

HITMAKERS[®]

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JULY 19, 1991



an exclusive interview with

TOM GJERDRUM

Operations Manager,
WZOK - Rockford, IL

(Standing, far right)

Also In This Issue... Guest Top40 Columnist GUY ZAPOLEON!



IT'S GOOD TO BE...

KING OF THE HILL

"IF I SAY"

THE NEW SINGLE AND VIDEO FROM KING OF THE HILL

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KHSS	KZZU	WJAD
KJLS	MIX92.1	WJMX
KKHT	WAAL	WKFR
KKYK	WCGQ	WNYP
KMOK	WDEK	WOMP



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Mainstream, Crossover, and Adult Top40 - Clubs - Retail

GERRY CAGLE FINDS A NEW GROOVE ALTAGGRESSIVE FUELS KWOD; MORE STATIONS TO COME?

While the Spring book, by and large, has not been too kind for Top40 stations in general, it seems that format veteran **Gerry Cagle** has found renewed life with a new niche format at KWOD Sacramento. His Altaggressive format improved from a 2.6 to 3.3 12+, but more importantly, leaped from a 1.9 to a 6.0 in the core 18-34s.

What's more, the magnitude of the breakthrough has not gone unnoticed. Several Top40 programmers in other markets have already approached Cagle about the possibility of adopting Altaggressive on their

stations. "There's a distinct possibility that this format will be cropping up across the country in the coming months," he told **HITMAKERS**.

The success of Altaggressive, and the relative lack of same by Top40 in general, was due to a number of conditions which began during the Persian Gulf conflict. "The war gave people a reason to not listen to Top40, and they found out that they could live without it," Cagle explained. "There's a definite shift in our audience and it's kinda scary to think it has begun in Sacramento. Top40

can't be all things to all people, and programmers have to make a decision



GERRY CAGLE

on just what they want to play.

"Remember Disco almost killed Top40 because programmers couldn't make a decision on playing it in the '70s, and it almost killed them. Now they have to decide on Rap. We decided not to play it, unless it's a mass-appeal hit by someone like **MC Hammer**. The programmers who are jumping on Rap are killing both sides of their audience. The people who like Rap won't listen to **Mariah Carey**, and people who like Mariah won't listen to Rap. We chose to go where (See CAGLE, page 44)

B100 Ups Gene Knight To PD

Gene Knight has been promoted to OM/PD of B100 San Diego. Knight had been MD/midday personality for the station until PD **Mike Novak**'s departure.

"Mike left the station in really fine shape," Knight told **HITMAKERS**. "We've got a really tremendous staff. Not just on the air, but the Promotions, traffic and Sales departments have been very supportive."

"I have spoken with many top programming people around the country regarding this position, and Gene is the ideal person to take B100 to its next level of growth," stated VP/GM **Paul Palmer**.

"He combines 13 years of intimate experience at B100, plus an excellent understanding of the San Diego radio market. His creative ideas for future growth and commitment, energy and integrity make him an exceptional choice for the job."

Knight doesn't plan to alter the station's Hot AC direction. "It's a great radio station with a really good heritage and a lot of room to grow," he said. "We already have a tremendous morning show, and our biggest challenge now will be to make the station as popular in all dayparts as it is during the morning show."

"We'll do that by connecting all dayparts with the morning show, having really fun promotions on air, and reaching out and touching the community. We have room for continued growth in all those areas."



GENE KNIGHT

Arbs Cont'd: Few Post-War Parties At Top40

So much for a ratings homecoming after the Persian Gulf war. As expected, news/talk stations saw their ratings gains disappear in the Spring Arbitron book. What took more than a few industry observers aback was the fact that so many Mainstream Top40s came away feeling more like Saddam Hussein than Gen. Schwartzkopf.

The majority of the Top40s that did do well were either Crossover or Adult niches, although there were plenty of both genres that took it on the chin. Also, the stations that didn't have head-on competition seemed to fare the best. Here's a market-by-market analysis:

• **San Francisco.** Possibly due to

a change in the morning show, **KMEL** was a relatively flat 6.1. However, Urban-leaning **KSOL** enjoyed a nice bump from 2.9 to 3.6.

• **Philadelphia.** Both **WIOQ** and **EAGLE106** dropped .3 to 4.9 and 3.9, respectively. Urban-skewed **WUSL**, however, zoomed from 6.1 to 7.2.

• **Detroit.** Pretty good news from Motor City. Both **WHYT** and **Q95** had good books. Adult **Q95**'s jump from 3.9 to 4.7 overtook Dance **WHYT**'s rise from 4.2 to 4.5. However, The **FOX** dropped 3.6 to 2.9.

• **Washington D.C.** Urban continues to rule, as **WPGC** raised its market-leading numbers from 7.3

to 7.6. **MIX107.3** dipped from 4.8 to 4.2, while, ironically, the just-sold **WAVA** went up from 3.8 to 4.2.

• **Dallas.** A split decision, as **100.3JAMZ** rose from 4.0 to 4.3, while **KEGL** dipped 4.4 to 4.1, **POWER95** fell 3.1 to 2.7, and **STAR105** gained .7 to 2.2.

100.3JAMZ PD **Tom Casey** told **HITMAKERS** that the station's success can be attributed to "being consistent, playing the hits, responding to the market and being very aware of the musical trends and following suit. We also stepped up our promotional efforts on the street and in the community."

(See ARBITRONS, page 44)

WYYS Rides Off Into The Sunset

WYYS Columbus SC will be changing formats from Top40 to Country beginning August 1. Practically the entire air staff and programming management will be replaced.

Departing PD **Bill Mitchell** told **HITMAKERS** that the change was not unexpected. "The owner has pretty much gone with 'the format of the quarter,'" he said. "This station changed more formats than a Karma Chameleon. It was doing a Rock40 Alternative since September of last year. When I came here on December 14, it was a mess of Hard Rock, Alternative and Oldies. I tightened things up for a few months and made it more of a currents station. We had real good come—in fact, it's as high now as it has been in a very long time—but unfortunately we've been unable to convert it."

"Even so, it's been a pleasure working with everyone here, including the air and sales staff. I

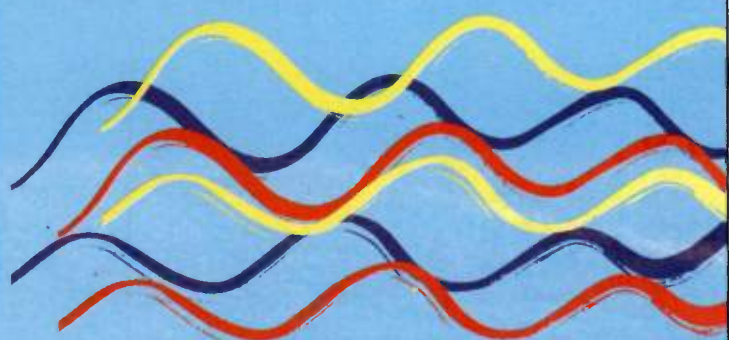
wish GM **Frank Baker** and the new staff of the hoedown Country-kicking station the best of luck."

Mitchell is leaving with some hard-earned programming experience. "I've accrued a very good knowledge of sales and developing promotions," he said. "When you deal with them on a daily basis, you learn how to weed out the bad promotions from the good ones that'll benefit the its listeners. I've also learned a lot about

(See WYYS, page 44)



BILL MITCHELL



CHER

"Love And Understanding"

WZOU 14-10
WBLI 12-6 hot
PRO-FM #16
Y100 19-15
B97 #17
WNCI 15-13
KBEQ 27-23
KRXY 23-18
KKRZ 19-13
KISN 25-21
FM104 2-1 hot
WOMP 2-1

KXYQ 6-5
WCIL 9-6 hot
WGTZ 11-9
WBPR 14-9 hot
WVSR 13-9 hot
WKSF 15-9
WKRZ 19-10
WJMX 15-10 hot
KNIN 15-10 hot
WLAN 16-10
SLY96 18-11 hot
KYRK 18-13
WQUT 20-15
FLY92 23-18
WPRR add

Billboard:
25-20*

HITMAKERS Mainstream Top40: 16-14

Adult Top40: 5-4

R&R Top40: 15*

R&R AC: 10*

VIDEO IN ACTIVE ON MTV!

The First Single From The Already
GOLD Album LOVE HURTS.

**See CHER On The Tonight
Show July 30th!**

SHOXSIE & THE BANSHEES

"Kiss Them For Me"



BUZZ BIN ON MTV!

**#1 Alternative in R&R, Gavin, CMJ,
FMQB, Hard, Album Network!**

#1 Most Requested At Alternative Radio!

"Don't miss this HIP mass-appeal smash! 'Kiss Them For Me' is reacting just like EMF and Jesus Jones. We're getting Top-5 phones from 18 to 34 males and females with gigantic sales!" - GERRY CAGLE/KWOD
Sacramento

Early Action:

K96.7 D#34 hot
KWOD 28-25
KZZU add

WOMP add
X106 add
WRQK add

WPST
WSTN
WIXX

ON YOUR DESK NOW! GOING FOR ADDS THIS WEEK!
See Siouxsie On The Lollapalooza Tour This Summer!



YASMIN

"Wanna Dance"

A HITMAKERS Hitbound!

Early Crossover Action:

PWR106 Debut 34
PWRPIG Debut 39
KKFR 32-25
HOT97 35-32
WIOQ #22
HOT94.9 #25
KMEL #26

**KTFM
Z90**

KKXX Debut 30
B93 Debut 38
KCAQ Add
KZFM 25-19
PWR102 29-24
KDON 28-25
B95 25-23

KYRK #38
99.9KHI
KKHT
I94
KQMQ
KFFM
KTMT
WYKS
WFHT



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MOTOWN Promotes Paris Eley Sr. VP, R&B

Paris Eley has been promoted to Sr. VP of R&B Promotion. The 26-year industry vet was most recently VP in that department at the label.

Eley told **HITMAKERS** that the promotion will put him in charge of a growing number of areas. "As we grow in the future, we'll be looking to expand into video promotion and other areas of music," he said. "As we expand our base, the promotions for those elements will come under this department."

"I was excited that we were able to get Paris when the opportunity arose a year-and-a-half ago," stated label President/CEO **Jheryl Busby**. "In that short time, he has accomplished a great deal. He has demonstrated great leadership abilities by molding MOTOWN's R&B Promotion staff into one of the best in the business, as proven by their success rate."

Eley expects MOTOWN artists to enjoy continued crossover success on Top40. "We see promise of that with the success we've had with **Another Bad Creation** and **Boys To Men**," Eley noted. "**Frank Turner**, our Sr. VP Pop Promotion, has had incredible success crossing records over. That looks to be more do-able for us during this summer."

"It's going to be largely a matter of what we put
(See MOTOWN, page 44)



PARIS ELEY

ARISTA: Gerry Griffith Sr. VP, Black

Gerry Griffith has been appointed Sr. VP Black Music for ARISTA Records. Previously, Griffith had his own consultancy, and before that he had worked in Promotion and A&R at COLUMBIA, MOTOWN, EMI, and ARISTA Records.

"I was looking for the ideal company to work for," Griffith told **HITMAKERS**. "I probably spent my most creative years at ARISTA, so when the offer was made, I was quite happy to come home again."

"Through the years, ARISTA has maintained a great musical legacy," he continued. "They never looked at the color of the record; all they heard was great music. That track record is going to continue, and I'm

just happy to be part of it."

"Gerry Griffith has had excellent experience in both



GERRY GRIFFITH

Promotion and A&R," label President **Clive Davis** stated. "Having seen his continued strong growth as a top executive, I'm delighted to welcome him back to ARISTA."



Berklee College of Music bestowed Honorary Doctor of Music Degrees to ATLANTIC Records Co-Chair/CEO **Ahmet Ertegun**, **Al Jarreau**, and **Phil Collins**.

A&M Pacts With TABU

A&M Records have entered into a joint venture with TABU Records to manufacture, distribute and market TABU Records. The label, founded by **Clarence Avant** in 1978, will bring its roster of 12 acts to the joint venture, as well as sign new bands.

Approximately 10 albums will be released each year. Among the acts already signed to the label are **Cherrelle**, **Alexander O'Neal**, **Kool & The Gang** and **The Wailers**. The first single under the new pact will be by **I Love The Way You Make Me Feel** by **African Unity**, a Rap quartet from L.A. Albums by **SOS Band**, **The Wailers** and **Cherrelle** are due in the Fall.

"Most of our signings will be

R&B based because we already know R&B," Director of Marketing/Promotion **Rochelle Epps** told **HITMAKERS**. "But the bottom line to whatever we sign is good music. In fact, we would consider signing a black Rock group, which wouldn't be handled through the normal R&B channels."

In terms of breaking Top40, Epps noted that crossover success would be icing on the cake. "Most of our acts already have an Urban base," she said. "If Top40 picks them up, that would be even more wonderful."

"The A&M and TABU partnership is a natural extension of the friendship that **Clarence Avant** and **Jerry Moss** have shared for two

(See TABU, page 44)

Bhaskar Menon Joins Cable Tech Board

Longtime record industry executive **Bhaskar Menon** has been appointed to the Board of Directors of International Cablecasting Technologies Inc. ICT is a broad-based cable audio programming company specializing in the delivery of high-quality audio services to cable residential and commercial markets.

"We are very delighted and fortunate to have **Bhaskar Menon** join ICT's Board," Chairman/CEO **Jerold H. Rubenstein**

said. "His long and distinguished career in the entertainment industry will be of tremendous value as we expand introduction of the Digital Music Express premium audio service."



BHASKAR MENON



erasure

Chorus

"Chorus (Fishes In The Sea)"

they covered up the sun until the birds have flown away
and the fishes in the sea have gone to sleep

Produced by Martyn Phillips
From the album **CHORUS**

U.S. Representation - Second Vision



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Jeff Silberman's SHOOTING FROM THE LIP

That Was The Week That Warped

In the never-ending continuum that is time, billions and billions—(We interrupt this Carl Sagan flashback for a reasonably comprehensible introduction.)

Besides the occasional holiday or personal celebration day (birthday, anniversary, pay day), the days and weeks of our existence seem to drift by somewhat anonymously. Yet for some unknown reason, a certain series of unrelated incidents all happened to occur in the same week. Incidents that are so strange, unexplainable yet compellingly bent that you start to wonder if the Higher Being (no, not Manute Bol) was bored with things and just decided to make a few of his minions go a little funny in the head.

(For any agnostic or atheist readers out there, please replace "Higher Being" with "Fate." Bernie Fate: he's a cleric-psychologist who calls the "funny head" affliction the SHS—Sub-Human Syndrome.)

Let's begin our journey from the ridiculous to the sub-mind in Providence, RI. You may remember (or desperately be trying to forget KROQ Los Angeles' Kevin & Bean and their phony murder call-in hoax that went on for several months before the fit hit the shan, so to speak. Well, those guys' loss of common sense pales in comparison to WALE-AM's Steve White and news anchor Tom Moriarity. On late Tuesday afternoon, July 9, the station shut down the transmitter for repairs. White decided to call it a day, and "jokingly" suggested that Moriarity tell listeners that he'd been shot in the head while smoking a cigarette outside the studio.

"The 'Big G' must be slapping his knees over the past week's incidents: Those darn humans!"

Apparently, Moriarity thought he was auditioning for *America's Funniest Home Videos*, because he went on the air an hour later and melodramatically broadcast the pseudo-tragedy. The police responded in spades to the fake shooting; 10 minutes later, a WALE engineer went on air to state that it was all a "dramatization."

"Apparently my remark to the staff, which was uttered both in jest and out of aggravation, was taken a bit too seriously," White told the *Providence Journal* in a mountain of understatement. He might not be dead yet, but his gig at WALE is. Ditto for Moriarity and the engineer on duty during the broadcast.

The Big G must be slapping his knee over that one. Those darn humans!

Arbitron's quarterly ratings report always seem to provide its own sense of weirdness. To paraphrase Paul Simon, there seems to be 50 ways to rationalize your ratings. And that's a very conservative estimate. But this is not the place to report on the specific ratings of Top40 stations; a thorough analysis of the format's success (or lack thereof) can be found in the News section. However, some numbers in the Spring book—fortunately, good ones—really makes one wonder what the hoo-hah happened.

So let's turn our attention to the other side of the continental United States. All the way to that radio-friendly burb known as Monterey, CA. And "radio-friendly" puts it lightly. Apparently, practically everybody decided to listen to the radio in Monterey this past Spring.

So say the Arbs: the top-seven radio stations in the market increased its numbers. And we're not talking small bumps. Market leader KDON went up .6, Country KTOM leaped 2.5, News/Talk KGO improved .6, Classic Rocker KUFX (formerly KWSS) rocketed 4 whole points, EZ Listening KBAY rose .8,

and Spanish KTGE jumped .9. AC KWAV must be totally bumming; they went up *only* .4.

What logical explanation is there for this? Did half the town return from the Persian Gulf? Maybe the area's cable TV went out for three months. Whatever the reason, the populace suddenly embraced the major players in Monterey radio as if they were some sort of aural aphrodisiac. If someone does come up with a plausible reason, we know over 100 other markets that would like to be clued into it.

As we head south to the City of Angels, we find another case of saying the wrong thing at the wrong time. Of course, the current source of our attention, L.A. Police Chief Daryl Gates, is no stranger to foot-in-mouth disease. After all, this is the guy who declared that casual drug users should be shot, that a Hispanic man was "lucky" that the police "only" broke his nose during a scuffle, and that blacks are more affected by chokeholds because their throats are different than "normal people." When he was a baby, you'd think he was given a wing tip as a substitute pacifier.

Apparently, Gates is a Magna Cum Laude graduate of the AI "Blacks can't float well" Campanis School Of Sensitivity. His most recent shoe-tasting declaration came in response to the revelation that almost 1,500 racist or sexist messages were sent through the LAPD's computer terminals. Touching and thought-provoking observations like "I feel like I'm in Africa," "He didn't like that a nigger was

driving a brand new 'Vette," "The best wife beating I've ever seen...looks like a whipped slave," and "My shooting policy is based on nationality and looks" were passed between some of L.A.'s "finest."

So Gates went on a local radio talk show recently and conceded that many of the racist messages are "terrible and intolerable." But instead of stopping while he was ahead, he went on: "What they show, and I think only a police officer understands this, is a very dark-sided humor," he said with an apparent straight face. "It's very, very black humor."

At least he didn't say his best friends ate watermelon. Yet.

We finish this memorable week with back where we started. A neurologist reported in the July 11 New England Journal of Medicine that a woman got epileptic seizures when she heard the voice of *Entertainment Tonight* co-host Mary Hart. This was not a psychosomatic response; we're talking a neurological happening. Dr. Venkat Ramani described the symptoms to include an upset feeling in her stomach, a sense of pressure in her head and mental confusion. In other words, not unlike watching reruns of *Three's Company*.

Two thoughts cross my mind after reading this (which, for me, is a weekday record). First off, I just get the feeling that somewhere near Las Vegas, Jerry Lewis is planning a new telethon.

Naturally, my second thought is far more down-to-earth. I have to question what passes for medical research these days. In fact, as I'm typing this, *Entertainment Tonight* is on. Mary Hart is giving one of her patented vacuous-and-superficially-perky-yet-strangely-appealing introductions, and I certainly don't feel any different. In fact, I can't fuyooohj kfsjo apdicodmclfx wifhslcnc dkfjlsfjsofjsdlkfj.

Sound Bites

ONE-EYED JACK: Damn Yankee bassist/singer Jack Blades might as well be going as a pirate for Halloween, as he's currently wearing an eye patch to cover an injury he received while performing in Louisville, KY. While spinning the bass over his head, the strap broke, causing the instrument to strike him in the eye. After the concert, a 90-minute operation was needed to attach a torn tear duct.

Speaking from the tour bus, Blades was recovering from an "anesthesia hangover and looking like I just fought Mike Tyson." He'll be playing one-eyed for six weeks.

MARRIED WITH OZZIE: During breaks in the recording schedule of his upcoming album, *NO MORE TEARS*, Ozzy Osbourne has been watching his favorite TV show, *The Waltons*. "I see them as the perfect household," he said. "I have these fantasies thinking, 'Wouldn't it be nice to live like that?' But it wouldn't be nice; I'd probably end up setting fire to Grandpa, kicking Grandma in the ass and booting the dog through the window." Now, *that's* entertainment!



DOUBLE OR MUTTON: Children's entertainer Shari Lewis (shown here with A&M Pres./CEO Al Cafaro and Sr. VP Sales & Distribution Bill Gilbert) has signed a video and audio recording agreement with the label. The first audio and video release, *LAMB CHOP IN THE LAND OF NO MANNERS*, is set for August 20.

"In this humorous adventure story," says the press release, "Lamb Chop (who's having a very bad day) gets her wish to be somewhere where she doesn't have to be polite at all." That's right, she gets a job in Radio Promotion! "By the story's end, it is clear how respect for other kids and good manners make a lot of nice things possible." But it doesn't get any adds.

QUEEN FOR A SHOW: Guns N' Roses lead singer Axl Rose will host the one-hour TV tribute, *Queen: The Days Of Our Lives*, a rockumentary on the famous Brit band which is set to air between July 19 and August 11 on TV stations across the country. The pic combines rare performance and behind-the-scenes footage with classic videos and interviews, which will help mark the band's 20th year in "show bizness."

And in a coincidence to end all coincidences, the band's next single from their HOLLYWOOD Records album is *These Are The Days Of Our Lives*.

QUOTHE THE MAVEN: "Was it a millionaire who said, 'imagine no possessions'?/ A poor little schoolboy who said, 'we dont need no lessons'?/ The rabid rebel dogs ransack the shampoo shop/ The pop princess is downtown shooting up/ And if the goddess is fit for burning/ The sun will struggle up, the world will still keep turning."

--Cheerful words from Elvis Costello in *The Other Side Of Summer* (WARNER BROS.)

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A **HITMAKERS** Hitbound!

*Just Added
At...*

MOJO#30

WEGX#30

WAVA#22

KEGL

PWR99#30

KPLZ

B104

KKRZ#30

KWOD#27

WNVZ

B97

HOT94.9

KISN

WGTZ#33

Z99

WAPE#30

WAPI

PWR95 (D#16)

98PXY (19-10)

R.E.M.
SHINY
HAPPY
PEOPLE

You can't say it without smiling.

"Shiny Happy People"

The new single from

R.E.M.

From the No.1, double platinum album **Out Of Time**

Produced by Scott Litt & R.E.M.



© 1991 Warner Bros. Records Inc.

by GUY ZAPOLEON

In this period of flux for the Top40 format, music flow is more critical than ever. MDs are constantly faced with the challenge of mixing Salt N Pepa with Extreme. Doing that successfully could spell the difference between a good or bad book.

Music flow is like being a club DJ. You can mix all types of music, but you've got to keep people on the dance floor by getting them to accept each record that comes along. One record may be radically different than the record four songs before, but you can still keep the dance floor full if you get from the first to the fourth song gradually.

It's critical at this juncture in Top40 to find ways to mix Wilson Phillips and Whitney Houston ballads with exciting music by the Black Crowes and Stereo MCs. You do that by properly coding records that sound good in between those songs.

At MIX96.5, I code everything. For flow purposes, I basically consider three elements. The first two are tempo and type of song. Tempos range from slow to fast, with mediums in between. With type of song, it's very hard to mix black and white music together; you simply can't segue from Whitney Houston's *Miracle* to the Black Crowes.

My original flow system was strictly based on tempo. I always moved tempos slowly: fast, medium, slow, medium, fast, medium...etc. I first used it at KRQ Tucson in 1981. Done properly, it sounds like a wave; you never have drastic changes from fast to slow songs—the train wrecks.

As simple as it sounds, it can be very difficult when put into practice. You could play a string of five weak songs in a row in order to maintain tempo. To eliminate that, you need set rules in programming. We use Selector here; we code tempo and type of music. Within that flow, we have rules for juggling music.

Our powers are like spokes in each hour, and at least every other record should

come in before their shift and I checked over their programming. Once I got confident in their abilities, I'd just take the time to critique their music logs. If you understand all the music you play, you'll think of your station as a dance floor. You don't want to clear the floor by playing the wrong record.

Flow is extremely important in defining the format. Traditionally, an



"Think of your station as a dance floor. You don't want to clear the floor by playing the wrong record."

--Guy Zapoleon, PD MIX96.5

be a strong song. Then we balance currents to old, which is the third element. This way, there are no two weak songs in a row, and they're balanced to tempo and type.

You don't need Selector to have good music flow. In fact, a card box can be better. In Tucson, Clarke Ingram used colored pens for the music log. Black ink for Urban songs, blue ink for Pop, and red for Rock. Green was for transitional songs. That way, if we looked at an hour's worth of music and saw whole lot of blue or green in a row, we knew we needed to mix it up better. This method is more user-friendly or visual than the computers.

At KZZP, I asked every jock to

AC has been a "relax me" station, while Top40 has always been a "pick me up, make me feel good" format. So there's a limit to how slow a Top40 station can get until it changes format. Say, for instance, there's a ballad glut and I don't want to sound too slow. While I'll never refuse to play a hit, if I have a lot of new slow hit records, I might not play as many old slow records.

How do you know if your flow is correct? I listen for consistency. I always program my station by gut. Naturally, research plays a vital role, but there's a problem if the station doesn't make me feel good, and one

thing that doesn't make me feel good is sharp transitions in tempo. You want the station to perpetuate the right mood.

Top40 is a mood-enhancement medium that should also incorporate jingles, great personalities, and the right voicers. Sometimes, the jock can use voice as a transition to match the mood of a song. Using jingles to interrupt the flow can also work, but it should be used in a limited fashion, and not as an excuse to go on a roller coaster ride. It's difficult to listen to that. The station should make you feel good, and that's almost as important as playing the hits.

Nothing makes up for sloppy programming, and you can't hide it. It's not difficult to make a station sound good. Former KZZP MDs--Kevin Weatherly, Todd Fisher, Michelle Santosuosso, Gene Baxter and Darcy Sanders--plus the current NATIONWIDE MDs and others across the country, such as Kevin McCabe of HOT97, are all good at putting music together and at being aware of bridging the extremes in the format.

Right now, Top40 is blessed with a fabulous amount of good music. There's some great Dance music, probably the best amount of Pop in the format in the past three or four years, and some great Rock. How you mix it will determine how well and quickly the format comes back.

(This is the first in a series of periodic guest columns.)

PROGRAMMER'S THINK TANK

by TOM SHO VAN

Several years ago, Little Rock, AK, got its first tall glass-and chrome skyscraper. It was a dazzling sight in a city of three and four-story buildings. The locals were quite impressed, and a major commercial realtor friend of mine was thrilled to be leasing that building.

However, as time passed and many firms toured the building, rentals were few and far between. Pricing was more than competitive, so my friend tried to uncover the problem. When he talked with the tenants, he noticed that all their office furniture was clustered toward the center of the room. Nobody had a desk near the window. When he asked about this impractical floor plan, the occupants expressed a fear of the glass walls. Someone might accidentally lean on or stumble through the window and fall to their death.

So my pal, who stands 6'7" and admits to being "a tad over 350 pounds," made a few phone calls and invited some heads of local businesses and reporters from the newspaper and local TV stations. When they were all assembled in a spacious, glass-walled office on the top floor of the building, he cited the occupants and prospective tenants' fears. "Those fears are without basis," he declared. "This glass is unbreakable; it's as safe as a brick wall but far more scenic."

With that, as the cameras rolled, my friend ran across the room, hurling his near-400 pound bulk full-force against the very center of the window. As his huge shoulder made contact with the glass, the assembled crowd covered their eyes. Aside from a sprained shoulder, my friend was uninjured. That week, 35 percent of the space in the building was rented, and it sold out with a waiting list within 90

days. It took a publicity stunt to get his point across.

Publicity stunts have long been a mainstay of the radio industry. It's great to pull something off that gets attention from the other media and positions your station. There is, however, a fine line between an effective stunt and an irresponsible act. Broadcasting phony EBS tests, reporting phony murder confessions and invading the private lives of people working at a competing radio station are totally irresponsible acts.

"There's a fine line between an effective publicity stunt and an irresponsible act."

They may bring attention to your station, but the image they create is of a hurtful and childish group of people who severely lack good judgment and credibility.

Furthermore, not only does it reflect poorly on the offending station, it reflects on radio as a medium. Would you tune in for information about a critical tragedy from a station that trumpeted a phony crisis? Would you even find their commercials credible?

TV is currently going through a dilemma about the Eveready Energizer battery campaign. You've seen the spots: an ad for a non-existent product is interrupted by a pink, battery-operated rabbit banging a drum. As it marches across the screen, the announcer says, "Still going..." The thing is, many consumers want to buy the mythical products like Awake soap and Sputnik drink. When they realize that the retail outlets don't stock them, they get angry,

and the credibility of the medium is compromised.

Are we not doing the same things with some of our parody commercials? I'm afraid so. In contemporary radio, we shoot for a hipness factor in the audience, but we need to be careful to not go over everyone's head. It may seem that spoofs, false alarms and jokes are painfully obvious, but too often, they're not.

I submit that we have a sacred obligation to our listeners to treat them and all human beings with respect. What if my friend in Little Rock demonstrated the strength of the glass by grabbing a chair with a worker in it, and wheeling it full-speed into the window? The same point would have been made; but there's a huge difference. I guarantee that he'd still have the same—if not more—problems in renting out that building.

As programmers, we need to carefully monitor our morning shows and scrutinize the repercussions of their promotions and gags. Our morning teams are put under tremendous pressure to justify their high salaries by getting big ratings. Besides obligatory things like getting people's permission before putting their voices on the air, we do little to emphasize responsibility and ethics to our talent.

Up to now, the FCC has pretty much kept out of programming. However, I'd bet the house that if we don't take more responsibility for what we say and do both on the air and in the community, the government will step in—and you won't like it. It's time to grow up and become professionals.

Tom Shovan encourages your feedback. Give him a piece of your mind at 212-302-1100.)

Don't want something complicated, baby. Just want something simple like

THE TRUTH

THE TRUTH

Don't want something complicated, baby. Just want something simple like

Don't want something complicated, baby. Just want something simple like

THE TRUTH

TAMI SHOW

"The Truth,"
the first single and video from
"Wanderlust,"
the **RCA Records Label**
debut album
from **Tami Show**.
On your desk now.

Produced by Mike Chapman for Mike Chapman Enterprises, Inc.

Management: High Noon Entertainment/Russ Rieger, Gary Hobbib

THE RCA RECORDS LABEL—IT ALL ADDS UP TO ONE



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THE TRUTH

Don't want something complicated, baby. Just want something simple like

WRH

SONGS THAT MAKE LISTENERS GO "WOW"

Savvy Top40 programmers have found a way to freshen up the station without losing their current, hip image. With a judicious use of just the right kind of oldies, aka "Oh, wow" records, they've perked up their listeners' ears. Here's how they do it:

(Topic conceived after KIIS-FM's "Uncle Sam Jam" on July 4 weekend)

BILL RICHARDS, PD, KIIS-FM, Los Angeles

For our "Uncle Sam Jam," we played [an "Oh, wow"] every other song, and sometimes two in a row. It takes a lot of work going through lists and deciding which songs to play and how they'll mesh with your currents. It's a tedious process but the response to it was very strong.

There is a philosophy that there are songs AOR won't play because they're not hip enough, AC won't play because they're too hard, and Top40s won't play because they're not conducive to what's happening now.

We wouldn't play *Come On Eileen* by *Dexy's Midnight*

Runners during the week. But within the context of that weekend, I found myself eagerly wondering what was going to come next, even though my MD and I programmed the whole weekend, making sure we spread that stuff out so it would keep you hanging to see what the next one was going to be.

One of the things wrong with Top40 is its failure to have some fun with itself. You get so format day after day, yet the good Top40s were always built on special weekends and a bit of diversity. If AORs can do it, why can't Top40s? The bottom line is that it's fun to listen to.



KEVIN McCABE, APD/MD, HOT97, New York

For the most part, our 'Oh wow' oldies are Disco classics from primarily 1978 to 1984. There is an entire body of music that was popular in New York that this station is heir to. WKTU was the highest-rated Dance station in the history of radio, and HOT97 is carrying on that legacy.

We have always spotlighted it on the air, but recently we've begun to experiment with an occasional classic and the response has been amazing. We've gotten lots of letters and phone calls. Everybody seems to think that this music, for all intents and purposes, is back in a

major way. You cannot go into a New York club without hearing this music.

I'm not saying it's necessarily what's being played in clubs; we've found that in a lot of the clubs in New York, there's a room for current, house-based music, and also a room for the Disco classics. From my own indications, it's certainly something to watch the reactions to this stuff, and see these people go crazy.

This station is heir to the whole WKTU legacy. We own it in the marketplace and probably always will.



JOEL FOLGER, PD, KEGF, Dallas, TX

In our case, it makes sense anytime you can add variety and more depth to the mix. However, package it in ways that make sense for your radio station. Throwing in some of those records in regular rotations wouldn't make sense at all.

One of the most successful weekends that I have ever heard, and one of the best ways to package that type of music, was demonstrated by Bill Richards at KIIS-FM over the 4th Of July weekend. Their "Uncle Sam Jam" featured a lot of that type of music and packaged it in a way that made the station really stand out. It hooked

people for that long weekend.

Personally, I like some of those slower ones like *Player*, *Baby Come Back* and some *Earth Wind and Fire* tunes. They never stopped being good records. Their overall acceptance, when compared to records like *Phil Collins' In The Air Tonight*, was not quite as strong, but that doesn't mean people don't want to hear them. I think they still do.

It doesn't make as much sense to do it in the summer as it does during the other parts of the year. Summertime lends itself to a total different mindset as well as audience makeup.



FRANK MINIACI, PD, POWER95, Dallas, TX

Programmers call them "Oh, wows," but consultants call them "Oh, no's." You have to be very careful with them. They add good spice, but you don't want to overdo it. You have to be very selective.

There are a lot of records out there and it depends on what you call 'Oh wow.' For us, it would be a *Scritti Politti Perfect Way* or *Cheryl Lynn's Got To Be Real*, but I don't know if you want to go as far as *Tarzan Boy* or *Major Tom*.

You certainly don't want to do it every hour, but about once every four-hour shift adds a little texture. If you want to be more conservative, maybe play a couple songs a day.

It can make the audience feel that you play a lot more records. Just be careful not to get into the trend, especially at the Dance stations, where you experiment too much with the Disco. Then all of a sudden people aren't going to pull out their Angel Flight suits anymore.



