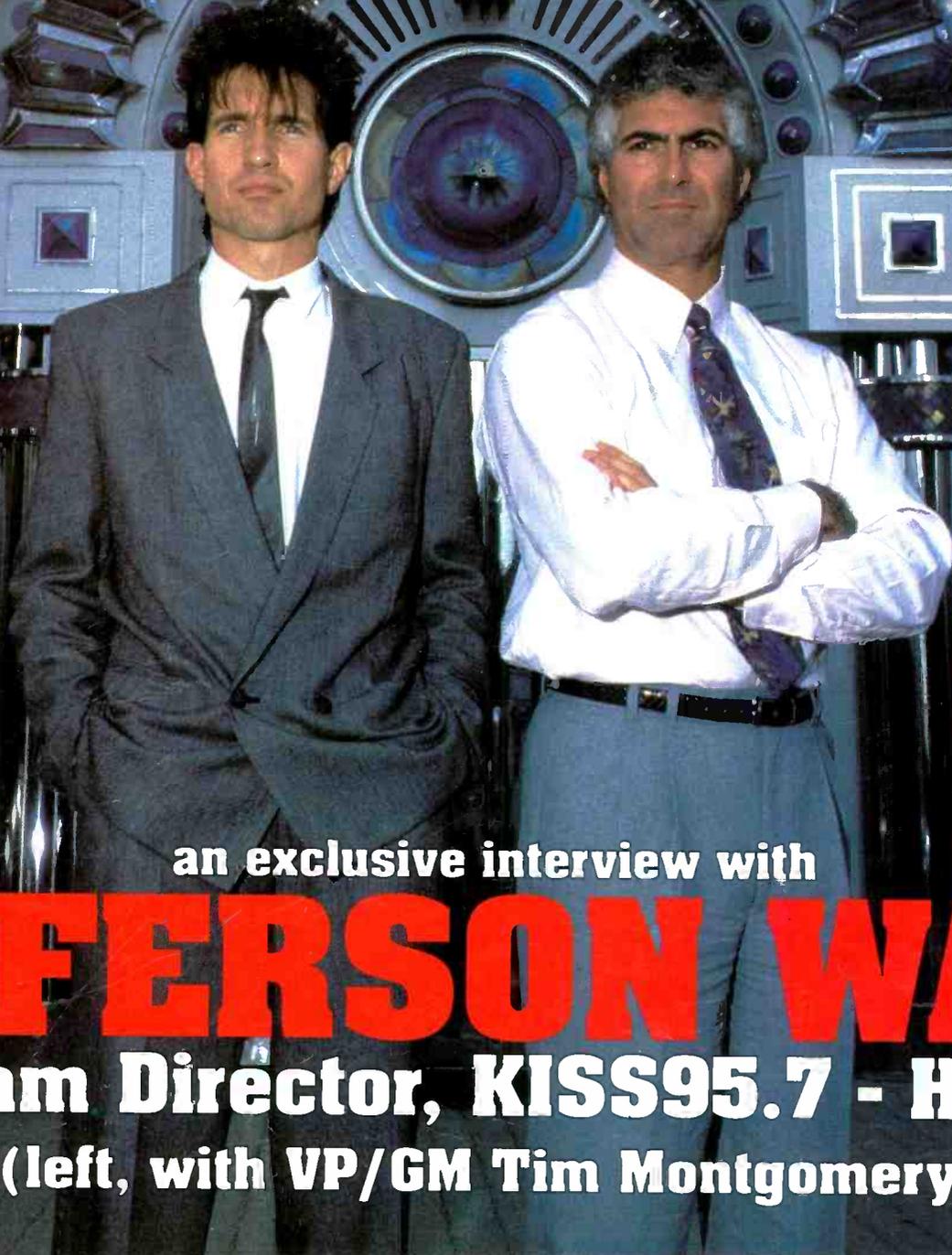


HITMAKERS[®]

ISSUE 660

\$5.00

OCTOBER 19, 1990



an exclusive interview with

JEFFERSON WARD

Program Director, KISS95.7 - Hartford

(left, with VP/GM Tim Montgomery)

The First Annual HITMAKERS Magazine

SOUTHERN REGIONAL SEMINAR

INTENSE EDUCATIONAL WORKSHOPS
For Today's Cutting Edge Industry Leaders!

FRIDAY, November 9th

10:00am - 12noon
Check In and Late Registration

12noon - 2:00pm

PREPARING FOR THE FUTURE

Opening Remarks: GREG REED, GM, POWER96, Miami
BILL PHIPPEN, VP/GM, POWER99, Atlanta
JOHN CLAY, OM, Q105, Tampa
BRIAN THOMAS, PD, MIX105.1, Orlando
CHRIS SHEBEL, PD, WDJX, Louisville

A working lunch sponsored by



2:00pm - 3:30pm

AIR PERSONALITIES WORKSHOP/ EVALUATING AIRCHECKS

Opening Remarks: RICK STACY, PD, POWER99, Atlanta
GREG REED, GM, POWER96, Miami
JIMMY STEAL, Asst PD/MD, KEGL, Dallas
BILL TANNER, PD, POWER96, Miami
MASON DIXON, OM, KIX106, Birmingham
"HITMAN" MC KAY, VP/PROGRAMMING, WKHI, Ocean City
RICK HAYES, PD, KTFM, San Antonio
LEO DAVIS, PD, Q104, Gadsden
SMOKEY RIVERS, GROUP PD, STONER BRDCST
JOE NASTY, MORNINGS, 102 JAMZ, ORLANDO

3:30pm - 5:00pm

HOW TO MARKET YOURSELF (In Or Out Of Work)

Special Lecturer: JOHN CLAY, OM, Q105, Tampa
ELROY SMITH, PD, 100.3JAMZ, Dallas
LOUIS KAPLAN, OM/PD, Y107, Nashville
BILL PASHA, PD, WAPE, Jacksonville
BILL CAHILL, PD, STAR94, Atlanta

3:30pm - 6:30pm

LOCAL RECORD PROMOTION WORKSHOP (How To Be The Best)

Opening Remarks: JOHN BARBIS, B&W MARKETING

FOR RECORDS
GEORGE CAPPELLINI
Geffen Records
DEL WILLIAMS
Elektra Records
BOB CATANIA
Charisma Records
RICK ALDEN
Elektra Records
PETER NAPOLIELLO
Geffen Records
BUTCH WAUGH
RCA Records
GREG THOMPSON
Chrysalis Records

FOR RADIO

LEO VELA
KSAQ, San Antonio
CHUCK HOLLOWAY
WKZL, Greensboro
LESLIE FRAM
Power99, Atlanta
BRUCE STEVENS
WBBQ, Augusta
CHRIS SHEBEL
WDJX, Louisville

5:00pm - 6:30pm

CREATING *HOT* RADIO PROMOTIONS

Special Lecturer: ELROY SMITH, PD, 100.3JAMZ, Dallas
With Steve Graham, Asst. Promo Director, 100.3 JAMZ
Special Guest: MARC CHASE, PD, PowerPig, Tampa

7:00pm - 10:00pm

A GALA BUFFET DINNER AND TIME TO
CHAT OR HAVE YOUR PICTURE TAKEN
WITH YOUR FAVORITE STAR!
SPECIAL GUEST PERFORMER:
SBK Recording Artist

VANILLA ICE



THE STAR PARTY



at the
WYNFREY HOTEL
Birmingham, Alabama

Special Seminar Room Rate: \$88.00

Call-1-800-476-7006

(See below for SEMINAR REGISTRATION form)

SATURDAY, November 10th

8:00am - 10:00am

THE RESEARCH BREAKFAST

A working breakfast sponsored by

The Research Group

10:00am - 1:00pm

THE FRAGMENTATION OF TOP40 RADIO

Opening Remarks: **BILL PHIPPEN**, VP/GM, POWER99, Atlanta
BILL THORMAN, CORP. CONSULTANT, INNER CITY BRDCST

LEO VELA, PD, KSAQ, San Antonio
RICK HAYES, PD, KTFM, San Antonio
RICK STACY, PD, POWER99, Atlanta
BRIAN THOMAS, PD, MIX105.1, Orlando
DUFF LINDSEY, PD, 102JAMZ, Orlando
BRUCE STEVENS, PD, WBBQ, Augusta
BILL TANNER, PD, POWER96, Miami
LARRY STEVENS, OM, Y102, Montgomery
BRIAN CHRISTOPHER, PD, KIX106, Birmingham

and speaking for the recording industry...
DANIEL GLASS, SR VP/PROMOTION, SBK RECORDS
IRIS DILLON, NATL DIR. OF CROSSOVER, VIRGIN RECORDS

1:00pm - 2:30pm

THE PRODUCTION WORKSHOP

Special Guest Lecturer

MARK DRISCOLL

A working lunch sponsored by



2:30pm - 5:00pm

THE FACEOFF

(Radio, Records, and Retail)

In this final workshop of the weekend, we will bring together all the elements of our mutual industries and examine our working relationships and how we can improve them.

Special Guest Speaker:

NICK MARIA, SR VP/SALES, Atlantic Records

LOUIS KAPLAN, OM/PD, Y107, Nashville
ELROY SMITH, PD, 100.3JAMZ, Dallas
LEE CHESNUT, MD, POWER99, Atlanta
PETER NAPOLIELLO, SR VP/PROMOTION, GEFEN RECORDS
BILL TANNER, PD, POWER96, Miami
MARK DRISCOLL, OM, WIOQ, Philadelphia
PAUL ROBINSON, GM, TURTLES, Birmingham
KEN LANE, SR DIR NATL SINGLES, SBK RECORDS
FRED LOVE, Branch Manager, BMG Dist., Atlanta
ANDY ALLEN, VP/PROMOTION, ISLAND RECORDS
CURTIS LLOYD, NATIONAL SALES MANAGER, MOTOWN, Atl
as well as representatives from...

VINYL SOLUTION
TRIANGLE CDS & TAPES
SOUND UNLIMITED
STARSHIP
WUX TRY

Please Register Me!

Enclosed is my check or money order for the **\$75.00 REGISTRATION FEE** (per person)
(Registration is \$100 after November 1, 1990)

Name: _____ Title: _____ Company/Station: _____

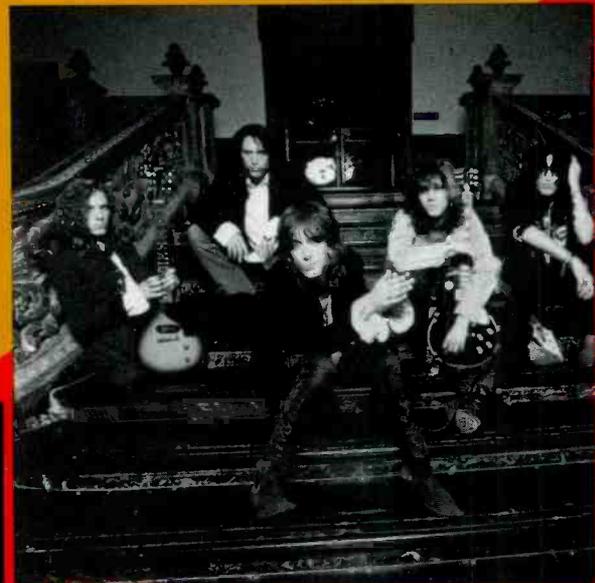
Address: _____ City: _____ State: _____ Zip: _____

Phone #: _____ Detach and return this portion with your payment to...

HITMAKERS, 22222 Sherman Way, Suite #205, Canoga Park, CA 91303

**"HARD
TO
HANDLE"**

The Black Crowes



**#1 Most Requested Video On
#3 Most Requested Track!!!**



R&R Track: 9*-3*!!!

KF95/Mike Kasper - "If you need to balance all those rock ballads, this is a great, uptempo party tune!"

WNVZ/Chris Bailey - "It's an excellent rock balance record for us!"

99.9KHI/"Hitman" McKay - "The Black Crowes should fly up the charts! A great adult record!"

Over 50 Breaking Quickly At:

**KSAQ #39
WQUT (34-28)
Q104 (27-20)
KRZR (17-13)**

**KNIN (35-30)
KFMW (26-23)
WKSF (D#35)
99WAYS (32-29)**

Just Added At:

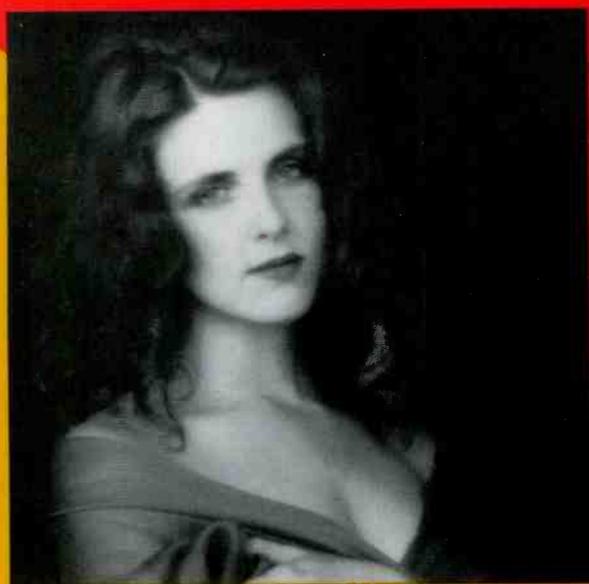
**WNVZ
PWR92
WOKI
KMYZ**

**KF95
WOMP
WHTO
KNOE**

**WKFR
KG95
KTRS
KFTZ**

THIS BAND SELLS! Sales Over 600,000!!! 1-Day: 16,250 5-Day: 40,425

Now On Tour with Robert Plant!



MARIA MCKEE

"SHOW ME HEAVEN"

U.K. Chart: #1 for 4 Weeks!!!

An American Artist, An American Single, An American Movie
Soundtrack to the film, *Thunder* - over 850,000 units sold!

An ADULT CONTEMPORARY Smash!

Over 150 AC Stations!

Gavin AC: 18*+12*

R&R AC 26*

Now Crossing At CHR!

WXKS/Jerry McKenna - ADD!!! "It's #1 throughout Europe and with the right
promotion it could be HUGE stateside too!"

WKZL/Chuck Holloway "A huge phone reaction record! At least top 20 requests
since the week it was added! A big hit with our adult females!"

Breaking Quickly At:

**WXKS Add!!!
KHMV (25-22)
KZZP
KCAQ (36-32)**

**G105 (31-27)
WVBS (D#39)
FLY92
KZZB**

**WAEB
99.9KHI
WHY
WKZL**

**Q104
KCHX**



HITMAKERS®

CUTTING EDGE LEADERSHIP FOR TODAY'S MUSIC RADIO
Mainstream, Crossover, and Adult Top40 - Rock - Alternative - Clubs/Imports - Retail

CBS TO BECOME "SONY MUSIC ENT." IN '91

CBS Records Inc. will become known as Sony Music Entertainment Inc. beginning January 1, 1991, a change required under the terms of the January, 1988 acquisition agreement between CBS and Sony. The agreement allowed Sony to use CBS as a stand-alone name for a limited time period, but that time period expires in January.

The name change will not affect the various label names under the CBS umbrella; EPIC, COLUMBIA, ASSOCIATED and WTG will all retain their names. The CBS Records Division, the U.S. division headed by Tommy Mottola, will become known as Sony Music; CBS Music Publishing will become Sony Music Publishing; CBS Records Distribution will

become Sony Music Distribution; CBS Music Video Enterprises will become Sony Music Video Enterprises; and CBS Special Products will become Sony Music Special Products. The CBS Records International Division, headed by Robert D. Summer, will be renamed Sony Music International, and CBS Records Operations (U.S.), the manufacturing component, will become Sony Music Operations (U.S.).

The Columbia House Division - the company's direct marketing arm headed by Neil Keating - and Sony Classical will continue to use their present names.

In a separate announcement, CBS said it has

acquired the COLUMBIA label name from EMI for use outside of the United States. Beginning January 1, Sony Music Entertainment will use the COLUMBIA label name worldwide, with the exception of Japan and Spain. CBS said it is extremely pleased it has been able to acquire the expanded rights to the COLUMBIA name, as "It is recognized as a highly prized and valued trademark in the music industry."

Sex, Age Discrimination Alleged

Former Sidekick Fulton Sues Dees

Liz Fulton, former sidekick to KIIIS-FM-L.A. morning host Rick Dees, is suing Dees and Gannett Broadcasting, alleging she was discriminated against after having children because she could no longer maintain the image Dees desired in his sidekick.

The 25-page complaint, filed in a Los Angeles courthouse by famed feminist attorney Gloria Allred, who is representing Fulton, cites numerous instances as a basis for the suit. Fulton claims in the suit that Dees once commented to her that he prefers someone in her position "who sleeps around" or acted as a "party girl," presumably not a family person such as Fulton had become. She claims that

she had been perceived as "uninhibited and unrestrained" by Dees, who often referred to her as "Liz Rugburn Fulton." The suit further alleges that Fulton did not receive an expected raise in 1989, despite good ratings and positive feedback from listeners and KIIIS staff members.

Fulton says in the suit that she believes that following a visit to the station by her family in June, 1989, Dees began to believe "that (Fulton) was too matronly and not young, sexy or beautiful enough to appear with him at promotions or remote locations."

Fulton claims that in March, 1988, Dees appeared (See FULTON page 31)

Carlton To Head Pop Promotion At GIANT

Ray Carlton has been appointed head of pop promotion at GIANT Records, it was announced this week by GIANT owner Irving Azoff. Carlton will be based at the label's Los Angeles office and will report to head of marketing and promotion John Brodey.



RAY CARLTON

Carlton most recently served as National Field Director, Promotion for RCA Records, working with artists such as Bruce Hornsby, Black Box, Tyler Collins, Stevie B and Michael Penn. Prior to that he was Senior Director, Pop Promotion at ELEKTRA, where he worked for ten years.

"Ray Carlton has been down on the farm long enough," commented Brodey. "With 12 years of ground-up experience in his pocket, he is more than ready to assume the helm of GIANT's promotional efforts. His people-oriented style and great music sense set the kind of tone we think fits us to a 'T'."

Scott Named PD Of STAR93-San Antonio



JEFFERSON SCOTT

Jefferson Scott, Operations Manager at MIX96.5 in Houston, will be leaving the Nationwide Communications-owned station to become PD of Genesis Broadcasting's STAR93 (KSRR) in San Antonio, where current PD Rick Upton will step down but remain on as afternoon

driver. Scott takes the helm at STAR93 October 29.

"This is an opportunity for programming on my own that I have been looking for," Scott told HITMAKERS. He said he is excited to work with STAR93 General Manager Susan Hoffman, as the two worked together at KNRJ, MIX96.5's predecessor, until April 25, when Hoffman left for San Antonio.

"Susan and I have a longtime relationship, and so

I'm excited to have the opportunity to work with her again," said Scott. "I'm also excited to work with (Genesis President) Marty Greenberg."

STAR93 recently switched from a dance-leaning Top40 (known as KITY) to an Adult Top40 format, just a few weeks after KNRJ switched to Adult Top40 MIX96.5 Scott said he plans to make some changes in the presentation of STAR93, but he isn't yet certain just what changes.

"I'm not going to commit to a direction yet, because I've got to get into the market and find out what the needs are," said Scott. "I know there will be some changes made from what STAR93 is now. I anticipate a much more contemporary direction."

Hoffman told HITMAKERS that when KITY became STAR93 September 7, it was anticipated that there would be a need for changes in the programming department. She said several candidates who saw an opportunity at the station

(See SCOTT page 31)

Daly Named ZOO VP/A&R

George Daly has been named Vice President of A&R for ZOO Entertainment, it was announced this week by ZOO President Lou Maglia. Daly, a veteran A&R executive and record producer, will oversee and coordinate all A&R activities for ZOO and its various regional joint ventures.



GEORGE DALY

Maglia and Daly worked together at ELEKTRA Records during the mid to late-'70s, when Maglia was ELEKTRA's Vice President of Marketing and Daly was the label's head of A&R, his most notable accomplishment having been signing the Cars to ELEKTRA. Before joining ELEKTRA, Daly formed the San Francisco-based PYRAMID Records, and prior to that he opened and operated COLUMBIA's San Francisco A&R offices, working with such artists as Janis Joplin, Sly & the Family Stone, Santana and Boz Scaggs. He also briefly headed West Coast A&R for ATLANTIC Records, and he comes to ZOO from George Daly Productions.

(See DALY page 31)

Features:

- Hot Radio Promotions....page 31
- Faces & Places.....pages 35, 38 & 39
- New Releases.....page 44
- Ear To The Ground.....page 50

The HITMAKERS Interview:

- Jefferson Ward, Program Director, KISS95.7, Hartford.....page 47

Charts:

- Retail.....page 11
- Mainstream Top40.....page 17
- Crossover Top40.....page 21
- Adult Top40.....page 23
- Rock.....page 33
- Alternative.....page 36
- Imports.....page 43

cover photo by Douglas Penhall

DAMN YANKEES

"High Enough"

ADULT TOP40: 35-32

Produced and Engineered by Ron Meyison
E.C.M. Management: Bruce Bird/Bud Praeger
/Doug Banker

HOT SINGLE SALES:

MUSIC CITY ONE-STOP, Nashville (19)
WALL TO WALL, Cinnaminson (22)
GALLERY OF SOUND, Wilkes-Barre (21)
SEAPORT ONE-STOP, Portland (22)
BIBB ONE-STOP, Charlotte (18)



HOT ALBUM SALES:

McCALLUM/TWISTERS, Lincoln (24)
VINYL VENDORS, Kalamazoo (25)
WESTERN MERCHANDISERS, Salt Lake City (25)

JUST ADDED:

EAGLE106
KBQ #39
B94
WBLI
MAJIC102

WDJX #30

MOVES AT:

PIRATE (17-12)
POWER99 (31-28)
KUBE (14-13)
WPHR (D#22)

KKRZ (25-18)

KXYQ (22-16)
KBEQ (D#31)
KWSS (13-13)
Q102 (28-14)
92X (19-16)

KSAQ (18-15)

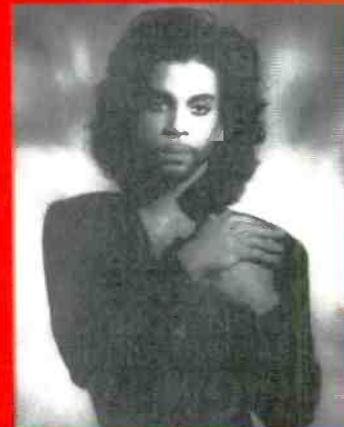
KISN (27-23)
WZZG (D#29)
WJRZ (30-26)
WGTZ (D#26)
WKZL (14-13)

PRINCE

"New Power Generation"

HOT SINGLE SALES:

SOUNDWAVES, Houston (15)
RECORD THEATRE, Baltimore (8)



HOT ALBUM SALES:

SOUNDWAVES, HOUSTON (3)
TOWER RECORDS, Philadelphia (6)
GALAXY ONE-STOP, Pittsburgh (6)
TOWER RECORDS, Hollywood (8)

A HITBOUND! A CRUSADE!

Produced, arranged, composed & performed by PRINCE

HOT97 (Add)
WXKS-FM (Add)
KHTK (Add)
KDWB-FM (D#26)
WLWL-FM (D#28)

WMXP (Add)
WFLZ (33-25)
KS104 (Add)
FM102 (Add)
KWOD (Add #39)

WKSS (D#30)
WCKZ (27-24)
KISR (D#32)
KKMG (Add #31)
KLUC (Add)

KSDR (Add)
KTMT (Add)
KZOZ (Add)
Q104 (D#33)
WQUT (Add)



AL B. SURE!

HOT SINGLE SALES:

CATS, Knoxville (7)
TOWER RECORDS, Philadelphia (13)
WEE THREE, Cherry Hill (13)
TOWER RECORDS, Nashville (13)



"Missunderstanding"

A HITBOUND! A CRUSADE!
CROSSOVER! NEW #35
NAT'L SINGLE SALES: NEW #38

Produced by D.J. Eddie F. and Nevelle for Intouchables Music, Inc.
Co-Produced by Al B. Sure for Suretime! Recording Inc.

HOT97 (D#35)
POWER106 (Add)
KMEL (21-16)
KSOL (25-22)
100.3JAMZ (D#27)
WXKS-FM (D#35)

WPGC (28-24)
KHTK (D#28)
WMXP (D#29)
KKFR (20-17)
KS104 (21-18)
KXXR (Add)

KROY (17-15)
HOT94.9 (Add)
102JAMZ (24-20)
Y107 (32-26)
Z99 (D#30)
KBOS (25-21)

KCAQ (35-31)
KDON (26-16)
KPRR (26-23)
KZFM (D#37)
WQXA (29-25)

NEXT IN LINE FOR CROSSOVER/URBAN TOP40'S:

Jasmine Guy Tevin Campbell
Monie Love TKA



Berkowitz Leaving Q95 To Become Consultant; Will Remain With Station Until February



GARY BERKOWITZ

Q95-Detroit Vice President of Programming/PD **Gary Berkowitz** has announced he will be leaving the station at the termination of his current contract to open a radio consultancy.

"I've always wanted to own and operate my own business, and I think this is the natural next step

for me after almost 20 years of programming," Berkowitz told **HITMAKERS**.

Berkowitz said he will specialize in Top40, Adult Top40, AC and full-service AM consulting, "which are the formats I have the most experience in as a programmer." He said he will remain with Q95

through February 1, when his current contract is up. Berkowitz has been VP/PD at Q95 since February of 1989.

Berkowitz said he is currently searching for a replacement to take over as PD. He said Q95 will first look within Broadcast Partners Inc., which owns Q95, for a replacement.

"But we'll talk to anyone interested in coming to this great radio station," he added.

Q95 President/General Manager **Steve Candullo** said he is pleased to announce that Q95 is Berkowitz's first client.

"We have entered into an exclusive agreement with Gary to consult Q95 in Detroit," said Candullo. "This agreement will keep Gary very involved in the station and, due to the fact that he will be based here in Detroit, I am sure he will also be very visible inside the station."

"We knew of Gary's future aspirations when he joined us in 1988," said Broadcast Partners Inc. President **Barry Mayo**. "He was with us full-time for the formative stages of Q95's development, and that was most critical. With Gary's ongoing involvement, Steve and his new PD won't miss a beat."

Berkowitz said he will be taking on clients from all over the country, and eventually from foreign countries as well. He can be reached for consulting services at 313-737-3727.

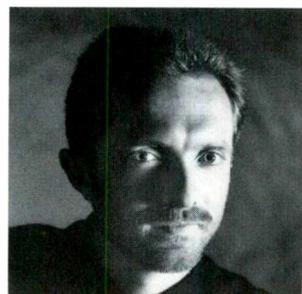
O'Sullivan Appointed VP of Mktg. At CHRYSALIS

Cliff O'Sullivan has been appointed Vice President of Marketing at CHRYSALIS Records, it was announced this week by CHRYSALIS President **John Sykes**.

O'Sullivan comes to CHRYSALIS from POLYGRAM Records, where he worked for four years, most recently as Vice President of Product Development, West Coast. Prior to that he worked for CBS Records, joining that company in 1978 and serving in numerous marketing positions. With CHRYSALIS O'Sullivan will be responsible for coordinating all label marketing activities, including artist development, advertising, video and merchandising. He will relocate to New York and report directly to Sykes.

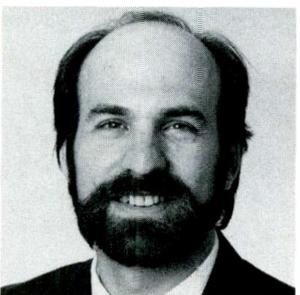
"Cliff and I started in the business together at CBS Records," said Sykes. "He has the right combination of creative vision and follow-through required to develop artists and market music in today's complex marketplace."

Working at CHRYSALIS has long been an ambition of mine," added O'Sullivan. "(CHRYSALIS Vice Joe Kiener and John Sykes are building a great team and I'm thrilled to be part of it."



CLIFF O'SULLIVAN

Oreman To Head GEFLEN A&R



ALAN OREMAN

Alan Oreman, Director of National Album Promotion at COLUMBIA Records, is leaving the label to become head of AOR Promotion at GEFLEN Records, it was announced this week.

"This is an opportunity of a lifetime," Oreman told **HITMAKERS**.

"GEFFEN is without a doubt the best rock label on the street, and I feel extremely honored to soon be part of this tremendous team."

Oreman, who has been with COLUMBIA for 14 years, said he will remain with the label through the end of the month.

"I'd like to thank Rap (COLUMBIA Vice President of Album Promotion **Mike Rappaport**), whom I've learned a tremendous amount from over the years, and everyone at COLUMBIA for 14 killer years," said Oreman. "Now it's time for the next challenge, and I can't wait."

Oreman will join GEFLEN on November 5.

WB Names Bergman VP/Creative Services



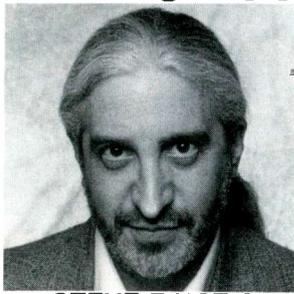
GEORGIA BERGMAN

Georgia Bergman has been named VP of Creative Enterprises at WARNER BROS. Records, a new department dedicated to discovering and developing new media and marketing strategies, it was announced this week by WARNER BROS. Chairman **Mo Ostin**.

Bergman created WARNER BROS.' Video Department in 1978 and served as its VP, following a five-year stint as the label's Director of Special Projects. She stated that with the Creative Enterprises Department, "We're going after non-traditional ways of reaching our audience, which has always been part of the WARNER BROS. tradition. It's part of our dedication to bringing the music

(See **BERGMAN** page 31)

Einczig Appointed EPIC VP/Mktg., West Coast



STEVE EINCZIG

Steve Einczig has been appointed Vice President of Marketing, West Coast for EPIC Records, it was announced this week by EPIC Senior Vice President, Marketing **Larry Stessel**.

Einczig was most recently Director, Product Management,

West Coast for EPIC. He has been with CBS Records for 14 years, beginning his career at the New York branch as an inventory clerk/merchandiser after spending ten years in retail. In 1977 he was transferred to the CBS Records headquarters office, where he became merchandising manager and oversaw the mastering and label copy for all the Associated labels. In 1978 he moved to Los Angeles as Product Manager.

In his new position Einczig will oversee the

Product Management Department and the implementation of all marketing plans emanating from the West Coast. He will also oversee the production of videos for all of EPIC's West Coast-based artists.

"For the past ten years Steve has been involved with the careers of many of EPIC's most successful superstars, including ELO, Dan Fogelberg, Quiet Riot, Ozzy Osbourne, Teena Marie and Alice Cooper," said Stessel. "This promotion will enable him to broaden the scope of his proven marketing talents, which I am confident will heighten the success of the EPIC artist roster."

Annick Named ENIGMA VP Of International

Laura Annick has been promoted to VP of International at ENIGMA Entertainment, it was announced this week by ENIGMA CEO **Bill Hein**.

Annick was previously Managing Director of International for ENIGMA. Since joining the company in 1986, she has contributed greatly to the company's profile in territories outside the U.S. Among the label's overseas achievements in which Annick was instrumental include a Poison LP that attained quadruple-platinum status in Australia, and Stryper becoming the first hard rock band to perform in South Korea. She was also instrumental in orchestrating ENIGMA's move to Virgin International for overseas licensing, and later its move to EMI International.

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Stevie B.

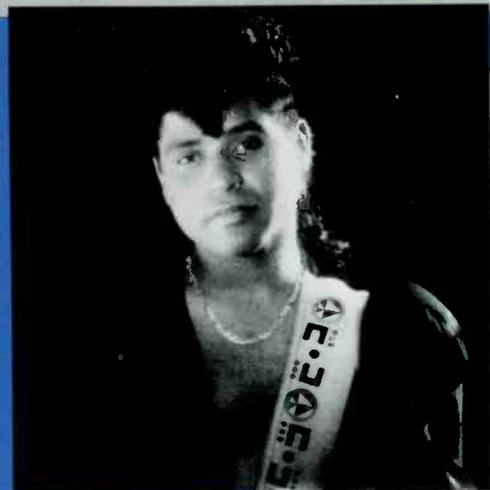
LMR Records

"Because I Love You (The Postman's Song)"

One Of HITMAKERS Most Added with 45 Adds!
MAINSTREAM: NEW#34 CROSSOVER: 16-10

BILLY THE KIDD, MD, KJ103

"Strong initial response - Oklahoma's gonna LOVE this record!"



HOT97 (29-20)	Y95 (Add)	Z90 (31-28)	KOY95 (18-12)	FM102 (18-13)	WKSE (27-23)	KISS104 (27-22)
WPLJ (Add)	WXKS (28-23)	KDWB-FM (Add)	KZZP (D#21)	KROY (13-10)	WKSS (Add)	KKBQ (On)
PWR106 (Add #34)	WZOU (14-9)	WLLOL-FM (24-20)	KS104 (17-13)	B97 (19-9)	WTIC-FM (30-25)	WNVZ (On)
KMEL (13-12)	POWER96 (17-5)	KEZY (Add)	Y108 (20-15)	KSAQ (D#30)	WCKZ-FM (14-9)	WKBQ (On)
X100 (30-23)	POWER99 (18-14)	PWR PIG (13-10)	HOT102 (23-20)	KTFM (15-10)	98PXY (23-19)	KIIS-FM (On)
EAGLE106 (Add)	KPLZ (28-21)	Q105 (15-12)	KBEQ (Add)	HOT94.9 (16-11)	Y107 (21-18)	WKZL (On)
WIOQ (10-6)	KHTK (20-14)	WPHR (24-17)	KXXR (22-14)	KISN (31-25)	KJ103 (Add)	and more
KEGL (Add)	Q106 (7-6)	KKFR (17-11)	HOT97.7 (25-18)	WMJQ (Add #30)	WGTZ (D#29)	



Bruce Hornsby

with Shawn Colvin *"Lost Soul"*

HITMAKERS ADULT CHART: NEW#39
A CRUSADE! A HITBOUND!

Q101 (Add)	MIX105.1 (D#24)	WNVZ (On)
Y100 (Add)	WKZL (30-27)	KSAQ (On)
WKTI (Add)	WNCI (28-26)	KUBE (On)
Q102 (Add #31)	WPLJ (On)	KXYQ (On)
KISN (35-32)	KHMX (On)	and more

DARCY SANDERS, MD, KZZP

"An artist that has always performed well for KZZP. Take it out of your CD player and put in on the air - it sounds GREAT!"

Too Short

"The Ghetto"



HITMAKERS NAT'L ALBUM SALES: 15-12
A CRUSADE!

HOSH GURELI, MD, KMEL

"Out-of-control at retail! Album approaching platinum!"
MAJOR phones - a KMEL smash!"

KMEL (D#28)	KKFR (D#31)	KTFM (On)
KSOL (32-29)	HOT97.7 (D#32)	KBOS (D#40)
WIOQ (D#35)	KGGI (Add)	KPRR (Add)
KJMZ (16-13)	WPGC (On)	K106 (On)
		KZFM (On) and more

TOP 5 ALBUM SALES:
 SOUTHWEST DISTRIBUTORS, Houston (1),
 EEI KARMA RECORDS, Carmel (2),
 TURTLE'S, Marietta (3),
 RAINBOW RECORDS, Union City (3),
 WHEREHOUSE ENTERTAINMENT, Torrance (3),
 MUSIC CITY ONE-STOP, Nashville (4),
 SOUNDWAVES, Houston (4),
 VINYL VENDORS, Kalamazoo (4),
 VALLEY RECORD DIST., Woodland (4),
 SEAPORT ONE-STOP, Portland (4),
 STARSHIP, Norcross (4),
 STREETSIDE RECORDS, St. Louis (5)



on your desk now...

Hi-Five *"I Just Can't Handle It"*

Early Believers.... **KOY-FM!!! WCKZ!!! KKFR!!! KWTX!!!**

HITMAKERS FACE-OFF

HOW LONG SHOULD A RECORD BE TESTED BEFORE IT IS ADDED OR DROPPED?

To add, or not to add. *That* is the question, and has been since the days of silent radio. It's a question that grows more difficult every month, with the ever-increasing number of record labels adding to the growing glut of product for programmers to sift through. Compounding the problem further is a trend of shorter and tighter playlists, which limit the available number of add slots per week. This trend has led to the creation of the infamous "test"



Joe Ianello: "Three plays a day constitutes a good, solid test, and it should be for two weeks, max. By then a programmer should know how it sounds on the air and what kind of requests it's getting."



Larry Martino: "The record company's main concern is obviously to sell records, and that makes this add thing aggravating to someone whose primary concern is making their listeners happy."

not reporting it, we will come right out and ask them to take it off the air," he states. "If a station is playing the song but doesn't add it, it's almost considered theft of services in a sense. It gets to a point where we say, 'You've been playing this song for two weeks, now make it official and create some visibility here.'"

Ianello feels some programmers avoid making a decision on a song because they rely too much on the national picture. "But who cares what's happening nationally if the song is a hit for you?," he asks. "None of your listeners know or care whether the song is a hit in other markets, so why should you?"

Martino defends the test procedure by pointing out that some records take longer to develop than others. "Different records need different types of exposure on different mediums, such as MTV, to help develop the story," says Martino. "We always look at a certain amount of information before we make that commitment to add a record. We'll put the song in a test (See **FACE-OFF** page 44)"

rotation - a blessing to some, a curse to others. On the up side, it does satisfy record companies to some degree, in that the song is actually being exposed to the public for their approval. However, it can also become a "twilight zone" where programmers can stick a song to languish for weeks at a time, without any real guidelines as to when or how often it should be played. The bottom line in dealing with any test record is, When do you get around to adding the record, or else dumping it?

In this week's Face-Off, ATLANTIC Records VP/Pop Promotion **Joe Ianello** and KGGI-San Bernardino PD **Larry Martino** discuss what length of time justifies a test period for a record. Ianello feels two weeks is plenty to determine if a record is going to work, while Martino says it may take longer.

"If we add a record before we're sure it's going to work, the label guys are happy for that moment," states Martino. "But if two weeks down the road we don't see anything and drop the record, they come screaming, more hostile than if we had never added the song in the first place. So if we need three weeks to determine if the record's a hit before we add it, we're really doing the labels a favor."

"I feel that three plays a day constitutes a good, solid test, and it should be for two weeks, max," says Ianello. "By then a programmer should know how it sounds on the air, what kind of requests it's

getting, and from what demos."

Why test a record in the first place? Ianello thinks that the programmer may be unsure of the record, or it may be a spot record that isn't needed often enough to warrant an add. "Sometimes the smaller markets have to resort to this method because they don't have the research capabilities to do callout," says Ianello. "So they have to monitor phone calls from the active audience, and that could take several weeks."

Ianello says a radio station should report an add on a record after testing it for an extended period. "If we have a station playing a record and

CHARISMA'S HIGH PRIEST OF TOP40

Maxi Priest. The name cascades from the lips gently, perfectly complementing the dreadlocked Londoner's easygoing nature and pleasant disposition. Maxi first gained recognition in the states with a lilting version of Cat Stevens' *Wild World* that fired up Top40 stations' playlists and set a happy precedent - eventually culminating in Maxi's first U.S. release, **BONAFIDE** on CHARISMA Records. As Maxi has carved a niche for himself as a purveyor of Jamaican flavored rhythms and backstrum chords, it would be easy to dismiss him as merely another dreadlocked reggae merchant. But that assumption would be less than accurate.

"I really don't like labels attached to my music at all,"

he says, looking like a mad professor as he bends over the round table in my office to make a point. Shaking the tight brown coils that fall from his head, he explains: "It's not that I didn't grow up with reggae or that my roots don't grow from there; it's just that I would like to use my talents in as wide a variety of musical areas as possible."

As Priest talks his intensity level increases. In no time his eyes bead like tiny nuggets of molten coal, as he talks about his future interests in fields outside the music idiom. Actually Maxi has aspirations on the silver screen, which seems only fitting, as he embellishes his remarks with the sweeping hand gestures of a circus barker. "Scoring movies," he says gently, "is

Waugh & Staff Leading RCA's Assault On Radio

How well are things going for the RCA Records AOR Promotion team? Well, if the current successes of **Bruce Hornsby**, **Deep Purple** and **House of Lords** and **The Charlatans** don't tell you, then the fact that the entire AOR staff - Vice President, AOR Promotion **Wynn Jackson** and national staff **Bruce Flohr**, **Jeff Laufer** and **John Sigler** - have been awarded new contracts, will.

"We feel we have one of the best AOR departments ever," says RCA VP of Promotion **Butch Waugh**, proudly pointing out the list of accomplishments compiled by this group recently. For starters is Hornsby, whose **A NIGHT ON THE TOWN** LP has now spawned three bonafide hits at AOR. First was number one AOR smash *Across the River*; then follow-up *A Night on the Town*, which went top five AOR; and now comes *Fire on the Cross*.

