

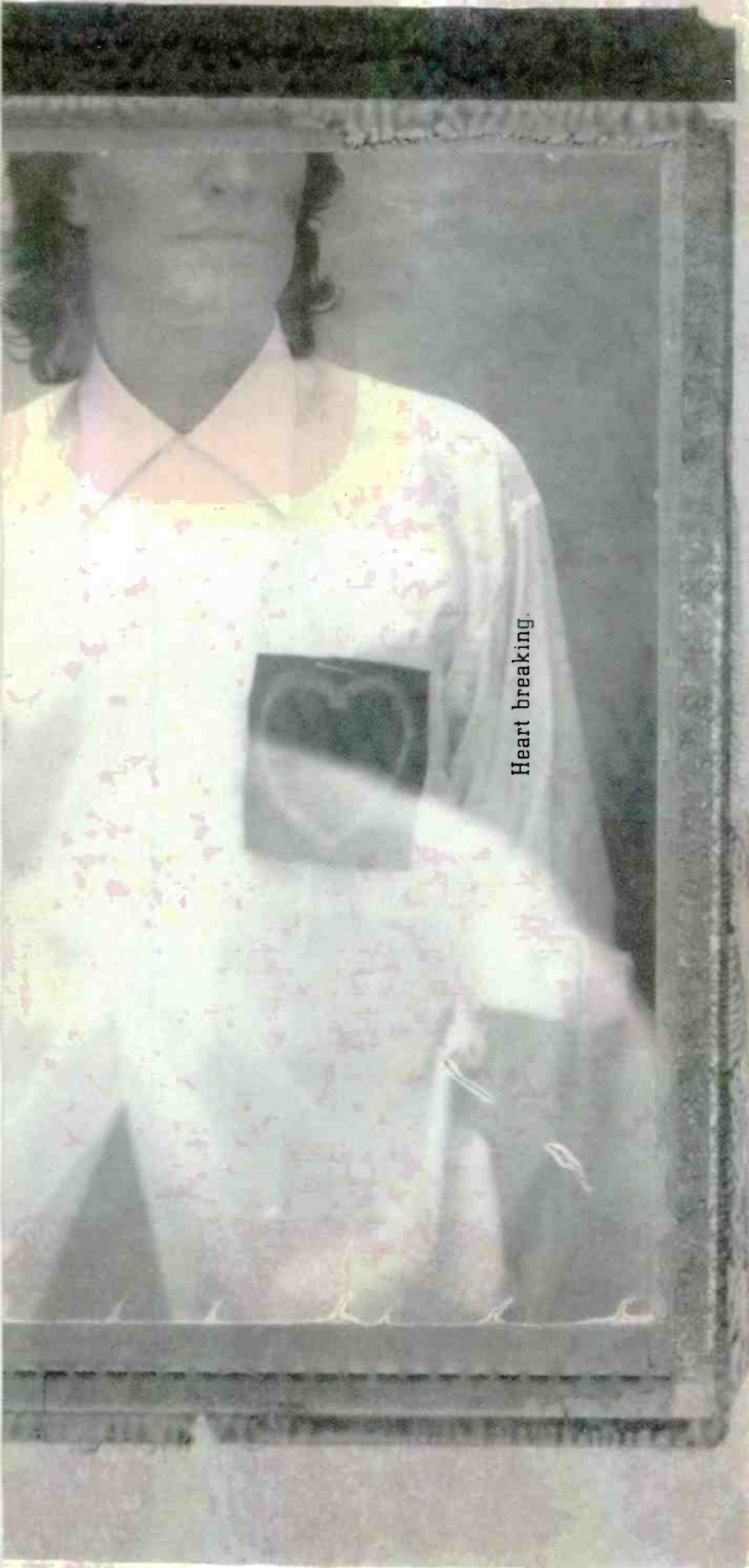
HITMAKERS[®]

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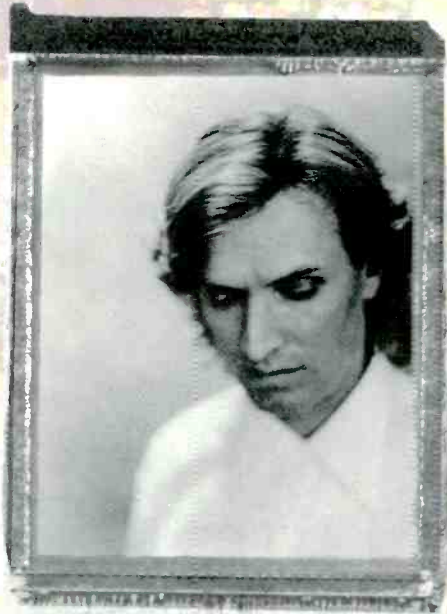


an exclusive interview with
MARK AND BRIAN

Mornings, KLOS - Los Angeles



Heart breaking.



Heart healing.

It takes you
even higher.
Takes your
breath away.
The air is finer.
The light
is brighter.
And the view
stretches for as far as
the heart can see.

Steve Winwood

Pulse racing.





ONE AND ONLY MAN

The new single.

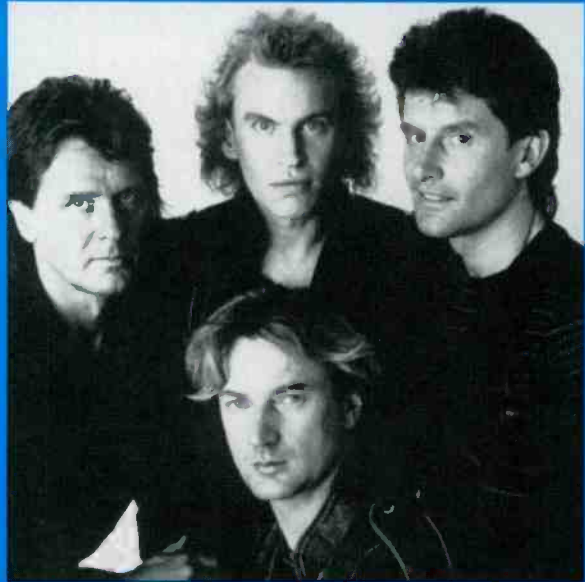
Ground breaking.

Refugees of the Heart. The new album.

Available in stores November 21th.

Music from your one and only man. **Steve Winwood.**

ASIA



"DAYS LIKE THESE"

OVER 120 CHR STATIONS!

Exploding At:

KSAQ (39-34)

B94 (29-27)

KISN (26-24)

KATM (8-7)

WQUT (25-19)

YES97 (14-8)

KNIN (27-21)

KYYY (34-27)

KRZR (6-4)

B98 (27-23)

WKDD (Deb#23)

KTUX (Add#32)

KAKS (40-33)

KWNZ (32-27)

WPST (29-25)

93Q (21-17)

KFTZ (31-24)

WQID (Deb#27)

KMYZ (Deb#30)

WCGQ (23-19)

WOKI (17-14)

Z102 (Deb#34)

WKZR (25-21)

PWR92 (Deb#40)

WHTO (25-21)

WKSF (Deb#38)

KISR (Deb#33)

Q104 (Deb#33)

KWTX (30-26)

KQHT (15-12)

WKFR (Add)

KFRX (27-23)

99KG (Deb#38)

WIFC (Add)

KMOK (32-27)

KZOZ (34-28)

Y97 (Deb#29)

KFFM (Add)

100 AC Stations On This Record!

Gavin AC: Debut 33*-27*!

Sales Are Exploding Everywhere!

MARIA MCKEE



"SHOW ME HEAVEN"

UK Chart: #1 for 3 Weeks!

An American Artist, An American Single, An American Movie Soundtrack to the film,

Thunder

- over 850,000 units sold!

An ADULT CONTEMPORARY Smash!!!

Over 150 AC Stations!

R&R AC Deb 29*! Billboard AC: Deb 41*-35*!

KHMX/GUY ZAPOLEON - DEBUT 25!

"It's #1 in England and this record will be a smash for here in the states!"

WKZL/CHUCK HOLLOWAY

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

Breaking Quickly At:

KHMX (Deb#25)

KZZP

WHHY (Deb#35)

G105 (35-31)

KCAQ (39-36)

WKZL (24-22)

WQUT (Add)

KZZB (Add)

KCHX (Add)

FLY92

WAEB

WPST

Q104

KF95

99.9KHI

WYCR

WVBS

RADIO BELIEVES IN HEAVEN!

CLUBLAND FEATURING KING BEE

"LET'S GET BUSY"

#1 Club Record in Billboard For 3 Weeks!

Now Crossing At CHR!

PWR106/AL TAVERA - "It was a top 5 club record in Los Angeles and sounds GREAT on the air!"

HOT97/KEVIN McCABE - "'Let's Get Busy' has been a hit club record for months! HOT97 feels that it's one of those rare songs that transcends to radio! The club edit is exceptional!"

WPGC/ALBIE DEE - Clubland is smokin' in the clubs! A smash from the street on up!"



HITMAKERS®

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

KCPX-SALT LAKE CITY GOES AC

Price Broadcasting's KCPX in Salt Lake City flipped from Top40 to Adult Contemporary October 4, a move that prompted AC KLVV to switch to a Top40 format under the moniker "Utah's New Q, Q99.5."

KCPX Vice President/General Manager **Wayne Courtney** told **HITMAKERS** that Price considered switching to AC when it first bought the station in 1982, after they conducted a format opportunity study and found an AC hole in the market, but decided to remain as a Top40.

"As time passed the Top40 arena in Salt Lake City

became more and more crowded and the audience more and more fragmented," explained Courtney. "In July of this year we decided to do another format opportunity search just to see what the possibilities were, and we found the largest opportunity for growth was in the AC arena."

Courtney said a total of nine formats were tested, including Top40, "and after a lot of soul-searching on ownership's part, the decision was made to make the change." Courtney said the station is retaining its call letters, but is now identifying itself at K98.7. He

added that the music is "Today's hits along with the favorite music of the '60s, '70s and '80s," but he would not disclose the ratio of currents.

Program Director **Jerry Lousteau** stepped down
(See KCPX page 44)

Lauer Named Jacor Communications VP

John E. Lauer has been named Vice President of Jacor Communications, it was announced this week by Jacor Chairman and President **Terry Jacobs**.

Lauer has been Vice President and General Manager of Jacor's News Radio 640 WGST, WPCF-FM95 and the Georgia Network, all in Atlanta. In his

new post he will continue to be based in Atlanta, but will be involved in several Jacor projects on the national level. He will be replaced as VP/GM of the three Atlanta properties by **John Hogan**, who is currently General Sales Manager of all three.

"John Lauer has done a tremendous job over the last 19 years, making WGST, WPCF and the Georgia Network important factors in the Atlanta market," commented Jacobs. "We're pleased to be able to take advantage of his expertise, background and talents to help move Jacor forward in the future."

Lauer commented that he is "Excited and thrilled by the challenge this opportunity presents."

Among the stations owned by Cincinnati-based Jacor Communications are Top40s Y107 (WYHY) in Nashville and The POWER PIF (WFLZ) in Tampa, and Rock station WEBN in Cincinnati.

McFadden Named Interim PD At WDFX-Detroit

John McFadden has been promoted to Interim Program Director at WDFX-FM (The FOX) in Detroit, it was announced this week by The FOX General Manager **Paul Jacobs**.

McFadden, formerly the assistant PD, fills the post vacated in August by **Chuck Beck**, who left the Hoker Broadcasting-owned station in August to become PD of WAVA in Washington, D.C. McFadden has been with The FOX for two years.

"The decision was a direct result of John's performance over the past two years, as well as the results of the Summer Arbitron," commented Jacobs. "John has done an outstanding job for this radio station."

In the summer ARBs, The FOX made strong progress, closing the gap between itself and the market's two other Top40s. The FOX went up 3.1-4.0, nearly overtaking Q95, which dropped 4.8-4.1, and also gaining ground on WHYT, which rose 5.3-5.5.

Jacobs explained that the "interim" tag was placed on McFadden's appointment because of the potential for an ownership change at the station.

"Once the ownership is clarified, a decision will be made about making the position permanent," said Jacobs.

McFadden called his promotion "a natural progression," stating, "I feel the station is in a very winnable situation, and I'm looking forward to having a long future and a great time here at The FOX."

Elliot Joins KKBQ As Dir. of Operations

WAVA-Washington, D.C. assistant PD/Music Director **Dave Elliot** has been hired as Operations Director at Gannett Broadcasting's KKBQ-Houston, re-joining KKBQ Program Director **Dene Hallam**, for whom Elliot worked as assistant PD when the two were at Gannett's KCPW in Kansas City.

Elliot left KCPW in July of 1989, when the station switched from a Top40 to an oldies format and became known as KCMO. Hallam, who was Director of Programming and Operations at KCMO, was set to leave the station last month for a programming position at STAR105 in Dallas, but decided against moving to STAR105 when he was offered the KKBQ job. Hallam replaced PD Bill Richards, who left KKBQ to take the PD job at Gannett's KIIS-FM in Los Angeles.

"Dave has always been my main man," commented Hallam. "He's the ultimate trouble shooter and knows how to get things done. I look at

him as the Samsonite Gorilla and the competition is the luggage!!"

Hallam said Elliot's job will be "making sure the strategic plan is implemented."

"With Dave and I together, one plus one equals three," added Hallam. "When you combine that with the rest of the talent at KKBQ, you know we're going to win big."

Prosecutors To Appeal Judge's Decision In Isgro Trial

Federal prosecutors have filed an appeal of a judge's ruling to dismiss "with prejudice" 57 counts against independent record promoter **Joseph Isgro** on charges of payola, racketeering, filing false income tax returns and conspiracy to defraud COLUMBIA Records.

The appeal seeks to drop the "with prejudice" stipulation, which prevents the reintroduction of charges against Isgro, former CBS Records executive **Ray Anderson** and Isgro associate **Jeffrey Monka**.

Judge **James M. Ideman** dismissed the cases against the three men on September 4, citing "outrageous government misconduct" stemming from the withholding of key documents from the defense. It was learned shortly after the trial began that the prosecution had failed to disclose knowledge of testimony by a key witness at his own trial last year that contradicted his testimony that resulted in the indictments against Isgro and the others.

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KLOS, Los Angeles.....page 47

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Crossover Top40.....page 21
Adult Top40.....page 23
Rock.....page 34
Alternative.....page 37
Clubs.....page 43

The Black Crowes



“HARD TO HANDLE”

**#1 Most Requested
Video On  !!!
Top 5 Most
Requested Track!!!
R&R Track 18* - 9*!**

Already On Over 50 CHR Stations:

KSAQ (D#40)

YES97 (38-23)

99WAYS (D#32 hot)

Q104 (32-27)

WQUT (D#34)

KNIN (D#35)

KRZR (20-17)

KZ106 (24-21)

KFMW (28-26)

WKPE (Add)

G98 (Add)

WPRR (Add)

WPST (Add)

WCGQ (Add)

KAKS (Add)

Breaking Quickly At:

99.9KHI

FLY92

WHHY

FM104

KATM

WAEB

WJMX

WZYP

WWFX

WVSR

103CIR

WKSF

KQIZ

KTMT

KFBQ

**Sales Over 600,000 Units!
Now On Tour with Robert Plant!**

From The
Gold Debut Album
SHAKE YOUR
MONEYMAKER.



BMG, EMI Support Digital Compact Cassettes; Still Concerned Over Home Copying

Bertelsmann Music Group and EMI Music Worldwide have announced their support of the Phillips Digital Compact Cassette System (DCC), a product that would allow users to play conventional analogue tapes as well as new cassette-sized DAT tapes on the same machine.

Similar to the Digital Audio Tape, the DCC system is a non-rotary head unit which makes playback more accessible to its users. Unlike DAT cassettes - which can only be played on DAT players - DCC players will be able to play both DCC tapes and analogue tapes. Phillips Electronics is currently developing the product, but it may be a long time before DCC tapes and players are available to the public.

Adding to the delay is the debate over home copying; artists, record companies, songwriters and publishers are concerned about the potential for lost revenue resulting from music consumers making digital copies of CDs onto DATs or DCCs. An international meeting in Athens Greece last year resulted in an agreement between the music and

electronics industries aimed at appeasing the concerns over using DAT to make near-perfect copies of digitally recorded music. The agreement called for any DAT equipment sold in the U.S. to contain a Serial Copy Management System (SCMS), which would allow copies of CDs to be made onto DATs, but would prevent copying from one DAT to another. But both BMG and EMI indicated that despite their support for DCC, they are still concerned about copy protection.

"We never saw serial copying as anything other than an interim step for needed compensation for home copying, and we still don't see it as anything other than that interim step," **Joel Schoenfeld**, BMG Senior Vice President/General Counsel, told **HITMAKERS**. "That kind of technological solution is not sufficient."

Schoenfeld said that artists, songwriters and publishers, and record companies need to be compensated for any home copying, and said final

(See DCC page 44)

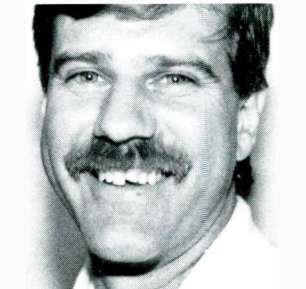
The following is a summary of the Summer Arbitron ratings for HITMAKERS reporting stations in the top 50 markets, with the Spring book listed first:

- | | | | |
|---|--|---|--|
| 1. New York
Z100 4.6-4.8
HOT97 4.0-4.2
WPLJ 2.6-2.5
WNEW 3.9-4.1 | 8. Boston
WXKS 7.2-7.0
WZOU 7.4-6.9
WBCN 7.1-5.8
WFNX 2.0-1.5
WAAF 1.8-1.7 | 16. San Diego
Q106 8.7-8.5
B100 4.8-6.6
KGB 7.1-4.9
91X 4.8-5.1
Z90 1.9-2.9 | 24. Denver
KBPI 6.3-6.5
KS104 6.0-5.3
Y108 6.3-5.2 |
| 2. Los Angeles
KIIS-FM 5.7-4.9
POWER106 5.0-4.3
PIRATE 3.3-3.5
KKBT 3.1-3.0
KLOS 4.1-4.1
KNAC .9-1.1
KROQ 3.1-3.4 | 9. Washington, D.C.
WPGC 6.8-7.5
WAVA 5.1-3.6
WRQX 3.2-3.3
WHFS 2.9-2.6 | 17. Baltimore
B104 5.8-6.8
WIYY 6.7-7.6
WHFS 2.4-2.9 | 25. Portland
KKRZ 8.9-10.1
KXYQ 4.3-5.0 |
| 3. Chicago
B96 4.4-5.2
Z95 2.8-2.6
WLUP-FM 4.5-4.8
Q101 3.5-3.2 | 10. Houston
MIX96.5 2.9-3.8
KKBQ 5.0-4.4
KRBE 4.4-3.9
KISS 98.5 2.9-2.6
KLOL 7.4-6.2 | 18. Minneapolis
KDWB 7.5-7.0
WLOL 5.9-7.0
KJJO 1.6-1.9 | 26. Milwaukee
HOT102 7.1-9.3
WKTI 8.9-8.6
WLZR 5.2-4.5 |
| 4. San Francisco
KMEL 5.4-5.3
X100 2.7-2.8
LIVE105 1.5-2.9
KSOL 3.2-3.2 | 11. Miami
HOT105 7.1-5.5
Y100 4.0-3.8
POWER96 5.3-4.8
WSHE 2.9-3.3 | 19. Pittsburgh
B94 8.4-8.5
WDVE 9.8-9.7
WMXP 1.6-2.2 | (The rest of the top 50 markets appear on the bottom of page 33) |
| 5. Philadelphia
WEGX 4.9-4.5
WIOQ 5.1-5.5
WMMR 8.2-7.9
WUSL 6.8-7.0 | 12. Atlanta
WVEE 15.1-14.8
POWER99 10.6-8.6
STAR94 3.2-4.4 | 20. Anaheim
no book this quarter | |
| 6. Detroit
WHYT 5.1-5.3
WDFX 3.1-4.0
Q95 4.8-4.1 | 13. Long Island
WBLI 4.7-4.9
WBAB-FM 4.3-5.2 | 21. Tampa
POWER PIG 8.3-8.3
Q105 7.3-5.9
WXTB 4.5-4.7 | |
| 7. Dallas
KEGL 3.9-3.4
Y95 4.7-4.9
KJMZ 4.6-3.7
KDGE 1.7-2.0 | 14. Seattle
KPLZ 6.7-6.9
KUBE 6.1-5.2
KISW 5.0-4.8
KXRX 5.0-4.5 | 22. Cleveland
WMMS 7.6-9.3
WPHR 4.8-5.6 | |
| | 15. St. Louis
WKQB 6.9-6.8 | 23. Phoenix
Y95 4.7-4.7
KZZP 3.1-4.3
KKFR 4.2-4.1
KUPD 6.7-6.7
KUKQ 1.7-2.0 | |

Appleton, Pisacane Upped At ATLANTIC

Jeff Appleton has been promoted to Director of National Album Promotion at ATLANTIC Records, it was announced this week by ATLANTIC Senior Vice President **Andrea Ganis**. Also announced by Ganis was the promotion of **Lea Pisacane** to the position of Associate Director of National Album Promo.

Appleton was formerly ATLANTIC's Midwest Regional Promotion Director, based in Detroit. He joined ATLANTIC in 1983 as a local promotion representative in Buffalo, and later became local promotion rep in Kansas City. He



JEFF APPLETON



LEA PISACANE

(See APPLETON page 44)

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and

The **BIG TUNA**: **JOHN ANTOON**

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Fall In Love With

Australia's

Sweethart

Morris

"She Has To Be Loved"

The Debut Single

Produced by Andrew Farriss
From The Album Shiver



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NATIONAL RETAIL CHART

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

TOP SELLING ALBUMS

#1 M.C. HAMMER "PLEASE HAMMER..." (CAPITOL)

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

TOP SELLING SINGLES

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

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

COME JOIN THESE QUALITY INDUSTRY PROFESSIONALS!

Friday, November 9th / Saturday, November 10th

STEVE BERGER - *President, Nationwide Broadcasting*
MARC CHASE - *PD, POWER PIG, Tampa*
ELROY SMITH - *PD, 100.3JAMZ, Dallas*
BILL THORMAN - *Corp. Consultant, Inner City Broadcasting*
BILL THOMAS - *Sr VP, Capitol Broadcasting*
MARK DRISCOLL - *OM, Q102, Philadelphia*
BILL TANNER - *PD, POWER96, Miami*
RICK STACY - *PD, POWER99, Atlanta*
JOHN CLAY - *OM, Q105, Tampa*
BRIAN THOMAS - *PD, MIX105.1, Orlando*
MASON DIXON - *OM, KIX106, Birmingham*
LEO VELA - *PD, KSAQ, San Antonio*
LOUIS KAPLAN - *PD, Y107, Nashville*
BILL PASHA - *PD, WAPE, Jacksonville*
BRUCE STEVENS - *PD, WBBQ, Augusta*
TONY NOVIA - *OM, STAR94, Atlanta*
BILL CAHILL - *PD, STAR94, Atlanta*
DUFF LINDSEY - *PD, 102JAMZ, Orlando*
LARRY STEVENS - *OM, Y102, Montgomery*
SMOKEY RIVERS - *Group PD/Stoner Broadcasting*
BILL PHIPPEN - *VP/GM, POWER99, Atlanta*
CHRIS SHEBEL - *PD, WDJX, Louisville*
CHUCK HOLLOWAY - *PD, WKZL, Greensboro*
GREG REED - *GM, POWER96, Miami*
RICK HAYES - *PD, KTFM, San Antonio*
BARRY RICHARDS - *Natl PD, Bresson/Hafler Media*
...and MORE to be announced next week!

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The First Annual HITMAKERS Magazine SOUTHERN REGIONAL SEMINAR

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

Friday, November 9th

10:00am-12noon

Registration

12noon-2:00pm

PREPARING FOR THE FUTURE

A working lunch sponsored by



2:00pm-3:30pm

AIR PERSONALITIES WORKSHOP

3:30pm-5:00pm

HOW TO MARKET YOURSELF...

(In Or Out Of Work)

3:30pm-6:30pm

LOCAL PROMOTION WORKSHOP...

(How To Be The Best)

5:00pm-6:30pm

**EVALUATING AIRCHECKS / HOT
RADIO PROMOTIONS WORKSHOP**

7:00pm-10:00pm

THE STAR PARTY

A Gala Event

Saturday, November 10th

8:00am-10:00am

THE RESEARCH BREAKFAST

Sponsored By

The Research Group

10:00am-1:00pm

THE FRAGMENTATION OF TOP40

1:00PM-2:30pm

THE PRODUCTION WORKSHOP

A working lunch hosted by

MARK DRISCOLL sponsored by



2:30pm-5:00pm

THE FACE-OFF

(Radio, Records, and Retail)

Please Register Me!

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

Name: _____ Title: _____ Company/Station: _____

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

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

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

TECHNOTRONIC

"Rockin' Over The Beat"

WLOL - GREG STRASSELL/PD - Add!!!

"Instant callout! The song sounds great on the radio and happens to be a personal fave. A little different from their previous releases."

HOT94.9 - LOU SIMON/PD - On

"Our current champion on the night battle - this one has the ingredients that make the first two such great radio records."

KKSS - JOHN JAYNES/PD - Add!!!

"Steady phones, especially heavy 18-34 females. They use the same formula that was in the last two success stories, and this track is very rhythm-intensive and sounds great on the air."

KTFM - ROSS KNIGHT/MD - (30-27)

"Technotronic is back in full force and this one'll blow you away! It sounds too good on the radio!"

KQIZ - JON ANDERSON/PD/MD - On

"Active nighttime phones. It's familiar sounding Technotronic...and it works!"

KBOS - DON PARKER/MD - Add!!!

"Definitely mass appeal. They proved they can rap on their last two singles. Now they hit it with a strong melody. Definitely a jam - so pump it up!"

Just Added At...

WIOQ!!!

KXXR!!!

KTXY #37

WOVO



VANILLA ICE STORMS ALL REGIONS!