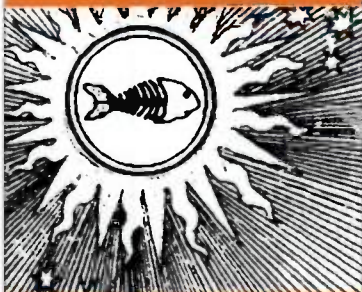
Sunday



Monday



Tuesday



Wednesday



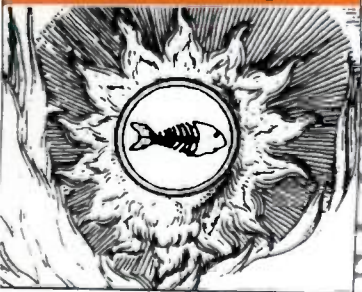
Thursday



Friday



Saturday



FISHBONE EVERYDAY SUNSHINE

GOING FOR ADDS NOW!

"Now... that's a hit!!!" - Jon Anthony, KBEQ

"This is a smash! Tested great! A lot of built-in interest from listeners. This is a Sly and the Family Stone for the '90's!" -
Dave Hoeffel, WPST

"It's a really cool summertime jam with an alternative twist. Has major cross-over appeal, looks like a Top 40 hit to me!!!" -
Pam Grund, WIOQ

"This band isn't as good as they say: it's better." - Musician

•200,000 units.

•Active rotation on MTV™.

•#1 for over 6 weeks at CMJ and Gavin.

•On tour now.

Everyday Sunshine, the new single and video from "The Reality Of My Surroundings."

38T 73859

46142

As Long As It Takes.

On Columbia.



WRH

HITMAKERS FORUM

DAVE ROBBINS, PD, WNCI, Columbus, OH

We're in a unique position here in the Columbus market at WNCI. Since 92X left the format, we really don't have a Top40 competitor, and that gives us a great opportunity to play around with some great "Oh, wow" tunes.

We've found that these songs work best right out of the ID at the top of the hour at 7:00 am. We use the policy of "if it was Top 5, it's okay for one play"--and

only one play. On our morning show at 7, you can always hear something crazy.

It comes back to us in research as another fun element of the show. "Oh, wows" are extremely hip if used properly in a showcase environment and are not overdone.

But be careful!



STEVE CONLEY, PD, FM100, Memphis, TN

We've been doing it for the last couple of years, so it's nothing new to us. We will, especially on a feature program like "Cruisin' Saturday Night," run a little sounder to intro a record like a *Superfreak* by Rick James or *Come On Eileen* by Dexy's Midnight Runners.

I don't think you can tell whether this will push you over the top of the ratings, however it sure sounds good, and if the thrust of the station is to sound like fun, you can do it with these songs.

"Cruisin' Saturday Night" is a mix of current and recurrent

Dance and Rock songs. They're just good party songs that you want to hear when you're up and feeling good. Included in those are The Gap Band's *You Dropped A Bomb On Me*, The Tubes' *She's A Beauty*, and *Whip It* by Devo. In middays, occasionally *Bad Girls* by Donna Summer pops up in my all-request lunch hour, and it sounds great.

If everything has to be researched, chopped, diced and analyzed to an infinitesimal degree, then you've got problems. That's one of the problems with Top40 today--it's not fun and spontaneous.



JOHN IVEY, PD, 98PXY, Rochester, NY

There are three different parts for us. There are records I've taken wherever I've gone, like Nick Kershaw's *Wouldn't It Be Good* and Modern English's *I Melt With You*, which test incredibly well. You can take them to any market where they haven't been and they seem to do pretty well.

Then there's the seasonal stuff. Right now, we've popped in *Cruel Summer* by Bananarama, *California Girls* by David Lee Roth and *Walking On Sunshine* by Katrina & The Waves. You can get good play out of those records.

The third part is something Kevin Kenney came up

with when he was here; they're called "Dusties." Every second or third hour, a Dude Wonker drop card says, "98PXY would like to thank you for making this your favorite radio station for the past 9 years, here's another Rochester Dustie." The jock explains what year it was, how high it was on the charts, and then plays some really cool cut that they haven't heard in a long time, like *The Logical Song* by Supertramp or something off-the-wall like *Walk Like An Egyptian* by The Bangles. It generates two to three pages of "Dusty" requests a day.



"HITMAN" McKAY, PD, 99.9KHI, Ocean City, MD

We play one once every two hours. We spike in about a dozen records in a day, about 50-60 records total. When we really burned our gold and power gold, it's time to pull the "Oh, wows" out. Songs like *Don't Stop Believing* by Journey, *Your Love* by The Outfield and *Cover Me* by Bruce Springsteen.

We'll try to sandwich something like that between a current and an unfamiliar record that we're testing to make them palatable to the listener. We don't set them up at all. If you do that, it sounds like you're trying to sell something to

somebody. They just happen.

To get the maximum mileage out of them, the ones we play between 6 and 9 in the morning, we also play at 2 am and 5 am. The overnights have got to go to work just like the 9-to-5'ers.

Z100 PD Steve Kingston came by the other day and said he hadn't heard one particular record in 10 years, yet it works. They're just a breath of fresh air. Although we're really servicing older demos, it's all new stuff to the kids. They have no idea on whether it's a new song or not.



RAY KALUSA, PD/MD, KWNZ, Reno, NV

We haven't necessarily called it the "Oh, wow" category, but we do have an extended oldies category of songs that could still be hits today, yet they're six to eight years old.

It's a way to grab the 25-54s with stuff the Classic Rocker and ACs wouldn't touch. Being the only Top40 in town, we're able to play these records that we might not touch if we were in a head-to-head competition. Stuff like Soft Cell's *Tainted Love*, *Talking In Your Sleep* by The Romantics, and Modern English's *I Melt With You*.

They're used in limited rotation, once an hour, yet it adds a little extra flavor to the station. It wasn't unusual to get at least one phone call from someone who hadn't heard the song in years. That's the type of response we're trying to get.

Of course we showcase the song in between two really current records, and usually in a talk/break position so the jock could read a promo then front-sell the record.





BONNIE RAITT

SOMETHING TO TALK ABOUT

from the album LUCK OF THE DRAW

HITMAKERS Mainstream Top40: New#38

Adult Top40: 25-19 A Hitbound! MTV Stress!

Look Who's Talking!

Listeners: Over 1 Million Copies Sold Already!

Programmers: Over 80 Stations In 3 Weeks!

Over 40 Debuts In The Last 2 Weeks!

HOT SALES AT:

#1 Kemp Mill/Washington, D.C.

#1 Sound Warehouse/Dallas

#1 Lechmere/Boston

#1 Roundup/Seattle

#1 Tower/National

#1 Title Wave/Minneapolis

#1 Northeast One Stop/Albany

#1 Pacific Coast One Stop/West Coast

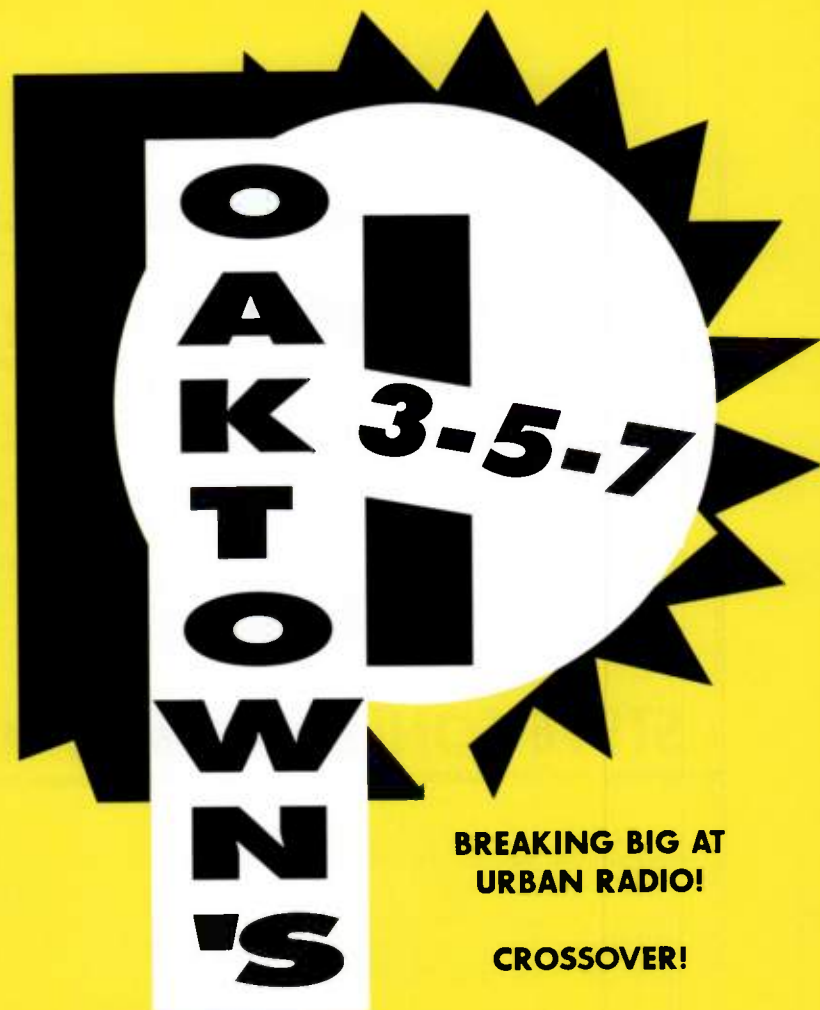
#1 Tower/Nashville

#1 Tower/Washington, D.C.

#1 Tower-Dntwn/NYC

Produced by Don Was and Bonnie Raitt

Management: Danny Goldberg, Ron Stone and Jeffrey Hersh



**BREAKING BIG AT
URBAN RADIO!**

CROSSOVER!

A HITMAKERS Hitbound! A Crusade!

WHYT	ADD	WCKZ	DEB 33
WIOQ	ADD	KZFM	DEB 38
KKFR	ADD		
WMXP	ADD	KEGL	18-13 HOT!
KGGI	ADD	KS104	20-16
WQXA	ADD	KMEL	29-24
KKMG	ADD		
KKSS	ADD	<u>Breaking At:</u>	
WBPR	ADD	KCAQ	
WFHT	ADD	PWR102	



Produced by James Earley and Michael Kelly

A Bust It Production Exec. Producers: M.C. Hammer and Louis K. Burrell

Management: Louis K. Burrell Bust It Management

Produced by Mitchell Froom and Neil Finn
Management: Gary Stamler Mgmt. Grant Thomas Mgmt.



BIG MTV! CROSSOVER! R&R New Rock: 3-2*

CROWDED HOUSE

Early Believers:

KWOD ADD

KTUX ADD

99.9KHI ADD

KNOE ADD

WLAN ADD

WRHT ADD

WRQK ADD

2nd Week Sales:

Title Wave/Mpls
Tower/S.F. Col. & Bay
Tower/Sunset
Angott One Stop/Detroit
Cavages/Buffalo
Kemp Mill/Wash DC
CD One Stop/Conn
Music City Record Dist./Nashville
Wherehouse/LA
Peaches/Seattle
CML One Stop/St. Louis
HMV/NYC
Universal One Stop/Phila
Baker & Taylor/Col
Tower/NTV Dntwn
Wilmi Sales/NYC
Tower/Nashville
Record Theater/Buffalo
Strawberries Waxie Maxie's/Boston



Don't wait, have another piece of "Chocolate Cake"

POWER PAGE

This week's **Exclusive Power Rotation Sampling** from **HITMAKERS** Reporting Stations:

(DP) Indicates a Dayparted Record



KEGL - Dallas

PD: JOEL FOLGER
APD/MD: JIMMY STEAL

1. COLOR ME BADD
"I Wanna Sex You..." (GIANT/REP)
2. HI FIVE
"I Like The Way..." (JIVE/RCA)
3. C&C MUSIC FACTORY
"Here We Go..." (COL)
4. RYTHM SYNDICATE
"P.A.S.S.I.O.N." (IMPACT)
5. OAKTOWN'S 3-5-7
"Turn It Up" (CAPITOL)



Dallas

PD: FRANK MINIACI
MD: MIKE EASTERLIN

1. RYTHM SYNDICATE
"P.A.S.S.I.O.N." (IMPACT)
2. EMF
"Unbelievable" (EMI)
3. JESUS JONES
"Right Here, Right Now" (SBK)
4. HI FIVE
"I Can't Wait..." (JIVE)
5. CORINA
"Temptation" (CUTTING/ATCO)
6. TARA KEMP
"Piece Of My Heart" (GIANT)
7. APRIL
"You're The..." (METROPOLITAN)
8. UB40
"Here I Am..." (VIRGIN)
9. SALT-N-PEPA
"Do You Want Me" (NEXT PLAT)



Lansing

PD: KEVIN ROBINSON
MD: JIM PARKER

1. BRYAN ADAMS
"(Everything I Do) I Do..." (A&M)
2. MICHAEL W. SMITH
"Place In This..." (REUN/GEFF)
3. MICHAEL BOLTON
"When A Man..." (COL)
4. SHEENA EASTON
"What Comes Naturally" (MCA)
5. FIREHOUSE
"Don't Treat Me Bad" (EPIC)
6. STYX (DP)
"Love At First Sight" (A&M)
7. STEELHEART (DP)
"I'll Never Let You Go" (MCA)
8. ESCAPE CLUB
"I'll Be There" (ATLANTIC)



New York

PD: JOEL SALKOWITZ
MD: KEVIN McCABE

1. PAULA ABDUL
"Rush, Rush" (VIRGIN)
2. COLOR ME BADD
"I Wanna Sex You..." (GIANT/REP)
3. BLACK BOX
"Strike It Up" (RCA)
4. MARIAH CAREY
"I Don't Wanna Cry" (COL)
5. CORINA
"Temptation" (CUTTING/ATCO)
6. CORO
"My Fallen Angel" (CUT/CHAR)
7. DAISY DEE
"Crazy" (LMR/RCA)
8. JOMANDA
"Got A Love..." (BIG BEAT)
9. LISETTE MELENDEZ
"Together Forever" (COL)



Austin

PD: ROGER ALLEN
MD: JAY MICHAELS

1. ROXETTE
"Fading Like A Flower" (EMI)
2. RYTHM SYNDICATE
"P.A.S.S.I.O.N." (IMPACT)
3. COLOR ME BADD
"I Wanna Sex You..." (GIANT/REP)
4. PAULA ABDUL
"Rush, Rush" (VIRGIN)
5. CORINA
"Temptation" (CUTTING/ATCO)
6. SEAL
"Crazy" (WARNER BROS.)
7. BRYAN ADAMS
"(Everything I Do) I Do..." (A&M)
8. SALT-N-PEPA (DP)
"Do You Want Me" (NEXT PLAT)
9. THE KLF (DP)
"3 A.M. Eternal" (ARISTA)



Austin

PD: LISA TONACCI
MD: TRACY AUSTIN

1. PAULA ABDUL
"Rush, Rush" (VIRGIN)
2. BRYAN ADAMS
"(Everything I Do) I Do..." (A&M)
3. COLOR ME BADD
"I Wanna Sex You..." (GIANT/REP)
4. CORINA
"Temptation" (CUTTING/ATCO)
5. LENNY KRAVITZ
"It Ain't Over..." (VIRGIN)
6. ROXETTE
"Fading Like A Flower" (EMI)
7. SALT-N-PEPA
"Do You Want Me" (NEXT PLAT)



Rochester

PD: JOHN IVEY
MD: CAT COLLINS

1. BRYAN ADAMS
"(Everything I Do) I Do..." (A&M)
2. PAULA ABDUL
"Rush, Rush" (VIRGIN)
3. COLOR ME BADD
"I Wanna Sex You..." (GIANT/REP)
4. UB40
"Here I Am..." (VIRGIN)
5. JESUS JONES
"Right Here, Right Now" (SBK)
6. TARA KEMP
"Piece Of My Heart" (GIANT)
7. RYTHM SYNDICATE
"P.A.S.S.I.O.N." (IMPACT)
8. MICHAEL BOLTON
"When A Man..." (COL)



WJMO - Cleveland

PD: KEITH CLARK
MD: TANK SHERMAN

1. PAULA ABDUL
"Rush, Rush" (VIRGIN)
2. EMF
"Unbelievable" (EMI)
3. D.J. JAZZY JEFF/FRESH PRINCE
"Summertime" (JIVE)
4. TARA KEMP
"Piece Of My Heart" (GIANT)
5. HI FIVE
"I Like The Way..." (JIVE/RCA)
6. SALT-N-PEPA
"Do You Want Me" (NEXT PLAT)
7. AMY GRANT
"Baby, Baby" (A&M)
8. L.L. COOL J (DP)
"Mama Said..." (DEF JAM/COL)
9. COLOR ME BADD
"I Wanna Sex You..." (GIANT/REP)



San Diego

PD/MD: GENE KNIGHT

1. LENNY KRAVITZ
"It Ain't Over..." (VIRGIN)
2. AMY GRANT
"Every Heartbeat" (A&M)
3. BRYAN ADAMS
"(Everything I Do) I Do..." (A&M)
4. LUTHER VANDROSS
"Power Of Love..." (EPIC)
5. CHER
"Love And Understanding" (GEFF)
6. GLENN FREY
"Part Of Me..." (MCA)
7. DAVID A. STEWART/C. DULFER
"Lily Was Here" (ARISTA)



Reno

PD/MD: RAY KALUSA

1. ESCAPE CLUB
"I'll Be There" (ATLANTIC)
2. AMY GRANT
"Every Heartbeat" (A&M)
3. BRYAN ADAMS
"(Everything I Do) I Do..." (A&M)
4. JESUS JONES
"Right Here, Right Now" (SBK)
5. EMF
"Unbelievable" (EMI)
6. THUNDER
"Dirty Love" (GEFFEN)
7. UB40
"Here I Am..." (VIRGIN)



Santa Barbara

PD: ABBY BONELL
MD: BOBBY BEE

1. JESUS JONES
"Right Here, Right Now" (SBK)
2. EMF
"Unbelievable" (EMI)
3. PAULA ABDUL
"Rush, Rush" (VIRGIN)
4. RYTHM SYNDICATE
"P.A.S.S.I.O.N." (IMPACT)
5. BRYAN ADAMS
"(Everything I Do) I Do..." (A&M)
6. ESCAPE CLUB
"I'll Be There" (ATLANTIC)
7. COLOR ME BADD
"I Wanna Sex You..." (GIANT/REP)
8. ROXETTE
"Fading Like A Flower" (EMI)
9. CORINA
"Temptation" (CUTTING/ATCO)



WFHN - New Bedford

PD: WES McSHAY
MD: KRISTY WEIMER

1. CORINA
"Temptation" (CUTTING/ATCO)
2. ROXETTE
"Fading Like A Flower" (EMI)
3. LISA FISCHER
"How Can I Ease..." (ELEKTRA)
4. DAVID A. STEWART/C. DULFER (DP)
"Lily Was Here" (ARISTA)
5. SCORPIONS
"Wind Of Change" (MERCURY)
6. AMY GRANT
"Every Heartbeat" (A&M)
7. RYTHM SYNDICATE (DP)
"P.A.S.S.I.O.N." (IMPACT)
8. BRYAN ADAMS
"(Everything I Do) I Do..." (A&M)
9. JESUS JONES
"Right Here, Right Now" (SBK)

DISC-OVERY CLUB®

1. **COLOR ME BADD "I Adore Mi Amor" (GIANT/REPRISE)**
2. **R.E.M. "Shiny Happy People" (WARNER BROS.)**
3. **MARKY MARK & THE FUNKY BUNCH "Good Vibrations" (INTERSCOPE)**
4. **WHITNEY HOUSTON "My Name Is Not Susan" (ARISTA)**
5. **NATALIE & NAT KING COLE "Unforgettable" (ELEKTRA)**

LISA McKAY, MD at WRVQ, Richmond sez, "FRED SCHNEIDER *Monster* (REPRISE) is a huge reactionary record logging over 350 requests per week. **CATHY DENNIS** *Too Many Walls* (PLG) has exploded with female requests - sales are strong!"

LEE CHESNUT, MD at POWER99, Atlanta sez, "R.E.M. *Shiny Happy People* (WARNER BROS.) is already Top-15 phones. This will be as big if not bigger than *Losing My Religion*. Our interest is growing for **LISA LISA & CULT JAM** *Let The Beat Hit 'Em* (COLUMBIA)! We're seeing BIG single sales in the market and monster reaction in the clubs!"

LESLIE FRAM, APD at POWER99, Atlanta sez, "SIOUXSIE & THE BANSHEES *Kiss Them For Me* (Geffen) is an excellent cut. Tests are proving this could be big! R.E.M. *Shiny Happy People* (WARNER BROS.) is already getting great requests!"

WILL PENDARVIS, MD at FM100, Memphis sez, "LENNY KRAVITZ *It Ain't Over 'Til It's Over* (VIRGIN) is doing well here especially from females. **DESMOND CHILD** *Love On A Rooftop* (ELEKTRA) is big with all demos and especially with female calling during middays from offices!"

JOEL WIDDOWS, PD/MD at KISS104, Louisville sez, "MARKY MARK & THE FUNKY BUNCH *Good Vibrations* (INTERSCOPE) is going to be HUGE! P.C. QUEST *Can I Call You My Girl* (RCA) is still getting tremendous phones for us at night!"

JOHN IVEY, PD at 98PXY, Rochester sez, "R.E.M. *Shiny Happy People* (WARNER BROS.) should be as big or bigger than their first! And NATALIE & NAT KING COLE *Unforgettable* (ELEKTRA) is a GREAT reaction record!"

RICH SUMMERS, PD at HOT94.9, Salt Lake City sez, "COLOR ME BADD *I Adore Mi Amor* (GIANT/REPRISE) has a GREAT hook and vocals and should be huge with the females! And NIKOLAJ STEEN *Angel* (IMAGO) is a GREAT Top40 record!"

GARETT MICHAELS, MD at WZPL, Indianapolis sez, "I firmly believe NATURAL SELECTION *Do Anything* (EAST WEST AM.) will be a #1 record! NATALIE & NAT KING COLE *Unforgettable* (ELEKTRA) is a HOMERUN! This transcends any format! R.E.M. *Shiny Happy People* (WARNER BROS.) is my favorite cut on the album! And check out RTZ *Face The Music* (GIANT) feat. Brad Delp and Barry Goudreau formerly of the band Boston. It's the perfect Mainstream Top40 record!"

NEAL SHARPE, PD at JET-FM, Erie, PA sez, "HUEY LEWIS & THE NEWS *It Hit Me Like A Hammer* (EMI) is another SMASH! And BONNIE RAITT *Something To Talk About* (CAPITOL) is the Rock song we've been waiting for! The new EXTREME *Hole-Hearted* (A&M) should be BIG - good early battle feedback!"

KEVIN McCABE, APD/MD at HOT97, New York sez, "COLOR ME BADD *I Adore Mi Amor* (GIANT/REPRISE) is a MAJOR reaction record! Ordinarily this station does not get major response on a slow Urban record, but this one is the exception! **BROTHERS IN RHYTHM** *Such A Good Feeling* (4TH & B'WAY/ISLAND) is a 'Can't-Miss' on HOT97! This uptempo Club-influenced track is what HOT97 is all about! **FUN FOUNDATION** *Master Plan* (ELEKTRA) took a few listens but now I'm hooked also! The wizard himself, **LARRY YASGAR**, is back with *SOULED OUT INTERNATIONAL* and *Shine On* feat. Sarah Warwick (COLUMBIA)! A killer track that sounds great on the air!"

JOHNNA CECCOLI, MD at Y100, Miami sez, "Check out the new COLOR ME BADD *I Adore Mi Amor* (GIANT/REPRISE)! This BIG follow-up is very smooth and headed for #1!!! Adult stations should have success with **DESMOND CHILD** *Love On A Rooftop* (ELEKTRA)! Adults will LOVE **NICKI RICHARDS** *Summer Breeze* (ATLANTIC)! It has a great mass-appeal sound to it! And I love the new R.E.M. *Shiny Happy People* (WARNER BROS.)!"

BRIAN DOUGLAS, APD/MD at Q102, Cincinnati sez, "COLOR ME BADD *I Adore Mi Amor* (GIANT/REPRISE) is a great record with a good a capella intro. And RTZ *Face The Music* (GIANT) feat. Brad Delp, former lead singer of Boston, is a GREAT Pop/Rock record!"

JOHN McFADDEN, MD at THE FOX, Detroit sez, "3RD BASS *Pop Goes The Weasel* (COLUMBIA) is very hypnotic! What a GREAT video! **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE) has a GREAT groove! And C&C MUSIC FACTORY *Things That Make You Go Hmmm...* (COLUMBIA) is the best single off the album in my opinion. GREAT phones!"

MIKE LARKIN, APD at WBLI, Long Island sez, "The public is making NATALIE & NAT KING COLE *Unforgettable* (ELEKTRA) a stupendous HIT and radio will respond! **WHITNEY HOUSTON** *My Name Is Not Susan* (ARISTA) is another #1 hit! How could it not be? And **CATHY DENNIS** *Too Many Walls* (PLG) is really starting to catch on! It'll be a BIG mass-appeal hit!"

BILL KLAPROTH, PD at WTBX, Hibbing-Duluth, MN sez, "FIREHOUSE *Love Of A Lifetime* (EPIC) has strong sales and BIG phones showing the same strength as the last single! Check out **BONNIE RAITT** *Something To Talk About* (CAPITOL)! A lot of adult listeners are into BONNIE as an artist, and she's showing strong initial retail! **KEEDY** *Wishing On The Same Star* (ARISTA) is a KILLER ballad! Don't overlook this secret weapon record!"

KEVIN ROBINSON, PD at WVIC, Lansing, MI sez, "I really like *My Blue Angel*, by a brand new group **MICHAEL LEARNS TO ROCK** (IMPACT)! It's a really cool record! Also, **MICHAEL BOLTON** *When A Man Loves A Woman* (COLUMBIA) is in power rotation!"

AL TAVERA, APD/MD at POWER106, Los Angeles sez, "Look out for **TEVIN CAMPBELL** *Just Ask Me To* (WARNER BROS.), he will be a BIG star soon! **LATIN ALLIANCE** *Low Rider* (VIRGIN) is a nice remake of an Hispanic classic! And **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is a great follow-up to a jumbo HIT! Good reaction out-of-the-box!"

STACY CANTRELL, MD at KS104, Denver sez, "COLOR ME BADD *I Adore Mi Amor* (GIANT/REPRISE) should be even bigger than *I Wanna Sex You Up*, and it's more accessible! **NATURAL SELECTION** *Do Anything* (ATLANTIC) is pulling immediate adult phones! We're front and backselling it to establish that it's not a Prince record. **OAKTOWN'S 3-5-7 Turn It Up** (CAPITOL) is also pulling adult phones! Also, **C&C MUSIC FACTORY** *Things That Make You Go Hmmm...* (COLUMBIA) had Top-15 phones before any airplay, based on MTV and Video Jukebox! And **TROOP/LeVERT** *For The Love Of Money* (GIANT/REPRISE) has lots of requests at retail, as well as adult phones!"

ROSS KNIGHT, MD at KTFM, San Antonio sez, "COLOR ME BADD *I Adore Mi Amor* (GIANT/REPRISE) is a GREAT follow-up and an instant on-air reactor! **OAKTOWN'S 3-5-7 Turn It Up** (CAPITOL) has a GREAT groove and a cool rap! And due to big club-play, we popped in **D.J. LAZ** *Mami El Negro* (PANDISC) and got instant reaction!"

ROGER ALLEN, PD at KHFI, Austin, TX sez, "BONNIE RAITT *Something To Talk About* (CAPITOL) has an 'Austin' vibe and she's well-known in this area! It sounds GREAT! We've been playing an Italian import **GINNY** *Keep Warm* (NEXT PLATEAU) for about two weeks and it always generates curiosity calls! And check out **SIOUXSIE & THE BANSHEES** *Kiss Them For Me* (Geffen) and **OAKTOWN'S 3-5-7 Turn It Up** (CAPITOL)!"

MICHAEL NEWMAN, PD at KDON, Salinas, CA sez, "TEVIN CAMPBELL *Just Ask Me To* (WARNER BROS.) takes two or three listens but it'll be a BIG Crossover record! The new **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is a smash-ola! HOMERUN! Check out **OAKTOWN'S 3-5-7 Turn It Up** (CAPITOL)! And we're playing **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE) at night with BIG phones!"

KEVIN CHASE, MD at KMOK, Lewiston, ID sez, "RTZ *Face The Music* (GIANT) is a SMASH! I couldn't stop listening - talk about infectious! **WHITNEY HOUSTON** *My Name Is Not Susan* (ARISTA) is uptempo and pure **WHITNEY**! **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is silky smooth with massive harmonies! Listening to **NATALIE & NAT KING COLE** *Unforgettable* (ELEKTRA) brings shivers! The duet of all duets! **NIKOLAJ STEEN** *Angel* (IMAGO) is truly different sounding and keeps sounding better and better!"

COLUMBIA RECORDS

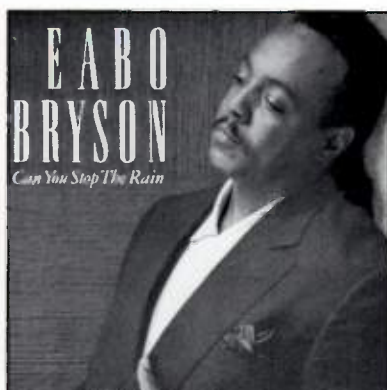
Presents

The **HITMAKERS** PROGRAMMER OF THE WEEK!

COLUMBIA CRUSADES

The Crusade Continues...

PEABO BRYSON "Can You Stop The Rain"



*The Commitment Continues...
The success story
continues...each week the
jury comes back with the
same verdict...HIT!!!*

Z100 23-20	Y100 22-18
WPGC 15-12	WNCI 21-19
WZOU 23-20	KMEL 20-17
WXKS 36-32	HOT97.7 14-10



FISHER

PD, B104-Baltimore

CAREER HIGHLIGHTS:

Programmed KFIV/Modesto, CA; KZZP Ops
Mgr; WKTI PD; WEGX PD and currently PD
at B104.

FAMILY: Single with a very serious
woman in his life, Lynn, whom marriage is a
strong possibility, then there's Tara the
Australian Shepherd.

HOBBIES: Cycling, road trips,
aviation, eating.

QUOTE: "This is a bizarre business.
Keep your goals realistic, stay loose, have fun
and always remember, it's only radio!"

NOMINEES FOR ISSUE 699

1. DUSTY HAYES (PD-WABB-Mobile)
2. JOHN PEAKE (PD-KRQ-Tucson)
3. RICK WOODSELL (PD-99WAYS-Macon)

VOTE FOR YOUR CHOICE

Call: (818) 887-3400

Fax: (818) 883-1097

LISA LISA & Cult Jam "Let The Beat Hit 'Em"



#28 Billboard/Soundscan Single Sales!
#38 BDS Airplay Chart!
EXPLOSIVE Sales and Airplay!

PWR99 add	WIOQ 12-8
Z90 add #21	KXXR 28-23
WNVZ 8-7 Hot	KS104 11-8
WPGC 5-3 Hot	HOT97.7 27-21
HOT97 9-6	WTIC 27-24
WXKS 22-19	WQXA 13-9

3RD BASS



"Pop Goes The Weasel"

27*-22* Billboard/Soundscan Single Sales!
#27 Billboard Pop Album

100% Proven Hit at every station playing it:

WIOQ 14-7 (Hot #1 requests), Z100 19-13
WPGC 18-14, WHYT 19-9 (Hot), WCKZ (28-21)

Added This Week:

WNVZ, KTFM, PWRPIG, WTIC, WMXP, KKFR,
FM102, KMEL

DESMOND CHILD

LOVE ON A ROOFTOP

the first single and video
from the debut solo album *Discipline*

Produced by Desmond Child & Sir Arthur Payson
C. Winston Simone Management

RANDY ROSS, MD, WGTZ – "It's an adult female smash with adult female phones. There's an office crusade happening here!"

GARY MICHAELS, MD, KISN – "We're seeing great reaction on this song. Top-5 phones with all demos. This song will fit any Top40 playlist. We love it, it's a great sing-a-long song!"

BRIAN DOUGLAS, APD/MD, Q102 – "Desmond Child is showing 18-34 female calls. It has very good growth potential!"

NATALIE COLE

with Nat "King" Cole

UNFORGETTABLE

the first single and video
from the album

ALBUM OVER PLATINUM IN 4 WEEKS

Produced by David Foster
Executive Producers: Tommy Lipuma & Natalie Cole
Dan Cleary Management Associates

HITMAKERS Mainstream Top40: NEW#34
Adult Top40: 21-14 Crossover Top40: NEW#38
National Single Sales: NEW#35 A Crusade!
Heavy Rotation On VH-1 #1 Billboard LP Chart



Elektra

On Elektra Compact Discs, Records and DIGALOG™ Cassettes

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One Of The Most
Added With 77
Adds This Week!

Breaking At...
K11S-FM (24-17)
KMEL (21-15)
KSOL (D#29)
Q95 (15-10)
WHYT (15-13)
POWER96 (8-6)
Y100 (#5)
B100 (D#22)
Q106 (23-15)
Q105 (29-26)
KOY95 (28-21)
Y92 (11-3)
STAR93 (19-14)
KISN (D#29)
WKSS (28-22)
WCKZ (32-28)
WJLK-FM (7-5)
WKZL (34-31)

WRH

DISC-OVERY CLUB®

TODD MARTIN, PD at WQID, Biloxi, MS sez, "**FIREHOUSE** *Love Of A Lifetime* (EPIC) is getting bigger phone requests than their first release. Top-5 requests this week! And **THE SCORPIONS** *Wind Of Change* (MERCURY) is now getting BIG local sales and requests! This one is headed for #1 with us!"

JAY RANDALL, MD at WJDQ, Meriden, MS sez, "**R.E.M.** *Shiny Happy People* (WARNER BROS.) is one of the best songs I've heard in a very long time! It's filled with hooks, twists and turns. It's a GREAT summertime song!"

RALPH WIMMER, PD at Z102, Savannah, GA sez, "**COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is a HOME RUN! **NATALIE & NAT KING COLE** *Unforgettable* (ELEKTRA) is already showing #8 LP sales! BIG requests. **BOYZ II MEN** *Motownphilly* (MOTOWN) is showing up Top-5 single sales here! **BONNIE RAITT** *Something To Talk About* (CAPITOL) is not only getting excellent requests but the LP moved 21-5 on our LP sales chart!"

LEE REYNOLDS, PD at HOT101.5, Tallahassee, FL sez, "**K.M.C. KRU** *The Devil Went Up To Michigan* (CURB) has literally exploded in sales and requests! **LISA LISA & CULT JAM** *Let The Beat Hit 'Em* (COLUMBIA) is showing GREAT sales and our 18-24 market is calling like CRAZY!"

TOM GJERDRUM, OM at WZOK, Rockford sez, "**FIREHOUSE** *Love Of A Lifetime* (EPIC) is a good follow-up to *Don't Treat Me Bad*. Also, check out **HUEY LEWIS & THE NEWS** *It Hit Me Like A Hammer* (EMI)! **HUEY**'s back hammering away - this will be a SMASH! And it's good to hear from **TOM PETTY & THE HEARTBREAKERS** again with *Learning To Fly* (MCA)!"

