

HITMAKERS

ISSUE 626
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FEBRUARY 23, 1990

an exclusive
interview with
**BRIAN
PHILIPS**

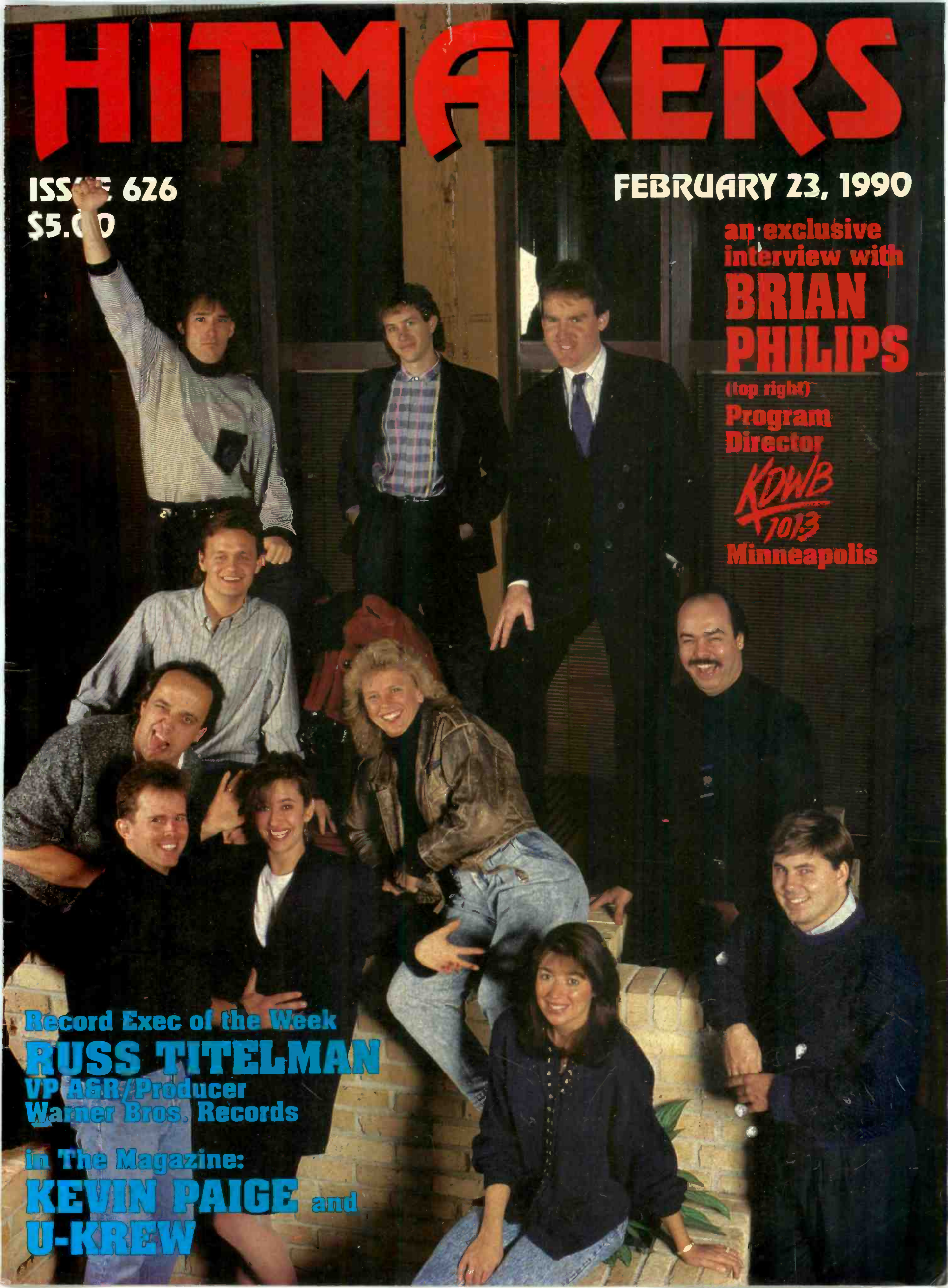
(top right)
Program
Director

**KDWB
1013**

Minneapolis

Record Exec of the Week
RUSS TITELMAN
VP A&R/Producer
Warner Bros. Records

in The Magazine:
KEVIN PAIGE and
U-KREW



MIDNIGHT OIL

"BLUE SKY MINE"

Taken from the Columbia release "BLUE SKY MINING" 45398
Produced by Warne Livesey & Midnight Oil

HITMAKERS HITBOUND!

MTV HEAVY ROTATION!

R&R TRACK: 11-8*

OVER 120 TOP40'S INCLUDING:

WAPI add	KKBQ deb 29	WZOK 30-27
WRVQ add	KXYQ deb 30	KSND 31-27
WKRZ add	WKLQ deb 31	WGY 39-28
WSPK add	WXKS deb 35	KSAQ 36-33
KRZR deb 27	WZZU 35-26	KXXR 38-34



REGINA BELLE

"MAKE IT LIKE IT WAS"

Taken from the Columbia release "STAY WITH ME" 44367
Produced by Nick Martinelli for Watchout Productions, Inc.

HITMAKERS CRUSADE!

R&R A/C MOST ADDED!

R&R A/C Deb 26*

OVER 50 POWERHOUSE TOP40'S WITH 18 NEW INCLUDING:

B96 add 30	KKFR add	WCKZ deb 30
WXKS add	KCAQ add	WIOQ deb 35
Q106 add	WBBQ add	HOT105 2-1
WLOL add	PWRPIG add 38	KJMZ 10-9 Hot
KOY add	WTIC add 39	WPGC 15-11 Hot



BRITNY FOX

"DREAM ON"

Taken from their new album "BOYS IN HEAT" 45300
Produced by Nell Kernon for Maximum Headroom Ltd.

HITMAKERS CRUSADE!

R&R TRACK 40*

R&R ALBUM Deb 37*

OVER 20 OUT OF THE BOX INCLUDING:

92X add	KATM add	KNIN add	BREAKING AT:
WLRS add	WYCR add	KSMB add	KXYQ
WPST add	KFBQ add	99.9KHI add	KZZU
KTUX add	KFTZ add	WOMP add	
FM104 add	KKHT add		



HITMAKERS®

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PARKER TO LEAVE KKFR; STEVE SMITH POSSIBLE REPLACEMENT

PARKER, PHOENIX TOP40 FAIL TO COME TO TERMS ON NEW CONTRACT; SMITH SAYS FAREWELLS IN HOUSTON



RON PARKER



STEVE SMITH

HITMAKERS has learned from a number of sources close to the situation that KNRJ-Houston Program Director **Steve Smith** will be leaving the station and is likely to be involved in a "consultant"/programming capacity at The Broadcast Group's KKFR-Phoenix.

Although the deal had not been finalized at presstime, **HITMAKERS** did learn that late Wednesday, Smith was calling in his staffers one by one to say goodbye. The interim PD at KNRJ will reportedly be morning man Jeff Scott.

KKFR PD **Ron Parker**, speaking from his Phoenix

home, told **HITMAKERS** he had been negotiating a contract renewal with owner/General Manager **Fred Weber**, but the two could not come to terms. Parker, who also handles afternoons at KKFR, said he will be leaving the station at the end of the month.

During Parker's one year as KKFR PD, the station rose from a 2.3 Arbitron rating to a 5.7 (12-plus). The station is presently number two in the Phoenix market with listeners 18-34.

Smith, who came to KNRJ last year after a successful programming tenure at KHQT in San Jose, has been rumored to be leaving Houston ever since the station's sale to Nationwide Communications from Emmis Broadcasting. Speculation is that Nationwide will be taking the station Hot A/C.

Weber, Smith, and KNRJ GM Susan Hoffman could not be reached for comment.

FENSTER, GOODWIN APPOINTED CHARISMA RECORDS VPs OF A&R



JEFF FENSTER



DANNY GOODWIN

Jeff Fenster and **Danny Goodwin** have been appointed Vice Presidents of A&R for CHARISMA Records, the new New York-based label launched by the Virgin Group of Companies, it was announced this week by CHARISMA President **Phil Quattararo**. Fenster will be based at the label's N.Y. headquarters,

while Goodwin will work at the label's offices in L.A.

Fenster joins CHARISMA from GEFLEN Records, where he was an A&R executive for two years. He also previously served as Director of Business Affairs for WARNER BROS. Records from 1983-87.

Goodwin comes to CHARISMA from Virgin Music, where he served as Vice President of A&R for two years. He also spent seven years in the U.K. doing (See CHARISMA page 21)

A&M PROMOTES BRENNER TO VP/ALBUM PROMO



J.B. BRENNER

J.B. Brenner has been promoted to Vice President of Album Promotion at A&M Records, it was announced this week by A&M Senior VP of Promotion **Charlie Minor**.

Brenner is a 15-year veteran of A&M, working first in 1975 as the label's local promotion representative in the Baltimore/Washington area. He moved to A&M's Hollywood headquarters in 1983 as Director of National Album Promotion.

In his new position, Brenner will continue to spearhead all of A&M's album-oriented projects, supervising the efforts of the entire A&M field staff. He is A&M Records' first VP of Album Promotion, and the label's National Album Promotion Staff will report to him.

"J.B. and I have been business associates and friends for 15 years," commented Minor. "He is the best in his field, and it is an honor and personal pleasure to make this announcement."

JACKSON HONORED AS '80s' TOP SELLING ARTIST



He's almost single-handedly redefined the standards of popular music. His name is **Michael Jackson**, and on February 20 he received a special award commemorating more than 110 million units of his recordings sold around the world during the 1980s. The presentation was made at a sit-down breakfast and award ceremony held in the Grand Ballroom at the Regent Beverly Wilshire Hotel in Los Angeles Tuesday, February 20.

As most music enthusiasts already know, Michael produced three of the most popular albums of the '80s - most notably **THRILLER**, the album that spawned a wave of imitators around the world and sparked the video revolution. **THRILLER** sold 40.7 million copies (See MICHAEL JACKSON page 21)

Rosengard to Fill ISLAND VP/Nat'l Album Promo

HITMAKERS has learned that **Beth Rosengard** has been selected to fill the vacant VP/National Album Promotion slot at ISLAND Records.

Rosengard fills the position left open recently when **Andy Allen** was promoted to Senior VP of Promotion, replacing **Bob Catania**. Catania left ISLAND to become VP of Promotion at the newly formed CHARISMA Records.

Rosengard told **HITMAKERS** that her appointment would be officially announced "in a couple of weeks." Rosengard stated that she was "delighted to be joining the great team headed up by **Mike Bone** and **Andy Allen**."

"Besides," she added, "I've always wanted to inhabit an Island."

Front cover: The KDWB staff. Clockwise from top left: **Bobby Wilde**, 6-10 p.m.; **Hollywood Henderson**, p.m. drive; PD **Brian Philips**; **Cadillac Jack**, 10 p.m.-2 a.m.; Promotion Director **Paul Williams**; **Andrea Vincent**, middays; **Lee Valsvik**, news director; **Kris Adams**, overnights; **Dirk Rasmussen**, assistant promotion director; **Steve Cochran**, mornings; **Wally Pike**, morning show producer.

Inside:

Magazine: **CHRYSALIS** golden boy **KEVIN PAIGE**; **ENIGMA** funksters **THE U-KREW**.....Page 8
 Exclusive Interview with **WARNER BROS.** super-producer **RUSS TITELMAN**.....page 11
 The **HITMAKERS** Interview: **Brian Philips**, PD - **KDWB-FM**, Minneapolis.....page 33

Don Henley

"THE HEART OF THE MATTER"

4 GRAMMY NOMINATIONS!

Including *Album Of The Year!*

Active At:

WKBQ 37-25

WKTl add

KCPX 31-27

KXXR 34-25

KISN 34-29

92X 25-18

WCGQ 40-34

WERZ 40-35

KTUX 27-21

WOKI debut 30

KZZU debut 35

FLY92 debut 39

KZ106 debut 22

WKSI debut 32

WBBQ debut 34

WZOK debut 34

99.9KHI debut 37

99WGY debut 39

AOR Breaker!

Nationwide Tour Coming In March!



Cher

"HEART OF STONE"

Most Added Again:

WMJQ add

PWR99 add

PWRPIG add 39

Q95 add

WYCR add

B93 add 37

X106 add

WZZG add

YES97 add

KLQ add

WRQN add

KKRD add

Exploding At:

KISN 21-15

KCPX 34-30

WNNK 31-26

WCGQ 33-29

WBBQ 39-32

KTUX 39-32

KQKQ debut 24

WOMX debut 27

JET-FM debut 34

KLQ debut 34

Y107 debut 35

FM104 debut 29

WKSI debut 31

K106 debut 36

Nationwide Tour Coming Soon!

Album Sales Over 2,000,000 Units!

Whitesnake

"THE DEEPER THE LOVE"

R&R CHR: 22*!

Cambridge 1-Stop: 23-13!

Handleman: 11-8!

WHYT add

Y108 debut 30

CKOI debut 38

WKBQ 27-21

92X #12

KBEQ 30-26

98PXY #12

WERZ 21-13 hot

KATM 5-4 hot

WQUT 7-5 hot

OK95 8-6 hot

KRZR #10 hot

WINK 11-8 hot

WWFX 11-6 hot

WZZU 13-6

KLQ 14-10 hot

KZ106 12-9

WAPE 25-21

WKRZ 16-13

WSSX add 21

WABB debut 33

R&R Track: 2* #3 Most Requested!

On MTV Now On Tour!



David Peaston

"WE'RE ALL IN THIS TOGETHER"

R&R Urban Contemporary: 14*-10*

Now Crossing At Top 40!

Early Action:

KJMZ

KITY

KKMG

B93 add 38

HOT96

KZZB



BOLTON BLOWOUT WITH NATIONAL BREAKOUT AND MOST ADDED OUT-OF-THE-BOX, WHILE HENLEY CLOSES!!!

COLUMBIA Records deserves a round of applause for their phenomenal promotion job with exceptional artist **MICHAEL BOLTON**. 142 **HITMAKERS** Top40 adds gives this artist a National Breakout in the first week!!! Also, as predicted last week, GEFLEN superstar **DON HENLEY** hit Breakout status. Congrats to the GEFLEN promo team on this rewarding achievement! More from GEFLEN Records with **TESLA**'s superb followup, which garnered 37 Top40 adds! ELEKTRA Records continues their hot roll with bad boys **MOTLEY CRUE**, who

raked in 70 new adds this week - this steamy power ballad cannot be STOPPED!!! **PETER WOLF** is making huge headways into the Top40 arena with his latest on MCA. The solo career for the ex-J. Geils Band member is off to a healthy start with 40 more adds - get ready to watch this one EXPLODE! Also ready to pop is **TOM PETTY** with 36 new adds this week. WARNER BROS. Records seem to have had a lock on the Most Added list for a few weeks now with two extremely talented young artists, and this week was no exception! A bright-eyed

TOMMY PAGE pulled in 37 more treasured Top40 stations while cohort **JANE CHILD** continues to stun the Top40 world with her infectious debut, adding 31 more stations to the pot!

The guys who want everyone to be rich are doing quite handsomely for themselves - **CALLOWAY** pulled in 35 adds this week. A big CONGRATS to EPIC as they head into the home stretch with this puppy!! Likewise for A&M's **BRAT PACK** with 31 adds! Rounding out the list this week is ATLANTIC's **LOU GRAMM** with 33 big ones!

CAPITOL Names Edelstein VP, Creative Services Dept.



MARCIA EDELSTEIN

CAPITOL Records President **Hale Milgrim** has announced a restructuring of the label's Creative Services Department, appointing **Marcia Edelstein** as Vice President and **Cathy O'Brien** as Manager of the department. Both women will be based at the label's home offices in L.A.

In her new capacity, Edelstein will oversee CAPITOL's art, advertising and merchandising programs, and will work closely with CEMA Distribution.

Prior to joining CAPITOL, Edelstein was Vice President of Creative Services at ELEKTRA Entertainment. She joined ELEKTRA in 1983 as assistant to the VP of Creative Services, and was promoted in 1985 to Director of Advertising and Merchandising. She was made Director of Creative Services in 1988, and a year later was promoted to VP.

O'Brien was ELEKTRA's Manager of Merchandising and Advertising before moving to CAPITOL.

Regan Named VP/GM of QUALITY's American Labels



RUSS REGAN

Longtime industry luminary **Russ Regan** has been appointed Vice President and General Manager of the newly formed American branch of QUALITY Records, it was announced this week. It was also announced that **Dan Kliman** has been installed as the Director of Marketing.

QUALITY will release records in the United States on two separate labels, the names of which have not yet been officially announced. The labels will specialize in rap, rock, dance, and R&B.

Regan has in the past held key management positions at UNI RECORDS, 20TH CENTURY RECORDS, PLYGRAM and MOTOWN, signing an impressive list of acts including Neil Diamond, Elton John and Olivia Newton-John. He is joined in the enterprise by Kliman, who prior to his appointment served as a consultant to QUALITY Records in Winnipeg, Canada for three years before moving to L.A. to establish the U.S. branch.

"QUALITY Records in the U.S. will be structured so

that we will be able to move quickly with our artists," proclaimed Regan. "We have all the resources in place to make a hit record happen."

The label is already making an impact with a 12-inch and a cassette single, *Time After Time*, by a 22-year-old Fresno, Cal. artist named **Timmy T.** Also (See **RUSS REGAN** page 21)

Bardwick Named VP of Westwood One



J. PETER BARDWICK

Westwood One Inc. has named **J. Peter Bardwick** Vice President and Assistant to the President, it was announced this week by President and Chief Financial Officer **William Battison**.

Prior to joining Westwood One, Bardwick served as Vice President for Salomon Brothers Inc.

in New York, where he was responsible for acquisition financing and loan syndication for three years. Before that, he was with Citicorp in New York for three years. His duties at Westwood One will include the formulation and implementation of financing strategies for the company.

"Peter brings to Westwood One a strong background in media financing and knowledge of the investing and lending communities," stated Battison in announcing the appointment.

BOSS, STING, HENLEY LEAD SURPRISE JAM SESSION AT HOLLYWOOD CLUB

Bruce Springsteen, Sting, Don Henley, Herbie Hancock, Bruce Hornsby, Branford Marsalis, Joe Walsh and Jeff "Skunk" Baxter. The list sounds like a contemporary ledger of candidates for the Rock 'n' Roll Hall of Fame. In actuality, it was just another Monday Night ProJam at the China Club - the trendy Hollywood hot spot that attracts more music icons than scruffy dogs attract fleas.

Who's to say what the culmination of the night was - there were so many high spots. One of the peaks had to be a five-song impromptu romp through the jungle that featured Sting crooning a soulful rendition of Bill Withers' *Ain't No Sunshine* that had the (See **JAM SESSION** page 23)



Bruce Springsteen, Joe Walsh and Sting were among the heavies to show up for a jam session at the China Club in Hollywood February 12.

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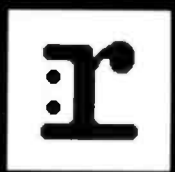
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PERSONAL ISSUES

DEPPECHE



A HITMAKERS CRUSADE!



HITMAKERS MAINSTREAM/50: 31-29

HITMAKERS ROCK & ROLL/50: 6-5



HITMAKERS HITBOUND!

PIRATE (8-6)
WIOQ (#6)
KEGL (5-4)
WXKS (22-19)
WAVA (27-24)
KRBE (Add)
PWR99 (30-27)
KUBE (D#30)
Q106 (5-3)
B104 (23-19)
KKFR (Add)
KZZP (27-23)
KXXR (25-22)
KROY (9-8)
WGH (Add)
WKSS (30-27)
Z98 (D#29)
XL106.7 (23-20)
WKZL (D#26)
WEGX (24-22)
KS104 (8-11)



Produced by Depeche Mode and Flood

99WGY (Add)	KGOT (Add)	WAPI (18-14)	WQVV (Add#24)	Y104 (24-20)
CHED (D#29)	KHFI (Add)	WBNQ (Add)	WPST (6-7)	Y97 (21-17)
KBAU (18-15)	KLUC (D#24)	WCIL (D#31)	WQCM (Add #30)	Z104 (11-8)
KBOZ (39-35)	KNIN (2-2)	WKDD (Add)	WQXA (2-2)	ZFUN106 (2-1)
KBTS (36-33)	KRQ (Add)	WKFR (26-23)	WRCK (Add)	and more
KDWZ (11-11)	KSMB (8-6)	WKLQ (16-15)	WRQK (14-11)	
KFBD (4-4)	KZOZ (9-6)	WLXR (22-18)	WZYQ (9-5)	
KFBQ (Add)	OK95 (36-31)	WNYP (12-9)	X106 (Add)	

“Depeche Mode is one of the hippest acts in Los Angeles and Personal Jesus is their BIGGEST record to date!”

- STEVE N' DENISE/PIRATE RADIO

“The biggest Depeche Mode record we've ever had - strong with all demos, especially at night!” - MIKE EASTERLIN/Y95

“Consistently top five phones! Not an obvious record until you play it!”

- CHED BUCHANAN/KZZP

KEVIN PAIGE TAKES OWN "MEMPHIS SOUL" TO TOP 40

With his debut album making big waves, CHRYSALIS Records' latest golden boy is on his way to giving that town in Tennessee a brand new musical identity.

The women in the office were heartbroken, their long faces reflecting their disappointment upon hearing the news: CHRYSALIS Records' heartthrob **Kevin Paige** had changed his plans at the last minute and would be *phoning* in his interview instead of appearing in the flesh. All the excitement in anticipation of his visit had been for naught.

Paige is happening bigtime at the moment, but his success has little to do with his matinee idol looks. In fact the Chrysalite's new hit, *Anything I Want*, has all the elements that the nation's PDs and MDs crave in a pop song: scintillating hooks, super upper demo female response, and most importantly, killer image. In



KEVIN PAGE

many ways the blue-eyed soulster is something of an anomaly, having adopted the pure soul/funk rhythms of an almost exclusively black form and rechanneled them into a style all his own. It's been a long time since Memphis, Tennessee had a native son to crow about, and Kevin is glad he is playing a vital role in putting one of the cradles of rock 'n' roll back on the map.

"I'm happy to be a part of the music scene that's grown out of Memphis in the last couple of years," Paige relates in a distinctive, but not overstated, Southern drawl. "There are two other bands that came out of the area that are happening right now: Tora Tora and a band called Every Mother's Nightmare."

While it's a long hard climb before Paige will be mentioned in the same breath as Memphis' greatest product, The King, his emergence does signal the first real pop movement to emerge from the city in eons. Despite his easygoing nature and plantation owner charm, Paige admits to being "somewhat ashamed" of

his roots and provincial accent.

"I hate listening to my accent on TV interviews," he confesses. "I always think I sound so dumb."

This poses a somewhat distressing problem for Kevin, as he is as intrinsically Southern as mint julep and grits, and his Rhett Butler charm oozes out of the fabric of his sound in torrents. After experiencing his tightly knit seven-piece troupe in concert, it becomes

clear that Paige is an integral part of a larger entity with far-reaching appeal.

"We've just come back from a tour of Japan, which went really well," he states. "In the U.S.A. the success we've had so far has a lot to do with getting out and personally meeting as many radio people as I can. I've really had a lot of good times on the road. I'm hoping (See KEVIN PAIGE page 23)

INNOVATIVE FUNKSTERS U-KREWSING TO THE TOP

Quick, when you sit down to contemplate the spawning ground of rap music, what's the first city that pops into mind? New York City? Chicago? Detroit? One of the last places to be mentioned would certainly be Portland, Oregon - a rugged Northwestern berg more closely associated with trailblazing pioneers and crisp vacation wonderlands than with vinyl scratchers and homeboys. Yet that rustic town happens to be the home base of ENIGMA Records' **The U-Krew** - one of the idiom's hottest new acts.

The U-Krew's **Hakim Muhammad** adamantly insists that the group is as different from most rap bands as Portland is from Harlem. "We like to feel we are a breed apart from our peers," he states from the offices of the Culver City, California-based label. "When we get up on stage, we've got a lot more than turntables and three dudes up front. We have a whole *band* behind us!"

The U-Krew is one of the few groups in rap who have veered away from the standard frills of the ilk; scratching turntables, hand gestures and afro/urban attire take a back seat in their repertoire to melody and content. To prove the point, Muhammad says that the group refrains from sampling, a rap staple since its inception.

"Sampling - that's the easy way out," reasons Hakim, before handing over the phone to turntable expert **Lavell "P. Kookie" Alexander** for some additional commentary. Alexander, the youngest member of the U-Krew, has an interesting tale to tell in his own right, as his primary motive for joining the group was not so much to score girls or experience fame. His reasons were more down to earth - he needed money to buy a car.

"Yeah, I admit it," says Lavell with his belly-laughing bandmate howling in the background. "In Portland, it's hard to have visions of grandeur. You take care of the basic necessities and then worry about what it's like to be a star. That's the farthest thing from our minds. But I'm starting to feel a bit more optimistic. It won't be long 'til I can put down some money on some wheels, and I'm feeling good about that."

Such modesty could only come from a quaint Northwestern town like Portland, as it would be more accurate to assume the guys will be buying hangars for their Lear jets the way their eclectic rave-up *If U Were Mine* is gliding up the pop charts. This is a song that seamlessly blends a myriad of ingredients, from pop to rap to funk, with a dash of the group's



The U-Krew: Lavell "P. Kookie" Alexander, Hakim "Mellow B.J." Muhammad, Kevin "Hough-Kough" Morse, Larry "Grandjammer DLB" Bell, and James "J. Mack" McClendon.

trademark humor for good measure.

Both Hakim and Lavell laugh with good-natured ease about their success, and in an industry where the dollar reigns supreme and sour faces dominate record label board rooms across the country, this is a refreshing change of pace. With the phone back in Hakim's grasp after the auto anecdote, the happy rapper tells another comical tale regarding the band's signing. Apparently **Rick Winward** - the label emissary who first discovered the group - couldn't seem to convince the guys that he was who he said he was.

"He looked a lot more like a librarian than a record exec," says Hakim of ENIGMA's former promotion/A&R man, who now signs and develops dance acts for Philadelphia-based Alpha International. Admits Hakim, "We were very skeptical of Rick when he approached us after a show. At first we thought he was an impostor, and it was only after our manager called to ask 'Did you talk to Rick Winward of ENIGMA Records' that we looked at each other and realized he was for real."

Rick championed the group to the top brass at the (See THE U-KREW page 23)

APOLOGIES TO VIRGIN RECORDS

In our rush to make deadline with the most up-to-date information possible, there are times when we miss the obvious. Last week on this page, VIRGIN Records artist Bobby Z was given an erroneous label affiliation. Our apologies to Michael Plen, Bobby Z, and the entire staff at VIRGIN Records.

QUINCY JONES



*"The Secret Garden
(Sweet Seduction Suite)"*

FEATURING:

Al B. Sure!

James Ingram

El DeBarge

Barry White

THE HOT NEW SINGLE
FROM THE BLOCKBUSTER ALBUM
BACK ON THE BLOCK

PRODUCED BY



© 1989 WEST RECORDS

**THANK YOU
RADIO FOR
GIVING US OUR
SECOND BIG HIT
IN A ROW!!**

TECHNOTRONIC

“Get Up!”

(Before The Night Is Over)



HITMAKERS MAINSTREAM/50: 26-23

HITMAKERS URBAN/50: 5-4

LOOK AT THESE MAJOR MARKETS ON IT NOW!!

WPLJ (D#32)
HOT97 (1-1)
KIIS-FM (Add)
POWER106 (25-21)
B96 (16-13)
Z95 (26-20)
KMEL (#14)
X100 (25-22)
WIOQ (12-4)
WXKS-FM (16-13)
WZOU (Add #29)

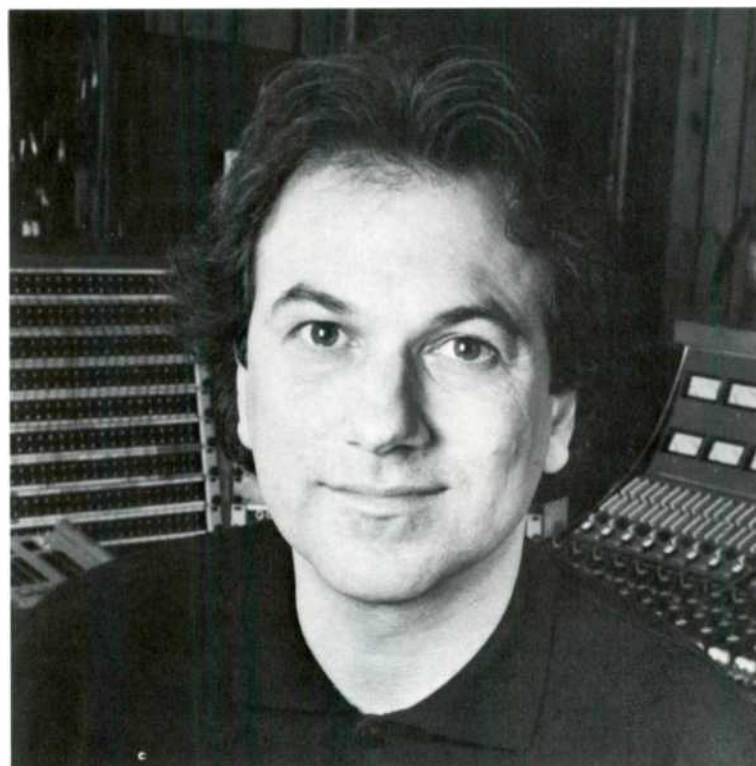
ENERGY96.5 (#4)
KRBE (17-14)
POWER96 (8-7)
KPLZ (33-28)
Q106 (16-15)
WLOL-FM (Add)
POWER PIG (26-23)
Q105 (Add)
KKFR (#9)
KOY95 (17-14)
KZZP (D#27)

KBEQ (Add)
PRO-FM (Add #35)
KWSS (28-25)
FM102 (14-13)
KWOD (28-25)
WNCI (Add #24)
B97 (14-10)
KITY (#12)
KTFM (15-12)
HOT94.9 (7-5)
KC101 (28-24)

WKSS (26-23)
WTIC-FM (17-9)
WCKZ-FM (15-14)
Z98 (25-16)
98PXY (22-19)
Y107 (32-29)
KJ103 (25-22)
WGTZ (28-23)
WKZL (Add)
AND MANY MORE!!
When You Play It, Say It!!

WHEN IT COMES TO MAKING HITS, RUSS TITELMAN PRODUCES

An Exclusive **HITMAKERS** Interview by Jesse Nash
Introduction by Jesse Nash and George Flowers



Russ Titelman has produced records for some of the biggest names in Rock 'n' Roll. His client list reads like a virtual Who's Who of contemporary music: Randy Newman, George Harrison, James Taylor, Chaka Kahn, Eric Clapton, Paul Simon, and George Benson are just a few of the stars to benefit from Titelman's talents.

Russ has spent the bulk of his career with WARNER BROS. Records, and states proudly that he began under the wings of one of the greatest producers of all time - the legendary Phil Spector. His memories of Spector are fond, dating back to when he was a 16-year-old living in Los Angeles.

Titelman began as a musician, but largely due to Spector's influence, he eventually turned his attentions to producing. He also holds a post in WARNER BROS.' A&R Department, but he has made his reputation as simply one of the most successful music producers in the country.

YOU'RE A STAFF PRODUCER AT WARNER BROS., AND YOU ALSO HAVE A POST IN THEIR A&R DEPARTMENT. CAN YOU ELABORATE ON YOUR ROLE WITH THE LABEL?

Primarily I'm a producer, and I spend most of my time making records. My A&R position was a little more active in the past than it is now, although I really do want to get back into it. When I'm not in the studio I try to go out and see bands and listen to tapes - things like that. But when I'm in the studio, it's an all-encompassing job.

HOW DO YOU DECIDE WHETHER YOU'LL WORK WITH AN ARTIST?

It's purely a matter of whether it strikes a chord with me - whether I love it or not.

HOW DID YOU DECIDE TO TURN YOUR ENERGY AWAY FROM BEING A MUSICIAN AND INSTEAD CONCENTRATE ON BEING A PRODUCER?

I was never a virtuoso player. I was a pretty good rhythm player, and I was okay on the bass, but I wasn't really an improviser. I was a songwriter and a session musician who made demos and played on a lot of records. I always wanted to produce, and the older I got, the more into producing I got.

TELL ME ABOUT PHIL SPECTOR.

He was very funny, very intelligent and very talented. He had an aura - people were drawn to him. I loved music, so learning from him was a great opportunity for me. I was fortunate enough to be around Phil when he was making records in the early days, so I got a real sense of what it was like to make a record. I saw what he did and actually worked with him. I learned the love of music and the love of making records from him. I later worked with lots of other people, but Phil first showed me what it was about.

YOU WERE A PART OF PHIL'S SECOND GROUP, THE SPECTOR THREE?

Yes. I was a kid, and he sent me to his guitar teacher. He would show me guitar parts, or we'd sit in a room and he'd have me sing parts. Then we'd go into the studio and cut a little record. Phil became who he is later, so I look back on it as something that very few people had the opportunity to be involved in. It was fun.

WHAT WAS YOUR REACTION TO THE BOOK ABOUT SPECTOR?

Some of it is very accurate. I was shocked, actually, because there was a thing in there about a guitar that Phil left at my house, and I couldn't figure out how anybody could know about that.

AFTER SPECTOR YOU MET DON KIRSHNER. TELL ME ABOUT HIM.

I met Donny in L.A., and then went to New York to write with Barry Mann, who was a Screen Gems writer that was involved with music. Donny was an interesting guy - he was young, maybe seven or eight years older than I was, and he looked like a kid. He was very friendly and very exuberant. I'd heard about him from Phil so I knew a little about him. He was very supportive and excited about anything that you did.

WHAT WAS DIFFERENT ABOUT PRODUCING BACK THEN?

It wasn't as sophisticated as it is now, and I think the producer had more of a singular role. But as the years went on, artists became more involved in the production of the record. In the old days, the artist wasn't as involved and as creative. It was more like, you get a song, an arranger, and the musicians; you cut the track; and then the singer comes in and sings. With the advent of the singer/songwriter over the past 20 years, it has been a lot different. They have a lot more vision about who they are and what they want to say.

HOW HAS TECHNOLOGY AFFECTED YOU?

I sort of go along with it. There are always new things, but the music is the same. I certainly have used a lot of technological advances, but the Steve Winwood record, for instance, is half and half. It's a machine record with musicians playing on it. The record is sort of "slight of hand" because it feels real live.

WHAT IS IT ABOUT WARNER BROS. RECORDS THAT HAS KEPT YOU THERE FOR SO LONG?

Mo Ostin and Lenny Waronker, and their vision of the way a company should be run. I feel like I'm independent. There's such a respect for creativity, and

it has always been that way. They always give you free rein to do what you think is right.

HOW DO YOU PREPARE FOR PRODUCING AN ALBUM? USE STEVE WINWOOD'S BACK IN THE HIGH LIFE AS AN EXAMPLE.

He had written most of the songs, and had actually demoed a lot of them. So to prepare, we spent time listening to the songs, figuring out what was right and wrong about them, and then fixing them. We did a lot of editing and moving stuff around. Especially *When My Love Is Leaving* - that was all patch and paste, moving verses and choruses around and creating instrumentals. Then we built on it - we kept his drum programs, and added musicians and singers. It took about nine months to make that record.

IF YOU'RE IN THE STUDIO TOO LONG, CAN THAT HURT THE PROJECT?

I suppose it can, if you go too far. But in the Winwood case, it didn't hurt it at all - we got out just in time. Eric Clapton's record, *JOURNEYMAN*, took six months, but I don't think that record was hurt by the amount of time either. We took a lot of care because we knew it was an important effort. We just kept going until we felt it was right.

HOW DO YOU CREATE A RAPPORT WITH THE ARTIST SO YOU GET THE BEST POSSIBLE PERFORMANCE?

That's tough to answer. Eric and I became very good friends on the record, and I think there was a tremendous amount of trust and mutual respect when we were working. I knew he liked the records that I made - that's why he called me - and I've always been a major fan of his. So in that case, the rapport came easily.

WEREN'T YOU INVOLVED IN SIGNING PRINCE TO THE LABEL?

Yes, but Russ Thyret was really responsible for sending the tape to us. Lenny Waronker, Ted Templeman and I went into the studio with him.

