

# HITMAKERS<sup>®</sup>

ISSUE 699  
\$5.00

JULY 26, 1991



an exclusive interview with

**JOHN McFADDEN**  
**PD, WDFX (THE FOX) - Detroit**  
(Standing on top of van)





# Jasmine Guy

## *“Just Want To Hold You”*

**The New Single**

Produced by Rex Salas for Racer-Ex Productions

From the album *Jasmine Guy*

**HITMAKERS**  
Hitbound!

**Early Action:**

**KMEL (29-23)**

**WPGC (D#30)**

**Z90 (26-22)**

**KKFR (13-10)**

**KS104 (Add)**

**FM102 (18-12)**

**HOT97.7 (D#30)**

**HOT95 (Add)**

**KBOS (28-16)**

**KDON (34-29)**

**KIKX (Add)**

**KKXX (Add)**

**KLUC (25-21)**

**KWIN (27-22)**

**PWR102 (23-17)**

**and more**



# HITMAKERS<sup>®</sup>

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

## ARBS: SERVING THE RIGHT CORE POWER PIG, HOT 194, OTHERS ACHIEVE NICHE SUCCESS

Although the early Arbitron Spring numbers were, at best, lukewarm for the major -market Top40s, the results of markets released in the past week have been far more encouraging. Several success stories have cropped up, and not only in single Top40 markets. While the winners attribute their success to superserving their core audience, that audience can be either Dance music fans on the lower end of 18-34, or the Adult fans on the higher end.

Among the more notable results are:

• **Phoenix:** Despite the departure of

PD **Rick Thomas**, KOY's jump from 4.2 to 4.8 overtook KKFR's dip from 4.9 to 4.6. Although KVMY's increase was a minimal .1 12+, it made significant gains in its target 25+ demos, especially in females. PD **Stef Rybak** has a lot to crow about this Spring.

• **Tampa.** POWER PIG reasserted its dominance, leaping 1.6 points to 7.1, while **Mason Dixon's** MIX96 rocketed 2.7 points to 6.2. Q105, on the other hand, dropped 1.7 to 4.6. The winning PDs both claimed that their respective stations locked up their target demos, leaving Q105 in the unenviable

position of being in the middle.

"With a few more adjustments, we can be #1 25-54," MIX96 PD **Mason Dixon** told **HITMAKERS**. "We'll be a solid contender 18-34, but there's no way to ride on top of both demos. It's too divided now. We've got the upper end covered and POWERPIG has the lower end covered. We're dominating 25-34 and we don't want to give that up. By playing **R.E.M.** and the **Scorpions**, we can retain a hip image to the 27 year-olds and still be palatable to the adults."

"We still have plenty of room to

grow," POWER PIG PD **BJ Harris** said. "The music first leaned AC, then it went Rock with **R.E.M.** and the **Scorpions**. We've been playing the hits and we've had upward growth, but when the big Dance records come out, we'll grow even more. The key is to stay consistent and keep a fun factor so people will enjoy listening to a positive, entertaining station. That's what keeps you a cut above the other guys."

• **Orlando and Louisville.** Two markets where both niche Top40s improved. In Orlando, MIX105.1

(See **ARBITRONS**, page 34)

## Linda Moran VP of WARNER MUSIC Group

Linda Moran has been appointed VP for Group and External Relations for the WARNER MUSIC GROUP. Based in New York, she will oversee corporate sponsorship programs, various special projects, and organize the WARNER MUSIC GROUP companies' involvement in similar industry activities.

Prior to her appointment, Moran was Sr. VP at ATLANTIC Records, where she served for 21 years. "Linda is a highly respected professional with a distinguished career in the music business," stated **Robert J. Morgado**, Chairman of the WARNER MUSIC GROUP. "We are delighted that the talents Linda exhibited over the years at ATLANTIC Records will now serve all the WARNER MUSIC

GROUP companies."

Moran will be responsible for coordinating the corporate relations activities of the Group with other TIME WARNER companies, outside professional organizations and the general public. "Internally, I'll be the point person for all 22 WARNER MUSIC GROUP



LINDA MORAN

companies," she told **HITMAKERS**. "I'll be getting them united to create more of a team effort. What's more, I'll be handling community, corporate and industry relations, so we can get more participation on behalf of all of our companies."

Besides representing the Music Group for events such as The Grammy Awards, Moran hopes to collaborate with other music companies on behalf of the entire industry. "One of my main goals is to have the entertainment industry give more back to the community," she said. "If we can get involved in projects with the other major record companies, we as an industry can give back to the community. We really want to enhance the image of the industry a little bit."

## WARNER BROS.: Colin Hodgson VP Finance

WARNER BROS. Records has announced the appointment of **Colin Hodgson** as Vice President of Finance. Hodgson comes to the Burbank-based label from CAPITOL/EMI MUSIC, where he had been Executive Vice President since 1987. Prior to that, he had spent 14 years in various senior financial positions for the EMI Group abroad.

In making the announcement, **Murray Gitlin**, Executive Vice President and Treasurer for WARNER BROS., stated that "Colin comes to WARNER BROS. Records with a remarkable breadth of experience in music industry finances,

both domestic and international.

"We're looking forward to establishing a close working relationship that will fully utilize his energy and expertise," Gitlin concluded.



COLIN HODGSON

## COLUMBIA Beefs Up Album Promo

In an effort to break more young Rock talent, COLUMBIA Records is beefing up its Album Promotion Department with the promotion of **Paul Rappaport** to VP Artist Development, **Kid Leo** to VP AOR and **Jim DelBalzo** to VP Album Promotion.

"I'm restructuring the department for the '90s to be the most competitive we can be," COLUMBIA Sr. VP Promotion **Burt Baumgartner** told **HITMAKERS**.

"Also, I wanted Paul Rappaport to go into Artist Development like we used to do in the '70s—get into a four-door Chevy with **Chris Whitley**, a guitar, and hit the road to visit radio stations, play on the air and make a lot of friends. However, by moving him over there, I had to restructure the album department."

Hence the promotions of **Leo** and **DelBalzo**. "DelBalzo is getting his stripes for a job well done as National Album Promotion Director. Leo, of course, is a radio legend, After 15 years at



PAUL RAPPAPORT



KID LEO

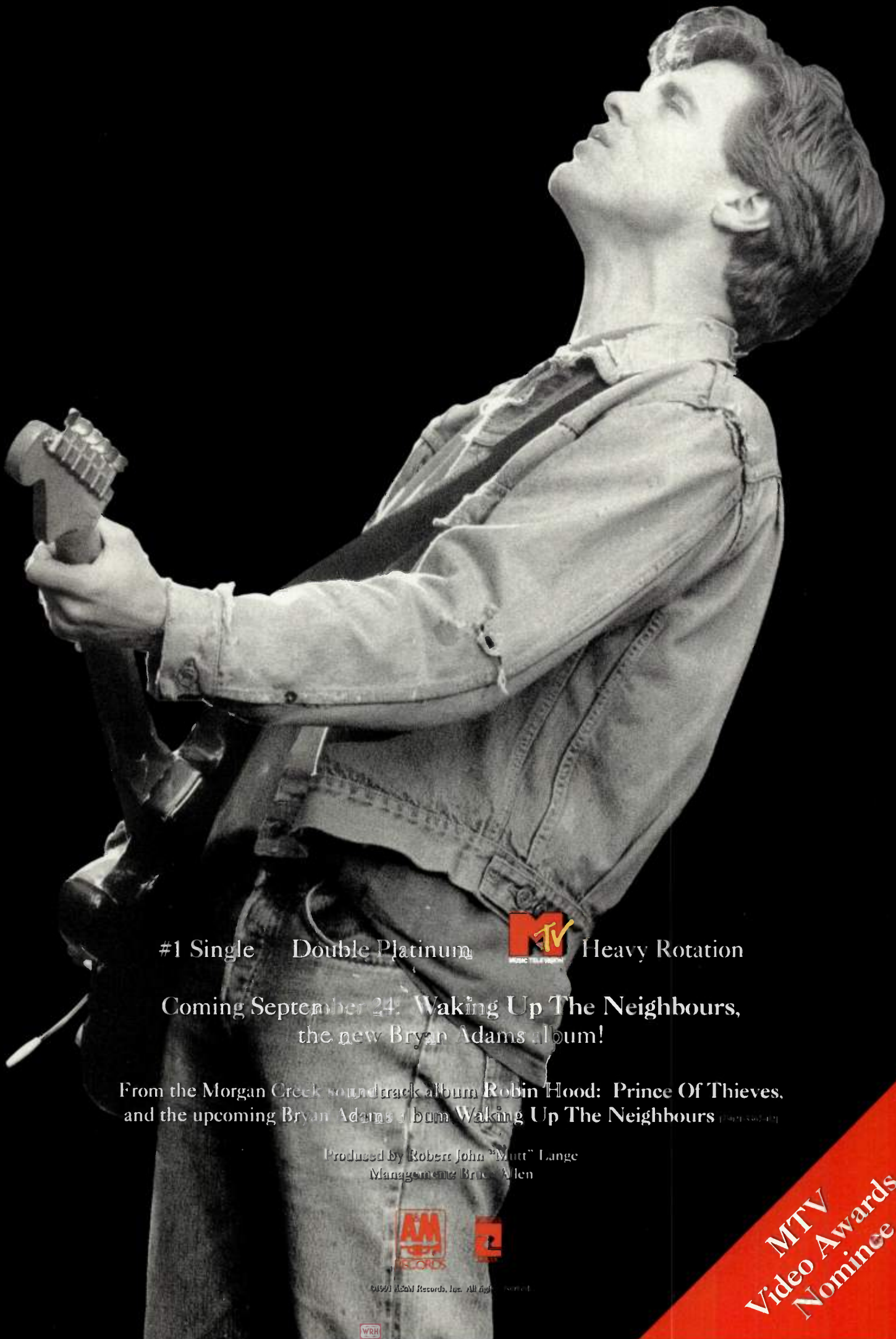
(See **COLUMBIA**, page 34)



BRYAN ADAMS

“(EVERYTHING I DO)  
I DO IT FOR YOU”  
DOES IT ALL

[75021 2380-2]



#1 Single Double Platinum  Heavy Rotation

Coming September 24: **Waking Up The Neighbours**,  
the new Bryan Adams album!

From the Morgan Creek soundtrack album **Robin Hood: Prince Of Thieves**,  
and the upcoming Bryan Adams album **Waking Up The Neighbours** [75021 2380-2]

Produced by Robert John "Mutt" Lange  
Management: Bruce Allen



©1991 A&M Records, Inc. All rights reserved.

WRH

MTV  
Video Awards  
Nominee



## FEATURES

- 7 • Shooting From The Lip Sound Bites
- 9 • Top40 Column Programmer's Think Tank
- 11 • The Forum
- 15 • The Power Page
- 16 • Disc-covery Club
- 19 • The Top40 Music Page
- 25 • Mix Show Page
- 28 • Hot Radio Promotions
- 38 • Ear To The Ground

## CHARTS

- 20 • Mainstream Top40
- 20 • Sales
- 21 • Adult Top40
- 21 • Crossover Top40
- 22 • Video Jukebox
- 26 • Club
- 27 • Import/Alternative

## INTERVIEW

- 32 • JOHN MCFADDEN,  
Program Director,  
THE FOX -Detroit, MI

### Hot Sheet Publishing, Inc.

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

Phone: 818-887-3440

FAX: 818-883-1097

Publisher: BARRY FIEDEL

President: BOB GREENBERG

Administrator: KATHY FIEDEL

Business Affairs: ANNE GREENBERG

Editor: JEFF SILBERMAN

Director Of Top40: KEVIN CARTER

Director of Production: PAULA PREMER

Production Associates: BARBARA NEIMAN  
LAURIE PEARCE, CANDICE HEDRICK

Office Manager: AMI GLASCOCK

Radio Research: ANDREW COOPER,

SUSAN GRAFMAN, BOBBII HACH,  
JIM DORMAN

Director of Retail: JACK KUGELL

ALL RIGHTS RESERVED © 1991

All material supplied to this publication for reproduction, except where previously protected under copyright laws, becomes the property of HOT SHEET PUBLISHING, INC. No reproduction of any kind may be made from this publication without the prior written permission of the publisher. Annual subscription rate for US mail only-\$250.00 (non-refundable) per year (50 issues).



(lft to rt.) ATLANTIC Co-Chairman/Co-CEO Ahmet Ertegun, ATCO Chairman Derek Shulman, and ATLANTIC Co-Chairman/Co-CEO Doug Morris.

## ATCO Names Derek Shulman Chairman

ATCO Records has promoted **Derek Shulman** to Chairman. Prior to the appointment, Shulman had been President since joining the label in November, 1988.

"Two-and-a-half years ago, the ATLANTIC GROUP gave me a tremendous opportunity, not only to run a label, but to run one with an extraordinary history behind it," Shulman stated. "I am very grateful for this great new challenge. I will continue to work hands-on with both the current and future roster, with more freedom from day-to-day operation. I look forward to continuing to make ATCO the premier artist-driven label."

During Shulman's tenure, ATCO has released hit albums by **AC/DC**, and **Bad Company**, and has broken **Michel'e**, **Enuff Z'nuff**, **The Rembrandts** and **Corina**. "We want to expand on what we've already accomplished so far this year, develop bigger acts into mega stars and break the developing talent," he told **HITMAKERS**. "In the next year or so, I fully expect the roster to flourish."

(See ATCO, page 34)

## EPIC Names John McL. Doelp VP, A&R

EPIC Records has named **John McL. Doelp** as VP, A&R. Doelp will oversee the creative development of the artist roster as well as take part in the acquisition of new talent.

"When anybody ever asks me what kind of music I'm looking for, I always say I'm looking for great music," Doelp told **HITMAKERS**. "But I won't know what the next hot sound will be until I hear it. I love great songs and artists with a unique sound; whether it's marketable or not comes down to talents at this company. My goal is to help artists to stretch the industry so it can understand and accept them, and they can become Mainstream."

Doelp brings a wide variety of experience to his new position. Previously, he was Director of Product Marketing for the label. Before that, he was a record producer for **Rubber Rodeo** and **Human Sexual Response**.

a performing musician and a financial planner.

"John brings years of experience in the music business to this position," stated EPIC Executive VP **Richard Griffiths**. "Each



JOHN McL. DOELP

position has helped widen his knowledge of the business."

While at EPIC, Doelp has worked closely with **Basia**, the **Indigo Girls**, **Celine Dion** and **Cyndi Lauper**. "Basia and the Indigo Girls weren't initially considered to be Mainstream," Doelp said. "But I saw a tremendous

(See EPIC, page 34)

## CITADEL COMM. Adds Time Brokerage For KKFM, KKMKG

CITADEL COMM. CORP., owners of KKFM Colorado Springs, has added programming to its time brokerage service for KKMKG. At KKMKG, **Joel Belik** has been upped to GM, while **Chris Baker** will be Director of Programming for both properties.

KKFM VP/GM **Bob Proffitt** told **HITMAKERS** that the move is the second phase of an agreement which began last December. "In the the original time brokerage agreement, we had this option," he said. "It was our intent to do the time brokerage first and the programming brokerage second. After we completed our billing operation, we felt we could further the level of programming, and increase the ratings and revenue, by

providing it to them. We wanted the programming under one roof. We have a lot of resources at KKFM that we could use for KKMKG to enhance the product."

KKFM will continue as a Classic Rock, while KKMKG will continue to be a Top40. "They both sound exactly as they did yesterday, except that they share the news department," he said. "It's very similar to an AM/FM combo. Although we don't own KKMKG, we provide the programming and retain the sales rights by giving them a fee to do so."

Proffitt noted that they will begin research for KKMKG, and they have undertaken a remodeling project to improve the station.

## News Briefs

MCA Records has opened a Regional Pop/Rock A&R office in Nashville. A&R Director **Kurt Denny** will run the office, which was created to serve as a direct link between Southeastern artists and the label's A&R department.

"I'll be actively looking for Pop, Rock, Metal and Alternative artists east of Arizona and south of Virginia," Denny noted. "There's a rich Southeastern musical tradition I'm anxious to tap into. As part of this process, I'm establishing a word-of-mouth network of contacts."

MCA's new office is located at 54 Music Square East, Suite 302, in Nashville. Denny can be reached at (615)256-2002.

Cancer has taken the life of **Rick Dutka**, Sr. VP, Business Affairs for ISLAND Records. Dutka had been working at the label since June, 1988. Prior to that, he was VP, Business Affairs at TOMMY BOY Records.

Described by one colleague as a "social and political activist in businessman's clothing," Dutka had also been a producer and was founder of Artists United Against Apartheid. Donations are requested to be sent to either Greenpeace, 96 Spring St., 3rd floor, New York, 10012; or the Gay Men's Health Crisis, 129 W. 20th St., New York 10011



# 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

**HITMAKERS MAINSTREAM Top40: 31-28**

**ADULT Top40: 31-28**

**Just Added...**

**WZOU #28!!! STAR94 #24!!!**  
**WNVZ!!! KISS104 #34!!!**

**Major Action...**

WPHR (15-13)	MIX107.5 (32-26)
PRO-FM (34-29)	WNCI (14-11)
KISN (17-14)	KC101 (15-11)
FM100 (26-16)	WJRZ (23-20)
Y107 (19-16)	WGTZ (12-10)
KJ103 (33-30)	Z99 (13-10)
WDJX (D#28)	WFLY (11-9)

# 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: 34-30**

**CROSSOVER Top40: 38-32 ADULT Top40: 14-13**

**#1 LP! VH-1 Heavy Rotation!**



Elektra

On Elektra Compact Discs, Records and DIGALOG™ Cassettes

© 1991 Elektra Entertainment, A Division of Warner Communications Inc. © A Time Warner Company.

WRH

### Breaking At...

MOJO (29-24)  
Z100 (27-24)  
K115-FM (17-13)  
THE BEAT (Add #34)  
B96 (Add #23)  
KMEL (15-9)  
KSOL (29-26)  
EAGLE106 (28-24)  
Q95 (10-9)  
WHYT (13-12)  
MIX107.3 (24-21)  
KEGL (Add)  
POWER96 (#6)  
Y100 (#5)  
PWR99 (Add #30)  
STAR94 (Add #15)  
WBLL (26-20)  
B100 (22-15)  
Q106 (15-12)  
Q105 (26-23)  
KOY95 (21-11)  
KKRZ (Add #30)  
KXYQ (16-14)  
KXXR (37-25)  
WKTI (Add #20)  
Y92 (3-2)  
WNCI (Add #24)  
STAR93 (14-12)  
KISN (29-26)  
WJLK-FM (5-4)  
WKZL (31-27)



## Hit 'em With Their Best Shot

It must be the summer heat or the furnace blasts of air called the Santa Anas, but I swear I saw this on the boob tube last night:

"Good afternoon, programmers and gentlemen. This is **How-ahd Cosell** for **HITMAKERS Sports**. Today, we've got a double barrel of pugilism between four men who you'd swear didn't look Pugish.

"The main event is an epic tale of desire, pride, macho and inebriation. It all began three years ago, at a Los Angeles grotto called The Cathouse. While hanging around the bar, **Guns N' Roses** guitarist **Izzy Stradlin** decided to make advances on the estranged wife of **Motley Crue** singer **Vince Neil**. Apparently, Mr. Neil didn't take too kindly to that, and he came up from behind Stradlin and cold-cocked him.

"Knocked out. Ozone city. They said he wouldn't get up! They said he wouldn't play the guitar again! Or at least they *hoped* that.

But, no! That young, Hard Rock legendary band, **Guns N' Roses**, wouldn't take that lying down. Well, Izzy was lying down at the time, but once they discovered they were a man short during a rehearsal, they looked for Izzy, found him and eventually helped him up.

**"They said it couldn't be done! We wondered who the hell 'they' are and why they're so damn negative!"**

### A Punch Line In Search Of A Joke

"This incited a verbal quarrel not unlike the last two Presidential debates. Lead singer **Axl Rose** began by unleashing a verbal barrage that left **Vince Neil** aghast. (Neil was aghast in someone's home at the time, but I digress.) Rose uttered with an unctious, declarative contemptiveness that Neil is a 'powder-puff puncher.'

This devastating blow left Neil with but a few avenues of recourse. He could consider the metaphysical implications of that taunt and reply in a thoughtful, sophisticated manner, such as, 'I know you are, but what am I?'

"But, no! He went on that bastion of journalistic integrity, MTV News, took issue with Rose's insinuations, and challenged him to a fisticuffian duel to be undertaken in five, two-minute rounds at an undisclosed location 'to end it for good!'

(OK, so he's no **Hulk Hogan** in offering challenges, but he does have bigger hair.)

"Alas, the gauntlet was thrown down irrevocably. But would Axl Rose be man enough to pick it up? And would it still be in one piece?

"The band's management issued this terse reply: 'We tend to ignore childlike behavior and refuse to

respond to something so inane.'

"And the world wondered: Ignore childlike behavior and *still* manage a Rock band? They said it couldn't be done! They said it shouldn't be done! We wondered who the Hell 'they' are and why they're so damn negative!

"So a call was made to the only person who could settle this festering cauldron of braggadocio in a sensible, mature fashion. Someone who is soft-spoken, reserved, and introspective enough to ensure that common sense prevails. That's right, they brought in **Don King**. If there is any indecency in this world, this fight will happen!

### Feets, Don't Fail Me Now

"Of course, every good fight needs an undercard, and this one has one. In this corner, with 12 million sales, from Oakland, CA...**MC Hammer**! For those of you who are uninformed, Mr. Hammer has challenged none other than **Michael Jackson**, from planets unknown and umpteen gazillion records sold, to a dance-off also at an undisclosed stadium this fall.

(By the way, Undisclosed is a little burg about 30 miles south of Vegas.)

"The rap on Hammer, whose nifty footwork had made him literally untouchable as a contender, is that

he'll take it to Jackson, who has taken backpedaling to new lengths with his moonwalk. 'If I win, I want Michael's glove,' Hammer exclaimed. 'Then I'll give it to **James Brown**.'

"Reportedly, Jackson will only participate on one condition: If Hammer loses, he agrees to donate his baggy pants to the underprivileged who are in dire need of material for a hot air balloon. Which, when you think about it—and I caution one against doing so for any measurable length of time—deftly symbolizes both of these verbal sparring matches."

That's the last time I watch anything on public access.

In other important news, the Congressional subcommittee recently held a hearing where it was disclosed that extremely loud music can have a detrimental affect on one's hearing.

The first reaction to that revelation would be, "WHAT? HUH?"

The second reaction would be to wonder what the next Congressional hearing will uncover—that holding one's breath can be detrimental to one's health. Unless, of course, you look good in blue.

Yet another example of your tax dollars being well spent.

We have received numerous letters from up-and-coming radio programmers and music biz-types, who have asked for our advice on what they can do to improve their talents and better their chances for advancement.

One thing that has worked for everyone at this publication is a variety of assertiveness training techniques. After just a few lessons, this revolutionary method has made us all more confident, greatly enhanced our communication skills and lessened the chances of needless, disheartening and often costly misunderstandings.

Emboldened by that training, it seems imperative that we pass our knowledge along for the benefit of not only your individual circumstances, but for the industry as a whole.

But on second thought, *whatever...*

## Sound Bites

**FACE THE MUSIC:** Which is what we did last week, when **Pride & Politix** and **The Rhythm** dropped by the fertile breeding grounds of adds known as the **HITMAKERS** office. On Thursday, **The Rhythm** showcased his latest hit, *I'll Do Anything For You* (WTG), and the following day, **Pride & Politix** dropped by with their hot, new cut, *Hold On* (EAST WEST AMERICA). Both tunes, by the way, are on the latest **HITMAKERS** CD sampler.

**HASTA LA VISTA, CAESAR:** Making a starring cameo in **Arnie Schwarzenegger**'s (yeah, like we're close, personal friends...) latest think-piece, *Terminator 2*, is **Ron Young**, lead singer of the DGC band **Little Caesar**. Early in the film, a buck-naked Schwarzenegger approaches Young's biker friend about borrowing his clothes. When Young steps in to confront the big T by smacking him upside the head with a pool cue, the Terminator picks Young up and throws him out the window and on the hood of a car.



**SHOUT AT THE NEVIL:** EMI artist **Robbie Nevil**'s long awaited album, entitled *DAY 1*, should be in the stores by the end of July, and a tour is being set up for the end of the year.

**IT MUST BE IN THE GENES:** It certainly won't be a coincidence if these two young artists break into the Mainstream: **QD III**, the son of **Quincy Jones**, has come out with his own album, *SOUNDLAB* (QWEST/REPRISE), which features his production and collaboration with a variety of artists such as **213**, **Jazzy D** and **Kenyatta**, and *Pretty In Pink* (MOTOWN), which features the daughter of singer **Chaka Kahn**.

**HIP DISCS:** Ned's **Atomic Dustbin**'s debut album, *GOD FODDER* (COLUMBIA), could duplicate the success of other British Alternative breakthroughs **Jesus Jones** and **EMF**. Eclectic Bar Area trio **Primus** is making some fun noise with *Jerry Was A Racecar Driver*, off their debut release, *SAILING THE SEAS OF CHEESE* (INTERSCOPE). And before you ask, no, I don't like every band that puts out an album with a funny title.

Every other band, maybe...



Rap and Metal collide as **Anthrax** does a rip-roaring version of **Public Enemy**'s *Bring The Noise* on their *ATTACK OF THE KILLER B's EP*.

# *NIKOLAJ STEEN*

*THE NEW SINGLE "ANGEL"*

*"THAT'S WICKED"*



(i·mä'gō)<sup>TM</sup>



by JEFF SILBERMAN and KEVIN CARTER

As the song goes, the living may be easy in the summertime, but making a living on Top40 is especially busy during the hottest months of the year. It's a time for stations to raise their profile and reflect the carefree, fun-filled attitude of summer.

"We encourage our air personalities to talk about the summer lifestyle, the fun in the sun, vacations, nightlife and outdoor concerts," noted Don London, OM/DP at WZPL Indianapolis. "We're even more visible in summer than other parts of the year. We'll be passing out soft drinks, prizes and other merchandise at popular outdoor lunch spots, as well as broadcast live from outdoor concerts and fairs."

"We try to come across with a fun, outdoors approach," confirmed John McFadden, PD at THE FOX in Detroit. "We try to target our sweepers and top-of-the-hour IDs and things like that to a summertime, outdoor attitude."

## Raising The Profile

To capitalize on the outdoor activities of its listeners, the FOX regularly sends its van out for remotes and promotions. "Obviously, we've been going out at night, looking for to-be-noticed activities we can get involved in. During the current heat wave, we've been sending our station van out to take over ice cream and yogurt stands, and the first 99 people to come by get free ice cream and yogurt. In this weather,

that doesn't take very long."

WZPL also takes part in a variety of outdoor activities. "We have theme water parks in the area, where we give out a ton of soft drinks and free water park passes," London noted. "We literally make the most out of a sticky situation. In fact, we'll be out there doing remotes a couple times this week."



*"Musically, we open the dayparts up...It all goes up one time period."*

--Don London, OM/DP, WZPL

London explained that he regularly contacts the 'ZPL Sales staff for potential summertime promotions. "We communicate with them as much as possible, so they can go after the advertisers that we'd be interested in doing promotions and appearances with," he said. "It has dramatically increased lines of communication between the two departments, so they have better understanding of what we'd like and we have a better understanding of what they have to go through out there."

"You can give away just about anything through the station, and not

necessarily on the air," he added. "We're constantly asked to give away what we call 'kickback' prizes. For instance, if Ace Hardware wants us to give away hammers, which, to be honest, is not a very exciting prize, but it does appeal to males 25+ and 35+. So, we won't have listeners call in for a hammer, but we'll go out in

period to after 10 am. It all goes up one time period."

McFadden concerns himself with the choice of music. "Musically, we try to eliminate a lot of our ballads that would normally be in recurrent or gold recurrent," he said. "Of course, we'll still play the current hit ballads, such as the ones by Bryan Adams, Extreme and Hi-Five, the absolute monsters. However, we will scale our Gold library back a bit, so the station stays pretty much uptempo and, again, has that 'put your top down' feel to it."

"Certainly, we'll grab a couple records with a summertime theme sound, such as Bananarama's *Cruel Summer*, but more often our playlist reflects the music we wouldn't add," McFadden added. "A marginal ballad that would probably get played in fall or winter won't get played in summer."

And when does the summertime push end? "We usually end it around Labor Day," McFadden said. "That's when the kids go back to school and people gear towards Fall. We do have the occasional Indian summer in October, and then we'll heat things up for a while."

"When we get a day in March that pops into 70s and 80s, everybody here goes wild, so if we know that's going to happen over a weekend, we'll adjust the music to make it a bit hotter to, again, give people a 'roll down the windows' sound."

our van and hand out hammers and T-shirts with logos on them. This way, they're happy they won a prize and you haven't cluttered your airwaves."

## Altering The Playlist

Not surprisingly, the music programming is also affected by the heat, not only in the kind of songs played but in how they're dayparted. "Musically, we open the dayparts up and move the music up one grid," London said. "For example, if a song is restricted to plays after 3 pm, it might be moved up so it plays after 12 noon. A song restricted to after 12 noon will be moved up one time

## PROGRAMMER'S THINK TANK

by TOM SHO VAN

A friend of mine and I went to the Bronx Zoo recently, and the place was packed. It was particularly crowded around the gorilla pavilion; people were standing, five or six deep, struggling to get a view.

My friend and I noticed a vacant cage nearby. So we went over to the restraining wall in front of the vacant cage and started leaning over the edge, laughing loudly and pointing at the antics of the non-existent animals. It wasn't long before the frustrated people jumped out of the mob in front of the gorilla cage to see what was happening. We kept laughing and pointing, so the newcomers started pointing, trying to locate the hilarious animals. Soon the shouts of "where?" grew louder, which attracted even more people. At that point, we quietly slipped over to the gorilla exhibit, which was virtually abandoned. As our ruse illustrated, people are never really happy with things unless they're sure what they have is the best and most popular.

Now the Spring book's out, and as usual, some new openings have cropped up. And who goes after those gigs? Usually PDs who are currently doing well or at least secure where they are. These PDs could be the spectators at the Bronx Zoo. They check things out each opening, just because it's there.

To be sure, ambition is an admirable trait. Far be it from me to ever discourage that in anyone. Blind ambition, however, is very dangerous. Someone once said that "a known devil is often better than an unknown one." After all, a PD gig is a lot like a marriage. First comes the honeymoon, then the first fight, then things get routine and boring, and

suddenly having an affair looks pretty tempting. In a disposable society, when we tire of something and it doesn't excite us anymore, we click the remote and off it goes—be it a TV show, a relationship, or a job.

What makes this so disturbing is the fact that radio is in the dumper economically. Check out the radio groups that were on the tip of everybody's tongues two years ago. Today, if they haven't already gone Chapter 11, they're selling off their stations to anyone with a check that doesn't bounce.

*"Now is the time to hold onto what you've got and weather this storm."*

I don't have to tell you that the banks have lost confidence in radio as an investment. If they're not foreclosing on one property, they're denying loans to purchase another. That means owners who buy a station today probably had to sink every penny they have into the down payment and, therefore, have no operating money except what they can generate as they go along (and that revenue usually goes right to the bank to pay off the loan).

So you're pissed that the GM won't give you a raise; he's cut your TV budget in half and nixed your fall promotion. You explain that these things generate the audience needed to sell to advertisers, but that falls on deaf ears. So you blow your fuse to the first sympathetic record rep who calls. You tell him it's time to move on. He tells you about this great opening,

and he knows someone who knows the GM or the consultant, and you're on your way. What was a marital dispute over household finances in a recession just turned into a potential divorce and new marriage.

Granted, all divorces aren't wrong. Many job changes are great career moves, but many more are not. As creative people, we hate it when we feel unappreciated by our superiors, who we rely upon for that validation. On the other hand, someone trying to hire you is brimming with smiles, compliments and lofty promises. But keep that in mind when you're being courted by a GM or group operator that almost nobody is throwing around bonus money, promotional bucks or anything else like they used to. If they promise any of those things, be sure to get it in writing.

I've told too many PDs, "You don't have any idea of what you've got right now. Everybody is tightening their belts. It's just a phase. Radio will soon recycle and there will be money again and lots of perks. Now, though, is the time to hold onto what you've got and weather this storm. A bigger market is not necessarily the right move—especially if you don't have the budget to support your talents and ideas."

Even if you're working for a cheap family outfit that owns only one station, you may be better off than at a corporate chain station with no feeling of responsibility to anyone. Meanwhile, you're in line at the gorilla exhibit to see a show you know exists. Are you going to let a couple of jealous, envious people lure you to an empty arena by acting excited? Don't fall for it.

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

## Radio's Belt Tightening



# THE L A 'S



## HITMAKERS New #39 Sales Chart

### Hot Action At:

KKBQ (16-14)!!! KWOD (10-8)!!!  
HOT94.9 (29-26)!!! KISN (D#30)!!!

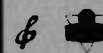
ROY BRUKBERT, BUYER-HARMONY HOUSE- "Charted at #18 with the retail picture growing stronger every week. Pure pop for the '90 's."

RICHARD SPIRES, PD/MD, KZZB, BEAUMONT- "It's an up, bright, refreshing record that is working for us. Appeals to younger demo's. Has a beatlesque sound to it that appeals to the upper demo's as well. You can't go wrong with this one."

RUSTY KEYS, PD/MD, SALINA- "What can I say it's a great song! Good adult reaction, they say it reminds them of the 60's. Appeals to all, especially upper demo's with great female reaction. It's cool!"

