul. I think it will have a profound effect on MR. MISTER'S sound." Felten, who was a member of the Butterfield Blues Band at age 19, went on to become a member of Stevie Wonder's band before he formed the cult group Full Moon with Neil Larsen. Studio work on the yet untitled LP begins next week with producer Paul Devilliers, who produced the band's multi-platinum LP, *WELCOME TO THE REAL WORLD*.

KANSAS FANS TO TAKE THE STAGE ONCE AGAIN...KANSAS was so pleased with the results of inviting fans onstage to sit and sing back-up with them on their last tour, they're doing it again this time. In select cities, there will be three sets of bleachers on the stage, holding

45 fans, winners of radio station contests. KANSAS kicks off their tour for the album *IN THE SPIRIT OF THING* in Joplin, Missouri. Night Ranger will be their special guests. The tour will run through the spring.

ANNUAL MUSIC CONVENTION PERFORMANCES TO BE TELECAST IN EUROPE...The talent line-up has been set for the Annual MIDEM convention, the music convention meeting in Cannes January 22 through the 25th. To heighten consumer awareness, convention organizers have arranged for Rock and Jazz concerts to be broadcast throughout Europe. They are hoping the shows will also be shown in America. Breathe, The Gipsy Kings, Judson Spence, Milli Vanilli, Fairground Attraction, Tom Tom Club, Colin James and Prefab Sprout will be among the artists performing. Chuck Mangione, Billy Cobham and Ben Sidran will appear in the Jazz concert.

DEPECHE MODE FILM PREMIERES NEXT MONTH...D.A. Pennebaker's film of DEPECHE MODE'S last tour will be premiered at the Berlin Film Festival next month and have special screenings in New York, Los Angeles, Toronto and London. Plans are to follow the screenings by opening *Depeche Mode 101* in 50 more cities throughout April. The \$400,000 production follows a busload of fans who travel cross country to see the band's show at the Rose Bowl in Pasadena last June. Martin Gore says DEPECHE MODE is not worried about the poor showings of recent Rock films. He says, "Depeche Mode 101 will be handled more as an art film along the lines of the Talking Heads' successful *Stop Making Sense*." Gore adds that the band will support the film with a live album coming out in March, and a two week promotional visit during which they'll attend premieres in major cities. "But," says Gore, "we are going to underplay everything. There will be no massive advertising campaign. We are just going to let the film make it on its own merits."



TUNA TALK

BIG TUNA SEZ:

Y100, Miami, has had a new Morning Zoo for the last few weeks featuring **BOBBY MITCHELL**, formerly of KKHT in Houston! Some say a Zoo will never work in Miami...so, we'll see what **STEVE PERUN** has on his mind!!!

Speculations still run wild as to who will fill **SCOTT SHANNON**'s shoes at Z100, New York! Mum's the word, but the ol' crystal ball still keeps beaming the initials J.L. Yeah, but didn't New Yorkers really LOVE **SHANNON**'s "Macho Man" approach?

TOM CUNNINGHAM departs WPST in Trenton to become Publisher's Assistant at Friday Morning Quarterback! Our best wishes to **TOM** and **KAL** for continued success!!!

More speculation about the POWER95 job in New York...The New York Post had an article which mentioned only two finalists left - **GARY BRYAN** and **STEVE SMITH**!!!

The **TUNA** Patrol in Detroit sez "The Fox" is soundin' really good! CB - you are really BAD!!!

HOORAY FOR JOHN CLAY!!! **JOHN** has been named Music Director at Q106 (KKLQ), San Diego. **JOHN** programmed KGGI, Riverside-San Bernardino, CA; KHTZ, Reno-Lake Tahoe, NV; and KWES-FM, Midland-Odessa, TX before joining Q106 recently! For the 5th consecutive ratings period, Q106 has the most listeners of any San Diego radio station, according to Arbitron!

JEFF McCARTNEY, former PD at WMMS, Cleveland sez, "I felt with the changes that Malrite and WMMS have been through in recent weeks that it was in everybody's best interest for me to move on. I wish the company continued success in the future!!! I can be reached at (216) 333-8397. I'm looking for another winning situation!"