WHAT WAS YOUR FIRST IMPRESSION OF PRINCE?

You could tell immediately that he was amazingly
(See RUSS TITELMAN page 27)

Jane Child

"Don't Wanna Fall In Love"



HITMAKERS MAINSTREAM/50: 36-30

HITMAKERS URBAN/50: 37-25

WPLI (Add)
HOT97 (D#34)
KIIS-FM (Add #25)
PWR106 (38-34)
KMEL (26-23)
EAGLE106 (Add)
WIOQ (26-20)
Y95 (Add)
WXKS-FM (D#24)
WZOU (Add)
Q107 (Add #27)

WAVA (Add #29)
WPGC (Add)
KNRJ (33-22)
POWER99 (15-10)
WBLI (D#30)
KPLZ (31-26)
KBQ (20-14)
Q106 (29-25)
KDWB-FM (28-22)
WLOL-FM (D#28)
PWR PIG (36-30)

WPHR (Add #33)
KKFR (29-19)
KOY95 (Add)
KZZP (17-15)
KS104 (Add)
Y108 (7-6)
KKRZ (25-19)
WKTl (Add)
PRO-FM (29-26)
KWSS (24-19)
FM102 (30-27)

KTFM (30-27)
WZPL (Add #26)
KISN (29-22)
WKSE (22-17)
KC101 (D#30)
WKSS (24-19)
WTIC-FM (30-23)
WCKZ-FM (D#17)
WZZG (28-23)
Z98 (26-23)
XL106.7 (D#35)

98PXY (27-22)
Y107 (33-30)
KJ103 (28-25)
WGTZ (27-22)
WDJX (D#21)
WKSJ (34-28)
And More!!

Tommy Page

"I'll Be Your Everything"



HITMAKERS MAINSTREAM/50: 25-20

HITMAKERS URBAN/50: 15-9

HOT97 (26-19)
Z100 (14-6)
KIIS-FM (17-14)
POWER106 (35-26)
B96 (27-22)
KMEL (27-21)
X100 (27-23)
EAGLE106 (16-9)
WIOQ (28-21)
THE FOX (25-17)
WHYT (D#10)
KEGL (13-11)
Y95 (23-16)

WXKS-FM (D#34)
WZOU (D#28)
Q107 (Add #30)
WAVA (22-17)
ENERGY96.5 (25-17)
KRBE (21-17)
POWER96 (30-22)
POWER99 (26-23)
WBLI (30-23)
KPLZ (29-25)
KUBE (Add #29)
KBQ (16-12)
B104 (15-10)

KDWB-FM (D#27)
KEZY (Add #30)
POWER PIG (29-19)
KKFR (14-10)
KOY95 (19-10)
KZZP (19-13)
KS104 (D#23)
KKRZ (29-23)
WKTl (Add)
KBEQ (D#27)
PRO-FM (34-29)
KWSS (25-21)
KWOD (17-14)

WGH (D#29)
KGGI (8-7)
B97 (9-8)
KSAQ (35-20)
KTFM (18-13)
KCPX (27-22)
KISN (31-24)
MAJIC102 (20-17)
WKSE (21-18)
KC101 (17-13)
WKSS (21-16)
WTIC-FM (32-24)
WCKZ-FM (20-15)

WZZG (23-19)
Z98 (9-7)
XL106.7 (Add)
98PXY (D#30)
Y107 (34-31)
KJ103 (19-12)
WGTZ (Add #30)
WKSJ (35-26)
WKZL (D#25)
And More.

Biz Markie

"Just a Friend"



HITMAKERS MAINSTREAM/50: 20-18

HITMAKERS URBAN/50: 4-3

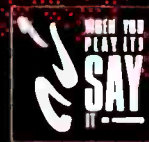
HOT97 (21-16)
Z100 (19-16)
KIIS-FM (15-11)
POWER106 (22-17)
B96 (9-8)
X100 (13-11)
EAGLE106 (14-11)
WIOQ (2-1)
THE FOX (13-9)

WHYT (5-2)
100.3JAMZ (D#19)
WZOU (3-2)
WAVA (23-19)
KKBQ (15-12)
KRBE (7-5)
WBLI (Add)
KPLZ (Add)
Q106 (#4)

B104 (#4)
POWER PIG (19-16)
WPHR (5-4)
KKFR (#8)
KOY95 (4-2)
KS104 (15-12)
KKRZ (D#30)
HOT102 (12-11)
KBEQ (14-11)

FM102 (7-6)
KWOD (23-19)
B97 (#12)
KITY (#7)
KTFM (16-14)
HOT94.9 (#6)
MAJIC102 (D#27)
WKSE (30-26)
KC101 (12-10)

WKSS (8-6)
WCKZ-FM (11-7)
Z98 (29-25)
KJ103 (8-3)
WGTZ (25-19)
And More!



BOLTON, CRUE, SEDUCTION TOP THIS WEEK'S DISC-OVERIES!

THE TOP FIVE MOST MENTIONED:

1. **MICHAEL BOLTON** "How Can We Be Lovers" (COL) - 19
2. **MOTLEY CRUE** "Without You" (ELEKTRA) - 11
3. **SEDUCTION** "Heartbeat" (VENDETTA/A&M) - 10
4. **JANE CHILD** "Don't Wanna Fall In Love" (WB) - 9
5. **CALLOWAY** "I Wanna Be Rich" (SOLAR/EPIC) - 9

To the left we have listed the top five DISC-OVERY CLUB mentions. These records are happening NOW. On this side each week, we will run down the up-and-comers - the future hits, according to you, the hottest radio programmers in America. This week, we see SBK Records' **WILSON PHILLIPS** and GEFEN's **TESLA** showing up strong, and from past history we know that this indicates a MAJOR week to come at radio. Also picking up key mentions indicating future hit potential are **BABYFACE**, **LEILA K**, **ANYTHING BOX**, **COLIN HAY**, and **PETER WOLF**. These are the records that the you as programmers have given your seal of approval to. In the weeks to come, they will be the hottest records in the nation!

BOB LaBORDE, Asst. PD/MD at KCPX, Salt Lake City sez, "Check out **LAURA BRANIGAN** *Moonlight On Water* (ATLANTIC)! This is a better version of a song that should've been bigger the first time 'round! **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) is another one right up the middle - everyone can play it! A ballad with a beat! And **WILSON PHILLIPS** *Hold On* (SBK) sounds like Salt Lake City!"

DENNIS PROUHL, Asst. PD at CKOI, Montreal sez, "We believe in **PETER MURPHY** *Cuts You Up* (RCA)! It works well in our market and provides an interesting and different sound! And I'm a personal fan of **THE THE** *Jealous Of Youth* (CBS)! With the guitarist from The Smiths and a New Order mentality, it's beginning to react here!"

BRETT DUMLER, PD/MD at Z99, Oklahoma City sez, "Check out *Hello* by **THE BELOVED** (ATLANTIC)! It sounds like a Dance version of *So Alive* with a beat! Also, **INNER CITY** *Whatcha Gonna Do With My Lovin'* (VIRGIN) is a funky remake! Check out the funky remix, cut number two on the Pro CD - edit it and it'll work for you! Lastly, **NATALIE COLE** *Wild Women Do* (EMI) is pulling early phones!"

DENNIS REESE, MD at HOT105, Miami sez, "**TROOP** *All I Do Is Think Of You* (ATLANTIC) is a SMASH that will be worked Top40! The response to this irresistible track is GREAT! Already a semi-power, across-the-board smash at HOT105! **QUINCY JONES** *Secret Garden* (WARNER BROS.) is doing well on the phones, and we are playing *B Girls* by **POISON IVY** (PANDISC)! It was #1 in nighttime requests when we couldn't play it (because it wasn't legally released), and it's #1 in nighttime requests now that we started playing it!"

HOSH GURELI, MD at KMEL, San Francisco sez, "Check out the **JANET JACKSON** with **HEAVY D** remix of *Alright* (A&M)! We played it once two weeks ago and got four full days of requests! We waited ten days before putting it in real rotation to be good boys, and now it's a BLOWOUT SMASH!"

CHUCK HOLLOWAY, PD at WKZL, Winston-Salem, NC sez, "**TEARS FOR FEARS** *Advice For The Young At Heart* (MERCURY) is very pretty! An adult tune with a quiet hook that will grow on you! **DON HENLEY** *The Heart Of The Matter* (GEFFEN) is a SMASH! Lastly, check out **BABYFACE** *Whip Appeal* (SOLAR/EPIC)! It'll do for **BABYFACE** what *Rock Witcha* did for Bobby Brown!"

HAWK HARRISON, MD at Y107, Nashville sez, "When I play **JANE CHILD** *Don't Wanna Fall In Love* (WARNER BROS.) on the radio I turn it up, rip the knob off and start dancing in the studio! Also, **LEILA K**. f/ **ROB N' RAZ** *Got To Get* (ARISTA) started at night and it is starting to break out into other dayparts! **STEVIE B.** *Love Me For Life* (LMR) is an Urban ballad reminiscent of The Deele and Keith Sweat! Strong female reaction! **MOTLEY CRUE** *Without You* (ELEKTRA) is an obvious SMASH! Very mass appeal with strong nighttime phones! And listen to **U-KREW** *If U Were Mine* (ENIGMA)! Kids love it and the video SMOKES!"

DON O'NEAL, MD at WCKZ-FM, Charlotte, NC sez, "**PAJAMA PARTY** *Hide And Seek* (ATLANTIC) is a SMASH! You don't need to seek hard to find this HIT! Along with Seduction, this group should make a HUGE impact on the Top40 world and this is just the song to do it for them! Also, **ADAM ANT** *Room At The Top* (MCA) is GREAT - the title says it all! There's only room at the top of the charts for ADAM!"

RICK STONE, MD at MIX105.1, Orlando, FL sez, "**WILSON PHILLIPS** *Hold On* (SBK) is definitely a SMASH! And check out **CALLOWAY** *I Wanna Be Rich* (SOLAR/EPIC) is a good mass appeal song with an uptempo hook! And **COLIN HAY** *Into My Life* (MCA) sounds like Men At Work are back!"

BILLY THE KIDD, MD at KJ103, Oklahoma City sez, "**JOYCE IRBY** *I'll Be There* (MOTOWN) is a SMASH! It has that winning formula! **AFRO-RIKAN** *This Is How It Should Be Done* (SKYYWALKER) is a club record that's already getting calls! Check it out! Lastly, news of a yet unsigned local band doing well - **STATUSFEAR** *Talk To Me*! It's a HIP, nouveau sound that is very strong! Kind of like an uptempo Depeche Mode *Strange Love*, yet mellow. Call me for a copy at (405) 840-5271."

TERRI WEBER, MD at KISS98.5, Houston sez, "Check out **J.T. AND THE FAMILY** *Moments In Soul* (ZYX)! It takes *Moments Of Love* as its music base and samples *Get A Life* and *Back To Life* - very, VERY nice! Also **TROOP** *Spread Your Wings* (ATLANTIC) is refreshing and melodic with definite crossover potential! Lastly, a listening MUST is **STARPOINT** *I Want You To Love Me* (ELEKTRA)! It's the strongest song from them that I've heard in a long time!"

LARRY D., Asst. MD at XL106.7, Orlando sez, "**JODY WATLEY** *Precious Love* (MCA) looks like another winner! Could be a HIT mass appeal! **TOMMY PAGE** *I'll Be Your Everything* (SIRE/WARNER BROS.) is getting INSTANT phones! **MONSTER** night record! This single is getting phones without much airplay! **DEPECHE MODE** *Personal Jesus* (SIRE/REPRISE) is still in the top three in sales and requests!"

MICHAEL NEWMAN, MD at ENERGY96.5, Houston sez, "Check out **THE CREATURES** *Fury Eyes* (GEFFEN)! It's incredibly slick and hooky! Siouxsie (of The Banshees) sounds GREAT on this one! Also, **JIMMY SUMMERVILLE** *Mighty Real* (POLYDOR) is an intense, high energy song with a HOT melody!"

JIMMY STEAL, Asst PD/MD at KEGL, Dallas sez, "**SIGNAL** *Does It Feel Like Love* (EMI) is just a solid Mainstream record, a lot like Foreigner. It's the definition of formula Pop/Rock, and it should go top ten! Also, **SINEAD O'CONNOR** *Nothing Compares 2 U* (CHRYSALIS) is an AWESOME record! Very emotional and supercharged - INTENSE! **THE SMITHEREENS** *A Girl Like You* (CAPITOL) is SMOKIN' in call-out, and *Blue Period* off **SMITHEREENS II** features Belinda Carlisle and sounds like another HIT!"

JIM ATKINSON, MD at KBQ, St. Louis sez, "**McAULEY SCHENKER GROUP** *Anytime* (CAPITOL) won for a week on our night battle and it could be a record! Also, we've already tested **WILSON PHILLIPS** *Hold On* (SBK) and we are very impressed with the sound! **THE BELOVED** *Hello* (ATLANTIC) is a very good record with a GREAT video! It actually brought tears to my eyes! And if ELEKTRA Records gets behind **FASTER PUSSYCAT** *House Of Pain*, we feel it can be a MAJOR hit!"

JEFF McHUGH, MD at WNOK, Columbia, SC sez, "**LINEAR** *Sending All My Love* (ATLANTIC) is a KILLER! It has strong possibilities! And **CALLOWAY** *I Wanna Be Rich* (SOLAR/EPIC) is a HIT!"

CHUCK MATHESON, MD at KZZU, Spokane, WA sez, "**TESLA** *The Way It Is* (GEFFEN) is a very powerful followup to *Love Song*! **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) is the BEST cut yet from this artist! And **SHOOTING STAR** *Hollywood* (ENIGMA) is cleaning up!"

BOB LEWIS, MD at KPNQ, Des Moines, IA sez, "**TEARS FOR FEARS** *Advice For The Young At Heart* (MERCURY) has HUGE upper demo appeal! Also, **STARSHIP** *I'll Be There* (RCA) is GREAT! Don't be confused by the title - it's not Bon Jovi *I'll Be There For You*, but it has the same potential for hitdom! **COLIN HAY** *Into My Life* (MCA) sounds like a Pop hit from this former member of Men At Work. **ANYTHING BOX** *Living In Oblivion* (EPIC) could be a major record, and I LOVE it! And don't miss **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA)!"

Taylor Dayne

"Love Will Lead You Back"



HITMAKERS MAINSTREAM/50: 15-9

HOT97 (13-11)
KISS-FM (15-13)
POWER106 (30-25)
B97 (15-16)
Q107 (17-12)
WIOQ (21-18)
Q95 (10-8)
100.3JAMZ (14-13)
WXKS-FM (13-10)
Q107 (18-12)
WAVA (19-14)
WPGC (17-15)

KNRJ (1-28)
KKBO (29-23)
KJBE (1-2-11)
HOT105 (D#34)
POWER95 (26-24)
Y100 (#14)
POWER99 (16-13)
STAR94 (17-13)
WBLL (13-7)
KPLZ (19-15)
KJBE (12-10)
B100 (#11)

Q106 (23-20)
KQWB-FM (22-15)
WLWL-FM (28-25)
POWER PIG (8-3)
Q105 (11-9)
KOY95 (16-13)
KS104 (Add)
KKRZ (12-10)
HOT102 (13-12)
WKTJ (20-17)
PRO-FM (20-17)
KWSS (20-14)

HITMAKERS URBAN/50: 9-6

KWOD (25-20)
WGH (14-13)
WNCI (10-9)
KSAQ (13-12)
KTFM (11-10)
KCPX (21-16)
KISN (13-7)
MAJIC102 (14-13)
KC101 (26-22)
WKSS (14-12)
WTIC-FM (21-18)
WCKZ-FM (10-8)

WZZG (17-12)
Z98 (13-11)
MIX105.1 (16-10)
XL106.7 (15-13)
WJLK-FM (7-5)
Y107 (13-11)
Z99 (9-8)
WGTZ (18-14)
WDJX (15-13)
WKSI (16-14)
WKZL (18-14)
and more



Lisa Stansfield

"All Around The World"

HITMAKERS MAINSTREAM/50: 29-24

HOT97 (27-23)
KISS-FM (21-17)
POWER106 (28-23)
KMEL (#9)
WIOQ (15-7)
WUSL (7-6)
WHYT (Add)
100.3JAMZ (26-18)
WXKS-FM (20-15)
WZOU (26-22)
Q107 (Add #26)

WAVA (29-26)
KNRJ (37-29)
KISS98.5 (18-15)
KKBO (D#27)
HOT105 (31-24)
POWER96 (21-15)
POWER99 (22-19)
WBLL (Add)
KPLZ (32-27)
Q106 (21-18)
WFLZ (15-10)

KKFR (17-15)
KOY95 (23-20)
KZZP (24-21)
KS104 (Add)
HOT102 (31-26)
KBEO (Add)
PRO-FM (28-22)
KWSS (21-13)
KGGI (Add)
WNCI (Add #21)
B97 (D#33)

HITMAKERS URBAN/50: 7-5

KTFM (21-18)
KISN (24-19)
WKSS (Add)
KC101 (D#27)
HOT102 (31-26)
WTIC-FM (23-15)
WCKZ-FM (16-13)
Z98 (28-24)
102JAMZ (14-6)
MIX105.1 (28-24)
XL106.7 (D#33)

WJLK-FM (32-26)
WURZ (Add)
98PXY (26-21)
Z99 (16-13)
WGTZ (Add #23)
WJMH (35-10)
WKSI (33-27)
and more

Leila

"Got To Get"

K

featuring
ROB N' RAZ

HITMAKERS URBAN/50: NEW50

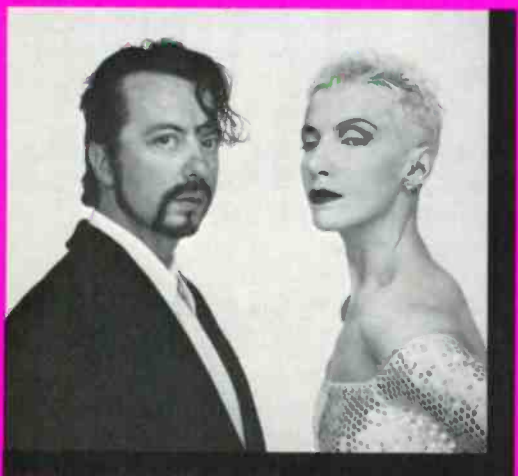
PWR106 (37-33)
WHYT (D#24)
WXKS (D#29)
KISS98.5 (Add)
KKBQ (28-22)
PWR96 (Add)
WFLZ (38-35)

KTFM (27-24)
Z98 (D#30)
98PXY (Add)
Y107 (D#34)
95XXX (Add)
98KISS (36-32)
HOT104 (D#28)
KBFM (Add)

HITMAKERS CRUSADE!

KBOS (34-27)
KKRD (Add)
KKSS-FM (Add)
KMOK (D#37)
KRQ (D#30)
KZEM (D#39)
KZOR (Add)
KZOZ (35-30)
POWER94.5 (Add)
SLY96 (D#37)

WAEB-FM (37-34)
WANS (Add)
WFXX (Add)
WHDO (Add)
WRCK (Add)
WVBS (Add)
WYCR (Add)
and more



Eurythmics

"(My My) Baby's Gonna Cry"

"This tune harkens to their earlier sound with more of a Rock edge!
Early response male and female upper demos!" - GARY FRANKLIN/KXXR
"Sounds GREAT on the radio! It has a classic Eurythmics feel!"

- LOU SIMON/HOT94.9

ARISTA

KBAU (Add)
KELY (D#38)
KFBD (D#33)
KFTZ (Add)

KJLS (D#37)
KJLS (D#37)
KMON (D#39)
KSKG (Add)

KSKG (Add)
KOND (D#40)
KTRS (Add)
KWXX (D#30)

KZMC (D#39)
OK95 (D#37)
WOKI (27-21)
WOVO (35-26)

WRTB (35-32)
WVKZ (Add)
WVHB (39-35)
and more

STEVE KNOLL, PD/MD at KPXR, Anchorage, AK sez, "**CALLOWAY** has a real toe-tapper with *I Wanna Be Rich* (SOLAR/EPIC)! **U-KREW** *If U Were Mine* (ENIGMA) is a damn good record, a tester which did VERY well! Also, if you want a real good night rocker, check out **KIX** *Cold Blood* (ATLANTIC)! A BIG surprise record for us is **THE BRAT PACK** *You're The Only Woman* (VENDETTA/A&M)!"

JON ANDERSON, PD at KQIZ, Amarillo, TX sez, "**MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) is another top ten SMASH! It's just what we needed - an uptempo male record to fill the void! Also, **SEDUCTION** *Heartbeat* (VENDETTA/A&M) is a GREAT remake of the Tanna Gardner classic, which I personally remember mixing in the old Disco days! **COLIN HAY** *Into My Life* (MCA) is a S-M-A-S-H! Men At Work always researches well in the oldies category, and this one has a nice new hook! Check out **NATALIE COLE** *Wild Women Do* (EMI)! This is another GREAT jammer - get on it! Also, **MOTLEY CRUE** *Without You* (ELEKTRA) is a GREAT power ballad that will be a MONSTER hit for the boys! And **JOYCE IRBY** *I'll Be There* (MOTOWN) is *I Miss You* all over again! Give it a listen!"

CHUCK FINLEY, PD/MD at WYYS, Columbia, SC sez, "**THE SUBDUDES** *Need Somebody* (ATLANTIC) is a GREAT record, although it may not be Mainstream. **LISA STANSFIELD** *All Around The World* (ARISTA) is a SMASH! You couldn't ask for a better sound on the air! BIG female calls on this one! Try **JANE CHILD** *Don't Wanna Fall In Love* (WARNER BROS.)! It's good to hear something besides a ballad! Also, we're getting a bunch of female calls on **THE SMITHEREENS** *A Girl Like You* (CAPITOL)! Good song!"

GARY DUNES, MD at 93Q, Syracuse, NY sez, "**MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) has a real good shot at this station! I really like this track! **MOTLEY CRUE** has a HIT with *Without You* (ELEKTRA)! GREAT power ballad! And check out **SEDUCTION** *Heartbeat* (VENDETTA/A&M)!"

GLASGOW HICKS, MD at WVBS, Wilmington, NC sez, "**MOTLEY CRUE** *Without You* (ELEKTRA) is smoking on the Rate At 8! The CRUE is RED HOT - incinerating anything we put against it! **THE BRAT PACK** *You're The Only Woman* (VENDETTA/A&M) is one to WATCH! It has a GREAT hook and a funky feel, which make it a GREAT song! And **FINE YOUNG CANNIBALS** *I'm Not Satisfied* (I.R.S./MCA) is another to watch if you haven't heard it - give it a SPIN!"

JOHN IVEY, Asst. Operations Manager at WZOK, Rockford, IL sez, "**PETER WOLF** *99 Worlds* (MCA) is a GREAT uptempo happy song! **AEROSMITH** *What It Takes* (Geffen) is an obvious top ten record! And give a listen to the **JESUS & MARY CHAIN** *Head On* (SIRE/WARNER BROS.)! This may be the single to break the band!"

SCOTT BOHANNON, MD at WAPI, Birmingham, AL sez, "**TOM PETTY** is sounding better than ever! *Face In The Crowd* (MCA) is a FRESH Rock & Roll ballad! And **MIDNIGHT OIL** *Blue Sky Mine* (COLUMBIA) has a GREAT mass appeal '90s sound! It's good songwriting too!"

KIMO WILLIAMS, MD at KIKI, Honolulu, HI sez, "**JANE CHILD** is a funky white girl who is aggressive and different! *Don't Wanna Fall In Love* (WARNER BROS.) appeals to all demos! **BABYFACE** *Whip Appeal* (SOLAR/EPIC) is another BIG record! **A'ME LORAIN** *Whole Wide World* (RCA) is a fun song and people seem to like it! **RUBY TURNER** *It's Gonna Be Alright* (JIVE/RCA) has a Jazzie B./Soul II Soul feel with strong vocals! And **TAYLOR DAYNE** *Love Will Lead You Back* (ARISTA) appeals to ALL demos 12+!"

TRISH MERELO, MD at WPST, Trenton, NJ sez, "Once there was Bauhaus. Half became Love & Rockets, the other half became **PETER MURPHY**. *Cuts You Up* (RCA) could be the one to cross! Also, **BRITNY FOX** *Dream On* (COLUMBIA) is a FRESH sound from our South Jersey Boys! And the new **U-KREW** *If U Were Mine* (ENIGMA) is very hooky! If you did well with Bobby Brown, you'll do well with this!"

CHRIS RUH, PD at KZOZ, San Luis Obispo, CA sez, "The logical followup to a Love And Rockets *So Alive* is *Room At The Top* by **ADAM ANT** (MCA)! It's perfect for any and all formats with a really balanced sound! **YOUNG MC** *I Come Off* (DELICIOUS VINYL/ISLAND) is HOT! This guy is blazing and this should be a natural SMASH! **PETER MURPHY** *Cuts You Up* (RCA) is GREAT! The buzz factor on this song can not be compared! Lastly, **ELECTRONIC** *Getting Away With It* (WARNER BROS.) is a SMASH! We've been playing it for a long time and it's simply beautiful mass appeal!"

RANDY ROSS, MD at WGTZ, Dayton, OH sez, "**MICHAEL BOLTON** really has something with his new release *How Can We Be Lovers* (COLUMBIA)! This one really stands on its own! Also, **TOM PETTY** *Face In The Crowd* (MCA) is good! It might take some time to build, but it's STRONG!"

TIM JANSEN, MD at KLYV, Dubuque, IA sez, "**PETER WOLF** *99 Worlds* (MCA) has that old J. Geils Band feeling! Radio really seems to need this right now! It fills the void between Rock and Dance!"

DEANO, MD at SLY96, San Luis Obispo, CA sez, "**ANYTHING BOX** *Living In Oblivion* (EPIC) is a HOT record! Give it three or four listens and you won't be able to sit still! Also, **LOU GRAMM** *True Blue Love* (ATLANTIC) is a straight-ahead Pop record! This one feels SO good! Looks like strong adult reaction! Separate yourself from the crowd with **TOM PETTY** *Face In The Crowd* (MCA)! This is an emotional, stand-out record! **MOTLEY CRUE** *Without You* (ELEKTRA) is a GREAT nighttime power ballad! This one will build their Top40 audience! And by the way, don't forget to play **LEILA K. f/ ROB N' RAZ** *Got To Get* (ARISTA)!"

E. CURTIS JOHNSON, PD/MD at KRZR, Fresno, CA sez, "Check out **GUN** *Better Days* (A&M)! It's a summertime, top down, cruising record!"

MIKE TINNES, MD at WKLQ, Grand Rapids, MI sez, "**TESLA** *The Way It Is* (Geffen) did really well on our Rumble, winning four nights in a row! Potential HIT here!"

BRANDIN SHAW MD at KZZB, Beaumont, TX sez, "**CALLOWAY** *I Wanna Be Rich* (SOLAR/EPIC) always makes our top five requests! HEAVY female adult response! It's nice to see **THE B-52's** (REPRISE) *Roam*-ing the crossover charts into the Top40s! Also, check out the 12-inch remix of **ERASURE** *People In Love* (SIRE/REPRISE)!!"

SCOTT ST. JOHN, PD/MD at WPRR, Altoona, PA sez, "**SEDUCTION** *Heartbeat* (VENDETTA/A&M) has that early '80s feel that goes back to smooth Urban sound! **JANE CHILD** *Don't Wanna Fall In Love* (WARNER BROS.) has good potential! **KIX** *Cold Blood* (ATLANTIC) is good Western Pennsylvania-type Rock & Roll!"

KRISS HART, Asst. PD/MD at KQMQ, Honolulu, HI sez, "Mark my words...**MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) will be a #1 HIT! Also, **JOYCE IRBY** *I'll Be There* (MOTOWN) has LOTS of curiosity calls! **CALLOWAY** *I Wanna Be Rich* (SOLAR/EPIC) is definitely a top ten! And **U-KREW** *If U Were Mine* (ENIGMA) has #1 sales from all the Tower stores in Honolulu!"

KEVIN MICHAELS, MD at KTXV, Jefferson City, MO sez, "**BRITNY FOX** *Dream On* (COLUMBIA) may finally be the song Top40 will grab! It's more accessible than some of their previous releases! **TESLA** *The Way It Is* (Geffen) is a good mid-tempo followup to *Love Song*. And **FASTER PUSSYCAT** *House Of Pain* (ELEKTRA) is starting to get LOTS of requests!"

GREG WILLIAMS, MD at KKRD, Wichita, KS sez, "**MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) is the strongest track on the LP! **SEDUCTION** *Heartbeat* (VENDETTA/A&M) continues with a strong dance sound! **BRITNY FOX** *Dream On* (COLUMBIA) is a real surprise! These HOT rockers have mellowed a bit. It's a GREAT song! **YOUNG MC** *I Come Off* (DELICIOUS VINYL/ISLAND) is H-O-T! If you played *Bust A Move*, this one will be busting all over again - HOT Rap!"

PAUL PIRO, MD at KNAN, Monroe, LA sez, "**SADAO WATANABE w/ PATTI AUSTIN** *Any Other Fool* (ELEKTRA) is getting good phones, especially from females! **BABYFACE** *Whip Appeal* (SOLAR/EPIC) will be his HOTTEST one yet! Women just eat up anything this man does! **TOM PETTY** *Face In The Crowd* (MCA) is a GREAT followup! And **LEILA K. f/ ROB N' RAZ** *Got To Get* (ARISTA) appeals to teens, but I think it'll work its way to upper demos! A good Dance/Rap song!"

TOM SCOTT, MD at X106, Birmingham, AL sez, "Check out **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA)! **MICHAEL** picks up the tempo in this one - look for strong action!"

TRACY AUSTIN, MD at KBTS, Austin, TX sez, "**JOHN TESH** *You Break It* (CYPRESS) is a KILLER ballad! Female vocals - nice sound! Also, check out **DEPECHE MODE** *Personal Jesus* (SIRE/REPRISE)! You can't keep this song down, and it's now a re-aod! The BIGGEST song here at night!"

GREAT WHITE

From the 2.5 Million Selling Album

TWICE SHY

The Next SMASH Single

"House Of Broken Love"



Top 10 AOR - Airplay Request

MTV - Medium

Now Headlining the "Blue & Boogie Tour"

Management:
Stravinski Brothers, Los Angeles



GREG GEARY, MD at KZOU, Little Rock, AR sez, "**JOHN TESH** *You Break It* (CYPRESS) is a GREAT midday record! A good night rocker is **ACE FREHLEY** *Do Ya* (MEGAFORCE/ATLANTIC)! It's definitely a very respectable remake! The LP cut **KEVIN PAIGE** *Love Of The World* (CHRYSALIS) sounds radio-ready! **MICHAEL DAMIAN** *Heartbreak Monday* (CYPRESS/A&M) sounds like a MAJOR MONSTER with superb chart potential! Also, **MISA** *Shake The House* (MOTOWN) is a decent house mix - I love the scratch effects! And, their time has come...**BRITNY FOX** *Dream On* (COLUMBIA) is acceptable night Rock! They have a hip image!"

RICK ACKER, MD at Y97, Santa Barbara, CA sez, "**DON HENLEY** *The Heart Of The Matter* (Geffen) is a GREAT adult, mass appeal song! **NATALIE COLE** *Wild Women Do* (EMI) has a strong beat! It's a real catchy single!"

RICK ELLIOTT, MD at WDBR, Springfield, IL sez, "**TOMMY PAGE** *I'll Be Your Everything* (SIRE/WARNER BROS.) is without a doubt a SMASH! The **ROLLING STONES** *Almost Hear You Sigh* (COLUMBIA) is a ballad which doesn't fit into the Rock ballad category. And **MIDNIGHT OIL** *Blue Sky Mine* (COLUMBIA) is gonna be a BIG one!"

DAVE NICHOLAS, MD at WKDD, Akron, OH sez, "**GREAT WHITE** *House Of Broken Love* (CAPITOL) is a GREAT song! Instant phones!"

DUSTY HAYES, PD at KBFM, McAllen-Brownsville, TX sez, "**WILSON PHILLIPS** *Hold On* (SBK) sounds like Country without being Country. It's FRESH and adult. Also, if you're looking for something to cut through all the Milli Vanilli's and Expose's, try **KAOMA** *Lambada* (EPIC)! It'll give you rhythm, but not the same old Dance stuff - EXCITING!"

PAT McGOWAN, PD/MD at WQID, Biloxi, MS sez, "**COLIN HAY** *Into My Life* (MCA) is easily recognizable because of his past in Men At Work. It's adult oriented, and provides a good tie-in with the past!"

STEVE DAVIS, PD/MD at KSKG, Salina, KS sez, "**ERIC CLAPTON** *Bad Love* (REPRISE) is a fantastic song that should work all day! **COLIN HAY** *Into My Life* (MCA) should be getting BIG numbers this week! Finally, **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) is reminiscent of Journey. This record should work well for everybody!"

JOHN ANTHONY, PD at Q101, Meridian, MS sez, "Check out **DON HENLEY** *The Heart Of The Matter* (Geffen)! With **DON**, it's hard to go wrong! **LOU GRAMM** *True Blue Love* (ATLANTIC) is Foreigner with a twist! GREAT song! Also, **ALANNAH MYLES** *Black Velvet* (ATLANTIC) is seeing HEAVY action! Meridian boy Jimmy Rodgers is in the first verse of the song!"

JOE FRIDAY, MD at WGRD, Grand Rapids, MI sez, "**BOBBY JIMMY & THE CRITTERS** *Somebody Farted* (PRIORITY) is a good novelty song! Very cute! **KYZE Stomp** (WARNER BROS.) is a very exciting song and should do well!"

SEAN MICHAELS, MD at KTRS, Casper, WY sez, "**MOTLEY CRUE** *Without You* (ELEKTRA) is an automatic that's definitely worth a shot! Also, **NATALIE COLE** *Wild Women Do* (EMI) is a GREAT uptempo song! It's about time **NATALIE** did a Dance record! And **DONNY OSMOND** *I'll Be Good To You* (CAPITOL) is drawing real good phone action - GREAT song!"

ANGEL GONZALES, MD at KEZB, El Paso, TX sez, "**BABYFACE** *Whip Appeal* (SOLAR/EPIC) tested very well! HEAVY adult female reaction! **SEDUCTION** *Heartbeat* (VENDETTA/A&M) will be a top ten SMASH! **QUINCY JONES** *Tomorrow* (WARNER BROS.) has a classic Michael Jackson sound! It'll be the next GREAT song from **QUINCY**!"

CRAIG ROBERTS, PD/MD at KCHX, Odessa, TX sez, "**CALLOWAY** *Wanna Be Rich* (SOLAR/EPIC) is an absolute SMASH! It was getting heavy phone action before it was even added! And **KAOMA** *Lambada* (EPIC) is a BIG response record! We just added **MIDNIGHT OIL** *Blue Sky Mine* (COLUMBIA) this week, and what a GREAT song it is!"

TREVOR CAREY, MD at KKMKG, Colorado Springs sez, "**HUBERT KaH** *It's Me Kathy* (CURB) is a very unique song! It has a Euro-Urban flavor - give it a listen! **CORD** *Where Are You Tonight* (CUTTING) has been out a while, but it deserves a second listen! I love the piano in the beginning! Lastly, on a sneak peek from EPIC Records, **LOUIE LOUIE** *Lap Of Luxury* is a definite MOVER!!!"

STEVE RYAN, MD at KF95, Boise, ID sez, "**THE BELOVED** *Hello* (ATLANTIC) is a Post Modern and powerful Top40 song that will spice up the nighttime listeners! **XYZ** *What Keeps Me Loving You* (ENIGMA) is very mass appeal! It has that Journey feel. **ERIC AND THE GOOD GOOD FEELING** *Good Good Feeling* (SBK) knocks me over every time! It'll be a HOT Dance record! **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) is a KILLER record with a HOT sound!"

CLAIR ORTEGA, Asst. MD at KRRG, Laredo, TX sez, "**JANE CHILD** *Don't Wanna Fall In Love* (WARNER BROS.) is burning up the phone lines! It's HOT and she's in control! **TOMMY PAGE** *I'll Be Your Everything* (SIRE/WARNER BROS.) is gonna be as big as the first one! He's bringin' in more requests than the New Kids! **BIZ MARKIE** *Just A Friend* (COLD CHILLIN'/WARNER BROS.) is just TOO COOL!"