RICHARD SPIRES, PD at KZZB, Beaumont, TX sez, "**THE DON** *In There* (RAL/COLUMBIA) is getting massive requests and reaction! Do not let this get lost in the shuffle. **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is a SMASH! Book it! After 13 test plays, **OMD** *Pandora's Box (It's A Long, Long Way)* (VIRGIN) is getting very good response!"

DALE O'BRIAN, PD at WMXF, Fayetteville, NC sez, "**CUT 'N' MOVE** *Get Serious* (EPIC) is gonna be BIG! What a GREAT sound! **CHESNEY HAWKES** *The One And Only* (CHRYSALIS) is performing well after only a week of play! This one is up and fresh! **D.J. JAZZY JEFF & THE FRESH PRINCE** *Summertime* (JIVE) is the #1 selling single in every retail outlet in town!"

STEVE CHRISTIAN, PD at WILN, Panama City Beach, FL sez, "Check out **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE)! It will be HUGE! **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE) is an outright reactionary smash for us! This could very well be **THE** hit of the summer!"

KEVIN PETERSON, APD at WABB, Mobile, AL sez, "After only one night of testing, the phones went nuts for **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE)! **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is a SMASH! I still love **OAKTOWN'S** 3-5-7 *Turn It Up* (CAPITOL)! What a GREAT record!"

CLAY GISH, PD at WOKI, Knoxville, TN sez, "**ROBBIE NEVIL** *Just Like You* (EMI) has jumped to the #3 most requested cut in the last 48 hours! **ROBERT PALMER** with **UB40** *I'll Be Your Baby Tonight* (EMI) is already getting good initial response and will be a BIG adult hit!"

BILL MITCHELL, PD at WYYS, Columbia, SC sez, "**CHESNEY HAWKES** *The One And Only* (CHRYSALIS) is a fine, fine record. We are already getting calls. **THE SCORPIONS** *Wind Of Change* (MERCURY) has really kicked in showing excellent sales in the market and HOT requests! If you haven't heard the **NIKOLAJ STEEN** *Angel* (IMAGO), do so, it's a HIT!"

DAVE ARTHUR, MD at KF95, Boise, ID sez, "**NATALIE & NAT KING COLE** *Unforgettable* (ELEKTRA) is a familiar song, and the next *Unchained Melody*. It should be a Top-5 record! Also, **MICHAEL MORALES** *I Don't Wanna See You* (MERCURY) is straight-ahead Mainstream Top40! And **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE) is a good night cut that's sure to make your phones BUZZ!!!"

JIM GRADY, MD at KISR, Ft. Smith, AR sez, "**R.E.M.** *Shiny Happy People* (WARNER BROS.) has got to be a #1 song! Also, **THE MOODY BLUES** *Say It With Love* (POLYDOR) tugs at my heart strings. And if Steelheart and Firehouse worked for you, so will **KINGOFTHEHILL** *If I Say* (SBK)!"

ANNIE SAGE, MD at KCAQ, Oxnard, CA sez, "**COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is very different! Cut #2 is the one for everyone to check out. Also, check out **WHITNEY HOUSTON** *My Name Is Not Susan* (ARISTA)! **WHITNEY** puts herself back into the Dance mode. And **CUT 'N' MOVE** *Get Serious* (EPIC) takes a few listens but kicks in and you'll LOVE it!"

SEAN MICHAELS, MD at KTRS, Casper, WY sez, "**WHITNEY HOUSTON** *My Name Is Not Susan* (ARISTA) is a natural smash! Also, **ALICE COOPER** *Hey Stupid* (EPIC) is picking up BIG phones! For a great upper demo song, play .38 **SPECIAL** *The Sound Of Your Voice* (CHARISMA)! **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE) is a SMASH all the way!"

ROBERT ELFMAN, APD/MD at KIXY, San Angelo sez, "**WHITNEY HOUSTON** *My Name Is Not Susan* (ARISTA) will be the most added! Also, **R.E.M.** *Shiny Happy People* (WARNER BROS.) will be just as BIG as the first one! It's a good summer song. And **HUEY LEWIS & THE NEWS** *It Hit Me Like A Hammer* (EMI) is a GREAT follow-up to *Couple Days Off*."

DAVE COLLINS, MD at KFBQ, Cheyenne, WY sez, "**TROOP/LeVERT** *For The Love Of Money* (GIANT/REPRISE) is a GREAT song and rap and another GREAT smash off the soundtrack. Also, **REBEL PEBBLES** *How Do You Feel* (I.R.S.) is a GREAT follow-up and has a GREAT Pop feel. And **C&C MUSIC FACTORY** *Things That Make You Go Hmmm...* (COLUMBIA)! This is a definite smash!"

HANK BASTIAN, MD at WLAN, Lancaster, PA sez, "**WHITNEY HOUSTON** *My Name Is Not Susan* (ARISTA) is a HIT! Also, **KINGOFTHEHILL** *If I Say* (SBK) is a Top40-needed song! And **CROWDED HOUSE** *Chocolate Cake* (CAPITOL) has a great sound!"

JEFF CLARK, PD at WKDD, Akron, OH sez, "**C&C MUSIC FACTORY** *Things That Make You Go Hmmm...* (COLUMBIA) is the biggest single they've ever had! And **MICHAEL MORALES** *I Don't Wanna See You* (MERCURY) is a good uptempo Rock record!"

SCOTT BURTON, MD at WRCK, Utica, NY sez, "**NIKOLAJ STEEN** *Angel* (IMAGO) sounds GREAT from the first listen! Also, **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is smooth and polished - it's what everyone's been waiting for! And **CROWDED HOUSE** *Chocolate Cake* (CAPITOL) is a GREAT band with a great sound that will sound good on the air!"

ERICK ANDERSON, PD/MD at G98, Portland, ME sez, "**WHITNEY HOUSTON** *My Name Is Not Susan* (ARISTA) is the BIG hit off the album. Women and upper demos love her. Need I say more? And check out **R.E.M.** *Shiny Happy People* (WARNER BROS.)! This band has sold 2 million albums with one hit and requests are flying in!"

CATFISH COOPER, MD at WWCK, Flint, MI sez, "**NICKI RICHARDS** *Summer Breeze* (ATLANTIC) has a familiar summer sound! What a great remake! And **YOUNG M.C.** *That's The Way Love Goes* (BUST IT/CAPITOL) is a GREAT record! He's back and ready to ROCK!!!"

STEVE CHRISTIAN, PD at WNYP, Ithaca, NY sez, "**EXTREME** *Hole-Hearted* (A&M) is a GREAT Pop/Rock tune! Undoubtedly an excellent follow-up to their #1 smash, *More Than Words*."

MARK MCGILL, MD at WSNX, Muskegon, MI sez, "**RICK MATHEWS** *Playin' On The Radio* (MAS/HOLLYWOOD) is just a plain GREAT summer song! And the more you hear **CROWDED HOUSE** *Chocolate Cake* (CAPITOL), the more you'll like it! Check it out!"

GREG DeLANGE, MD at OK95, Tri-Cities, WA sez, "Check out **R.E.M.** *Shiny Happy People* (WARNER BROS.)! We put this song on 'Make It Or Break It' and it blew out the phones by a 70% margin! This is a truly great follow-up from a group with an even greater following! And, **BONNIE RAITT** is back with *Something To Talk About* (CAPITOL)! Radio missed out on her last single, so don't miss this great song from a core artist!"

GREG ADAMS, PD/MD at KFFM, Yakima, WA sez, "**R.E.M.** *Shiny Happy People* (WARNER BROS.) is a GREAT follow-up from a very happening band! **WORLD ON EDGE** *Wash The Rain* (CHARISMA) has many great influences wrapped into one package. This is a very air-able record - Top40 take note!"

WES McSHAY, PD at WFHN, New Bedford, MA sez, "Check out **WHITNEY HOUSTON** *My Name Is Not Susan* (ARISTA)! It's nice to hear **WHITNEY** back again with an uptempo Pop hit! **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is a KILLER follow-up to an exceptionally HUGE debut smash! It's different sounding enough to keep your audience guessing!"

DANNY B, MD at WMEE, Ft. Wayne, IN sez, "**R.E.M.** *Shiny Happy People* (WARNER BROS.) is a GREAT balance record! Easy listening at its best! **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is a HUGE buzz record! And keep an eye out for **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE), 'cause it's gonna be HUGE!!!"

The **REB**

Rebels



How Do You Feel

**The next single
from the hit album
“Girls Talk”**

Recorded and Produced by Tony Peluso

Just Added At:

**KFBQ! KIXY! KNIN! KAKS!
KSKG! WERZ! WLAN! WRHT!**

Hot Action At:

**93QID (D#38)! KISR (D40)!
KYYY (D#40)!**



X2/4 13076

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RUSTY KEYS, PD/MD at KSKG, Salinas, CA sez, "R.E.M. *Shiny Happy People* (WARNER BROS.) will make for shiny happy listeners! NATALIE & NAT KING COLE *Unforgettable* (ELEKTRA) is a GREAT song that everyone will love and everyone should play!"

WILD BILL CHERRY, MD at KKXX, Bakersfield, CA sez, "PRINCE *Gett Off* (PAISLEY PARK/WB) is HOT!!! IT'S flat-out jammin'! What can I say about PRINCE that hasn't already been said? Check out **HI-C** feat. **Tony A** *I'm Not Your Puppet* (HOLLYWOOD)! BIG Video Jukebox play made this one a phone-smoker before we even hit it! They made us play it! **JESSE JAYMES** *Shake It (Like A White Girl)* (DELICIOUS VINYL) is still hot and check out **BOBBY ROSS AVILA** *I'm Hooked On You* (B&L) is a great slow jam!"

STEVE YORK, MD at WVBS, Wilmington, NC sez, "RICK MATHEWS *Playing On The Radio* (HOLLYWOOD) is a GREAT summertime record! **SCHASCLE** *Haunted By Real Life* (REPRISE) is a great record with a KILLER hook that will keep coming back to haunt you! And listen to *Low Rider* by **LATIN ALLIANCE** (VIRGIN)! It's a great remake of a great song!"

DAVE SHUMAN, MD at ISLE95, St. Croix sez, "SALT-N-PEPA *Do You Want Me* (NEXT PLATEAU) has been #1 phones for four solid weeks! They can't get enough of it! **KEITH WASHINGTON** *Kissing You* (QWEST/WB) is incredible with 25-54 women! The more you play **SEAL** *Crazy* (WARNER BROS.), the more it grows on you! **C&C MUSIC FACTORY** *Things That Make You Go Hmmm...* (COLUMBIA) is SMOKIN'!!! Great club reaction and phones! And **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE) has GREAT teens, already in the Hot Nine at 9!"

STEW SCHANTZ, PD at WSPK, Poughkeepsie, NY sez, "If you're looking for a Dance record with that cool Soul II Soul feel then check out **NICKI RICHARDS** *Summer Breeze* (ATLANTIC)! Also, **HUEY LEWIS & THE NEWS** *It Hit Me Like A Hammer* (EMI) should have been the first single released. It's a GREAT song! Finally, check out **BOYZ II MEN** *Motownphilly* (MOTOWN)! Who could argue with BBD Part III?"

BARRY WITHERSPOON, PD at WSTO, Evansville, IN sez, "R.E.M. *Shiny Happy People* (WARNER BROS.) is a shiny song for a happy radio station! Also, **KINGOFTHEHILL** *If I Say* (SBK) is an obvious SMASH! Take a listen to **LOUD SUGAR** *Take Me Woman* (SBK)! Find it, listen to it, PLAY IT!"

GREG WILLIAMS, MD at KKRD, Wichita Falls, KS sez, "MARKY MARK & THE FUNKY BUNCH *Good Vibrations* (INTERSCOPE) has a BIG buzz that will come home! Also, R.E.M. *Shiny Happy People* (WARNER BROS.) is my favorite track off the album, and I'm glad to see it happen! Check out the U.K. mix track two of **WHITNEY HOUSTON** *My Name Is Not Susan* (ARISTA)! It's refreshing to hear an upbeat record from her! Top40 played Louis Armstrong and The Righteous Bros., now we will play NATALIE & NAT KING COLE *Unforgettable* (ELEKTRA) - it's the right thing to do!"

SCOTT ST. JOHN, PD/MD at WPRR, Altoona, PA sez, "Check out R.E.M. *Shiny Happy People* (WARNER BROS.)! This song will give you Rapid Ear Movement! And **THE KNACK** *One Day At A Time* (CHARISMA) has that early '80s feel!"

LOUIS KAPLAN, PD at Y107, Nashville, TN sez, "3RD BASS *Pop Goes The Weasel* (DEF JAM/COLUMBIA) is getting GREAT requests and doing excellent in callout! **YOUNG MC** *That's The Way Love Goes* (CAPITOL) is HOT! This could be BIG!!!"

RANDY ROSS, MD at WGTZ, Dayton sez, "Check out **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE)! What a GREAT record! Both the harmony and the music make it! Also, check out R.E.M. *Shiny Happy People* (WARNER BROS.)! This one makes me feel warm and fuzzy!"

GARY MICHAELS, MD at KISN, Salt Lake City sez, "COLOR ME BADD *I Adore Mi Amor* (GIANT/REPRISE) is a really great song for Top40 radio! Another great song with a lot of potential is **TAMI SHOW** *The Truth* (RCA)! Good sound!"

MATT McCANN, PD at WLRW, Champaign, IL sez, "WHITNEY HOUSTON *My Name Is Not Susan* (ARISTA) is obvious! R.E.M. *Shiny Happy People* (WARNER BROS.) is a good summertime follow-up! You can't ignore it!"

J.J. RILEY, MD at WRQN, Toledo, OH sez, "Check out **KINGOFTHEHILL** *If I Say* (SBK)! If I'm going to say anything then I'll say this record is fit for a king! R.E.M. *Shiny Happy People* (WARNER BROS.) is gonna be HUGE!!! If you're looking for a slightly different sounding record that tells a great story, check out **BILLY FALCON** *Power Windows* (MERCURY)!"

WILLIE STEVENS, PD at KZBB, Fort Smith, AR sez, "You gotta sing along with R.E.M. *Shiny Happy People* (WARNER BROS.)! Watch **NIKOLAJ STEEN** *Angel* (IMAGO)! It has a lot of potential! **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is smooth! It could be bigger than the first!"

DEANO, PD/MD at SLY96, San Luis Obispo, CA sez, "C&C MUSIC FACTORY *Things That Make You Go Hmmm...* (COLUMBIA) makes me go mmm... I wonder if it's another HIT! Check out **VAN HALEN** *Top Of The World* (WARNER BROS.)! It's the hit for Top40 and it sounds GREAT!!! R.E.M. *Shiny Happy People* (WARNER BROS.) is very cool. And finally, **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is already getting phones!"

NIKKI STEWART, MD at WHHY, Montgomery, AL sez, "CUT N' MOVE *Get Serious* (EPIC) is a summertime SLAMMER! Get with it, get serious! You can't go wrong with **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) - this one is HOT! And R.E.M. *Shiny Happy People* (WARNER BROS.) will explode faster than *Losing My Religion*!"

DAVE HARRIS, MD at WWWQ, Glasgow, KY sez, "I've been waiting two years for the release of **THE KNACK**'s *One Day At A Time* (CHARISMA)! Doug Fieger, lead singer and guitarist, gave me side one of their unfinished album that wasn't fully mixed yet. That was back in July 1989. It still has that magic and we're going to play the hell out of it! You should too!"

WADE WILLIAMS, APD/MD at KQHT, Grand Forks, ND sez, "R.E.M. *Shiny Happy People* (WARNER BROS.) is just a great song and Kate Pierson really adds to it! Also, **KINGOFTHEHILL** *If I Say* (SBK) could have a niche in Top40! Finally, **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE) is a cool summer tune!"

SEAN PHILLIPS, PD at WTHT, Portland, ME sez, "Check out **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE)! It's an out-and-out SMASH! It's gonna be a real phone blower! Also, **JOMANDA** *Got A Love For You* (ATLANTIC) went through the roof and came back 95% positive. Finally, check out **SALT-N-PEPA** *Do You Want Me* (NEXT PLATEAU)! It's the second station I've played it with in dissimilar markets and it's still Top-2! Play the video mix and watch the phones go CRAZY!!!"

KEITH CLARK, PD at WJMO, Cleveland sez, "This is an obvious pick, but **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) will be HUGE! If you listen out of the corner of your ear, it reminds me of a classic Stevie Wonder sound. If you're looking for a great night and weekend record, **3RD BASS** *Pop Goes The Weasel* (DEF JAM/COLUMBIA) is the one! Also, check out the U.K. Dance mix of **YASMIN** *Wanna Dance* (Geffen)! We're watching that one, and of course **OAKTOWN'S** 3-5-7 *Turn It Up* (CAPITOL) is a very melodic and danceable rap song that can be played in other dayparts besides nights!"

J.J. GERARD, MD at KQCR, Cedar Rapids, IA sez, "COLOR ME BADD *I Adore Mi Amor* (GIANT/REPRISE) is an excellent follow-up that even the most conservative station can play! R.E.M. *Shiny Happy People* (WARNER BROS.) is the first song in a long time that made me smile the first time! Don't be a fool, play **LUTHER VANDROSS** *Don't Want To Be A Fool* (EPIC)! It's the logical follow-up from the new album. It really showcases his voice!"

DENNY ANDERSON, PD at KG95, Sioux City, IA sez, "Check out **NIKOLAJ STEEN** *Angel* (IMAGO)! It's a GREAT song with a Dance/Rock/Rap feel with a little harmonica hoe-down in it! Listen to this one!!! Also, **EXTREME** *Hole-Hearted* (A&M) is a very good follow-up! Anybody at the **HITMAKERS** Seminar in Chicago knows that **MARC COHN** is for REAL! Check out *Silver Thunderbird* (ATLANTIC)! You can listen to him for days."

Next Week's
Exclusive Interview
with
**JOHN
McFADDEN**
PD, THE FOX
Detroit



Jasmine Guy

*“Just Want
To Hold
You”*

The New Single

Produced by Rex Salas for Racer-Ex Productions

From the album Jasmine Guy



MIX SHOW PAGE

This week's **Exclusive** Mix Show Sampling from **HITMAKERS** Reporting Stations:

* Denotes Import

EAST



Boston

"KID DAVID" COREY (Boston Record Pool)

MARKY MARK... "Good Vibrations" (INTERSCOPE)
LONNIE GORDON "Gonna..." (SUPREME)*
VELVET "Hold Me" (RCA)
3RD BASS "Pop Goes..." (DEF JAM/COL)
ADV. OF STEVIE V. "That's The..." (MERC)
L.L. COOL J "6 Minutes..." (DEF JAM/COL)
LIGHTER SHADE "Latin..." (QUALITY)
N-JOI "Malfunction" (RCA)
JINNY "Keep Warm" (NEXT PLATEAU)
CLUBHOUSE "Deep In My Heart" (ATL)
GEORGE KRANZ "Din... '91" (CARDIAC)
HEAVY D... "Now..." (UPTOWN/MCA)
JOY & JOYCE "Babe Babe" (B. HILLS)*
CORO "My Fallen Angel" (CUT/CHAR)
BROTHERS IN RHYTHM "Such..." (4TH & B'WAY)



New York

GLENN FRISCIA

THE KLF "3 A.M. Eternal" (ARISTA)
LISA LISA "Let The Beat Hit 'Em" (COL)
CLUBHOUSE "Deep In My Heart" (ATL)
THELMA HOUSTON "Throw..." (REPRISE)
CORINA "Temptation" (CUTTING/ATCO)
B.G. THE PRINCE... "This Beat..." (EPIC)
HEAVY D... "Now..." (UPTOWN/MCA)
D.S.K. "What Would We Do" (LONDON)
P.C.P. "Keep It Up Dance" (RCA)
CORO "My Fallen Angel" (CUT/CHAR)
C&C MUSIC... "Things That..." (COL)
MOSAIC III... "Dance Now" (RCA)
FACE "Forever Yours" (MIC MAC)
PRINCE... "Gett Off" (PAISLEY PARK/WB)
BROTHERS IN RHYTHM "Such..." (4TH & B'WAY)



Washington, D.C.

GEOFFREY C.

(Greater Baltimore Record Pool)

LISA LISA "Let The Beat Hit 'Em" (COL)
D.J. JAZZY JEFF... "Summertime" (JIVE)
CRYSTAL WATERS "Gypsy..." (MERC)
JOMANDA "Got A Love..." (BIG BEAT)
2 HYPED BROTHERS "Doo Doo..." (IMPORT)*
CRIMINAL ELEMENT... "What Is..." (QUARK)
GEORGE KRANZ "Din... '91" (CARDIAC)
D'BORA "Dream About You" (SMASH)
NOMAD "Devotion" (CAPITOL)
INNER CITY "Til We Meet Again" (VIRGIN)
MARKY MARK... "Good Vibrations" (INTERSCOPE)
PRINCE... "Gett Off" (PAISLEY PARK/WB)
C&C MUSIC... "Things That..." (COL)
MARVA HICKS "I Got..." (POLYDOR)
FRANKIE KNUCKLES "The Whistle..." (VIRGIN)

MIDWEST



Milwaukee

FRESH G. (Chicago Music Pool)

THE KLF "3 A.M. Eternal" (ARISTA)
LISA LISA "Let The Beat Hit 'Em" (COL)
BINGOBOYS "Borrowed Love" (ATL)
JOMANDA "Got A Love..." (BIG BEAT)
HEAVY D... "Now..." (UPTOWN/MCA)
2 BROTHERS... "Can't Help..." (ZYX)
RHYTHM SYNDICATE "P.A.S.S.I.O.N." (IMPACT)
TRACIE SPENCER "This Time..." (CAP)
B.G. THE PRINCE... "This Beat" (EPIC)
P.C.P. "Keep It Up Dance" (RCA)
JESUS JONES "Right Here..." (SBK)
ADV. OF STEVIE V... "That's The..." (MERC)
D.J. JAZZY JEFF... "Summertime" (JIVE)
CLUBHOUSE "Deep In My Heart" (ATL)
BROTHERS IN RHYTHM "Such..." (4TH & B'WAY)



Chicago

BAD BOY BILL (Chicago Music Pool)

PIZZARO "Five Tones" (RAZZ)*
EZEE POSSE "Everything..." (VIRGIN)
M.C. MAGIC MAX "I Don't Want..." (WHOLE)
CORINA "Temptation" (CUTTING/ATCO)
X-PANSIONS "Elevations" (ARISTA)
MOTIVE 8 "Mission" (FX)*
JOMANDA "Got A Love..." (BIG BEAT)
GEORGIE PORGIE "Let The..." (TEMPEST)
THE TONE "Early To Rise" (BASS BOY)
4X SAMPLE "Bumpin'..." (LIVIN' LARGE)
GEORGE KRANZ... "Din... '91" (CARDIAC)
JULIAN "JUMPIN' PEREZ "Relight..." (DJ INT'L)
BRAINSTORM "Rock The House" (INSTINCT)*
CANDYFLIP "Redhills Road" (ATL)
HOLY NOISE "Get Down..." (HITHOUSE)*



Detroit

JIM McVICAR

(Detroit Advanced Music Promo.)

LISA LISA "Let The Beat Hit 'Em" (COL)
CUBIC 22 "Night In Motion" (BIG TIME)*
C'VELLO "This Jam Is Cold" (RCA)
C&C MUSIC... "Things That..." (COL)
2 IN A ROOM "Do What..." (CUT/CHAR)
UNITY "Unity" (CARDIAC)
ROZLYN CLARK "Gorgeous" (ATL)
GARY CLAIL "Human Nature" (RCA)
THE KLF "3 A.M. Eternal" (ARISTA)
CANDYFLIP "Redhills Road" (ATL)
FRANKIE KNUCKLES "The Whistle..." (VIRGIN)
MARKY MARK... "Good Vibrations" (INTERSCOPE)
SIOUXSIE... "Kiss Them..." (GEFFEN)
SALT-N-PEPA "Do...(Rmx)" (NEXT PLAT)
N-JOI "Malfunction" (RCA)

SOUTH



Houston

JOHN GRAY

THE KLF "3 A.M. Eternal" (ARISTA)
CUT 'N' MOVE "Get Serious" (EPIC)
MOTIVE 8 "Mission" (FX)*
TOM TOM "See Me..." (TOTAL RECALL)*
MOCK TURTLES "Can U Dig It" (IMPORT)*
STEREO MCs "Elevate..." (4TH & B'WAY)
EMF "Unbelievable" (EMI)
SUCCESS N EFFECT "Success..." (WHITE)*
ARIEL "Musn't Grumble" (IMPORT)*
C&C MUSIC... "Here We Go..." (COL)
SUB SUB "Space Face" (TEN)*
MARKY MARK... "Good Vibrations" (INTERSCOPE)
THE END "Drive Me Wild" (IMPORT)*
D.J. JAZZY JEFF... "Summertime" (JIVE)
JINNY "Keep Warm" (NEXT PLATEAU)



Hits. Without the hype. Houston

ROBERT O'QUINN (Music Information X-Change)

JESUS JONES "Right Here..." (SBK)
GARY CLAIL "Human Nature" (RCA)
MARKY MARK... "Good Vibrations" (INTERSCOPE)
SIOUXSIE... "Kiss Them..." (GEFFEN)
SHEER TAFT "Cascades" (R&S)*
THRILL KILL CULT "Sex..." (WAX TRAX)
3RD BASS "Pop Goes..." (DEF JAM/COL)
MOCK TURTLES "Can U Dig It" (SIREN)
SEAL "Crazy" (SIRE/WB)
JESUS JONES "Real Real Real" (SBK)
THE KLF "3 A.M. Eternal" (ARISTA)
ERASURE "Snappy" (REPRISE)
PRESENCE "All I See" (REALITY)*
808 STATE "Ooops" (TOMMY BOY)



Miami

EDDIE MIX

(Star Sounds Record Pool)

CLUBHOUSE "Deep In My Heart" (ATL)
VELVET "Hold Me" (RCA)
BROTHERS IN RHYTHM "Such..." (4TH & B'WAY)
UNITY "Unity" (CARDIAC)
EL GENERAL "Pun Tun Tun" (V.P.)
RARE ARTS "Boriqua..." (ST. RHYTHM)
TKA "Louder Than Love" (TB/WB)
THE KLF "3 A.M. Eternal" (ARISTA)
D-ROCK "I Can't Believe..." (ZYX)
RAZE "Bass Power" (ATLANTIC)
ADV. OF STEVIE V. "That's The..." (MERC)
ERASURE "Chorus" (REPRISE)
AFRIKA BAMBAATAA "Get Up..." (EMI)
B.G. THE PRINCE... "This Beat..." (EPIC)
TODD TERRY... "Never Give Up" (CHAMPION)*

WEST



Los Angeles

RICHARD "HUMPTY" VISSION (American Music Pool)

B.G. THE PRINCE... "This Beat..." (EPIC)
N-JOI "Malfunction" (RCA)
JINNY "Keep Warm" (NEXT PLATEAU)
ZENDY "Zymotic" (IMPORT)*
LOUIS LOVE BUMP "Mallorca" (WHITE)*
T-99 "Anastasia" (WHO'S THAT BEAT)*
C&C MUSIC... "Things That..." (COL)
ANALOGIK-A "Mama Africa" (IMPORT)*
CHANNEL X "Rave The..." (BEAT BOX)*
R.A.F. "We're Gonna Get" (IMPORT)*
HOLY NOISE "Get Down..." (HITHOUSE)*
OUTLANDER "The Vamp" (R&S)*
YA YA'S "Loovee" (UNDERGROUND)*
PRAGA KHAN "Rave Alarm" (BEAT BOX)*
GURU JOSH "Hallelujah..." (IMPORT)*



Fresno

PATRICK VALERO (The Pros Record Pool)

CLUBHOUSE "Deep In My Heart" (ATL)
ADV. OF STEVIE V. "That's The..." (MERC)
RAZE "Bass Power" (ATLANTIC)
B.B.D. "Let Me Know Something" (MCA)
QUADRAPHONIA "Quadraphonia" (RCA)
L.L. COOL J "6 Minutes..." (DEF JAM/COL)
BRAND NEW HEAVIES "Never..." (DEL VINYL)
D.S.K. "What Would We Do" (LONDON)
AFRIKA BAMBAATAA "Just Get..." (EMI)
VOICE FARM "Free Love" (MORGAN CREEK)
MARKY MARK... "Good Vibrations" (INTERSCOPE)
ROZLYN CLARK "Gorgeous" (ATL)
MOSAIC III... "Dance Now" (RCA)
JAMES BROWN "Say It..." (POLYDOR)
SHEENA EASTON "You Can..." (MCA)



San Jose

REX SANTA ELENA

L.L. COOL J "6 Minutes..." (DEF JAM/COL)
RODNEY O... "Get Ready" (NASTYMIX)
SOUNDS OF... "Optimistic" (PERS A&M)
B.G. THE PRINCE... "This Beat..." (EPIC)
C&C MUSIC... "Things That..." (COL)
SLICK RICK "I Shouldn't..." (DEF JAM/COL)
LIGHTER SHADE... "Latin..." (QUALITY)
MONIE LOVE "Down To Earth" (WB)
THE KLF "3 A.M. Eternal" (ARISTA)
CORO "My Fallen Angel" (CUT/CHAR)
ICY BLU "Pump It..." (GIANT)
D.J. LAZ "Mami El Negro" (PANDISC)
LATIN ALLIANCE "Low..." (VIRGIN)
BINGOBOYS "Borrowed Love" (ATL)
CLUBHOUSE "Deep In My Heart" (ATL)

THE MOODY BLUES

"SAY IT WITH LOVE"

Just Added At:
KXYQ!!!

JET-FM!!! KEWB (#35)!!! KHOK (40-32)!!!
KJLS (40-30)!!! WHDQ!!! WHTO!!!
WJLQ!!! WMXF!!! WNYP!!!
WPRR-FM!!! WYYS!!!



"THERE SHE GOES"



The L A 'S



HOT ACTION AT:

KKBQ (19-16)
KRBE (25-22)
KWOD (12-10)
HOT94.9 (D#29)
Z99 (22-19)
99.9KHI (D#40)
ENERGY99 (D#30)
K106 (32-29)
KATM (24-20)
KCHX (35-32)
KFBQ (36-33)

KG95 (D#33)
KNEN (D#39)
KNIN (30-23)
KQIZ (D#30)
KQKY-FM (31-28)
KRRG (27-20)
KSDR (29-25)
KSKG (27-24)
KTRS (D#40)
KTUX (D#34)
KYYY (38-34)
KZZB (40-37)

WBBQ (38-34)
WDEK (D#32)
WERZ (D#29)
WHTO (D#39)
WJLQ (32-27)
WJMX (D#40)
WOMP-FM (D#40)
WPST (26-22)
WRTB (D#40)
WWCK (25-20)
WWFX (D#36)
WYCR (D#30)

A HITBOUND!

Just Added At:

KSMB!!! KZOR!!! WBXX!!!
WSTO!!! G98!!! WGRD!!!

Cathy Dennis

"Too Many Walls"

MAINSTREAM TOP40: 29-24 ADULT TOP40: 27-22
CROSSOVER TOP40: 40-30

HOT ACTION AT:

HOT97 (29-25)
Z100 (D#25)
KIIS-FM (28-21)
PWR106 (31-27)
PWR95 (25-17)
WXKS-FM (25-20)
Y100 (28-24)
PWR99 (20-15)
KPLZ (D#23)
Q106 (27-24)

WFLZ 9(23-19)
Q105 (27-20)
KOY95 (30-22)
MIX107.5 (22-11)
KXXR (33-26)
WNVZ (30-18)
WNCI (20-17)
MAJIC102.5 (24-21)
WKSE (24-14)
KC101 (27-23)

XL106.7 (28-25)
FM100 (28-25)
Y107 (30-26)
WGTZ (24-19)
KISS104 (26-23)
WDJX (30-25)
WOVW (D#24)
WAPI (19-15)
WFLY (25-22)
WRVQ (D#18)



Just Added At:

MOJO (#27)! EAGLE106 (#31)! KEG!
WMXN (#19)! WZPL (#30)! 98PXY!

SIMON FULLER 19 Management Ltd. in association for the USA
with Arma Andon SBK Management Inc.

THE TOP40 MUSIC PAGE

Based on exclusive information from radio programmers, the following records merit special attention.

MAINSTREAM Crusades

PEABO BRYSON
"Can You Stop The Rain"
(COLUMBIA)

A core artist at Urban radio, PEABO BRYSON is now poised to cross to Mainstream Top40 in a big way with this mass appeal love song. New this week at STAR93 (#28), KXYQ, WFME, WITZ and Z102. Strong moves at Z100, THE BEAT, KMEL, WPGC, WXKS-FM, WZOU, Y100, WBLI, HOT97.7 and more.

TAMI SHOW
"The Truth"
(RCA)

Fronted by the lovely Massey sisters and produced by Mike Chapman, *The Truth* by TAMI SHOW, is the perfect summertime Pop record. Just added at WGTZ, FM104, HOT95, KCHX, KSND, KZIO and more with strong moves at 99.9KHI, KAKS, KNIN, KZZU, WIXX and WLRW.

NATALIE & NAT COLE
"Unforgettable"
(ELEKTRA)

This song has transcended all format boundaries and has become more than a song...it's an event! One of the Most Added this week with 77 new believers, including MOJO Radio, Z100, WEGX, WIOQ, THE FOX, WXKS-FM, WBLI, KXXR, FM102, KC101, 98PXY and more. Don't underestimate this unique record.

CROSSOVER Crusade

OAKTOWN'S 3-5-7
"Turn It Up"
(CAPITOL)

No longer considered just M.C. Hammer's "former backup singers," these ladies are bustin' out big time with this mass appeal hit record! New this week at WIOQ, WHYT, KKFR, KGGI and more, moving 29-24 at KMEL, 18-13 at KEGL and 20-16 at KS104.

ADULT Crusade

AARON NEVILLE
"Everybody Plays The Fool"
(A&M)

Most remakes don't really come close to capturing the essence of the original. This one is an exception! AARON's version of the Main Ingredient classic racks up 24 more adds this week, including MIX107.5, KXYQ, STAR93 (#27) and KISS104.

NATIONAL BREAKOUTS

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. A (✓) check mark indicates a current or former crusade.

- 129 • WHITNEY HOUSTON "My Name Is Not Susan" (ARISTA)
- ✓ 112 • THE KLF "3 A.M. Eternal" (ARISTA)
- ✓ 111 • NATALIE & NAT KING COLE "Unforgettable" (ELEKTRA)
- 111 • TOM PETTY & The Heartbreakers "Learning To Fly" (MCA)
- 110 • COLOR ME BADD "I Adore Mi Amor" (GIANT/REPRISE)
- 103 • R.E.M. "Shiny Happy People" (WARNER BROS.)