CHUCK BORTNICK, VP/GM at WMMS, Cleveland sez, "**JEFF McCARTNEY** is leaving to pursue some other opportunities! As you know we recently named **RICH PIOMBINO** Operations Manager for the station, and in his role he will continue his responsibilities for the Promotions and Merchandising areas of the station. Additionally, **RICH** will be overseeing the Programming department. At this time, we're not really looking to name a new Program Director, we're more looking to come up with a new Promotions Director so that **RICH** can take up some of the slack in programming."

LARRY BERGER, former PD at POWER95 (WPLJ), New York sez, "I'm on my way to the city of the San Francisco 49ers, Superbowl Champions 1989! I've accepted the position of Program Director at K101, San Francisco, and that station is doing so well I really don't have the opportunity to take it from zero to one because it's already at four. I'm going to have to be pretty sharp on my toes! I'm hoping to make it even better! I'll be starting there March 1st!!!"

JACK SATTER played me some LP tracks of EMI Records HOT new group **ROXETTE**, and I really think this sound is FRESH! I especially like a cut called Dressed For Success!

HAPPY BIRTHDAY to **STEVE SMITH** - a programmer who has a lot of accomplishments to celebrate! **STEVE**, you're really a HIT with us...**HAPPY BIRTHDAY**!!!

I hear KBEQ, Kansas City has a new Air Personality ready to HIT the airwaves - **RANDY MILLER**!!! **RANDY** is an excellent pro and should make the morning wars very competitive! **CONGRATULATIONS** to **KEVIN KENNY** and GM **DAVID SMALL**!

DON ANTHONY, Principal of Talent Masters, Atlanta, GA sez, "You're welcome to come to our First Annual Air Talent & Programming Conference at the Doubletree Hotel in Atlanta March 16th-18th! We have listened for four years now for what type of a forum would benefit the needs of air talent and programmers best! By and large, people said a get-together forum, where the programming department would get together and develop training and motivational sessions and panels to attend. In terms of an actual convention, we tried to develop a more qualitative structure as opposed to quantitative, meaning there may be fewer panels but they'll be slightly longer and deal more with the pressing needs of air talent and programmers! To enter the Air Check Competition, send in a scoped two-minute air check of your best air work. The winner will be selected and awarded at the conference! Entries MUST be received by February 25th, and the entrants need not be registered at the conference. One of our panels is called 'Talent Masters Of The Airwaves,' and this will be one of the best assemblies of air talent from various shows around the country. At the conclusion of this panel, we will have selected 10 finalists from the Air Check Competition. We'll then play those 10 finalists, with their permission, and use the applause meter to gauge the air check competition winner!!! When you send in your air checks for the Air Talent Competition, please send it to ATPC '89 Air Check Competition, 102 Colony Center Drive, Suite 303, Woodstock, GA 30188."

MARC DRISCOLL has WIOQ up and running in Philadelphia! Sources in Philly say the station sounds real Urban! Even though they are not set up as far as their full Disc Jockey staff, they hired **ELVIS DURAN** in afternoons, coming from Z93, Atlanta!

BRIAN PHILIPS, PD at KDWB-FM, Minneapolis sez, "I've got some HOT news for you! **J.R. NELSON** is now Legacy Broadcasting's Corporate Production Director, and KDWB's day-to-day Production Director, headquartered out of Minneapolis! J.R. was Z100 - New York's Production Director for five years, and produced **SCOTT SHANNON**'s 'Rock America Countdown.' **NELSON** started this week, and we're real excited about it!!!"

HURRY...A GREAT spot for a small market Disc Jockey looking for their BIG break! **DENE HALLAM**, PD at KCPW, Kansas City, is looking for a youthful night jock, not teeny bopper sounding, no screamers, but uses phones well and HIP! Overnight T&R to KCPW, 508 Westport Road, Kansas City, MO 64111.

WALTER WINNICK sez, "Out by popular demand...CYPRESS/A&M Records is releasing **PETER NOONE** *I'm Into Something Good* from the movie *Naked Gun*. The song appears in the movie three times. The movie is still Top 5 in all markets and has done 60 million dollars worth of business!!! **PETER NOONE** is ex-Herman, formerly Herman of Herman's Hermits. The song was especially recorded for the movie. Producer and Director of the film *Naked Gun* **DAVID ZUCKER** just shot a video with **PETER**, **LESLIE NIELSON** and **OJ SIMPSON**! **PETER** also just cut a track in England with **JOHNNY HATES JAZZ**!"