HOTTEST SELLING ALBUMS: M.C. HAMMER, INXS, MARIAH CAREY, WILSON PHILLIPS, GEORGE MICHAEL, AC/DC

HOTTEST SELLING SINGLES: JANET JACKSON, VANILLA ICE, GEORGE MICHAEL, JAMES INGRAM, RIGHTEOUS BROTHERS

NORTHEAST

TOP 5 ALBUMS

GEORGE MICHAEL
M.C. HAMMER
MARIAH CAREY
WILSON PHILLIPS
INXS

HOT TIPS:

GRATEFUL DEAD
INDIGO GIRLS
BOB DYLAN
CARLY SIMON
BOB MOULD

TOP 5 SINGLES

VANILLA ICE
JANET JACKSON
BLACK BOX
JAMES INGRAM
DINO

HOT TIPS:

PEBBLES
SNAP
DEEE- LITE

MID ATLANTIC

TOP 5 ALBUMS

M.C. HAMMER
MARIAH CAREY
GEORGE MICHAEL
WILSON PHILLIPS
INXS

HOT TIPS:

LIVING COLOUR
DEPECHE MODE
ANTHRAX
MAXI PRIEST
DEEE- LITE

TOP 5 SINGLES

GEORGE MICHAEL
BLACK BOX
JAMES INGRAM
VANILLA ICE
JANET JACKSON

HOT TIPS:

HALL & OATES
LALAH HATHAWAY
2 IN A ROOM

NORTH CENTRAL

TOP 5 ALBUMS

M.C. HAMMER
INXS
WARRANT
QUEENSRYCHE
GEORGE MICHAEL

HOT TIPS:

N.W.A.
SLAUGHTER
RATT
DEEE- LITE
ROGER WATERS

TOP 5 SINGLES

VANILLA ICE
GEORGE MICHAEL
JANET JACKSON
JAMES INGRAM
INXS

HOT TIPS:

ALIAS
AL B. SURE!
CANDYMAN

SOUTHEAST

TOP 5 ALBUMS

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

HOT TIPS:

LL COOL J
IRON MAIDEN
INDIGO GIRLS
REPLACEMENTS
BETTE MIDLER

TOP 5 SINGLES

VANILLA ICE
BLACK BOX
RIGHTEOUS BROTHERS
JAMES INGRAM
MAXI PRIEST

HOT TIPS:

CANDYMAN
SNAP
BETTE MIDDLER

CENTRAL SOUTH

TOP 5 ALBUMS

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

HOT TIPS:

TOO SHORT
GARTH BROOKS
PEBBLES
DEEE-LITE
INDIGO GIRLS

TOP 5 SINGLES

VANILLA ICE
BLACK BOX
GEORGE MICHAEL
JANET JACKSON
MAXI PRIEST

HOT TIPS:

LL COOL J
SNAP
CARON WHEELER

MIDWEST

TOP 5 ALBUMS

WARRANT
M.C. HAMMER
AC/DC
WILSON PHILLIPS
INXS

HOT TIPS:

REPLACEMENTS
MEGADETH
IRON MAIDEN
BOB MOULD
SOUL ASYLUM

TOP 5 SINGLES

VANILLA ICE
NELSON
GEORGE MICHAEL
DINO
JANET JACKSON

HOT TIPS:

AL B. SURE!
HALL & OATES
DAVID CASSIDY

PACIFIC NORTH

TOP 5 ALBUMS

GEORGE MICHAEL
M.C. HAMMER
MARIAH CAREY
WILSON PHILLIPS
INXS

HOT TIPS:

LIVING COLOUR
LL COOL J
GRATEFUL DEAD
INDIGO GIRLS
SNAP

TOP 5 SINGLES

VANILLA ICE
JANET JACKSON
BLACK BOX
JAMES INGRAM
DINO

HOT TIPS:

PEBBLES
BREATHE
JOHNNY O' & CYNTHIA

PACIFIC WEST

TOP 5 ALBUMS

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

HOT TIPS:

TOO SHORT
TWIN PEAKS
BETTE MIDDLER
DEEE-LITE
UP40

TOP 5 SINGLES

VANILLA ICE
CANDYMAN
RIGHTEOUS BROTHERS
PEBBLES
GEORGE MICHAEL

HOT TIPS:

DEEE-LITE
UB40
SOHO

NATIONAL ANALYSIS & COMMENTS

IRON MAIDEN NO PRAYER FOR THE DYING on EPIC and **MEGADETH** RUST IN PEACE on CAPITOL both screamed out of the box. **ABBY ROAD ONE-STOP** in Santa Ana, CA., reported **IRON MAIDEN** at #1 while **RADIO DOCTORS** in Milwaukee's #1 spot goes to **MEGADETH**. This week look for a strong response to **SLAYER** SEASONS IN THE ABYSS on DEF AMERICAN and **TESTAMENT** SOULS OF BLACK on MEGAFORCE/ATLANTIC.

The buzz is on at Retail for **DEEE-LITE** on ELEKTRA. Both the LP WORLD CLIQUE and single Groove Is In The Heart swept the nation with breakout mentions this week. **BOB BELL** at WHEREHOUSE ENTERTAINMENT's main office in Torrance, CA. sez, "Give **DEEE-LITE** a Test Spin! WHEREHOUSE reports WORLD CLIQUE sales at #24 nationally for the chain." **JEFF COHEN**, buyer for the STRAWBERRIES chain in Milford, CT. sez, **DEEE-LITE** started as a club record and is definitely turning out to be a monster! And **ALAN 'ROCK'** of RECORD EXPLOSION sez, "This danceable psychedelic house music has strong AIRPLAY in New York along with heavy MTV play, making **DEEE-LITE** a household name in the Big Apple." **STEVE HARKINS** of **BAKER & TAYLOR** in Niles, IL. sez., "I am hip to the whole **DEEE-LITE** psychedelic package along with the fun video. It is also selling to a younger crowd of 12-24 females."

CANDYMAN Knockin' Boots on EPIC is showing strong breakouts in the Pacific North, Midwest, North Central, Northeast and Mid Atlantic states. **BAKER & TAYLOR's** **HARKINS** sez, "The single has been exploding since it was first shipped. The street factor of the dance record this year is having a major impact on the industry right now and **CANDYMAN** is an artist who has been succeeding in this arena."

2 IN A ROOM Wiggle It on CUTTING/CHARISMA is big in the Mid Atlantic with buyers in the Pacific West, Pacific North and Midwest reporting breakouts. **ALAN 'ROCK'** sez, "It's another house music hit! Heavy club play, **HOT97** and **WPLJ** are contributing to the sales of Wiggle It. This is a record that crosses Latin and R&B roots and is selling to 12-24 females."

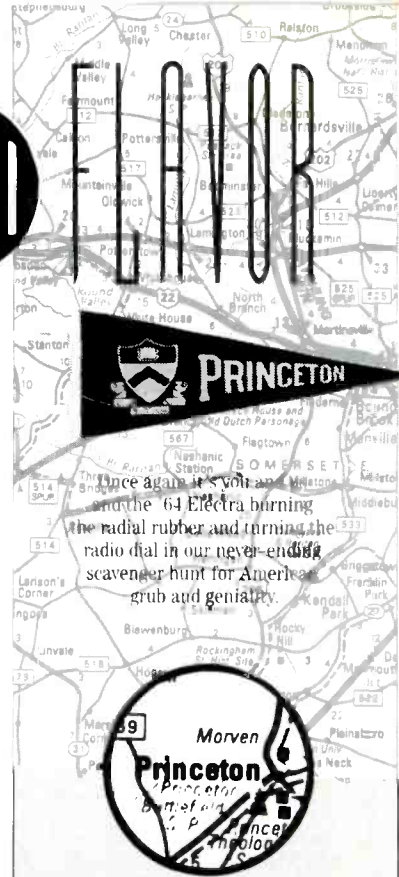
TOO SHORT SHORT DOGS IN THE HOUSE on JIVE/RCA, **INDIGO GIRLS** NOMADS-INDIANS-SAINTS on EPIC and **COCTEAU TWINS** HEAVEN OR LAS VEGAS on CAPITOL are all receiving strong regional sales.

Singles to watch are **HALL & OATES** So Close on ARISTA and **AL B. SURE!** Missunderstanding on WARNER BROS. Both singles are among the most mentioned new breakouts nationally.

Ready to make some noise are **WHITNEY HOUSTON's** I'm Your Baby Tonight on ARISTA and **THE CURE's** Never Enough on ELEKTRA, with **THE CURE's** LP MIXED UP scheduled for a October 26th street date.

FROM RUBÁIYÁT

Elektra's 40th Anniversary



and the '64 Elektra burning the radial rubber and turning the radio dial in our never-ending scavenger hunt for American grub and geniality.



This week we visit:

TRISH MERELO of **WPST** in **PRINCETON, NEW JERSEY**



TRISH'S FAVORITE PRINCETON RESTAURANT:
The Alchemist and Barrister (The A&B, as it is known by Princeton's elite.) Trish enjoys the "cozy, homey" feel of The A&B's simulated-wood furniture as well as for the nightly stage show complete with medieval costumes and torture chamber.

TRISH'S MEAL OF CHOICE AT THE A&B:
"I'm not regularly a red meat person, but come Thursday night there's nothing better than meatloaf and mashed potatoes at The A&B. With a touch of ketchup and a dollop of dark gravy, it's heaven in Princeton."



TRISH'S FAVORITE PRINCETON EVENT:
The Annual Naked Snow Sprint. Despite their 1600 SAT scores, students at Princeton University are not without their helping of stupidity. At midnight on the evening of the year's first snowfall many of these celebrated scholars and some of the school's alumni (the oldest aged 84) get buck-naked and run through the streets of the city. Trish maintains with great sincerity that she has never participated in this ritual. We think she's lying.

DAN QUAYLE COUNTDOWN:
824 days to go

Living in a parallel universe... on Elektra Cassettes, Compact Discs and Records.

FASTER PUSSYCAT
"You're So Vain"
Carly Simon 1972
Just Added At...
99.9KHI
KZMC
WDEK
WYYS



THE CURE
"Never Enough"
the single and video from the forthcoming album *MIXED UP*

Fiction
HITMAKERS ROCK RADIO: 46-40
ALTERNATIVE: #2
Adds And Debuts At...
KSAQ (D#28)
KZFM (Add)
WRTB (D#40)
WWCK (D#37)

DEEE-LITE
"Groove Is In The Heart"

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

MAINSTREAM TOP40: 35-31
CROSSOVER TOP40: 13-10
Nat'l. Single Sales: 29-19
Nat'l. Album Sales: NEW #46

Just Added At...
WEGX (#29)
WPGC B97
WGTZ
WKZL

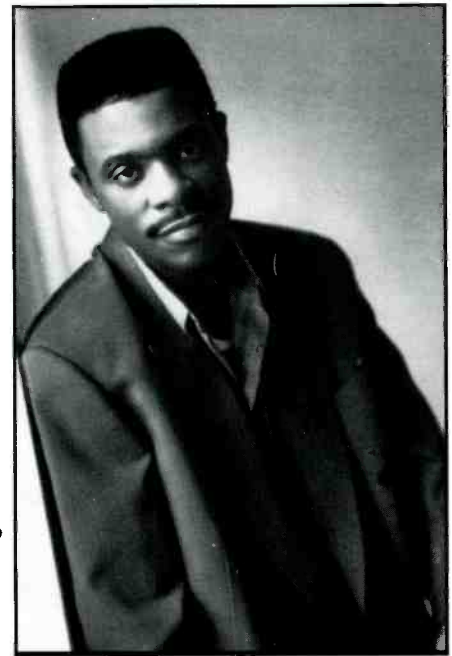


HITMAKERS CROSSOVER TOP40: NEW #37
TOP 40 ALBUM SALES NATIONALLY!
A HITBOUND!

THE BEAT (#15)	HOT105 (19-12)
KSOL (11-10)	WMXP (D#29)
WUSL (12-6)	KOY95 (Add)
KJMZ (14-6)	102JAMZ (#3)
WPGC (#4)	Z99 (Add)

KEITH SWEAT
"Merry Go Round"

the new single and video from the *PLATINUM AND A HALF* album *I'LL GIVE ALL MY LOVE TO YOU*



THE TOP40 COLUMN...

by Pamela Jouan



Selling Crossover Top40...Part II

Last week we began a discussion about marketing Crossover stations, and among the points made by the general sales managers we spoke to were that Crossover marketing strategies vary from market to market, selling the uniqueness of a Crossover Top40 format is a definite plus, and pinpointing clients is a recommendable practice. Research trends definitely point to a growing emphasis on that 25-34 demo, but as one GSM pointed out, "Often it's a matter of not so much selling your format as the younger buyer." Read on for more helpful suggestions...

"Marrying" Clients

Well-crafted station promotions can often entice the hesitant client to part with his ad money. **Deborah Miller Lomax**, Local Sales Manager at WCKZ-FM in Charlotte, NC comments, "A lot of times when we put together a good promotion, we get advertising not just locally, but nationally, too."

Adds **Jeff Dinitz**, GSM at New York's HOT 97, "In this format we are so promotionally oriented that we like to 'marry' clients together through cross-promotion. If we have a nightclub promotion, which is a big category for us, then we can tie in a soft drink or a snack food, and end up getting a double-type contract where both clients pay to be on the air. You maximize by marrying clients together. The beauty of that is a lot of the promotions are kept off the air - we don't have to take any additional time to promote them because we already have two clients teaming up as one."

Sharing Clients In A Market

Something is better than nothing, and while it might not sound too optimistic, Lomax says sharing a client is the way to go in certain situations. "When we try to persuade a client to go after a certain promotion, we try to sell them on the demo we can help them with and maybe recommend another station for the other older demo," explains Lomax. "For example, if you have a female clothing store that appeals to young businesswomen and older women too, we tell them we can help them with the 25-34 demo and suggest another station for the other older demo. We are not opposed to sharing an advertiser with another station if that is the best thing for the client, but if we know we are the only station - well, then that's a different story." Most of WCKZ's sale representatives are CRMC's (Certified Radio Marketing Consultants, and, says Lomax, "Our job is to consult and direct our clients to find the right station. It's all part of being a professional."

Educate Yourself And Your Clients

Do your homework and be familiar with the tastes of your target demos, and the knowledge you gain will be valuable to you as well as your clients. "In this market we are very fortunate because the average age is 31, 32 years old and the income level is high due to the high cost of living," says **Marie Kordus**, GSM at Los Angeles' POWER106. "We have a diverse population with mixed tastes, not only mixed in their buying habits, but in their musical tastes as well. While we've done more of a niche type of marketing, we've been able to break out the demos, and since the primary demo is 25-54, we sell 25-34. Our second and third generation Hispanics are key to us, and in order to reach this audience we first educate ourselves on them, and that works to our advantage when we sell that market to advertisers."

"Local advertising is very different in this area," comments **Lee Jamison**, GSM of San Francisco's KMEL. "San Francisco is like a donut, a big round circle with a hole in the middle of it - which is the Bay - and if you go out in tangents from any point of the Bay, you could be in a Black neighborhood one moment, a heavily Hispanic or Asian one the next, and so on. When you're selling retailers, you have to be cognizant of what you are talking about. You have to target specifically and be aware of the geography involved."

The key is educating the client. "San Francisco's population is 35% Asian, 25% Hispanic and 10% Black," says Jamison. "You have to be aware, and make your advertisers aware, that while their own perception is that they need to reach a blonde-haired, blue-eyed person, that's really not what the total composite of the market is. This is a point we must



Lee Jamison: "43% of the 25-54 sell is between 25-34, and a lot of this demo lives in the Bay area.."

Jeff Dinitz: "We know our listeners make cash registers ring...and that's important!"

make over and over again," he advises, "because it's key to local advertising."

"Ad agencies tend to bury younger-demo stations on a cost-per-point parameter," comments **Jeff Taylor**, GSM at WIOQ in Philadelphia. "You must get to the clients' marketing directors and regional market directors of major companies - they will listen to your story."

Adds Jamison: "We're number two in the current Arbitron 25-54, and yet we're still perceived - especially by retailers and the buying community - as 'a young station that plays that dance music and rap stuff!' But we're number two in your demo and number one 18-49! Granted, we do have the teens, but what people don't realize is that this is a very young area! Over 43% of the 25-54 sell is between 25-34, and a lot of these people live in the Bay Area."

Research That Gives You An Edge

So how do you convince the client that your station is the best buy for reaching the adults? While Arbitron numbers often make or break a station's capacity for generating revenue, Kordus makes an interesting point: "We are selling the qualitative side of the radio station," she states. "True, we have pretty good numbers in most demographics, but it's real tough for the Los Angeles buyer because while there used to be a pretty definitive gap between the

Tragically Hip!

Let's start off with some Mainstream singles from superstar artists that continue to churn out the hits. First up is **PAUL McCARTNEY** with *Birthday* on CAPITOL. Also back this week is **STEVE WINWOOD** with an absolute *KILLER - One And Only* on VIRGIN, while **DAN FOGELBERG** offers Top40 a real gem with *Rhythm Of The Rain* on EPIC.

Look out 'cause **STEVIE WONDER** is back with a moving tune about apartheid, simply entitled *Keep Our Love Alive*, on MOTOWN. This one will get you in the gut and keep your listeners glued to the radio...

Other superstar singles out this week include the funky cut *Freedom* by **GEORGE MICHAEL** on COLUMBIA, which has already picked up major airplay, and the Diane Warren-penned ballad *Wherever Would I Be* by **CHEAP TRICK** on EPIC. Many programmers are hailing this one as even *BETTER* than *The Flame!*

The next **M.C. HAMMER** tune, *This Is What We Do*, will be released on SBK. The single can be found on the sound track to *Teenage Mutant Ninja Turtles*. HAMMER is known to perform this cut in concert, so expect instant reaction from all demos. Hammer-time continues...

For some rock product, check out the **VIXEN** single *With You All The Way* on EMI, while for a little urban funk, get hip to *I Wanna Get With U* by **MCA's GUY** - it's happenin'! Also, ATLANTIC services **BARRY LATHER** *Love In The Third Degree* to Top40 this week - give it a listen...

THE OUTFIELD are back! Check out *For You* on MCA. Also be sure to lend an ear to one of Australia's best kept secrets - **JENNY MORRIS** *She Has To Be Loved* on REPRISE. This New Zealander already has several platinum LPs to her name in her homeland... Later!

number one, two, three and four rated stations in any given demo, it's not that way anymore. Now if you're buying 24-49, you've got one station with a .9, three with a .8, four with a .7 - you have to make a choice."

Making the potential client well aware that 25-54s are listening to your station today could be as important as a number one rating in your market. **Stuart Houser**, GSM at KPRR in El Paso, Texas, has some suggestions. "If you do any sort of write-in or fax contests - especially middays, when it's mainly geared towards working women - show the responses to your advertisers," he advises. "I sometimes have 60-year-old women calling in to win something, and if your client target is an older, affluent audience, this could keep them satisfied. Another method might be to show a client a list of current advertisers with the station who have been consistently targeting similar demos and are satisfied with the results." These tips could make the difference in closing a client, contends Houser.

"The state of the economy is so horrible right now," adds Dinitz, "but this is what you especially have to drive home: If every dollar is critical, a lot of stations like this like to sell rating points and success. The bottom line is, we know our listeners make cash registers ring...and that's important!"

Reaching The Future Buyer...Now

"A lot of people feel 18-24 is a waste and prefer the 25+ numbers," explains Dinitz. "The simple question I ask them is whether they plan on being in business ten years from now. If so, here's their potential audience."

Remember, the younger mind is the most impressionable, so use it to your advantage. "In ten years maybe our musical tastes will change," says Kordus, "and there are certain stations saying it will all change. But it's not happening now! So deal with now because 18-34 in this market is very viable, and in some instances is more major than 25-54."

Keep Our Love Alive

"Feeble is the mind that says they don't care
Selfish is the heart that won't give their share

Poor them, Poor we

Wasted is the mind that won't take a stand
Lieth the tongue that says they can't when they can

Poor him, Poor she

For as long as we live

And are blessed with air on earth to breathe

We all should live to keep our love alive

More than blinds the soul that sees but won't show

Lost the leader with the way but won't go

For you, For me

Worthless is the one with will but won't try

Grounded are we all if we don't think high

Of you, You of me

For as long as we live

And are blessed with air on earth to breathe

We all should live to keep our love alive

Let's keep our love alive

For as long as I live"

And am blessed with air on earth to breathe

I know I'll live to keep our love alive"

THE NEW SINGLE FROM STEVIE WONDER

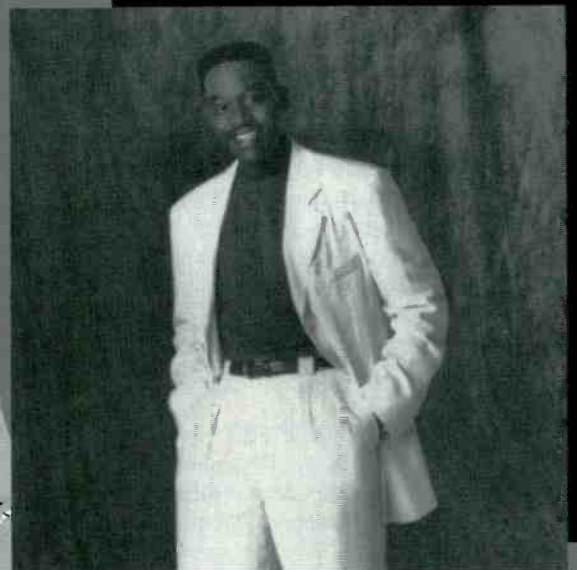
WRITTEN, PRODUCED
AND PERFORMED BY
STEVIE WONDER

JOHNNY GILL

"Fairweather Friend"

CROSSOVER: 19-17
TOP 40 NATIONAL ALBUM SALES
A HITBOUND! A CRUSADE!

HOT SINGLE SALES:
SOUNDWAVES, Houston (10)



PRODUCED BY
L.A. & BABYFACE
FOR LA FACE, INC.

HOT97 (Add)
THE BEAT (3-3)
KMEL (Add #16)
KSOL (1-1)
WIOQ (D#31)
WUSL (#4)
100.3JAMZ (8-4)
WXKS-FM (Add)
HOT105 (6-5)
Q106 (Add)

Z90 (D#32)
WFLZ (Add #36)
KOY95 (Add)
KBEQ (25-19)
KXXR (Add)
POWER99 (Add)
HOT97.7 (Add)
FM102 (25-22)
KROY (Add #19)
WTIC (Add #39)

WCKZ-FM (D#34)
102JAMZ (#10)
KISS104 (Add)
WJMH (26-21)
HOT99.9 (Add)
HOTI94 (Add)
K104 (Add)
KBOS (Add)
KDON (Add)
KKXX (Add #24)

KOKZ (Add)
KWIN (36-25)
KZFM (Add)
POWER98 (Add)
WANS (Add)
WAPI (Add)
WBBQ (Add)
WGOR (Add)
WMGV (Add)
WQXA (Add)



HITMAKERS MAGAZINE

MAINSTREAM TOP 40

LW-TW

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

CHART EXTRAS

- STEVIE B "Because I Love You (The...)" (RCA)
- HUMAN LEAGUE "Heart Like A Wheel" (A&M)
- 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- d.n.a. f/SUZANNE VEGA "Tom's Diner" (A&M)
- DAMN YANKEES "High..." (WARNER BROS.)
- JON BON JOVI "Miracle" (MERCURY)
- DONNY OSMOND "My Love Is A Fire" (CAPITOL)

RECURRENTS

- BELL BIV DEVOE "Do Me" (MCA)
- MICHAEL BOLTON "Georgia On..." (COLUMBIA)
- GO WEST "King Of Wishful Thinking" (EMI)
- M.C. HAMMER "Have You Seen Her" (CAPITOL)
- GLENN MEDEIROS f./Ray Parker Jr. "All..." (MCA)
- POISON "Unskinny Bop" (ENIGMA/CAPITOL)
- JANET JACKSON "Come Back To Me" (A&M)
- SWEET SENSATION "If Wishes Came True" (ATCO)
- CHEAP TRICK "Can't Stop Falling Into Love" (EPIC)
- KEITH SWEAT "Make You Sweat" (ELEKTRA)
- MARIAH CAREY "Vision Of Love" (COLUMBIA)

MOST ADDED

- 254 • **WHITNEY HOUSTON** "I'm Your Baby Tonight" (ARISTA)
- 89 • **DONNY OSMOND** "My Love Is A Fire" (CAPITOL)
- 76 • **JON BON JOVI** "Miracle" (MERCURY)
- 65 • **WILSON PHILLIPS** "Impulsive" (SBK)
- 60 • **BILLY JOEL** "And So It Goes" (COLUMBIA)
- 41 • **BETTE MIDLER** "From A Distance" (ATLANTIC)
- 36 • **PRINCE** "New Power..." (PAISLEY PARK/WB)
- 33 • **UB40** "The Way You Do the Things You Do" (VIRGIN)
- 31 • **STEVIE B** "Because I Love You (The...)" (LMR/RCA)
- 30 • **SWEET SENSATION** "Each And Every Time" (ATCO)

HITBOUNDS

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

NATIONAL BREAKOUTS

- 260 • **WHITNEY HOUSTON** "I'm Your Baby..." (ARISTA)
- 140 • **DONNY OSMOND** "My Love Is A Fire" (CAPITOL)
- 124 • **SOHO** "Hippychick" (ATCO)
- 121 • **UB40** "The Way You Do the Things You Do" (VIRGIN)
- 120 • **DEEE-LITE** "Groove Is In The Heart" (ELEKTRA)
- 100 • **STEVIE B** "Because I Love You (The...)" (LMR/RCA)

- 97 • **TONY! TONI! TONE!** "Feels Good" (WING/POLYDOR)
- 95 • **JON BON JOVI** "Miracle" (MERCURY)
- 85 • **CANDYMAN** "Knockin' Boots" (EPIC)
- 75 • **BILLY JOEL** "And So It Goes" (COLUMBIA)
- 75 • **INFORMATION SOCIETY** "Think" (TOMMY BOY/REPRISE)
- 69 • **WINGER** "Miles Away" (ATLANTIC)
- 67 • **REO SPEEDWAGON** "Love Is A Rock" (EPIC)
- 64 • **ASIA** "Days Like These" (GEFFEN)
- 60 • **NEW KIDS ON THE BLOCK** "Let's Try It Again" (COLUMBIA)
- 58 • **SLAUGHTER** "Fly To The Angels" (CHRYSALIS)
- 54 • **ELISA FIORILLO** "On The Way Up" (CHRYSALIS)
- 47 • **SWEET SENSATION** "Each And Every Time" (ATCO)
- 46 • **ANITA BAKER** "Soul Inspiration" (ELEKTRA)
- 44 • **BELL BIV DEVOE** "B.B.D. (Thought It Was Me)" (MCA)
- 42 • **JOHNNY GILL** "Fairweather Friend" (MOTOWN)
- 42 • **THE VAUGHAN BROS.** "Tick Tock" (EPIC)
- 41 • **d.n.a. f/SUZANNE VEGA** "Tom's Diner" (A&M)
- 40 • **2 IN A ROOM** "Wiggle It" (CUTTING/CHARISMA)
- 38 • **THE BOYS** "Crazy" (MOTOWN)
- 37 • **CARON WHEELER** "Livin' In The Light" (EMI)
- 37 • **PRINCE** "New Power Generation" (PAISLEY PARK/WARNER BROS.)
- 34 • **SNAP** "Ooops Up" (ARISTA)
- 32 • **EN VOGUE** "Lies" (ATLANTIC)
- 31 • **AL B. SURE!** "Missunderstanding" (WARNER BROS.)
- 29 • **STYX** "Love Is A Ritual" (A&M)
- 27 • **TOMMY CONWELL** "I'm Seventeen" (COLUMBIA)
- 24 • **BISCUIT** "Biscuit's In The House" (COLUMBIA)
- 24 • **PET SHOP BOYS** "So Hard" (EMI)
- 21 • **BRUCE HORNSBY** "Lost Soul" (RCA)
- 21 • **JOHNNY "O" & CYNTHIA** "Dreamboy/Dreamgirl" (MICMAC)
- 21 • **LONDON QUIREBOYS** "I Don't Love You Anymore" (CAPITOL)
- 17 • **SEDUCTION** "Breakdown" (VENDETTA/A&M)
- 16 • **THE PARTY** "I Found Love" (HOLLYWOOD)
- 14 • **BLACK CROWES** "Hard To Handle" (GEFFEN)
- 13 • **KEITH SWEAT** "Merry-Go-Round" (ELEKTRA)
- 13 • **THE NEVILLE BROTHERS** "Fearless" (A&M)
- 12 • **CANDI & THE BACKBEAT** "The World Just Keeps On Turning" (I.R.S.)
- 12 • **THE SOUP DRAGONS** "I'm Free" (BIG LIFE/MERCURY)
- 11 • **MARIA MCKEE** "Show Me Heaven" (GEFFEN)
- 11 • **TIFFANY** "New Inside" (MCA)
- 10 • **FAITH NO MORE** "Fallin' To Pieces" (REPRISE)
- 10 • **JIMMY RYSER** "Rain Came" (ARISTA)
- 10 • **ROD STEWART** "I Don't Want To Talk About It" (WARNER BROS.)