PHIL DAVIS, MD at WKSM, Ft. Walton Beach, FL sez, "Check out **SEDUCTION** *Give My Love To You* (VENDETTA/A&M)! It's a GREAT ballad that's very appealing to women! **WILSON PHILLIPS** *Hold On* (SBK) seems like a sure-shot to me! And **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) is a HOT release! Looks like a top ten to me!"

CHUCK McGEE, MD at WOMP-FM, Wheeling, WV sez, "**BRITNY FOX** *Dream On* (COLUMBIA) is more of a Mainstream Rock record! We can't get enough of this HIT! **LUTHER VANDROSS** *Here And Now* (EPIC) is a good adult balance record! And **A'ME LORAIN** *Whole Wide World* (RCA) is an all-around GREAT balance record with a GREAT beat!"

DUANE BARNHART, PD/MD at KBOZ, Bozeman, MT sez, "**MOTLEY CRUE** *Without You* (ELEKTRA) will be their BIGGEST song ever! Also, **ACE FREHLEY** *Do Ya* (MEGAFORCE/ATLANTIC) is a remake that's getting phones from upper demos who remember the original and younger demos who like the new! **NEW KIDS ON THE BLOCK** *My Favorite Girl* (COLUMBIA) is doing well!"

JAY SCOTT, MD at WSKZ, Chattanooga, TN sez, "The **EURHYTHMICS** are doing a lot of damage with *(My My) Baby's Gonna Cry* (ARISTA)! BIG HIT potential! And **BOBBY Z** *Lie By Lie* (VIRGIN) has also been getting a lot of good response!"

JEFF GARRISON, PD at KIXY, San Angelo, TX sez, "**MOTLEY CRUE** *Without You* (ELEKTRA) is their first real mass appeal song! The **CRUE** have arrived! Also, **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) could be another HUGE record for **MICHAEL**! Very emotional vocals, and not a ballad! And **TOMMY PAGE** *I'll Be Your Everything* (SIRE/WARNER BROS.) has some adult appeal as well! This will be his BIGGEST HIT!"

GUY BELLO, PD at KWXX, Hilo, HA sez, "**DOUG LAZY** *Let The Rhythm Pump* (ATLANTIC) is getting overwhelming calls at night! This one generates excitement that cannot be paralleled! With a sound reminiscent of Soul II Soul. **THE CHIMES** *1-2-3* (COLUMBIA) has a clean, FRESH universal Dance groove! And **JANE CHILD** *Don't Wanna Fall In Love* (WARNER BROS.) is everything a HIT record should be! She's a real WILD CHILD, but don't let the chains scare you!"

J.J. RILEY, MD at 95XXX, Burlington, VT sez, "**ANIMAL LOGIC** *As Soon As The Sun Goes Down* (I.R.S.) has a GREAT hook! Check it out - it could be a REAL record! And **MIDNIGHT OIL** *Blue Sky Mine* (COLUMBIA) picks up where *Beds Are Burning* left off! Check out the rest of the LP - GREAT stuff!"

JOHN MICHAELS, PD at KZIO, Duluth, MN sez, "Duluth is moving to the beat of a different drummer - **BOBBY Z** *Lie By Lie* (VIRGIN)! This JUMPS out of the radio and sounds GREAT!"

SUNNY VALENTINE, MD at KFRX, Lincoln, NE sez, "Check out **WILSON PHILLIPS** *Hold On* (SBK) - it's FRESH!!!"

SCOTT LIEF, MD at WERZ, Exeter, NH sez, "Watch out for **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA)! It's a GREAT adult, upbeat record! Also, **MIDNIGHT OIL** *Blue Sky Mine* (COLUMBIA) sounds GREAT on the air! And check out the new **TEARS FOR FEARS** *Advice For The Young At Heart* (MERCURY)! A HIP adult record!"

JIM CERONE, MD at WBWB, Bloomington, IN sez, "Check out **GIANT** *See You In My Dreams* (A&M)! A GREAT power ballad with a very strong hook! Also, **THE BELOVED** *Hello* (ATLANTIC) has appeal along the lines of The B-52's! Definitely a fun record!"

Michael Penn "No Myth"

HITMAKERS MAINSTREAM/50: 22-19
HITMAKERS ROCK & ROLL/50: 16-14

Q101 (15-14)
 Z95 (Add #30)
 X100 (24-21)
 KEGL (17-15)
 Y95 (29-26)
 WXKS-FM (26-20)
 Q107 (30-24)
 POWER99 (20-15)
 STAR94 (10-8)
 WBLI (27-24)

KPLZ (18-15)
 KUJBE (16-14)
 KBQ (15-11)
 B100 (#12)
 WLOL (24-21)
 B94 (Add)
 KXYQ (16-15)
 WKTI (14-13)
 KBEQ (D#28)
 KXXR (16-14)

PRO-FM (16-13)
 WGH (9-8)
 WNCI (Add #20)
 KSAQ (#6)
 WZPL (21-15)
 HOT94.9 (12-11)
 KISN (11-8)
 MAJIC102 (D#28)
 KC101 (29-25)
 WTIC-FM (27-22)

Z98 (D#32)
 MIX105.1 (18-15)
 98PXY (16-14)
 Z99 (26-20)
 WDJX (22-18)
 WKSI (15-13)
 CKOI (21-15)
 FM100 (20-16)
 and more



A'me Lorain "Whole Wide World"

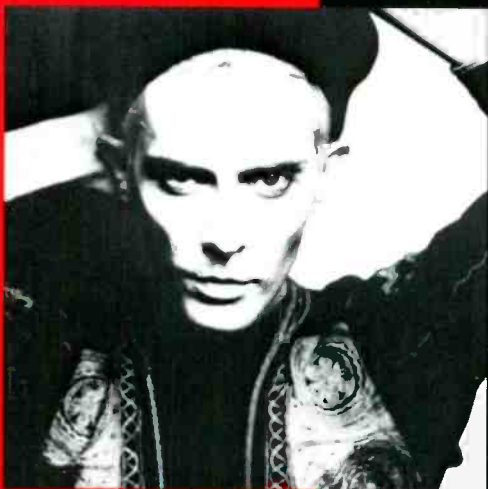
HITMAKERS MAINSTREAM/50: 30-28 **HITMAKERS URBAN/50: 10-7**
A HITMAKERS CRUSADE!

WPLJ (24-20)
 POWER106 (21-18)
 B96 (15-12)
 KMEL (#8)
 X100 (D#30)
 WIOQ (#9)
 WXKS-FM (11-8)
 KKBQ (Add)

WZOU (24-21)
 KNRJ (15-14)
 POWER99 (23-20)
 Q106 (13-12)
 WFLZ (17-15)
 Q105 (D#27)
 KZZP (14-11)
 KS104 (D#18)

HOT102 (27-24)
 HOT97.7 (#7)
 KWSS (23-20)
 KITY (#10)
 KTFM (20-16)
 HOT94.9 (9-8)
 KC101 (Add)
 WTIC-FM (7-6)

WZZG (D#33)
 98PXY (29-26)
 Y107 (17-15)
 Z99 (4-3)
 WKSI (Add)
 and more



Peter Murphy "Cuts You Up"

BEGGARS BANQUET

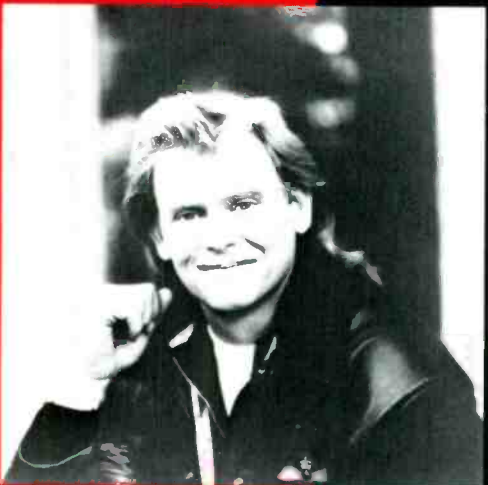
A HITMAKERS CRUSADE!

PIRATE (Add)
 WXKS-FM (Add)
 KKBQ (30-24)
 KSAQ (30-27)
 HOT94.9 (Add)

K106 (D#40)
 KNIN (Add)
 KPXI (D#38)
 KRZR (Add)
 KRZR (Add)
 KZBB (Add)

A HITMAKERS HITBOUND!

KZMC (Add)
 OK95 (D#40)
 WDEK (Add)
 WPST (Add)
 WYYS (Add)
 and more



John Farnham "You're The Voice"

A HITMAKERS HITBOUND!

WLOL (12-8)
 92X (D#25)
 KISN (30-27)
 WNVZ (On)
 KSAQ (On)

KDWZ (29-21)
 KELY (33-28)
 KEZH (23-17)
 KF95 (D#37)
 KFBD (35-28)
 KJJG (17-11)
 KNIN (36-33)

KTMT (37-34)
 KWNZ (20-16)
 KZIO (31-27)
 KZZU (27-21)
 WAIT-FM (33-28)
 WBEC-FM (D#40)
 WBNQ (33-30)

WIXX (6-3)
 WKDD (Add)
 WTBX (22-18)
 WWCK (D#39)
 WWHB (40-37)
 and more

Ruby Turner "It's Gonna Be Alright"

A HITMAKERS HITBOUND!

HOT105 (13-10)
 FM102 (D#28)
 KMEL (On)
 98KISS-FM (22-15)
 HOT104 (26-23)

HOT194 (D#28)
 KDON (Add)
 KZFM (Add)
 and more



JIM REITZ, PD at WRCK, Utica, NY sez, "**BABYFACE** *Whip Appeal* (SOLAR/EPIC) is a strong followup - even stronger than *Tender Lover!* Also, **SEDUCTION** *Heartbeat* (VENDETTA/A&M) is as HOT as their last, and REAL STRONG! And **MOTLEY CRUE** *Without You* (ELEKTRA) is a good Rock-sounding, mass appeal record!"

JIM HARRISON, MD at G105, Raleigh, NC sez, "**VONDA SHEPARD** *Don't Cry Ilene* (REPRISE) is testing well in the daytime! **VONDA** has a sweet voice. Also, **GRAYSON HUGH with BETTY WRIGHT** *How 'Bout Us* (RCA) should be REAL BIG! **PETER WOLF** *99 Worlds* (MCA) is a GREAT uptempo song without being Dance! And we've been doing nighttime tests on **THE SMITHEREENS** *A Girl Like You* (CAPITOL), and it's doing very well. This song gets me PUMPED!

EFREN SIFUENTES, MD at KDON, Monterey-Salinas, CA sez, "The saxophone mix of **INNER CITY** *Whatcha Gonna Do With My Lovin'* (VIRGIN) is a choice GROOVE! It sounds great on the air - check it out! On the late-night side, check out **TASHAN** *Tears Of Joy* (TABU/CBS) - very seducing! **JODY WATLEY** scores another SMASH with *Precious Love* (MCA)! Very tasty, with an acoustic touch! Also, **MICHAEL JEFFRIES** *We Loved* (WARNER BROS.) is a solid album track! **MICHAEL's** vocal ability shines here, with just the right Urban flavor! And be on the lookout for **D'MOB featuring CATHY DENNIS** *That's The Way Of The World* (POLYDOR)! This is a GREAT cut that'll carry on where their last single left off! Get funky y'all!!!"

FREDDY COLEMAN, MD at WTHT, Portland, ME sez, "**MOTLEY CRUE** *Without You* (ELEKTRA) is a nighttime SMASH! **YOUNG MC** *I Come Off* (DELICIOUS VINYL/ISLAND) is better than *Principal's Office* and just as good as *Bust A Move!* **LEILA K. f/ ROB N' RAZ** *Got To Get* (ARISTA) is a good song! If you're not on this one already, you should be! And **MIDNIGHT OIL** *Blue Sky Mine* (COLUMBIA) is a GREAT record with a message, and the beat gets the listener's attention! It's a good record to play for adult males!"

RANDY IEZZI, MD at Z97, Billings, MT sez, "**U-KREW** *If U Were Mine* (ENIGMA) is gonna be an evening SMASH! Everyone loves it! I got unbelievable phones! It's a fine break-out-the-wiggle-monster song! C'mon ENIGMA, let's bring this one home!"

J.J. GERARD, MD at KQCR, Cedar Rapids, IA sez, "**MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) sounds like something Journey would have done! It's going to be a HIT! **MICHAEL DAMIAN's** *Straight From My Heart* power mix (CYPRESS/A&M) is showing extremely strong on our battle at night! And **SEDUCTION** *Heartbeat* (VENDETTA/A&M) is just a HIT! Play it!"

STANTON JAY, MD at Z102, Savannah, GA sez, "**TOM PETTY** *Face In A Crowd* (MCA) is gonna be a HIT! We gave **CALLOWAY** *I Wanna Be Rich* (SOLAR/EPIC) a chance, and it's really proving itself! We're getting a good buzz on **A'ME LORAIN** *Whole Wide World* (RCA)! **MOTLEY CRUE** *Without You* (ELEKTRA) will be a top ten HIT! The **ROLLING STONES** *Almost Hear You Sigh* (COLUMBIA) is a possible mid-chart! I'd like to close with a BUZZ in your ear - where does the hook in **ADAM ANT** *Room At The Top* (MCA) come from?"

LARRY "JAMMER" DAVIS, MD at WPXR, Davenport, IA sez, "**MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) is an absolutely fantastic song! It sounds like a #1 hit to me! If **TESLA** *Love Song* (Geffen) worked for you, then you should definitely be able to play *The Way It Is!* It's got the good mid-tempo sound that's really happening! **ANYTHING BOX** *Living In Oblivion* (EPIC) has been getting a tremendous response on the night phones! Also, **McAULEY SCHENKER GROUP** *Anytime* (CAPITOL) has been top six on the request lines!"

CLAYTON ALLEN, MD at KHFI, Austin, TX sez, "**JANE CHILD** *Don't Wanna Fall In Love* (WARNER BROS.) is GREAT - phones are explosive! Also, **CALLOWAY** *I Wanna Be Rich* (SOLAR/EPIC) is a good, strong Urban crossover tune! Check it out! Lastly, **TEA FOR TWO** is an unsigned band and *Don't Let My Love* is a record that will sneak up on you! Lots of curiosity calls for this one!"

JEFF DONAVAN, MD at Q104, Gadsden, AL sez, "Check out **ACE FREHLEY** *Do Ya* (MEGAFORCE/ATLANTIC)! It's HOT for us! Top five at night and the sales are HUGE! **TESLA** *The Way It Is* (Geffen) will be a SMASH! The last single was a sleeper, but now with their exposure, this should be a major HIT! Lastly, **PETER WOLF** *99 Worlds* (MCA) is GREAT! We're been playing it for a few weeks and the calls are consistent!"

CHUCK LUCK, PD/MD at KZII, Lubbock, TX sez, "**BABYFACE** *Whip Appeal* (SOLAR/EPIC) is his BEST single yet! **JANE CHILD** *Don't Wanna Fall In Love* (WARNER BROS.) will be a #1 song! **LISA STANSFIELD** *All Around The World* (ARISTA) has great upper demo female phones! Finally, **THE BELOVED** *Hello* (ATLANTIC) should be a good nighttime HIT! Check it out!"

JEFF DAVIS, MD at WCIR, Beckley, WV sez, "**SMOKEY ROBINSON** *Everything You Touch* (MOTOWN) is a GREAT record that grabs the upper demos! **SMOKEY** is the way you want to go! And check out **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA)! **MICHAEL** is an artist that's done well in the past and this record shouldn't be any different!"

ELI MOLANO, MD at KPRR, El Paso, TX sez, "**ANYTHING BOX** *Living In Oblivion* (EPIC) is a good record that has a Euro Dance sound! I like the second cut of **NATALIE COLE** *Wild Women Do* (EMI) - it has some Rap bits in it! And **FASCINATION** *Remember* (CUTTING) is a MUST! It has the sound of Linear!"

MARY O'CONNOR, MD at WIBW, Topeka, KS sez, "**TOMMY PAGE** *I'll Be Your Everything* (SIRE/WARNER BROS.) is an absolute SMASH! A listening MUST! Another must is **ALANNAH MYLES** *Black Velvet* (ATLANTIC)! T-O-O hot!"

TED MINIER, MD at WHTO, Williamsport, PA sez, "**TESLA** *The Way It Is* (Geffen) is a good followup! Reminds me of early **TESLA**! GREAT sound! **MICHAEL BOLTON** has a sound that just continues to work with his latest single *How Can We Be Lovers* (COLUMBIA)! And **PETER WOLF** *99 Worlds* (MCA) sounds like old, raw Rolling Stones - excellent track!"

LESLIE FRAM, PD at WABB, Mobile, AL sez, "After a few night plays, **AEROSMITH** *What It Takes* (Geffen) got HOT phones! Strong possibilities here! **TESLA** *The Way It Is* (Geffen) won our battle of the new songs! BIG smash!!! A song that had immediate phones with one play was **H-FACTOR** *I Love You* (I.R.S.)! Another HIT in this area is **STEVIE B** *Love Me For Life* (LMR)! And lastly, **KISS** *Forever* (MERCURY) is doing very well!"

JAY MURPHY, Asst. PD/MD at KQHT, Grand Forks, ND sez, "**ACE FREHLEY** *Do Ya* (MEGAFORCE/ATLANTIC) has good possibilities and is doing well in our night test! **MICHAEL BOLTON** *How Can We Be Lovers* (COLUMBIA) is getting BIG female demo response. If you're playing conservative ball, then play this one! **LOU GRAMM** *True Blue Love* (ATLANTIC) is much stronger than his last release! BIG smash! Try **JESUS & MARY CHAIN** *Head On* (WARNER BROS.)! This cut is raw and beautiful! Rock & Roll in its purest form!"

TREY ALEXANDER, Asst. MD at WRQN, Toledo, OH sez, "**LEILA K. f/ ROB N' RAZ** *Got To Get* (ARISTA) is a KILLER at night! Phones are burnin' up! A real attention-getter is **2 LIVE CREW** *Funkshop* (SKYYWALKER)! This Tone Loc-ish record is doing incredibly well at night! **JANE CHILD** *Don't Wanna Fall In Love* (WARNER BROS.) is a SMASH! Potential top ten with GREAT female response! If you can get past the prejudice of the name, the new **KISS** single *Forever* (MERCURY) is a top ten record! BIGGEST mass appeal record since *Beth!*"

JOHN DAWSON, MD at WJAD, Albany, GA sez, "Make it rich with **CALLOWAY** *I Wanna Be Rich* (SOLAR/EPIC)! After the first time around, you can start singing along! **SEDUCTION** *Heartbeat* (VENDETTA/A&M) really makes my nads swell! One song I never get tired of is **THE CHIMES** *1-2-3* (COLUMBIA)! Also, check out **KAOMA** *Lambada* (EPIC)! It's a Latin version of *Dirty Dancing*, but HOTTER!!!"

JEFF HAYES, Asst. PD/MD at WANS, Greenville, SC sez, "**TOMMY PAGE** has a MONSTER of a HIT with *I'll Be Your Everything* (SIRE/WARNER BROS.)! It's a biggie!!! The **ROLLING STONES** *Almost Hear You Sigh* (COLUMBIA) should do well here! Look for **LEILA K. f/ ROB N' RAZ** *Got To Get* (ARISTA) to be a very BIG HIT! Although the name might hurt them in the beginning, **THE BRAT PACK** has a BIG hit with *You're The Only Woman* (VENDETTA/A&M)! Another power hit is **SEDUCTION** *Heartbeat* (VENDETTA/A&M)!"

LOLITA VELEZ, MD at KSND, Eugene, OR sez, "**BOBBY Z** *Lie By Lie* (VIRGIN) has GREAT diversity and is so different from what I expected! An amazing new artist with a definite future! **ALANNAH MYLES** *Black Velvet* (ATLANTIC) is #1 on the request lines! Immediate response from adults, and now the kids have caught on! Major mass appeal! And **COLIN HAY** *Into My Life* (MCA) is very plausible and should work well for any Mainstream station!"

GET **HOT** WITH ATLANTIC

LOU GRAMM

"TRUE BLUE LOVE"



A HITMAKERS TOP ADDED THIS WEEK!!
HITMAKERS ROCK & ROLL/50: 41-29

KBQ (25-19)	KXYQ (30-27)	KISN (Add)	98PXY (Add)
KEZY (Add)	KXXR (37-32)	KISN (D#34)	WGTZ (Add)
WPHR (34-30)	92X (22-17)	WTIC-FM (D#38)	WLR5 (Add)
Y108 (Add)	KSAQ (37-34)	WZZG (Add)	WKSI (D#34)
KKRZ (Add)	KCPX (35-28)	XL106.7 (Add)	And Many More!

LINEAR

"SENDING ALL MY LOVE"



HITMAKERS CRUSADE THIS WEEK! **A HITMAKERS HITBOUND!!**
HITMAKERS MAINSTREAM/50: 50-43
HITMAKERS URBAN/50: 21-19

PWR106 (7-6)	KRBE (Add)	KZZP (20-14)	FM102 (Add #30)	WTIC-FM (Add)
B96 (Add)	Q106 (#10)	KS104 (D#15)	KTFM (12-9)	WCKZ-FM (Add)
WZOU (Add)	KKFR (#2)	Y108 (Add)	HOT94.9 (Add)	KJ103 (29-26)
KNRJ (34-25)	KOY95 (13-9)	KKRZ (Add)	WKSS (D#29)	And More.

THE BELOVED

"HELLO"



HITMAKERS CRUSADE THIS WEEK!
A HITMAKERS HITBOUND!!

KNRJ (Add)	HOT94.9 (Add)	KBOS (Add #38)	KTUX (Add)	Y104 (D#38)
KRBE (Add)	WZZG (Add)	KFTZ (Add)	WNYF (Add)	ZFUN106 (Add)
KXXR (Add)	93QID (Add)	KNIN (Add #39)	WYYS (Add)	And More.
KITY (Add)	K106 (Add)	KRRG (Add)	WZYP (Add)	

PAJAMA PARTY

"HIDE AND SEEK"



Just shipped and seeking airplay 2/27

NOW BREAKING AT:

HOT97 (32-29)	HOT194 (D#26)
POWER96 (D#40)	KZFM (Add)



On Atlantic Records, Cassettes and Compact Discs



A'ME LORAIN

Whole Wide World
(RCA)

Moving 30-28 on Mainstream/50 and 10-7 on the Urban/50 A'ME LORAIN's impact on the Top40 world is re-emphasized by moves at these key major market stations this week: POWER106, B96, KMEL, X100, WIOQ, WXKS-FM, WZOU, KNRJ, POWER99, Q106, POWER PIG, Q105, KZZP, KS104, HOT102, HOT97.7, KITY and many more.

A'ME LORAIN conveys a sound that is applicable to all Top40 crossover formats. Poppy and dance-edged, *Whole Wide World* takes a winning formula, gives it a quirky twist in the way of vocals and lyrics, and ends up with a smash! The research speaks for itself, check this out now.

THE BELOVED

Hello
(ATLANTIC)

The buzz is strong on this band who has already made a huge impact on the alternative scene. Hot dance mixes makes this a veritable crossover record in the vein of a Love & Rockets' *So Alive*. *Hello* is a mid-tempo, infectious single that catches your ear on the first listen. Its unique harmonies and piercing message definitely makes this stand out on the air as an innovative and exciting record.

Early adds at KNRJ and KRBE in Houston, KXXR in Kansas City, KITY in San Antonio, HOT94.9 in Salt Lake City and WZZG in Charlotte, indicate that these smart programmers are already hip to this pioneering new act.

QUINCY JONES

Secret Garden
(WARNER BROS.)

The potpourri of superstars who contribute to this fascinating ballad should be a clear indication that *Secret Garden* is headed for the top. Al B. Sure!, El DeBarge, Barry White and James Ingram lend their talents to this superb cut from the all-star LP *BACK ON THE BLOCK* and the result is clearly enthralling.

QUINCY JONES, who engineered the foundations of the LP has already proven to be a gold mine as an artist/producer extraordinaire. *Secret Garden* is guaranteed to whisk your listeners off their feet and keep them hooked throughout the entire song. 26-23 on Urban/50 this week, this record just keeps getting better.

WILSON PHILLIPS

Hold On
(SBK)

Carnie and Wendy Wilson are the daughters of Beach Boy Brian Wilson. Chynna Phillips is the daughter of the Mamas and the Papas' John and Michelle Phillips. The potential star quality becomes a reality when one listens to *Hold On*, their debut single from their self titled debut album. Their seamless blending of harmonies coupled with their craftful writing and producing abilities is highlighted in this intriguing single that emulates flavors of Fleetwood Mac and The Bangles. SBK's fabulous media blitz is sure to make WILSON PHILLIPS a household name in the near future and the best way to make this Californian dream come true is by letting your audience decide.

LINEAR

Sending Aⁿ My Love
(ATLANTIC)

Programmers everywhere have been screaming about LINEAR even before they were signed to ATLANTIC Records. Just this past week HOT97.7 in San Jose awarded the band with a plaque for having the most requested single for 1989 in the whole of the South Bay. Now it's time for the rest of the Top40 world to experience this very hot record, and we have to hand it to them, radio catches on fast. Hot adds this week include B96 in Chicago, WZOU in Philadelphia, KRBE in Houston, Y108 in Denver, KKRZ in Portland, FM102 in Sacramento, HOT94.9 in Salt Lake City and many more. If you're not hip to this record, catch up now!

BABYFACE

Whip Appeal
(SOLAR/EPIC)

They are hailing him as the next best thing since Bobby Brown and, of course, the comparisons are valid. BABYFACE, who has already excelled in the arena of Top40 production, is now making an extremely strong impact on radio - this time as an artist. Early adds at B96, WIOQ, KZZP and WKZL this week along with hot moves at KMEL, WUSL, WPGC, KKFR, KOY95, Y108 and KJ103 indicate that radio is anxious to play a BABYFACE record. The requests are sky-high and the sales are following suit, if you target upper demo females, this song is right up your alley. *Whip Appeal* is a tantalizing and seductive ballad that is a sure fire winner.

more CRUSADES on page 23

CHARISMA (from page 3)

A&R for both VIRGIN Records and Virgin Music.

"I'm excited to have Jeff and Danny heading up CHARISMA's A&R department," said Quartararo. "Their strong knowledge of music and true prowess in their field make them the perfect team."

Goodwin told **HITMAKERS** that while CHARISMA has siphoned away some of VIRGIN Records' most capable adjutants, VIRGIN co-Managing Directors **Jordon Harris** and **Jeff Ayeroff** were totally supportive of the splinter label.

"It was with their blessing that CHARISMA absorbed myself, **Shona Scott** (who was recently appointed CHARISMA's Director of Finance and Administration after working two and a half years in a similar capacity for VIRGIN) and **Audrey Strahl**," said Goodwin.

Goodwin went on to say that CHARISMA is "within two field promotion positions" of being ready to make an impact in the marketplace.

MICHAEL JACKSON (from page 3)

worldwide, still the best-selling album in the history of recorded music. Prior to that, *OFF THE WALL* sold 10.6 million units worldwide over the decade. Most recently, *BAD* has propelled Jackson into the '90s with sales in excess of 22 million.

In addition to the albums that the vocalist/choreographer has sold, he has also enjoyed great success in the single, 12-inch and special edition arena, having sold a colossal 26.7 million units. In further support of the man's remarkable achievements he has also made a major impact in the area of video sales, with the three largest selling videos in history to his credit: *Moonwalker*, *Making Michael Jackson's Thriller* and *Michael Jackson: The Legend Continues*. *Moonwalker* was nominated for a Grammy award this year in the Best Music Video - Long Form category, with the *Leave Me Alone* video nominated in the Short Form category.

RUSS REGAN (from page 5)

slated for a late March or early April release is *Born to Rock*, the long awaited comeback album from **Alvin and the Chipmunks**. QUALITY also plans to release several recordings of new tracks by classic MOTOWN artists.

Regan said that the label will not initially employ the services of an in-house A&R staff, but instead will utilize the skilled ears of a handful of Regan's old-line colleagues.

"I have some friends in the business who have great ears and can sniff out hits from a mile away," Regan said. As for how the independently distributed label will cope against the muscle of the majors, Regan intimated the equalizer would be "great material and complete commitment."

"We're going to be a hungry and nimble label that will make things happen - I can promise you that," Regan said.

TONY GRAY TALKS ABOUT THE PLAIN-RAP URBAN COUNTDOWN.

"...It's the finest programming tool to hit Urban Radio in years!

A national quality countdown that features *your* talent, *your* formatics and *your* playlist!

The Plain-Rap Urban Countdown will establish your station as *the* Urban music authority in your market... no question about it."

— Tony Gray,
Gray Communications, Inc.

The Premiere Plain-Rap Urban Countdown is a programming tool your competitors can't duplicate. Your sales staff will find it an excellent local sales vehicle. It's the countdown for the forward thinking 90's programmer... The Plain-Rap Urban Countdown.



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THE SMITHEREENS

A Girl Like You
(CAPITOL)

The buzz is hot and heavy on this once cult-status act that is drawing huge crowds at big venues with ease! Sales, concerts and requests all point to one fact - *A Girl Like You* is radio-ready, the question is, is Top40? Now that the wall of resistance has been broken down thanks to the promotion genius of John Fagot, all signals are 'go' on this rocker!

If you need fresh talent that oozes with maturity and depth, THE SMITHEREENS are guaranteed to keep all elements of your audience happy.

Jumping 43-40 on Mainstream/50 this week with hot adds at EAGLE106, XL106.7, K104, KKRD, WIQQ, WOKI, WAFX, Z97 and more.

PETER WOLF

99 Worlds
(MCA)

MCA's publicity blitz on this already established artist paid off in a big way this week with over 40 Top40 adds, making *99 Worlds* one of the most added records this week. PETER WOLF, best known for his stint with The J. Geils Band in the early '80s, is already making a strong statement as a solo artist with adds this week at KEGL, KXXR, 95XIL, FM104, KDWZ, KRZR, OK95, Q104 and many more.

This mass appeal single retains a rock edge that keeps WOLF's sound fresh and electric! An infectious hook guarantees upper demo listeners while a meaningful melody will skyrocket this tune into your nighttime countdowns as well!

CALLOWAY

I Wanna Be Rich
(SOLAR/EPIC)

One of the most added records this week with 35 Top40 adds, CALLOWAY is certain to get rich with this hot record! *I Wanna Be Rich* has all the ingredients of a hit record - a positive attitude with a Reggae twist makes this an unusual listen. The lyrics are totally relatable to all demos, and the male vocalizing fills an obvious void in Top40 radio today.

Major market adds this week reflect that programmers and music directors consider this a serious record. Added at WIOQ, KPLZ, B104, B94, KISN, WKSE, WCKZ-FM, MIX105.1, KJ103 and more with strong moves in most of the major markets. *I Wanna Be Rich* jumped 42-36 on Mainstream/50 and 20-18 on Urban/50 this week.

TESLA

The Way It Is
(Geffen)

One of the most added this week with 37 Top40 adds, *The Way It Is* is shaping up to be a followup smash for this new talent. After phenomenal success with Love Song in '89, TESLA is ready to hit hard with this catchy followup and radio is responding favorably. Adds this week include 92X, WZZG, WGTZ, 99.9KHI, FM104, KDWZ, KPXI, KRZR, Q104, WAEB-FM, WFLY, WHHY, WNYP, WRCK, WZYP, Y97, ZFUN106 and many more. If TESLA has performed for you in the past, the smart programmer will realize the worth of playing a band that is already familiar with the key target demo: upper demo females. Geffen always delivers a rock act and this is no exception.

REGINA BELLE

Make It Like It Was
(COLUMBIA)

As she continues to climb the Urban/50 22-20 this week, COLUMBIA is convinced that REGINA BELLE has the goods for a Top40 crossover smash, and the research this week supports this. When such majors as B96, WXKS-FM, POWER PIG, Q105, KKFR, KOY95, KC101 and WKSS all go out on a record in the same week, you know it's got to be real. If station adds aren't convincing enough, throw it on in a midday test and the reaction from those upper demos will certainly sway your opinion in the record's favor. Already working well at WIOQ, 100.3JAMZ, WPGC, KISS98.5, HOT105, WTIC-FM, WCKZ-FM, Z99 and many more.

DEPECHE MODE

Personal Jesus
(SIRE/REPRISE)

They are one of the most internationally renowned techno-pop combos in the country if not the world today, and *Personal Jesus* is the anthem that will finally establish their power in the States. The tune has integrated a socially powerful lyrical theme with a throbbing and intense melody. The combination has proven a force at radio with convincing moves at PIRATE RADIO, WIOQ, KEGL, WXKS, WAVA, PWR99, KUBE, Q106, B104, KZZP, KXXR, KROY and many more. *Personal Jesus* jumped 31-29 on Mainstream/50 this week and 6-5 on Rock & Roll/50. This is a hip image record that Rich Fitzgerald has made a solid commitment to.

more CRUSADES on page 27

JAM SESSION (from page 5)

animated crowd rushing the stage in excitement.

Not to be outdone, the triumvirate of Springsteen, Henley and the ubiquitous Sting took turns behind the mike for a scorching version of Wilson Pickett's *Midnight Hour*. It was one highlight after another, with the luminaries good naturedly attempting to outdo one another.

The audience were not only electrified but were openly and proudly sweating heaping buckets. Amongst them were even more stars of not only the entertainment industry, but the sports community as well. The impressive list of observers included **Wilt Chamberlain**, **Sam Kinison**, **Julian Lennon** and The Boss's main squeeze, **Patti Scialfa**. Even California Angel hurler **Jim Abbott** took in the spectacle.

The crowd took in the rarified air and became drunk with the unique and kinetic vibrations permeating the thick, smoky atmosphere. It was a night to remember.

KEVIN PAIGE (from page 8)

that I've gone beyond the point of having to play track dates. It really places a lot of limitations on your music."

Kevin has a valid point. One of the most endearing features of his live show is the group's ability to inspire and impel one another both musically and visually. Were that delicate balance diffused by the inflexibility of pre-recorded tapes, the distinctive magic would be lost. Still, Paige feels that the endless cross-country jaunts and 'damn track dates' have played an important role in introducing his music to the prime movers in the country. The results speak for themselves.

"I have complete confidence in both the people I work with at CHRYSALIS and my manager - who also happens to be my brother," he says. "It's not enough to believe in yourself; you have to believe in the people you work with as well." **HM**

THE U-KREW (from page 8)

label, eventually convincing management to sign the guys. The Top40/Urban charts tell the rest of the story, and with conviction.

"We're happy about the success of the record, even though everybody we know in Portland is sick to death of both *If U Were Mine* and (rumored follow up) *Ugly*," says the ebullient Hakim. "Those songs were hits up north months ago, and we think we've written a lot better songs since then."

While The U-Krew may be growing weary of the cuts, the American public are eating them up - and that is the bottom line to ENIGMA promotion chief **Sam Kaiser** and the rest of the label's hierarchy. With his omnipresent laugh, Hakim concludes that maybe it's not so bad to have to listen to the older songs a little longer.