JERRY DEAN, PD at KLUC, Las Vegas, NV sez, "Watch out for the **SYNCH** single *Where Are You Now* on COLUMBIA Records! We've been getting fabulous across-the-board demos!!!"

CONGRATULATIONS to "**PITBULL**" **JAY KEMP**, who is the new Morning Man at POWER98 (WBPR), Myrtle Beach, SC!!! Also, POWER98 is looking for a midday air personality. POWER98 is a 1,000 watt Top 40 station. Please send tapes and resumes to **BARRY RICHARDS**, 6 Southgate Road, Briarcliff Acres, South Carolina 29572.

JAN DEAN, 11 year Tulsa radio veteran, has been promoted from interim Program Director to Program Director of KAYI (KAY107), Tulsa. **MISS DEAN** will maintain her 9AM-Noon airshift and, being a JAN-of-all-trades, will continue to handle the Music Director's duties for the time being. KAYI Acting GM **MIKE JOHNSON** sez, "I couldn't be more pleased with **JAN**'s competence in the fields of radio and music!"

CONGRATS to **STEVE CHASE**, the new PD at KGLI, Sioux City, IA!!! **STEVE** was most recently Promotions Director and midday jock at KRNQ in DeMoines, IA. He will be the Morning Man as well at KGLI! **GOOD LUCK STEVE**!!!

New Hampshire's newest Top 40 needs a Morning Man NOW!!! Programming experience is a PLUS! Send T&R to WHOB-FM, 55 Lake Street, Nashua, NH 03060. E.O.E. - Please, no calls!

A **BIG HITMAKERS WELCOME** to **JONATHAN HARTE**, who will be the new PD at SLY96 (KSLY), San Luis Obispo, CA, formerly from K100, Marysville!!!

ANN HARLO, Former PD at KCLU, Rolla, MO is available for any air shift and especially programming duties! If you need an experienced programmer/air talent with a GREAT ear for music...call ANN at (417) 358-8150!

BENNY BEE, formerly of KS103, San Diego, is now programming a family-owned Rocky Mountain Top 40, and he's ready to get back to something BIGGER, preferably San Diego, Seattle or Portland! **BENNY** sez, "I can make your nights COOK or your middays MOVE!!!" Please call **BENNY** and leave a message at (406) 586-6176!

CONGRATS to the crew at JET-FM102, Erie, PA who are #1 in the market with a Birch 12+ of 28.4!!! Even with the GREAT numbers, though, the station is not standing pat. **NEAL SHARPE** just joined the team as Promotions Director, coming over from 97KYN in St. Marys, PA. Also, JET-FM102 is trying something new in afternoon drive - the afternoon "On-The-Road" Team!!! PD **JIM COOK** will be joined on the 3PM-7PM shift by former night jock **DAVE CALIN**, an interesting twist for that daypart!

BILL CRAWFORD, Air Personality at KSJQ, Modesto, CA sez, "I'm now available for a new opportunity! I'm looking for middays or afternoons in a large to major market. I've got 12 years experience, and I'm available NOW! I'm willing to re-locate. I am topical, witty, fun to listen to and winning radio stations only need contact me at (209) 473-3384. I've got an excellent track record including LIVE105 - San Francisco, KSNB - Eugene, KO93 - Modesto, KBOY - Medford, and KWIN - Stockton.

CONGRATULATIONS to **BOB MILLER**, MD at WAZY, Lafayette, IN and his wife **LYNN** on the birth of their first son, **ROBERT NICKLAUS** on January 18! Little **BOB** weighed 6 lbs, 12 oz. and is home doing fine!!!

PACO LOPEZ, Asst. PD/MD at KXX106, Birmingham, AL sez, "**HAPPY B-DAY** **CINDEE SANDRIDGE**!!! **CINDEE** is our Programming Assistant, and she's GREAT!"



GIANT STEPS

Produced by Gardner Cole. Mixed by Keith Cohen. From the album THE BOOK OF PRIDE.

"INTO YOU"

#36
HITMAKERS
ROCK CHART...
107% Increase
In Airplay!
A HITMAKERS
HITBOUND
This Week!

A HITMAKERS HITBOUND!!!
25% INCREASE IN AIRPLAY AT ROCK TOP 40!!!
37 ACTIVE REPORTS THIS WEEK!!!

ADDS/DEBUTS: KKRZ!!! KROY!!!
HOT97.7#38!!! KSAQ!!!
KCPX!!!