"AOR asked for *Fire on the Cross*," says Waugh, explaining that response from airplay at several major market stations - including WBCN-Boston, WNOR-Norfolk, KMOD-Tulsa and WDHA-Dover - helped convince RCA to release the song.

While *Fire on the Cross* is knockin' 'em dead at AOR, Hornsby's *Lost Soul* is simultaneously building quite a buzz at both AC and Top40 - Mainstream as well as Adult.

"Some of the best stations in the country are playing it,



Butch Waugh and the rest of the RCA Promotion staff are mounting a major assault on AOR and Top40 radio.

and with a lot of stations starting to lean more adult, this one fits perfectly," says Waugh.

Two other acts leading RCA's Rock Radio assault are **House of Lords** (on **SIMMONS/RCA**), whose remake of **Blind Faith's** *Can't Find My Way Home* has already cracked the top 10, and **Deep Purple**, whose *King of Dreams* is about to.

"A lot of stations who said they would never play covers are now playing **House of Lords**, because the requests are just overwhelming," says Waugh, adding that sales are picking up rapidly on the LP. As for **Deep Purple**, Waugh unflinchingly calls LP **SLAVES AND MASTERS**, the first with new lead singer **Joe Lynn Turner**, "the biggest album since the band got back together." Waugh says over 200,000 units were put out just for starters, but those presses had better be primed to churn out hundreds of thousands more once the label gives **Deep Purple** the big Top40 push later this month.

As if their Rock arsenal weren't enough to make RCA one of the hottest labels in the universe, they have what may prove to be the biggest dance record of the year - **Black Box's** *Everybody Everybody*. Having already shot to the top of **HITMAKERS** Crossover chart, the record is making a quick ascent at Mainstream, and 12-inch sales vaulted it to the top five on the **HITMAKERS** Retail Chart. And Waugh says this is just the beginning for **Black Box** - three more singles are planned.

Too Short's LP **SHORT DOGS IN THE HOUSE**, the follow-up to last year's platinum-plus debut **LIFE IS** (See **WAUGH** page 44)



what I want to be concentrating on in the next six months. I have dabbled in that field a little lately and feel it would be a good extension of my personality, which sometimes tends to bend like a willow. I'm not rigid and neither are my thinking processes. Film allows you to adapt to your surroundings in a whole different way, which I would (See **MAXI PRIEST** page 44)



WINGER "miles away"

HITMAKERS ROCK: 21-14

A CRUSADE!

NATIONAL ALBUM SALES: #43

A HITBOUND!

LP Sales 850,000!

Video MTV Exclusive and #1 Most Requested!

On Tour 'til they drop!

These Major Market Moves = HIT!!!

PIRATE (20-16)

KSAQ (23-19)

WZPL (22-16 hot)

WKBQ (29-23)

B94 (22-18)

KISN (Add)

WDFX (25-19 hot)

93Q (24-13 hot)

**And a TON of Debuts -
THIS ONE IS FOR REAL!**

KON KAN "liberty"

From the SYNTONIC LP

Produced by John Loungo

KON KAN is Barry Harris.

READY FOR ADDS NOW!



NATIONAL RETAIL CHART

Published Weekly By **HITMAKERS MAGAZINE** And Compiled From Surveys Reported To Us By A Retail Panel Comprised Of Record Stores, Chains, And Distributors Including Over 2000 Individual Stores And 48 One Stops.

TOP SELLING ALBUMS

#1 INXS "X" (ATLANTIC)

- LW-TW
- 3-1 INXS "X" (ATLANTIC)
 - 1-2 M.C. HAMMER "Please Hammer..." (CAPITOL)
 - 7-3 VANILLA ICE "To The Extreme" (SBK)
 - 6-4 AC/DC "The Razor's Edge" (ATCO)
 - 9-5 THE VAUGHAN BROTHERS "Family Style" (EPIC)
 - 2-6 GEORGE MICHAEL "Listen Without ..." (COL)
 - 4-7 MARIAH CAREY "Mariah Carey" (COLUMBIA)
 - 8-8 WARRANT "Cherry Pie" (COLUMBIA)
 - 5-9 WILSON PHILLIPS "Wilson Phillips" (SBK)
 - 10-10 QUEENSRYCHE "Empire" (EMI)
 - 11-11 BELL BIV DEVOE "Poison" (MCA)
 - 15-12 TOO SHORT "Short Dogs in the House" (JIVE/RCA)
 - 32-13 IRON MAIDEN "No Prayer for The Dying" (EPIC)
 - 34-14 MEGADETH "Rust in Peace" (CAPITOL)
 - 16-15 GHOST "Soundtrack" (MCA)
 - 12-16 JON BON JOVI "Blaze Of Glory..." (MERCURY)
 - 18-17 LL COOL J "Mama said Knock ..." (DEF JAM/COL)
 - 30-18 TWIN PEAKS "Soundtrack" (WARNER BROS.)
 - 14-19 POISON "Flesh & Blood" (ENIGMA/CAPITOL)
 - 33-20 GARTH BROOKS "No Fences" (CAPITOL)
 - 31-21 INDIGO GIRLS "Nomads, Indians and Saints" (EPIC)
 - 23-22 JUDAS PRIEST "Painkiller" (COLUMBIA)
 - 20-23 NEIL YOUNG & CRAZY HORSE "Ragged..." (REP)
 - 13-24 LIVING COLOUR "Times Up" (EPIC)
 - 25-25 JANE'S ADDICTION "Ritual de lo Habitual" (WB)
 - 17-26 PRINCE "Music From Graffiti..." (PAISLEY PK/WB)
 - NEW-27 SLAYER "Seasons In The Abyss" (DEF AMER)
 - 21-28 RIGHTEOUS BROS "Greatest Hits" (VERVE/PLDR)
 - 26-29 SLAUGHTER "Stick It To Ya" (CHRYSALIS)
 - 28-30 REPLACEMENTS "All Shook Down" (SIRE/REP)
 - 22-31 ANITA BAKER "Compositions" (ELEKTRA)
 - 19-32 FAITH NO MORE "The Real Thing" (SLASH/REP)
 - 46-33 DEEE-LITE "World Clique" (ELEKTRA)
 - 42-34 BETTE MIDLER "Some People's Lives" (ATL)
 - 24-35 NELSON "After The Rain" (DGC)
 - 27-36 MICHAEL BOLTON "Soul Provider" (COLUMBIA)
 - 40-37 PHIL COLLINS "...But Seriously" (ATLANTIC)
 - 44-38 ROBERT CRAY "Midnight Stroll" (MERCURY)
 - 29-39 GRATEFUL DEAD "Live Without A Net" (ARISTA)
 - 36-40 N.W.A. "100 Miles And Runnin" (PRIORITY)
 - 37-41 JOHNNY GILL "Johnny Gill" (MOTOWN)
 - 38-42 KEITH SWEAT "I'll Give All My Love..." (ELEKTRA)
 - 43-43 WINGER "In The Heart Of The Young" (ATL)
 - NEW-44 TESTAMENT "Souls Of Black" (ATLANTIC)
 - 35-45 DEPECHE MODE "Violator" (SIRE/REPRISE)
 - 45-46 RATT "Detonator" (ATLANTIC)
 - NEW-47 PEBBLES "Always" (MCA)
 - NEW-48 CARLY SIMON "Have You Seen Me ..." (ARISTA)
 - RE-49 CONCRETE BLONDE "Bloodletting" (I.R.S.)
 - 50-50 MAXI PRIEST "Bonafide" (CHARISMA)

TOP SELLING SINGLES

#1 VANILLA ICE "ICE ICE BABY" (SBK)

- LW-TW
- 1-1 VANILLA ICE "Ice Ice Baby" (SBK)
 - 3-2 JANET JACKSON "Black Cat" (A&M)
 - 5-3 BLACK BOX "Everybody Everybody" (RCA)
 - 4-4 JAMES INGRAM "I Don't Have The Heart" (WB)
 - 7-5 RIGHTEOUS BROS "Unchained..." (VERVE/PLDR)
 - 9-6 INXS "Suicide Blonde" (ATLANTIC)
 - 10-7 PEBBLES "Giving You the Benefit of the..." (MCA)
 - 11-8 MARIAH CAREY "Love Takes Time" (COLUMBIA)
 - 8-9 DINO "Romeo" (ISLAND)
 - 6-10 MAXI PRIEST "Close To You" (CHARISMA)
 - 14-11 MC HAMMER "Pray" (CAPITOL)
 - 13-12 TONY! TONI! TONE! "Feels Good" (POLYDOR)
 - 2-13 GEORGE MICHAEL "Praying for Time" (COL)
 - 19-14 DEEE-LITE "Groove Is In The Heart" (ELEKTRA)
 - 12-15 AFTER 7 "Can't Stop" (VIRGIN)
 - 20-16 CANDYMAN "Knockin' Boots" (EPIC)
 - 16-17 WARRANT "Cherry Pie" (COLUMBIA)
 - 17-18 SLAUGHTER "Fly To The Angels" (CHRYSALIS)
 - 29-19 ALIAS "More Than Words Can Say" (EMI)
 - 15-20 NELSON "Love And Affection" (DGC)
 - 21-21 SNAP "Ooops Up" (ARISTA)
 - 33-22 SOHO "Hippyckick" (ATCO)
 - 35-23 CONCRETE BLONDE "Joey" (I.R.S.)
 - 36-24 LL COOL J "Boomin' System" (DEF JAM/COL)
 - 25-25 BELL BIV DEVOE "Do Me" (MCA)
 - 40-26 d.n.a. f/SUZANNE VEGA "Tom's Diner" (A&M)
 - 18-27 DEPECHE MODE "Policy of Truth" (REPRISE)
 - 22-28 THE BOYS "Crazy" (MOTOWN)
 - 44-29 POISON "Something To Believe In" (ENIGMA/CAP)
 - 30-30 BREATHE "Say A Prayer" (A&M)
 - 26-31 PAUL YOUNG "Oh Girl" (COLUMBIA)
 - 34-32 THE ADV. OF STEVIE V "Dirty Cash" (MERCURY)
 - 32-33 JON BON JOVI "Blaze of Glory" (MERCURY)
 - 37-34 JOHNNY "O" & CYNTHIA "Dream Boy..." (MICMAC)
 - 23-35 LISA STANSFIELD "This Is The Right..." (ARISTA)
 - 31-36 EN VOGUE "Lies" (ATLANTIC)
 - 24-37 PHIL COLLINS "Something Happened ..." (ATL)
 - NEW-38 AL B. SURE! "Missunderstanding" (WB)
 - 27-39 JOHNNY GILL "My My My" (MOTOWN)
 - 50-40 HEART "Stranded" (CAPITOL)
 - NEW-41 BETTE MIDLER "From A Distance" (ATLANTIC)
 - 41-42 KYPER "Tic Tac Toe" (ATLANTIC)
 - NEW-43 WHITNEY HOUSTON "I'm Your Baby ..." (ARISTA)
 - 28-44 WILSON PHILLIPS "Release Me" (SBK)
 - 47-45 UB40 "The Way You Do..." (VIRGIN)
 - NEW-46 DAVID CASSIDY "Lyin' To Myself" (ENIGMA)
 - 49-47 HALL & OATES "So Close" (ARISTA)
 - NEW-48 INFORMATION SOCIETY "Think" (TBM/REPRISE)
 - 46-49 POISON "Unskinny Bop" (ENIGMA/CAPITOL)
 - NEW-50 PET SHOP BOYS "So Hard" (EMI)

AS BILLY JOEL GOES... SO GOES RADIO.

B104

"It's a great song...and it's Billy Joel...Now one of our most active adult records."



Steve Perun, P.D.

MIX
96.5
K H M X

"Billy Joel has returned to the style he created in the late '70's when he wrote some of the greatest standards like Just The Way You Are... And So It Goes is another standard."



Guy Zapoleon, P.D.

92PROFM
THE MOST MUSIC

"The first time we played the song ... the whole office went crazy... And So It Goes lit up the phones... Our listeners say it reminded them of Honesty and Just The Way You Are and we agree."



Paul Cannon, P.D.

Q95
FM

"Instant phones and fabulous call-out reaction from the beginning."

Gary Berkowitz,



V.P. / Programming

#1 **100.7 FM**
The Best Music Mix

"...Everytime the song is on the radio, we get calls asking to hear [it] again!...It really hits home with the masses!...[It] shot immediately into power rotation, and I would bet it will stay there for a long time to come."



Frank Amadeo, P.D.

AND SO IT GOES...
FROM THE TRIPLE-PLATINUM ALBUM, "STORM FRONT."

BILLY JOEL.
STILL TAKING THE WORLD BY STORM.
ON COLUMBIA.

Words and Music by Billy Joel.
Produced by Mick Jones and Billy Joel.

VANILLA ICE STILL SUPER STRONG!

HOTTEST SELLING ALBUMS: INXS, M.C. HAMMER, VANILLA ICE, AC/DC, THE VAUGHAN BROTHERS, GEORGE MICHAEL

HOTTEST SELLING SINGLES: VANILLA ICE, JANET JACKSON, BLACK BOX, JAMES INGRAM, RIGHTEOUS BROTHERS

NORTHEAST

TOP 5 ALBUMS

INXS
M.C. HAMMER
VAUGHAN BROTHERS
MARIAH CAREY
GEORGE MICHAEL

HOT TIPS:

INDIGO GIRLS
CARLY SIMON
ROBERT JOHNSON
ROBERT CRAY
PHIL COLLINS

TOP 5 SINGLES

JANET JACKSON
BLACK BOX
PEBBLES
RIGHTEOUS BROTHERS
JAMES INGRAM

HOT TIPS:

DEEE-LITE
AL B. SURE!
WHITNEY HOUSTON

MID ATLANTIC

TOP 5 ALBUMS

M.C. HAMMER
GEORGE MICHAEL
MARIAH CAREY
INXS
VANILLA ICE

HOT TIPS:

LIVING COLOUR
PHIL COLLINS
MAXI PRIEST
TAKE 6
"MO" BETTER BLUES

TOP 5 SINGLES

BLACK BOX
JANET JACKSON
JAMES INGRAM
INXS
VANILLA ICE

HOT TIPS:

CONCRETE BLONDE
WHITNEY HOUSTON
2 IN A ROOM

NORTH CENTRAL

TOP 5 ALBUMS

M.C. HAMMER
AC/DC
VANILLA ICE
WARRANT
INXS

HOT TIPS:

BLACK CROWES
N.W.A.
STYX
RATT
TESTAMENT

TOP 5 SINGLES

VANILLA ICE
JANET JACKSON
RIGHTEOUS BROTHERS
BLACK BOX
MAXI PRIEST

HOT TIPS:

CANDYMAN
2 IN A ROOM
THE CURE

SOUTHEAST

TOP 5 ALBUMS

VANILLA ICE
AC/DC
MARIAH CAREY
M.C. HAMMER
INXS

HOT TIPS:

TOO SHORT
GARTH BROOKS
BETTE MIDLER
BLACK CROWES
INDIGO GIRLS

TOP 5 SINGLES

VANILLA ICE
JAMES INGRAM
JANET JACKSON
BLACK BOX
RIGHTEOUS BROTHERS

HOT TIPS:

SNAP
KYPER
BETTE MIDLER

CENTRAL SOUTH

TOP 5 ALBUMS

VAUGHAN BROTHERS
AC/DC
INXS
M.C. HAMMER
VANILLA ICE

HOT TIPS:

TOO SHORT
GARTH BROOKS
SNAP
DEEE-LITE
KNOPFLER / ATKINS

TOP 5 SINGLES

JANET JACKSON
MAXI PRIEST
MARIAH CAREY
VANILLA ICE
BLACK BOX

HOT TIPS:

WARRANT
CARON WHEELER
NEW KIDS ON THE BLOCK

MIDWEST

TOP 5 ALBUMS

AC/DC
INXS
WARRANT
VAUGHAN BROTHERS
M.C. HAMMER

HOT TIPS:

MEGADETH
SLAYER
TESTAMENT
STYX
SOUP DRAGONS

TOP 5 SINGLES

VANILLA ICE
M.C. HAMMER
JAMES INGRAM
JANET JACKSON
WARRANT

HOT TIPS:

SOHO
DAVID CASSIDY
INDECENT OBSESSION

PACIFIC NORTH

TOP 5 ALBUMS

INXS
M.C. HAMMER
VAUGHAN BROTHERS
MARIAH CAREY
GEORGE MICHAEL

HOT TIPS:

INDIGO GIRLS
GRATEFUL DEAD
CARLY SIMON
ROBERT CRAY
ROBERT JOHNSON

TOP 5 SINGLES

JANET JACKSON
BLACK BOX
PEBBLES
RIGHTEOUS BROTHERS
JAMES INGRAM

HOT TIPS:

DEEE-LITE
WHITNEY HOUSTON
THE CURE

PACIFIC WEST

TOP 5 ALBUMS

VANILLA ICE
INXS
GEORGE MICHAEL
M.C. HAMMER
VAUGHAN BROTHERS

HOT TIPS:

DEEE-LITE
CONCRETE BLONDE
ROBERT JOHNSON
UB40
STYX

TOP 5 SINGLES

VANILLA ICE
RIGHTEOUS BROTHERS
CANDYMAN
JANET JACKSON
BLACK BOX

HOT TIPS:

d.n.a. f/SUZANNE VEGA
UB40
DAVID CASSIDY

NATIONAL ANALYSIS & COMMENTS

SLAYER SEASONS IN THE ABYSS on DEF AMERICAN debuts on our National Album Chart at #27. DAVE CARROLL, director of purchasing for CD ONE-STOP in Bethel, CT., sez, "Each **SLAYER** release is a little stronger than the previous, however I was a little surprised at how much **SEASONS IN THE ABYSS** sold." KATHY SHEDD, buyer for DOWN IN THE VALLEY in Golden Valley, MN., sez, "DEF AMERICAN distributed **SLAYER** stickers early with the name of the record and the street date on them. The kids were in the record stores on Tuesday's street date buying it!"

TOO SHORT SHORT DOGS IN THE HOUSE on JIVE/RCA, strongest in the Pacific West and Central South, is showing continuous reorders across the country. #1 at SOUTHWEST ONE-STOP in Houston, TX., #3 at WHEREHOUSE ENTERTAINMENT in Torrance, CA. and #4 at SEAPORT ONE-STOP in Portland, OR.. KEVIN JAKIELA, buyer for GALAXY ONE-STOP in Pittsburgh, PA, sez, "TOO SHORT has a strong following, making **SHORT DOGS IN THE HOUSE** one of our hottest selling rap releases. The reorders are great."

BETTE MIDLER SOME PEOPLE'S LIVES on ATLANTIC shows a huge percentage increase and breakout mentions nationally. **SOME PEOPLE'S LIVES** shows up #2 at TOWER's uptown New York store, #2 at TOWER Hollywood, CA and #2 at TOWER New Orleans. GINGER LIPPOENER, buyer for WESTERN MERCHANDISERS in Salt Lake City, sez, "**BETTE MIDLER's** recognition factor from films is extremely strong and radio is starting to play it, increasing the sale of this disc, especially within the last week."

Also showing an increase in sales percentage and national breakout mentions this week are the **TWIN PEAKS** Soundtrack on WARNER BROS. DOWN IN THE VALLEY's SHEDD sez, "This is the hippest show on television. WARNER BROS. sent a great letter out inviting us to watch the show. It's into its third new episode and everyone's talking about it!" **TWIN PEAKS** comes in #2 at TOWER in Sherman Oaks, CA and #10 at H.L. DISTRIBUTING in Miami. **PEBBLES ALWAYS** on MCA debuts at #47, while the single *Giving You The Benefit Of The Doubt* continues to climb the singles chart to #7. **MUSIC PEOPLE** in Oakland, CA. report **ALWAYS** at #4, while TOWER in Seattle, WA. gives it the #6 spot. **GARTH BROOKS NO FENCES** on CAPITOL continues to sell with WESTERN MERCHANDISERS reporting it #1. This record has been #1 at WESTERN since its release on September 1, with the exception of one week when AC/DC hit the top. Keep your eyes on **THE WATERBOYS ROOM TO ROAM** on CHRYSALIS, and **THE CURE LP MIXED UP** and single *Never Enough* on ELEKTRA.

WHITNEY HOUSTON's I'm Your Baby Tonight on ARISTA is a smash. HITMAKERS has been getting future reports on this record for the past two weeks and her first day on the charts, *I'm Your Baby Tonight* debuts at #43. A future to watch for are **2 IN A ROOM Wiggle It** on CHARISMA, of which ROSE RECORDS' JACOBSON sez, "This record is Hot in the Chicago market with airplay everywhere you go, and also great club play makes it #2 for us!" Another future to watch for is **INFORMATION SOCIETY's Think** on TOMMY BOY/REPRISE, a most mentioned breakout. **CANDYMAN's Knockin' Boots** on EPIC remains strong, while **CARON WHEELER's Livin' In The Light** on EMI is coming on at Retail. Buyer's hot picks for next week are **ZZTOP CONCRETE AND STEEL** on WB and **PAUL SIMON THE RHYTHM OF THE SAINTS** on WB.



HITMAKERS CROSSOVER TOP40: 46-39
Top 45 Album Sales Nationally!
A HITBOUND! A CRUSADE!

KMEL (5-4)	Z90 (Add #35)	KROY(Add#31)	KLUC (Add)
WPGC (Add)	HOT97.7 (Add)	WJMH (18-15)	KWIN (Add)
Q106 (19-15)	FM102 (14-11)	KDON (D#30)	

KEITH SWEAT
"I'll Give All My Love To You"

NEWS FLASH!

The new single by Keith Sweat is
"I'll Give All My Love To You"
 - the record everyone is calling the love song of the season from his almost double-platinum album **I'LL GIVE ALL MY LOVE TO YOU.**



One of the Most Added with 37 Adds!
HITMAKERS MAINSTREAM TOP40: 31-28
CROSSOVER TOP40: 10-8

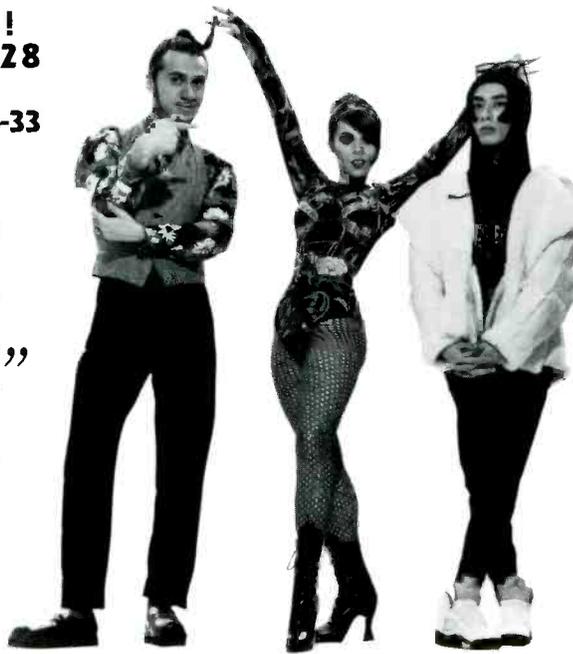
Nat'l. Single Sales: 19-14 **Nat'l. Album Sales: 46-33**

Just Added At...	WZOU (#21)	WPHR (#20)	98PXY
THE BEAT(#39)	WAVA (#24)	KC101	WDJX
KEGL	PWR96	102JAMZ	and more

DEEE-LITE

"Groove Is In The Heart"

the single and video
 from the debut album *WORLD CLIQUE*



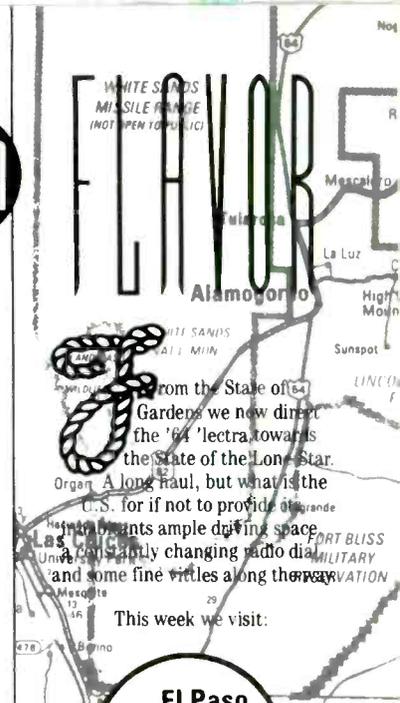
HITMAKERS ROCK CHART: 40-33
ALTERNATIVE: #2

KSAQ (28-21)	KTUX (Add #40)	WKFR (Add)
99.9KHI (Add)	KZMC (Add)	WOKI (Add)
KSMB (Add)	WAEB (Add #40)	WYYS (D#33)

THE CURE
"Never Enough"

the single and video
 from the forthcoming album *MIXED UP*

Fiction



NAT LAMP
of KLAQ in
EL PASO, TEXAS



NAT'S FAVORITE EL PASO GRUB:
 Fajitas at the Tigua Indian Reservation.
NAT'S FAVORITE EL PASO-AREA COCKTAIL:
 Margaritas made with Everclear at Chihuahua Charlie's in lovely downtown Juarez.
NAT'S FAVORITE EL PASO "GENTLEMAN'S NIGHTCLUB":
 The Lamplighter (officially renamed the Nat Lamp Lighter early last year), where Nat particularly enjoys the Scandanavian Ballet (otherwise know as The Lap Dance).
NAT'S FAVORITE EL PASO EVENT:
 The Annual Rocky Mountain Oyster Festival



THE ROCKY MOUNTAIN OYSTER FESTIVAL
 Like it's cousin, the dreaded Texas Barking Spider, the Rocky Mountain Oyster is not of the species its name would suggest. A Rocky Mountain Oyster is, in fact, a bull testicle, refried. Once a year, the normally sane and always courteous people of El Paso gather to ingest these delectables. Nat reports never having participated in the feast, preferring more traditional forms of seafood.



**Having a ball...
 On Elektra Cassettes,
 Compact Discs and Records.**

DAN QUAYLE COUNTDOWN:
 817 days to go

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THE TOP40 COLUMN...

by KEVIN CARTER



hands by some old man, and had come home with only a paper turkey leg." Of course most of the callers did try to hit up the station for a real turkey, because in their opinion, they had narrowly escaped death or disfigurement in the parking lot melee. But as always, having a concerned (and smooth-talking) promotions director on your staff can really turn a potentially ugly situation into a positive thing.



Kay Feeney: "We started getting calls from the Audubon Society and concerned citizens, reminding us that turkeys could not fly."

Did you ever have one of those days? You've planned the perfect promotion. You are going to smoke your competition. Everyone in town will be talking about how fabulous your station is. Your staff has brainstormed until you're convinced that absolutely nothing could go wrong.....

(insert lightning, thunder, and scary music here.)

Yes, welcome to another spine-chilling episode of, "Promotions From Hell," the show where even the best laid plans of Promotions Directors can go up in flames....(sometimes literally).

This week we'll be talking to two of the country's busiest promotions directors to find out just how a seemingly foolproof promotion can sometimes drop like a stone to the earth below, not unlike the infamous "Turkey Drop" from *WKRP In Cincinnati*.

Speaking of that notorious event, which has come to symbolize everything that could go wrong with a station promotion, **Kay Feeney**, Promotions Director of WZPL-Indianapolis, had a similar fate befall her a few years ago, when she was working as Asst. Promotions Director for the Emmis flagship station WENS in Indianapolis. One of the major events the station sponsored every year was a "Turkey Drop," based on the 'KRP incident. "We got 97 of those paper-mache centerpiece turkeys, like you'd buy in a Hallmark store, and attached coupons to them redeemable for various prizes, like real frozen turkeys and CD players," said Feeney. "We pumped this thing on the air for about three weeks prior to the event, saying, 'Come out to this shopping center parking lot, we'll be dropping turkeys out of a helicopter,' and we started getting calls from the Audubon Society and concerned citizens reminding us that turkeys could not fly." After Feeney had put that particular issue to rest, she didn't realize that the fun was just beginning....

"About 1500 people had been gathering for about four hours in this supermarket parking lot, and the helicopter hovered overhead carrying a huge basket underneath, filled with these 97 paper-mache' turkeys," said Feeney. "Once they were dropped the wind from the helicopter blades made these things take off all over the place, and the crowd went a little nuts," Feeney recalled. Men, women, and children proceeded to run amok, sprinting across a busy street while vehicles slammed on their brakes, while others were gang-shaking nearby trees trying to dislodge these paper-mache turkeys. "For the next week, I had to field calls from mothers complaining that little Jimmy Jr. had his turkey ripped from his

Paul Williams, (not the singer, the Promotions Director of KDWB-Minneapolis), has a similar horror story involving a Madonna concert giveaway. The Twin Cities were not included on her concert tour, so the station gave away 101 trips to see Madonna in concert in various cities, like Boston, New York, Philadelphia, Toronto, etc. "The nightmare started when she started cancelling shows," explained Williams. "We had winners en route to shows that had been cancelled at the last minute, which was a real life nightmare-come-true. One of the shows we were able to make good, but when she cancelled in Philadelphia, the next stop was France, and we couldn't afford to send everybody to France." The winners were told about the cancellation, still got the free trip to whatever city they landed in, and Williams consequently spent the entire summer giving these winners concert tickets to whatever shows came to Minneapolis to make it up to them. There are also smaller scale problems, he says, like the wrong

movie theatre name being printed on the back of tickets, forcing station personnel to run all over town pointing lost winners in the right direction, and doing some mighty fast talking to mend fences.

GIVE SOMEBODY ELSE NIGHTMARES!

While the above incidents are usually rare for the stations involved, Williams says there are very few promotions that they have not tried successfully, and adds that there are in fact ways to do unique and topical promotions that generate street talk, and maybe give someone else fits for a change.

"For example," says Williams, "the Timberwolves (the local NBA expansion team) have an exclusive Top40 and Album Rock station in town that they do promotions with. So, naturally, we'll go out and buy tickets to games and give them away on the air. They always call all pissed off and ask how we got these tickets, and we tell them that we went to the damn box office and bought them, trying to help them out!" Williams says that the team tries to protect its relationship with its exclusive partners, which makes the ticket giveaway that much more fun on KDWB. "We almost get to the point where we do these promotions with them just to get the phone call saying, 'Hey how come you're doing this?,' and of course our answer is, 'Because we can!'" Williams feels that one of the reasons the Timberwolves and the Twins are reluctant to work with the station may be because of Morning Guy Steve Cochran's notorious - and now widely-copied - "Wake The Enemy" bit. Whenever a visiting team is in town, such as the Oakland A's recently, he will use various methods to get past the hotel operator and wake up Jose Canseco at 6 in the morning as a public service to Twins fans. "Sometimes the players hang up on him, but a lot of times they'll end up talking to him, and it sounds great on the air," said Williams.

JUST CLOSE YOUR EYES AND DIVE IN...

Sometimes, when you have a great promotion idea but you're unsure about actually doing it, Williams says you've got to say to yourself, "What the Hell," and jump right in and adjust as you go along. "If you over-analyze it, you'll get beat to the punch. If you sit and think about it too long, and worry about dotting every 'i' and crossing every 't', your competition will be on the air beating you with it. At least that's the case in this market," he said. A lot of times KDWB may go on the air with a promotion that's still in the works, and Williams feels that so far they have been very lucky in that regard. As far as making those in-flight adjustments, Williams offers this advice, "You have to sell it in such a way that you're not making promises that you can't keep". He continues, "So that means 'creative delivery' on the air."

SCHMOOZE THOSE WINNERS!

For every promotion that goes awry, you are always going to have winners with hurt feelings, and usually wanting some sort of compensation. Williams says that part of his job is maintaining good public relations, massaging those bruised feelings, and - just like a good retail store - offering that after-the-sale service. "It doesn't matter whether we're wrong or they're wrong, just as long as they perceive that we've gone way out of our way to take care of them," says Williams. In order to maintain good relations with their regular winners, KDWB places no limit as to how often listeners can play one of their contests, except in very rare cases, says Williams.

Kay Feeney has her own thoughts about placating winners' ruffled feathers. "You want to always end up with a happy customer," she says. "And when all else fails, open the old prize closet, stand back and say, 'Alright, what's it gonna take to make you happy?'"

We're always looking for more real-life "Promotions From Hell." Come share the warmth. Call Kevin Carter on the "Contest Pig" Hotline: 818-887-3440.

Destined to be
by Pamela Jouan

With a slew of new releases this week - as usual - **STEVE WINWOOD** tops the list with his **VIRGIN** release *One And Only* - expect big adds on this one. Superstar **DON HENLEY** puts out another track from his album. *New York Minute* on **GEFFEN** is a hit! The wild boys from **DURAN DURAN** present a top shelf record this week with *Serious* on **CAPITOL** - and take this one seriously, it has all the ingredients of a smash...

The ever-eclectic **KON KAN** releases *Liberty* on **ATLANTIC**, and **LOUIE LOUIE** changes his pace and jams with *Rodeo Clown* on **WTG/EPIC**.

Turning to ballads for a moment, check out **SURFACE** *The First Time* on **COLUMBIA** - early airplay is getting monster phones. As for **GLENN MEDEIROS**' *Me - U = Blue* on **MCA**, early believers add up to serious hit potential!

Now for a little rock 'n' roll. Prepare for the next **NELSON** single, *After The Rain*, on **DGC**, as well as the new **BAD COMPANY**, *If You Needed Somebody* on **ATCO**. **WARNER BROS.** unleashes **THE PRETENDERS** *Sense Of Purpose*, and **THE BROJOS** with *Slow Motion* this week.

After the success of "The Wall" production in Germany this summer, **MERCURY** has decided to release *Another Brick In The Wall*, this time done by **ROGER WATERS & THE BLEEDING HEART BAND** with **CYNDI LAUPER** (who also starred in the production)..... Later!

glenn
MEDEIROS

+ RADIO
= HITS



ME-U = BLUE

THE NEW SINGLE FROM

THE SELF-TITLED ALBUM

FEATURING THE #1 HIT

"SHE AIN'T WORTH IT"

PRODUCED BY DENNY DIANTE



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HITMAKERS MAGAZINE

MAINSTREAM TOP 40

LW-TW

- 3-1 JAMES INGRAM "I Don't..." (WARNER BROS.)
- 1-2 RIGHTEOUS BROS "Unchained..." (VERVE/PLDR)
- 4-3 JANET JACKSON "Black Cat" (A&M)
- 5-4 AFTER 7 "Can't Stop" (VIRGIN)
- 13-5 VANILLA ICE "Ice Ice Baby" (SBK)
- 14-6 ALIAS "More Than Words Can Say" (EMI)
- 2-7 GEORGE MICHAEL "Praying For..." (COLUMBIA)
- 15-8 MARIAH CAREY "Love Takes Time" (COLUMBIA)
- 10-9 INXS "Suicide Blonde" (ATLANTIC)
- 12-10 PEBBLES "Giving You The Benefit" (MCA)
- 6-11 MAXI PRIEST "Close To You" (CHARISMA)
- 8-12 PHIL COLLINS "Something..." (ATLANTIC)
- 17-13 M.C. HAMMER "Pray" (CAPITOL)
- 11-14 BREATHE "Say A Prayer" (A&M)
- 16-15 BLACK BOX "Everybody Everybody" (RCA)
- 20-16 HALL & OATES "So Close" (ARISTA)
- 9-17 NELSON "Love And Affection" (DGC)
- 23-18 HEART "Stranded" (CAPITOL)
- 22-19 WARRANT "Cherry Pie" (COLUMBIA)
- 26-20 BETTE MIDLER "From A Distance" (ATLANTIC)
- 33-21 WHITNEY HOUSTON "I'm Your Baby..." (ARISTA)
- 7-22 DINO "Romeo" (ISLAND)
- 28-23 UB40 "The Way You Do The Things..." (VIRGIN)
- 29-24 SOHO "Hippyckick" (ATCO)
- 27-25 CONCRETE BLONDE "Joey" (I.R.S.)
- 18-26 PAUL YOUNG "Oh Girl" (COLUMBIA)
- 19-27 DEPECHE MODE "Policy Of..." (SIRE/REPRISE)
- 31-28 DEEE-LITE "Groove Is In The Heart" (ELEKTRA)
- 32-29 POISON "Something To..." (ENIGMA/CAPITOL)
- 39-30 WILSON PHILLIPS "Impulsive" (SBK)
- 34-31 CANDYMAN "Knockin' Boots" (EPIC)
- 35-32 TONY! TONI! TONE! "Feels Good" (WING/PLDR)
- 25-33 WILSON PHILLIPS "Release Me" (SBK)
- NEW-34 STEVIE B "Because I Love You (The...)" (RCA)
- 24-35 TAYLOR DAYNE "Heart Of Stone" (ARISTA)
- 36-36 SLAUGHTER "Fly To The Angels" (CHRYSALIS)
- 40-37 DAVID CASSIDY "Lyin' To Myself" (ENIGMA)
- NEW-38 HUMAN LEAGUE "Heart Like A Wheel" (A&M)
- NEW-39 DONNY OSMOND "My Love Is A Fire" (CAPITOL)
- NEW-40 JON BON JOVI "Miracle" (MERCURY)

CHART EXTRAS

- DAMN YANKEES "High Enough" (WARNER BROS.)
- 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- d.n.a. f/SUZANNE VEGA "Tom's Diner" (A&M)
- GEORGE MICHAEL "Freedom" (COLUMBIA)

RECURRENTS

- JOHNNY GILL "My, My, My" (MOTOWN)
- BELL BIV DEVOE "Do Me" (MCA)
- JUDE COLE "Time For Letting Go" (REPRISE)
- JON BON JOVI "Blaze Of Glory" (MERCURY)
- LISA STANSFIELD "This Is The Right Time" (ARISTA)
- GO WEST "King Of Wishful Thinking" (EMI)
- THE ADVENTURES OF STEVIE V "Dirty Cash" (MERCURY)
- POISON "Unskinny Bop" (ENIGMA/CAPITOL)
- M.C. HAMMER "Have You Seen Her" (CAPITOL)
- MARIAH CAREY "Vision Of Love" (COLUMBIA)

MOST ADDED

- 177 • GEORGE MICHAEL "Freedom" (COLUMBIA)
- 64 • THE OUTFIELD "For You" (MCA)
- 60 • CHEAP TRICK "Wherever Would I Be" (EPIC)
- 45 • STEVIE B "Because I Love You (The...)" (LMR/RCA)
- 43 • WHITNEY HOUSTON "I'm Your Baby Tonight" (ARISTA)
- 37 • DEEE-LITE "Groove Is In The Heart" (ELEKTRA)
- 37 • UB40 "The Way You Do the Things You Do" (VIRGIN)
- 35 • DONNY OSMOND "My Love Is A Fire" (CAPITOL)
- 33 • BILLY JOEL "And So It Goes" (COLUMBIA)
- 31 • WILSON PHILLIPS "Impulsive" (SBK)

HITBOUNDS

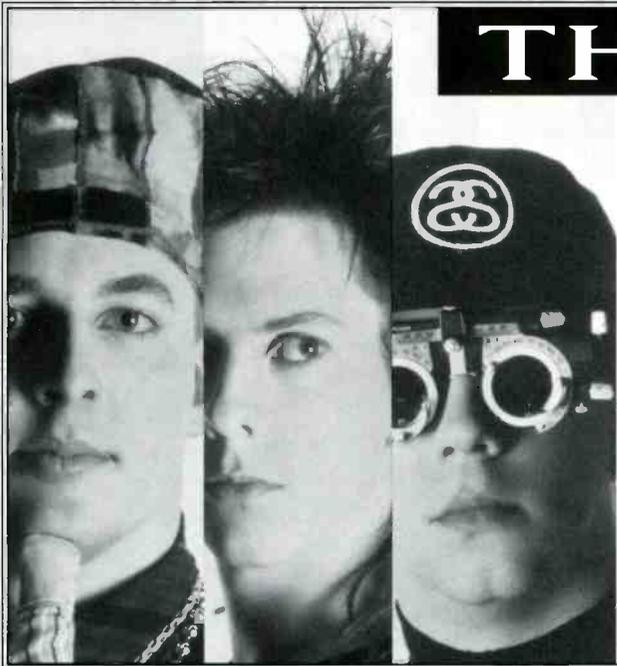
RECORDS ARE LISTED IN ORDER OF ACTIVE REPORTS. AN ACTIVE REPORT IS AN ADD, A DEBUT, A TOP 15 REPORT, OR A 3 POINT OR MORE MOVE ELSEWHERE ON THE CHART. QUALITY-NOT QUANTITY. RECORDS EXCEEDING 100 ACTIVE REPORTS ARE NATIONAL BREAKOUTS.