"Actually, for a band from a little town like Portland," he declares, "we're not doing half bad." **HM**

HITMAKERS

WISHES TO CONGRATULATE
THE WINNERS OF

T H E

Thirty-Second Annual
Grammy[®]
A w a r d s

1. Record Of The Year...
"Wind Beneath My Wings" - Bette Midler (ATLANTIC)
2. Album Of The Year...
"Nick Of Time" - Bonnie Raitt (CAPITOL)
3. Song Of The Year...
"Wind Beneath My Wings" - Henley/Silbar (ATLANTIC)
4. Best New Artist...
Milli Vanilli (ARISTA)
5. Best Pop Vocal Performance, Female...
"Nick Of Time" - Bonnie Raitt (CAPITOL)
6. Best Pop Vocal Performance, Male...
"How Am I Supposed To..." - Michael Bolton (COL)
7. Best Pop Performance, Duo/Group w/Vocal...
"Don't Know Much" - L. Ronstadt & A. Neville (ELEK)
8. Best Pop Instrumental Performance...
"Healing Chant" - Neville Brothers (A&M)
9. Best Rock Vocal Performance, Female...
"Nick Of Time" - Bonnie Raitt (CAPITOL)



**Presented By The
NATIONAL ACADEMY OF
RECORDING ARTS &
SCIENCES, INC.**

Wednesday, February 21, 1990

A Pierre Cossette Production

**The Top 20 General Category Winners,
Listed Here Courtesy of HITMAKERS**

10. Best Rock Vocal Performance, Male...
"The End Of The Innocence" - Don Henley (Geffen)
11. Best Rock Performance, Duo/Group w/Vocal...
"Traveling Wilburys Vol. I" - Traveling Wilburys (WB)
12. Producer Of The Year...
Peter Asher
13. Best Hard Rock Performance...
"Cult Of Personality" - Living Colour (Epic)
14. Best Metal Performance...
"One" - Metallica (Elektra)
15. Best R&B Vocal Performance, Female...
"Giving You The Best..." - Anita Baker (Elektra)
16. Best R&B Vocal Performance, Male...
"Every Little Step" - Bobby Brown (MCA)
17. Best R&B Performance, Duo/Group w/Vocal...
"Back To Life" - Soul II Soul (Virgin)
18. Best R&B Instrumental Performance...
"African Dance" - Soul II Soul (Virgin)
19. Best Rhythm & Blues Song...
"If You Don't Know Me..." - Gamble/Huff (Elektra)
20. Best Rap Performance...
"Bust A Move" - Young MC (Delicious/Island)

**HEAVY
PHONES!**



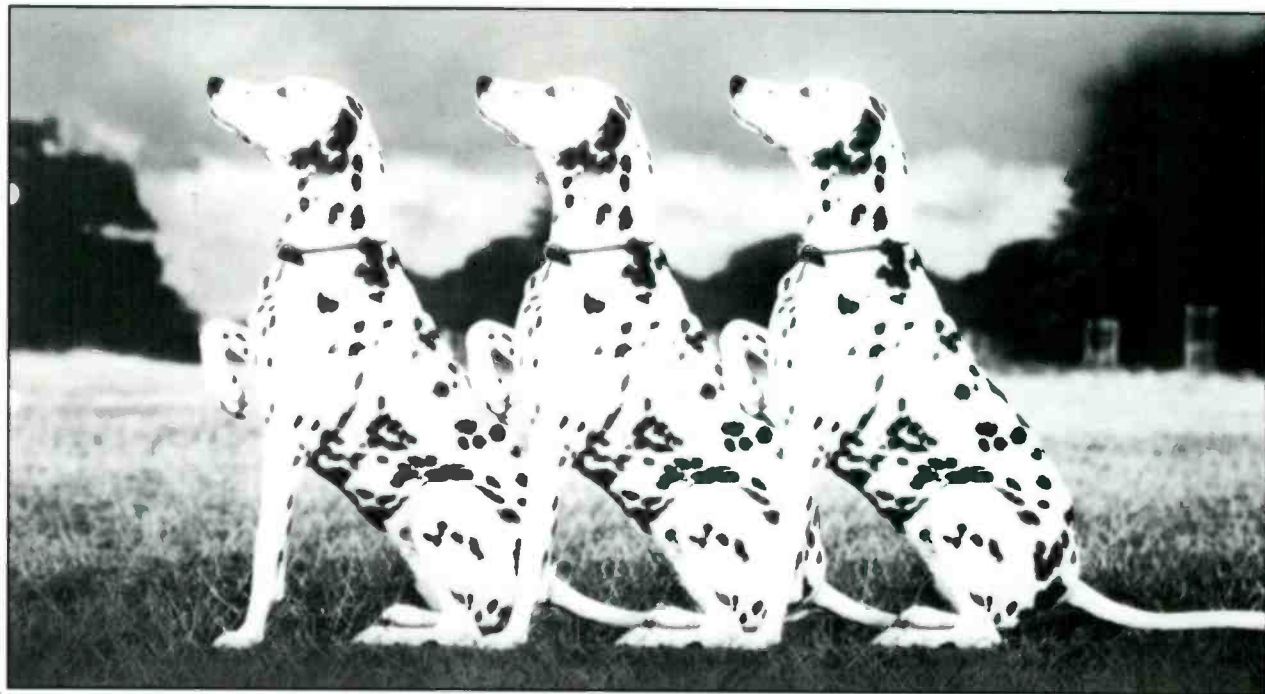
**HOT
100!**



**ON
YOUR
DESK
NOW!**



ANIMAL LOGIC

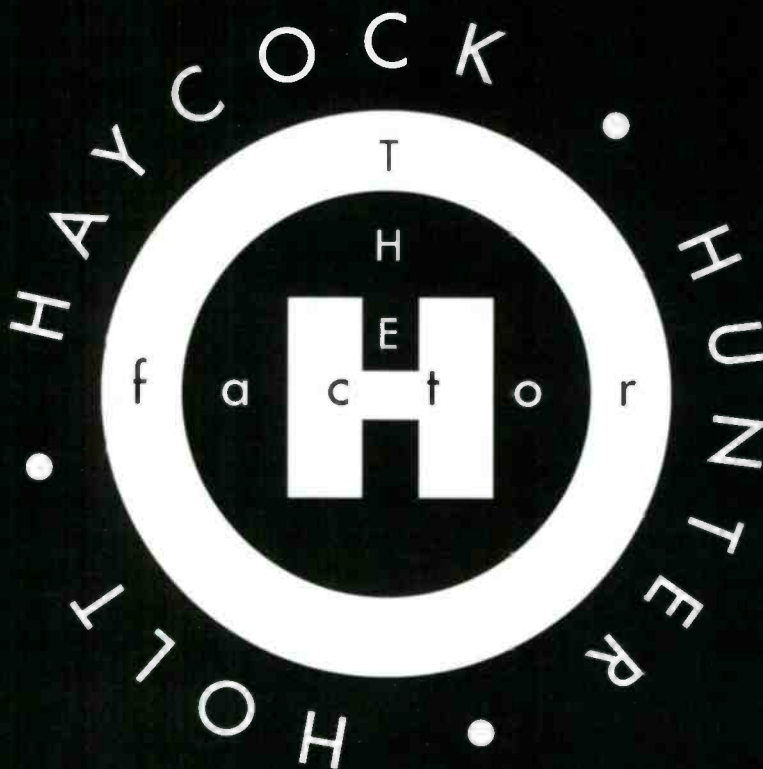


The new mass-appeal single

"AS SOON AS THE SUN GOES DOWN"

IRSC-73010

Going for adds February 26!



THE SMASH SINGLE
"I LOVE YOU"

IRSC-73008

From the I.R.S. LP/CS/CD **H FACTOR**

IRS 82021

**3 WEEKS AT #1 KJ103!!!
WCIL (22-17) #3 REQUESTS!**

OK95 (25-17)

G98 (Add)

KFTZ (Add)

KHOK (D#30)

KZOU (29-22)

and more



JOYCE IRBY

I'll Be There
(MOTOWN)

Another radio Crusade becomes a reality, and Top40 is supporting this phenomenal ballad all the way home. More major adds this week keeps the buzz consistent and healthy on a record that is already top ten at KMEL, FM102 and many more.

If you're not on this record, there are no excuses. One listen will make this a personal favorite, a second listen will prompt you to throw it on the air, and your audience will take care of the rest.

Continuing to climb the Urban/50 27-24 this week with adds at Y107, KJ103 and Z99 and strong moves at WIOQ, POWER PIG, HOT97.7, B97, KTFM and more.

PETER MURPHY

Cuts You Up
(RCA)

Number one alternative and crossing now, *Cuts You Up* has what it takes to keep your playlist crisp and fresh and on the edge with new and breaking music. Not that you're taking a chance on this artist; PETER MURPHY is quite a veteran in the music world, and while he doesn't compromise his artistic principles in this latest endeavor, it looks like Top40 is finally waking up to his mainstream potential.

Major adds this week at PIRATE RADIO, WXKS-FM and HOT94.9, along with record stores testifying to blowout sales and concert venues selling out his shows daily, it's obvious MURPHY's time to shine at Top40 has come.

INNER CITY

Whatcha Gonna Do With My Lovin'
(VIRGIN)

1989 saw INNER CITY hit the club scene with such force and vigor that their records continue to be in popular demand to this day. Now 1990 sees INNER CITY going for the gold with a tune that can't miss! *Whatcha Gonna Do With My Lovin'* catches the listener from the first bar and holds on tight with a paralyzing, infectious hook that is familiar to upper demos yet refreshing to younger audiences. The secret to INNER CITY's success has been innovation, and this classic remake indeed deserves a category of its own. Adds this week include B96, WIOQ, WUSL, WHYT, KRBE, POWER99, POWER PIG, FM102 and more. New at #34 on Urban/50 this week.

ANYTHING BOX

Living In Oblivion
(EPIC)

The adds this week reflect ANYTHING BOX's appeal as very mass appeal! KIIS-FM, POWER106, Z99, WDJX and many more key stations decided to give this British band a shot and they won't be disappointed.

ANYTHING BOX allows the Top40 programmer to project a hip image without offending any demo. How - because while the melody might skew a younger audience, the witty lyrics are relatable to one and all.

A Euro-flavored sound that hints of traces of New Order and Erasure, ANYTHING BOX is an uptempo jammer with an unexpected atmosphere twist - a mellow philosophy on life.

TEARS FOR FEARS

Advice For The Young At Heart
(MERCURY)

The boys are back, this time with a new female member and the result as usual is up to par of TEARS FOR FEARS exceptional level of musical excellence. By no means a new act, although their recent U.S. commercial recognition makes them seem new, TEARS FOR FEARS has been selling tremendously since their mid-'80s release of *SONGS FROM THE BIG CHAIR*.

SOWING THE SEEDS OF LOVE continues to highlight this British trio's unique vocalizing and synthesizer quirks in a more selective and tighter format. Adds this week include WXKS-FM, KKRZ, HOT94.9, KISN, WJLK-FM and many more.

ENUFF Z'NUFF

Fly High Michelle
(ATCO)

Continuing to light up the phones across the states is this versatile raver by Chicago-based ENUFF Z'NUFF. Their success is due to the potent melody and workman-like fabric of the song, combined with the group's image which is a curious juxtaposition of late '60s psychedelia and rock. Different, but it works, and works well Top40. Already proving itself at PIRATE RADIO, KBQ, WLLOL, KXXR, WGH, Y107, WLRS and many more, *Fly High Michelle* is the trump card of many programmers around the country. If you're looking for that rock sound to round out your playlist, don't deprive yourself of the choice of this powerful single.

more CRUSADES on page 29

RUSS TITELMAN

(from page 11)

talented. We put him in the studio just to see what he could do, and he played drums, the guitar, the bass, and sang - he was really fantastic. We walked away saying, Just let him go into the studio. The guy's great!

HOW WAS PRODUCING PRINCE?

The first record was a co-production with an engineer/producer, because Prince had never been in the studio by himself professionally before. The company just wanted to have somebody in there to help him. They made a good record, but from the next record on, Prince did it himself.

YOU'VE PRODUCED MUSIC FOR QUITE A FEW FILMS: "RAGTIME", "NIGHTSHIFT", "FAST TIMES

AT RIDGEMONT HIGH." WHAT WAS THAT LIKE?

Nightshift and *Fast Times* were really like making a single for a movie. *Ragtime* was different - that was an actual score. The stuff was already written, and Lenny and I gave our opinion to Randy Newman. It wasn't a difficult task - it was like going in with an orchestra and making sure the performances are good.

ON CLAPTON'S JOURNEYMAN ALBUM, THERE WERE SOME REAL HEAVYWEIGHTS: ROBERT CRAY, DARYL HALL, PHIL COLLINS, AND MORE. WHO DECIDED TO INVOLVE THEM?

We threw around a bunch of ideas. Eric wanted to work with Robert Cray, and that was like a marriage made in heaven. Daryl Hall's presence on the record came about because both Eric and I thought he was such a great singer and would be good on that track. Chaka Khan also sings on the record, and her

presence adds some life that's a little different. It was like being a good casting director. I think in every case, when Eric and the artist got together, they created a real spark.

WHAT PROJECTS DO YOU HAVE IN THE WINGS?

My next project may be an Eric Clapton blues album. We're going to do it like an old one - rehearse a little bit, and just go in and cut it live.

WHAT DO YOU HOPE TO DO IN THE FUTURE?

An opera. I love opera, and I'd love to produce one someday.

NO KIDDING?

No kidding!

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. ONLY RECORDS WITH 99 ACTIVE REPORTS OR LESS ARE LISTED BELOW FOR YOUR REFERENCE.

NATIONAL BREAKOUTS

- 147 • MICHAEL BOLTON "How Can We..." (COLUMBIA)
- 112 • DON HENLEY "Heart Of The Matter" (Geffen)
- 90 • CHER "Heart Of Stone" (Geffen)
- 85 • A'ME LORAIN "Whole Wide World" (RCA)
- 85 • THE BRAT PACK "You're The..." (VENETTA/A&M)
- 85 • ROLLING STONES "Almost Hear You..." (COLUMBIA)
- 81 • CALLOWAY "I Wanna Be Rich" (SOLAR/EPIC)
- 73 • THE SMITHEREENS "A Girl Like You" (CAPITOL)
- 66 • MIDNIGHT OIL "Blue Sky Mine" (COLUMBIA)
- 60 • SEDUCTION "Heartbeat" (A&M)
- 57 • DEPECHE MODE "Personal Jesus" (SIRE/REPRISE)
- 55 • STEVIE B "Love Me For Life" (LMR)
- 53 • TOM PETTY "Face In A Crowd" (MCA)

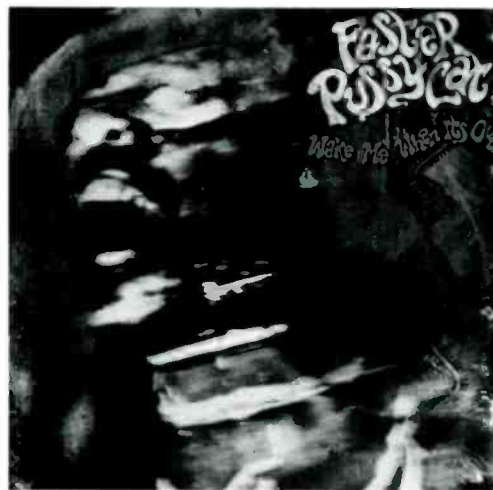
- 47 • U-KREW "If U Were Mine" (ENIGMA)
- 45 • ENUFF Z'NUFF "Fly High Michelle" (ATCO)
- 43 • NATALIE COLE "Wild Women Do" (EMI)
- 42 • PETER WOLF "99 Worlds" (MCA)
- 40 • REGINA BELLE "Make It Like It Was" (COLUMBIA)
- 39 • LEILA K. "Got To Get" (ARISTA)
- 39 • LINEAR "Sending All My Love" (ATLANTIC)
- 38 • TESLA "The Way It Is" (Geffen)
- 32 • McAULEY SCHENKER GROUP "Anytime" (CAPITOL)
- 31 • KEVIN PAIGE "Anything I Want" (CHRYSALIS)
- 31 • SKYY "Real Love" (ATLANTIC)
- 24 • ANYTHING BOX "Living In Oblivion" (EPIC)
- 24 • JOYCE IRBY "I'll Be There" (MOTOWN)
- 23 • BABYFACE "Whip Appeal" (SOLAR/EPIC)
- 23 • ERIC CLAPTON "Bad Love" (REPRISE)
- 23 • JOHN FARNHAM "You're The Voice" (RCA)
- 23 • SMOKEY ROBINSON "Everything You Touch" (MOTOWN)
- 22 • INNER CITY "Whatcha Gonna Do With My Lovin'" (VIRGIN)
- 22 • MANTRONIX f/WONDRESS "Got To Have Your Love" (CAPITOL)
- 21 • BRITNY FOX "Dream On" (COLUMBIA)
- 20 • FASTER PUSSYCAT "House Of Pain" (ELEKTRA)
- 20 • TEARS FOR FEARS "Advice For The Young At Heart" (MERCURY)
- 19 • BOBBY Z "Lie By Lie" (VIRGIN)
- 19 • EURYTHMICS "(My, My) Baby's Gonna Cry" (ARISTA)
- 18 • THE BELOVED "Hello" (ATLANTIC)
- 17 • FINE YOUNG CANNIBALS "I'm Not Satisfied" (I.R.S./MCA)
- 16 • BONNIE RAITT "Have A Heart" (CAPITOL)
- 16 • PETER MURPHY "Cuts You Up" (RCA)
- 15 • BEACH BOYS "Somewhere Near Japan" (CAPITOL)
- 15 • KIX "Cold Blood" (ATLANTIC)
- 15 • QUINCY JONES "The Secret Garden" (WB)
- 15 • XYMOX "Imagination" (WING/POLYGRAM)
- 14 • HEAVY D & THE BOYZ "Gyrlz They Love Me" (MCA)
- 14 • SALT 'N PEPA "Expression" (NEXT PLATEAU)
- 12 • AFTER 7 "Ready Or Not" (VIRGIN)
- 12 • ALICE COOPER "House Of Fire" (EPIC)
- 12 • KAOMA "Lambada" (EPIC)
- 12 • MELISSA ETHERIDGE "The Angels" (ISLAND)
- 10 • RUBY TURNER "It's Gonna Be Alright" (JIVE/RCA)
- 10 • YVONNE "There's A Party Going On" (CUTTING)
- 9 • INDIA "Right From The Start" (REPRISE)
- 8 • ACE FREHLEY "Do Ya" (MEGAFORCE/ATLANTIC)
- 8 • OAKTOWN'S 3, 5, 7 "Juicy Gotcha Crazy" (CAPITOL)
- 8 • TIMMY TEE "Time After Time" (JAMCITY)
- 8 • YOUNG MC "I Come Off" (DELICIOUS VINYL/ISLAND)
- 7 • ELECTRONIC "Getting Away With It" (WARNER BROS.)
- 7 • PAUL CARRACK "Battlefield" (CHRYSALIS)
- 7 • SADAO WATANABE "Any Other Fool" (ELEKTRA)

FASTER PUSSYCAT (ELEKTRA)

Mark 1990 as the year of the 'CAT as this rocking quintet hit hard and leave no survivors with their explosive ballad

House Of Pain.

An acoustic guitar base and guest Jimmy Z's plaintive harmonica sets the scene for a band whose sights are set on the stars!



✓ **FASTER PUSSYCAT** was created during the throngs of the hard-rock fervor which gripped Los Angeles in the mid-'80s. Lead singer Taimé Downe, a Seattle refugee, was running lights for various club acts when he met up with guitarist Brent Muscat. Add in Mark Michals, who had drummed his way from Las Vegas to L.A., guitarist Greg Steele, who hailed from San Francisco, and lone L.A. native Eric Stacy, and the line-up is complete.

✓ The quintet hit it off immediately. Debut LP FASTER PUSSYCAT, released in July of '87, saw the band take to the road in a triple bill with Y&T and Ace Frehley. A U.K. and European tour with Guns N' Roses followed, and then the 'CAT headed back to the U.S. for stateside tours with Alice Cooper and David Lee Roth. With all this experience tucked under their belts, they headed into the studio to prepare for a followup album.

✓ WAKE ME WHEN IT'S OVER was produced by John Jansen (Britny Fox, Lou Reed), and even that was no easy chore. It took the band over a year to find the right producer but Jansen was definitely worth the wait. Better and stronger than ever, and matured by experience, the 'CAT overcomes the cliché metal band image and progresses to a new and more sophisticated level of music. Recorded at several Los Angeles studios, the LP showcases 11 sparkling tracks (12 on the cassette and CD) and well over 60 minutes of music. From first single Poison Ivy, which hooks listeners with an appealing slide guitar lick, to the more rock-edged melodies and tender ballads, WAKE ME WHEN IT'S OVER is worthy of the praise. Current single House Of Pain is a surprisingly touching ballad which builds to a powerful climax from a simple acoustic guitar base. While the music was written over the course of a couple of hours by Greg Steele, the tune actually took about a year to complete in the studio! The time lapse can be easily understood when one realizes the time and heartfelt thought that went into the lyrics on the part of Taimé Downe, who reflects that the song is about his father. House Of Pain is just too good to pass up - one listen tells it all!

RADIO SEZ:

STEVE KELLY - PD, XL106.7 - ORLANDO

"This tune is very HOT!!

Immensely popular on the phones! "

CHRIS RUH - PD, KZOZ - SAN LUIS OBISPO, CA

"A SMASH!! For the GREAT balance record this is a logical choice - one of those songs that reasserts

Rock as part of Top40!"

BRITNY FOX

Dream On
(COLUMBIA)

Making a move away from their past heavy rock stance, BRITNY FOX hits hard with this power ballad that can't lose. Breaking out of medium and smaller markets this week with over 15 adds, the buzz behind this record is impossible to ignore.

92X and WLRS lead the crusade on this rocker while 99.9KHI, FM104, KATM, KFTZ, KKHT, KNIN, KTUX, WOMP-FM, WVKZ and Y104 all jumped out of the box on this record that they truly believe in. If you haven't heard this highly emotional and enchanting tune. It is highly recommended that you get a copy today.

LEILA K

Got To Get
(ARISTA)

This extremely talented female artist juxtaposes her vocal prowess against the outstanding production skills of Rob N' Raz and the result is phenomenal. Entertaining listeners with a catchy blend of rap and dance, *Got To Get* targets all demos male and female. If you're hesitant about this record, put it on a nighttime battle and let your listeners do the deciding.

ARISTA has complete confidence in this budding starlet who has already taken this single to the top of the charts all over Europe and the U.K. New at 50 on **HITMAKERS** Urban/50 this week.

U-KREW

If U Were Mine
(ENIGMA)

Y108 in Denver joins the pack on *If U Were Mine*, and according to the already tabulated research, they should have no problem skyrocketing this tune to the top of their chart. U-KREW is surely but steadily making headways into every major market in the States and for a good reason. *If U Were Mine* offers a unique blend of rap, rock and dance interwoven to present a strong musical statement like no other in the Top40 arena today. 41-38 on Mainstream/50 and 17-15 on Urban/50 this week, *If U Were Mine* is responding extremely well at WIOQ, KKRZ, KGGI, KITY, Y107, KJ103 and many more.

NATALIE COLE

Wild Women Do
(EMI)

The adds reflect the keen interest of Top40 programmers in an artist that has proven her musical genius time and time again. When you take into consideration this artist's stature, along with the publicity on the *Pretty Woman* movie who's soundtrack this single is culled from, the reasons to get behind this cut are extremely convincing. WKSS, WTIC-FM and 98PXY saw fit to join the lengthy list of crusaders on this infectious tune. *Wild Women Do* is the perfect Top40 record to play in any and all dayparts, and besides who doesn't have room on their playlist for NATALIE? Don't let this one slip by you.

FASTER PUSSYCAT

House Of Pain
(ELEKTRA)

Rock Top40 programmers are already milking this smash for all it's worth and the smart Top40 programmer need only observe *House Of Pain's* chart action to be alerted to the fact that this song is ready to cross Top40 NOW! Continuing to climb 15-13 on Rock & Roll/50 this week with strong moves at PIRATE RADIO, KXXR, WLRS, KATM, KMOK, KSKG, Y97 and ZFUN106.

This L.A. band is proving that they have a loyal audience in many parts of the states and given the chance they could just captivate you too. Throw it on a test and watch the phones light up.

DIGITAL UNDERGROUND

Humpty Dance
(TOMMY BOY)

You'll be hooked by the first listen. This rap/dance that is breaking out big in the clubs in the major markets has forced key radio stations onto it. WPGC in Washington recognizes the potential in early sales and requests, FM102 sees the incredible potential in this instant request record; likewise KMEL, WCKZ-FM and WHYT. Once *Humpty* has hit your town his mark will be readily visible on the club scene and on your request sheets. Keep your station sounding hip with this TOMMY BOY surprise and you won't be disappointed.

KAOMA

Lambada
(EPIC)

If you have access to a newspaper, television or a radio, you're already aware of *Lambada* as it is as dynamic as the song itself. This Brazilian dance that is highly sensual to watch has garnered international press in the last month. Already a fashionable dance trend all over Europe and South America, it is catching on in a big way Stateside. Phenomenal sales are indicating that while massive airplay hasn't kicked in yet, this song is obviously in demand by the American public. Put it on Friday afternoon while your upper demo listeners are on their way home and be amazed by their reaction.

BOBBY Z

Lie By Lie
(VIRGIN)

It's no lie that BOBBY Z is the apple of VIRGIN pit boss Michael Plen's sparkling eye. Z's tune has a little of the innovative fire of his former mentor, Prince, but with a power and playability all its own.

The Twin Cities stations, WLOL-FM and KDWB-FM, are leading the way with this seductive cut and others are following close behind, including KXXR, HOT94.9, KELY, KSND, KTRS, KYYY, SLY96, WHTO and Y94 this week. How many songs with this cool of an image can entice female phones with such regularity.

From A to Z this tune is a killer.

SMOKEY ROBINSON

Everything You Touch
(MOTOWN)

This artist spans several decades and yet his music has never sounded better. *Everything You Touch* is classic SMOKEY and that means it's a classic hit. Programmers and music directors everywhere are screaming about instant midday response to this beautiful ballad. MOTOWN knows SMOKEY has a Top40 smash with this one and they're not going to give up til it comes home. Jumping 49-35 on **HITMAKERS** Urban/50 this week with major market adds at WIOQ and Z99. Already performing well at KMEL, KNRJ, HOT105, WJLK, KISS98.5, 102JAMZ and more.

HITMAKERS

ISSUE 626

February 23, 1990

MAINSTREAM/50

LW-TW

- 1-1 JANET JACKSON "Escapade" (A&M)
- 2-2 ROXETTE "Dangerous" (EMI)
- 7-3 B-52'S "Roam" (REPRISE)
- 5-4 THE COVER GIRLS "We Can't Go Wrong" (CAP)
- 6-5 GLORIA ESTEFAN "Here We Are" (EPIC)
- 3-6 MILLI VANILLI "All Or Nothing" (ARISTA)
- 8-7 BAD ENGLISH "Price Of Love" (EPIC)
- 9-8 BILLY JOEL "I Go To Extremes" (COLUMBIA)
- 15-9 TAYLOR DAYNE "Love Will Lead You..." (ARISTA)
- 11-10 D'MOB "C'mon And Get My Love" (FFRR/POLY)
- 12-11 RICHARD MARX "Too Late To Say Goodbye" (EMI)
- 16-12 MADONNA "Keep It Together" (SIRE)
- 14-13 MICHEL'LE "No More Lies" (ATCO)
- 17-14 ALANNAH MYLES "Black Velvet" (ATLANTIC)
- 4-15 PAULA ABDUL "Opposites Attract" (VIRGIN)
- 21-16 PHIL COLLINS "I Wish It Would Rain Down" (ATL)
- 18-17 WARRANT "Sometimes She Cries" (COLUMBIA)
- 20-18 BIZ MARKIE "Just A Friend" (COLD CHILLIN'/WB)
- 22-19 MICHAEL PENN "No Myth" (RCA)
- 25-20 TOMMY PAGE "I'll Be Your Everything" (SIRE/WB)
- 23-21 LINDA RONSTADT f/A. Neville "All My Life" (ELEK)
- 24-22 LUTHER VANDROSS "Here And Now" (EPIC)
- 26-23 TECHNOTRONIC "Get Up! (Before The...)" (SBK)
- 29-24 LISA STANSFIELD "All Around The World" (ARI)
- 27-25 ELTON JOHN "Sacrifice" (MCA)
- 28-26 WHITESNAKE "The Deeper The Love" (Geffen)
- 10-27 EXPOSE "Tell Me Why" (ARISTA)
- 30-28 A'ME LORAIN "Whole Wide World" (RCA)
- 31-29 DEPECHE MODE "Personal Jesus" (SIRE/REP)
- 36-30 JANE CHILD "Don't Wanna Fall In Love" (WB)
- 13-31 CHICAGO "What Kind Of Man Would..." (REPRISE)
- 35-32 KEVIN PAIGE "Anything I Want" (CHRYSALIS)
- 34-33 STEVIE B "Love Me For Life" (LMR)
- 37-34 BELINDA CARLISLE "Summer Rain" (MCA)
- 38-35 KISS "Forever" (MERCURY)
- 42-36 CALLOWAY "I Wanna Be Rich" (SOLAR/EPIC)
- 19-37 SEDUCTION "Two To Make It Right" (A&M)
- 41-38 U-KREW "If U Were Mine" (ENIGMA)
- 40-39 SKYY "Real Love" (ATLANTIC)
- 43-40 THE SMITHEREENS "A Girl Like You" (CAP)
- 32-41 AEROSMITH "Janie's Got A Gun" (Geffen)
- 44-42 ALICE COOPER "House Of Fire" (EPIC)
- 50-43 LINEAR "Sending All My Love" (ATLANTIC)
- 33-44 ROD STEWART "Downtown Train" (WB)
- 48-45 JOAN JETT "Dirty Deeds" (BLACKHEART/EPIC)
- NEW-46 MOTLEY CRUE "Without You" (ELEKTRA)
- NEW-47 BABYFACE "Whip Appeal" (SOLAR/EPIC)
- 39-48 EDDIE MONEY "Peace In Our Time" (COL)
- NEW-49 THE BRAT PACK "You're The Only..." (VEN/A&M)
- 45-50 JODY WATLEY "Everything" (MCA)

HOTTEST

UP & COMING SONGS THIS WEEK! MAINSTREAM

- 68% MOTLEY CRUE
Without You (ELEKTRA)
- 51% JANE CHILD
Don't Wanna Fall In Love (WB)
- 48% CALLOWAY
I Wanna Be Rich (ATLANTIC)
- 46% TOMMY PAGE
I'll Be Your Everything (SIRE/WB)
- 41% THE BRAT PACK
You're The Only... (VEN/A&M)

URBAN

- 86% INNER CITY
Whatcha Gonna Do ... (VIRGIN)
- 77% AFTER 7
Ready Or Not (VIRGIN)
- 48% JANE CHILD
Don't Wanna Fall In Love (WB)
- 35% TOMMY PAGE
I'll Be Your Everything (SIRE/WB)

ROCK

- 104% TOM PETTY
A Face In The Crowd (MCA)
- 83% MSG
Anytime (CAPITOL)
- 70% DON HENLEY
Heart Of The Matter (Geffen)
- 61% MOTLEY CRUE
Without You (ELEKTRA)

NATIONAL CHARTS

THE CHARTS ARE COMPILED FROM INDIVIDUAL RADIO STATION REPORTS WE RECEIVED THIS WEEK. CHART POSITION IS BASED ON A POINT SYSTEM. THE "HOTTEST" UP & COMING SONGS SHOWS THE RECORDS WITH THE GREATEST PERCENTAGE INCREASE IN POINTS THIS WEEK OVER LAST WEEK.

URBAN/50

LW-TW

- 1-1 JANET JACKSON "Escapade" (A&M)
- 2-2 MICHEL'LE "No More Lies" (ATCO)
- 4-3 BIZ MARKIE "Just A Friend" (COLD CHILLIN'/WB)
- 5-4 TECHNOTRONIC "Get Up! (Before The...)" (SBK)
- 7-5 LISA STANSFIELD "All Around The World" (ARIS)
- 9-6 TAYLOR DAYNE "Love Will Lead You ..." (ARISTA)
- 10-7 A'ME LORAIN "Whole Wide World" (RCA)
- 8-8 SKYY "Real Love" (ATLANTIC)
- 15-9 TOMMY PAGE "I'll Be Your Everything" (SIRE/WB)
- 11-10 STEVIE B "Love Me For Life" (LMR)
- 12-11 GLORIA ESTEFAN "Here We Are" (EPIC)
- 13-12 MADONNA "Keep It Together" (SIRE)
- 3-13 D'MOB "C'mon And Get My Love" (FFRR/POLYDOR)
- 6-14 LUTHER VANDROSS "Here And Now" (EPIC)
- 17-15 U KREW "If U Were Mine" (ENIGMA)
- 18-16 SALT 'N PEPA "Expression" (NEXT PLATEAU)
- 19-17 BABYFACE "Whip Appeal" (SOLAR/EPIC)
- 20-18 CALLOWAY "I Wanna Be Rich" (SOLAR/EPIC)
- 21-19 LINEAR "Sending All My Love" (ATLANTIC)
- 22-20 REGINA BELLE "Make It Like It Was" (CCL)
- 23-21 ROXETTE "Dangerous" (EMI)
- 25-22 SEDUCTION "Heartbeat" (VENDETTA/A&M)
- 26-23 QUINCY JONES "The Secret Garden" (WB)
- 27-24 JOYCE IRBY "I'll Be There" (MOTOWN)
- 37-25 JANE CHILD "Don't Wanna Fall In Love" (WB)
- 14-26 PAULA ABDUL "Opposites Attract" (VIRGIN)
- 16-27 B-52'S "Roam" (REPRISE)
- 29-28 YVONNE "There's A Party Going On" (CUTTING)
- 32-29 HEAVY D & THE BOYZ "Gyrlz They Love..." (MCA)
- 24-30 RUBY TURNER "It's Going To Be..." (JIVE/FCA)
- 36-31 STACY LATTISAW "Where Do We..." (MOTOWN)
- 35-32 MANTRONIX "Got To Have Your Love" (CAPITOL)
- NEW-33 AFTER 7 "Ready Or Not" (VIRGIN)
- NEW-34 INNER CITY "Whatcha Gonna Do..." (VIRGIN)
- 49-35 SMOKEY ROBINSON "Everything..." (MOTOWN)
- 39-36 KEVIN PAIGE "Anything I Want" (CHRYSALIS)
- 44-37 ANYTHING BOX "Living In Oblivion" (EPIC)
- 40-38 LINDA RONSTADT f/A. Neville "All My Life" (ELEK)
- 41-39 OAKTOWN'S 3, 5, 7 "Juicy Gotcha Crazy" (CAP)
- 43-40 INDIA "Right From The Start" (REPRISE)
- 28-41 THE COVER GIRLS "We Can't Go Wrong" (CAP)
- 30-42 MILLI VANILLI "All Or Nothing" (ARISTA)
- 31-43 SEDUCTION "Two To Make It Right" (A&M)
- 47-44 TIMMY T "Time After Time" (QUALITY)
- 46-45 BIG DADDY KANE "I Get The Job Done" (REP)
- 33-46 SOUL II SOUL "Jazzie's Groove" (VIRGIN)
- 34-47 GOOD GIRLS "Your Sweetness" (MOTOWN)
- 38-48 ROD STEWART "Downtown Train" (WB)
- NEW-49 MIKI HOWARD "Love Under New..." (ATL)
- NEW-50 LEILA K "Got To Get" (ARISTA)

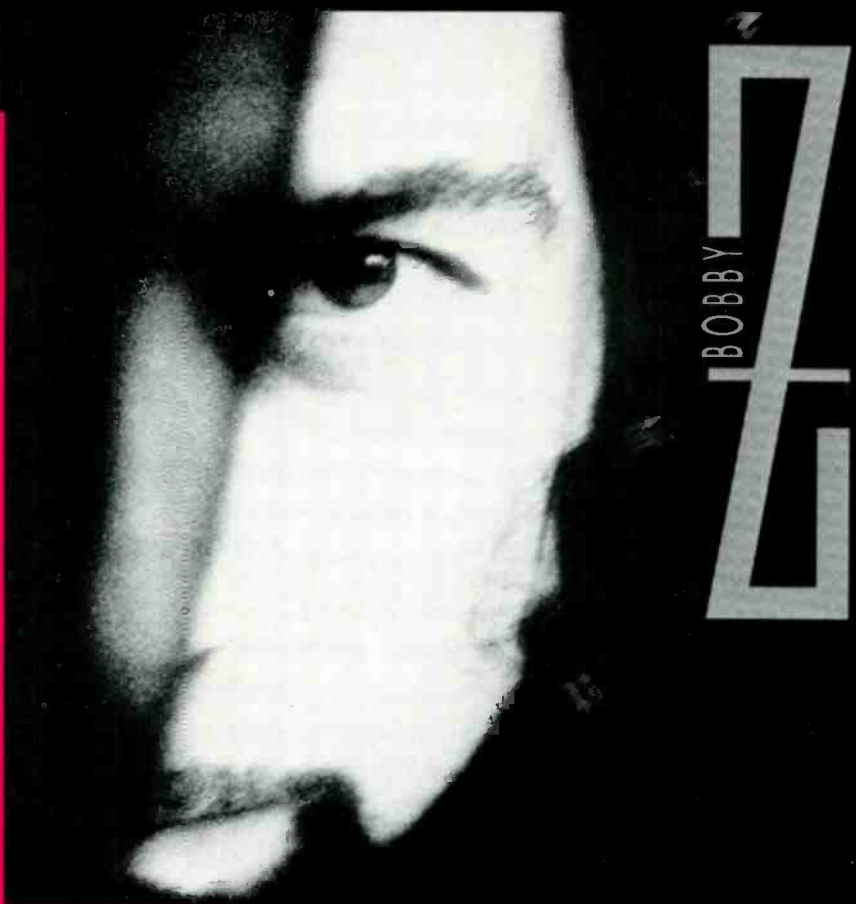
ROCK & ROLL/50

LW-TW

- 2-1 BAD ENGLISH "Price Of Love" (EPIC)
- 4-2 ROXETTE "Dangerous" (EMI)
- 5-3 ALANNAH MYLES "Black Velvet" (ATLANTIC)
- 1-4 WARRANT "Sometimes She Cries" (COLUMBIA)
- 6-5 DEPECHE MODE "Personal Jesus" (SIRE/REP)
- 7-6 ALICE COOPER "House Of Fire" (EPIC)
- 8-7 BILLY JOEL "I Go To Extremes" (COLUMBIA)
- 11-8 KISS "Forever" (MERCURY)
- 10-9 WHITESNAKE "The Deeper The Love" (Geffen)
- 12-10 PHIL COLLINS "I Wish It Would Rain Down" (ATL)
- 13-11 JOAN JETT "Dirty Deeds" (BLACKHEART/EPIC)
- 14-12 ENUFF Z'NUFF "Fly High Michelle" (ATCO)
- 15-13 FASTER PUSSYCAT "House Of Pain" (ELEKTRA)
- 16-14 MICHAEL PENN "No Myth" (RCA)
- 3-15 RICHARD MARX "Too Late To Say Goodbye" (EMI)
- 9-16 ROD STEWART "Downtown Train" (WB)
- 19-17 ROLLING STONES "Almost Hear You Sigh" (COL)
- 23-18 McAULEY SCHENKER GROUP "Anytime" (CAP)
- 21-19 RUSH "Show Don't Tell" (ATLANTIC)
- 22-20 THE CJLT "Sweet Soul Sister" (REPRISE)
- 24-21 PAUL McCARTNEY "Figure Of Eight" (CAP)
- 25-22 MOTLEY CRUE "Without You" (ELEKTRA)
- 36-23 AEROSMITH "What It Takes" (Geffen)
- 17-24 AEROSMITH "Janie's Got A Gun" (Geffen)
- 18-25 SCORPIONS "I Can't Explain" (MERCURY)
- 30-26 PETER FRAMPTON "More Ways Than One" (ATL)
- 38-27 DON HENLEY "Heart Of The Matter" (Geffen)
- NEW-28 TOM PETTY "A Face In The Crowd" (MCA)
- 41-29 LOU GRAMM "True Blue Love" (ATLANTIC)
- 24-30 ELTON JOHN "Sacrifice" (MCA)
- 35-31 GREAT WHITE "House Of Broken Love" (CAP)
- 20-32 B-52'S "Roam" (REPRISE)
- 33-33 SARAYA "Timeless Love" (SBK)
- 39-34 EDIE BRICKELL "A Hard Rain's..." (GEF)
- 40-35 ERIC CLAPTON "Bad Love" (REPRISE)
- 26-36 THE SMITHEREENS "A Girl Like You" (CAP)
- 27-37 ACE FREHLEY "Do Ya" (MEGAFORCE/ATLANTIC)
- 28-38 EDDIE MONEY "Peace In Our Time" (COL)
- 29-39 L. A. GUNS "Ballad Of Jane" (POLYDOR)
- 43-40 XYZ "Inside Out" (ENIGMA)
- NEW-41 BAD ENGLISH "Best Of What I Got" (EPIC)
- 31-42 CHICAGO "What Kind Of Man..." (REP)
- NEW-43 KIX "Cold Blood" (ATLANTIC)
- 32-44 LOU GRAMM "Between You And Me" (ATL)
- 47-45 BON JOVI "The Boys Are Back..." (MERCURY)
- 46-46 THOMPSON TWINS "Bombers In The Sky" (WB)
- NEW-47 BONHAM "Guilty" (WTG)
- 37-48 FIONA "Everything..." (ATL)
- 42-49 AEROSMITH "F.I.N.E." (Geffen)
- 45-50 PHIL COLLINS "Another Day In Paradise" (ATL)

BOBBY Z

"Lie By Lie"



A HITMAKERS CRUSADE THIS WEEK!!
A HITMAKERS HITBOUND!!