DAMN YANKEES

"High Enough"

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

ROCK RADIO: 4-3

HOT SINGLE SALES:
BIBB ONE-STOP, Charlotte (22)
WALL TO WALL, Cinnaminson (23)
GENERAL RECORD SERVICE, Seattle (21)



WZOU (Add)	KISN (30-27)	KCHX (39-31)	KMOK (36-30)	Q104 (23-17)
PWR99 (D#31)	WZZG (Add)	KF95 (D#31)	KPXR (25-19)	WERZ (38-33)
KUBE (23-14)	WJRZ (D#30)	KFRX (28-22)	KSND (27-20)	WHHY-FM (25-16)
WPHR (Add)	WGTZ (Add)	KFTZ (38-34)	KTRS (38-32)	WKFR (27-15)
Y108 (26-23)	WKZL (18-14)	KHTT (31-25)	KTUX (27-20)	WNNK (33-29)
KKRZ (28-25)	99.5KHI (22-16)	KIX106 (25-21)	KWNZ (34-31)	WOMP-FM (24-21)
KWSS (18-15)	FM104 (D#28)	KIXR (Add #40)	KYYY (25-17)	WPRR-FM (21-17)
KSAQ (24-18)	KBFM (40-35)	KKHT (31-23)	KZOZ (40-35)	WQUT (28-22)



"New Power Generation"

PRINCE

HOT ALBUM SALES:
SOUNDWAVES, Houston (2)
RECORD EXCHANGE, Mayfield Village (3)
DISC CONNECTION, St. Louis, (4)
ACTION ONE-STOP, St. Louis (4)

A HITBOUND! A CRUSADE!
#3 Discovery Club
MOST ADDED WITH 36 ADDS

INSTANT ADDS:	Q105	CKOI	WFLY
KMEL	HOT102	G98	WHHY-FM
WHYT	KXXR	K104	WIFX
Q106	KROY	KBOS	WPFM
WLOL-FM	HOT94.9	KMOK	WRVQ
B94	WKSS	KZZU	WWCK 26-22
WFLZ #33	WCKZ #27	OK95	WWFX #36
		Q104	AND MORE!

Produced, arranged, composed &
Performed by PRINCE

AL B. SURE!

Produced by D.J. Eddie F. and
Neville for Untouchables Music, Inc.

Co-Produced by Al B. Sure! for
Suretime! Recording Inc.

A HITBOUND!
A CRUSADE!

"Missunderstanding"

HOT SINGLE SALES:
VINYL VENDORS, Kalamazoo (13)
McCALLUMS/TWISTERS, Lincoln (24)
PEACHES ENTERTAINMENT, Hialeah Gardens (11)



KMEL (26-21)	WMXP (Add)	WCKZ (23-19)	KCAQ (38-35)
KJMZ (Add)	KKFR (24-20)	Y107 (D#32)	KFFM (D#32)
HOT105 (26-17)	KOY95 (Add)	Z99 (Add)	KKMG (D#36)
Z90 (31-26)	KS104 (24-21)	HOT194 (30-27)	KPRR (29-26)
	KTFM (D#30)	KBOS (31-25)	KVTI (Add)
			KWIN (29-26)



JON BON JOVI

Miracle
(MERCURY)

With LP sales top 15 nationally, and the song rapidly climbing Rock Radio 21-16 this week, it's obvious JON BON JOVI has his second so o hit with this monster ballad. More major market adds include WHYT, KKQB, B94, KBEQ, PRO-FM, WZZG, XL106.7, Y107, WKZL and a host of others. Strong debuts at PIRATE, KPLZ, KDWB, KXYQ, WNVZ, B97 and more.

SWEET SENSATION

Each And Every Time
(ATCO)

The Miami trio do it again with a track that continues to highlight their versatility as vocalists. SWEET SENSATION has successfully broken out of the Hispanic dance mold and is treated as a core Top40 artist in many markets. One of the Most Added this week with 30 adds, including POWER106, WIOQ, KKFR, KS104, WKSS, XL106.7 and more.

WINGER

Miles Away
(ATLANTIC)

Taking a healthy jump of 28-21 on Rock Radio this week, WINGER, whose current LP has just turned platinum, continues to make headways on Top40 with *Miles Away*. New adds this week at THE FOX, KFRX, KIX106, KQKQ, KTRS, WDBR, WZYQ and more, along with continuing success stories at PIRATE, B94, KSAQ, WZPL, JET-FM, FM104 and more.

PET SHOP BOYS

So Hard
(EMI)

They are back with a sound that's reminiscent of their early material - cutting edge pop that has a raw element of energy and a definite commercial hook. Adds this week include HOT97, KSAQ, KC101, KCAQ, KLBQ, KQIZ, KYYY and more. If they have worked for you in the past, don't deprive your audience of more innovative pop from this dynamic duo.

ELISA FIORILLO

On The Way Up
(CHRYSALIS)

As she continues to climb up Crossover Top40 35-24 this week, ELISA garnered some key Mainstream major market adds this week at Y100, Y108, WNVZ, Y107, Z99, KISS104 and more. This young lady has exceptional songwriting skills, and combined with a fresh melody and lots of attitude the result is a can't miss record.

BILLY JOEL

And So It Goes
(COLUMBIA)

This superstar is already garnering major market airplay with this track, which was one of the Most Added this week with 60 Top40 adds. Key adds include WPLJ, Q101, Q95, WZOU, WBLI, KDWB, KZZP, PRO-FM, KWSS, KISN, FM100 and more. After a good run at AC, this record is ready to explode on Mainstream radio, so don't miss out.

THE VAUGHAN BROS.

Tick Tock
(EPIC)

When you weigh the message in the song and its powerful impact not only on specific audiences, but the music industry itself, *Tick Tock* is a must play. Climbing to #11 on Rock Radio this week, this bluesy tune that has a totally mass appeal sound is ready to explode on Top40. Already performing well at KSAQ, KISN and KJ103.

INFORMATION SOCIETY

Think
(TOMMY BOY/REPRISE)

As this tune continues to build week after week on Top40 radio, it is proving to be a solid reaction record. INFORMATION SOCIETY has earned a key position in today's Top40 world as innovators and pioneers of techno-pop music. They've proved themselves before and they're proving themselves again with this infectious tune. New adds at KPLZ and WGTZ.

REO SPEEDWAGON

Love Is A Rock
(EPIC)

This Hitbound that is proving itself a solid record at Rock Radio, where it debuted at #34 this week, is ready to cross to Top40. Classic REO that showcases a fresh, lyrical depth with innovative rock riffs, this band has evolved perfectly into the '90s with an updated sound. Continuing to perform well at KSAQ, KISN, FM104, KCMQ, KMOK, KQIZ, KSND and more.

BRUCE HORNSBY

f./SHAWN COLVIN
Lost Soul
(RCA)

He's talented, he's definitely familiar to upper demos and his LP continues to sell extremely well. What's more, he has another hit on his hands with *Lost Soul*. Tailormade for adult Top40s and, due to the success of his last single, also perfect for Mainstream Top40s. Strong debuts at KZZP, KISN and WKZL.

PRINCE

New Power Generation
(PAISLEY PARK/WARNER BROS.)

Back to basics for PRINCE on this one, *New Power Generation* is funky, uptempo and powerful. Out-of-the-box adds at KMEL, WHYT, Q106, WLWL, B94, POWER PIG, Q105, HOT102, KXXR, KROY, WCKZ and more indicate that PRINCE continues to be an innovative forerunner when it comes to Pop music. One of the most added with 36 adds.

JOHNNY GILL

Fairweather Friend
(MOTOWN)

From New Edition to solo, JOHNNY GILL makes the transition smoothly and successfully as he currently rides on two past Top40 hits with another one on the way. Uptempo and funky, *Fairweather Friend* delivers in much the same way as *Rub You The Right Way*. Already 19-17 on Crossover Top40, with key adds at KMEL, WFLZ, KXXR, HOT97.7, WTIC and

BISCUIT

Biscuit's In The House
(COLUMBIA)

The buzz is growing on this hip-hop rap performed by the New Kids bodyguard BISCUIT, and be warned your audience will definitely know who he is! Huge nighttime requests already with out-of-the-box adds at KKFR, KS104, KROY, KC101, WCKZ-FM, Y107, WJMH and a host of others. This record is for real!

2 IN A ROOM

Wiggle It
(CUTTING/CHARISMA)

Outrageously infectious and totally mass appeal, 2 IN A ROOM is wiggling their way into the hearts of programmers everywhere. Taking a huge jump from 46-26 on Crossover Top40 this week, stations everywhere are reporting this tune as a top five requesting record at least. Adds this week include Z95, WZOU, WPGC, KROY, WNVZ, HOT94.9 and more.

THE SOUP DRAGONS

I'm Free
(BIG LIFE/MERCURY)

This Alternative band is quickly picking up a street buzz for their classic remake of the Rolling Stones' *I'm Free*. Many Top40 stations are reporting huge curiosity calls and requests for this tune which very well could take off in the same vein as a Love & Rockets - Alternative flavored, pop music. Early adds at KSAQ, HOT94.9, K104, KFTZ, Y97 and more.

The TONY! TONI! TONE! Story

Feels Good (WING/POLYDOR) Don't wait any longer to play this multi-format smash. The Oakland homeboys have a national hit on their hands with a song that truly feels and sounds good on the air. As the major market adds continue to pour in, add WPLJ, Z100, EAGLE106, THE FOX, WZOU, WAVA, KKQB, MAJIC102 and KC101 to the list of confirmed believers. With National Single Retail Sales skyrocketing this week 19-13, this band definitely has retail support as well as solid airplay. For a hook that is both smooth and longlasting you can't do better than *Feels Good*.

TONY! TONI! TONE!

"Feels Good"



MAINSTREAM: 38-35
NATIONAL SINGLE SALES: 19-13
A HITBOUND! A CRUSADE!

HOT ALBUM SALES:

ROLL & ROCK DIST., Plainview (15)
TOPLINE ONE-STOP, Woodside (5)
ASSOCIATED ONE-STOP, Phoenix (7)

HOT SINGLE SALES:

TOWER RECORDS, Mt. View (6)
ROLL & ROCK DIST., Plainview (7)
TOPLINE ONE-STOP, Woodside (8)
ASSOCIATED ONE-STOP, Phoenix (9)

HOT97 (8-5)
WPLJ (Add)
Z100 (Add #27)
KIIS-FM (21-17)
PWR106 (16-11)
THE BEAT (#2)
X100 (28-25)
EAGLE106 (#30)
WIOQ (3-2)
WUSL (#1)
THE FOX (Add)

WHYT (8-7)
WXKS-FM (16-13)
WZOU (Add #27)
WAVA (Add #25)
WPGC (#3)
KKBQ (Add)
KHTK (21-17)
Q106 (4-2)
Z90 (#2)
WLOL-FM (D#33)
WFLZ (22-16)

KKFR (18-15)
KS104 (25-22)
Y108 (D#29)
HOT102 (15-10)
KXXR (14-12)
PRO-FM (D#33)
HOT97.7 (12-9)
FM102 (5-4)
KROY (6-4)
KWOD (6-5)
WNVZ (D#30)

KGGI (#7)
KTFM (29-22)
MAJIC102 (Add)
WKSE (D#28)
KC101 (Add)
WKSS (27-20)
WTIC-FM (30-17)
WCKZ-FM (12-11)
WZZG (25-21)
XL106.7 (28-25)
Y107 (17-13)



Written, produced, arranged by TONY! TONI! TONE!
Executive Producer: Ed Eckstine
Management: Delos Inc. Carlos Stanfield/Left Bank Management
WHEN YOU PLAY IT, SAY IT 1990 PolyGram Records, Inc.

HITMAKERS MAGAZINE

CROSSOVER TOP 40

LW-TW

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

MOST ADDED

- WHITNEY HOUSTON "I'm Your Baby Tonight" (ARISTA)
- WILSON PHILLIPS "Impulsive" (SBK)
- PRINCE "New Power Generation" (PAISLEY PARK/WB)
- BETTE MIDLER "From A Distance" (ATLANTIC)
- JOHNNY GILL "Fairweather Friend" (MOTOWN)
- TONY! TONI! TONE! "Feels Good" (WING/POLYDOR)
- UB40 "The Way You Do The Things You Do" (VIRGIN)

CRUSADES

CATHY DENNIS

"Just Another Dream" (POLYDOR)

With D'Mob she was terrific, but solo she's even better. CATHY DENNIS' rich, textured voice is the perfect compliment to this bright happy tune. Just added at B96, HOT102 and KXXR.

THE PARTY

"I Found Love" (HOLLYWOOD)

These five kids have energy, determination and talent, all of which shine through clearly on their follow-up single *I Found Love*. Just added at WXKS-FM, POWER PIG and KXXR...

CANDI & THE BACKBEAT

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

This Canadian siren croons with the best of them on this bright, dance melody that garnered adds at Z90, WLOL, and KKFR.

CARON WHEELER

"Livin' In The Light" (EMI)

This record sounds super smooth on the radio. More adds this week at WIOQ, POWER PIG, HOT94.9, WTIC-FM and 98PXY.

AL B. SURE!

"Missunderstanding" (WARNER BROS.)

Continuing to react with adds this week at KJMZ, WMXP, KOY95, Z99 and more. Great mixes to chose from!

TOO SHORT

"The Ghetto" (JIVE/RCA)

Retail is screaming about this group, so listen up radio! Added at KMEL, KSOL, WIOQ, KKFR and HOT97.7.

DENISE LOPEZ

"Don't You Wanna Be Mine" (A&M)

She's back with an infectious, dance groove that has already caught the attention of HOT97, WLOL-FM, WCKZ, HOT97.7 and POWER PIG, So now check it out for yourself!

TECHNOTRONIC

"Rockin' Over The Beat" (SBK)

This time they're rockin' to another groove. Adds at WIOQ, WLOL and KXXR this week.

CANDI

AND

THE

BACKBEAT

"THE WORLD JUST KEEPS ON TURNING"

**A CRUSADE!
A HITBOUND!**

POWER 106- Al Tavera Asst. PD/MD- "Sure sounds great on the air! An infectious hook with a fresh dance groove!"

KKFR- Paco Lopez/Asst. PD/MD- "She's back and sounds as sweet as ever! A great uptempo female record with a clean groove to it."

KBOS- Don Parker/MD- "On it two weeks and the phones are already strong. Impressive sales-A top 20 12-inch. Reminds me of the original Madonna sound."

KYRK-Cory Richards/MD- "Killer teen/12-24 record. Already in afternoon /nighttime power rotation. If you play it, it WILL develop into a hit."

JUST ADDED AT:

Z90 #34

WLOL-FM

KKFR

99.9KHI

FM104

KHSS

KJJG

KYRK

WOMP-FM

ALREADY ACTIVE AT:

HOT97.7 (29-26)

CKOI (35-30)

KBOS (37-33)



HITMAKERS MAGAZINE

ADULT TOP40

LW-TW

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

CHART EXTRAS

- JILL SOBULE "Too Cool To Fall In Love" (MCA)
- DONNY OSMOND "My Love Is A Fire" (CAPITOL)
- BRUCE HORNSBY "Lost Soul" (RCA)
- MARIA McKEE "Show Me Heaven" (Geffen)

RECURRENTS

- BILLY IDOL "L.A. Women" (CHRYSALIS)
- GLORIA ESTEFAN "Cuts Both Ways" (EPIC)
- MICHAEL McDONALD "Take It To Heart" (REPRISE)
- MICHAEL BOLTON "When I'm Back..." (COLUMBIA)
- PHIL COLLINS "Do You Remember" (ATLANTIC)
- BILLY IDOL "Cradle Of Love" (CHRYSALIS)
- BAD ENGLISH "Possession" (EPIC)

DAYPARTED

- INXS "Suicide Blonde" (ATLANTIC)
- WARRANT "Cherry Pie" (COLUMBIA)

MOST ADDED

- WHITNEY HOUSTON "I'm Your Baby Tonight" (ARISTA)
- DONNY OSMOND "My Love Is A Fire" (CAPITOL)
- WILSON PHILLIPS "Impulsive" (SBK)
- BILLY JOEL "And So It Goes" (COLUMBIA)
- THE NEVILLE BROTHERS "Fearless" (A&M)
- BETTE MIDLER "From A Distance" (ATLANTIC)
- AFTER 7 "Can't Stop" (VIRGIN)
- JON BON JOVI "Miracle" (MERCURY)
- CONCRETE BLONDE "Joey" (I.R.S.)

CRUSADES

BRUCE HORNSBY f./Shawn Colvin "Lost Soul" (RCA)

He's proven himself many times in the past as a bonafide Top40 artist and *Lost Soul* is no exception to the rule. Just added at Q101 with key action already at KZZP, KISN, WKZL, and MIX96.5

DONNY OSMOND

"My Love Is A Fire" (CAPITOL)

He's back...again, and one of the Most Added a second week in a row with 89 adds at Top40 this week, including WBLI, B100, KWSS, KISN, MIX105.1, KISS104, WKZL and more. This is uptempo, fun, happy mass-appeal music that works with all demos. Hip with the kids (is that DONNY or Hammer?) and familiar with the adults. There is no way to lose on this sure bet!

JULEE CRUISE

"Falling" (WARNER BROS.)

Time for a *Twin Peaks* update: The sheriff's department still hasn't found Laura Palmer's killer, we might never find out why Leland Palmer's hair turned white, and what's the deal with 'Meals On Wheels?' Amidst all this uncertainty, one fact remains clear...*Falling* - is a hit!

MARIA McKEE

"Show Me Heaven" (Geffen)

The GEFfen commitment has been put to work and yielded some nice action this week including an add at B100. It's the All-American love theme to the All-American movie *Days Of Thunder*, and totally relatable to all demos. Don't let this one slip by you...

HUMAN LEAGUE

"Heart Like A Wheel" (A&M)

They temper their trademark techno-pop sound, with harmonizing vocals and great lyrics, and the result is a mass-appeal sound for all demos. HUMAN LEAGUE retains a cutting edge raw flavor in some of the mixes available, but the gist of the song is targeted for those adults. Just added at WBLI...



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

BILL TANNER, PD, POWER96 - "It's slithering to the top of requests and callout - it's a SMASH! A feel-good record all the way!"

JOHN McFADDEN, PD/MD, THE FOX - "A good reaction record that started off with the teens and is growing to a mass appeal level."

JIMMY STEAL, Asst. PD/MD, KEGL - "An instant nighttime reaction record that will ultimately appeal to adults and not just teens!"

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

JOEL SALKOWITZ, PD, HOT97 - "It's a blowout in New York! #1 top selling 12-inch. From the minute it hit the radio it was a smash!"

FRANKIE BLUE, MD, Z100 - "The #1 12-inch in New York. Super huge in the clubs. The record has exploded to a mass appeal level!"

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

JEFF McCARTNEY, PD, KROY - "Top five phones already - HUGE!"

LOU SIMON, PD, HOT94.9 - "This has all the early signs of a hit - phones, retail, and it even sounds great on the air!"

WIGGLE IT

HITMAKERS

CROSSOVER: 46-26

A CRUSADE!

A HITBOUND!

#5 Most Disc-overed!

Hot Action:

HOT97 (1-1)

WPLJ (26-15)

Z100 (14-9)

POWER106 (34-29)

B96 (7-1)

Z95 (Add)

WIOQ (D#24)

THE FOX (23-20)

WHYT (D#24)

KEGL (D#25)

WXKS-FM (27-17)

WZOU (Add #18)

WPGC (Add)

POWER96 (11-5)

KUBE (D#29)

KHTK (D#25)

Q106 (D#25)

Z90 (29-23)

WLOL-FM (21-15)

KKFR (33-27)

HOT102 (D#25)

KROY (Add #35)

WNVZ (Add)

HOT94.9 (Add)

WKSE (D#30)

WKSS (D#27)

WTIC-FM (36-27)

WCKZ-FM (D#34)

CUTTING RECORDS



charisma

**WHITNEY IS RADIO'S "BABY" THIS WEEK...
DONNY CONTINUES TO SMOKE...
PRINCE POWERS BACK...AND SO BILLY GOES...
2 IN A ROOM, THE VAUGHAN BROS. AND CHEAP TRICK STILL MAKING NOISE!**

FRANKIE BLUE, MD at Z100, New York sez, "**2 IN A ROOM** *Wiggle It* (CUTTING/CHARISMA) is super huge in the clubs - the record has exploded on a mass appeal level! **GEORGE MICHAEL** *Freedom '90* (COLUMBIA) is playing around the clock! It looks to be the song his fans want and need! From the moment we could premiere the **WHITNEY HOUSTON** single *I'm Your Baby Tonight* (ARISTA), the reaction has been nothing but positive and satisfying. Her change of sound is exactly the path **WHITNEY** needed to take to prove herself to her fans!"

DANA LUNDON, MD at HOT102, Milwaukee sez, "Not only is *Just Another Dream* by **CATHY DENNIS** (POLYDOR) GREAT, but the whole LP is fantastic! Check out a new Maurice Starr project called **HOMEWORK!** The single *A Special Kind Of Lady* (EPIC) is a beautiful ballad sung by an urban-esque New Kids...only better! **2 SHORT** *The Ghetto* (JIVE/RCA) is street-wise and hip, while **HI FIVE** *I Just Can't Handle It* (JIVE/RCA) is slamin'. Off the COLUMBIA **GEORGE MICHAEL** LP, *Freedom '90* and *Soul Free* get my seal of approval! And for a little taste of everything, check out the *Marked For Death* sound track (ISLAND)!"

JIMMY STEAL, Asst. PD/MD at KEGL, Dallas sez, "**2 IN A ROOM** *Wiggle It* (CUTTING/CHARISMA) and **BISCUIT** *Biscuit's In The House* (COLUMBIA) are our two hottest records besides the Ice-man! The **HALL & OATES** album (ARISTA) is a KILLER, and as for the single *So Close*, you might want to check out the 'unplugged' version. It's minus the Bon Jovi production and really showcases the beauty of the actual song! Since he's worked here in the past, **DONNY OSMOND** has already gained familiarity in this market, and *My Love Is A Fire* (CAPITOL) should take off quickly! Lastly, a personal fave LP to check into is **THE REPLACEMENTS** (REPRISE)!"

MICHAEL NEWMAN, MD at MIX96.5, Houston sez, "While *Heart Of The Matter* is still a top testing callout record for us, we believe strongly in *New York Minute* by **DON HENLEY** (Geffen). **THE VAUGHAN BROS.** *Tick Tock* (EPIC) will be a smash, especially for Texas! Give *Love And Tears* by **MAGGIE'S DREAM** (CAPITOL) a listen! This killer, midtempo track with an alternative flavor has great lyrics and lots of atmosphere! Lastly, get your hands on a band called **INDEX** *Now You're Gone*. It's on a little label out of New Orleans, and has a Stevie B-ish/Linear feel!"

LORI CAMPBELL, MD at B94, Pittsburgh sez, "**2 IN A ROOM** *Wiggle It* (CUTTING/CHARISMA) is a killer tune that should be HUGE in this market! **PRINCE** goes back to what he does best in his new single *New Power Generation* (PAISLEY PARK/WB), and it's right on track! And **WHITNEY HOUSTON** is back with a little more soul, and it's a nice touch! *I'm Your Baby Tonight* (ARISTA) is GREAT!!!"

RUSS ALLEN, MD at KSOL, San Francisco sez, "MCA Records is RED HOT with **GUY** *I Wanna Get With U*, which you've 'gotta get', and check out former lead singer of New Edition **RALPH TRESVANT** and *Sensitivity*! They're both excellent! The next single from **TONY! TONI! TONE!** is *It Never Rains In Southern California* (WING/POLYDOR), and it's slamin'! With *Monie's In The Middle* working, now we are playing *It's A Shame* by **MONIE LOVE**, an import on COOLTEMPO. It's infectious! Be on the lookout for **NENEH CHERRY** *I Got You Under My Skin*, an import to be released domestically on a benefit compilation (CHRYSALIS). I prefer the Bobby Z mix on the B-side of the 12-inch import. Two of my favorite house records are the B-side of BIG BEAT's *Share* single by **JOMANDA** called *Searching*, and **BLUE PEARL** *Naked In The Rain* (BIG LIFE/MERCURY)!"

CHUCK HOLLOWAY, PD at WKZL, Winston-Salem sez, "**WILSON PHILLIPS** *Impulsive* (SBK) is a nice change of pace for the girls and a definite HIT! *New York Minute* by **DON HENLEY** (Geffen) is superb - this guy can do no wrong for us! And **WHITNEY HOUSTON**'s timing for adding new flavor to her music is impeccable! Check out *I'm Your Baby Tonight* (ARISTA)!"

ROSS KNIGHT, MD at KTFM, San Antonio sez, "**2 SHORT** *The Ghetto* (JIVE/RCA) is a real record! HEAVY requests and sales on *B.B.D. (I Thought It Was Me)* by **BELL BIV DeVOE** (MCA)! It pulled tremendous calls firstweek out after only a few plays! **REBEL MC** *Rebel MC* (MOTOWN) is also worth checking out! And **TRINEAR** is an artist who traditionally works well in this market, so be aware of new track *I Wanted You* (PANDISC)!"

JIM ATKINSON, MD at KBQ, St. Louis sez, "The followup from COLUMBIA Record's **PAUL YOUNG** is a strong midtempo track entitled *Heaven Can Wait*. The first **INDECENT OBSESSION** single on MCA Records did very well, and now *Say Goodbye* sounds like it will do likewise! **PAUL SIMON** *Obvious Child* (WARNER BROS.) will probably sell extremely well! If you haven't heard it, get your hands on it 'cause it's wonderful! Lastly, **SONS OF ANGELS** *Lonely Rose* (ATLANTIC) is a GREAT power rock ballad that should be strong with those upper demos!"

HOSH GURELI, MD at KMEL, San Francisco sez, "KMEL world premiered *First Time* by **SURFACE** three months ago, but COLUMBIA asked us politely to hold off, as they realized this was just too strong to be put out without a release strategy! This is a number one pop record! Another smash ballad that has a lock on the top of KMEL's playlist is *Sensitivity* by **RALPH TRESVANT** (MCA), the former lead singer of New Edition! Be on the lookout for a record by **TARA KEMP**, *Hold You Tight* (BIG BEAT)! This one is smooth and sounds like a smash! **GUY** *Gotta Get With You* (MCA) is funky and works! **2 SHORT** *The Ghetto* (JIVE/RCA) is blowing out in sales - approaching platinum with little to no airplay. **HOWARD HEWETT**'s remake of the Eagles *I Can't Tell You Why* (ELEKTRA) is very cool! **PHIL COLLINS** is about to have his first dance record since *Sussudio*! The remixes on his next single, *Hang In Long Enough* (ATLANTIC), are kicking with a major house beat!"

MIKE TEMAAT, PD at KQLA, Manhattan, KS sez, "*Falling To Pieces* from **FAITH NO MORE** (SLASH/REPRISE) is tearing up the phones at night and is something that programmers, especially in the midwest, will have to take a serious look at! **BETTY BOO** *Doing The Do* (REPRISE) has a different sound that will light up your phones with calls from the college crowd. And keep your ear on **THE TIME** *Chocolate* (REPRISE)!"

HARLEY DAVIDSON, MD at KGGI, Riverside/San Bernardino sez, "Check out **SPECIAL GENERATION** *Love Me Just For Me* (BUSTIN'/CAPITOL)! Co-written by M.C. Hammer, it has those special ingredients to make it a HIT! **L.L. COOL J** *Around-The-Way Girl* (DEF JAM/COLUMBIA) is not as obnoxious as his last single, and much more mass appeal. You won't find this on his album but, *I'm Your Puppet* by **BOBBY ROSS AVILA** is a remake that's getting top ten requests - you can find it on B&L Records. *The Ghetto* by **2 SHORT** (JIVE/RCA) is SMOKIN'!!! And check out **G LOVES E** *Dance Baby* (CHRYSALIS) - this is an uptempo jam!"

DENISE LAUREN, MD at PIRATE RADIO, Los Angeles sez, "**EXTREME** *Get The Funk Out* (COLUMBIA) is HOT! The whole album is very well done, showing the diversity these guys are capable of! This track is a GREAT dance rock number, but also check out the track *More Than Words*. **HEAVEN'S EDGE** *Find Another Way* (ATLANTIC) is a good uptempo tune pulling GREAT phones and testing well. Lastly, **THE SOUP DRAGONS** *I'm Free* (BIG LIFE/MERCURY) is super cool! I put it in the CD player and hit repeat!"