NATIONAL BREAKOUTS

- 180 • GEORGE MICHAEL "Freedom" (COLUMBIA)
- 104 • TONY! TONI! TONE! "Feels Good" (WING/POLYDOR)
- 102 • JON BON JOVI "Miracle" (MERCURY)

- 81 • WINGER "Miles Away" (ATLANTIC)
- 78 • BILLY JOEL "And So It Goes" (COLUMBIA)
- 77 • INFORMATION SOCIETY "Think" (TOMMY BOY/REPRISE)
- 66 • REO SPEEDWAGON "Love Is A Rock" (EPIC)
- 64 • THE OUTFIELD "For You" (MCA)
- 62 • NEW KIDS ON THE BLOCK "Let's Try It Again" (COLUMBIA)
- 60 • CHEAP TRICK "Wherever Would I Be" (EPIC)
- 59 • JOHNNY GILL "Fairweather Friend" (MOTOWN)
- 57 • BELL BIV DEVOE "B.B.D. (Thought It Was Me)" (MCA)
- 57 • ELISA FIORILLO "On The Way Up" (CHRYSALIS)
- 56 • 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- 56 • ASIA "Days Like These" (GEFFEN)
- 55 • SLAUGHTER "Fly To The Angels" (CHRYSALIS)
- 53 • d.n.a. f/SUZANNE VEGA "Tom's Diner" (A&M)
- 50 • SWEET SENSATION "Each And Every Time" (ATCO)
- 50 • THE VAUGHAN BROS. "Tick Tock" (EPIC)

- 46 • CARON WHEELER "Livin' In The Light" (EMI)
- 40 • PRINCE "New Power Generation" (PAISLEY PARK/WARNER BROS.)
- 37 • AL B. SURE! "Missunderstanding" (WARNER BROS.)
- 37 • ANITA BAKER "Soul Inspiration" (ELEKTRA)
- 34 • STYX "Love Is A Ritual" (A&M)
- 31 • CATHY DENNIS "Just Another Dream" (POLYDOR)
- 27 • BISCUIT "Biscuit's In The House" (COLUMBIA)
- 24 • TOMMY CONWELL "I'm Seventeen" (COLUMBIA)
- 23 • DAN FOGELBERG "Rhythm Of The Rain" (FULL MOON/EPIC)
- 23 • SNAP "Ooops Up" (ARISTA)
- 22 • GLENN MEDEIROS "Me - You = Blue" (MCA)
- 22 • THE PARTY "I Found Love" (HOLLYWOOD)
- 22 • VIXEN "Love Is A Killer" (EMI)
- 21 • BLACK CROWES "Hard To Handle" (GEFFEN)
- 20 • PET SHOP BOYS "So Hard" (EMI)
- 19 • BRUCE HORNSBY "Lost Soul" (RCA)
- 19 • JOHNNY "O" & CYNTHIA "Dreamboy/Dreamgirl" (MICMAC)
- 18 • LONDON QUIREBOYS "I Don't Love You Anymore" (CAPITOL)
- 17 • DENISE LOPEZ "Don't You Wanna Be Mine" (A&M)
- 17 • THE NEVILLE BROTHERS "Fearless" (A&M)
- 14 • CANDI & THE BACKBEAT "The World Just Keeps On Turning" (I.R.S.)
- 14 • KEITH SWEAT "Merry-Go-Round" (ELEKTRA)
- 14 • THE SOUP DRAGONS "I'm Free" (BIG LIFE/MERCURY)
- 14 • STEVIE WONDER "Keep Our Love Alive" (MOTOWN)
- 14 • SURFACE "The First Time" (COLUMBIA)
- 13 • FAITH NO MORE "Fallin' To Pieces" (REPRISE)
- 12 • AIRKRAFT "Someday You'll Come Running" (PREMIERE)
- 12 • JIMMY RYSER "Rain Came" (ARISTA)
- 12 • LALAH HATHAWAY "Heaven Knows" (VIRGIN)
- 12 • SEDUCTION "Breakdown" (VENDETTA/A&M)
- 11 • KEITH SWEAT "I'll Give All My Love To You" (ELEKTRA)
- 10 • MARIA MCKEE "Show Me Heaven" (GEFFEN)
- 10 • ONE CAUSE/ONE EFFECT "Midnight Lover" (BUST IT/CAPITOL)



THINK ABOUT IT!

Information Society

"Think"

The New Single From The Album *HACK*.

HITMAKERS CROSSOVER TOP40: 30-23
A HITBOUND! Nat'l. Single Sales: New #48

- | | | | | |
|-------------------|-----------------|-----------------|-----------------|---------------|
| KRBE (Add) | WLWL (21-18) | HOT102 (Add) | WTIC (26-23) | KJ103 (24-18) |
| HOT97 (18-12) Hot | PWR PIG (24-18) | KXXR (D#32) | WCKZ (16-15) | Z99 (25-18) |
| POWER104 (Add) | Q105 (25-22) | HOT94.9 (23-20) | XL106.7 (35-31) | WGTZ (D#30) |
| POWER96 (27-22) | KKFR (22-19) | WKSS (23-20) | Y107 (28-24) | CKOI (D#40) |

Added At...

WLWL!!!

Y107!!!

WVBS!!!

Active At...

KHTK (19-15)

KS104 (18-14) Hot

KXXR (D#29)

HOT94.9 (12-10)

B96 (17-16)

KYYY (D#39)



BOOMANIA IS COMING!

Are You Ready For Betty?

Betty Boo

"Doin' The Do"

The New Single That's Already A Top 5 Smash in England!

From The Forthcoming Album *BOOMANIA*.

FAITH NO MORE

"FALLING TO PIECES"



THE FOLLOW-UP SINGLE TO THE SMASH HIT "EPIC"

FROM THE ALBUM *THE REAL THING*

•PLATINUM ALBUM!

•NEW "FALLING TO PIECES" VIDEO ON MTV

•ON TOUR WITH BILLY IDOL!

HITMAKERS ROCK CHART: 30-28

TOP 35 Album Sales Nationally!

A HITBOUND!

PIRATE RADIO (D#17)

THE FOX (14-12)

- | | |
|--------------|----------------|
| KATM (30-27) | Q104 (D#32) |
| KKHT (Add) | WKFR (37-33) |
| KNIN (D#35) | WPST (31-28) |
| KRZP (D#19) | WQCM (29-26) |
| KTMT (Add) | WRQN (Add) |
| KTUX (Add) | WZYP (Add) |
| KZZU (38-35) | ZFUN106 (D#39) |



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BILLY JOEL

And So It Goes
(COLUMBIA)

One of the Most Added this week with 33 adds at Top40, *And So It Goes* is fast approaching National Breakout status. Jumping 34-24 on Adult Top40 this week, with key adds at Q102, KC101, WJRZ, WGTZ, KEZY and more, this tune continues to prove the superstar talent of BILLY JOEL. Strong moves already at Q95, WZOU, Y100, WNCI, MIX105.1 and more.

PRINCE

New Power Generation
(PAISLEY PARK/WARNER BROS.)

Presenting another slice of melodic pop in true PRINCE fashion, *New Power Generation* is reminiscent of PRINCE's early, uptempo smash hits. More adds this week include HOT97, WXKS, KHTK, WMXP, KS104, FM102 and KWOD, along with strong debuts and moves at KDWB, WL0L, POWER PIG, WKSS and WCKZ.

VIXEN

Love Is A Killer
(EMI)

Already making quite a statement in the world of Rock and crossing to Top40 radio nicely, this striking ballad pulled early adds at 92X, WNCI, WKZL, Y107 and more. This all-girl rock band shows their versatility on this single that explores a new genre of music for them. Additional adds this week include 95XXX, KFTZ, KISR, KMOK, WERZ, WOMP and more.

2 IN A ROOM

Wiggle It
(CUTTING/CHARISMA)

Wiggling it across the nation, this tune, which has stayed at number one for five consecutive weeks at HOT97 in New York, is quickly getting top phones wherever it is played. Just added at KKBQ, POWER104, KS104, KXXR, PRO-FM, 102JAMZ, XL106.7 and more, this is a non-offensive rap record that will attract the attention of all demos.

ELISA FIORILLO

On The Way Up
(CHRYSALIS)

With the present glut of ballads out now, ELISA FIORILLO offers a nice alternative with this smooth, uptempo jam that has tons of attitude. With adds this week at WNCI and KISS104, it's obvious that ELISA is attracting the attention of Adult Top40s as well as Mainstream and Crossover stations. Strong moves at WXKS, WL0L, KKRZ and WTIC.

THE OUTFIELD

For You
(MCA)

One of the Most Added with 64 Top40 adds, including PIRATE RADIO, MIX96.5, WPHR, WZZG and WKZL, THE OUTFIELD are back with a record tailor-made for Top40. Perfect pop for the '90s, *For You* is totally accessible to any Top40 format. If you've had success with this band in the past, their name will ring instant familiarity in the mind of the listener.

JOHNNY GILL

Fairweather Friend
(MOTOWN)

With a flourishing solo career, JOHNNY GILL goes three for three with *Fairweather Friend* this week. Climbing 17-11 on Crossover Top40 this week, with major market adds at KIIS-FM, POWER106, WZOU, KHTK, Q105, KKFR, KS104, Y108, KGGI, KTFM, Y107 and KISS104. This uptempo single should follow in the footsteps of his debut dance song.

GLENN MEDEIROS

Me - U = Blue
(MCA)

GLENN MEDEIROS' latest album is chock full of hits, and *Me - U = Blue* continues his string of hit singles from it. With the help of the Stylistics, GLENN MEDEIROS churns out a beautiful ballad that has already caught the attention of and pulled pre-out-of-the-box adds at WL0L, Y108, KAER, KROY, WZPL, MAJIC102, WKZL and more.

WINGER

Miles Away
(ATLANTIC)

Major market moves on this record show it's for real! With an album 850,000+ sales, WINGER definitely has a solid following that is growing due to the mass appeal flavor of this record. Huge jumps at PIRATE RADIO, THE FOX, KBQ, B94, KSAQ and WZPL, along with a healthy jump from 21-14 on Rock Radio this week.

THE SOUP DRAGONS

I'm Free
(BIG LIFE/MERCURY)

Don't underestimate the power of this band. Having made a strong statement on Alternative Radio in the States, THE SOUP DRAGONS is now making their move on Top40. Just added at WXKS and POWER99, with a strong debut at KSAQ, this record will react in much the same way as a Love & Rockets. With the never ending need for a fresh sound, look no further.

CATHY DENNIS

Just Another Dream
(POLYDOR)

With D-Mob she presented crystal-clear vocals accompanied by upbeat melodies, and solo she's even better. *Just Another Dream* is a strong feel-good dance tune that is a one-listen record. A strong week at Top40 garnered adds at POWER106, KMEL, WXKS, WZOU, POWER99, POWER104, WL0L, HOT97.7, KROY, KTFM, KC101, Y107 and more.

CHEAP TRICK

Wherever Would I Be
(EPIC)

Programmers everywhere are hailing this exceptional ballad as one of their strongest yet, and 60 adds this week, making it one of the Most Added, verifies it. Out-of-the-box adds at WZOU, KBQ, KWSS, KISN and XL106.7, as well as a host of others. This staple Top40 group presents yet another versatile record for a Mainstream audience.

THE VAUGHAN BROS.

Tick Tock
(EPIC)

With an album selling top five, THE VAUGHAN BROS. have a tremendous hit on their hands with this single. Just added at Y95, MIX96.5, B100, STAR93 and WKZL, along with hot action at KSAQ, KISN and KJ103. This tune is melodically perfect for Adult Top40s and lyrically tailor-made for Mainstream Top40s. Topical and timely, *Tick Tock* is a hit.

d.n.a. f./SUZANNE VEGA

Tom's Diner
(A&M)

As it continues to storm across the states, picking up adds from Mainstream, Crossover and even Urban Top40s, *Tom's Diner* contains the essence of music for the '90s. Bridging the soulful sounds of SUZANNE VEGA with a Soul II Soul background, d.n.a. present a tune that is perfect for the clubs as well as radio. More adds at Q106, Q105, KS104 and KWOD.

BLACK CROWES

Hard To Handle
(Geffen)

Just added at WNVZ, WOKI, KF95, WOMP, KG95, KTRS, KFTZ and many more this week. The BLACK CROWES is one of the best kept secrets when it comes to Rock music, but Geffen Records is about to change all this. This uptempo party tune, which pulls number one requests on MTV, deserves to be played. Retail supports requests.

The CARON WHEELER Story

Living In The Light (EMI) Shining as a strong vocalist, CARON WHEELER has made a smooth transition from Soul II Soul to solo. Her debut single *Living In The Light* is a pleasant combination of timeless vocals, relatable lyrics and an infectious melody. Key major market adds this week at WPLJ, Y018, KWOD and MAJIC102, along with major moves at POWER106, KMEL, KJMZ, WXKS, Y100, KISN, WTIC-FM and more. Sophisticated and perfect for mass appeal radio.



Management: AM/PM Entertainment Concepts, Vito Bruno.
Produced by George Morel for Dance Line Productions.

HOT SINGLE SALES:

ROSE RECORDS, Chicago (3),
WEE THREE, Cherry Hill (4),
TOPLINE ONE-STOP, Woodside (18),
TOWER RECORDS, Washington (23)

AL TAVERA, Asst. PD/MD, PWR106 - "One of our hottest street records from day one and continuing to get stronger - wiggle it!"

HOSH GURELI, MD, KMEL - "The buzz has developed into reality. Already a major market smash! Records like 'Wiggle It' don't get this far unless they're for real."

DAVE SHAKES, PD, B96 - "Play it 'just a little bit' and you'll end up playing the hell out of it!"

ALBIE D, MD, WPGC - "D.C.'s wiggling it! A big club record, huge in the streets, and translating nicely onto radio!"

GREGG SWEDBERG, OM/MD, WLOL-FM - "Instant phones - this tune shows enormous hit potential to cross all demos!"

JAY TAYLOR, Asst. PD/MD, KLUC - "Initial phones are hot! This active record is perfect for nights. I feel good about this tune!"

WIGGLE IT

**HITMAKERS
CROSSOVER: 26-20**

A Crusade!

A Hitbound!

AN ADULT SMASH!

Hot Action:

HOT97 #1 (5 Weeks)

WPLJ (15-12)

Z100 (9-7)

POWER106 (29-24)

B96 (1-1)

Z95 (D#25)

KMEL (D#30)

WIOQ (24-15)

THE FOX (20-17)

WHYT (24-15)

WXKS-FM (17-11)

WZOU (18-14)

WPGC (D#28)

KKBQ (Add)

POWER104 (Add)

POWER96 (5-4)

POWER99 (D#30)

KHTK (25-19)

Q106 (25-22)

Z90 (23-19)

WLOL-FM (15-12)

KKFR (27-21)

KS104 (Add)

HOT102 (25-21)

KXXR (Add)

PRO-FM (Add #32)

KROY (35-28)

KTFM (D#26)

WKSE (30-27)

WKSS (27-22)

WTIC-FM (27-17)

WCKZ-FM (34-26)

102JAMZ (Add)

XL106.7 (Add)

WGTZ (D#27)

and more



charisma

HITMAKERS MAGAZINE

CROSSOVER TOP40

LW-TW

- 6-1 **MARIAH CAREY** "Love Takes Time" (COLUMBIA)
- 2-2 **PEBBLES** "Giving You The Benefit" (MCA)
- 3-3 **JANET JACKSON** "Black Cat" (A&M)
- 1-4 **VANILLA ICE** "Ice Ice Baby" (SBK)
- 5-5 **CANDYMAN** "Knockin' Boots" (EPIC)
- 7-6 **M.C. HAMMER** "Pray" (CAPITOL)
- 8-7 **JAMES INGRAM** "I Don't Have The Heart" (WB)
- 10-8 **DEEE-LITE** "Groove Is In The Heart" (ELEKTRA)
- 4-9 **TONY! TONI! TONE!** "Feels Good" (WING/POLYDOR)
- 16-10 **STEVIE B** "Because I Love You (The...)" (RCA)
- 17-11 **JOHNNY GILL** "Fairweather Friend" (MOTOWN)
- 12-12 **RIGHTEOUS BROS** "Unchained..." (VERVE/PLDR)
- 19-13 **BELL BIV DEVOE** "B.B.D. (I Thought It...)" (MCA)
- 9-14 **GEORGE MICHAEL** "Praying For Time" (COL)
- 35-15 **WHITNEY HOUSTON** "I'm Your Baby..." (ARISTA)
- 11-16 **THE BOYS** "Crazy" (MOTOWN)
- 20-17 **SOHO** "Hippy Chick" (ATCO)
- 13-18 **BLACK BOX** "Everybody Everybody" (RCA)
- 21-19 **CARON WHEELER** "Livin' In The Light" (EMI)
- 26-20 **2 IN A ROOM** "Wiggle It" (CUTTING/CHARISMA)
- 24-21 **ELISA FIORILLO** "On The Way Up" (CHRYSALIS)
- 14-22 **SNAP** "Ooops Up" (ARISTA)
- 30-23 **INFORMATION SOCIETY** "Think" (TB/REPRISE)
- 15-24 **JOHNNY "O" & CYNTHIA** "Dream Boy/..." (MICMAC)
- 18-25 **DINO** "Romeo" (ISLAND)
- 36-26 **UB40** "The Way You Do The Things..." (VIRGIN)
- 22-27 **EN VOGUE** "Lies" (ATLANTIC)
- 34-28 **ANITA BAKER** "Soul Inspiration" (ELEKTRA)
- 23-29 **LISA STANSFIELD** "This Is The Right Time" (ARISTA)
- 37-30 **KEITH SWEAT** "Merry-Go-Round" (ELEKTRA)
- 25-31 **AFTER 7** "Can't Stop" (VIRGIN)
- 44-32 **d.n.a. f/SUZANNE VEGA** "Tom's Diner" (A&M)
- 27-33 **PAUL YOUNG** "Oh Girl" (COLUMBIA)
- 28-34 **PRINCE** "Thieves In The..." (PAISLEY PARK/WB)
- NEW-35 **AL B. SURE!** "Missunderstanding" (WB)
- 29-36 **BREATHE** "Say A Prayer" (A&M)
- 31-37 **BELL BIV DEVOE** "Do Me" (MCA)
- NEW-38 **SWEET SENSATION** "Each And Every..." (ATCO)
- 46-39 **KEITH SWEAT** "I'll Give All My Love 2-U" (ELEKTRA)
- NEW-40 **SAMUELLE** "So You..." (ATLANTIC)
- 41-41 **SEDUCTION** "Breakdown" (VENDETTA/A&M)
- 43-42 **NEW KIDS ON THE BLOCK** "Let's Try It..." (COL)
- 32-43 **LALAH HATHAWAY** "Heaven Knows" (VIRGIN)
- NEW-44 **KWAME** "Only You" (ATLANTIC)
- 33-45 **ADVENTURES OF STEVIE V** "Dirty Cash" (MERC)
- 27-46 **TYLER COLLINS** "Second Chance" (RCA)
- 48-47 **TROOP** "That's My Attitude" (ATLANTIC)
- NEW-48 **SURFACE** "The First Time" (COLUMBIA)
- 39-49 **SYDNEY YOUNGBLOOD** "I'd Rather..." (ARISTA)
- 40-50 **LL COOL J** "The Boomin' System" (DEF JAM/COL)

MOST ADDED

- GEORGE MICHAEL "Freedom" (COLUMBIA)
- CATHY DENNIS "Just Another Dream" (POLYDOR)
- WILSON PHILLIPS "Impulsive" (SBK)
- JOHNNY GILL "Fairweather Friend" (MOTOWN)
- STEVIE B "Because I Love You (The Postman Song)" (RCA)
- UB40 "The Way You Do The Things You Do" (VIRGIN)
- BELL BIV DEVOE "B.B.D. (I Thought It Was Me)" (MCA)

CRUSADES

THE PARTY

"I Found Love" (HOLLYWOOD)

These five teenagers have quite a career ahead of them and this mid-tempo fall followup to their summer debut is already turning heads. Major adds at B96 and MAJIC102 this week.

STEVIE WONDER

"Keep Our Love Alive" (MOTOWN)

This superstar is back with a hit that combines touching lyrics with a superb melody. Adds at WUSL, HOT105, Z90 and more.

CATHY DENNIS

"Just Another Dream" (POLYDOR)

This is the epitome of upbeat, feel-good, dance for the '90s from an artist that is already a Top40 staple. Tons of adds this week...

AL B. SURE!

"Missunderstanding" (WARNER BROS.)

This is a hit! AL B. SURE! has name recognition and an excellent track record. Adds this week at POWER106, KXXR, HOT94.9 and more.

TOO SHORT

"The Ghetto" (JIVE/RCA)

It's street, it's raw and it's selling out of the roof! Just added at KGGI with moves at KMEL, WIOQ, KJMZ, KKFR and HOT97.7.

CARON WHEELER

"Livin' In The Light" (EMI)

Shining as a solo artist, CARON WHEELER garnered adds this week at WPLJ, Y108, KWOD and MAJIC102. Soo smooth!!

CANDI & THE BACKBEAT

"The World Just Keeps On..." (I.R.S.)

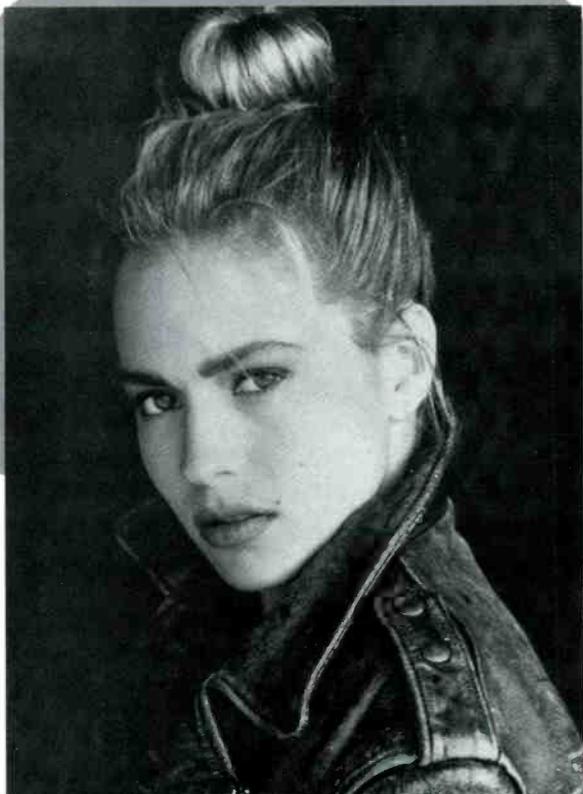
Just added at WIOQ and KWOD this week. With an abundance of ballads out today this is perfect for Top40!

TECHNOTRONIC

"Rockin' Over The Beat" (SBK)

Rockin' to a different beat this time, TECHNOTRONIC presents a melodic pop record that smokes! Just added at POWER106!

"On The
Way
Up"



Produced by:
DAVID Z

Mgmt: Lippman
Entertainment

JEFF McCARTNEY, PD, KROY

"Callout exploded from mid-30's to top 15! This is a monster
22-27 year-old, female record! Testing top ten!"

RANDY KABRICH, Station Manager, Y95

"It sounds GREAT on the radio!"

HITMAKERS CROSSOVER: 24-21
A Crusade! A Hitbound!

Just Added At...

WNCI #28!!!
KISS104 #29!!!

WNYP, WQUT, KKXL,
WKSF, KFTZ, KMOK

Hot Action:

KROY (27-24)
THE FOX (D#25)
KEGL (D#25)
WXKS-FM (31-27)
KBQ (D#36)

WLOL (11-8)
KOY95 (26-21)
KKRZ (27-24)
KXXR (27-22)
HOT97.7 (14-13)
HOT94.9 (25-21)
WTIC (35-32)
WZZG (23-19)

Y107 (D#34)
Z99 (D#28)
Y100 (On)
WNVZ (On)
Y108 (On)
HOT102 (On)
Y95 (On)
WKSS (On) and more



**CHRYSLIS
SALES
OFFICE**

HITMAKERS MAGAZINE

ADULT TOP 40

LW-TW

- 4-1 **BREATHE** "Say A Prayer" (A&M)
- 5-2 **MAXI PRIEST** "Close To You" (CHARISMA)
- 6-3 **MARIAH CAREY** "Love Takes Time" (COLUMBIA)
- 7-4 **ALIAS** "More Than Words Can Say" (EMI)
- 1-5 **GEORGE MICHAEL** "Praying For Time" (COLUMBIA)
- 2-6 **RIGHTEOUS BROS** "Unchained..." (VERVE/PLDR)
- 3-7 **JAMES INGRAM** "I Don't Have The Heart" (WB)
- 13-8 **BETTE MIDLER** "From A Distance" (ATLANTIC)
- 12-9 **HALL & OATES** "So Close" (ARISTA)
- 10-10 **PHIL COLLINS** "Something Happened..." (ATL)
- 14-11 **JANET JACKSON** "Black Cat" (A&M)
- 15-12 **AFTER 7** "Can't Stop" (VIRGIN)
- 11-13 **PAUL YOUNG** "Oh Girl" (COLUMBIA)
- 8-14 **JUDE COLE** "Time For Letting Go" (REPRISE)
- 20-15 **HEART** "Stranded" (CAPITOL)
- 19-16 **UB40** "The Way You Do The Things..." (VIRGIN)
- 22-17 **WHITNEY HOUSTON** "I'm Your Baby..." (ARISTA)
- 27-18 **WILSON PHILLIPS** "Impulsive" (SBK)
- 17-19 **WILSON PHILLIPS** "Release Me" (SBK)
- 21-20 **ROD STEWART** "I Don't Want To Talk..." (WB)
- 23-21 **CONCRETE BLONDE** "Joey" (I.R.S.)
- 9-22 **NELSON** "Love And Affection" (DGC)
- 16-23 **TAYLOR DAYNE** "Heart Of Stone" (ARISTA)
- 34-24 **BILLY JOEL** "And So It Goes" (COLUMBIA)
- 26-25 **ANITA BAKER** "Soul Inspiration" (ELEKTRA)
- 33-26 **PEBBLES** "Giving You The Benefit" (MCA)
- 18-27 **MICHAEL BOLTON** "Georgia On My Mind" (COL)
- 25-28 **GO WEST** "King Of Wishful Thinking" (EMI)
- 24-29 **JANET JACKSON** "Come Back To Me" (A&M)
- 32-30 **DAVID CASSIDY** "Lyin' To Myself" (ENIGMA)
- 39-31 **BLACK BOX** "Everybody Everybody" (RCA)
- 35-32 **DAMN YANKEES** "High Enough" (WB)
- NEW-33 **GEORGE MICHAEL** "Freedom" (COLUMBIA)
- NEW-34 **DONNY OSMOND** "My Love Is A Fire" (CAPITOL)
- 40-35 **HUMAN LEAGUE** "Heart Like A Wheel" (A&M)
- 28-36 **MARIAH CAREY** "Vision Of Love" (COLUMBIA)
- 29-37 **LISA STANSFIELD** "This Is The Right Time" (ARISTA)
- NEW-38 **DAN FOGELBURG** "Rhythm..." (FULL MOON/EPIC)
- NEW-39 **BRUCE HORNSBY** "Lost Soul" (RCA)
- 30-40 **JOHNNY GILL** "My, My, My" (MOTOWN)

CHART EXTRAS

- JILL SOBULE "Too Cool To Fall In Love" (MCA)
- MARIA McKEE "Show Me Heaven" (Geffen)

RECURRENTS

- JON BON JOVI "Blaze Of Glory" (MERCURY)
- SWEET SENSATION "If Wishes Came True" (ATCO)
- BRUCE HORNSBY "Across The River" (RCA)
- BILLY IDOL "Cradle Of Love" (CHRYSALIS)
- DEPECHE MODE "Policy Of Truth" (SIRE/REPRISE)
- MICHAEL McDONALD "Take It To Heart" (REPRISE)

DAYPARTED

- M.C. HAMMER "Pray" (CAPITOL)
- WARRANT "Cherry Pie" (COLUMBIA)

MOST ADDED

- GEORGE MICHAEL "Freedom" (COLUMBIA)
- THE VAUGHAN BROS. "Tick Tock" (EPIC)
- WHITNEY HOUSTON "I'm Your Baby Tonight" (ARISTA)
- THE OUTFIELD "For You" (MCA)
- WILSON PHILLIPS "Impulsive" (SBK)
- BRUCE HORNSBY "Lost Soul" (RCA)
- GLENN MEDERIOS "Me - You = Blue" (MCA)
- DAN FOGELBURG "Rhythm Of The Rain" (FULL MOON/EPIC)

CRUSADES

DAN FOGELBURG

"Rhythm Of The..." (FULL MOON/EPIC)

With out-of-the-box adds at Q95, B100 and KISN, it's obvious that this is a record Adult Top40 should definitely pay attention to...

THE VAUGHAN BROS.

"Tick Tock" (EPIC)

This record is beginning to gain momentum, and one listen is all it takes to hear its hit potential. Just added at MIX96.5, B100, STAR93, WKZL and more.

ELISA FIORILLO

"On The Way Up" (CHRYSALIS)

With key adds this week at WNCI and KISS104 this week, there is no denying the smash potential of this record. With the influx of ballads out, ELISA presents a great alternative with this jam!

STEVIE WONDER

"Keep Our Love Alive" (MOTOWN)

This exciting new venture for this great superstar presents not only a great message in this apartheid tune, but a phenomenal melody. Adds include WUSL and Q95...

MARIA McKEE

"Show Me Heaven" (Geffen)

This artist is slowly but surely showing the world that she has a #1 record on her hands - first in Europe and now stateside. Just added at WXKS-FM in Boston this week...

BRUCE HORNSBY

"Lost Soul" (RCA)

He's a staple Top40 artist in most markets and this single continues to show his strength as a mass-appeal talent. Adds this week include Q101, Y100, WKTI and Q102.

GLENN MEDERIOS

"Me - U = Blue" (MCA)

With some help from The Stylistics, GLENN MEDERIOS presents a record that is filled with all the ingredients of a hit, and that adds up to early believers at KAER, WKZL and many more.

SWEET SENSATION

"EACH AND EVERY TIME"

**CROSSOVER TOP40: NEW #38
A HITBOUND!**



WPLJ (D#35)
POWER106 (34-31)
KHTK (30-25)
POWER PIG (28-21)
Q105 (28-24)
KKFR (D#28)

KOY95 (Add)
KXXR (D#34)
HOT97.7 (22-16)
Y107 (33-29)
Z99 (Add)

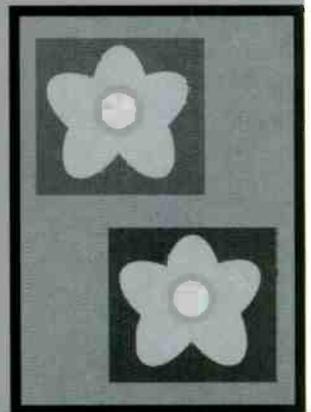
SOHO

"Hippychick"



**MAINSTREAM TOP40: 29-24
CROSSOVER TOP40: 20-17
NAT'L SINGLE SALES: 33-22**

HOT SINGLE SALES:
STREETSIDE RECORDS, St.Louis (3)
TITLE WAVE, Plymouth (6)
WEE THREE, Cherry Hill (6)
TOWER RECORDS, New York (10)
TOWER RECORDS, Hollywood (12)



JUST ADDED:

WZOU #35
WPGC
KKRZ #29
MIX105.1

ACTIVE AT:

Z100 (24-21)
POWER106 (30-27)
KMEL (17-15)
THE FOX (8-6)
WHYT (#8)

WXKS-FM (18-15)
POWER96 (11-9)
POWER99 (11-10)
KPLZ (D#29)
KBQ (14-10)
KHTK (27-22)
Q106 (22-19)
KDWB-FM (30-27)
WLOL-FM (13-10)
B94 (28-24)
WMXP (27-23)

WFLZ (29-24)
Q105 (30-26)
KOY95 (7-6)
KZZP (D#22)
KXXR (23-17)
KROY (25-21)
KWOD (26-20)
92X (26-23)
B97 (D#27)
KSAQ (21-17)
WZPL (D#29)

HOT94.9 (15-13)
WTIC-FM (19-16)
XL106.7 (33-29)
Y107 (34-31)
KJ103 (10-9)
WGTZ (19-15)
WDJX (28-24)
WKZL (15-12)

BAD COMPANY

"If You Needed Somebody"

**A HITBOUND!
A CRUSADE!**

ROCK RADIO: NEW #45

HOT ALBUM SALES:

SCOTTI'S, Summit (24)
WEE THREE, Cherry Hill (20)



**ON YOUR DESK NOW!
FROM THEIR GOLD LP "HOLY WATER"**



THE OUTFIELD HITS A HOME RUN "FOR YOU"...

FREEDOM RINGS FOR GEORGE MICHAEL...

CATHY DENNIS IS FOR REAL, GLENN MEDEIROS ADDS UP TO A HIT...

VAUGHAN BROS., RALPH TRESVANT AND TOO SHORT STAND TALL THIS WEEK!

JEFF McCARTNEY, PD at KROY, Sacramento sez, "RALPH TRESVANT *Sensitivity* (MCA) is a stone-cold favorite of mine! Phones already on this one! Instant phones for *The First Time* by SURFACE (COLUMBIA)! **KEITH SWEAT** *!!! Give My Love 2 U* (ELEKTRA) is #4 in callout - so pay attention! The dance mix of **DAVID CASSIDY** *Lyn' To Myself* (ENIGMA) makes this tune totally accessible to us! Make the label send you this! Also, **MARIAH CAREY** *Some Day* (COLUMBIA) is already working and **JASMINE GUY** is already strong in sales - top ten with *Try Me* (WARNER BROS.)! Lastly, for a secret weapon record, check out **HOWARD HEWETT** *I Can't Tell You Why* (ELEKTRA) - it SMOKES!!!"

JIM ATKINSON, MD at KBQ, St. Louis sez, "THE OUTFIELD *For You* (MCA) should match the success of *Your Love* or *All The Love In The World* - it's nice to have them back. **FASTER PUSSYCAT** *You're So Vain* (ELEKTRA) has been winning our night battle. *House Of Pain* sold well and got great requests, so they are fairly familiar in this market!"

GREGG SWEDBERG, OM/MD at WLOL-FM, Minneapolis sez, "For a top shelf, good quality record, check out **CATHY DENNIS** *Just Another Dream* (POLYDOR)! **KON KAN** *Liberty* (ATLANTIC) is worth the listen! Also, **GLENN MEDEIROS** *Me - You = Blue* (MCA) definitely has a chance. It might not seem like a mainstream record for us, but it's worth the listening shot. And be aware of *No Matter What* by **GEORGE LAMOND & BRENDA K. STARR** (COLUMBIA) - this duet's a KILLER!"

BRIAN DOUGLAS, MD at Q102, Cincinnati sez, "The next **NELSON** record, *After The Rain* (DGC), will be as BIG as the first - check it out! **STEVIE B** has a MAJOR ballad on his hands with *Because I Love You* (LMR/RCA)! Also, although it's not really a record for us, **PAUL SIMON** *The Obvious Child* (WARNER BROS.) is worth the listen. Lastly, without a doubt **GEORGE MICHAEL** comes back with a scorcher - *Freedom '90* (COLUMBIA)!"

JON ANTHONY, MD at KBEQ, Kansas City sez, "Be on the lookout for the next **PAUL YOUNG** record, *Heaven Can Wait* (COLUMBIA) - it's good, mid-tempo pop with Chaka Khan featured on it. **THE OUTFIELD** have a timely pop tune with *For You* (MCA), which is a nice change amidst the current glut of ballads! Lastly, if you can play a rocker like *Cherry Pie* by **WARRANT** (COLUMBIA), don't hesitate! Retail, phones, callout - all the signs of a SMASH and a HOT report at KBEQ!"

MICHELLE SANTOSUOSSO, MD at Q106, San Diego sez, "Wherever it is in your library, dig it up and listen to it - *Candy* by **IGGY POP** featuring **Kate Pierson** (VIRGIN) got instant calls! The **SURFACE** ballad *The First Time* (COLUMBIA) will be a definite HIT, and check out the **SPECIAL GENERATION** LP (BUST IT/CAPITOL). Hammer has definitely proven himself a producer with this band, who not only have a hit with *Love Me Just For Me*, but also a track called *Spark Of Love*. I love **FATHER MC** *I'll Do You* (MCA) - it samples *I'm Real*, which is a sleeper in most markets! Also, check out the Shep Pettibone remixes of **M.C. HAMMER** *Pray* (CAPITOL). The second you get it in, give it a serious listen! **JOEY KIDD** remade 10CC's *I'm Not In Love* (ATLANTIC), and it's good!"

DARCY SANDERS, MD at KZZP, Phoenix sez, "**GUY** *I Wanna Get With U* (MCA) is a JAM that uses a familiar sound like *Make You Sweat*. **CHER** has a new movie coming out, so keep an eye out for the sound track - it's destined to be BIG! If you can play **THE CURE**, then play *Hello, I Love You* (ELEKTRA)!"

HARLEY DAVIDSON, MD at KGGI, San Bernardino sez, "Sounds like a SMASH - three for three for **JOHNNY GILL** with *Fairweather Friend* (MOTOWN). **ONE CAUSE, ONE EFFECT** is absolutely smokin' with *Midnite Lover* (BUST IT/CAPITOL)! Be sure to check it out!"

LOU SIMON, PD at HOT94.9, Salt Lake City sez, "*Biscuit's In The House* by **BISCUIT** (COLUMBIA) has familiar sampling that makes the hook instantly comfortable! Check out *As Long As I'm With You* by **MS. ADVENTURES** (ATCO) - the single won't be released until the first quarter of 1991, but give it a listen because it gets great phones! Be aware that I.R.S. Records has a **GO-GOS** compilation out soon with a better version of *Cool Jerk*. It's a bit slower tempo-wise, but if you can play this type of record, do it! Belinda's vocals are GREAT!"

HOSH GURELI, MD at KMEL, San Francisco sez, "Be on the lookout for COLUMBIA Records' **C&C MUSIC FACTORY** *Gonna Make You Sweat*! This is strong! Definitely a #1 dance record, it takes up where Snap left off...this defines the sound of NOW! **INNER CITY** continues to put out incredible records. *That Man (He's All Mine)* (VIRGIN) also has a major crossover potential. I especially like the technological mix!"

AL TAVERA, Asst. PD/MD at POWER106, Los Angeles sez, "**ROZALYNE CLARKE** *Eddy, Steady, Go* (COLUMBIA) has that perfect energy for this radio station. Also, be sure to check out *I Found Love* (EPIC) by **DOUBLE DEE** featuring **Dany** - it's a nice pop sounding house record. And **TOO SHORT** *The Ghetto* (JIVE/RCA) has our interest peaked...sales are HUGE!"

MIKE SNOW, MD at KKBQ, Houston sez, "**C&C MUSIC FACTORY** *Gonna Make You Sweat* (COLUMBIA) is smokin' - watch this one develop in the clubs and cross over to radio! A great slow jam is *Midnite Lover* by **ONE CAUSE, ONE EFFECT** (BUST IT/CAPITOL), and if you're looking for something Alternative, the dance mixes are on the way...**JANE'S ADDICTION** *Been Caught Stealing* (WARNER BROS.), and take note, this is the first 12-inch mix even on a record from this group!"

PAM GRUND, MD at WIOQ, Philadelphia sez, "**DENISE LOPEZ** *Don't You Want To Be Mine* (A&M) is GREAT! She's an artist that has worked well for us. Don't let **CANDI & THE BACKBEAT** *And The World Just Keeps On Turning* (I.R.S.) get lost - this deserves a listen! Not only does **CATHY DENNIS** have a SMASH on her hands with *Just Another Dream* (POLYDOR), but she's a pleasure to be around! Watch **TOO SHORT** *The Ghetto* (JIVE/RCA) develop - what a beat! **VANILLA ICE** *Play That Funky Music* (SBK) smokes, and if you're looking for a tip on making **UB40** *The Way You Do The Things You Do* (VIRGIN) work, speed it up about 71%!"

RUSS ALLEN, MD at KSOL, San Francisco sez, "**TDC** *Keep Groovin'* (PLOL) is totally damaging - give this a serious listen! **KYM MAZELLE** *Don't Scandalize My Name* (CAPITOL) is HOT! The lyrics are too much! All mixes are good for mix shows. Also on CAPITOL Records, **ADEVA** *I Thank You* is steamin' - she's got her own thang and it sounds good! Also, check out *Freaks Of The Industry* by **DIGITAL UNDERGROUND** (TOMMY BOY) on Cherry Vinyl! These guys crack me up, and it's good music too - what a deadly combination!"

RANDY IRWIN, MD at KUBE, Seattle sez, "*Freedom* by **GEORGE MICHAEL** (COLUMBIA) works - a GREAT followup for **GEORGE!** **JIMMY RYSER** *Rain Came* (ARISTA) would be perfect for the fall and for the Adult Top40 stations. For a great mass appeal, non-ethnic, uptempo pop record, **THE OUTFIELD** *For You* (MCA) fills the void! Lastly, **TOO SHORT** *The Ghetto* (JIVE/RCA) - all I can say is 'Damn, even in Seattle!'"