ROGER ALLEN, PD, AUSTIN- "This record fits the sound were looking for. It's a big 18-34 record. Great guitar based song that's got that Post Modern sound. Sounds good on the air & it's selling well locally."

"T  
H  
E  
R  
E  
  
S  
H  
E  
  
G  
O  
E  
S"



## THE MOODY BLUES

Just Added At:  
KKBG!!! KNEN!!!

### Hot Action At:

KBHT (D#33)!!! KHOK (32-27)!!!  
KISR (D#35)!!! KJLS (30-25)!!!  
WPRR-FM (D#29)!!!



"S  
A  
Y  
  
I  
T  
  
W  
I  
T  
H  
  
L  
O  
V  
E"

**A HITBOUND!**





## PASSIVE RECORDS: THE LOST HITS OF TOP40?

In an era of active-oriented, instant-gratification radio, passive, Adult-oriented records often get lost in the shuffle. Many Mainstream and especially Dance/Crossover stations are geared more to the active listener and don't have the luxury of time to break those records. How do you prevent passive records from falling through the cracks?

### GARY BERKOWITZ, Pres., Berkowitz Broadcast Consulting

I've felt since I began programming that we moved records too quickly and didn't give them enough of a chance. I can cite probably 35 records in the past 18 months that were "lost" because they were not given enough time. Certain records, especially the Urban/Rap ones, get instant response and cause phones. Then there are records like Jude Cole's *Baby, It's Tonight* and Phil Collins' Something Happened On The Way To Heaven that don't cause the younger end to react, but were still smash hits.

I have to make a commitment to the record. It's tough

to say, "This record is right for this station at this particular time," but you have to stick with it. If you're committed to it, it's not going to hurt you.

If you're a successful Mainstream Top40, you must gauge your music for adults differently than you do for teens and 18-24s. There has to be a whole separate set of rules. The Top40s in the next year or two are going to heavily research their adult core because they have totally different habits. Different and unique research methods are going to have to be discovered.



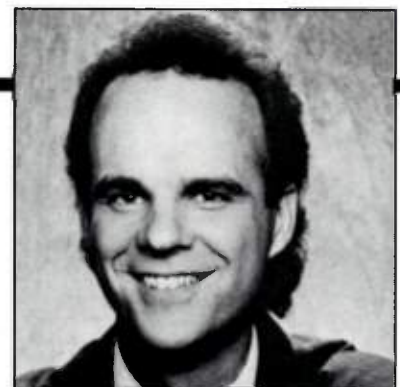
### DAVE SHAKES, PD, B96, Chicago

Generally, I don't like to go on Adult core records early. I prefer to see other radio stations break those for us. After they've been proven that way, we can hop on the bandwagon at the end.

In our situation, we'd prefer to go on records that start with young demos and then grow into adult demos, rather than records that start with adults and "grow down" to the teen demos. So it's difficult for us to get on a record like a Luther Vandross early and have success with it, because it takes so damn long to find out if it's

going to be a hit or not.

It's easier in our situation to check the success of a record like that on the Top40 stations that have a different philosophy, and are willing and able to go on Adult demo records in the first weeks. Usually, we're so late that we go on it on the faith that since it's worked so well for these other stations, it's going to do the same for us. That's why we're willing to wait the six or eight weeks it's going to take for it to kick in.



### JOEL FOLGER, PD, KEGL, Dallas, TX

As much as we'd like to think that this business of music is a science, it's not. There's no set magical number of total weeks needed for a record to establish itself as a contender. So many different factors determine when to get off or stay on a record. We try to use as many different barometers as we can and weigh them all at the same time. That's when you make your gut call.

We have a pretty good track record in picking those records that eventually mid-chart and fall by the wayside and getting rid of the dead weight. Hopefully,

we stick with the right records that go all the way to the top like Extreme and Rythm Syndicate.

Once we add a record, we've been good at sticking with the ones that are going to go on to be hits, and identifying early those that sounded better in the office than they do on the air. Listeners identify the same thing. We use all the factors--callout research, sales, requests--and then make our determination if a record's going to stay or go.



### BILL PASHA, PD, STAR 105, Dallas, TX

As an Adult Top40-leaning Hot AC, we don't find that pressure on a record, because most of those records have been established in one form or another before they ever get on the air in Dallas.

It is very difficult to judge an Adult record through sales or callout because even a 15-week-old record is new and unfamiliar to a great portion of the adults that might be listening. We're very fortunate that Bolton Research is very good at helping us identify what the right currents and the wrong currents are, especially

considering how tight our format is. In any given week, I might run anywhere from 7 to 20 currents; it just depends on what's out there.

Every record for me is a passive because I don't have a number of adults sitting on the phones and voting for their favorite records. But if someone could come up with a system which would give me information about how adults feel about a new record, that would be exceptional. I just can't conceive at this time of a way of doing that because it's so difficult to test unfamiliar.





# ALL HITS, NO ERRORS.

## EXTREME "Hole Hearted"

[75021-1564-4]

**#1 MOST ADDED with 91 Adds!**

**Out-of-the-box Adds...**

**KPLZ**

**KBQ #27**

**MIX107.5 #31**

**KBEQ**

**WNCI #25**

**Z99**

**WAPE**

**WKZL**



Now on tour with David Lee Roth and Cinderella

The follow-up to the #1 smash "More Than Words."  
From the platinum-plus album **Extreme II Pornograffiti**

[75021-5313-1/4/2]

Produced by Nuno Bettencourt  
Management: Anna Andon/SBK Management;  
Louis Levin/Louis Levin Management

## AARON NEVILLE "Everybody Plays The Fool"

[75021-1563-4]



See Aaron Neville on tour with  
The Neville Brothers all summer.

The first single from the new album

**Warm Your Heart** [75021-5354-4/2]

Produced by Linda Ronstadt and George Massenburg  
Direction: Bill Graham Management

**HITMAKERS ADULT Top40: 32-27**

**Major Market Action...**

KMEL (D#29)  
MIX107.3 (Add #25)  
KKBQ (Add)  
WMXP (Add)  
MIX107.5 (31-24)  
WKTI (17-15)  
WNCI (20-17)  
B97 (26-11)  
KISN (27-24)  
WTIC-FM (40-37)  
Z99 (Add)  
WAPE (D#30)  
KISS104 (D#32)  
WDJX (D#34)



Artist Development Rotation



© 1991 A&M Records, Inc. All rights reserved.

WRH



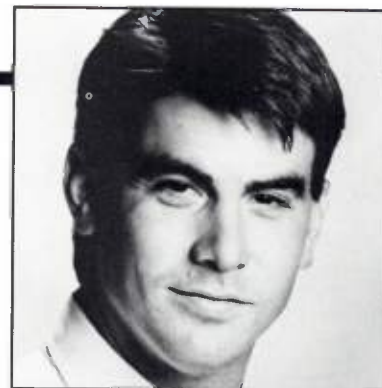
## ADAM SMASHER, PD, KWOD, Sacramento, CA

If a song is working, it's working, so let it stand on its own. For instance, I think R.E.M. is becoming a very passive to the listeners, so you should let them feel comfortable with it.

There's nothing wrong with a passive hit. Every song you play will not make the phones rage. Those are the songs you have to make gut reactions to, but each song is different. If we've played a song for two weeks and it's doing real well in retail and on the charts nationally, but it just sounds like a train wreck on the radio and maybe

it's getting some complaints in research, I'll pull it. You have to go on a gut feeling and trust your own judgement.

I refuse to say, "we'll never play a certain song if it sounds like this, this or this." That's up to the audience again. It goes back to the old phrase, "I will not program the market, the market will program me." It would be ridiculous for me to say that we'll never ever play a Rap song again. I don't see us playing a Rap song right now, but who knows what the audience will want in the future?



## JOHNNA CECCOLI, MD, Y100, Miami, FL

Every so often one of those records will come into our playlist and we'll stick with it because we really believe in it. For example, we stuck with **The Rembrandts' *That's Just The Way It Is Baby*** a couple months ago, and it proved to be a big record for us. In fact it's still testing very well for us. If we gave up after the first couple of weeks, we'd have never found out how good it was.

You should stick with certain records that you feel will eventually make it. A lot of it has to do with your gut

feeling, too. If you're playing a record for four or five weeks and it's just not happening, some people would just jump right off and forget it, but if you really feel it could happen, just go with it for another couple weeks. If it does happen, you'll be glad you stayed with it.

These records are not going to get the initial 200 phone calls. It's really just a gut feeling. Of course, you always watch how it's doing elsewhere, too. Sometimes you can judge on that.



## BOB LEWIS, PD, KGGG, Rapid City, SD

It's all about balance. You need to balance all the music categories, so you're going to have to play records that people don't call for. Most passive records will research poorly except for certain demographics. If it does well in the 25-29 cell and 30-34 cell, you can afford to stick with it.

It has a lot to do with not using research as your only map, but using your gut as well. Leaving a **Marc Cohn** or **UB40** on your station might not show right away, but it will add the right balance. You can't have all reactionary records, either, because after burning those songs out after seven weeks,

what are you going to play next year as **Gold--Rock Me, Amadeus** by **Falco**? That record was burned so badly that it will never get played again, while **Marc Cohn** will be played.

As a Mainstream Top40, you can't be too slow, too fast, too Rock or Dance, too male or female, or too intense or boring. You have to break it down to the smallest scale, from hot to new music to power gold. I've still got reactionary records in a gold rotation. While **Red, Red Wine** has a high burn, it researches well and people still ask for it. If you think you can't afford to wait for a passive record to work, you actually can't afford not to.



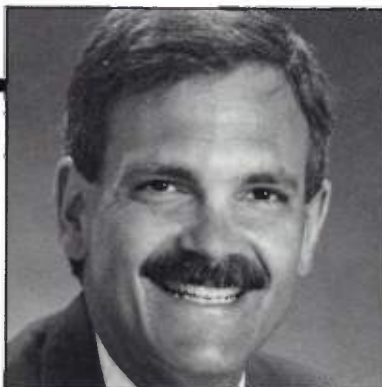
## PETER FALCONI, PD, WERZ, Exeter, NH

Part of reason some passive records slip through the cracks is that as Top40 tries to service an instant-gratification society, programmers are looking for records that grab people by the ears. Second of all, a passive record isn't going to test well, or it will take so long to show results that it won't survive on a playlist that accentuates the best-testing records.

A passive record has to fit in with the sound of the station. For instance, a nice Urban ballad may not be an

active record or test well, but on the other hand, it may fit sound of station perfectly. Then it becomes the job of PD and MD to fill the holes in their playlist with those type of records.

We've been playing **Dave Koz's *Nothing But The Radio On*** for several weeks, and while it hasn't lit the phones up or generated a whole lot of reaction, it doesn't turn anyone off, either, and it really compliments the flow of station.



## MATT McCANN, PD, WLRW, Champaign, IL

Although this is an era of instant gratification, it sometimes takes the public a little longer than we'd like to get used to a record and decide whether they like it. We have to understand that and not dump a record after three weeks because it's not in the Top-5 at Nine.

If you're going to commit on a record, you need to give it an opportunity to make it or break it on its own. If you run a station totally with active records, using active forms of research, you'll probably be unhappy when the Arbitron guy calls with the numbers.

You've got to use some common sense when evaluating a record. It took up to six weeks for **Luther Vandross** to kick in, but once it did, it was an obvious hit record. You just have to see how each song sounds on the station, and how it mixes with other songs.

Five weeks isn't that long to wait for a record to happen if everything else in your gut says it deserves to be on your station. It does force the programmer to think more than one way on each individual record, and if it's a passive record, you've got to think a little bit harder.





# GERARDO

## "WHEN THE LIGHTS GO OUT"

Hot New Mix Produced By DR. FREEZE

GOING FOR ADDS JULY 29TH!

Nominated For 2 MTV Awards - Best New Artist & Best Male Video

# MARKY MARK &

# THE FUNKY BUNCH

## "GOOD VIBRATIONS"

HITMAKERS MAINSTREAM Top40: 39-34 CROSSOVER: 33-24

JOEL SALKOWITZ/HOT97 "Instant reaction on the phones!  
Plus, the Loletta Holloway sample is instantly familiar here!"

LEE CHESNUT/PWR99 "Marky Mark is pulling Top-5  
phones after only 2 weeks of airplay!"

TODD CAVANAH/B96 "The kids are calling for it and  
the clubs are bangin' it! It's a perfect B96 record!"

MICHAEL MARTIN/KIIS-FM "Marky Mark is blowin' out  
the phones at night! Donny Wahlberg's little brother is  
hitting hard with this 100% pure club record!"

## JUST ADDED...

**Z100 #30**  
**KDWB-FM**  
**B97**

**POWER106**  
**PWRPIG #27**  
**WKSE**

**HOT94.7**  
**WJMO #37**  
**KC101**

**POWER95 #24**  
**KXXR #35**  
**And More!**

## MAJOR MARKET ACTIVITY...

HOT97 (29-19)  
MOJO (25-21)  
KIIS-FM (23-14)  
B96 (29-26)  
KMEL (D#27)  
EAGLE106 (26-23)  
WIOQ (20-14)  
THE FOX (26-20)

WHYT (17-13)  
WPGC (23-20)  
KEGL (24-13)  
WXKS-FM (15-10)  
KRBE (D#28)  
POWER96 (D#29)  
POWER99 (26-21)  
KUBE (D#29)

Q106 (30-26)  
KHTK (28-25)  
WMXP (17-11)  
KKFR (24-21)  
WPHR (31-24)  
PRO-FM (25-19)  
FM102 (25-17)  
WNVZ (24-18)

KTFM (D#27)  
WTIC-FM (38-35)  
WCKZ-FM (31-25)  
XL106.7 (D#33)  
KISS104 (D#40)  
WDJX (D#30)  
And More!

Due To Popular Demand...

The First Single From Bill & Ted's Bogus Journey...

# KISS

"GOD GAVE ROCK & ROLL TO YOU"

GOING FOR ADDS AUGUST 5TH!



east west america



# POWER PAGE

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

(DP) Indicates a Dayparted Record



Los Angeles

PD: BILL RICHARDS  
MD: MICHAEL MARTIN

1. COLOR ME BADD  
"I Adore Mi Amor" (GIANT/REP)
2. LUTHER VANDROSS  
"The Power Of Love" (EPIC)
3. SURFACE  
"Never Gonna Let You..." (COL)
4. BOYZ II MEN  
"Motownphilly" (MOTOWN)
5. AMY GRANT  
"Every Heartbeat" (A&M)
6. BRYAN ADAMS  
"(Everything I Do) I Do..." (A&M)
7. MARKY MARK & THE...  
"Good Vibrations" (EAST WEST)
8. D.J. JAZZY JEFF/FRESH PRINCE  
"Summertime" (JIVE)



Eugene, OR

PD: CHRIS RUH  
MD: DARRIN STONE

1. JESUS JONES  
"Right Here, Right Now" (SBK)
2. ROXETTE  
"Fading Like A Flower" (EMI)
3. RYTHM SYNDICATE  
"P.A.S.S.I.O.N." (IMPACT)
4. BRYAN ADAMS  
"(Everything I Do) I Do..." (A&M)
5. AMY GRANT  
"Every Heartbeat" (A&M)



Sacramento

PD: DAVE FERGUSON  
MD: CHUCK FIELD

1. COLOR ME BADD  
"I Adore Mi Amor" (GIANT/REP)
2. ICY BLU  
"I Wanna Be Your Girl" (GIANT)
3. HI FIVE  
"I Can't Wait Another..." (JIVE)
4. TARA KEMP  
"Piece Of My Heart" (GIANT)
5. BOYZ II MEN  
"Motownphilly" (MOTOWN)
6. STEVIE WONDER  
"Jungle Fever" (MOTOWN)
7. EN VOGUE  
"Don't Go" (ATLANTIC)
8. JASMINE GUY  
"Just Want To Hold..." (WB)



Sacramento

PD: ADAM SMASHER  
MD: ALEX CASPER

1. SIOUXSIE & THE BANSHEES  
"Kiss Them For Me" (Geffen)
2. LENNY KRAVITZ  
"It Ain't Over..." (VIRGIN)
3. THE LA'S  
"There She Goes" (LONDON)
4. REM  
"Shiny, Happy People" (WB)
5. SEAL  
"Crazy" (WB)
6. JESUS JONES  
"Right Here, Right Now" (SBK)



Tampa

PD: B.J. HARRIS  
MD: HAWK HARRISON

1. AFTERSHOCK  
"Going Through The..." (VIRGIN)
2. COLOR ME BADD  
"I Wanna Sex You..." (GIANT/REP)
3. PAULA ABDUL  
"Rush, Rush" (VIRGIN)
4. RYTHM SYNDICATE  
"P.A.S.S.I.O.N." (IMPACT)
5. HI FIVE  
"I Like The Way..." (JIVE/RCA)
6. HI FIVE  
"I Can't Wait Another..." (JIVE)
7. MARIAH CAREY  
"I Don't Wanna Cry" (COL)



Erie, PA

PD: JIM COOK  
APD: NEAL SHARPE

1. TOM PETTY  
"Learning To Fly" (MCA)
2. BRYAN ADAMS  
"(Everything I Do) I Do..." (A&M)
3. MICHAEL W. SMITH  
"Place In This..." (REUNION/GEFF)
4. 38 SPECIAL  
"The Sound Of..." (CHARISMA)
5. JESUS JONES  
"Right Here, Right Now" (SBK)
6. FIREHOUSE  
"Don't Treat Me Bad" (EPIC)
7. EXTREME  
"More Than Words" (A&M)



Atlanta

PD: RICK STACY  
MD: LEE CHESTNUT

1. BRYAN ADAMS  
"(Everything I Do) I Do..." (A&M)
2. MICHAEL W. SMITH  
"Place In This..." (REUNION/GEFF)
3. FIREHOUSE  
"Don't Treat Me Bad" (EPIC)
4. CORINA  
"Temptation" (CUTTING/ATCO)
5. AMY GRANT  
"Every Heartbeat" (A&M)



Tri-Cities, WA

PD: PAUL WALKER  
MD: GREG DeLANGE

1. CORINA  
"Temptation" (CUTTING/ATCO)
2. RYTHM SYNDICATE  
"P.A.S.S.I.O.N." (IMPACT)
3. WILSON PHILLIPS  
"The Dream Is Still Alive" (SBK)
4. ROXETTE  
"Fading Like A Flower" (EMI)
5. LENNY KRAVITZ  
"It Ain't Over..." (VIRGIN)
6. EMF  
"Unbelievable" (EMI)
7. UB40  
"Here I Am..." (VIRGIN)
8. TARA KEMP  
"Piece Of My Heart" (GIANT)
9. JESUS JONES  
"Right Here, Right Now" (SBK)



KGEG - Rapid City, SD

PD: BOB LEWIS  
MD: MICHAEL STEELE

1. BRYAN ADAMS  
"(Everything I Do) I Do..." (A&M)
2. ESCAPE CLUB  
"I'll Be There" (ATLANTIC)
3. AMY GRANT  
"Every Heartbeat" (A&M)
4. JESUS JONES  
"Right Here, Right Now" (SBK)
5. LENNY KRAVITZ  
"It Ain't Over..." (VIRGIN)
6. ROXETTE  
"Fading Like A Flower" (EMI)
7. RYTHM SYNDICATE  
"P.A.S.S.I.O.N." (IMPACT)
8. MARC COHN (DP)  
"Walking In Memphis" (ATL)
9. EMF (DP)  
"Unbelievable" (EMI)



Albany

PD: MICHAEL MORGAN  
MD: SEAN "HOLLYWOOD" SCOTT

1. BRYAN ADAMS  
"(Everything I Do) I Do..." (A&M)
2. RYTHM SYNDICATE  
"P.A.S.S.I.O.N." (IMPACT)
3. AMY GRANT  
"Every Heartbeat" (A&M)
4. TARA KEMP  
"Piece Of My Heart" (GIANT)
5. LENNY KRAVITZ  
"It Ain't Over..." (VIRGIN)
6. CORINA  
"Temptation" (CUTTING/ATCO)



Ithaca

PD/MD: TOM SHERMAN

1. BRYAN ADAMS  
"(Everything I Do) I Do..." (A&M)
2. AMY GRANT  
"Every Heartbeat" (A&M)
3. JESUS JONES  
"Right Here, Right Now" (SBK)
4. TARA KEMP  
"Piece Of My Heart" (GIANT)
5. ROXETTE  
"Fading Like A Flower" (EMI)
6. THE SCORPIONS  
"Wind Of Change" (MERCURY)
7. WILSON PHILLIPS  
"The Dream Is Still Alive" (SBK)
8. STEVIE WONDER  
"Gotta Have You" (MOTOWN)



San Francisco

PD: BOB MITCHELL  
MD: RUSS ALLEN

1. LISA LISA & THE CULT JAM  
"Let The Beat Hit 'Em" (COL)
2. M.C. BREED  
"Ain't No Future" (SDEG)
3. D.J. JAZZY JEFF/FRESH PRINCE  
"Summertime" (JIVE)
4. HEAVY D & THE BOYZ  
"Now That We..." (UPTOWN/MCA)
5. HI FIVE  
"I Can't Wait Another..." (JIVE)
6. BOYZ II MEN (DP)  
"So Hard To Say" (A&M)
7. BEN B. HARD  
"Special" (ASAP)
8. ANOTHER BAD CREATION (DP)  
"Jealous Girl" (MOTOWN)



# DISC-OVERY CLUB®

1. **EXTREME "Hole Hearted" (A&M)**
2. **R.E.M. "Shiny Happy People" (WARNER BROS.)**
3. **MARC COHN "Silver Thunderbird" (ATLANTIC)**
4. **NATURAL SELECTION "Do Anything" (EAST WEST AMERICA)**  
**COLOR ME BADD "I Adore Mi Amor" (GIANT/REPRISE)**
5. **BILLY FALCON "Power Windows" (MERCURY)**

**HOSH GURELI**, APD/MD at KMEL, San Francisco sez, "VANESSA WILLIAMS *Running Back To You* (WING/MERCURY) is SMASH city! What an uptempo JAM! This is pure Top40 at its best, and everyone will end up playing this one! **KARYN WHITE** *Romantic* (WARNER BROS.) is another strong Crossover release! This one kicks and will get widespread attention! MAJOR cut off the **BOYZ II MEN** LP called *So Hard To Say Goodbye* (MOTOWN)! HUGE requests! Are you down with O.P.P??? KMEL is.....! Tracks off **COLOR ME BADD** C.M.B. album (GIANT/REPRISE) - first and best is *Slow Motion*, plus *All For Love* and *Thinkin' Back*. And the remixes for **LISA FISCHER**'s new release *Save Me* (ELEKTRA) are KICKIN'!!! Club-wise, major early tip - - three KILLER jams are *No Pressure* by **SOUNDS OF BLACKNESS** (A&M) remixed by Frankie Knuckles, and the latest from **MASS ORDER** (COLUMBIA) and **LITTLE LOUIE VEGA** (ATLANTIC)!"

**TANK SHERMAN**, MD at WJMO, Cleveland sez, "HEAVY D & THE BOYZ *Now That We Found Love* (MCA) is a GREAT song pulling lots of phones! This will be a major HIT! Also, **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) will be BIG!!! This is a teen and early 20s hit! And **BOYZ II MEN** *Motownphilly* (MOTOWN) is a SMASH! If you're not playing this, you're missing the boat!"

**CHUCK FIELD**, APD/MD at FM102, Sacramento sez, "The new **ICY BLU** *I Wanna Be Your Girl* (GIANT) is already Top-3 on the phones! This is a big hit....BIG HIT! **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) is a big hit as well...(let me say it again) BIG HIT! And listen to *Unforgettable* by **NATALIE & NAT KING COLE** (ELEKTRA)! Once a hit, always a hit!"

**MIKE LARKIN**, APD at WBLI, Long Island sez, "The new one from **LUTHER VANDROSS** *Don't Want To Be A Fool* (EPIC) is a great follow-up to *Power Of Love*, which is still working very well for us! Speaking of follow-ups, watch **R.E.M.** *Shiny Happy People* (WARNER BROS.) become even bigger than *Losing My Religion*!"

**GARETT MICHAELS**, MD at WZPL, Indianapolis sez, "NATURAL SELECTION *Do Anything* (EAST WEST AMERICA) is a SMASH! I know the band, and if anyone deserves a HIT record, they certainly do! Also, I predict that **R.E.M.** will have their first #1 record with *Shiny Happy People* (WARNER BROS.)! And **THE SCORPIONS** *Wind Of Change* (MERCURY) is HUGE here! Top-5 requests and the callout is looking very STRONG!"

**ED BROWN**, MD at WPHR, Cleveland sez, "R.E.M. *Shiny Happy People* (WARNER BROS.) is a GREAT Pop song! Kate Pierson from The B-52's really adds a nice dimension. **YOUNG M.C.** *That's The Way Love Goes* (CAPITOL) is a GREAT song! See ya! And **MARKY MARK & The FUNKY BUNCH** *Good Vibrations* (INTERSCOPE) is bustin' out the phones! Already HUGE and getting bigger all the time!"

**GARY MICHAELS**, MD at KISN, Salt Lake City sez, "Check out **LUTHER VANDROSS** *Don't Want To Be A Fool* (EPIC)! This is a RECORD! He has great adult appeal! Also check out **MARC COHN** *Silver Thunderbird* (ATLANTIC)! If you had success with *Walking In Memphis*, then you'll have guaranteed success with this one!"

**RANDY ROSS**, MD at WGTZ, Dayton sez, "Check out **EXTREME** *Hole Hearted* (A&M)! It's the perfect follow-up record! Also, **VANESSA WILLIAMS** *Running Back To You* (WING/POLYGRAM) is along the lines of Paula Abdul."

**JACK ALIX**, Station Manager at KXXR, Kansas City sez, "JOMANDA *Got A Love For You* (ATLANTIC) is a DYNAMITE Dance hit that has exploded in the East and is moving West fast! **3RD BASS** *Pop Goes The Weasel* (DEF JAM/COLUMBIA) is a novelty Rap hit that is pulling Top-5 phones! **YOUNG M.C.** *That's The Way Love Goes* (CAPITOL) is a natural! Just play it! And we premiered **ERASURE** *Chorus* (SIRE/REPRISE) on our 'Alternative X' show this past Sunday night. It came in #1 requests, and has great potential for Top40 airplay!"

**TOM PEAKE**, MD at Y107, Nashville, TN sez, "L.L. COOL J *Six Minutes Of Pleasure* (DEF JAM/COLUMBIA) is working out real well for us! Out of everything out there this record really stands out! Check out this one and it can work for you too!"

**CHUCK HOLLOWAY**, PD at WKZL, Greensboro sez, "KINGOFTHEHILL *If I Say* (SBK) follows right along with those bands like Firehouse - those Pop/Rock groups. It's working well for us. It's a good mid-tempo Pop/Rock song - give it a listen!"

**BURKE ALLEN**, MD at WVSR, Charleston, WV sez, "MARKY MARK & THE FUNKY BUNCH *Good Vibrations* (INTERSCOPE) is doing great at night for us. Check it out for yourself! Also, **ERASURE** *Chorus* (SIRE/REPRISE) is a GREAT song. It just sounds good. **CORO** *My Fallen Angel* (CUTTING/CHARISMA) is a definite HIT! I really like this one. You have to hear it!"

**PAM PACE**, MD at K106, Beaumont, TX sez, "Check out **ARETHA FRANKLIN** *Everyday People* (ARISTA)! What a phenomenon! It's just right there and right on! Also, **VAN HALEN** *Run Around* (WARNER BROS.) is very good! We just disc-overed **NICKI RICHARDS** *Summer Breeze* (ATLANTIC)! Check out cut #2. It's a mid-tempo record that will work great for middays. And **STEVE VAI** *Reaper Rap* (EAST WEST AMERICA), from *Bill & Ted's Bogus Journey* soundtrack, is heavy Rock N' Roll! It'll go over GREAT!"

**RALPH WIMMER**, PD at Z102, Savannah, GA sez, "Two records I think are wonderful are **EXTREME** *Hole Hearted* (A&M) and **LUTHER VANDROSS** *Don't Want To Be A Fool* (EPIC), which is a very strong follow-up to *Power Of Love*, still a very big record for us in all dayparts!"

**JOHN McFADDEN**, PD at THE FOX, Detroit sez, "NATURAL SELECTION *Do Anything* (EAST WEST AMERICA) is a SMASH! We've been spiking it in and it sounds GREAT! **YOUNG M.C.** *That's The Way Love Goes* (BUST IT/CAPITOL) is getting initial phones, and he's always done well in this market! **L.L. COOL J** *Six Minutes Of Pleasure* (DEF JAM/COLUMBIA) has GREAT night phones! And watch out for **R.E.M.** *Shiny Happy People* (WARNER BROS.) - it'll be HUGE!!!"

**MICHAEL KNIGHT**, MD at WKSS, Hartford sez, "VANESSA WILLIAMS *Running Back To You*, from her new album *THE COMFORT ZONE*, (WING/MERCURY) is incredible! Check out the new **YOUNG M.C.** *That's The Way Love Goes* (CAPITOL)! It's a very coo song with a very catchy hook! I also really like the new one from **DONNA SUMMER** *When Love Cries* (ATLANTIC)! It's a very different sound and a good change of pace for her!"

**DAVE HOFFFEL**, PD at WPST, Trenton, NJ sez, "Check out **BILLY FALCON** *Power Windows* (MERCURY)! I love the whole album! **RICK MATHEWS** *Playin' On The Radio* (HOLLYWOOD) is testing well - what a GREAT song! And **MICHAEL LEARNS TO ROCK** *My Blue Angel* (IMPACT) really grows on you!"

**JIM STACY**, PD at WAZY, Lafayette, IN sez, "EXTREME *Hole Hearted* (A&M) is unlike any record on the radio this summer! Check it out! **BILLY FALCON** *Power Windows* (MERCURY) will be a HIT record. Finally, **R.E.M.** *Shiny Happy People* (WARNER BROS.) is reminiscent of *Orange Crush*."

**WILD BILL CHERRY**, MD at KKXX, Bakersfield, CA sez, "Check out the new **VANESSA WILLIAMS** *Running Back To You* (WING/MERCURY) - It's HOT! Also on **THE DON'S** LP check out the cut called *Big 12-Inch* (RAL/COLUMBIA) featuring a Rap by Ted Nugent. This song is AWESOME! It also samples *Cat Scratch Fever*. This JAM is WILD!!!" And check out **TEVIN CAMPBELL** *Just Ask Me To* (PAISLEY PARK/WARNER BROS.) and **CUT N' MOVE** *Get Serious* (EPIC)."

**RON NEWMAN**, MD at KOKZ, Waterloo, IA sez, "NIKOLAJ STEEN *Angel* (IMAGO) is a great summertime record that's perfect for Top40 radio! **PRIDE & POLITIX** *Hold On* (EAST WEST AMERICA) is an adult uptempo record with a dancey, jazzy feel! And listen to **LUTHER VANDROSS** *Don't Want To Be A Fool* (EPIC)!"

**DAVE COOPER**, PD at WAFX, Bangor, ME sez, "Everyone at the office loves **EXTREME** *Hole Hearted* (A&M) better than the first single! It's an ear-full! **MARC COHN** *Silver Thunderbird* (ATLANTIC) will work well for us here, just like the first release! **FISHBONE** *Everyday Sunshine* (COLUMBIA) is a terribly uptempo, wonderful song!"



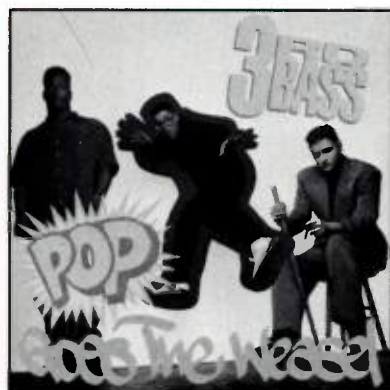
# COLUMBIA RECORDS

*Presents*

## The HITMAKERS PROGRAMMER

### **COLUMBIA CRUSADES**

#### **3RD BASS "Pop Goes The Weasel"**



This Pop smash has the highest video profile out there.

#1 video CVC Chart,  
major MTV exposure.

Garnering major requests,  
the single sales are huge and  
the album is already Gold!

#### Top40 airplay is explosive:

WZOU Add 25  
B96 Add 30  
KXXR Add  
Q106 Add 25  
WMXP Deb 20  
PWR96 Deb 33

KTFM Deb 30  
WDFX Deb 26  
KKFR Deb 28  
KMEL Deb 30  
WIOQ 7-4 (Hot)  
WPGC 14-10 (Hot)

Z100 13-11  
WTIC-FM 36-24  
HOT97 30-25  
WNVZ 32-26  
PWR PIG 40-28  
WHYT 9-5 (Hot)

#### **FISHBONE "Everyday Sunshine"**



The album has already sold over  
200,000 units thanks to an enormous  
fan base, killer video exposure  
(7 weeks on MTV!), an awesome tour,  
exceptional press...and a GREAT hit single  
Play FISHBONE and take your listeners  
on a fun-filled journey.

"Now that's a hit!!!" - JON ANTHONY/KBEQ

"This is a smash! Tests great! A lot of built-in interest from listeners. This is a 'Sly And The Family Stone' for the '90s." - DAVE HOFFEL/WPST

"Looks like a Top40 hit to me!" - PAM GRUND/WIOQ

"This band isn't as good as they say: it is better!" - MUSICIAN MAGAZINE

## OF THE WEEK! **DUSTY**



### **HAYES**

PD, WABB-FM - Mobile

#### **CAREER HIGHLIGHTS:**

First radio job KLUF-AM, Lufkin, TX, then KIXS-FM, Killeen-Temple, TX. Spent last four years as OM at KBFM, McAllen-Brownsville. Landed at WABB last month.