KEN RICHARDS, PD at HOT97.7, San Jose sez, "Add one more to **JOHNNY GILL**'s list of hits - *Fairweather Friend* (MOTOWN). **KEITH SWEAT** *I'll Give All My Love To You* (ELEKTRA) is every bit as smooth as *Make It Last Forever*. Lastly, John Christian, my MD, convinced me that **2 SHORT** *The Ghetto* (JIVE/RCA) is a record we should be playing at night...and it is! A huge street buzz record, and we be reflecting 7.7% of the street!"

JEFF KAPUGI, MD at POWER PIG, Tampa sez, "In our better-late-than-never pile this week was **SOHO** *Hippychick* (ATCO), which will happen! Two interesting records for a dance-leaning Top40 are **NELSON** *Love And Affection* (DGC) and **ALIAS** *More Than Words Can Say* (EMI)! Another SMASH for **JOHNNY GILL** with *Fairweather Friend* (MOTOWN), while **DENISE LOPEZ** *Don't You Wanna Be Mine?* (A&M) reached out and bit me in da butt - check it out!"

ANDREA PENTRACK, MD at FM102, Sacramento sez, "Look for *Around-The-Way Girl* by **L.L. COOL J** (DEF JAM/COLUMBIA) to be the next single! This tune has more of a definite, mass appeal vocal hook! Also, check out **GUY** *I Wanna Get With You* (MCA) - it's in the same vein as *Spent The Night* or *My Fantasy*, and with Teddy Riley on lead vocals, it was tailor made for Crossover Top40!"

MICHAEL MARTIN, MD at KIIS-FM, Los Angeles sez, "Together they were bubblegum, apart they are the HOTTEST artists on the street today! Check out *Fairweather Friend* by MOTOWN Records' **JOHNNY GILL**! This is another smash from a well-established artist, while **BELL BIV DeVOE** *B.B.D. (I Thought It Was Me)* (MCA) is SLAMMIN'! Look out 'cause the next snap-attack is **C&C MUSIC FACTORY** *Gonna Make You Sweat* (COLUMBIA) - this track is blazing! And when you get the EPIC Records **CANDYMAN** LP, check out the track *Melt In Your Mouth!* It samples The Spinners *Could It Be I'm Fallin In Love?* and it's HOT!"

JEFF McCARTNEY, PD at KROY, Sacramento sez, "We've started playing **MARIAH CAREY** *Someday* (COLUMBIA)! While *Love Takes Time* is okay, we've always really liked this one! We're crazy about **PRINCE** - *New Power Generation* (PAISLEY PARK/WB) is HOT, and we just started playing **d.n.a. feat. Suzanne Vega** *Tom's Diner* (A&M) last week and the calls were immediate! Watch out for **THE VAUGHAN BROS.** *Tick Tock* (EPIC)! It's not a rocker; in fact it almost has a Black/Urban feel! Timely and topical, the video debut on MTV doesn't hurt either! Lastly, if the last **TROOP** record worked for you, be sure to check out *I Will Always Love You* (ATLANTIC) - it's already testing well!"

ELISA FIORILLO

"ON THE WAY UP"

HOT97-Joel Salkowitz/PD-"CONSISTANT SALES IN NEW YORK AND THE SONG SOUNDS GREAT ON THE RADIO."

WLOL-FM-GREG STRASSELL/PD-"POWER ROTATION THIS WEEK DUE TO HUGE CALLOUT RESEARCH. VERY RELATABLE TO YOUR FEMALE AUDIENCE."

KROY-Jeff McCARTNEY/PD-"CALLOUT RESEARCH STARTING TO REALLY KICK IN...A STRAIGHT AHEAD DANCE, POP RECORD THAT EXPLODES ON THE AIR. ONE OF THE BEST UPTEMPO FEMALE SONGS OUT THERE!"



**CROSSOVER TOP40: 35-24
A HITBOUND! A CRUSADE!**

HOT SINGLE SALES:

JUSTIN ENTERTAINMENT, ATLANTA (22)
TOWER RECORDS, SACRAMENTO (24)

JUST ADDED:

Y100
WNVZ
Y108
Y107
Z99
KISS104

ACTIVE AT:

HOT97 (24-21)
PWR106 (26-23)
WXKS-FM (35-31)

WLOL-FM (14-11)
WFLZ (21-18)
WPHR (D#25)
KOY95 (29-26)
KKRZ (D#27)
KXXR (D#27)
HOT97.7 (17-14)
KROY (31-27)
HOT94.9 (D#25)
WTIC-FM (38-35)
WCKZ-FM (D#35)
WZZG (26-23)

XL106.7 (35-32)
KEGL (On)
Y95 (On)
KSAQ (36-34)
WPHR (On)
THE FOX (On)
WKBQ (On)
KTFM (26-24)
HOT 102 (On)
FM102 (21-29)
KMEL (19-18)
and more!

SLAUGHTER "Fly To The Angels"

95XXX-Ben Hamilton/PD-"Strong phones, high retail. A great balance record for nights."

PAUL WALKER-OK95/PD-"Working with all demos. This song will balance the sound of any Mainstream TOP40!"

WOMP-FM-Chuck McGee/PD-"Our new morning Zoo rooster is crowing about this one and so are our listeners! Being accepted by all demos, it's an outright SMASH - play it!"



HOT SINGLE SALES:

MUSIC CITY ONE-STOP, Nashville (7)
SCOTTI'S, Summit (8)
RICHMAN BROS., Pennsauken (9)

HOT ALBUM SALES:

VINYL VENDORS, Kalamazoo (6)
GALLERY OF SOUND, Wilkes-Barre (4)
TITLE WAVE, Plymouth (4)
JUSTIN ENTERTAINMENT, Atlanta (7)

A HITBOUND!

MAINSTREAM: #36

**NATIONAL SINGLE SALES: 20-17
NATIONAL ALBUM SALES: 29-26**

PIRATE (4-2)
Z95 (28-23)
THE FOX (#4)
WHYT (16-12)
Y95 (17-15)
KDWB-FM (13-11)
92X (14-10)
KEGL (20-18)
KSAQ (#29)
KBEQ (30-28)

5XXX (Add #35)
B106 (16-13)
G98 (Add)
KEWB (Add #35)
KISR (22-15)
KIX106 (20-17)
KIXR (25-18)
KKHT (18-12)
KNIN (12-11)
KSKG (39-35)

KTUX (11-6)
KVTI (Add)
KZZB (D#29)
KZZU (26-23)
OK95 (25-22)
Q104 (12-6)
WAAL (23-18)
WABB (30-27)
WAEB-FM (20-17)
WHHY-FM (14-12)

WIKZ (25-18)
WIXX (D#30)
WKRZ (24-20)
WOKI (Add)
WOMP-FM (14-9)
WPRR-FM (D#28)
WQUT (40-36)
WRQN (9-7)
Y94 (14-14)
ZFUN106 (36-31)



HAWK HARRISON, MD at Y107, Nashville sez, "**WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) has that uptempo adult-oriented feel. And check out **BISCUIT** *Biscuit's In The House* (COLUMBIA)! He's the Pillsbury homeboy of radio!"

LEE CHESNUT, Asst. PD/MD at POWER99, Atlanta sez, "Only one Disc-overy this week, but it's RED HOT! This song won our battle of the new songs three nights in a row, beating out Heart, Sweet Sensation and the Pet Shop Boys. If you're hip to Deee-lite and Soho, get ready for the next cool groove on the scene - **THE SOUP DRAGONS** *I'm Free* (BIG LIFE/MERCURY) - it KICKS!"

FRANK MINIACI, MD at THE BEAT, Los Angeles sez, "Forget the rendition of *Sensitivity* that MCA Records' **RALPH TRESVANT** did at the MTV awards; the remix is out and destined to follow in B.B.D.'s footsteps to fame! **SNAP** *Witness The Strength* (ARISTA) has that recognizable Led Zeppelin sample, and check out the latest from **FATHER MC** called *I'll Do 4 U* (MCA)! And yes, Chery's *Get Real* is sampled once again! A wild track worth a listen is *Black Delilah* by **PATRICK O'HEARN** (PRIVATE). And **BISCUIT** is definitely in the groove with *Biscuit's In The House* (COLUMBIA) - this single is slammin' and the vocals are reminiscent of Humpty!"

MARK LOBEL, MD at WBLI, Long Island sez, "**DONNY OSMOND** *My Love Is A Fire* (CAPITOL) is GREAT! He's done it again! **CHEAP TRICK** is back to basics with *Wherever Would I Be?* (EPIC), a Dianne Warren-penned ballad. Lastly, **CELINE DION** *Where Do Lonely Hearts Go* (EPIC) has a GREAT sound - it moves and has tempo, yet it's not disposable dance!"

LEO VELA, PD at KSAQ, San Antonio sez, "**THE VAUGHAN BROS.** *Tick Tock* (EPIC) is GREAT! Let's cast tragedy to the side for a moment and listen to the message within the music - it will send chills up your spine. If you're in this business because you care about what you put on the air, this is a MUST! Also, just a reminder for anyone not on **BETTE MIDLER** *From A Distance* (ATLANTIC) - don't be afraid of it, just listen to the lyrics!"

RANDY IRWIN, MD at KUBE, Seattle sez, "*I'm Seventeen* by **TOMMY CONWELL** (COLUMBIA) is a GREAT tune, lyrically relatable to all demos! Man, what a hook - **JON BON JOVI** does it again with *Miracle* (COLUMBIA)! *Impulsive* by **WILSON PHILLIPS** (SBK) is a KILLER! The third single is just as good as the first! **THE VAUGHAN BROS.** *Tick Tock* (EPIC) has a spiritual element to it - you can feel this record as you hear it! And how can you go wrong with **BELL BIV DeVOE** *B.B.D. (I Thought It Was Me)* (MCA)? It's a KILLER!"

DARCY SANDERS, MD at KZZP, Phoenix sez, "Check out **THE REMBRANDTS** *Just The Way It Is, Baby* (ATCO). These guys are nuts; take the opportunity to meet them if you can. Their music is in the same vein as Squeeze. Watch it cross! **PRINCE's** *New Power Generation* (PAISLEY PARK/WB) uses sounds that were BIG on **SIGN O' THE TIMES** and **LOVESEXY**. This has one hard-ass groove! **DON HENLEY** has never done KZZP wrong, and *New York Minute* (Geffen) feels goood!"

RANDY ROSS, MD at WGTZ, Dayton sez, "Check out **WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA)! Surprise, surprise! Also, **STEVIE B** *Because I Love You (The Postman's Song)* (LMR/RCA) is a perfect mass appeal ballad! This is a HIT! Finally, **DEE-LITE** *Groove Is In The Heart* (ELEKTRA) has been taken over the top by MTV!"

CAT COLLINS, MD at 98PXY, Rochester, NY sez, "**HOTHOUSE FLOWERS** *I Can See Clearly Now* (LONDON/POLYGRAM) is one of the Fall's sleeper records. For you rock radio stations out there, check out **THE ORIGIN** *Set Sails Free* (VIRGIN)! It's a strong reaction record with HUGE female appeal. Take a chance, you won't be disappointed!"

MIKE KASPER, PD at KF95, Boise, ID sez, "**WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) is definitely bound for number one! Also, **JIMMY RYSER** *Rain Came* (ARISTA) has smash written all over it with a GREAT hook! And everyone should play **JON BON JOVI** *Miracle* (MERCURY)! The production and vocals are GREAT!"

JOHN ANDERSON, PD/MD at KQIZ, Amarillo, TX sez, "It's great to have **WHITNEY HOUSTON** back! How can she lose with *I'm Your Baby Tonight* (ARISTA)? For a good rock record, play **WINGER** *Miles Away* (ATLANTIC)! What can you say about **PRINCE** - he has another hit with *New Power Generation* (PAISLEY PARK/WB)!"

MIKE STONE, PD/MD at WPFM, Panama City, FL sez, "**WHITNEY HOUSTON** is a GREAT Top40 artist, and *I'm Your Baby Tonight* (ARISTA) will go, go, GO!!! Also, **JON BON JOVI** *Miracle* (MERCURY) is a miracle and will be a HIT! A song that appeals to the dance crowd without sounding too urban is **DONNY OSMOND** *My Love Is A Fire* (CAPITOL)!"

DAVID COOPER, PD at WAFX, Bangor, ME sez, "**WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) might even be bigger than Mariah Carey. AWESOME song! Everybody's gonna love **DONNY OSMOND's** *My Love Is A Fire* (CAPITOL)! Check out **BILLY JOEL** *And So It Goes* (COLUMBIA)!"

MICHELLE SANTOSUOSSO, MD at Q106, San Diego sez, "**EN VOGUE** has a smash on their hands with the ballad *Part Of Me* (ATLANTIC)! It fits into the trend of lyric-intensive hits surfacing now. Looks like producers David Cole and Robert Clivilles have done it again in a BIG way! It's an absolute MUST that you track down their new project, **C&C MUSIC FACTORY** *Gonna Make You Sweat* (COLUMBIA). If you flipped out over Snap, you will know in one listen that this record will be absolutely MEGA!!! It's cool enough to take on the underground, but the basic listener will dig it too! **DINO's** new ballad *Gentle* (ISLAND) is our most active record with 18-24 females! **ONE CAUSE, ONE EFFECT** *Midnight Lover* (BUST IT/CAPITOL) is taking nights by storm with instant reaction from the very first play! And check out **THE JETS** *Special Kinda Love* (MCA)!"

DWAYNE WARD, PD at WZZG, Charlotte, NC sez, "**WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) is an obvious smash, as is **JON BON JOVI** *Miracle* (MERCURY)! Start off *High Enough* by **DAMN YANKEES** (WARNER BROS.) in middays and watch it grow! Also, get hip to *Feels Good* by **TONY! TONI! TONE!** (WING/POLYDOR) - it's pulling requests and sales!"

GARY MICHAELS, MD at KISN, Salt Lake City sez, "Check out **WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) - like I really need to say anything more! Be on the lookout for **DAN FOGELBERG's** *Rhythm Of The Rain* (FULL MOON/EPIC). This is a great-sounding record! Finally, **CHEAP TRICK** *Where Would I Be?* (EPIC) is a great second release that should do very well with females!"

BILLY THE KIDD, MD at KJ103, Oklahoma City sez, "**GLENN MEDEIROS** *Me - You = Blue* (MCA) sounds so perfect for radio - it has 'hit' written all over it! And **P.C. QUEST** *After The Summer's Gone* (Geffen) is a SMASH! This local band will make it big! The song is GREAT, and the fans go nuts for them at every concert!"

DUSTY HAYES, PD at KBFM, McAllen-Brownsville, TX sez, "**THE OUTFIELD** *For You* (MCA) is a good rock 'n' roll record! Perfect for the market. **CLUBLAND** feat. **King B.** *Let's Get Busy* (Geffen) is real HOT for nights!"

J.J. GERARD, MD at KQCR, Cedar Rapids, IA sez, "*B.B.D. (I Thought It Was Me)* by **BELL BIV DeVOE** (MCA) is not as raunchy as the first two. It's more accessible for the Midwest. First David Cassidy, then REO Speedwagon, now **DONNY OSMOND** - again! Check out *My Love Is A Fire* (CAPITOL) - it's not as bad as it looks on paper! **2 IN A ROOM** *Wiggle It* (CUTTING/CHARISMA) has an outstanding hook! It could be a BIG night record!"

KEVIN WEBB, MD at WPFR, Terre Haute, IN sez, "When you hear **BETTE MIDLER** *From A Distance* (ATLANTIC), you can also visualize it! And **DONNY OSMOND** *My Love Is A Fire* (CAPITOL) is a surprisingly strong record!"

SCOTT ST. JOHN, PD/MD at WPRR-FM, Altoona, PA sez, "**NEVILLE BROTHERS** *Fearless* (A&M) is a GREAT sounding song that's ideal for Adult Top40! **WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) is a nice comeback record! Should be as HOT as the packaging! I hope nobody misses **DON HENLEY** *New York Minute* (Geffen) as they did *Heart Of The Matter...*"

JACK LUNDY, PD/MD at Y94, Fargo, ND sez, "**WHITNEY HOUSTON!** What can you say about this lady that hasn't been said already? She's totally superb, her songs are lyrically sensible, and she looks good! What more do you need? *I'm Your Baby Tonight* (ARISTA) is the latest step through stardom - check it out! These ladies need no praise...**WILSON PHILLIPS** *Impulsive* (SBK) is another example of the fine talent of this trio. Hit after hit, and there's more to be had! **DONNY OSMOND** *My Love Is A Fire* (CAPITOL) is a strong single for **DONNY** that should do very well! It's nice to see **DONNY** back with a good, quality commercial track - watch it work!"

TED BRANDY, MD at WLAN, Lancaster, PA sez, "My personal fave right now would have to be **PET SHOP BOYS** *So Hard* (EMI). Fitting right into the usual sound of the **PET SHOP BOYS**, this record won't dissappoint! This is no news flash, but it needs to be said...**WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) will be another strong record for her! It should draw some instant response! **BILLY JOEL** *And So It Goes* (COLUMBIA) will be BIG! An excellent song for **BILLY!** Keep your eye on **INFORMATION SOCIETY** *Think* (SIRE/REPRISE). It's a good record that will cause reaction when you play it!"

SEAN MICHAELS, MD at KTRS, Casper, WY sez, "**THE VAUGHAN BROS.** (EPIC) is an excellent album! First single *Tick Tock* holds a different sound for the brothers but kicks butt! Look for more! There are a couple of strong follow-up singles out there from **SWEET SENSATION** and **WINGER**. *Each And Every Time* (ATCO) from the female trio is a good track and should do well! They're doing it again! **WINGER** *Miles Away* (ATLANTIC) looks like it'll be a good second release! Possibly a stronger reaction record than *Can't Get Enuff* - watch it! Here's a tasty track - **BLACK CROWES** *Hard To Handle* (DEF AMER./Geffen) is drawing response from all demos in all dayparts! This record is destined to climb the charts. Keep your ear on this one!"

KANDY KLUTCH, MD at KKYK, Little Rock, AR sez, "Check out **DONNY OSMOND** *My Love Is A Fire* (CAPITOL)! He's back and he looks damn good! This is a good song that you need to hear! **WHITNEY HOUSTON** is back with another record, *I'm Your Baby Tonight* (ARISTA)! This is a great upper demo song and it's getting good early request numbers! A very strong song! In a sea of slow songs pick the best of the best, and this is one of the few...**BILLY JOEL** *And So It Goes* (COLUMBIA)! Give it a spin!"

STEVE HELLER, MD at ZFUN106, Moscow, ID sez, "**WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) is definitely a major hit! **BILLY JOEL** has real pull with midday audiences, and *And So It Goes* (COLUMBIA) is yet another example of this! Lastly, **THE SOUP DRAGONS** *I'm Free* (BIG LIFE/MERCURY) has already built strong momentum, as it has been around awhile - check it out!"

KEVIN CHASE, MD at KMOK, Lewiston, ID sez, "**WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) has a different sound - she took a chance and it paid off - an out-of-the-box SMASH! **CHEAP TRICK** *Wherever Would I Be?* (EPIC) is their strongest power ballad yet - a top ten smash! An adult monster is *And So It Goes* by **BILLY JOEL** (COLUMBIA). 18-34 females love it; we've been on it for some time, and if you play it, you're playing a HIT! **2 IN A ROOM** *Wiggle It* (CUTTING/CHARISMA) is HOT! The nights are wiggling this! And **JIMMY BARNES** *Make It Last All Night* (ATLANTIC) will last! All the materials for a hit record are here!"

PLAY THIS RECORD

OR GEORGE TOBIN WILL CALL YOUR STATION.

SHANE SUTTON

"WITH YOU ALL THE WAY"

The Debut Single From The Self-Titled Album

Produced by George E. Tobin for George Tobin Productions, Inc.
In Association with John Duarte

MCA



JON ANTHONY, PD at WJDQ, Meridian, MS sez, "**SOHO Hippychick** (ATCO) is taking off! It's getting phone action everywhere it's played! If you need a hot reaction record this is it! If you're lacking females, here's a couple of tracks you need to hear: **BETTE MIDLER** *From A Distance* (ATLANTIC), a strong female response record; and **STEVIE B.** *Because I Love You (The Postman's Song)* (LMR/RCA), our strongest female reaction record! It is receiving monster phones and is number one on our Top Eight At Eight!"

BILL CATCHER, PD at WANS, Greenville, NC sez, "**PRINCE New Power Generation** (PAISLEY PARK/WARNER BROS.) is a nice follow-up and should come through for this superstar! **WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) is catchy, mass-appeal pop! Lastly, another hit for this hot trio - **BELL BIV DEVOE** *B.B.D. (I Thought It Was Me)* (MCA)!"

SCOTT MCKENZIE, MD at WIQQ, Greenville, MS sez, "The next Paula 'make any man stand straight up' Abdul is **ELISA FIORILLO**, who's on her way up with *On The Way Up* (CHRYSALIS)! Also, **WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) - no duh! And **CHEAP TRICK** *Wherever Would I Be* (EPIC) is a great song that works for all demos! And hey, it's catch up week, so Hasta la vista!"

DOM TESTA, MD at Y108, Denver sez, "Another followup smash for **JOHNNY GILL** with *Fairweather Friend* (MOTOWN)! Also, it looks like **DONNY OSMOND** has a hit on his hands with *My Love Is A Fire* (CAPITOL)! As for *Impulsive* by **WILSON PHILLIPS** (SBK), it goes without saying that it's a H-I-T!!! And be aware of a new **DENISE LOPEZ** song, *Don't You Wanna Be Mine?* (A&M)! It definitely caught my attention!"

RICK ANDREWS, MD at KZOZ, San Louis Obispo, CA sez, "**THE SOUP DRAGONS** *I'm Free* (BIG LIFE/MERCURY) is a quality record that everyone should pay attention to! Also, **BILLY JOEL** *And So It Goes* (COLUMBIA) is a great upper demo female song! And **THE VAUGHAN BROS.** *Tick Tock* (EPIC) is the song that will cross over to Top40 radio!"

JOHN IVEY, OM at WLOK, Rockford, IL sez, "**WHITNEY HOUSTON** *I'll Be Your Baby Tonight* (ARISTA) is huge! Also, **BILLY JOEL** *And So It Goes* (COLUMBIA) is a big adult record! And **CHEAP TRICK** *Wherever Would I Be* (EPIC) is a Dianne Warren-penned song that will be bigger than their last hit!"

RUSTY KEYES, PD/MD at KSKG, Salinas, KS sez, "**CONCRETE BLONDE** *Joey* (I.R.S.) is a great all-day record! Don't hesitate; it will perform! Another record easily accessible to all day parts is **TOMMY CONWELL** *I'm Seventeen* (COLUMBIA)! Bruce Hornsby joins Tommy on piano and organ to add a little twist! One that could cross to be a solid record on Top40 radio is **HOTHOUSE FLOWERS** *I Can See Clearly Now* (LONDON/POLYGRAM)! It has a great sound and is a strong record!"

JIM CERONE, PD at WBWB, Bloomington, IN sez, "**LIVING COLOUR** *Type* (ELEKTRA) is a very strong song! For you stations having a hard time playing this track because of it's harsh sound, there's now a remix available that's more palatable! **PAUL SIMON** is coming with new release *The Obvious Child* (WARNER BROS.), and it's typical of his sound. This is a good record! It should go, given the airtime! **DONNY OSMOND** *My Love Is A Fire* (CAPITOL) is a solid record from Donny! It's good to see him back with the quality of sound he's brought! Check it out! **BILLY JOEL** *And So It Goes* (COLUMBIA) is the perfect song for fall! Billy will climb the charts with this track!"

RICK PENDELTON, PD at WNYP, Ithaca, NY sez, "**THE PARTY** *I Found Love* (HOLLYWOOD) has a conga feel to it with a strong hook! It's number one on our Top Nine At Nine and is drawing excellent phones! **JOE COCKER** has a remix of *You Can Leave Your Hat On* (CAPITOL) on the way! It's a great record, perfect for middays! It will fit in the flow of your station! On an independent note...Check out **JAMES COLIN** *Forever Love* (AMHERST)! It's getting massive sales in this market! This is a great midtempo female response record! All you Indy skeptics...check it out!"

DAVY CROCKETT, PD/MD at WYCR, York, PA sez, "**WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) - she's back! Once again Whitney will hit the airwaves and should receive the same monstrous reponse she has in the past! One to watch is the new one from **PRINCE**, *New Power Generation* (WARNER BROS.)! With a straight-ahead sound much to the liking of listeners, he's sure to have strong response! *Tick Tock* (EPIC) by **THE VAUGHAN BROS.** is a great reaction record! Unfortunately it's due somewhat to Stevie's untimely death - he'll be missed! The latest from **JON BON JOVI** *Miracle* (MERCURY) is sure to attract some attention! **JON** sidesteps the sound common to Bon Jovi and kicks out a solid rock ballad! And look for **CHEAP TRICK** *Wherever Would I Be* (EPIC)! It's cool!"

DON PARKER, MD at KBOS, Fresno, CA sez, "**SPECIAL BLEND** *Dancer's Groove* (SPECTACULAR) samples a lot of different classics and would be perfect for mix shows and nights! The edit on *My Love Is A Fire* (CAPITOL) by **DONNY OSMOND** is already pulling great phones! **WHITNEY HOUSTON** has an automatic with *I'm Your Baby Tonight* (ARISTA)! Lastly, look out for the latest from **TRINEAR**, *I Wanted You* (PANDISC)! This girl has always performed well for us - *They're Playing Our Song* still tests well, so check out this single, too!"

ROCKIN' CHUCK STEVENS, MD at KISS101-FM, Walla Walla, WA sez, "**HOUSE OF LORDS** *Can't Find My Way Home* (SIMMONS/RCA) has an exceptional acoustic-type sound mixed with just a touch of keyboards and guitars! The end result is a mid-tempo rock ballad that has a massive impact on adult male and female listeners! Play House Of Lords!"

BILL PASHA, PD at WAPE, Jacksonville, NC sez, "**WILSON PHILLIPS** *Impulsive* (SBK) is great! The first two singles haven't burnt out, but this one's just as good, if not better! **WHITNEY HOUSTON** and Babyface team up for a top ten record with *I'm Your Baby Tonight* (ARISTA)!"

ROGER SCOTT, MD at KRQ, Tucson, AZ sez, "**DONNY OSMOND** is back and *My Love Is A Fire* (CAPITOL) emits a ton of energy on every listen! Get this one on the air! **WHITNEY HOUSTON** has a definite Babyface influence on *I'm Your Baby Tonight* (ARISTA)! A very good comeback! Lastly, we have been having a great response to **JAM ON THE MUTHA** *Hotel California* (POLYDOR) - import only! Talk about a polarizing effect on the market - the teens love it, while some of the adults are offended!"

JAY TAYLOR, Asst. PD/MD at KLUC, Las Vegas, NV sez, "*I'm Not In Love* (ATLANTIC) by **JOEY KIDD** is not only a mass appeal track for dance-leaning Top40s, but an extremely strong remake! **2 IN A ROOM** *Wiggle It* (CUTTING/CHARISMA) will be huge for KLUC! And a natural is **WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA)! Check it out!"

CLAYTON ALLEN, MD at K96.7, Austin, TX sez, "Check out the import of **BANANARAMA** *Tripping On Your Love* (LONDON)! The airstaff loves it, and so does the audience! Bananarama has a good updated '90s feel in this song, and many of our calls reflect this! A nice evolution for the girls! *World In My Eyes* (SIRE/REPRISE) by **DEPECHE MODE** is already working incredibly well! Get hip to a new group on DGC called **NOTORIOUS**! Their debut single, *The Swalk*, got instant reaction and and really grows on you! Lastly, *Life's Rich Tapestry* (TVT) by **MODERN ENGLISH** is too good! It sounds like a track from a movie that gains cult status - let the song happen on it's own merit!"