MICHAEL NEWMAN, MD at MIX96.5, Houston sez, "We threw on *Wouldn't It Be Nice* by **NIK KERSHAW** (MCA) and got an incredible phone response. The callout potential on this '83 release could be phenomenal. A homerun for **STEVE WINWOOD** with *Refugees Of The Heart* (VIRGIN), and a HIT tailor-made for MIX from **THE OUTFIELD**, *For You* (MCA). For a great ballad off the **STYX** album (A&M), check out *Love At First Sight* - it caught my ear!"

MICHAEL MARTIN, MD at KIIS-FM, Los Angeles sez, "Just to restate a fact that I mentioned before, *Play That Funky Music* by **VANILLA ICE** (SBK) is definitely HOT! This has been confirmed as the next single! Just a quick word about *Miracle* by **JON BON JOVI** (COLUMBIA): This is no show tune - this is real! *I'll Give All My Love 2 U* by **KEITH SWEAT** (ELEKTRA) - phew! - what sultry lyrics - this is a serious groove! Sales are blowing out the walls on *The Ghetto* by **TOO SHORT** (JIVE/RCA). This raw street record has potential to cross!"

DANA LUNDON, MD at HOT102, Milwaukee sez, "**GUY** *I Wanna Get With You* (MCA) is slammin' - this is a must listen! **GLENN MEDEIROS** very well might have a #1 record on his hands with *Me - You = Blue* (MCA)! **RALPH TRESVANT** presents a very fresh track with *Sensitivity* (MOTOWN)! A soon-to-be #1 single for **GEORGE MICHAEL** with *Freedom* (COLUMBIA), and *Naked In The Rain* by **BLUE PEARL** (MERCURY) is happening on our Alternative show!"

JERRY McKENNA, MD at WXKS-FM, Boston sez, "It's #1 throughout Europe, and with the right promotion it could be HUGE stateside, too - **MARIA McKEE** *Show Me Heaven* (Geffen)! Be aware that *Doing The Bart*, also on Geffen Records, will be premiered on the episode of *The Simpsons* in the last week of November. A very HOT ARISTA U.K. import that is happening BIG in New York clubs and will hopefully be released domestically is *Another Sleepless Night* by **MIKE "HITMAN" WILSON**. It just could happen in the same way as Black Box... Also, **C&C Music Factory** *Gonna Make You Sweat* (Columbia) is a GREAT club tune that may have radio potential with the help of an edit (hint, hint!) Lastly, **NENEH Cherry** *I've Got You Under My Skin*, off the CHRYSALIS Records benefit compilation for AIDS entitled *THE RED HOT AND BLUE*, deserves a listen! Perhaps VIRGIN should think about releasing it in the States!"

LEE CRUZ, Asst. PD at KSAQ, San Antonio sez, "*For You* by **THE OUTFIELD** (MCA) will bring them back, picking up where the last LP left off! **d.n.a.** featuring **Suzanne Vega** *Tom's Diner* (A&M) is really kicking in on the phones! The kids like it 'cause it's HIP, the adults like it because it's intelligent! If you had success with **CONCRETE BLONDE** *Joey*, check out LP cut *Lullaby* (I.R.S.)! This up-ballad has the same sort of intensity as the first single. And **THE SOUP DRAGONS** *I'm Free* (BIG LIFE/MERCURY) has a GREAT hook! I know it's still early, but this one could happen in a BIG way!"

GARY MICHAELS, MD at KISN, Salt Lake City sez, "Check out **THE OUTFIELD** *For You* (MCA) is a strong sounding record for Top40 with a mass appeal sound to it! **GEORGE MICHAEL** *Freedom* (Columbia) is just a damn good song! **NELSON** *After The Rain* (DGC) is a GREAT follow-up song - sales are reaching platinum! You can't deny that this record is GREAT! Gunnar and Matthew are on a roll!"

RANDY ROSS, MD at WGTZ, Dayton sez, "**THE OUTFIELD** *For You* (MCA) is a GREAT straight-ahead rock 'n' roll song! **JOHNNY GILL** *Fairweather Friend* (MOTOWN) should be even bigger than *Rub You The Right Way*! And **GEORGE MICHAEL** *Freedom* (Columbia) is the BEST cut on the album!"

JOHNNA CECCOLI, MD at Y100, Miami sez, "What a GREAT follow-up from **GEORGE MICHAEL** with *Freedom* (Columbia)! Also, for stations that can play a good uptempo pop/dance record, check out **CATHY DENNIS** *Just Another Dream* (POLYDOR)!!! It's as good as *Come On And Get My Love*, so check it out!"

BILLY THE KIDD, MD at KJ103, Oklahoma City sez, "Check out **SHANE SUTTON** *With You All The Way* (MCA)! It's a remake of the New Edition tune, and it's cute enough to work well with teens! **WINGER** *Miles Away* (ATLANTIC) sounds tailor-made for Oklahoma City. And be aware of the remix of *Me - You = Blue* by **GLENN MEDEIROS** (MCA) - it's very cool!"

STEVE HELLER, MD at ZFUN106, Moscow, ID sez, "**GEORGE MICHAEL** *Freedom* (Columbia) is superb! **CHEAP TRICK** *Wherever Would I Be* (EPIC) should do very well, and **THE OUTFIELD** are back with a very strong track, *For You* (MCA) - check it out! And if you target 25+ and you're not playing **STEVIE WONDER** *Keep Our Love Alive* (MOTOWN), you're out of your mind!"

JAY TAYLOR, Asst. PD/MD at KLUC, Las Vegas sez, "Be aware of **SURFACE** *The First Time* (Columbia) - it's a GREAT ballad! **GUY** has a strong single with *I Wanna Get With You* (MCA), and the next single from **DEPECHE MODE**, *World In My Eyes* (SIRE/REPRISE), is just as good as the first two. Lastly, **FATHER MC** *I'll Do For You* (MCA) is very catchy - thanks to Michelle at Q106 for the tip!"

BOB CHASE, PD at KISR, Ft. Smith, AR sez, "**STEVIE B** *Because I Love You (The Postman's Song)* (LMR/RCA) has HOT phones!!! Also, **GEORGE MICHAEL** *Freedom* (Columbia) will be HOT! And **THE VAUGHAN BROS.** *Tick Tock* (EPIC) is working GREAT and getting a lot of phone action!"

SCOTT McKENZIE, MD at WIQQ, Greenville, MS sez, "Another instant add is **GEORGE MICHAEL** *Freedom* (Columbia)! The response is better than *Praying For Time*. Also, **THE VAUGHAN BROS.** *Tick Tock* (EPIC) is working GREAT! Has anybody noticed that cut #2 on the **PET SHOP BOYS** album is named, appropriately, *So Hard* 9-inch edit (EMI)? And **GLENN MEDEIROS** *Me - You = Blue* (MCA) shows signs of another BIG hit!"

DEANO, MD at SLY96, San Luis Obispo, CA sez, "**THE OUTFIELD** *For You* (MCA) is a homerun to deep left center! They are the A's of rock 'n' roll! Right down the middle! **JOHNNY GILL** *Fairweather Friend* (MOTOWN) is a GREAT follow-up! It has tempo and emotion. Finally, check out **JIMMY RYSER** *Rain Came* (ARISTA) - this should be the record! It's a KILLER, down-the-middle, broad appeal record, so if you listen to it you'll be moved!"

J.J. GERARD, MD at KQCR, Cedar Rapids, IA sez, "Check out **2 IN A ROOM** *Wiggle It* (CUTTING/CHARISMA) - it has an outstanding hook! Phones should tell the rest! Also, **RALPH TRESVANT** *Sensitivity* (MCA) sounds like a Michael Jackson ballad, and a good one at that! Now that **JOHNNY GILL** has familiarity, *Fairweather Friend* (MOTOWN) should be a SMASH!"

BOB LEWIS, PD at KGGG, Rapid City sez, "**THE OUTFIELD** *For You* (MCA) is back with a familiar yet fresh sound for you! **STEVE WINWOOD** *One And Only* (VIRGIN) is reminiscent of *Roll With It* - yet updated and hook-filled. **PRINCE** *New Power Generation* (PAISLEY PARK/WARNER BROS.) goes back to his roots. **GLENN MEDEIROS** *Me - You = Blue* (MCA) got a huge response in the office after the first 30 seconds - it should work with your listeners - expect immediate phone response. **CARON WHEELER** *Livin' In The Light* (EMI) is reminiscent of Soul II Soul - the edit makes it better - ask for it! Lastly, **ROBERT PALMER** *You're Amazing* (EMI) is amazing - top five easy!"

KEVIN CHASE, MD at KMOK, Lewiston, ID sez, "**GEORGE MICHAEL** *Freedom* (Columbia) is intelligent, pure **GEORGE** and pure hit! **THE OUTFIELD** *For You* (MCA) are back again with a mass appeal hit record! **VIXEN** *Love Is A Killer* (EMI) is a killer - a very strong power ballad! Lastly, **CATHY DENNIS** *Just Another Dream* (POLYDOR) is not just another dancer - this is a Mainstream smash!"

BOBBY CHRISTIAN, PD/MD at KIKX, Colorado Springs, CO sez, "**BELINDA CARLISLE** *We Want The Same Thing* (MCA) is an uptempo pop/rock song that has a bit of a Go-Go's feel. This will be a hit."

J.J. McKAY, PD/MD at KNIN, Wichita Falls, TX sez, "**THE OUTFIELD** *For You* (MCA) sounds great - a strong comeback. Also, **SOUP DRAGONS** *I'm Free* (MERCURY) is a great cover of The Stones. A good night record is **VIXEN** *Love Is A Killer* (EMI). And **STYX** *Love Is A Ritual* (A&M) are back with a strong single that can be played on all Top40 radio."

DON PARKER, MD at KBOS, Fresno, CA sez, "**GUY** *I Wanna Get With You* (MCA) is a smash! It won five nights in a row on our battle and is already getting big phones! **TOO SHORT** *The Ghetto* (JIVE/RCA) is fast approaching number one phones! It has a smooth groove to it with an appeal outside of a rap! And **DENISE LOPEZ** *Don't You Wanna Be Mine* (A&M) has a great club edit, although you might need to edit in an intro! She has a strong following in this market already!"

ROGER SCOTT, MD at KRQ, Tucson, AZ sez, "Check out MCA's **RALPH TRESVANT**! *Sensitivity* reminds me of Al B. Sure's *Nice Day* - it's a soulful song with a nice edge! Also, listen to **CATHY DENNIS** *Just Another Dream* (POLYDOR) - it's no generic dance record, so give it a few listens and you'll be convinced! And lastly, **JOHNNY GILL** *Fairweather Friend* (MOTOWN) is a smash for this superstar!"

JEFF DONOVAN, MD at Q104, Gadsden, AL sez, "Everyone needs to wake up and listen to this one...the **BLACK CROWES** *Hard To Handle* (DEF AMERICAN/GEFFEN)! Sales have blown wide open and incredible top five phones! Great adult response as well! And **STYX** *Love Is A Ritual* (A&M) is a jammin' uptempo song with a great bassline, and will fit all Top40 formats! Great phones!"

MATT McCANN, PD at WLRW, Champaign, IL sez, "**STEVE WINWOOD** *One And Only* (VIRGIN) is a mass appeal balance record that will be great for Mainstream Top40! Another mass appeal record is **THE OUTFIELD** *For You* (MCA)!"

PETER FALCONI, PD at WERZ, Exeter, NH sez, "**THE OUTFIELD** *For You* (MCA) is fantastic! **THE VAUGHAN BROS.** *Tick Tock* (EPIC) is in the right place at the right time! And **VIXEN** *Love Is A Killer* (EMI) is a modern day Heart!"

JOHN CHRISTIAN, MD at HOT97.7, San Jose sez, "**JOEY KIDD** *I'm Not In Love* (ATLANTIC), a remake of the 10CC classic, is a song that should cross **JOEY** over that bridge! Congrats to ALPHA INTERNATIONAL Records on signing local South Bay artist **BRANDON**. Look for a smokin' single sometime after the first of the year. And **TARA KEMP** *Hold Me Tight* (BIG BEAT) is a song that takes that Soul II Soul sound into the '90s, and HOT97.7 was ready for that!"

TRACY AUSTIN, Asst. PD/MD at KBTS, Austin, TX sez, "**THE VAUGHAN BROS.** *Tick Tock* (EPIC) is a very strong record for us! It's number one sales in our area, and coming from Austin these boys have instant market strength! Check out *Tick Tock*, it's worth it! Another hot record is the latest from **DAMN YANKEES**, *High Enough* (WARNER BROS.)! Don't miss the video...**FATHER TED** *Catchy*. **GEORGE MICHAEL** has a good radio record on the way with *Freedom* (COLUMBIA)! Upbeat and similar to previous hits, this one is sure to please!!"

TED BRANDY, MD at WLAN, Lancaster, PA sez, "**CHEAP TRICK** *Wherever Would I Be* (EPIC) will be a strong track for these guys! Female phone reaction has been a strong point so far and will continue! *Freedom* (COLUMBIA) from **GEORGE MICHAEL**, is a hot record! This will create strong reaction in all day parts! Another hot record is *My Love Is A Fire* (CAPITOL) by **DONNY OSMOND**! A very appealing track that should show good response! Also keep an eye on **THE OUTFIELD** *For You* (MCA)! It's been awhile since these guys have been on the air, and it's good to have them back!"

MIKE TEMAAT, PD at KQLA, Manhattant, KS sez, "**REO SPEEDWAGON** *Love Is A Rock* (EPIC) is a good instant appeal record! An easily recognizable band, look for good female response! Phones will light up on this one...*Falling To Pieces* (REPRISE) by **FAITH NO MORE**! It's a record that will give you instant "Love It" phoners from 16-24 males! Spin this one a few times and watch the reaction! The boys are back and better than ever - **THE PET SHOP BOYS** that is! *So Hard* (EMI), their newest single, will be a big, big, big hit for later this fall!!"

JOHN ANDERSON, PD/MD at KQIZ, Amarillo, TX sez, "**GEORGE MICHAEL** *Freedom* (COLUMBIA) is another smash! And **INDECENT OBSESSION** has a great follow-up with *Say Goodbye* (MCA)!"

CHUCK LUCK, PD/MD at KZII, Lubbock, TX sez, "**CHEAP TRICK** *Wherever Would I Be* (EPIC) is another Dianne Warren smash! If you're not already playing **DONNY OSMOND** *My Love Is A Fire* (CAPITOL)...get on it! A great follow-up song is **NELSON** *After The Rain* (DGC)! And **GEORGE MICHAEL** *Freedom* (COLUMBIA) is a smash!"

RAY KALUSA, PD at KWNZ, Reno, NV sez, "**STEVE WINWOOD** *One & Only* (VIRGIN) will be a big hit - it reminds me of *Freedom Overspill*! A song that's not too AOR and can be played by all is **THE OUTFIELD** *For You* (MCA)! And **BELL BIV DEVOE** *B.B.D. (I Thought It Was Me)* (MCA) is another smash!"

RICK ANDREWS, MD at KZOZ, San Louis Obispo, CA sez, "**VIXEN** *Love Is A Killer* (EMI) is a welcome addition to any playlist! Don't be left out on **THE OUTFIELD** *For You* (MCA)! Catch this hit! Also keep an eye out for **CATHY DENNIS** *Just Another Dream* (POLYDOR)! And **TECHNOTRONIC** *Rockin' Over The Beat* (SBK) is a refreshing sound from a very talented group!"

DAVE COLLINS, MD at KFBQ, Cheyenne, WY sez, "**THE OUTFIELD** *For You* (MCA) is a great upbeat song that radio needs! A song that's been testing great is **STYX** *Love Is A Ritual* (A&M)! And **BELL BIV DEVOE** *B.B.D. (I Thought It Was Me)* (MCA) is back with a hit!"

DAVY CROCKETT, PD/MD at WYCR, York, PA sez, "**CHEAP TRICK** *Wherever Would I Be* (EPIC) is a Top40 ballad that should get a lot of airplay! For a change of pace play **THE OUTFIELD** *For You* (MCA) - it's good to have them back! And if you're not playing **JON BON JOVI** *Miracle* (MERCURY) then you're missing something!"

SEAN MICHEALS, MD at KTRS, Casper, WY sez, "**THE VAUGHAN BROS.** *Tick Tock* (EPIC) is a great duet! **GEORGE MICHAEL** has a great follow-up with *Freedom* (COLUMBIA)! A perfect record for Top40 and AOR is **BLACK CROWES** *Hard To Handle* (DEF AMERICAN)! It's great to have **THE OUTFIELD** back with *For You* (MCA)! And finally a great upper demo AC/Top40 smash is **GLENN MEDEIROS** *Me - You = Blue* (MCA)!"

STEVE SPILLMAN, PD at WZKX, Biloxi, MS sez, "**2 IN A ROOM** *Wiggle It* (CHARISMA) will definitely catch your attention! **STEVIE B** *Because I Love You (The Postman's Song)* (RCA) is a great follow-up!"

ANDREA PENTRACK, MD at FM102, Sacramento sez, "**HOWARD HEWETT** *I Can't Tell You Why* (ELEKTRA) is phenomenal! If you like the original done by the Eagles and you like Urban music, putting that song with this artist is a natural. *Some Day* by **MARIAH CAREY** (COLUMBIA) is an uptempo album cut that shows versatility in this artist, who is a multi-faceted talent. And for a very smooth groove, *Sensitivity* by **RALPH TRESVANT** (MCA) is it! He's the last member of New Edition to pursue a solo career, and if this first single indicates what he's capable of, he should be as successful as the rest!"

JOHN IVEY, OM at WZOK, Rockford, IL sez, "**NELSON** *After The Rain* (DGC) should be their second top ten song! A song that sounds like Dan Fogelberg is **JIMMY RYSER** *Rain Came* (ARISTA)! What can you say? **GEORGE MICHAEL** has a hit called *Freedom* (COLUMBIA)! And **GLENN MEDEIROS** *Me - You = Blue* (MCA) - consider playing this!"

MIKE STONE, PD/MD at WPFM, Panama City, FL sez, "**THE TRAVELING WILBURYS** *She's My Baby* (WARNER BROS.) has more of an electric sound than acoustic, which is a nice surprise! Also, **GEORGE MICHAEL** *Freedom* (COLUMBIA) is another hot hit! And play **CHEAP TRICK** *Wherever Would I Be* (EPIC) - it's a great Top40 song!"

MIKE KASPER, PD at KF95, Boise, ID sez, "**JIMMY RYSER** *Rain Came* (ARISTA) is an instant smash! Also, **THE OUTFIELD** *For You* (MCA) is perfect for the 90's! And watch out for **DON HENLEY** *New York Minute* (Geffen)!"

RUSTY KEYES, PD/MD at KSKG, Salinas, KS sez, "**THE VAUGHAN BROS.** *Tick Tock* (EPIC) is fabulous - play it! Also, **THE OUTFIELD** *For You* (MCA) will work great and hit all day parts! And take a good look at **TOMMY CONWELL** *I'm Seventeen* (COLUMBIA)!"

LESLIE FRAM, PD at WABB, Mobile, AL sez, "**THE OUTFIELD** *For You* (MCA) sounds good! They always do great in Mobile! *Feels Good* by **TONY! TONI! TONE!** (POLYDOR) feels goood! Instant singalong! Four nights of testing is producing excellent phones on **2 IN A ROOM** *Wiggle It* (CUTTING/CHARISMA)!"

EFREN SIFUENTES, MD at KDON, Salinas, CA sez, "**SPECIAL GENERATION** *Love Me Just For Me* (BUST IT/CAPITOL) is happening big-time! In the same flavor as One Cause One Effect but with more of a pop edge! Word! The **CANDYMAN** CD (EPIC) is full of tasty treats...even your cat will dig the hot cuts: *Melt In Your Mouth & Nightgown*! Steamy! Speaking of hot, spin the scorchin' *Gonna Make You Sweat* by **C & C MUSIC FACTORY** (COLUMBIA)! Maaan! Talk about a club buzzer; this will do it! Word to your sista! I still think *Destiny* by **SWEET SENSATION** (ATCO) is a strong CD track; more of a balance! **RALPH TRESVANT** *Sensitivity* (MCA) is a natural! Great Marvin Gaye feel to the bassline. This week's "DROP YOUR DRAWERS TO A BALLAD" award goes to CAPITOL for the smooth groove *Love Me Down* by **FREDDY JACKSON**! Breezin', baby! Read on...."

ELI MOLANO, PD/MD at KPRR, El Paso, TX sez, "**TOO SHORT** *The Ghetto* (SIRE/REPRISE) is the Temptations meets rap! A great follow-up is **BELL BIV DEVOE** *B.B.D. (I Thought It Was Me)* (MCA)! And for something to balance the playlist, play **UB40** *The Way You Do The Things You Do* (VIRGIN)!"

DUSTY HAYES, PD at KBFM, McAllen-Brownsville, TX sez, "**LUKE 1./2 LIVE CREW** *Mama Juanita* (LUKE/ATLANTIC) smokes in this market! Oye como va! A great active record is **KON KAN** *Liberty* (ATLANTIC)! **THE OUTFIELD** *For You* (MCA) is not only a good adult record, but kids will also like it!"

DAVID COOPER, PD at WAFX, Bangor, ME sez, "**GLENN MEDEIROS** *Me - You = Blue* (MCA) = smash! **CHEAP TRICK** *Wherever Would I Be* (EPIC) is a mass appeal record that can be played in all day parts - you've gotta love it! **THE OUTFIELD** *For You* (MCA) has smash written all over it! Check out the rapless edit for **CARON WHEELER** *Livin' In The Light* (EMI) - ask for it!"

ANNIE SAGE, MD at KCAQ, Oxnard, CA sez, "Give **JOHNNY "O" & CYNTHIA** *Dream Boy, Dream Girl* (MICMAC) a chance - it will work! Also, **GEORGE MICHAEL** *Freedom* (COLUMBIA) is another big smash! And **GUY!** *Wanna Get With You* (MCA) mixes well with everything!"

JIM CERONE, PD/MD at WBWB, Bloomington, IN sez, "**CATHY DENNIS** *Just Another Dream* (POLYDOR) is a strong dance song! Also, **RIVER CITY PEOPLE** *What's Wrong With Dreaming* (CAPITOL) is a great upbeat song! **THE OUTFIELD** *For You* (MCA) is perfect for Top40! And **THE NEVILLE BROS.** *Fearless* (A&M) has a great hook!"

TOP40 ADDS

The TOP50 Markets In America

1 ♦ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCAVE ◊ (212) 840-1035 ADDS: BELL BIV DEVOE, DOUBLE DEE, PRINCE, GEORGE MICHAEL,

WPLJ • PD: TOM CUDDY / MD: MIKE PRESTON ◊ (212) 613-8900 ADDS: GEORGE MICHAEL (#32), CARON WHEELER, STEVIE B,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ◊ (212) 239-2300 ADDS: PEBBLES (#26), GEORGE MICHAEL (#29), BETTE MIDLER (#30),

2 ♦ Los Angeles

KIIS-FM • PD: BILL RICHARDS / MD: MIKE MARTIN ◊ (213) 466-8381 ADDS: POISON (#26), GEORGE MICHAEL (#29), BETTE MIDLER, J. GILL,

PIRATE RADIO • PD: SCOTT SHANNON / MD: DENISE LAUREN ◊ (213) 469-1631 ADDS: TRIXTER, THE OUTFIELD,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ◊ (818) 953-4200 ADDS: MARIAH CAREY (#33), STEVIE B (#34), JOHNNY GILL (#35), CATHY DENNIS, TECHNOTRONIC, AL B. SURE!,

THE BEAT • PD: MIKE STRADFORD / MD: FRANK MINIACI ◊ (213) 466-9566 ADDS: RALPH TRESVANT (#35), FREDDIE JACKSON (#36), THE BOYS (#37), DEEE-LITE (#39), SPECIAL ED,

3 ♦ Chicago

B96 • PD: DAVE SHAKES / MD: TODD CAVANAHA ◊ (312) 944-6000 ADDS: GEORGE MICHAEL (#29), AFTER 7 (#24), THE PARTY, TONY! TONI! TONE!,

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS ◊ (312) 527-8348 ADDS: ALIAS (#20), BRUCE HORNSBY,

Z95 • PD/MD: BRIAN KELLY ◊ (312) 984-0890 ADDS: GEORGE MICHAEL, ALIAS, WHITNEY HOUSTON, PEBBLES, UB40,

4 ♦ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ◊ (415) 391-1061 ADDS: GUY, CATHY DENNIS, G. MICHAEL, C & C MUSIC FACTORY,

KSOL • PD: BOB MITCHELL / MD: RUSS ALLEN ◊ (415) 341-8777 ADDS: RALPH TRESVANT (#26), PRINCE f./Tevin Campbell (#33), FREDDIE JACKSON (#34),

X100 • PD: DAN O'TOOLE / MD: MIKE REILY ◊ (415) 362-8800 ADDS: REO SPEEDWAGON, GEORGE MICHAEL,

5 ♦ Philadelphia

EAGLE106 • PD: TODD FISHER / MD: JAY BEAU JONES ◊ (215) 667-3939 ADDS: GEORGE MICHAEL (#30), DAMN YANKEES, WILSON PHILLIPS, NEW KIDS ON THE BLOCK, STEVIE B,

WIOQ • PD: JOHN ROBERTS / MD: PAM GRUND ◊ (215) 667-8100 ADDS: WHITNEY HOUSTON (#24), WILSON PHILLIPS (#31), CANDI & THE BACKBEAT, DENISE LOPEZ,

WUSL • PD: DAVE ALLAN / MD: OPEN ◊ (215) 483-8900 ADDS: FREDDIE JACKSON, STEVIE WONDER, RALPH TRESVANT, POOR RIGHTEOUS TEACHER, E U,

6 ♦ Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE ◊ (313) 967-3750 ADDS: GEORGE MICHAEL (#22), STEVIE WONDER (#23), REO SPEEDWAGON (#24), DAN FOGELBURG (#25),

THE FOX • PD/MD: JOHN McFADDEN ◊ (313) 398-1100 ADDS: WILSON PHILLIPS, GEORGE MICHAEL, NELSON,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ◊ (313) 871-3030 ADDS: GEORGE MICHAEL, JAMES INGRAM,

7 ♦ Dallas

100.3JAMZ • PD: ELROY SMITH / MD: M.C. JAMMER ◊ (214) 556-8100 ADDS: THE BOYS, SURFACE, RALPH TRESVANT,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL ◊ (214) 869-9700 ADDS: STEVIE B, UB40, DEEE-LITE, HEART, GEORGE MICHAEL,

Y95 • PD: RANDY KABRICH / MD: MIKE EASTERLIN ◊ (214) 263-3695 ADDS: MAXI PRIEST (#29), PEBBLES (#30), BETTE MIDLER, STEVIE B, WHITNEY HOUSTON, THE VAUGHAN BROS., ELISA FIORILLO,

8 ♦ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA ◊ (617) 396-1430 ADDS: PAT & MICK (#10), G. MICHAEL (#28), CATHY DENNIS, THE SOUP DRAGONS, MARIA McKEE, PRINCE,

WZOU • PD: STEVE RIVERS / MD: CADILLAC JACK McARTNEY ◊ (617) 290-0009 ADDS: DEEE-LITE (#21), JOHNNY GILL (#22), GEORGE MICHAEL (#29), SOHO, CHEAP TRICK, DAVID CASSIDY, BELL BIV DEVOE, UB40,

9 ♦ Washington, DC

MIX107.3 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ◊ (202) 686-3252 ADDS: UB40 (#30),

WAVA • PD: CHUCK BECK / MD: DAVE ELLIOT ◊ (703) 534-0320 ADDS: BISCUIT (#23), DEEE-LITE (#24), CANDYMAN (#25),

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. ◊ (301) 441-3500 ADDS: BELL BIV DEVOE, SOHO, KEITH SWEAT,

10 ♦ Houston

KISS98.5 • PD: OPEN / MD: TERRI WEBER ◊ (713) 622-0010 ADDS: RALPH TRESVANT (#27), TONY! TONI! TONE!, PRINCE f./Tevin Campbell,

KKBQ • PD: DENE HALLAM / MD: MIKE SNOW ◊ (713) 961-0093 ADDS: G. MICHAEL, 2 IN A RM,

MIX96.5 • PD: GUY ZAPOLEON / MD: MICHAEL NEWMAN ◊ (713) 790-0965 ADDS: THE OUTFIELD, THE VAUGHAN BROS. (#24), GEORGE MICHAEL (#25),

POWER104 • PD: STEVE WYROSTOK / MD: CHERYL BROZ ◊ (713) 266-1000 ADDS: INFORMATION SOCIETY, 2 IN A ROOM, DEPECHE MODE, GEORGE MICHAEL, CATHY DENNIS,

11 ♦ Miami

HOT105 • PD: KEITH ISLEY / MD: OPEN ◊ (305) 445-5411 ADDS: RALPH TRESVANT, FREDDIE JACKSON, STEVIE WONDER, LUKE f./2 LIVE CREW (#21), WINANS,

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS ◊ (305) 653-6796 ADDS: ALIAS, DEEE-LITE,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ◊ (305) 925-7117 ADDS: AFTER 7 (#28), GEORGE MICHAEL, BRUCE HORNSBY,

12 ♦ Atlanta

POWER99 • PD: RICK STACY / ASST. PD/MD: LEE CHESNUT ◊ (404) 266-0997 ADDS: GEORGE MICHAEL (#29), CATHY DENNIS, CONCRETE BLONDE, THE SOUP DRAGONS, DAVID CASSIDY,

STAR94 • PD: BILL CAHILL/TONY NOVIA / MD: JIM MORRISON ◊ (404) 261-2971 ADDS: DON HENLEY, MAXI PRIEST, BILLY JOEL,

13 ♦ Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL ◊ (516) 732-1061 ADDS: DAMN YANKEES, DAVID CASSIDY, GEORGE MICHAEL,

14 ♦ Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN ◊ (206) 223-5700 ADDS: UB40, G. MICHAEL,

KUBE • PD: OPEN / MD: RANDY IRWIN ◊ (206) 322-1622 ADDS: JON BON JOVI, POISON, WHITNEY HOUSTON, BETTE MIDLER,

15 ♦ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ◊ (314) 644-1380 ADDS: G. MICHAEL (#28), BELL BIV DEVOE (#30), CHEAP TRICK (#33), CONCRETE BLONDE (#35), DAMN YANKEES (#39),

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT ◊ (314) 727-0808 ADDS: PRINCE, JOHNNY GILL, CATHY DENNIS, DENISE LOPEZ, DONNY OSMOND, DAVID CASSIDY,

16 ♦ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ◊ (619) 292-7600 ADDS: THE VAUGHAN BROS., DAN FOGELBURG (#24), HUMAN LEAGUE (#25),

Q106 • PD: KEVIN WEATHERLY / MD: MICHELLE SANTOSUOSSO ◊ (619) 565-6006 ADDS: IGGY POP f./KATE PIERSON, DINO, GEORGE MICHAEL, DNA f./SUZANNE VEGA (#24), SURFACE (#29),

Z90 • PD/MD: RICK THOMAS ◊ (619) 585-9090 ADDS: TKA f./MICHELLE VISAGE (#30), KEITH SWEAT (#35), STEVIE WONDER,

17 ♦ Baltimore

B104 • PD: STEVE PERUN / ASST. PD/MD: PAM TRICKETT ◊ (301) 466-9272 ADDS: POISON, JANET JACKSON (#19),

18 ♦ Minneapolis

KDWB-FM • PD: BRIAN PHILLIPS / MD: MR. ED LAMBERT ◊ (612) 340-9000 ADDS: TONY! TONI! TONE!, STEVIE B, WILSON PHILLIPS, BELL BIV DEVOE, GEORGE MICHAEL,

WLOL-FM • PD: GREG STRASSELL / MD: OPEN ◊ (612) 340-9565 ADDS: BETTY BOO, GLENN MEDERIOS, CATHY DENNIS, GEORGE MICHAEL (#19),

19 ♦ Pittsburgh

B94 • PD: DANNY CLAYTON / MD: LORI CAMPBELL ◊ (412) 381-8100 ADDS: DAMN YANKEES, GEORGE MICHAEL, AFTER 7,

WMXP • PD: RICH HAWKINS / MD: PAUL CRAMER ◊ (412) 821-6140 ADDS: PRINCE, SAMUELLE, DENISE LOPEZ,

20 ♦ Anaheim

KEZY • PD: CRAIG POWERS / MD: OPEN ◊ (714) 774-9600 ADDS: STEVIE B, BILLY JOEL, GEORGE MICHAEL, WHITNEY HOUSTON (#28),

21 ♦ Tampa

POWER PIG • PD: MARC CHASE / MD: JEFF KAPUGI ◊ (813) 839-9393 ADDS: GEORGE MICHAEL (#30), WILSON PHILLIPS (#31), BISCUIT (#34), BETTE MIDLER (#38), TRINERE (#40),

Q105 • OM: JOHN CLAY/ ASST. PD: DENNIS REESE ◊ (813) 287-1047 ADDS: GEORGE MICHAEL (#30), GEORGE LAMOND & BRENDA K STARR., JOHNNY GILL, DNA f./SUZANNE VEGA,

22 ♦ Cleveland

WPHR • PD: CAT THOMAS / MD: ED BROWN ◊ (216) 348-0108 ADDS: DEEE-LITE (#20), BELL BIV DEVOE (#25), BELL BIV DEVOE (#25), GEORGE MICHAEL, THE OUTFIELD, WILSON PHILLIPS,

23 ♦ Phoenix

KKFR • PD: STEVE SMITH / MD: JIM MORALES ◊ (602) 258-6161 ADDS: DINO (#32), JOHNNY GILL (#34), HI-FIVE, TRINERE, SURFACE,

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ◊ (602) 258-8181 ADDS: WHITNEY HOUSTON, SPECIAL GENERATION, SWEET SENSATION,

KZZP • PD: BOB CASE / MD: DARCY SANDERS ◊ (602) 964-4000 ADDS: POISON, HEART,

24 ♦ Denver

KS104 • PD: DAVE VAN STONE / ASST. PD/MD: STACY CANTRELL ◊ (303) 427-7700 ADDS: GEORGE MICHAEL (#23), JOHNNY GILL (#29), PRINCE, ONE CAUSE, ONE EFFECT, DNA f./SUZANNE VEGA, 2 IN A ROOM,

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ◊ (303) 989-1075 ADDS: JOHNNY GILL, DON HENLEY, GLENN MEDERIOS, JON BON JOVI, CARON WHEELER, GEORGE MICHAEL,

25 ♦ Portland

KKRZ • PD: MARK CAPPS / MD: BILL KEZLEY ◊ (503) 226-0100 ADDS: GEORGE MICHAEL (#28), SOHO (#29), UB40 (#30),

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA ◊ (503) 226-6731 ADDS: M.C. HAMMER (#14), GEORGE MICHAEL (#28),

26 ♦ Milwaukee

HOT102 • PD: GREG CASSIDY / MD: DANA LUNDON ◊ (414) 785-1021 ADDS: INFORMATION SOCIETY, BETTE MIDLER, GEORGE MICHAEL,

WKTI • PD: MIKE BERLAK / MD: JOHN WOODY HARRISON ◊ (414) 332-9611 ADDS: WHITNEY HOUSTON, BETTE MIDLER, DONNY OSMOND, BRUCE HORNSBY,

27 ♦ Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY ◊ (816) 531-2535 ADDS: BETTE MIDLER, DONNY OSMOND, STEVIE B,

KXXR • PD: STEVE DOUGLAS / MD: None ◊ (816) 421-1065 ADDS: BISCUIT, 2 IN A ROOM, AL B. SURE!, DENISE LOPEZ,

28 ♦ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ◊ (401)433-4200 ADDS: 2 IN A ROOM (#32),

29 ♦ San Jose

HOT97.7 • PD: KEN RICHARDS / ASST. PD/MD: JOHN CHRISTIAN ◊ (415) 948-0977 ADDS: DINO, KEITH SWEAT, BELL BIV DEVOE, CATHY DENNIS,

KWSS • PD: LARRY MORGAN / ASST. PD/MD: RICH ANHORN ◊ (408) 297-5977 ADDS: JON BON JOVI, AFTER 7 (#26), CHEAP TRICK (#29), GEORGE MICHAEL (#30),

30 ♦ Sacramento

FM102 • PD/MD: BRIAN WHITE ◊ (916) 920-1025 ADDS: PRINCE, BISCUIT, SPECIAL GENERATION, GEORGE MICHAEL,

KAER • PD: RICK AUSTIN / ASST. PD/MD: VINCE GARCIA ◊ (916) 929-5325 ADDS: WHITNEY HOUSTON (#23), HALL & OATES (#24), GLENN MEDERIOS (#29),

KROY • PD: JEFF McARTNEY / ASST. PD/MD: THE ICEMAN ◊ (916) 446-5769 ADDS: KEITH SWEAT (#31), GEORGE MICHAEL (#32), DENISE LOPEZ, KID FROST, DONNY OSMOND, GLENN MEDERIOS, CATHY DENNIS, CANDI & THE BACKBEAT,

KWOD • PD: GERRY CAGLE / MD: SHELLEY MORGAN ◊ (916) 929-5000 ADDS: GEORGE MICHAEL (#35), WILSON PHILLIPS (#36), PRINCE (#39), CARON WHEELER (#40), DNA f./SUZANNE VEGA, CATHY DENNIS,

31 ♦ Cincinnati

Q102 • PD: DAVE ALLEN / ASST. PD/MD: BRIAN DOUGLAS ◊ (513) 763-5500 ADDS: M.C. HAMMER (#18), POISON (#29), WHITNEY HOUSTON (#30), BRUCE HORNSBY (#31), UB40 (#32), BILLY JOEL (#33), TONY! TONI! TONE! (#34), CONCRETE BLONDE (#35),

32 ♦ Norfolk

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ◊ (804) 497-1067 ADDS: CANDYMAN (#30), HALL & OATES, DENISE LOPEZ, BLACK CROWES,

33 ♦ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ◊ (714) 889-2651 ADDS: RALPH TRESVANT, TOO SHORT, JOHNNY GILL,

34 ♦ Columbus

92X • PD/MD: TOM GILLIGAN ◊ (614) 221-7811 ADDS: VIXEN,

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ◊ (614) 224-9624 ADDS: ELISA FIORILLO (#28), VIXEN (#29), FEE WAYBILL (#30),

35 ♦ New Orleans

B97 • PD: GREG ROLLING / MD: JOEY GIOVINGO ◊ (504) 581-7002 ADDS: GEORGE MICHAEL, HALL & OATES, TONY! TONI! TONE!,

36 ♦ San Antonio

KSAQ • PD: LEO VELA / MD: RIKKO ◊ (512) 271-9600 ADDS: NO ADDS THIS WEEK,

KTFM • PD: RICK HAYES / MD: ROSS KNIGHT ◊ (512) 655-5500 ADDS: JOHNNY GILL, SPECIAL GENERATION, CATHY DENNIS, TARA KEMP, VANILLA ICE,

STAR93 • PD: RICK UPTON / MD: OPEN ◊ (512) 225-5111 ADDS: THE NEVILLE BROTHERS (#24), THE VAUGHAN BROS. (#25),

37 ♦ Indianapolis

WZPL • PD: DON LONDON / MD: MICHAEL POWERS ◊ (317) 637-8000 ADDS: JON BON JOVI (#30), DONNY OSMOND, VIXEN, JIMMY RYSER, GLENN MEDERIOS,

38 ♦ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ◊ (801) 359-9536 ADDS: GEORGE MICHAEL, BISCUIT, JULEE CRUISE, AL B. SURE!, ONE CAUSE, ONE EFFECT, DENISE LOPEZ,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ◊ (801) 262-9797 ADDS: INXS, WINGER, CHEAP TRICK, HALL & OATES, VANILLA ICE, DAN FOGELBURG,

The TOP50 Markets In America

39 ▾ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ◊ (716) 876-0930 ADDS: STEVIE B (#30), DAMN YANKEES, GLENN MEDERIOS, THE PARTY, UB40, CARON WHEELER,

WKSE • PD: MIKE EDWARDS / MD: MIKE MCGOWAN ◊ (716) 884-5101 ADDS: WILSON PHILLIPS, GEORGE MICHAEL, BETTE MIDLER, BELL BIV DEVOE,

40 ▾ Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ◊ (203) 776-4012 ADDS: DEEE-LITE, CATHY DENNIS, BILLY JOEL, GEORGE MICHAEL (#25),

WKSS • PD: JEFFERSON WARD / MD: CHRIS WALSH ◊ (203) 249-9577 ADDS: GEORGE MICHAEL, DONNY OSMOND, STEVIE B,

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST ◊ (203) 522-1080 ADDS: GEORGE MICHAEL (#31),

41 ▾ Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: ERIK BRADLEY ◊ (704) 342-4102 ADDS: DINO (#35), UB40 (#36), HI-FIVE, P.C. QUEST,

WZZG • PD: DWAYNE WARD / MD: RAY MARINER ◊ (704) 392-6191 ADDS: GEORGE MICHAEL, THE OUTFIELD, WINGER, BELL BIV DEVOE, WILSON PHILLIPS (#28),