HITBOUNDS

- ✓ 83 • BONNIE RAITT "Something To Talk..." (CAPITOL)
- 82 • GLORIA ESTEFAN "Can't Forget You" (EPIC)
- ✓ 79 • .38 SPECIAL "The Sound Of Your..." (CHARISMA)
- ✓ 67 • AARON NEVILLE "Everybody Plays The Fool" (A&M)
- 67 • BOYZ II MEN "Motownphilly" (MOTOWN)
- ✓ 66 • MARKY MARK & THE FUNKY... "Good..." (INTERSCOPE)
- 64 • SALT-N-PEPA "Do You Want Me" (NEXT PLATEAU)
- ✓ 57 • HEAVY D & THE BOYZ "Now That..." (UPTOWN/MCA)
- ✓ 57 • PEABO BRYSON "Can You Stop The..." (COLUMBIA)
- 41 • THE LA'S "There She Goes" (GO! DISCS/LONDON/PLG)
- ✓ 40 • LISA LISA & Cult Jam "Let The Beat Hit 'Em" (COLUMBIA)
- ✓ 40 • TAMI SHOW "The Truth" (RCA)
- ✓ 33 • CHESNEY HAWKES "The One And Only" (CHRYSLIS)
- ✓ 33 • MICHAEL MORALES "I Don't Wanna See You" (MERCURY)
- ✓ 32 • KEITH WASHINGTON "Kissing..." (QWEST/WARNER BROS.)
- 30 • JOMANDA "Got A Love For You" (BIG BEAT)
- 28 • RIC OCASEK "Rockaway" (REPRISE)
- 28 • STEREO MC'S "Elevate My Mind" (4TH & B'WAY/ISLAND)
- 27 • STEVIE WONDER "Gotta Have You" (MOTOWN)
- ✓ 25 • ALICE COOPER "Hey Stoopid" (EPIC)
- 23 • 3RD BASS "Pop Goes The Weasel" (DEF JAM/COLUMBIA)
- 21 • ALIAS "Perfect World" (GIANT)
- 21 • GUNS N' ROSES "You Could Be Mine" (Geffen)
- 20 • BINGOBOYS "Borrowed Love" (ATLANTIC)
- 20 • WARRANT "Blind Faith" (COLUMBIA)
- 19 • KING OF THE HILL "If I Say" (SBK)
- 19 • P.C. QUEST "Can I Call You My Girl" (HEADLINER/RCA)
- 18 • JESSE JAYMES "Shake It (Like A White..." (DELICIOUS VINYL)
- ✓ 18 • OAKTOWN'S 3-5-7 "Turn It Up" (CAPITOL)
- 18 • TONY TERRY "With You" (EPIC)
- 17 • CORO "My Fallen Angel" (CUTTING/CHARISMA)
- 17 • TROOP/LEVERT "For The Love Of Money" (GIANT/REPRISE)
- 15 • CUT'N'MOVE "Get Serious" (EPIC)
- 15 • ICY BLU "Pump It (Nice 'N Hard)" (GIANT)
- 14 • JASMINE GUY "Just Want To Hold You" (WARNER BROS.)
- 14 • KEEDY "Wishing On The Same Star" (ARISTA)
- ✓ 14 • YASMIN "Wanna Dance" (Geffen)
- 13 • DAVE KOZ "Nothing But The Radio On" (CAPITOL)
- 13 • FRED SCHNEIDER "Monster" (REPRISE)
- 12 • LATIN ALLIANCE "Low Rider" (VIRGIN)
- 12 • THE MOODY BLUES "Say It With Love" (POLYDOR)
- 12 • OMD "Pandora's Box (It's A Long, Long Way)" (VIRGIN)
- 11 • LIGHTER SHADE OF BROWN "Latin Active" (QUALITY)
- 11 • NIKOLAJ STEEN "Angel" (IMAGO)
- 11 • ROBERT PALMER w/UB40 "I'll Be Your Baby Tonight" (EMI)
- 10 • SOUNDS OF BLACKNESS "Optimistic" (A&M)
- 9 • BOB HALLIGAN "Could've Been You" (ATCO)
- 9 • SIOUXSIE & THE BANSHEES "Kiss Them For Me" (Geffen)

HITMAKERS[®] NA

For Issue #698 Week Ending 7/19/91 Compiled From Surveys Reported To **HITMAKERS**

MAINSTREAM

MOST ADDED

129	WHITNEY HOUSTON	"My Name Is Not Susan"	ARISTA
110	COLOR ME BADD	"I Adore Mi Amor"	GIANT/REP.
98	R.E.M.	"Shiny Happy People"	WARNER BROS.
77	NATALIE/NAT KING COLE	"Unforgettable"	ELEKTRA
54	C&C MUSIC FACTORY	"Things That Make..."	COLUMBIA

LW-TW

2-1	JESUS JONES	"Right Here, Right..."	SBK
5-2	BRYAN ADAMS	"(Everything I Do) I Do It For You"	A&M/MRGN CREEK
3-3	MICHAEL W. SMITH	"Place In This World"	REUNION/GEFFEN
7-4	RYTHM SYNDICATE	"P.A.S.S.I.O.N."	IMPACT
8-5	AMY GRANT	"Every Heartbeat"	A&M
9-6	LENNY KRAVITZ	"It Ain't Over Til It's Over"	VIRGIN
1-7	EMF	"Unbelievable"	EMI
12-8	ROXETTE	"Fading Like A Flower"	EMI
13-9	CORINA	"Temptation"	CUTTING/ATCO
11-10	WILSON PHILLIPS	"The Dream Is Still Alive"	SBK
4-11	PAULA ABDUL	"Rush, Rush"	CAPTIVE/VIRGIN
6-12	TARA KEMP	"Piece Of My Heart"	GIANT
15-13	ESCAPE CLUB	"I'll Be There"	ATLANTIC
16-14	CHER	"Love And Understanding"	GEFFEN
18-15	D.J. JAZZY JEFF/F. PRINCE	"Summertime"	JIVE
10-16	D. A. STEWART Int. C. Duffer	"Lily Was Here"	ARISTA
20-17	SALT-N-PEPA	"Do You Want Me"	NEXT PLATEAU
30-18	PAULA ABDUL	"Promise Of A New Day"	CAPTIVE/VIRGIN
22-19	ROD STEWART	"The Motown Song"	WARNER BROS.
23-20	SEAL	"Crazy"	WARNER BROS.
28-21	MICHAEL BOLTON	"Time, Love And Tenderness"	COLUMBIA
24-22	GLORIA ESTEFAN	"Can't Forget You"	EPIC
26-23	THE BLACK CROWES	"Hard To Handle"	DEF AMERICAN/REP.
29-24	CATHY DENNIS	"Too Many Walls"	POLYDOR/PLG
27-25	AFTER 7	"Nights Like This"	VIRGIN
31-26	SCORPIONS	"Winds Of Change"	MERCURY
33-27	HI-FIVE	"I Can't Wait Another Minute"	JIVE/RCA
32-28	THE KLF	"3 A.M. Eternal"	ARISTA
35-29	NELSON	"Only Time Will Tell"	DGC
40-30	C&C MUSIC FACTORY	"Things That Make You Go..."	COLUMBIA
34-31	DESMOND CHILD	"Love On A Rooftop"	ELEKTRA
14-32	UB40	"Here I Am (Come & Take Me)"	VIRGIN
37-33	FIREHOUSE	"Love Of A Lifetime"	EPIC
NEW-34	NATALIE & NAT KING COLE	"Unforgettable"	ELEKTRA
17-35	COLOR ME BADD	"I Wanna Sex You Up"	GIANT/REPRISE
39-36	ROBBIE NEVIL	"Just Like You"	EMI
25-37	STEELHEART	"I'll Never Let You Go"	MCA
NEW-38	BONNIE RAITT	"Something To Talk About"	CAPITOL
NEW-39	MARKY MARK/FUNKY BUNCH	"Good Vibrations"	INTERSCOPE
NEW-40	HUEY LEWIS & THE NEWS	"It Hit Me Like A Hammer"	EMI

CHART EXTRAS

BOYZ II MEN
TOM PETTY & The Heartbreakers
PEABO BRYSON
AARON NEVILLE

"Motownphilly"
"Learning To Fly"
"Can You Stop The Rain"
"Everybody Plays The Fool"

MOTOWN
MCA
COLUMBIA
A&M

SINGLES SALES

HOT TIPS

SEAL	"Crazy"	SIRE/WB 19298
CATHY DENNIS	"Too Many Walls"	POLYDOR 867734
AARON NEVILLE	"Everybody Plays The Fool"	A&M 1563
BONNIE RAITT	"Something To Talk About"	CAPITOL 44724
ROBBIE NEVIL	"Just Like You"	EMI 50356

LW-TW

2-1	JESUS JONES	"Right Here, Right Now"	SBK 07345 ▲
3-2	D.J. JAZZY JEFF/FRESH PRINCE	"Summertime"	JIVE/RCA 1645 □□□
13-3	BRYAN ADAMS	"(Everything I Do) I Do It For You"	A&M 1567 □□
1-4	EMF	"Unbelievable"	EMI 50350 □□□□
8-5	RYTHM SYNDICATE	"P.A.S.S.I.O.N."	IMPACT 54046 □□□
16-6	GUNS N' ROSES	"You Could Be Mine"	GEFFEN 5036 □
15-7	SCORPIONS	"Wind Of Change"	MERCURY 858180 □
10-8	WILSON PHILLIPS	"The Dream Is Still Alive"	SBK 07356 □□
9-9	MICHAEL W. SMITH	"Place In This World"	REUN./GEFF 19019 □
11-10	BOYZ II MEN	"Motownphilly"	MOTOWN 2090 □□
5-11	LUTHER VANDROSS	"Power Of Love/Love Power"	EPIC 73778 □
6-12	UB40	"Here I Am (Come And Take Me)"	VIRGIN 99141 □
4-13	PAULA ABDUL	"Rush, Rush"	VIRGIN 98828 □
14-14	D.A. STEWART Int. Candy Duffer	"Lily Was Here"	ARISTA 2187 □
25-15	LENNY KRAVITZ	"It Ain't Over..."	VIRGIN 98795 □
7-16	MARC COHN	"Walking In Memphis"	ATLANTIC 87747 □
22-17	CORINA	"Temptation"	CUT/ATCO 98775 □□□
21-18	AMY GRANT	"Every Heartbeat"	A&M 1557 □□
23-19	TARA KEMP	"Piece Of My Heart"	GIANT 19364 □□□
24-20	CHER	"Love And Understanding"	GEFFEN 19023 □□
28-21	LISA LISA & CULT JAM	"Let The Beat Hit 'Em"	COLUMBIA 73847 ▲
29-22	HI-FIVE	"I Can't Wait Another Minute"	JIVE 1445 □
26-23	AFTER 7	"Nights Like This"	VIRGIN 98798 □
18-24	KEITH WASHINGTON	"Kissing You"	QWEST/WB 19414 □
12-25	CRYSTAL WATERS	"Gypsy Woman (She's Homeless)"	MERCURY 868209 □□
17-26	LISA FISCHER	"How Can I Ease The Pain"	ELEKTRA 64897 □
40-27	THE ESCAPE CLUB	"I'll Be There"	ATLANTIC 87683 □
NEW-28	ROXETTE	"Fading Like A Flower"	EMI 50355 □
33-29	HEAVY D. & THE BOYZ	"Now That We Found Love"	UPTOWN/MCA 54090 □
19-30	COLOR ME BADD	"I Wanna Sex You Up"	GIANT/WB 15382 □
36-31	3RD BASS	"Pop Goes The Weasel"	DEF/COL. 73728 ▲
20-32	STEELHEART	"I'll Never Let You Go"	MCA 53801 □
27-33	ANOTHER BAD CREATION	"Playground"	MOTOWN 2088 □
31-34	TONY TERRY	"With You"	EPIC 73719 ▲
NEW-35	NATALIE & NAT KING COLE	"Unforgettable"	ELEKTRA 64875 □
30-36	YO-YO f/ice Cube	"You Can't Play With My Yo-Yo"	E.W./AMER. 98831 □□
NEW-37	THE KLF	"3 A.M. Eternal"	ARISTA 2230 □□
32-38	DAMIAN DAME	"Exclusivity"	LaFACE/ARISTA 4000 □
NEW-39	C&C MUSIC FACTORY	"Things That Make You Go..."	COLUMBIA 73688 ▲
NEW-40	STEREO MC's	"Elevate My Mind"	4TH & B/ISL 44705 □□□

AVAILABLE FORMATS

□ = Cassette Single ⑤ = CD Single
◆ = Cassette Maxi ○ = 12-inch
▲ = All formats

NATIONAL TOP40 CHARTS

RS MAGAZINE By The Nation's Leading Radio Programmers And Music Retailers

ADULT TOP40

MOST ADDED

WHITNEY HOUSTON	"My Name Is Not Susan"	ARISTA
HUEY LEWIS & THE NEWS	"It Hit Me Like A Hammer"	EMI
NATALIE/NAT KING COLE	"Unforgettable"	ELEKTRA
AARON NEVILLE	"Everybody Plays The Fool"	A&M
MICHAEL BOLTON	"Time, Love And Tenderness"	COLUMBIA

LW-TW

1-1	MICHAEL W. SMITH	"Place In This World"	REUNIONGEF.
4-2	BRYAN ADAMS	"(Everything I Do) I Do It For You"	A&M/MRGN CREEK
3-3	WILSON PHILLIPS	"The Dream Is Still Alive"	SBK
5-4	CHER	"Love And Understanding"	GEFFEN
6-5	AMY GRANT	"Every Heartbeat"	A&M
8-6	ROXETTE	"Fading Like A Flower"	EMI
7-7	D. A. STEWART Int. C. Duffer	"Lily Was Here"	ARISTA
9-8	LENNY KRAVITZ	"It Ain't Over Til It's Over"	VIRGIN
10-9	GLORIA ESTEFAN	"Can't Forget You"	EPIC
11-10	JESUS JONES	"Right Here, Right Now"	SBK
15-11	ROD STEWART	"The Motown Song"	WARNER BROS.
13-12	ESCAPE CLUB	"I'll Be There"	ATLANTIC
18-13	MICHAEL BOLTON	"Time, Love And Tenderness"	COLUMBIA
21-14	NATALIE & NAT KING COLE	"Unforgettable"	ELEKTRA
17-15	TARA KEMP	"Piece Of My Heart"	GIANT
2-16	PAULA ABDUL	"Rush, Rush"	CAPTIVE/VIRGIN
12-17	EXTREME	"More Than Words"	A&M
14-18	MARC COHN	"Walking In Memphis"	ATLANTIC
25-19	BONNIE RAITT	"Something To Talk About"	CAPITOL
16-20	UB40	"Here I Am (Come & Take Me)"	VIRGIN
23-21	EMF	"Unbelievable"	EMI
27-22	CATHY DENNIS	"Too Many Walls"	POLYDOR/PLG
24-23	AFTER 7	"Nights Like This"	VIRGIN
19-24	LONDONBEAT	"A Better Love"	RADIOACTIVE/MCA
32-25	PAULA ABDUL	"Promise Of A New Day"	CAPTIVE/VIRGIN
29-26	PEABO BRYSON	"Can You Stop The Rain"	COLUMBIA
31-27	RYTHM SYNDICATE	"P.A.S.S.I.O.N."	IMPACT
30-28	CORINA	"Temptation"	CUTTING/ATCO
20-29	LISA FISCHER	"How Can I Ease The Pain"	ELEKTRA
33-30	ROBBIE NEVIL	"Just Like You"	EMI
34-31	DESMOND CHILD	"Love On A Rooftop"	ELEKTRA
40-32	AARON NEVILLE	"Everybody Plays The Fool"	A&M
NEW-33	HUEY LEWIS & THE NEWS	"It Hit Me Like A Hammer"	EMI
36-34	NELSON	"Only Time Will Tell"	DGC
22-35	MICHAEL DAMIAN	"What A Price To Pay"	A&M
26-36	GLENN FREY	"Part Of Me, Part Of You"	MCA
NEW-37	WHITNEY HOUSTON	"My Name Is Not Susan"	ARISTA
28-38	LUTHER VANDROSS	"Power Of Love/Love Power"	EPIC
35-39	SURFACE	"Never Gonna Let You Down"	COLUMBIA
NEW-40	SEAL	"Crazy"	WARNER BROS.

CHART EXTRAS

KEITH WASHINGTON
THE BLACK CROWES
HI-FIVE

"Kissing You"
"Hard To Handle"
"I Can't Wait Another Minute"

QWEST/WARNER BROS.
DEF AMERICAN/REP.
JIVE/RCA

CROSSOVER

MOST ADDED

COLOR ME BADD	"I Adore Mi Amor"	GIANT/REPRISE
WHITNEY HOUSTON	"My Name Is Not Susan"	ARISTA
NATALIE & NAT KING COLE	"Unforgettable"	ELEKTRA
3RD BASS	"Pop Goes The Weasel"	DEF JAM/COLUMBIA
C&C MUSIC FACTORY	"Things That Make You Go..."	COLUMBIA
MARKY MARK & THE FUNKY...	"Good Vibrations"	INTERSCOPE
OAKTOWN'S 3-5-7	"Turn It Up"	CAPITOL

LW-TW

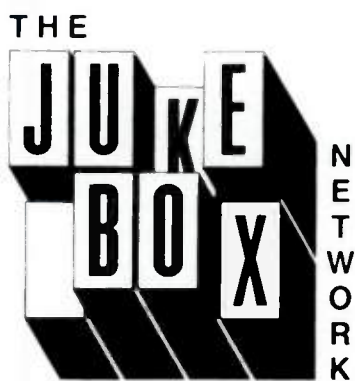
1-1	D.J. JAZZY/F. PRINCE	"Summertime"	JIVE
4-2	RYTHM SYNDICATE	"P.A.S.S.I.O.N."	IMPACT
3-3	CORINA	"Temptation"	CUTTING/ATCO
7-4	HI-FIVE	"I Can't Wait Another Minute"	JIVE/RCA
2-5	TARA KEMP	"Piece Of My Heart"	GIANT
8-6	BOYZ II MEN	"Motownphilly"	MOTOWN
10-7	LENNY KRAVITZ	"It Ain't Over Til It's Over"	VIRGIN
9-8	AFTER 7	"Nights Like This"	VIRGIN
5-9	PAULA ABDUL	"Rush, Rush"	CAPTIVE/VIRGIN
15-10	LISA LISA & Cult Jam	"Let The Beat Hit 'Em"	COLUMBIA
6-11	EMF	"Unbelievable"	EMI
12-12	UB40	"Here I Am (Come & Take Me)"	VIRGIN
16-13	HEAVY D & THE BOYZ	"Now That We Found Love"	UPTOWN/MCA
19-14	JESUS JONES	"Right Here, Right Now"	SBK
22-15	THE KLF	"3 A.M. Eternal"	ARISTA
RE-16	SALT-N-PEPA	"Do You Want Me"	NEXT PLATEAU
30-17	C&C MUSIC FACTORY	"Things That Make You Go..."	COLUMBIA
18-18	RALPH TRESVANT	"Do What I Gotta Do"	MCA
21-19	STEREO MCs	"Elevate My Mind"	4TH & B'WAY/ISLAND
25-20	BRYAN ADAMS	"(Everything I Do) I Do It For You"	A&M/MRGN CREEK
11-21	KEITH WASHINGTON	"Kissing You"	QWEST/WB
13-22	LISA FISCHER	"How Can I Ease The Pain"	ELEKTRA
23-23	D. A. STEWART Int. C. Duffer	"Lily Was Here"	ARISTA
NEW-24	PAULA ABDUL	"Promise Of A New Day"	CAPTIVE/VIRGIN
28-25	TONY TERRY	"With You"	EPIC
31-26	AMY GRANT	"Every Heartbeat"	A&M
29-27	PEABO BRYSON	"Can You Stop The Rain"	COLUMBIA
14-28	COLOR ME BADD	"I Wanna Sex You Up"	GIANT/REPRISE
17-29	LUTHER VANDROSS	"Power Of Love/Love Power"	EPIC
40-30	CATHY DENNIS	"Too Many Walls"	POLYDOR/PLG
33-31	STEVIE WONDER	"Gotta Have You"	MOTOWN
36-32	SEAL	"Crazy"	WARNER BROS.
NEW-33	MARKY MARK/FUNKY BUNCH	"Good Vibrations"	INTERSCOPE
20-34	SURFACE	"Never Gonna Let You Down"	COLUMBIA
24-35	KEITH SWEAT	"Your Love"	ELEKTRA
39-36	JOMANDA	"Got A Love For You"	BIG BEAT
37-37	SOUNDS OF BLACKNESS	"Optimistic"	A&M
NEW-38	NATALIE & NAT KING COLE	"Unforgettable"	ELEKTRA
NEW-39	CORO	"My Fallen Angel"	CUTTING/CHARISMA
NEW-40	TROOP/LEVERT	"For The Love Of Money"	GIANT/REPRISE

CHART EXTRAS

COLOR ME BADD
3RD BASS
LIGHTER SHADE OF BROWN
OAKTOWN'S 3-5-7

"I Adore Mi Amor"
"Pop Goes The Weasel"
"Latin Active"
"Turn It Up"

GIANT/REPRISE
DEF JAM/COLUMBIA
QUALITY
CAPITOL



THE REGIONAL VIDEO CHARTS

PREPARED EXCLUSIVELY FOR HITMAKERS

NATIONAL ANALYSIS

Naughty By Nature makes a strong debut, ranking fourth in requests nationally, behind Color Me Badd, Paula Abdul and the new version of Another Bad Creation's clip. Marky Mark & The Funky Bunch make a strong debut, while B. Angie B. shows a big upward move. Alice Cooper is strong in Spokane, WA. Bebe & Cece Winans and Stevie Wonder are getting heavy requests in Detroit. Heavy requests for Fred Schneider's "Monster" in Gainesville, FL and Spokane. Jibri is strongest in Cincinnati. Junkyard is getting heavy requests in Washington.

- Mike Cooper (404) 627-2834

EAST

LW-TW

21-1 NAUGHTY BY NATURE	"O.P.P." (TOMMY BOY)
1-2 SHABBA RANKS	"Trailer Load A Girls" (EPIC)
26-3 PAULA ABDUL	"Rush Rush" (CAPTIVE/VIRGIN)
3-4 D.J. JAZZY JEFF & FRESH PRINCE	"Summertime" (JIVE)
6-5 COLOR ME BADD	"I Wanna Sex..." (GIANT/REPRISE)
2-6 ANOTHER BAD CREATION	"Playground" (MOTOWN)
4-7 BOYZ II MEN	"Motownphilly" (MOTOWN)
10-8 RALPH TRESVANT	"Do What I Gotta Do" (MCA)
9-9 YO-YO	"You Can't Play..." (EAST WEST AM.)
41-10 B. ANGIE B.	"So Much Love" (BUST IT/CAPITOL)
5-11 CUTTY RANKS	"The Stopper" (PROFILE)
7-12 HI-FIVE	"I Can't Wait..." (JIVE/RCA)
46-13 MARKY MARK & FUNKY BUNCH	"Good Vibrations" (INTERSCOPE)
8-14 3rd BASS	"Pop Goes The ..." (DEF JAM/COLUMBIA)
13-15 MITSOU	"Dis-moi, Dis-moi" (ISBA/SONY/CANADA)

MIDWEST

LW-TW

2-1 D.J. QUIK	"Tonight" (PROFILE)
3-2 HI-FIVE	"I Can't Wait..." (JIVE/RCA)
1-3 ANOTHER BAD CREATION	"Playground" (MOTOWN)
5-4 COLOR ME BADD	"I Wanna Sex..." (GIANT/REPRISE)
4-5 D.J. JAZZY JEFF & The Fresh Prince	"Summertime" (JIVE)
10-6 RALPH TRESVANT	"Do What I Gotta Do" (MCA)
25-7 B. ANGIE B.	"So Much Love" (BUST IT/CAPITOL)
32-8 PAULA ABDUL	"Rush Rush" (CAPTIVE/VIRGIN)
11-9 LEVERT	"Baby I'm Ready" (ATLANTIC)
12-10 YO-YO	"You Can't Play..." (EAST WEST AM.)
13-11 MITSOU	"Dis-moi, Dis-moi" (ISBA/SONY/CANADA)
7-12 THE DOGS f/ Disco Rick	"Do The Nasty Dance" (JR)
8-13 HI-C feat./ Tony A	"I'm Not Your Puppet" (HOLLYWOOD)
9-14 BOYZ II MEN	"Motownphilly" (MOTOWN)
14-15 ICE CUBE	"Jackin' For Beats" (PRIORITY)

SOUTH

LW-TW

2-1 HI-FIVE	"I Can't Wait..." (JIVE/RCA)
1-2 THE DOGS f/ Disco Rick	"Do The Nasty Dance" (JR)
4-3 COLOR ME BADD	"I Wanna Sex You..." (GIANT/REPRISE)
5-4 D.J. QUIK	"Tonight" (PROFILE)
34-5 B. ANGIE B.	"So Much Love" (BUST IT/CAPITOL)
33-6 PAULA ABDUL	"Rush Rush" (CAPTIVE/VIRGIN)
6-7 RALPH TRESVANT	"Do What I Gotta Do" (MCA)
3-8 ANOTHER BAD CREATION	"Playground" (MOTOWN)
12-9 LEVERT	"Baby I'm Ready" (ATLANTIC)
14-10 MITSOU	"Dis-moi, Dis-moi" (ISBA/SONY/CANADA)
8-11 D.J. JAZZY JEFF & The Fresh Prince	"Summertime" (JIVE)
7-12 GARTH BROOKS	"The Thunder Rolls" (CAPITOL)
16-13 MADONNA	"Like A Virgin" (SIRE WB)
10-14 YO-YO	"You Can't Play..." (EAST WEST AM.)
9-15 SHABBA RANKS	"Trailer Load A Girls" (EPIC)

WEST

LW-TW

2-1 D.J. QUIK	"Tonight" (PROFILE)
1-2 HI-C feat./ Tony A	"I'm Not Your Puppet" (HOLLYWOOD)
21-3 PAULA ABDUL	"Rush Rush" (CAPTIVE/VIRGIN)
4-4 COLOR ME BADD	"I Wanna Sex You..." (GIANT/REPRISE)
3-5 ANOTHER BAD CREATION	"Playground" (MOTOWN)
5-6 D.J. JAZZY JEFF & FRESH PRINCE	"Summertime" (JIVE)
6-7 BOYZ II MEN	"Motownphilly" (MOTOWN)
10-8 YO-YO	"You Can't Play..." (EAST WEST AM.)
8-9 MITSOU	"Dis-moi, Dis-moi" (ISBA/SONY/CANADA)
7-10 HI-FIVE	"I Can't Wait..." (JIVE/RCA)
11-11 RALPH TRESVANT	"Do What I Gotta..." (MCA)
44-12 B. ANGIE B.	"So Much Love" (BUST IT/CAPITOL)
16-13 ICE CUBE	"Jackin' For Beats" (PRIORITY)
D-14 NATALIE & NAT KING COLE	"Unforgettable" (ELEKTRA)
12-15 GARTH BROOKS	"The Thunder Rolls" (CAPITOL)

NEW TOP40 RELEASES

MARC COHN "Silver Thunderbird" (ATLANTIC)
 C'VELLO "This Jam Is Cold" (RCA)
 DRIVIN -N- CRYIN "Build A Fire" (POLYDOR)
 ERASURE "Chorus" (REPRISE)
 EXTREME "Hole Hearted" (A&M)
 BILLY FALCON "Power Windows" (MERCURY)
 FISHBONE "Everyday Sunshine" (COLUMBIA)
 FUN FOUNDATION "Master Plan" (PENDULUM/ELEK.)

JASMINE GUY "Just Want To Hold You" (WB)
 KIX "Girl Monday" (EAST WEST AM.)
 RICK MATHEWS "Playin' On The Radio" (HOLLYWOOD)
 THE RHYTHM "I'll Do Anything For You" (EPIC)
 LUTHER VANDROSS "Don't Want To Be A Fool" (EPIC)
 WEST END GIRLS "Not Like Kissing You" (A&M)
 YOUNG MC "That's The Way Love Goes" (CAPITOL)

RICK MATHEWS

"PLAYIN' ON THE RADIO"



PRODUCED
AND
ARRANGED
BY

MARIO A. SALINAS
FOR MAS PRODUCTIONS

MAS RECORDS

© 1991 HOLLYWOOD RECORDS

HOLLYWOOD HAMILTON/KIIS-FM - "I tested 'Playin' On The Radio' on my national show... 'Hangin' With Hollywood.' We took responses on our 1-800 number and I've got to say I was floored by the nationwide 85% positive response. It's HOT!"

BRENT O'BRIEN, KFTZ - "If it walks, looks and acts like a duck, it's probably a duck. When it sounds, acts and lights up the phones like this record does, it's probably a HIT!"

BOBBY BEE, Y97 - "Wait 'til you hear this guy RICK MATHEWS. He should get a Grammy for Best New Artist and Best Writer. This song is FUN and you need to have it...playin' on your radio!"

LEO DAVIS, Q104 - "Rick Mathews won 90% on our 'Hit or Miss' (all ages). This song should be a Pop smash this summer."

JASON PALMER, KPXR - "How could anyone not play this record? It's a perfect summer record!"

DAVE KING, WPFR - "All demos...all dayparts...smash song! No glitter needed!"

KEVIN CHASE, KMOK - "Perfect uptempo Pop smash for summer!"

STEVE YORK, WVBS - "A great summertime record. Any Top40 in the country, could and should be playing it!"

SHADOW B. CRUZE, HOT95 - "Hot summertime smash! Do yourself a favor and check it out!"

JIM GRADY, KISR - "Great radio song for summer. The timing couldn't be better!"

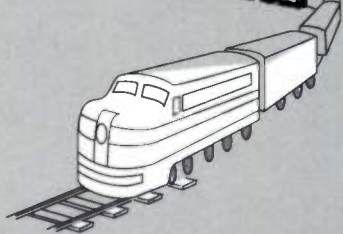
KATHY HART, G105 - "Perfect summertime song! It won 90% on our 'Make It Or Break It.'"

Watch out for the new **VANITY KILLS**
"Holiday Of Passion" - Going for
adds August 5th!

CLUB CHART

Bananarama

LONG TRAIN RUNNING

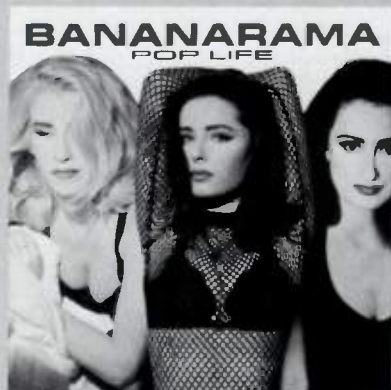


"LONG TRAIN RUNNING"

The Hot New Single, Breaking In Clubs

EVERYWHERE!!