EFREN SIFUENTES, MD at KDON, Salinas, CA sez, "If you're looking for a fling with a jack swing thang, check out the new **GUY** *I Wanna Get With U* (MCA)! It's funky, funky, funky, 'cause you heard it from me! Try the new remixes on **JAYA**'s new single *One Kiss Per Minute* (LMR/RCA)! They're better than the CD version! **JANET JACKSON** *State Of The World* (A&M) is a great CD cut worth the listen! With several artists joining the lyrically political spectrum, why can't Ms. Jackson join in the crusade? It's a great song for winter! We're playing it with healthy response! Word to your mother...and tell her about the hot import by **MARATHON**, *Movin'*, which is currently under label negotiations domestically. Congratulations on the EPIC Records signing of **THE COVER GIRLS**! Look out for some great material to come with the strength of a new lead singer! Check out their AFS Sampler cut *Don't Stop Now* (EPIC)! For a great jammie, check out the ATCO release of **CHAD JACKSON** *Hear The Drummer Get Wicked*, which has been an import for a while! Ice cold, baby! This weeks **SLUMBER PARTY** **APHRODISIAC** AWARD goes to the newly reformed **GO-GO'S** for their fresh re-recording of *Cool Jerk* (A&M)! Somebody hand me my mirror! Read on..."

CHUCK LUCK, PD/MD at KZII, Lubbock, TX sez, "**WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA) is a huge smash! And **WILSON PHILLIPS** *Impulsive* (SBK) is pulling number one phones and has a different sound this time!"

ANNE SAGE, MD at KCAQ, Onxard, CA says, "**PRINCE** *New Power Generation* (PAISLEY PARK/WARNER BROS.) is something we've been on for a while and it's getting great phones! Also, **JOHNNY GILL** *Fairweather Friend* (MOTOWN) is a great follow-up! For instant phones play **UB40** *The Way You Do The Things You Do* (VIRGIN)!"

DAVE COLLINS, MD at KFBQ, Cheyenne, WY sez, "**KEITH SWEAT** *Merry-Go-Round* (ELEKTRA) is a great follow-up that the listeners are eagerly waiting for! For a hot tune with great advance phones play **WHITNEY HOUSTON** *I'm Your Baby Tonight* (ARISTA)! Another song getting great phones is **PRINCE** *New Power Generation* (PAISLEY PARK/WARNER BROS.)! And **JON BON JOVI** *Miracle* (MERCURY) is great! *Blaze Of Glory* held number one for a couple of weeks, and we anticipate the same for this one!"

KIP TAYLOR, MD at WQXA, York, PA sez, "**2 IN A ROOM** *Wiggle It* (CUTTING/CHARISMA) has been getting hot club action for two months and is crossing over to requests! **WHITNEY HOUSTON** *I'll Be Your Baby Tonight* (ARISTA) has a great new sound! Another unique sound that's great is **BELL BIV DEVOE** *B.B.D. (I Thought It Was Me)* (MCA)! A song that is different enough to be a hit is **SOHO Hippychick** (ATCO)! And **JOHNNY GILL** *Fairweather Friend* (MOTOWN) has a strong midtempo groove!"

JAY MURPHY, MD at KQHT, Grand Forks, ND sez, "Be on the lookout for the next single by **JUDE COLE** on REPRISE Records! Check out **CHEAP TRICK** *Wherever Would I Be* (EPIC)! It's written by Dianne Warren, so it's an easy top ten record! **TECHNOTRONIC** *Rockin' Over The Beat* (SBK) is hot! Your audience will love it - give them one more taste!"

HOT RADIO PROMOTIONS

DENVER HAS A COW OVER KS104's "CASH COW"

When KS104 in Denver sent an actor out on the streets, accompanied by a cow, to randomly give away money to passers-by, the station never dreamed it would create as much hoopla as it did. Soon after the "mystery philanthropist," as the Denver Post called him, began handing out \$5, \$10 or \$20 at random while standing on street corners in downtown Denver, local news media got wind of the story and pounced upon it. But the Post and local TV station KCNC-Channel 4 were victims of their own overzealousness, as KS104 didn't reveal that they were behind the stunt until after pictures of the man and cow appeared on the front page of the paper and KCNC had done a TV spot on them. The Post were good sports, as they ran a story about the hoax the day after falling for it, but KCNC refused to mention KS104's call letters.

HOT102 MAKES FANS GO CRAZY FOR PACKERS TICKETS

HOT102 (WLUM-FM) in Milwaukee knows the city is wild about their Green Bay Packers, and the station set out to find out just how wild when they held a "What I'd Do For Packers Tickets" day on Thursday, October 4 to give away tickets to the Packers-Bears game held the following Sunday in Chicago. The Gilmore Brothers broadcast live in the HOT102 Giant Boombox, which was stationed in a high traffic area in downtown Milwaukee, while the five best stunt proposals received by the station were performed. Among them: One fan shaved his head and had a friend paint his skull to look like a Packers helmet - with latex paint, no less; a female fan paraded around wearing a HOT102 bikini, her body painted with "Go Packers," and a female bodybuilder performed in a green and yellow bikini, wearing a Packers helmet and cleats.

Y95 TEACHES SINEAD ABOUT PATRIOTISM



Y95-Dallas Morning Man Jack Murphy recently gave listeners an opportunity to teach Irish singer Sinead O'Connor something about patriotism. Anyone who shaved his/her head and sang the National Anthem won \$100. Pictured (left to right): Jack Murphy; a Sinead mannequin; a contest winner preparing to shave his head; Y95 VP/General Manager John Martin; and Y95 General Sales Manager Bob Waterman.

99WAYS TO GIVE AWAY DREAM HOUSE!

On December 16, 99WAYS in Macon, Georgia will give away a brand new house valued at over \$85,000 to the lucky listener that happens to be holding the key that fits the front door. On Sunday, October 7 the station began weekly live broadcasts from the site of the house, during which keys will be given out. Two keys will also be awarded to the correct callers during the Bill Elder Morning Show each day, and others will be given out during the rest of the day. On December 16, all keyholders will gather at the house to try their keys, and the one who unlocks the door will win the house, along with all of its contents, which includes complete furnishings and a brand new Honda Civic in the garage!

KRQ HELPS TUCSON LEARN CPR

In an effort to encourage listeners to learn cardio-pulmonary resuscitation, KRQ in Tucson put together a one-day clinic at the University of Arizona at which 10,000 people were properly trained in CPR and then certified. KRQ has also begun their annual Christmas Wish Foundation drive by auctioning off an evening with Linda Ronstadt, which included tickets to the show, VIP seating and parking, and a pre-show dinner at which the winner could meet the singer.

KZ93-FM COMES TO RESCUE OF PARENTS OF NINJA TURTLE FANS

KZ93-FM in Peoria, Illinois is giving parents a shot at winning the just-released Teenage Mutant Ninja Turtles video before their kids force them to buy it. During the weekend of October 5-7, parents had to listen for the Turtles to scream "Cowabunga," at which point they had to be the ninth caller to pick up a copy of the movie and a large Pizza World pizza (the Turtles' favorite). "We know every kid in the city will be bugging their parents for this movie this week, so we're coming to the parents' rescue," commented KZ93 PD Keith Edwards.

Y107 PAYS FOR A's

In an effort to reward students for their hard work in the classroom, Y107 in Nashville is requesting students to send a copy of their first report card of the new school year to the station. At the end of the first grading period, Y107's Zoo Crew will draw numerous report cards and reward the students with \$10 for each 'A' or \$107 for straight A's.

KZOK-FM CELEBRATES THE SPIRIT OF '76

To help celebrate the release of the movie *The Spirit of '76*, KZOK-FM in Seattle made gasoline available for 76 cents a gallon to cars with KZOK window stickers on them. The promotion took place October 5 at (what else) a Union 76 station, with Moon Unit Zappa, who appears in the film, on hand to sign autographs and help pump gas. The gas promotion was part of a festive '70s party to promote the movie, and many party goers also received tickets to the premiere screening of the film, as well as other prizes.

KKRZ MORNING ZOO GIVES AWAY A HUSBAND - FIVE TIMES!

The Z100-Portland (KKRZ) Morning Zoo gave away one husband to five different listeners during the week of October 1-5. Happily married (believe it or not) Brian Caukins hires himself out to do those unsightly chores that every housewife and house-husband hates, such as cleaning the roof and gutters, cleaning the garage, and the ever-tiresome job of re-finishing the furniture. A \$100 gift certificate for Brian's services was given away each day of the week to the listener that described what chores she would want her rent-a-husband to perform. Responses ranged from "Clean the attic," to "I have ten cats, and the cat box could use cleaning," to "My bedroom is pretty bad, could he take care of that? I could help." One winner even said, "Nothing! I just want a husband!"

Summer ARBs For Top 50 Markets

(continued from page 7)

27. Kansas City
KBEQ 8.1-6.8
KXXR 4.6-3.0

31. Cincinnati
Q102 10.4-8.9
WEBN 10.1-11.0

KITY 4.8-5.9
KSAQ 4.0-4.7
KSJL 1.1-0.8

41. Charlotte
WCKZ 8.9-7.5
WZZG 4.0-3.2

47. Oklahoma City
KJ103 7.5-9.6
Z99 7.5-5.8

28. Providence
PRO-FM 10.7-12.0
WHJY 7.2-9.5

32. Norfolk
numbers unavailable

37. Indianapolis
WZPL 11.4-12.7
WFBQ 15.2-14.3

42. Memphis
FM100 8.1-8.7

48. Dayton
WGTZ 10.9-11.0
WAZU 5.8-5.0

29. San Jose
HOT97.7 5.2-7.7
KWSS 3.2-2.6
KSJO 3.6-3.9
KOME 3.9-4.6

33. San Bernardino
KGGI 8.2-8.8

38. Salt Lake City
KZHT 3.5-3.0
KCPX 5.4-5.3
KISN 8.2-7.3

43. Orlando
numbers unavailable

49. Louisville
WDJX 11.4-7.7
KISS104 1.1-4.3
WLRS 6.6-5.5

30. Sacramento
FM102 7.4-5.7
93ROCK 8.7-8.4
KROY 3.1-3.1
KWOD 3.0-3.0
KAER 4.8-3.6

35. New Orleans
WQUE 9.8-10.0
B97 11.2-9.1

39. Buffalo
WKSE 10.7-7.6
MAJIC102 6.5-6.6

45. Rochester
WPXY 12.5-11.8
WCMF 15.1-16.0

50. Greensboro
WJMH 7.3-7.7
WKZL 5.7-3.9
WKSI 4.7-4.0

36. San Antonio
KTFM 7.2-7.3

40. Hartford
WTIC-FM 8.3-10.2
WKSS 7.4-6.1

46. Nashville
Y107 12.5-12.0

HITMAKERS MAGAZINE

ROCK RADIO

LW-TW

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

CHART EXTRAS

- TROUBLE TRIBE "Tattoo" (CHRYSALIS)
- JIMMY BARNES "Let's Make It Last..." (ATL)
- REMBRANDTS "Just The Way It Is" (ATCO)

MOST ADDED

- LED ZEPPELIN
- LYNCH MOB
- REO SPEEDWAGON
- JANE'S ADDICTION
- EVERY MOTHERS NIGHTMARE
- HEART
- HINDU LOVE GODS
- REMBRANDTS
- PAUL SIMON
- BRUCE HORNSBY

MOST REQUESTED

- AC / DC
 - BLACK CROWES
 - DAMN YANKEES
 - QUEENSRYCHE
 - METALLICA
 - STYX
 - INXS
 - ZZ TOP
 - WINGER
- GARY MOORE / DEEP PURPLE / POISON / VAUGHAN BROS.

CRUSADES

TROUBLE TRIBE

"Tattoo" (CHRYSALIS)

The story continues to grow with WDVE, KUPD, WCMF, WSHE, WXTB, KNAC, WAZU and WLRS among those playing this quick reaction track.

THE OUTFIELD

"For You" (MCA)

Serving up another dose of Police-like pop, they're perfect for daytime airplay. Their best single since *Your Love* should return them to prominence.

JANE'S ADDICTION

"Been Caught Stealing" (WB)

One of the hippest bands on the planet. With strong retail, guaranteed phones and their most accessible single to date, they deserve a shot on your airwaves.

BLUE TEARS

"Crush" (MCA)

Well, it's time for another glut of ballads at Rock Radio, and you're going to need something with a nice uptempo, familiar sound to break things up. Might we recommend this unabrasive offering that is already seeing lots of action in Florida?

RHINO BUCKET

"Blood On The Cross" (REP)

Can you say AC/DC circa 1978? Sure, we knew you could. With a very deep album and a wild live show, these guys will make a major splash down the road.

Steve Hoffman

BIG BATTLES ON SMALLER FRONTS

For an interesting change of pace, we thought we'd check in with some of Rock Radio's smaller market outposts. In a throwback to Ries & Trout's Marketing Warfare book, we found four radio stations in four very different competitive situations.

If you look at that lovely gray box two columns to the right, you can find out everything you don't want to know about the Summer ARBs. And now, let's talk to some OMs, PDs and VDs.

Staging An Attack

At #61, Raleigh-Durham is the largest market you'll be hearing about in this column. However, as one of the nation's fastest growing communities, the market still retains much of the atmosphere of a smaller area. WZZU is taking on a library-intensive rocker that has been the market's #1 12+ station for several years. "In a way, coming in as the new kid on the block can be easy a lot of the time," PD **Jack Lawson** says. "Often, a station that gets really big also gets complacent over time. WRDU has been alone at #1 and without any competition for so long now, that they were able to do just about anything. The first thing we had to do was put a better radio station on the air and then tell people about it. We're in the process of telling people about it."

Jack sees WZZU's mode of attack thusly, "The biggest thing you have to do is find the points your competition has been sloppiest at. In our case, WRDU has a reputation as being very chatty, so we came at them by saying that we're the station that knows how to shut up and rock. We spotlight that against a morning show that is very talk-oriented, so we feature a lot of music, which is perceived to be the biggest weakness in their morning show. We keep finding their weaknesses and exploiting them. They are a station that isn't big on the streets; we hit the streets. They are a station that has never done t-shirts; we go through about 500 a month."

"We are doing a lot of the things that they did to get to the top - like having relationships with the local club and band scenes which are very big here," Jack adds. "It's stuff they've forgotten to do over the years. There wasn't competition, so they didn't have to superserve their listeners." Noting that the battle is as much one of revenue as ratings, Jack concludes, "On the sales side, we're also fighting them by trying to outserve them. As a Program Director, spending so much time with advertisers is new to me, but it's something we have to do."

Fighting Defensive Warfare

KDJK/Modesto has become a dominant upper demo radio station while playing lots of current rock product. Within the last year, they were faced with a Classic Rock challenge. PD **Mark Davis** discusses KDJK's competitive profile, "We share come with both the classic rock station and with the Top40 station, which has no direct competition, so they've got a lot of people checking them out for a few minutes. When KBFX first went on the air a year ago, they came on with a big smear campaign, constantly slamming us. In that year, we have not mentioned their call letters once."

"That tactic backfired on them," Mark contends. "They have yet to come up substantially against us, and that says a lot for reacting to competition. The trend is that when a good classic rock station comes on the air, and the Fox is good formatically, they do very well against the standard AOR, and often beat them, especially in upper demo males. They have yet to beat us in any key demo."

How then does KDJK position itself against the Fox? Mark answers, "Subtly. We'll use liners emphasizing that KDJK is the station that's still hip enough to play new rock & roll. We try to feature the new music that we play and they don't, especially when it's by a classic artist without ever saying, 'Hey, you don't hear that on the Fox.' We do promotions where we send listeners to see sold-out acts like the Stones or Paul McCartney, and they qualify by listening for a song. We've made it a point to use core classic songs to associate ourselves with those songs."

Standing In The Shadows

Shadow market programming presents an amazing set of roadblocks - it's a challenge to compete with them in terms of budgets, personalities, promotions or anything else - and WDHA/Dover PD Andy Dean is one of those lucky people who gets to fight that war. "We do two main things to separate ourselves from our competition, and our only competition comes in from New York, so we are in a very unique situation," he asserts. "First of all, we try to be more music intensive. We play 50% current music from 60 current albums, some albums as many as four tracks deep. We are first with new music, constantly beating the New York stations. Thus, we are perceived as the hip station among those who sample both."

Focusing on WDHA's one advantage over their major market competition, Andy emphasizes, "The other major thing we do is that we do not try in any way, shape or form to be a New York radio station. We are a New Jersey radio station, and we constantly reinforce that. Most notably, we offer local news, weather and traffic. Whereas a New York station has to encompass the entire metropolitan area, we can focus on the information that matters to our listeners. We offer information on local school closings in the winter. We can afford to be more community minded."

Combining the two, Andy tells, "We also focus on New Jersey artists, signed and unsigned. We give featured airplay to any Jersey-based band. We've supported the Smithereens, Bon Jovi and Glen Burtnick from day one. Recently, we've supported bands like Saraya, Janata and Company Of Wolves."

Waiting For An Attack

In Charlottesville, VA, 3WV and OM **Jay Lopez** have limited competition - for the moment. Assessing the market's current layout, Jay observes, "Richmond is 70 miles away, and you can get all their stations on the cable system, but you can't get them any other way. The only Top40 in town is a college radio station with a commercial license. It's owned by the alumni association and run by students. Just about every FM station in town has changed format, except us. We've been here since 1977. There are also some new signals that are going to be coming into the market - a couple of stations are trying to move in, and there's an 80-90 drop-in that will be here within a year. There will be more serious competition here in the future."

So how to prepare for a competitive time bomb to go off? Jay explains, "I program the station like we have lots of competition. We're always creating warfare scenarios. When we hire someone new, we'll ask them what they would do to combat 3WV. Recently, we've started to evolve into a much more current radio station than we were. At night, we're around 80% current. After 7 or 8 in particular, we were losing all our numbers, and we've got the University of Virginia here. It's great to have 20,000 students here who listen to us, especially at night. We've done classic rock weekends, and they've gone over well, but we get calls telling us that they like what we play

THE NUMBERS GAME

With summer history, it's time to slip on the shades one last time and check out the damage, Arbitron style. All numbers are probably 12+. Back East, where no one wins the World Series, WIYY owns Baltimore, jumping 6.7-7.6, with WGRX up 1.8-2.4. In D.C., DC101 rebounds 2.9-4.3, tying WCXR, which is up from a 3.9; WJFK goes 1.8-2.0. Philly shows WMMR tied for the top spot after an 8.2-7.9 dip, as WYSP rises 6.4-6.8. In Steel City, WDVE moves 9.8-9.7 with WMYG up 4.2-4.6. Down Beantown way, WBCN mirrors the Sox with a 7.1-5.8 drop while WZLX leaps 3.9-4.9 and WAAF dips 1.8-1.7. WCMF is still top dog in Rochester after a 15.1-16.0 rise. WHJY goes through the roof in Providence 7.2-9.5.

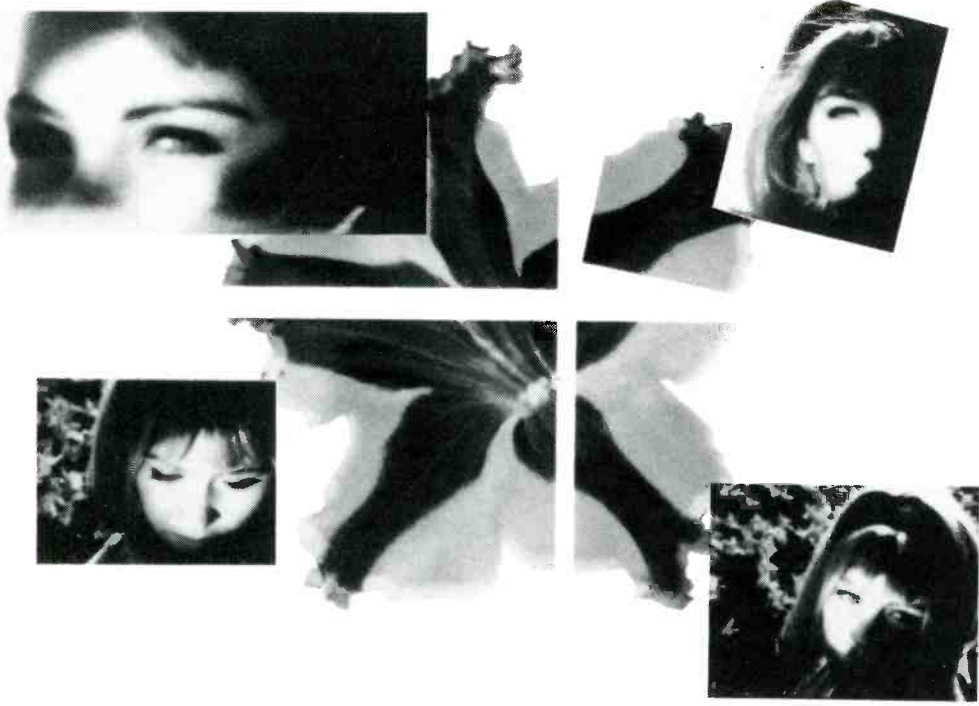
In our nation's fertile heartland, WRIF turns the tables in Motor City with a 3.4-3.9 gain that takes them past WLLZ's 4.3-3.6 drop. The Buzzard returns to the top perch in a big rock book in Cleveland with a 7.6-9.3 flight while WNCX leaps 5.3-6.7. The KATT roars behind a 9.2-10.2 OKC jump, as KRXO rises 5.3-5.7. In St. Louis, KSHE maintains dominance despite an 8.7-8.2 dip, while KSD continues to capsize after a 4.9-4.2 book. Brewtown sees WKLH rise 7.0-7.5 with both the Lazer combo (5.2-4.6) and WQFM (4.2-3.2) dropping. WEBN leapfrogs to a 10.1-11.0 jump in Cincy as WOFX also rises 3.7-5.3. WFBQ retains the top spot in Indy at 15.2-14.3. In Columbus, WLWQ advances 7.1-8.4 as WMGG dips 5.4-5.3 and Rock40 92X falls 6.4-5.7. Dayton's big WAZU bounces 5.8-5.0 while WTUE inches up 7.3-7.4.

Down South y'all, KTXQ has a ten-gallon smile after a 4.4-4.9 jump compared to KZPS' 3.6-3.0 drop. Houston sees KLOL slip 7.4-6.2 and KZFX rise 3.7-4.2. In Alamo City, KZEP jumps 4.0-5.8, while KISS' gold debut is a lofty 5.0-2.8 (Gold competitor KSMG goes 5.0-6.0). Atlanta has WKLS down 6.9-6.3. The Florida sun shines on WSHE after a 2.9-3.3 rise and WZTA after a 2.2-2.5. WXTB gains in Tampa with a 4.5-4.7 move against WYNF's 6.8-6.2.

Here in California dude, San Fran sees a close race as KRQR goes 2.6-3.3 and KFOG moves 2.6-3.2. On the way to San Jose, KOME shoots up 3.9-4.6, KSJO does likewise 3.5-3.9 while KFOG pops 1.7-2.0. The Bathub Queen continues dominant in Sacramento as KRXQ skips 8.7-8.4 with KZAP up 5.2-6.2. With KUPD flat at 6.7 and KDKB down 4.5-3.3, the big news in Phoenix is KSLX which leaps 3.5-5.4. Rocky Mountain Way, KBPI consolidates with a 6.3-6.5 move while KBCO falls 6.1-5.0 and KAZY rises 3.7-3.9. Portland shows KUFO up 4.7-6.3 and KGON down 4.9-4.0. Seattle has KISW dipping 5.0-4.8, KXXR ditto 5.0-4.5 and KZOK rising 4.3-5.2.

normally better."

3WV plays one of the broadest music lists on the planet. Will that change if and when new competition comes? Jay responds, "We've always played Top40 crossover material, and we've done it very successfully. We've trained our audience to expect that. We've gotten away with a lot, and it's not market size, it's attitude. We can do it because we've made it normal. Nobody is thrown off by hearing a Wilson Phillips on 3WV. You can push it only so far, and there are a lot of things we won't touch. On the other hand, we question things that we would normally play, like a Fleetwood Mac or a Rod Stewart that's on the Top40 charts. If a consultant came into town, they might not even believe what they were hearing, but it works for us. We position ourselves as Central Virginia's Rock & Roll Station; we don't try to define what that is. We let listeners define that themselves."



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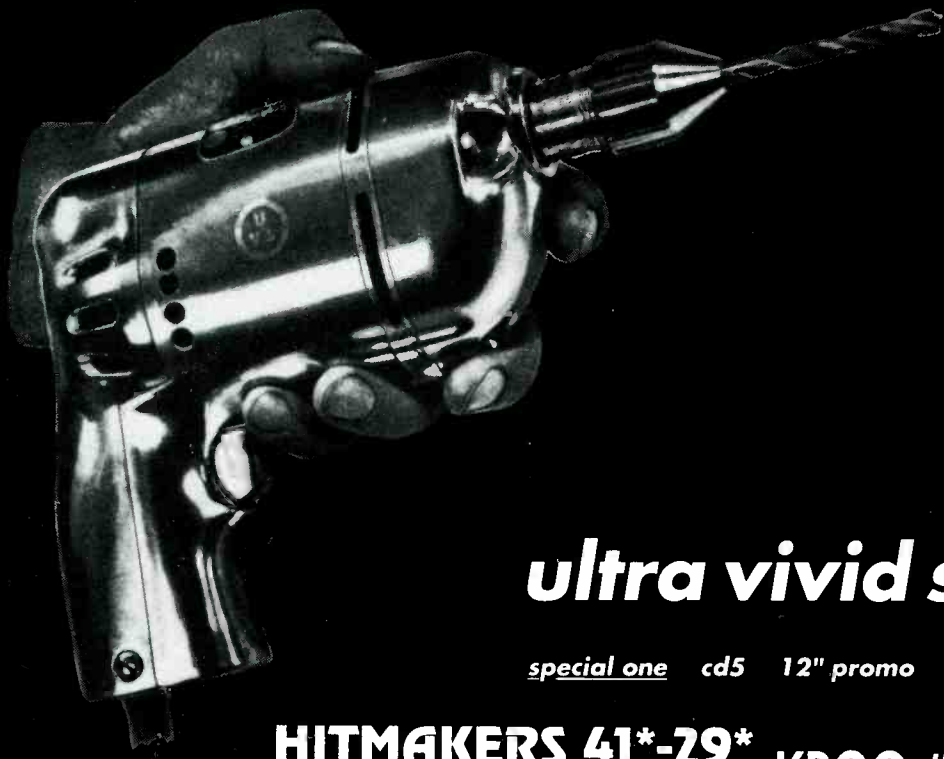
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crawdaddy
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Produced by Stephen Street.
 On Columbia.