**FAMILY:** Married for nine years to Wynonne. Two children Alyssa, age 6 and Kristen, age 16 months.

**HOBBIES:** Golf, softball, basketball, reading science fiction and finding hit records.

**QUOTE:** "I believe that Top40 is entering a new phase. The key is to have contrasts of music on the air and to intrinsically lock your station into its market so it compels the audience to listen to you for fear they're going to miss something."

#### **NOMINEES FOR ISSUE 670**

1. FRANK MINIACI (PD-PWR95-Dallas)
2. LESLIE FRAM (APD-PWR99-Atlanta)
3. KEVIN ROBINSON (PD-WVIC-Lansing, MI)

VOTE FOR YOUR CHOICE

Call: (818) 887-3400

Fax: (818) 883-1097



# DISC-OVERY CLUB®

**JOHNNA CECCOLI**, MD at Y100, Miami sez, "We're playing **R.E.M. *Shiny Happy People*** (WARNER BROS.) on our Alternative show at night and it's generating phones during the day! This will be a great follow-up, as will be **COLOR ME BADD *I Adore Mi Amor*** (GIANT/REPRISE)! Also, **MARC COHN *Walking In Memphis*** is still very strong and should pave the way for his new single ***Silver Thunderbird*** (ATLANTIC)!"

**RIC SANDERS**, MD at B104, Baltimore sez, "I first heard ***Do Anything*** by **NATURAL SELECTION** (EAST WEST AMERICA) in Minneapolis and finally got my own copy! This is a Pop/funky, one-listen, cut it up, smashola for afternoons and nights! It's already on B104 and it's really pissing off the Urban guys across the street! **GIANT Records** is having loads of success with **COLOR ME BADD *I Adore Mi Amor***, and look for more out-of-the-box action on **R.T.Z. *Face The Music*** (GIANT)! This is an incredibly Top40-friendly record that should go all the way!!! I've got an advance cassette of the new **KARYN WHITE *Romantic*** (WARNER BROS.), and I'll tell you, you should get a hold of this one ASAP because one year from now **KARYN** will be a Mainstream Top40 superstar! We're also seeing a story develop with ***On Top Of The World*** by **VAN HALEN** (WARNER BROS.). Other stations are also playing with it, and phones are starting to take off!"

**TOM CASEY**, PD at 100.3 JAMZ, Dallas sez, "Check out the LP cut ***Uhh Ahh*** from the **BOYZ II MEN** CD (MOTOWN)! It's larger than life! It's a SMASH! HUGE phones after only a week of airplay! On the ***Boyz In The Hood*** soundtrack (QWEST/WB), check out **TONY TONY *Me And You***! And listen to **D.J. QUIK *Tonite*** (PROFILE)! It's not for everyone, but if you're knee-deep in a competitive Urban situation, this will pull phones! I expect **EX-GIRLFRIENDS *Why Can't You Come Home*** (REPRISE) to duplicate, if not surpass, the success of **En Vogue**. These girls can sing! And of course **COLOR ME BADD *I Adore Mi Amor*** (GIANT/REPRISE) is MASSIVE!!!!"

**WAYNE COY**, MD at WIXX, Green Bay, WI sez, "Check out **NATURAL SELECTION *Do Anything*** (EAST WEST AMERICA)! As Mr. Rogers would say, 'Can you say #1 record? Sure...I knew that you could.' Also, after a month of airplay, **BILLY FALCON *Power Windows*** (MERCURY) is performing like a HIT for us! And **R.T.Z. *Face The Music*** (GIANT) featuring **Barry Goudreau** and **Brad Delp** of **Boston** is a one-listen SMASH!"

**KEVIN CHASE**, MD at KMOK, Lewiston, ID sez, "Check out **THE REMBRANDTS *Save Me*** (ATCO)! It's a GREAT summertime record. It's Beatlesque sounding with strong harmonies. **ORUP *My Earth Angel*** (ATLANTIC) is a very hip record with a Euro-Pop feel. Sounds great on the air! It's good to hear **HENRY LEE SUMMER** back with ***Til Somebody Loves You*** (EPIC)! Sounds like a SMASH! **EXTREME**, with their great acoustic sound, is back again with ***Hole Hearted*** (A&M)! It'll be BIG!!! And listen to the lyrics of **BILLY FALCON *Power Windows*** (MERCURY). This is the working man's song. It strikes me as a work of art. It's poetry in motion!"

**J.J. HEMINGWAY**, MD at KIKX, Colorado Springs, CO sez, "Check out **EXTREME *Hole Hearted*** (A&M)! ***More Than Words*** was a such HUGE hit that this will be just as big! Also, **MARC COHN *Silver Thunderbird*** (ATLANTIC) should do just as well as ***Walking In Memphis***. **JASMINE GUY *Just Want To Hold You*** (WARNER BROS.) is a natural - it should do well. Also, **NATALIE & NAT KING COLE *Unforgettable*** (ELEKTRA), is a GREAT song, so put it on and watch the phones light up from all demos!"

**ERIK BRADLEY**, MD at WCKZ, Charlotte sez, "NATURAL SELECTION ***Do Anything*** (EAST WEST AMERICA) is a SMASH! Instant reaction to this song, which reminds me of early Prince. The **ROBBIE NEVIL *Just Like You*** (EMI) is really starting to grow on me! And I'm excited about big new records by two of our core artists **VANESSA WILLIAMS *Running Back To You*** (WING/MERCURY) and **KARYN WHITE *Romantic*** (WARNER BROS.)!"

**JIM PARKER**, MD at WVIC, Lansing, MI sez, "KINGOFTHEHILL ***If I Say*** (SBK) is a HIT!!! It's a great spice record, and it should test well. And don't be afraid of **NATALIE & NAT KING COLE *Unforgettable*** (ELEKTRA)! The sales are thru the roof!"

**KIP TAYLOR**, MD at WQXA, York, PA sez, "LITTLE LOUIE VEGA ***Ride On The Rhythm*** (ATLANTIC) is a tremendous street song! With the Doug Rap I don't think we can go wrong. Also, **SOULED OUT INTERNATIONAL *Shine On*** (COLUMBIA) is Lisa Stansfield meets Soul II Soul! This GREAT groove is a no-brainer! For a House tune with total energy, play **BROTHERS IN RHYTHM *Such A Good Feeling*** (4TH & B'WAY/ISLAND)! Even Central Pennsylvania is jammin' to it! Also, **YOUNG M.C.** is back and already reacting with ***That's The Way Love Goes*** (CAPITOL)! And **B.G. PRINCE OF RAP *This Beat Is Hot*** (EPIC) seems like it's been on the streets forever - HUGE!!!"

**DAVE COLLINS**, MD at KFBQ, Cheyenne, WY sez, "OAKTOWN'S 3-5-7 ***Turn It Up*** (CAPITOL) is a dance tune that will knock them dead! A HOT song for summer! Don't be afraid of **MARKY MARK & THE FUNKY BUNCH *Good Vibrations*** (INTERSCOPE)! If you like The Cars, you'll love the **RIC OCASEK *Rockaway*** (REPRISE)! The last minute of the song has some great guitar! **SHEENA EASTON *You Can Swing It*** (MCA) has GREAT early hooks with a good Dance feel!"

**NEAL SHARPE**, APD at JET-FM, Erie, PA sez, "Two great new summertime records are **BILLY FALCON *Power Windows*** (MERCURY) and **MARC COHN *Silver Thunderbird*** (ATLANTIC)! Both have a GREAT warm weather feel! And check out **RTZ *Face The Music*** (GIANT)! It's a good clean Top40 Rock record!"

**KEITH LeMIRE**, PD/MD at WKPE, Cape Cod, MA sez, "R.E.M. ***Shiny Happy People*** (WARNER BROS.) is a good followup to ***Losing My Religion***. **HI-FIVE *I Can't Wait Another Minute*** (JIVE/RCA) sounds great on the air! It's a GREAT balance record! **EXTREME *Hole Hearted*** (A&M) is another GREAT record from the local boys out of Boston!"

**SAMMY SIMPSON**, MD at WMXF, Fayetteville, NC sez, "CUT N' MOVE ***Get Serious*** (EPIC) is fantastic! A definite favorite, so check it out because it KICKS! I love it! **R.E.M. *Shiny Happy People*** (WARNER BROS.) is one of those fun songs. What a GREAT record! **HI-FIVE *I Can't Wait Another Minute*** (JIVE/RCA) is another great record - I really like this one! And **THE MOODY BLUES *Say It With Love*** (POLYGRAM) has the potential to be another HIT!"

**BOB LEWIS**, PD at KGGG, Rapid City, IA sez, "We've been playing ***Til Somebody Loves You*** by **HENRY LEE SUMMER** (EPIC) for three weeks, and it's pulling a lot of curiosity calls. It was written by **HENRY LEE**, **Dianne Warren**, and **Michael Bolton**. Also check out **JOE JACKSON *Stronger Than Fiction*** (VIRGIN)! I haven't said this about a record in a while - SMASH! And **BILLY FALCON *Power Windows*** (MERCURY) has GREAT lyrics and strong vocals! Sounds like the Midwest."

**AL TAVERA**, APD/MD at POWER106, Los Angeles sez, "The hip, hot new buzz record in L.A. is **MASSIVE ATTACK *Safe From Harm***, an import soon available on **VIRGIN Records**. **BRAND NEW HEAVIES *Never Stop*** (??) is my favorite record on air right now! And a record we played once in mornings that got a TON of positive response is **DONNA SUMMER *When Love Cries*** (ATLANTIC)!"

**RUSS ALLEN**, MD at KSOL, San Francisco sez, "Check out **M.C. BREED *Ain't No Future In Yo Frontin'*** (SDEG)! This thing is blowin' the phones out! Two weeks and #1 requests! **BOYZ II MEN *It's So Hard To Say Goodbye To Yesterday*** (MOTOWN) is Top-5 phones all demos! Also, the new **KEITH WASHINGTON *Are You Still In Love With Me*** (WARNER BROS.) looks like it will be as strong, if not stronger than the first!"

**DENNY ANDERSON**, PD at Sioux City, IA sez, "Check out **VANESSA WILLIAMS *Running Back To You*** (WING/MERCURY)! It's been a while but she's back with a vengeance! **KINGOFTHEHILL *If I Say*** (SBK) is fresh Rock N' Roll and great for the Midwest. And if you like AC/DC, you'll LOVE **KIX *Girl Money*** (EAST WEST AMERICA)!"

**RICHARD EAIRHERT**, MD at WKOR, Starkville, MS sez, "R.E.M. is not like any other band and ***Shiny Happy People*** (WARNER BROS.) is different! What a strong melody with college appeal. It's a good crossover tune and a solid song that anyone can listen to anywhere! **BONNIE RAITT *Something To Talk About*** (CAPITOL) is a breath of fresh air! It's nice to see that somebody plays real instruments, not digital sampling. And **SEAL *Crazy*** (WARNER BROS.) is a solid tune. This is an all-around, Top40 song with a Club sound. There's good thought behind the writing of this one."

**DARRIN STONE**, MD at KSND, Eugene, OR sez, "HEAVY D & THE BOYZ ***Now That We Found Love*** (MCA) is a remake of an old Reggae song. It has a GREAT hook and is very mass-appeal! **STIOXSIE & THE BANSHEES *Kiss Them For Me*** (Geffen) is another good mass-appeal song with a nice new direction! If you haven't heard the new **KARYN WHITE *Romantic*** (WARNER BROS.), beg your local WB promo guy for a copy! It will be HUGE!"

**SCOTT ST. JOHN**, PD/MD at WPRR, Altoona, PA sez, "Check out **MIC MURPHY *Give Me Just A Little More Time*** (EAST WEST AMERICA)! Thank you Joe Reagoso for turning me on to a smash!!! Also, check out **3RD BASS *Pog Goes The Weasel*** (DEF JAM/COLUMBIA)! Don't be afraid of this record...just PLAY IT!"

**STU SMOKE**, PD at KQIZ, Amarillo, TX sez, "A song showing good early response is **KINGOFTHEHILL *If I Say*** (SBK)! Also, **TAMI SHOW *The Truth*** (RCA) has a GREAT hook! And **38 SPECIAL *The Sound Of Your Voice*** (CHARISMA) is picking up a true Texas sound."

**DAVE BAVIDO**, PD at WDEK, DeKalb, IL sez, "CRASH TEST DUMMIES ***Superman Song*** (ARISTA) is the best written song of the year! It has very distinctive vocals. It'll make you drop everything to stop and listen! LOTS of positive calls. It's a down-tempo record that you don't have to worry about dayparting. Very accessible to Top40! It has the potential to be a BIG hit record! Also, **MERCHANTS OF VENUS *Sah Ahh*** (ELEKTRA) is a solid HIT! This is a strong record that's doing very well for us. And **TAMI SHOW *The Truth*** (RCA) is one record that we're very proud of. She's a local girl who's got a record that is Top40 accessible and we really like this one!"

(More Disc-overies on page 24...)



# THE TOP40 MUSIC PAGE

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

## MAINSTREAM Crusades

**R.E.M.**  
"Shiny Happy People"  
(WARNER BROS.)

One of the Most Added this week with 71 adds, R.E.M. has successfully made the transition from Alternative to a Mainstream Top40 core artist. Nice touch with the B52's Kate Pierson on backup vocals. New adds include KIIS-FM, HOT94.7, WHYT, THE FOX, KUBE, B94, KXXR, KC101 and more.

**BOYZ II MEN**  
"Motownphilly"  
(MOTOWN)

Currently enjoying Top-10 status on our Crossover Top40 chart, BOYZ II MEN is now poised to cross to Mainstream radio. Just added at KIIS-FM, MOJO, Z100, B96, KHTK, HOT102, HOT94.9 and more, with strong moves at KSOL (1-1), WIOQ (2-1), KKFR (4-1) and HOT97.7 (1-1).

**TOM PETTY & ...**  
"Learning To Fly"  
(MCA)

After a successful solo album last year, PETTY has been reunited with The Heartbreakers and is tearing up the charts with *Learning To Fly*. Mainstream and Adult Top40 are both discovering the benefits of playing this track. New this week at B100, Q101, Y107, WKZL and WRVQ. Moves (7-6) at Z99.

## CROSSOVER Crusade

**3RD BASS**  
"Pop Goes The Weasel"  
(DEF JAM/COLUMBIA)

We dare you to not sing along with this record! Once you hear it, it owns you. Blending the music of Peter Gabriel's *Sledgehammer* and *Emminence Front* by The Who and some very clever lyrics, 3RD BASS is ready for major success. New at B96, Q106, WZOU and more.

## ADULT Crusade

**NATALIE & NAT KING COLE**  
"Unforgettable"  
(ELEKTRA)

This is the record that breaks all the rules of Top40 radio. If you had success with *Unchained Melody* by The Righteous Bros., NAT & NATALIE will perform above your expectations. 55 more stations believed this week, including WNCI, WKTI, STAR94 and more.

## 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.

- ✓110 • BONNIE RAITT "Something To Talk About" (CAPITOL)
- ✓102 • AARON NEVILLE "Everybody Plays The Fool" (A&M)

## HITBOUNDS

- ✓96 • EXTREME "Hole Hearted" (A&M)
- ✓95 • MARKY MARK & THE FUNKY BUNCH "Good." (INTERSCOPE)
- ✓86 • BOYZ II MEN "Motownphilly" (MOTOWN)
- ✓77 • 38 SPECIAL "The Sound Of Your Voice" (CHARISMA)
- 69 • GLORIA ESTEFAN "Can't Forget You" (EPIC)
- ✓68 • HEAVY D & THE BOYZ "Now That..." (UPTOWN/MCA)
- ✓64 • PEABO BRYSON "Can You Stop The..." (COLUMBIA)
- 56 • SALT-N-PEPA "Do You Want Me" (NEXT PLATEAU)
- ✓56 • TAMI SHOW "The Truth" (RCA)
- 54 • THE LA'S "There She..." (GO! DISCS/LONDON/PLG)
- 45 • LUTHER VANDROSS "Don't Want To Be A Fool" (EPIC)
- 44 • JOMANDA "Got A Love For You" (BIG BEAT)
- 43 • YOUNG MC "That's The Way Love Goes" (CAPITOL)
- ✓40 • LISA LISA & Cult Jam "Let The Beat Hit Em" (COLUMBIA)
- ✓38 • CHESNEY HAWKES "The One And Only" (CHRYSLIS)
- 38 • MARC COHN "Silver Thunderbird" (ATLANTIC)
- ✓34 • 3RD BASS "Pop Goes The Weasel" (DEF JAM/COLUMBIA)
- ✓28 • MICHAEL MORALES "I Don't Wanna See You" (MERCURY)
- 27 • BILLY FALCON "Power Windows" (MERCURY)
- 25 • RIC OCASEK "Rockaway" (REPRISE)
- ✓24 • ALICE COOPER "Hey Stoopid" (EPIC)
- 23 • VANESSA WILLIAMS "Running Back To...u" (WING/MERCURY)
- 22 • KINGOF THE HILL "If I Say" (SBK)
- 22 • STEREO MC'S "Elevate My Mind" (4TH & B'WAY/ISLAND)
- 21 • CORO "My Fallen Angel" (CUTTING/CHARISMA)
- 20 • CUT'N'MOVE "Get Serious" (EPIC)
- 18 • STEVIE WONDER "Gotta Have You" (MOTOWN)
- 18 • TONY TERRY "With You" (EPIC)
- 17 • GUNS N' ROSES "You Could Be Mine" (Geffen)
- 17 • TEVIN CAMPBELL "Just Ask Me To" (WARNER BROS.)
- 16 • EYES "Nobody Said It Would Be Easy" (CURB)
- 16 • JASMINE GUY "Just Want To Hold You" (WARNER BROS.)
- 16 • KEEDY "Wishing On The Same Star" (ARISTA)
- 16 • NATURAL SELECTION "Do Anything" (EAST WEST AMER.)
- 15 • ERASURE "Chorus" (REPRISE)
- ✓15 • OAKTOWN'S 3-5-7 "Turn It Up" (CAPITOL)
- 15 • RICK MATHEWS "Playin' On The Radio" (HOLLYWOOD)
- 15 • TROOP/LEVERT "For The Love Of Money" (GIANT/REPRISE)
- 13 • LATIN ALLIANCE "Low Rider" (VIRGIN)
- 13 • LIGHTER SHADE OF BROWN "Latin Active" (QUALITY)
- ✓12 • YASMIN "Wanna Dance" (Geffen)
- 11 • ROBERT PALMER w/UB40 "I'll Be Your Baby Tonight" (EMI)
- 10 • FISHBONE "Everyday Sunshine" (COLUMBIA)
- 10 • KIX "Girl Monday" (EAST WEST AMERICA)
- 10 • SOUNDS OF BLACKNESS "Optimistic" (A&M)



# HITMAKERS<sup>®</sup> NA

For Issue #699 Week Ending 7/26/91 Compiled From Surveys Reported To **HITMAKERS**

## MAINSTREAM

### MOST ADDED

91	EXTREME	"Hole Hearted"	A&M
71	COLOR ME BADD	"I Adore Mi Amor"	GIANT/REP.
71	R.E.M.	"Shiny Happy People"	WARNER BROS.
64	WHITNEY HOUSTON	"My Name Is Not Susan"	ARISTA
55	NATALIE/NAT KING COLE	"Unforgettable"	ELEKTRA

LW-TW

2-1	BRYAN ADAMS	"(Everything I Do)..."	A&M/MGN CRK
5-2	AMY GRANT	"Every Heartbeat"	A&M
4-3	RYTHM SYNDICATE	"P.A.S.S.I.O.N."	IMPACT
6-4	LENNY KRAVITZ	"It Ain't Over Til It's Over"	VIRGIN
1-5	JESUS JONES	"Right Here, Right Now"	SBK
8-6	ROXETTE	"Fading Like A Flower"	EMI
9-7	CORINA	"Temptation"	CUTTING/ATCO
15-8	D.J. JAZZY JEFF/F. PRINCE	"Summertime"	JIVE
13-9	ESCAPE CLUB	"I'll Be There"	ATLANTIC
10-10	WILSON PHILLIPS	"The Dream Is Still Alive"	SBK
18-11	PAULA ABDUL	"Promise Of A New Day"	CAPTIVE/VIRGIN
14-12	CHER	"Love And Understanding"	GEFFEN
3-13	MICHAEL W. SMITH	"Place In This World"	REUNION/GEFFEN
7-14	EMF	"Unbelievable"	EMI
21-15	MICHAEL BOLTON	"Time, Love And Tenderness"	COLUMBIA
20-16	SEAL	"Crazy"	WARNER BROS.
17-17	SALT-N-PEPA	"Do You Want Me"	NEXT PLATEAU
19-18	ROD STEWART	"The Motown Song"	WARNER BROS.
24-19	CATHY DENNIS	"Too Many Walls"	POLYDOR/PLG
23-20	THE BLACK CROWES	"Hard To Handle"	DEF AMERICAN/REP.
26-21	SCORPIONS	"Wind Of Change"	MERCURY
30-22	C&C MUSIC FACTORY	"Things That Make You Go..."	COLUMBIA
27-23	HI-FIVE	"I Can't Wait Another Minute"	JIVE RCA
28-24	THE KLF	"3 A.M. Eternal"	ARISTA
25-25	AFTER 7	"Nights Like This"	VIRGIN
29-26	NELSON	"Only Time Will Tell"	DGC
11-27	PAULA ABDUL	"Rush, Rush"	CAPTIVE/VIRGIN
31-28	DESMOND CHILD	"Love On A Rooftop"	ELEKTRA
33-29	FIREHOUSE	"Love Of A Lifetime"	EPIC
34-30	NATALIE & NAT KING COLE	"Unforgettable"	ELEKTRA
12-31	TARA KEMP	"Piece Of My Heart"	GIANT
NEW-32	BOYZ II MEN	"Motownphilly"	MOTOWN
36-33	ROBBIE NEVIL	"Just Like You"	EMI
39-34	MARKY MARK & THE...	"Good Vibrations"	INTERSCOPE
38-35	BONNIE RAITT	"Something To Talk About"	CAPITOL
40-36	HUEY LEWIS & THE NEWS	"It Hit Me Like A Hammer"	EMI
NEW-37	COLOR ME BADD	"I Adore Mi Amor"	GIANT/REPRISE
NEW-38	R.E.M.	"Shiny Happy People"	WARNER BROS.
NEW-39	TOM PETTY & The Heartbreakers	"Learning To Fly"	MCA
NEW-40	WHITNEY HOUSTON	"My Name Is Not Susan"	ARISTA

### CHART EXTRAS

AARON NEVILLE  
PEABO BRYSON  
HEAVY D & THE BOYZ  
LISA LISA & Cult Jam

"Everybody Plays The Fool"  
"Can You Stop The Rain"  
"Now That We Found Love"  
"Let The Beat Hit 'Em"

A&M  
COLUMBIA  
UPTOWN/MCA  
COLUMBIA

## SINGLES SALES

### HOT TIPS

CATHY DENNIS	"Too Many Walls"	POLYDOR 867134
BONNIE RAITT	"Something To Talk About"	CAPITOL 44724
TOM PETTY & THE...	"Learning To Fly"	MCA 54124
AARON NEVILLE	"Everybody Plays The Fool"	A&M 1563
ROBBIE NEVIL	"Just Like You"	EMI 50356

LW-TW

3-1	BRYAN ADAMS	"(Everything I Do) I Do..."	A&M 1567
2-2	D.J. JAZZY JEFF/FRESH PRINCE	"Summertime"	JIVE/RCA 1645
6-3	GUNS N' ROSES	"You Could Be Mine"	GEFFEN 5036
5-4	RYTHM SYNDICATE	"P.A.S.S.I.O.N."	IMPACT 54046
1-5	JESUS JONES	"Right Here, Right Now"	SBK 07345
7-6	SCORPIONS	"Wind Of Change"	MERCURY 868180
8-7	WILSON PHILLIPS	"The Dream Is Still Alive"	SBK 07356
10-8	BOYZ II MEN	"Motownphilly"	MOTOWN 2090
4-9	EMF	"Unbelievable"	EMI 50350
22-10	HI-FIVE	"I Can't Wait Another Minute"	JIVE 1445
15-11	LENNY KRAVITZ	"It Ain't Over..."	VIRGIN 98795
18-12	AMY GRANT	"Every Heartbeat"	A&M 1557
17-13	CORINA	"Temptation"	CUT/ATCO 98775
9-14	MICHAEL W. SMITH	"Place In This World"	REUN/GEFF 19019
20-15	CHER	"Love And Understanding"	GEFFEN 19023
35-16	NATALIE & NAT KING COLE	"Unforgettable"	ELEKTRA 64875
27-17	THE ESCAPE CLUB	"I'll Be There"	ATLANTIC 87683
21-18	LISA LISA & CULT JAM	"Let The Beat Hit 'Em"	COLUMBIA 73847
14-19	D.A. STEWART Int. Candy Dulfer	"Lily Was Here"	ARISTA 2187
23-20	AFTER 7	"Nights Like This"	VIRGIN 98798
11-21	LUTHER VANDROSS	"Power Of Love/Love Power"	EPIC 73778
28-22	ROXETTE	"Fading Like A Flower"	EMI 50355
13-23	PAULA ABDUL	"Rush, Rush"	VIRGIN 98828
37-24	THE KLF	"3 A.M. Eternal"	ARISTA 2230
29-25	HEAVY D. & THE BOYZ	"Now That We Found Love"	UPTOWN/MCA 54090
12-26	UB40	"Here I Am (Come And Take Me)"	VIRGIN 99141
31-27	3RD BASS	"Pop Goes The Weasel"	DEF/COL 73728
19-28	TARA KEMP	"Piece Of My Heart"	GIANT 19364
16-29	MARC COHN	"Walking In Memphis"	ATLANTIC 87747
RE-30	SALT-N-PEPA	"Do You Want Me"	NEXT PLAT. 331
24-31	KEITH WASHINGTON	"Kissing You"	QWEST/WB 19414
34-32	TONY TERRY	"With You"	EPIC 73719
39-33	C&C MUSIC FACTORY	"Things That Make You Go..."	COLUMBIA 73688
25-34	CRYSTAL WATERS	"Gypsy Woman (She's Homeless)"	MERCURY 868209
26-35	LISA FISCHER	"How Can I Ease The Pain"	ELEKTRA 64897
NEW-36	SEAL	"Crazy"	SIRE/WB 19298
30-37	COLOR ME BADD	"I Wanna Sex You Up"	GIANT/WB 19382
40-38	STEREO MC's	"Elevate My Mind"	4TH & B/ISL 44705
NEW-39	THE LA'S	"There She Goes"	LONDON 869370
NEW-40	PAULA ABDUL	"Promise Of A New Day"	VIRGIN 98752

### AVAILABLE FORMATS

□ = Cassette Single    Ⓢ = 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

R.E.M.	"Shiny Happy People"	WARNER BROS.
NATALIE/NAT KING COLE	"Unforgettable"	ELEKTRA
EXTREME	"Hole Hearted"	A&M
SCORPIONS	"Wind Of Change"	MERCURY
TOM PETTY & The...	"Learning To Fly"	MCA
MARC COHN	"Silver Thunderbird"	ATLANTIC

LW-TW

2-1	BRYAN ADAMS	"(Everything I Do) I..."	A&M/MGN CRK
3-2	WILSON PHILLIPS	"The Dream Is Still Alive"	SBK
4-3	CHER	"Love And Understanding"	GEFFEN
5-4	AMY GRANT	"Every Heartbeat"	A&M
6-5	ROXETTE	"Fading Like A Flower"	EMI
1-6	MICHAEL W. SMITH	"Place In This World"	REUNION/GEFFEN
8-7	LENNY KRAVITZ	"It Ain't Over Til It's Over"	VIRGIN
11-8	ROD STEWART	"The Motown Song"	WARNER BROS.
9-9	GLORIA ESTEFAN	"Can't Forget You"	EPIC
10-10	JESUS JONES	"Right Here, Right Now"	SBK
12-11	ESCAPE CLUB	"I'll Be There"	ATLANTIC
13-12	MICHAEL BOLTON	"Time, Love And Tenderness"	COLUMBIA
14-13	NATALIE & NAT KING COLE	"Unforgettable"	ELEKTRA
7-14	D. A. STEWART Int. C. Duffer	"Lily Was Here"	ARISTA
19-15	BONNIE RAITT	"Something To Talk About"	CAPITOL
25-16	PAULA ABDUL	"Promise Of A New Day"	CAPTIVE/VIRGIN
15-17	TARA KEMP	"Piece Of My Heart"	GIANT
16-18	PAULA ABDUL	"Rush, Rush"	CAPTIVE/VIRGIN
22-19	CATHY DENNIS	"Too Many Walls"	POLYDOR/PLG
17-20	EXTREME	"More Than Words"	A&M
21-21	EMF	"Unbelievable"	EMI
23-22	AFTER 7	"Nights Like This"	VIRGIN
27-23	RYTHM SYNDICATE	"P.A.S.S.I.O.N."	IMPACT
26-24	PEABO BRYSON	"Can You Stop The Rain"	COLUMBIA
28-25	CORINA	"Temptation"	CUTTING/ATCO
33-26	HUEY LEWIS & THE NEWS	"It Hit Me Like A Hammer"	EMI
32-27	AARON NEVILLE	"Everybody Plays The Fool"	A&M
31-28	DESMOND CHILD	"Love On A Rooftop"	ELEKTRA
30-29	ROBBIE NEVIL	"Just Like You"	EMI
37-30	WHITNEY HOUSTON	"My Name Is Not Susan"	ARISTA
34-31	NELSON	"Only Time Will Tell"	DGC
18-32	MARC COHN	"Walking In Memphis"	ATLANTIC
20-33	UB40	"Here I Am (Come & Take Me)"	VIRGIN
NEW-34	R.E.M.	"Shiny Happy People"	WARNER BROS.
40-35	SEAL	"Crazy"	WARNER BROS.
24-36	LONDONBEAT	"A Better Love"	RADIOACTIVE/MCA
29-37	LISA FISCHER	"How Can I Ease The Pain"	ELEKTRA
NEW-38	SCORPIONS	"Wind Of Change"	MERCURY
35-39	MICHAEL DAMIAN	"What A Price To Pay"	A&M
NEW-40	THE BLACK CROWES	"Hard To Handle"	DEF AMERICAN/REP.

### CHART EXTRAS

D.J. JAZZY JEFF/FRESH PRINCE	"Summertime"	JIVE
EXTREME	"Hole Hearted"	A&M
HI-FIVE	"I Can't Wait Another Minute"	JIVE/RCA
38 SPECIAL	"The Sound Of Your Voice"	CHARISMA

## CROSSOVER

### MOST ADDED

YOUNG MC	"That's The Way Love..."	CAPITOL
VANESSA WILLIAMS	"Running Back To You"	MERCURY
LUTHER VANDROSS	"Don't Want To Be A Fool"	EPIC
WHITNEY HOUSTON	"My Name Is Not Susan"	ARISTA
MARKY MARK & THE...	"Good Vibrations"	INTERSCOPE
R.E.M.	"Shiny Happy People"	WARNER BROS.
NATURAL SELECTION	"Do Anything"	EAST WEST AMER.

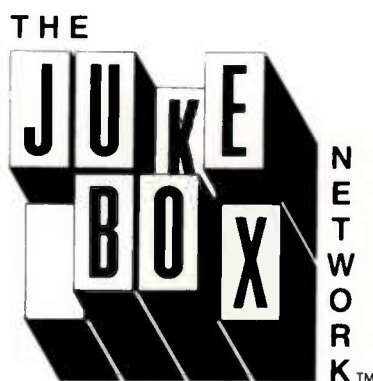
LW-TW

1-1	D.J. JAZZY JEFF...	"Summertime"	JIVE
2-2	RYTHM SYNDICATE	"P.A.S.S.I.O.N."	IMPACT
3-3	CORINA	"Temptation"	CUTTING/ATCO
4-4	HI-FIVE	"I Can't Wait Another Minute"	JIVE/RCA
6-5	BOYZ II MEN	"Motownphilly"	MOTOWN
7-6	LENNY KRAVITZ	"It Ain't Over Til It's Over"	VIRGIN
17-7	C&C MUSIC FACTORY	"Things That Make You Go..."	COLUMBIA
8-8	AFTER 7	"Nights Like This"	VIRGIN
10-9	LISA LISA & Cult Jam	"Let The Beat Hit 'Em"	COLUMBIA
13-10	HEAVY D & THE BOYZ	"Now That We Found Love"	UPTOWN/MCA
15-11	THE KLF	"3 A.M. Eternal"	ARISTA
20-12	BRYAN ADAMS	"(Everything I Do) I Do It For You"	A&M/MRGN CREEK
5-13	TARA KEMP	"Piece Of My Heart"	GIANT
14-14	JESUS JONES	"Right Here, Right Now"	SBK
9-15	PAULA ABDUL	"Rush, Rush"	CAPTIVE/VIRGIN
16-16	SALT-N-PEPA	"Do You Want Me"	NEXT PLATEAU
24-17	PAULA ABDUL	"Promise Of A New Day"	CAPTIVE/VIRGIN
11-18	EMF	"Unbelievable"	EMI
12-19	UB40	"Here I Am (Come And Take Me)"	VIRGIN
26-20	AMY GRANT	"Every Heartbeat"	A&M
18-21	RALPH TRESVANT	"Do What I Gotta Do"	MCA
19-22	STEREO MCs	"Elevate My Mind"	4TH & BWAY/ISLAND
25-23	TONY TERRY	"With You"	EPIC
33-24	MARKY MARK & THE FUNKY...	"Good Vibrations"	INTERSCOPE
27-25	PEABO BRYSON	"Can You Stop The Rain"	COLUMBIA
30-26	CATHY DENNIS	"Too Many Walls"	POLYDOR/PLG
NEW-27	COLOR ME BADD	"I Adore Mi Amor"	GIANT/REPRISE
32-28	SEAL	"Crazy"	WARNER BROS.
21-29	KEITH WASHINGTON	"Kissing You"	QWEST/WB
NEW-30	3RD BASS	"Pop Goes The Weasel"	DEF JAM/COL.
31-31	STEVIE WONDER	"Gotta Have You"	MOTOWN
38-32	NATALIE & NAT KING COLE	"Unforgettable"	ELEKTRA
36-33	JOMANDA	"Got A Love For You"	BIG BEAT
22-34	LISA FISCHER	"How Can I Ease The Pain"	ELEKTRA
37-35	SOUNDS OF BLACKNESS	"Optimistic"	A&M
39-36	CORO	"My Fallen Angel"	CUTTING/CHARISMA
NEW-37	LIGHTER SHADE OF BROWN	"Latin Active"	QUALITY
40-38	TROOP/LEVERT	"For The Love Of Money"	GIANT/REPRISE
NEW-39	WHITNEY HOUSTON	"My Name Is Not Susan"	ARISTA
NEW-40	OAKTOWN'S 3-5-7	"Turn it Up"	CAPITOL

### CHART EXTRAS

LUTHER VANDROSS	"Don't Want To Be A Fool"	EPIC
NATURAL SELECTION	"Do Anything"	EAST WEST AMERICA
MICHAEL BOLTON	"Time, Love And Tenderness"	COLUMBIA
JASMINE GUY	"Just Want To Hold You"	WARNER BROS.