HITMAKERS CLUB CHART: NEW #50



...From The Album "Pop Life"



COMPILED FROM THE HOTTEST RECORD POOL CHARTS ACROSS THE COUNTRY

BREAKOUTS

UNITY "Unity" (CARDIAC)
FRANKIE KNUCKLES "The Whistle Song" (VIRGIN)
PRINCE AND THE N.P.G. "Gett Off" (PAISLEY PARK/WB)
ARTHUR BAKER & THE BACKBEAT... "Let There Be Love" (RCA)
LISA FISCHER "Save Me" (ELEKTRA)

LW-TW

- | | |
|-------------------------------|--------------------------------|
| 1-1 LISA LISA | "Let The Beat..." (COL) |
| 2-2 THE KLF | "3 A.M. Eternal" (ARISTA) |
| 12-3 B.G. THE PRINCE OF RAP | "This Beat..." (EPIC) |
| 4-4 SANDEE | "Love Desire" (FEV/RAL/COL) |
| 7-5 DEBBIE GIBSON | "One Step..." (ATLANTIC) |
| 6-6 NOMAD | "Devotion" (CAPITOL) |
| 11-7 JOMANDA | "Got A Love..." (BIG BEAT) |
| 8-8 D.J. H/STEFY | "Oh Yeah..." (RCA) |
| 9-9 ELECTRONIC | "Get The..." (WB) |
| 16-10 ADV. OF STEVIE V. | "That's The..." (MERC) |
| 17-11 HEAVY D & THE BOYZ | "Now That..." (UPTOWN/MCA) |
| 13-12 2 BROS ON THE 4TH FLOOR | "Can't Help..." (ZYX) |
| 14-13 CORO | "Fallen Angel" (CUT/CHAR) |
| 15-14 N-JOI | "Malfunction" (RCA) |
| 18-15 ARETHA FRANKLIN | "Everyday..." (ARISTA) |
| 23-16 GEORGE KRANZ... | "Din Daa Daa '91" (CARDIAC) |
| 22-17 BROTHERS IN RHYTHM | "Such A Good..." (4TH & B'WAY) |
| 21-18 VOICE FARM | "Free Love" (MORGAN CREEK) |
| 3-19 CORINA | "Temptation" (CUT/ATCO) |
| 41-20 C&C MUSIC FACTORY | "Things That..." (COL) |
| 5-21 D.J. DICK | "Weekend" (TSR) |
| 25-22 THELMA HOUSTON | "Throw You..." (REPRISE) |
| 24-23 D.J. LAZ | "Mami El Negro" (PANDISC) |
| 26-24 SHEILA E | "Dropping..." (WB) |
| 10-25 RYTHM SYNDICATE | "P.A.S.S.I.O.N." (IMPACT) |
| 34-26 STEREO MCs | "Elevate My..." (4TH & B'WAY) |
| 19-27 SAFIRE | "Taste The Bass" (MERC) |
| 20-28 TRACIE SPENCER | "This Time..." (CAPITOL) |
| 27-29 CRYSTAL WATERS | "Gypsy Woman" (MERC) |
| 30-30 SLAM SLAM | "Move (RMX)" (MCA) |
| 31-31 JULIAN "JUMPIN" PEREZ | "Relight My Fire" (DJ INT'L) |
| 50-32 CLUBHOUSE | "Deep In My..." (ATLANTIC) |
| 33-33 CLAUDJA BARRY | "Love Is An..." (RCA) |
| 35-34 P.C.P. | "Keep It Up..." (RCA) |
| 37-35 BINGOBOYS | "Borrowed..." (ATLANTIC) |
| 36-36 OLETA ADAMS | "Circle Of One" (MERC) |
| 38-37 ANGEL | "Your Love..." (VIRGIN) |
| 40-38 D.J. JAZZY JEFF... | "Summertime" (JIVE) |
| 46-39 S-EXPRESS | "Nothing To..." (RH. KING/WB) |
| 48-40 CULTURE BEAT | "No Deeper..." (EPIC) |
| 47-41 MOSAIC III & ZION | "Dance Now" (RCA) |
| 28-42 TITIYO | "My Body..." (ARISTA) |
| 32-43 GERARDO | "We Want..." (INTERVIEW AM) |
| 45-44 GARY CLAIL | "Human Nature" (RCA) |
| 29-45 D'ZYRE | "Forever Amo'r" (ATLANTIC) |
| N-46 CHUBB ROCK | "The Chubster" (SELECT) |
| 39-47 OFF-SHORE | "I Can't Take..." (EPIC) |
| 42-48 COLOR ME BADD | "I Wanna... (Rmx)" (GIANT/REP) |
| N-49 MONIE LOVE | "Down 2 Earth" (WB) |
| N-50 BANANARAMA | "Long Train..." (LONDON) |

REPORTERS - HOT BREAKOUTS

NEW YORK

FOR THE RECORD • New York • Darrin Friedman (212) 598-4177 • 2 IN A ROOM, ANNETTE TAYLOR, D-ROCK, DE LA SOUL, FRANKIE KNUCKLES, RECORD POOL BUSINESS CENTER • New York • Eddie Orlando (212) 929-7438 • B.G. THE PRINCE..., D. A. STEWART..., L. FISCHER, T.K. QUICK, UNITY, SURE RECORD POOL • Bronx • Bobby Davis (212) 904-0500 • ARTHUR BAKER..., ARETHA FRANKLIN, LISA FISCHER, SSR, UNITY,

LOS ANGELES

AMERICAN MUSIC POOL • Beverly Hills • Jeff Fishman/Jimmy Kim (213) 659-7852 • ARTHUR BAKER..., BRAND NEW..., NEWCLEUS, OAKTOWN'S 3-5-7, PRINCE...,

IMPACT RECORD POOL • Los Angeles • Fut (213) 292-6611 • BIZ MARKIE, BRAND NEW HEAVIES, RESOURCE RECORD POOL • Los Angeles • Randy Sills (213) 651-2085 • ARTHUR BAKER..., BRIAN HILL, TEN CITY, TRANSVISION VAMP, UNITY, SOUTHERN CAL. D.J. ASSOC. • Hollywood • A. J. Miller/Rodney Holmes (213) 467-6855 • FRANKIE KNUCKLES, O.M.D., PRINCE AND THE N.P.G.,

CHICAGO

CHICAGO MUSIC POOL • Chicago • Peter Renishe (312) 876-0909 • FROZEN,

I.R.S. • Chicago • Ed Wanders (312) 922-5151 • BROTHERS IN RHYTHM, N-JOI, P.C.P., ADV. OF STEVIE V., VOICE FARM, LET'S DANCE • Chicago • Mike Macharello (312) 525-7553 • BROTHERS IN RHYTHM, GEORGE KRANZ..., KRAFTWERK, SHEENA EASTON, VELVET,

SAN FRANCISCO

BAY AREA DANCE ASSOC. • San Francisco • Nick Loggias (415) 882-9700 • 2 IN A ROOM, BANANARAMA, BLUE PEARL, PRINCE..., R. NEVIL, SOUL DISCO • San Francisco • Bob Griffith (415) 431-1758 • FROZEN,

PHILADELPHIA

PHILADELPHIA METRO POOL • Philadelphia • Martin Keown (215) 732-7949 • BRAND NEW..., L. FISCHER, QUEEN LATIFAH, RAZE, ROZLYN CLARK,

DETROIT

ADVANCED MUSIC PROMOTION • Royal Oak • Lee Eckinger (313) 543-1764 • APOLLO SMILE, CHER, ROZLYN CLARK, UNITY, DANCE DETROIT • Ferndale • Steve Nader (313) 541-4323 • ARTHUR BAKER & THE BACKBEAT DISCIPLES, LISA FISCHER, ROZLYN CLARK, MID-WESTERN DANCE ASSOC. • Royal Oak • Enola-Gaye Porter (313) 399-3273 • AGENT X, FRANKIE KNUCKLES, PRINCE..., RODEO JONES, YOLANDA,

DALLAS

NORTH TEXAS DANCE ASSOC. • Dallas • Karen Kennedy (214) 826-6832 • C'VELLO, DEBBIE GIBSON, EMF, MONIE LOVE, TITIYO,

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BOSTON RECORD POOL • Boston • Robin Springer (617) 325-7665 • 2 IN A ROOM, BRAND NEW HEAVIES, D.S.K., FRANKIE KNUCKLES, PRINCE..., MASSPOOL • East Boston • Gary Cannavo (617) 567-2900 • CHER, ROZLYN CLARK, T.P.E., UNITY, YOUNG & RESTLESS,

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OUR MID-ATLANTIC POOL • Washington • Bill Keart (202) 483-8880 • ARTHUR BAKER..., D.J. PIERRE, LISA FISCHER, ROZLYN CLARK, UNITY,

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MUSIC INFORMATION X-CHANGE • Houston • Sam Meyer (713) 667-2734 • ALEXANDER O'NEAL, CLUBHOUSE, D.S.K., FALCO, ROBBIE NEVIL,

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FLAMINGO RECORD PROMOTIONS • Miami • Richard McVay (305) 895-1246 • BRAND NEW..., FRANKIE KNUCKLES, ROZLYN CLARK, SSR, UNITY, STAR SOUNDS • Miami • Mohamed Moretta (305) 667-8895 • ARTHUR BAKER..., ERASURE, FRANKIE KNUCKLES, T.P.E., UNITY,

ATLANTA

DIXIE DANCE KINGS • Alpharetta • Dan Miller (404) 740-0356 • BANANARAMA, BLUE PEARL, ERASURE, FALCO, GARY CLAIL,

LONG ISLAND

LONG ISLAND RECORD POOL • Levittown • Jackie McCloy (516) 796-6596 • BROTHERS IN RHYTHM, G.I.N.A. STEWART, JOE TEMPO, MOSAIC III..., ADV. OF STEVIE V.,

SEATTLE

NORTH WEST DANCE MUSIC • Seattle • Kevin Jones (206) 329-5381 • FROZEN,

SAN DIEGO

INTERNATIONAL RECORD SOURCE • Chula Vista • Javier Lugo (619) 476-1288 • CLUBHOUSE, CULTURE BEAT, D.S.K., FULL MOON, R. TRESVANT, SOLID PRODUCTIONS RECORD POOL • San Diego • Monroe Greer (619) 470-3111 • 2 IN A ROOM, BANANARAMA, ERASURE, L. FISCHER, OAKTOWN'S 3-5-7,

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ST. LOUIS METRO DJ ASSOC. • Edwardsville • Sumner Peak (618) 656-4831 • BANANARAMA, BLUE PEARL, CLUBHOUSE, O.M.D.,

PITTSBURGH

GREATER PITTSBURGH • Pittsburgh • Brian Harkins (412) 937-0950 • BRAND NEW..., COLOR ME BADD, PRINCE..., ROZLYN CLARK, VICKY,

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DESERT WEST RECORD POOL • Phoenix • Terry Gilson (602) 249-9214 • ABBY LYNN, COLOR ME BADD, FALLON, KAREN WHITE, OAKTOWN'S 3-5-7,

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SOBAD • San Jose • Joel Wyrick (408) 277-0111 • BRIAN HILL, D.S.K., FRANKIE KNUCKLES, UNITY, YOUNG & RESTLESS,

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CENTRAL OHIO RECORD CORP • Columbus • Joe Dillon (614) 294-0605 • CHUBB ROCK, M. DOC, O.M.D., PRINCE AND THE N.P.G., UNITY,

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BEATS PER MINUTE • W. Hartford • Mark Greenland (203) 236-7025 • 2 IN A ROOM, CHUBB ROCK, FRANKIE KNUCKLES, LFO, UNITY,

MONMOUTH, NJ

RICKETTS RECORDS • Saddlebrook • Bill Rickett (201) 478-5754 • BANANARAMA, BLUE PEARL, KYM SIMS, MARKY MARK..., PAL JOEY,

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RECORD SYSTEMS • Las Vegas • Phil Riccardi (702) 645-4153 • BRIAN HILL, BUZZ, LISA FISCHER, OAKTOWN'S 3-5-7,

KENTUCKY

5 STAR • Covington • Mark Burney (606) 261-6972 • HALF MAN HALF MACHINE, L. FISCHER, OAKTOWN'S 3-5-7, O.M.D., SHARADA HOUSE GANG, KYOHVA • Ashland • Louis Gaspar (606) 329-1851 • ARTHUR BAKER..., BRIAN HILL, ERASURE, PRAISE, PRINCE AND THE N.P.G.,

LOWRIDER

(on the boulevard)



LATIN ALLIANCE

featuring

WAR

From the album *Latin Alliance*.
With KID FROST and MELLOW MAN ACE.
Management: Artists Alexander Ltd.
©1991 Virgin Records America, Inc.

Virgin

A HITMAKERS HITBOUND!

Just Added At...

Z90#23	KTFM#26
KKFR	WCKZ
HOT97.7	
ENERGY99	KKXX#20
KBOS	KWIN
KKSS	POWER102

HOT RADIO PROMOTIONS

WWCK: We're Having A 'Ho' Lot Of Fun Now

The brain trust at WWCK Flint, MI are tired of usual promo giveaways. Really, who wants an audience full of wusses with mere molecules of initiative and smarts to figure out how to call in to get the freebies?

After hearing that the Flint police had placed some female officers in "hooker-type clothing" on the town's main hooker highway, in order to arrest any male patrons who tried to solicit sex, WWCK came up with the following challenge for its listeners.

The station dressed up an attractive female in "hooker-type clothing" and placed her on the same prostitution strip (so to speak) during what is known as peak hours. To win free concert tickets to Cedar Point Amphitheater, listeners had to approach the "plant" and ask her, "What will you give me for \$50?"

Of course, if they ask someone who is not the plant, one of two things will happen: they would either get arrested by Flint police for solicitation, or they would find out what they can get for \$50 these days and, if so inclined, could have one of those memorable "life experiences" that arrested adolescents go through in Neil Simon autobio-movies.

Which somehow brings up the old adage, "You can lead a horticulture, but you can't make her like opera."

Q101: Madonna's Close, Impersonal Friends

While in Chicago filming a movie, Madonna has been able to elude the usual array of onlookers, members of the media, and Warren Beatty's phone calls. Q101's "Murphy In The Morning Show" has also been frustrated in their attempts to reach La Blonde Ambitious. So they've decided to appeal to her artistic sensibilities.

They're offering her money to take their calls. In the Madonna Cash Call, an arbitrary amount of money is added to the kitty until Madonna calls the station. The contest started on July 15, and by the end of the week was up to \$117.41. (Let's hope the threat of moving up in tax brackets doesn't scare her away from accepting this mega-jackpot.)

"We hate to resort to bribery, but she seems like a reasonable businesswoman, and this may be the only way to get her attention," PD Bill Gamble noted.

(Guess again, Bill. Build a better D-pointed cone bra, and she'll be eating out of your hand.)

By the way, Q101's relationship with Lady M goes back away. Last year's "Madonna Spank Me Paddle Promotion" recently won a 1991 Broadcast Promotion & Marketing Executives International Gold Medallion Award for creative excellence in promotion and marketing in the electronic field.



WIOQ Philadelphia night rocker Spyder Harrison (rt) and the Tan Man (Tim Dundee) hit the beach to offer their suntan lotion spraying services. Dundee rubs it in as part of his hands-on approach to his job. If you have to ask why this man is smiling, get thee to thy testosterone center quickly.

Q101 obviously chalks up this victory to hard work and discipline.

100.3JAMZ's Parr: To Circus, With Love

100.3JAMZ Dallas morning show personality Russ Parr should have three rings under his eyes after taking approximately 300 underprivileged youths in the Dallas/Ft. Worth area to the circus.

On July 12, Parr escorted some 200 kids from the Martin Luther King Jr. Rec Center in Fort Worth to the Tarrant County Convention Center for the Greatest Show On Earth. That's right, he took them to see Vegetarian Peat Moss Wrestling. Actually, it was the Ringling Brothers and Barnum & Bailey Circus. On July 25, about 100 kids from the John C. Phelps Rec Center in Dallas received a free trip to Reunion Arena for an afternoon under the big top.

"No person should miss the chance to see a circus while still in their youth," Parr noted. (Especially if they never get a chance to see the U.S. Congress in action.) "There is magic in going to the circus that is an important part in the development of a positive mental attitude."



At MOJO RADIO New York's Nelson barbecue are: Brett Garset, Bobby Rock, Joey Cathcart and Matthew Nelson (seated) of the band. MOJO'S Gnarley Charley, Gunnar Nelson, MOJO's Joey B., and Paul Mirkovich of the band.

MOJO: Put Another Nelson On The Barbie

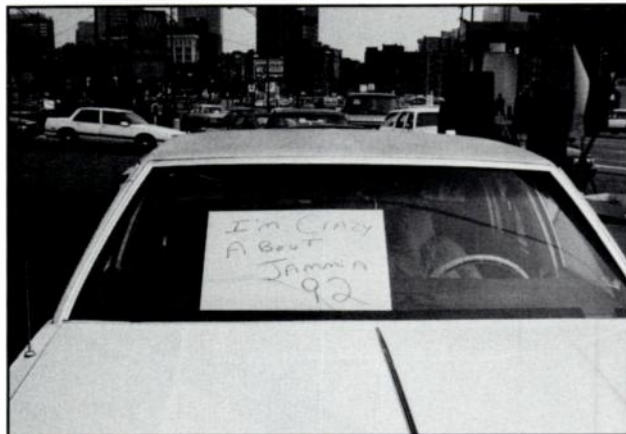
MOJO RADIO (WPLJ) New York solicited over 10,000 entries via fax and mail from listeners who wanted to win a free backyard barbecue with DGC recording artists Nelson.

Regina Rathbone of East Meadow, NY was the winner and recently had Nelson for dinner. (They were quite tasty, although she reportedly coughed up a giant blonde furball several days later.) Matthew and Gunnar Nelson brought their entire band out to meet Regina and her friends. The band signed autographs, posed for pictures, shared hair conditioning tips, and for dessert, put on a private acoustic performance in Regina's backyard.

WZPL: Win, Lewis Or Draw At Pre-Concert Party

WZPL Indianapolis treated 100 lucky listeners to a special, catered party before Huey Lewis & The News' concert at the Deer Creek Music Center.

The bash was hosted by 'ZPL air personalities, the station's "Fun & Games Department" and the Sunshine Promotions staff. The band also made an appearance; Lewis autographed posters and mingled amongst the throng.



WJMO Cleveland created a dandy traffic jam when it gave away 920 gallons of gas during its "Crazy At The Pumps" promotion with WARNER BROS. for the hot new artist, Seal. Drivers who put up a sign in their car that read, "I'm crazy about Jammin' 92" received free gas, a copy of Seal's single, *Crazy*, complimentary coffee and donuts. Almost as much gas was given away as was wasted by the dozens of cars waiting in line to get it.

WKSS: Doing a Remote... And Meaning It

WKSS-FM (KISS95.7) Hartford, CT night-time jock Robin King did the largest-ever live remote broadcast off the continental U.S., when she did her shift from Catalina Island off California. The broadcast, hosted by Miller Genuine Draft, is tied to the brewski's nationwide "Hot Summer" promotion.

From July 15-17, King's 3:30-7 pm EDT shift featured celebrity interviews and promotional giveaways. WKSS is one of 42 stations nationwide that will broadcast from the grounds of the famous Casino Building during the three-day event.

"KISS95.7 is thrilled to be making radio history with Miller Genuine Draft on Catalina Island," GM Tim Montgomery stated. "The interviews with celebrities and on-air promotions should make this a great event for our listeners."

KQIZ: They Wanted, And Got, Their MTV

Never underestimate the power of a song. And a few thousand letters of protest. When TCA Cable decided to pull the plug on MTV from several Southwest markets (as well as some throughout the Western U.S.) because of what they described as "borderline pornographic" videos, KQIZ (Z93) Amarillo, TX produced a parody song to complain about the action.

Entitled *Unavailable*, the song is a take-off on EMF's hit, *Unbelievable*. KQIZ Production Director Doug Grant wrote and produced the song, which was available on 15 IPS master or DAT for other stations who were affected by the ban. Some of the lyrics went like this:

"You're watching late on a Sunday
And suddenly it's gone
Your music video channel's not there
And Arts & Crafts are on
You say to me that it's nasty stuff
And watching makes me a fool
But that's a choice I'll make myself
I'm go'n' coo coo, don't need you"

We'll never know for sure if the song had any effect on the powers-that-be at TCA. Nevertheless, the cable company had second thoughts and put MTV back on the air a few days later.

Gee, I can almost remember a time when radio and MTV were enemies. Let's hear it for detente...

CORO

"My Fallen Angel"

HITMAKERS Crossover Top40: New #39
A Hitbound!

Breaking At...
HOT97 (#2)
Z100 (Add #26)
WIOQ (18-13)
POWER95 (28-21)
WXKS-FM (Add)
POWER99 (28-25)
Q106 (26-23)
Z90 (8-6)
HOT97.7 (Add)
B97 (Add)
WKSS (19-14)
KRQ (Add)
KZFM (Add)
POWER102 (D#33)
WILI (33-29)

Management: Fever Enterprises, Ltd.
Produced by: Zahid Tariq for Evil Eye Productions



charisma

38 SPECIAL

"THE
SOUND
OF YOUR
VOICE"

A HITMAKERS
Hitbound!

Just Added... KISN!!!

95XXX	KQKQ	SLY96
B98	KTRS	WDBR #35
KFRX	KYYY	WERZ
KISM	KZ103	WPST
KPXR #35	KZZU	and more

Active At...

WGTZ (34-30)	KTUX (30-26)
Z99 (25-21)	KWNZ (D#35)
WAPE (21-18)	KZBB (34-30)
WKZL (D#33)	KZII (D#29)
KISS104 (D#38)	MAX94 (12-7)
99.9KHI (D#28)	OK95 (D#40)
FM104 (D#29)	WAZY (D#35)
G98 (35-32)	WCGQ (40-34)
JET-FM (26-21)	WHDQ (D#37)
KAKS (35-31)	WHHY-FM (D#35)
KATM (9-4)	WHTK (D#40)
KEWB (25-20)	WKDD (D#27)
KGWY (29-23)	WKRZ (36-33)
KHOK (33-22)	WLAP-FM (34-31)
KHSS (27-15)	WPFM (D#29)
KJLS (30-23)	WPFR (D#31)
KKHT (D#38)	WQUT (33-27)
KLYV (D#37)	WRQK (25-22)
KMYZ (D#30)	WRTB (D#36)
KNEN (29-16)	WSPT (D#28)
	WWFX (38-33)
	WYYS (31-27)

Produced, engineered and mixed
by **RODNEY MILLS**
Management: The Mark Spector
Company



charisma

FACES & PLACES



EMI Records USA recently held a Sales & Promotion Conference in Chantilly, VA in order to re-group on current hot projects such as Huey Lewis & The News, EMF, Roxette, and The O'Jays, in addition to strategizing about EMI's forthcoming projects. Seen here is EMI's President/CEO Sal Licata with the Pop Promotion team headed by Jack Satter.



Richie Sambora, has signed with MERCURY Records for his first solo album which is set for an early September release. Shown here are Mike Bone (Co-President, MERCURY Records); Richie Sambora; Alain Levy (POLYGRAM's Worldwide CEO); Ed Eckstine (Co-President, MERCURY Records); and Doc McGhee, Bon Jovi's Mgr.



The Joe Sample UNCF Rhodes Scholarship program announced Colette Coward, a freshman music major at Spelman College, as the inaugural recipient of the national music scholarship established in the name of legendary keyboardist/composer Joe Sample. Pictured above are Vincent Bryson, Area Development Director for the UNCF; Coward; Sample; Mike Wood, Rhodes Keyboard Division Mgr.; Ray Harris, Sr. VP/Promotion & Mktg., Black Music for WARNER BROS. Records.



Joining FONTANA/MERCURY Recording artist Oleta Adams at The Water Club in New York City for a surprise party to present her with a gold record for her debut solo album are (L-R): MERCURY's Leighton Singleton, David Fitch (PGD), David Leach, Kerry Wood, Tony Anderson, Ed Eckstine, Oleta Adams, Manager David Wernham, Jeff Brody, Mike Bone, Gary Rockhold (PGD), Joe Parker and Rick Rogers (PGD). Kneeling (L-R): Joe Shults (PMV), Bas Hartong and Randy Roberts.



Hosh Gureli, KMEL-San Francisco MD, Kimberly Hughes, RCA Records-SF Promotion Manager, and Keith Naftaly, KMEL PD hold up their respective gold records from Black Box's album DREAMLAND and Stevie B.'s LOVE AND EMOTION.



Ken Mazur, President of LA-based PROXIMA Records, signs with Independent National Distributors for distribution. PROXIMA's first slate of new age and jazz artists are Guire Webb, Zig, The Rise and Miguel Kertsman. Mazur is former lead guitarist for Robert Palmer and Mink Deville. (Top L-R): Dick Kline, President of INDI; Ken Mazur; and member of The Rise. (Bottom): Miguel Kertsman, Russ Landau, member of The Rise.

ROBBIE NEVIL

JUST LIKE YOU

A BRILLIANT FUSION OF GUITARS, VOCALS AND SEXY FUNK.

EARLY ACTION ON:

HITMAKERS Mainstream Top40: 39-36 Adult Top40: NEW #33-30

Just Added At:
WZOU!!!

95SX!

KHOK!

KQIX#38!

KXIQ!

KYRK!

Hot Action At:

WZOU (Add)
KPLZ (D#30)
KUBE (D#25)
B100 (16-14)
KBQ (14-10)
KXXR (26-22)

Q102 (21-18)
WNVZ (D#28)
WNCI (19-15)
HOT94.9 (D#30)
KISN (D#30)
MAJIC102.5 (23-20)

Y107 (34-31)
KJ103 (D#34)
WKZL (D#34)
WAPI (29-26)
and more

From the album, **DAY 1.**

In stores everywhere, July 30th.

Watch for the video, directed by Meiert Avis of "U2" fame.

Nationwide tour this fall.

From EMI Records USA

Produced by: Robbie Nevil Executive Producer: Ron Fair

Management: Gary Stamler Management

EMI

WRH

FACES & PLACES



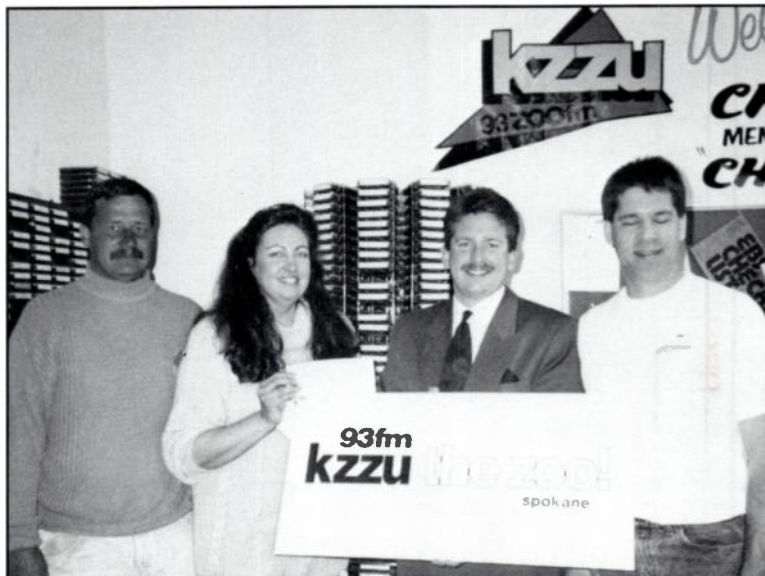
A&M President Al Cafaro and some 14,000 cheering Boston rock fans congratulated hometown heroes **EXTREME** on the success of their platinum plus album. The Beantown quartet was awarded plaques onstage by Cafaro before a SRO crowd at Great Woods recently (L-R): Nuno Bettencourt and Pat Badger of Extreme; Al Cafaro; Gary Cherone and Paul Geary of Extreme.



RCA recording artists **P.C. QUEST** met with label staff recently to celebrate the success of their single *Can I Call You My Girl* and the release of their eponymous debut album. (L-R): Skip Bishop, Sr. Dir. Pop Promo. and Creative Development; Steve Petrie, Drew Nichols and Chad Petrie of P.C. Quest; Butch Waugh, Sr. VP/Promotion; Kim Whipkey of P.C. Quest; and Geary Tanner, VP/Promotion.



During her visit to the states, ARISTA recording artist **Candy Dulfer** stopped by L.A.'s **POWER106** to drop off a copy of her debut single. (L-R): Jon Klein, ARISTA; Al Tavera, Assistant Program Director, POWER106; Candy Dulfer; Jeff Wyatt, Vice President Programming, POWER106.



KZZU-Spokane congratulates **Marty Schumacher** (holding check), the winner of their \$10,000 Celebrity Phrase That Pays contest. Listeners of KZZU heard a 10-word phrase and had a chance to identify the ten (local and national) celebrity voices in the phrase. Some of the celebrities who donated their voices for the phrase were Arnold Schwarzenegger, Amy Grant, David Lee Roth, Chris Isaak, and The Triplets. Marty knew them all and she was the grand prize winner.



CYPRESS/RCA recording artist **Vinnie James** recently made a stop at WFBQ 95 in Tampa during a promo tour in support of his critically acclaimed debut album *ALL AMERICAN BOY*. (L-R): Jay Baker, MD; Vinnie James; and Marty Bender, PD.



When ISLAND recording artist **Will Downing** performed in Atlanta recently, PGD's branch manager L.C. Hensley gave both ISLAND and PLG staffers a taste of Southern hospitality. (L-R): Maurice Watkins, Nat'l. Dir./Promo. Urban. PLG; L.C. Hensley, Atlanta branch mgr.; Shelly Seabron, Nat'l. Dir. Black/Promo., ISLAND; Gerry Kopecky, VP/Sales, PLG; Will Downing; Danny Berry, Atlanta branch sales mgr.; Dave Yeskel, Nat'l. Dir. Sales, PLG; Ron Ellison, VP/Promotions, Urban PLG.



THE KLF "3 a.m. eternal"

HITMAKERS NATIONAL BREAKOUT with 112 Active Reports!

Mainstream Top40: 32-28

Crossover Top40: 22-15

National Single Sales: New #37 A Hitbound!

Major Action:

HOT97 (14-10)
Z100 (20-17)
POWER106 (33-30)
B96 (25-21)
WIOQ (6-3)
THE FOX (12-7)
WHYT (14-12)
WPGC (12-8)
KEGL (Add)

POWER95 (27-19)
WXKS-FM (31-25)
WZOU (25-21)
POWER96 (D#33)
POWER99 (16-12)
KPLZ (Add)
KHTK (24-21)
WMXP (22-18)
WFLZ (28-20)
KOY95 (Add #30)

WJMO (38-35)
KS104 (23-20)
KKRZ (Add)
KXXR (D#39)
HOT102 (Add)
PRO-FM (29-26)
HOT97.7 (32-29)
WNVZ (34-21)
WZPL (Add)
WKSE (Add #29)

WTIC-FM (19-16)
WCKZ-FM (10-8)
XL106.7 (29-26)
Y107 (13-11)
WKSI (Add)
WOVV (D#25)
WFLY (Add)
and MORE!

#1 MOST ADDED
with 129 Adds!

WHITNEY HOUSTON

"my name is not susan"

HITMAKERS Adult Top40: New #37
A Hitbound!



Out-of-the-box Adds Include:

HOT97 #27
POWER106
WUSL
WPGC
KRBE
HOT105
Y100
WBLI #27
KDWB-FM
B94
POWER PIG #34
WJMO
KXYQ #21
KBEQ
KXXR

FM102 #30
WNCI #27
B97
WKSE
WKSS
WTIC-FM
WCKZ-FM
102JAMZ
XL106.7
Y107
WKZL
KISS104 #40
WDJX
WFLY
and more!

KEEDY "wishing on the same star"

A HITMAKERS Hitbound!

PRO-FM (Add #35) Q102 (Add #35) Z99 (Add)

HOT194 (Add)
KG95 (35-32)
KHOK (D#38)

KJLS (37-33)
KQMQ (11-6)
KSKG (D#38)

KTUX (Add)
KZFM (31-27)
KZIO (D#39)

WIXX (10-9)
WQGN (17-15)
and more



ARISTA

FACES & PLACES



**RADIO EXPRESS APPOINTS
LYNN ANDERSON-POWELL!**

Lynn Anderson-Powell has been appointed to Vice President/Sales and Marketing.



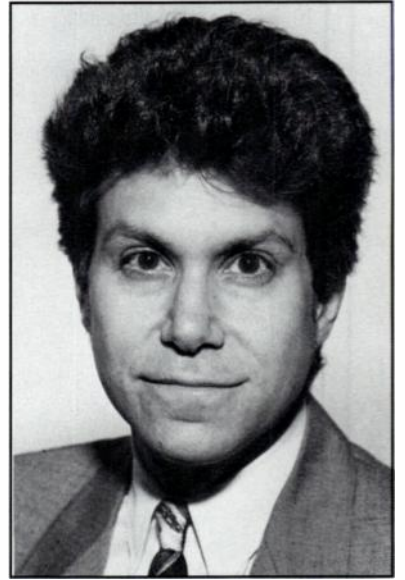
**RCA RECORDS NAMES
DOROTHY CARVELLO!**

Dorothy Carvello has been named A&R Manager.



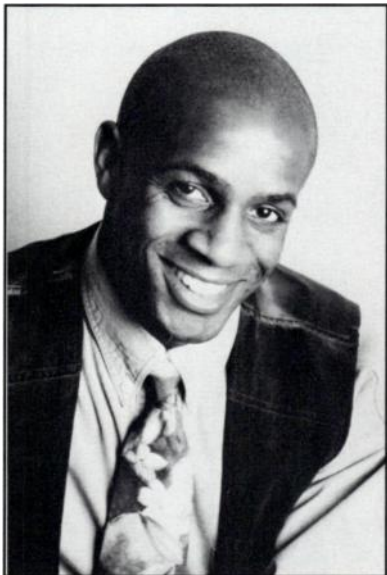
**RCA RECORDS PROMOTES
MARK EICHNER!**

Mark Eichner has been promoted to Director A&R.



**RCA RECORDS NAMES
DAVID GALES!**

David Gales has been named Vice President of Artist Development.



**POLYDOR RECORDS NAMES
LEOTIS CLYBURN!**

Leotis Clyburn has been named Director A&R.



**POLYDOR RECORDS NAMES
JOE BOSSO!**

Joe Bosso has been named Manager, A&R, East Coast.



**POLYDOR RECORDS NAMES
LORI GRAVES!**

Lori Graves has been named Manager, A&R.



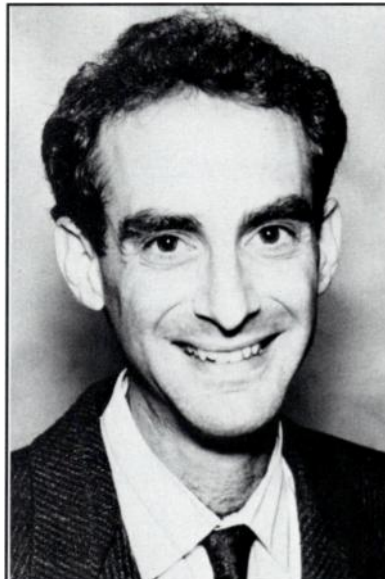
**UNI DISTRIBUTION
NAMES ANN GAINES!**

Ann Gaines has been named National Single Sales Manager.



**CHRYSLIS RECORDS
NAMES JUDY VALSI!**

Judy Valsi has been named Nat'l Adult Contemporary Promotion Manager.



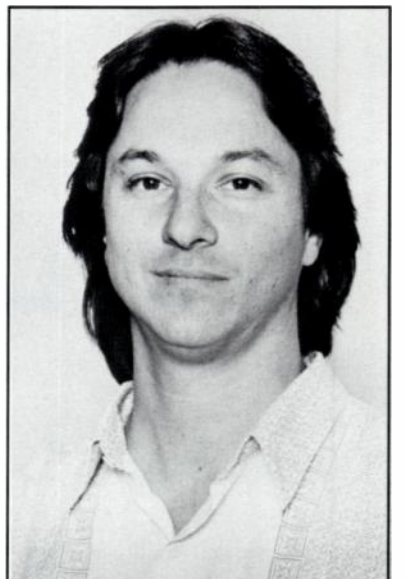
**CHARISMA RECORDS NAMES
JAY PERLOFF!**

Jay Perloff has been named East Coast Regional Sales Manager.



**WARNER BROS. RECORDS
NAMES MARYLOU BADEAUX!**

Marylou Badeaux has been named Vice Pres./Special Project/Black Music.



**CHRYSLIS RECORDS
NAMES JERRY RUBINO!**

Jerry Rubino has been named Manager, National Alternative Promo.

BROTHERS IN RHYTHM

**"Such A
Good
Feeling"**

KEVIN McCABE, APD/MD HOT97, New York

"BROTHERS IN RHYTHM is a 'Can't-Miss' on HOT97! This uptempo Club-influenced track is what HOT97 is all about!"

HOSH GURELI, APD/MD, KMEL-San Francisco

"One of the strongest club records out there, and saw heavy club play as an import. 4th & B' way Records has an uptempo jam on their hands!"

FRANK MINIACI, PD, POWER95, DALLAS

"Sounds great on the air, if you're looking for a good uptempo dance record-don't miss this one."

TODD CAVANAHA, MD, B96-Chicago

"We've been playing this record as an import for over three months! It has quickly become a signature record for us at the Killer B."