U.S. Representation: Siddons & Associates
 Worldwide Management: Richard Hermitage

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special one cd5 12" promo with kim deal from "joy 1967-1990" 46227

HITMAKERS 41*-29*	KROQ #9	KJQN	WBRU	KTCL	WKXL
GAVIN 29-16*	KITS	WHFS	KJJO	WHTG	KRCK
HITS 25*-20*	WFNX	KUKQ	WOXY	WMDK	WRSI
R&R NEW-29*			WWCD	KTOW	WXVX

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HITMAKERS MAGAZINE

ALTERNATIVE

ALBUM

- LW-TW
- 1-1 **INXS "X" (ATLANTIC)**
 - 2-2 **THE CURE "Mixed Up" (ELEKTRA)**
 - 3-3 **REPLACEMENTS "All Shook Down" (REPRISE)**
 - 4-4 **LIVING COLOUR "Time's Up" (EPIC)**
 - 6-5 **IGGY POP "Brick By Brick" (VIRGIN)**
 - 7-6 **JANE'S ADDICTION "Ritual De Lo Habitual" (WB)**
 - 8-7 **COCTEAU TWINS "Heaven Or Las Vegas" (CAPITOL)**
 - 5-8 **SOUP DRAGONS "Mother Earth" (BIG LIFE/MERCURY)**
 - 12-9 **PET SHOP BOYS "Behavior" (EMI)**
 - 33-10 **RUBAIYAT "Compilation" (ELEKTRA)**
 - 17-11 **DARLING BUDS "Crowdaddy" (COLUMBIA)**
 - 13-12 **d.n.a. w/ SUZANNE VEGA "Tom's Diner" (A&M)**
 - 15-13 **AZTEC CAMERA "Stray" (REPRISE)**
 - 18-14 **HUMAN LEAGUE "Heart Like A Wheel" (A&M)**
 - 14-15 **CHARLATANS "The Only One I Know" (BEGG/RCA)**
 - 49-16 **P.I.L. "The Greatest Hits, So Far" (VIRGIN)**
 - 20-17 **SOCIAL DISTORTION "Social Distortion" (EPIC)**
 - 9-18 **SOHO "Goddess" (ATCO)**
 - 10-19 **BOB MOULD "Black Sheets Of Rain" (VIRGIN)**
 - 11-20 **HEARTTHROBS "Cleopatra Grip" (ELEKTRA)**
 - 22-21 **BOB GELDOF "Vegetarians Of Love" (ATLANTIC)**
 - 24-22 **SOUL ASYLUM "...And The Horse They..." (A&M)**
 - 25-23 **LOS LOBOS "The Neighborhood" (WB)**
 - 28-24 **AN EMOTIONAL FISH "Celebrate" (ATCO)**
 - 16-25 **CONCRETE BLONDE "Bloodletting" (IRS)**
 - 19-26 **PIXIES "Bossanova" (ELEKTRA)**
 - 31-27 **THE WATERBOYS "Room To Roam" (CHRYSALIS)**
 - 23-28 **GENE LOVES JEZEBEL "Kiss Of Life" (Geffen)**
 - 41-29 **ULTRA VIVID SCENE "Joy 1967-1990" (4AD/COL)**
 - 27-30 **JELLYFISH "Bellybutton" (CHARISMA)**
 - 30-31 **DEPECHE MODE "Violator" (SIRE/REPRISE)**
 - 21-32 **WIRE TRAIN "Wire Train" (MCA)**
 - 35-33 **POSIES "Dear 23" (DGC/CHARISMA)**
 - 34-34 **MOEV "Head Down" (ATLANTIC)**
 - 36-35 **THE CALL "Red Moon" (MCA)**
 - 38-36 **LILAC TIME "And Love For All" (MERCURY)**
 - 40-37 **INSPIRAL CARPETS "Life" (ELEKTRA)**
 - 26-38 **RAILWAY CHILDREN "Native Place" (VIRGIN)**
 - 47-39 **INDIGO GIRLS "Nomads - Indians - Saints" (EPIC)**
 - 42-40 **PREFAB SPROUT "Jordan: The Comeback" (EPIC)**
 - 43-41 **REDD KROSS "Third Eye" (ATLANTIC)**
 - 45-42 **LEMONHEADS "Lovey" (ATLANTIC)**
 - 39-43 **PUMP UP THE VOLUME "Soundtrack" (MCA)**
 - 48-44 **9 WAYS TO SUNDAY "Giant" (WB)**
 - 29-45 **CAVEDOGS "Joy Rides For Shut-Ins" (ENIGMA)**
 - 32-46 **MOJO NIXON "Otis" (ENIGMA)**
 - 50-47 **THE SUNDAYS "Reading, Writing..." (DGC)**
 - NEW-48 **THE CONNELLS "One Simple Word" (TVT)**
 - 37-49 **TOO MUCH JOY "Son of Sam I Am" (GIANT)**
 - NEW-50 **THE WATERWALK "Thingamajig" (I.R.S./NETT)**

TRACKS

- | | | |
|---------------|------------------|--------------|
| SUICIDE | DISAPPEAR | ON MY WAY |
| NEVER ENOUGH | HAROLD & JOE | |
| MERRY GO | | |
| TYPE | ELVIS IS DEAD | LOVE REARS |
| CANDY | HOME | SOMETHING |
| BEEN CAUGHT | STOP | |
| ICEBLINK LUCK | WATCHLAR | WEAR YOUR |
| I'M FREE | MOTHER | |
| SO HARD | | |
| HELLO I LOVE | BORN CHICAGO | TOKOLOSHE |
| CRYSTAL CLEAR | | |
| TOM'S DINER | | |
| GOOD MORNING | SCENE | |
| HEART LIKE | MY FIRST | |
| THE ONLY ONE | THEN | |
| DON'T ASK ME | | |
| STORY | BALL & CHAIN | RING OF FIRE |
| HIPPYCHICK | | |
| IT'S TOO LATE | HEAR ME | YOUR LIFE |
| TRANCE | DREAMTIME | |
| LOVE OR | GREAT | |
| SPINNIN' | EASY STREET | |
| RIVERBED | GEORGIA SLOP | |
| CELEBRATE | | |
| CAROLINE | JOEY | |
| DIG FOR FIRE | HANG WIRE | VELOURIA |
| LIFE OF | | |
| TANGLED | IT'LL ALL END IN | WALK AWAY |
| SPECIAL ONE | | |
| THE KING IS | | |
| WORLD IN MY | POLICY | |
| SHOULD SHE | SPIN | |
| GOLDEN | | |
| IN & OUT | HEAD DOWN | |
| WHAT'S | THIS IS YOUR | |
| ALL FOR LOVE | I WENT TO | |
| COMMERCIAL | DIRECTING | THIS IS HOW |
| MUSIC STOP | EVERY BEAT | |
| HAMMER & NAIL | | |
| ATLANTIS | | |
| ANNIE'S GONE | | |
| HALF | | |
| EVERYBODY | WHY CAN'T I | |
| COME TELL ME | MIDNIGHT TRAIN | |
| LEAVE ME | BA BA GA | |
| DON HENLEY | | |
| CAN'T BE SURE | SOMEONE | |
| STONE COLD | | |
| THAT'S A LIE | SEASONS | |
| NEVER LEAVING | | |

MOST REQUESTED

THE CURE
 JANE'S ADDICTION
 REPLACEMENTS
 COCTEAU TWINS / d.n.a. f/ SUZANNE VEGA

MOST ADDED

THE CONNELLS
 HINDU LOVE GODS
 SOCIAL DISTORTION
 CALE & ENO / P.I.L. / PYLON

Mary's Danish

"FOXKEY LADY"

THE STUDIO CUT FROM THE LIVE ALBUM
MARY'S DANISH EXPERIENCE

Produced by Dave Jerden and Mary's Danish

HOT ACTION AT:

KDGE	WHFS
WMDK	KTCL
KUNV	WUTK
WMNF	KGKK
KGRK	KTRU
KUCI	WXVX



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Chameleon Records 

Steve Hoffman

DO YOU COMPUTE?

Do you think we've carried this name thing a little too far? Good, neither do we. This is probably the last entry in the incredible "Name That Column" marathon. Call us with a vote for your favorite, or if you hate them all, share something better with us.

We got a phone call the other day from a PD who was gearing his radio station up for its first-ever music computer. That made us wonder (of course so many things do). While most radio stations switched to programming their music by computer many moons ago, how's about Alternative?

You can already imagine the arguments certain members of your staff would be apt to raise against the incursion of a computer list into the air studio. Interestingly, we found that the main roadblock to more Alternative stations making the switch was the lack of funds to buy a computer.

The Death Of Freeform Radio?

The call that started our inquiry came from KTCL/Fort Collins PD **John Hayes**. We wondered what brought on the move to a computer after a couple decades of progressive-type radio. John responds, "We found the old free-form attitudes creeping in. A jock might have a killer day one day and a not so great one the next. The inconsistencies brought it home to us. We want to take the station when it sounds the best and make our computer system represent that. We're going to take the best aspects of our format and program them into the computer. The young jocks who work for us can't make some of our spice music, especially some of the older stuff, work properly. I had jocks playing lots of Led Zeppelin because that was what they knew."

Turning to perhaps the biggest fight a PD switching to computer might face, John notes, "Some jocks feel that the beauty of working in this format is that they can express their individuality in it. However, our airstaff is real excited about going to computer. I presented the computer system to them as the blueprint for KTCL, which I needed to set up because I'm the leader here. I told them that once I had the blueprint set up, I wanted as much input as they could give me."

"The beauty of this is that it gives us a unified vision of what KTCL should sound like," John believes. "I want to be the station 18-34 year old adults check out first, rather than it being, 'Let's see what KTCL is doing now.' We need to be consistent to make that happen. That's especially important as we try to bang in some of our current product. KBCO's motto is that they never play a song twice in one day, so we need to repeat our strongest currents to counter that."

Jock Acceptance

"We actually just got the music on computer a couple weeks ago," states KJQN/Salt Lake City's **Mike "Don't Call Me The Axe" Summers**. What brought on the move to do KJQ's music on a computer? "We got one," Mike answers. "This has been a station that has never had a computer. The package that they bought came with a music log program that is not one of the big ones, but it seems to be working well, although it isn't perfect."

Noting that KJQ's airstaff was already used to having their music done for them, Mike explains, "Up to that point, (APD/MD) Biff Raffe had been doing all the music by hand, which took a couple hours every day. That has been a large part of our success up till now; those were very well put together lists, and that was working very well. The airstaff have been following a

list anyway, and they've all gotten the message that following the log is a key to our success. I'm happy about that; it takes a long time to instill that in a staff where don't have a lot of people that have had a tremendous amount of experience at other radio stations. Of course, if they don't follow the list, they don't work here."

"Biff still has to do a lot of log editing. Overall, when you get it set up the way you want it, the list takes care of itself; that's what computers are for," Mike reports. So what is KJQ asking their computer to watch for? He answers, "The biggest thing we look for is that back and forth flow between records where

News & Schmooze

As we mull over some fascinating summer ARB 12+ numbers, we continue to hear rumors of new Alternative entries in Seattle and Corpus Christi, TX.

After a suprising down book, Live 105 more than rebounds in 'Frisco ('Friscoans hate it when you call their city 'Frisco). The three-book trend shows them 2.3-1.5-2.9, with a 2.3-2.2 bounce in San Jose, which is 40 miles from 'Frisco. An even more exciting three-book look shows KUKQ/Phoenix jumping 1.2-1.7-2.0 with that little ol' AM signal. WHFS rises a little in Baltimore 2.4-2.9 and slips a hair in Washington 2.9-2.6. KDGE jumps 1.7-2.0 in Dallas as the effects of that new stick begin to be felt. WFNX steps on a 2.0-1.5 wobble in Boston.

Providence finds WBRU slipping 2.8-1.9. In Minneapolis, KJJO rises 1.6-1.9 and eclectic KTCZ edges up 3.3-3.5. Speaking of eclectic, KBCO falls 6.1-5.0 in Denver with KTCL/Fort Collins up 0.5-1.3. Even more eclectic KDHT falls 1.7-1.4. An interesting note in Columbus - WWCD shows up with a 0.5. They only signed on August 21, less than a month before the end of the book.

Interesting People Doings

It's official - **Rich Robinson** is out at WHTG/Asbury Park and former WHFS PD **Michael Butscher** is in. One of his first projects is to hire a new MD to replace the departed **Chopper**.

Meanwhile, back at WHFS, APD **Damian Einstein** is returning to middays as part of the settlement from his handicap discrimination complaints filed with the Maryland Commission on Human Relations.

one has been exposed, the next one hasn't. We're still making sure that it's running the way we want it to, that the categories are set up properly. Artist separation is pretty important to us as well; we try to keep the core artists separated as much as possible."

In-Studio Computing

WHFS/Washington-Baltimore-Cucamonga has been computerized for a while, but OM **Tom Calderone** asserts, "While we've had a computer in here for a little over a year, the whole idea of a computer is not to tell the DJs what to play as it is to keep proper rotation. The jocks are very supportive of the system because it makes their jobs a lot easier."

Rather than putting a computerized list in the studio, WHFS is using one of the systems that allows the airstaff to pick their own music within certain parameters set by the PD. Tom says, "At WHFS, the DJs pick all their own music within the computer. They create their own shows, and they don't get a printed music list at all. The main protections in the system are artist and title protections. You can still

run into situations where you have a jock who leans more to synth product or whatever, but you can put certain parameters into the system to prevent them from going overboard."

Addressing the potential for inconsistencies in the music, Tom maintains, "We do let the jocks dig pretty deep within the rotations. When we hire people, they are both knowledgeable about the music and good broadcasters. They should be able to mix those two influences together. I think you have to educate them a bit as to the music and how to handle the system, but if you hire good broadcasters, they learn pretty quickly."

An Entrenched Computer

"We've been using Selector ever since we started up here," reports KDGE/Dallas PD **Larry Nielson**. "We use it for the same reasons you would use a computer in any format. It keeps our music rotating properly, so that we don't have music stacking up in the front the way it does with card boxes. We don't want to have the typical jock-favorite songs on constantly. The feedback I get from the jocks is that they're quite happy to have the music out there in front of them. It gives them more time to concentrate on what they do around the music."

"I'd recommend the computer to anyone," Larry advises. Talking about the type of commitment to music scheduling the Edge makes, he says, "It takes about four hours out of our Assistant Music Director's day, and then I've got my hand in it as does our Music Director. You just can't let the computer go and trust that it's going to do everything right."

In terms of music flow, the Edge emphasizes balancing different types of music and tempo. Larry concludes, "The important thing for us is just getting the mix right, making sure we don't have a half hour of synth stuff or anything like that. We really don't have a problem with artist separation. The main things the AMD looks for are train wrecks and tempo problems. As guitar-oriented as we still try to be, this is not a kick-ass format. A lot of the things we play are on the softer side, and we have to be careful not to sound too mellow."

The Human Computer

Representing the budgetless faction of our audience is WXVX/Pittsburgh PD/MD **Dave Calabrese**, who says, "We use Dave's brain, which is the ultimate music computer. Actually, we've thought a lot about going to a computer. We have a real primitive system right now, using a Commodore in which we have all the music categorized. It's just a way of keeping track of what we have, and it doesn't help us with our music clocks, which are run on a card system."

"We don't have the sort of budget to get a really nice computerized system here," Dave muses. "We did get a really nice IBM compatible yesterday, and if someone would like to give us their system, we'd be glad to take it. It would make my life a lot easier if I could manage our rotations with a computer."

Is WXVX suffering much from the lack of music computer? Dave answers, "We do sound somewhat inconsistent. The jocks don't cheat too bad on the card system, and they know what the overall sound of the radio station is supposed to be. You will hear differences in the dayparting here, and you can tell the difference from jock to jock, but some of that is intentional."

Now, about the name of this column...

ROCK REPORTS

KATM (Colorado Springs)
PD: Mark Blake
MD: Jennifer Bell
◇ 719-548-1528
ADDS • Light: TOMMY CONWELL & THE YOUNG RUMBLERS, LIVING COLOUR, REO SPEEDWAGON,

KLOL (Houston)
PD: Ken Anthony
MD: Patty Martin
◇ 713-526-6855
ADDS • Light: THE CURE, EVERY MOTHER'S NIGHTMARE, LYNCH MOB, Medium: ROBERT PLANT, Light: TRIXTER, Medium: LED ZEPPELIN,

KRZR (Fresno)
PD/MD: E. Curtis Johnson
◇ 209-252-8994
ADDS • Light: FASTER PUSSYCAT, Medium: LIVING COLOUR, Light: MAGGIE'S DREAM, LED ZEPPELIN,

WBCN (Boston)
PD: Oedipus
MD: Carter Alan
◇ 617-266-1111
ADDS • Light: LYNCH MOB, MAGGIE'S DREAM, PUBLIC IMAGE LTD, TOY MATINEE, LED ZEPPELIN,

WKGR (West Palm Beach)
PD: Rich Dickerson
MD: Mike Lee ◇ 407-686-9505
ADDS • Light: HAND OF FATE, Medium: JEFF HEALEY, Light: RED HOUSE, Medium: REO SPEEDWAGON, Light: BLUE TEARS, Medium: LED ZEPPELIN,

BOB MOULD, WIRE TRAIN,
Heavy: LED ZEPPELIN,

WSHE (Miami)
PD: Brian Krysz
MD: none
◇ 305-581-1580
ADDS • Light: HAND OF FATE, Heavy: HEART, Light: LYNCH MOB, Heavy: POISON, Medium: VIXEN,

KATT (Oklahoma City)
PD: Doug Sorenson
MD: Cindy Scull
◇ 405-848-0100
ADDS • Light: ALLMAN BROS. BAND, EVERY MOTHER'S NIGHTMARE, Medium: ROBERT PLANT, Light: TOY MATINEE, Medium: WINGER, LED ZEPPELIN,

KLOS (Los Angeles)
PD/MD: Carey Curelop
◇ 213-840-4836
ADDS • Light: THE CALL, PAUL SIMON, Medium: LED ZEPPELIN,

KTYD (Santa Barbara)
PD: Doug Ingold
APD/MD: Brice Kendall
◇ 805-967-4511
ADDS • Medium: BLACK CROWES, WIRE TRAIN, LED ZEPPELIN,

WDHA (Dover)
PD/MD: Andy Dean
◇ 201-455-1055
ADDS • Light: BAD COMPANY, R WATERS/P CARRACK, Medium: JOHN EDDIE, Light: HAND OF FATE, HINDU LOVE GODS, BRUCE HORNSBY, LYNCH MOB, SOUP DRAGONS, Medium: VIXEN, LED ZEPPELIN,

WKLQ (Grand Rapids)
PD: Jim Owen
MD: Mike Tinnies
◇ 616-774-8461
ADDS • Medium: JON BON JOVI, Light: BLACK CROWES, Medium: DEEP PURPLE, Light: POISON, Medium: LED ZEPPELIN,

WTPA (Harrisburg)
PD: Jeff Kauffman
MD: Chris James
◇ 717-697-1141
ADDS • Medium: HINDU LOVE GODS, Heavy: BRUCE HORNSBY, Medium: REMBRANDTS, Heavy: REO SPEEDWAGON,

KBPI (Denver)
PD: Bill Betts
MD: open ◇ 303-572-6200
ADDS • Light: BATON ROUGE, LYNCH MOB,

KMJX (Little Rock)
PD: Tom Wood
MD: David Allen Ross
◇ 501-224-6500
ADDS • Light: THE CURE, FAITH NO MORE, Medium: HEART, Light: REO SPEEDWAGON, Medium: PAUL SIMON, VAUGHAN BROTHERS, Light: LED ZEPPELIN,

KUPD (Phoenix)
PD: Curtiss Johnson
APD/MD: J. David Holmes
◇ 602-838-0400
ADDS • Medium: ERIC JOHNSON, LYNCH MOB, WIRE TRAIN, Light: TROUBLE TRIBE,

WDVE (Pittsburgh)
PD: Gene Romano
MD: Herschel
◇ 412-937-1441
ADDS • Medium: ERIC JOHNSON, Light: LYNCH MOB, POISON, Medium: LED ZEPPELIN,

WLRS (Louisville)
PD: Peter Smith
APD/MD: Brad Hardin
◇ 502-585-5178
ADDS • Medium: JON BON JOVI, Light: LYNCH MOB, Heavy: LED ZEPPELIN,

WWWV (Charlottesville)
PD: Jay Lopez
MD: Debbie Gilbert
◇ 804-971-4057
ADDS • Medium: CONNELLS, JOHN HIATT, Light: REO SPEEDWAGON, Medium: LED ZEPPELIN,

KDJK (Modesto)
PD: Mark Davis
MD: Randy Maranz
◇ 209-869-2594
ADDS • Light: EVERY MOTHER'S NIGHTMARE, Medium: HEART, INXS, Light: LYNCH MOB, REMBRANDTS,

KNAC (Los Angeles)
PD: Pam Edwards / MD: Bryan Schock ◇ 213-437-0366
ADDS • Light: BLACK CROWES, EYES, LYNCH MOB, RHINO BUCKET, WARRANT,

KWHL (Anchorage)
PD: Radio Phill / MD: Kimi Stevens ◇ 907-344-9622
ADDS • Light: INDIGO GIRLS, JANE'S ADDICTION, JUDAS PRIEST, LYNCH MOB, Medium: ROBERT PLANT, Light: TROUBLE TRIBE, Medium: VAUGHAN BROTHERS, Heavy: LED ZEPPELIN,

WBN (Cincinnati)
PD: Tom Owens
MD: Tony Tolliver
◇ 513-621-9326
ADDS • Light: COLIN JAMES, SLAUGHTER, WARRANT, Heavy: LED ZEPPELIN,

WMAD (Madison)
PD: John Duncan
MD: Pat Gallagher
◇ 608-249-9277
ADDS • Medium: PAUL SIMON, Light: DAVE STEWART, Heavy: VAUGHAN BROTHERS, Medium: LED ZEPPELIN,

WXTB (Tampa)
PD/MD: Greg Mull
◇ 813-227-9808
ADDS • Light: FAITH NO MORE, LYNCH MOB,

KDWZ (Des Moines)
PD: T.J. Martens / MD: Hurricane Wayne
◇ 515-266-6060
ADDS • Light: JIMMY BARNES, QUEENSRYCHE, TRIXTER,

KRSP (Salt Lake City)
PD: Steve Carlson
MD: Kelly Marson
◇ 801-262-5541
ADDS • Light: FASTER PUSSYCAT, Medium: METALLICA, SCATTERBRAIN, STEELHEART,

KXRX (Seattle)
PD: Brew Michaels
MD: Dean Carlson
◇ 206-283-5979
ADDS • Light: AC/DC, INXS, JANE'S ADDICTION, JUDAS PRIEST, POISON, THE POSIES, REMBRANDTS, REPLACEMENTS, VAUGHAN BROTHERS, LED ZEPPELIN,

WHJY (Providence)
PD: Bill Weston
MD: Phil Marlow
◇ 401-438-6110
ADDS • Medium: BLACK CROWES, Light: HAND OF FATE, PAUL SIMON, Medium: STEVE VAI, WINGER,

WMMS (Cleveland)
PD: Michael Luczak
MD: Brad Hanson
◇ 216-781-9667
ADDS • Light: FAITH NO MORE, HINDU LOVE GODS, COLIN JAMES, JANE'S ADDICTION, VAUGHAN BROTHERS, LED ZEPPELIN,

WZZU (Raleigh-Durham)
PD: Jack Lawson
MD: Joe Larson
◇ 919-787-9390
ADDS • Light: BLACKFOOT, HEART, POISON, Medium: REO SPEEDWAGON, LED ZEPPELIN,

KILO (Colorado Springs)
PD: open / MD: Craig Koehn
◇ 719-634-4896
ADDS • Medium: ERIC JOHNSON, Light: LYNCH MOB, Heavy: LED ZEPPELIN,

KRXQ (Sacramento)
PD: Judy McNutt
MD: Pamela Roberts
◇ 916-334-7777
ADDS • Medium: THE CALL, Light: EVERY MOTHER'S NIGHTMARE, Medium: HEART, IGGY POP, Light: LYNCH MOB, Medium: REO SPEEDWAGON, Heavy: LED ZEPPELIN,

WAAF (Worcester-Boston)
PD: Ron Valeri
MD: Rick MacKenzie
◇ 508-752-5611
ADDS • Light: BLACK CROWES, FAITH NO MORE, LED ZEPPELIN,

WHTQ (Orlando)
PD: Ken Carson
MD: Annie Summers
◇ 407-295-3990
ADDS • Light: BLUE TEARS,

WNEW (New York)
PD: Dave Logan
MD: Lorraine Caruso
◇ 212-286-1027
ADDS • Medium: GRATEFUL DEAD, DEEP PURPLE, JOHN HIATT, HOUSE OF LORDS, POISON, ROGER WATERS, LED ZEPPELIN,

Z-ROCK 50
PD: Pat Dawsey
◇ 800-527-4892
ADDS • Light: EVERY MOTHER'S NIGHTMARE, HOUSE OF LORDS, TESTAMENT, Medium: LED ZEPPELIN,

KISW (Seattle)
PD: Steve Young
MD: Mike Jones
◇ 206-285-7625
ADDS • Light: JANE'S ADDICTION, METALLICA,

KRZQ (Reno)
OM: Steve Funk
PD/MD: Max Volume
◇ 702-827-0965
ADDS • Light: IGGY POP, LYNCH MOB, REMBRANDTS,

WAZU (Dayton)
PD: Lisa Lyons/
MD: Kevin Cox
◇ 513-223-9445
ADDS • Heavy: DEEP PURPLE, Medium: FASTER PUSSYCAT, LYNCH MOB, Heavy: SONS OF ANGELS, Medium: TROUBLE TRIBE, Light: LED ZEPPELIN,

WIYY (Baltimore)
PD: Russ Mottla
MD: John Knapp
◇ 301-889-0098
ADDS • Heavy: CHILD'S PLAY, Medium: THE CURE, Heavy: JANET JACKSON, Medium: ERIC JOHNSON, METALLICA, Heavy: MOTLEY CRUE, Medium: STEVE VAI,

WPGU (Champaign)
PD: Tom Merritt
MD: Dan Maloney
◇ 217-333-2016
ADDS • Light: HINDU LOVE GODS, BRUCE HORNSBY,

Frozen This Week:
CFOX/Vancouver
KSJL/San Antonio
WLZR/Milwaukee
The Boston Red Sox

ALTERNATIVE REPORTS

91X (San Diego)
PD: Kevin Stapleford
MD: Mike Halloran
◇ 619-291-9191
ADDS • Heavy: INXS, Light: THE SUNDAYS, WORLD PARTY, JOHN CALE / BRIAN ENO, PRIMAL SCREAM, HINDU LOVE GODS,

LOVE GODS, THE WATERBOYS, POSIES, ULTRA VIVID SCENE,

DISTORTION, DEVO, SOUL ASYLUM, Light: PIXIES, LOVE CLUB, ULTRA VIVID SCENE, THE CONNELLS, DAVE STEWART,

BRIAN ENO, GENE LOVES JEZEBEL, GOO GOO DOLLS, HINDU LOVE GODS, JAMES, MARY'S DANISH,

WRSI (Greenfield)
PD/MD: Jim Olson
◇ 413-774-2321
ADDS • Light: MEKONS, HINDU LOVE GODS, ULTRA VIVID SCENE, DAVE STEWART,

KDGE (Dallas)
PD: Larry Nielson
MD: George Gimarc
◇ 214-580-9400
ADDS • Heavy: INXS, LIVING COLOUR, Medium: RUBAIYAT, Light: TACKHEAD, INSPIRAL CARPETS, MARY'S DANISH,

KRCK (Omaha)
PD/MD: Paul Kriegler
◇ 402-553-0980
ADDS • Medium: HINDU LOVE GODS, BY GOD 20, PIXIES, Light: KITCHENS OF DISTINCTIONS, THE CONNELLS, PYLON, 808 STATE, POSIES,

WBRU (Providence)
PD: Karyn Bryant
MD: Dexter Schwartz
◇ 401-272-9550
ADDS • Heavy: P.I.L., Medium: HEARTTHROBS, SOUPDRAGONS, HINDU LOVE GODS,

WKXL (Concord)
PD: Renee Blake
MD: Dave Doud ◇ 603-225-5521
ADDS • Medium: PET SHOP BOYS, RUBAIYAT, Light: LAVA HAY, PRIMAL SCREAM, JOHN CALE / BRIAN ENO, THE CONNELLS, GARY MOORE, ECOTOUR, IVAN NEVILLE,

WWCD (Columbus)
PD: Kelli Gates
MD: open ◇ 614-444-9923
ADDS • Medium: KING SWAMP, THE CONNELLS, GOO GOO DOLLS, P.I.L., PYLON, Light: WARTIME, LOVE CLUB, SUICIDAL TENDENCIES, THE BROTHERS FIGARO, INDIAN ROPE BURN,

KJJO (Minneapolis)
PD: Mike Stapleton
MD: Lori Kelly ◇ 612-941-5774
ADDS • Medium: SONIC YOUTH, LILAC TIME, Light: SOMETHING HAPPENS, PREFAB SPROUT, RED KROSS, SOCIAL DISTORTION,

KROQ (Los Angeles)
PD: Andy Schuen
MD: Lewis Largent
◇ 818-567-1067
ADDS • Heavy: RUBAIYAT, Medium: HEARTTHROBS, TRASH CAN SINATRAS, CHARLATANS, Light: SOCIAL DISTORTION, BOB GELDOF, COCTEAU TWINS,

WDRE (Long Island)
PD: Denis McNamara
MD: Sue/Robert ◇ 516-832-9400
ADDS • Light: THE CONNELLS, CHARLATANS, AZTEC CAMERA,

WMDK (Peterborough)
PD: Janice Bailey
MD: Mike Thomas
◇ 603-924-7165
ADDS • Medium: THE SUNDAYS, IGGY POP, HINDU LOVE GODS, JOHN CALE / BRIAN ENO, THE CONNELLS, BROKEN HOMES, PYLON, Light: P.I.L.,

WXVX (Pittsburgh)
PD/MD: Dave Calabrese
◇ 412-856-6846
ADDS • Heavy: HUMAN LEAGUE, WONDERSTUFF, P.I.L., Medium: JOHN WESLEY HARDING, Light: LOVE CLUB, PRIMAL SCREAM, JOHN CALE / BRIAN ENO, 9 WAYS TO SUNDAY, THE CONNELLS,

KJQN (Salt Lake City)
PD: Mike Summers
MD: Biff Raffe
◇ 801-392-7535
ADDS • Medium: THE CONNELLS, Light: CAUSE AND EFFECT, HINDU

KTCL (Fort Collins)
PD: John Hayes
MD: Sam Ferrara ◇ 303-571-1232
ADDS • Medium: P.I.L., Light: THE CONNELLS, 808 STATE, REAL LIFE, DURAN DURAN, MAGGIE'S DREAM,

WFNX (Boston)
OM: Mad Max
MD: Kurt St. Thomas
◇ 617-595-6200
ADDS • Light: SOCIAL DISTORTION, THE CONNELLS, HUMAN LEAGUE,

WOXY (Cincinnati)
PD/MD: Phil Manning
◇ 513-523-4114
ADDS • Heavy: RUBAIYAT, Medium: 808 STATE, CAVEDOGS, MOJO NIXON, THE CONNELLS, HUMAN LEAGUE, Light: RED KROSS, DHARMA BUMS, SOCIAL DISTORTION, REAL LIFE, PYLON,

Frozen This Week:
Live 105/Frisco
KTOW/Tulsa
WHTG/Asbury Park

FACES & PLACES



**CHAMELEON MUSIC GROUP
APPOINTS BARBARA SHELLEY!**
Barbara Shelley has been appointed Vice President, Media and Artist Relations.