- | | | |
|---------------|-------------|-------------|
| KDWB (27-23) | KFFM (Add) | KYYY (Add) |
| WLOL (29-26) | KJLS (Add) | SLY96 (Add) |
| KXXR (Add) | KNIN (D#38) | WHDQ (Add) |
| HOT94.9 (Add) | KSND (Add) | WHTO (Add) |
| KEEZ (Add) | KTDR (Add) | WOVO (Add) |
| KELY (Add) | KTRS (Add) | Y94 (Add) |
| | KVTI (D#37) | AND MORE! |

Brian Philips KDWB/Minneapolis... "This record has good early requests and excellent call-out potential!"
Gary Franklin KXXR/Kansas City... "For Rock40 that needs a pure TOP40 hit, this fits the bill!"
Jonathan Rush WHTO/Williamsport... "Great song! Excellent combination of the dance/rock sound."
Jay Michaels KNIN/Wichita Falls... "This tune has a driving beat and a good hook. We are already seeing big phones!"
Bwana Johnny KSND/Eugene... "Gotta check out Bobby Z! This single has smash written all over it - his reputation could speak for itself, but if you don't know him - get to! Definitely a hot artist to be familiar with for the '90s!"

INNER CITY

"Whatcha Gonna Do With My Lovin'"

A HITMAKERS CRUSADE THIS WEEK!!
A HITMAKERS HITBOUND!!
HITMAKERS URBAN/50: NEW34

- | | | |
|---------------|---------------------|--------------|
| HOT97 (29-25) | WPGC (D#30) | KDON (29-26) |
| B96 (Add #29) | KRBE (Add) | KKMG (Add) |
| KMEL (D#28) | POWER99 (Add) | KVTI (Add) |
| WIOQ (Add) | POWER PIG (Add #40) | KWXX (Add) |
| WUSL (Add) | FM102 (Add #29) | KZFM (Add) |
| WHYT (Add) | KBOS (37-33) | WWHB (Add) |
| | | And More. |

Hosh Gureli KMEL/San Francisco... "True to the classic, an excellent mid-day record that flows into anything nicely!"
Albie D. WPGC/ Washington... "Total smash! Already showing positive call-out after 2 weeks!"
Carolyn Robbins 100.3JAMZ/Dallas... "A good mid-day record for the females. A great sounding remake that's working well in a medium rotation and in call-out."
Michael Newman ENERGY96.5/Houston... "This band has a great image on the streets and now it's time for radio to realize their full potential."



When You Play It, Say It. *Virgin*™

BRIAN PHILIPS PD, KDWB, Minneapolis

GIVE US A PICTURE OF THE MINNEAPOLIS MARKET. WHAT'S HAPPENING THERE?

As far as the Top40 format is concerned, it's been kind of a volatile time for both stations, with both KDWB and WLOL going through sales right now. WLOL is still on the block and KDWB was spun off as a part of the Legacy Metropolitan/Group W merger. We were sold independently of the rest of the group to Mid-Continent Broadcasting. We've had our new company on board for about three months now, so we're all settled in, while WLOL is still waiting to be sold by Emmis. In the fall book KDWB went 6.6 to a 7.4 and WLOL came up from a 5.8 to a 6.1, so it's still a pretty tight race.

WHAT WOULD YOU SAY IS THE SINGLE MOST IMPORTANT INGREDIENT TO DISTINGUISH YOUR FORMAT FROM ALL THE VARIOUS COMPETING FORMATS?

Our trademark is to always have an irreverent, tongue-in-cheek sense of humor and to present disc jockeys who can convey sort of an outrageous, good-time atmosphere on the air. Obviously, the music has to support that kind of approach. The music is the foundation for that attitude and the music needs to complement it, so we're energetic and very aggressive. No matter where you are in America, keep things moving and try to have a sense of humor about it. The other formats take themselves so seriously, especially AOR. The light rock stations are running circles around each other, positioning themselves with wimpy, generic, clinical position statements. It seems to me that Top40 is the last place on the dial where people can find the unexpected.

MUSIC IS THE MOST IMPORTANT INGREDIENT TO YOU. WHAT IS YOUR MUSIC PHILOSOPHY?

This is a fairly aggressive market. It's aggressive compared to the old Midwest stereotype, but there are still some acts who are big elsewhere that haven't been able to crack the Midwest yet. Stevie B is a great example. There are certain types of records that absolutely break out here. This market embraces every form of the best pop music. There is no bias against a great rock record, a great black record, a great rap record, or whatever. They can all find their way onto the air here because there are no preconceptions in our audience about what KDWB has to be. Even though the population is now 96 percent Anglo, there is really no bias here against ethnic music. Obviously it's not as black or ethnic as New York or Philadelphia or San Antonio, but it's a good pop market, and you just have to really go with your instincts on what will work here. You have to try things out. We're constantly being surprised by what our audience likes.

WHAT ARE THE DIFFERENT TOOLS THAT YOU USE TO ASCERTAIN WHAT THE AUDIENCE WANTS?

We look for all kinds of things. In a given week we'll look at everything from our call-out to sales research, including tracking sales of cassette singles, CDs, cassettes and 12-inches. We also keep a real close eye on the clubs. Our music director Ed Lambert hits the clubs a couple times every week, and we really watch for that chemical reaction that records can

cause on the dance floor. We like to see what's really hot in the clubs because that's a part of our identity, too. We're a party station.

HOW MANY STORES WOULD YOU SURVEY A WEEK IN MINNEAPOLIS?

We call a number of stores including the big chains. Musicland, Leiberman, and a number of important rack jobbers are based here. A lot of records move out of Minneapolis.

WHAT'S A DAY IN THE LIFE OF BRIAN PHILIPS LIKE?

If there is one thing I appreciate as a program director, having worked at a few radio stations, it's having a morning show that I can wake up with - that I don't have to listen to so critically and be tearing my hair out wondering if it should be done differently. I can wake up with the Steve Cochran show and enjoy it. It's real easy for me to find that energy to get going in the

"Part of being a competent programmer is studying the masters. Everything is borrowed. Make contacts, but don't just call up and say, I want to network. Have something to offer in return."

morning. As our ratings are showing, a lot of people in these cities are experiencing the same kind of reaction to Cochran, so KDWB has a real nice, loose atmosphere. We run wide open, aggressive. It's a fun place to be. As I'm sitting here talking to you there is somebody leading a tour group around with a bull horn. Our walls are all autographed by the stars. It's a place where you hear music blaring a lot. It's certainly anything but a corporate environment. It's sort of a big playground. The crew that we have here right now is the "turnaround team" from two years ago, for the most part. It's basically the same people we brought in to bring the station back to life. The biggest part of my job was finding these people, and they're carrying the ball right now. We have a great music director in Ed Lambert, who is a.k.a. Mr. Ed and still plays the Mr. Ed theme song on his show every day at 1 p.m. We haven't tried to run that song through call-out yet, but I hate to think what would happen. Another secret weapon record!

DO YOU BOG YOURSELF DOWN WITH A LOT OF DETAIL DURING THE DAY? DO YOU HAVE A LOT OF BUSINESS MEETINGS?

One of the great things about this job is you know every day is going to be different. It's not like going to a hardware store and stocking the nuts and bolts. There are some things I don't like. There is a fair amount of paperwork. There are meetings with clients and all those things that everybody has, but by and large it's a great job. On a given day I can spend some time with J.R. Nelson, who is our production director, in his studio working on promos. Right now we're in the process of putting together a Dyaxis digital tapeless studio for J.R. which will make us, by

far, one of the best production facilities in the Midwest, so we can go down and see how that is coming and work on the music every day. Obviously the most important thing is making sure that, song for song, we're better than our competition. That's part of it. Thank God it's not a terribly structured place. Everybody does what they have to do and there certainly are times when we really have to buckle down and concentrate on the business of radio, but for the most part, it's a great creative atmosphere.

WHAT DO YOU LIKE BEST ABOUT BEING A PROGRAM DIRECTOR?

By far it's walking out of the radio station at night and knowing that we have 500,000 people a week who are enjoying this radio station. To know that we came in and took a kind of down-and-out radio station and put together a great team and brought it back in a big way, that's the reward, the dividend.

WHAT'S THE MORNING SHOW LIKE?

We have the Steve Cochran show in the morning. Steve has really exploded, especially it seems in the last few months. We just got an entire front page newspaper story about Steve in the *Star Tribune*. He does a lot of television, a lot of standup comedy and we've made a major commitment to him. He is supported by Lee Valsvik, who is his news person in the morning, and his producer Wally Pike. The show is just Steve having fun. He's got a lot of bits that have caught on here including "Wake The Enemy" which he originated. He wakes up the opposing teams that are coming in to play the Vikings and the Twins. He woke up Dan Rather when Rather was in town last week, and asked him for his Superbowl picks. He had Roseanne Barr's bedroom telephone number. She and Tom Arnold would call Steve periodically out of the blue and ask for his advice on different things in their relationship. It was the most bizarre thing I've ever seen. I worked with Steve in Charleston, South Carolina at WSSX, and he took that station straight to the top. He set records that will never be equaled in that market. You can work all your life trying to find a great morning show, but with Steve we're already there.

NOW GIVE US A RUN DOWN OF THE REST OF THE AIR STAFF.

After Steve we have Andrea Vincent, who was a part of the WSSX-Charleston team as well. She used to be on the morning show with Steve. She does 9 a.m. to noon. She's smooth, sophisticated sounding and very, very inviting - a very warm person to have on the radio when people are at work. There is a lot of communication between Andrea and the at-work audience via telephone and fax, and she really sounds plugged in to people at work. Ed Lambert, "Mr. Ed," is on from noon until 2 p.m., and he does a four hour show in two hours. Aside from his music, occasionally he will get into describing his adventures, which are just uncanny. Ed can meet an artist and the next thing you know they're over at Paisley Park hanging out with Prince all night. That happened with both Jon Bon Jovi and Donny Osmond. When the Rolling Stones were in town he got Jagger all caught up in a conversation about old Rolling Stones records that thoroughly confused Mick. He's just a character, and he has a certain quality when he meets stars.

(See BRIAN PHILIPS page 35)

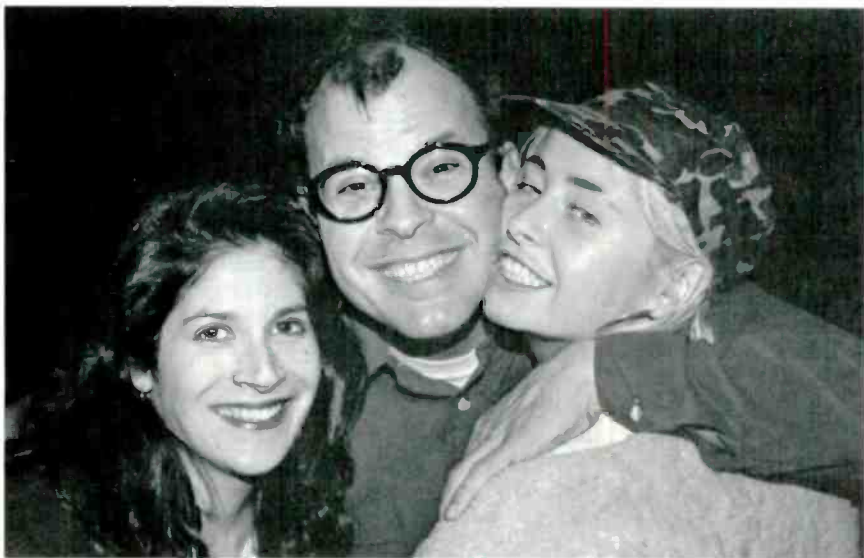
FACES & PLACES



SBK Records Promotions staff, headed by Sr. VP **DANIEL GLASS**, converged upon Palm Springs, CA for the first of their annual Promotion meetings. They posed with SBK recording artists **WILSON PHILLIPS**. (L-R back): **SHANNA NARTZ**, **FRANK HIGGINBOTHAM**, **MICHELLE BLOCK** and **ROCK ALLEN DIBBLE** of SBK; **WENDY WILSON**, **CHYNNA PHILLIPS** and **CARNIE WILSON** of Wilson Phillips; **MAYE JAMES**, **DANIEL GLASS**, **GARY TRIOZZI**, **MICHAEL LESSNER**, **DAVID WOLNICK** of SBK. (L-R middle): **KEN LANE** and **HILARY LERNER**. (L-R front): **MONTE LIPMAN**, **CHRIS WOLTMAN**, **NEIL LASHER**, **PAUL JANKOWSKI**, **MICHAEL MENA**, and **KEVIN KNEE**.



COLUMBIA artist **MICHAEL BOLTON** was honored with RIAA gold album certifications at Sam's in New York (L-R back): **CBS Records Div. President TOMMY MOTTOLA**; **MICHAEL BOLTON**; **COLUMBIA Records President DON IENNER**; Mgr. **LOUIS LEVIN**; **CBS Records Inc. President/CEO WALTER YETNIKOFF**; **COLUMBIA VP/Mktg. JACK ROVNER**; **COLUMBIA VP Artist Development KID LEO**; **COLUMBIA Sr. VP/Black Music RUBEN RODRIGUEZ**; **COLUMBIA Sr. VP/Promo. MARC BENESCH**. (L-R front): **COLUMBIA Sr. VP/A&R DAVID NOVIK**; **COLUMBIA VP/Nat'l. Singles Promo. BURT BAUMGARTNER**; **CBS Records Sr. VP/Sales & Dist. DANNY YARBROUGH**; **CBS VP/Sales CRAIG APPLEQUIST**.



After a recent interview in Los Angeles, **HITMAKERS** own Feature Editor **OSKAR SCOTTI** (center) enjoys the good life with **MARIA KLEINMAN** (left), MCA Records Head of West Coast Tour Publicity, and MCA recording artist **WENDY JAMES**, lead vocalist of Transvision Vamp. (Photo by **ANNA "FLASH" LUKEN**.)



ELEKTRA Recording artist **TRACY CHAPMAN** and **V103-FM** in Chicago held a food drive over the holidays for the needy and raised over 8,000 cans of food. (L-R): **MIKE DUNMAN**, board member for Clara's House; **RICHARD STEELE**, **V103** morning personality; **CLARA** from Clara's House; **CARTER RUSSELL**, **ELEKTRA** R&B Promo. - Chicago Region; **ALLISON PERKINS**, board member for Clara's House and Rep. for R.J. Reynolds.



At a performance at New York's Bottom Line, **WINTER HOURS** were joined backstage by **CHRYSALIS** Records President **JOHN SYKES** and other **CHRYSALIS** execs. (L-R): **JILL MAXICK**, Mgr., Alternative Promo.; **JOE MARGUES** of Winter Hours; **JOHN SYKES**; **DAVE SHEFF**, **MICHAEL CARLUCCI**, **BOB PERRY**, and **BOB MESSING** of Winter Hours; **MICHAEL STOTTER**, VP/Mktg.



And here's a hard runner...San Francisco **X100's** Music Director **TIM WATTS** is taking the ball from **JOE MONTANA**, the world champion quarterback of the 49ers!

BRIAN PHILIPS (from page 33)

He's still a very big fan, which is important. Many people who have been in this business as long as Ed become jaded, but Ed really enjoys meeting people and making the most of those situations. He goes into everything with a very positive attitude. At 2 p.m. we have Hollywood Henderson. Again, there are a lot of Hollywood Hendersons out there, but this is the original KKQB and later WPLJ Hollywood Henderson. He went from a 7.2 to an 8.3 in the fall Arbitron. He's so good at drawing his audience into what he is talking about and making it personal and intimate, plus he's got a great sense of humor and works well around music. His bits just flow right in with the music; you never hear him stopping down and going dry for a long time, which would make you nervous in afternoon drive. He runs a tight, seamless show. From 6 to 10 p.m. we have Bobby Wilde, who was tearing it up in Tallahassee, FL when we found him. He and Andrea have a video-dance show on a local TV station, and Bobby is turning into a multi-dimensional personality. He's in his second year at a major market and he just hit a 12 at night. At 10 p.m. we have one of the first Cadillac Jacks. Cadillac was at Q105 as Cat Summers and at Y100 as Cadillac Jack. He joined us at the time of the turnaround two years ago and has sort of been our wild man. We parked him up on top of a building last year to wait until the Vikings won, and he lived up there in a tent for a long time. We played out an incident on the air with him last year where he supposedly brushed up against Samantha Fox in a way that she took somewhat personally. He swore it was just one of those freaky things that happens, something that couldn't be helped, and we played that up on the air. He resigned on the air, and then we brought him back and took calls about what we should do about the situation. It was ridiculous, but the whole market was caught up in the scene, wanting to know what's going to happen to this poor DJ who had an unlucky moment with Samantha Fox. Now Cadillac is moving to afternoons at WZOU Boston. Overnight is Kris Adams, and Kris not only has a great voice on the air, but she's also a trained singer. She also works with J.R. Nelson Productions, which is run out of KDWB, so she can be heard on stations all over the world as the female voice in some of their productions. One of the best things about Kris is that with her musical training, she takes direction so well. She's a real quick study.

IN DEVELOPING THIS STATION TO THE NEXT LEVEL, WILL MARKETING BE THE KEY ?

Absolutely. We're set. One of the first things we did was bring in Paul Williams as our promotion director. Paul is just flat out one of the best guys out there. I worked with him in Charleston and Orlando, and when we knew how big the job was here, I knew we had to bring Paul in. He's part of the new breed of promotion directors who are really executives and strategists rather than guys who make sure there are enough balloons blown up at promotions. I think that's probably one aspect of the radio station that has left our competitors in the dust over the last couple of years. The joke around town was that every time you go to hit somebody up for a promotion, the guy from KDWB got there 10 minutes before you did, and that's a pretty high compliment from your competitors. Right now in Paul's department we're beefing up, adding more people, and planning for the future. We're deciding what we need to have that street visibility, that sort of omnipresent quality that the big stations have.

DO YOUR PLANS INCLUDE MORE MONEY FOR MARKETING?

Fortunately, our new company is in a great position to help us with marketing. Mid Continent is a very solid, successful, cash rich company at a time when so many of the big groups are living hand to mouth right now.



ARISTA Records artist Taylor Dayne (right) talks to Mr. Ed.

With us, we've got the cash and these are the kind of people that have commitment.

ANYTHING ON THE DRAWING BOARD IN TERMS OF TELEMARKETING, NEWSLETTERS, NEWS-PAPERS?

We've dabbled with telemarketing and we've put out a weekly newsletter that contains everything that is going on at the radio station - pictures and news - which we send to clients and to anybody who has an interest in the radio station. It's called *Jammin'*. It's really a nicely produced newsletter. It puts the radio station and everything it's doing in front of people giving them something to hold on to. A lot of promotions otherwise just vanish into the air after they are over with, but they're all documented in our newsletter.

DO YOU PUT IN LISTENER ORIENTED INFO, LIKE DISCOUNTS ON RECORD ALBUMS ?

This is a client newsletter with news and inside information about the radio station, including promotions we're doing. At this point it is not listener oriented. It's for the agencies and the record companies so they know what we're doing. The last couple of issues have been full of ratings news. The big cover this week says 7.4, because that was our new high in Arbitron.

DO YOU HAVE PLANS TO EXPAND IT TO THE LISTENERS TO GET THEM INVOLVED MORE?

Not with the mail-out piece, but we're like everybody, we're building a database of our active listeners and contest winners. Right now we send letters back and do mail-in contests. We really crank out a lot of mail between all of our prizes and all the letters and responses to things we do on the morning show, so we're starting to get into that, but I don't see an actual newsletter going out to listeners. To me it's probably not the most efficient way to reach those people.

YOU'VE CREATED, IN MY OPINION, ONE OF THE GREATEST ATMOSPHERES WHEN YOU WALK INTO THE RADIO STATION, STARTING OUT WITH ROXY, WHO ANSWERS THE TELEPHONE. I JUST WANTED TO PAY HER A PUBLIC COMPLIMENT.

Roxy's great. Roxy has pictures of herself with virtually everybody who has ever walked into the station. She's our first assault on any guest. That's a big part of it, too. She makes us feel good when people feel that

they've been treated well when they call here. It is part of the attitude of the station.

IT SEEMS THAT EVERYBODY THERE BELONGS TO ONE FAMILY. I WOULD BE WILLING TO BET THERE IS NOT A LOT OF INTERNAL STRIFE AND CONFLICTS. WHAT'S YOUR RELATIONSHIP WITH THE GM LIKE?

Gary Swartz has a management style that all of us are really learning a lot from - a very understated, kinder, gentler, general manager. As it always is, when you want to find out where a great working atmosphere comes from, it starts at the top. What greater gift can a manager have than being able to get results and build a radio war machine, which is what we have here, without intimidation and high pressure. There is unspoken pressure here to deliver the numbers, to keep the station growing, but at least it doesn't come down from on high. This is what you have to do, and this is not a place where people shout in the hallways. Certainly there are disagreements and everybody speaks their mind, but it's not a tense place, ever. In good times and bad times it remains a good place to come to work, and I think Gary has a lot to do with that. He gets as excited as we do about our promotions and about our morning show. When you have a really good general manager, it makes it easier to hold on to good talent, too, and that's why people should really take a long look at the GM when they're going to program a radio station.

WHAT IS THE ONE TIP THAT YOU WANT TO GIVE TO THE YOUNG PEOPLE OUT THERE HOPING TO MAKE IT TO THE BIG LEAGUES?

Get to know everybody. Identify the programming style that you think you can adapt successfully. Everything is borrowed - everything that is old becomes new in time. Make contacts, and don't be stand-offish with people, but don't just call up and say, I want to network with you. I don't want to just be considered somebody's stepping stone to a better job, even though that may be the end product. But in reality, when I have programmers come in from some of the smaller Midwestern markets, I love to spend time with them and show them around the radio station and figure out what they have going on in their markets. Part of getting to the point where you're a competent program director is studying the masters, studying the people, knowing how Z100 sounds, knowing what Shannon is up to at PIRATE Radio, or knowing how 'NCI does what they do in Columbus. Make yourself a student of this business. All of this information is there, and all of those people are willing to talk.

IDEAS CHANGE AND PEOPLE CHANGE. DO YOU FIND YOU HAVE CHANGED VERY MUCH OVER THE YEARS?

I think that I'm a little less likely to try to jump on every new opportunity that comes along. The industry kind of perpetuates this kind of thinking. Because we just had a good book, people are saying, Well, you must be about ready to go on. Aren't you ready to go here or go there, or, This is open now, are you interested? Maybe there was a time when I would have been, but now I'm starting to see that, like in any other business, the world isn't created in two years. We still have so much more left to do. I've got demos we haven't reached yet, and I've got things I haven't done in developing the station to the next level. I don't see it as a short term thing anymore. Maybe that's because this is the best city I've ever lived in, and this is the best staff I've ever worked with. I'm not likely to leave until it's all done here.

THANK YOU FOR SHARING WITH US IN THE HITMAKERS INTERVIEW.

HM

FACES & PLACES



**CAPITOL RECORDS
NAMES CATHY O'BRIEN!**

CATHY O'BRIEN was named Manager, Creative Services.



**MOTOWN RECORDS
PROMOTES MICHAEL MITCHELL!**

MICHAEL MITCHELL has been promoted to Vice President, Publicity.



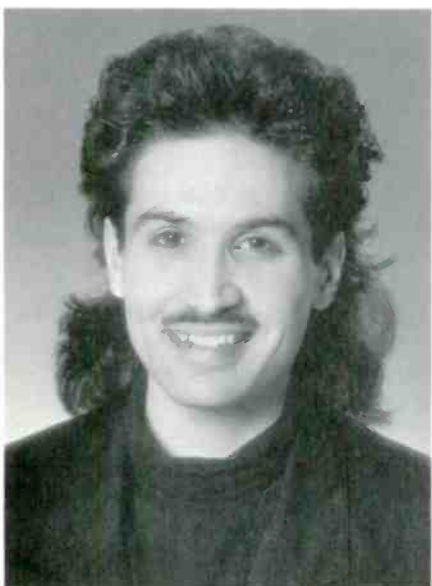
**RCA RECORDS
PROMOTES ALAN GRUNBLATT!**

ALAN GRUNBLATT has been promoted to Vice President, Product Management.



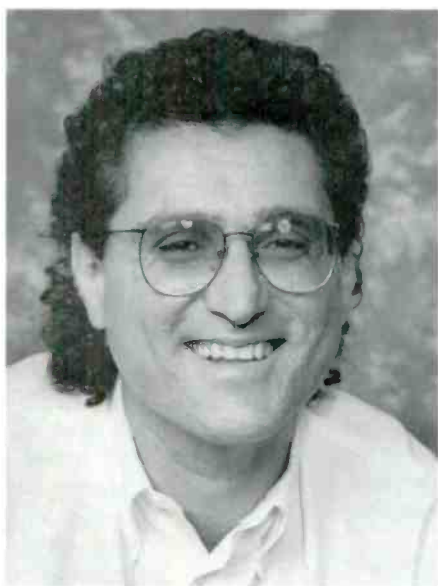
**COLUMBIA RECORDS
NAMES GUY ECKSTINE!**

GUY ECKSTINE has been named Director, A&R Black Music, COLUMBIA Records West Coast.



**EPIC RECORDS NAMES
MARK GARTENBERG!**

MARK GARTENBERG has been named Associate Director, A&R at EPIC Records



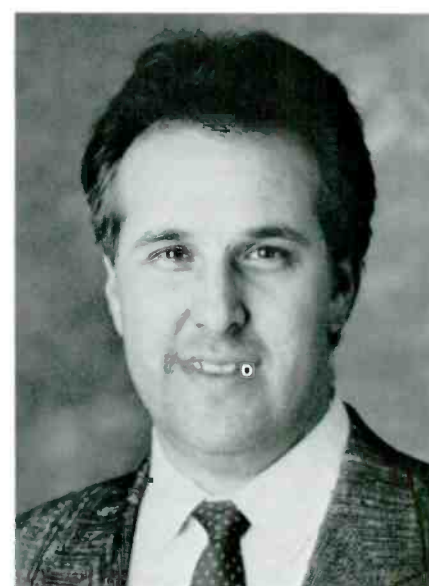
**VIRGIN RECORDS
NAMES LARRY SILVER!**

LARRY SILVER has been named Controller at the company's Los Angeles headquarters.



**ENIGMA RECORDS
NAMES MELANIE MOORE!**

MELANIE MOORE has been named Southern Regional Sales Manager.



**ENIGMA RECORDS
NAMES GREG MILLER!**

GREGG MILLER has been named East Coast Regional Sales Manager.



**EMI RECORDS
NAMES TAMMY SKRIPEK!**

TAMMY SKRIPEK has been named Senior Coordinator, Promotion.



**WORLDWIDE ENTERTAINMENT
MARKETING NAMES ANNE VESSIO!**

ANNE VESSIO has been named Assistant to the President.



**POLYGRAM NAMES
NICOLE MOORE!**

NICOLE MOORE has been named International Product Manager.



**SONY CLASSICAL U.S.
NAMES DEBORAH SURDI!**

DEBORAH SURDI has been named Associate Director, A&R, Sony Classical, U.S.

"IN SMALLER MARKETS THE PROBLEM OF FINDING RADIO TALENT CAN BE A MAJOR ONE. SALARIES ARE SO LOW THAT YOU CAN'T ALWAYS ATTRACT TALENT FROM OTHER STATIONS. CONSEQUENTLY, YOU HAVE TO FIND UNDISCOVERED TALENT AND TRAIN THEM YOURSELVES. WHAT ARE SOME SOLUTIONS TO THIS SMALLER MARKET PROBLEM?"

ROOSTER RHODES

PD, KCAQ - Oxnard, CA

In this market we don't have that problem. However, in other small markets in which I've programmed, it's actually better to find unexperienced talent because you can train them your own way. Sometimes those who have been trained by others are more trouble than if you had to train them yourself. Since Oxnard is so close to Los Angeles and since we're a well-listened-to station, KCAQ acts like a springboard to a major market. So we have no problem getting people to work at our station.

DO YOU HAVE TO BE PROTECTIVE OF YOUR TALENT AND HOPE THEY NEVER MOVE UP TO MAJOR MARKETS?

I don't think so, not in my case anyway. I train them to be the best they can be, with hopes they will go on to bigger and better things. I realize the average stay in this market is about a year or a year-and-a-half. By the same token, most of my current staff has been with me two or three years. We give them a good work environment, and we're the highest paying station in this market - so we give them something to stay around for. But when their time comes, I push them out the door so they can get on with their career.

WHERE DO YOU LOOK FOR NEW TALENT?

Surprisingly, they come from markets smaller than this one - markets in the two hundreds - so they're people who want to move up. We're not quite in the top one hundred, but we're so close to the major markets that PDs drive through and hear talent. We had Monica Brooks, who went on to POWER106, as well as several others who took similar paths after working here. People in small markets realize that this is a good station to work at for a while and be heard. I don't go through a week without getting at least two or three tapes from people who have heard the station and just want to work here. Once or twice a year we run an ad in the trades, and you'd be surprised how many tapes come out of the woodwork. We keep a file of the resumes for six months, and if I'm looking for somebody, I call the best ones to see if they're still interested and available. If they're not, we move on.

LISA TONACCI

PD, B93 (KBTS) - Austin, TX

Austin is a really interesting situation because it's a stepping stone to major markets for a lot of people. For instance, we've seen Linda Energy go to WPLJ in New York and Karen Clauss go to WEGX in Philadelphia. Quite often we wind up developing people and sharpening their skills, but a market this size also attracts people who have already been in major markets and now want a very comfortable lifestyle. This market pays very well because the cost of living is very high. Our afternoon guy, Barry Kaye, has been in radio for 25 years, working in L.A., San Diego and Houston. Our midday jock has been in radio for 20 years, working in a number of different markets, and he has a boat and loves living in Austin. My morning man, Mike Butts (who is also my husband), has worked in tons of major markets. He came here because he wanted to work for Marty Greenberg. We also have developed people from the ground up. Our overnight guy was hired out of a 7-Eleven. He became a morning show producer, then started doing weekend overnights, and now he does the all-night show. Jose Brown, one of our part-timers who is also a character on our morning show, is a waiter at TGI-Fridays. Our traffic person, Officer Leo, is an actual Austin police officer - one of his best features is a radar report telling Austin-ites where the radar traps are. So both kinds of talent exist here, and I love promoting from within because it's really neat to watch people grow.

JERRY DEAN

PD, KLUC - Las Vegas

I don't know if you can really classify Las Vegas as a smaller market. Las Vegas is a unique market for obvious reasons, and that in itself attracts lots of good talent. Our big advantage is that we're owned by Nationwide Communications, Inc. which I think is the hottest broadcasting chain in the country. There are good people out there, and it's up to the program director to find the right person. As far as I'm concerned that's the hardest part of a program director's job - attracting, hiring and keeping key people. There are people from all over the country in Las Vegas every day listening to radio, which sometimes makes it hard to keep good people. So far I've been lucky - my staff is very happy and I've had them all for at least a year. The

one thing that's always keeping a lot of fresh blood from coming into this business is the low starting pay. You really have to have a lot of dedication and want to make this your lifelong career.

WHERE DOES ONE FIND TALENT TODAY?

Another advantage of working for a company like Nationwide is that the program directors network a lot. If there's an opening at one of the Nationwide stations and they get a hundred tapes, that leaves 99 tapes in the pipeline, and maybe there are still some good ones. For instance, right now I have a night opening (10 p.m. - 2 a.m.) because Carly Roberts, who has been here for ten years, is going to move on. This gives you an idea of how seldom an opening comes. I've talked with other Nationwide PDs, and I'm going to go the usual route by putting ads in the trades and talking to people in the business. But networking is the best way to find someone really good.

GREG ROLLING

PD, KKYK - Little Rock, AR

I like to find local talent in the small markets around me - 20 to 50 miles out - and bring them on as part-timers and develop them internally. Then when I have a position open I promote from within. If you're from this area, you're more likely to stay here longer than if I bring you in from another state.