Club Chart: 22-17



Just Added At:

**HOT97 (#35)!!! PWR95 (#26)!!!
KKSS-FM**

TOP40 ADDS

The TOP 55 Markets In America

1 ♦ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN MCCABE ♦ (212) 840-1035 ADDS: W. HOUSTON (#27), COLOR ME BADD (#33), R.C.P. (#34), BROS. IN RHYTHM (#35), JINNY, MOJO RADIO • PD: SCOTT SHANNON / ASST. PD/M.D. MIKE FRESTON ♦ (212) 613-8900 ADDS: MARKY MARK... (#23), C. DENNIS (#27), N. COLE (#29), REM. (#30), Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ♦ (212) 239-2300 ADDS: CORO (#26), N. COLE (#27), COLOR ME BADD (#30),

2 ♦ Los Angeles

KIIS-FM • PD: BILL RICHARDS / MD: MICHAEL MARTIN ♦ (213) 466-8381 ADDS: ESCAPE CLUB, COLOR ME BADD, POWER106 • PD: JEFF WYATT / ASST. PD/M.D. AL TABERA ♦ (818) 953-4200 ADDS: COLOR ME BADD (#35), P. ABUL, SEAL, W. HOUSTON,

THE BEAT • PD: MIKE STRADFORD / MD: JOHN MONDS ♦ (213) 466-9566 ADDS: HIVE (#33), PRINCE / NRG. (#34),

3 ♦ Chicago

B96 • PD: DAVE SHAKES / MD: TODD CAVANAH ♦ (312) 944-6000 ADDS: B. ADAMS (#19), C&C MUSIC (#26), MARKY MARK... (#29),

HOT94.7 • PD: GREGG CASSIDY / MD: OPEN ♦ (312) 984-0890 ADDS: JOMANDA, R. STEWART,

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS ♦ (312) 527-8348 ADDS: P. ABUL (#20), HUEY LEWIS ...,

4 ♦ San Francisco

KMEL • PD: KEITH NAFADY / MD: HOSH GUREL ♦ (415) 391-1061 ADDS: COLOR ME BADD (#22), BEN B. HAD (#30), PRINCE / NRG., QUEEN LATIFAH, L. VANDROSS, 3RD BASS, B.G. / PRINCE OF RAP, JINNY,

KSOL • PD: BOB MITCHELL / MD: RUSS ALLEN ♦ (415) 341-8777 ADDS: M.C. BREED (#30), COLOR ME BADD, BEBE & CECE WINANS,

5 ♦ Philadelphia

EAGLE106 • PD: BRIAN PHILIPS / MD: JAY BEAU JONES ♦ (215) 667-3939 ADDS: N. COLE (#28), SCORPIONS (#29), R.E.M. (#30), C. DENNIS (#31), COLOR ME BADD (#32),

WIOQ • PD: OPEN / MD: PAM GRUND ♦ (215) 667-8100 ADDS: COLOR ME BADD (#28), NARDO RANKS (#33), N. COLE (#34), TKA (#35), A. GRANT, OAKTOWNS 3-57, JESSE JAYMES,

WUSL • PD: DAVE ALLAN / MD: OPEN ♦ (215) 483-8900 ADDS: W. HOUSTON, COLOR ME BADD, PRINCE / N.P.G., N. COLE,

6 ♦ Detroit

Q95 • PD/M.D. STEVE WEED ♦ (313) 967-3750 ADDS: R. STEWART (#18), M. BOLTON (#20),

THE FOX • PD/M.D. JOHN McFADDEN ♦ (313) 398-1100 ADDS: N. COLE, COLOR ME BADD,

WHYY • PD: RICK GILLETTE / MD: MARK JACKSON ♦ (313) 871-3030 ADDS: COLOR ME BADD, OAKTOWNS 3-57,

7 ♦ Washington, DC

MIX107.3 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ♦ (202) 686-3252 ADDS: N. COLE (#24), G. ESTEFAN (#25),

WAVA • PD: CHUCK BECK / MD: CHRIS TAYLOR ♦ (703) 534-0320 ADDS: CORINA (#11), BOYZ II MEN (#21), R.E.M. (#22), MARKY MARK... (#24), C&C MUSIC (#23),

WPGC • PD: JAY STEVENS / MD: ALBIE ♦ (301) 441-3500 ADDS: COLOR ME BADD (#29), C&C MUSIC FACTORY (#30), NOMAD, W. HOUSTON, JASMINE GUY,

8 ♦ Dallas

100.3JAMZ • PD: TOM CASEY / MD: M.C. JAMMER ♦ (214) 556-8100 THE LIST IS FROZEN THIS WEEK,

KEGL • PD: JOEL FOLGER / ASST. PD/M.D. JIMMY STEAL ♦ (214) 869-9700 ADDS: THE KLF, CATHY DENNIS, R.E.M.,

POWER95 • PD: FRANK MINACI / MD: MIKE EASTERLIN ♦ (214) 263-3695 ADDS: P. ABUL (#10), APRIL (#15), BOYZ II MEN (#25), BROS. IN RHYTHM (#26), APOLLO SMILE, DAVE KOZ,

STAR105 • PD/M.D. BILL PASHA ♦ (214) 716-7800 NO ADDS THIS WEEK

9 ♦ Boston

WXKS-FM • PD: STEVE RIVERS / MD: JERRY MCKENNA ♦ (617) 396-1430 ADDS: C&C MUSIC FACTORY (#33), N. COLE, EXTREME, CORO, COLOR ME BADD,

WZOU • PD/M.D. SUNNY JOE WHITE ♦ (617) 290-0009 ADDS: P. ABUL (#25), SCORPIONS (#26), M. BOLTON (#28), JOMANDA (#29), R. NEVIL,

10 ♦ Houston

KKBQ • PD: DENIE HALLAM / MD: JOHN GRAY ♦ (713) 961-0093 ADDS: NELSON, COLOR ME BADD,

KRBE • PD: STEVE WYOSTOK / MD: CHERYL BROZ ♦ (713) 266-1000 ADDS: W. HOUSTON, COLOR ME BADD, N-JOI, MARKY MARK ...,

MIX96.5 • PD: GUY ZAPOLEON / MD: KURT KELLY ♦ (713) 790-0965 ADDS: ROXETTE (#22), ESCAPE CLUB,

11 ♦ Miami

HOT105 • PD: KEITH ISLEY / MD: GUY BLACK ♦ (305) 445-5411 ADDS: GEORGIO, COLOR ME BADD, TONY TERRY, W. HOUSTON, JIGGIE GEE,

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS ♦ (305) 653-6796 ADDS: FACE, PREP M.C., COLOR ME BADD, RHYTHM SYNDICATE, HEAVY D..., MARKY MARK...,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ♦ (305) 925-7117 ADDS: SEAL (#29), ESCAPE CLUB, B. RAITT, W. HOUSTON,

12 ♦ Atlanta

POWER99 • PD: RICK STACY / MD: LEE CHESNUT ♦ (404) 266-0997 ADDS: R.E.M. (#30), ESCAPE CLUB, NATURAL SELECTION, USA USA ...,

STAR94 • PD: BILL CAHILL / MD: JIM MORRISON ♦ (404) 261-2971 ADDS: R. STEWART (#10), HUEY LEWIS... (#19), L. FISCHER (#20),

13 ♦ Long Island

WBLL • PD: BILL TERRY / MD: MARK LOBEL ♦ (516) 732-1061 ADDS: N. COLE (#24), W. HOUSTON (#27),

14 ♦ Seattle

KPLZ • PD: CASEY KEATING / MD: RANDY IRWIN ♦ (206) 223-5700 ADDS: COLOR ME BADD, REM, NATALIE COLE, THE KLF,

KUBE • PD: BOB CASE / MD: CHET BUCHANAN ♦ (206) 322-1622 ADDS: C&C MUSIC FACTORY, HI-FIVE, HUEY LEWIS..., MARKY MARK..., SEAL,

15 ♦ San Diego

B100 • PD: / MD: GENE KNIGHT ♦ (619) 292-7600 ADDS: HUEY LEWIS

Q106 • PD: KEVIN WEATHERLY / MD: MICHELLE SANTOS JESSON ♦ (619) 565-6006 ADDS: COLOR ME BADD (#25), M. BOLTON, ROXETTE,

Z90 • PD: RICK THOMAS / MD: GNARLEY CHARLIE ♦ (619) 585-9090 ADDS: BOYZ II MEN (#22), LATIN ALLIANCE (#23), TROOP/LEVER (#25), P. ABUL (#30), D.J. JAZZ...

16 ♦ St. Louis

KBBQ • PD: MARK TODD / MD: JIM ATKINSON ♦ (314) 644-1380 ADDS: SATIN PEPA (#20), RIC OCASEK (#25), COLOR ME BADD, HIVE,

KHTK • PD: BRIAN BRIDGMAN / MD: KANDY KUTCH ♦ (314) 727-0808 ADDS: ROXETTE (#25), M. W. SMITH (#26), COLOR ME BADD (#27), MARKY MARK... (#28),

17 ♦ Baltimore

B104 • PD: TODD FISHER / MD: RIC SANDERS ♦ (301) 466-9272 ADDS: R.E.M., MICHAEL BOLTON,

18 ♦ Minneapolis

KDWB-FM • PD: MARK BOLKE / MD: MR. ED LAMBERT ♦ (612) 340-9000 ADDS: SCORPIONS, C&C MUSIC FACTORY, W. HOUSTON,

19 ♦ Anaheim

KEZY • PD: CHRIS COX / MD: MARK MCKAY ♦ (714) 774-9600 ADDS: M.W. SMITH (#21), THE BLACK CROWES (#24),

20 ♦ Pittsburgh

B94 • PD: JOHN ROBERTS / MD: LORI CAMPBELL ♦ (412) 381-8100 ADDS: W. HOUSTON, EXTREME, CORINA, SEAL, C&C MUSIC FACTORY, D.J. JAZZY JEFF...,

WMXP • PD: RICH HAWKINS / MD: BILL WEBSTER ♦ (412) 821-6140 ADDS: 3RD BASS, ROD STEWART, COLOR ME BADD, OAKTOWNS 3-57,

21 ♦ Tampa

POWER PIG • PD: B.J. HARRIS / MD: HAWK HARRISON ♦ (813) 839-9393 ADDS: COLOR ME BADD (#32), W. HOUSTON (#34), 3RD BASS (#40),

Q105 • PD: JAY TAYLOR / MD: RICH ANHORN ♦ (813) 287-1047 ADDS: COLOR ME BADD (#29), ROXETTE (#30), BOYZ II MEN,

22 ♦ Phoenix

KKFR • PD: STEVE SMITH / MD: DENA YASNER ♦ (602) 258-6161 ADDS: COLOR ME BADD, 3RD BASS, LATIN ALLIANCE, OAKTOWNS 3-57, CUTINMOVE,

KOY95 • PD: OPEN / MD: OPEN ♦ (602) 258-8181 ADDS: M. BOLTON (#27), AFTER 7 (#28), C&C MUSIC FACTORY (#29), THE KLF (#30), MARKY MARK..., COLOR ME BADD,

KVRY • PD: STEVE BAK / MD: JON ZUBNER ♦ (602) 964-4000 ADDS: G. ESTEFAN (#22),

23 ♦ Cleveland

WJMO • PD: KEITH CLARK / MD: TANK SHERMAN ♦ (216) 371-3534 ADDS: W. HOUSTON, COLOR ME BADD, JASMINE GUY,

WPHR • PD: CAT THOMAS / MD: ED BROWN ♦ (216) 348-0108 ADDS: E. CLUB (#29), COLOR ME BADD (#30), MARKY MARK... (#31),

24 ♦ Denver

K5104 • PD: DAVE VAN STONE / ASST. PD/M.D. STACY CANTRELL ♦ (303) 427-7700 ADDS: BRYAN ADAMS (#17), COLOR ME BADD (#28), TROOP/LEVER, PRINCE / NRG.,

MIX107.5 • PD: DOM TESTA / ASST. PD/M.D. RANDY LOGAN ♦ (303) 989-1075 ADDS: AARON NEVILLE (#31), D. CHILD (#32),

25 ♦ Portland

KKRZ • PD: MARK CAPPS / MD: KIM MATTHEWS ♦ (503) 226-0100 ADDS: R.E.M. (#30), THE KLF, COLOR ME BADD, FIREHOUSE,

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA ♦ (503) 226-6731 ADDS: NATALIE COLE (#14), W. HOUSTON (#21), A. NEVILLE (#23), THE MOODY BLUES, P. BRYSON,

26 ♦ Kansas City

KBBQ • PD/M.D. JON ANTHONY ♦ (816) 531-2535 ADDS: HUEY LEWIS..., W. HOUSTON, B. RAITT, COLOR ME BADD, D.J. JAZZY JEFF...,

KXXR • PD: JACK ALIX / MD: SCOTT WHEELER ♦ (816) 421-1065 ADDS: NATALIE COLE (#37), HEAVY D... (#38), HUEY LEWIS... (#40), W. HOUSTON, COLOR ME BADD,

27 ♦ Milwaukee

HOT102 • PD: DAN KIELEY / MD: DANA LINDON ♦ (414) 771-1021 ADDS: THE KLF, COLOR ME BADD, HEAVY D..., MARKY MARK...,

WKTI • PD: DANNY CLAYTON / MD: JOHN WOODY HARRISON ♦ (414) 332-9611 ADDS: M. W. SMITH (#19), HUEY LEWIS... (#20),

28 ♦ Providence

PRO-FM • PD: PAUL CANNON / MD: TONY BRISTOL ♦ (401) 433-4200 ADDS: THE BLACK CROWES (#33), DESMOND CHILD (#34), KEEDY (#35),

29 ♦ Sacramento

F.M.102 • PD: DAVE FERGUSON / ASST. PD/M.D. CHUCK FIELD ♦ (916) 920-1025 ADDS: COLOR ME BADD (#29), W. HOUSTON (#30), NATALIE COLE, 3RD BASS,

KWOD • PD: ADAM SWASHER / MD: ALEX COSPER ♦ (916) 929-5000 ADDS: R.E.M. (#27), THE BLACK CROWES (#29), CROWDED HOUSE, STRESS,

30 ♦ San Jose

HOT97.7 • PD: KEN RICHARDS / ASST. PD/M.D. JOHN CHRISTIAN ♦ (415) 948-0977 ADDS: JOMANDA, MARKY MARK..., LATIN ALLIANCE, COLOR ME BADD, JASMINE GUY, CORO, C&C MUSIC FACTORY,

31 ♦ Cincinnati

Q102 • PD: DAVE ALLEN / ASST. PD/M.D. BRIAN DOUGLAS ♦ (513) 763-5500 ADDS: CORINA (#34), KEEDY (#35),

32 ♦ San Bernardino

KGGI • PD/M.D. BOB WEST ♦ (914) 889-2651 ADDS: G. ESTEFAN (#17), COLOR ME BADD (#28), OAKTOWNS 3-57,

33 ♦ Norfolk

WMXN • PD: BILLY SHEARS / MD: JEFF MOREAU ♦ (804) 397-2665 ADDS: G. ESTEFAN (#17), C. DENNIS (#19),

WNVZ • PD: CHRIS BAILEY / MD: ELIS B. FEASTER ♦ (804) 497-1067 ADDS: B. ADAMS (#13), JESSE JAYMES (#31), 3RD BASS (#32), P. ABUL (#33), COLOR ME BADD (#34), NATALIE COLE, REM, CUTINMOVE, NICK RICHARDS,

34 ♦ Columbus

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ♦ (614) 224-9624 ADDS: PABLOU (#26), W. HOUSTON (#27),

35 ♦ San Antonio

KTFM • PD: RICK HAYES / MD: ROSS KNIGHT ♦ (512) 599-5500 ADDS: TKA (#25), LATIN ALLIANCE (#26), 3RD BASS, COLOR ME BADD, APOLLO SMILE,

STAR93 • PD: TREY WARE / MD: DON WAYNE ♦ (512) 340-0800 ADDS: DESMOND CHILD (#25), AFTER 7 (#26), AARON NEVILLE (#27), P. BRYSON (#28), M. BOLTON (#29),

36 ♦ New Orleans

B97 • PD: BRIAN THOMAS / MD: JOEY GIOVINGO ♦ (504) 581-7002 ADDS: W. HOUSTON, R.E.M., CORO,

37 ♦ Indianapolis

WZPL • PD: DON LONDON / MD: GARETT MICHAELS ♦ (317) 637-8000 ADDS: L. KRAMTZ (#29), C. DENNIS (#30), THE KLF,

38 ♦ Salt Lake City

HOT94.9 • PD: RICH SUMMERS / MD: BRENT O'BRIEN ♦ (801) 359-9536 ADDS: R.E.M., COLOR ME BADD, NIKOLAJ STEEN, MARKY MARK..., FIREHOUSE, M. MORALES,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ♦ (801) 262-9797 ADDS: NATALIE COLE, M. BOLTON, .38 SPECIAL, COLOR ME BADD, R.E.M.,

39 ♦ Buffalo

MAJIC102.5 • PD: SANDY BEACH / MD: ROGER CHRISTIAN ♦ (716) 876-0930 ADDS: HIVE (#30),

WKSE • PD: MIKE EDWARDS / MD: MIKE MCGOWAN ♦ (716) 884-5101 ADDS: THE KLF (#29), SCORPIONS (#30), W. HOUSTON, COLOR ME BADD, THE BLACK CROWES,

40 ♦ Hartford-New Haven

KC101 • PD: JOHN SCOTT / ASST. PD/M.D. TOM COLEMAN ♦ (203) 776-4012 ADDS: NATALIE COLE, SCORPIONS, SEAL, BOYZ II MEN,

WKSS • PD: JEFFERSON WARD / MD: MICHAEL KNIGHT ♦ (203) 249-9577 ADDS: COLOR ME BADD, WHITNEY HOUSTON,

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST ♦ (203) 522-1080 ADDS: 3RD BASS (#36), W. HOUSTON, COLOR ME BADD, T. CAMPBELL,

41 ♦ Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: ERIK BRADLEY ♦ (704) 342-4102 ADDS: COLOR ME BADD (#30), WHITNEY HOUSTON, LATIN ALLIANCE,

42 ♦ Orlando

102JAMZ • PD: CLIFF INSEY / MD: CEDRIC HOLLYWOOD ♦ (407) 788-1400 ADDS: W. HOUSTON, COLOR ME BADD, NATALIE COLE, YOURS TRULY, MAJIC MIKE / D.J. MADNESS,

MIX105.1 • PD: BRITAYON / MD: RICK STONE ♦ (407) 629-5105 ADDS: R. STEWART (#14),

XL106.7 • PD: STEVE KELLY / MD: SHADOW ♦ (407) 339-1067 ADDS: MARKY MARK..., COLOR ME BADD, W. HOUSTON,

43 ♦ Memphis

FM100 • PD: STEVE CONLEY / MD: WILL PENNARIS ♦ (901) 726-0655 ADDS: P. ABUL, MARK COHN, HIVE, COLOR ME BADD, ROD STEWART, SCORPIONS,

44 ♦ Monmouth-Ocean, NJ

WJLK-FM • PD/M.D. GARY GUIDA ♦ (201) 774-7700 ADDS: M. BOLTON (#24), STEWART / Diller (#27),

WJRZ • PD: LANCE DEBOCK / MD: PETE JARRETT ♦ (609) 597-1100 ADDS: FIREHOUSE, P. ABUL, HUEY LEWIS..., ROBERT PALMER / UB40,

45 ♦ Rochester

98PXY • PD: JOHN MEY / MD: CAT COLLINS ♦ (716) 325-5300 ADDS: NATALIE COLE, CATHY DENNIS,

46 ♦ Nashville

Y107 • PD: LOUIS KARIAN / ASST. PD/M.D. TOM PEACE ♦ (615) 256-6656 ADDS: BOYZ II MEN, L. KRAMTZ, MARKY MARK..., W. HOUSTON, COLOR ME BADD, C&C MUSIC FACTORY,

47 ♦ Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY CROSS ♦ (513) 294-5888 ADDS: L. KRAMTZ (#32), R.E.M. (#33), HUEY LEWIS... (#34), D.J. JAZZY JEFF... (#35), COLOR ME BADD, TAMI SHOW, C&C MUSIC FACTORY, NATALIE COLE,

48 ♦ Oklahoma City

KJ103 • PD: MIKE MCCOY / MD: BILLY THE KIDD ♦ (405) 840-5271 ADDS: COLOR ME BADD,

Z99 • PD/M.D. BILL BAILEY ♦ (405) 942-3399 ADDS: ROBERT PALMER w/UB40, COLOR ME BADD, KEEDY, R.E.M.,

49 ♦ Jacksonville

WAPE • PD: JEFF MCCARTNEY / MD: GREG FRANCIS ♦ (904) 725-9273 ADDS: BOYZ II MEN (#29), R.E.M. (#30), NIKOLAJ STEEN,

50 ♦ Greensboro/Winston-Salem

WJMH • PD: BRIAN DOUGLAS / MD: JONATHAN J.D. CUNNING ♦ (919) 855-6500 THE LIST IS FROZEN

WKSI • PD: RICH BAILEY / MD: TIM MEADOWS ♦ (919) 725-9895 ADDS: THE KLF,

WKZL • PD: CHUCK HOLLOWAY / MD: JEFF McHUGH ♦ (919) 739-2316 ADDS: D.J. JAZZY JEFF... (#35), W. HOUSTON, HUEY LEWIS..., G. ESTEFAN, KING OF THE HILL,

51 ♦ Louisville

KISS104 • OM: BUDDY SCOTT PD/M.D. JOEL WIDDOWES ♦ (502) 583-5151 ADDS: W. HOUSTON (#40), NELSON, A. NEVILLE, NATALIE COLE, MARKY MARK...,

WDJX • PD: CHRIS SHEBEL / ASST. PD/M.D. JILL MEYER ♦ (502) 589-4800 ADDS: A. NEVILLE, HIVE, HUEY LEWIS, W. HOUSTON, MARKY MARK,

52 ♦ West Palm Beach

WOVV • PD/M.D. DAVE DENVER ♦ (407) 659-2111 ADDS: C&C MUSIC, FIREHOUSE, N. COLE,

53 ♦ Birmingham

WAPI • PD: MARK ST. JOHN / ASST. PD/M.D. SCOTT BOHANNON ♦ (205) 933-9274 ADDS: COLOR ME BADD, REM, N. COLE,

54 ♦ Albany

WFLY • PD/M.D. MICHAEL MORGAN ♦ (518) 456-1144 ADDS: SCORPIONS, W. HOUSTON, THE KLF, D.J. JAZZY JEFF...,

FACES & PLACES



In recognition of DEPECHE MODE's extraordinary sales history, WARNER BROS. & SIRE Records execs honored the group with awards commemorating their certifications. (L-R seated): SIRE President Seymour Stein; DM's Dave Gahan; WB President Mo Ostin. (Standing): WB VP/Artist Relations Larry Butler; WB VP/Cont. Music Craig Kostich; REPRISE Sr. VP/Dir. Promo. Rich Fitzgerald; DM Mgr. Bruce Kirkland; WB Sr. VP/Sales Lou Dennis; WB Sr. VP/Creative Dir. John Beug; REPRISE VP/Dir./Promo. Marc Ratner; WB VP/Sales Charlie Springer; WB VP/Product Mgmt. Steven Baker.



The DIVINYLS, whose controversial and provocative first single reached #4 on Billboards Hot 100 chart, celebrated the gold certification of their self-titled VIRGIN Records debut album. (L-R): VIRGIN VP/Int'l. and Artist Development Jacquie Perryman; VP Sales Joyce Castagnola; A&R Dir. Mark Williams; Co-President Jordan Harris; Sr. VP/GM Jim Swindel; DiVinyls' Mark McEntee and Christina Amphlett; VIRGIN Co-President Jeff Ayeroff; DiVinyls mgrs. Bert Stein and Fred De Mann of De Mann Entertainment.



MORGAN CREEK Records has announced the signing of LITTLE FEAT to a worldwide, multi-album recording contract. (Front row L-R): Co-producer George Massenburg; Morgan Creek Co-President David Kershenbaum; Little Feat's co-producer Bill Payne; Morgan Creek Co-President Jim Mazza. (Top row): Peter Asher Mgmt.'s Ira Koslow; Little Feat's Fred Tackett, Sam Clayton and Kenny Gradney; attorney John Frankheimer; Little Feat's Richie Hayward and Paul Barrere; band business mgr. Nick Ben-Meir; Little Feat's Craig Fuller.



It's a new day for veteran rocker Joe Walsh, who's riding high with his new PYRAMID/EPIC Associated album and its Top-5 Album Radio title hit. (Seated L-R): Chad Cromwell of the band; Rick The Bass Player of the band; Joe Walsh; Joe Vitale, album co-producer. (Standing): Bruce Garfield, PYRAMID; Scott MacLellan, President, PYRAMID; Allen Jacobi, PYRAMID; Tony Martell, Sr. VP/GM, EPIC/Asso.; Richard Griffiths, Exec. VP/EPIC; Dave Glew, President, EPIC; Larry Stessel, Sr. VP/Mktg., EPIC.



HOLLYWOOD Records threw a party for Rock artist THE SCREAM earlier this month at the Burbank headquarters. (L-R): The Scream's John Alderete; HOLLYWOOD Sr. VP/Promo. Brenda Romano; The Scream's John Corabi; HOLLYWOOD VP/Promo. Art Phillips; PIRATE Radio's MD Marcia Longo; HOLLYWOOD Reg'l. Promo. Mgr./L.A. Ben Brooks; The Scream's Walt Woodward III.



RCA Records, JIVE Records and Gold Mountain Management gathered to celebrate the release of KOOL MOE DEE's JIVE/RCA effort. (L-R): Miller London, VP/Mktg., RCA; Barry Weiss, Sr. VP/Operations, JIVE; Ruth Carson, Gold Mountain; Clive Calder, President, JIVE; KOOL MOE DEE; rapper D-Nice; Danny Goldberg, President, Gold Mountain.

TOP40 ADDS

The Top Trendsetters In America

930 / *Symphony* ◊ PD: J.L. COOK / MD: JIM MEECH ◊ (315) 446-9090 • NO ADS THIS WEEK.

930D / *Memphis* ◊ PD: HOLLYWOOD HARRISON / MD: STEVE CASEY ◊ (318) 445-1234 • ADDS: COLOR ME BADO, LUTHER VANDROSS, PAULA ABUOL, R.E.M., RC OCSEK, WHITNEY HOUSTON.

955X / *Chapelton* ◊ PD/MD: ADAM COOK ◊ (803) 849-9500 • ADDS: ROBBIE NEVL, TOM PETTY & The Heartbreakers.

9500X / *Bullington* ◊ PD: BEN HAMILTON / MD: OPEN ◊ (802) 655-9530 • ADDS: 38 SPECIAL, AARON NEVILLE (F35), ALICE COOPER, BONNIE BANT, C.C. MUSIC FACTORY, HUEY LEWIS & THE NEWS (F32), R.E.M., WHITNEY HOUSTON.

970Y / *St. Mary's* ◊ PD: GARY MITCHELL / MD: BREW DESSIMMER ◊ (814) 849-9700 • NO ADS THIS WEEK.

99-90H / *Ocean City* ◊ PD: HILMAN MASON / MD: "SUIC" CHRIS KELLEY ◊ (301) 289-3456 • ADDS: AFTER 7 (F29), C.B.C. MUSIC FACTORY (F39), COLOR ME BADO, CROWNED HOUSE, CUTTYMOR, NATALIE & NAT KING COLE (F35), PAULA ABUOL (F26), R.E.M., WHITNEY HOUSTON (F37).

99HWS / *Mason* ◊ PD: RICK WOODRILL / MD: SCOTT TYLER ◊ (912) 741-9999 • NO ADS THIS WEEK.

8106 / *Fort Wayne* ◊ PD: JOHN O'ROURKE / MD: THEY ALEXANDER ◊ (219) 649-9223 • ADDS: THE KLF (F34), R.E.M. (F34), THE SCORPIONS (F35).

893 / *Austin* ◊ PD: LISA TOMACCI / ASST. PD/MD: TRACY ALSTON ◊ (512) 345-9300 • ADDS: C.B.C. MUSIC FACTORY (F40), COLOR ME BADO (F39).

898 / *Kalamazoo* ◊ PD/MD: BENNY B. JR. ◊ (406) 862-5545 • ADDS: 38 SPECIAL, AARON NEVILLE, COLOR ME BADO, HUEY LEWIS & THE NEWS (F39), MICHAEL BOLTON, ROD STEWART (F29), SEAL (F35).

CHD / *Edmonton, Alberta* ◊ PD: WYNNE BROWN / MD: JAMES STEWART ◊ Home • ADDS: B.B. JEROME, CORONA (F29), DUBBY WILKS (F28), GRIMES OF WHORE, KCY BULL, ROD STEWART (F35), SLAUGHTER, TAMI SHOW, YOUNG R.C.

ENERGY99 / *Downsville* ◊ PD: KICK DAWSON / ASST. PD/MD: TINA SAMONET ◊ (512) 968-1548 • ADDS: COLOR ME BADO, EBUSSUE, LATIN ALLIANCE, NICKI RICHARDS.

FM104 / *Modesto* ◊ PD: GARY DAWSON / MD: ERIC HOFFMAN ◊ (209) 572-0104 • ADDS: C.B.C. MUSIC FACTORY, COLOR ME BADO, HUEY LEWIS & THE NEWS, PAULA ABUOL, TAMI SHOW.

6105 / *Blainville* ◊ PD: BRIAN PATRICK / MD: KERRY HUNT ◊ (919) 683-2055 • ADDS: KINGSTONHILL, THE KLF, R.E.M., WHITNEY HOUSTON.

698 / *Portland* ◊ PD: ERICK ANDERSON / MD: RENEE SEX ◊ (207) 775-6321 • ADDS: COLOR ME BADO, CORONA, D.J. JAZZY JEFF & THE FRESH PRINCE, H-FIVE (F34), THE L.A.'S, MARY MARK & THE FUNNY BUNCH, R.E.M. (F27), WHITNEY HOUSTON (F28).

HOT101.5 / *Tallahassee* ◊ PD: LEE REYNOLDS / MD: RC AUSTIN ◊ (904) 877-0114 • ADDS: C.B.C. MUSIC FACTORY, JONAMIDA, NATALIE & NAT KING COLE (F35), OAKTOWN'S 3-5-7, WHITNEY HOUSTON.

HOT95 / *Jackson* ◊ PD: JERRY LOUSTEAU / MD: SHADOW B. CRUIZE ◊ (601) 366-1199 • ADDS: COLOR ME BADO, CUTTYMOR, NATALIE & NAT KING COLE, R.E.M., TAMI SHOW, WHITNEY HOUSTON.

HOT99.9 / *Enston* ◊ PD: FRANK CERIANI / MD: JIMMY JAMA ◊ (215) 258-6155 • ADDS: COLOR ME BADO, NATALIE & NAT KING COLE (F35), SEAL (F35).

HOT94 / *Humboldt* ◊ PD/MD: JAMIE HUNT ◊ (800) 521-7313 • ADDS: COLOR ME BADO, REEZY.

ISLEPS / *St. Croix/Virgin Islands* ◊ PD: JONATHAN KEYES / MD: DAVE SHULMAN ◊ (809) 774-0995 • ADDS: BINGOBOYS, DESMOND CHILD, D.J. JAZZY JEFF & THE FRESH PRINCE, MARY MARK & THE FUNNY BUNCH, NATALIE & NAT KING COLE.

JEFFN / *Eno* ◊ PD/MD: JIM COOK ◊ (814) 455-2741 • ADDS: THE MOODY BLUES, QUEENSCRYCH, R.E.M.

KT06 / *Beaumont* ◊ PD: MARK LANDIS / MD: PHIL FICE ◊ (409) 769-2475 • ADDS: ALICE COOPER, BOYZ II MEN, COLOR ME BADO (F37), JONAMIDA, R.E.M. (F34), SLOUSIE & THE BANISHEES, STEREO MC'S (F38).

K92 / *Alameda* ◊ PD: EDDIE MACKELL / MD: DAVID LEE MICHAELS ◊ (703) 774-9200 • ADDS: HUEY LEWIS & THE NEWS, NATALIE & NAT KING COLE, R.E.M., 1967 / *Austin* ◊ PD: ROGER ALLEN / MD: JAY MICHAELS ◊ (512) 474-9233 • ADDS: BONNIE BANT, C.B.C. MUSIC FACTORY, BONT (F38), WHITNEY HOUSTON.

KAGD / *Alameda Falls* ◊ PD: MIKE GARDNER / MD: Nemo ◊ (503) 884-0661 • ADDS: CHESNEY HAWKES, EXTREME, LUTHER VANDROSS, WHITNEY HOUSTON.

KANS / *Amesville* ◊ PD: JOHN ANDERSON / MD: SANDY SCOTT ◊ (806) 353-3500 • ADDS: BONNIE BANT, C.B.C. MUSIC FACTORY, COLOR ME BADO, PRIDE AND POLITIX, R.E.M., WHITNEY HOUSTON.

KATH / *Colorado Springs* ◊ PD: MARK BLAKE / MD: JENNIFER BELL ◊ (719) 548-1528 • ADDS: EYES (F27), KIX (F30), QUEENSCRYCH (F26).

KAT / *Tulsa* ◊ PD/MD: RICK LIPPON ◊ (918) 492-2020 • ADDS: FIREHOUSE (F35), NATALIE & NAT KING COLE (F33), PAULA ABUOL (F34).

KCFM / *McAllen-Brownsville* ◊ PD: OPEN / ASST. PD/MD: BILLY SANITAGO ◊ (512) 383-4961 • ADDS: BOYZ II MEN, COLOR ME BADO, MARY MARK & THE FUNNY BUNCH, WHITNEY HOUSTON.

KCHT / *Cincinnati* ◊ PD/MD: SUZAN KNOX ◊ (409) 544-9094 • ADDS: AARON NEVILLE, HUEY LEWIS & THE NEWS, TOM SCOTT.

KDOS / *Fresno* ◊ PD: DON PRUDER / MD: TREVOR CAVEY ◊ (209) 237-9361 • ADDS: COLOR ME BADO (F37), CUTTYMOR, LATIN ALLIANCE, MARY MARK & THE FUNNY BUNCH, NATALIE & NAT KING COLE (F40), PRIDE AND POLITIX.

KDQ / *Omaha* ◊ PD: BOOSTER RHODES / MD: ANNE SAGE ◊ (805) 483-1000 • ADDS: COLOR ME BADO, JONAMIDA, WHITNEY HOUSTON, WASHU.

KDRL / *Midland* ◊ PD/MD: DANNY MORICA ◊ (915) 561-8833 • ADDS: COLOR ME BADO, R.E.M., TAMI SHOW, TOM PETTY & The Heartbreakers, WHITNEY HOUSTON.

KDLD / *St. Cloud* ◊ PD: STEVE LINDELL / MD: CHARLIE DOUGLAS ◊ (612) 251-1450 • ADDS: NELSON (F33), PAULA ABUOL (F29), SEAL (F31).

KDMD / *Calumet* ◊ PD: BRIAN HANSON / MD: TOM COLE ◊ (314) 449-2433 • ADDS: H-FIVE, THE KLF, R.E.M., WHITNEY HOUSTON.

KDNN / *Salinas* ◊ PD: MICHAEL NEWMAN / MD: ROBB HOLLOWAY ◊ (408) 422-5363 • ADDS: COLOR ME BADO, TONY TERRY.

KDWB / *Reading* ◊ PD: BILLY PLEMAN / MD: PHIL WESS ◊ (610) 243-5972 • ADDS: THE MOODY BLUES (F35), R.E.M. (F30).

KDZFM / *El Paso* ◊ PD: CAESAR CHAVEZ / MD: RICK RIVERA ◊ (915) 533-9400 • ADDS: MICHAEL BOLTON, ROD STEWART.