# THE REGIONAL VIDEO CHARTS

PREPARED EXCLUSIVELY FOR HITMAKERS

## NATIONAL ANALYSIS

Naughty By Nature is our most-requested video nationally, closely followed by the new version of Another Bad Creation's "Playground" clip and Color Me Badd. Compton's Most Wanted makes a strong showing their first week on the air, while Bryan Adams and Cheryl Pepsii Riley show strong upward moves. Biz Markie, Pretty In Pink and Detroit act Triplex are also in our national Top 50. Markie is strongest in the Midwest and East, while Pretty In Pink shows the most activity in the East. Triplex is active in Indianapolis as well as in Michigan. Sacramento and Madison are the strongest markets for the new diVinyls clip. Firehouse shows initial strength in Spokane. THE KLF is showing the most requests in Syracuse and Tucson

- Mike Cooper (404) 627-2834

## EAST

LW-TW

1-1 NAUGHTY BY NATURE	"O.P.P."	(TOMMY BOY)
4-2 D.J. JAZZY JEFF & FRESH PRINCE	"Summertime"	(JIVE)
6-3 ANOTHER BAD CREATION	"Playground"	(MOTOWN)
2-4 SHABBA RANKS	"Trailer Load A Girls"	(EPIC)
3-5 PAULA ABDUL	"Rush Rush"	(CAPTIVE/VIRGIN)
5-6 COLOR ME BADD	"I Wanna Sex..."	(GIANT/REPRISE)
7-7 BOYZ II MEN	"Motownphilly"	(MOTOWN)
8-8 RALPH TRESVANT	"Do What I Gotta Do"	(MCA)
12-9 HI-FIVE	"I Can't Wait..."	(JIVE RCA)
14-10 3rd BASS	"Pop Goes The ..."	(DEF JAM/COLUMBIA)
20-11 EPMD	"Gots Ta Give The..."	(DEF JAM/COLUMBIA)
10-12 B. ANGIE B.	"So Much Love"	(BUST IT/CAPITOL)
18-13 LEVERT	"Baby I'm Ready"	(ATLANTIC)
19-14 KING SUN	"Undercover Lover"	(PROFILE)
13-15 MARKY MARK & FUNKY BUNCH	"Good Vibrations"	(INTERSCOPE)

## MIDWEST

LW-TW

3-1 ANOTHER BAD CREATION	"Playground"	(MOTOWN)
1-2 D.J. QUIK	"Tonite"	(PROFILE)
2-3 HI-FIVE	"I Can't Wait..."	(JIVE/RCA)
4-4 COLOR ME BADD	"I Wanna Sex..."	(GIANT/REPRISE)
D-5 COMPTON'S MOST WANTED	"Growing Up In The..."	(WARNER BROS.)
6-6 RALPH TRESVANT	"Do What I Gotta Do"	(MCA)
5-7 D.J. JAZZY JEFF & The Fresh Prince	"Summertime"	(JIVE)
8-8 PAULA ABDUL	"Rush Rush"	(CAPTIVE/VIRGIN)
9-9 LEVERT	"Baby I'm Ready"	(ATLANTIC)
7-10 B. ANGIE B.	"So Much Love"	(BUST IT/CAPITOL)
11-11 MITSOU	"Dis-moi, Dis-moi"	(ISBA/SONY/CANADA)
14-12 BOYZ II MEN	"Motownphilly"	(MOTOWN)
D-13 NAUGHTY BY NATURE	"O.P.P."	(TOMMY BOY)
15-14 ICE CUBE	"Jackin' For Beats"	(PRIORITY)
16-15 ICE-T	"Original Gangster"	(SIRE/WB)

## SOUTH

LW-TW

1-1 HI-FIVE	"I Can't Wait..."	(JIVE/RCA)
2-2 THE DOGS f/ Disco Rick	"Do The Nasty Dance"	(JR)
8-3 ANOTHER BAD CREATION	"Playground"	(MOTOWN)
4-4 D.J. QUIK	"Tonite"	(PROFILE)
3-5 COLOR ME BADD	"I Wanna Sex You..."	(GIANT/REPRISE)
7-6 RALPH TRESVANT	"Do What I Gotta Do"	(MCA)
6-7 PAULA ABDUL	"Rush Rush"	(CAPTIVE/VIRGIN)
10-8 MITSOU	"Dis-moi, Dis-moi"	(ISBA/SONY/CANADA)
5-9 B. ANGIE B.	"So Much Love"	(BUST IT/CAPITOL)
9-10 LEVERT	"Baby I'm Ready"	(ATLANTIC)
17-11 BOYZ II MEN	"Motownphilly"	(MOTOWN)
11-12 D.J. JAZZY JEFF & The Fresh Prince	"Summertime"	(JIVE)
31-13 BRYAN ADAMS	"(Everything I Do)..."	(A&M/MORGAN CREEK)
D-14 COMPTON'S MOST WANTED	"Growing Up In The..."	(WARNER BROS.)
12-15 GARTH BROOKS	"The Thunder Rolls"	(CAPITOL)

## WEST

LW-TW

1-1 D.J. QUIK	"Tonite"	(PROFILE)
4-2 COLOR ME BADD	"I Wanna Sex You..."	(GIANT/REPRISE)
5-3 ANOTHER BAD CREATION	"Playground"	(MOTOWN)
2-4 HI-C feat. Tony A	"I'm Not Your Puppet"	(HOLLYWOOD)
3-5 PAULA ABDUL	"Rush Rush"	(CAPTIVE/VIRGIN)
6-6 D.J. JAZZY JEFF & FRESH PRINCE	"Summertime"	(JIVE)
7-7 BOYZ II MEN	"Motownphilly"	(MOTOWN)
D-8 COMPTON'S MOST WANTED	"Growing Up In The..."	(WARNER BROS.)
9-9 MITSOU	"Dis-moi, Dis-moi"	(ISBA/SONY/CANADA)
17-10 NAUGHTY BY NATURE	"O.P.P."	(TOMMY BOY)
10-11 HI-FIVE	"I Can't Wait..."	(JIVE/RCA)
11-12 RALPH TRESVANT	"Do What I Gotta..."	(MCA)
13-13 ICE CUBE	"Jackin' For Beats"	(PRIORITY)
34-14 BRYAN ADAMS	"(Everything I Do)..."	(A&M/MORGAN CREEK)
22-15 KING SUN	"Undercover Lover"	(PROFILE)

## NEW TOP40 RELEASES

BAD COMPANY "Walk Through Fire" (ATCO)  
 THE FIXX "No One Has To Cry" (IMPACT)  
 GERARDO "When The Lights Go Out" (INTERSCOPE)  
 JOE JACKSON "Stronger Than Fiction" (VIRGIN)  
 LONDONBEAT "No Woman No Cry" (MCA)  
 MARTIKA "Love...Thy Will Be Done" (COLUMBIA)  
 BETTE MIDLER "The Gift Of Love" (ATLANTIC)  
 NATURAL SELECTION "Do Anything" (EAST WEST AM.)  
 OAKTOWN'S 3-5-7 "Turn It Up" (CAPITOL)

THE RHYTHM "I'll Do Anything For You" (WTG/EPIC)  
 STAN RIDGWAY "I Wanna Be A Boss" (Geffen)  
 RTZ "Face The Music" (GIANT)  
 SHAKA "Rock, Hip & Roll" (ARISTA)  
 THE SUBDUDES "Tired Of Being Alone" (EAST WEST AM.)  
 HENRY LEE SUMMER "'Til Somebody Loves You" (EPIC)  
 UNITY "Unity" (CARDIAC)  
 WORLD ON EDGE "Wash The Rain" (CHARISMA)



# THE RAITTINGS ARE OUT!!!

Disappointed In Your Female Numbers?  
Prescription For Success: Give Them

## SOMETHING TO TALK ABOUT

### BONNIE RAITT



**HITMAKERS**

**MAINSTREAM**

**Top40: 38-35**

**ADULT Top40: 19-15**

**A National Breakout  
with 110 Active  
Reports!**

**JON ANTHONY/KBEQ** "If you're looking for a quality hit, check out Bonnie Raitt. Top-5 sales, Top-5 phones."

**BRIAN PATRICK/G105** "First time I've ever seen upper demo female response after one day of airplay!"

**MIX107.3 (21-16)**

**WXKS (35-32)**

**KKBQ (Add)**

**MIX96.5 (9-8)**

**Y100 (D#29)**

**STAR94 (15-12)**

**B100 (18-13)**

**MIX107.5 (23-18)**

**KXYQ (14-12)**

**KBEQ (D#23)**

**WKTJ (16-14)**

**Y92 (21-16)**

**KISN (22-18)**

**WJRZ (Add)**

**WGTZ (Add)**

**Z99 (Add)**

**WAPE (27-23)**

**KISS104 (37-25)**

**WQVW (Add)**

**WAPI (22-19)**

**WRVQ (27-23)**

## YOUNG M.C.

"THAT'S THE WAY LOVES GOES"

**This Is The Way A Hit Records Goes!**

**Most Added First Week!**

**POWER106**

**B96**

**KSOL #30**

**WUSL**

**THE FOX**

**WHYT**

**100.3JAMZ**

**WZOU #27**

**KRBE**

**HOT105**

**KBQ**

**WMXP**

**PWRPIG #29**

**KKFR**

**KOY95**

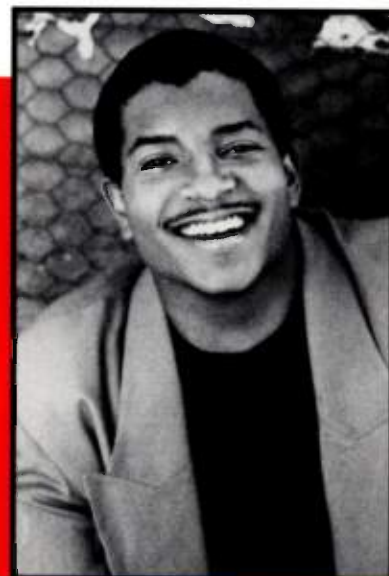
**KXXR**

**HOT97.7**

**WNVZ**

**KTFM**

**HOT94.9**



## CROWDED HOUSE

"CHOCOLATE CAKE"

**#1 Alternative - R&R!!!**

**Alternative 3-3\* HITS**

**MTV Active Add!**





# DISC-OVERY CLUB®

**RUFUS HURT**, PD at WQUT, Johnson City, TN sez, "Check out **EXTREME** *Hole Hearted* (A&M)! This group has become enlightened! It's Mainstream Rock N' Roll all the way!"

**ROBERT ELFMAN**, APD/MD at KIXY, San Angelo, TX sez, "R.E.M. *Shiny Happy People* (WARNER BROS.) is just as good, if not better, than *Losing My Religion*. Also, **THE LA's** *There She Goes* (PLG) will work for all demos! And **38 SPECIAL** *The Sound Of Your Voice* (CHARISMA) is very strong and will be big. It's great to see them back!"

**CHUCK LUCK**, PD at KZII, Lubbock, TX sez, "Check out **EXTREME** *Hole Hearted* (A&M)! It's a GREAT follow-up! It could be a #1 song!"

**HANK BASTIAN**, APD/MD at WLAN, Lancaster, PA sez, "JESUS JONES *Real Love* (SBK) is incredible! I've been spiking it in every night and it has been getting HUGE phones! And **R.T.Z.** *Face The Music* (GIANT) is excellent, so check it out!"

**JIM GRADY**, MD at KISR, Ft. Smith, AR sez, "EXTREME *Hole Hearted* (A&M) has a great sound! There's nothing bad on the whole album. It's GREAT! And **RICK MATHEWS** *Playin' On The Radio* (HOLLYWOOD) is a perfect summer song!"

**ERICK ANDERSON**, PD at G98, Portland, ME sez, "EXTREME *Hole Hearted* (A&M) is a whole-hearted SMASH, so play it!!! Also, **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE) responds immediately, so if you're looking for a great nighttime record this is it! And **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) has a hook that won't quit! This is bigger than *I Wanna Sex You Up*."

**TOM GJERDRUM**, OM at WZOK, Rockford, IL sez, "NATURAL SELECTION *Do Anything* (EAST WEST AMERICA) is a no-brainer #1 record!!! And **MICHAEL LEARNS TO ROCK** *My Blue Angel* (IMPACT) is one of my favorite songs!"

**TRACY AUSTIN**, MD at B93, Austin, TX sez, "Check out **P.C. QUEST** *After The Summer's Gone* (HEADLINER/RCA)! This group is going places and this song is GREAT! **LATIN ALLIANCE** *Low Rider* (VIRGIN) is great for nighttime phones! Another song for nighttime phones is **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE)! Also, **BOB HALLIGAN** *Could've Been You* (ATCO) has a great sound on the air and in all dayparts! And check out **VOICE FARM** *Free Love* (MORGAN CREEK)! It has a B-52's feel and is a fun-sounding record!"

**J.J. McKAY**, PD/MD at KNIN, Wichita Falls, TX sez, "For a GREAT summertime record that's a perfect Mainstream song, play **CHESNEY HAWKES** *The One And Only* (CHRYSALIS)! A record that should do well with all demos is **RICK MATHEWS** *Playin' On The Radio* (HOLLYWOOD)! And **QUEENSRYCHE** *Jet City Woman* (EMI) is something that radio should take a look at!"

**JANEL THIESSEN**, MD at KKHT, Springfield, MO sez, "EXTREME *Hole Hearted* (A&M) is a GREAT uptempo follow-up! Dig those acoustics! **BETTE MIDLER** *The Gift Of Love* (ATLANTIC) is a KILLER, female-oriented, track, from a classic core artist!"

**BOBBY BEE**, MD at Y97, Santa Barbara, CA sez, "LATIN ALLIANCE *Low Rider* (VIRGIN) is good for all demographics! It's a familiar sounding, all daypart SMASH! **RICK MATHEWS** *Playin' On The Radio* (HOLLYWOOD) is a cool song! Possibly the best new artist - definitely what summertime radio is all about! And if you haven't heard **MARKY MARK & THE FUNKY BUNCH** *Good Vibrations* (INTERSCOPE), what are you waiting for?"

**RICK UPTON**, PD at KAYI, Tulsa, OK sez, "Check out **DEF DAMES** *Whip It* (ZOO)! It's a HUGE buzz record - MAJOR HIT!!!"

**CHUCK DAVIS**, PD at WQGN, Groton, CT sez, "Why aren't you playing **KEEDY** *Wishing On The Same Star* (ARISTA)? It's an obvious HIT if ever there was one! **HENRY LEE SUMMER** *Til Somebody Loves You* (EPIC) will be HUGE! And check out **CUT N' MOVE** *Get Serious* (EPIC)!"

**CATFISH COOPER**, MD at WWCK, Flint, MI sez, "ELVIS COSTELLO *The Other Side Of Summer* (WARNER BROS.) is an excellent spike record! Give it a try!"

**STEVE YORK**, MD at WVBS, Wilmington, DE sez, "MARTIKA *Love Thy Will Be Done* (COLUMBIA) is a GREAT record for Urban and Top40 radio! Check out **MARC COHN** *Silver Thunderbird* (ATLANTIC)! If the last record worked for you, this one will go into overtime for you! And don't let **PRIDE & POLITIX** *Hold On* (EAST WEST AMERICA) pass you by!"

**DEANO**, APD/MD at SLY96, San Luis Obispo, CA sez, "EXTREME *Hole Hearted* (A&M) is JAMMIN'!!! Also, **R.T.Z.** *Face The Music* (GIANT) really adds balance to your playlist. I really like this one. If you're not playing **VAN HALEN** *Top Of The World* (WARNER BROS.), listen to it and think again!"

**KEVIN PETERSON**, MD at WABB, Mobile, AL sez, "Check out **NATURAL SELECTION** *Do Anything* (EAST WEST AMERICA)! It sounds like an old Prince record. Also, watch for **KARYN WHITE**'s new single soon to be released called *Romantic* (WARNER BROS.)! **OAKTOWN**'s 3-5-7 Turn It Up (BUST IT/CAPITOL) is C&C Music Factory without a hard-edged sound!"

**MATT McCANN**, PD at WLRW, Champaign, IL sez, "WHITNEY HOUSTON *My Name Is Not Susan* (ARISTA) is an obvious choice! Also, **R.E.M.** *Shiny Happy People* (WARNER BROS.) is a GREAT summertime tune! Good follow-up to their hit single *Losing My Religion* - you just can't ignore it!"

**STEVE JAMES**, MD at WGLU, Johnstown, PA sez, "NIKOLAJ STEEN *Angel* (IMAGO) is perfect for the middle-of-the-road and/or Rock-leaning Top40 stations! Also, listen to **MARC COHN** *Silver Thunderbird* (ATLANTIC)! Ever since I saw him at the **HITMAKERS** Seminar in Boston, I've been hooked! It should do as well as the last, if not better! And **NATALIE & NAT KING COLE** *Unforgettable* (ELEKTRA) is a one in a million record! What a unique concept and song!"

**JACKIE LINN**, APD/MD at KBFM, McAllen-Brownsville, TX sez, "WHITNEY HOUSTON *My Name Is Not Susan* (ARISTA) is GREAT for females. Also, **BOYZ II MEN** *Motownphilly* (MOTOWN) is getting really good phone response! **COLOR ME BADD** *I Adore Mi Amor* (GIANT/REPRISE) can't be beat on our nightly knockout! It has a Latin flavor with dangerous harmonies!"

**CHUCK REDDEN**, MD at KNOE, Monroe, LA sez, "EXTREME *Hole Hearted* (A&M) is a SMASH!!! Someone else who's hot right now is **LUTHER VANDROSS** with *Don't Want To Be A Fool* (EPIC)! Another group with a lot of potential is **SIOUXSIE & THE BANSHEES** with *Kiss Them For Me* (Geffen)! I think it's a SMASH! Be on the lookout for **JOE JACKSON** *Stranger Than Fiction* (VIRGIN)!"

**ROGER ALLEN**, PD at KHFI, Austin, TX sez, "We're lovin' **BOYZ II MEN** *Motownphilly* (MOTOWN)! This uptempo, B.B.D.-style jam is already working well with the upper demos! The no-rap version is the one we're playing, and it's really filled a void on the radio station. **SCORPIONS** *Wind Of Change* (MERCURY) is HOT! You need to play this mass-appeal power ballad! It's working well in all dayparts! Also, check out **JINNY KEEP** *Warm* (NEXT PLATEAU)! This uptempo Italian House record kicks butt on the radio! And **SIOUXSIE & THE BANSHEES** *Kiss Them For Me* (Geffen) could be a BIG record! Take a chance and play it! We did, and it's getting GREAT response!"

**MIKE MORGAN**, PD at WFLY, Albany, NY sez, "FIREHOUSE *Love Of A Lifetime* (EPIC) is working well! If Extreme's *More Than Words* worked for you, give this one a shot! **DESMOND CHILD** *Love On A Rooftop* (ELEKTRA) is also doing well. GREAT lyrics and BIG upper demo appeal. We've been spiking **NATALIE & NAT KING COLE** *Unforgettable* (ELEKTRA) in mornings and middays and it's pulling curiosity calls from a wide range of demos after every play!

**DAVE HARRIS**, MD at WWWQ, Glasgow, KY sez, "If you're not on *Carrie Ann* by **STYX** (A&M) then you're missing out! The official release of the song has been delayed but can be found on **STYX** *Radio Made Hits* (cut #2). This is a midday SMASH! And it's pulling decent phones in nights too! Let's give **STYX** this hit!"

**RICK AUSTIN**, MD at WFHT, Tallahassee, FL sez, "MARTIKA *Love Thy Will Be Done* (COLUMBIA) is a definite SMASH! Look for it to bring in the females for you! It just sounds nice on the air. Also, **NATURAL SELECTION** *Do Anything* (EAST WEST AMERICA) sounds like Prince plus Color Me Badd equals new #1!!! And you'll go to hell if you don't give **K.M.C. KRU** *The Devil Came Up To Michigan* (CURB) a shot!"

**STEVE CHASE**, PD at KOYE, Laredo, TX sez, "SOUNDS OF BLACKNESS *Optimistic* (A&M) is an AWESOME record! Also, **MARC COHN** *Silver Thunderbird* (ATLANTIC) is a GREAT adult record. And **CUT N' MOVE** *Get Serious* (EPIC) is gonna be a major song! It's a Dance record you'll want to check out for sure!"

**TODD MARTIN**, PD at WQID, Biloxi, MS sez, "HENRY LEE SUMMER *Til Somebody Loves You* (EPIC) is an outstanding summer hit! It's perfect for anyone looking for a Rock record that's not a headbanger. Also, **MARTIKA** *Love Thy Will Be Done* (COLUMBIA) is simply a beautiful record! And **MARC COHN** *Silver Thunderbird* (ATLANTIC) is another HIT! I expect the same thing from this record as the first - good things!"

**CLAY GISH**, PD at WOKI, Knoxville, TN sez, "BILLY FALCON *Power Windows* (MERCURY) is a record that really sticks out to me! This is a great record and I look for it to do great things for us!"



# MIX SHOW PAGE

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

\* Denotes Import

## EAST



### KID FRESH

NAUGHTY BY NATURE "O.P.P." (TB)  
CRYSTAL WATERS "Makin'..." (MERC)  
LITTLE LOUIS... "Riding On The..." (ATL)  
HEAVY D... "Peaceful..." (UPTOWN/MCA)  
D.J. JAZZY... "I'm All That" (JIVE)  
T.C.F. "If You Wanna..." (C. CHILL/WB)  
MARKY MARK... "Good Vibrations" (INTERSCOPE)  
L.L. COOL J "6 Minutes..." (DEF JAM/COL)  
3RD BASS "Pop Goes..." (DEF JAM/COL)  
C&C MUSIC... "Things That..." (COL)  
2 HYPED BROTHERS "Doo Doo Brown" (DECO)  
JOMANDA "Got A Love..." (BIG BEAT)  
DE LA SOUL "A Roller Skating..." (TB)  
RAY PARKER JR. "She Needs..." (MCA)  
KOOL MOE DEE "The Death..." (JIVE/RCA)



Syracuse

### DOLLAR BILL

RYTHM SYNDICATE "P.A.S.S.I.O.N." (IMPACT)  
D.J. JAZZY JEFF... "Summertime" (JIVE)  
CORINA "Temptation" (CUTTING/ATCO)  
THE KLF "3 A.M. Eternal" (ARISTA)  
BOYZ II MEN "Motownphilly" (MOTOWN)  
PAULA ABDUL "Promise..." (CAP/VIRGIN)  
HEAVY D... "Now..." (UPTOWN/MCA)  
C&C MUSIC... "Things That..." (COL)  
LISA LISA "Let The Beat Hit 'Em" (COL)  
MARKY MARK... "Good Vibrations" (INTERSCOPE)  
3RD BASS "Pop Goes..." (DEF JAM/COL)  
JOMANDA "Got A Love..." (BIG BEAT)  
CLUBHOUSE "Deep In My Heart" (ATL)  
CANDYFLIP "Redhills Road" (ATL)



Allentown

### MICKE STYLES

(Philadelphia Metro Record Pool)  
THE KLF "3 A.M. Eternal" (ARISTA)  
CORO "My Fallen Angel" (CUT/CHAR)  
B.G. THE PRINCE... "This Beat..." (EPIC)  
CLUBHOUSE "Deep In My Heart" (ATL)  
MOSAIC III... "Dance Now" (RCA)  
ADV. OF STEVIE V. "That's The..." (MERC)  
CAPELLA "Everybody" (MEDIA)\*  
CLUBLAND "Pump The Sound" (ZYG)  
FACE "Forever Yours" (MIC MAC)  
2 IN A ROOM "Do What..." (CUT/CHAR)  
NOMAD "Devotion" (CAPITOL)  
CULTURE BEAT "No Deeper..." (EPIC)  
DE LA SOUL "A Roller Skating..." (TB)  
SIMON "Without You" (CLUBHOUSE)\*  
ROZLYN CLARK "Gorgeous" (ATL)

## MIDWEST



Detroit

### D.J. DICK

(Mid-Western Dance Association)  
HEAVY D... "Now..." (UPTOWN/MCA)  
MARKY MARK... "Good Vibrations" (INTERSCOPE)  
RED HEAD KINGPIN "A Love Thing" (VIRGIN)  
VICIOUS BASS "Drop The..." (CHEETAH)  
RAZE "Bass Power" (ATLANTIC)  
CLUBHOUSE "Deep In My Heart" (ATL)  
LISA LISA "Let The Beat Hit 'Em" (COL)  
THE KLF "3 A.M. Eternal" (ARISTA)  
LFO "We Are Back" (TB)  
T-99 "Anathasia" (WHO'S THAT BEAT)\*  
DE LA SOUL "A Roller Skating..." (TB)  
CHUBB ROCK "The Chubster" (SELECT)  
TWIN HYPE "Nothing Could..." (PROFILE)  
CRYSTAL WATERS "Makin'..." (MERC)  
LATIN ALLIANCE "Low Rider" (VIRGIN)



Minneapolis

### FRESH G.

(Chicago Music Pool)  
THE KLF "3 A.M. Eternal" (ARISTA)  
B.G. THE PRINCE... "This Beat..." (EPIC)  
RYTHM SYNDICATE "P.A.S.S.I.O.N." (IMPACT)  
P.C.P. "Keep It Up Dance" (RCA)  
BINGO BOYS "Borrowed Love" (ATL)  
ADV. OF STEVIE V. "That's The..." (MERC)  
JESUS JONES "Right Here..." (SBK)  
JOMANDA "Got A Love" (BIG BEAT)  
D.J. JAZZY JEFF... "Summertime" (JIVE)  
HEAVY D... "Now..." (UPTOWN/MCA)  
CLUBHOUSE "Deep In My Heart" (ATL)  
ICY BLU "Pump It..." (GIANT)  
C&C MUSIC... "Things That..." (COL)  
SEAL "Crazy" (SIRE/WB)  
GEORGE KRANZ... "Din... '91" (CARDIAC)



Chicago

### JULIAN "JUMPIN'" PEREZ

(Chicago Music Pool)  
RENEGADES "It's Got To..." (DJ INT'L)  
CRYSTAL WATERS "Makin'..." (MERC)  
S.S.R. "To Be House" (NEXT PLATEAU)  
LITTLE LOUIS... "Riding On The..." (ATL)  
GEORGIE PORGIE "Let The..." (TEMPEST)  
4 X-SAMPLE "Thumpin..." (LIVIN' LARGE)  
M.C. MAGIC MAX "I Don't Want..." (WHOLE)  
JULIAN "JUMPIN'" PEREZ "Relight..." (DJ INT'L)  
D.S.K. "What Would We Do" (LONDON)  
HOLY NOISE "Enter..." (HITHOUSE)\*  
RARE ARTS "Boriqua..." (ST. RHYTHM)  
GEORGE KRANZ... "Din... '91" (CARDIAC)  
2 YOUNG BROTHERS "Check..." (DJ INT'L)

## SOUTH



Tallahassee

### JOHN SUMMERS

(Dixie Dance Kings Record Pool)  
BOYZ II MEN "Motownphilly" (MOTOWN)  
LISA LISA "Let The Beat Hit 'Em" (COL)  
HEAVY D... "Now..." (UPTOWN/MCA)  
C&C MUSIC... "Things That..." (COL)  
THE KLF "3 A.M. Eternal" (ARISTA)  
JOMANDA "Got A Love..." (BIG BEAT)  
NOMAD "Devotion" (CAPITOL)  
D.J. DICK "Weekend" (TSR)  
K.M.C. KRU "She's My Cutie" (CURB)  
N-JOI "Malfunction" (RCA)



Columbus

### KEVIN GARDNER

(Dixie Dance Kings Record Pool)  
THE KLF "3 A.M. Eternal" (ARISTA)  
C&C MUSIC... "Things That..." (COL)  
SEAL "Crazy" (SIRE/WB)  
RYTHM SYNDICATE "P.A.S.S.I.O.N." (IMPACT)  
DEEE-LITE "Good Beat" (ELEKTRA)  
TITIYO "My Body Says Yes" (ARISTA)  
CORINA "Temptation" (CUTTING/ATCO)  
ELECTRONIC "Get The Message" (WB)  
CRYSTAL WATERS "Makin'..." (MERC)  
COLOR ME BADD "I Adore..." (GIANT/REP)



Myrtle Bch

### TRAVIS DURHAM

(Dixie Dance Kings Record Pool)  
HEAVY D... "Now..." (UPTOWN/MCA)  
B.G. THE PRINCE... "This Beat..." (EPIC)  
THE KLF "3 A.M. Eternal" (ARISTA)  
THE DON "In There" (RAL/COLUMBIA)  
C&C MUSIC... "Things That..." (COL)  
L.L. COOL J "6 Minutes..." (DEF JAM/COL)  
MAGGATRON... "Miami's..." (PANDISC)  
CUT 'N' MOVE "Get Serious" (EPIC)  
K.M.C. KRU "She's My Cutie" (CURB)  
JESSE JAYMES "Body Heat" (DEL. VINYL)

## WEST



San Diego

### JOE RODRIGUEZ

(International Record Source)  
CLUBHOUSE "Deep In My Heart" (ATL)  
CORO "My Fallen Angel" (CUT/CHAR)  
D.J. LAZ "Mami El Negro" (PANDISC)  
MARKY MARK... "Good Vibrations" (INTERSCOPE)  
CAPELLA "Everybody" (MEDIA)\*  
C&C MUSIC... "Things That..." (COL)  
P.C.P. "Keep It Up Dance" (RCA)  
L.L. COOL J "6 Minutes..." (DEF JAM/COL)  
QUEEN LATIFAH "Fly Girl" (TB)  
3RD BASS "Pop Goes..." (DEF JAM/COL)  
D'BORA "Dream About You" (SMASH/PLG)  
LATIN ALLIANCE "Low..." (VIRGIN)  
LONNIE GORDON "Gonna..." (SBK)  
ZAPALLA "We Gotta Do It" (ATLANTIC)  
VANESSA WILLIAMS "Running..." (WING/MERC)



Los Angeles

### MOON PUP

FREQUENCY "Where Is Your..." (INVASION)\*  
QUADRAPHONIA "Quadraphonia" (ARS)\*  
FRANKIE KNUCKLES "The Whistle..." (VIRGIN)  
S.S.R. "To Be House" (NEXT PLATEAU)  
CRYSTAL WATERS "Makin'..." (MERC)  
M.D.J.M.A.D. "R.E.S.P.E.C.T." (PALNARAS)\*  
THELMA HOUSTON "Throw..." (REPRISE)  
CULTURE BEAT "No Deeper..." (EPIC)  
B.G. THE PRINCE... "This Beat..." (EPIC)  
DE LA SOUL "What Your Life Can..." (TB)  
R.A.F. "We Gonna Get" (FGB/ACTIVE...)\*  
BLACK PLANET "Planet Claire" (RAPINA)\*  
BROTHERS IN RHYTHM "Such..." (4TH & B'WAY)  
VAN DAMME "Alright Now" (SPEED)  
FUN FOUNDATION "Master..." (ELEKTRA)



San Bernardino

### PAT DEE

(American Music Pool)  
JIBRI WISE ONE "The House..." (EAR CANDY)  
DE LA SOUL "A Roller Skating..." (TB)  
LISA LISA "Let The Beat Hit 'Em" (COL)  
S.S.R. "To Be House" (NEXT PLATEAU)  
D.S.K. "What Would We Do" (LONDON)  
RAZE "Bass Power" (ATLANTIC)  
808 STATE "Ooops" (TOMMY BOY)  
LEE MARROW "To Go Crazy..." (QUALITY)  
AFRIKA BAMBAATAA "Just Get..." (EMI)  
CLUBHOUSE "Deep In My Heart" (ATL)  
THE KLF "3 A.M. Eternal" (ARISTA)  
CHUBB ROCK "The Chubster" (SELECT)  
HEAVY D... "Now..." (UPTOWN/MCA)  
JOMANDA "Got A Love..." (BIG BEAT)  
DYNAMIC TWINS "Fantasy" (EPIC)



# CLUB CHART

**"Dream  
About You"**

The Explosive  
New Single  
From...