IS THERE SOMETHING BENEFICIAL OR ATTRACTIVE ABOUT YOUR AREA?

Little Rock is surrounded by seven smaller towns of 25,000 to 50,000 people. The closest large city, Memphis, is two-and-a-half hours away, and the closest super-city, Dallas, is six hours away. In Arkansas, Little Rock is the "big, big city," so we're able to find talent from the state's smaller towns.

MIKE TEMAAT

PD, KQLA - Manhattan, KS

There aren't a lot of people out there. The problem in smaller markets is where to come up with people and make contacts. Sometimes you have to resort to college towns and less talented people who you have to train yourself. That can sometimes pose a problem, especially in a smaller market area. You have to be not only a good programmer, but a good teacher.

JOHN CLAY

PD, HOT96 - Fresno, CA

It's a good news - bad news situation. The bad news in the 12 years I've been in radio has been that young people in the business are less willing to pay dues. They don't want to work overnight or weekend shifts to get the experience it takes to be a seasoned announcer and a more mature person who can think quickly on their feet. They're not only more impatient, but also they expect to have to work less hard than they used to. That's the bad news. The good news is that in my office there are a stack of tapes which come in unsolicited all the time. I know that in most markets, most PDs don't want to go through them until they need to, but if you take the time to listen to every tape and make calls on the ones you like, then you'll always have a nice repertoire of people to draw on, some of whom are eager and ready to go. Right now we have an overnight weekend guy who has never been on the radio in his life. He made tapes in his garage and brought them to me. Five years from now this guy could be doing nicely in a big market.

CHRIS RUH

PD, KZOZ - San Luis Obispo, CA

This might be the single most difficult and pervasive problem facing smaller market radio people, and I don't have any one solution. It's really a process of knowing how to listen to air checks and develop part-time talent appropriately. In smaller markets you'll often find some people who have been under-utilized and who are waiting for a chance to take on a starring role. You can also put ads in the trades and network with other radio people, or talk to trades to see if anybody knows someone who is looking for a job. I found my music director, Rick Andrews, that way, and he's probably one of the best in the country. I needed somebody who had networked himself sufficiently so that I knew he knew a lot of people. That told me what type of employee he was. With music and programming people, that's the answer. With jocks it's a lot more difficult. You really need to just look for somebody

1 ◇ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE ◇ (212) 840-1035
 ADDS: JOEY, SHANA, THE 49ERS,

WPLJ • PD: GARY BRYAN / MD: MIKE PRESTON ◇ (212) 613-8900
 ADDS: DID NOT REPORT THIS WEEK,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ◇ (212) 239-2300
 ADDS: SEDUCTION,

2 ◇ Los Angeles

KIIS-FM • PD: GERRY DeFRANCESCO / MD: BRIAN BRIDGMAN ◇ (213) 466-8381
 ADDS: JANE CHILD (#25), BILLY JOEL, ANYTHING BOX, TECHNOTRONICS,

KROQ • PD: ANDY SCHUON / MD: LEWIS LARGENT ◇ (818) 567-1067
 ADDS: THE CHURCH (#21), DEL AMITRI (#37), COWBOY JUNKIES (#38), MICHAEL PENN (#39),

PIRATE RADIO • PD: SCOTT SHANNON / MD: DENISE LAUREN ◇ (213) 469-1631
 ADDS: MICHAEL BOLTON, PETER MURPHY,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ◇ (818) 953-4200
 ADDS: ANYTHING BOX, SYBIL, ROXETTE,

3 ◇ Chicago

B96 • PD: DAVE SHAKES / MD: PAUL DONOVAN ◇ (312) 944-6000
 ADDS: BABYFACE (#27), INNER CITY (#29), REGINA BELLE (#30), LINEAR,

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS ◇ (312) 527-8348
 ADDS: ALANNAH MYLES (#30),

Z95 • PD/MD: BRIAN KELLY ◇ (312) 984-0890
 ADDS: D'MOB (#19), MICHAEL PENN (#30),

4 ◇ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ◇ (415) 391-1061
 ADDS: AFTER 7 (#29), NANCY MARTINEZ, ELECTRONIC,

LIVE105 • PD: RICHARD SANDS / MD: STEVE MASTERS ◇ (415) 626-1053
 ADDS: THE CHURCH (#29), ADAM ANT (#30), THE RAVE UPS (#31), NASA (#32), BEAUTIFUL SOUTH (#33),

X100 • PD: BILL RICHARDS / MD: TIM WATTS ◇ (415) 362-8800
 ADDS: OAK TOWN 3, 5, 7,

5 ◇ Philadelphia

EAGLE106 • PD: TODD FISHER / MD: JAY BEAU JONES ◇ (215) 667-3939
 ADDS: THE SMITHEREENS, JANE CHILD,

WIOQ • PD: ELVIS DURAN / MD: OPEN ◇ (215) 667-8100
 ADDS: JODY WATLEY, BABYFACE, INNER CITY, SMOKEY ROBINSON, THE BRAT PACK, CALLOWAY (#29),

WUSL • PD: DAVE ALLAN / MD: JOHN MONDS ◇ (215) 483-8900
 ADDS: FREDDIE JACKSON, ANGELA WINBUSH, MANTRONIX, INNER CITY, RANDY CRAWFORD,

6 ◇ Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE ◇ (313) 967-3750
 ADDS: CHER,

THE FOX • PD: CHUCK BECK / ASST. PD/MD: JOHN MCFADDEN ◇ (313) 398-1100
 ADDS: NO ADDS THIS WEEK,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ◇ (313) 871-3030
 ADDS: WHITESNAKE, MOTLEY CRUE, LISA STANSFIELD, INNER CITY,

7 ◇ Dallas

100.3JAMZ • PD: ELROY SMITH / MD: CAROLYN ROBBINS ◇ (214) 348-3800
 ADDS: AFTER 7 (#25), STACY LATTISAW (#26), MIKI HOWARD (#30),

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL ◇ (214) 869-9700
 ADDS: PETER WOLF, MADONNA,

Y95 • PD: OPEN / MD: MIKE EASTERLIN ◇ (214) 263-3695
 ADDS: JANE CHILD, MICHEL'LE,

8 ◇ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA ◇ (617) 396-1430
 ADDS: REGINA BELLE, TOM PETTY, TEARS FOR FEARS, PETER MURPHY, DUSTY SPRINGFIELD,

WZOU • PD: STEVE RIVERS / MD: CADILLAC JACK McARTNEY ◇ (617) 267-9090
 ADDS: LINEAR, JANE CHILD, TECHNOTRONICS (#29),

9 ◇ Washington, DC

Q107 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ◇ (202) 686-3252
 ADDS: CLIFF RICHARD (#20), MICHEL'LE (#25), LISA STANSFIELD (#26), JANE CHILD (#27), KISS (#28), LUTHER VANDROSS (#29), TOMMY PAGE (#30),

WAVA • PD: MATT FARBER / MD: DAVE ELLIOT ◇ (703) 534-0320
 ADDS: JANE CHILD (#29), MICHAEL BOLTON (#30),

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. ◇ (301) 441-3500
 ADDS: DIGITAL UNDERGROUND, JANE CHILD,

10 ◇ Houston

ENERGY96.5 • PD: STEVE SMITH / MD: MICHAEL NEWMAN ◇ (713) 790-0965
 ADDS: HIROKO, SINEAD O'CONNOR, SHANA, BELOVED,

KISS98.5 • PD: STEVE HEGWOOD / MD: TERRI WEBER ◇ (713) 622-0010
 ADDS: JERMAIN JACKSON, LEILA K, FREDDIE JACKSON,

KKBQ • PD: OPEN / MD: JOHN COOK ◇ (713) 961-0093
 ADDS: NO ADDS THIS WEEK,

KRBE • PD: ADAM COOK / MD: CHERYL BROZ ◇ (713) 266-1000
 ADDS: BELOVED, INNER CITY, DEPECHE MODE, LINEAR,

11 ◇ Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE ◇ (305) 445-5411
 ADDS: WILLIS,

POWER96 • PD: BILL TANNER / MD: (OPEN) ◇ (305) 653-6796
 ADDS: LEILA K, AND MORE, 2 LIVE CREW, KYZE,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ◇ (305) 925-7117
 ADDS: DID NOT REPORT THIS WEEK,

12 ◇ Atlanta

POWER99 • PD: RICK STACY / ASST. PD/MD: STEVE WYROSTOK ◇ (404) 266-0997
 ADDS: CHER, ELECTRONIC, INNER CITY,

STAR94 • PD: BILL CAHILL / MD: KIRK PATRICK ◇ (404) 261-2971
 ADDS: MICHAEL BOLTON, ROLLING STONES (#24),

13 ◇ Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL ◇ (516) 732-1061
 ADDS: MICHAEL BOLTON, LISA STANSFIELD, BIZ MARKIE,

14 ◇ Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN ◇ (206) 223-5700
 ADDS: CALLOWAY, BIZ MARKIE,

KUBE • PD: TOM HUTYLER / MD: RANDY IRWIN ◇ (206) 322-1622
 ADDS: MICHAEL BOLTON, MOTLEY CRUE, TOMMY PAGE (#29),

15 ◇ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ◇ (314) 644-1380
 ADDS: MICHAEL BOLTON (#34), McAULEY SCHENKER GROUP (#39),

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT ◇ (314) 727-6500
 ADDS: DID NOT REPORT THIS WEEK,

16 ◇ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ◇ (619) 292-7600
 ADDS: THE LIST IS FROZEN THIS WEEK,

Q106 • PD: GARRY WALL / MD: MICHELLE SANTOSUOSSO ◇ (619) 565-6006
 ADDS: AFTER 7 (#29), JODY WATLEY,

17 ◇ Baltimore

B104 • PD: STEVE PERUN / ASST. PD/MD: PAM TRICKETT ◇ (301) 466-9272
 ADDS: SALT 'N PEPA (#28), ELTON JOHN, CALLOWAY,

18 ◇ Minneapolis

KDWB-FM • PD: BRIAN PHILIPS / MD: MR. ED LAMBERT ◇ (612) 340-9000
 ADDS: D'MOB, MICHAEL BOLTON,

WLOL-FM • PD: GREGG SWEDBERG / MD: P.J. OLSEN ◇ (612) 340-9565
 ADDS: MICHAEL BOLTON (#32), REGINA BELLE, TECHNOTRONICS, KISS,

19 ◇ Pittsburgh

B94 • PD: CLARKE INGRAM / MD: LORI CAMPBELL ◇ (412) 381-8100
 ADDS: MICHAEL PENN, CALLOWAY,

20 ◇ Anaheim

KEYZ • PD: CRAIG POWERS / MD: OPEN ◇ (714) 774-9600
 ADDS: TOM PETTY, LOU GRAMM, TOMMY PAGE (#30),

21 ◇ Tampa

POWER PIG • PD: MARC CHASE / MD: JEFF KAPUGI ◇ (813) 839-9393
 ADDS: STEVIE B (#32), REGINA BELLE (#38), CHER (#39), INNER CITY (#40),

Q105 • PD: MASON DIXON / MD: BOBBY RICH ◇ (813) 287-1047
 ADDS: TECHNOTRONICS, KISS, REGINA BELLE,

22 ◇ Cleveland

WPHR • PD: CAT THOMAS / MD: ED BROWN ◇ (216) 348-0108
 ADDS: MOTLEY CRUE (#31), JANE CHILD (#33), TOM PETTY (#34),

23 ◇ Phoenix

KKFR • PD: RON PARKER / MD: JIM MORALES ◇ (602) 258-6161
 ADDS: YOUNG MC, REGINA BELLE, DEPECHE MODE, MC HAMMER, THE BRAT PACK,

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ◇ (602) 258-8181
 ADDS: B-52'S (#30), JANE CHILD, REGINA BELLE, ELECTRONIC,

KZZP • PD: BOB CASE / MD: OPEN ◇ (602) 964-4000
 ADDS: WILSON PHILLIPS, BABYFACE,

24 ◇ Denver

KS104 • PD: DAVE VAN STONE / MD: CINDY ROSE ◇ (303) 427-7700
 ADDS: TAYLOR DAYNE, JANE CHILD, LISA STANSFIELD, SEDUCTION,

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ◇ (303) 989-1075
 ADDS: STEVIE B, LOU GRAMM, LINEAR, U KREW,

25 ◇ Portland

KKRZ • PD: MARK CAPPS / MD: BILL KEZLEY ◇ (503) 226-0100
 ADDS: LOU GRAMM, LINEAR, TEARS FOR FEARS,

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

"IN SMALLER MARKETS THE PROBLEM OF FINDING RADIO TALENT CAN BE A MAJOR ONE. SALARIES ARE SO LOW THAT YOU CAN'T ALWAYS ATTRACT TALENT FROM OTHER STATIONS. CONSEQUENTLY, YOU HAVE TO FIND UNDISCOVERED TALENT AND TRAIN THEM YOURSELVES. WHAT ARE SOME SOLUTIONS TO THIS SMALLER MARKET PROBLEM?"

who is hungry and up-and-coming. It may be someone in a market near yours, or it may be somebody from a bigger market hasn't had success and needs to get their career back on track. Each time I've had to find an employee it has been a different process. Finding part-time talent is especially difficult, because the really good part-time talent wants to find full-time work - and they should. If you develop a part-timer sufficiently enough, chances are you're going to lose them sooner or later because they're going to find the full-time job they want. Then you have to start the process over. I've gone through many part-timers here, some who have taken on full-time jobs and some who have just decided it's not worth it to do part-time radio and have pursued other things. It's a difficult process, and hopefully it's a good educational experience for all of us in smaller markets, so that when we get to bigger markets we'll really know where to look for people.

JOHN PEAKE

PD, KRQ - Tucson, AZ

It's pretty challenging to find talent in a smaller market. Generally, the best solution is to find people who are working as part-timers in larger markets, maybe as an assistant production director, or go to markets even smaller than Tucson and find somebody with the basic skills and raw talent. Here at KRQ and Nationwide, we like to hire people who have the basic skills and develop them as one of our own. Those are the two basic directions to go.

SCOTT HUGHES

PD, WRQK (ROCK107) - Canton, OH

It might be a problem, but to compensate I go to college stations. I'd rather work with these people because I can bring them along and work with them. Nobody on our staff now really came from a big market. They all came from local stations or the same type of market. If you work with these people, you can develop them. If you've got someone who is eager, like a kid out of college or broadcasting school who will do anything to get on the air, it's not really a problem. I have three people on the air who came from college stations and they do quite well. As long as you guide them, and keep giving them that confidence, I don't see it as a big problem. There are some good stations around here with good people, but I feel my people are just as good, and probably better, because they get to what they're supposed to talk about and then they get the hell back into the music or spots. That's what I prefer anyway. It might take a little longer, but you can find these people.

CAREY EDWARDS

PD, X102 - Reno, NV

The hardest thing in a smaller market is finding part-time talent. The old adage, "The hardest thing to do is to find the guy to do overnights once or twice a week," is really true, especially in a market the size of Reno. There are a lot of people coming up who want that shot but really don't have any experience. It's a crapshoot when you take a chance on someone who has never held down a radio position before. What I look for in part-time talent is somebody with desire and somebody with common sense who can hold down the fort while everybody else is away. In a small market, the part-time position is one of the most important working parts of a radio station. Anybody who has one or two good part-time people who can fill in and do a midday slot when needed, or make a remote appearance, has gold at their station. We've got two good part-time people, Todd Campbell and Johnny B, whose real name is Suzanne Richards. Todd has been in the business, and Suzanne is trying her hand in Top40 radio more or less for the first time - she's doing a great job for us. Anybody can put an ad in a trade publication and get 50 tapes and try to find the person they think will sound the best, but it's part-time talent that's best, especially in smaller markets. We need a morning man right now, and I'm looking for somebody who can come in here and really make some noise. Not necessarily a zoo-type or shock-type, but someone who can get the media stirred up and who doesn't mind getting involved in street level promotion.

MIKE BRIDGES

PD, WKSM - Ft. Walton Beach, FL

The problem I find is that whenever I have a good prospect come by, I don't have a position open for them. Because the area is so small, the prospect will have already left to go someplace else by the time something does open up. I read the other day that one of the groups is starting to use smaller stations as a farm system, which I think is a great idea. But it doesn't help us much if we're not part of a company.

DO YOU HAVE TO FIND UNDISCOVERED TALENT AND TRAIN THEM?

Yes. That's a real shot in the dark - we've had some who haven't panned out at all, but we also occasionally find that diamond in the rough. It's a situation by situation basis. We do have a luxury in being on the gulf in a resort area. I find people are willing to move down here from colder climates, even though the money may be a little less than what they're used to. The cost of living is also a little less down here. I've also gone through the broadcasting schools and the unsolicited tapes that come in the mail. We've used the trade publications, but when most people leave they give a two-week notice and so by the time I get the word out that I'm looking, I'm out of time. I find myself scurrying to get the position filled.

HITMAN McKAY

PD, 99.9KHI - Ocean City

"Finding" is the wrong word - you don't find talent down here, you have to develop it. It would be nice if you could pick and choose a guy who has all the tools you need, but in the boondocks, and even stations not that small, it takes a programmer's good ear to find the guy or girl with the potential. Then it's up to you to bring them in and develop them. If they have it, then the diamond will surface from the rough, and if they don't then you move on and find another to cultivate. The bottom line is, you have to develop small market talent. I see a lot of guys in these nightclubs, and some in colleges. Many people I get aren't really interested in the broadcasting business, but they have that personality. When I say, "God, you'd sound great on the radio, why don't you give this thing a shot," they answer, "Nah, no way. Well okay." You'd be surprised. You can find out in 60-seconds of an air check if a guy has potential.

STEVE GUNNER

PD, Y97 - Santa Barbara, CA

The big problem is how much we can pay somebody. Another problem is the location of the market. It isn't hard to find somebody to work in Santa Barbara. I get two to three tapes every day, however we can't go very far talking money. When I was in Grand Forks, the location was tough because with the money fairly low and the climate extremely cold, it was hard to track somebody to work there. It helped being the number one station in the market. Your problem is trying to find the talent to make yourself number one and once you achieve that status it's a little more attractive to some of the people applying. You need a good talent bank and good networking with PDs in other markets. Right now I'm working with the Pollack Communications Company, and they're a big help. If you get involved with a consultant they can always turn you onto some good talent. In the past it has helped to have the right connections with other PDs who have helped me find good talent at reasonable prices. Networking is the major tool I rely on. You can get tons of tapes by placing an ad, but I usually find the people I want through my contacts. If somebody I know and respect is recommending somebody, then I don't have to worry about all the other hassle.

CHUCK KNIGHT

PD, KRNQ - Des Moines, IA

We like to hire decent part-time people who can be trained on the overnight shift and on Monday mornings. Those people have some talent to begin with, or else we wouldn't have hired them. Hopefully they can use these shifts as a training ground and deal with a higher level of coaching than they're used to in a smaller market. I look for good part-time people who may be working in the absolute smaller market - smaller than Des Moines - in the 20,000 to 50,000 population range. I like to pull them in and work with them on a higher level. In the smallest radio stations, sometimes nobody works with them at all. We look forward to sitting back with those people and developing them into our next full-time people. We establish a farm system within the radio station so that the overnight person is strong enough to slide into the next daytime opening.

WAYNE COY

PD, WIXX - Green Bay, WI

I network a lot with major market PDs who get tapes from guys who aren't necessarily right for their situation, but would be perfect for us. I try to build a talent bank way in advance of any opening so that if somebody suddenly has to leave, I have four or five names of people who would immediately be appropriate as a replacement. There have been some instances where I've used smaller stations as farm teams, where the guys weren't getting a lot of direction but their raw talent was good. Thank God for KCPI in Albert Lee, because I got two good people from that radio station.

26 ◇ Milwaukee

HOT102 • PD: RICK THOMAS / MD: DANA LUNDON ◇ (414) 785-1021
 ADDS: NO ADDS THIS WEEK,

WKT1 • PD: MIKE BERLAK / ASST. PD/MD: DANNY CLAYTON ◇ (414) 332-9611
 ADDS: PHIL COLLINS, DON HENLEY, MICHAEL BOLTON, TOMMY PAGE, JANE CHILD,

27 ◇ Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY ◇ (816) 531-2535
 ADDS: LISA STANSFIELD, TECHNOTRONICS,

KXXR • PD: GARY FRANKLIN / MD: MARK CRUZ ◇ (816) 421-1065
 ADDS: PETER WOLF, BOBBY Z, BELOVED, MICHAEL BOLTON, JESUS & MARY CHAIN, MOTLEY CRUE (#36),
 BELINDA CARLISLE (#39), KIX (#40),

28 ◇ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ◇ (401) 433-4200
 ADDS: TECHNOTRONICS (#35), SEDUCTION, MICHAEL BOLTON,

29 ◇ San Jose

HOT97.7 • PD: KEN RICHARDS / MD: JOHN CHRISTIAN ◇ (415) 948-0977
 ADDS: THE LIST IS FROZEN THIS WEEK,

KWSS • PD: LARRY MORGAN / MD: RICH ANHORN ◇ (408) 297-5977
 ADDS: MOTLEY CRUE,

30 ◇ Sacramento

FM102 • PD/MD: BRIAN WHITE ◇ (916) 920-1025
 ADDS: DIGITAL UNDERGROUND (#25), INNER CITY (#29), LINEAR (#30),

KROY • PD: OPEN / ASST. PD/MD: THE ICEMAN ◇ (916) 446-5769
 ADDS: NO ADDS THIS WEEK,

KWOD • PD: WILLY B. / MD: GERRY CAGLE ◇ (916) 929-5000
 ADDS: NO ADDS THIS WEEK,

31 ◇ Cincinnati

Q102 • PD: DAVE ALLEN / MD: BRIAN DOUGLAS ◇ (513) 763-5500
 ADDS: THE LIST IS FROZEN THIS WEEK,

32 ◇ Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU ◇ (804) 826-1310
 ADDS: KEVIN PAIGE, DEPECHE MODE, MICHAEL BOLTON,

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ◇ (804) 497-1067
 ADDS: THE LIST IS FROZEN THIS WEEK,

33 ◇ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ◇ (714) 889-2651
 ADDS: LISA STANSFIELD, YOUNG MC,

34 ◇ Columbus

92X • PD: MARK TODD / MD: CHRISTY ROBERTS ◇ (614) 221-7811
 ADDS: TESLA, BRITNY FOX,

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ◇ (614) 224-9624
 ADDS: MADONNA (#17), LINDA RONSTADT f/Aaron Neville (#19), MICHAEL PENN (#20), LISA STANSFIELD
 (#21), ALANNAH MYLES (#22), MICHAEL BOLTON (#23), TECHNOTRONICS (#24), D'MOB (#25),

35 ◇ New Orleans

B97 • PD: BOB MITCHELL / MD: JOEY GIOVINGO ◇ (504) 581-7002
 ADDS: LUTHER VANDROSS, MICHAEL BOLTON,

36 ◇ San Antonio

KITY • PD: RICK UPTON / MD: OPEN ◇ (512) 225-5111
 ADDS: QUINCY JONES, BELOVED, MISA, HIROKO,

KSAQ • PD: LEO VELA / ASST. PD/MD: KATHIE ROMERO ◇ (512) 271-9600
 ADDS: NO ADDS THIS WEEK,

KTFM • PD: OPEN / MD: RICK HAYES ◇ (512) 655-5500
 ADDS: KAMOA, FASCINATION, GINO LATINO,

37 ◇ Indianapolis

WZPL • PD/MD: SCOTT WHEELER ◇ (317) 637-8000
 ADDS: JANE CHILD (#26), MOTLEY CRUE (#28),

38 ◇ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ◇ (801) 359-9536
 ADDS: KYZE, PETER MURPHY, BOBBY Z, BELOVED, LINEAR, TEARS FOR FEARS,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: BOB LABORDE ◇ (801) 485-6700
 ADDS: MICHAEL BOLTON, TOM PETTY ,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ◇ (801) 262-9797
 ADDS: THE BRAT PACK, MICHAEL BOLTON, TEARS FOR FEARS, CALLOWAY, LOU GRAMM,

39 ◇ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ◇ (716) 876-0930
 ADDS: STEVIE B, SEDUCTION, MOTLEY CRUE (#29), LUTHER VANDROSS (#30),

WKSE • PD: MIKE EDWARDS / MD: MIKE MCGOWAN ◇ (716) 884-5101
 ADDS: LISA STANSFIELD, CALLOWAY,

40 ◇ Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ◇ (203) 776-4012
 ADDS: A'ME LORAIN, MICHAEL BOLTON, THE BRAT PACK, REGINA BELLE,

WKSS • PD: JEFFERSON WARD / MD: CHRIS WALSH ◇ (203) 249-9577
 ADDS: NATALIE COLE, KEVIN PAIGE, REGINA BELLE,

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST ◇ (203) 522-1080
 ADDS: STEVIE B (#40), MICHAEL BOLTON, LINEAR, NATALIE COLE,

41 ◇ Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: DON O'NEAL ◇ (704) 342-4102
 ADDS: AFTER 7, CALLOWAY, LINEAR,

WZZG • PD: RANDY C. BLISS / MD: DWAYNE WARD ◇ (704) 392-6191
 ADDS: THE BRAT PACK (#35), CHER, TESLA, LOU GRAMM, BELOVED, MICHAEL BOLTON,

42 ◇ Memphis

FM100 • PD/MD: STEVE CONLEY ◇ (901) 726-0468
 ADDS: DID NOT REPORT THIS WEEK,

Z98 • PD/MD: HOWIE CASTLE ◇ (901) 529-0098
 ADDS: KISS,

43 ◇ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◇ (407) 788-1400
 ADDS: HOWARD HEWITT, BELL BIV DEVOE, QUEEN LATIFAH, D'MOB,

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◇ (407) 629-5105
 ADDS: MICHAEL BOLTON, CALLOWAY,

XL106.7 • PD: STEVE KELLY / MD: ROD LAUDERDALE ◇ (407) 339-1067
 ADDS: TOMMY PAGE, MIDNIGHT OIL, THE BRAT PACK, MICHAEL BOLTON, LOU GRAMM, THE
 SMITHEREENS,

44 ◇ Monmouth-Ocean, NJ

WJLK-FM • PD: BRAD HOLCOMB / MD: GARY GUIDA ◇ (201) 774-7700
 ADDS: DON HENLEY (#25), TEARS FOR FEARS (#33),

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◇ (609) 597-1100
 ADDS: LISA STANSFIELD, MOTLEY CRUE, LINDA RONSTADT f/Aaron Neville,

45 ◇ Rochester

98PXY • PD: OPEN / MD: CAT COLLINS ◇ (716) 325-5300
 ADDS: SINEAD O'CONNOR, MICHAEL BOLTON, LOU GRAMM, LEILA K, NATALIE COLE,

46 ◇ Nashville

Y107 • PD: LOUIS KAPLAN / MD: HAWK HARRISON ◇ (615) 256-6556
 ADDS: XYMOX, MOTLEY CRUE, JOYCE IRBY,

47 ◇ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◇ (405) 840-5271
 ADDS: CALLOWAY (#28), SEDUCTION (#29), JOYCE IRBY,

Z99 • PD/MD: BRETT DUMLER ◇ (405) 942-3399
 ADDS: SMOKEY ROBINSON, ANYTHING BOX, JOYCE IRBY, SALT 'N PEPA,

48 ◇ Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS ◇ (513) 294-5858
 ADDS: LOU GRAMM, MICHAEL BOLTON, TESLA, MOTLEY CRUE, ALANNAH MYLES (#27), LISA STANSFIELD
 (#28), THE COVER GIRLS (#29), TOMMY PAGE (#30),

49 ◇ Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER ◇ (502) 589-4800
 ADDS: ELTON JOHN, ANYTHING BOX,

WLRS • PD: LISA LYONS / ASST. PD/MD: BRAD HARDIN ◇ (502) 585-5178
 ADDS: ALICE COOPER (#32), LOU GRAMM, MR. BIG, BRITNY FOX, TOM PETTY ,

50 ◇ Greensboro/Winston-Salem

WJMH • PD: CHRIS BAILEY / MD: KELLY MASTERS ◇ (919) 855-6500
 ADDS: BODY, NEWTRONS, OAK TOWN 3, 5, 7, TYLER COLLINS, ZAPP, FREDDIE JACKSON, WHISTLE,

WKSI • PD: DALE O'BRIAN / MD: GREG STEVENS ◇ (919) 275-9895
 ADDS: MICHAEL BOLTON, MICHEL'LE, A'ME LORAIN,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◇ (919) 759-2316
 ADDS: MICHAEL BOLTON, DONNY OSMOND, TECHNOTRONICS, BABYFACE, VONDA SHEPARD,

Montreal, Canada

CKOI • PD: BOB LEBOURD / MD: GUY BROUILLARD ◇ (514) 766-2311
 ADDS: TANITA TIKARAM (#40), JOHNNY CLEGG, MELISSA ETHERIDGE, TOM PETTY , TINA TURNER,

HOT RADIO PROMOTIONS

VONS SINGLE NIGHT II WITH SLY96

Singles will gather at the local Vons to experience Vons' Singles Night II with SLY96 in San Luis Obispo, CA. The fun includes 2 litre bottle bowling with melons as bowling balls. Second, a Nut and Bolt match. The men will receive a bolt, the women will receive a nut. Then it's time to mix and match! Prizes given out during the event will include concert tickets, ski packages, cassettes, and food giveaways. Expectations are high for this event due to last year's high turnout.

WRCK LUCKY LOTTO'S PARIS GIVEAWAY

WRCK in Utica, NY invites listeners to win a trip for two to Paris, France for seven days. They sign up at a local market and then listen for their name to be called on the air. If it is, they have 17 minutes to call up and qualify for a final drawing to win. Also, if listeners hear a touchtone sound, they can call up to win 17 instant Who tickets. Their name is then put into a drawing with a chance to win 1000 Lotto tickets!

KBOZ RED LETTER PROMOTION

KBOZ in Bozeman, MT is giving away a trip for two to Seattle's Naval Base to tour the submarine used in the movie Hunt For a Red October. Listeners will be given clues over the air as to where the word 'October' - in red letters is hidden. After piecing the clues together, listeners can go to the location and fill out an entry form to be placed in a grand drawing.

WHY MIDDAY BLITZ!

WHY in Montgomery, AL has a midday promotion guaranteed to increase office listenings. On Mondays it's Secretary's Day. The 10th caller at the sound of the typewriter wins a six pack of Diet Coke, a prize (movie passes, etc.) and also his/her boss wins a prize too (carwash pass, etc.). All wins qualify for one of two fur coats. On Tuesdays and Thursdays, it's Bosses Day. At the key song of the hour, one winner can claim even bigger prizes - Sony Walkmans and more, as well as a prize for his/her boss. On Wednesdays it's Wet Wednesday when listeners win a six pack of Diet Coke and a six pack of cassettes. Friday is lunch time jam session. WHYT will take requests and play as many as possible on the air, giving away prizes three or four times during the music jam. All winners throughout the week qualify for the furs!

Z100 LISTENER TO STAR IN JAN JAX VIDEO

Z100 in Portland, OR will be giving away an exclusive trip for two to a private destination to star in Janet Jackson's brand new video! Listeners have the opportunity to call in and qualify for the trip every time they hear Janet say, "Is that the end?"

WYCR SEZ "GRAB OUR BALLS FOR BIG PRIZES!"

Promotion Director Rick McCauslin at WYCR in York, PA tells us that the ninth caller after hearing the daily key song wins a qualifying prize and a shot to win big. In March they will have their qualifying winners go to a local mall and they will drop 300 ping pong balls on them. On each ball there is a prize ranging from 98 cents to new computer systems to fantasy vacations to cash. Winners "grab" as many balls as they can in an allotted period of time. Good luck!

WTHT'S HUMAN CANDY BAR

Valentine's Day, WTHT in Portland, ME asked listeners to come to a local club, Sables, and participate in the creation of the world's first human candy bar. Announcer Johnny O was dipped into red chocolate, and then the crowd was invited to put nuts and sprinkles all over him. The burning question - who ate the chocolate off? No one. That was just wishful thinking on Johnny's part.

KISS-FM'S SUPER STICKER WORTH \$10,000

KISS-FM in Los Angeles is giving listeners two ways to win free money. The first is by slapping a KISS-FM supersticker on their car, and if the KISS free money van spots them, they win instant cash. The second is by listening for their car license plate to be announced on the air. If the listener calls KISS-FM within 15 minutes, they win. All winners are included in a drawing for \$10,000!

WNCI STAGES VALENTINE'S DAY WEDDING

WNCI in Columbus married a couple on the air on Valentine's Day! The WNCI morning zoo learned of a couple who had just put their life savings into a down payment for a house and could not afford a wedding. So the zoo arranged to have all the components of the wedding donated - from Tuxes to limos to the honeymoon! Then the zoo added some wacky touches of their own: The wedding was held over the counter at a McDonald's (both the bride and groom are McDonald's employees); former Ohio State football all-American Tom Skladany played the Bridal March on his accordian; and "world famous" Merle's Mobile Music deejayed the reception. The event attracted about 500 guests and captured the hearts of Central Ohio on Valentine's Day. WNCI also took it upon themselves to keep listeners out of trouble who had forgotten their sweetheart on Valentine's Day. The station gave out Valentine's packages including roses, candy and a card. If a listener forgot their sweetheart, he/she could win the package from WNCI and keep out of trouble. WNCI let winners stop by the studios on the way home to pick up the packages!

Q95's PURTAN FIGHTS COLD AND HUNGER

On Thursday, February 15, WKQI (Q95-FM, Detroit) Morning Man Dick Purtan, Purtan's People and the Q95-FM staff joined the Salvation Army for the third annual radio marathon benefitting "the Army." The 16-hour Radiothon featured local celebrities as well as national names like Cher, Victor Mature, Gavin MacLeod and comedians Thom Sharp, Dave Coulier and others. Last year, Dick Purtan's Radiothon raised over \$137,000 in cash pledges to help the Salvation Army with their "Bread and Bed" program, which helps feed and shelter the hungry. In addition to making cash pledges, listeners also were able to make contributions at the WKQI studios. The Salvation Army had a truck on hand to collect donations of food, clothing and other items.

WLOL AND NEW KIDS INVADE MET CENTER

Who had "The Right Stuff" when New Kids On The Block were in the Twin Cities for a double-dose of their music? It wasn't just New Kids. When the group invaded the Met Center on January 16 and 30, WLOL held their own invasion. Before each concert, an exclusive pre-concert party was held at the Met Center's Observatory Club. Hundreds of WLOL listeners enjoyed Jen's Pizza Rolls and their favorite beverage while waiting to meet Dino and The Covergirls, who opened for New Kids. WLOL's morning team, Hines and Berglund, hosted the party. Meanwhile, out in the Met Center parking lot, concert goers were stopping by WLOL's "World's Largest Radio" to get free WLOL and New Kids merchandise. WLOL also held banner contests both nights, with the winners receiving front row seats. A sea of WLOL banners were flowing everywhere! New Kids On The Block showed their support for WLOL when one of the members wore an 'LOL T-shirt on stage.

WKQB WELCOMES PRINCE OF WALES

Promotional director Jeff Tallman at WKQB in Charleston, SC sez his station is welcoming the Prince of Wales in his city with a party and more. On Wednesday, February 21 they held a party at a local club to celebrate his arrival. All donned the traditional (Burger King) crown in his honor. Also callers were eligible to win trips to Port Royale, Prince cassettes, Prince CD packages, Prince's phones, and are even having specials on Crown Royal. The whole town was in on it!

X102 SHOVELS THE SNOW

In response to the recent snow blizzard that blanketed Reno-Tahoe with three feet of snow, X102 decided to do a promotion to help out their listeners. Residents can call the station with reasons why they can't shovel the snow off the driveway. The saddest stories will see Ric Sanders, afternoon DJ, lead the way with X102 staff, shovel in hand to clear the path!

KQHT'S CREATIVE KISSING CONTEST

KQHT in Grand Forks, ND had a 96 second Creative Kissing Contest at a local night spot recently. Winners received his and her lingerie, and everyone who entered received the new Kiss cassette! KQHT's Jay Murphy, who was one of the judges, said that the kissing contest was a hot promo in the truest sense!

WAEB SENDS LISTENERS TO GRAMMY'S

WAEB in Allentown, PA held a Grammy promo in which the correct listener at the touchtone won a six-pack of Grammy artists. This qualified them for the grand prize drawing, in which one lucky winner received a tour of Disneyland and Universal Studios, tickets to the Grammys and unlimited car rental mileage!