42 ▾ Memphis

FM100 • PD/MD: STEVE CONLEY ◊ (901) 726-0468 ADDS: POISON, THE NEVILLE BROTHERS, UB40, GEORGE MICHAEL,

43 ▾ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◊ (407) 788-1400 ADDS: RALPH TRESVANT, DEEE-LITE, 2 IN A ROOM, SURFACE,

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◊ (407) 629-5105 ADDS: BLACK BOX (#25), SOHO, JOE COCKER,

XL106.7 • PD: STEVE KELLY / MD: ROD LAUDERDALE ◊ (407) 339-1067 ADDS: GEORGE MICHAEL, UB40, 2 IN A ROOM, CHEAP TRICK,

44 ▾ Monmouth-Ocean, NJ

WJLK-FM • PD: BRAD HOLCOMB / MD: GARY GUIDA ◊ (201) 774-7700 ADDS: WILSON PHILLIPS (#24), HALL & OATES (#26),

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◊ (609) 597-1100 ADDS: GEORGE MICHAEL, BILLY JOEL,

45 ▾ Rochester

98PXY • PD: KEVIN KENNY / MD: CAT COLLINS ◊ (716) 325-5300 ADDS: GEORGE MICHAEL, HEART, DEEE-LITE, HUMAN LEAGUE,

46 ▾ Nashville

Y107 • PD: LOUIS KAPLAN / MD: HAWK HARRISON ◊ (615) 256-6556 ADDS: JOHNNY GILL, BETTY BOO, CATHY DENNIS, POISON, VIXEN, GEORGE MICHAEL,

47 ▾ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◊ (405) 840-5271 ADDS: HALL & OATES, STEVIE B,

Z99 • PD/MD: BRENDA BENNETT ◊ (405) 942-3399 ADDS: SWEET SENSATION, PET SHOP BOYS,

48 ▾ Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS ◊ (513) 294-5858 ADDS: GEORGE MICHAEL, HALL & OATES, WILSON PHILLIPS, BILLY JOEL,

49 ▾ Louisville

KISS104 • PD: JOEL WIDDOWS / ASST. PD/MD: DAVID MICHAELS ◊ (502) 583-5151 ADDS: WHITNEY HOUSTON (#25), BLACK BOX (#28), ELISA FIORILLO (#29), JOHNNY GILL (#30),

WDJX • PD: CHRIS SHEBEL / ASST. PD/MD: JILL MEYER ◊ (502) 589-4800 ADDS: GEORGE MICHAEL (#29), DAMN YANKEES (#30), DONNY OSMOND, DEEE-LITE,

50 ▾ Greensboro/Winston-Salem

WJMH • PD: BRIAN DOUGLAS / MD: KELLY MASTERS ◊ (919) 855-6500 ADDS: LUKE F./2 LIVE CREW, RALPH TRESVANT, DINA F./SUZANNE VEGA, JAMES INGRAM (#23),

WKSI • PD: OPEN / MD: GREG STEVENS ◊ (919) 275-9895 ADDS: HEART (#22), POISON (#23), WILSON PHILLIPS (#24), HUMAN LEAGUE (#25),

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◊ (919) 759-2316 ADDS: THE OUTFIELD, THE VAUGHAN BROS., GEORGE MICHAEL, GLENN MEDERIOS,

Montreal, Canada

CKOI • PD: BOB LÉBOURD / MD: GUY BROUILLARD ◊ (514) 766-2311 ADDS: DONNY OSMOND, POISON,

THE TOP TRENDSETTERS

93010 / Alexandria ◊ PD: HOLLYWOOD HARRISON / MD: TERRY KNIGHT ◊ (318) 445-1234 • ADDS: BILLY JOEL, GEORGE MICHAEL, THE VAUGHAN BROS.,

955X / Charleston ◊ PD/M: WALT SPECK ◊ (803) 849-9500 • ADDS: DAMN YANKEES, DONNY OSMOND, HEART (#23), UB40, WHITNEY HOUSTON,

95XIL / Parkersburg ◊ PD: LARRY HUGHES / MD: MELISSA O'KELLY ◊ (304) 485-7425 • ADDS: DAMN YANKEES, DONNY OSMOND,

95XXX / Burlington ◊ PD: IEN HAMILTON / MD: ROB DAWES ◊ (802) 655-9530 • ADDS: BELL BIV DEVOE, BILLY JOEL (#38), GEORGE MICHAEL (#37), THE OUTFIELD (#39), PET SHOP BOYS, VIXEN,

97KYN / St. Mary's ◊ PD: GARY MITCHELL / MD: DREW DERSHIMER ◊ (814) 834-9700 • ADDS: WHITNEY HOUSTON (#39), WILSON PHILLIPS,

99.9KHI / Ocean City ◊ PD: HITMAN / MD: KEVIN OCEAN ◊ (301) 289-3456 • ADDS: 2 IN A ROOM, BILLY JOEL, CHEAP TRICK, CURE, DONNY OSMOND, HEART, THE OUTFIELD, SOHO,

B98 / Kalamazoo ◊ PD/MD: BENNY B. JR. ◊ (406) 862-5565 • ADDS: DAN FOGELBERG (#36), DONNY OSMOND (#37), GEORGE MICHAEL, HUMAN LEAGUE (#29), JON BON JOVI, REO SPEEDWAGON, UB40 (#40), VANILLA ICE (#26), WHITNEY HOUSTON (#28), WILSON PHILLIPS (#30),

FMT04 / Modesto ◊ PD: GARY DeMARCNEY / MD: ERIC HOFFMAN ◊ (209) 572-0104 • ADDS: BETTE MIDLER, GEORGE MICHAEL, TONY! TONI! TONE!,

G105 / Raleigh ◊ PD: BRIAN PATRICK / MD: JIM HARRISON ◊ (919) 683-2055 • ADDS: BELL BIV DEVOE (#34), CHEAP TRICK (#32), GEORGE MICHAEL (#33),

G98 / Portland ◊ PD/MD: JIM RANDALL ◊ (207) 775-6321 • ADDS: GEORGE MICHAEL, GLENN MEDERIOS, THE OUTFIELD, STEVIE B (#28), STYX,

HOT101.5 / Tallahassee ◊ PD: LEE REYNOLDS / MD: MIAMI MIKE ◊ (904) 877-1014 • ADDS: BETTE MIDLER, GEORGE MICHAEL, JOHNNY GILL,

HOT95 / Jackson ◊ PD: ALBREY PRINCE / MD: DAVE MORALES ◊ (601) 366-1989 • ADDS: JON BON JOVI (#31), NEW KIDS ON THE BLOCK (#20), WILSON PHILLIPS (#29),

HOT99.9 / Easton ◊ PD: CLARKE INGRAM / MD: ERIC STRYKER ◊ (215) 258-6155 • ADDS: GEORGE MICHAEL, JON BON JOVI

HOT194 / Honolulu ◊ PD/MD: JAMIE HYATT ◊ (808) 521-2313 • ADDS: 2 IN A ROOM,

JET-FM / Erie ◊ PD: JIM COOK / MD: ROBIN BANKS ◊ (814) 455-2741 • ADDS: CHEAP TRICK, GEORGE MICHAEL, UB40, VANILLA ICE (#30),

K104 / Erie ◊ PD/MD: BEZIE KIMBLE ◊ (814) 452-2041 • ADDS: ALIAS (#19), HALL & OATES (#20), WILSON PHILLIPS (#21),

K106 / Beaumont ◊ PD: NEIL HARRISON / MD: PAM PACE ◊ (409) 769-2475 • ADDS: BILLY JOEL, BRUCE HORNSBY, CHEAP TRICK, GEORGE MICHAEL, THE PARTY, SWEET SENSATION,

K92 / Roanoke ◊ PD: EDDIE HASKELL / MD: DAVID LEE MICHAELS ◊ (703) 774-9200 • ADDS: GEORGE MICHAEL, THE OUTFIELD, STEVIE B, TONY! TONI! TONE!, THE VAUGHAN BROS.,

KAG0 / Klamath Falls ◊ PD: MIKE GARRARD / MD: CINDY STARR ◊ (503) 884-0661 • ADDS: BILL MEDLEY, DAVID CASSIDY, GEORGE MICHAEL (#39), UB40,

KAY1 / Tulsa ◊ PD: JAN DEAN / MD: OPEN ◊ (918) 492-2020 • ADDS: PRINCE, STEVIE B, UB40, WINGER,

KBFM / McAllen-Brownsville ◊ PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO ◊ (512) 383-4961 • ADDS: 2 IN A ROOM, DONNY OSMOND, GEORGE MICHAEL, MID FROST, SWEET SENSATION,

KBOS / Fresno ◊ PD: JEFF DAVIS / MD: DON PARKER ◊ (209) 237-9361 • ADDS: CATHY DENNIS, GEORGE MICHAEL (#36), UB40,

KBOZ / Bozeman ◊ PD: DUANE BARNHART / MD: ROGER NELSON ◊ (406) 586-5466 • ADDS: CHEAP TRICK, GEORGE MICHAEL, SLAUGHTER, SOHO, THE SOUP DRAGONS, STEVIE B, VIXEN,

KBTS / Austin ◊ PD: LISA TONACCI / ASST. PD/MD: TRACY AUSTIN ◊ (512) 345-9300 • ADDS: GEORGE MICHAEL (#37), THE OUTFIELD (#38), POISON (#36), STEVIE B (#35),

KCAQ / Oxnard ◊ PD: ROOSTER RHODES / MD: ANNIE SAGE ◊ (805) 483-1000 • ADDS: CANDI & THE BACKBEAT, DENISE LOPEZ, GEORGE MICHAEL, JASMINE GUY, THE OUTFIELD, THE PARTY,

KCHX / Midland ◊ PD/MD: KELLY McRAE ◊ (915) 561-8833 • ADDS: BILLY JOEL, CHEAP TRICK, DEEE-LITE, GEORGE MICHAEL, TONY! TONI! TONE!,

KCLD / St. Cloud ◊ PD: STEVE LINDELL / MD: CHARLIE DOUGLAS ◊ (612) 251-1450 • ADDS: CONCRETE BLONDE (#32), PRINCE (#29), WARRANT (#33), WHITNEY HOUSTON (#26),

KCMQ / Columbia ◊ PD: BRIAN HANSON / MD: OPEN ◊ (314) 449-2433 • ADDS: BILLY JOEL, CHEAP TRICK, DONNY OSMOND (#39), GEORGE MICHAEL, THE OUTFIELD, STEVIE B (#29),

KDON / Salinas ◊ PD: STEVE WALL / MD: EREN SIFUENTES ◊ (408) 422-5363 • ADDS: 2 IN A ROOM,

KEEZ / Mankato ◊ PD: MARK SEGER / MD: MIKE MURPHY ◊ (507) 345-4646 • ADDS: AIRKRAFT, POISON (#23), PRINCE, STEVIE B, VANILLA ICE (#22),

KEWB / Redding ◊ PD/MD: SIMON DE LA ROSA ◊ (916) 243-5392 • ADDS: GEORGE MICHAEL (#33), JOE COCKER (#35), JON BON JOVI (#31), LIVING COLOUR (#34),

KEZB-FM / El Paso ◊ PD: BOB WEST / MD: ANGEL GONZALES ◊ (915) 533-9400 • ADDS: DINO, HOWARD HEWITT, SURFACE,

KF95 / Boise ◊ PD: MIKE KASPER / MD: MAD MAX ◊ (208) 888-4321 • ADDS: BLACK CROWES, GEORGE MICHAEL, JIMMY RYSER, NEW KIDS ON THE BLOCK, THE OUTFIELD (#39),

KFBQ / Cheyenne ◊ PD: J.D. DANIELS / MD: DAVE COLLINS ◊ (307) 634-4461 • ADDS: BELL BIV DEVOE, BILLY JOEL (#38), CARON WHEELER, CHEAP TRICK, GEORGE MICHAEL (#29), THE OUTFIELD (#40), PET SHOP BOYS, SWEET SENSATION,

KFFM / Yakima ◊ PD/MD: GREG ADAMS ◊ (509) 248-1460 • ADDS: 2 IN A ROOM, CATHY DENNIS, CARON WHEELER, GEORGE MICHAEL (#35), STEVIE B,

KFRX / Lincoln ◊ PD: J.J. COOK / MD: SUNNY VALENTINE ◊ (402) 483-5100 • ADDS: BILLY JOEL, UB40,

KFTZ / Idaho Falls ◊ PD: RICH SUMMERS / MD: MINDY KARY ◊ (208) 523-3722 • ADDS: BLACK CROWES, CHEAP TRICK, ELISA FIORILLO, JIMMY RYSER, THE OUTFIELD, STEVIE WONDER, VIXEN,

KG95 / Sioux City ◊ PD: DENNY ANDERSON / MD: KEVIN KOLLINS ◊ (712) 258-5595 • ADDS: BLACK CROWES, BRUCE HORNSBY, CHEAP TRICK, GEORGE MICHAEL, JIMMY RYSER, THE NEVILLE BROTHERS, THE OUTFIELD,

KGGG / Rapid City ◊ PD: BOB LEWIS / MD: SCOTT BRADLEY ◊ 605 348-1100 • ADDS: DINA F./SUZANNE VEGA (#35), GLENN MEDERIOS (#36), THE OUTFIELD (#33),

KGWY / Gillette ◊ PD: MICHAEL BERRY / MD: MARTHA STEELE ◊ (307) 686-2242 • ADDS: 2 IN A ROOM, BILLY JOEL, ELISA FIORILLO, SOHO, SWEET SENSATION, VANILLA ICE,

KHOK / Great Bend ◊ PD/MD: DARREL BIEKER ◊ (316) 792-3647 • ADDS: THE LIST IS FROZEN THIS WEEK,

KHSS / Walla Walla ◊ PD: THOMAS HODGINS / MD: CHUCK STEVENS ◊ (509) 522-5412 • ADDS: BETTE MIDLER, GEORGE MICHAEL, IGGY POP F./KATE PIERSON, INFORMATION SOCIETY, JON BON JOVI, THE OUTFIELD, REO SPEEDWAGON,

KHTT / Santa Rosa ◊ PD: JEFF COCHRAN / MD: GLENN MITCHELL ◊ (707) 545-3313 • ADDS: DAN FOGELBERG (#38), GEORGE MICHAEL (#39), JOHNNY GILL (#40), SOHO (#37), VANILLA ICE (#17),

KISR / Fort Smith ◊ PD/MD: BOB CHASE ◊ (501) 785-2526 • ADDS: CATHY DENNIS, CHEAP TRICK, GEORGE MICHAEL (#38), INFORMATION SOCIETY, THE NEVILLE BROTHERS, THE OUTFIELD, VIXEN,

KIX106 / Birmingham ◊ PD/MD: BRIAN CHRISTOPHER ◊ (205) 591-7171 • ADDS: BILLY JOEL, CONCRETE BLONDE, DONNY OSMOND, GEORGE MICHAEL, WILSON PHILLIPS,

KIXR / Panca City ◊ PD/MD: T. MORGAN ◊ (405) 765-5491 • ADDS: BILLY JOEL, BISCUIT, DONNY OSMOND (#39), GEORGE MICHAEL, PRINCE, TONY! TONI! TONE!,

KIXY / San Angelo ◊ PD/MD: DON ROBERTSON ◊ (915) 949-2112 • ADDS: DONNY OSMOND (#37), GEORGE MICHAEL (#39),

KJUG / Spencer ◊ PD: BRIAN NEWCOMB / MD: JIMMY MAC ◊ (712) 262-6393 • ADDS: BAD COMPANY, BISCUIT, GEORGE MICHAEL, INDECENT OBSESSION, MODERN ENGLISH, THE NEVILLE BROTHERS, PAUL McCARTNEY, THE SOUP DRAGONS,

KJLS / Hays/Great Bend ◊ PD: TODD PITTINGER / MD: IAN MARKLEY ◊ (913) 628-1064 • ADDS: CANDI & THE BACKBEAT, CHEAP TRICK, GEORGE MICHAEL, JACK MACK, JENNY MORRIS, THE VAUGHAN BROS., VIXEN, WHITNEY HOUSTON,

KKBG / Hilo ◊ PD: J.E. OROZCO / ASST. PD/MD: KEN STYLES ◊ (808) 961-0651 • ADDS: AIRKRAFT, DEEE-LITE, GEORGE MICHAEL, IGGY POP F./KATE PIERSON, PRINCE, STEVIE WONDER, TOMMY CONWELL, WHITNEY HOUSTON, WINGER,

KKHT / Springfield ◊ PD: DAVE ALEXANDER / MD: TIM AUSTIN ◊ (417) 883-9000 • ADDS: CANDYMAN, CHEAP TRICK, FAITH NO MORE, GEORGE MICHAEL, INFORMATION SOCIETY, THE OUTFIELD,

KKMG / Colorado Springs ◊ PD: SCOOTER B. STEVENS / MD: TOM FRICKE ◊ (719) 576-1100 • ADDS: 2 IN A ROOM (#38), DONNY OSMOND (#34), JOHNNY GILL (#33), PET SHOP BOYS, PRINCE (#31), SWEET SENSATION (#40),

KKSS-FM / Albuquerque ◊ PD: JOHN JAYNES / MD: HOLLYWOOD HAZE ◊ (505) 265-1431 • ADDS: ALIAS, BELL BIV DEVOE, DONNY OSMOND, SWEET SENSATION, WHITNEY HOUSTON,

KKXX / Bakersfield ◊ PD/MD: CHRIS SQUIRES ◊ (805) 322-9929 • ADDS: BISCUIT (#29),

KKYK / Little Rock ◊ PD: BRIAN BRIDGMAN / MD: KANDY KLUTCH ◊ (501) 378-0104 • ADDS: CONCRETE BLONDE, GEORGE MICHAEL, SOHO,

KLBO / El Dorado ◊ PD: MICHAEL STEEL / MD: RON WEST ◊ (501) 863-5121 • ADDS: DEEE-LITE, GEORGE MICHAEL, SOHO, SWEET SENSATION, WILSON PHILLIPS (#27),

KLUC / Las Vegas ◊ PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR ◊ (702) 739-9383 • ADDS: 2 IN A ROOM, GEORGE MICHAEL (#30), HUMAN LEAGUE, KEITH SWEAT, PRINCE,

KLYK / Longview/Kelso ◊ PD: BOB HART / ASST. PD/MD: KANDY KLUTCH ◊ (206) 425-1500 • ADDS: GEORGE MICHAEL,

KLYV / Dubuque ◊ PD: JEFF DAVIS / MD: TIM JANSEN ◊ (319) 557-1040 • ADDS: BETTE MIDLER (#39), GEORGE MICHAEL, THE OUTFIELD, STEVIE B, VANILLA ICE (#26), VIXEN, WHITNEY HOUSTON (#31), WILSON PHILLIPS (#34),

KMOK / Lewiston ◊ PD: KEITH HAVENS / MD: KEVIN CHASE ◊ (208) 746-5056 • ADDS: CHEAP TRICK, ELISA FIORILLO, THE OUTFIELD, THE PARTY, THE SOUP DRAGONS, TOMMY CONWELL, VIXEN,

KMON / Great Falls ◊ PD: DAVE LEVIN / MD: P.J. MILLER ◊ (406) 761-1000 • ADDS: BISCUIT, DONNY OSMOND, GEORGE MICHAEL, NEW KIDS ON THE BLOCK, VANILLA ICE (#32), WHITNEY HOUSTON, WILSON PHILLIPS (#35),

KMYZ / Tulsa ◊ PD: MEL MEYERS / MD: TIM SMITH ◊ (918) 665-3131 • ADDS: BLACK CROWES, JON BON JOVI (#26), VANILLA ICE, WINGER (#24),

KNEN / Norfolk ◊ PD: KEVIN RAHFELDT / MD: TODD MICHAELS ◊ (402) 379-3300 • ADDS: CHEAP TRICK, GEORGE MICHAEL, HUMAN LEAGUE, JON BON JOVI, THE NEVILLE BROTHERS, THE OUTFIELD, PAUL McCARTNEY, THE PRETENDERS, STYX, UB40, WHITNEY HOUSTON, WINGER,

KNIN / Wichita Falls ◊ PD/MD: J.J. McKAY ◊ (817) 855-6924 • ADDS: CHEAP TRICK, GEORGE MICHAEL, M. C. HAMMER, THE OUTFIELD, THE SOUP DRAGONS, STYX, VIXEN,

KOKZ / Waterloo/Cedar Rapids ◊ PD: KATT SIMON / MD: RON NEWMAN ◊ (319) 233-3371 • ADDS: AIRKRAFT, GEORGE MICHAEL (#34), THE OUTFIELD, THE PARTY, TONY! TONI! TONE!, WINGER,

KOYE / Laredo ◊ PD/MD: STEVE CHASE ◊ (512) 723-4396 • ADDS: DENISE LOPEZ, GEORGE MICHAEL, JOE COCKER, JOHNNY GILL, THE PARTY, UB40,

KPAT / Sioux Falls ◊ PD: SCOTT MAGUIRE / MD: COREY WARD ◊ (605) 339-9999 • ADDS: BILLY JOEL (#28), CHEAP TRICK (#29), SWEET SENSATION (#30),

KPRR / El Paso ◊ PD/MD: ELI MOLANO ◊ (915) 532-6515 • ADDS: BELL BIV DEVOE (#24), DENISE LOPEZ, KWAME (#27), TOO SHORT, TRINERE (#28), UB40,

KPXR / Anchorage ◊ PD/MD: STEVE KNOLL ◊ (907) 243-3141 • ADDS: CANDYMAN (#35), M. C. HAMMER (#31), REO SPEEDWAGON, WILSON PHILLIPS (#28), WINGER,

KQCR / Cedar Rapids ◊ PD: GARY DIXON / MD: J.J. GERARD ◊ (319) 363-2061 • ADDS: THE NEVILLE BROTHERS, THE OUTFIELD (#39),

KOHT / Grand Forks ◊ PD/MD: JAY MURPHY ◊ (701) 746-1413 • ADDS: THE OUTFIELD (#21), POISON (#29), STYX, WINGER,

KQIZ / Amarillo ◊ PD/MD: JON ANDERSON ◊ (806) 353-6663 • ADDS: BILLY JOEL, CHEAP TRICK, JON BON JOVI (#30), SLAUGHTER, STYX, WINGER,

KQKQ / Omaha ◊ PD/MD: DREW BENTLEY ◊ (402) 342-2000 • ADDS: DONNY OSMOND, GEORGE MICHAEL, TONY! TONI! TONE!, UB40,

KQKY-FM / Kearney ◊ PD/MD: MITCH COOLEY ◊ (308) 236-6464 • ADDS: GEORGE MICHAEL, JENNY MORRIS, THE OUTFIELD,

KQLA / Manhattan ◊ PD: MIKE TEHAAT / MD: None ◊ (913) 776-0104 • ADDS: DONNY OSMOND, GEORGE MICHAEL, STYX,

KQMQ / Honolulu ◊ PD: KIMO AKANE / ASST. PD/MD: KRIS HART ◊ (808) 539-9369 • ADDS: 2 IN A ROOM, CARON WHEELER, DEEE-LITE, GLENN MEDERIOS,

KRNQ / Des Moines ◊ PD: CHUCK KNIGHT / MD: BOB LEWIS ◊ (515) 280-1350 • ADDS: BETTE MIDLER (#27), POISON (#29), VANILLA ICE (#28),

KRO / Tucson ◊ PD: JOHN PEAKE / ASST. PD/MD: ROGER SCOTT ◊ (602) 323-9400 • ADDS: CATHY DENNIS, GEORGE MICHAEL, JOHNNY GILL, TONY! TONI! TONE!, WILSON PHILLIPS,

KRRG / Laredo ◊ PD: KIRK DAVIDSON / MD: CLAIR ORTEGA ◊ (512) 724-9800 • ADDS: BISCUIT, DENISE LOPEZ, GEORGE MICHAEL, JOHNNY GILL, THE PARTY,

KSDR / Watertown ◊ PD: JIM AESOPH / MD: TROY SCOTT ◊ (605) 882-1480 • ADDS: BLACK CROWES, DEEE-LITE (#35), DONNY OSMOND (#39), JON BON JOVI (#31), PRINCE, SWEET SENSATION, WHITNEY HOUSTON,

KSKG / Salina ◊ PD/MD: RUSTY KEYES ◊ (913) 825-4631 • ADDS: CHEAP TRICK, GEORGE MICHAEL, THE OUTFIELD, PRINCE, STYX, THE VAUGHAN BROS.,

KSMB / Lafayette ◊ PD: STEVE SMALL / MD: "FAST EDDIE" NELSON ◊ (318) 232-1311 • ADDS: CATHY DENNIS, CURE, DAMN YANKEES, DEEE-LITE, GEORGE MICHAEL, THE NEVILLE BROTHERS, POISON (#20), THE VAUGHAN BROS., WINGER,

TOP40 ADDS

The Top Trendsetters In America

KSND / Eugene PD/MD: CHRIS RUIH (503) 686-9123 • ADDS: DEE-LITE, GEORGE MICHAEL, GLENN MEDEIROS, THE OUTFIELD.

KTMT / Medford PD: MITCH STEWART / MD: GRANT TRESSEL (503) 779-1550 • ADDS: BILLY JOEL, CHEAP TRICK, FAITH NO MORE, GEORGE MICHAEL, PRINCE, WINGER.

KTRS / Cosper PD: STAN ICENOGGLE / MD: SEAN MICHAELS (307) 235-7000 • ADDS: BILLY JOEL, BLACK CROWES, THE OUTFIELD, PET SHOP BOYS, STEVIE B, STEVE WONDER, THE VAUGHAN BROS., VIXEN.

KTUX / Shreveport PD: KEN SHEPHERD / MD: KEITH GREER (318) 635-9999 • ADDS: CHEAP TRICK (#32), CURE (#40), DEE-LITE, FAITH NO MORE, STYX (#39), VIXEN (#38).

KTXJ / Jefferson City PD: BOBBY JACKSON / MD: KEVIN MICHAELS (314) 893-5696 • ADDS: BILLY JOEL, DEE-LITE, GEORGE MICHAEL, HUMAN LEAGUE, UB40.

KVPI / Tacoma PD: JOHN MANGAN / MD: TOM BARBEE (206) 756-5884 • ADDS: BETTE MIDLER (#29), CARMYMAN, HALL & OATES (#22), JENNY MORRIS, WHITNEY HOUSTON.

KWIN / Stockton PD/MD: JOHNNY MILFORD (209) 951-8165 • ADDS: CATHY DENNIS, GEORGE MICHAEL, KEITH SWALEF, PRINCE, WHITNEY HOUSTON.

KWNZ / Reno PD: RAY KALUSA / MD: RICK CARTER (702) 323-0123 • ADDS: BETTE MIDLER, GEORGE MICHAEL, THE OUTFIELD, THE VAUGHAN BROS.,

KWTX-FM / Waco PD: DAVE CHRISTOPHER / MD: OPEN (817) 776-5989 • ADDS: DONNY OSMOND, GEORGE MICHAEL, HI-FIVE, UB40.

KXIQ / Bend PD: KIT CARSON / MD: KATHYO (503) 382-5611 • ADDS: BELINDA CARLISLE, DINA F/SUZANNE VEGA, DONNY OSMOND, INDECENT OBSESSION, THE NEVILLE BROTHERS (#25), THE VAUGHAN BROS.,

KYNZ / Ardmore PD: SCOTT BENTON / MD: WIN PATTON (405) 226-8475 • ADDS: JON BON JOVI, SOHO, WHITNEY HOUSTON (#37).

KYDQ / Wichita PD: LYMAN JAMES / MD: STEVE DAVIS (316) 265-1065 • ADDS: POISON (#31), WHITNEY HOUSTON (#35), WILSON PHILLIPS (#32).

KYRK / Las Vegas PD: GREG LENNY / MD: CORY RICHARDS (702) 731-9797 • ADDS: BETTE MIDLER (#33), BISCUIT (#34), DAVID CASSIDY (#28), HUMAN LEAGUE (#37), JON BON JOVI (#31), ONE CAUSE/ONE EFFECT (#35), THE PARTY (#40), POISON (#36).

KYYA / Billings PD: JACK BELL / MD: CHARLIE FOX (406) 652-2280 • ADDS: CONCRETE BLONDE, LORI RUSO/MICHAEL DAMIAN, POISON.

KYYY / Bismarck PD/MD: BOB BECK (701) 224-9393 • ADDS: CHEAP TRICK, DONNY OSMOND, GLENN MEDEIROS, JIMMY RYSER, THE OUTFIELD.

KZ103 / Tupelo PD: JIM McDONALD / ASST. PD/MD: LISA LANDAU (601) 844-3808 • ADDS: DAMN YANKEES (#38), DEE-LITE (#40), SOHO (#36), STEVE WINWOOD (#39), UB40 (#37).

KZ93 / Peoria PD: KETH EDWARDS / MD: GENE STERN (309) 688-3131 • ADDS: BILLY JOEL, GEORGE MICHAEL (#23), VANILLA ICE (#24).

KZBB / Ft. Smith PD: TOM BROWNE / MD: WILLIE STEVENS (501) 646-2000 • ADDS: GEORGE MICHAEL, JOHNNY GILL, JON BON JOVI, THE OUTFIELD, STEVIE B.

KZFM / Corpus Christi PD: J.D. GONZALES / ASST. PD/MD: DANNY B. (512) 883-3516 • ADDS: CATHY DENNIS, DAN FOGELBERG, DENISE LOPEZ, GEORGE MICHAEL, POISON.

KZLI / Lubbock PD/MD: CHUCK LUCK (806) 794-7979 • ADDS: CATHY DENNIS, CHEAP TRICK, GEORGE MICHAEL, STEVE WONDER, UB40.

KZIO / Duluth PD: JOHN MICHAELS / MD: TOMMY B (218) 728-6406 • ADDS: BILLY JOEL, CHEAP TRICK, GEORGE MICHAEL, THE OUTFIELD, UB40.

KZMC / McCook PD: CATHY CARTWRIGHT / MD: STEVE LEPPER (308) 345-1981 • ADDS: CHEAP TRICK, CURT, GEORGE MICHAEL, VIXEN.

KZOR / Hobbs PD: JON IVAN / MD: PHIL HOUSTON (505) 397-4969 • ADDS: DAMN YANKEES, GEORGE MICHAEL, THE PARTY, STEVE WINWOOD.

KZOU / Little Rock PD: PETER STEWART / MD: JIMMY EDWARDS (501) 661-0150 • ADDS: GEORGE MICHAEL, GLENN MEDEIROS, STEVIE B, SWEET SENSATION, WINGER.

KZOL / San Luis Obispo PD: SLAMMIN' SAM JACKSON / MD: RICK ANDREWS (805) 489-1280 • ADDS: CARON WHEELER, CHEAP TRICK, DINA F/SUZANNE VEGA, GEORGE MICHAEL, THE OUTFIELD, PRINCE.

KZBB / Beaumont PD: PAUL KING / MD: BRONNEN SHAW (409) 833-0774 • ADDS: BELL BIV DEVOE, GEORGE MICHAEL, JOHNNY GILL, THE OUTFIELD, PRINCE.

KZUU / Spokane PD: KI N HOPKINS / MD: CHUCK MATHESON (509) 536-5555 • ADDS: CHEAP TRICK, GEORGE MICHAEL, INFORMATION SOCIETY, JIMMY RYSER, THE OUTFIELD, STEVIE B.

LIVE105.5 / Pittsfield PD: MATT HAMILTON / MD: TERRIE MICHAELS (413) 499-3333 • ADDS: GEORGE MICHAEL (#39), INFORMATION SOCIETY, PRINCE, THE VAUGHAN BROS., WHITNEY HOUSTON (#34).

MAX94 / Rollo PD: TIM FLOYD / MD: ANGIE V (314) 346-1590 • ADDS: BAD COMPANY (#19), JIMMY BARNES (#26), JOHNNY VAN ZANDT (#23), MOTLEY CRUE (#28), NELSON (#21), TOY MATINEE (#25).

POWER108 / Gulfport PD: STEVE SPILLMAN / MD: RAY MILLER (601) 832-5111 • ADDS: GEORGE MICHAEL, THE NEVILLE BROTHERS, POISON, PRINCE, STEVIE B.

POWER94.5 / Junction City PD: JAMES PHELPS / MD: KEVIN COLLINS (913) 776-9494 • ADDS: BETTE MIDLER, BISCUIT, UB40.

POWER98 / Myrtle Beach PD: BARRY RICHARDS / MD: OPEN (803) 236-9800 • ADDS: ALIAS, GEORGE MICHAEL, PRINCE, SWEET SENSATION.

Q104 / Gadsden PD: LEO DAVIS / MD: JEFF DONAVAN (205) 543-3246 • ADDS: CATHY DENNIS, DAN FOGELBERG, GEORGE MICHAEL, GLENN MEDEIROS, THE OUTFIELD, STEVIE B.

SLY96 / San Luis Obispo PD: JONATHAN HARTE / MD: OLAN CLARK (805) 543-9400 • ADDS: JIMMY RYSER (#34), JOHNNY GILL (#32), THE OUTFIELD (#31), REO SPEEDWAGON, THE TIME.

WAAL / Binghamton PD: DON MORGAN / ASST. PD/MD: MIKE ORZEL (607) 772-8850 • ADDS: AFTER 7 (#33), BISCUIT (#34), SWEET SENSATION (#36).

WABW / Mobile PD: LESLIE FRAM / MD: KEVIN (WOODY) PETERSON (205) 432-5572 • ADDS: DINA F/SUZANNE VEGA, GEORGE MICHAEL, HEART, INFORMATION SOCIETY, UB40.

WAEB-FM / Allentown PD: RICK RYDER / MD: ERIC JOHNSON (215) 434-4424 • ADDS: 2 IN A ROOM (#38), CURE (#40), GEORGE MICHAEL (#37), SURFACE (#39).

WANS / Greenville PD: BILL CATCHER / MD: HOLLYWOOD JOE (803) 224-3424 • ADDS: GEORGE MICHAEL, UB40.

WAPE / Jacksonville PD/MD: BILL PASHA (904) 725-9273 • ADDS: THE NEVILLE BROTHERS, REO SPEEDWAGON, STEVIE B, TONY! TONY! TONE!, WILSON PHILLIPS.

WAPI / Birmingham PD: MARK ST. JOHN / ASST. PD/MD: SCOTT BOHANNON (205) 933-9274 • ADDS: BILLY JOEL, GEORGE MICHAEL, THE OUTFIELD.

WAYS / Macon PD: RICK WOODLEF / MD: SCOTT TYLER (912) 741-9999 • ADDS: CHEAP TRICK, GEORGE MICHAEL, THE OUTFIELD, POISON.

WAZY / Lafayette PD: OPEN / MD: OPEN (317) 474-1410 • ADDS: CANDYMAN (#31), CHEAP TRICK, DEE-LITE, GEORGE MICHAEL, JIMMY RYSER, THE VAUGHAN BROS.,

WBBO / Augusta PD/MD: BRUCE STEVENS (803) 279-6610 • ADDS: THE LIST IS FROZEN THIS WEEK.

WBNO / Bloomington PD: J.D. SCOTT / MD: JOHN WEIS (309) 829-1221 • ADDS: THE OUTFIELD, VANILLA ICE (#31), THE VAUGHAN BROS.,

WBWB / Bloomington PD/MD: JIM CERONE (812) 332-9292 • ADDS: BELL BIV DEVOE, DEE-LITE (#32), GEORGE MICHAEL, SOHO (#33), UB40, THE VAUGHAN BROS.,

WCGQ / Columbus PD: CHUCK HARRIS / MD: LEE McCARD (404) 327-1217 • ADDS: BILLY JOEL, CHEAP TRICK, DAN FOGELBERG, GEORGE MICHAEL, THE OUTFIELD.

WCIL-FM / Carbondale PD/MD: TONY WAIKUS (618) 457-8114 • ADDS: BILLY JOEL, GEORGE MICHAEL, THE OUTFIELD, PRINCE, STEVIE B, STEVE WONDER.

WDBR / Springfield PD: JIM MOORE / MD: TERRANCE LEE (217) 753-5400 • ADDS: THE LIST IS FROZEN THIS WEEK.

WDEK / Ocala PD: DAVE BAVIDO / MD: GAIL HENNING (815) 756-9250 • ADDS: CHEAP TRICK, GEORGE MICHAEL, PET SHOP BOYS, STEVIE B.

WERZ / Exeter PD: PETER FALCONI / MD: KEN SPALDING (603) 772-4757 • ADDS: CARON WHEELER, DONNY OSMOND, GLENN MEDEIROS, THE NEVILLE BROTHERS, THE OUTFIELD, POISON, VIXEN.

WEYO / Marietta PD: JIM HOLUEWAY / MD: TRAVIS JONES (614) 373-0873 • ADDS: GEORGE MICHAEL, GLENN MEDEIROS, JOHNNY GILL, PAUL YOUNG, PRINCE, STEVIE B.

WFME / Baton Rouge PD: JOHNNY A. / MD: HOLLYWOOD HARRISON (504) 383-5271 • ADDS: ALIAS, BETTE MIDLER (#29), CATHY DENNIS, DONNY OSMOND (#34), GEORGE MICHAEL, NEW KIDS ON THE BLOCK, WHITNEY HOUSTON (#28).

WGOR / East Lansing PD: CURT SPAIN / MD: ANDY TAYLOR (517) 332-8700 • ADDS: GEORGE MICHAEL, THE SOUP DRAGONS.

WGRD / Grand Rapids PD/MD: RON BRANDON (616) 459-4111 • ADDS: BILLY JOEL, DAN FOGELBERG, DEE-LITE, JON BON JOVI, POISON.

WHDO / Claremont PD: KEN BARLOW / MD: DAVID ASHTON (603) 542-7735 • ADDS: AIRKRAFT, CHEAP TRICK, DAN FOGELBERG, DEE-LITE (#40), GEORGE MICHAEL (#39), THE OUTFIELD, STEVIE B.

WHYF-FM / Montgomery PD: LARRY STEVENS / MD: NIKKI STEWART (205) 264-2288 • ADDS: BILLY JOEL, CHEAP TRICK, DAN FOGELBERG, GLENN MEDEIROS, THE OUTFIELD, STEVIE B, STEVE WONDER.

WHOT / Youngstown PD/MD: DICK THOMPSON (216) 783-1000 • ADDS: JON BON JOVI, POISON (#28).

WHIT / Hilton Head/Savannah PD: RALPH WIMMER / MD: CLAIRE WIMMER (803) 757-9485 • ADDS: BILLY JOEL, DONNY OSMOND, GEORGE MICHAEL, JOE COCKER, JOHNNY GILL, SOHO, UB40, WHITNEY HOUSTON.

WHTO / S. Williamsport PD: JONATHAN RUSH / MD: TED MINIER (717) 546-5522 • ADDS: BLACK CROWES, CHEAP TRICK (#35), DONNY OSMOND (#40), GEORGE MICHAEL (#39), THE GO GO'S, THE OUTFIELD (#34).

WIFC / Wausau PD/MD: DUFF DAMOS (715) 842-1672 • ADDS: BILLY JOEL, CHEAP TRICK, INFORMATION SOCIETY, VIXEN.

WIFX / Jenkins PD: G.C. KINCEP / ASST. PD/MD: CHRISTAL TACKETT (703) 796-4653 • ADDS: CHEAP TRICK, GEORGE MICHAEL, HOT HOUSE FLOWERS, INDECENT, JIMMY BONDS, REO SPEEDWAGON, RIVERCITY PEOPLE, STEVIE B.

WIKZ / Chambersburg PD: RICK ALEXANDER / MD: ANDY SHANE (717) 263-0813 • ADDS: DAMN YANKEES, DONNY OSMOND, JON BON JOVI (#35).

WILI / Williamsport PD/MD: JEFF SPENCER (203) 456-1111 • ADDS: CATHY DENNIS, GEORGE MICHAEL, JOHNNY GILL, SLAUGHTER, TONY! TONY! TONE!.

WINK / Ft. Myers PD: CHRIS CUE / MD: RANDY SHERWYN (813) 337-2346 • ADDS: CONCRETE BLONDE, JON BON JOVI, THE OUTFIELD, STEVIE B.

WIQQ / Greenville PD/MD: LARRY THOMAS (601) 378-2642 • ADDS: GEORGE MICHAEL, PET SHOP BOYS, SOHO, THE VAUGHAN BROS.,

WITZ / Jasper PD/MD: WALT FERBER (812) 482-2131 • ADDS: WHITNEY HOUSTON (#22).

WIXX / Green Bay PD: WAYNE COY / ASST. PD/MD: JOE CRAIN (414) 435-3771 • ADDS: CHEAP TRICK, THE OUTFIELD, PAUL McCARTNEY, STYX.

WIAD / Albany PD: JOHN DAWSON / MD: CHRIS ST. JOHN (912) 246-1650 • ADDS: BELL BIV DEVOE, BETTE MIDLER (#28), CARON WHEELER, DINA F/SUZANNE VEGA, GLENN MEDEIROS, JOHNNY GILL (#30), WHITNEY HOUSTON (#29).