**D'BORA**

**HITMAKERS  
CLUB CHART:  
NEW #37**



Produced By Steve "Silk" Hurley  
Remixes By Steve "Silk" Hurley, Tony Humphries,  
E-Smoove And Maurice Joshua



## COMPILED FROM THE HOTTEST RECORD POOL CHARTS ACROSS THE COUNTRY

### BREAKOUTS

BRAND NEW HEAVIES "Never Stop" (DELICIOUS VINYL)  
RAZE "Bass Power" (ATLANTIC)  
WHITNEY HOUSTON "My Name Is Not Susan" (ARISTA)  
UNITY "Unity" (CARDIAC)  
ARTHUR BAKER & THE BACKBEAT... "Let There Be Love" (RCA)

LW-TW

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

## REPORTERS - HOT BREAKOUTS

### NEW YORK

FOR THE RECORD • New York • Darrin Friedman (212) 598-4177 • ARTHUR BAKER..., BRAND NEW..., CRYSTAL WATERS, LITTLE LOUIE..., M. DOC, RECORD POOL BUSINESS CENTER • New York • Eddie Orlando (212) 929-7438 • FROZEN, SURE RECORD POOL • Bronx • Bobby Davis (212) 504-0500 • AFRIKA BAMBAATAA, FALLON, PROFESSOR X..., TRACY & WOODY, UNIT 3, LOS ANGELES

AMERICAN MUSIC POOL • Beverly Hills • Jeff Fishman/Jimmy Kim (213) 659-7852 • M. DOC, QUEEN LATIFAH, ROZLYN CLARK, SWEET SENSATION, YOUNG M.C., IMPACT RECORD POOL • Los Angeles • Fut (213) 292-6611 • FROZEN, RESOURCE RECORD POOL • Los Angeles • Randy Sills (213) 651-2085 • ARMY OF LOVERS, BRAND NEW..., LFO, LISA FISCHER, YOUNG M.C., SOUTHERN CAL. D.J. ASSOC. • Hollywood • A. J. Miller/Rodney Holmes (213) 467-6855 • ARTHUR BAKER..., ERASURE, LATIN ALLIANCE, PHOEBE MISTER, WHITNEY HOUSTON,

### CHICAGO

CHICAGO MUSIC POOL • Chicago • Peter Renishe (312) 876-0909 • BRAND NEW HEAVIES, DE LA SOUL, FRANKIE KNUCKLES, M. DOC, RAZE, L.R.S. • Chicago • Ed Wanders (312) 922-5151 • FROZEN, LET'S DANCE • Chicago • Mike Macharello (312) 525-7553 • 2 SMOOTH, AFRIKA BAMBAATAA, MOSAIC III & ZION, ROZALLA, SAN FRANCISCO

BAY AREA DANCE ASSOC. • San Francisco • Nick Loggias (415) 882-9700 • ARTHUR BAKER..., ARMY OF LOVERS, L. FISCHER, O.M.D., W. HOUSTON, SOUL DISCO • San Francisco • Bob Griffith (415) 431-758 • BRAND NEW HEAVIES, COLOR ME BADD, NAUGHTY BY NATURE, RAZE, W. HOUSTON, PHILADELPHIA

PHILADELPHIA METRO POOL • Philadelphia • Martin Keown (215) 732-7949 • BRAND NEW..., MASSIVE ATTACK, SHABBA RANKS, SOULED OUT, TRACY & WOODY, DETROIT

### DETROIT

ADVANCED MUSIC PROMOTION • Royal Oak • Lee Ecklinger (313) 543-1764 • CUT N' MOVE, RAZE, TRANSVISION VAMP, VOICE, YOUNG M.C., DANCE DETROIT • Ferndale • Steve Nader (313) 541-4323 • NEWCLEUS, UNITY, VERONIQUE, WHITNEY HOUSTON, MID-WESTERN DANCE ASSOC. • Royal Oak • Enola-Gaye Porter (313) 399-3273 • APOLLO SMILE, ARTHUR BAKER..., COLOR ME..., L. FISCHER, UNITY, DALLAS

NORTH TEXAS DANCE ASSOC. • Dallas • Karen Kennedy (214) 826-6832 • FROZEN, BOSTON

### BOSTON

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 • ARTHUR BAKER..., FORMULA 44, F. KNUCKLES, PHOTON INC., SCOTTY D, UNITY, WASHINGTON D.C.

OUR MID-ATLANTIC POOL • Washington • Bill Keart (202) 483-8880 • ABBY LYNN, ARLENE, P. HYMAN, SCOTTY D, V. WILLIAMS, W. HOUSTON, HOUSTON

MUSIC INFORMATION X-CHANGE • Houston • Sam Meyer (713) 667-2734 • ARTHUR BAKER..., OAKTOWN'S 3-5-7, O.M.D., UNITY, UNITY, MIAMI

FLAMINGO RECORD PROMOTIONS • Miami • Richard McVay (305) 895-1246 • FRANKIE KNUCKLES, LFO, MASSIVE ATTACK, RAZE, THE FARM, STAR SOUNDS • Miami • Mohamed Moretta (305) 657-8895 • D'BORA, D.S.K., MONIE LOVE, PREP M.C., PRINCE AND THE N.P.G., ATLANTA

DIXIE DANCE KINGS • Alpharetta • Dan Miller (404) 740-0356 • BRYAN HILL, LISA FISCHER, OAKTOWN'S 3-5-7, O.M.D., S.S.R., LONG ISLAND

LONG ISLAND RECORD POOL • Levittown • Jackie McCloy (516) 796-6596 • BROTHERS IN..., CANDY FLIP, JOE TEMPO, LORCA, ADV. OF STEVIE V., SEATTLE

NORTH WEST DANCE MUSIC • Seattle • Kevin Jones (206) 329-5381 • BROTHERS IN..., CANDY FLIP, CULTURE BEAT, DANIELLE DAX, EMF, SAN DIEGO

INTERNATIONAL RECORD SOURCE • Chula Vista • Javier Lugo (619) 476-1288 • 2 IN A ROOM, BRAND NEW..., OAKTOWN'S 3-5-7, UNITY, W. HOUSTON, SOLID PRODUCTIONS RECORD POOL • San Diego • Monroe Greer (619) 470-3111 • FROZEN, ST. LOUIS

ST. LOUIS METRO DJ ASSOC. • Edwardsville • Sumner Peak (618) 656-4831 • VICKI, YOUNG M.C., PITTSBURGH

GREATER PITTSBURGH • Pittsburgh • Brian Markins (412) 937-0950 • MASSIVE ATTACK, SHAKA, SWEET SENSATION, UNITY, W. HOUSTON, PHOENIX

DESERT WEST RECORD POOL • Phoenix • Terry Gilson (602) 249-9214 • 2+2, BROTHERHOOD CREED, EZEE POSSE, JINNY, LATIN ALLIANCE, SWEET SENSATION, SAN JOSE

SOBAD • San Jose • Joel Wyrick (408) 277-0111 • ARMY OF LOVERS, BRAND NEW HEAVIES, O.M.D., SWEET SENSATION, YOUNG M.C., COLUMBUS

CENTRAL OHIO RECORD CORP • Columbus • Joe Dillon (614) 294-0605 • RAZE, SHAKA, VOICE, WHITNEY HOUSTON, YO-YO, HARTFORD

BEATS PER MINUTE • W. Hartford • Mark Greenland (203) 236-7025 • DE LA SOUL, LFO, PROFESSOR X..., THE FARM, YO-YO, MONMOUTH, NJ

RICKETTS RECORDS • Saddlebrook • Bill Rickett (201) 478-5764 • ALEXANDER O'NEAL, CHER, RAZE, T.P.E., VELVET, LAS VEGAS

RECORD SYSTEMS • Las Vegas • Phil Riccardi (702) 645-4153 • ARMY OF LOVERS, BRAND NEW HEAVIES, CHER, THE RHYTHM, ROZLYN CLARK, KENTUCKY

5 STAR • Covington • Mark Burney (505) 261-6972 • DE LA SOUL, LFO, KYOHVA • Ashland • Louis Gaspar (606) 329-1851 • LATIN ALLIANCE, O.M.D., RAZE, ROZLYN CLARK, TRANSVISION VAMP,



# IMPORT/ALTERNATIVE

## COMPILED FROM CUTTING EDGE IMPORT STORE CHARTS

### BREAKOUTS

JINNY "Keep Warm" (NEXT PLATEAU)  
QUADRAPHONIA "Wave Of The Future" (ARS)  
T99 "Anastasia" (WHO'S THAT BEAT)  
X-PANSIONS "Elevations/Move Your Body" (ARISTA)  
COLA BOYS "7 Ways To Love" (ARISTA)

LW-TW	Artist	Title	Label
6-1 *	COLA BOYS	"7 Ways To..."	(ARISTA)
2-2	T-99	"Anastasia"	(WHO'S...)
3-3 *	JINNY	"Keep Warm"	(NEXT PLAT)
19-4 *	X-PANSIONS	"Elevations"	(ARISTA)
7-5 *	LONNIE GORDON	"Gonna ..."	(SBK)
15-6	EON	"Spice"	(VINYL SOL.)
34-7	DEE DEE BRAVE	"So Many..."	(CHAMPION)
1-8	MONICA DELUXE	"Temperature..."	(C.T.)
9-9	PET SHOP BOYS	"Jealousy"	(EMI)
N-10	2 FRENCHMEN	"Black Planet"	(RAPINA)
28-11	ARMY OF LOVERS	"Crucified"	(TON SON...)
11-12	CUBIC 22	"Night..."	(BIG TIME)
N-13	QUADRAPHONIA	"Wave Of The..."	(ARS)
N-14	ALTERN 8	"Vertigo (EP)"	(NETWORK)
4-15	KYLIE MINOGUE	"Shocked"	(PWL)
N-16	THE OBJECT	"La La Dee"	(T. RECALL)
25-17 *	LFO	"We Are Back"	(TB)
14-18	CHANNEL X	"Rave The..."	(BEAT BOX)
46-19	HOLY NOISE	"Enter The..."	(HITHOUSE)
N-20	INCOGNITO	"Always There"	(TALKING...)
RE-21	VICKI SHEPARD	"All I Ask..."	(LOADING BAY)
16-22	NEXY LANTON	"Yoo Too"	(LIVE MUSIC)
24-23	THE TWINS	"All Mixed Up"	(PWL)
10-24	YA YA'S	"Looove"	(UNDER.)
23-25 *	ENIGMA	"Principles Of..."	(CHARISMA)
N-26	MIDNITE SHIFT	"Without You"	(WHITE)
22-27	QUAZAR	"The Spring"	(GO BANG)
RE-28	EPITOMY OF HYPE	"Let The..."	(PURE...)
31-29	GHOSTIES	"Ghost In..."	(ZONE)
RE-30	OBSESSION	"If I Can't..."	(ALMIGHTY)
N-31	OUTRAGE	"Too..."	(PURE...)
38-32	THE ORB	"Perpetual..."	(BIG LIFE)
44-33	RAVEBUSTERS	"Mitraz"	(DANCE OPERA)
N-34	C.S.M.	"I Just Can't..."	(SDR)
N-35	SOLO	"Rainbow"	(REVERB)
N-36	M.C. CROWN	"Robots"	(WHITE)
N-37	DANCE 2 TRANCE	"Let's Get..."	(S. ME PLASMA)
N-38	SECOND PHASE	"Mentasm"	(R&S)
N-39	LINEA ALBA	"Chill-O-Matic"	(MIKKI...)
N-40	TECHNOLINE	"Technoline"	(BYTE)
N-41	PLUTONE	"Confused"	(LOW SPIRIT)
18-42	PHIL & STAN	"Play The..."	(TIME)
N-43	KOOL & THE GANG	"Get Down... '91"	(MERC)
48-44	DELAGE	"Running..."	(PWL)
N-45 *	MASSIVE ATTACK	"Safe From..."	(VIRGIN)
21-46	MOTIVE 8	"Mission"	(WHITE)
RE-47	SUE CHALLONER	"Answer My..."	(U.K.)
N-48	EON	"Fear The..."	(VINYL SOL)
12-49	GEMS FOR JEMS	"We're On..."	(DEBUT)
17-50	JOY & JOYCE	"Babe Babe"	(B. HILLS)

\* Denotes Domestic Version Available

## REPORTERS - HOT BREAKOUTS

### NEW YORK

DECATANGE • New York • Dennis Wakil (212) 691-1013 • BASSCUT, CITIZEN  
KANE, DANCE 2 TRANCE, KATIE & CAROLE, SYLVIE CARTER,  
DOWNTOWN RECORDS • New York • Ralph Soler (212) 924-5320 • FROZEN,  
GROOVE RECORDS • Brooklyn • Frankie/Adam (718) 714-5232 • FROZEN,  
VINYL MANIA • New York • Charlie Grappone/Jay (212) 691-1720 • ALTERN8,  
ASHLEY JACKSON, DOUBLE DEE, FREE FALL, SALT-N-PEPA,

### LOS ANGELES

PRIME CUTS • West Hollywood • Aaron Willems (213) 654-8251 • ABC,  
BOTANY 5, INTOXX, WOODEN TOPS, X-SAMPLE,  
RECORD REACTION • Long Beach • Steve Stapellis (213) 434-5753 • CEE  
JAY, DECK-8-9, EON, INTOXX, SUB-SYSTEM II,  
STREET SOUNDS • Los Angeles • Stephan B (213) 651-0630 • A.C.R.,  
BASSOMATIC,

### CHICAGO

D.J. INTERNATIONAL • Chicago • Benji Espinoza (708) 863-5558 •  
BROTHERS IN RHYTHM, EEZE POSSE, HOLY NOISE, THE MIX MASTERS, X-  
PANSIONS,  
GRAMAPHONE RECORDS • Chicago • Andy Moy (312) 472-3683 • CUBIC 22,  
O RAIL, HOLY NOISE, OUTLANDER, QUADRAPHONIA,  
MUSIC ETC • Chicago • Stacy Wellons (312) 922-5151 • ACTIVE, LENNY,  
LINDA MARTIN, MALTESE, THE OBJECT,

### SAN FRANCISCO

BUTCH WAX • San Francisco • Greg (415) 431-0904 • C.S.M., DRILA BONE,  
EMF, MASSIVE ATTACK, NENEH CHERRY,  
STAR RECORDS • San Francisco • Lue Trujillo (415) 552-3017 •  
BARRACUDA, HAVOC, IPSO FACTO, MASSIVE ATTACK, QUADRAPHONIA,

### PHILADELPHIA

SOUND OF MARKET • Philadelphia • Dywane Abudd (215) 925-3150 •  
FIDELFATTI, SALT-N-PEPA,

### DETROIT

BUY RITE MUSIC • Detroit • Jeffrey Woodard (313) 864-0219 • BIZARRE INC.,  
IBIZA, LONNIE GORDON, SALT-N-PEPA, SECOND PHASE,  
RECORD TIME • Roseville • Mike Himes (313) 775-1550 • ALTERN 8, DECK-8-  
9, ELECTRO SOUND, GLORIA GAYNOR, WOOD ALLEN,

### DALLAS

AUTOBAHN • Dallas • Mardi Coleman (800) 922-4674 • 2 FRENCHMEN, THE  
BARTMAN, ERASURE, JINNY, MIONITE SHIFT,  
OAKLAWN • Dallas • David Hilzendager (214) 521-0350 • EON, FIDELFATTI,  
LOVE REVOLUTION, THE PARTY PEOPLE, SEAL,

### BOSTON

DANCE MUSIC PLUS • Boston • Jerry Warren (617) 567-5200 • ARMY OF  
LOVERS, COLA BOYS, JINNY, RAVEBUSTERS, SUE CHALLONER,  
VINYL CONNECTION • Boston • Carol Miltro (617) 536-2560 • CHRIS  
THOMPSON, JOY, JOHNNY BRISTOL, QUALIFIED, SYLVESTER,

### BALTIMORE

D.J. OUTLET • Baltimore • Marc Henry (301) 276-6233 • EPITOMY OF HYPE,  
GHOSTIES, GREED, NICOLETTE, OUTRAGE,  
METRO STEREO • Baltimore • Chris/Dex (301) 669-0503 • AFTERMATH,  
EPITOMY OF HYPE, GHOSTIES, NICOLETTE, OUTRAGE,

### HOUSTON

MEGAZONE • Houston • Joseph Tranvan (713) 520-1603 • KLUTE,  
NAUTILUS, RAVEBUSTERS, T99, U-TEK,

### MIAMI

CARJUL RECORDS • Miami • Carlos Estrada (305) 444-6303 • D.J. PIERRE,  
JINNY, LONNIE GORDON, MIONITE SHIFT, X-PANSIONS,

### PITTSBURGH

STEDERFORDS • Pittsburgh • Darryl (412) 321-8333 • OBSESSION, T99, THE  
TWINS, VICKI SHEPARD, X-PANSIONS,

### PHOENIX

T.R.'S IMPORTS • Phoenix • Tony Dematropolis 602-954-7784 • ANIKA &  
MIKEN G., KOOL & THE GANG, M.C. CROWN, MONICA DELUXE,  
QUADRAPHONIA,

### SAN JOSE

STAR RECORDS • San Jose • Kristi 408-926-5200 • COLA BOYS, DOUBLE  
TROUBLE, MOTIVE 8, T99, WENDELL WILLIAMS,

### CINCINNATI

CULTURE 7 • Cincinnati • Andy Star (513) 821-7783 • CITRUS CLUB,  
JERICHO, M&M, SCATT, TECHNOISE,

### BRAND X • New York

D.J. Money Penny (212) 431-4360

*The Underground Source For The Underground  
Sound*

### On The Money Picks Of The Week:

MDA "Take An E" (B-TECH - SWEDEN)

D.H.S. "The House Of God" (X-ENERGY - ITALY)

AL HAMBRA "Al Hambra" (B-TECH - SWEDEN)

AGARIC "Tiled Room" (DANCE OPERA -

BELGIUM)

D'ANGEL "Rolling Thunder" (OUTER RHYTHM - U.K.)

## COMPILED FROM CUTTING EDGE ALTERNATIVE STORE CHARTS

1-1	SIOUXSIE AND...	(LP)	"Superstition"	(Geffen)
2-2	R.E.M.	(LP)	"Out Of Time"	(WB)
3-3	ELECTRONIC	(LP)	"Electronic"	(WB)
5-4	EMF	(LP)	"Schubert Dip"	(EMI)
4-5	PRIMUS	(LP)	"Sailing The..."	(INTERWEAVE)
6-6	THRILL KILL CULT	(LP)	"Sexplosion"	(WAX TRAX)
8-7	JESUS JONES	(LP)	"Doubt"	(SBK)
15-8	THE K.L.F.	(LP)	"White Room"	(ARISTA)
9-9	808 STATE	(LP)	"Ex.EI"	(TOMMY BOY)
10-10	CROWDED HOUSE	(LP)	"Woodface"	(CAPITOL)
13-11	JANE'S ADDICTION	(LP)	"Ritual De Lo..."	(WB)
21-12	VIOLENT FEMMES	(LP)	"Why Do Birds..."	(SLASH/REP)
7-13	FISHBONE	(LP)	"Reality Of My..."	(COL)
N-14	NED'S ATOMIC...	(LP)	"Godfodder..."	(COL)
N-15	BIG AUDIO...	(LP)	"The Globe"	(COL)
12-16	BONNIE RAITT	(LP)	"Luck Of The..."	(CAPITOL)
23-17	KRAFTWERK	(LP)	"The Mix"	(ELEKTRA)
20-18	CHAPTER HOUSE	(LP)	"World Pool"	(RCA)
RE-19	MORRISSEY	(LP)	"Kill Uncle"	(REPRISE)
22-20	SEAL	(LP)	"Seal"	(SIRE/WB)
N-21	LIVING COLOUR	(LP)	"Time's Up"	(EPIC)
N-22	WONDERSTUFF	(LP)	"Nver Loved..."	(POLYDOR)
N-23	KIRSTY MACCOLL	(12")	"Walking..."	(CHARISMA)
N-24	GARY CLAIL	(12")	"Human Nature"	(RCA)
N-25	SMASHING PUMPKINS		"Gish"	(CAROLINE)

## ALTERNATIVE REPORTERS

### LOS ANGELES

BLEEKER BOB'S • Los Angeles • Paul Ellis (213) 852-9444  
POOBAH • Pasadena • Richard Reese (818) 449-3359  
RECORD REACTION • Long Beach • Steve Tsepelis (213) 434-  
5753

### SAN FRANCISCO

BUTCH WAX • San Francisco • Greg (415) 431-0904  
ROUGH TRADE • San Francisco • Gail Countryman (415) 621-  
4395

### DETROIT

OFF THE RECORD • Royal Oaks • Lee Rosenbloom (313) 398-  
4436

### DALLAS

AUTOBAHN • Dallas • Mardi Coleman (214) 522-4674  
SOUND FUTURE • Dallas • Greg Schuck (214) 368-2700  
VVV • Dallas • Neal Caldwell (214) 522-3470

### BOSTON

NEWBURY COMICS • Boston • Sean Sweeney (617) 236-4930  
TOWER RECORDS • Boston • Michael Evans (617) 247-5900

### HOUSTON

RECORD RACK • Houston • Bruce Godwin (713) 524-3602

### SAN DIEGO

LOU'S RECORDS • Escondido • Joe McDonald (619) 753-1382  
OFF THE RECORD • Hillcrest • Julie D (619) 298-4755  
TOWER RECORDS • San Diego • Kristen Attaway (619) 224-  
3333

### MINNEAPOLIS

NORTHERN LIGHTS • Minneapolis • Pat Dwyer (612) 332-4025  
TITLE WAVE • Minneapolis • Jeff Fisher (612) 926-0575

### PITTSBURGH

JIM'S RECORDS • Pittsburgh • Jim Spitznagel (412) 621-3256

### PHOENIX

ZIA RECORDS • Phoenix • Jeff Luttschwager (602) 241-0313

### DENVER

WAX TRAX • Denver • Tracy Jones (303) 831-7246

### PROVIDENCE

IN YOUR EAR • Providence • Mark Stone (401) 861-1515

### CINCINNATI

CULTURE 7 • Cincinnati • Andy Reynolds (513) 821-7783

### COLUMBUS

CAMPUS CONNECTION • Columbus • Jim Dawson (614) 771-  
9222

### MONMOUTH-OCEAN, N.J.

MUSIC IN A DIFFERENT KITCHEN • Asbury Park • Judy Mallen  
(908) 545-3551

### OKLAHOMA CITY

MOHAWK MUSIC • Tulsa • Paul Meek (918) 664-2951  
STARSHIP • Tulsa • Brad Zimmerman (918) 583-0638

### OMAHA

HOMER'S • Omaha • Steve Sheehan (402) 346-0264  
PICKLES • Omaha • Mike Penne (402) 391-2027

### SANTA FE

RARE BEAR • Sanat Fe • Jim Albright (505) 988-3531



# HOT RADIO PROMOTIONS



**Q106 San Diego's Rumble and Murphy** with winners of Gloria Estefan concert tickets after they trashed the International Male store men's underwear display to find them.

## Q106: Free Gloria Estefan Tickets Under Where?

Male fans at Gloria Estefan's concerts have been pelting her with an unusual form of praise: they've been throwing their underwear on stage as she performs.

With that in mind, Q106 San Diego's New Q Morning Zoo, Rumble and Murphy, came up with an unusual way to offer concert tickets. They coaxed a San-Diego-based International Male store to be the location for Miami Sound Machine ticket giveaway that would be hidden in five packages of underwear.

Eager fans turned the place upside down in their search. Four women and one man each won a pair of tix. Said one female winner, "When it comes to men's underwear, we know just where to look." 'Nuff said.

Estefan was so pleased with the contest that she gave backstage passes to anyone who threw their underwear on stage bearing a Q106 sticker.

## WNCI Offers Listeners' Bosses Plenty Of Room With A View

If you've ever had the urge to tell your boss to take a flying leap, WNCI Columbus has come up with a way to turn that wish into a reality with its "Toss Your Boss" promotion.

All week, listeners register for the chance to throw their boss out of an airplane by faxing in their name with the name of their employer who should be sent packing. One fax machine has already been blown out from the response, and thousands more are coming in on the other machine.

The lucky winner will receive \$500 and the chance to watch their boss skydive from a plane flying high above Ohio. Parachutes are optional.

## XL106.7 Morning Show Looks Hot In Pom-Poms

There must be some real football junkies in Orlando, FL. How else can you explain XL106.7's promotion with the Arena Football League team the Orlando Predators? Morning Zoo hosts Doc Holiday and Johnny Magic made their official debut as Predator Cheerleaders on July 12 for the game between the Predators and the New York Firebirds.

On second thought, maybe it was a roller derby match...

Anyhoo, listeners were asked to call in when they heard the zoo practicing their cheers, to win seats at a special cheering section set up for the duo by the station and CBS-TV affiliate WCPX, Channel 6 to cheer on the Predators. (Lord knows they needed it)

Holiday and Magic took the floor with the NBA's Fan Of The Year, The Orlando Magic Fat Guy (I'd like to see this clown's IRS form for his description of occupation) to dance and cheer with the real Predator Cheerleaders during the first half. Although

the Predators lost the game during the last 60 seconds, a good time was had by all.

(Actually, doing an Arena football game wasn't the original idea for a promotion. Rumor has it the PD wanted to do a remote from one of those traveling fairs, but the Sales guy thought that anything labeled a Predator would be a carnivore.

There's a pun in there somewhere. Not a very good one, but it's the thought that counts.)

## WRQN Gets Into Real Rush-Hour Driving

WRQN Toledo, OH Q Morning Zoo co-host Steve Mason must have some great life insurance. That's the only explanation for his decision to attempt an 85-foot cannon jump in a Chevy Camaro with stunt driver Tim Chitwood, as part of the Joie Chitwood Chevy Thunder Show at the Wood County

Fairgrounds on July 26.

Mason, who also serves as VP of Creative Services for ABS COMMUNICATIONS, traveled with Chitwood in a Camaro that sped through a cannon-like tube at about 50 miles per hour. On impact, the frame of the car was cracked (as was Mason's common sense) and the windshield shattered, but Mason and Chitwood were uninjured.



**WRQN Toledo Morning Zoo jockster Steve Mason** shakes hand of stunt driver Tim Chitwood, before they embark on a 58-foot cannon jump in Chevy Camaro. Note the look of incomplete confidence on Mason's face.

## WCKZ Photo Contest Begg For Enlargements

While Demi Moore nurses her newborn baby, the controversy around her photo layout in *Vanity Fair* continues to be a hot topic of conversation. Especially at WCKZ Charlotte, NC, where the morning team of Dennis Reese and Helen Little has initiated a photo contest of their own.

The two are actively soliciting tasteful pregnancy photos from their audience. Entries will be judged on photo quality and girth. But should they pose in their (ahem) maternity suit a la Moore?

The winner receives a free photo session with a professional baby photographer, free diapers, 10 gallons of ice cream and pickles to hold her over until the blessed event. (Then she should get all the free Demerol she can handle...)

"Pregnancy is a beautiful thing, Reese noted. "Banning a magazine cover that depicts it tastefully because it's not family material is ridiculous. (In this case, it becomes real family material about a month after the shoot.)

## Z100's Birthday Bash: Eight Is Nowhere Near Enough

Z100 New York will be celebrating its eighth birthday in grand style as it throws a "Big 8 Birthday Ball" at the Palladium on July 30. A veritable "who's who" of Hit Radio will be performing, such as The Black Crowes, Mariah Carey, Poison, Black Box, Cathy Dennis, Jon Bon Jovi, Debbie Gibson, Corina and Paul Shaffer and "The World's Most Dangerous Band" from *Late Night With David Letterman's* TV show. Emceeding the extravaganza will be Z100 personalities.

The birthday celebration will continue on August 2, where the new Z100 Morning Zoo, starring Gary Bryan, Ross Brittan, Mr. Leonard, MTV's Adam Curry and the rest of the Zoo Crew throw a massive, six-hour on-air bash that will feature highlights from the past eight years, plus birthday greetings from a number of surprise guests.

## Listeners Ice Cream In Their Jeans For KISS95.7 Promo

Probably the most welcome of all promotions during the current heat wave baking the Northeast is KISS95.7 Hartford's free ice cream break courtesy of the station's Hood Ice Cream Truck.

The correct caller during the midday show will be awarded a visit from the ice cream truck, and the caller's entire office will be treated to ice cream. (The ice cream truck driver, unfortunately, may have to be treated for heat stroke.)

KISS95.7 has been using the Hood ice-cream truck since mid-June to visit local parks, pools, children's hospitals and events to hand out free ice cream.

## KHFI: No Beethoven, No Brahms, But Plenty Of Box

KHFI Austin, TX has grappled with all the eternal universal questions facing mere mortals on this earth: "Is there a God?" "Why did the dinosaurs die?" "Is there life after death?" "What's the capitol of Montana, and why should we care?"

This intrepid, thoughtful crew based a recent promotion on the universal query, "What's in the box?" Austinite (doesn't that sound like some sort of metal that makes a comic book superhero invulnerable?) Denise Aldaco won when she guessed a \$2,000 shopping spree at a local department store and a pair of diamond earrings. Accompanied by air personalities Bob & Mike, and Beth Wilson, she blew the wad at the store, then cruised in a stretch limo to dinner with the trio.

Leslie Abrahamsen also won when she correctly guessed that a Bayliner ski boat was in the box. Which raised yet another universal question: "Where the hell do you get boxes that big?"



**KHFI Austin, TX air personalities Bob & Mike** present Leslie Abrahamsen with a Bayliner ski boat for correctly guessing what was in the box. Here they are patiently waiting for monsoon to float the boat away. Hey, nobody said these contests were easy...



THEY IGNITED A  
FIRE...



AND NO ONE  
CAN PUT IT OUT...

A MAJOR release from the album  
HOLY WATER.

"Walk Through Fire"  
BAD COMPANY

The platinum album  
HOLY WATER  
has produced 4 top 10 tracks at AOR.

The last single at CHR  
"If You Needed Somebody"  
went to top 15 and is STILL active  
at CHRs across the country.

After 3 months  
"If You Needed Somebody"  
is still in heavy rotation at MTV.

Due to overwhelmingly positive call out  
research with males and females 14 - 24, MTV  
picked up the video a full two months  
after the song was at top 15.

The band has played over 200 shows this year  
to audiences over 1 million.

"DON'T LET THE NAME OR THE AGE OF THIS

BAND SCARE YOU. I'VE SEEN THEIR MUSIC WORK

IN BOTH L.A. AND ST. LOUIS, TWO COMPLETELY

DIFFERENT MARKETS. DON'T LET BAD COMPANY

FLOAT PAST YOUR CD PLAYER."

-Mark Todd PD WKDQ, St. Louis

"BAD COMPANY ESTABLISHED THEMSELVES

AS THE PREMIER POWER BALLAD GROUP

OF THE YEAR AT KBEQ AND IS STILL A VERY

STRONG RECURRENT ARTIST."

-Jon Anthony PD KBEQ, Kansas City

BAD COMPANY  
IS GOOD COMPANY  
FOR THE 90'S.

Don't miss them  
on tour this summer.