K104, KBLQ, KDWZ, KISR,
KISS96, KIXY, KKQV, KKSS-FM#37, KKXL,
KPHR#34, KQID#13, KREO, KSKG#39,
KSND#36, KTAG, KVTI, KYRK#39, KZFN,
Q100#35, SLY96#39, WAEB-FM#39,
WIFX, WKZQ, WLHQ#40, WPFR#38,
WQUT, WWFX and more

ACTIVE AT:

WLOL-FM(25-21),

KQIZ(38-35), KRNQ(20-17),
KZOZ(33-29) and more

ADDS/DEBUTS:

WZOU!!! KEGL!!!
Y95!!! 94Q!!!

WPHR!!! KKFR!!!
Y108!!! WNVZ!!!

WLRs#33!!! WKZL!!!

95XIL, K104, KISX, KPHR, KSND, KWTO, KZZU,
OK95, POWER108, WOKI, WOMP-FM, WPFM,
WQCM#38, WQUT, WYCR, Z107 and more

ACTIVE AT: KXXR(27-20),

KKEG(19-16), KNIN(37-31), WKOR(33-30) and more

THIRTY-EIGHT SPECIAL

"SECOND CHANCE"

Produced by Rodney Mills.



When You Play It, Say It!



ROXETTE

"The Look"

THE MOST TALKED ABOUT RECORD IN AMERICA THIS WEEK!!!

BRIAN PHILIPS, KDWB-FM - "Here's the REAL story...A kid showed up in the lobby insisting we listen to his CD...I took the CD and promised to mail it back to him in a few days. It was the Swedish import of ROXETTE. The first cut was *The Look*. It sounded like a natural. It was a HUGE request record and tested well...We sent it off to other stations and it got good reception...The rest, as they say, is history!!!"

TODD FISHER, WKTI - "ROXETTE is a SMASH, SMASH, SMASH...#3 phones...Thank You Brian Philips for sending it to me early...We're shoving it down everybody's throats here...This is a Mainstream HIT!"

BILL RICHARDS, KKBO - "John Cook and I both feel this is a Top 5 record...It's an ACTIVE record that will excite your audience!"

GREGG SWEDBERG, WLOL-FM - "All you have to do is hear it on the air once and you know this is definitely THE REAL THING! Great research in ALL demos!"

BRIAN BURNS, KXXR - "Instant phones - Just add airplay! Unquestionably, a HIT record...A Mainstream, Urban, AND Rock HIT...A full spectrum record!!!"

BILL STAIRS, X100 - "This proves radio finds the right records when we need them...I told Gene to go find me a White Danceable up-tempo HIT record, and it took him about fifteen minutes, which is a long time for Baxter!"

STEVE WYROSTOK, POWER99 - "It sounds like a HIT...It's one of those instantly attractive records...The audience accepted it on first listen!!!"

MIKE PRESTON, KWSS - "A perfect balance record to bridge the large amounts of Dance-oriented and hard-edged Rock product that seems to make up so much of today's chart...A perfect secret weapon record...PLAY IT NOW!!!"

VIXEN

"Cryin'"

333% Increase In Airplay At MAINSTREAM Top 40!
#24 HITMAKERS ROCK CHART...333% Increase In Airplay This Week!

ADDS/DEBUTS: WXKS-FM!!! WZOU!!! KEG!!!
Y95#23!!! WLOL-FM#37!!! Y108!!! KKRZ!!!
PRO-FM!!! WNVZ!!! KISN!!! and more

Other ADDS: G98, K106, KEWB, KF95, KGLI, KGOT, KHFI, KISR, KISS96, KIXY, KKRC#39, KKXL, KNEN, KNOE, KQCR, KSJQ, KSND, KTRS, KVTI, KYRK, KZ103, KZIO, KZOZ, Q104, WBBQ, WCLG, WERZ, WHTK, WIGY, WILI, WIXX, WJMX, WKEE, WKPE, WKSM, WLHQ, WLRW, WNYZ, WPFR, WPST, WQCM#40, WQPW#39, WRCK, WWFX, WWUF, WYCR, Y104, Y94 and more

ACTIVE AT: WPHR(40-36),
KXXR(28-23), WLRS(34-28)

KKEG(18-12), KPXI(39-36), KTUX(39-35), SLY96(39-27),
WFXX(36-30), WKOR(24-16) and more

When you
PLAY IT,
SAY IT!

EMI