**ATLANTIC RECORDS
APPOINTS KAT-Y CANTWELL!**
Kathy Cantwell has been appointed Manager/A&R Administration.



**CBS RECORDS DIVISION
APPOINTS LEONARD ADELMAN!**
Leonard Adelman has been appointed Vice President, CBS Records Division.



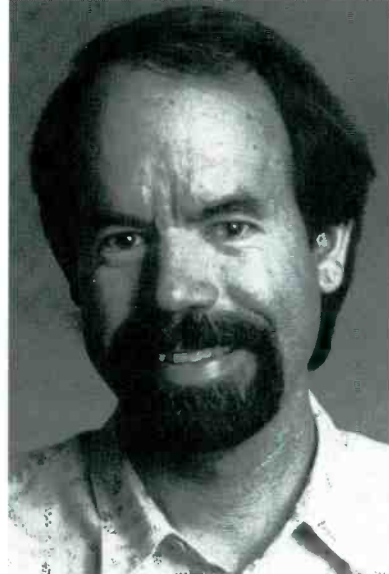
**GEFFEN RECORDS
APPOINTS MICHAEL HACKER!**
Michael Hacker has been appointed to the newly-created position of National Dance Promotion Director.



**ARISTA RECORDS
NAMES JEFF BACKER!**
Jeff Backer has been named National Field Director, Pop Promotion.



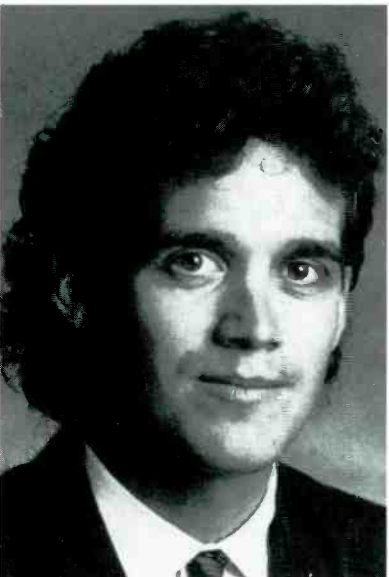
**ARISTA RECORDS
NAMES JORDAN KATZ!**
Jordan Katz has been appointed Associate Regional Marketing Director, East Coast.



**MCA RECORDS PUBLICITY
APPOINTS DAVE ZIMMER!**
Dave Zimmer has been appointed Staff Writer, Publicity.



**BAHIA ENTERTAINMENT
APPOINTS DIANE STOUT!**
Diane Stout has been appointed Manager of Publishing and Administration.



**MCA RECORDS
APPOINTS DIARMUID QUINN!**
Diarmuid Quinn has been named Vice President, Marketing.



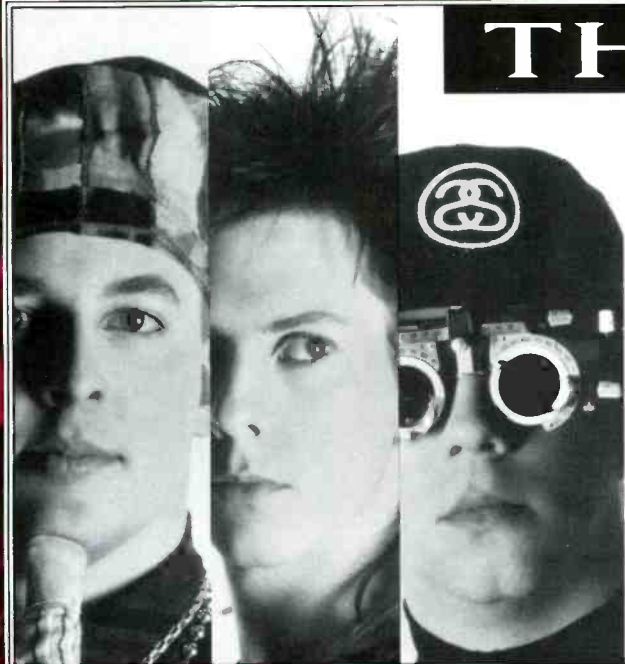
**CHARISMA RECORDS
APPOINTS LORI JOHNS!**
Lori Johns has been appointed West Coast Regional Sales Manager.



**CHARISMA RECORDS
APPOINTS MARGI CHESKE!**
Margi Cheske has been appointed National Retail Development.



**RCA RECORDS
NAMES KENNY ORTIZ!**
Kenny Ortiz has been named Senior Director, A&R, Black Music.



THINK ABOUT IT!

Information Society

"Think"

The New Single From The Album *HACK*.

HITMAKERS CROSSOVER TOP40: 48-30
CLUB CHART: NEW #16

A HITBOUND!

A CRUSADE!

HOT97 (21-18)
 B96 (D#26)
 WIOQ (26-23)
 PWR96 (31-27)

PWR99 (32-28)
 KPLZ (Add)
 KUBE (D#26)
 WL0L (25-21)

PWR PIG (28-24)
 KKFR (29-22)
 KROY (D#34)
 HOT94.9 (D#23)

WKSS (26-23)
 WTIC (34-26)
 WCKZ (19-16)
 WZZG (27-24)

XL106.7 (D#35)
 Y107 (34-28)
 Z99 (28-25)
 WGTZ (Add)

HITMAKERS
CLUB CHART: 16-1

WHYT (25-22)
 KHTK (25-19)
 KS104 (21-18)
 KTFM (Add)
 HOT94.9 (21-12)
 CHED (Add)
 WIFX (Add)



BOOMANIA IS COMING!

Are You Ready For Betty?

Betty Boo

"Doin' The Do"

The New Single That's Already A Top 5 Smash in England!
 From The Forthcoming Album *BOOMANIA*.

FAITH NO MORE

"FALLING TO PIECES"



THE FOLLOW-UP SINGLE TO THE SMASH HIT "EPIC"
 FROM THE ALBUM *THE REAL THING*

-PLATINUM ALBUM!
 -NEW "FALLING TO PIECES" VIDEO ON MTV
 -ON TOUR WITH BILLY IDOL!

HITMAKERS ROCK CHART: 43-30
NATIONAL ALBUM SALES: 21-19
A HITBOUND!

THE FOX (20-14)

KSKG (Add)
 KZZU (D#38)
 OK95 (Add)
 Q104 (Add)
 WKFR (D#37)
 WPST (D#31)
 WQCM (D#29)
 WRQK (Add)
 WYYS (Add)



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CLUB CHART

COMPILED FROM THE HOTTEST AND FRESHEST CLUB AND RECORD POOL CHARTS FROM ACROSS THE COUNTRY

LW-TW

- 16-1 BETTY BOO "Doin' The Do" (REPRISE)
- 6-2 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- 14-3 VANILLA ICE "Ice Ice Baby" (SBK)
- 12-4 JANET JACKSON "Black Cat" (A&M)
- 5-5 SOHO "Hippychick" (ATCO)
- 4-6 PEBBLES "Giving You The Benefit" (MCA)
- 10-7 INXS "Suicide Blonde" (ATLANTIC)
- 31-8 SOUL II SOUL "People" (VIRGIN)
- 24-9 M.C. HAMMER "Pray" (CAPITOL)
- 13-10 CARON WHEELER "Livin' In The Light" (EMI)
- 3-11 DESKEE "Dance/Dance" (BLACKOUT)
- 36-12 BEAT MASTERS "Warm Love" (EPIC)
- 8-13 GEORGE LAMOND "Look Into My Eyes" (COL)
- 11-14 BLUE PEARL "Naked In The Rain..." (BIG LIFE)
- 9-15 DEEE-LITE "What Is Love/Groove Is In..." (ELEK)
- NEW-16 INFORMATION SOCIETY "Think" (TB/REPRISE)
- 48-17 OAKTOWN'S 3.5.7 "We Like It" (CAPITOL)
- NEW-18 d.n.a. f/SUZANNE VEGA "Tom's Diner" (A&M)
- 7-19 PRINCE "Thieves In The Temple" (WB)
- 19-20 A.T.C. "It Ain't Over" (SBK)
- 41-21 WEE PAPA GIRL RAPPERS "The Bump" (JIVE)
- 45-22 HUMAN LEAGUE "Heart Like A Wheel" (A&M)
- 23-23 BELL BIV DEVOE "B.B.D. (I Thought...)" (MCA)
- 2-24 QUARTZ/CLUBLAND "Let's Get Busy..." (GEFFEN)
- 1-25 LISA STANSFIELD "This Is The Right..." (ARISTA)
- 21-26 YAZZ "Treat Me Good" (POLYGRAM)
- 50-27 SEDUCTION "Breakdown" (VENDETTA/A&M)
- 34-28 FREESTYLE ORCH. "Keep On Pumping..." (SBK)
- NEW-29 D.J. PIERRE "Time & Time Again" (JIVE)
- 51-30 D-MOB "Put Your Hands Together" (WING/POLY)
- 22-31 BLACK BOX "Everybody Everybody" (RCA)
- 38-32 ATMOSFEAR "Atmosfear" (SBK)
- 20-33 CYNTHIA & JOHNNY 'O' "Dream Boy..." (MICMAC)
- 54-34 ADVENTURES OF STEVIE V. "Dirty Cash" (MERC)
- NEW-35 PET SHOP BOYS "So Hard" (EMI)
- NEW-36 DARRYL PANDY "I Love Music" (WB)
- NEW-37 PROPAGANDA "Your Wild Life" (CHARISMA)
- NEW-38 LISTEN UP "Listen Up" (QWEST/WB)
- 15-39 TONY! TONI! TONE! "Feels Good" (WING/POLY)
- 25-40 PLUS ONE "It's Happening" (MCA)
- 30-41 L.L. COOL J "The Boomin' System" (DEF JAM/COL)
- 27-42 TKA "I Won't Give Up On You" (TB/WB)
- NEW-43 EXPOSE "Stop, Listen, Look & Think" (ARISTA)
- 29-44 MAXI PRIEST "Close To You" (CHARISMA)
- 49-45 D-SHAKE "Yaaah Techno Trance" (COOLTEMPO)
- NEW-46 GWEN GUTHERIE "Miss My Love" (REPRISE)
- NEW-47 JOMANDA "Share" (BIG BEAT)
- 47-48 ELISA FIORILLO "On The Way Up" (CHRYSALIS)
- 52-49 PRESKA "Let's Get Real" (EPIC)
- NEW-50 SYBIL "I Wanna Be With You" (NEXT PLATEAU)
- 53-51 808 STATE "Cubic" (TB)
- NEW-52 JOEY KIDD "Everything I Owe" (ATLANTIC)
- 44-53 JOHNNY DYNELLE "Love Finds A Way" (ATL)
- 46-54 DIANA BROWN & B. K. SHARPE "Masterplan" (ffrr)
- 18-55 BETTY BOO "Where Are You..." (RHYTHM KING)

CLUB CHATTER...

KON KAN is back in rare form...be on the lookout for *Liberty* to be released on ATLANTIC real soon. This is uptempo pop that will jam on the radio and pack the dance floor. True to the original, quirky KON KAN signature sound.

Also get hip to the new VIRGIN release from INNER CITY, a band that has truly championed an innovative sound well ahead of it's time... Well, let's hope the public - and music industry for that matter - catch up!

DOUBLE DEE f/DANY *I Found Love* on EPIC sounds too good to be ignored. A little bit of jazz, a whole lot of soul, and a hook that just won't quit combine to make this undeniably hot! Check it out!

DOUG LAZY *H.O.U.S.E* on ATLANTIC is storming up the charts and mix shows everywhere...

REPORTERS - HOT BREAKOUTS

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CHICAGO RECORD POOL • Chicago ♦ Sean Knight (100 Reporters) (312) 876-0909 • BOXCAR, KID FROST, MARC ALMOND, MC HAMMER, REVENGE,

SAN FRANCISCO

BAY AREA DANCE ASSOC. • San Francisco ♦ Nick Lygzios (75 Reporters) (415) 882-9700 • BLUE PEARL, C. WHEELER, INXS, JESUS LOVES., SOHO,

SOUL DISCO • San Francisco ♦ Bob Griffith (415) 431-1758 • AL B SURE, PARIS, PEBBLES, TRICIA LEIGH FISHER, 2 IN A ROOM

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MUSIC INFORMATION EXCHANGE • Houston ♦ Sam Meyers (75 Reporters) (713) 667-2734 • ADEVA, CATHY DENNIS, D.J. MAGIC MIKE, MODERN ENGLISH, YOMO TORO,

MIAMI

FLAMINGO RECORD PROMOTIONS • Miami ♦ Richard McVay (100 Reporters) (305) 895-1246 • CATHY DENNIS, DOUBLE DEE..., EXPOSE, I. FLOREZ, PET SHOP BOYS, THE ASSOCIATES,

FLORIDA RECORD POOL • North Miami ♦ Ciro Lierena (305) 948-6466 • BEAT MASTERS, DOUBLE DEE... SEDUCTION, TRIREAR, WILLIE & WASEAN,

ATLANTA

DIXIE DANCE KINGS • Alpharetta ♦ Dan Miller (150 Reporters) (404) 740-0356 • HUMAN LEAGUE, INFO. SOCIETY, C. WHEELER, CAUSE & EFFECT

SAN DIEGO

SOLID PRODS REC. POOL • San Diego ♦ Monroe Greer (45 Reporters) (619) 470-3111 • GUY, JOMANDA, M. LOVE, PET SHOP BOYS, 2 LIVE CREW,

NEW RELEASES

TOP 40

CHEAP TRICK "Wherever Would I Be" (EPIC)
DAN FOGELBERG "Rhythm Of The Rain"
(FULL MOON/EPIC)
GOWAN "All The Lovers In The World" (ATLANTIC)
GUY "I Wanna Get With U" (MCA)
BARRY LATHER "Love In The 3rd Degree" (ATLANTIC)
GEORGE MICHAEL "Freedom" (COLUMBIA)
PAUL McCARTNEY "Birthday" (CAPITOL)
M.C. HAMMER "This Is What We Do" (SBK)

JENNY MORRIS "She Has To Be Loved"
(GIANT/REPRISE)
THE OUTFIELD "For You" (MCA)
JIMMY RYSER "Rain Came" (ARISTA)
SHANE SUTTON "With You All The Way" (MCA)
VIXEN "Love Is A Killer" (EMI)
STEVE WINWOOD "One And Only" (VIRGIN)
STEVIE WONDER "Keep Our Love Alive" (MOTOWN)

ROCK

THE ALARM "The Road" (I.R.S.)
CHARLATANS "The Only One I Know" (RCA)
JUDE COLE "House Full Of Reasons" (REPRISE)
COMPANY OF WOLVES "My Ship" (MERCURY)

MICHELLE MALONE "Battle Him Republican" (ARISTA)
PAUL McCARTNEY "Birthday" (CAPITOL)
DAVE STEWART "On Fire" (ARISTA)
VIXEN "Love Is A Killer" (EMI)

ALTERNATIVE

THE ALARM "The Road" (I.R.S.)
BUCK PETS "Guilty" (ISLAND)
THE CLASH "Return To Braxton" (EPIC)
FALLING JOYS "You're In A Mess" (I.R.S.)
JOHN WESLEY HARDING "If You Have Ghosts"
(REPRISE)

ROBIN HOLCOMB "Nine Lives" (ELEKTRA)
RIDE "Like A Daydream" (REPRISE)
SCREAMING TREES "Something About Today" (EPIC)
SKINNY PUPPY "Tormentor" (CAPITOL)
DARDEN SMITH "Trouble No More" (COLUMBIA)

KCPX (from page 5)

as of October 4, a decision Courtney said Lousteau made when it first became apparent KCPX was going to drop its Top40 format.

"Jerry has done a great job in Top40, and he feels very strongly about his capabilities in the Top40 arena," said Courtney. "He didn't feel it was time in his career to change formats, so when the decision was made to change formats finally and officially, he decided he'd look for something else."

Jay Kelly, currently Program Director at Palmer Communication's KLYF in Des Moines, Iowa - an AC station Courtney said is formatted identically to K98.7 - has been hired as the new PD at KCPX. Kelly will join the station October 25 and will also take over the morning air shift, previously held by Lousteau.

Courtney said assistant PD/MD **Bob Laborde**, who is acting PD until Kelly joins the station, will remain on board at KCPX, as will the rest of the air staff.

KLVV owner **Starley Bush** said that the decision to switch to Top40 was based directly on KCPX's switch, calling it a "spur of the moment decision."

HUTYLER (from page 5)

permanent replacement, but that he is in no rush.

"I've got a few names on my hit list, but I'm not going to rush into anything," said O'Shea. "Plans for the radio station are squared away through the fall ratings period, so I'm not going to make a quick knee jerk."

O'Shea said Cook Inlet looks within the company first, but since KUBE is the company's only Top40, KUBE's new PD may have to be found elsewhere.

"We're a mature Top40 station, and it's going to take somebody that has an understanding of air talent, coaching personalities, and adult demos - we're not a teen based station," said O'Shea, adding that Cook Inlet usually promotes its PDs to GM positions. "We're probably the one company that best promotes our PDs to GMs, so I would look for someone that has interest down the road of furthering their career into a GM position."

O'Shea added that he is looking for someone with a proven track record, and preferably who is familiar with the northwest. He said anyone interested should contact him at KUBE.

DCC (from page 7)

approval of DCC hinges upon a satisfactory compensatory compromise.

"I wouldn't want to prevent a new technology from reaching consumers or professionals," said Schoenfeld. "I don't think the solution is to hold back on progress or technology, but we need some formula for compensation that would parallel the kind of compensation that goes out with the sale of an album, to make up for that lost sale when a DAT or DCC copy is made."

EMI Music Worldwide President/CEO **Jim Fifield** said EMI also remains concerned about copy protection, but "We are pleased to know that concerns over home taping are being considered by Phillips. Copy protection, as agreed with the recording and publishing industries, will be a major consideration in our support for DCC."

Fifield added that EMI would take part in the music industry's efforts to seek blank tape royalites, which has been mentioned as a possible solution to the issue of compensation for DAT home copying.

APPLETON (from page 7)

promotion rep in 1986, and became Midwest Regional Promotion Director in May of 1989.

Appleton began his music industry career in 1974 as Music Director of WFMK in Lansing, Michigan. From 1975-77 he was a store manager for the Record Land chain in Jackson, Michigan, and in 1977 he was named Operations Manager for WABJ and WQTE in Adrian, Michigan. In 1978 he became Program Director at WBUF in Buffalo.

Pisacane joined ATLANTIC's Album Promotion Department in February of 1988, and a year later was named Manager of National Album Promotion, a position she held until her new promotion.

Appleton and Pisacane will be based in ATLANTIC's New York headquarters, where they will report to Vice President of Album Promotion **Danny Buch**.

STEVIE B

"Because I Love You (The Postman Song)"

One of **HITMAKERS** Most Added This Week!
National Breakout with **100 Active Reports!**
CROSSOVER: 18-16!

LMR Records



HOT97 (33-29)
B96 (23-19)
KMEL (17-13)
X100 (D#30)
WIOQ (13-10)
WXKS-FM (D#28)
WZOU (20-14)
POWER96 (28-17)
POWER99 (30-19)
KPLZ (D#26)
KUBE (D#28)
KHTK (28-20)
Q106 (10-7)
Z90 (35-31)
WLOL-FM (31-24)

PWR PIG (20-15)
Q105 (20-15)
WPHR (D#24)
KKFR (20-17)
KOY95 (23-18)
KZZP (Add)
KS104 (23-17)
Y108 (29-20)
HOT102 (D#23)
KXXR (26-22)
PRO-FM (31-22)
HOT97.7 (33-25)
FM102 (24-18)
KROY (24-13)
B97 (27-19)

KSAQ (Add)
KTFM (20-15)
HOT94.9 (D#16)
KISN (35-31)
WKSE (D#27)
WTIC-FM (39-30)
WCKZ-FM (17-14)
98PXY (D#23)
Y107 (25-21)
WGTZ (Add)
KISS104 (Add #27)
WNVZ (On)
KKBQ (On)
WPHR (On)
KILS (On) and more

"Lost Soul"



BRUCE HORNSBY

with **Shawn Colvin**

A HITMAKERS CRUSADE! A HITBOUND!

Q101 (Add)
KZZP (D#25)
KISN (D#35)
WJLK (25-21)
WKZL (D#30)
WNCI (30-28)
WPLJ (On)
KHMx (On)

WNVZ (On)
KSAQ (On)
KUBE (On)
KXYQ (On)
KF95 (Add)
KFBQ (Add)
KIXY (Add)
KNEN (D#33)
KQIZ (Add)
KTUX (Add)

KZOR (Add)
WEYQ (Add)
WFLY (Add)
WHDQ (Add)
WJMX (D#36)
WKRZ (Add)
WPRR-FM (Add)
WQID (Add)
Y104 (D#33)
and more

TOO SHORT

"The Ghetto"



A HITMAKERS CRUSADE!
Top 15 Album Sales Nationally!

Just Added...
KMEL!!!
KSOL #32!!!
WIOQ!!!
KKFR!!!

HOT97.7!!!
KBOS, KKSS-FM & more
Active At...
100.3JAMZ (22-16)
WPGC (On), KTFM (On)

HOT Album Stats:

SOUTHWEST DISTRIBUTORS, Houston (2),
VINYL VENDORS, Kalamazoo (5),
MUSIC CITY ONE-STOP, Nashville (4),
STARSHIP, Norcross (5),
RAINBOW RECORDS, Union City (5),
EEI KARMA RECORDS, CARMEL (3),
CML One-Stop, Maryland Heights (7),

TOWER RECORDS, Seattle (6),
VALLEY RECORD DIST., Woodland (4),
MUSIC PEOPLE INC., Oakland (6),
SEAPORT ONE-STOP, Portland (5),
ASSOCIATED ONE-STOP, Phoenix (6),
TOWER RECORDS, Sherman Oaks (8),
TOWER RECORDS, W. Covina (6),



PUT A FORK IN THESE, THEY

M.C. HAMMER

"Pray"

HITMAKERS MAINSTREAM: 23-17

CROSSOVER TOP40: 11-7

CLUB CHART: 24-9

#1 Album Sales



HEART

"Stranded"

HITMAKERS MAINSTREAM: 30-23

ROCK: NEW#41

ADULT TOP40: 25-20

Produced by Richie Zito



POISON

"Something To Believe In"

HITMAKERS MAINSTREAM: NEW#32

ROCK: 11-9

TOP 15 ALBUM SALES!

SINGLE SALES: NEW#44



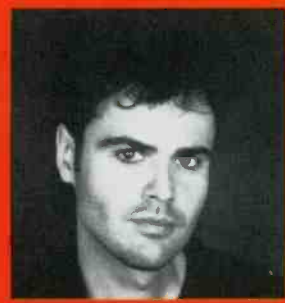
DONNY OSMOND

"My Love Is A Fire"

One of HITMAKERS Most Added!

National Breakout with 140 Actives!

A Crusade! #2 Disc-very Club!



THE LONDON QUIREBOYS

"I Don't Love You Anymore"

HITMAKERS HITBOUND!

Breaking out of the Midwest! New Add - WNCL, Columbus at 30!

PIRATE (9-8)
KBQ (13-11)
KEWB (30-27)

KFTZ (32-29)
KG95 (19-14)
KKHT (37-34)

KMON (4-3)
KSKG (23-19)
KTRS (D#40)

KTUX (34-27)
KYYY (Add)
KZMC (26-23)

WCGQ (26-23)
WIXX (#2)
WPRR-FM (20-16)

WQUT (31-24)
WRQK (1-1)
and more

Over 200,000 Sold - NOW ON TOUR!!!
CAPITOL CONTINUES ITS COMMITMENT!

ONE CAUSE, ONE EFFECT

"Midnite Lover"

FM102 (13-12) and #1 Phones! KMEL (29-26) and #2 Phones!
KROY (Deb#22) and #1 Phones! KOY (Add) - Phoenix!
WCKZ (Deb#32), B95 (Deb#36), I94 (Add)



SPECIAL GENERATION

"Love Me Just For Me"



The Beautiful Vocals Behind Hammer's "Have You Seen Her" create their own SMASH!
Added: KGGI-San Bernardino, WCKZ-Charlotte, KPRR-EI Paso, XHTZ-San Diego, KEZB-EI Paso

GET READY FOR THE CAPITOL COMMITMENT ON

THE RIVER CITY PEOPLE
YOU MUST LISTEN TO
"What's Wrong With Dreaming"



by **Steve Hoffman**

MARK & BRIAN, Mornings, KLOS, Los Angeles

Mark & Brian, already the hottest morning team in America, got even hotter this summer, posting a 7.0-7.3 jump in the latest ARBs, almost two full points ahead of their nearest competitor. The duo's ever-rising popularity continues the success story that began in 1984 in Birmingham, Alabama, where a common acquaintance introduced the two with the idea of creating a new morning show for his station. Mark had been doing afternoons at a station in Montgomery, and Brian had been in an improvisational comedy group in Chicago for three years, when they were both flown into Montgomery and introduced for the very first time. "We got hotel rooms, played tapes for each other and talked and exchanged ideas, and we liked it," say Mark & Brian. "Plus, we wanted the job." And the rest, as they say, is history.

HOW LONG AFTER YOU STARTED IN BIRMINGHAM DID YOU MOVE TO L.A.?