Produced by Terry Thomas  
Management: Bud Prager - E.S.P. Management  
Phil Carson



Division of Atlantic Recording Corporation

© 1991 Atlantic Recording Corp. A Time Warner Company



# TOP40 ADDS

The TOP 55 Markets In America

## # 1 • New York

HOT97 • PD: JOEL SALKOWITZ / APD/MD: KEVIN MCCABE • (212) 840-1035 ADDS: VANESSA WILLIAMS (#29), FRANKIE KNUCKLES (#30), UNITY (#33), L. VANDROSS, C. WATERS,

MOJO RADIO • PD: SCOTT SHANNON / ASST. PD/MD: MIKE PRESTON • (212) 613-8900 ADDS: COLOR ME BADD (#26), W. HOUSTON (#28), BOYZ II MEN (#30),

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE • (212) 239-2300 ADDS: BOYZ II MEN (#26), ROXETTE (#29), MARKY MARK (#30), BILLY FALCON,

## # 2 • Los Angeles

K115-FM • PD: BILL RICHARDS / MD: MICHAEL MARTIN • (213) 466-8381 ADDS: R.E.M., HEAVY D, BOYZ II MEN, H.FIVE,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA • (818) 953-4200 ADDS: BRAND NEW HEAVIES, YOUNG MC, MARKY MARK, LATIN ALLIANCE,

THE BEAT • PD: MIKE STRADFORD / MD: JOHN MONDIS • (213) 466-9566 ADDS: COLOR ME BADD (#30), T. CAMPBELL (#31), JENNIFER HOLIDAY (#32), VANESSA WILLIAMS (#33), NATALIE COLE (#34),

## # 3 • Chicago

B96 • PD: DAVE SHAKES / MD: TODD CAVANAUGH • (312) 944-6000 ADDS: BOYZ II MEN (#20), NATALIE COLE (#23), LATIN ALLIANCE (#27), CORO (#28), 3RD BASS (#30), YOUNG MC, CLUBHOUSE, COLOR ME BADD,

HOT94.7 • PD: GREGG CASSIDY / MD: OPEN • (312) 984-0890 ADDS: FIREHOUSE, REM, MARKY MARK, C&C MUSIC,

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS • (312) 527-8348 ADDS: ESCAPE CLUB (#20), TOM PETTY, C. DENNIS,

## # 4 • San Francisco

KMEL • PD: KEITH NATFALY / MD: HOSH GURELI • (415) 391-1061 ADDS: BRYAN ADAMS (#18), VANESSA WILLIAMS, RIFF, EX-GIRLFRIEND, CUTTYMOWE,

KSOL • PD: BOB MITCHELL / MD: RUS ALLEN • (415) 341-8777 ADDS: ANOTHER BAD CREATION (#29), YOUNG MC (#30), VANESSA WILLIAMS, EX-GIRLFRIEND, W. HOUSTON,

## # 5 • Philadelphia

EAGLE106 • PD: BRIAN PHILIPS / MD: JAY BEAU JONES • (215) 667-3939 ADDS: H.FIVE (#31),

WIOQ • PD: OPEN / MD: PAM GRUND • (215) 667-8100 ADDS: D.J. LAZ & DANNY D (#19), L. KRAVITZ (#26), T. CAMPBELL (#35), CHER, CLUBHOUSE,

WUSL • PD: DAVE ALLAN / MD: OPEN • (215) 483-8900 ADDS: PHYLIS HYMAN, YOUNG MC, BRAND NEW HEAVIES, JENNIFER HOLIDAY,

## # 6 • Detroit

Q95 • PD/MD: STEVE WEED • (313) 967-3750 ADDS: CATHY DENNIS (#19), PEABO BRYSON,

THE FOX • PD/MD: JOHN McFADDEN • (313) 398-1100 ADDS: LATIN ALLIANCE, R.E.M., ROXETTE, OAKTOWN'S 3-5-7, YOUNG MC,

WHYY • PD: RICK GILLETTE / MD: MARK JACKSON • (313) 871-3030 ADDS: JOMANDA, R.E.M., HI-C f./Tony A., YOUNG MC,

## # 7 • Washington, DC

MIX107.3 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK • (202) 686-3252 ADDS: AARON NEVILLE (#25),

WAVA • PD: CHUCK BECK / MD: CHRIS TAYLOR • (703) 534-0320 ADDS: P.C. GUEST (#21), CATHY DENNIS (#25),

WPGC • PD: JAY STEVENS / MD: ALBIE D. • (301) 441-3500 ADDS: BELL BIV DeVOE, VANESSA WILLIAMS, LUTHER VANDROSS, NAUGHTY BY NATURE,

## # 8 • Dallas

100.3JAMZ • PD: TOM CASEY / MD: M.C. JAMMER • (214) 556-8100 ADDS: ANOTHER BAD CREATION (#23), COLOR ME BADD (#25), W. HOUSTON (#28), BRAND NEW HEAVIES, YOUNG MC, YOURS TRULY,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL • (214) 869-9700 ADDS: MICHAEL BOLTON, COLOR ME BADD, NATALIE COLE, LATIN ALLIANCE, COLOR ME BADD (#27), NELSON,

POWER95 • PD: FRANK MINAJO / MD: MIKE EASTERLIN • (214) 263-3695 ADDS: AMY GRANT (#16), MARKY MARK (#24), RHYTHM SYNDICATE (#25), COLOR ME BADD (#27), NELSON,

STAR105 • PD/MD: BILL PASHA • (214) 716-7800 ADDS: NO ADDS THIS WEEK,

## # 9 • Boston

WXKS-FM • PD: STEVE RIVERS / MD: JERRY MCKENNA • (617) 396-1400 ADDS: ESCAPE CLUB, W. HOUSTON, H.FIVE, L. VANDROSS, LONNIE GORDON,

WZOU • PD/MD: SUNNY JOE WHITE • (617) 250-0009 ADDS: ROD STEWART (#22), AMY GRANT (#23), 3RD BASS (#25), YOUNG MC (#27), D. CHILD (#28), C. DENNIS (#29),

## # 10 • Houston

KKSQ • PD: DENE HALLAM / MD: JOHN GRAY • (713) 961-0093 ADDS: BONNIE RAITT, AARON NEVILLE, MARTIKA, FIREHOUSE,

KRBE • PD: STEVE WYROSIOK / MD: CHERYL BROZ • (713) 266-1000 ADDS: YOUNG MC, M. W. SMITH, ESCAPE CLUB,

MIX96.5 • PD: GUY ZAROLEON / MD: KURT KELLY • (713) 790-0965 ADDS: GLORIA ESTEFAN, MARK COHN,

## # 11 • Miami

HOT105 • PD: KEITH SLEY / MD: GUY BLACK • (305) 445-5411 ADDS: R. STEWART, VANESSA WILLIAMS, YOUNG MC, ENTOUCH, O'JAYS, DEE HARVEY, CHRIS BENDER, JENNIFER HOLIDAY, TRACEY SPENCER,

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS • (305) 653-6796 ADDS: AMY GRANT, CATHY DENNIS, MICHAEL W. SMITH, EL GENERAL,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCHI • (305) 925-7117 ADDS: MARK COHN, ROBBIE NEVIL, COLOR ME BADD,

## # 12 • Atlanta

POWER99 • PD: RICK SPACY / MD: LEE CHENUT • (404) 266-0977 ADDS: NATALIE & NAT KING COLE (#30), COLOR ME BADD, HUEY LEWIS & THE NEWS,

STAR94 • PD: BILL CAHILL / MD: JIM MORRISON • (404) 261-2971 ADDS: NATALIE & NAT KING COLE (#13), PAULA ABDUL (#19), REM (#20), DESMOND CHILD (#24),

## # 13 • Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL • (516) 732-1061 NO ADDS THIS WEEK,

## # 14 • Seattle

KPLZ • PD: CASEY KEATING / MD: RANDY IRWIN • (206) 223-5700 ADDS: BOREBE,

KUBE • PD: BOB CASE / MD: CHET BUCHANAN • (206) 322-1622 ADDS: COLOR ME BADD, REM, TWO PLUS TWO,

## # 15 • San Diego

B100 • PD/MD: GENE KNIGHT • (619) 292-7600 ADDS: TOM PETTY & THE HEARTBREAKERS (#23), KENNY G, PAULA ABDUL, SCORPIONS,

Q106 • PD: KEVIN WEATHERLY / MD: MICHELLE SANCOSLOSO • (619) 565-6006 ADDS: 3RD BASS (#25), ESCAPE CLUB,

Z90 • PD: RICK THOMAS / MD: GNARLEY CHARLIE • (619) 585-9090 ADDS: NATURAL SELECTION (#21), WHITNEY HOUSTON (#26), VANESSA WILLIAMS (#28), JERRI WISE ONE (#30),

## # 16 • St. Louis

K8Q • PD: MARK TODD / MD: JIM ATKINSON • (314) 644-1380 ADDS: D.J. JAZZY JEFF (#26), EXTREME (#27), CORINA (#30), YOUNG MC, NATURAL SELECTION,

KHTK • PD: BRIAN BRIDGMAN / MD: KANDY MURPHY • (314) 772-0808 ADDS: NATURAL SELECTION (#27), REM (#28), BOYZ II MEN (#29),

## # 17 • Baltimore

B104 • PD: TODD FISHER / MD: RIC SANDERS • (301) 466-9272 ADDS: D.J. JAZZY JEFF, SCORPIONS,

## # 18 • Minneapolis

KDWB-FM • PD: MARK BOUE / MD: MR. ED LAMBERT • (612) 340-9000 ADDS: D.J. JAZZY JEFF, COLOR ME BADD, HUEY LEWIS & THE NEWS, MARKY MARK, THE KLF,

## # 19 • Anaheim

KEZY • PD: CHRIS COX / MD: MARK MCKAY • (714) 774-9600 ADDS: ESCAPE CLUB (#20), SEAL (#24),

## # 20 • Pittsburgh

B94 • PD: JOHN ROBERTS / MD: LORI CAMPBELL • (412) 381-8100 ADDS: CATHY DENNIS, SCORPIONS, R.E.M.,

WMXP • PD: RICH HAWKINS / MD: BILL WEBSTER • (412) 821-6140 ADDS: AARON NEVILLE, WHITNEY HOUSTON, TEVIN CAMPBELL, JOMANDA, YOUNG MC,

## # 21 • Tampa

POWER PIG • PD: BJ HARRIS / MD: HAWK HARRISON • (813) 839-9993 ADDS: SEAL (#23), JOMANDA (#24), MARKY MARK (#27), YOUNG MC (#29), L. VANDROSS (#30),

Q105 • PD: JAY TAYLOR / MD: RICH ANHORN • (813) 287-1047 ADDS: SCORPIONS, R.E.M., THE KLF,

## # 22 • Phoenix

KKFR • PD: STEVE SMITH / MD: DENA YASNER • (602) 258-6161 ADDS: YOUNG MC, W. HOUSTON, L. VANDROSS, DI CLUIK,

KOY95 • PD: OPEN / MD: OPEN • (602) 258-8181 ADDS: ESCAPE CLUB (#28), LUTHER SHADE OF BROWN (#30), REM, YOUNG MC,

KVRY • PD: STEF RYBAK / MD: JON ZELNER • (602) 964-4000 ADDS: AMY GRANT (#22),

## # 23 • Cleveland

WJMO • PD: KEITH CLARK / MD: TANK SHERMAN • (216) 371-3534 ADDS: MARKY MARK (#37), TEVIN CAMPBELL (#39), VANESSA WILLIAMS, YASMIN,

WPHR • PD: CAT THOMAS / MD: ED BROWN • (216) 348-0108 ADDS: CORINA (#28), SCORPIONS (#29), R.E.M. (#30),

## # 24 • Denver

K5104 • PD: DAVE VAN STONE / ASST. PD/MD: STACY CAMPBELL • (303) 427-7700 ADDS: VANESSA WILLIAMS, JASMIN GUY,

MIX107.5 • PD: DOM TESTA / ASST. PD/MD: RANDY LOGAN • (303) 989-1075 ADDS: PAULA ABDUL (#27), LUTHER VANDROSS (#28), R.E.M. (#30), EXTREME (#31),

## # 25 • Portland

KKRZ • PD: MARK CAPPS / MD: KIM MATTHEWS • (503) 226-0100 ADDS: NATALIE & NAT KING COLE (#30), WHITNEY HOUSTON, SCORPIONS,

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA • (503) 226-6731 NO ADDS THIS WEEK,

## # 26 • Kansas City

KBEQ • PD/MD: JON ANTHONY • (816) 531-2535 ADDS: EXTREME, KING OF THE HILL, R.E.M.,

KXXR • PD: JACK AUK / MD: SCOTT WHEELER • (816) 421-1065 ADDS: MARKY MARK & THE RUNKY BUNCH (#30), AFTER 7 (#38), 3RD BASS, NATURAL SELECTION, YOUNG MC, REM,

## # 27 • Milwaukee

HOT102 • PD: DAN KIELEY / MD: DANA LUNDON • (414) 771-1021 ADDS: BOYZ II MEN (#25), MICHAEL BOLTON, SIOUXSIE & THE BANISHES, WHITNEY HOUSTON, ROBBIE NEVIL,

WKTI • PD: DANNY CLAYTON / MD: JOHN WOODY HARRISON • (414) 332-9611 ADDS: R.E.M. (#19), NATALIE & NAT KING COLE (#20),

## # 28 • Providence

PRO-FM • PD: PAUL CANNON / MD: TONY BRISTOL • (401) 433-4200 ADDS: C&C MUSIC FACTORY (#30), WHITNEY HOUSTON (#31), JOMANDA (#32), LUTHER VANDROSS (#33),

## # 29 • Sacramento

FM102 • PD: DAVE FERGUSON / ASST. PD/MD: CHUCK FIELD • (916) 920-1025 ADDS: LUTHER VANDROSS (#27), EX-GIRLFRIEND (#30),

KWOD • PD: ADAM SMASHER / MD: ALEX COSPER • (916) 929-5000 ADDS: BRASURE, JOE JACKSON, FISHBONE,

Y92 • PD: JEFF SATTLER / ASST. PD/MD: VINCE GARCIA • (916) 929-5325 ADDS: BRYAN ADAMS (#21),

## # 30 • San Jose

HOT97.7 • PD: KEN RICHARDS / ASST. PD/MD: JOHN CHRISTIAN • (415) 948-0777 ADDS: DEBBIE GIBSON, BRAND NEW HEAVIES, YOUNG MC, CUTTYMOWE,

## # 31 • Cincinnati

Q102 • PD: DAVE ALLEN / ASST. PD/MD: BRIAN DOUGLAS • (513) 763-5800 ADDS: SCORPIONS (#34), WHITNEY HOUSTON (#35),

## # 32 • San Bernardino

KGGI • PD/MD: BOB WEST • (714) 889-2651 THE LIST IS FROZEN THIS WEEK,

## # 33 • Norfolk

WMXN • PD: BILLY SHEARS / MD: JEFF MOREAU • (804) 397-2665 NO ADDS THIS WEEK,

WINVZ • PD: CHRIS BAILEY / MD: ELLIS B. FEASTER • (804) 497-1067 ADDS: LUTHER VANDROSS (#27), WHITNEY HOUSTON (#34), VANESSA WILLIAMS (#35), YOUNG MC, OAKTOWN'S 3-5-7, DESMOND CHILD, YASMIN,

## # 34 • Columbus

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE • (614) 224-9624 ADDS: CORINA (#22), ESCAPE CLUB (#23), NATALIE & NAT KING COLE (#24), EXTREME (#25), NATURAL SELECTION (#26),

## # 35 • San Antonio

KTFM • PD: RICK HAYES / MD: ROSS KNIGHT • (512) 599-5500 ADDS: BRYAN ADAMS (#14), YOUNG MC, TROOP LEVER, UNITY 2,

STAR93 • PD: TREY WARE / MD: DON WAYNE • (512) 340-0800 ADDS: AIR SUPPLY (#28), CELINE DION (#29), ESCAPE CLUB (#30),

## # 36 • New Orleans

B97 • PD: BRIAN THOMAS / MD: JOEY GIOVINGO • (504) 581-7002 ADDS: COLOR ME BADD, MARKY MARK,

# 37 • Indianapolis

WZPL • PD: DON LONDON / MD: GARETT MICHAELS • (317) 637-8000 ADDS: ROD STEWART (#29), ESCAPE CLUB (#30),

## # 38 • Salt Lake City

HOT94.9 • PD: RICH SUMMERS / MD: BRENT O'BRIEN • (801) 359-9536 ADDS: BRASURE, VANESSA WILLIAMS, YOUNG MC, BOYZ II MEN, HEAVY D & THE BOYZ,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS • (801) 262-9797 ADDS: PAULA ABDUL, CATHY DENNIS,

## # 39 • Buffalo

MAJIC102.5 • PD: SANDY BEACH / MD: ROGER CHRISTIAN • (716) 876-0930 ADDS: THE LIST IS FROZEN

WKSE • PD: MIKE EDWARDS / MD: MIKE MCGOWAN • (716) 884-5101 ADDS: SEAL, MARKY MARK, GLORIA ESTEFAN,

## # 40 • Hartford-New Haven

KC101 • PD: JOHN SCOTT / ASST. PD/MD: TOM POLEMAN • (203) 776-4012 ADDS: R.E.M., WHITNEY HOUSTON, MARKY MARK,

WKSS • PD: JEFFERSON WARD / MD: MICHAEL KNIGHT • (203) 249-9577 THE LIST IS FROZEN THIS WEEK,

## # 41 • Charlotte

WTKC-FM • PD: TOM MITCHELL / MD: MIKE WEST • (704) 342-4102 ADDS: NATURAL SELECTION, VANESSA WILLIAMS, L. VANDROSS,

## # 42 • Orlando

102.1AMZ • PD: DUFF LINDEY / MD: CEDRIC HOLLYWOOD • (407) 788-1400 ADDS: YOUNG MC, RALPH TRESANT, ANOTHER BAD CREATION, VANESSA WILLIAMS,

MIX105.1 • PD: PAT PAXTON / MD: RICK STONE • (407) 629-5105 NO ADDS THIS WEEK,

XL106.7 • PD: STEVE KELLY / MD: SHADOW • (407) 339-1067 ADDS: ROBBIE NEVIL, R.E.M., HUEY LEWIS & THE NEWS, NATALIE COLE, HEAVY D,

## # 43 • Memphis

FM100 • PD: STEVE CONLEY / MD: WILL FENDRIS • (901) 726-0555 ADDS: D.J. JAZZY JEFF & THE FRESH PRINCE, NATALIE & NAT KING COLE, BILLY FALCON, THE BLACK CROWES, WHITNEY HOUSTON,

## # 44 • Monmouth-Ocean, NJ

WJLK-FM • PD/MD: GARY GUIDA • (201) 774-7700 NO ADDS THIS WEEK,

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT • (609) 597-1100 ADDS: LENNY KRAVITZ, AFTER 7, BONNIE RAITT, PAULA ABDUL, (#22),

## # 45 • Rochester

98PXY • PD: JOHN MEYER / MD: CAT COLLINS • (716) 325-5300 ADDS: WHITNEY HOUSTON (#23), COLOR ME BADD (#29),

## # 46 • Nashville

Y107 • PD: LOUIS KARLAN / ASST. PD/MD: TOM PEACE • (615) 256-6555 ADDS: VANESSA WILLIAMS, TAM SHOW, SCORPIONS, REM, TOM PETTY & THE HEARTBREAKERS,

## # 47 • Dayton

WGTZ • PD: JEFF BAULENTINE / MD: RANDY ROSS • (513) 294-5858 ADDS: C. HAWKES, B. RAITT, H.FIVE, CUTTYMOWE,

## # 48 • Oklahoma City

KJ103 • PD: MIKE MCCOY / MD: BILLY THE KIDD • (405) 840-5271 ADDS: D.J. JAZZY JEFF & THE FRESH PRINCE (#28), FIREHOUSE, R.E.M.,

Z99 • PD/MD: BILL BAILEY • (405) 942-3399 ADDS: AARON NEVILLE, MARK COHN, BONNIE RAITT, EXTREME,

## # 49 • Jacksonville

WAPE • PD: JEFF MCCARTNEY / MD: GREG FRANCIS • (904) 725-9273 ADDS: C&C MUSIC FACTORY, EXTREME, NELSON, WHITNEY HOUSTON,

# 50 • Greensboro-Winston-Salem

WJMH • PD: BRIAN DOUGLAS / MD: JONATHAN J.D. DUNNING • (919) 855-6500 ADDS: BOYZ II MEN (#9), CLARENCE CARTER (#13), ANOTHER BAD CREATION (#20), PEABO BRYSON,

## # 51 • Louisville

KISS104 • PD: BUDDY SCOTT / MD: JOEL WIDDOWS • (502) 583-5151 ADDS: SCORPIONS (#33), DESMOND CHILD (#34), R.E.M. (#35), MARK COHN (#36), L. VANDROSS (#37),

WDJX • PD: CHRIS SHEBEL / ASST. PD/MD: JILL MEYER • (502) 589-4800 ADDS: REM, FIREHOUSE, COLOR ME BADD,

## # 52 • West Palm Beach

WOVW • PD/MD: DAVE DENVER • (407) 659-2111 ADDS: BONNIE RAITT, COLOR ME BADD, BOYZ II MEN,

# 53 • Birmingham

WAPI • PD: MARK ST. JOHN / ASST. PD/MD: SCOTT BOWMAN • (205) 933-9274 NO ADDS THIS WEEK,

## # 54 • Albany

WFLY • PD: MICHAEL MORGAN / MD: SEAN HOLLYWOOD SCOTT • (518) 456-1144 ADDS: H.FIVE, BOYZ II MEN, NATALIE & NAT KING COLE, PAULA ABDUL,

# 55 • Richmond

WRVQ • PD: STEVE DAVIS / MD: ISA MCKAY • (804) 649-9151 ADDS: TOM PETTY & The Heartbreakers, C&C MUSIC FACTORY, HUEY LEWIS & THE NEWS





**RADIO ACTIVE!  
RETAIL ACTIVE!  
LATIN ACTIVE!**

**SO LET'S GET ACTIVE!**

## **LIGHTER SHADE OF BROWN**

### **"LATIN ACTIVE"**

**Just Added At:**

**KOY95 (#30)!!!**

**HOT ACTION AT:**

**PWR106 (29-25)! Z90 (17-15)! FM102 (22-18)!**

**HOT97.7 (15-9)! KGGI (#1)! Z-90(17-15)! KTFM (#19)!**

**KBOS (14-9)! KPRR (D#29)! KWIN (39-31)! KYRK (D#38)! PWR102 (14-7)!**

**KKXX (#25)! KKLQ (18-16)! KDON (#28)! KZFM (#33)!**

**CROSSOVER TOP40: NEW AT #34**

**KEN RICHARDS, PD, HOT97.7 - SAN JOSE:**

"Perfect record for our market. San Jose Latins are "Active" both on phones & retail!"

**DAVE FERGUSON, PD, FM102 - SACRAMENTO:**

"LIGHTER SHADE OF BROWN has been working well for us for weeks. Requests are good, and it's a great night record. 12-24 demos are exploding . It'll work for any dance- leaning radio station."

**TREVOR CAREY, MD, KBOS - FRESNO:**

"LIGHTER SHADE OF BROWN is not just a Latin record. It tested well for us. It has an infectious hook that's slammin'. A market smash in Fresno"



# TOP40 ADDS

## The Top Trendsetters In America

930 / Syracuse ○ PD: J.J. COOK / MD: JIM MEECH ○ (315) 446-9090 • ADDS: CATHY DENNIS, C&C MUSIC FACTORY, FIREHOUSE, NATALIE & NAT KING COLE,

930D / Alexandria ○ PD: HOLLYWOOD HARRISON / MD: STEVE CASEY ○ (318) 445-1234 • ADDS: HUEY LEWIS & THE NEWS, KIX, MARC COHN, NATALIE & NAT KING COLE, TAMI SHOW, YOUNG MC,

955X / Charleston ○ PD/MD: ROGER GAUTHER ○ (803) 849-9500 • NO ADDS THIS WEEK,

95XIL / Parkersburg ○ PD: LARRY HUGHES / MD: MELISSA O'KELLEY ○ (304) 485-7425 • ADDS: CATHY DENNIS, C&C MUSIC FACTORY, HUEY LEWIS & THE NEWS, SEAL,

95XXX / Burlington ○ PD: BEN HANCOCK / MD: OPEN ○ (802) 655-9530 • THE LIST IS FROZEN THIS WEEK,

97KYN / St. Mary's ○ PD: GARY MITCHELL / MD: DREW DERSHNER ○ (814) 834-9700 • NO ADDS THIS WEEK,

99.9KH / Ocean City ○ PD: HITMAN MCKAY / MD: 'SLICK' CHRIS KELLEY ○ (301) 289-3456 • ADDS: APOLLO SMILE, BILLY FALCON, THE BLACK CROWES (#40), D.J. JAZZY JEFF & THE FRESH PRINCE, EXTREME, KINGOFTEHILL, MARC COHN, MARKY MARK & THE FUNKY BUNCH, YOUNG MC,

99WAYS / Macon ○ PD: RICK WOODDELL / MD: SCOTT TYLER ○ (912) 741-9999 • ADDS: CATHY DENNIS (#37), EXTREME, KEEDY, LUTHER VANDROSS, WHITNEY HOUSTON,

B106 / Fort Wayne ○ PD: JOHN O'DOUBOUE / MD: TREY ALEXANDER ○ (219) 436-9223 • ADDS: 38 SPECIAL (#35), COLOR ME BADD (#36),

B93 / Austin ○ PD: LISA TONACCI / ASST. PD/MD: TRACY AUSTIN ○ (512) 345-9300 • ADDS: AARON NEVILLE (#37), BOYZ II MEN (#40), OAKTOWN'S 3-5-7 (#39), R.E.M. (#34), WHITNEY HOUSTON (#38),

B98 / Kalamazoo ○ PD/MD: BENNY B. JR. ○ (406) 862-5545 • ADDS: C&C MUSIC FACTORY (#35), EXTREME, R.E.M., TAMI SHOW,

CHED / Edmonton, Alberta ○ PD: WAYNE BRYANT / MD: JAMES STEWART ○ None • ADDS: ALLANIS, C&C MUSIC FACTORY (#29), ESCAPE CLUB (#28), GRAPES OF WRATH (#30), THE KLF, PAULA ABUL, VAN HALEN, WHITNEY HOUSTON,

ENERGY99 / Brownsville ○ PD: KIRK DAVIDSON / ASST. PD/MD: TINA SIMONET ○ (512) 968-1548 • ADDS: MARKY MARK & THE FUNKY BUNCH, NATALIE & NAT KING COLE, NIKOLAJ STEEN, R.E.M., THE REMBRANDTS, WHITNEY HOUSTON,

FM104 / Modesto ○ PD: GARY DEMARONEY / MD: ERIC HOFFMAN ○ (209) 572-0104 • NO ADDS THIS WEEK,

G105 / Raleigh ○ PD: BRIAN PATRICK / MD: KATHY HART ○ (919) 683-2055 • ADDS: BOYZ II MEN, COLOR ME BADD, MARKY MARK & THE FUNKY BUNCH, NIKOLAJ STEEN,

G98 / Portland ○ PD: ERIC ANDERSON / MD: RENAE SEB ○ (207) 775-6321 • ADDS: BONNIE RAITT, C&C MUSIC FACTORY (#35), EXTREME (#19), THE KLF,

HOT101.5 / Tallahassee ○ PD: LEE REYNOLDS / MD: RIC AUSTIN ○ (904) 877-1014 • ADDS: COLOR ME BADD, LUTHER VANDROSS, MICHAEL BOLTON,

HOT95 / Jackson ○ PD: JERRY LOUSTEAU / MD: SHADOW B. CRUZE ○ (601) 366-1989 • ADDS: CHESNEY HAWKES, FUN FOUNDATION, JASMINE GUY, KMC KIX, THE LKS, LUTHER VANDROSS, THE SCORPIONS,

HOT99.9 / Enston ○ PD: FRANK CERAMI / MD: JIMMY JAMM ○ (215) 258-6155 • NO ADDS THIS WEEK,

HOT194 / Honolulu ○ PD/MD: JAMIE HYATT ○ (808) 521-2313 • ADDS: TEVIN CAMPBELL, TONY TERRY, VANESSA WILLIAMS, YOUNG MC,

ISLE95 / St. Croix/Virgin Islands ○ PD: JONATHAN KEYES / MD: DAVE SHUMAN ○ (809) 773-0995 • ADDS: BRYAN ADAMS, NARDO RANIS,

JET-FM / Erie ○ PD/MD: JIM COOK ○ (814) 455-2741 • ADDS: EXTREME, TAMI SHOW,

K106 / Boomtown ○ PD: MARK LANDIS / MD: PAUL PACE ○ (409) 769-2475 • ADDS: AARON NEVILLE, ERASURE (#20), HEAVY D & THE BOYZ, LUTHER VANDROSS, MARKY MARK & THE FUNKY BUNCH (#34), TAMI SHOW,

K92 / Romoak ○ PD: EDDIE HASKELL / MD: DAVID LEE MICHAELS ○ (703) 774-9200 • ADDS: AARON NEVILLE, HI-FIVE, MARKY MARK & THE FUNKY BUNCH,

K96.7 / Austin ○ PD: ROGER ALLEN / MD: JAY MICHAELS ○ (512) 474-9233 • ADDS: BOYZ II MEN, JOMANDA, THE SCORPIONS,

KAGO / Klamath Falls ○ PD: MIKE GARRARD / MD: Nono ○ (503) 884-0661 • ADDS: CHICAGO, R.E.M., ROBERT PALMER w/UB40, TAMI SHOW, TOM PETTY & The Heartbreakers,

KAKS / Amarillo ○ PD: JOHN MOESCH / MD: SANDY SCOTT ○ (806) 353-3500 • ADDS: BOYZ II MEN, EXTREME, LATIN ALLIANCE, LUTHER VANDROSS, MARC COHN, SIOUXSIE & THE BANSHEES, TROOP/LEVER, YOUNG MC,

KATM / Colorado Springs ○ PD: MARK BLAKE / MD: JENNIFER BELL ○ (719) 548-1528 • ADDS: DRIVIN' AND CRYIN' (#26), EXTREME, KINGOFTEHILL (#28), WHITE TRASH,

KAYI / Tulsa ○ PD/MD: RICK UPTON ○ (918) 492-2020 • ADDS: BONNIE RAITT (#32), MARC COHN (#33), WHITNEY HOUSTON (#31),

KBFM / McAllen-Brownsville ○ PD: OPEN / ASST. PD/MD: BILLY SANTIAGO ○ (512) 383-4961 • ADDS: 3RD BASS, CHESNEY HAWKES, CUT'N'MOVE, PRIDE AND POLITIX, TEVIN CAMPBELL,

KOHT / Crockett ○ PD/MD: SUZAN KNOX ○ (409) 544-9894 • ADDS: AFTER 7, ARETHA FRANKLIN, NELSON, PAULA ABUL,

KBOS / Fresno ○ PD: DON PARKER / MD: TREYOR CAREY ○ (209) 237-9361 • ADDS: C'VELLO, FUN FOUNDATION, NATURAL SELECTION (#27), SEAL (#26), TROOP/LEVER (#37), VANESSA WILLIAMS (#40), WHITNEY HOUSTON, YOUNG MC,

KBOZ / Bozeman ○ PD: DUANE BARNHART / MD: ROGER NELSON ○ (406) 586-5466 • ADDS: C&C MUSIC FACTORY (#33), COLOR ME BADD (#39), R.E.M. (#40),

KCAQ / Oxnard ○ PD: ROOSTER RHODES / MD: ANNIE SAGE ○ (805) 483-1000 • ADDS: AARON NEVILLE, CUT'N'MOVE, NATALIE & NAT KING COLE (#40), VANESSA WILLIAMS, YOUNG MC,

KCHX / Midland ○ PD/MD: DANNY MOJICA ○ (915) 561-8833 • ADDS: 38 SPECIAL, BOYZ II MEN, C&C MUSIC FACTORY, EYES, MARKY MARK & THE FUNKY BUNCH, NATALIE & NAT KING COLE,

KCLD / St. Cloud ○ PD: STEVE LINDELL / MD: CHARLIE DOUGLAS ○ (612) 251-1450 • ADDS: D.J. JAZZY JEFF & THE FRESH PRINCE (#33), ROD STEWART (#32),

KCMQ / Columbia ○ PD: BRIAN HANSON / MD: TOM COIT ○ (314) 449-2433 • ADDS: COLOR ME BADD, EXTREME, HEAVY D & THE BOYZ, MARC COHN, TAMI SHOW,

KDON / Salinas ○ PD: MICHAEL NEWMAN / MD: ROBB HOLLOWAY ○ (408) 422-5363 • ADDS: TEVIN CAMPBELL, VANESSA WILLIAMS,

KEWB / Redding ○ PD: BILLY PILGRIM / MD: PHIL WEST ○ (916) 243-5392 • ADDS: THE LIST IS FROZEN THIS WEEK,

KEZB-FM / El Paso ○ PD: CAESAR CHAVEZ / MD: RICK RIVERA ○ (915) 533-9400 • ADDS: LENNY KRAVITZ, LUTHER VANDROSS,

KF95 / Boise ○ PD/MD: DAVE STONE ○ (208) 888-4321 • ADDS: COLOR ME BADD, LUTHER VANDROSS, MARC COHN, NATALIE & NAT KING COLE (#38), R.E.M.,

KFBQ / Waynesville ○ PD: STEVEN GREENLEE / MD: TIM MCNULTY ○ (314) 336-3133 • ADDS: EXTREME, FIREHOUSE, FISHBONE, PAULA ABUL, REBEL PEBBLES, STRESS,

KFBQ / Chyrenno ○ PD: TOM KELLY / MD: DAVE COLLINS ○ (307) 634-4461 • ADDS: AARON NEVILLE (#40), COLOR ME BADD, EXTREME, MARC COHN, MICHAEL MORALES, R.E.M.,

KFFM / Yakima ○ PD/MD: GREG ADAMS ○ (509) 248-1460 • ADDS: BILLY FALCON, COLOR ME BADD (#38), HEAVY D & THE BOYZ, RICK MATHEWS, WHITNEY HOUSTON,

KFRX / Lincoln ○ PD: BRAD KING / ASST. PD/MD: SUNNY VALENTINE ○ (402) 483-5100 • ADDS: BONNIE RAITT, COLOR ME BADD, HI-FIVE, THE LKS, R.E.M., WHITNEY HOUSTON,

KG95 / Sioux City ○ PD: DENNY ANDERSON / MD: KEVIN COLLINS ○ (712) 258-5595 • ADDS: BONNIE RAITT, EXTREME, EYES, HEAVY D & THE BOYZ, HUEY LEWIS & THE NEWS, KINGOFTEHILL, R.E.M.,

KGGG / Rapid City ○ PD: BOB LEWIS / MD: MICHAEL STEELE ○ (605) 348-1100 • ADDS: C&C MUSIC FACTORY (#36), COLOR ME BADD (#40), D.J. JAZZY JEFF & THE FRESH PRINCE (#37),

KGOT / Anchorage ○ PD/MD: MARK MURPHY ○ (907) 563-3555 • ADDS: AARON NEVILLE, BONNIE RAITT, D.J. JAZZY JEFF & THE FRESH PRINCE (#38), R.E.M.,