KDZD / *Waynesville* ◊ PD: STEVEN GREENLEE / MD: TIM McHUTT ◊ (314) 336-3133 • ADDS: BONNIE BANT, C.B.C. MUSIC FACTORY, MARY MARK & THE FUNNY BUNCH, NATALIE ARCHANGEL, NICKOLAI STEEN, RC OCSEK, ROD STEWART (F29), TOM PETTY & The Heartbreakers (F33), WHITNEY HOUSTON.

KDZD / *Chapman* ◊ PD: TOM KELLY / MD: DAVID COLLINS ◊ (307) 634-4461 • ADDS: C.B.C. MUSIC FACTORY, EYES, H-FIVE (F38), LISA LISA & Cui Jam, REBEL PEBBLES, WHITNEY HOUSTON.

KDZM / *Yakima* ◊ PD/MD: GREG ADAMS ◊ (509) 248-1460 • ADDS: BONNIE BANT, C.B.C. MUSIC FACTORY (F37), CHESNEY HAWKES, R.E.M. (F36).

KDZL / *Lincoln* ◊ PD: BRAD KING / ASST. PD/MD: SUNNY VALENTINE ◊ (402) 483-5100 • ADDS: 38 SPECIAL, AARON NEVILLE, HUEY LEWIS & THE NEWS, PAULA ABUOL (F30), THE SCORPIONS, TAMI SHOW.

KDZS / *Sioux City* ◊ PD: DENNY ANDERSON / MD: KEVIN KOLLINS ◊ (712) 258-5595 • ADDS: AARON NEVILLE, C.B.C. MUSIC FACTORY, CHESNEY HAWKES, D.J. JAZZY JEFF & THE FRESH PRINCE, PAULA ABUOL, WHITNEY HOUSTON.

KDZG / *Rapid City* ◊ PD: BOB LEWIS / MD: MICHAEL STEELE ◊ (605) 348-1100 • ADDS: WHITNEY HOUSTON (F37).

KDZK / *Amesbury* ◊ PD/MD: MARK MURPHY ◊ (907) 563-3555 • ADDS: ALICE COOPER, COLOR ME BADO, H-FIVE (F39), RICK MATTHEWS.

KDZM / *Gillette* ◊ PD: Nemo / MD: MARTHA STEELE ◊ (307) 686-2242 • ADDS: AFTER 7, PAULA ABUOL (F36), R.E.M., WHITNEY HOUSTON (F40).

KDZK / *Great Bend* ◊ PD/MD: SCOTT DOWMAN ◊ (316) 792-3647 • ADDS: ALICE COOPER, EYES, THE KNACK, ROBBIE NEVL, WHITNEY HOUSTON.

KDZS / *Walla Walla* ◊ PD/MD: CHUCK STEVENS ◊ (509) 522-5412 • ADDS: KINGSTONHILL, QUEENSCRYCH.

KDZT / *Sanita Bess* ◊ PD/MD: TIM WATTS ◊ (707) 545-3313 • ADDS: AARON NEVILLE, THE KLF, THE SCORPIONS.

KDZK / *Colorado Springs* ◊ PD: JOHN DANIEL / MD: J.L. HENNINGER ◊ (719) 582-5000 • ADDS: AARON NEVILLE, NICKOLAI & NAT KING COLE, R.E.M. (F26), WHITNEY HOUSTON (F25).

KDZM-FM / *Fl. Collins* ◊ PD/MD: MARK CALLAGHAN ◊ (303) 482-5991 • ADDS: COLOR ME BADO, D.J. JAZZY JEFF & THE FRESH PRINCE, NATALIE & NAT KING COLE, R.E.M., WHITNEY HOUSTON (F35).

KDZT / *Lakewood* ◊ PD/MD: MIKE SHANNON ◊ (303) 451-1743 • ADDS: PRIDE AND POLITIX, R.E.M., WHITNEY HOUSTON.

KDZM / *Bellingham* ◊ PD: ALLAN FEE / MD: MICHAEL JACK CROFT ◊ (206) 734-9790 • ADDS: 38 SPECIAL, H-FIVE, LISA LISA & Cui Jam, PAULA ABUOL, THE SCORPIONS, TOM PETTY & The Heartbreakers.

KDZK / *Pasadena* ◊ PD: STEVE TAYLOR / MD: T. MORGAN ◊ (405) 765-5491 • ADDS: THE BLACK CROWES, HUEY LEWIS & THE NEWS, THE KLF, PAULA ABUOL, RC OCSEK, TOM PETTY & The Heartbreakers.

KDZK / *San Angelo* ◊ PD: SCOTTY SHIPES / ASST. PD/MD: ROBERT ELFWAN ◊ (915) 949-2112 • ADDS: AARON NEVILLE, BOB HALLIGAN, C.B.C. MUSIC FACTORY (F38), H-FIVE (F32), HUEY LEWIS & THE NEWS, REBEL PEBBLES, TOM PETTY & The Heartbreakers.

KDZS / *Hays/Grand Island* ◊ PD: TODD PETERER / MD: OPEN ◊ (913) 628-1064 • ADDS: CHESNEY HAWKES, EXTREME, KINGSTONHILL, THE KNACK, MARK CORN, QUEENSCRYCH.

KDZT / *Springfield* ◊ PD: DAVID ALEXANDER / MD: JAMES THRESEN ◊ (417) 883-9000 • ADDS: COLOR ME BADO, KINGSTONHILL, MICHAEL MORALES, NATALIE & NAT KING COLE (F39), R.E.M.

KDZG / *Colorado Springs* ◊ PD: SCOTTER B. STEVENS / MD: TOM FRICKE ◊ (719) 576-1100 • ADDS: BRIAN ADAMS, C.B.C. MUSIC FACTORY (F33), COLOR ME BADO, MARY MARK & THE FUNNY BUNCH, NATALIE & NAT KING COLE, OAKTOWN'S 3-5-7, WHITNEY HOUSTON.

KDZD / *Wichita* ◊ PD: JACK OLIVER / MD: GREG WILLIAMS ◊ (316) 265-0721 • ADDS: C.B.C. MUSIC FACTORY, COLOR ME BADO, MARY MARK & THE FUNNY BUNCH, NATALIE & NAT KING COLE, WHITNEY HOUSTON.

KDZS-FM / *Albuquerque* ◊ PD: JOHN JAMES / MD: JIM MAX ◊ (505) 265-1431 • ADDS: BRIAN ADAMS, BROTHERS IN RHYTHM, C.B.C. MUSIC FACTORY, COLOR ME BADO, CUTTYMOR, LATIN ALLIANCE, NATALIE & NAT KING COLE, OAKTOWN'S 3-5-7, ROD STEWART, TAMI SHOW, WHITNEY HOUSTON.

KDZK / *Overland Park* ◊ PD: STEVE WALL / MD: WILD BILL CHERY ◊ (805) 372-9929 • ADDS: CARRY DENNIS, COLOR ME BADO, H.C. KICK (F21), LATIN ALLIANCE (F20), MICHAEL BOLTON, WHITNEY HOUSTON.

KDZK / *Lubbock* ◊ PD/MD: BILL PRESLEY ◊ (501) 378-0104 • ADDS: C.B.C. MUSIC FACTORY, HUEY LEWIS & THE NEWS, KINGSTONHILL, NATALIE & NAT KING COLE, PAULA ABUOL, R.E.M., RC OCSEK.

KDZD / *El Dorado* ◊ PD: MICHAEL STEEL / MD: RON WEST ◊ (501) 843-5121 • ADDS: C.B.C. MUSIC FACTORY, FIREHOUSE, H-FIVE, HUEY LEWIS & THE NEWS, MICHAEL MORALES, STEVE WONDER.

KDZK / *Las Vegas* ◊ PD: JERRY DEAN / MD: CAT THOMAS ◊ (702) 739-9383 • ADDS: BOYZ II MEN (F30), COLOR ME BADO, ROSETTE.

KDZT / *Dubuque* ◊ PD: JEFF DAVIS / MD: TIM JANSEN ◊ (515) 557-1040 • ADDS: CHESNEY HAWKES, PAULA ABUOL.

KDZK / *Fort Collins* ◊ PD: DAN HENTSCHEL / MD: MIKE CHASE ◊ (501) 521-5128 • ADDS: BOYZ II MEN, COLOR ME BADO (F39), MARY MARK & THE FUNNY BUNCH, CHESNEY HAWKES, R.E.M. (F30).

KDZK / *Lawrence* ◊ PD: KEITH HAWES / MD: KEVIN CHASE ◊ (208) 764-5054 • ADDS: THE BLACK CROWES, BONNIE BANT, KINGSTONHILL, R.E.M., WHITNEY HOUSTON.

KDZT / *Tulsa* ◊ PD: MEL MEYERS / MD: TIM SMITH ◊ (918) 665-3131 • ADDS: ALICE COOPER (F26), QUEENSCRYCH (F22).

KDZM / *Wichita* ◊ PD: KEVIN RAHFIELD / MD: TODD MICHAELS ◊ (402) 379-3500 • ADDS: CROWNED HOUSE, MATERIAL ISSUE, NATALIE & NAT KING COLE, R.E.M., STRESS, WHITNEY HOUSTON.

KDZM / *Wichita Falls* ◊ PD/MD: J.L. McJANN ◊ (817) 855-6924 • ADDS: KINGSTONHILL, PAULA ABUOL, REBEL PEBBLES, R.E.M., RC OCSEK.

KDZK / *Wichita/Lexington Rapids* ◊ PD: OPEN / MD: RON NEWMAN ◊ (319) 233-3371 • ADDS: CARRY DENNIS, FIREHOUSE (F37), HUEY LEWIS & THE NEWS, NATALIE & NAT KING COLE, NICKOLAI STEEN, WHITNEY HOUSTON (F35).

KDZK / *London* ◊ PD/MD: STEVE CHASE ◊ (512) 723-4396 • ADDS: CROWNED HOUSE, CUTTYMOR, NICKOLAI STEEN.

KDZT / *Sioux Falls* ◊ PD: SCOTT MAGUIRE / MD: COREY WARD ◊ (605) 339-9999 • ADDS: FIREHOUSE (F30), HUEY LEWIS & THE NEWS (F24), PAULA ABUOL (F39).

KDZK / *Archangelo* ◊ PD: JASON PALMER / MD: STEVE KROLL ◊ (907) 743-3141 • ADDS: 38 SPECIAL (F35), THE BLACK CROWES (F29), HUEY LEWIS & THE NEWS (F30), PAULA ABUOL (F33), WHITNEY HOUSTON (F34).

KDZK / *Cedar Rapids* ◊ PD: GARY DIXON / MD: J.L. GERARD ◊ (319) 243-2061 • ADDS: GLORIA ESTEFAN (F25), H-FIVE (F24), THE SCORPIONS (F23).

KDZT / *Grand Forks* ◊ PD/MD: JAY MURPHY ◊ (701) 746-1413 • ADDS: CORONA, R.E.M., RYTHM SYNDICATE, WHITNEY HOUSTON (F23).

KDZK / *Grand Junction* ◊ PD: CHARLIE MICHAELS / ASST. PD/MD: RICK JAMES ◊ (303) 245-9000 • ADDS: BONNIE BANT (F37), D.J. JAZZY JEFF & THE FRESH PRINCE (F40), H-FIVE (F39), ROBBIE NEVL (F38), WHITNEY HOUSTON (F36).

KDZK / *Amesville* ◊ PD: STU SMOKE / MD: JOHN ANDERSON ◊ (806) 353-6663 • ADDS: C.B.C. MUSIC FACTORY, HUEY LEWIS & THE NEWS, LISA LISA & Cui Jam, NATALIE & NAT KING COLE, PAULA ABUOL, TAMI SHOW, WHITNEY HOUSTON.

KDZK / *Omaha* ◊ PD: KEITH EDWARDS / MD: LEE ADAMS ◊ (402) 342-2000 • ADDS: 38 SPECIAL, C.B.C. MUSIC FACTORY.

KDZM-FM / *Kennedy* ◊ PD: MITCH COOLEY / MD: MARK REID ◊ (300) 236-6464 • ADDS: MARK CORN (F33), PAULA ABUOL, R.E.M., RC OCSEK.

KDZM / *Manhattan* ◊ PD: MIKE TENANT / MD: JERRY MATHERS ◊ (913) 776-0104 • ADDS: AARON NEVILLE, MARY MARK & THE FUNNY BUNCH, WHITNEY HOUSTON.

KDZM / *Honolulu* ◊ PD: KIMO AKANE / ASST. PD/MD: GREG HUNT ◊ (808) 539-9369 • ADDS: COLOR ME BADO, THE BOM, MARY MARK & THE FUNNY BUNCH, ROCK & ROLL, WHITNEY HOUSTON.

KDZM / *Johnstown* ◊ PD/MD: PH CARROLL ◊ (619) 374-2151 • ADDS: THE KNACK, PAULA ABUOL, RC OCSEK, SLOUSIE & THE BANISHEES, TOM PETTY & The Heartbreakers.

KDZM / *Des Moines* ◊ PD: CHUCK KNIGHT / MD: LINDA ALSTON ◊ (515) 280-1350 • NO ADS THIS WEEK.

KDZM / *Tucson* ◊ PD: JOHN PEASE / ASST. PD/MD: ROGER SCOTT ◊ (602) 323-9400 • ADDS: AMY GRANT, C.B.C. MUSIC FACTORY, CORO, H-FIVE.

KDZG / *London* ◊ PD: DEBBIE JO ADAMS / MD: CLAIR ORTEGA ◊ (512) 724-9800 • ADDS: ERASURE, EYES, MARY MARK & THE FUNNY BUNCH, NICKOLAI STEEN, R.E.M., WHITNEY HOUSTON.

KDZM / *Waterloo* ◊ PD: JIM MESOPH / MD: TROY SCOTT ◊ (405) 882-1480 • ADDS: BONNIE BANT (F39), HUEY LEWIS & THE NEWS (F27), PAULA ABUOL (F37), R.E.M.

KDZG / *Salina* ◊ PD/MD: BUSTY KEYS ◊ (913) 825-4631 • ADDS: H-FIVE, THE KLF, NATALIE & NAT KING COLE, REBEL PEBBLES, R.E.M.

KDZM / *Lafayette* ◊ PD: RAY WALDON / MD: "EAST EDDIE" NELSON ◊ (318) 232-1311 • ADDS: C.B.C. MUSIC FACTORY, FIREHOUSE, THE L.A.'S, ROD STEWART.

KDZM / *Exempla* ◊ PD: CHRIS BLUM / MD: DARRIN STONE ◊ (503) 684-9123 • ADDS: CHESNEY HAWKES, H-FIVE, TAMI SHOW, WHITNEY HOUSTON.

KDZM / *Medford* ◊ PD: MITCH STEWART / MD: GRANT TRESSER ◊ (503) 779-1550 • ADDS: AARON NEVILLE, COLOR ME BADO, NATALIE & NAT KING COLE, R.E.M., WHITNEY HOUSTON.

KDZS / *Casper* ◊ PD: STAN KENOGGLE / MD: SEAN MICHAELS ◊ (307) 235-7000 • ADDS: 38 SPECIAL, AFTER 7, ALICE COOPER, D.J. JAZZY JEFF & THE FRESH PRINCE, JONAMIDA, R.E.M., WHITNEY HOUSTON.

KDZM / *Shawnee* ◊ PD: KEN SHEPHERD / MD: KEN WALL ◊ (318) 635-9999 • ADDS: CARRY DENNIS, CORONA, CROWNED HOUSE, KEELY, RC OCSEK, RYTHM SYNDICATE (F35), WHITNEY HOUSTON.

KDZT / *Jefferson City* ◊ PD: BOBBY JOHNSON / MD: KEVIN MICHAELS ◊ (314) 895-6666 • THE LIST IS FROZEN THIS WEEK.

KDZM / *Tazewell* ◊ PD: JOHN MANNING / MD: TOM BARBER ◊ (206) 756-5884 • THE LIST IS FROZEN THIS WEEK.

KDZM / *Stockton* ◊ PD/MD: JOHNNY MURFORD ◊ (209) 951-8165 • ADDS: BEN B. HARD, DECADEANCE, LATIN ALLIANCE, MARY MARK & THE FUNNY BUNCH, RODNEY 'O' & JOE COOLEY, TEVIN CAMPBELL.

KDZK / *Reno* ◊ PD/MD: RAY HALLISA ◊ (702) 333-0123 • ADDS: C.B.C. MUSIC FACTORY, FIREHOUSE, WHITNEY HOUSTON.

KDZM-FM / *Waco* ◊ PD/MD: DAVE CHRISTOPHER ◊ (817) 776-5989 • ADDS: CHESNEY HAWKES, GUNS N' ROSES.

KDZK / *Band* ◊ PD: BOB ROSS / MD: KIMMY ◊ (503) 382-5611 • ADDS: CARRY DENNIS, C.B.C. MUSIC FACTORY, D.J. JAZZY JEFF & THE FRESH PRINCE, NELSON, ROBBIE NEVL.

KDZK / *Wichita* ◊ PD: LYMAN JAMES / MD: STEVE DAVIS ◊ (316) 265-1065 • ADDS: WHITNEY HOUSTON.

KDZK / *Las Vegas* ◊ PD: BOBBY MITCHELL / MD: TODD O'HARA ◊ (702) 731-9797 • ADDS: COLOR ME BADO, R.E.M., ROBBIE NEVL, TONY TERRY, WHITNEY HOUSTON.

KDZM / *Billings* ◊ PD: JACK BELL / MD: CHARLIE FOX ◊ (406) 652-2280 • ADDS: HUEY LEWIS & THE NEWS, THE KLF, R.E.M., WHITNEY HOUSTON.

KDZM / *Beaumont* ◊ PD/MD: BOB BECK ◊ (701) 224-9393 • ADDS: 38 SPECIAL, NATALIE & NAT KING COLE, PAULA ABUOL, R.E.M., TAMI SHOW, WHITNEY HOUSTON.

KDZK / *Spokane* ◊ PD: JIM McDONALD / ASST. PD/MD: LISA LUNDQUIST ◊ (801) 844-2000 • ADDS: 38 SPECIAL, AFTER 7 (F40), HUEY LEWIS & THE NEWS (F39), MICHAEL MORALES (F38).

KDZS / *Pasadena* ◊ PD: SCOTT WHEELER / MD: Nemo ◊ (309) 688-3131 • ADDS: CARRY DENNIS, D.J. JAZZY JEFF & THE FRESH PRINCE, SEAL (F30), TOM PETTY & The Heartbreakers.

KDZM / *Fl. South* ◊ PD/MD: WILLIE STEVENS ◊ (501) 646-2000 • ADDS: BONNIE BANT, COLOR ME BADO, HENRY D & THE BOYZ, NICKOLAI STEEN, R.E.M., WHITNEY HOUSTON.

KDZM / *Corpus Christi* ◊ PD: J.D. GONZA

LIGHTER SHADE OF BROWN



"LATIN ACTIVE"

JOHNNY MILFORD, PD, KWIN:

"LIGHTER SHADE OF BROWN will work in any market with Hispanic density. Try it out at night. It's a fun & familiar song. Definitely an "Active record."

RENE ROBERTS, MD, POWER 102:

LIGHTER SHADE OF BROWN has been a TOP 5 request at POWER 102 with TOP 10 sales. It's a smash in Fresno, so get "ACTIVE" with "Latin Active."

AL TAVERA, APD/MD, POWER106:

"This record has really kicked in nicely for us. The retail picture is also shaping up nicely."

A HITBOUND!



HOT ACTION AT:

**PWR106 (32-29)!!! Q106 (21-18)!!!
HOT97.7 (19-15)!!! KGGI (3-1)!!!
KBOS (19-14)!!! KWIN (D#39)!!!
KZFM (39-33)!!! PWR102 (18-14)!!!**

TOP40 ADDS

The Top Trendsetters In America

WKOD / *Albany* PD: JEFF CLARK / MD: DAVID NICHOLAS
 (216) 834-7700 • ADDS: BOB HALLAM, D.J. JAZZY
 JEFF & THE FRESH PRINCE, HUEY LEWIS & THE NEWS,
 PAULA ABUOL, TAMI SHOW

WKCE / *Huntington* PD: OPEN / MD: GARY MILLER
 (304) 525-7788 • ADDS: AMON NEVILLE, CATHY DENNIS,
 D.J. JAZZY JEFF & THE FRESH PRINCE, HUEY LEWIS & THE
 NEWS, THE RLF

WKPR / *Kalamazoo* PD: PHIL BRITTON / MD: GLENN
 DILLON (616) 344-0111 • ADDS: KINGSTON HILL,
 LEMMY KIRAVITZ (#28), NATALIE & NAT KING COLE,
 QUEENSMYCHE, R.E.M., ROCK MATTHEWS

WKPE / *Cape Cod* PD/MD: KETH LEHNER (508) 255-
 3220 • NO ADDS THIS WEEK

WKQZ / *Pittston Township* PD: KEN MEDEK / MD: JERRY
 PROUDEN (717) 883-9850 • ADDS: D.J. JAZZY JEFF &
 THE FRESH PRINCE, MARQUE & NAT KING COLE, R.E.M., TAMI
 SHOW, WHITNEY HOUSTON

WKSE / *Jacksonville* PD: BRIAN MALONEY / MD: GLENN
 TRENT (904) 255-0603 • ADDS: H-FIVE, HUEY LEWIS
 & THE NEWS, R.E.M., WHITNEY HOUSTON

WKUP-FM / *Lexington* PD: BARRY FOX / MD: AMIE
 GRIMES (606) 293-0563 • ADDS: C&C MUSIC FACTORY
 (#34), FIREHOUSE (#35), PAULA ABUOL (#33)

WKUR / *Champaign* PD: MATT MCCANN / MD: JASON
 COX (217) 352-4141 • ADDS: CATHY DENNIS, HUEY
 LEWIS & THE NEWS, MICHAEL MORALES, PAULA ABUOL

WKUR / *LaCrosse* PD: TOM ANDERSON / ASST. PD/MD: BILLY
 HAMMOND (608) 782-8333 • THE LIST IS PROZEN THIS WEEK

WNGW / *Appleton-Oshkosh* PD: DAN STONE / MD:
 OPEN (414) 426-3239 • ADDS: PAULA ABUOL, TOM
 PETTY & The Heartbreakers

WNOF / *Fayetteville* PD: DALE O'BRIEN / MD: SAMMY
 SIMPSON (919) 276-2965 • ADDS: AMON NEVILLE,
 C&C MUSIC FACTORY, DESMOND CHILD, THE MOODY
 BLUES, THE SCORPIONS

WNOX / *Harrisburg* PD: JOHN O'DEA / MD: SCOTT
 SHAW (717) 238-1402 • ADDS: D.J. JAZZY JEFF (#30),
 TOM PETTY & The Heartbreakers, WHITNEY HOUSTON

WNOH-FM / *Columbia* PD: JONATHAN BUSH / MD: T.J.
 McLAY (803) 771-0105 • ADDS: CATHY DENNIS,
 COLOR ME BADD, R.E.M., WHITNEY HOUSTON (#32)

WNYF / *Albany* PD: STEVE CHRISTIAN / MD: AMIE ST. JOHN
 (607) 754-2828 • ADDS: KINGSTON HILL, THE MOODY
 BLUES, MARQUE & NAT KING COLE, PRIDE AND PREJUDICE, R.E.M.

WNOJ / *Knoxville* PD/MD: CLAY GISH (615) 531-
 2000 • ADDS: ESCAPE CLUB (#29), HUEY LEWIS & THE
 NEWS, HARRY MARK & THE FUNKY BUNCH

WNOH-FM / *Wilmington* PD: JIM RYAN / MD: ALAN PETTIT
 (614) 676-5661 • ADDS: KINGSTON HILL, NIKOLAJ
 STEIN, SIOUXIE & THE BANSHEES, WHITNEY HOUSTON

WPFM / *Panama City* PD/MD: AMIE STONE (904) 234-
 8857 • ADDS: A. DINT, COLOR ME BADD, H-FIVE (#32), HUEY
 LEWIS & THE NEWS (#33), PAULA ABUOL (#31), R.E.M. (#34)

WPR / *Tampa Bay* PD: MICKEY BURKE / MD: DAVID KING
 (813) 232-1300 • ADDS: BOYZ II MEN, COLOR ME BADD,
 MARQUE & NAT KING COLE, R.E.M., WHITNEY HOUSTON

WPRR-FM / *Albany* PD/MD: SCOTT ST. JOHN (814) 944-
 9454 • ADDS: AFTER 7 (#29), CHER, L.L. COOL J., THE
 MOODY BLUES, PAULA ABUOL (#30), R.E.M.

WPST / *Trenton* PD/MD: DAVID HOFFER (609) 924-
 3600 • ADDS: 38 SPECIAL, PESHMON, HUEY LEWIS & THE
 NEWS, MARQUE & NAT KING COLE, NIKOLAJ STEIN, R.E.M.

WPR / *Dayton* PD: JOHN AUSTIN / MD: DAVID
 FERGUSON (513) 786-1800 • ADDS: RICK STEVENS, SEAL

WQGN / *Greenville* PD/MD: CHUCK DAVIS (253) 446-
 1980 • ADDS: BONNIE RATT, COLOR ME BADD, MARQUE &
 NAT KING COLE, TAMI SHOW, WHITNEY HOUSTON

WQD / *Biloxi* PD: TODD AMMON / MD: KEVIN "CHOP" DAVIS
 (601) 385-2323 • ADDS: BONNIE RATT, CHESNEY HANNES,
 COLOR ME BADD, MARQUE & NAT KING COLE, TAMI SHOW

WQUT / *Jackson City* PD: RUFUS HURST / MD: STEVE
 AMON (615) 477-3127 • ADDS: PAULA ABUOL, TAMI SHOW

WQXA / *York* PD: AMIE FEATHER / MD: KIP TAYLOR
 (717) 757-9402 • ADDS: COLOR ME BADD, MARQUE &
 NAT KING COLE (#32), OAKTOWN'S 3-5-7, STEREO MC'S,
 WHITNEY HOUSTON

WVCK / *Albany* PD: JIM REITZ / MD: SCOTT BURTON
 (315) 797-1330 • ADDS: BONNIE RATT, BOYZ II MEN,
 MARQUE & NAT KING COLE, R.E.M., WHITNEY HOUSTON

WVOR / *Albany* PD: SPENCER SCOTT HUGHES / MD:
 DEBBIE VINCENT (216) 492-5630 • ADDS: CROWDED
 HOUSE, R.E.M., SIOUXIE & THE BANSHEES, VAN HALEN

WVON / *Tulsa* PD: KEN BENSON / MD: J.L. RILEY
 (417) 891-1551 • NO ADDS THIS WEEK

WVTR / *Vancouver* PD: MIKE LAUF / MD: MARK WHITE
 (612) 254-4300 • ADDS: BILLY FALCON, BONNIE RATT,
 NIKOLAJ STEIN, OMD, R.E.M., WHITNEY HOUSTON

WSIX / *Madison* PD: HAZ MONTANA / MD: MARK
 MCGILL (616) 733-2126 • ADDS: CATHY DENNIS, C&C
 MUSIC FACTORY, PAULA ABUOL (#28), SHERPAPA, STEELHEART

WSPT / *Stevens Point* PD: MICHAEL CLEMENS / MD:
 BRUCE FOSTER (715) 341-1300 • ADDS: EXTREME,
 R.E.M. (#30), WINDY, WHITNEY HOUSTON

WSTO / *Evansville* PD: BARRY WITHERSPOON / MD:
 OPEN (502) 685-2991 • ADDS: COLOR ME BADD, THE
 L.A.'S, PAULA ABUOL (#40), WHITNEY HOUSTON

WTHI / *Portland* PD/MD: ZEGGIE (207) 797-0780 •
 ADDS: BOYZ II MEN (#39), CLEMENS (#35), WHITNEY HOUSTON (#37)

WVBS / *Wilmington* PD: KEVIN BARRETT / MD: STEVE
 YORK (919) 763-6611 • ADDS: C&C MUSIC FACTORY,
 COLOR ME BADD, THE RLF, MARQUE & NAT KING COLE, R.E.M.

WVVC / *Lansing* PD: KEN BENSON / MD: LAURA KELLEY
 (517) 487-5906 • ADDS: D.J. JAZZY JEFF, FIREHOUSE, RY

WVVA / *Nashville* PD/MD: VERONICA DAWNEY (205) 383-
 3500 • ADDS: C&C MUSIC (#34), COLOR ME BADD
 (#35), THE SCORPIONS (#32)

WVSR / *Charleston* PD: BILL SHAWAN / ASST. PD/MD:
 BURKE ALLEN (304) 342-3136 • ADDS: A. NEVILLE,
 BOYZ II MEN, C&C MUSIC, COLOR ME BADD, R.E.M.,
 WHITNEY HOUSTON

WVVC / *Flint* PD: LEE ST. MICHAELS / MD: CATHY
 COOPER (313) 744-1570 • ADDS: 3RD BASS, ALICE
 COOPER (#39), COLOR ME BADD (#32), HUEY LEWIS &
 THE NEWS (#36), THE RLF (#31), NICKI RICHARDS (#40)

WVWF / *Birmingham* PD: DAVID COOPER / MD: KID KELLY
 (205) 338-2290 • ADDS: APOLLO SMILE, CHESNEY
 HANNES, COLOR ME BADD, THE JONACK, NATALIE & NAT
 KING COLE (#30), R.E.M. (#37), WHITNEY HOUSTON

WVYR / *York* PD/MD: DARY CROCKETT (717) 637-
 3831 • ADDS: R.E.M.

WVYS / *Greenville* PD: JERI BANTA / MD: JAN FOX
 (904) 331-2200 • ADDS: H-FIVE, THE RLF, HARRY MARK
 & THE FUNKY BUNCH, R.E.M., WHITNEY HOUSTON

WVYS / *Columbia* PD/MD: BILL MITCHELL (803) 796-
 8896 • ADDS: ALICE COOPER, C&C MUSIC FACTORY,
 THE MOODY BLUES, R.E.M., WHITNEY HOUSTON

WVZK / *Rockford* PD: TOM GIERDUM / MD: RICK
 JOHNSON (815) 399-2233 • ADDS: AMON NEVILLE,
 C&C MUSIC FACTORY (#35), HUEY LEWIS & THE NEWS,
 TOM PETTY & The Heartbreakers

WVZO / *Frederick* PD: MARY / MD: BEN JAMIN (301) 663-
 5400 • ADDS: MARQUE & NAT KING COLE, R.E.M.

Y94 / *Fargo* PD/MD: JACK LUNDY (701) 241-5376
 • ADDS: BONNIE RATT, CATHY DENNIS, CHESNEY HANNES,
 PAULA ABUOL

Y97 / *San Antonio* PD/MD: ABBY DICKEL (805) 966-
 1755 • ADDS: C&C MUSIC FACTORY, D.J. JAZZY JEFF & THE
 FRESH PRINCE, HUEY LEWIS & THE NEWS, WHITNEY HOUSTON

Z102 / *Savannah* PD/MD: RALPH WHAMMER (912) 233-
 8807 • ADDS: ALICE COOPER, COLOR ME BADD, THE
 RLF, PEARO BRYSON, R.E.M., WHITNEY HOUSTON

Z104 / *Madison* PD: MATT HUDSON / MD: OPEN
 (608) 274-2720 • ADDS: THE RLF, MARQUE & NAT KING
 COLE, R.E.M., WHITNEY HOUSTON

Z93 / *Kalamazoo* PD/MD: SCOTT ALAN (317) 453-
 1212 • ADDS: HUEY LEWIS & THE NEWS, PAULA ABUOL,
 R.E.M., WHITNEY HOUSTON

Z97 / *Billings* PD: CRAIG SULLIVAN / ASST. PD/MD:
 JETT ST. JOHN (406) 248-2681 • ADDS: C&C MUSIC
 FACTORY, MARQUE & NAT KING COLE, R.E.M.

ZF106 / *Moscow* PD: GARY CUMMINGS / MD:
 STEVE HELLER (208) 882-2551 • ADDS: THE BLACK
 CROWES (#39), C&C MUSIC FACTORY, D.J. JAZZY JEFF &
 THE FRESH PRINCE, MICHAEL MORALES, MARQUE & NAT
 KING COLE, R.E.M.

CAGLE (from page 3)
 the mass audience is for uptempo
 Dance music.

"The key to our format is to find hit
 records with no negatives," he
 added. "We aren't afraid to play a song
 for a week and if it doesn't sound
 right, take it off. We're also not afraid
 to play a song for two months even if
 it doesn't sell, as long as it still sounds
 right."

Cagle also downplayed any trend
 toward Rock in Top40. "Occasionally,
 a song by Guns N' Roses happens to be
 a hit, but they are not hit artists. The Bon
 Jovi and Def Leppard are great Rock,
 AOR acts, but the fact that they made a
 hit record doesn't mean we should
 automatically play the next AC/DC
 song. We play hits, not acts. If it doesn't
 sound like a hit, we won't play it."

Cagle also made sure that
 KWOD didn't skew to the older demos.
 "When I was cleaned out my office this
 weekend, I found an interview I did in
 1974 when I was about to program KHJ
 in L.A.," he said. "The headline said,
 'Top40s cannot succeed by programming
 to 25-54s.' So what's new today? Top40s
 that programmed to older demos screwed
 themselves up. We program to young
 adults and spread it on each side through
 a lifestyle and not demo."

Altgressive still needs some fine
 tuning before it's ready to go on the
 road. "We're going to try to build on it
 for another book, then worry about
 taking it to the next step," Cagle said.
 "The format isn't defined yet, but we're
 getting close. In three weeks, we'll have
 a definition on it. We've done a massive
 amount of research and, more important,
 a massive amount of soul-search to put
 together a hit radio station that sounds
 like Top40 used to sound."

ARBITRONS (from page 3)
 We've been very fortunate that our TSL
 went up while we maintained our cume,
 and we did that by playing the hits.

"We'll continue to tweak the station
 every day," he added. "I just focus on

a different area of the station, work on
 improving it, then move to another
 area, and do it over and over again to
 keep our momentum going."

• **Boston.** WZOU widened its lead,
 although it was practically by default.
 It lost just one-tenth of a point at 6.8,
 while WKXS fell from a 6.7 to 5.8.

• **Houston.** Two out of three ain't bad.
 MIX96.5 enjoyed a healthy 1.1 bump to
 5.3, and KRBE rose .5 to 3.8. Meanwhile,
 KKBQ fell from a 4.5 to 3.4.

KRBE PD Steve Wyrostok credited
 his station's growth to "giving tangible
 benefits to the listener and focusing on
 them. We'll continue to develop the new
 image of the station and deliver on it."