Two and a half years. We were ready to make the normal progression to a larger station, and we were talking to three stations in Atlanta and one in St. Louis. We were very close to going to St. Louis when the phone call from Los Angeles came, which was unexpected. We put the St. Louis thing on hold and started talking with L.A., and it took a long time, but six months later we were here. Radio is such a small world in that everybody knows everybody, so when this Birmingham station put two complete strangers together, it was unheard of at the time. Everyone said, "Let's watch these guys fail. It's not going to work." So when it worked within six months, radio people were asking, "Have you heard about this morning show? They're complete strangers and they seem to be best friends. Amazing." That's why we got attention from big markets like L.A.

IT'S BEEN AN AMAZING THREE YEARS FOR YOU TWO IN L.A.. YOU CAME INTO A MARKET WITH ESTABLISHED STARS LIKE RICK DEES, JAY THOMAS AND OTHERS, AND YOU PASSED THEM ALL. WHAT'S MADE THE DIFFERENCE?

Not trying to do their show. Not trying to do anyone's show. Not cutting down other morning shows just because they happen to be our competition. They're good, and that's why they're doing Los Angeles radio. For us to come in and say that they suck and we're better, which a lot of morning shows still do in this market and all markets, is just ridiculous. We just wanted to do our own thing. We hoped that if we came here there would be a core audience that would like what we do. When we first started seriously entertaining the idea of going to L.A., we realized there were many good shows here, but our show was drastically different from anything that was on the air. We figured we'd find a niche of people that would allow us to stay here at least long enough to get this on a resume, but we didn't come with illusions of grandeur or taking over the city. We weren't expecting to be number one. In fact, it's kind of an uncomfortable thing to be number one, because when it's only your core audience listening to you, you can be yourselves and do what you want. Not that we don't do that now, but we sometimes feel a little harnessed because there are other people listening not because they like us, but because they're checking us out. The people who listen to us regularly are the people we like to do the show for.

HOW DO YOU PREP FOR THE SHOW? WHAT'S YOUR CREATIVE PROCESS LIKE?

Today we came in knowing we were going to get Martha Quinn on the phone and talk to her about the MTV Music Awards, and we knew we were going to try "Parental Poon." We have an idea of the bits we're going to attempt, and depending on the bit, you have to set up whatever preparation is necessary. In many cases all we need is the joke itself, and we don't rehearse exactly how we're going to do it. We don't want it to go too smoothly. There are people in this market and all over the country that have funnier punch lines and are a lot slicker than us, but we'd rather just discover things as we go along. If we're doing a "Miniature Theater" or an Elvis bit or anything scripted, we'll screw it up on purpose if it's going too smoothly. We try to make each other laugh. It's the old Tim Conway/Harvey Korman comedy. No matter how funny the punchline is, it's twice as funny when you start cracking up and not taking it too seriously. That's what we mean when we say "our kind of show." A lot of other radio shows out here have it all scripted out, pre-produce it and use sound effects, but we don't, and we draw comedy and humor from the fact that we don't. The big morning shows out here all have writers - we know of one case where 13 people work on the morning show, either in the studio or writing or producing - but we have no writers. We have newsman Chuck Moshontz, Engineer Ted and Producer Nicole, and Nurse Susan and Switchboarders Robert and Laura. If there's any writing, we write it ourselves. That's the way we want to keep it. If we suck we'll go down because of us, and if we do well we do well because of us.

LISTENING TO THE MARK & BRIAN SHOW ALMOST FEELS LIKE BEING IN A CLUB. WHAT DO YOU WANT PEOPLE TO THINK OF WHEN THEY PUNCH UP MARK AND BRIAN?

Buddies, pals. When we go out in public or do an appearance, listeners don't treat us like stars; they treat us like an old friend they haven't seen in a while, which is really, really neat. We ain't stars, and we never will be. They look at us as somebody they've known for a long time, and that's a real strong compliment. People come up and say, "I feel like I know you guys." What we've done here with this unconstructed kind of morning show is we've broken the fourth wall. It's not DJs sitting in a glass booth trying to entertain you by playing parts and doing comedy bits that someone else wrote. We let people inside us a lot, we tell about our deepest, darkest secrets because that's what we ask our listeners to do. There is no way you're going to get your listeners to share those things unless you share with them.

HOW TOUGH IS IT TO DO THINGS LIKE TAKING YOUR CLOTHES OFF AND DOING THE SHOW LIVE FROM A NUDIST CAMP? DOES SOMETHING LIKE THAT COME NATURAL, OR IS IT SOMETHING YOU HAVE TO FORCE YOURSELF TO DO?

It depends on the bit. The stunts usually take care of themselves, but the nude show was something that we were both full of anxiety about that day. It's just as if you were to go do it. We had the same anxious feelings that you'd have, but we had to worry not only about being nude in front of 4,000 people, but also about being on the air at the same time. We deal with the very same feelings and nervousness that anyone would. That's a natural, honest energy, and it shows

the audience exactly who we are. We didn't plan anything for the actual moment we took off our clothes, and it didn't matter what would happen, even if it turned out to be a 30-second pause. We just wanted that nervous energy, because that was going to be the most relevant moment of the day. We didn't script how we would react, we just reacted.

IT SEEMS THAT WITH THE OTHER MEMBERS OF YOUR SHOW, YOU HAVE FOUND REAL UNIQUE CHARACTERS WITHIN THE SHOW. DID THAT HAPPEN NATURALLY, OR WAS THERE SOME PLANNING INVOLVED IN DEVELOPING THESE CHARACTERS?

The family members on the show were just people that we were interacting with here at the radio station, and instead of talking with them off the air, we did it on the air. For instance, with Nurse Susan, if we have a headache, instead of asking her off the air if she could bring us some aspirin, we'll ask her while we're in a break, and she'll bring them in and dump them out and give them to us on the air. Each person's unique character is nothing that was developed; what you hear coming across on the air is that real person.

THE SHOW HAS A LOT OF LISTENER INVOLVEMENT. HOW IMPORTANT IS THAT?

The show *is* listener involvement. We make friends with these people and we couldn't do the show without them. It wouldn't be the Mark and Brian show without these phone calls. Even if we have something scripted that's ready to go, we'll drop it in a split second if we've got a situation on the phone where a caller needs us to help them with something or it sounds like a funny thing. We'd rather do relevant, human slice-of-life stuff than a bit where we're actually trying to tell jokes or something. It's the listeners' show; we're just the middle men.

THERE ARE LOTS OF SUDDEN EMOTIONAL CHANGES ON YOUR SHOW, LIKE WHEN YOU CAME OUT OF SOMETHING FUNNY TO THE WOMAN ON WHOSE HUSBAND IS IN SAUDI ARABIA. HOW TOUGH IS IT TO MAKE THAT KIND OF SWITCH IN MID-BREAK?

It would be tougher not to, because that would be fake life. It's real life when you have to make those switches. If you're eating lunch with somebody at work you might say, "Isn't it terrible - I heard a guy got shot today, oh my God, oh my God," and then three sentences later you're back into talking about work. We deal with things as human beings, and it's sometimes difficult when you plug into a situation on the phone that's really, really depressing, and then you're supposed to be up and cheerful on the next break. We let our actual feelings show. Yesterday a girl called up and said, "I'm pregnant with this guy's child, and I can't get ahold of him." That wasn't funny, but it was a slice of life. We didn't come on and make fun of her, because you had to feel not only for her, but for him, too. We react like we would in real life.

LOTS OF MORNING SHOWS PUSH THINGS TO THE LIMIT OF WHAT THEY CAN GET AWAY WITH. HOW DO YOU KNOW WHAT YOU CAN AND CAN'T GET AWAY WITH?

We are not shock jocks. We don't say anything, ever, just to get a rise from someone who may be listening.

(See MARK & BRIAN page 48)

INTERVIEW

MARK & BRIAN

(from page 47)

But if we're on the phone with a husband and wife, and they're having a discussion in which the wife says something the husband feels is untrue and his response is, "Bullshit," although "bullshit" doesn't belong on the air, in that conversation it fit. It belonged. It wasn't out of context or out of place, as opposed to a jock going on the air and saying "penis" or "shit" just to get ratings. "Look what I said, I got away with it" - that's not what we're trying to do. We would never say the word "bullshit" just to have fun. We'd never cuss like that on the air just to get ratings. But when you get a couple on the phone where it's a slice of life, very honest, human and relevant, then it applies and belongs in there.

WHAT'S YOUR RELATIONSHIP LIKE WITH YOUR PD, CAREY CURELOP, AND YOUR GM, BILL SOMMERS, AND WITH THE REST OF THE MANAGEMENT STAFF AT KLOS?

It fluctuates depending on the day. The same goes for any relationships that anybody who works has. Even though you work really hard and they know that, there are going to be ups and downs and disagreements. You do your best to make sure that both ends are good and that in the long run it's going to come out okay. We're both here to simply please ourselves creatively. The same thing goes for the GM - he simply wants to be successful at being a GM.

DO CAREY AND BILL HAVE ANY CREATIVE CONTROL OVER YOUR SHOW?

No. We sometimes have big meetings with a bunch of people to discuss a certain show or subject, and a lot of people will toss in different ideas that we'll throw around. But as far as us having to run ideas by them, we do whatever we feel is needed. Whatever comments they have come from worrying about the FCC. When we first walked into this building, even after the first couple of weeks, we didn't necessarily have any fans in the building. The jocks were very supportive, although down deep we don't think they thought we were going to work. We had never even met (night personality) Steve Downes, and we got a letter every day from him saying, "You guys are doing great. Keep it up, it's going to work." We believed, and we simply had to convince other people.

WHAT ARE SOME OF YOUR FAVORITE STUNTS, SOME OF THE WILDEST STUFF YOU'VE DONE.

To celebrate our first Valentine's Day here, we were lowered by a crane into a 500-gallon vat of melted chocolate, and as we were lifted out listeners threw handfuls of chopped nuts and gimmys at us. We were human Payday bars. Another favorite was broadcasting live inside Graceland illegally and getting caught. That show couldn't have gone better, because if we didn't get caught it would have just been, "Okay, so we did it." But we did get caught, and they didn't know where the microphones were because we had them hidden in umbrellas. A half hour into the tour we got caught, and we were taken back to the guard shack, which was Elvis' old garage, and they didn't know we were still broadcasting. We had to continue broadcasting sort of in a conversational manner. Talk about a natural buzz. We walked into that damn house knowing that we were wired for sound and broadcasting back to Los Angeles knowing that we could get caught at any minute. But what would they do, shoot us in the head? It was so great. It was so fun for us.

AND THEN, OF COURSE, YOU DID YOUR APOLOGY TO GRACELAND.

The Elvis head. That was a great deal of fun. It was a hell trip though, driving that thing across country. A favorite line from a truck driver heard on the CB at three o'clock in the morning was - we swear we heard this - "Breaker one nine, some son of a bitch got Elvis on a flatbed." Those are the kind of words you wish you could put on the air.

TELL ME ABOUT EACH MEMBER OF THE SHOW AND WHAT THEY BRING TO THE TABLE.

First is Chuck Moshontz. He is the third part of the show, like the 'hip Beatle.' The show wouldn't be the show without him, either. What we lack he fills in. He is very intelligent, so he puts the intelligent, thinking man's humor in there. For the first few months we knew what we wanted, but it took Chuck awhile to get in synch. But now it would be an impossibility to do the show that you hear today without him. Then there are Nurse Susan and Switchboarders Robert and Laura. The switchboarders work for free, yet they give so much and become family members. Who you hear is who they are. We had not had a real producer until Nicole got here, and she makes it very, very clear what a real producer can do. We had also never had an engineer before, but now we have Engineer Ted. We'd been wanting an engineer for a long time, and finally in the last contract we got one. When Ted first came into the picture we were both a little leary because it had always been just us in the studio; Chuck is in his newsroom. In a relationship like ours you have to say what's bothering you, and now we have a third man in here who's going to hear it all, so we were a little worried about it. It took a few weeks not to feel harnessed when he's standing there. Now, the show would not be the same without him. Not only is he a great engineer, but he's a wonderful guy. We can't imagine anybody else being added to the team, and we can't imagine anyone leaving who is already a part of the team.

YOU USE A LOT OF CARTED STUFF, LIKE SOUND BYTES FROM RECORDS. DOES TED KNOW EXACTLY WHAT YOU'RE GOING TO DO SO HE HAS IT READY, OR IS HE SCRAMBLING?

If it is prepared, we don't want it to sound like it is. Most of the time it's not prepared, and one of us is scrambling, or Ted or Nicole is scrambling. Sometimes something will just come up and we'll have to scramble around and get the cart, which is fun. Listeners will hear the carts clicking in back, and they'll know we're trying to find something. A big rule of the show is to let the audience discover the bit with you. It's okay to plan ahead, like, "Today we're going to call so and so," but if you come up with an idea on the air, that means the audience discovered it with you and it becomes their bit, too. They were there in the conception, so they'll follow it through.

WHAT ADVICE DO YOU HAVE FOR YOUNG GUYS WHO WANT TO BE THE NEXT MARK AND BRIAN, THE NEXT BIG MORNING SHOW?

Don't do us; do your own thing. The one thing we have come to realize is that you really can do anything you want to do. You've always heard that, and it's absolutely true. Whether you want to be a musician or a doctor, at some point you're going to find whether what you're going to have to do to be that is worth it. If you decide that it is worth it, you surge forth and you will become what you want. If you really want it you will get it. Getting on radio is a very long road if you keep trying to be someone else. It's a risky road to go the other way, but it can be really short if you just do your own thing and somebody picks up on it. The people you grow up admiring, whether they're actors or radio jocks, have something about them that you like. But it doesn't mean that you should imitate them. You should

simply take what it is you like about them and incorporate that into what you already are. You've got to make your show your own image, your own sense of humor. There are so many people out there trying to do this show and so many trying to do Rick Dees' show. You have to have a real relationship with your partner to do our kind of show - a personal, tight relationship. You have to be as slick as hell and very whitebread if you want to do a Rick Dees show. His and ours are two different kinds. It's like Johnny Carson compared to David Letterman - one isn't better or worse, it just depends on your tastes.

HOW MUCH TIME DO YOU TWO SPEND TOGETHER OUT OF THE BUILDING?

A lot. If you were to hear us in a bar or at a movie, like if there was a hidden microphone somewhere, you'd hear the exact same shit that you hear on the air, the same kind of banter, humor, and relationship. That is a fact. We're very fortunate that we were put together, and we're very fortunate because we could have been able to work together and not liked each other, or we could have liked each other and not been able to work together. But we have both aspects of the relationship, and we're very lucky.

WHAT WOULD YOU LIKE PEOPLE TO KNOW ABOUT ABOUT THE MARK AND BRIAN SHOW THAT IS IMPORTANT TO YOU?

Our relationship with our listeners is very, very important. We would not do anything to betray their trust in us. We never sell anything with our name on it or do live commercials on the air. Whatever we have going on - the 4th of July thing, the Fun Zone, whatever - it's completely free to our listeners as sort of a thank you for giving us their time, their hair drying time or drive time, or whatever they happen to be doing. Our show wouldn't be our show without audience members calling up, or without them talking about us at lunch. We just want to thank them and let everyone know that our relationship with our audience is very, very important. On this kind of a show, where we stress honesty and being human with the listening audience, letting them down would feel so terrible. We're going to keep trying to do the best we can and not sell out.

WHAT DO YOU SEE FIVE OR TEN YEARS DOWN THE ROAD FOR MARK AND BRIAN?

As long as we have fun together - and that's all the show is, two guys trying to make each other laugh in the morning - then we'll be together for a long time. We didn't know things were going to work out like they have, but it's real solid right now. The friendship comes first, and as long as that stays strong, then the show will stay strong. We'd like to try television, and right now we're being courted by NBC, ABC and CBS for different projects. We're not going to make the mistake we made last time and do something that someone else wanted us to do. We're going to hold out until we make sure they're going to give us the run of it. We know we can put something on TV like what we did on radio, something which not everyone is going to like - especially not at first - but for which we know there will be a core audience that will enjoy it. If we fail, we'll fail because we did our own thing. If we do good, we'll do good because we did our own thing. We do have an idea of what we want to do, but it's hard when you're dealing with networks because there is so much bullshit you have to go through with sponsors and censors. We're don't want to do blue TV - just stupid TV, our kind of TV, an extension of the morning show. The morning show is the base, it's the reason these people are approaching us. It will always remain most important as long as we're here. As long as we are doing a morning show, it will be as strong as we can possibly make it.

HM

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HITMAKERS ROCK: NEW #34 A CRUSADE! A HITBOUND!

- | | | |
|-----------------|----------------|--------------|
| KSAQ (40-37) | KCHX (37-32) | WGRD (Add) |
| KISN (34-30) | KGWY (Add) | WHDQ (39-35) |
| WKBQ (Add) | KISR (32-23) | WHOT (29-22) |
| KXYQ (On) | KQIZ (33-29) | WJMX (33-30) |
| MIX105.1 (On) | KSND (D#29) | WKRZ (39-32) |
| 99.9KHI (36-30) | KTUX (Add #35) | WQCM (Add) |
| | KZZU (38-35) | WQUT (33-25) |
| | WAZY (30-26) | and more! |

THE VAUGHAN BROS.

"Tick Tock"

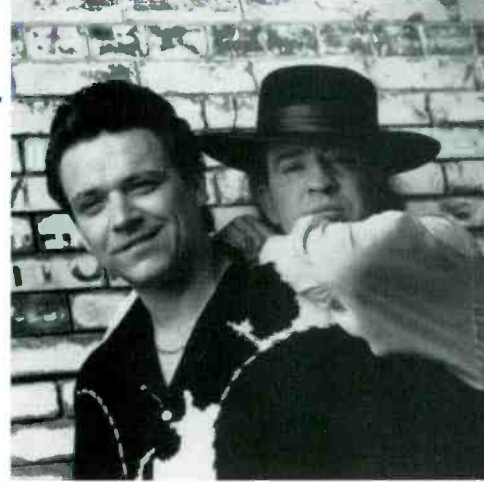
HITMAKERS ROCK: 12-11 NATIONAL ALBUM SALES: 17-9
A CRUSADE! A HITBOUND! #4 Disc-covery Club!

- | | | |
|---------------|-----------------|-----------------------|
| KSAQ (D#38) | Y95 (On) | WBBQ (Add) |
| KISN (D#33) | KROY (On) | B93 (36-32) |
| KJ103 (29-26) | 99.9KHI (40-25) | WHHY (Add) |
| | WKRZ (Add) | WRVQ (Add) |
| | | KTUX (31-22) and more |

#1 Album Sales:

- SOUTHWEST DISTRIBUTORS, Houston
- HARMONY HOUSE, Troy
- WATERLOO RECORDS, Austin
- TOWER Records, Nashville
- TOWER RECORDS, Philadelphia
- STRAWBERRIES, Milford

- CML ONE-STOP, Maryland Heights
- TITLE WAVE, Plymouth
- TOWER RECORDS, Seattle
- TOWER RECORDS, Sherman Oaks
- TOWER RECORDS, W. Covina
- TOWER RECORDS, Los Angeles
- TOWER RECORDS, San Diego



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"Type"

HITMAKERS ALTERNATIVE: #4

Top Album Sales:

- SOUNDWAVES, Houston (3),
- HARMONY HOUSE, Troy (3),
- TOWER, New Orleans (8),
- DOWN IN THE VALLEY, Golden Valley (7),
- SCOTTI'S, Summit (9),
- WIN RECORDS, Elmhurst (9),

- TOWER RECORDS, Philadelphia (5),
- ALWILK RECORDS, Livingston (6),
- CTRL REC & TAPES, S. Windsor (7),
- EEI KARMA RECORDS, Carmel (5),
- TOWER RECORDS, Mt. View (9),
- TOWER RECORDS, San Diego (8),

- | | | |
|---------------|--------------|------------|
| 99.9KHI (Add) | WRTB (40-33) | KNOE (Add) |
| K104 (Add) | WYYS (Add) | WBXX (Add) |
| KNIN (Add) | FLY92 (Add) | KFMW (Add) |
| KZZU (Add) | K106 (Add) | KRZR (Add) |
| WKFR (Add) | KATM (Add) | WDBR (Add) |
| WRQN (Add) | YES97 (Add) | and more |



RECORDS as Senior Director of Top40. No word yet as to when she starts her new duties, but she'll continue to be based in N.Y.C.

Inbound This Week:

Z90-San Diego welcomes BENNY MARTINEZ aboard as PM Driver. Martinez is a long-time Los Angeles radio fixture, most recently at KIIS-FM. Also, new to nights there is San Diego native KID CORONA, of whom PD RICK THOMAS sez, "Is relatively new to the business, but he has that special magic on the air that just can't be taught... You have to be born with it!!!"

Q105-Tampa welcomes MIKE ELLIOT from mornings at WOMX-Orlando. Contrary to market rumors, sources say he will not be replacing CLEVELAND WHEELER, who will stay with the morning show in an un-specified capacity.

WGRD-Grand Rapids welcomes DENNY SCHAFFER for mornings. Schaffer, a Michigan native, had previously spent three years at WLOL-Minneapolis, and just recently blew in from wake-up duties at KKDJ-Fresno. He'll be teaming up with MICHELLE McCORMICK.

Speaking of KKDJ, are any more new outbounds in their near future?

Alternative's worst-kept secret became reality this week as former WHFS-Washington PD took the big chair at WHTG-Asbury Park.

Konsultant's Korner:

The Programming Works has inked another client. WWKX-Providence, formerly an urban station, will now be Mainstream Top40 leaning dance. THE EAR hears that they may be in the market for a new PD. Give DAN O'TOOLE or GARY MITCHELL a call at (215) 579-9100.

Upped This Week:

WHJY-Providence ups night dude PHIL MARLOW to the MD chair, taking over for CHRIS HERRMANN.

At KKMg-Colorado Springs (MAGIC FM) TOM FRICKE is upped to APD/MD, replacing TREVOR CAREY, who is now doing nights at KWNZ-Reno.

Meanwhile at KJLS-Hays, Kansas (FORCE103) Midday jock TODD PITTEGER has been promoted to PD, replacing JACK CREES, who is now programming KSKG-Salina. Elsewhere in the building, PM Driver IAN MARKLEY has been upped to MD, replacing DARREN BUTLER, who is now Production Director.

THE EAR hears that we have two new Top40 reporters as of this issue:

WQHQ-Ocean City/Salisbury, Maryland (Q105) an Adult Top40 station, featuring BOB STEELE as OM/PD/MD. This station is giving "The Hitman" across the street some serious competition... Stay Tuned, as this market continues to heat up!

Also, say "Hi" to WBBE-Ft. Wayne (B106), a Mainstream Top40 outlet, with PD JOHN O'ROURKE, and MD TREY ALEXANDER. O'Rourke most recently worked as Promotions Director at Q105-Tampa, and both John and Trey worked together previously at WRQN-Toledo as PD and APD/MD respectively.

Format Fluctuations:

KCPX-Salt Lake City abruptly changed format this week from Top40 to AC. (story page 3)

KPXI-Mt. Pleasant, Texas has changed format from Top 40 to Album Rock.

Assorted rumblings in the world of Alternative have the format entering three new markets in a couple months: Seattle, Corpus Christi, TX and a mystery major market in the Midwest.

Opportunity Knocks:

KWNZ-Reno, the town that never closes, is looking for a newsperson/sidekick for their top-rated morning show. Females and minorities are encouraged. Get them tapes and resumes to: RAY KALUSA, KWNZ, 557 Washington St., Reno, Nevada 89503.



COLUMBIA recording artist MARIAH CAREY recently paid a visit to Z100-New York. Pictured with Mariah are two extremely lucky guys, COLUMBIA RECORDS VP/National Promotion BURT BAUMGARTNER on the left, and Z100 Regional VP/Radio Programming STEVE KINGSTON on the right.

Moonlighting This Week:

B93-Austin News Director (and fabulous babe) DEBRA COLE has a supporting role in the forthcoming DON JOHNSON movie, HOT SPOT. Contrary to many reports, she is NOT playing the part of Johnson's gratuitous love-toy. Instead, she has the plum role of "The Lesbian Step-Sister"...and of course featuring Jerry Mathers as the Beaver.

The Record Biz:

MARC BENESCH, former Senior VP of Promotion at COLUMBIA RECORDS, and most recently the West Coast VP at DICK SCOTT Entertainment, who handles The New Kids On The Block, among others, has been named head of Promotion at the new INTERSCOPE record label.

Congrats to SEAN KNIGHT on his appointment to the post of Director of National Promotion and Publicity at SMASH Records, a newly-formed subsidiary of POLYDOR. Previously, Sean had been the Director of the Chicago Music Pool, so you know he's always got his ear to the ground!

Legal Briefs:

Longtime WHFS-Washington personality DAMIAN EINSTEIN returns to his midday shift as part of the station's settlement with the Maryland Commission On Human Relations of the handicap discrimination complaint Einstein filed when he was taken off the air in May of last year.

We're still hearing strong rumblings down Jacksonville way that BILL PASHA is getting closer to bailing out of the APE and heading to Dallas to program GROUP W's STAR105. Look for rumor confirmation next week.

Tune in next week right here for all the latest industry news, comings and goings, and semi-informative gossip. When you want to see the BEST industry news FIRST, count on us, because THE EAR nose.....



Charisma recording artist MAXI PRIEST recently hung out in the spacious lobby of the HITMAKERS high-rise to mingle with some other industry Heavy-weights. (pictured left to right: MICHAEL GITTENS, of MAXI's organization, JEFF NEBEN, Charisma's L.A. Regional Rep, BARRY FIEDEL, Publisher/HITMAKERS, MAXI PRIEST, BOB GREENBERG, President/ HITMAKERS, and KEVIN CARTER, Director of TOP40.

After many months of speculation and many names being tossed around, WDFX-Detroit (The Fox) has decided to keep it in the family and has promoted APD/MD JOHN McFADDEN to PD. (see full story on page 3)

Changes at KUBE-Seattle this week, as management has asked PD TOM HUYTLE to step down. APD/PM Driver BARRY BECK has been named Acting PD, and Huytler has been invited to stay with the station as Midday personality. No final word yet from Huytler as to his decision. Contact GM MICHAEL O'SHEA if you are interested in applying for this prime gig. (see the complete story on page 3)

You saw the subtle hints in last week's EAR, now read the true story, as KKBQ-Houston PD DENE HALLAM whispers in THE EAR to confirm that DAVE ELIOT from WAVA-Washington is headin' to Houston to rejoin Hallam (why, is he coming apart?) as Operations Director of KKBQ, effective October 15th. Also, RUSTY FORD, the Promo Voice of KKBQ is heading to WROR-Boston. THE EAR also hears that talks may be taking place with ERIC CHASE, former Creative Services Director at crosstown KRBE, to replace Ford....

And speaking of WAVA, is former Z99-Oklahoma City PD BRETT DUMLER still the front-runner to replace DAVE ELIOT as MD at WAVA? Although Durr was spotted in Dallas recently, the smart money is still leaning toward D.C.

Congratulations to one of our fave's, LISA VELASQUEZ, who is leaving her post at ISLAND RECORDS to join VINCE FARACI, SYLVIA RHONE, and CHARLIE LAKE at EAST-WEST

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DON'T WAIT UNTIL THE LAST MINUTE TO SEND IN YOUR REGISTRATION. ONLY \$75.00 UNTIL NOVEMBER 1. AFTER THAT DATE, IT'S \$100! ROOMS ARE GOING FAST AT THE WYNFREY HOTEL. CALL 1-800-476-7006 TO RESERVE YOUR ROOM BEFORE SOMEBODY ELSE GETS IT!



Cathy Dennis

Just Another Dream

Cathy Dennis, the delightful voice of D-MOB's top ten hit "C'mon and Get Lidy Love" returns with a new album all her own.

Produced by Dennis' Lanny D. for Slam Jam Productions and Shep Pettibone for Mastermix Productions. Executive Producer: Bruce Carbone U.S. representation: Arma Andon for SBK Management From the Polydor album MOVE TO THIS



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