WKLQ GIVES AWAY WHITESNAKE - LITERALLY!

WKLQ in Grand Rapids, MI will be giving away a very interesting package for the upcoming Whitesnake/Kix tour. The right caller will not only win concert tickets and a limo ride to and from the show, but they will also receive the option to keep an albino white box snake! Talk about a sssssssensational promo!

THE LARGEST VALENTINE IN SAN ANTONIO

On February 6, POWER93 (KITV) in San Antonio chose Dean Gutmueller of Live Oak, Texas as the winner of San Antonio's largest Valentine. His winning message was revealed on Valentine's Day on a large billboard located over a busy highway. Dean and his Valentine, Jennifer, were hoisted by a bucket truck-lift up to the billboard, where Dean repeated his Valentine message on-and-in-the air. Dean and his Valentine received a weekend getaway anywhere Southwest Airline flies, \$193, and various other POWER93 prizes.

WKRZ ASKS ARE YOU THE CRAB OF THE WEEK?

WKRZ in Wilkes-Barre, PA is inviting all offices to fax bosses or co-workers names with reasons they think should be picked as "crab of the week." Then the boss or co-worker is called and harrassed on the air. After the razzing, WKRZ cheers up the winner with a bushel of real crabs.

Y97 GIVES AWAY PENN'S "BLACK JEANS"

Inspired by the line in Michael Penn's song *No Myth* "...Romeo in black jeans," Y97 in Santa Barbara is giving away black Levi 501s, with a twist. Michael Penn's cassette is in the back pocket. Every time the station broadcasts *No Myth*, the 97th caller wins the jeans and cassettes.

STATION REPORTS

The Top Trendsetters In America

1D2QQ / Saratoga Springs/Albany ◊ PD/MD: KEN McGRAIL ◊ (518) 584-1610 ◊ ADDS: THE LIST IS FROZEN THIS WEEK,

93Q / Syracuse ◊ PD: NEIL SULLIVAN / MD: GARY DUNES ◊ (315) 446-9090 ◊ ADDS: MICHAEL BOLTON (#40), MOTLEY CRUE,

93QID / Alexandria ◊ PD: HOLLYWOOD HARRISON / MD: TERRY KNIGHT ◊ (318) 445-1234 ◊ ADDS: PETER WOLF, TOM PETTY, CALLOWAY, THE BELOVED, LOU GRAMM, NATALIE COLE, U-KREW, FINE YOUNG CANNIBALS,

95XIL / Parkersburg ◊ PD/MD: LARRY HUGHES ◊ (304) 485-7425 ◊ ADDS: PETER WOLF, MICHAEL BOLTON, MOTLEY CRUE, THE BRAT PACK,

95XXX / Burlington ◊ PD: WALT SPECK / MD: J.J. RILEY ◊ (802) 655-9530 ◊ ADDS: PETER WOLF, THE BRAT PACK, MICHAEL BOLTON, LEILA K.,

97KYN / St. Mary's ◊ PD: DAVE MICHAELS / MD: DREW DERSHIMER ◊ (814) 834-9700 ◊ ADDS: LOU GRAMM, DON HENLEY,

98KISS-FM / Highland Park ◊ PD: JADA BROWN / MD: STEVE FOX ◊ (707) 428-5134 ◊ ADDS: QUINCY JONES (#21), TOMMY PAGE (#35), JANE CHILD (#38), TROOP, CONCEPT OF ONE, JEFF REDD,

99.9KHI / Ocean City ◊ PD: HITMAN / MD: KEVIN OCEAN ◊ (301) 289-3456 ◊ ADDS: ENUFF Z'NUFF, SMOKEY ROBINSON, XYMOX, TESLA, BRITNY FOX, A'ME LORAIN (#40),

99WGY / Schenectady ◊ PD: TOM PARKER / MD: MARTY LEGERE ◊ (518) 381-4800 ◊ ADDS: PETER WOLF, MICHAEL BOLTON, DEPECHE MODE, CALLOWAY,

B98 / Kalamazoo ◊ PD/MD: BENNY B. JR. ◊ (406)862-5565 ◊ ADDS: THE LIST IS FROZEN THIS WEEK,

CHED / Edmonton, Alberta ◊ PD: WAYNE BRYANT / MD: JAMES STEWART ◊ None ◊ ADDS: USA STANFIELD, KISS, TOMMY PAGE, MIDNIGHT OIL,

FM104 / Modesto ◊ PD: GARY DeMARONEY / MD: ERIC HOFFMAN ◊ (209) 572-0104 ◊ ADDS: BRITNY FOX, PETER WOLF (#30), TESLA, STARSHIP,

G105 / Raleigh ◊ PD: BRIAN PATRICK / MD: JIM HARRISON ◊ (919) 683-2055 ◊ ADDS: MICHAEL BOLTON, LOU GRAMM, MOTLEY CRUE, CALLOWAY,

G98 / Portland ◊ PD: JIM RANDALL / MD: JON BRYANT ◊ (207) 775-6221 ◊ ADDS: PETER WOLF, TOM PETTY, MICHAEL BOLTON, H-FACTOR, REGINA BELLE,

HOT104 / Greenville ◊ PD: JOHN STEVENS / MD: STEVE DAVIS ◊ (919) 830-1110 ◊ ADDS: SMOKEY ROBINSON, YOUNG MC,

HOT107 / Houma-New Orleans ◊ PD: KEVIN BONNER / MD: LARRY HYATT ◊ (504) 851-1020 ◊ ADDS: THE SMITHEREENS, MOTLEY CRUE,

HOT96 / Fresno ◊ PD: JOHN CLAY / MD: KEVIN CARTER ◊ (209) 255-8383 ◊ ADDS: JODY WATLEY, YOUNG MC, AFTER 7,

HOT194 / Honolulu ◊ PD: ALAN ODA / MD: KIMO VILLARIMO ◊ (808) 531-4602 ◊ ADDS: ROXETTE, SHANA,

JET-FM / Erie ◊ PD: JIM COOK / MD: ROBIN BANKS ◊ (814) 455-2741 ◊ ADDS: TOM PETTY, MICHAEL BOLTON, TESLA,

K104 / Erie ◊ PD: BRUCE KIMBLE / ASST. PD/MD: CHRIS COLLINS ◊ (814) 452-2041 ◊ ADDS: ROD STEWART, MICHAEL BOLTON, TOM PETTY, THE SMITHEREENS,

K106 / Beaumont ◊ PD: NEIL HARRISON / MD: PAM PACE ◊ (409) 769-2475 ◊ ADDS: LOU GRAMM, THE BELOVED, THE BRAT PACK, SALT 'N' PEPA, MICHAEL BOLTON,

K92 / Roonoke ◊ PD: EDOIE HASKELL / MD: LINDA SILVER ◊ (703) 774-9200 ◊ ADDS: MICHAEL BOLTON,

KAGO / Klamath Falls ◊ PD/MD: MIKE GARRARD ◊ (503) 884-0661 ◊ ADDS: JANE CHILD (#13), MICHAEL BOLTON (#33), A'ME LORAIN (#38), TINA TURNER (#39), SMOKEY ROBINSON,

KATH / Colorado Springs ◊ PD: DOUG SORENSEN / MD: TOM FRICKE ◊ (719) 548-1528 ◊ ADDS: PETER WOLF, TESLA, BRITNY FOX, HAVANNAH BLACK,

KAYI / Tulsa ◊ PD: JAN DEAN / MD: OPEN ◊ (918) 492-2020 ◊ ADDS: MOTLEY CRUE, JANE CHILD, TECHNOTRONIC, MICHAEL BOLTON, THE SMITHEREENS,

KBAU / Golden Meadow ◊ PD/MD: DAVE MARTIN ◊ (504) 475-5141 ◊ ADDS: STARSHIP, BEACH BOYS, BRITNY FOX, MICHAEL BOLTON, EURYTHMICS,

KBFM / McAllen-Brownsville ◊ PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO ◊ (512) 383-4961 ◊ ADDS: LINEAR, SMOKEY ROBINSON, LEILA K.,

KBOS / Fresno ◊ PD: JEFF DAVIS / MD: DON PARKER ◊ (209) 237-9361 ◊ ADDS: HEAVY D & THE BOYZ (#37), THE BELOVED (#38), AFTER 7 (#39), REGINA BELLE (#40),

KBOZ / Bozeman ◊ PD/MD: DUANE BARNHART ◊ (406) 586-5466 ◊ ADDS: LISA STANFIELD, TOMMY PAGE, TOM PETTY,

KBTS / Austin ◊ PD: LISA TONACCI / MD: TRACY AUSTIN ◊ (512) 345-9300 ◊ ADDS: JANE CHILD (#35), LOU GRAMM (#36), CHER (#37), DAVID PEASTON (#38), LINEAR (#39),

KCAQ / Oxnard ◊ PD: ROOSTER RHODES / MD: GREG WILLIAMS ◊ (805) 483-1000 ◊ ADDS: ALANNAH MYLES (#40), BONNIE RAITT, LOU GRAMM, REGINA BELLE, SEDUCTION,

KCLD / St. Cloud ◊ PD: BRIAN WRIGHT / MD: CHARLIE DOUGLAS ◊ (612) 251-1450 ◊ ADDS: KISS (#24), MOTLEY CRUE (#25), MICHEL'LE (#27), JANE CHILD (#28), LOU GRAMM (#30),

KCMQ / Columbia ◊ PD: BRIAN HANSON / MD: OPEN ◊ (314) 449-2433 ◊ ADDS: MICHAEL BOLTON, NATALIE COLE,

KDON / Salinas ◊ PD: JAMIE HYATT / MD: EFREN SIFUENTES ◊ (408) 422-3365 ◊ ADDS: SMOKEY ROBINSON, TOMMY PAGE, RUBY TURNER,

KDOW / Des Moines ◊ PD: DAN KIELEY / MD: ANDY HALL ◊ (515) 266-6060 ◊ ADDS: MICHAEL BOLTON, PETER WOLF, TESLA,

KEEZ / Mankato ◊ PD: MARK SEGER / MD: MIKE MURPHY ◊ (507) 345-4646 ◊ ADDS: MICHAEL BOLTON, NATALIE COLE, ERIC CLAPTON, BOBBY Z, ACE FREHLEY,

KELY / Ely ◊ PD/MD: DARIN PEARSON ◊ (702) 289-3963 ◊ ADDS: TOM PETTY, MICHAEL BOLTON, TESLA, BOBBY Z, BONNIE RAITT, PETER WOLF, ACE FREHLEY,

KEWB / Redding ◊ PD/MD: SIMON DE LA ROSA ◊ (916) 243-5392 ◊ ADDS: TECHNOTRONIC (#29), TOMMY PAGE (#30),

KEZB-FM / El Paso ◊ PD: PAT MC MAHON / MD: ANGEL GONZALES ◊ (915) 544-9400 ◊ ADDS: BABYFACE, R. BELLE, LINEAR, TECHNOTRONIC (#21),

KEZH / Hastings ◊ PD/MD: MIKE WILL ◊ (402) 463-1314 ◊ ADDS: MADONNA, REGINA BELLE, SMOKEY ROBINSON, SEDUCTION,

KF95 / Boise ◊ PD/MD: MIKE KASPER ◊ (208) 888-4321 ◊ ADDS: MICHAEL BOLTON, A'ME LORAIN, XYMOX, NATALIE COLE,

KFBD / Waynesville ◊ PD: STEVEN GREENLEE / MD: TIM McNUTT ◊ (314) 336-3133 ◊ ADDS: TOMMY PAGE (#35), JANE CHILD (#36), DON HENLEY (#38), MICHAEL BOLTON (#40), BONNIE RAITT, MELISSA ETHRIDGE,

KFFM / Yakima ◊ PD/MD: GREG ADAMS ◊ (509) 248-1460 ◊ ADDS: MIDNIGHT OIL, DON HENLEY, TEARS FOR FEARS, THE BRAT PACK, BEACH BOYS, MICHAEL BOLTON, BOBBY Z, KISS, THE COVER GIRLS (#29),

KFOX95 / Lufkin ◊ PD: RICK SPIRES / MD: STEVE ST. JOHN ◊ (409) 634-5596 ◊ ADDS: TOMMY PAGE, SEDUCTION, MICHAEL BOLTON, MOTLEY CRUE,

KFRX / Lincoln ◊ PD: J.J. COOK / MD: SUNNY VALENTINE ◊ (402) 483-5100 ◊ ADDS: THE BRAT PACK, DON HENLEY,

KFTZ / Idaho Falls ◊ PD: RICH SUMMERS / MD: MINDY KARY ◊ (208) 523-3722 ◊ ADDS: MICHAEL BOLTON, BRITNY FOX, MICHEL'LE, EURYTHMICS, H-FACTOR, THE BELOVED,

KGRS / Burlington ◊ PD/MD: COSMO LEONE ◊ (319) 752-2701 ◊ ADDS: THE BRAT PACK, JOHN TESH,

KGWY / Gillette ◊ PD: MICHAEL BERRY / MD: MARTHA STEELE ◊ (307) 686-2242 ◊ ADDS: LUTHER VANDROSS (#36), TECHNOTRONIC (#37), TOMMY PAGE (#38), DON HENLEY (#39), MOTLEY CRUE (#40), JOHN TESH,

KHFI / Austin ◊ PD/MD: SELBY EDWARDS ◊ (512) 474-9233 ◊ ADDS: DEPECHE MODE, MOTLEY CRUE, MICHAEL BOLTON, ANYTHING BOX,

KHOK / Hoisington/Great Bend, KS ◊ PD/MD: DARREL BIEKER ◊ (316) 792-3647 ◊ ADDS: MICHAEL BOLTON, STARSHIP, TOM PETTY, MOTLEY CRUE, THE SUBDUDES,

KHSS / Walla Walla ◊ PD: THOMAS HODGINS / MD: CHRIS GALLOWAY ◊ (509) 522-5412 ◊ ADDS: SUBDUDES, L. VANDROSS, MICHAEL BOLTON,

KHTT / Santa Rosa ◊ PD: JEFF COCHRAN / MD: MARK THOMAS ◊ (707) 545-3313 ◊ ADDS: MICHAEL BOLTON, TOMMY PAGE,

KIKX / Colorado Springs ◊ PD: STU SMOKE / MD: OPEN ◊ (719) 632-5800 ◊ ADDS: MICHAEL BOLTON, DON HENLEY, KISS, ENUFF Z'NUFF,

KISR / Fort Smith ◊ PD/MD: KEN WALL ◊ (501) 785-2526 ◊ ADDS: XYMOX, A'ME LORAIN, SHANA,

KIXR / Ponca City ◊ PD/MD: T. MORGAN ◊ (405) 765-5491 ◊ ADDS: JANE CHILD, BEACH BOYS,

KIXS / Killen ◊ PD: CHUCK BAKER / ASST. PD/MD: GARY RICHARDS ◊ (817) 699-5000 ◊ ADDS: JOAN JETT,

KIXY / San Angelo ◊ PD/MD: JEFF GARRISON ◊ (915) 653-3387 ◊ ADDS: MICHAEL BOLTON (#39), SADAO WATANABE, CALLOWAY,

KJIG / Spencer ◊ PD/MD: BRIAN NEWCOMB ◊ (712) 262-6393 ◊ ADDS: BONNIE RAITT, MELISSA ETHRIDGE, BELINDA CARLISLE, MICHAEL BOLTON, ENUFF Z'NUFF, ACE FREHLEY,

KJLS / Hays/Great Bend ◊ PD: JACK CREES / MD: RANDY WEST ◊ (913) 628-1064 ◊ ADDS: BOBBY Z, TOMMY PAGE, BONNIE RAITT, TESLA, MICHAEL BOLTON, LUTHER VANDROSS,

KKBG / Hilo ◊ PD/MD: DANNY AUSTIN ◊ (808) 961-0651 ◊ ADDS: NATALIE COLE, LOU GRAMM, LUTHER VANDROSS, MIDNIGHT OIL, TEARS FOR FEARS, MELISSA ETHRIDGE,

KKEG / Fayetteville ◊ PD: GINGER MacKENZIE / MD: TODD CHASE ◊ (501) 521-5566 ◊ ADDS: ERIC CLAPTON (#23), POLO (#24), MOTLEY CRUE (#25), PAUL McCARTNEY (#26), ROD STEWART (#27), GUN (#28), MIDNIGHT OIL (#8),

KKHT / Springfield ◊ PD: J.J. McKAY / MD: TIM AUSTIN ◊ (417) 883-9000 ◊ ADDS: MICHAEL BOLTON, PETER WOLF, BRITNY FOX, FINE YOUNG CANNIBALS,

KKMG / Colorado Springs ◊ PD: SCOTTER B. STEVENS / MD: TREVOR CAREY ◊ (719) 576-1100 ◊ ADDS: QUINCY JONES (#16), LINEAR (#34), INNER CITY,

KKQV / Wichita Falls ◊ PD/MD: DAVE LANORY ◊ (817) 322-5545 ◊ ADDS: MICHAEL BOLTON, ELTON JOHN, MIDNIGHT OIL, PETER WOLF,

KKRC-FM / Sioux Falls ◊ PD: BILL DANIELS / ASST. PD/MD: DEB CHRISTI ◊ (605) 335-6500 ◊ ADDS: CHRIS REA (#27), TESLA, PETER WOLF (#33), DON HENLEY (#35),

KKRD / Wichita ◊ PD: JACK OLIVER / MD: GREG WILLIAMS ◊ (316) 265-0721 ◊ ADDS: THE SMITHEREENS, LEILA K., MICHAEL PENN, CHER, SEDUCTION,

KKSS-FM / Albuquerque ◊ PD/MD: CADILLAC JACK ◊ (505) 265-1431 ◊ ADDS: RICHARD MARX, SEDUCTION, KAOMA, LEILA K., BELINDA CARLISLE, INDIA, LINEAR, MANTRONIX 6/WONDRESS,

KLAZ / Hot Springs, Little Rock ◊ PD/MD: PAUL BRYAN ◊ (501) 525-4600 ◊ ADDS: LISA STANFIELD, MOTLEY CRUE, BEACH BOYS, MICHAEL BOLTON,

KLUU / Las Vegas ◊ PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR ◊ (702) 739-9383 ◊ ADDS: CALLOWAY, SEDUCTION, MICHAEL BOLTON,

KLYV / Longview/Kelso ◊ PD: BOB HART / ASST. PD/MD: MIKE STONE ◊ (206) 425-1500 ◊ ADDS: TOM PETTY, JANE CHILD, DIVING FOR PEARLS,

KL'V / Dubuque ◊ PD: JEFF DAVIS / MD: TIM JANSEN ◊ (319) 557-1040 ◊ ADDS: PETER WOLF, MICHAEL BOLTON,

KMKK / Lewiston ◊ PD: KEITH HAVENS / MD: KEVIN CHASE ◊ (208) 746-5056 ◊ ADDS: MOTLEY CRUE, MIDNIGHT OIL, DON HENLEY, A'ME LORAIN, THE BRAT PACK, CALLOWAY,

KMON / Great Falls ◊ PD: AL DECKER / MD: DAVE LEVIN ◊ (406) 761-1000 ◊ ADDS: TOMMY PAGE, BEACH BOYS, MIDNIGHT OIL, MICHAEL BOLTON, MELISSA ETHRIDGE,

KNEN / Norfolk ◊ PD: DOUG KOEHN / MD: TODD MICHAELS ◊ (402) 379-3300 ◊ ADDS: PETER WOLF, MICHAEL BOLTON, LUTHER VANDROSS,

KNIN / Wichita Falls ◊ PD: JAY MICHAELS / MD: JIM SCOTT ◊ (817) 855-6924 ◊ ADDS: MICHAEL BOLTON (#31), THE BELOVED (#39), BRITNY FOX (#40), A'ME LORAIN, PETER MURPHY, RUSH,

KOKZ / Waterloo/Cedar Rapids ◊ PD: KATT SIMONS / MD: DOUG RICHARDS ◊ (319) 233-3371 ◊ ADDS: LINEAR, TESLA,

KOYE / Laredo ◊ PD: ROBERT DIAZ / MD: STEVE CHASE ◊ (512) 723-4396 ◊ ADDS: MOTLEY CRUE (#35), MIDNIGHT OIL, SEDUCTION, BABYFACE, CALLOWAY,

KPAT / Sioux Falls ◊ PD: SCOTT MAGUIRE / MD: COREY WARD ◊ (605) 339-9999 ◊ ADDS: MICHAEL BOLTON (#27), TOMMY PAGE (#29),

KPRR / El Paso ◊ PD: BOB PERRY / MD: ELI MULANO ◊ (915) 532-6515 ◊ ADDS: JOYCE IRBY, INDIA, KAOMA,

KPXI / Mt. Pleasant ◊ PD: STEVE BAILEY / ASST. PD/MD: MICK FULGHAM ◊ (214) 572-8726 ◊ ADDS: MOTLEY CRUE (#32), TOM PETTY (#33), MICHAEL BOLTON, TESLA, PETER WOLF, THE SUBDUDES, BRITNY FOX,

KPXR / Anchorage ◊ PD/MD: STEVE KNOLL ◊ (907) 243-3141 ◊ ADDS: TECHNOTRONIC (#33), DON HENLEY (#34), THE BRAT PACK (#35), BIZ MARKIE,

KQCR / Cedar Rapids ◊ PD: GARY DIXON / MD: J.J. GERARD ◊ (319) 363-2061 ◊ ADDS: SEDUCTION,

KQHT / Grand Forks ◊ PD: RAY BELL / MD: JAY MURPHY ◊ (701) 746-1413 ◊ ADDS: BELINDA CARLISLE, MOTLEY CRUE,

KQJZ / Amarillo ◊ PD: JON ANDERSON / MD: OPEN ◊ (806) 353-6663 ◊ ADDS: CALLOWAY, TECHNOTRONIC, MICHAEL BOLTON (#39),

KQKQ / Omaha ◊ PD/MD: DREW BENTLEY ◊ (402) 342-2000 ◊ ADDS: LOU GRAMM, LUTHER VANDROSS, A'ME LORAIN,

KQKY-FM / Kearney ◊ PD/MD: MITCH COOLEY ◊ (308) 236-6464 ◊ ADDS: THE LIST IS FROZEN THIS WEEK,

KQLA / Manhattan ◊ PD: MIKE TEMAT / MD: None ◊ (913) 776-0104 ◊ ADDS: ALANNAH MYLES (#27), MOTLEY CRUE, TOMMY PAGE,

KQMQ / Honolulu ◊ PD: KIMO AKANE / ASST. PD/MD: KRIS HART ◊ (808) 946-2869 ◊ ADDS: THE LIST IS FROZEN THIS WEEK,

KRNQ / Des Moines ◊ PD: CHUCK KNIGHT / MD: BOB LEWIS ◊ (515) 280-1350 ◊ ADDS: MOTLEY CRUE (#31),

KRQ / Tucson ◊ PD: JOHN PEAKE / ASST. PD/MD: ROGER SCOTT ◊ (602) 323-9400 ◊ ADDS: DEPECHE MODE, CALLOWAY,

KRRG / Laredo ◊ PD: KIRK DAVIDSON / MD: TINA SIMONET ◊ (512) 724-9800 ◊ ADDS: SEDUCTION (#30), MOTLEY CRUE (#37), ANYTHING BOX, TESLA, THE BELOVED,

KRZR / Fresno ◊ PD/MD: E. CURTIS JOHNSON ◊ (209) 252-8994 ◊ ADDS: PETER MURPHY, TESLA, PETER WOLF, RUSH, PETER MURPHY, TESLA, PETER WOLF, RUSH,

KSKG / Salina ◊ PD: STEVE DAVIS / MD: JEFF TRAVIS ◊ (913) 825-4631 ◊ ADDS: MICHAEL BOLTON, TOM PETTY, MOTLEY CRUE, EURYTHMICS, SEDUCTION, ERIC CLAPTON, MOTLEY CRUE, EURYTHMICS, MICHAEL BOLTON, ERIC CLAPTON, TOM PETTY, SEDUCTION,

KSMB / LAFAYETTE ◊ PD: STEVE SMALL / MD: BOBBY NOVOSAD ◊ (318) 232-1311 ◊ ADDS: ELECTRONIC, LINEAR, BABYFACE, TOM PETTY, SEDUCTION, CHER, BRITNY FOX, MOTLEY CRUE,

KSND / Eugene ◊ PD: BWANA JOHNNY / MD: LOUITA VELEZ ◊ (503) 686-9123 ◊ ADDS: BOBBY Z, MICHAEL BOLTON, REGINA BELLE, PAUL McCARTNEY,

KTAG / Cody ◊ PD: ROB HAMILTON / MD: NAN SANTOS ◊ (307) 527-6444 ◊ ADDS: DON HENLEY, THE BRAT PACK, HUBERT KAH,

KTDR / Del Rio ◊ PD/MD: J.C. CRISP ◊ (512) 775-6291 ◊ ADDS: MICHAEL BOLTON, REGINA BELLE, SEDUCTION, KAOMA, YOUNG MC, BOBBY Z, MELISSA ETHRIDGE, BRITNY FOX,

KTMT / Medford ◊ PD: MITCH STEWART / MD: GRANT TRESSEL ◊ (503) 779-1550 ◊ ADDS: THE BRAT PACK, BONNIE RAITT, TECHNOTRONIC, MICHAEL BOLTON,

KTRS / Casper ◊ PD: PETER MASSE / MD: OPEN ◊ (307) 235-7000 ◊ ADDS: FASTER PUSYCAT, MOTLEY CRUE, CALLOWAY, REGINA BELLE, TOM PETTY, EURYTHMICS, BOBBY Z, McAULEY SCHENKER GROUP,

KTUX / Shreveport ◊ PD: KEN SHEPHERD / MD: KEITH GREER ◊ (318) 635-9999 ◊ ADDS: MOTLEY CRUE, THE BRAT PACK, TOM PETTY, BRITNY FOX, THE BELOVED, TOMMY PAGE (#40),

KTXV / Jefferson City ◊ PD: BOBBY JACKSON / MD: KEVIN MICHAELS ◊ (314) 893-5696 ◊ ADDS: THE BRAT PACK, CALLOWAY, MICHAEL PENN, CHER, YOUNG MC,

KUUB / Bozeman ◊ PD: JIM DIAMONO / MD: STEVE JACKSON ◊ (406) 586-2343 ◊ ADDS: MOTLEY CRUE, LUTHER VANDROSS (#38),

KYTI / Tacoma ◊ PD/MD: JOHN MANGAN ◊ (206) 756-5884 ◊ ADDS: NATALIE COLE, ELTON JOHN, INNER CITY,

KWNZ / Reno ◊ PD: RAY KALUSA / MD: RICK CARTER ◊ (702) 323-0123 ◊ ADDS: MICHAEL BOLTON, JANE CHILD, SEDUCTION,

KWTF-FM / Waco ◊ PD: CHRIS LING / MD: LORI SCOTT ◊ (817) 776-1330 ◊ ADDS: TEARS FOR FEARS, TOMMY PAGE, MOTLEY CRUE, MICHAEL BOLTON,

KWXX / Hilo ◊ PD/MD: GUY BELLO ◊ (808) 935-5461 ◊ ADDS: ELTON JOHN, BABYFACE, QUINCY JONES, MIDNIGHT OIL, INNER CITY, MICHAEL BOLTON,

KYRK / Las Vegas ◊ PD: SCOT CAMPBELL / MD: ANTONY MILES ◊ (702) 731-9797 ◊ ADDS: CHER (#37), SKYY,

KYYA / Billings ◊ PD: JACK BELL / MD: CHARLIE FOX ◊ (406) 652-2280 ◊ ADDS: LISA STANFIELD, MICHAEL BOLTON,

KYYY / Bismarck ◊ PD/MD: BOB BECK ◊ (701) 224-9393 ◊ ADDS: BOBBY Z, MICHAEL BOLTON, MOTLEY CRUE, ENUFF Z'NUFF,

KZ93 / Peoria ◊ PD: KEITH EDWARDS / MD: GENE STERN ◊ (309) 688-3131 ◊ ADDS: MICHAEL BOLTON, DON HENLEY, TECHNOTRONIC,

KZBB / Ft. Smith ◊ PD: TOM BROWNE / MD: WILLIE STEVENS ◊ (501) 646-2000 ◊ ADDS: PETER MURPHY, DON HENLEY, LOU GRAMM, THE BRAT PACK, PAUL McCARTNEY (#33),

KZFM / Corpus Christi ◊ PD: J.D. GONZALES / ASST. PD/MD: TODD TUCKER ◊ (512) 883-3516 ◊ ADDS: KAOMA, RUBY TURNER, INDIA, PALAIA PARTY, TIMMY TEE, INNER CITY,

KZIO / Duluth ◊ PD: JOHN MICHAELS / MD: TOMMY B ◊ (218) 728-6406 ◊ ADDS: MICHAEL BOLTON, CALLOWAY,

KZMC / McCook ◊ PD: CATHY CARTWRIGHT / MD: STEVE LEPPER ◊ (308) 345-1981 ◊ ADDS: TESLA, MICHAEL BOLTON, LISA STANFIELD, LINEAR, PETER MURPHY,

KZOR / Hobbs ◊ PD: HARRY HARLEN / MD: RON GRANT ◊ (505) 397-4969 ◊ ADDS: BABYFACE, BELINDA CARLISLE, MICHAEL BOLTON, DON HENLEY, SEDUCTION, KISS, LEILA K.,

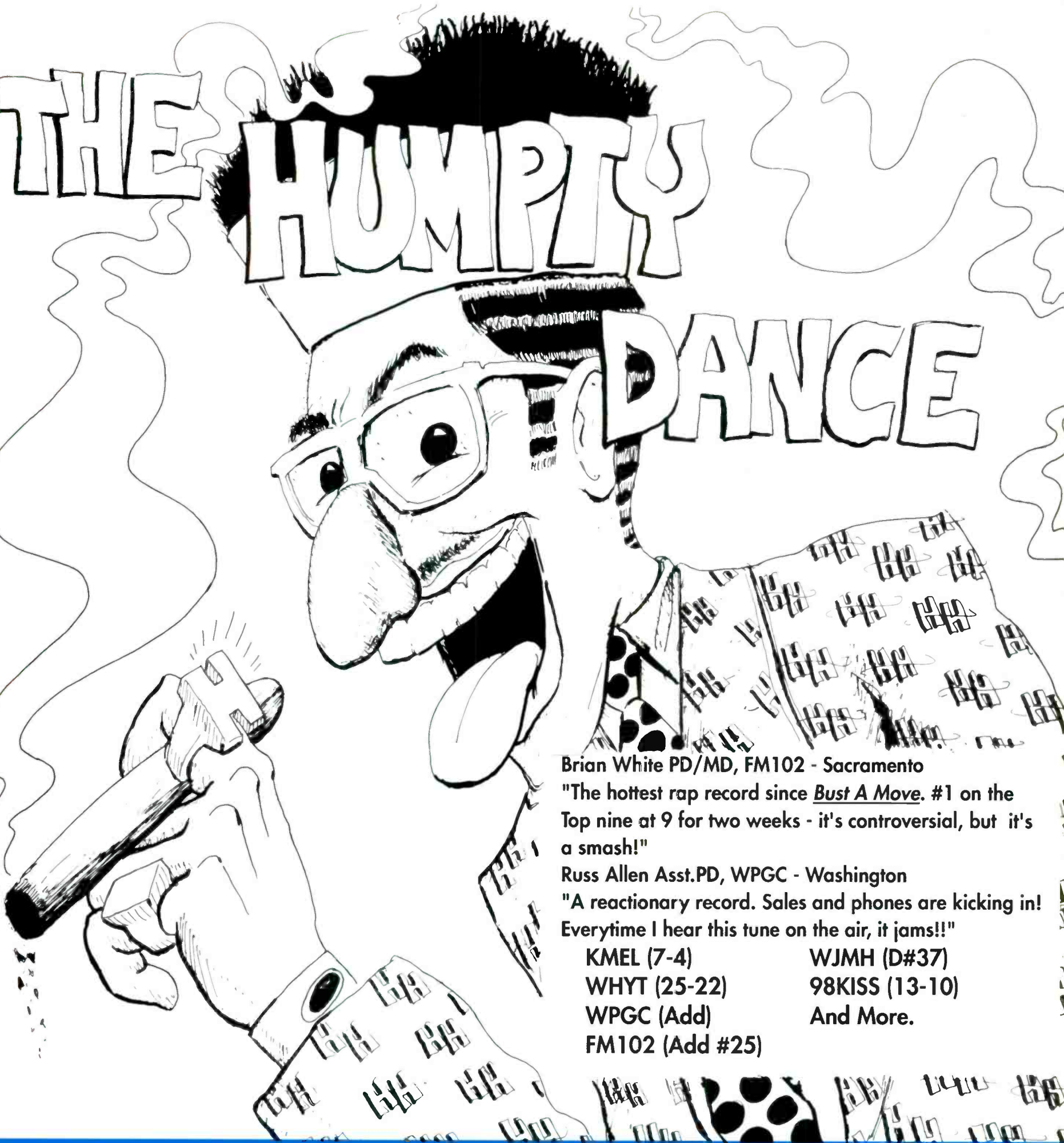
KZOU / Little Rock ◊ PD: PETER STEWART / MD: GREG GEARY ◊ (501) 661-0150 ◊ ADDS: M. BOLTON (#35), CALLOWAY, SEDUCTION, STEVIE B, U-KREW,

KZQZ / San Luis Obispo ◊ PD: CHRIS RUH / MD: RICK ANDREWS ◊ (805) 489-1280 ◊ ADDS: NO ADDS THIS WEEK,

KZZU / Spokane ◊ PD: KEN HOPKINS / MD: CHUCK MATHESON ◊ (509) 536-5555 ◊ ADDS: PETER WOLF, MICHAEL BOLTON, TEARS FOR FEARS, TOMMY PAGE, TESLA,

OK95 / Tri-Cities ◊ PD: DAN STONE / MD: JOHN TRAVIS ◊ (509) 586-2151 ◊ ADDS: TESLA, PETER WOLF, INNOCENCE MISSION,

THE HUMPTY DANCE



Brian White PD/MD, FM102 - Sacramento

"The hottest rap record since Bust A Move. #1 on the Top nine at 9 for two weeks - it's controversial, but it's a smash!"

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"A reactionary record. Sales and phones are kicking in! Everytime I hear this tune on the air, it jams!!"

KMEL (7-4)

WJMH (D#37)

WHYT (25-22)

98KISS (13-10)

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And More.

FM102 (Add #25)

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12-Inch Sales To Date - 200,000 And Growing !!