KGWY / Gillette ○ PD: Nono / MD: MARTHA STEELE ○ (307) 686-2242 • ADDS: C&C MUSIC FACTORY (#40), THE KNACK, RIC OCASER,

KKOK / Great Bend ○ PD/MD: SCOTT DONOVAN ○ (316) 792-3647 • ADDS: BILLY FALCON, C&C MUSIC FACTORY, KINGOFTEHILL, MARC COHN,

KHSS / Wells Wells ○ PD/MD: CHUCK STEVENS ○ (509) 522-5412 • ADDS: EXTREME, KIX,

KHTT / Santa Rosa ○ PD/MD: TIM WATTS ○ (707) 545-3313 • ADDS: COLOR ME BADD, HUEY LEWIS & THE NEWS, MARKY MARK & THE FUNKY BUNCH, MICHAEL BOLTON, NATALIE & NAT KING COLE, PEABO BRYSON,

KIKX / Colorado Springs ○ PD: JOHN DANTEZ / MD: J.J. NEWMANWAY ○ (719) 632-5800 • ADDS: EXTREME, JASMINE GUY, LUTHER VANDROSS, MARC COHN, SIOUXSIE & THE BANSHEES,

KIMN-FM / Ft. Collins ○ PD/MD: MARK CALLAGHAN ○ (303) 482-5991 • THE LIST IS FROZEN THIS WEEK,

KIQY / Lebanon ○ PD/MD: MIKE SHANNON ○ (503) 451-1743 • ADDS: BILLY FALCON, DAVE KOZ, EXTREME, KINGOFTEHILL, RAINBOW GIRLS,

KISM / Bellingham ○ PD: ALLAN FEE / MD: MICHAEL JACK KIRBY ○ (206) 734-9790 • ADDS: C&C MUSIC FACTORY, HEAVY D & THE BOYZ, HUEY LEWIS & THE NEWS, ROBBIE NEVIL, WHITNEY HOUSTON,

KISR / Fort Smith ○ PD/MD: BOB CHASE ○ (501) 785-2526 • ADDS: KEEDY, KINGOFTEHILL (#37), MARC COHN (#40), RICK MATHEWS (#38),

KIXR / Ponca City ○ PD: STEVE TAYLOR / MD: T. MORGAN ○ (405) 765-5491 • ADDS: BILLY FALCON, EXTREME, QUEEN, R.E.M., WHITNEY HOUSTON,

KIXY / San Angelo ○ PD: SCOTTY SHIPES / ASST. PD/MD: ROBERT ELMAN ○ (915) 949-2112 • ADDS: 38 SPECIAL, BILLY FALCON, THE LKS, R.E.M. (#37), TAMI SHOW,

KJLS / Hays/Great Bend ○ PD: TODD PITTEGGER / MD: OPEN ○ (913) 628-1064 • ADDS: BILLY FALCON, FISHBONE, KIX, NATALIE & NAT KING COLE,

KKBG / Hilo ○ PD: J.E. OROZCO / ASST. PD/MD: KEN STYLES ○ (808) 961-0451 • ADDS: C&C MUSIC FACTORY, COLOR ME BADD, THE MOODY BLUES, NATALIE & NAT KING COLE (#39), SEAL, WHITNEY HOUSTON,

KKHT / Springfield ○ PD: DAVE ALEXANDER / MD: JAMEL THEISEN ○ (417) 883-9000 • ADDS: ERASURE, EXTREME, FISHBONE, MARC COHN,

KKRD / Wichita ○ PD: JACK OLIVER / MD: GREG WILLIAMS ○ (316) 265-0721 • ADDS: EXTREME, R.E.M.,

KKSS-FM / Albuquerque ○ PD: JOHN JAYNES / MD: MAD MAX ○ (505) 265-1431 • ADDS: BOYZ II MEN,

KKXX / Bakersfield ○ PD: STEVE WALL / MD: WILD BILL CHERRY ○ (805) 322-9929 • ADDS: JASMINE GUY, KEEDY, MARKY MARK & THE FUNKY BUNCH, NICKI RICHARDS, ROBBIE NEVIL, VANESSA WILLIAMS,

KKYK / Little Rock ○ PD/MD: BILL PRESLEY ○ (501) 378-0104 • ADDS: AARON NEVILLE, BONNIE RAITT, COLOR ME BADD, HEAVY D & THE BOYZ,

KLBQ / El Dorado ○ PD: MICHAEL STEEL / MD: ROB WEST ○ (501) 683-5121 • ADDS: CHESNEY HAWKES, EXTREME, PAULA ABUL (#25), QUEEN, R.E.M., WHITNEY HOUSTON,

KLHC / Las Vegas ○ PD: JERRY DEAN / MD: CAT THOMAS ○ (702) 739-9383 • ADDS: C&C MUSIC FACTORY, WHITNEY HOUSTON (#29),

KLYV / Dubuque ○ PD: JEFF DAVIS / MD: TIM JANSEN ○ (319) 557-1040 • ADDS: D.J. JAZZY JEFF & THE FRESH PRINCE, EYES, HI-FIVE, NATALIE & NAT KING COLE, SEAL, WHITNEY HOUSTON,

KNCK / Fayetteville ○ PD: DAN HENTSCHEL / MD: MIKE CHASE ○ (501) 521-5128 • ADDS: EXTREME, HEAVY D & THE BOYZ, KINGOFTEHILL, NATALIE & NAT KING COLE, NIKOLAJ STEEN,

KNOK / Lewiston ○ PD: KEITH HAYENS / MD: KEVIN CHASE ○ (208) 746-5056 • ADDS: BILLY FALCON, COLOR ME BADD, EXTREME, NATALIE & NAT KING COLE, RICK MATHEWS,

KNON / Great Falls ○ PD: DAVE LEVIN / MD: P.J. LAMON ○ (406) 761-1000 • ADDS: NATALIE & NAT KING COLE (#39), PAULA ABUL, WHITNEY HOUSTON (#38),

KMYZ / Tulsa ○ PD: MEL MEYERS / MD: TIM SMITH ○ (918) 665-3131 • ADDS: SEAL, SLAUGHTER (#26), TOM PETTY & The Heartbreakers (#24), VAN HALEN,

KNEN / Norfolk ○ PD: KEVIN RAHFELDT / MD: TODD MICHAELS ○ (402) 379-3300 • ADDS: BILLY FALCON, ERASURE, EXTREME, MARC COHN, THE MOODY BLUES, QUEEN,

KNIN / Wichita Falls ○ PD/MD: J.J. MCKAY ○ (817) 855-6924 • ADDS: CHESNEY HAWKES, EXTREME, KIX, QUEENSRÿCHE,

KNOE / Monroe ○ PD: RUSS MITCHELL / MD: CHUCK REDDEN ○ (318) 388-8888 • ADDS: EXTREME, EYES, JOMANDA, KINGOFTEHILL, LUTHER VANDROSS, MARC COHN, MARKY MARK & THE FUNKY BUNCH, SIOUXSIE & THE BANSHEES, YOUNG MC,

KONZ / Waterloo/Cedar Rapids ○ PD: OPEN / MD: RON NEWMAN ○ (319) 233-3371 • ADDS: AARON NEVILLE, COLOR ME BADD, PRIDE AND POLITIX, R.E.M.,

KOYE / Laredo ○ PD/MD: STEVE CHASE ○ (512) 723-4396 • ADDS: COLOR ME BADD (#40), EXTREME, FIREHOUSE (#36), THE KLF (#39), R.E.M. (#34), ROBERT PALMER w/UB40 (#35), SOUNDS OF BLACKNESS, WHITNEY HOUSTON (#32), YOUNG MC,

KPAT / Sioux Falls ○ PD: SCOTT MAGUIRE / MD: COREY WARD ○ (605) 339-9999 • ADDS: NATALIE & NAT KING COLE, WHITNEY HOUSTON (#30),

KPRR / El Paso ○ PD/MD: ELI MOLANO ○ (915) 532-6515 • ADDS: 3RD BASS, CUT'N'MOVE, JOMANDA, MARKY MARK & THE FUNKY BUNCH, TEVIN CAMPBELL, YOUNG MC,

KPRX / Anchorage ○ PD: JASON PALMER / MD: STEVE KNOLL ○ (907) 243-3141 • ADDS: CATHY DENNIS (#33), COLOR ME BADD (#34), RICK MATHEWS (#35), SEAL (#32),

KQCR / Cedar Rapids ○ PD: GARY DIXON / MD: J.J. GERARD ○ (319) 363-2061 • ADDS: NELSON (#25), ROD STEWART (#19), SEAL (#22),

KQHT / Grand Forks ○ PD/MD: JAY MURPHY ○ (701) 746-1413 • ADDS: AARON NEVILLE, EXTREME,

KQIX / Grand Junction ○ PD: CHARLIE MICHAELS / ASST. PD/MD: RICK JAMES ○ (303) 245-9000 • ADDS: AFTER 7 (#38), BILLY FALCON, CHESNEY HAWKES, EXTREME (#40), THE KLF (#39), MARC COHN,

KQIZ / Amarillo ○ PD: STU SMOKE / MD: JOHN ANDERSON ○ (806) 353-6663 • ADDS: BONNIE RAITT, COLOR ME BADD (#30), KINGOFTEHILL, THE KLF, R.E.M.,

KOKQ / Omaha ○ PD: KEITH EDWARDS / MD: LIZ ADAMS ○ (402) 342-2000 • ADDS: COLOR ME BADD (#30), THE KLF, NATALIE & NAT KING COLE,

KOKY-FM / Kearney ○ PD: MITCH COOLEY / MD: MARK REID ○ (308) 236-6464 • ADDS: BILLY FALCON, EXTREME (#33), KIX, RICK MATHEWS, WHITNEY HOUSTON,

KOLA / Manhattan ○ PD: MIKE TENAAT / MD: JERRY MATHERS ○ (913) 776-0104 • ADDS: BILLY FALCON, EXTREME, R.E.M.,

KQMQ / Honolulu ○ PD: KIMO AKANE / ASST. PD/MD: KRIS HART ○ (808) 539-9369 • ADDS: CUT'N'MOVE, JOMANDA, PAULA ABUL,

KRAJ / Johannesburg ○ PD/MD: PAT CARROLL ○ (619) 374-2151 • ADDS: ERASURE, MARC COHN, REBEL PEBBLES, TEVIN CAMPBELL, VAN HALEN, YOUNG MC,

KRMQ / Des Moines ○ PD: CHUCK KNIGHT / MD: LINDA AUSTIN ○ (515) 280-1350 • ADDS: FIREHOUSE (#28),

KRQ / Tucson ○ PD: JOHN PEAKE / ASST. PD/MD: ROGER SCOTT ○ (602) 323-9400 • ADDS: ESCAPE CLUB, LENNY KRAVITZ,

KRRS / Laredo ○ PD: DEBBIE JO ADAMS / MD: CLAIR ORTEGA ○ (512) 724-9800 • ADDS: BILLY FALCON, EXTREME, KMC KRU, RAINBOW GIRLS, WEST END GIRLS, YOUNG MC,

KSOR / Watertown ○ PD: JIM AESOPH / MD: TROY SCOTT ○ (605) 882-1480 • ADDS: ALICE COOPER, THE KLF (#35), WHITNEY HOUSTON,

KSOG / Salina ○ PD/MD: RUSTY KEYS ○ (913) 825-4631 • ADDS: ALICE COOPER, COLOR ME BADD, EXTREME, MARC COHN, MARKY MARK & THE FUNKY BUNCH, WHITNEY HOUSTON,

KSMB / Lafayette ○ PD: RAY WALDON / MD: 'FAST EDDIE' NELSON ○ (318) 232-1311 • ADDS: CATHY DENNIS, THE KLF, MARC COHN, MARKY MARK & THE FUNKY BUNCH, R.E.M., ROBBIE NEVIL,

KSND / Eugene ○ PD: CHRIS RUM / MD: DARRIN STONE ○ (503) 686-9123 • ADDS: COLOR ME BADD, NATALIE & NAT KING COLE, R.E.M., TOM PETTY,

KTMT / Modford ○ PD: MITCH STEWART / MD: GRANT TRESSLER ○ (503) 779-1550 • ADDS: BILLY FALCON, CORINA, EXTREME, LUTHER VANDROSS, MARC COHN, SIOUXSIE & THE BANSHEES,

KTRS / Casper ○ PD: STAN ICEWOGGLE / MD: SEAN MICHAELS ○ (307) 235-7000 • ADDS: COLOR ME BADD, EXTREME, FISHBONE, MARKY MARK & THE FUNKY BUNCH, NATALIE & NAT KING COLE, TAMI SHOW, YOUNG MC,

KTRY / Jefferson City ○ PD: BOBBY JACKSON / MD: KEVIN MICHAELS ○ (314) 893-5696 • ADDS: CATHY DENNIS, TOM PETTY & The Heartbreakers,

KVTI / Tacoma ○ PD: JOHN MANGAN / MD: TOM BARBEE ○ (206) 756-5884 • ADDS: AFTER 7 (#26), BONNIE RAITT, C&C MUSIC FACTORY (#27), CHESNEY HAWKES, COLOR ME BADD, DESMOND CHLD (#24), ERASURE, HUEY LEWIS & THE NEWS (#30), USA USA & Cult Jam, R.E.M. (#35),

KWIN / Stockton ○ PD/MD: JOHNNY MUIFORD ○ (209) 951-8165 • ADDS: COLOR ME BADD, CORO VANESSA WILLIAMS, WHITNEY HOUSTON (#40),

KWNZ / Reno ○ PD/MD: RAY KALISA ○ (702) 333-0123 • ADDS: BONNIE RAITT, COLOR ME BADD, ERASURE, EXTREME, THE KLF, R.E.M.,

KWTF-FM / Waco ○ PD/MD: DAVE CHRISTOPHER ○ (817) 776-5989 • ADDS: EXTREME, NARALIE COLE,

KXHQ / Bend ○ PD: ED ROSS / MD: CATHY O. ○ (503) 382-5611 • ADDS: FIREHOUSE, THE KLF, R.E.M., WHITNEY HOUSTON,

KYQQ / Wichita ○ PD: LYMAN JAMES / MD: STEVE DAVIS ○ (316) 265-1065 • ADDS: COLOR ME BADD (#29), HUEY LEWIS & THE NEWS, USA USA & Cult Jam (#33), OAKTOWN'S 3-5-7 (#35),

KYRK / Las Vegas ○ PD: BOBBY MITCHELL / MD: TODD N'HARA ○ (702) 731-9797 • ADDS: 3RD BASS, AARON NEVILLE, CUT'N'MOVE, JOMANDA, SIOUXSIE & THE BANSHEES, YOUNG MC,

KYTA / Billings ○ PD: JACK BELL / MD: CHARLIE FOX ○ (406) 652-2280 • ADDS: COLOR ME BADD, EXTREME,

KYTY / Bismarck ○ PD/MD: BOB BECK ○ (701) 224-9393 • ADDS: EXTREME, EYES, THE KLF, LUTHER VANDROSS, RICK MATHEWS,

KZ103 / Tupelo ○ PD: JIM MACDONALD / ASST. PD/MD: LISA LANOUA ○ (601) 844-3808 • ADDS: MARC COHN (#39), NATALIE & NAT KING COLE (#38), R.E.M. (#40),

KZ93 / Peoria ○ PD: SCOTT WHEELER / MD: Nono ○ (309) 688-3131 • ADDS: COLOR ME BADD, NATALIE & NAT KING COLE, R.E.M.,

KZBB / Ft. Smith ○ PD/MD: WILLIE STEVENS ○ (501) 646-2000 • ADDS: EXTREME, THE LKS, LUTHER VANDROSS, NATALIE & NAT KING COLE,

KZ11 / Lubbock ○ PD: CHUCK LUCK / MD: JEFF SCOTT ○ (806) 794-7979 • ADDS: BOYZ II MEN, EXTREME, HEAVY D & THE BOYZ, THE KLF, LUTHER VANDROSS, R.E.M.,

KZ10 / Duluth ○ PD: JOHN MICHAELS / MD: TOMMY B. ○ (218) 728-6406 • ADDS: AARON NEVILLE, D.J. JAZZY JEFF & THE FRESH PRINCE, EXTREME, PAULA ABUL, WHITNEY HOUSTON,

KZOR / Hobbs ○ PD/MD: HARRY HARLAN ○ (505) 397-4969 • ADDS: COLOR ME BADD (#39), KENNY G, WHITNEY HOUSTON (#38),

KZ07 / San Luis Obispo ○ PD: SLAMMIN' SAM JACKSON / MD: RICK ANDREWS ○ (805) 489-1280 • ADDS: CATHY DENNIS, THE KNACK,

KZZB / Bozeman ○ PD/MD: RICHARD SPIRES ○ (409) 833-0774 • ADDS: BOYZ II MEN, CUT'N'MOVE, ERASURE (#39), JOMANDA, MARC COHN, NATALIE & NAT KING COLE,

KZZU / Spokane ○ PD: KEN HOPKINS / MD: CHUCK MATHESON ○ (509) 536-5555 • ADDS: AARON NEVILLE, BILLY FALCON, D.J. JAZZY JEFF & THE FRESH PRINCE, KIX, THE LKS,

LIVE105.5 / Pittsfield ○ PD: MATT HAMILTON / MD: TERRIE MICHAELS ○ (413) 499-3333 • ADDS: D.J. JAZZY JEFF & THE FRESH PRINCE (#37), EXTREME, EYES, FIREHOUSE, FISHBONE, KINGOFTEHILL, PAT BENATAR, WHITNEY HOUSTON,

MAX94 / Rolle ○ PD: TIM FLOYD / MD: ANGIE V ○ (314) 346-1590 • ADDS: BONNIE RAITT (#20), DOOBIE BROTHERS (#28), EYES (#26), FOREIGNER (#27), HUEY LEWIS & THE NEWS (#24),

MIX92.1 / East Lansing ○ PD: CURT SPAIN / MD: ANDY TAYLOR ○ (517) 332-8780 • ADDS: AARON NEVILLE, BOYZ II MEN, EXTREME, NIKOLAJ STEEN, TAMI SHOW,

OK95 / Tri-Cities ○ PD: PAUL WALKER / MD: GREG DeLANGE ○ (509) 586-2151 • ADDS: COLOR ME BADD, EXTREME (#40), MARC COHN, PRIDE AND POLITIX, R.E.M., STEELHEART,

POWER102 / Fresno ○ PD: JEFF DAVIS / MD: RENE ROBERTS ○ (209) 298-7102 • ADDS: FUN FOUNDATION, SEAL, VANESSA WILLIAMS, YOUNG MC,



# HI-FIVE



"I Can't Wait  
Another  
Minute"



## HITMAKERS

MAINSTREAM Top40: 27-23

CROSSOVER Top40: #4

Nat'l. Single Sales: 22-10

Just Added...

**KIIS-FM!!!**

**WEGX #31!!!**

**WXKS-FM!!!**

**WGTZ!!!**

**WFLY!!!**

HOT97 (19-16)  
PWR106 (17-14)  
THE BEAT (33-28)  
KMEL (3-2)  
KSOL (3-2)  
WIOQ (26-20)  
WUSL (12-8)  
WHYT (14-8)  
WPGC (#7)  
100.3JAMZ (1-1)

KEGL (20-16)  
POWER95 (5-4)  
KKBQ (22-19)  
HOT105 (1-1)  
Q106 (10-7)  
Z90 (10-9)  
KBQ (D#28)  
KHTK (16-11)  
B104 (#9)  
KDWB-FM (D#26)

WMXP (11-8)  
POWER PIG (5-3)  
Q105 (21-18)  
KKFR (7-4)  
KOY95 (14-12)  
WJMO (25-19)  
KS104 (#2)  
KKRZ (21-15)  
KXXR (31-20)  
HOT102 (12-9)

PRO-FM (31-25)  
FM102 (6-1)  
HOT97.7 (30-18)  
KGGI (#4)  
WNVZ (9-7)  
KTFM (8-7)  
B97 (13-12)  
WKSE (27-21)  
KC101 (25-21)  
WCKZ-FM (4-2)

102JAMZ (#2)  
XL106.7 (34-29)  
FM100 (D#27)  
Y107 (18-15)  
KJ103 (31-26)  
WAPE (20-17)  
WJMH (13-7)

## HITMAKERS Hitbound!

**Y107 (Add)!!!**

**WGTZ (D#34)!!!**

93QID (Add)  
99.9KHI (33-28)  
B98 (Add)  
JET-FM (Add)  
K106 (Add)  
KAKS (36-29)  
KCMQ (Add)  
KF95 (30-24)  
KFBD (30-25)  
KFFM (D#36)  
KHOK (31-26)  
KISR (36-32)  
KIXR (24-20)  
KIXY (Add)  
KJLS (27-23)  
KLYV (38-33)  
KNEN (D#39)  
KQKY-FM (16-10)

KRRG (38-32)  
KTMT (40-34)  
KTRS (Add)  
KZOZ (D#38)  
KZZU (32-28)  
MIX92.1 (Add)  
OK95 (D#39)  
WBBQ (Add)  
WERZ (Add)  
WHDQ (D#36)  
WHHY-FM (Add)  
WIIQ (Add)  
WIXX (26-22)  
WJLQ (Add)  
WJMX (D#39)  
WKOR (Add)  
WKRZ (D#39)  
WLRW (24-20)

WWCK (23-15)  
WYCR (Add)  
Y94 (Add)  
Z102 (Add)  
Z104 (Add)  
and more

# TAMI SHOW



"The  
Truth"

**BMG**  
BERTELSMANN MUSIC GROUP

**RCA**  
Records, Cassettes, Compact Discs



# TOP40 ADDS

## The Top Trendsetters In America

WHYY-FM / Montgomery PD/MD: LARRY STEVENS (205) 264-2288 • ADDS: ALICE COOPER, C&C MUSIC FACTORY, COLOR ME BADD, THE LA'S, R.E.M., TAMI SHOW,

WHYK / Hilton Head/Savannah PD/MD: OPEN / MD: KELI REYNOLDS (803) 837-9485 • ADDS: EXTREME, LUTHER VANDROSS, NATALIE & NAT KING COLE, QUEENSRÛCHE,

WHIT / S. Williamsport PD/MD: MARK LINDOW / MD: MARK WILLIAMS (717) 323-8200 • ADDS: BONNIE RAITT (#33), COLOR ME BADD, CORINA (#32), EXTREME (#35), FISHBONE, LUTHER VANDROSS, MARC COHN,

WIFC / Wausau PD/MD: DUFF DAMOS (715) 842-1672 • ADDS: 38 SPECIAL, CATHY DENNIS (#23), CHESNEY HAWKES, COLOR ME BADD, CORINA (#21), EXTREME, MARC COHN,

WIKZ / Chambersburg PD/MD: RICK ALEXANDER (717) 263-0813 • ADDS: CATHY DENNIS, C&C MUSIC FACTORY, THE KLF, NATALIE & NAT KING COLE (#39),

WILL / Williamsport PD/MD: JEFF SPENCER (203) 456-1111 • ADDS: BILLY FALCON, JOMANDA, LUTHER VANDROSS, TOM PETTY & THE HEARTBREAKERS,

WIOQ / Greenville PD/MD: LARRY THOMAS / MD: SCOTT MCKENZIE (601) 378-2642 • ADDS: EXTREME (#35), NATALIE & NAT KING COLE, R.E.M., TAMI SHOW,

WITZ / Jasper PD/MD: WALT FERBER (812) 482-2131 • ADDS: AARON NEVILLE (#27), BRYAN ADAMS (#1), CHICAGO (#33), PAULA ABDOU (#15), WHITNEY HOUSTON (#25),

WIXX / Green Bay PD/MD: WAYNE COY / ASST. PD/MD: JOE CRAIN (414) 435-3771 • ADDS: BILLY FALCON, D.J. JAZZY JEFF & THE FRESH PRINCE, NATALIE & NAT KING COLE (#38), WHITNEY HOUSTON,

WJAD / Albany PD/MD: JOHN DAWSON / MD: JOEY DEE (912) 246-1650 • ADDS: THE LA'S, LUTHER VANDROSS, SEAL (#15), YOUNG MC,

WJDQ / Meriden PD/MD: JOHN ANTHONY / MD: JAY RANDALL (601) 693-2381 • ADDS: AARON NEVILLE, BONNIE RAITT, MARKY MARK & THE FUNKY BUNCH, NATALIE & NAT KING COLE, R.E.M.,

WJLQ / Pensacola PD/MD: BARRY RICHARDS / MD: TERRY YOUNG (904) 478-6011 • ADDS: BONNIE RAITT (#38), D.J. JAZZY JEFF & THE FRESH PRINCE (#23), KINGOFTEHILL, TAMI SHOW, TOM PETTY (#37),

WJMX / Florence PD/MD: DAVE ALLEN (803) 665-0970 • ADDS: APOLLO SMILE, EXTREME, EYES, KIX, MARC COHN, RICK MATHEWS,

WJZQ / Racine/Kenosha PD/MD: RON BUNCE (414) 694-7800 • ADDS: COLOR ME BADD, EXTREME, THE KLF, NATALIE & NAT KING COLE, RICK MATHEWS,

WKDD / Akron PD/MD: JEFF CLARK / MD: DAVE NICHOLAS (216) 836-4700 • ADDS: BONNIE RAITT, CATHY DENNIS, MICHAEL MORALES, W. HOUSTON,

WKEE / Huntington PD/MD: OPEN / MD: GARY MILLER (304) 525-7788 • ADDS: COLOR ME BADD, NATALIE & NAT KING COLE,

WKOR / Starkville PD/MD: BILL THURLOW / MD: RICHARD FAIRHART (601) 323-4980 • ADDS: 38 SPECIAL, AARON NEVILLE, COLOR ME BADD, GLORIA ESTEFAN, THE KLF, MARKY MARK & THE FUNKY BUNCH, MATERIAL ISSUE, NATALIE & NAT KING COLE, PEABO BRYSON, R.E.M. (#40), TAMI SHOW, WHITNEY HOUSTON (#39),

WKPE / Cape Cod PD/MD: KEITH LEHIRE (508) 255-3220 • ADDS: CATHY DENNIS, EXTREME, HI-FIVE, R.E.M., WHITNEY HOUSTON,

WKZZ / Pittsford PD/MD: KEN MEDEK / MD: JERRY PADDEN (717) 883-9850 • ADDS: EXTREME,

WWSF / Asheville PD/MD: BRIAN MALONEY / MD: GLENN TRENT (704) 255-0603 • ADDS: C&C MUSIC FACTORY, D.J. JAZZY JEFF & THE FRESH PRINCE, EXTREME, KINGOFTEHILL,

WLAP-FM / Lexington PD/MD: BARRY FOX / MD: MIKE GRAVES (606) 293-0563 • ADDS: R.E.M. (#34), WHITNEY HOUSTON (#33),

WLWW / Champaign PD/MD: MATT McCANN / MD: JASON COX (217) 352-4141 • ADDS: D.J. JAZZY JEFF & THE FRESH PRINCE, TOM PETTY & THE HEARTBREAKERS, WHITNEY HOUSTON,

WLXR / LaCrosse PD/MD: TOM MARTENS / ASST. PD/MD: BILLY HAMMOND (608) 782-8335 • ADDS: MARKY MARK & THE FUNKY BUNCH, TOM PETTY & THE HEARTBREAKERS, WHITNEY HOUSTON,

WMEE / Ft. Wayne PD/MD: TONY RICHARDS / ASST. PD/MD: DAN BAKER (219) 447-5511 • ADDS: MARKY MARK & THE FUNKY BUNCH,

WMXF / Fayetteville PD/MD: DALE O'BRIAN / MD: SAMMY SIMPSON (919) 276-2965 • ADDS: COLOR ME BADD, CUT'N'MOVE, HI-FIVE, R.E.M., WHITNEY HOUSTON,

WNKK / Harrisburg PD/MD: JOHN O'DEA / MD: SCOTT SHAW (717) 238-1402 • ADDS: BONNIE RAITT, C&C MUSIC FACTORY,

WNOK-FM / Columbia PD/MD: JOHNATHAN RUSH / MD: T.J. MCKAY (803) 771-0105 • ADDS: BOYZ II MEN (#35), EXTREME, KINGOFTEHILL (#34), NATALIE & NAT KING COLE,

WNYP / Ithaca PD/MD: STEVE CHRISTIAN / MD: MARK ST. JOHN (607) 756-2828 • ADDS: EXTREME, KIX, MARC COHN, PAULA ABDOU, TOM PETTY,

WOKI / Knoxville PD/MD: CLAY GISH (615) 531-2000 • ADDS: 38 SPECIAL, BILLY FALCON, KMC KRU, RIC O'CASEK,

WOIMP-FM / Wheeling PD/MD: JIM RYAN / MD: ALAN PETTIT (614) 676-5661 • ADDS: CHESNEY HAWKES, COLOR ME BADD, THE KLF, LUTHER VANDROSS, PRIDE AND POLITIX, REBEL PEBBLES,

WPFM / Panama City PD/MD: MIKE STONE (904) 234-8859 • ADDS: AARON NEVILLE (#33), EXTREME, NATALIE & NAT KING COLE (#34), WHITNEY HOUSTON,

WPRR-FM / Altoona PD/MD: SCOTT ST. JOHN (814) 944-9454 • ADDS: 3RD BASS, AARON NEVILLE, EXTREME, MARC COHN, NATALIE & NAT KING COLE,

WPST / Trenton PD/MD: DAVE HOFFEL (609) 924-3600 • ADDS: AARON NEVILLE, BILLY FALCON, COLOR ME BADD, RICK MATHEWS,

WPXR / Danvers PD/MD: JOHN AUSTIN / MD: DAVE FERGUSON (309) 786-1800 • ADDS: CORINA, EXTREME, PAULA ABDOU,

WQGN / Groton PD/MD: CHUCK DAMS (203) 446-1980 • ADDS: ALICE COOPER, BOYZ II MEN, EXTREME, LUTHER VANDROSS, MARC COHN, R.E.M.,

WQID / Bixby PD/MD: TODD MARTIN / MD: KEVIN "CRASH" DAVIS (601) 388-2323 • ADDS: EXTREME, R.E.M., WHITNEY HOUSTON,

WQUT / Johnson City PD/MD: RUFUS HURT / MD: STEVE MAHAN (615) 477-3127 • ADDS: BILLY FALCON, EXTREME, R.E.M., RICK MATHEWS,

WQXA / York PD/MD: MARK FEATHER / MD: KIP TAYLOR (717) 757-9402 • ADDS: CORO, VANESSA WILLIAMS, YOUNG MC,

WRCK / Utica PD/MD: JIM REITZ / MD: SCOTT BURTON (315) 797-1330 • ADDS: COLOR ME BADD, EXTREME, JOMANDA, THE LA'S,

WRQX / Akron-Canton PD/MD: SPACEMAN SCOTT HUGHES / MD: DEBBIE VINCENT (216) 492-5630 • ADDS: EXTREME, HUEY LEWIS & THE NEWS, MARC COHN, QUEENSRÛCHE,

WRQN / Toledo PD/MD: KEN BENSON / MD: J.J. RILEY (419) 891-1551 • ADDS: BONNIE RAITT, CHESNEY HAWKES, CORINA, NATALIE & NAT KING COLE, R.E.M.,

WSNX / Muskegon PD/MD: HAZ MONTANA / MD: MARK MCGILL (616) 373-2126 • THE LIST IS FROZEN,

WSPX / Poughkeepsie PD/MD: STEW SCHWARTZ (914) 831-8000 • ADDS: COLOR ME BADD, JOMANDA, MARKY MARK & THE FUNKY BUNCH, NATALIE & NAT KING COLE, R.E.M.,

WSPT / Stevens Point PD/MD: MICHAEL CLEMENS / MD: BRUCE FOSTER (715) 341-1300 • ADDS: AIRKRAFT, CATHY DENNIS, CHESNEY HAWKES, MARC COHN (#27),

WSTO / Evansville PD/MD: BARRY WITHERSPOON / MD: OPEN (502) 685-2991 • ADDS: C&C MUSIC FACTORY (#39), D.J. JAZZY JEFF & THE FRESH PRINCE (#33), HI-FIVE (#36), KINGOFTEHILL,

WTHI / Portland PD/MD: SEAN PHILLIPS / ASST. PD/MD: HAL STEVENS (207) 797-0780 • ADDS: JOMANDA, LISA LISA & CULT JAM, MARKY MARK & THE FUNKY BUNCH, NATALIE & NAT KING COLE (#37), ROD STEWART,

WVBS / Wilmington PD/MD: KEVIN BARRETT / MD: STEVE YORK (919) 763-6611 • ADDS: BONNIE RAITT, BOYZ II MEN, EXTREME, THE LA'S, MARC COHN, MARKY MARK, R. MATHEWS, TOM PETTY & THE HEARTBREAKERS, WHITNEY HOUSTON,

WVIC / Lansing PD/MD: KEVIN ROBINSON / MD: JIM PARKER (517) 487-5986 • ADDS: HEAVY D & THE BOYZ, KINGOFTEHILL,

WYMA / Tuscombin PD/MD: YERONICA DENAY (205) 383-3500 • ADDS: FIREHOUSE, LUTHER VANDROSS, R.E.M.,

WYSR / Charleston PD/MD: BILL SHAWAN / ASST. PD/MD: BURKE ALLEN (304) 342-3136 • ADDS: BILLY FALCON, EXTREME, LUTHER VANDROSS, NATALIE & NAT KING COLE, YOUNG MC,

WYCK / Flint PD/MD: LEE ST. MICHAELS / MD: CATFISH COOPER (313) 744-1570 • ADDS: AARON NEVILLE, BOYZ II MEN (#40), HI-FIVE (#37), NATURAL SELECTION (#38), R.E.M. (#35), YOUNG MC (#33),

WYFX / Bangor PD/MD: DAVID COOPER / MD: KIDD KELLY (207) 338-2290 • ADDS: EXTREME (#40), FISHBONE, MARC COHN,

WYCR / York PD/MD: DAVY CROCKETT (717) 637-3831 • ADDS: EXTREME (#28), HUEY LEWIS & THE NEWS (#29), KINGOFTEHILL, KIX (#30), THE KLF, NATALIE & NAT KING COLE, TAMI SHOW,

WYKS / Gainesville PD/MD: JERI BANTA / MD: JIM FOX (904) 331-2200 • ADDS: COLOR ME BADD, EXTREME, NATALIE COLE, YOUNG MC,

WZOK / Rockford PD/MD: TOM GJERDRUM / MD: RICK JOHNSON (815) 399-2233 • ADDS: FIREHOUSE, WHITNEY HOUSTON,

WZYQ / Frederick PD/MD: Nono / MD: BEN JAMIN (301) 663-5400 • ADDS: COLOR ME BADD (#33), MARKY MARK & THE FUNKY BUNCH, WHITNEY HOUSTON,

Y94 / Fargo PD/MD: JACK LUNDY (701) 241-5376 • ADDS: EXTREME, NATALIE & NAT KING COLE, R.E.M., TAMI SHOW, WHITNEY HOUSTON,

Y97 / Santa Barbara PD/MD: ABBY BOMELL / MD: BOBBY BEE (805) 966-1755 • ADDS: AARON NEVILLE, CATHY DENNIS, COLOR ME BADD, NATALIE & NAT KING COLE, RICK MATHEWS,

Z102 / Savannah PD/MD: RALPH WIMMER (912) 233-8807 • ADDS: EXTREME, THE LA'S, LUTHER VANDROSS, TAMI SHOW,

Z104 / Madison PD/MD: MATT HUDSON / MD: OPEN (608) 274-2720 • ADDS: C&C MUSIC FACTORY, COLOR ME BADD, EXTREME, TAMI SHOW,

Z93 / Kokomo PD/MD: SCOTT ALAN (317) 453-1212 • ADDS: AARON NEVILLE, COLOR ME BADD, EXTREME, FISHBONE, THE KLF, MARC COHN,

Z97 / Billings PD/MD: CRAIG SULLIVAN / ASST. PD/MD: JETT ST. JOHN (406) 248-2681 • ADDS: COLOR ME BADD, D.J. JAZZY JEFF & THE FRESH PRINCE, MARC COHN, WHITNEY HOUSTON,

ZFUNTO6 / Moscow PD/MD: GARY CHAMMINGS / MD: STEVE HELLER (208) 882-2551 • ADDS: COLOR ME BADD, EXTREME, HI-FIVE, KINGOFTEHILL, MARC COHN, WHITNEY HOUSTON,

### ARBITRONS (from page 3)

leaped 1.4 to 6.2 and XL106.7 jumped 1.2 to 4.9. In Louisville, WDJX zoomed 2.1 to 8.9 while WZKS (KISS104) upped 1.1 to 5.0.