WJDO / Meridian PD: JOHN ANTHONY / MD: JAY RANDALL (601) 693-2381 • ADDS: BRUCE HORNSBY, CONCRETE BLONDE, DAMN YANKEES, INFORMATION SOCIETY, VANILLA ICE.

WJMX / Florence PD: DAVE BAKER / MD: BOB CHASE (803) 665-0970 • ADDS: CHEAP TRICK, GEORGE MICHAEL, GLENN MEDEIROS, THE NEVILLE BROTHERS, THE OUTFIELD, VIXEN.

WKOD / Akron PD: JEFF CLARK / MD: DAVE NICHOLAS (216) 836-4700 • ADDS: BILLY JOEL, VANILLA ICE, WHITNEY HOUSTON.

WKEE / Huntington PD: PAT PAXTON / MD: OPEN (304) 525-7788 • ADDS: DEE-LITE, GEORGE MICHAEL, SLAUGHTER, STEVIE B.

WKFR / Kalamazoo PD: PHIL BRITTON / MD: GLENN DILLON (616) 344-0111 • ADDS: BAD COMPANY (#39), BLACK CROWES, CURE, VANILLA ICE (#38), WHITNEY HOUSTON, WILSON PHILLIPS.

WKGW / Ulica PD: FRANK PIETROSKI / MD: OPEN (315) 736-5225 • ADDS: THE LIST IS FROZEN THIS WEEK.

WKOR / Starkville PD: BOB YARBROUGH / MD: JOHN KING (601) 323-4980 • ADDS: BETTE MIDLER (#37), BLACK BOX (#31), DEE-LITE (#38), GEORGE MICHAEL, SOHO.

WKPE / Cape Cod PD/MD: KEITH LEIMIRE (508) 255-3220 • ADDS: GEORGE MICHAEL, THE OUTFIELD, THE SOUP DRAGONS, VANILLA ICE (#30).

WKQB / Charleston PD/MD: MARY RUSSELL (803) 744-1779 • ADDS: BISCUIT (#26), DEE-LITE, HEART, JON BON JOVI (#27), STEVIE B, WHITNEY HOUSTON (#28).

WKRR / Wilkes Barre PD: KEN MEDEK / MD: JERRY PADDEN (717) 823-5000 • ADDS: CHEAP TRICK, DEE-LITE, GEORGE MICHAEL, JIM HARNAN, NELSON.

WKSF / Asheville PD: BRIAN MALONEY / MD: GLENN TRENT (704) 255-0603 • ADDS: ELISA FIORILLO, GEORGE MICHAEL, THE OUTFIELD, STEVIE B, UB40.

WKSM / Pensacola PD: DOC HOLIDAY / MD: PHIL DAVIS (904) 243-7676 • ADDS: DONNY OSMOND, GEORGE MICHAEL.

WLAN-FM / Lancaster PD: DAVE MARINO / MD: TED BRANDY (717) 394-7261 • ADDS: BETTE MIDLER (#27), DEE-LITE, POISON (#28), WILSON PHILLIPS (#29).

WLXR / LaCrosse PD: GARRETT MICHAELS / ASST. PD/MD: CHAD BRUESKE (608) 782-8335 • ADDS: BETTE MIDLER (#26), DAMN YANKEES (#27), SOHO (#25), WHITNEY HOUSTON (#24).

WMEE / Ft. Wayne PD: TONY RICHARDS / ASST. PD/MD: JEFF DAVIS (219) 447-5511 • ADDS: CONCRETE BLONDE, GEORGE MICHAEL.

WMGV / Appleton/Oshkosh PD: DAN STONE / MD: BILL LINDY (414) 426-3239 • ADDS: GEORGE MICHAEL, PAUL McCARTNEY, SOHO, TONY! TONY! TONE!.

WMXF / Fayetteville PD: DALE O'BRIAN / MD: SAMMY SIMPSON (919) 276-2965 • ADDS: DONNY OSMOND, GEORGE MICHAEL, WHITNEY HOUSTON (#26).

WNKK / Harrisburg PD: JOHN O'DEA / MD: ED AUGUST (717) 238-1402 • ADDS: BISCUIT, WILSON PHILLIPS.

WNOK-FM / Columbia PD: JONATHAN RUSH / MD: JEFF McHUGH (803) 771-0105 • ADDS: DEE-LITE, GEORGE MICHAEL (#34), JOHNNY GILL, TONY! TONY! TONE!, UB40.

WNYP / Ithaca PD: RICK PENDLETON / MD: JIM MEECH (607) 756-2828 • ADDS: CHEAP TRICK, DON HENLEY, ELISA FIORILLO, GEORGE MICHAEL, THE OUTFIELD, TIFFANY.

WOKI / Knoxville PD/MD: CLAY GISH (615) 531-2000 • ADDS: BLACK CROWES, CURE, THE PARTY, VIXEN.

WOMP-FM / Wheeling PD: BOB FORSTER / MD: CHUCK McGEE (614) 676-5661 • ADDS: BLACK CROWES, CHEAP TRICK, GEORGE MICHAEL (#36), JIMMY BARNES, VIXEN.

WOVO / Glasgow PD: DAVE BARRICK / MD: DR. RICK FALKNER (502) 651-8375 • ADDS: BISCUIT, CANDI & THE BACKBEAT, GEORGE MICHAEL, JENNY MORRIS, MODERN ENGLISH, THE OUTFIELD, RIVERCITY PEOPLE, STEVE WONDER.

WOVV / W. Palm Beach PD/MD: DAVE DENVER (407) 659-2111 • ADDS: CANDYMAN, DEE-LITE, GEORGE MICHAEL, JON BON JOVI.

WPFM / Panama City PD/MD: MIKE STONE (904) 234-8859 • ADDS: GEORGE MICHAEL (#33), REO SPEEDWAGON (#35), STEVIE B (#34), STEVE WONDER.

WPRR-FM / Altoona PD/MD: SCOTT ST. JOHN (814) 944-9456 • ADDS: AFTER 7, CANDI & THE BACKBEAT, DAN FOGELBERG, GEORGE MICHAEL, GLENN MEDEIROS, JOHNNY GILL, JON BON JOVI, M. C. HAMMER, PAUL McCARTNEY.

WPST / Trenton PD: DAVE HOEFFEL / MD: TRISH MERELO (609) 924-3600 • ADDS: BILLY JOEL (#37), THE SOUP DRAGONS (#39), WHITNEY HOUSTON (#38).

WPXR / Davenport PD: DAN KENNEDY / MD: LARRY "JAMMER" DAVIS (309) 786-1800 • ADDS: DONNY OSMOND, WHITNEY HOUSTON, WILSON PHILLIPS.

WQCM / Hagerstown PD: DAVID MILLER / MD: WILL KAUFMAN (301) 797-7300 • ADDS: BAD COMPANY, CHEAP TRICK, CONCRETE BLONDE, NELSON, ZZ TOP.

WQHO / Salisbury PD/MD: BOB STEELE (301) 742-1923 • ADDS: DAVID CASSIDY (#37), LAURA BRANNIGAN (#32), LOU RAWLS (#40), NEW KIDS ON THE BLOCK (#38), SARAH HICKMAN (#39), TEDDY PENDERGRASS & LISA FISHER (#31), WHITNEY HOUSTON (#34).

WQID / Biloxi PD: TODD MARTIN / MD: RICK LOVETT (601) 388-2323 • ADDS: CHEAP TRICK, THE NEVILLE BROTHERS, THE OUTFIELD, STEVE WONDER.

WQUT / Johnson City PD: RUFUS HURT / MD: STEVE HANN (615) 477-3127 • ADDS: DAN FOGELBERG, ELISA FIORILLO, GEORGE MICHAEL, THE OUTFIELD, PRINCE.

WQXA / York PD: MARK FEATHER / MD: KIP TAYLOR (717) 757-9402 • ADDS: CATHY DENNIS, DENISE LOPEZ, KWAME, STEVIE B.

WRCK / Ulica PD: JIM REITZ / MD: SCOTT BURTON (315) 797-1330 • ADDS: CATHY DENNIS, CHEAP TRICK, GEORGE MICHAEL, PRINCE, TONY! TONY! TONE!.

WRQK / Akron-Canton PD: SPACEMAN SCOTT HUGHES / MD: DEBBIE VINCENT (216) 492-5630 • ADDS: BLUE TEARS, CHEAP TRICK, GARY MOORE, HEAVEN'S EDGE, LED ZEPPELIN (#30).

WRQN / Toledo PD: KEN BENSON / ASST. PD/MD: TREY ALEXANDER (419) 891-1551 • ADDS: CHEAP TRICK, FAITH NO MORE, GEORGE MICHAEL, UB40, VIXEN.

WRVB / Vincennes PD: KEITH JONES / MD: MIKE LAUF (812) 254-4300 • ADDS: ELISA FIORILLO, GEORGE MICHAEL, PAUL McCARTNEY.

WRVQ / Richmond PD: STEVE DAVIS / MD: LISA McRAY (804) 649-9151 • ADDS: NO ADDS THIS WEEK.

WSPK / Poughkeepsie PD: SEAN PHILLIPS / MD: CHRIS ST. JAMES (914) 831-8000 • ADDS: CARON WHEELER, THE PARTY, POISON, STEVIE B.

WSPY / Stevens Point PD/MD: D.J. HALL (715) 341-1300 • ADDS: CHEAP TRICK, DAN FOGELBERG, STYX.

WSTO / Evansville PD: BARRY WITHERSPOON / MD: OPEN (502) 685-2991 • ADDS: BETTE MIDLER, CHEAP TRICK, STEVIE B, STYX.

WTBX / Hibbing/Duluth PD: BILL KLAPROTH / MD: KEN O'BRIEN (218) 262-4545 • ADDS: BETTE MIDLER, CHEAP TRICK, STEVIE B, STYX.

WTFX / Madison PD: PAT GILLEN / MD: CHRIS KELLEY (608) 273-1000 • ADDS: CANDYMAN (#25), DAMN YANKEES (#35), DEE-LITE (#33), POISON (#28), WHITNEY HOUSTON, WILSON PHILLIPS (#34).

WTRT / Portland PD: ZIGGIE / MD: FREDDIE COLEMAN (207) 797-0780 • ADDS: BRUCE HORNSBY, INFORMATION SOCIETY, LIVING COLOUR, MARIAH CAREY, STEVIE B, WILSON PHILLIPS.

WVAE / Charleston PD: BRUCE GILBERT / MD: KEVIN KASEY (304) 925-4947 • ADDS: BRUCE HORNSBY.

WVIC / Lansing PD: KEVIN ROBINSON / MD: LAURA KELLEY (517) 487-5986 • ADDS: BETTE MIDLER, WINGER.

WVKS / Toledo PD/MD: MIKE WHEELER (419) 531-1681 • ADDS: THE VAUGHAN BROS.,

WYSR / Charleston PD/MD: BILL SHAHAN (304) 342-3136 • ADDS: CARON WHEELER, CHEAP TRICK, DEE-LITE, GEORGE MICHAEL, THE NEVILLE BROTHERS, TONY! TONY! TONE!.

WWCK / Flint PD: LEE ST. MICHAELS / MD: BOB O'DELL (313) 744-1570 • ADDS: BELL BIV DEVOE (#36), CATHY DENNIS (#38), CANDI & THE BACKBEAT (#39), GEORGE MICHAEL (#30), SUNNI (#40).

WWFX / Bangor PD: DAVID COOPER / MD: KIDD KELLY (207) 338-2290 • ADDS: CHEAP TRICK, INFORMATION SOCIETY (#38), THE OUTFIELD (#39), STEVIE B (#35).

WWRB / Princeton PD: OPEN / MD: OPEN (717) 655-6893 • ADDS: DAMN YANKEES, NELSON, REO SPEEDWAGON, WHITNEY HOUSTON.

WYCR / York PD/MD: DAVY CROCKETT (717) 637-3831 • ADDS: BETTE MIDLER (#28), GEORGE MICHAEL, HEART (#30), PET SHOP BOYS.

WYKS / Gainesville PD: JERI BANTA / MD: JIM FOX (904) 375-2200 • ADDS: GEORGE MICHAEL, INFORMATION SOCIETY, THE OUTFIELD, STEVIE B, WINGER.

WYYS / Columbia PD/MD: CHUCK FINLEY (803) 796-8896 • ADDS: CHEAP TRICK, INDECENT, JIMMY RYSER, THE OUTFIELD, PAUL McCARTNEY, UB40.

WZOK / Rockford PD: STEVE SUMMERS / MD: JESSE GARCIA (815) 399-2233 • ADDS: GEORGE MICHAEL (#26), GLENN MEDEIROS (#28), JIMMY RYSER, UB40, WINGER (#35).

WZYQ / Frederick PD: JACK ALIX / MD: BEN JAMMIN (301) 663-5000 • ADDS: 2 IN A ROOM (#39), BILLY JOEL, DAN FOGELBERG, GEORGE MICHAEL, SOHO.

X102 / Reno PD: CAREY EDWARDS / MD: MIKE ABRAMS (702) 356-8000 • ADDS: DEE-LITE, GEORGE MICHAEL, JOHNNY GILL.

Y104 / Marietta PD: JOHN GATLIN / MD: AJ TUGGLE (601) 545-1230 • ADDS: RAY CHARLES (#38).

Y94 / Fargo PD/MD: JACK LUNDY (701) 241-5376 • ADDS: JON BON JOVI, THE OUTFIELD, VANILLA ICE (#21).

Y97 / Santa Barbara PD: STEVE GUNNER / MD: RICK ACKER (805)

HOT RADIO PROMOTIONS

WPGU INVITES LISTENERS TO RIP THEM OFF

WPGU in Champaign, Illinois is giving listeners an opportunity to rip them off. Five times a night the station invites listeners to call in, and the correct caller is then allowed to offer the station anything, no matter how worthless, in return for CDs. So far the station has picked up an ex-girlfriend's phone number, an old, battered pair of karate shoes, and (although this has not been substantiated) a collection of duck droppings from the lawn near the pond on the University of Illinois campus. The grand prize, for which all those who rip off WPGU qualify, is a guitar autographed by House of Lords.

KZ93 HAS A COW, MAN

KZ93-FM in Peoria, Illinois celebrated the season premier of *The Simpsons* by giving away a cow in honor of Bart's favorite expression. All weekend long, listeners qualified for the cow (actually a side of beef from a local packing company) by winning Simpsons Prize Packs, which included T-shirts, hats, posters and other Simpsons paraphernalia). The ninth caller at the sound of Bart yelling, "Don't have a cow man!" won a prize pack and qualified for the cow, which was awarded to the lucky winner on the air the following Monday.

WZOK THANKS LISTENERS WITH STAR PARTY

WZOK in Rockford, Illinois thanked its listeners October 18 with the WZOK Star Party at local club Blue Suede Shoes. Appearing at the party were **David Cassidy**, **Donny Osmond** and **Brent Burgeios**, and **Jimmy Ryser** and **Alias** gave special performances. The only way to get into the party was by listening to WZOK and calling in at the appropriate times to win passes.

HOW TO PROMOTE A RECORD AND BE SUBTLE ABOUT IT



Holy record promotion! POLYGRAM Records went the whole nine yards to get Hothouse Flowers' single *I Can See Clearly Now* played on WBBQ-Augusta, not to mention lots of other stations across the country. The label bought billboards directly across from the radio stations; otherwise 'BBQ PD Bruce Stevens wouldn't have walked all the way to the billboard just to take a picture. "I was on my way out to lunch anyway," he explained.

FULTON (from page 5)

on popular L.A. TV show hosted by Wally George with a bikini-clad sidekick who he passed off as Fulton. She claims she was again denied a raise in February of 1990, and was not informed her employment was in jeopardy prior to her dismissal in March, 1990. She alleges that Dees said on his show that Fulton left the station to spend more time with her family, although she never made any statement to that effect.

Fulton, who has also filed a charge of discrimination with the California Department of Fair Employment and Housing, is seeking compensatory and punitive damages, as well as the cost of her suit, but no amount is specified.

Gannett Radio President **Jay Cooke** told **HITMAKERS** that the company's attorneys are examining the suit, "and they will be commenting as is appropriate down the line."

DALY (from page 5)

Having worked with George over the years, I'm well aware of his creative and administrative abilities," commented Maglia. "George's special qualities also make him the ideal person to work with our regional ZOOs around the country."

"This is not just another record company; this is something special," said Daly of ZOO. "I consider us to have the best of both worlds: We have all the advantages of a large organization, but with the esprit de corps of a small group of people who are determined to get wonderful hit records on the radio and into people's homes."

Daly called Maglia "the best there is," adding, "Lou has supported the good stuff, he reads people's enthusiasm, and he recognizes the importance of coming from the heart. All that makes my job infinitely easier."

KWNZ GIVES AWAY 97 TRUNK KEYS, BUT ONLY ONE CAR

KWNZ in Reno is giving away a brand new car to one of 97 lucky listeners who qualify by being the ninth caller at the appropriate time. All 97 winners receive a key to a car trunk, and they will gather at a location in Reno to simultaneously open the trunks. In each trunk will be a prize, ranging from VCRs to washers and dryers to bicycles. In one trunk will be a model car, signifying the winner of the real car. The winner will then have 97 seconds to choose his prize from among 15 new cars.

98WYCR's CHERRY PIES PAY OFF BIG

98WYCR in York, Pennsylvania is giving away 98 cherry pies to nighttime listeners, and on November 3 all pie winners will assemble at a special party to indulge in eating their prizes. But why would anyone go out of their way just to eat a cherry pie for the amusement of a radio audience? Because of what they might find at the bottom of the pie! Among the prizes baked into the pies could be a copy of **Warrant's** CHERRY PIE cassette, tickets to the local **Kiss/Slaughter/Winger** concert, or the grand prize: tickets to see **Kiss/Slaughter/Winger** in Florida, and a special guest appearance in the next **Winger** video.

WL0L GETS YOU INTO GLAM SLAM BEFORE ANYONE ELSE CAN

99.5WL0L in Minneapolis is the first to get their listeners into the hottest nightclub in the Twin Cities, **Prince's** Glam Slam. In anticipation of the gala opening of the nightclub on October 16, WL0L gave away tickets to opening night. Not only that, but all lucky winners of Glam Slam opening night passes arrived at the Glam Slam Prince-style - in limosines!

KSKG's TRAVIS HELPS THE HOMELESS BY BEING ONE



In an effort to shed some light on the homeless situation in Salina, Kansas, KSKG midday jock **Jeff Travis** and his wife **C.J.** lived homeless in cardboard boxes for ten days and nine nights recently. Travis's goal was to raise \$15,000 for the Gospel Mission, a local housing establishment for the homeless, but he ended up raising \$20,000, not to mention another \$10,000 worth of clothes, blankets, toiletries and services to repair the Mission. The promotion also got the attention of *USA Today* and local television stations, and Jeff and C.J. were asked to appear on the LifeStyles cable network program *Attitudes*. They also received a commendation from the Governor of Kansas.

SCOTT (from page 5)

contacted her, but Scott was her first choice.

"I know Jeff and his background, and I know his management skills," said Hoffman. "His general philosophy fits ours to a 'T.'" Hoffman added that she and Scott also worked together at KKBQ in Houston in 1984, when she was sales manager and he was a disc jockey.

Scott said he has offered MIX96.5 Music Director **Michael Newman** the Assistant PD/MD position at STAR93, but that it is still uncertain whether Newman plans to stay with MIX96.5 or join Scott at STAR93. He also said Upton has agreed to remain with STAR93 as afternoon drive jock.

"Unless his plans change, we certainly would like to include Rick in the future of the radio station and incorporate his knowledge of the market," said Scott.

BERGMAN (from page 7)

home," she continued, "from Creative Services to Artist Relations through to Video and now Creative Enterprises."

Bergman said the new department takes advantage of the resources made available to WARNER BROS. through the Time/Warner merger. "We'll be taking advantage of the enormous resources available to us through these new avenues of marketing and distribution to increase awareness of our artists and their work," she explained.

"As we see creative and marketing possibilities open up that were all but unimaginable a few years ago, it's obvious that the time has come for the creation of such a department here at WARNER BROS.," commented Ostin. "It was also inevitable that Georgia was the best choice to head our efforts in this area. I join with the rest of the company in congratulating her."

ROCKSTAR



"GIVE IT TO ME GOOD"

HITMAKERS ROCK RADIO 19*-16*!!!

#6 MOST REQUESTED ON DIAL !!!

NEW THIS WEEK:

BREAKING OUT AT:

**PIRATE WMMR KXRX
KLBJ KRSP WGR
WG CX WNC D WQBZ
KLPX WOUR KILO**

**KLOS WMMS KLOL WIYY
WXTB KBPI WAZU KRXQ
KDJK WKGR KRZQ WTPA
WZZU WDHA WWWV WAAF
Z-ROCK KSJL WKLQ KRZR
KUPD WHTQ KMJX KATT**

NOW CROSSING TO TOP40!

HITMAKERS MAGAZINE

ROCK RADIO

LW-TW

- 1-1 ZZ TOP "Concrete & Steel" (WB)
- 2-2 AC/DC "Thunderstruck" (ATCO)
- 4-3 STYX "Love Is The Ritual" (A&M)
- 5-4 BLACK CROWES "Hard To Handle" (DEF AMER)
- 3-5 DAMN YANKEES "High Enough" (WB)
- 7-6 HOUSE OF LORDS "Can't Find My Way..." (RCA)
- 9-7 POISON "Something To Believe In" (ENIG/CAP)
- 8-8 ERIC JOHNSON "Cliffs Of Dover" (CAPITOL)
- 13-9 QUEENSRYCHE "Empire" (EMI)
- 10-10 NEIL YOUNG & ... "Mansion On The Hill" (REP)
- 14-11 DEEP PURPLE "King Of Dreams" (RCA)
- 17-12 LED ZEPPELIN "Traveling Riverside ..." (ATL)
- 6-13 WARRANT "Cherry Pie" (COLUMBIA)
- 21-14 WINGER "Miles Away" (ATLANTIC)
- 16-15 JON BON JOVI "Miracle" (MERCURY)
- 19-16 TRIXTER "Give It To Me Good" (MCA)
- 18-17 TOMMY CONWELL &... "I'm Seventeen" (COL)
- NEW-18 TRAVELING WILBURYS "She's My Baby" (WB)
- 11-19 VAUGHAN BROTHERS "Tick Tock" (EPIC)
- 23-20 COLIN JAMES "Keep On Loving Me..." (VIRGIN)
- 22-21 ALLMAN BROS. BAND "Seven Turns" (EPIC)
- 12-22 LIVING COLOUR "Type" (EPIC)
- 24-23 TOY MATINEE "Last Plane Out" (REPRISE)
- 26-24 GARY MOORE "Still Got The Blues" (CHARISMA)
- 25-25 JOHNNY VAN ZANT "Heart's Are Gonna..." (ATL)
- 27-26 BATON ROUGE "There Was A Time" (ATLANTIC)
- 15-27 INXS "Suicide Blonde" (ATLANTIC)
- 30-28 FAITH NO MORE "Falling To Pieces" (REPRISE)
- 35-29 EVERY MOTHER'S... "Love Can Make ..." (ARISTA)
- 31-30 BOB DYLAN "Unbelievable" (COLUMBIA)
- 34-31 REO SPEEDWAGON "Love Is A Rock" (EPIC)
- 29-32 SLAUGHTER "Fly To The Angels" (CHRYSALIS)
- 40-33 THE CURE "Never Enough" (ELEKTRA)
- 20-34 ROBERT CRAY "The Forecast" (MERCURY)
- 41-35 HEART "Stranded" (CAPITOL)
- 39-36 THE CALL "What's Happened To You" (MCA)
- 28-37 DON DOKKEN "Mirror Mirror" (Geffen)
- 46-38 JUDAS PRIEST "A Touch Of Evil" (COLUMBIA)
- 47-39 LYNCH MOB "Wicked Sensation" (ELEKTRA)
- 32-40 STEVE VAI "I Would Love To" (RELATIVITY)
- 44-41 METALLICA "Stone Cold Crazy" (ELEKTRA)
- NEW-42 ZZ TOP "Lovething" (WB)
- 33-43 RATT "Lovin' You's A Dirty Job" (ATLANTIC)
- 37-44 CHEAP TRICK "Back 'n Blue" (EPIC)
- NEW-45 BAD COMPANY "If You Needed ..." (ATCO)
- 50-46 PAUL SIMON "The Obvious Child" (WB)
- NEW-47 ZZ TOP "My Head's In Mississippi" (WB)
- NEW-48 ROBERT PLANT "Nirvana" (ATLANTIC)
- NEW-49 TROUBLE TRIBE "Tattoo" (CHRYSALIS)
- 38-50 ANTHRAX "Got The Time" (MEGA/ISLAND)

CHART EXTRAS

- VIXEN "Love Is A Killer" (EMI)
- KING'S X "It's Love" (ATLANTIC)
- JANE'S ADDICTION "Been Caught Stealing" (WB)

MOST ADDED

- TRAVELING WILBURYS
- PAUL McCARTNEY
- THE OUTFIELD
- ZZ TOP - *Lovething*
- KING'S X
- BAD COMPANY
- VIXEN
- ZZ TOP - *Mississippi*
- HAND OF FATE
- R. WATERS / P. CARRACK

MOST REQUESTED

- AC/DC
- QUEENSRYCHE
- BLACK CROWES
- METALLICA
- POISON
- WINGER
- LED ZEPPELIN
- ERIC JOHNSON
- LYNCH MOB
- ZZ TOP

CRUSADES

SCORPIONS

"Tease Me, Please Me" (MERCURY)

This has to be the best record they've done since *Rock You Like A Hurricane*, and the album is deeper than Elvira's cleavage. They're core, they react fast, and they're a floor wax and a dessert topping. Enjoy.

STEVE WINWOOD

"One And Only Man" (VIRGIN)

It's an even better record than you could have expected. An instantly recognizable sound with that signature uptempo pop feel that will balance those nice power ballads for you.

KING'S X

"It's Love" (MEGAFORCE/ATLANTIC)

A much more refined feel than their last, with a tremendous hook. They've got quick believers in KLOL, WXTB, KLBK, WAZU, WLZR, KMJX, WLRS and more.

THE ALARM

"The Road" (I.R.S.)

Their evolution into the rock mainstream continues with a single that should build well on last year's top-10 success. Strong 25-34 research is all but guaranteed.

FIREHOUSE

"Shake & Tumble" (EPIC)

A seriously rockin' reaction record in the bluesy Aerosmith mold. Give it some night spins and see if your phones don't light up fast!

DO ROCKERS STILL WANT THEIR MTV?

We've all heard such magic words as "Have you seen the video yet?" and "It just made Buzz Bin on MTV." After numerous comments on the phone from programming types who wondered about the influence of MTV on Rock Radio, we decided to do the only thing a self-respecting trade magazine could - write a column on the subject.

Once again, the writer of this here column comes from a somewhat biased perspective. During the first year at Pirate Radio, I got to see an amazing amount of records take off after getting MTV play. When you're the only station in town playing a record, it's amazing what video airplay could do to spark reaction and familiarity. It was therefore equally surprising to note the lack of such influence around the country.

Hip No More

We started our quest for knowledge with a gentleman who is a legend in his own lunchtime, WIYY/Baltimore PD **Russ Mottla**. Russ contends, "I don't think MTV nowadays has what MTV used to have, which was a niche. They were doing something that radio didn't do. They were breaking new artists; they had this whole Europop thing breaking. MTV was responsible for a whole subculture of music in America. Now, they're just a reflection of culture. They're doing what every radio station is doing, only much broader. They're not unique anymore."

"Now, they're doing VH1 during the day, and before their format change, they had more impact," Russ believes. "MTV has some impact, but Baltimore has only 60% cable penetration. At the same time, reaction records are reaction records; it's the nature of the beast that they should react on radio. There may be some isolated incidents where a great video really kicks something over the top. For the most part, if you give the right record enough airplay, it will react based on that."

Diminishing Influence

That led us to a check-in with Pirate to see if recent changes had diminished MTV's impact at the last major market Rock40. OM **Mark Todd** comments, "MTV still fits into the Pirate equation, but it's not a major part of it any more. Our audience is pretty MTVish to begin with, so if something is going to work there, we're likely to hear about it quick anyway. However, it's not like a record is going on Pirate Radio just because it's reacting well on MTV."

"We still see some reaction off MTV airplay, but we don't see nearly as much as we did six months ago," Mark continues. "Still, we went on the new Winger record at the same time as they did, and it reacted right away, which I figured was because he was on MTV and is a glam boy. Because our audience is more active than most radio stations, we probably see more reaction to them than most other radio stations."

Does MTV help familiarize new records at the Pirate? Mark confirms, "They do help us break records, especially since we don't have the support of other stations in the market. Unless it's Unskinny Bop, something we play is not something (Top40) KIIS will play. Even if KLOS does play it, the amount of spins they give it doesn't help much. In a beat-oriented market like this, MTV does help us establish records. We don't have to take all the risk ourselves on a record; they're in there with us."

"MTV does help with familiarity and frequency, but

I've also seen it kill a record," observes KISW/Seattle PD **Steve Young**. Now, there's an interesting thought. Steve explains, "We'll play a record that sounds pretty good; then you'll see that it's a hair band that wears lipstick and people will be turned off by that - the wrong video can turn a record into a hit for 14 year old girls only. We've had records build for six weeks, and the second they popped it in heavy, the record died. We just had that happen recently."

On the other hand, Steve notes, "In specific instances, MTV airplay really does help. Faith No More was a good example of that. While their influence varies from market to market, it certainly is a vehicle for music that seems to have no other format to go to."

ROCK SCHLOCK

Toons to check out while pondering how many ZZ Top tracks you're going to add this week.

Our favorite record of the hour continues to be the **HEAVEN'S EDGE** single, *Find Another Way*. From the Eddie Van Halenish intro to a tremendous hook, COLUMBIA has a true mass appeal record with WNEW and KLOS already among the supporters.

Also in that wacky pop-metal vein is *Let's Make Love Tonight* from strong up-and-comers **COLD SWEAT**. MCA has a record with plenty of 18-29 appeal. Spin it, and you'll get convincing results. Meanwhile, Pirate is banging the living hell out of **TRIXTER**, so he must be seeing something real big on *Give It To Me Good*.

We've talked to numerous folks who've said, "Finally!" at news of ARISTA's release of *Full Circle* as the next **JEFF HEALEY BAND** single. Coming from an album with two huge tracks, THIS is the one, and praise the Lord and pass the ketchup, it's uptempo to boot.

ATCO's **ELECTRIC BOYS** hit with another single that is all hook. In this case, it's *Psychedelic Eyes*. Can you say big research and requests? We like the way your face looks when you say that.

In the ballad department EMI's **VIXEN** are probably the only band that can write ballads that sound angrier than the average uptempo rocker. Thus, *Love Is A Killer* is one of the better ballads out there.

On the smoother side, **SONS OF ANGELS** follow-up *Lonely Rose* is about as slick as they come. With a great remix, this is a track sure to tug heartstrings and react as quickly as *Cowgirl* for ATLANTIC.

Rick Medlocke has **BLACKFOOT** back in gear, and if NALLI hasn't gotten you a copy of *Soldier Blue* yet, you need to chase one down yourself. It's been getting major response, especially in Florida where it's getting banged in Miami, Tampa and Orlando.

One of the hottest live bands on the streets of L.A. at the moment is **RHINO BUCKET**. Their sound is basically 1978 AC/DC, but it won't strike you as a rip-off at all. REPRISE is wisely taking a slow-build approach with *Blood On The Cross*, which is one of many stand-out tunes on the album.

Working At Cross-Purposes

KMJX/Little Rock is one of those Rock Radio stations that has maintained an image as their market's source for both new rock product and information. PD **Tom Wood** informs us about a situation many stations may face down the road, saying, "For us MTV is more an information source than some sort of

musical awakening. Over ten years, we have been cultivating an image of being a very reliable source for concert, artist and new release information."

The nature of a national video channel has created some stumbling blocks for KMJX. Tom relates, "MTV has different relationships with the industry, and the local credibility of the information be damned. I can't count the number of times MTV has made a concert announcement for Little Rock, and I'm chained by local information embargoes with venues, promoters and the like, and I don't like having to say we don't know about it. We've had to school our jocks on exactly how to deal with those situations to make us sound like we're in touch."

"For example, I'm sitting on an opportunity to turn the ZZ Top show into our tenth birthday show through the local Miller distributor, who we have a great relationship with," Tom explains. "I know the date for the show, but timing is truly critical in these situations. I know the date will get popped on MTV before I can complete our negotiations with Miller, put together our marketing strategy and put the date on the air. I know I'm going to be faced with that, and it's going to be phone call hell." How do you prepare for a situation like that? Tom answers, "Be ready to give the jocks every bit of information we can and the earliest possible date, while not spoiling our relationships with the concert promoter and a major advertiser."

As for new music, is MTV another avenue for new product support in Little Rock? Tom contends, "MTV enables me to have some base already established for some new music. We're pretty quick on new music here, but on particular bands of a particular style, I might be a little more careful with them. Those are my People Magazine bands. If People does a story on Iggy Pop, then the average Joe out there, and not just the actives, are going to be aware of who this guy is. MTV serves that purpose as well. They help build a base of familiarity. Honestly though, I only look at their playlist once or twice a month."

Separate Focuses

Finally, we ran across a couple folks who find MTV's focus separated too far from their own for it to be of great assistance to them. KLBK/Austin PD **Jeff Carol** believes, "I don't think it's influence is that strong. As far as our format is concerned, MTV has become more of an 18-24 thing, and we're targeting 25-34, so I don't see that major of an impact. We'll sometimes see more requests after they add a song, but records can break and be wild here before they get MTV airplay. At the same, I think it can prematurely burn a record due to overexposure."

"We're in a market with only one rock radio station," notes WCMF/Rochester PD **Stan Main**. "The only other entity in the market that plays rock & roll in this town, and that is MTV. When people are calling us and requesting records that we're not playing, then obviously that's where they got it from. It never hurts to have a record on MTV, but I don't think they're that strong here. I don't believe cable penetration here is up to the national average."

Stan wraps it up with the following key thoughts: "While they can motivate request lines some, I don't really follow MTV. A lot of people follow them and go on product only after they do. I like to be ahead of MTV. I like to play songs they can't. I want WCMF to be the hip thing in this market; I want to be hipper than MTV. We need to be the station that is breaking new music in Rochester."

FACES & PLACES



WARNER BROS. recording artist **Al B. Sure!** delivered his long awaited LP, *PRIVATE TIMES...AND THE WHOLE 9!*, to the label, and to celebrate, the label threw a patio luncheon in his honor. Pictured (left to right): **Lenny Waronker**, President, WARNER BROS. Records; **Al B. Sure!**; and **Mo Ostin**, Chairman, WARNER BROS. Records. The LP is due in stores Oct. 16, while debut single *Missunderstanding* is currently racing up the charts.



Hallelujah! DGC Records' Nelson recently garnered their first #1 selling single, and what a better way to celebrate than on their 23rd birthday. Pictured (l-r): **Mark Tanner**, album producer; **Denise Cox**, DGC Publicity; **Robert Smith**, DGC Director of Marketing; **Hugh Surratt**, DGC Director of AOR Promotion; **Matthew Nelson**; **John Kalodner**; **Marko Babineau**, DGC GM; **Anita Camarata**, Eclipse Management; **Gunnar Nelson**; **Steve Leavitt**, DGC Dir. of CHR Promotion; and **Peter Baron**, DGC Dir. of Video Production.



ISLAND Records has signed English band PLEASUREHEAD, who recently re-located to Manhattan to record their debut LP. Pictured (l-r): **Loren Chodosh**, the band's lawyer; **Paul Ferguson**, drummer; **Rick Dutka**, ISLAND Sr. VP Business Affairs; **Mike Bone**, ISLAND President; **John Valentine Carruthers**, guitarist; **Gypsy**, vocals; **Hugo Burnham**, ISLAND Director A&R; **Bruce Patron**, PLEASUREHEAD's Manager.



WIRE TRAIN celebrated the release of their fourth album, and first for MCA Records, with a party in West Hollywood. Standing (l-r): **Don Smith**, co-producer, WIRE TRAIN; **Paul Atkinson**, Exec. VP, A&R, MCA Records; **Zach Horowitz**, Exec. VP, MCA Music Ent. Grp.; **Al Teller**, Chairman, MCA Music Ent. Grp.; **Richard Palmese**, Pres., MCA Records; **Geoff Bywater**, VP of Mktg, MCA Records; and **Glen Lajeski**, VP of Merch., MCA Records. (Kneeling l-r): **Bruce Dickinson**, VP, A&R, East Coast, MCA Records; **Jeffrey Trott**, guitar, WT; **Kevin Hunter**, vocals/guitar, WT; **Brian McLeod**, drums, WT; **Anders Rundblad**, bass, WT; **Bill Bennett**, Sr. VP, Rock Promotion and Artist Dev., MCA Records.



ATLANTIC recording group INXS was recently presented with RIAA quadruple platinum awards for their sixth album, *KICK*, while the band was in L.A. for a live performance on MTV's Video Music Awards show. Standing (l-r): **Garry Gary Beers**, **Andrew Farriss**, **Kirk Pengilly**, **Jon Farriss**, **Tim Farriss** & **Michael Hutchence** of INXS; ATLANTIC Sr. VP **Andrea Ganis**; and ATLANTIC Sr. VP/GM West Coast **Paul Cooper**. Kneeling: ATLANTIC VP/Artist Rel. & Media Develop. **Perry Cooper**; ATLANTIC Pres. and COO **Doug Morris**; INXS Manager **Chris Murphy**; and ATLANTIC Sr. VP/GM **Mark Schulman**.



DREAD ZEPPELIN, I.R.S. Records' outlaw bad boys, launched another leg of their American tour with two sneak shows at the Palace in Hollywood. Pictured here are longtime friends **Tortelvis** of Dread Zeppelin and **Vernon Reid** of Living Colour, joshing around for the camera while the band looks on. Pictured (l-r): **Carl Jah**, **Fresh Cheese** (squatting), **Jah Paul Jo**, **Tortelvis**, **Vernon Reid**, **Ed Zeppelin** (really squatting), **Put-Mon**.