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TB 944

Tommy
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STATION REPORTS

The Top Trendsetters In America

POWER108 / Gulfport PD/MD: STEVE SPILLMAN ◊ (601) 832-5111 • ADDS: THE BRAT PACK, TECHNOTRONIC (#35), MICHAEL BOLTON,

POWER94.5 / Junction City PD: JAMES PHELPS / MD: KEVIN COLLINS ◊ (913) 776-9494 • ADDS: MICHAEL BOLTON (#39), CALLOWAY, NATALIE COLE, LEILA K., DON HENLEY,

POWER9B / Myrtle Beach PD: BARRY RICHARDS / MD: STEVIE "ROCKER" RICHARDS ◊ (803) 236-9800 • ADDS: FINE YOUNG CANNIBALS, U-KREW, MICHAEL BOLTON, XYMOX,

Q104 / Gadsden PD: LEO DAVIS / MD: JEFF DONAVAN ◊ (205) 543-3246 • ADDS: PETER WOLF, DON HENLEY, MICHAEL BOLTON, TESLA,

SLY96 / San Luis Obispo PD: JONATHAN HARTE / MD: DEAN CLARK ◊ (805) 543-9400 • ADDS: LUTHER VANDROSS (#39), THE BRAT PACK (#40), LOU GRAMM, ANYTHING BOX, BOBBY Z, TOM PETTY, MOTLEY CRUE,

WAAF / Worcester PD: RON VALERI / MD: RICK MCKENZIE ◊ (508) 752-5611 • ADDS: SLAUGHTER, GUN,

WAAL / Binghamton PD: DON MORGAN / ASST. PD/MD: MIKE ORZEL ◊ (607) 772-8850 • ADDS: TOMMY PAGE (#36), ELTON JOHN (#37), DON HENLEY (#38),

WAEB-FM / Allentown PD: SUE SHERRY / MD: ERIC JOHNSON ◊ (215) 434-4424 • ADDS: M. BOLTON, BRAT PACK, MOTLEY CRUE, TESLA, XYMOX,

WAIT-FM / Crystal Lake PD: GREG NEWTON / MD: JENNIFER JENNINGS ◊ (815) 459-7000 • ADDS: LISA STANSFIELD (#35), FINE YOUNG CANNIBALS (#39), TOMMY PAGE (#40), MICHAEL BOLTON,

WANS / Greenville PD: BILL McCOWN / ASST. PD/MD: JEFF HAYES ◊ (803) 224-3424 • ADDS: M. BOLTON, SEDUCTION (#35), LEILA K., P. WOLF,

WAPE / Jacksonville PD/MD: BILL PASHA ◊ (904) 725-9273 • ADDS: SEDUCTION, McAULEY SCHENKER GROUP, PHIL COLLINS,

WAPI / Birmingham PD: MARK ST. JOHN / ASST. PD/MD: SCOTT BOHANNON ◊ (205) 933-9274 • ADDS: CALLOWAY, MIDNIGHT OIL, MICHEL'LE,

WAYS / Macon PD/MD: DEE SHANNON ◊ (912) 741-9999 • ADDS: MADONNA (#19), D'MOB (#18), PETER WOLF, ENUFF Z'NUFF,

WAZY / Lafayette PD: MARK GALLAGHER / MD: JIM CERONE ◊ (317) 474-1410 • ADDS: TECHNOTRONIC, MOTLEY CRUE,

WBBQ / Augusta PD/MD: BRUCE STEVENS ◊ (803) 279-6610 • ADDS: MOTLEY CRUE (#35), TOM PETTY (#37), MICHAEL BOLTON, PETER WOLF, SEDUCTION, CALLOWAY, REGINA BELLE,

WBEC-FM / Pittsfield PD/MD: MARK BARRETTE ◊ (413) 499-3333 • ADDS: TOMMY PAGE, MICHAEL BOLTON, ACE FREHLEY, LOU GRAMM, McAULEY SCHENKER GROUP,

WBNQ / Bloomington PD: MIKE JUSTIN / MD: JOHN WEIS ◊ (309) 829-1221 • ADDS: MICHAEL BOLTON, PETER WOLF, LUTHER VANDROSS, DEPECHE MODE,

WBWB / Bloomington PD: MARK CALLAGHAN / MD: JIM CERONE ◊ (812) 332-9292 • ADDS: NO ADDS THIS WEEK,

WCGQ / Columbus PD: CHUCK HARRIS / MD: LEE McCARD ◊ (404) 327-1217 • ADDS: MICHAEL BOLTON, TOM PETTY, ATLANTA RHYTHM SECTION, REGINA BELLE, SMOKEY ROBINSON, KEVIN PAIGE, McAULEY SCHENKER GROUP,

WCIR / Beckley PD: BOB SPENCER / MD: JEFF OAVIS ◊ (304) 252-6421 • ADDS: REGINA BELLE, MOTLEY CRUE, MICHAEL BOLTON, SADA O WATANABE,

WDBR / Springfield PD: JIM MOORE / MD: RICK ELLIOTT ◊ (217) 753-5400 • ADDS: MICHAEL BOLTON (#38), TESLA (#39), MIDNIGHT OIL (#40),

WDEK / DeKalb PD: DAVE BAVIDO / MD: GAIL HENNING ◊ (815) 756-9250 • ADDS: PETER MURPHY, MICHAEL BOLTON, TOMMY PAGE, JANE CHILD, BEACH BOYS, ELTON JOHN,

WDLX / Washington PD: GARY JACKSON / MD: BRIAN LANE ◊ (919) 946-2162 • ADDS: TOM PETTY, THE BRAT PACK, MICHAEL BOLTON, KISS (#34), MOTLEY CRUE (#37), LOU GRAMM (#38),

WERZ / Exeter PD: PETER FALCONI / MD: SCOTT LIEF ◊ (603) 772-4757 • ADDS: JANE CHILD (#39), MICHAEL BOLTON (#40), PETER WOLF,

WFLY / Albany PD: TODD PETTINGILL / MD: OPEN ◊ (518) 456-1144 • ADDS: BIZ MARKIE (#24), JANE CHILD (#33), MOTLEY CRUE, LOU GRAMM, CALLOWAY, TESLA, A'ME LORAIN,

WFMF / Baton Rouge PD: JOHNNY A / MD: HOLLYWOOD HARRISON ◊ (504) 383-5271 • ADDS: NATALIE COLE, CALLOWAY, LINEAR, HEAVY D & THE BOYZ,

WFXX / Williamsport PD/MD: TOM GALLAGHER ◊ (717) 323-3608 • ADDS: SEDUCTION, LOU GRAMM, MICHAEL BOLTON, LEILA K.,

WGRD / Grand Rapids PD: GREGG CASSIDY / MD: JOE FRIDAY ◊ (616) 459-4111 • ADDS: THE LIST IS FROZEN THIS WEEK,

WHQD / Claremont PD: KEN BARLOW / MD: DAVID ASHTON ◊ (603) 542-7735 • ADDS: MICHAEL BOLTON, LEILA K., TESLA, REGINA BELLE, MELISSA ETHRIDGE, BOBBY Z,

WHYY-FM / Montgomery PD: LARRY STEVENS / MD: NIKKI STEWART ◊ (205) 264-2288 • ADDS: THE BRAT PACK, MICHAEL BOLTON, TESLA, PETER WOLF,

WHOT / Youngstown PD/MD: DICK THOMPSON ◊ (216) 783-1000 • ADDS: TECHNOTRONIC, MOTLEY CRUE, A'ME LORAIN, CALLOWAY,

WHTK / Hilton Head/Savannah PD: RALPH WIMMER / MD: CLAIRE WIMMER ◊ (803) 757-9485 • ADDS: MOTLEY CRUE, MICHAEL BOLTON, MIDNIGHT OIL, BONNIE RAITT,

WHTO / S. Williamsport PD: DENNY HARTMAN / MD: TED MINIER ◊ (717) 546-5522 • ADDS: SEDUCTION, PETER WOLF, TESLA, MICHAEL BOLTON, BOBBY Z,

WIBW / Topeka PD: DAVE ALEXANDER / MD: MARY O'CONNOR ◊ (913) 272-3456 • ADDS: JANE CHILD, TECHNOTRONIC,

WIFC / Wausau PD: DUFF DAMOS / MD: BILL MITCHELL ◊ (715) 842-9432 • ADDS: MIDNIGHT OIL, MICHAEL BOLTON, LUTHER VANDROSS,

WIFX / Jenkins PD: G.C. KINCEP / ASST. PD/MD: CHRISTAL TACKETT ◊ (703) 796-4653 • ADDS: BEACH BOYS, U-KREW, BONHAM, NATALIE COLE, MICHAEL BOLTON, LOU GRAMM, DON HENLEY, JIVE BUNNY & THE MASTERMIXERS,

WIKZ / Chambersburg PD: RICK ALEXANDER / MD: ANDY SHANE ◊ (717) 263-0813 • ADDS: LINDA RONSTADT (#34), MOTLEY CRUE (#35),

WILL / Williamsport PD/MD: JEFF SPENCER ◊ (203) 456-1111 • ADDS: TESLA, NATALIE COLE, MICHAEL BOLTON,

WINK / Ft. Myers PD: CHRIS CUE / MD: RANDY SHERWYN ◊ (813) 337-2346 • ADDS: ELTON JOHN, MICHEL'LE, MICHAEL BOLTON,

WIQQ / Greenville PD/MD: LARRY THOMAS ◊ (601) 378-2642 • ADDS: THE SMITHEREENS (#36), NATALIE COLE, BEACH BOYS, REGINA BELLE, MICHAEL BOLTON, BONNIE RAITT,

WIXX / Green Bay PD: WAYNE COY / ASST. PD/MD: STEVE LOUIZOS ◊ (414) 435-3771 • ADDS: TOM PETTY, ADAM ANT, TECHNOTRONIC, MICHAEL BOLTON, LUTHER VANDROSS,

WIAD / Albany PD: JIM SHEPARD / MD: JOHN DAWSON ◊ (912) 246-1650 • ADDS: THE LIST IS FROZEN THIS WEEK,

WJMX / Florence PD: DAVE BAKER / MD: BOB CHASE ◊ (803) 665-0970 • ADDS: MICHAEL BOLTON,

WKDD / Akron PD: JEFF CLARK / MD: DAVE NICHOLAS ◊ (216) 836-4700 • ADDS: DEPECHE MODE, JOHN FARNHAM, LOU GRAMM,

WKEE / Huntington PD: PAT PAXTON / MD: OPEN ◊ (304) 525-7788 • ADDS: LISA STANSFIELD, MICHAEL BOLTON, CALLOWAY, THE BRAT PACK,

WKFR / Kalamazoo PD: BILL ANTHONY / MD: PHIL BRITTON ◊ (616) 344-0111 • ADDS: LOU GRAMM (#38), CALLOWAY, PETER WOLF,

WKGW / Utica PD: FRANK PIETROSKI / MD: OPEN ◊ (315) 736-5225 • ADDS: LUTHER VANDROSS (#18),

WKLD / Grand Rapids PD: JIM OWEN / MD: MIKE TINNES ◊ (616) 774-8461 • ADDS: TESLA,

WKOR / Starkville PD: BOB YARBROUGH / MD: GARY OWEN ◊ (601) 323-4980 • ADDS: TOM PETTY, MOTLEY CRUE (#30), BEACH BOYS, ENUFF Z'NUFF (#40), MICHAEL BOLTON,

WKQB / Charleston PD: RDGER GAITHER / MD: MARY RUSSELL ◊ (803) 744-1779 • ADDS: A'ME LORAIN, MOTLEY CRUE, THE BRAT PACK,

WKQD / Huntsville PD: JAY HASTINGS / MD: BOBBY KNIGHT ◊ (205) 721-9393 • ADDS: DON HENLEY, TOMMY PAGE, JANE CHILD, LOU GRAMM,

WKRZ / Wilkes-Barre PD: KEN MEDEK / MD: JERRY PADDEN ◊ (717) 823-5000 • ADDS: TOM PETTY, MIDNIGHT OIL, MOTLEY CRUE,

WKSE / Asheville PD: BRIAN MALONEY / MD: GLENN TRENT ◊ (704) 255-0603 • ADDS: MICHAEL BOLTON, TOM PETTY, TOMMY PAGE (#39),

WKSM / Ft. Walton Beach PD: MIKE BRIDGES / MD: PHIL DAVIS ◊ (904) 243-7676 • ADDS: MOTLEY CRUE, MICHAEL BOLTON,

WLAN-FM / Lancaster PD: DAVE MARINO / MD: CHRIS MURRAY ◊ (717) 394-7261 • ADDS: LISA STANSFIELD (#29), TOMMY PAGE (#31),

WLAP-FM / Lexington PD: BARRY FOX / MD: MIKE GRAVES ◊ (606) 293-0563 • ADDS: LUTHER VANDROSS, LISA STANSFIELD, D'MOB,

WLRW / Champaign PD: MATT McCANN / MD: JOHN McKEIGHAN ◊ (217) 352-4141 • ADDS: CHER, BELINDA CARLISLE, MIDNIGHT OIL, D'MOB,

WLXR / LaCrosse PD: GARRETT MICHAELS / ASST. PD/MD: CHAD BRUESKE ◊ (608) 782-8335 • ADDS: TECHNOTRONIC, TECHNOTRONIC (#30), MILLI VANILLI (#31),

WLZ / Cadillac PD: BOB SPEAR / MD: SHANE McINTOSH ◊ (616) 775-1263 • ADDS: BIZ MARKIE (#31), TOMMY PAGE (#34), MICHAEL BOLTON (#35),

WMEE / Ft. Wayne PD: TONY RICHARDS / ASST. PD/MD: JEFF DAVIS ◊ (219) 447-5511 • ADDS: MICHEL'LE, MICHAEL BOLTON,

WMGV / Appleton-Oshkosh PD: DAN STONE / MD: BILL LINDY ◊ (414) 426-3239 • ADDS: THE BRAT PACK, MICHAEL BOLTON, YOUNG MC, PETER WOLF, LINEAR,

WMHE / Toledo PD/MD: MIKE WHEELER ◊ (419) 531-1681 • ADDS: NO ADDS THIS WEEK,

WNNK / Harrisburg PD: BRUCE BOND / MD: ED AUGUST ◊ (717) 238-1402 • ADDS: SEDUCTION, SADA O WATANABE,

WNOK-FM / Columbia PD: JONATHAN RUSH / MD: JEFF McHUGH ◊ (803) 771-0105 • ADDS: THE BRAT PACK (#38), MICHAEL BOLTON (#39), CALLOWAY (#34),

WNYP / Ithaca PD: KURT MONDAY / MD: RICK PENDLETON ◊ (607) 756-2828 • ADDS: LOU GRAMM, MICHAEL BOLTON, TEARS FOR FEARS, TESLA, THE BELOVED, XYMOX, LINDA RONSTADT (#31), TOMMY PAGE (#32),

WOKI / Knoxville PD/MD: CLAY GISH ◊ (615) 531-2000 • ADDS: MOTLEY CRUE (#28), THE SMITHEREENS (#29), DON HENLEY (#30),

WOMP-FM / Wheeling PD: BOB FORSTER / MD: CHUCK McGEE ◊ (614) 676-5661 • ADDS: FINE YOUNG CANNIBALS, BRITNY FOX, PETER WOLF, MICHAEL BOLTON,

WVOV / Glasgow PD: DAVE BARRICK / MD: DR. RICK FAULKNER ◊ (502) 651-8375 • ADDS: MICHAEL BOLTON, BOBBY Z, U-KREW, BRITNY FOX, BONHAM, MADONNA, MOTLEY CRUE,

WPFM / Panama City PD: KEITH RICHARDS / MD: MIKE STONE ◊ (904) 234-8859 • ADDS: MICHAEL BOLTON, BONNIE RAITT, NATALIE COLE, PETER WOLF,

WPFR / Terre Haute PD/MD: DANNY WAYNE ◊ (812) 232-1300 • ADDS: MICHAEL BOLTON, TEARS FOR FEARS, TOM PETTY, REGINA BELLE, MOTLEY CRUE,

WPRR-FM / Altoona PD/MD: SCOTT ST. JOHN ◊ (814) 944-9456 • ADDS: JANE CHILD (#34), TOMMY PAGE (#35), MICHAEL BOLTON, KIX,

WPST / Trenton PD: DAVE HOEFFEL / MD: TRISH MERELO ◊ (609) 924-3600 • ADDS: PETER MURPHY, BRITNY FOX, U-KREW, TESLA,

WPXR / Davenport PD: DAN KENNEDY / MD: LARRY "JAMMER" DAVIS ◊ (309) 786-1800 • ADDS: NO ADDS THIS WEEK,

WQCM / Hagerstown PD: DAVID MILLER / MD: WILL KAUFMAN ◊ (301) 797-7300 • ADDS: LOU GRAMM (#29), DEPECHE MODE (#30),

WQIO-FM / Mt. Vernon PD: JOEL RILEY / MD: SHERI WHARTON ◊ (614) 397-1000 • ADDS: ROLLING STONES (#38),

WQUT / Johnson City PD: RUFUS HURT / MD: STEVE MANN ◊ (615) 477-3127 • ADDS: MIDNIGHT OIL, NATALIE COLE, STEVIE B, TOMMY PAGE, MOTLEY CRUE,

WQXA / York PD: MARK MCKENZIE / MD: MARK FEATHER ◊ (717) 757-9402 • ADDS: REGINA BELLE (#27), MICHAEL BOLTON, LINEAR,

WRCK / Utica PD: JIM REITZ / MD: SCOTT BURTON ◊ (315) 797-1330 • ADDS: SEDUCTION, MICHAEL BOLTON, DEPECHE MODE, TESLA, LEILA K.,

WRQK / Canton PD: SPACEMAN SCOTT HUGHES / MD: CHI CHI COVERDALE ◊ (216) 492-5630 • ADDS: MOTLEY CRUE (#29), TESLA (#30), PETER WOLF,

WRON / Toledo PD/MD: JOHN O'ROURKE ◊ (419) 874-1548 • ADDS: DON HENLEY, MOTLEY CRUE, A'ME LORAIN,

WRTB / Vincennes PD: DANNY WAYNE / MD: MIKE LAUF ◊ (812) 254-4300 • ADDS: MELISSA ETHRIDGE, TOMMY PAGE, STEVIE RAY VAUGHAN, BELINDA CARLISLE, MICHAEL BOLTON, DON HENLEY, JANE CHILD, TESLA,

WRVQ / Richmond PD: STEVE DAVIS / MD: LISA McKAY ◊ (804) 649-9151 • ADDS: LUTHER VANDROSS (#29), TOM PETTY, MIDNIGHT OIL, MOTLEY CRUE, DON HENLEY, TEARS FOR FEARS,

WSKZ / Chattanooga PD: SCOTT CHASE / MD: JAY SCOTT ◊ (615) 756-6141 • ADDS: CHER, MOTLEY CRUE, PETER WOLF,

WSPK / Poughkeepsie PD: STEW SCHANTZ / MD: CHRIS ST. JAMES ◊ (914) 831-8000 • ADDS: THE BRAT PACK, LISA STANSFIELD, MIDNIGHT OIL,

WSPT / Stevens Point PD: JAY BOULEY / MD: JERRY STEFFEN ◊ (715) 341-1300 • ADDS: TOM PETTY, BONNIE RAITT, MIDNIGHT OIL, McAULEY SCHENKER GROUP,

WSTO / Evansville PD: BARRY WITHERSPOON / MD: OPEN ◊ (502) 685-2991 • ADDS: JANE CHILD, TECHNOTRONIC,

WTBX / Hibbing/Duluth PD/MD: JOE CRAIN ◊ (218) 262-4545 • ADDS: MICHAEL BOLTON, DON HENLEY, MOTLEY CRUE, PAUL McCARTNEY, LUTHER VANDROSS,

WTFX / Madison PD: PAT GILLEN / MD: CHRIS KELLEY ◊ (608) 273-1000 • ADDS: A'ME LORAIN, PETER WOLF,

WTHI / Portland PD: ZIGGIE / MD: FREDIE COLEMAN ◊ (207) 797-0780 • ADDS: TOMMY PAGE, KISS, D'MOB,

WVBS / Wilmington PD: DAVE ALLEN / MD: NONE ◊ (919) 763-6611 • ADDS: MOTLEY CRUE, LEILA K., ROLLING STONES,

WVIC / Lansing PD: KEVIN ROBINSON / MD: MONICA HARRIS ◊ (517) 487-5986 • ADDS: DEF LEPPARD, TOMMY PAGE, AEROSMITH (#25), MOTLEY CRUE,

WVKZ / Schenectady PD: TOM KELLY / MD: SHAWN SCOTT ◊ (518) 370-5386 • ADDS: BRITNY FOX, EURYTHMICS, MELISSA ETHRIDGE, JUNKYARD, CHER, ATLANTA RHYTHM SECTION,

WYSR / Charleston PD/MD: BILL SHAHAN ◊ (304) 342-3136 • ADDS: MICHAEL BOLTON, A'ME LORAIN, DON HENLEY, MOTLEY CRUE,

WYCK / Flint PD: LEE ST. MICHAELS / MD: BOB O'DELL ◊ (313) 744-1570 • ADDS: A'ME LORAIN, MICHAEL BOLTON, LOU GRAMM (#35),

WYFX / Bangor PD/MD: TODD MARTIN ◊ (207) 338-2290 • ADDS: MICHAEL BOLTON, PETER WOLF, SMOKEY ROBINSON, THE SMITHEREENS, LOU GRAMM,

WYWB / Hampton Bays PD/MD: RANDI TAYLOR ◊ (516) 728-9229 • ADDS: INNER CITY, MICHAEL BOLTON, BONNIE RAITT, YOUNG MC, LEVEL 42,

WYCR / York PD/MD: DAVEY CROCKETT ◊ (717) 637-3831 • ADDS: JANE CHILD, CHER, XYMOX, LEILA K., BRITNY FOX, LOU GRAMM,

WYKS / Gainesville PD: JERI BANTA / MD: JIM FOX ◊ (904) 375-2200 • ADDS: MOTLEY CRUE, MICHAEL BOLTON, THE BRAT PACK, CALLOWAY, LOU GRAMM,

WYYS / Columbia PD/MD: CHUCK FINLEY ◊ (803) 796-8896 • ADDS: THE BRAT PACK, CHER, PETER WOLF, MICHAEL BOLTON, PETER MURPHY, THE BELOVED,

WZOK / Rockford PD: STEVE SUMMERS / MD: JESSE GARCIA ◊ (815) 399-2233 • ADDS: MOTLEY CRUE (#30), MICHAEL BOLTON, TOM PETTY, MOTLEY CRUE (#30), MICHAEL BOLTON, TOM PETTY,

WZYP / Huntsville PD/MD: CHRIS ANDREWS ◊ (205) 830-8300 • ADDS: CALLOWAY, NATALIE COLE, TEARS FOR FEARS, TESLA, THE BELOVED, MICHAEL BOLTON,

WZYQ / Frederick PD: NED FERRIS / MD: MICHAEL LUCE ◊ (301) 663-5400 • ADDS: LISA STANSFIELD (#31), LEVEL 42 (#32), MICHEL'LE (#34), MIDNIGHT OIL (#38), KIX (#39),

WZZU / Raleigh PD: STEVE BRILL / MD: AL BUNCH ◊ (919) 787-9390 • ADDS: MOTLEY CRUE (#32), TESLA (#34), DON HENLEY (#35),

X102 / Reno PD: CAREY EDWARDS / MD: MIKE ABRAMS ◊ (702) 356-8000 • ADDS: NO ADDS THIS WEEK,

X106 / Birmingham PD/MD: MARK EVANS ◊ (205) 591-7171 • ADDS: DEPECHE MODE, CHER, TOM PETTY,

Y104 / Hattiesburg-Laurel PD/MD: JOHN GATLIN ◊ (601) 545-1230 • ADDS: STARSHIP, TOM PETTY, MICHAEL BOLTON, DIVING FOR PEARLS, BRITNY FOX,

Y94 / Fargo PD/MD: JACK LUNDY ◊ (701) 241-5376 • ADDS: BOBBY Z, MOTLEY CRUE, MICHAEL BOLTON,

Y97 / Santa Barbara PD: STEVE GUNNER / MD: RICK ACKER ◊ (805) 966-1755 • ADDS: THE BRAT PACK, JANE CHILD, TESLA, NATALIE COLE,

Z102 / Savannah PD: BRADY McGRAW / MD: RAY WILLIAMS ◊ (912) 233-8807 • ADDS: A'ME LORAIN, TOM PETTY, CALLOWAY, MOTLEY CRUE,

Z103 / Tallahassee PD: BRIAN DOUGLAS / MD: OPEN ◊ (904) 386-5141 • ADDS: TOMMY PAGE (#36), MICHEL'LE (#38), THE COVER GIRLS (#40),

Z104 / Madison PD: TOM LOCKWOOD / MD: FLETCHER KEYES ◊ (608) 274-2720 • ADDS: CALLOWAY, DON HENLEY, MICHAEL BOLTON, PETER WOLF, LUTHER VANDROSS,

Z106 / Sarasota PD: TOM EVANS / ASST. PD/MD: SCOTT CHASE ◊ (813) 388-3936 • ADDS: LUTHER VANDROSS, THE BRAT PACK, STEVIE B, DON HENLEY,

Z93 / Kokomo PD/MD: SCOTT ALAN ◊ 317 453-1212 • ADDS: MICHAEL BOLTON, PETER WOLF, TECHNOTRONIC, NATALIE COLE,

Z97 / Billings PD: CRAIG SULLIVAN / MD: PETER MASSE ◊ (406) 248-2681 • ADDS: ELTON JOHN, MOTLEY CRUE, MIDNIGHT OIL, U-KREW, THE SMITHEREENS,

ZFUN106 / Moscow PD: GARY CUMMINGS / MD: STEVE HELLER ◊ (208) 882-2551 • ADDS: THE JESUS & MARY CHAIN, LUTHER VANDROSS, MICHAEL BOLTON, THE BELOVED, TESLA,

The Concert Event of a Lifetime!

**LIVE
ON STAGE TO
HELP FIGHT AIDS**

MARCH 17 7 PM

**WATCH FOR THE CBS-TV
TWO HOUR PRIME TIME SPECIAL IN APRIL**

ARISTA

Arista Records' 15th Anniversary Concert Celebration



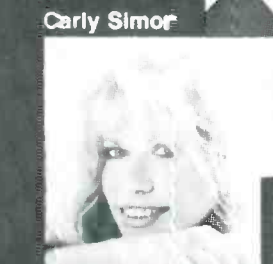
Whitney Houston



Daryl Hall John Oates



Eurythmics



Carly Simon



Barry Manilow



Dionne Warwick



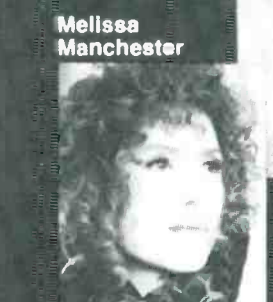
MII I Van III



Jeffrey Osborne



Kenny G



Melissa Manchester



Anderscn Bruford Wakeman Howe



Taylor Dayne



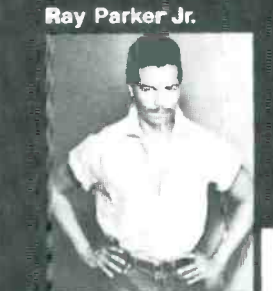
Jeff Healey Band



Four Tops



Exposé



Ray Parker Jr.



Bob Weir with Rob Wasserman



Eric Carmen



Chevy Chase
Co-Host



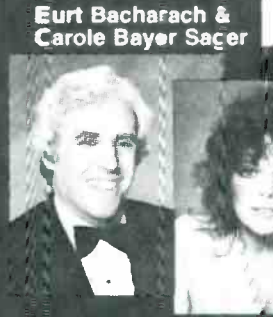
Goldie Hawn
Co-Host



Michael Douglas
Special Guest Host



Whoopi Goldberg
Special Guest Host



Eurt Bacharach & Carole Bayer Saeger



Jermaine Jackson



Lisa Stansfield

RADIO CITY MUSIC HALL
A ROCKEFELLER GROUP COMPANY



...and many more special surprise guests!

ALL PROCEEDS TO BENEFIT GAY MEN'S HEALTH CRISIS AND AIDS ORGANIZATIONS NATIONWIDE.

NEW RELEASES

ADAM ANT "Room At The Top" (MCA)
BABYFACE "Whip Appeal" (SOLAR/EPIC)
BARDEUX "Thumbs Up" (ENIGMA)
BONHAM "Guilty" (WTG)
GIANT "I'll See You In My Dreams" (A&M)
GREAT WHITE "House Of Broken Love" (CAPITOL)
INNER CITY "Whatcha Gonna Do With..." (VIRGIN)

QUINCY JONES f/ Al B. Sure!, James Ingram, El DeBarge
and Barry White "The Secret Garden" (WB)
MAZE f/ Frankie Beverly "Love's On The Run" (WB)
THE OCEAN BLUE "Drifting Feeling" (REPRISE)
PAJAMA PARTY "Hide And Seek" (ATLANTIC)
CHRIS REA "The Road To Hell" (Geffen)
SWEET SENSATION "Love Child" (ATCO)
GEOFFREY WILLIAMS "Blue" (ATLANTIC)

TUNA TALK

HANGIN' WITH THE B-52's!



Top: HOT102, Milwaukee's KRISTI KNIGHT and MD DANA LUNDON; B-52's FRED & KATIE; HOT102's "BAD" BRIAN.

Bottom: HOT102's PD RICK THOMAS, HOLLIE "THE TRAFFIC GODDESS," "GNARLY" CHARLIE and PEGGY O'NEILL.

You've read in other publications that RICK BISCEGLIA was going to leave ARISTA Records. You read that he was offered BIG bucks to go elsewhere (and he was), but, wait...FLASH...the inside scoop is that RICK will be promoted to Senior VP/Promotion momentarily and stay right where he is. We know for a fact that Mr. BISCEGLIA is very happy about this arrangement and **HITMAKERS** wishes him well!

HATS OFF to DAVE SHOLIN, LOU GALLIANI, RON ALEXENBERG and the entire Gavin Report staff on a great convention this past week in San Francisco. As always, the meetings were well-planned and informative. Highlights of the weekend included, of course, the overpacked cocktail party on Friday night, KEVIN PAIGE's tremendous live performance immediately following it, the COLUMBIA/EPIC/A&M/ARISTA suite at the Portman, the well-attended WARNER BROS. Records breakfast on Saturday morning, and JEFF McCLUSKY's annual dinner that this year broke all records for turnout of artists and radio folks!

SBK Records sponsored the Second Annual East/West Softball Game at the Gavin Convention this past Sunday. The East Coast won for the second year in a row. With two outs in the last inning and the East Coast down by one run, coach MIKE MENA told LIN (WXRT) BREHMER that if he struck out he'd owe every record company on the East Coast an add! With that in mind, BREHMER hit a two-run HOMER!

KROY GM TOM SCHURR sez, "I've been interviewing lots of candidates for the PD job here in Sacramento. Contrary to reports in other trades, I am nowhere near a decision. As far as rumors printed or otherwise they are bogus." Stay tuned - you'll hear it here first!!!

As tipped in TUNA TALK last week, ELVIS DURAN has departed WIOQ, Philadelphia effective immediately to pursue other endeavors!

More HOT talk on the streets about CHARLIE MINOR...is he the next big President in our biz???

SCOTT WHEELER exits the PD post at WZPL, Indianapolis as OM DON LONDON takes over programming duties. DON sez, "SCOTT is an excellent broadcaster and I'm sure he'll be running his own ship soon! Now we are looking for a sharp MD!" Send T&R to 1440 North Meridian Street, Indianapolis, IN, 46202.

What do ANDREA GANIS and POLLY ANTHONY eat for breakfast? Both promo aces have their companies (ATLANTIC Records & EPIC Records respectively) HOTTER than ever! Look for the current trend to continue and escalate!

JAY STEVENS, PD at KOY95 in Phoenix sez, "We have a HOT new Promotions Director here, RENIE HALE, formerly of WQUE in New Orleans."

MARK BOLKE, PD at Y108, Denver sez, "CRAIG HUNT (2-6 p.m.) announcer from KS104 now crosses the street for the same position here!"

CHARISMA Records Chief PHIL "Q" was seen loading his gun and setting his sights for the label's first release in a few weeks!

KKFR PD RON PARKER could not come to terms on a new contract and will be available in late February. Call RON at (602) 258-6161. [Note: In the one year RON was PD, KKFR went from a 2.3 (12+) to a 5.7.]

We can't say for sure, but could the "heavy hitter" in line for the PD post at KKBT-L.A. be coming out of the crystal blue south eastern waters with a special affinity for peanut butter cups?

Q95, Detroit is looking for weekend/part-time on-air help. If you're within commuting distance of Detroit, send T&R to GARY BERKOWITZ, VP/Programming, 15401 West Ten Mile Rd., Detroit, MI 48237.

What's the next BIG record to jump off our CD Sampler? It's the SINEAD O'CONNOR Nothing Compares 2 U on CHRYSALIS Records, which was shipped to radio exclusively on our CD Sampler last week. The initial reaction has been overwhelming! The same thing happened with the Tommy Page which was an instant smash right off our CD Sampler...the **HITMAKERS** Top40 CD Sampler - The standard for our industry!

Most sincere condolences to FRANK TURNER and his family on the loss of his mother this week.

Q106, San Diego PD GARRY WALL was spotted on a San Francisco to Phoenix flight Sunday, and was met at the airport by a handful of executive suit-and-tie types! KOY in Phoenix is owned by Q106's parent company, Edens Broadcasting. Hmm - wonder what's up???

TERRY FOXX splits FM102, Sacramento afternoon drive to do overnights at WPLJ in New York. TERRY sez the New York babes are just fine!

TODD CHASE is the new PD at KKEG, Fayetteville and he needs a midday person - females are encouraged to reply! Call TODD at (501) 521-5566!

WIGY in Bath, ME went dead! JEFF WEBSTER and staff are currently looking for positions, and JEFF can be reached at (207) 725-9454.

BEST WISHES to GREG REED, GM/Owner of POWER96 in Miami who is recuperating from a broken leg, incurred while playing football in the annual foos-bowl between 102JAMZ and POWER96!

Be sure to get the new fab mag published by MALCOLM FORBES called *Egg*. It's loaded with good insider stories for your jocks!

Finally, The Grammys were GREAT as usual! CLIVE DAVIS threw his annual "Night Before The Grammys" ARISTA Records party. The World was there including our close friend FRANK DiLEO and L.A.'s own TOMMY LASORDA. Thank you CLIVE and also MCA Records, CBS Records, A&M Records, WARNER BROS. Records, ATLANTIC Records, ELEKTRA Records and RCA Records for their super hospitality!!!



This classic shot of MARK KARGOL (seated), JACK SATTER (left) and DON WASLEY (right), as shown in *Faces & Places* last week, was taken in 1984 in the Los Angeles EMI Records offices. (As you can see, not one of the above individuals has shown any sign of aging.)

real appeal

B104 (WBSB), STEVE PERUN, PD

"WHIP APPEAL IS THE MASS APPEAL SMASH ON THE ALBUM!!"

Z100, FRANKIE BLUE, ASST. PD

"I'VE BEEN TURNING PEOPLE ON TO THIS ALBUM FROM DAY ONE. THE UNANIMOUS CONSENSUS IS...WHIP APPEAL'S THE ONE!!!!"

KZZP, BOB CASE, PD

"THE FIRST TWO RECORDS BY BABYFACE CONTINUE TO BE A COUPLE OF OUR HIGHEST RESEARCHING AND SLOWEST-TO-BURN RECORDS. WHIP APPEAL LOOKS LIKE IT WILL BE BIGGER THAN BOTH!!!"

Q106 (KKLQ), KEVIN WEATHERLY, ASST. PD

"ALL SIGNS SHOW THAT THIS WILL BE THE BIGGEST BABYFACE SINGLE YET!! INITIAL RESPONSE HAS BEEN INCREDIBLE!!"

Y108, DON TESTA, ASST. PD

"WHIP APPEAL IS AN INSTANT AROUND-THE-CLOCK MASS APPEAL HIT!!"

KST04, CINDY ROSE, MD

"TOP 5 PHONES 18-34 FEMALES!!!"

KMEL, HOSH GURELI, MD

"THIS RECORD HAS TAKEN OFF BY ITSELF INSTANTLY INTO POWER ROTATION BASED ON REQUEST AND OVERWHELMING RESPONSE FROM THE REST OF THE COUNTRY!! TOP 15 IN CALLOUT IN ITS FIRST WEEK!! THIS RECORD IS A KMEL SMASH!!"

KJMX, CAROLYN ROBBINS, MD

"THIS IS UNQUESTIONABLY A #1 RECORD!! SITTING AT THE TOP OF REQUESTS AND CALLOUT FOR OVER A MONTH!! HUGE WITH ALL DEMOS!!!"

KOY, DENA YASNER, MD

"DEFINITE SMASH!! DON'T WAIT TO PUT THIS ONE ON!!"

KKFR, RON PARKER, PD / JIM MORALES, MD

"AFTER 1 WEEK OF CALLOUT RESEARCH, THE RECORD IS TESTING EXTREMELY WELL!! EXTREMELY STRONG REACTION BALLAD!! A MUST FOR MIDDAY PHONES!!!"

WIGX, JAY BEAU JONES, MD

"VERY HIP BALLAD! RIGHT OFF THE STREET!!"

**Whip Appeal the new single from the soon to be double platinum
Solar/Epic Album, Tender Lover.**

*baby***face**
whip appeal

#ZS4-74007

Produced by LA and Babyface for LA' Face Inc.

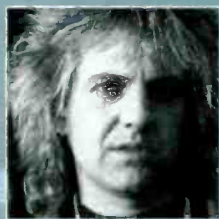
Management: LA' Face Inc.



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*"I'll See You
In My Dreams"* [TS 1495]

GIANT



The new single from the album

LAST OF THE RUNAWAYS

 [SP 5272]

Produced by Terry Thomas Management: Bud Prager/ESP Management



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