• **Syracuse.** WNTQ soared 1.4 to 10.7, making it second in the market. Although PD J.J. Cook admitted to having AC tastes, he credited Burkardt/Douglas consultant Don Benson for focusing on the 18-34 core. "By concentrating on that, we've been able to drag in the fringe," he told **HITMAKERS**. "The 25-34 female cell will drive the 25-54 numbers up.

"We're going to focus even more and keep superserving 18-34," he added. "With a market so fragmented where everyone goes after 25-54, going after that would fragment our music to the point where people don't know what we are."

• **Rochester.** 98PXY leapt 1.1 points to 10.4, stopping a four-book slide. PD John Ivey credits the turnaround to concentrating solely on females. "We ran an auditorium test that covered only 18-34 women, which made us slow down our currents and tighten up the playlist," he told **HITMAKERS**. "We've also cut down on the jock chatter. Although they talk less, what they say means more."

• **Honolulu.** For the first time ever, HOT 194 became the market leader, zooming from a 9.3 to 12.7. PD Jamie Hyatt attributed the rise to "playing the right music, improving the air staff and

being very promotionally active. We stuck with our 18-43 core who like Dance music and superserved them."

Unlike other PDs who claimed to have success without Rap, it worked well for Hyatt. "We have no problems with it, and our upper demos went up," he said. "You just have to know what time of day to play them and what artists to play. You want the melodic, sing-along Rap songs.

"I've read articles where people say that you can't play Mariah Carey and Rap at the same time, but I don't think that's true by any means. They love both here, and they do at KMEL, HOT97.7 and KDON, too. If you stick to your core, you'll do well."

• Probably the biggest winner in Top40 has to be in Lafayette, IN where WAZY went into orbit, from a 9.7 to 19.9, and in 18-49, a 10.4 to a 24.8. It was PD Jim Stacy's seventh consecutive #1 rating. He programmed the station from 1983-1986, then left before returning in February of this year.

### COLUMBIA (from page 3)

WMMS Cleveland, I decided to move him from Artist Development to AOR Promotion because he'll do great with it."

Baumgartner stressed the need for grassroots artists development to break new Rock talent, with the ultimate goal of crossing them over into Top40. "Old-fashioned artist development still works," he said. "We're going to do old-fashioned promotions. A lot of new, developing artists are opening up for major acts.

Chris Whitley will open for Tom Petty, Alice In Chains got the Van Halen tour, and Deacon Blue will open for Robert Palmer. We're going to take advantage of that by having



**JIM DeBALZO**

them visit the local radio stations and doing special shows.

"AOR is doing fine and will be a big part of the '90s," Baumgartner added. "When Q106 PD Kevin Weatherly tells me that he lost a part of his audience to the Rock station, that's because Top40 is turning themselves into a Dance or Rap niche format. We're going to stick with ground-level artist development so when they move back into the Mainstream, we'll be part of it. It's like the Black Crowes, who developed themselves on the road for a year before breaking Top40."

### ATCO (from page 5)

"Derek came to ATCO as a true music man, and his instincts and skills have served him well," noted ATLANTIC GROUP Co-Chairman/Co-

CEO Ahmet Ertegun. "In keeping with the label's rich musical heritage, he has established artists to new levels, while nurturing developing talent in a variety of musical styles."

Shulman believes the key to the label's future success is developing talent, not just going for the one-shot hits. "The key to our heritage is in building great acts," he said. "We're not talking about killer records, but killer acts. AC/DC is a heritage band, and we plan on making The Rembrandts and The Panteras heritage bands as well.

"There's a huge underground out there comprised of fans who don't care about MTV or radio. They'll break acts like the Panteras, a band that has sold 200,000 albums through touring alone. You'll see other non-Mainstream bands break through from the left and right, Rap and Metal."

"Under Derek's tutelage, ATCO has become a pillar of the ATLANTIC GROUP of labels as we move into the '90s," stated Co-Chairman/Co-CEO Doug Morris. "I look forward to continuing our exciting and fruitful partnership in the years ahead."

### EPIC (from page 5)

Pop appeal. The quality of their music and their unique sound are things that no one has. We just have to exploit them and change the marketplace to accept them."





# JOHN McFADDEN

Program Director, WDFX, (THE FOX), Detroit

by Kevin Carter

## HOW LONG HAVE YOU BEEN IN THE DETROIT MARKET?

Almost three years. I arrived in October of 1989 and the station had signed on in August of '89. I was brought here as Assistant PD/MD, midday personality, night watchman, gofer, executive zoo chef and everything else in between. Chuck Beck was the PD at the time. We were doing a pretty Mainstream Top40 approach with a little bit of the Rock that wasn't being serviced in the market and at that particular time, it was Guns N' Roses, Def Leppard, Bon Jovi, Poison and Skid Row. 'HYT and 'CZY, which is now Q95, were not playing much of these artists, so we had a very neat and successful debut with a 5.4.

## SINCE YOU'VE BEEN THERE, THE WHOLE COMPLEXION OF THE MARKET CHANGED. Q95 IS NOW AN ADULT TOP40 AND YOUR STATION HAS SKEWED TOWARD DANCE/CROSSOVER.

Yes, it has. We started off being fairly Mainstream. All those Rock bands had massive albums, and there were large amounts of product available at that time. 'HYT was servicing the Dance niche of the format, while 'CZY went down the middle, trying to be a lot of things to a lot of people. They have Dick Purtan in the morning, which, for an Adult Top40, is a slam dunk. He's a very good personality, and most of your Adult Top40 audience grew up listening to Dick.

We started leaning toward the Rock side and pioneered, along with Brian Burns, the folks at PIRATE Radio, and Mark Todd at 92X in Columbus, a Rock40 approach. **HITMAKERS** was very instrumental in putting together Rock40 conference calls. We networked every week and talked about the available records. The format did pretty well, but like a lot of niche formats, when the product dries up, you begin crutching on whatever records you can find, and you end up burning out your recurrent, gold and post power rotations.

Also, Paula Abdul, Bobby Brown, M.C. Hammer, Young M.C., and everybody else put out career albums, and that's what people wanted to dance to, so we quickly changed our approach to a more Pop/Dance lean. During the day, we'll still play Roxette, Rod Stewart and the Extreme record, but on the weekends and at night, we just pick it up on the Dance end.

## WHERE DID YOU START YOUR RADIO CAREER?

In 1978, I started in the small town called Sylva, North Carolina, which is about 50 miles south of Asheville. I started doing "Sunday Down South" and running countdown shows, gospel

tapes and stuff like that. I was a junior in high school and was real excited about being given the chance to be on the radio. A good friend of mine who worked there got me into the business.

## HOW DID YOU GET YOU FROM SYLVA, NC TO DETROIT?

There were a lot of miles and McDonalds hamburgers in between the jump. I went from there to working at a small AM station in Cheraw, South Carolina, for \$150 a week and all the records I could steal. It's near Florence and Myrtle Beach, SC, and it's a nice place to live. I learned a lot there. The GM was also the owner, the General Sales Manager, and he also did an airshift. In addition to that, I was doing an airshift, local news, local sports, MD, eventually PD, and I even sold some time. It really gave me a great education in all facets of the business.



From there, I worked at a little station outside of Charlotte in Monroe, NC and that's where I got my first real taste of doing Top40 radio. Some old jocks and people who had been at Big WAYS in Charlotte, back during its heyday, were now working at this radio station. R.C. Chrysler (Bob Chrysler), was the PD. He went to program WJZR in Charlotte. It was a high-energy Top40. I went to work for Bob there as Research Director, and I also did middays.

While I was on the air there, Randy Kabrich heard me. He moved to Charlotte to work for Stan and Sis Kaplan. Randy took WROQ, which had been a big album station for years, and turned that around to do Top40. I worked with Randy, J.J. McKay, Jack Murphy and Bill Catcher. We had a great air staff. Randy then left to go to Q105 in Tampa. Reggie Blackwell came in. Reggie was there for about a year, and while watching Randy and Reggie work, the programming bug really started biting me. When Stan and Sis had to sell the station, I said, "This is the best time to get out and try to find a programming job." So I typed up my programming philosophies and sent them out to a station in Fayetteville, North Carolina, which was Q98 at the time.

I programmed the station there for a year and a half, and meanwhile I kept

in touch with Chuck Beck, who, by the way, is also from Sylva. He and I had worked together at the station there, and we had kept in contact over the years. He got the programming job in Detroit and was looking for an assistant. He called me up, and I came up here and looked over the city. It's really a nice place to live, so we started working together. When he went to WAVA, I got this position.

## WAS YOUR PROGRAMMING PHILOSOPHIES AT THAT TIME ANY DIFFERENT FROM TODAY?

I was probably a little more conservative then, because it was the South, and having worked at some smaller markets, I probably would not have taken the chance on records like I will now. Basically, I like a good, entertaining station, and I hire jocks and let them do what they do best. I

*"If we perform to the best of our abilities, we might show the new owner the need to retain this format."*

don't get real bent out of shape if they don't talk about exactly what's on a liner sheet. Give them the freedom to create, let them be personalities, and play hit records that work in your market. I don't care if a record is number one in Timbuktu. If it's not working here in Detroit or whatever market I'm in, then we're not going to play it. Find your target and go for it.

## WHAT IS THE CURRENT STATUS WITH THE FOX'S PENDING SALE?

We're still looking for an owner. Bob Sherman of Sherman Broadcasting had put together a deal, but it fell through for various reasons. He disbanded his company and came back with new equity partners to put in another bid, which also fell through. It's a day-to-day thing. Every day is the deadline, and for some reason there's extensions and extensions. We're still for sale; it's been going that way for about 10 months now.

## HOW DO YOU MANAGE TO KEEP THE STAFF MORALE UP AND MOVING FORWARD?

As I've told everybody on the airstaff, the support and promotions staffs, it's really something that we cannot control. We don't have the

option of saying who we want to buy us. We have no direct control of that situation. What we might have control over is whether the station stays Top40. If we perform to the best of our abilities, and not have a self-pity party, we might be able to show our new owner the need to retain this format. I've told people to have fun, be a professional and be glad that you're still employed, because there are a lot of people out there who are on the beach. It's a tough time. I get tons of tapes every week. Some really good people are looking for a job.

## GIVE US A BRIEF OVERVIEW OF THE MARKET.

Basically we have multiples of every format imaginable. We've got two Jazz stations, three Top40s, a slew full of ACs, a couple of Golds, three AORs, a couple of Urban stations and three News/Talk stations, so it is a very, very over-radioed market.

We share the most audience with 'HYT. We share a little bit of audience with Q95, which is the Adult Top40, and we also share a little bit of audience with WLLZ and WRIF, which are AORs, and WCSX, the Classic Rock station. Now that we're playing more Dance music, we're also sharing more of the audience with 'JLB as well.

## HOW DOES THE FOX FIT IN AS FAR AS NUMBERS GO?

It depends on what ratings survey you look at. Right now, we are consistently the #2 Top40 behind 'HYT 12+. There are various demos that we do beat them in, and in the mix somewhere is Q95. We are usually on top of the two AOR stations, and 'JLB is usually first or second in the marketplace.

## HAS THE FOX SLOGAN BEEN IDENTIFIED WITH ROCK BECAUSE OF ITS HERITAGE?

Not really. We thought about dumping it when we progressed in more of a Dance-Pop area. We thought it was a lot of extra-heavy baggage, but we really haven't found that to be true. People don't think THE FOX is a Rock slogan. I know a lot of Classic Rock stations around the country use the slogan, but it has a very good Top40 image in Detroit.

## LET'S TALK ABOUT YOUR AIRSTAFF.

In morning drive, we've got a very funny and still growing morning show in Savage and Steve. Andy Savage was initially the night jock here and Steve Courtney was doing weekends. Andy's a good interviewer. He's very timely in doing phone bits and is well prepared, while Steve is probably one of the funniest individuals I've ever come

(Continued on following page.)



(Continued from previous page.)

across. He's very quick, does some great character voices, and in the process of two-and-a-half years, we've molded them into a morning show.

### AS NIGHT JOCKS OUTGROW THE NIGHT DEMO, CAN THEY SUCCESSFULLY MAKE THAT TRANSITION TO MORNINGS?

Most night jocks have always been given the freedom to communicate with their audience. It's always been "Okay, let the night jock get out there, just be crazy, do good phone bits and talk to those kids." In doing that, they've learned how to communicate, how to work the telephones and how to talk to people on a one-on-one manner and pull things out of them, which is exactly what Andy can do.

These guys have come a long, long way. The GM and I spend about an hour with them every day. We work together on what we're going to do the next day. The show is basically pre-planned, and I'm seeing a big turnaround in just their basic image.

In middays, we've got a market veteran in Karen Dalessandro. She was doing 10-2 at night for a long time, and when I came off the air about 10 months ago, we moved her to middays. Karen is very smooth and one of the best female talents out there. She does a lot of national voice-over stuff and is just a little sparkplug.

In afternoons is Marc Mitchell. He's also a Carolina boy; he's worked at WAVA in Washington, 'ZOU in Boston and in St. Louis. When we got him, he was doing mornings in Albany. He's very quick and a little left of center from time to time. He comes up with some of the most interesting analogies for various situations.

At night, from 6-10, is one of the most energetic and hottest night talents out there, The Janitor. We got him from POWER99 in Atlanta. He's doing a very good job at night with the young audience. He communicates very well and, like Andy Savage in the morning, does great phone bits.

From 10-2 at night, we've got Thrilling Paul Shilling, who has been in the market for a while. He does "Love Lines," an all-request dedication show. He's real hip to what is happening. Our overnight person is Louie Louie, from Toledo.

On the weekend, we have Spike On The Mike, who does afternoons at CK105 in Flint. We've got Joey B, Pete McRae, who's a market vet, and Freddie Cruz, formerly of WVIC in Lansing.

### DO YOU MISS BEING ON THE AIR?

Initially, no. I'd been on the air for 10 years, and since this is the first station that I've worked at that I've been able to program and not be on the air, it was kind of a relief. Now whenever I do a weekend shift in an emergency, I really enjoy it.

When you're doing an airshift six days a week forever and ever, the passion starts to diminish, but if you step back, give yourself a break, then just do a weekend shift, it becomes fun again.

### WHAT PROMOTIONS DO YOU

### DO TO MAINTAIN A HEAVY STREET PRESENCE?

We do as many club nights as possible, and a lot of to-be-noticed type promotions. We've got an amusement park on an island called Boblo. A couple of times during the summer, we'll take listeners out on the Boblo Boat, play music and party.

Our van is on the street every day. We send one of our promotions people, called Captain Intersection, out in the van all the time. He'll pull over at a certain location, get on the air, and the first x number of people who stop by, get free movie tickets, concert tickets, T-shirts, whatever.

We've been going through a heat wave here, so we've taken over a frozen yogurt store or a Baskin Robbins ice cream store. He'll get on the phone and say the first 99 people who come by, get free ice cream. We do a lot of that stuff. People are expecting them now; they're calling us, asking where the Captain is going to be today. It has created a real strong street buzz.

Any time there is a big concert, our van is there. We also have a three-story inflatable fox that we take to all club nights, concert events and any place that people will let us put him up.

*"Some PDs shut their door to the Sales people, but a lot of good promotional ideas and opportunities have come from them."*

### HOW ABOUT LOW-COST PROMOTIONS THAT GENERATE A LOT OF STREET TALK?

The morning show does a lot of to-be-noticed street events. Back during the elections we would have the Savage and Steve yes-no poll. They would be standing on the side of the road and you had to flash your headlights or honk your horn to vote yes or no. During Halloween, we had Pumpkin bowling, Pumpkin seed spitting, Pumpkin basketball and a carving competition. We did the same thing at a Christmas tree lot.

Every once in a while, we'll have the Savage and Steve yard sale. The state of Michigan is not in the most healthy shape financially, so we decided to help out the State deficit by hosting a yard and bake sale. We sold anything we could get our hands on. People donated cases of motor oil or a free makeover at a beauty salon. We were selling the stuff for five and ten cents, and we raised a couple hundred dollars. We donated the money to the State to help with the deficit.

We'll take over a beauty salon and give away haircuts for 99 cents, with all monies going to Muscular Dystrophy or something like that. We also do a lot of mall events. The weather can get really extreme here, so people go to malls during the weekends and just hang out. You've got a very big audience there that is very Top40-oriented.

### HOW LARGE OF A PROMOTION STAFF DO YOU HAVE?

We've got three basic Promotion Directors: Deanna Kaminski is our Promotion Director, Ann Boss handles the administrative end, and Terry McCabe is Captain Intersection who does a lot of the physical stuff. We also have a promotions staff of about 10 people who go out and decorate for events, who put up the inflatable fox and helps Captain whenever we send him out. We've got a fairly good-sized promotions staff and a very good one.

Another person who has been very instrumental in our success is our Production Director, Paul Turner, who is also from Sylva, North Carolina. Paul has the voice of God. A protege of Bumper Morgan, he was the production voice down at the POWER PIG before coming here. Being around the boys from JACOR, he has picked up a lot of twisted ideas.

He is very creative in his own sense. I basically will give him a skeleton or a few bullet points as far as promos we want to do; he'll sit in his own little world and come out with the most phenomenally twisted, creative promotions.

### IS HE THE VOICE OF THE FOX?

He basically does our promos, and Mark Driscoll does our sweepers.

### DO YOU HOLD REGULAR PROMOTION MEETINGS ON A WEEKLY BASIS?

We schedule two meetings a week, usually on a Monday and a Thursday, and we also have emergency meetings if needed. At least once every two months, we hold a marketing meeting to do a lot of brainstorming of new creative ideas and set the docket for the next couple of months. We don't want to miss key opportunities.

I practically hold promotions meetings in my office every day. Sales people come in with, "Let's do this, let's do that." Some PDs shut their office door to sales people and don't want to mess with them, but a lot of good promotional ideas and opportunities have come from the sales staff. Not only does it benefit the station on a financial end, but it can also help us on the creative end. It's just a matter of communicating, keeping your brain moving and your ears open.

### DO YOU INVITE EVERYBODY INTO THESE MEETINGS? CAN THE RECEPTIONIST OFFER HER TWO CENTS' WORTH?

Sure. I'll go up to the receptionist and say, "Hey, we're going to be doing something. What are you hearing out

there? What are people into?" The doors are never shut. Sometimes, the involvement, depending on who's around the station, can be limited. The sales people can be out making calls, so we try to let everybody know when we're going to do stuff. I try to pull the jocks together and encourage their input because a lot of people have worked in various markets.

### DO YOU KEEP YOUR SALES STAFF EDUCATED AS TO THE STATION PHILOSOPHY?

Our General Sales Manager, Mike Schiefer, is very good to work with on a programming basis. Michael came from a radio family, so he knows the programming side as well. Our GM is not your typical GM, either. He has a good programming mind as well. We do get the support of sales when we need it, and we in turn keep them abreast of what we're trying to do. They are, from a programming aspect, pretty well educated in the philosophies and ideologies of Top40 radio.

### SO OTHER THAN SELLING JUST NUMBERS, THEY'RE SELLING THE ATTITUDE AND THE LIFESTYLE OF THE FOX.

Exactly. They're selling results and what we can do for that particular client. Some of our best things were not number-driven. We can go to a club night and draw 3,000 people. It doesn't matter whether you've got a six share or a two share, all the clubowner knows is that you've sold out his nightclub, so he's going to go with you again.

### WHAT DO YOU SEE FOR YOURSELF IN THE NEXT YEAR OR SO?

All of us here would like some form of normalcy in the station's sales situation. I don't think that the sale is doom or gloom. If somebody buys us and we change format, so be it. The paranoia that everybody went through the first couple of months has really subsided. People are moving on. It's almost to the point where we get tired of people asking us about it. We're just going onward and upward. We're trying to become Detroit's #1 Top40 radio station with the limited resources that we have and just do it with our people.

### HOW IS YOUR FAMILY? ARE THEY SUPPORTIVE OF YOU?

Very much so. My wife loves me and my dog doesn't bite me on the ankles.

### DO YOU HAVE ANY CLOSING WORDS?

It's definitely been a learning experience. I know that the radio industry is not in the best shape right now; a lot of broadcasting companies are having a tough time and a lot of stations are being sold. I was talking to Chuck Beck the other day. I said, "If we're lucky, we'll only have to go through a station sale once." If it happens, it happens. It's nothing to get wigged out over. If you're good, you'll land on your feet.

HM



# Chesney

**A  
HITMAKERS  
HITBOUND!**

*Active At...*

**KBEQ (D#29)**

**WGTZ (Add)**

**Z99 (25-22)**

**HOT95 (Add)**

**KAGO (D#38)**

**KAKS (34-31)**

**KBFM (Add)**

**KHOK (D#38)**

**KHSS (D#39)**

**KISR (29-25)**

**KLBQ (Add)**

**KLYV (D#31)**

**KNEN (D#38)**

**KNIN (Add)**

**KOYE (40-37)**

**KQIX (Add)**

**KQKY (35-31)**

**KSDR (36-30)**

**KTMT (D#38)**

**KVTI (Add)**

**KZBB (D#38)**

**KZOZ (D#40)**

**KZZB (D#35)**

**KZZU (D#40)**

**WHDQ (D#37)**

**WIFC (Add)**

**WKRZ (38-33)**

**WKSF (39-36)**

**WMXF (D#30)**

**WOMP (Add)**

**WPST (32-29)**

**WQGN (40-35)**

**WQUT (35-30)**

**WRQN (Add)**

**WSPT (Add)**

**WVBS (39-36)**

**WWCK (38-31)**

**WYCR (29-24)**



# Hawkes

**THE ONE AND ONLY  
THE NEW SMASH SINGLE**

**#1 in the U.K. for 5 weeks. Over 500,000 units sold!**

**Now featured in the upcoming Warner Bros. motion picture "Doc Hollywood."**

**Starring Michael J. Fox. Opens August 2nd.**

**Chesney's new album *The One and Only* due out August 27th.**



© 1991 Chrysalis Records





# EAR TO THE GROUND



JIVE/RCA recording artists D.J. Jazzy Jeff and The Fresh Prince blew thru Houston to talk about their new song, "Summertime" and to scare the hell out of KKBQ Night jock, Jammer. (L to R) Jeff, Jammer, NBC Star, The Fresh Prince

## Late Breaking News And Inflammation:

After a few months of sitting on the bench, WPLJ-New York Morning Guy-In-Limbo ROCKY ALLEN has signed on for wakeup service at sister CAP CITIES/ABC station PRO-FM-Providence. Current PRO morning personality, JIMMY GRAY, who has been doing the shift since 1978, will segue to middays. Both changes will go into effect on August 5th.

Look out, here comes a quote from PRO-FM GM KAREN WOODBINE, "Rocky has been very popular in New York and our listeners have a real treat in store when he starts with PRO-FM. Rocky will bring to Rhode Island a unique type of show that will surprise and entertain listeners on a daily basis."

Thanks for stopping by, Karen! Allen has been sitting home collecting a hefty paycheck since SCOTT SHANNON arrived a few months back to launch MOJO Radio.

WPFR-Terre Haute went dark last week, due to those infamous "budgetary constraints." In an era when the number of jobless people in Top40 radio is already at a critical level, now add more talented people to the ranks of the unemployed. Here is a brief list:

DAVE KING, PD/MD/Mornings	(812) 234-0189
SLICK DILLINGER, Middays	(812) 234-2756
BRENT PHILLIPS, Afternoons	(812) 232- 8427
CHRIS CLINE, Nights	(812) 234-3050

As reported here last week, WYYS-Columbia S.C. will have changed format to Country by the time you read this. PD BILL MITCHELL did not languish on the beach very long, and is heading back to Ohio with his wife, CRYSTAL LAKE, as OM/Morning Guy of WQTL-Ottawa/Findlay/Lima Ohio. The format of the station is Classic Hits, consulted by TOM GILLIGAN of WWHT-Columbus. You'll see Tom's name again in just a few moments....stand by.

## Hey, 2 Weeks In A Row! Some Actual Damn Jobs!!!

The now-famous TOM GILLIGAN is looking for a Production Director/Air Personality for HOT105 (WWHT)-Columbus. Great facilities including 16-track and digital sampler. Salary 18K-plus. Rush those tapes and resumes to: TOM GILLIGAN, 7001 Discovery Blvd. Dublin, Ohio 43017. EOE. No Calls.

WAZY-Lafayette is looking for a relatable adult morning show talent. Medium-market university town. Send tape, resume, and photo to: JIM STACY, PD, WAZY, P.O. Box 1410, Lafayette, Ind. 47902 EOE.

WLAN-FM-Lancaster, PA is in immediate need of a morning talent. Rush that package yesterday to

PETE MICHAELS or HANK BASTION, WLAN-FM, 252 North Queen St. Lancaster, PA 17603 EOE.

WBBQ-Augusta, GA is in search of their next overnight personality. Good pay and benefits. Send tape and resume with production samples to: BRUCE STEVENS, WBBQ, Box 2066, Augusta, GA, 30913-2066. EOE.

## THE HITMAKERS STROKE OF THE WEEK!

It's been a long time since we've seen one label blessed with so much incredible product at one time. Our good friends at WARNER BROTHERS, STU COHEN, BARNEY KILPATRICK, and GREG LEE are heating up America's airwaves with a massive onslaught of hits this summer, like *Crazy* by SEAL, *The Motown Song* by ROD STEWART, plus hot new product from PRINCE, *Just Want To Hold You* by JASMINE GUY, and *Just Ask Me To*, by TEVIN CAMPBELL. They've also singlehandedly transformed R.E.M. into a core artist for Mainstream Top40 in the '90s! Also, Greg sez, watch out for one of the hottest records you'll ever hear by KARYN WHITE, called *Romantic*, produced by JIMMY JAM and TERRY LEWIS! If it's not burning a hole in your desk right now, it will be soon, so make some room!

## In Motion This Week:

Legendary Top40 Morning Personality JOHN LANDECKER has suddenly left the building at WPHR-Cleveland. PD CAT THOMAS is filling the shift for now. Landecker is home at (216) 521-5349.

WNYP-Ithaca NY welcomes TOM SHERMAN, formerly of K104-Erie, PA as the new PD/MD. STEVE CHRISTIAN, GM of WNYP had been handling the PD/MD duties until now, but is now relieved that he brought Sherman on board to help give him a break so he can get back to doing his GM stuff.

RICK WALKER has been named PD/Morning Guy at Z99-Oklahoma City. He had been doing mornings at Classic Rock formatted Z107-Houston, but spent 8 years of his 13-year career in Oklahoma City.

KZ93-Peoria PD SCOTT WHEELER has brought in NICHOLAS KNIGHT as the new 7-midnight air personality. KNIGHT (a.k.a. "NIC AT NIGHT") comes from WZOK-Rockford where he did overnights for the past three years.

Congrats to RAY ANDERSON, who just signed a management deal on a very hot new band, THE FARM, on SIRE/REPRISE Records. The band currently owns the #1 album in England.

DAN STONE, a 5-year station vet, is out as PD/Morning Guy of WMGV-Appleton/Oshkosh. If you have any leads, give him a call: (414) 722-3501.

## Tales From The News Womb:

Congrats to WKSS-Hartford PD JEFFERSON WARD and his wife CAROL, on the birth of their new son, CHRISTOPHER JAMES, on July 18th. This future linebacker weighed in at a generous 10 lbs 8 oz! Needless to say, Mom won't be operating any heavy machinery for a while...

There's a new piglet in the POWER PIG-pen, as PD B.J. HARRIS and wife SHARRON celebrated the birth of their son ANDREW BENTON on June 1st during Afternoon drive. (5:04pm) He weighed 7lbs 6oz.

## Upped This Week:

KKRZ-Portland has upped GSM BILL ASHENDEN to GM.

KQHT-Grand Forks has upped WADE WILLIAMS to MD.

## Congratulations:

It's wedding bell city this weekend for WARRANT lead singer JANI LANE, and STAR SEARCH model BOBBIE BROWN. They are to be married on Saturday, July 27th, at a top-secret L.A. location. WARRANT drummer STEVEN SWEET will serve as best man. BOBBIE starred in the infamous "Cherry Pie" video where true love reared it's head...so to speak.

Congratulations also to one of our favorite people, HITMAKERS' own lovable head of Business Affairs, ANNE GREENBERG, wife of our Prez, BOB GREENBERG, on the occasion of her birthday, July 24th.



RCA Recording artists P.C. QUEST stopped by WCIL-Carbondale, Illinois on their nationwide barnstorming tour to demonstrate their awesome a cappella singing abilities. Pictured with the band is PD Tony Waitekus (Left) and WCIL Morning Guy John Riley (second from Right)

## Welcome Back:

Best wishes for a speedy recovery to KIIS-FM MD MICHAEL MARTIN, who is back to work on crutches after missing 10 days because of a broken foot. THE EAR hears that he fractured the foot in some sort of freak mixing accident...Martin will offer no further details...

Welcome back to WWWQ (Q105)-Glasgow, KY after being off the air for several months due to severe tornado damage. PD RICK FAULKNER and MD DAVE HARRIS are back in a big way, with a new tower, a new transmitter with an increased signal to 25,000 watts and a change of frequency to 105.3. Faulkner says that the airstaff is "assaulting the airwaves with a fervor that can only be gotten by being off the air for so long." Welcome back, guys!

## No Way You'll Be Hungry Again In An Hour:

Just a tasteful reminder to those of us tragically hip folks in the biz who used to frequent ROY SILVER's incredible restaurant here in L.A. several years ago - if you're suffering from withdrawal symptoms, the wait is over. You can get your weekly fix once again, because ROY'S is now back, every Thursday night at SHAIN'S RESTAURANT, 14016 Ventura Blvd. in Sherman Oaks. Experience once again ROY'S famous and fabulous eight course Chinese dinner. It's ROY'S AT SHAIN'S every Thursday night beginning at 6:30. See you there!!!!









IT'S GOOD TO BE...  
**KING OF THE HILL**  
**"IF I SAY"**

THE NEW SINGLE AND VIDEO FROM KING OF THE HILL

**A HITMAKERS  
HITBOUND!**

**ADDED MTV!**



**JUST ADDED AT:**  
**KBEQ !!!**

99.9KHI! KATM (#28)! KG95!  
KHOK! KIQY! KISR (#39)!  
KMCK! KNOE! KQIZ!  
LIVE105.5! PWR108! WJLQ!  
WVIC! WKSF!  
WNOK-FM (#34)! WSTO!

**HOT ACTION AT:**  
KHSS (D#35)! KKHT (D#40)!  
KKYK (D#29)!

FROM THE LABEL THAT BROUGHT YOU JESUS JONES