HITMAKERS MAGAZINE

ALTERNATIVE

ALBUM

LW-TW

- 3-1 **REPLACEMENTS** "All Shook Down" (REPRISE)
- 2-2 **THE CURE** "Mixed Up" (ELEKTRA)
- 1-3 **INXS "X"** (ATLANTIC)
- 5-4 **IGGY POP** "Brick By Brick" (VIRGIN)
- 6-5 **JANE'S ADDICTION** "Ritual De Lo Habitual" (WB)
- 7-6 **COCTEAU TWINS** "Heaven Or Las Vegas" (CAPITOL)
- 10-7 **RUBAIYAT** "Compilation" (ELEKTRA)
- 8-8 **SOUPDRAGONS** "Mother Earth" (BIG LIFE / MERC)
- 11-9 **DARLING BUDS** "Crowdaddy" (COLUMBIA)
- 4-10 **LIVING COLOUR** "Time's Up" (EPIC)
- 16-11 **P.I.L.** "The Greatest Hits, So Far" (VIRGIN)
- 13-12 **AZTEC CAMERA** "Stray" (REPRISE)
- 15-13 **CHARLATANS UK** "Some Friendly" (BEGGAR'S/RCA)
- 14-14 **HUMAN LEAGUE** "Heart Like A Wheel" (A&M)
- 9-15 **PET SHOP BOYS** "Behavior" (EMI)
- 17-16 **SOCIAL DISTORTION** "Social Distortion" (EPIC)
- 20-17 **HEARTTHROBS** "Cleopatra Grip" (ELEKTRA)
- 12-18 **d.n.a. w/ SUZANNE VEGA** "Tom's Diner" (A&M)
- 24-19 **AN EMOTIONAL FISH** "Celebrate" (ATCO)
- 18-20 **SOHO** "Goddess" (ATCO)
- 22-21 **SOUL ASYLUM** "...And The Horse They ..." (A&M)
- 29-22 **ULTRA VIVID SCENE** "Joy 1967-1990" (4AD/COL)
- 26-23 **PIXIES** "Bossanova" (ELEKTRA)
- 27-24 **THE WATERBOYS** "Room To Roam" (CHRYSLIS)
- 19-25 **BOB MOULD** "Black Sheets Of Rain" (VIRGIN)
- 39-26 **INDIGO GIRLS** "Nomads-Indians-Saints" (EPIC)
- 25-27 **CONCRETE BLONDE** "Bloodletting" (IRS)
- 33-28 **POSIES** "Dear 23" (DGC)
- 30-29 **JELLYFISH** "Bellybutton" (CHARISMA)
- NEW-30 **HINDU LOVE GODS** "Hindu Love Gods" (GIANT/REP)
- 35-31 **THE CALL** "Red Moon" (MCA)
- 41-32 **REDD KROSS** "Third Eye" (ATLANTIC)
- 37-33 **INSPIRAL CARPETS** "Life" (ELEKTRA)
- 36-34 **LILAC TIME** "And Love For All" (MERCURY)
- NEW-35 **JOHN CALE / BRIAN ENO** "Wrong Way Up" (WB)
- 21-36 **BOB GELDOF** "Vegetarians Of Love" (ATLANTIC)
- 48-37 **THE CONNELLS** "One Simple Word" (TVT)
- 28-38 **GENE LOVES JEZEBEL** "Kiss Of Life" (GEFFEN)
- 40-39 **PREFAB SPROUT** "Jordan: The Comeback" (EPIC)
- NEW-40 **PRIMAL SCREAM** "Come Together" (SIRE / WB)
- 31-41 **DEPECHE MODE** "Violator" (SIRE/REPRISE)
- 32-42 **WIRE TRAIN** "Wire Train" (MCA)
- 44-43 **9 WAYS TO SUNDAY** "Giant" (WB)
- 45-44 **CAVEDOGS** "Joy Rides For Shut-Ins" (ENIGMA)
- 23-45 **LOS LOBOS** "The Neighborhood" (WB)
- 46-46 **MOJO NIXON** "Otis" (ENIGMA)
- RE-47 **RAILWAY CHILDREN** "Native Place" (VIRGIN)
- 50-48 **THE WATER WALK** "Thingamajig" (I.R.S./NETTWERK)
- RE-49 **FAITH NO MORE** "The Real Thing" (SLASH/REPRISE)
- 42-50 **LEMONHEADS** "Lovey" (ATLANTIC)

TRACKS

- | | | |
|---------------|----------------|----------------|
| MERRY GO | LITTLE PROBLEM | |
| NEVER ENOUGH | HAROLD & JOE | |
| SUICIDE | DISAPPEAR | ON MY WAY |
| CANDY | SOMETHING | |
| BEEN CAUGHT | OBVIOUS | STOP |
| ICEBLINK LUCK | WEAR YOU RING | |
| HELLO I LOVE | MOTORCYCLE | TOKOLOSHE |
| I'M FREE | BACKWARDS | |
| CRYSTAL CLEAR | | |
| TYPE | ELVIS IS DEAD | LOVE REARS |
| DON'T ASK ME | | |
| GOOD MORNING | | |
| THEN | THE ONLY ONE | |
| HEART LIKE | | |
| SO HARD | | |
| STORY | RING OF FIRE | |
| TRANCE | DREAMTIME | I WONDER WHY |
| TOM'S DINER | | |
| CELEBRATE | | |
| HIPPYCHICK | | |
| EASY STREET | SPINNIN' | |
| SPECIAL ONE | | |
| DIG FOR FIRE | | |
| LIFE OF | | |
| IT'S TOO LATE | YOUR LIFE | HEAR ME CALLIN |
| CAROLINE | JOEY | |
| HAMMER & NAIL | | |
| GOLDEN | APOLOGY | |
| THE KING IS | | |
| RASBERRY | | |
| WHAT'S | THIS IS YOUR | FLOATING BACK |
| ANNIE'S GONE | | |
| COMMERCIAL | DIRECTING | THIS IS HOW |
| ALL FOR LOVE | | |
| BEEN THERE | | |
| LOVE OR | GREAT SONG | |
| STONE COLD | | |
| TANGLED | END IN TEARS | |
| ATLANTIS | | |
| LOADED | TOGETHER | |
| WORLD IN MY | POLICY | |
| SHOULD SHE | SPIN | |
| COME TELL ME | MIDNIGHT TRAIN | |
| BA BA GA | LEAVE ME | ON THE NAIL |
| RIVERBED | GEORGIA SLOP | |
| DON HENLEY | DESTROY | |
| MUSIC STOP | EVERY BEAT | |
| NEVER LEAVING | | |
| FALLING | UNDERWATER | |
| HALF | | |

MOST REQUESTED

JANE'S ADDICTION
THE CURE
P.I.L.
REPLACEMENTS / RUBAIYAT

MOST ADDED

CHARLATANS U.K.
HINDU LOVE GODS
EXENE CERVENKA / CALE / ENO
PIXIES / PRIMAL SCREAM



THE TRASH CAN SINATRAS CAIKE

Featuring "Only Tongue Can Tell" (Already in rotation on KROQ KITS & WDRE)

Produced by John Leckie, Roger Bechirian and The Trash Can Sinatras

IMPORT CD ON YOUR DESK NOW. On Go! Discs/London Compact Discs & Chrome Cassettes



THE TRASH CAN SINATRAS
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FACES & PLACES



Y100 in Miami celebrates its 17th birthday with a birthday concert extravaganza. (L-R): Y100 MD **Johnna Ceccoli**; Y100 PD **Frank Amadeo**; WARNER BROS. Recording artist **James Ingram** and Manager **Barry Orms**.



Also seen celebrating with Y100 were (L-R back row): SBK's **Ken Lane** and **Monty Lipmann**; Y100 Promo. Dir. **Julie Wilson**; WILSON PHILLIPS band member; Y100 VP/GM **David Ross**; Y100 former PD **Robert Walker**; Y100 Morning Zoo's **Julie Ross**. (Front row): Y100 MD **Johnna Ceccoli**; **Wendy Wilson** and **Carnie Wilson** of Wilson Phillips; Y100 PD **Frank Amadeo**; **Chynna Phillips** of Wilson Phillips; SBK's **Arma Andon**.



During a performance party in L.A. to celebrate the success of **Oleta Adams** debut FONTANA Records release CIRCLE OF ONE, **Ed Eckstine** and the MERCURY staff congratulated **Oleta**. (L-R): **Karen Lyles**, Promo. Mgr. Western Region; **Andy Szulinski**, Nat'l. Dir. Pop Promo.; **Oleta Adams**; **Terrell Broom**, Promo. Mgr. Gulf Region; **Lori Counter**, Promo. Mgr. L.A. Region; and **Ed Eckstine**, EVP Talent & Creative Affairs POLYGRAM/GM WING.



BEGGARS BANQUET/RCA Records artist **Peter Murphy** was greeted backstage at the Universal Amphitheatre by surprise guest **Anna Lugosi**. After hearing a tape of the Bauhaus goth classic Bela Lugosi's Dead, **Anna** decided that she wanted to meet **Murphy**, and when she did, told him, "Dad would have loved the song."



KWNZ-Reno morning crew **Wild Bill Cody** and **Shanon Leder** gave their listeners 'Do It Yourself Oil & Gas Kits,' which included a can of beans and a Hershey bar. They also have a message for Saddam Hussein... "Yo, towel head, we'll make our own gas and oil!" Pictured here with their listeners are **Wild Bill Cody** and **Shanon Leder** (the two towel heads).



Gunnar (right) and **Matthew Nelson** (left) signed autographs for all their fans at Tower Records in New York to celebrate the release of their debut LP, AFTER THE RAIN. Pictured back row (L-R): **Steve Harmon**, Mgr. Tower Records; **Mike Maska**, WEA.



**COLUMBIA RECORDS
PROMOTES LISA WOLFE!**

LISA WOLFE has been promoted to the position of Associate Director, Field Promotion.



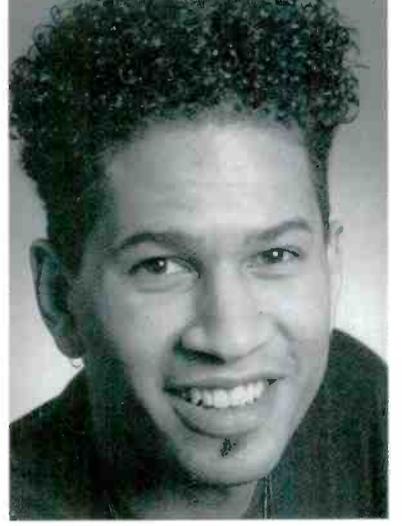
**POLYGRAM RECORDS
NAMES WENDE PERSONS!**

WENDE PERSONS has been named Director Promotion & Product Management, Deutsche Grammophon.



**COLUMBIA RECORDS
APPOINTS KEVIN KERTES!**

KEVIN KERTES has been appointed to the position of Promotion Manager, Secondary Markets.



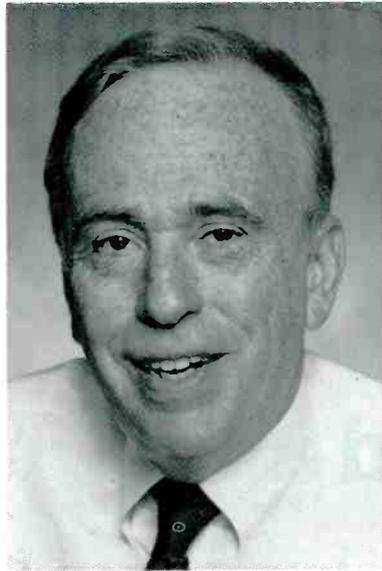
**VIRGIN RECORDS
PROMOTES KEVIN CURRY!**

KEVIN CURRY has been promoted to the position of East Coast A&R Rep, based in the company's New York office.



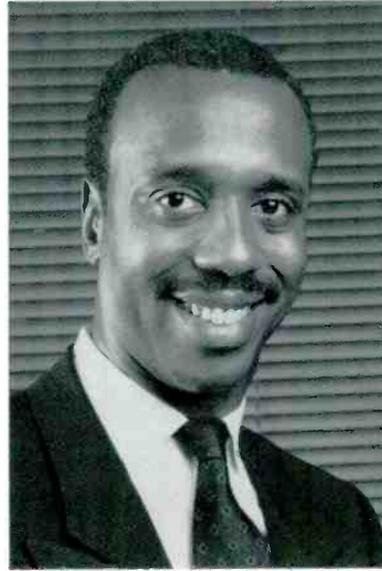
**PRIMAT MUSIC GROUP
NAMES TAMI LESTER!**

TAMI LESTER has been appointed Director of Talent Acquisition.



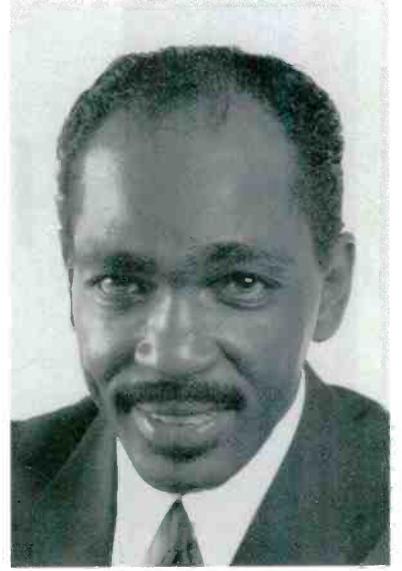
**POLYGRAM RECORDS
NAMES HERB COHEN!**

HERB COHEN has been named Vice President, Royalties.



**WARNER BROS. RECORDS
NAMES EARL JORDAN!**

EARL JORDAN has been named Vice President of Sales for Black Music.



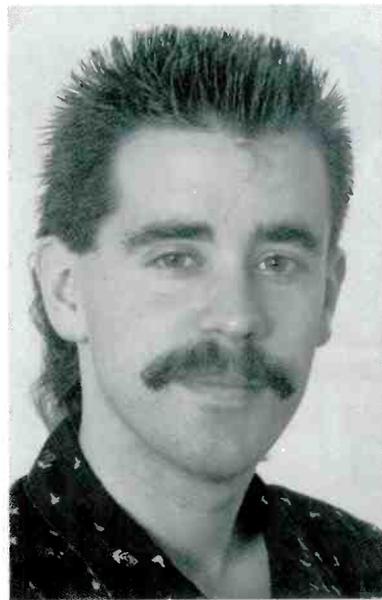
**WARNER BROS. RECORDS
NAMES HANK SPANN!**

HANK SPANN has been named Vice President of Promotion for Black Music.



**I.R.S. RECORDS
APPOINTS CHRISTY ROBERTS!**

CHRISTY ROBERTS has been appointed Regional Promotion Manager, Kansas City.



**I.R.S. RECORDS
APPOINTS GREG FORSTON!**

GREG FORSTON has been appointed Regional Promotion Manager, Cleveland



**ARISTA RECORDS
NAMES AMANDA SCHEER!**

AMANDA SCHEER has been named Manager of Rap Marketing.



**ISLAND VISUAL ARTS
NAMES LIZ HELLER!**

LIZ HELLER has been named President of the newly-formed North American division of Island Visual Arts.

the Hindu Love Gods are
(this time around)

Warren Zevon ♦ Bill Berry ♦ Peter Buck ♦ Mike Mills



Breaking
Out At:

KROQ
WHFS
91X
KJQN
WBRU
KJJO
WOXY
WHTG
WMDK
KACV
WKXL
WRAS
WXVX
KRCK
WRSI

Early
Believers:

WMMS
WTPA
WDHA
WIZN
WPGU

❖
"Raspberry Beret"

❖
hindu
love
gods
❖

produced by Andrew Slater and Niko Bolas
management: HK Management



Steve Hoffman

'T WAS A GOOD SUMMER, VIRGINIA

All in all, it was a pretty good book for the format. We had some exciting growth stories, some strong recoveries and some stations holding stable with strong numbers. There were only a couple down books, and those were pretty explainable. It's almost enough to make you feel warm and fuzzy inside.

In celebration of that fact, we decided to take a round trip of Alternative's Summer ARBs. Just like Gilligan's Island, it's a three-hour tour that could end up taking forever to complete. However, we'll try to keep it to two weeks.

Speaking of things that could take forever, this is the week we're going to hit the phones to figure what to call this column. We should have a new name in two weeks. And the Pope will be Jewish by Christmas.

Recovering Nicely

Their local hipness factor long gone, KROQ/L.A. was staggering last year at this time. PD **Andy Schuon** quantifies their turnaround: "We were up 3.1-3.4 12+, and we were in the top 10. We were #1 18-24 Adults, #1 18-24 Women, #2 25-34 Men, and #3 18-34 Men. Demographically, this was one of the best books in the history of the station. Back when we were getting these kinds of numbers before, we had a much higher teen composition; we were #1 in the market in teens, but this book we're #7. Our new morning show was also up six-tenths, and that's a real big growth area for KROQ. We're beating a lot of our competitors in every other daypart."

On the subject of KROQ's prospects for the future, Andy believes, "We're growing up as a radio station; we're just not acting like it. The music on the station is not the 90 minute rotation of Bananarama and the Go-Go's like it once was. It's an adult radio station, and there's a lot more out there for teens. We're a little more of a sophisticated radio station I guess. I hate to use that word, but..."

"It's been a great year for KROQ; we're up 2.3-3.4 in the last year," Andy feels. "We're just maintaining and gaining at this point. With every day, we're picking up steam. In the 80's, KROQ was way ahead of the music scene. I think the music scene is going to catch up to us a bit in the 90's. This could be the format and station of the 90's in this market."

Bigger Stick, Bigger Numbers

You know damn well who we're talking about, right? KDGE/Dallas got back their first full book since jacking up their juice. (Have we perhaps hit on a title for the next Tone Loc album?) PD **Larry Nielson** remarks, "We were up 1.7-2.0 12+. 18-34 Persons, we went 3.7-3.5. We picked up teens (1.7-4.3) and a few 35-44s. For some reason, our 18-34 Men were off, but all around, it was kind of a strange book." Having just acquired that stronger signal, come growth would seem to be the most important thing The Edge could be looking for right now, and Larry reports come growth in all key demos.

Speaking of Disney characters, Larry asserts, "I hate to be in a situation where it looks like I'm making excuses, but there was something a little goofy with 94.1 KLTY, which is a Contemporary Christian station that went 2.2-4.9 with 18-24 Men and 3.6-9.6 with 18-24 Women. I don't know where the confusion would be - it's not in slogans, frequency, or anything like that, but it just doesn't make sense. They're a 25-54 year old station. I don't know how much we can do in a situation like this, other than make absolutely sure that the slogans we have reported to Arbitron aren't confusing in any way, shape or form. We bang

News & Schmooze

WHTG/Asbury Park completes their programming team by upping weekender **Matt Pinfield** to Music Director.

Our plush offices are feeling even warmer and fuzzier than usual, owing to the presence of the new **ALARM** single from I.R.S. *The Road* keeps their signature feel, while continuing their move toward the musical mainstream. We eagerly await another chance to see them live and watch their audience sing every line of every song with them.

Upon much reflection, we heartily agree with The Axe's sentiments that the **TRASH CAN SINTRAS** are f*&!%n' great! This is a smash, and besides, it's such fun to walk up to people and say *Only Tongue Can Tell*. **POLYDOR** gets a double whammy with the **GEAR DADDIES**. *Color Of Her Eyes* is accessible as hell, while keeping that active feel to it. As a bonus, the liner notes are incredibly strange.

Y'know how sometimes you need to see a band before you get it? Well, **GEFFEN's THE BROTHERS FIGARO** played for the staff last week, and now we get it. These guys combine some of the most passionate music you'll ever hear with a great sense of humor. The first single is the touching *My Gold Ring*.

We're hearing lots of good things about **TACKHEAD's Take A Stroll**. SBK has a smooth record that catches your ear and doesn't sound like anything else on the radio. Early support comes from KDGE, WHFS, KUKQ, WHTG and several more.

Speaking of unique, try pigeonholing the **KRISTEN VIGARD** release on PRIVATE MUSIC. *Out In The Woods* features Anthony Kiedis of the Chili Peppers, resulting in an extremely catchy lil' ditty that is frighteningly reminiscent of Leon Russell, which is just what you'd have expected, right?

RELATIVITY is generating a buzz with **THEY EAT THEIR OWN**. The single, *Like A Drug*, is generously offered in clean and "not-so-clean" versions for your viewing pleasure. The record is comfortably in the middle of being too soft and not soft enough.

the hell out of our digital frequency, incorporate our calls and bang The Edge name as well."

In terms of Fall book plans, Larry discloses, "We've got a major giveaway we'll be starting in a couple weeks. We're giving away a Mazda RX-7 in a forced listening promotion. We're also working on some nice, lifestyle type qualifying prizes." In conclusion, Larry says, "It was an up book. We're heading in a Northerly direction. All other suspicions aside, we're heading in the right direction. In that respect, we're doing just fine."

Bad Sampling

WFNX/Boston was one of the few Alternatives that didn't have so good a book. However, it seemed like no one in Boston had a good book. OM Mad, er, **Max Talkoff** explains, "I haven't seen the whole book yet, but WBCN, WXKS, WZOU, WAAF and us all went down. The old fart stations went up - classic rock and oldies went up. It was interesting looking at numbers for WODs, the oldies station; they went 4.1-4.8 12+, but their 18-34 numbers went 3.6-2.6."

"That tells me they must have had a great 35-54

book, and that, for the Summer in Boston, Arbitron couldn't get any 18-34 diaries. It seems like there was a bad sampling for the rock demo. I can't believe all the contemporary stations went down," Max continues. Will 'FNX return to its long-running growth pattern? Max responds, "I think we'll bounce back in the next trends. We are not a 1.5 radio station. We should bounce back to at least a two. The next trend is out in a couple weeks, and that should begin to tell a better tale."

Building In The Midwest

KJJO/Minneapolis gravitated from an AOR/Alternative hybrid attack toward the "mainstream" of Alternative radio toward the start of the book. OM Tony Powers notes, "We had some nice increases, especially 18-34. 12+ we went 1.6-1.9, but in 18-34 Persons, we went 3.3-4.0, placing us fourth in the market. We had some good daypart increases where we felt we needed them most; we're now strongest in middays and afternoons."

Addressing KJJO's competitive situation, Tony believes, "Our only real competitor is Cities97. We're just trying to be younger than they are. They're very much a 35+ station, playing lots of jazz fusion and such; we're much more 18-34. If we look at the ratings, we beat them Men 18-34 5.8-3.5, and we're closing in with Adults 18-34 4.0-4.7."

Having changed identifiers from 104FM to KJ104 after getting some feedback that the old one was creating some confusion, Tony says, "We're going to try to focus more on call letter retention this Fall. We're going to Laurel to look at diaries, but we kinda know what we're going to find. We're also going to advertise more; we'll be doing television, and print in the newspaper and local nightlife papers. We'll be promoting like hell this book too, with lots of charity concerts with bands like Soul Asylum and the Katydids - people get in by bringing food for Minnesota homeless shelters."

Starting Off Right

Didja see the Columbus numbers? WWCD, having signed on three weeks before the end of the book, debuted with a 0.5. Prorate that over 12 weeks, and you get some interesting numbers for a three week old radio station. Without the benefit of having a ratings book in front of him, we asked GM **Gary Richards** to speculate about the station's profile so far. He responds, "I was guardedly optimistic going into this thing, but I didn't expect the kind of response we've gotten. We're pleasantly surprised that our typical caller is 27-31 years old and comes from the parts of town we really wanted to reach. I thought our listenership might be a bit younger."

How much can CD101 grow? Gary contends, "Historically, none of the Class A stations in the market reach the top 10 with Arbitron's 12+. It's one of my goals to be the first Columbus Class A to do that consistently. Now, we may need to aim a little higher. We're doing a lot of promoting and print advertising right now. We're trying to be as visible as we can be. We're doing lots of tie-ins with bands coming to town."

"I've always felt that this format would be embraced by Columbus. A lot of people told me that there weren't enough people here that would listen to this format," Gary concludes. "Hopefully, this is the start of proving those so-called experts wrong. We want to make the radio industry take note so that other people who are thinking of doing this will get some encouragement from it."

AOR OR OTHERWISE, LOWEN & NAVARRO CAST A SPELL

Anyone close to the music industry knows how rare it is for a recording artist to have a truly profound mass-appeal impact, either commercially or artistically. But even rarer is an artist who has an impact on an individual, whose record one listens to again and again, always seeking to understand the music and lyrics a little better.

Lowen & Navarro, CHAMELEON Records' singing/songwriting duo, have created an album with just such impact. The single *The Spell You're Under*, an energetic revelation song in which one person tells another that a broken heart is only the end of the world if you let it be - not only captures one's attention, but makes one want to know more about Lowen & Navarro and their music.

Lowen & Navarro became a musical entity two years ago, although Eric Lowen and Dan Navarro have written together for seven years. They got their first break when one of their songs, *We Belong*, became a smash for Pat Benatar after then-Sr. VP of CHRYSALIS Music Tom Sturges (now with EMI Music) bought half the rights for Benatar to record it for \$450. Eric and Dan were able to live for four years off the income from *We Belong*, spending most of their time developing their songwriting craft.

"We didn't increase our style of living - in fact it was a pay cut from my day job - but we were able to write songs every day," says Dan.

Admittedly shortsighted following the success of *We Belong*, Eric and Dan assembled a band of proficient musicians on the strength of the song - with Dan not even performing, but only writing - not realizing that their true potential lay as a singing/songwriting/acoustic guitar playing duo. They finally went off on their own and began playing regularly - and together - at famed acoustic club The Breakaway Lounge in L.A., eventually adding a bassist and cellist to the act and deciding before long to pursue a record deal.



CHAMELEON Records' Lowen (left) & Navarro (right) recently gave a special performance in the offices of HITMAKERS.

It was at an April, '89 CHAMELEON record release party for the Walking Wounded, whose record Lowen & Navarro had sung on and who they opened for at the party, that they caught the attention of label execs. Soon after they were invited to perform a lunchtime set in the office of CHAMELEON President Stephen Powers, and that was enough to convince Powers to sign them. But it wasn't until eight months later that Eric and Dan convinced Powers to procure Jim Scott, who they felt was perfect for them based on Scott's work on records by The Bodeans and Robbie Robertson, as a producer. Scott had only a month before he was committed to another project, and so the LP *WALKING ON A WIRE* was recorded and mixed within four weeks.

"We didn't have to waste time screwing around, because we had the songs and knew exactly what we wanted to do," relates Eric. "We had complete creative control from Stephen Powers, so the time was sufficient."

WALKING ON A WIRE is a brilliant collection of songs, Eric and Dan's harmonies reminiscent at times of the Everly Brothers, at others Simon & Garfunkel (especially the slow and melodic *Seven Bridges* and *Oh Mary*), only presented more emphatically and energetically. It is a record that is a pleasure simply to listen to, but even moreso to listen to, and with the inclusion of *We Belong* and some guitar work by Dan's cousin David Navarro of *Jane's Addiction*, it offers some built-in familiarity.

Eric and Dan admit their music is "a hard call" formatically, but they have been added at ACR, Alternative and AC stations alike. WXRT in Chicago, WHFS in Washington, KBCO in Denver, Cities97 in Minneapolis, WHTG in Asbury Park, KTOW in Tulsa and WTPI in Indianapolis have all had success with the first two singles, and the airplay has translated into strong retail sales, especially in Washington.

"We've helped move about 10,000 units in the Washington/Baltimore area," says WHFS MD Weasel, who classifies his station as a New Music/AOR hybrid. "Lowen & Navarro was our most requested band over the last two months. The music definitely appeals to adults, probably because of the great harmonies."

Having already proven themselves on some AOR and Alternative stations, it wouldn't be hard to imagine Lowen & Navarro now making some headway on Adult Top40. "We feel that home is AOR," states Dan, "but we consider ourselves able to cross a lot of formats."

"It's really funny to hear *The Spell That You're Under* between Gene Loves Jezebel and Billy Idol, but that's fine," says Eric Lowen. "We don't apologize for what we are. We mean what we're singing about, and it all comes from the heart and the soul."

"It's our job to just go out and be so good," adds Dan Navarro, "that it's undeniable that in time everyone will know Lowen & Navarro." --BPM

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LW-TW

- 1-1 MIKE "HITMAN" WILSON "Another..." (ARISTA-U.K.)
- 5-2 PAT & MICK "Use It Up And Wear It Out" (PWL)
- 19-3 STEVE V. "Body Language" (MERCURY)
- 4-4 HOUSE OF VENUS "Dish & Tell" (GO BANG)
- 10-5 TURNTABLE HYPE "I'll Bass You" (GO BANG)
- 3-6 * d.n.a. f/SUZANNE VEGA "Tom's Diner" (A&M)
- 17-7 THE B-SIDES "Volume 3" (MUSIC MAN)
- 13-8 * SNAP "Cult of Snap" (ARISTA)
- 15-9 L.F.O. "L.F.O.(Remix/Probe)" (WARP)
- 11-10 THE SHAMEN "Make It Mine" (ONE LITTLE INDIAN)
- NEW-11 MC TUNES & 808 STATE "Splits the Atom" (ZTT)
- 6-12 BANARARAMA "Only Your Love" (LONDON)
- 16-13 * DEPECHE MODE "World In.../Sea..." (SIRE/REP)
- 27-14 FANTASY U.F.O. "U.F.O." (XL)
- 9-15 SMILEY & P.J. "Lamborghini" (SHUT-UP)
- 24-16 HIP ON ICE "Sweet Dreams" (POLYDOR/GERM)
- 20-17 MIDNIGHT SHIFT "California Dream..." (PRINCIPAL)
- NEW-18 * BLACK BOX "Fantasy" (DISCOMAGIC)
- 12-19 NILLA BACKMAN "Even If You Say" (DOWNTOWN)
- 7-20 * OFF-SHORE "Can't Take The Power" (CBS-GERM)
- NEW-21 * COCTEAU TWINS "Heaven" (4AD)
- NEW-22 * 808 STATE "Cubic" (TB)
- NEW-23 ELECTRIBE 101 "Talking With Myself" (MERCURY)
- 21-24 JAM ON THE MUTHA "Hotel California" (W.A.U.)
- 22-25 MARATHON MAN "Movin'" (EG)
- NEW-26 NITZER EBB "Fun to be had" (MUTE-UK)
- RE-27 BEAUTIFUL PEA... "Every..." (SLAUGHTERBACK)
- RE-28 THE FARM "Groovy..." (PRODUCE)
- 18-29 * S-EXPRESS "Nothing to Lose" (RHYTHM KING)
- NEW-30 CHYPNOTIC "If I Can't Have You" (COCONUT)
- 31-31 THE AGE OF LOVE "Age Of Love" (ZYX)
- 14-32 * SOHO "Hippyckick" (ATCO)
- NEW-33 PLAZA "O-Oh" (NBC-BELGIUM)
- NEW-34 LAURA JACKSON "Dreams" (FLYING)
- 39-35 * OBSESSION "Love Insurance" (ALMIGHTY)
- 45-36 * THE SOUPDRAGON "I'm Free" (BIG LIFE/MERC)
- NEW-37 AFTER ONE "Tom's diner Rap" (ZYX)
- 32-38 DEAD CAN DANCE "Aion (LP)" (4AD)
- 33-39 DEEE-LITE "What Is Love/Groove..." (ELEKTRA)
- NEW-40 HASHIM "Al Naafiysh-90" (FRIENDS)
- 38-41 POWERBASS "I'm The Law" (PRINCIPAL)
- NEW-42 ALTERN 8 "Overload (LP)" (NETWERK - U.K.)
- 36-43 THE DEFF BOYZ "Swing (The Remixes)" (ZYX)
- NEW-44 SA 42 "Dead Is Calling" (PLAY IT AGAIN SAM)
- NEW-45 ALTERN 8 "Can U Steal It" (NETWERK - U.K.)
- RE-46 * CHYPNOTIC "Nothing Compares 2 U" (COCONUT)
- 8-47 MONIE LOVE "Monie In The Middle" (COOLTEMPO)
- 40-48 CARLTON "Cool With Nature" (ffrr)
- 28-49 PETRA & CO "Just Let Go" (BCM)
- 47-50 DIGITAL VAMP "You Can Take..." (R&S - BELGUIM)

BRAND X • New York ♦ D.J. Money Penny 212 431-4360
On The Money:

- QUAZAR "The Seven Stars" (GO BANG! HOLLAND WHITE LABEL)
- ACE OF CLUBS "Tribal Knight" (TALKIN' LOUD -U.K.)
- MENTAL CUBE "Chile Of The Bass Generation" (DEBUT - U.K.)
- RIO RHYTHM "Carnival De Casa" (WHITE LABEL - U.K.)
- THE SOUP DRAGONS "Mother Universe" (BIG LIFE - U.K. PROMO)

TALKIN' IMPORTS...

Another great week for MIKE "HITMAN" WILSON at the top...check out the 'David Morales remixes'...smokin'! Will this be released by ARISTA domestically? Stay tuned. Talk about domestic releases, who's going to pick up *Movin'* by MARATHAN MAN...

As predicted last week, FANTASY U.F.O. continues to build everywhere. As RCA deliberates over the next BLACK BOX release state-side, the *BIGGEST* breakout this week has to be *Fantasy* - check it out!

Get hip to *Dirty Games* by BOONSQWARK ON TEN Records - this import is too hype - play it NOW! Also, slammin' its way to the top in the clubs in New York is the latest from SLAM SLAM *Something Ain't Right* on MCA - get this! INNER CITY has released a double 12-inch of mixes on *That Man (He's All Mine)* on VIRGIN, and they are all exceptional. For possible crossover potential check out INNOCENCE *Let's Push It* on COOLTEMPO and TITIYO *Flowers* on ARISTA - U.K. - excellent female vocals on both these tracks...

REPORTERS - HOT BREAKOUTS

- | | |
|---|--|
| <p>NEW YORK
DECADANCE • New York ♦ Dennis Wakil (212) 691-1013 • DEPECHE MODE, SANDRA, YELL, GRAND PLAY, MISSING CHOIR</p> <p>DOWNTOWN RECORDS • New York ♦ Ralph Soler (212) 924-5791 • FROZEN LIST,</p> <p>LOS ANGELES
PRIME CUTS • West Hollywood ♦ Aaron Willems (213) 654-8251 • BIZARRE INC., J.B.C., LONDON BEAT, TOTAL CONTRAST, RAVEBUSTERS,</p> <p>STREET SOUNDS • Los Angeles ♦ Stephan B (213) 651-0630 • MAN CALLED ADAM, BLACK BOX, INNOCENCE, NEW LIFE, THE OF THE,</p> <p>CHICAGO
D.J. INTERNATIONAL • Chicago ♦ Benji Espinoza (708) 863-5558 • DANCE COMPUTER #3, DOUBLE DEE f/ DANY, HOUSE OF VENUS, MC B F/ DAISY, MIKE "HITMAN" WILSON,</p> <p>GRAMAPHONE RECORDS • Chicago ♦ Andy Moy (312) 472-3683 • BROTHERS IN RHYTHM, CHARLATANS, JBC, POP WILL EAT ITSELF, SISTERS OF MERCY,</p> <p>IMPORTS ETC • Chicago ♦ Satcy Wellons (312) 922-5151 • M.C. B, DE LKON SUPERJACK, D.N.A., MICA PARIS, POWER JAM, SATURDAY'S ANGELS,</p> <p>SAN FRANCISCO
BUTCH WAX • San Francisco ♦ Greg (415) 431-0904 TITIYO, B52'S, JOCELYN BROWN, MICA PARIS, TURNTABLE HYPE,</p> <p>SOUL DISCO • San Francisco ♦ Bob Griffith (415) 431-1758 • DIGITAL UNDER, d.n.a. f/S. VEGA, MONIE LOVE, SNAP, STEVIE V.,</p> <p>STAR RECORDS • San Francisco ♦ Christi (415) 552-3017 • BLACK BOX, FANTASY U.F.O., MONIE LOVE, SOUL FAMILY SENSATION, SOUL PATROL,</p> <p>PHILADELPHIA
SOUND OF MARKET • Philadelphia ♦ Dywane Budd (215) 925-3150 • BLACK BOX, JOCELYN BROWN, J. GILL, RAW SEX,</p> <p>DETROIT
OFF THE RECORD • Royal Oak ♦ Lee Rosenbloom (313) 398-443 • THE CURE, FRONT LINE ASSEMBLY, NIRVINA, THE GRID,</p> <p>BUY RIGHT MUSIC • Detroit ♦ Jeffrey Woodward (313) 864-0219 • FANTASY U.F.O., A GUY..., AFTER ONE, FIERCE RULING DIVA,</p> | <p>DALLAS
AUTOBAHN • Dallas ♦ Jeff Payne (800) 922-4674 • BEAT IN TIME, BIGOD 20, DUSTY SPRINGFIELD, GIPSY & QUEEN, LINDA ROSS, SA 42,</p> <p>OAKLAWN • Dallas ♦ David Hilzendager (214) 521-0350 • AWESOME, B 52'S, FANTASY U.F.O., KEY ZERO, SATURDAY'S ANGELS,</p> <p>VVV • Dallas ♦ Neil Caldwell (214) 522-3470 • THE CURE, SIGNAL AOUT, MEAT BEAT..., THE SHAMEN, TACKHEAD,</p> <p>BOSTON
DANCE MUSIC PLUS • Boston ♦ Jerry Warren (617) 567-5200 • BEAUTIFUL PEA GREEN BOAT, CARTUCHE, DIGITAL VAMP, PHIL COLLINS, STEVE V.,</p> <p>VINYL CONNECTION • Boston ♦ Carol Mitro (617) 536-2560 • ANGHELUUS PROJECT, BLUE SUNBEAM, BOONSQWAWK, SLAM SLAM,</p> <p>Market N° 9
D.J. OUTLET • Baltimore ♦ Marc Henry (301) 276-6233 • BLACK BOX, BLAPPS POSSEY, MC JAY & CIMA, NEMISIS, TURNTABLE HYPE,</p> <p>12 INCH DANCE RECORDS • Washington ♦ Alice (202) 659-2010 • BLACK BOX, DUSTY SPRINGFIELD, GIPSY & QUEEN,</p> <p>METRO STEREO • Baltimore ♦ Simon (301) 669-0503 • NUMARX, BLACK BOX, M. LOVE,</p> <p>HOUSTON
MEGAZONE • Houston ♦ Joseph Tranvan (713) 520-1603 • BIGOD 20, MIKE "HITMAN" WILSON, M.I.K.E., SMILEY & P.J., THE SHAMEN,</p> <p>RECORD RACK • Houston ♦ Bruce Godwin (713) 524-3602 • CABARET VOLTAIRE, FRONT LINE ASSEMBLY, JAM ON THE MUTHA, PARIS ANGELS, THE FARM,</p> <p>MIAMI
CARJUL RECORDS • Miami ♦ Carlos Estrada (305) 444-6303 • LINDA JO RIZZO, MYSTIC, TECHNOTRONIC, 2 STATIC, LEE MARROW</p> <p>PITTSBURGH
JIMS • Pittsburgh ♦ Jim (412) 621-3256 • CHARLATANS U.K., CRIME IN THE..., IGGY POP, S. O'CONNOR, DARLING BUDS,</p> <p>CINCINNATI
CULTURE 7 • Cincinnati ♦ Andy Reynolds (513) 821-7783 • JBC, RECALL 4, SHAKTI, SAINT ETTIENE, TOM TOM,</p> |
|---|--|

* A Domestic Version Is Now Available (Mixes May Vary)

NEW RELEASES

TOP 40

BAD COMPANY "If You Needed Somebody" (ATCO)
THE BROJOS "Slow Motion" (WARNER BROS.)
DURAN DURAN "Serious" (CAPITOL)
DON HENLEY "New York Minute" (Geffen)
HI-FIVE "I Just Can't Handle It" (JIVE/RCA)
KON KAN "Liberty" (ATLANTIC)
LOUIE LOUIE "Rodeo Clown" (WTG/EPIC)
GLENN MEDEIROS "Me - U = Blue" (MCA)

NELSON "After The Rain" (DGC)
THE PRETENDERS "Sense Of Purpose" (WB)
TOMMY PUETT "Kiss You All Over" (SCOTTI BROS.)
SURFACE "The First Time" (COLUMBIA)
ROGER WATERS & THE BLEEDING HEART BAND
f./CYNDI LAUPER "Another Brick In
The Wall (Part 2)" (MERC.)
STEVE WINWOOD "One And Only Man" (VIRGIN)

ROCK

THE ALARM "The Road" (I.R.S.)
BLONZ "Last Call" (EPIC)
BYRDS "Love That Never Dies" (COLUMBIA)
COLD SWEAT "Let's Make Love Tonight" (MCA)
COMPANY OF WOLVES "My Ship" (MERCURY)
ELECTRIC BOYS "Psychedelic Eyes" (ATCO)

FIREHOUSE "Shake & Tumble" (EPIC)
JEFF HEALEY BAND "Full Circle" (ARISTA)
ROBERT PLANT "Nirvana" (ATLANTIC)
SCORPIONS "Tease Me, Please Me" (MERCURY)
STEVE WINWOOD "One And Only Man" (VIRGIN)

ALTERNATIVE

10,000 MANIACS "Hope Chest" (ELEKTRA)
THE ASSOCIATES "Fire To Ice" (CHARISMA)
FALLING JOYS "You're In A Mess" (I.R.S.)
ROBIN HOLCOMB "Nine Lives" (ELEKTRA)
REAL LIFE "Kiss The Ground" (CURB)

RIDE "Like A Daydream" (REPRISE)
DARDEN SMITH "Trouble No More" (COLUMBIA)
THEY EAT THEIR OWN "Like A Drug" (RELATIVITY)
TRASH CAN SINATRAS "Only Tongue Can Tell"
(POLYDOR)

FACE-OFF (from page 9)

rotation and let the listeners decide, and on average I think that takes about three weeks. Some songs may take longer than others, but as soon as we know it's happening, we'll add it."

Martino did say that some artists, however, don't need to be tested if they have proven themselves in the market. "If Bobby Brown came out with a new song today, we'd probably add it right away, because he's been so successful in the past and his sound is pretty much a basis for this radio station," Martino explains.

Programmers are torn between keeping the record companies happy and keeping their listeners happy, says Martino. "I'll add the record, but if three weeks later I find out it's not happening, I'm going to drop it," he says. "If they pressure us to report that add, in some cases it's going to backfire on them, because they forced our hand prematurely.

"My listeners don't care if a song is an add or not," continues Martino. "The record company's main concern is obviously to sell records, and that makes this add thing kind of aggravating to someone whose primary concern is making their listeners happy. If we're playing a record without adding it, and three weeks later we stop playing it because something stronger came out, then no one gets hurt. But if we do give them the add initially and then drop it after three weeks, the label will be angry with me."

Martino looks forward to the day when technology will be able to monitor playlists accurately so that labels will be able to know exactly what songs are being played, thereby rendering the current "honor system" obsolete.

"This whole system of labels not being sure what records we're playing or not playing really worries me," he says. "I'd rather worry more about my listeners, and less about label politics. At the same time, I understand that the labels have a job to do..."

WAUGH (from page 9)

TOO SHORT, has reached three quarters of a million in sales in less than a month, despite the fact that single *The Ghetto* is not receiving a proportionate amount of airplay.

"The song delivers a very heavy message that needs to be delivered in major markets," says Waugh. "It's a message about ghetto life, and it doesn't hold any punches. It has a very huge street following."

All this, and we haven't even mentioned the record that Waugh touts as "the hottest record we've had all year long" - **Stevie B's** *Because I Love You (The Postman's Song)*.