He pinpointed the station's focus on
 its target demo. "We were busy loading
 up on 18-24s," he said. "Although we did
 better 25-34, we did a 9.9 18-24, which
 was #3 in the market. With so many
 stations going after 25+ in this market,
 we superserved the people we needed to
 serve, and we're going to go from there."

• **San Diego.** A wash-out: Q106
 lost its market supremacy for the first
 time in a very long time, falling 1.7 to
 5.3. Hot AC B100 also dropped 5.7 to
 5.4. Z90 fell from 2.6 to 2.4.

• **St. Louis.** KBQ went up .4 to 5.2,
 but new PD Mark Todd wasn't sure
 he could take credit for the success. "It
 could be due to increased listenership,"
 he said. "When I came here six weeks
 ago, I did pick up the tempo, made
 some musical adjustments and went a
 bit deeper into the library, but it's hard
 to say if that really had an effect."

"We have no intention of going
 HotAC," he continued. "We want to
 be the 18-34 station and we're not
 going to abandon that."

• **Baltimore.** B104 took a major hit,
 dropping from 5.0 to 4.0.

• **Pittsburgh.** B94 dropped from a
 7.9 to a 7.2, while Dance40 WMXP
 enjoyed a .7 rise to 4.5.

• **Cleveland.** WPMR fell 1.1 to 4.5,
 while Dance WJMO enjoyed an .8
 ride to 3.5.

• **Providence.** WPRO-FM took on

some heavy water, dropping 9.1 to 7.5.

• **Sacramento.** FM102 dropped
 from a 7.3 to 6.7, Y92 inched up from
 3.7 to 3.8, while Altgressive KWOD
 rose 2.6 to a 3.3 (see page 3).

• **San Jose.** HOT97.7 lived up to its
 name leaping from a 5.5 to a 7.1. PD
 Ken Richards attributed the success
 to the new Kelly & Kline morning
 show. "The morning show saw a
 significant amount of growth, and
 when that happens, the station grows
 with it," he told **HITMAKERS**. "It
 also helped that our Dance format has
 been totally accepted by a lot more of
 the young audience, and that KWSS
 changed format. The pieces of the
 puzzle are really starting to fit now."

"We have changed the station ever
 so slightly to broaden it, but we're not
 going to stick our necks out so far that
 someone can come in and cut our
 head off," Richards noted. "We're
 going to do what we've been doing
 and not move too far too quickly."

"Arbitron can just as soon kick us in
 the head as they can give us a nice boost.
 The next book is just as important as
 what we got out of this one. We need to
 develop a positive trend."

• **Cincinnati.** Q102 lost .6 to 9.7.

• **Hartford.** WTIC-FM fell from 9.3
 to 8.8, while WKSS dropped .7 to 5.4.

The biggest winners were KGGI San
 Bernardino's leap from 6.7 to 9.3, and
 WKDD Akron's 4.0 to 8.0. KGGI PD
 Bob West attributed 'GGI's gargantuan
 move to refocusing the station to a
 Hispanic feel. When I got here the
 station was a bit Rap-py and too Urban.
 Hispanics comprise 20 percent of the
 market, so we did the logical thing.

"The key was to play records that
 appeal to both the 15-year-old and 28-
 year-old females. That's the secret to
 programming to the Hispanic community.
 Another part of the mix is playing oldies
 like *Angel Baby* by Rosie & The
 Originals and *La La Means I Love You*
 by the Delfonics. Those records are
 played a lot by Hispanic parents, and their
 kids grow up with them."

In Akron, WKDD PD Jeff Clark noted
 that "We were a typical Top40 that tried to
 mature and become more Adult, and it
 bombed. This Spring, we concentrated on
 our roots and made sure we were serving
 the 18-34 core. We did that with music,
 smart on-air promotions and street warfare.
 Part of this station's heritage is that you can
 touch us as well as hear us. We
 concentrated on that as well as playing the
 right music."

"The key is to not coast. As my GM
 says, the only way to coast is if you go
 downhill. You've got to win every
 book, and not rest on your laurels until
 someone tries to unseat you."

WYYS (from page 3)

managing people as far as an airstaff
 goes. I was very lucky to have a
 talented air staff that was looking for
 direction. It was great to listen to the
 airchecks and hear the improvement.
 All in all, my wife and I don't regret
 coming here one bit."

Mitchell is currently considering
 several offers, and hopes to move back
 to the Midwest. "Although we love the
 South and its people, the weather is
 just too freakin' hot," he said.

MOTOWN (from page 5)

into their hands," he added.
 "Programmers will make their
 determination on the music and how
 strongly it fits their format. We'll take
 advantage of every promotional element
 as much as possible in our presentations.
 For instance, video helped set up **Pretty
 In Pink**, so programmers who weren't
 so inclined with it in the beginning are
 now taking a second look."

TABU (from page 5)

decades," stated Al Cafaro,
 CEO/President of A&M Records. "I
 fully expect that Clarence will deliver
 the kind of hit product that will make
 this a successful venture for all of us."

HI-FIVE

"I Can't Wait Another Minute"



Just Added At:

**THE BEAT(#33)! KUBE!
KBQ! MAJIC102.5 (#30)!
FM100! WDJX!**

MAINSTREAM TOP40: 33-27 NATIONAL SINGLE SALES: 29-22
CROSSOVER TOP40: 7-4



HOT ACTION AT:

PWR106 (25-17)
B96 (26-23)
HOT94.7 (D#18)
KMEL (#3)
KSOL (#3)
WIOQ (30-26)
WUSL (14-12)
WHYT (16-14)
WPGC (10-7)
100.3JAMZ (#1)
KEGL (23-20)
PWR95 (7-5)
KKBQ (25-22)

HOT105 (8-1)
Q106 (13-10)
Z90 (11-10)
KHTK (20-16)
WMXP (15-11)
WFLZ (10-5)
Q105 (25-21)
KKFR (10-7)
KOY95 (18-14)
WJMO (29-25)
KS104 (#2)
KKRZ (25-21)
KXXR (D#31)
HOT102 (15-12)

PRO-FM (34-31)
HOT97.7 (D#30)
KGGI (#4)
WNVZ (16-9)
KTFM (10-8)
B97 (14-13)
KC101 (28-25)
WKSS (24-19)
WTIC-FM (24-20)
WCKZ-FM (#4)
102JAMZ (#2)
XL106.7 (D#34)
Y107 (21-18)
KJ103 (34-31)



D.J. JAZZY JEFF & The Fresh Prince

"Summertime"

Just Added At:

**B94! KBEQ! WGTZ (#35)!
WFLY! WKZL (#35)!**

MAINSTREAM TOP40: 18-15
CROSSOVER TOP40: #1
NATIONAL SINGLE SALES: 3-2



HOT97 (12-8)
MOJO (19-15)
Z100 (12-9)
KIIS-FM (15-10)
PWR106 (15-11)
B96 (13-11)
HOT94.7 (15-13)
KMEL (#2)
KSOL (5-4)
EAGLE106 (10-7)
WIOQ (7-4)
WUSL (17-15)
THE FOX (5-3)
WHYT (3-2)
WAVA (14-5)
WPGC (#1)

100.3JAMZ (#6)
KEGL (33-30)
PWR95 (15-11)
WXKS-FM (16-13)
WZOU (16-12)
HOT105 (14-11)
PWR96 (27-24)
PWR99 (25-22)
KPLZ (23-18)
KUBE (D#22)
Q106 (#1)
Z90 (5-4)
KHTK (7-6)
WMXP (10-9)
WFLZ (17-11)
Q105 (6-5)

KKFR (12-8)
KOY95 (19-13)
WJMO (11-9)
KS104 (13-9)
KKRZ (23-19)
KXXR (24-17)
HOT102 (13-8)
PRO-FM (23-19)
FM102 (15-12)
HOT97.7 (17-12)
KGGI (5-3)
WNVZ (10-1)
KTFM (16-14)
HOT94.9 (26-21)
WKSE (25-19)
KC101 (30-26)

WKSS (5-2)
WTIC-FM (4-3)
WCKZ-FM (12-10)
102JAMZ (#7)
XL106.7 (33-29)
Y107 (24-20)
WAPE (22-16)
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TOM GJERDRUM

Operations Manager, WZOK, Rockford, IL

by Kevin Carter

YOU'RE PROGRAMMING ONE OF THE HERITAGE TOP40s IN AMERICA. TELL US ABOUT SOME OF THE FAMOUS FOLKS WHO HAVE PRECEDED YOU.

John Ivey was here before me, and Greg Strassell, who is now in Boston, preceded John. Mark McClure, Dallas Cole, Tim Fox, Charlie Quinn and Jim Wood are just a few of the guys who have been here.

WHAT HAS MADE THAT PARTICULAR TOP40 STATION IN MARKET #143 SUCH A FARM TEAM FOR AMERICA'S GREAT PROGRAMMERS?

I don't know if I can put my finger on it. It seems that everyone who's been here has really been dedicated to doing a great job at this station so they can continue in their career, and move up into better situations.

THE STATION IS A PROVING GROUND, ALMOST LIKE A COLLEGE FOR PROGRAM DIRECTORS. IF YOU CAN MAKE IT THERE, YOU CAN USUALLY MOVE ON TO A LARGER MARKET.

This is a great place to be, and if you play your cards right, you will succeed. I can't think of a guy who has worked here, either on or off air or in programming, who hasn't succeeded.

WHAT WERE YOU DOING BEFORE YOU GOT THE WZOK JOB?

I came in January of 1990 from LaCrosse, Wisconsin. I was the night guy and Assistant PD/MD working at WLXR with Pat Paxton. Pat left and they needed a Program Director. Having been in LaCrosse for almost three years, I applied for that position and didn't make the cut, so I thought it was time to move on.

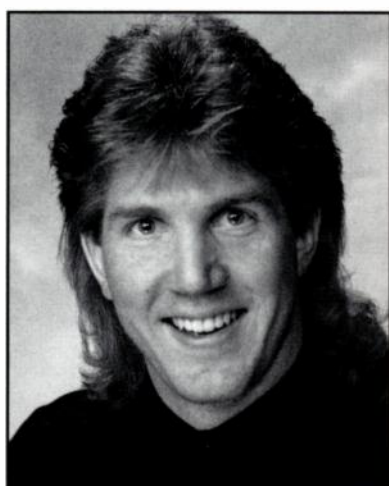
I kept in touch with Paxton after he went to Huntington, WV, and he called me one day and said their consultant was Tracy Johnson with Allan Burns, and that it might help me out job-wise to send a tape to Tracy. I did that, and within a couple weeks I got a call from Greg Strassell, who was Operations Manager of WZOK at the time. He wanted me to come down and do nights. So, after an interview and a couple calls here and there, I started in January as Rod-Zilla.

It was great. I did nights from January thru December of 1990. I had some great numbers. I was a real uptempo, screaming night guy with a pretty good following. During that time, Greg Strassell left to go to WLOL in Minneapolis and John Ivey moved up into Greg's chair and got

the Operations Manager position. John needed some help in the music department, so he brought me on as the MD in May.

WAS THAT THE FIRST TIME YOU WERE ACTUALLY INVOLVED IN THE PROGRAMMING OF A TOP40 STATION?

Actually, I was Assistant PD/MD in LaCrosse. WZOK is the first reporting station I've programmed. I worked real closely with John until he left at the end of December of 1990. When he left he suggested to the owner, John Nolte, that I take over as Operations Manager. A couple of interviews worked out, and here I am.



"I'm glad I got out on the streets and saw what it was like in Sales. It's given me a good perspective for where I am now."

HOW LONG HAVE YOU BEEN IN RADIO?

It goes back to college in Winona, Minnesota. I did college radio for about three years, and during the summer of 1984 I landed the internship at WLOL in Minneapolis. I did the summer internship, came back to my senior year of college and got a part-time job in Winona at a little AM/FM combo. I did everything there—mornings, afternoons, nights. I even did sales for a couple months, which was very interesting.

I'm actually glad that I got the chance to get out on the streets and see what it was like in the sales department because it's given me a good perspective for where I am now. I can understand not only the programming side, but also the sales side of the station.

IN AN ERA OF TIGHT BUDGETS AND 25+ NUMBERS, MORE PDs NEED TO UNDERSTAND THE SALES DEPARTMENT'S JOB AND VICE VERSA. DO YOU EDUCATE YOUR SALES STAFF AS TO WHAT THE STATION IS ALL ABOUT?

Very definitely. We have a really good situation here because we don't need to educate the sales staff a whole

lot about the station. It's a veteran sales staff and they have a lot of pride in 'ZOK, so they don't come into my office with promotions they know won't work. They deal with clients who are asking for silly promotions, and if it's something that the salesman knows isn't going to work, he'll tell the client that and I never even hear about those.

I only hear about the good ones. Most of the time, when the sales people come into the office, they've got great stuff we could use.

LET'S TALK ABOUT THE MARKET. WHAT'S THE MAKE-UP OF THE POPULATION OF ROCKFORD?

It's a real blue-collar town. One of the biggest industries is Sunstrand, an aerospace industrial firm that makes a lot of aircraft parts. There's also a Chrysler plant in one of the suburbs, so there are quite a few people there. There's a General Motors plant in Jamesville, Wisconsin, which is about a half-hour from here. When people think of the Midwest and how radio is in the Midwest, we're a prime example.

WHAT ARE THEIR MUSICAL TASTES?

They like the best of everything. Our audience loves the best ballads, the best dance music and they love the best Rock N' Roll. It's easier to program. It makes it nice being a Top40.

CAN YOU PLAY A PRETTY WIDE VARIETY OF HITS?

For the most part, we do. We're basically a straight-ahead Top40 station. During the daytime we'll play the hits that fit best for office and at-home listening, and as we move toward the afternoon and the nighttime, we bring on the tunes that are more suited toward evening listening. As the audience changes, we'll change the music toward that.

DO YOU STILL DO A SHIFT?

I'll do an occasional weekend shift. Nolte Communications has been a believer in off-air programmers for a number of years now. My biggest decision in becoming Operations Manager was whether to stay on the air, not take this job and maybe move into a bigger market. I don't know where I could have gone, so I decided to take myself off the air and go into programming. A lot of times, there's so much more to be offered in programming.

DID YOU AGONIZE OVER THE DECISION?

I did at first. When I knew I had the chance to become Operations Manager the calls at night from the little whining kids started to grow on me, but it had never bothered me in the past. Actually, doing nights had gotten old because I had done it for a year here and three years before. Four years on nights is not bad, but my social life wasn't there and I wanted to get into more of an 8-5 type job.

WHO IS YOUR MAIN COMPETITION?

Our main competition is WXXR. It's Classic Rock with some current music. They're third in the current Spring book. We dropped two points 12+ to 17.1, but increased two points 18-34 to 27.9. We're very happy to be able to increase that key demo.

WROK, our News/Talk sister station, is now in second place 12+. They used to be the format leader years ago before ZOK was Top40. They're doing very well at this point, moving from fourth to second. An AC satellite format station holds down the fourth spot in the 12+ market.

SO THERE'S NO DIRECT TOP40 COMPETITION?

None. Our signal gets into Madison, Wisconsin a little bit. Z104 and, of course, the former WTFX's signals would cross, but they never showed up in our book. The same thing goes for Chicago. B96 and Z95's signals would cross when you get between Rockford and Chicago, but neither station would show up above the line in the ratings books.

HAS THERE EVER BEEN ANY DIRECT FORMAT COMPETITION?

I don't think so. A couple years ago, when 'ZOK was more of an album station, WXXR, which was going by the call letters of WYBR, was more of a Top40. So, there was a switch in formats a few years ago. ZOK went straight-ahead Top40, and

(Continued on following page.)

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about a year ago, WXXR changed call letters and went Classic Rock. The only other Top40 competition in town would be MTV.

IS WZOK'S CURRENT POSITION WELL PROTECTED FROM A FLANKING MOVE BY ANOTHER STATION THAT MIGHT CHANGE FORMAT TO COME AFTER YOU?

I think so. If another station came into town and did Top40, we may be vulnerable in the amount of commercials we play. We run four stop sets an hour, and another station would have to play less commercials and more music. We've got the promotional backing and a lot of support. We'd be fine. Our advantage is being the heritage station.

DO YOU EVER ANALYZE YOUR STATION AS A LISTENER TO FIND YOUR OWN WEAK SPOTS?

As a programmer, I sit on the outside and think about our main weaknesses of maybe playing too many commercials. We all always think that way. Then again, playing too many commercials means money is coming to the station and a lot of happy people. It works out real well this way.

DO YOU HAVE A FULL-TIME PROMOTIONS DIRECTOR?

Liz Wilder is our Promotions Director as well as middays personality. Steve Summers is the Program Director and between the two of them, they handle the Promotions department. We're very active in promotions, as is every other station in the country. The summer is our busiest time. Both Steve and Liz do their best to make sure we're doing the best things promotionally and we're not getting too cluttered. We could do a promotion every day and be at everybody's cookout.

LET'S TALK ABOUT THE AIR STAFF. DID YOU HAVE TO HIRE YOUR REPLACEMENT FOR NIGHTS?

Yeah. When I got off the air, there wasn't anyone currently on the staff who I felt was ready to do the 7-Midnight position, so I looked outside the station and found a guy named J.J. Fly who was at WLOL in Minneapolis. He was replaced by Alan Kabel back in the summer of '90 and had done some part-time stuff for KDWB. He really needed to get back in full-time. So he started doing nights as Peter Parker in January. He's still here doing a great job and he does a great show. He came from the major markets, so he's got that experience and knows what it takes to win at night. He did it in Minneapolis.

DID YOU HAVE A SUBCONSCIOUS PICTURE OF WHAT THE NIGHT JOCK SHOULD SOUND LIKE?

The style I had was pretty unique,

so I knew it would be hard to find somebody to do the intensity of my show that I did. I don't think I'll ever find anybody like that. Style-wise, I had an Alan Kabel style. I had heard part of his air check one time; I really never meant to do his style, but it just came out in me.

MANY NIGHT JOCKS EMULATE THAT STYLE, YET IT'S REAL HARD TO DUPLICATE.

It just came out of nowhere. I came from LaCrosse, and the first week I was on the air, Greg Strassell and John Ivey were telling me, "Okay, your first show was good but you need to give us 100% more." Then the next night they'd say, "Okay, not bad, but give us another 100%."

By the end of the first week I was like, "I can't believe they want me to do this," but it worked out well. I was very obnoxious, and a lot of people hated me, but by hating me, they liked the show.

"If nobody gets out and sees what our listeners are doing, it's harder to relate to them when we're on the air."

LET'S ROLL AROUND THE CLOCK.

The morning show is Jeff Wicker and John Strandin. Jeff came in from WBCY in Charlotte, NC about two-and-a-half years ago. Jeff has an incredible following in the community. He's one of these morning guys who has a very unique show; you almost need to listen to his entire show to get it. He gets out in the community and can work the crowd like I've never seen. We try to encourage Jeff to show up early at promotions to meet the people.

John Strandin is a 14-year vet of the station. He's been the News voice and handles the laughter part of the show. He's got a real unique sense of humor. They work real well together.

IS THERE A CREDIBILITY PROBLEM? DOES JOHN HAVE ANY TROUBLE MAKING THAT TRANSITION TO AN ENTERTAINING FOIL?

I don't think so. John comes in twice an hour to do the news, so he doesn't sit in on the whole show. He contributes at 20 after and 50 after the hour just before the news, so he doesn't really do that much comedy.

WHO'S ON MIDDAYS?

Middays 10-3 is a fantastic talent, Liz Wilder. She's also been here for two years. She came from Hannibal, Missouri. The main part of her show is focused toward the At-Work Network. It's very successful. She has a great voice and a great future.

Afternoons 3-7 is Steve Summers, who's been here for eight years. He started as an intern, then did overnights, then nights and now he's Program

Director. I couldn't do this job without him. I've only been in the community for a year-and-a-half, so when people call me and ask if we're going to do the Cornbowl Fest or the Chili Shootout again this year, and I don't know what it's about, I refer them to Steve. He's been doing afternoons for about four years and he's got a good following with great numbers in the afternoon. He's like my seeing-eye dog.

WHO DOES THE MUSIC?

Right now, I handle the music. Rick Johnson was my overnight guy, and he has a great ear for music. He let me know what's new and what I should pay attention to, but Rick is now doing nights for KZ93 in Peoria, so for the time being, I'm handling it on my own.

Peter Parker does nights, and the new overnight guy is Jerry Jetson. Jerry's been with the station for quite a while. He did overnights before for a year-and-a-half, and now he's back full-time.

FRIENDSHIPS OUTSIDE OF THE BUSINESS TO KEEP THAT OUTSIDE PERSPECTIVE?

Yes it is, because otherwise you get too tied into the radio thing. Everyone else here really wants to succeed and they know you have to spend a lot of time to make things work, but if you don't have something on the outside, it's going to hurt you in the long run.

DO YOU HAVE TO LIVE THE LIFESTYLE OF YOUR LISTENER?

Definitely. If nobody tries to get out and see what our listeners are doing, it's harder to relate to those people when we're on the air and when we're out in public. So, everybody really has to make an effort. I encourage the staffers to do something outside of the business whenever they have the chance.

AS OM OF ONE OF THE MOST RECOGNIZABLE SETS OF CALL LETTERS IN THE COUNTRY, YOUR FUTURE IS PRETTY BRIGHT. WHAT ARE YOUR LONG-RANGE GOALS?

I've been real fortunate because this company does a great job of marketing this station on the air, in the community and within the industry. People know about WZOK and a big thanks goes to the owner and the people who have been here in the past. They've worked here, taken the name on and left great things for me.

What I'd like to accomplish in the next couple years is to keep the station at the point we're at, keep the ratings up and maybe add a few more numbers. We had a 21 share last Spring 12+ and we went to a 19 in the Fall book. In this book, I'd like to remain steady because the competition is heavier in this market.

Of course, everyone would like to move up, and I want to move on and up market-wise. Chicago and Minneapolis are the names that have been bouncing around in my head for a long time now. Minneapolis was a big one since I'm from Minnesota, but now I've moved to Illinois near Chicago, and I've grown to love that city. Those are a couple of my long-range goals. I'd like to see if I could lend a hand at a radio station in one of those two markets.

DO YOU HAVE ANY WORDS OF ENCOURAGEMENT TO SOME OF THE YOUNGER GUYS IN RADIO?

Do anything you can to be involved at your prospective radio station. Learn everything you can. If you're a jock and you have the chance, learn the sales department, learn what the managers are doing, shadow some people and find out what everything is about. More information about the business can do nothing but help you throughout your career. Become well-rounded and leave a lot of options open. If you're a night jock, don't just be a night jock, try to get your fingers into something else at the station. Things will look good for your career.

HOW'S THE STAFF CHEMISTRY? IS THERE AN IMPERCEPTIBLE FEEL ABOUT THE WAY EVERYBODY MESHES TOGETHER?

Definitely. Everyone has a real good attitude about the station. Everyone likes to work together, be at the promotions together, and hang out afterwards.

SO THE STAFF SOCIALIZES A LOT?

Very much so, when everyone gets the chance. Sometimes it's rare with all the stuff that's going on, but whenever we can, we do get together. It creates a good atmosphere. It's not like people work and then go home and see their other friends and other people. With radio, everybody pretty much has a real close group of friends.

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EAR TO THE GROUND



Here's the happy couple, KKBQ-Houston PD DENE HALLAM and his new bride KIMBERLY RUIZ, married last week at the fabulous Hyatt Regency in Waikaloa, Hawaii during the solar eclipse. Hallam claims it was a spur of the moment decision.

Late-Breaking News And Inflammation:

Well, the Spring Book is out, and it looks as though Top40 radio did not fare as well as expected. Most Mainstream stations were either flat or down, however, many of the dance-leaning as well as the Adult-leaning stations generally did well. See page three for a complete Arbitron analysis.

Congrats to KKBQ-Houston PD DENE HALLAM and his new bride KIMBERLY RUIZ, who were married in Hawaii on July 11, right at the height of the solar eclipse. This significant event received national coverage on The CBS Evening News, CNN, and The Home Shopping Network. The Houston papers and TV covered it, as well as in Kansas City, where Hallam spent his Wonder Years in radio.

Kimberly is an Account Executive at crosstown KODA, which causes THE EAR to wonder at the type of mutant offspring this union of sales and programming might produce????

In Motion This Week:

It looks as though TODD PETTENGILL has finally found a new home. The wandering Ex-FLY92-Albany PD has inked a deal to do mornings at WKSS-Hartford. PD JEFFERSON WARD told THE EAR that Pettengill will be teaming up with current KISS95.7 morning guy JEREMY SAVAGE and will hit the airwaves by the middle of next week. Pettengill has been knee-deep in severe career limbo for the past several weeks, after cooling his heels in a Philadelphia hotel room while waiting to do mornings at WIOQ. After the departure of MARK DRISCOLL, things started to get strange for young Todd, but now he's back and badder than ever.

Speaking of WIOQ, look for Production Director GLENN KALINA to assume the interim PD stripes. Kalina is a market vet, having spent many years at the old WCAU-FM. Meanwhile, GM GIL ROZZO continues the search for a permanent replacement for MARK DRISCOLL.

MOJO RADIO VP/Programming TOM CUDDY called THE EAR to tell us that they have hired longtime Z100 Morning Show Producer BRUCE MAIMAN to produce SCOTT SHANNON'S morning show. Maiman worked with Shannon back in the humble beginnings of Z100, and has already crossed the street and started working at MOJO.

Congrats to GENE KNIGHT, the new PD at B100-San Diego. After many names were dropped in connection with this much-sought-after gig, it's great to see them keep it in the family and give Gene his well-deserved shot. Not many people know the music and the market as well as Mr. Knight.

Time To Update The Rolodex:

FLY92-Albany PD MIKE MORGAN has upped afternoon personality SHAWN "HOLLYWOOD" SCOTT to MD, effective right after you read this. Scott has been with FLY since August of 1990.

Look for SEAN PHILLIPS to name HAL STEVENS the new APD/MD of WHTT-Portland, Maine.

KEVIN ROBINSON, PD of WVIC-Lansing has hired JIM PARKER, morning guy at WAZY-Lafayette, for afternoons and MD duties. Parker formerly worked at WDJX-Louisville and WZPL-Indianapolis.

WAZY has inked LINDA LAMPERT as News Director, and a member of the morning show. She comes from WIZM-LaCrosse, where she used to work for DON LONDON when he programmed the station from 1987 - 1989.

HOT97-New York announces that LISA GLASBERG a.k.a. LISA G. has been named News Director. Congrats to ROGER GAITHER, former PD of the now-defunct WKQB-Charleston, who lands the PD gig at crosstown 95SX. He replaces ADAM COOK, who was named PD at XL106.7-Orlando last week.

SEAN CALDWELL is inbound at WEGX-Philly as Production Director and swing jock. He formerly worked at THE FOX and WHYT-Detroit.

Time To Hold On To Something, Cuz It's Time For:

THE HITMAKERS STROKE OF THE WEEK!!!!

It's shaping up to be a very HOT summer for the good folks at the CAPITOL RECORDS tower. JOHN FAGOT, RITCH BLOOM, FRANK PALOMBI, and the rest of the promo staff are pumped and rolling full steam ahead with the BONNIE RAITT record, *Something To Talk About*, which pulled in another 25 adds this week, and looks like it's headed for National Breakout status next week! Nice job for a woman who spent 20 years becoming an "overnight sensation!" Also, watch out for OAKTOWN's 3-5-7 with *Turn It Up!* These ladies are headed for mass-appeal acceptance, so if you hesitate about playin' it, your competition will! And guys, thanks for the great CROWDED HOUSE live show last week in the parking lot of CAPITOL RECORDS!!!

Guys Upped In Beerville This Week:

CARL GARDNER, VP/GM at KKRZ-Portland for the past three years, has accepted the VP/GM post at WTKI-Milwaukee. He succeeds DOUG KIEL who was upped to Exec.VP of WTKI's parent company, WTMJ Inc.

Meanwhile, across the street at HOT102, VP/GM STEVE SINICROPI has been booted upstairs to Exec. VP of parent company ALL-PRO Broadcasting. He will keep his current responsibilities, but will also oversee the company's other properties, KACE-Los Angeles, KDHT-Denver, as well as a future Denver property, KMVP, still in its CP phase.

Outbound This Week:

As we reported last week, look for WYYS-Columbia, S.C. to change format to Country on August 1st. The entire airstaff, including PD "BIG" BILL MITCHELL and his wife/morning show partner CRYSTAL LAKE, both veterans of 92X-Columbus, will be leaving on July 31st. GM FRANK BAKER invites any prospective employers to call him for

references at (803) 796-8896. Meanwhile, Bill and Crystal can be reached at: (803) 695-2753. Afternoon jock GREG FRY: (803) 781-6227. Night Jock ALLEN ORSINI is at (803) 739-2287.

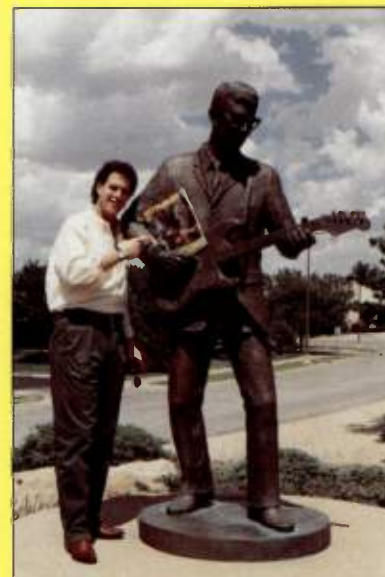
JOHN GRIFFIN has left the building at HOT94.9-Salt Lake City. He is being replaced by BRENT O'BRIEN of KFTZ-Idaho Falls. KFTZ PM Driver JOHN MILLER will replace O'Brien as MD. Look for HOT94.9 to begin simulcasting on Oldies-formatted KRPN-FM.

MD NIKKI STEWART has exited WHHY-Montgomery. She can be reached at (205) 288-4972.

KEVIN KENNEY is out as VP/GM of K92-Roanoke.

Radio loses another one, as KAYI-Tulsa PD RICK UPTON is headed to ZOO ENTERTAINMENT as their Dallas Promo guy.

ERIC JOHNSON, MD at WAEB-Allentown has segued to AC-formatted WKSZ-Philly.



Here is a rare collectors-edition photo of 3 HITMAKERS at once! It's SBK Records Promo Superstar KEN LANE along with Rock & Roll legend BUDDY HOLLY, who still has his mag forwarded to him.

Tales From The News Womb:

Congrats to ROY LOTT, Exec. VP/Operations for ARISTA RECORDS, and his wife CAROL, on the birth of their new daughter, ARIANA, born on June 29th in New York City. Carol is the Living Style Editor for SEVENTEEN Magazine.

Hey Look, an Actual Job Opening Somewhere!

Wanted - Marketing/Promotions Director.

Looking for a creative, dynamic, organized, assertive, computer literate, experienced person to coordinate a marketing promotions department. Responsibilities include creating and executing promotions, developing a new co-op department, convention planning, and more. Interested applicants should send a resume to:

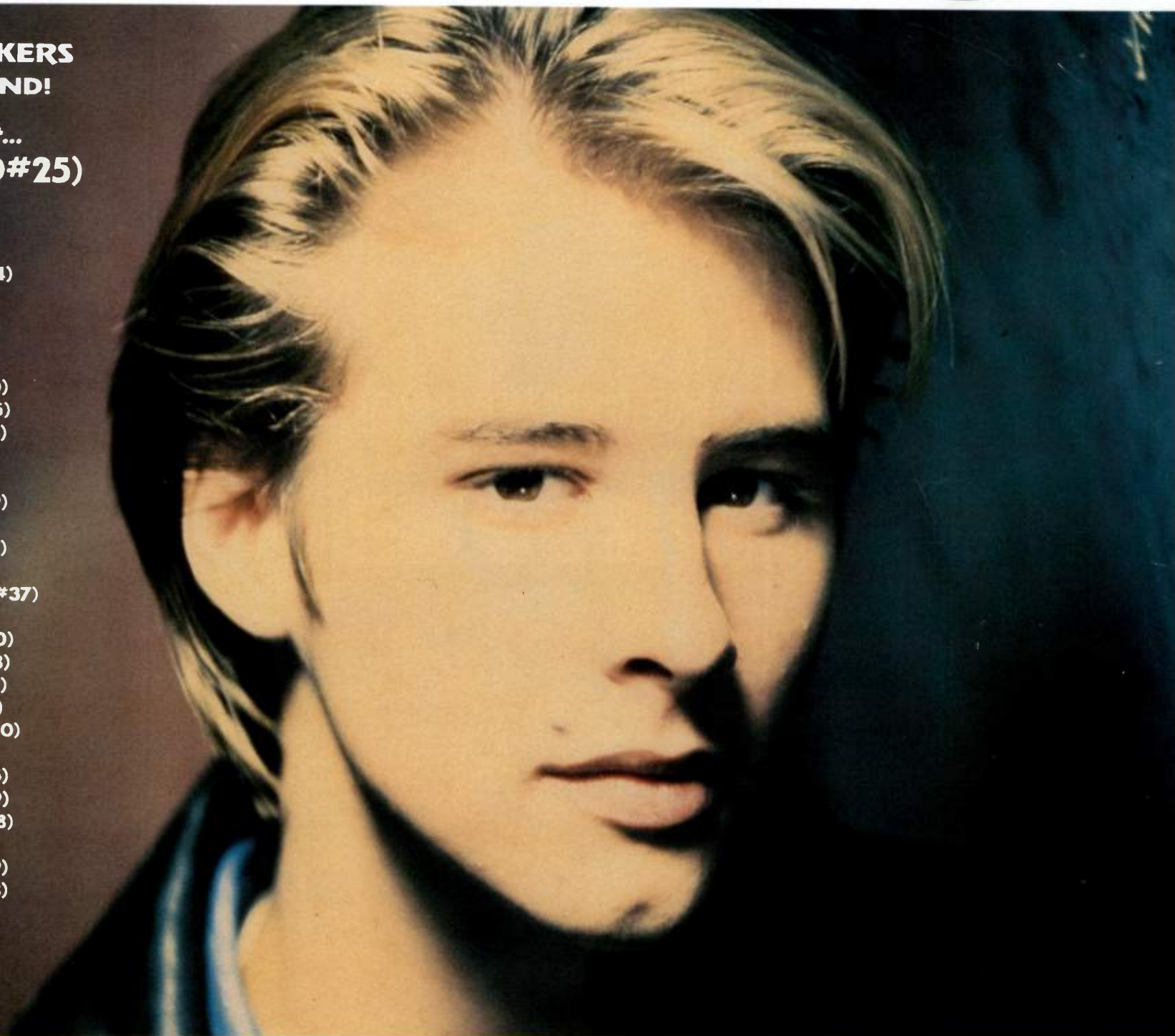
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KSND (Add)
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WHTO (D#40)
WKRZ (D#38)
WKSF (D#39)
WPST (D#32)
WQGN (D#40)
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