"The reason we came out with this was because (KMEL-San Francisco MD) Hosh Gureli and (Q106-San Diego PD) Kevin Weatherly asked us to release it," beams Waugh. "Wouldn't you know, it turns out to be the biggest requested record we've had all year!"

Waugh also warns to be on the lookout for a band from Waco, Texas called **Hi-Five**, and for the new one from **Jaya**, due in early November.

"The song is called *One Kiss Per Minute*, and people are just going to be in love with this artist," claims Waugh. "Everybody at RCA is already in love with her!"

Waugh credits his national Top40 promo staff of **Geary Tanner, Bonnie Goldner, Vicki Leben, Skip Bishop, Randy Ostin** and **Chris Hensley** with ensuring that the airwaves remain filled with the sounds of RCA, and adds that one other person has made quite an impact as well.

"With **Joe Galante** coming in as our new President, we've become more focused," says Waugh. "We've cut over 20 artists already, so we have fewer artists to work and are therefore able to spend more time on all of them."

There may be fewer artists at RCA, but you wouldn't know it by listening to the radio.

MAXI PRIEST (from page 9)

personally find a challenge."

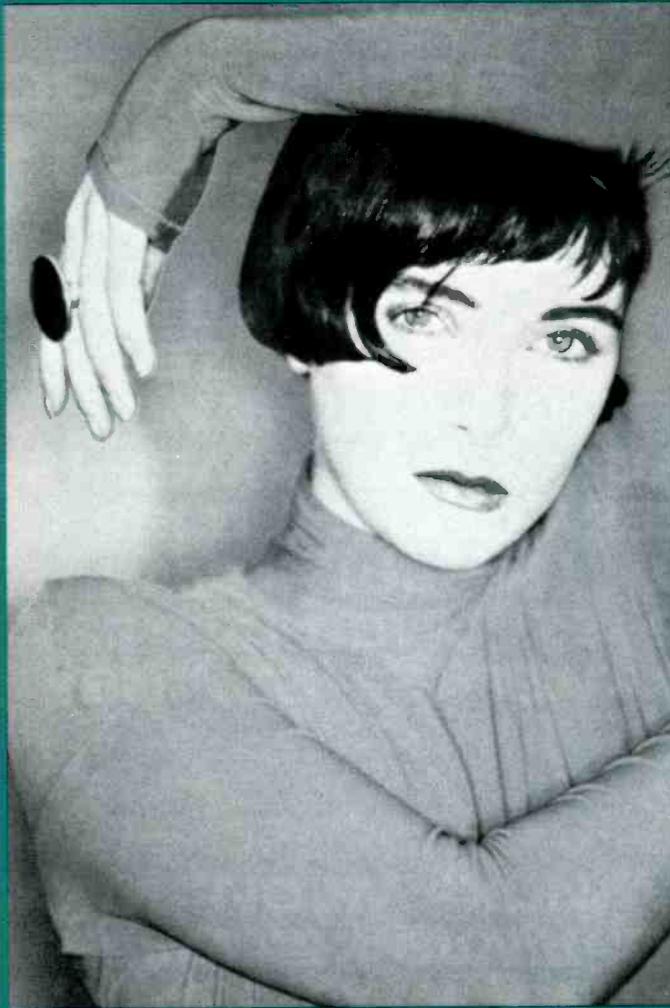
Maxi has made it big in the grossly competitive world of pop music with a sensitive mid tempo blockbuster called *Close To You*, a song whose dazzling refrain has instantaneous appeal, the kind that programmers search their desks for with fine-tooth combs yet seldom find. But there is more than just one song to justify CHARISMA's and the public's faith in Maxi's diverse grabbag of talents - for example, the help of some of the most skilled writers and producers in England.

When *Close To You* finally runs its course (it recently peaked at number three on HITMAKERS Mainstream Chart), there are plenty of other nuggets that CHARISMA promo titan **Bob Catania** can pull out of his hat: *Space In My Heart*, which melds a tender and compassionate lyric with a homespun sensibility, or a number of dance tracks that sound so vibrant they almost could have come from the mind of a... well, Jazzie B. for instance. Look at the album credits and you'll discover the link: Mr. B co-produced the album. Though Maxi confesses he doesn't write much on the album, he does have the gift of injecting his own personality into the musical framework provided by the writers.

"When I do a song, it becomes my own," he says. "Many of the songs I perform people assume I've written, because there is a common strain that links them together in people's minds. I guess that's just my personality comin' through."

Exactly, and it's Maxi's personality behind the song that the people at CHARISMA are celebrating as one of their biggest to date. Maxi Priest is a new breed of artist that has instilled reggae and ska with a new sensibility and sheen, spotlighting the burgeoning potential of this mystical and captivating strain of music for once skeptical programmers to see and believe in. And Maxi is the priest of the Kingdom.

CATHY DENNIS



A HITBOUND!
A CRUSADE!

"Just Another Dream"

POWER106- AL TAVERA/Asst. PD/MD- "A one-listen record for POWER 106. A perfect radio record with a feel-good, uptempo sound to it."

KMEL- HOSH GURELI/MD- "With the current lack of uptempo hits, *Just Another Dream* boldly stands out as a much needed upbeat jam!"

HOT97.7- KEN RICHARDS/PD- "A great tune with the familiarity of a D'Mob single-uptempo, happy with strong vocals."

KROY- JEFF McCARTNEY/PD- "Sounds like a hit! She has unique, strong vocals and a happy, infectious sound."

Y107- LOUIS KAPLAN/PD- "D'Mob was very successful in this market and solo Cathy Dennis is even stronger - this is a hit!"

JUST ADDED:

POWER106

KMEL

WXKS-FM

WZOU

POWER104

POWER99

KHTK

WLOL-FM

HOT97.7

KROY

KWOD

KTFM

KC101

Y107

KBOS

KFFM

KISR

KRQ

KSMB

KWIN

KZFM

KZII

Q104

WFMF

WILI

WQXA

WRCK

WWCK (#38)

ALREADY ACTIVE AT:

B96 (D#30)

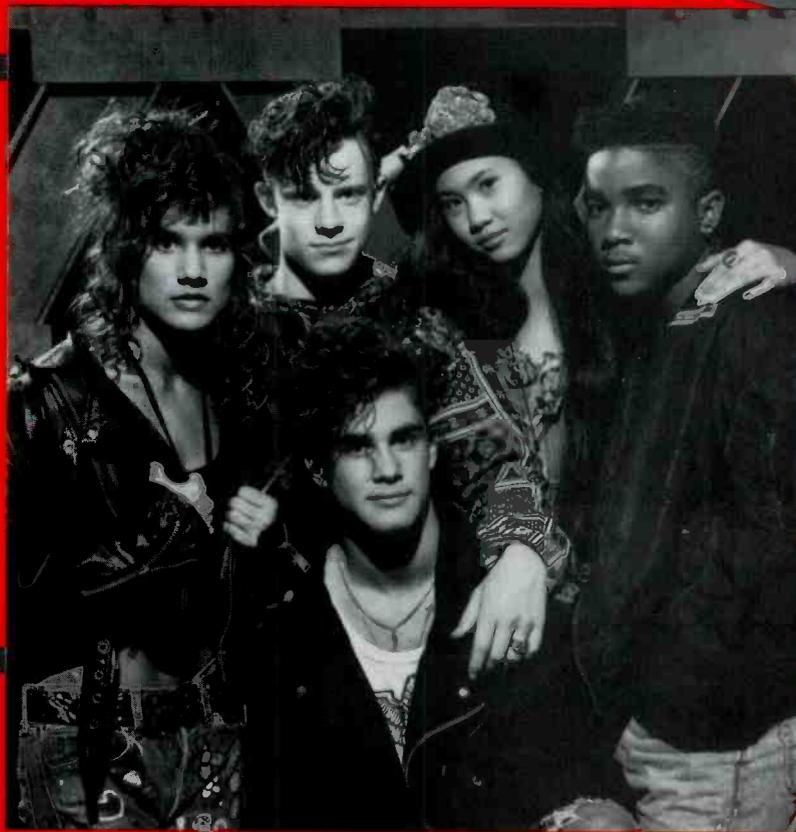
WKSS (25-21)



THE PARTY

"I FOUND LOVE"

B96 (Add)
KROY (D#35)
MAJIC102 (Add)
Y107 (35-32)
WGTZ (30-24)



K106 (Add)
KCAQ (Add)
KFTZ (D#38)
KG95 (D#40)
KISR (37-31)
KJLS (36-29)
KMOK (Add)
KOKZ (Add)
KOYE (Add)
KRRG (Add)
KYRK (Add #40)
KZOR (Add)
LIVE105.5 (35-32)
WNYP (D#35)
WOKI (Add)
WSPK (Add)

**A HITBOUND!
A CRUSADE!**

KROY-Jeff McCartney/PD- "Consistently scores high requests and makes the TOP 9 at 7! Starting to see retail!"

WGTZ-RANDY ROSS/MD- "Instant phones after testing. This group is generating humongous interest. What a perfect nighttime record! Kickin' in our TOP 8 at 8."

Y107-LOUIS KAPLAN/PD- "After the success of the first single and a good reaction from a limited test on this one, I Found Love was a natural!"

KISR-BOB CHASE PD/MD- "The phones are going crazy. Strong teens spreading into other demos! It's a party around-the-clock!"

KFTZ- RICH SUMMERS/PD- "For a perfect teen reaction record, look no further..."

K106-NEIL HARRISON/PD- "Major label support translates into hit! Sales and phones in Beaumont concur!"

The fall follow-up to the smash "Summer Vacation."

From the new album

THE
PARTY

Produced by JELLYBEAN for Jellybean Productions, Inc.



JEFFERSON WARD, Program Director, KISS95.7, Hartford

by Kevin Carter

WHAT BIZARRE TWIST OF FATE LED YOU TO A CAREER IN RADIO?

I distinctly remember when I first became curious about the business. I grew up in State College, Pennsylvania, and I listened to a nice Top40/AC AM station, WMAJ. I was 16 years old, and I was home from school with a terrible fever - so maybe it was destiny because you've got to be a little crazy to be in this business - and I was listening to the radio, which was the only thing I was able to focus on because I had a high temperature. I started to become curious about how everything went together, and after I got well I called WMAJ and told them I wanted to get into radio, not knowing anything about what I was doing. One thing led to another, and I started working my way into it. I ended up working there for three years after graduating from college from 1976-'79 - and then I moved on to Allentown.

SO YOU GOT OUT OF COLLEGE AND GOT A JOB AT THE STATION YOU GREW UP LISTENING TO. WERE YOU A JOCK AT WMAJ?

At first I was a jock, then Assistant PD, then PD.

HOW DID YOU GET THE PD JOB?

The program director who had been there, Doug Flodin, went on to Fresno to program KYNO. I was the Assistant PD at the time, so I was given the PD position. I was 23 years old and it was certainly a great opportunity for me, but looking back on it I was more or less just feeling my way through it, not really having anybody to teach me the ways.

WERE YOU NERVOUS?

Yes, but also very excited. I had been a station manager my senior year at my college radio station at Penn State, which was a 1000-watt FM and the second largest organization on the Penn State campus. We had a huge staff, and I had enjoyed being a leader and helping other people grow. I certainly enjoyed the opportunity I had at State College in my first program director position.

DID YOUR LEADERSHIP QUALITIES COME NATURALLY TO YOU?

For some reason they did, and I don't know why. It was something I never really knew was part of me until my experience in college radio. Nowadays there are an awful lot of guys in the business who know a lot about music rotations, promotions and research, but I think the ability to motivate people is the real key, and that's my greatest strength - my ability to manage and motivate people.

SO YOU'RE SAYING RADIO HAS GOTTEN CLINICAL AND TECHNICAL, AND HAS LOST THE "PEOPLE" ASPECT.

People who read the HITMAKERS interviews are able to gain a lot of insight into programming philosophy, music rotation concepts and promotion tactics. These are things you can read about and pick up. But management skills are something you either have or don't have. After a manager is in any position for a while - whether it's a general manager, program director or sales manager - it becomes very clear whether or not you're able to develop a good relationship with your staff. If you can, you go on; if

you can't, then you look for another job.

GETTING BACK TO YOUR PROGRESSION, MOST OF YOUR EARLY CAREER WAS SPENT IN PENNSYLVANIA.

Yes, but not by plan, just by chance. When I was ready to move on from State College, I sent out quite a few tapes and ended up getting some really nice feelers. But the one that came first and the one that was the most attractive was WAEB-AM in Allentown, which in its time was a pretty well-known and well-respected Top40 radio station.

THAT WAS ABOUT THE TIME AM WAS BEGINNING TO WANE.

That's just what happened. I was doing 6 to 10 at night and was the music director, and while I was there, FM slowly started to make some inroads and became a real legitimate place to program hit radio. Being an AM station, we started feeling the effects from an automated FM AC station, just because the music sounded better and was on FM. Then a large Top40/AC hybrid went on the air in about '82. At that time our station was up for sale, and we gradually transitioned to an AC. Then it was time to move on again, because while it was a wonderful time for me doing music, I discovered as the station went AC that I really belonged in Top40.

THEN YOU FINALLY HAD THE CHANCE TO REALIZE YOUR DREAM OF WORKING IN A MAJOR MARKET WHEN YOU MOVED ON TO PHILADELPHIA.

I stopped in Wilkes-Barre for a year, which helped me grow in a lot of ways because I was working at a really good FM, KRZ-FM, and was able to develop my Top40 skills to another level. It absolutely was a realization of a lifelong dream to work in Philadelphia. WCAU-FM was Mike Joseph's first big hot hits radio station, and it essentially revitalized Top40 radio. At that time so many Top40 stations across America were starting to play Christopher Cross, Robbie Dupree and Michael McDonald, sort of soft rock music. All of a sudden here comes this really current intensive radio station in Philadelphia that makes a lot of noise and wakes up a lot of people. They were turning over their powers about every hour and ten minutes, and it was very exciting. They would run as many as five jingles in a row, and the talent was absolutely incredible. That was where I wanted to go. I always wanted to work in a major market as a jock, and when I got the call from Scott Walker to come down there and work, I literally leaped into the air. I was so excited. It was a moment I will never forget. That was a turning point in my career. When I got the job in Philadelphia, I very quickly realized that I had to rise to a higher level.

YOU REACH DOWN INSIDE AND FIND SOMETHING YOU DIDN'T KNOW YOU HAD.

Exactly. I had never been forced to be better. I had been at radio stations where I got no critiquing at all, and so all the growth I had undergone to that point was from my interest and passion for radio and from my listening to other radio stations and just trying to sound better. In Philadelphia I went through weekly critiques, and at times I was just beat up and bruised by my program director, Scott Walker. He made me so much better. He taught me the basics of radio, to

challenge myself every single day. I was 29 years old when I got to Philadelphia, and in many ways I was just learning about the business. After I had been at 'CAU for about nine months, Scott Walker and our general manager, Vince Benedict, approached me about doing promotions for the radio station. They wanted to change the promotional direction of the radio station and give it a much more Hollywood and street feel, where we would be anywhere and everywhere. I had never done promotions, but I felt this was an opportunity to grow and contribute. It's difficult for me to convey in an interview all the emotions I felt while I was at 'CAU, but I was working with a wonderful group of people. Scott Walker; Vince Benedict; Glenn Kalina, the music director; Billy Burke, who is now at Y95 in Dallas doing afternoons; Paul Barsky, who was doing mornings; Rich Hawkins, who is now in Pittsburgh; Terry Young, who most recently was at 'DFX in Detroit; Christie Springfield; and Bill O'Brien, who is now working at EAGLE106 in Philadelphia and Z100 in New York. They were all such great people, and to work around them and feel that as promotions director I was going to have the opportunity to help the radio station to achieve more, was a challenge that I relished and went after passionately. It was a great moment for me. It helped me get my first real tough programming assignment, which was back in Allentown.

DID YOU RETURN TO ALLENTOWN BECAUSE YOU FELT THE NEED TO GET BACK INTO PROGRAMMING AGAIN?

The guy who had been my PD there, Jeff Frank, was now the general manager of WAEB-FM. The AM had become a full service AC, and WAEB-FM was kind of a light AC. CRB Broadcasting felt that there was an opportunity to put on a Top40 station and win in the market. At the time there was just one Top40, WQQQ (Q100), and so I went to WAEB-FM in January '87 and signed on what was essentially a brand new radio station. We still used the call letters WAEB-FM, but minimally. We basically identified the radio station as LASER104.1, because when we went on the air, CDs were just starting to become a big part of the industry. It was so novel that our major position when we went on the air was that all of our music came from CDs. We played everything directly from CD players. We were one of the first stations in the country to receive the Technics SLP 1200 CD player, which is now fairly common, but which very few stations had at the time. I stayed there for two years, took the station to the dominant Top40 position, and in December of '88 I was named Program Director of the Year for the company. And a month later I was fired.

WHAT BROUGHT ABOUT THIS SUDDEN REVERSAL FROM BEING PD OF THE YEAR TO BEING OUT ON THE STREET?

The best way to say it is that there were philosophical differences. After that I was doing some part-time at Q102 in Philadelphia. Mark Driscoll had just put the station on the air and was in need of some jocks, and a couple real good guys - Scott Shannon and Shadow Steele - called Mark and told him about me and that I was out of work. Mark was just great. I worked for him for two months and learned a lot. It's funny - I was out of work, and yet at the same time I had the opportunity all of a sudden to go to work for a guy that I'd read and heard about. I learned some

(See JEFFERSON WARD page 48)

INTERVIEW

JEFFERSON WARD

(from page 47)

really interesting things from Mark. He's a very talented programmer. I still enjoy talking to him. He does our voice work here, and I talk to him every few months. He has been supportive of my very difficult battle here, and he certainly has contributed greatly because his voice work is immaculate. He's the best.

THIS BRINGS US TO THE PRESENT TIME, WHICH IS, OF COURSE, KISS95.7 IN HARTFORD. HOW DID WORKING PART-TIME AT Q102 IN PHILLY LEAD INTO THE PD JOB AT KISS95.7?

Again, this was partly Scott Shannon's doing. He called our operations manager and morning man, Jeremy Savage, the second day that I was out of work, and told him about me. Jeremy then called me and told me he was assigned the job of tracking PD candidates. So I sent my material up to the station and interviewed with VP/General Manager Tim Montgomery and Jeremy, once in February of '89 and once in March. I started here March 20, 1989.

HARTFORD HAS ALWAYS BEEN WTIC TERRITORY. HOW HAS IT BEEN GOING UP AGAINST THEM?

They are the heritage Top40, there's no doubt. The AM station has been on the air for 50-plus years, with the same morning guy, Bob Steele. The FM has been on for about 15 years, and they have a television station, 'TIC-TV. These are all the things that I came in to fight, the heritage AM, what was already a heritage FM, and an ability to totally market all stations with the television station. 'TIC is a very, very good radio station. They were then, and they still are. It's one thing to go up against a heritage station, period; it's another thing to go up against them when they're really good.

DID YOU PERCEIVE ANY WEAKNESSES IN 'TIC WHEN YOU FIRST CAME INTO THE MARKET?

Yes. I started watching record sales immediately, and a lot of music was selling that wasn't being played by them, primarily music with a rock texture. 'TIC was a dance leaning Top40 playing very little rock music in any form. There were records showing up in retail that had no airplay at all, so we put on more of a mass appeal sound. Although we played Bon Jovi, Aerosmith and Def Leppard, we had a dance lean. But basically our station was much more mass appeal in its sound than 'TIC-FM. But they very quickly began playing all of the music that they had not played before.

THEY REACTED TO YOU.

Absolutely. And because they are the heritage station they continued to do very well, because at the time they were making and breaking the hits. Regardless of what we did people would remember the heritage station, whether it was filling out an Arbitron diary or answering a Birch phone call. We've gone up every book 18-34 since I've come here, and that's been the target all along. But they were really holding their own and doing very well. In January of this year, in careful consultation with Tim Montgomery, we made the decision to take the station in a dance Top40 direction, and so now we are a dance leaning Top40. We played Wilson Phillips, but we didn't add *Hold On* until it went top 15 and we didn't add *Release Me* until it went to number one. We played the B-52's and Depeche Mode early, but the dance stuff we've gotten from the street, the clubs, retail sales and from the great ears we have at this radio station. My music director, Chris Walsh, has great ears. I've got a staff of extremely talented people who all contribute to the

sound, and as a result of all of their efforts, we've been making some more strides.

LET'S TALK ABOUT THE JOCK LINEUP.

Jeremy Savage has been doing mornings for six years. I work from 9 a.m. to 11 a.m., and then Shawn Murphy works from 11 a.m. to 3 p.m. From 3 p.m. to 7 p.m. is John McMann, and from 7 p.m. to midnight is Robin King.

DOESN'T JOHN McMANN ALSO HOST A VIDEO SHOW?

In June of '89 we went on the air with a video TV show called *KISS TV, The Music Video Show*, which airs Friday nights at 10 p.m. on a local station with John as the host. We feature five current videos in a half hour, we do concert information, and John provides lots of artist information. We shoot the show at a nightclub, and it's tremendous exposure for the station. The imaging, the marketing aspect of having a television show on prime time Friday night - it's a great showcase for the radio station and for John. He is an extremely talented young man. It's a real pleasure working with John.

WHAT ELSE IS KISS95.7 DOING TO MAKE THEIR PRESENCE KNOWN AND TO MAKE THE COMPETITION A LITTLE APPREHENSIVE?

We have a couple benchmarks of the station that really help us. *KISS TV* is one, and we also have the "KISS Phone," which is a digital information center. Listeners can access it with touchtone phones, and we provide a lot of services and do some contesting through it. We have the "KISS Club," which is a live radio show Friday and Saturday nights that takes place in a nightclub and features our full-time personalities. Our music director Chris Walsh mixes all the music, and he is without a doubt one of the premier club DJs in the country. Chris does customized mixes for the radio station, and he has a show which runs on radio stations in Japan and Germany. He also produces a show for us called *The KISS95.7 Supermix*. We run *The KISS95.7 Supermix* Saturday nights, leading into the KISS Club, which kicks off at 9 p.m.

DO YOU HAVE A STATION VAN AND THE USUAL PROMOTION STUFF?

We have the station van, and we're tied into all the major concerts. We always have a strong presence at all major concerts with the van and with jocks. We are also in nightclubs all over Connecticut. Connecticut is a small state and our signal covers a good portion of it, and as a result we are able to legitimately have a strong presence in nightclubs all over the state. It's a big area to cover, but it's also part of what makes the station this successful.

DOES 'TIC FEEL SOME HEAT FROM THIS?

I think 'TIC has carved their own niche and has their own sound, but they've reacted to us in a lot of different ways. They're very smart broadcasters, and I can understand why they do most of the things they do. They made some mistakes in the Spring book which allowed us to have a lot of growth and caused them to suffer some ratings decline, but they're a much stronger station now than they were three or four months ago.

AS THE OLD ADAGE GOES, A GOOD COMPETITOR WILL BRING OUT THE BEST IN YOU, WHICH THEN FORCES THEM TO BECOME A BETTER RADIO STATION.

They've always been good, but I think they perhaps

felt a little invincible. They've become much stronger, and I think they've strengthened their position by unloading a ton of cash. It's almost unbelievable that a station in a market of this size can do that, but they've been so successful for so long that they have deep pockets, and they've reached into their pockets. They had a bumper sticker campaign for the summer in which they gave away five cars. That alone was pretty incredible. They blitzed the market with 650,000 bumper stickers, more than they've ever done before. During the initial part of the campaign they gave away a lot of prizes, but not a lot of cash. As soon as the Spring book came in, and we had beaten them 18-34 and 12-24 - and had almost beaten them 12+ - they started giving out cash left and right to people with bumper stickers. I heard somebody get pulled over, and the entire carload of people received \$100 bills each. In mid-September they announced a \$96,000 free money song game: \$1000 dollars a day, \$3000 on Thursday. That is absolutely amazing.

WE'VE ALL HEARD HORROR STORIES ABOUT COMPETITIVENESS IN THE MARKETPLACE GOING TO EXTREMES. BUT WITH YOU AND TOM MITCHELL, I DON'T SEE THAT HAPPENING IN THIS MARKET. HOW IS THE BATTLE GOING? IS IT STAYING ABOVEBOARD?

Yes, I think it is. I met Tom a couple of years ago at an R&R convention, and he's a real nice guy and also a real hard worker. It goes beyond Tom Mitchell, too. I think Tom Barsanti, their vice president of programming, has a lot to do with the whole scheme of things over there. I think the two of them together have decided to make sure they win because they're doing things right, not because they're slashing the tires of their competition. Our approach has been the same. I see Tom Barsanti as one of the premier programmers in America. He's a very smart man, and he's has given that radio station tremendous consistency despite the comings and goings of a number of PDs. He has worked with some PDs who are now extremely successful, such as Garry Wall, Lyndon Abel, Dave Shakes, and now he and Tom Mitchell are working to make that station very strong.

SO YOU'VE CHOSEN THE PEACEFUL COEXISTENCE ROUTE, WHICH IS NO DOUBT BETTER FOR ALL CONCERNED.

Yes, I think so. Every market is different and every company has a different philosophy, but Hartford, Connecticut is an area that is very conservative, very white collar, and I don't think it's the right environment for that sort of battle. In another market or another company I could be operating differently, but in this market this is the way to operate.

ANY CLOSING THOUGHTS ABOUT YOUR FUTURE PLANS OR GOALS?

I feel very secure and stable here, which is a real nice feeling. I have a great relationship with my general manager. Tim Montgomery is a very fair person, but he is also a demanding individual who has forced me to be better. There is no doubt that I've experienced my greatest growth here partly because of the competitive situation and partly because of the nature of my general manager. He challenges me always to be better. I can't say where I'm going from here; I guess I sort of let the wind blow the way it will, and we'll see where I land. At this point I have an absolute commitment to making this station better and stronger. We're facing very difficult competition right now. The \$96,000 cash promotion and a marketing campaign to support it will make this a very difficult situation, because we are such a small company compared to Chase Broadcasting. But it will make me a better programmer.

HM

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One Of **HITMAKERS** Most Added with **60 Adds!**
A Crusade! A Hitbound!

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THE VAUGHAN BROS.

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A Hitbound! MTV Active! VH-1!

Y95 (Add)
MIX96.5 (Add #24)
B100 (Add)
KSAQ (38-28)
STAR93 (Add #25)

KISN (33-30)
KJ103 (26-23)
WKZL (Add)
99.9KHI (25-19)
K106 (40-33)
KISR (D#37)

KJLS (Add)
KTRS (Add)
KTUX (22-18)
WAZY (Add)
WJMX (31-21)
WSPT (30-19)
and more



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TOP 10 SALES EVERYWHERE!

TOWER NATIONAL #1
SOUND WAREHOUSE #1
LECHMERE #1
KEMP MILL #1
J&R #1

ROSE RECORDS #1
TITLE WAVE #1
RADIO DOCTORS #2
PEACHES/MIAMI #2
PLASTIC FANTASTIC #2

CML ONE STOP #4
MICHIGAN WHEREHOUSE #4
BELIEVE IN MUSIC #6
TRANSWORLD #7
and **MANY MORE!**



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LIVING COLOUR

"Type"

HITMAKERS Top 25 Album Sales Nationally!

ALTERNATIVE: #1 From Gold LP **TIME'S UP** MTV Active Rotation

HOT ALBUM SALES:

SOUNDWAVES, Houston (11),
WATERLOO RECORDS, Austin (12),
A WILK RECORDS, Livingston (10),
TOWER RECORDS, Philadelphia (8),
WIN RECORDS, Elmhurst (13),
J.E.K., Baltimore (12),

RECORD THEATRE, Baltimore (11),
CML 1-STOP, Maryland Heights (13),
EEL KARMA RECORDS, Carmel (4),
REC. EX'NGE., Mayfield Village (14),
TOWER RECORDS, San Diego (8)
and **MANY more!**

99.9KHI (D#40)
KEWB (Add #34)

WRTB (33-28)
WTHT (Add)

WYYS (D#35)
and more



It's an ocean-going CANDI Extravaganza, as IRS RECORDS recently hosted a gala dinner/track date/cruise around San Francisco Bay to promote the new album by CANDI. (Pictured tossing around in the high seas, from left : HITMAKERS Director of Top40 KEVIN CARTER, Q102-Philadelphia MD PAM GRUND, KBOS-Fresno MD DON PARKER, CANDI, and IRS VP of Promotion, BARRY LYONS.

On the heels of the naming of MARC BENESCH as the head of promotion of JIMMY IOVINE and TED FIELD's new INTERSCOPE label comes word that EAST-WEST Records has signed on to distribute them through WEA. All of the elements have not been worked out yet, but both parties do have an agreement in principle. The complete story will appear soon in **HITMAKERS!**

Congratulations to LESLIE FRAM, PD of WABB-Mobile on the big move to POWER99-Atlanta as APD and a member of "The Breakfast Club". Fram is looking forward to her new challenge, and sez, "Rick Stacy is a brilliant programmer who I look forward to working with, both on and off the air. BILL PHIPPEN is a phenomenal GM who has a great understanding of talent. I'll also have the chance to work with one of my best friends, MD LEE CHESNUT again." (He was previously MD at WABB and WAPI-Birmingham.) "I have nothing but the highest respect for TOBI GERSON as a person and as Operations Manager. Their commitment and passion for radio is evident by the sound and success of POWER99, and I'm proud to be a part of this team in America's Olympic City!!!" After Leslie stopped to take a breath, she announced that she will be seeing all of her radio friends at the HITMAKERS Southern Regional Seminar November 9th and 10th in Birmingham.

(Geez, what a blatant plug for this seminar!)

Home Watching Oprah:

SELBY EDWARDS, long-time PD of KHFI-Austin (K96.7, formerly K98) is out, along with MD/Night Jock CLAYTON ALLEN. The new PD is ROGER ALLEN, who was the original PD of KQFX, before they were bought by Joyner Communications and swapped frequencies with KHFI a few weeks ago. Previously Allen worked as APD of KTFM, and was afternoon drive jock at KITY, both in San Antonio. KHFI is still awaiting call letter approval from the FCC. CLAYTON ALLEN can be reached at (512) 343-8008.

BOB FORSTER, PD/Morning Guy at WOMP-FM-Wheeling, W. Va, is out despite #1 ratings after almost 6 years, due to "budgetary constraints." He is actively seeking his next programming challenge. Call him today: (614) 695-6312.

Another Rock40 bites the dust as Midwest Communications tanks the staff of KDWZ-Des Moines and simulcasts AM KIOA's oldies format. That leaves PD T.J. MARTENS and staff looking. Reach T.J. at (515) 277-7143.

By our count, that leaves America with but five Rock40 outlets. Two of those - WAAF-Worcester-Boston and WRQK-Canton have reupped with consultant JOHN GORMAN.

Now joining Rock40 on the endangered list are not one, but two, California Rock PDs. The Northern Cal guy is apparently gone as soon as his station closes with his replacement. The SoCal victim is trying to survive a severe Summer ratings downturn.

Inbound This Week:

As we've been hinting at recently, look for former Z99-Oklahoma City PD BRETT DUMLER to be named the new APD/MD of WAVA-Washington.

And as we told you last week, BILL PASHA is indeed the new PD of Group W's STAR105-Dallas. He's still commuting back and forth to Jacksonville, but reportedly has already hired a new morning guy who has it "made in the shade." THE EAR also hears that he may be hiring a new APD/MD from within the Dallas market.....

RUSTY HUMPHRIES has joined KEGL-Dallas as Morning Show Producer for DAVE KRADDICK. Humphries comes from WPLJ-New York and heads up the TM Comedy Network.

Speaking of WPLJ, five-year night rocker A.J. from WTIC-FM-Hartford has made the Quantum Leap, as he steps into the large shoes vacated by DOMINO to do nights at 'PLJ, as of Oct. 29th.

WOVV-W. Palm Beach welcomes RICK LOVETT for middays/production from WQID-Biloxi, where he is APD/MD and is currently doing weekends at B97-New Orleans. PD DAVE DENVER sez, "Rick will be an integral part of this station from the minute he starts on November 1."

JEFF KELLY from I-95-Birmingham has packed his thermal jockstrap and joined Z104-Madison for nights under the name JOHNNY DANGER.

Looking This Week:

And while we're on the subject of Z104-Madison, PD MATT HUDSON is still looking for a new Morning Entertainer. You must be topical, crazy, great with phones, and love those public appearances. Have I mentioned that you must be crazy? Rush your tape, resume', plus a photo (see public appearances) to: Matt Hudson - Z104, 5721 Tokay Blvd. Madison, WI. 53719.

Guys Named "CHIO" Upped This Week:

A tip of the old headphones to "CHIO THE HITMAN" promoted from late nights to "plain old nights" at Q106-San Diego, replacing CHUCK CANNON, who has left the building.

Other Upped Folks with Regular Names:

KJ103-Oklahoma City has promoted SEAN ELLIOTT from part-time to full-time overnites, replacing BILLY THE KIDD, who takes himself off the air to concentrate on his MD duties.

KHFI-Austin Afternoon Guy RIC GONZALES has been named APD. Also Midday Guy JAY



Hey look! More candid CANDI pix, taken on the very same San Francisco Bay cruise recently, just before we hit the iceberg. (pictured from left, IRS Los Angeles rep FELICIA SWERLING, KMEL-San Francisco MD HOSH GURELI, CANDI, and Camera-Hog KEVIN CARTER.

MICHAELS (may not be his real name...) has been moved to nights, replacing CLAYTON ALLEN.

Alternative WHTG-Asbury Park completes its new programming team as PD MICHAEL BUTSCHER ups part-timer MATT PINFIELD to the MD chair.

Rumblings In The Hallways:

Now that DOMINO is returning to Atlanta from WPLJ-New York to be near his family, will he be returning to POWER99, for the 4 - 8pm shift?

With the sale of X100-San Francisco a done deal, will night jock SUPER SNAKE slither across the bay to KSOL, or maybe across the street to KMEL? Or is something else brewing a little further south...or maybe southwest? Stay Tuned!

With MIX96.5-Houston OM JEFFERSON SCOTT set to program STAR93-San Antonio, will MD MICHAEL NEWMAN fill out change-of-address cards and follow him to the Alamo City? (Read the full story on Page 5)

Don't Quit Your Day Job:

WJRZ-Monmouth/Ocean New Jersey Afternoon Driver JILL GOLD will be a contestant on "Wheel of Fortune" to be broadcast this week. Jill qualified in April at Merv Griffin's Resorts Hotel and Casino in Atlantic City, then flew to L.A. to tape her appearance in August. The station is currently running a contest to see if anyone can guess how much stuff Jill won.

KKBQ-Houston night jock JAMMER now has his own newspaper column in the Houston Chronicle. He writes about what's hip and happening locally and issues important to young adults. He also picks the "93Q Screamer of the Week" which is a new song that the station feels is hitbound and offers a biography of the artists themselves. This column appears in the section of the paper aptly named, "YO".

Stork Stuff:

DAVID ALTSCHUL, Sr./VP of Business Affairs for Warner Bros. Records, and his wife MARGARET are the proud parents of a baby girl. EMILY GRACE, born Sept. 23rd here in Los Angeles, weighing in at 7lbs. 9oz. Everybody is doing fine.

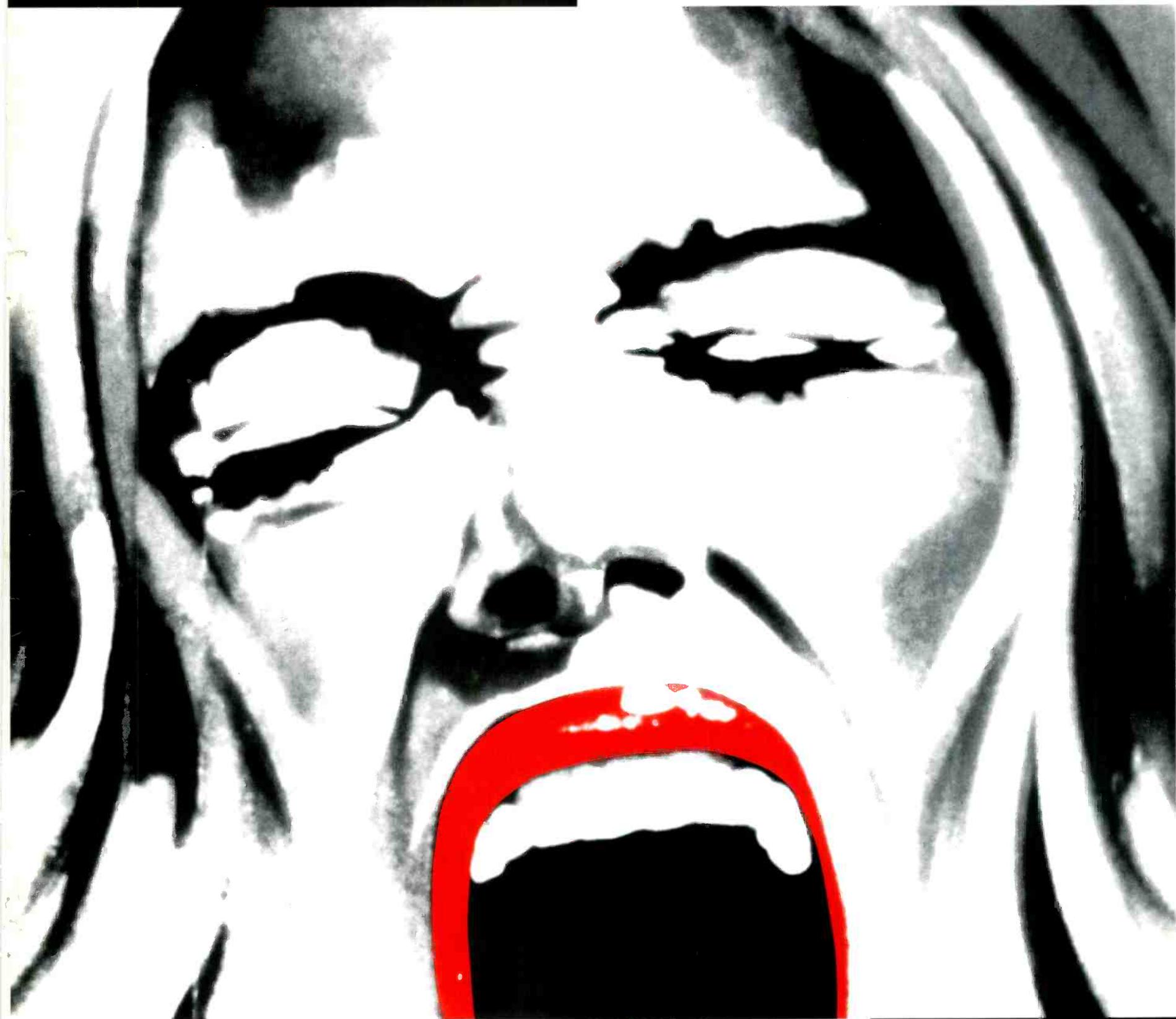
THE EAR hears that Warner Bros. will be releasing a Madonna double LP Greatest Hits package around Thanksgiving. The set will include 2 brand new tracks, and has the perfect title: "The Immaculate Collection".

Last week, during all of the Arbitron highlights, we inadvertently printed the Spring and Summer numbers for KISN-FM-Salt Lake City as 8.2 - 7.3, indicating a down book. The actual numbers were 6.2 - 7.3, and 7.5 - 8.5 combo, which is considered in most states to be a much better looking number. Thanx for caring.

While you were reading this, somebody called and stole your room at the Wynfrey Hotel in Birmingham! Are you going to let them get away with that? Call now and reserve someone else's room! 1-800-476-7006! (Don't delay or else you'll be sleeping at Denny's!)

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UB40

"The
Way
You
Do
The
Things
You
Do"

just added

**Z95!! KEGL!! WZOU!!
MIX107.3#30!! KPLZ!!
KKRZ#30!! Q102#32!!
MAJIC102!! WCKZ-FM#36!!
FM100!! XL106.7!!**

95SX, B98#40, JET, KAGO, KAYI, KBOS, KFRX,
KNEN, KOYE, KPRR, KQKQ, KTXY, KWTX, WZOK,
KZ103#37, KZII, KZIO, PWR94.5, WABB, WANS,
WBWB, WHTK, WNOK, WRQN, WYYS

**KIIS-FM (2-1) MIX96.5 (#3)
B100 (9-8) WPHR (#10)**

POWER106 (21-14), KMEL (25-22), Q95 (#15),
WXKS-FM (25-22), Y100 (26-23),
PWR99 (26-23), KHTK (23-20), KDWB (27-22),
WLOL-FM (34-30), KEZY (17-11), Q105 (26-23),
KS104 (28-24), KXYQ (21-18), KWSS (24-20),
FM102 (28-23), KROY (23-20), WNCI(23-20),
HOT94.9 (22-19), KISN (21-14), Z99 (19-5),
KISS104 (26-23), WKZL (26-23)

Debuts

**WMXP#30, Y108#21,
KSAQ#37, 98PXY#30,
KJ103#26**



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