

# HITMAKERS<sup>®</sup>

ISSUE 681  
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MARCH 22, 1991



an exclusive interview with  
**STEVE RIVERS**  
Program Director  
WXKS-FM - Boston  
(Second row, center)

**COLUMBIA**

**Records**

*Presents*

**The**

**HITMAKERS**

**PROGRAMMER**

**OF THE WEEK!**

---

**Beginning Next Week**

**EXCLUSIVELY in HITMAKERS Magazine**

**COLUMBIA RECORDS** and **HITMAKERS Magazine** are committed to recognizing and heralding the top programmers in America today. Operations Directors, PD's, Assistant PD's and Music Directors from all size markets will be represented in the weeks to come.

## *Here's How It Works...*

Each week we'll print a list of three nominees on a special **COLUMBIA RECORDS/HITMAKERS Magazine PROGRAMMER OF THE WEEK** page which will appear directly across from the first page of **THE DISC-OVERY CLUB**. When you call in or fax your weekly station report, just vote for your choice and give us your personal nominee for the next contest. It's that simple!

Every week we'll list the current winner on that special page along with a short bio. The winner gets a plaque and a **SONY WALKMAN** !

At the end of every quarter, you'll vote for the **PROGRAMMER OF THE QUARTER** (selected from the weekly winners) and that winner will receive a **SONY 27 INCH COLOR TV!**

At the end of the year, you'll vote for the **PROGRAMMER OF THE YEAR** (selected from the four quarterly winners) and that winner will receive a **SONY LARGE SCREEN PROJECTION TV!**

(All prizes will be supplied by **COLUMBIA RECORDS**.)

**RADIO ONLY may vote. Only ONE vote per station.**

AIR



J E S U S

**Just play it!**

"Right Here, Right Now." Jesus Jones



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Gailforce Management, Ltd.

# HITMAKERS®

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

## SONY INKS "MICHAEL'S WORLD" JACKSON GETS OWN LABEL, FILM, TV AND SHORT FILM PROJECTS

Michael Jackson has just answered the proverbial question, "How high is high?" The reclusive superstar has just announced the consummation of a long-term, multi-media partnership agreement with SONY Software that could run more than one billion dollars.

The pact will create a Jackson Entertainment Complex which will entail a six-album deal on EPIC Records, Jackson's own label, NATION Records, a motion picture deal with COLUMBIA Pictures, TV

and short-film opportunities.

"This is a great opportunity for us to both continue and expand our relationship with Michael Jackson," SONY Software President Michael Schulhof declared in a corporate press release. "SONY and Michael Jackson have had an outstanding relationship in music. We look forward to expanding those horizons to include other entertainment opportunities, which only SONY can provide."

The first product of the new

entertainment megalopolis is Jackson's new album, due this summer on EPIC Records. The release will be accompanied by a number of short films produced by Jackson in collaboration with directors such as David Lynch (*Blue Velvet*), Tim Burton (*Batman*), Sir Richard Attenborough and Chris Columbus.

"Michael's success with EPIC has been unparalleled," stated label President Dave Glew. "He has been the most important member of the

EPIC family and we look forward to a continued successful relationship."

After that, Jackson will supervise the creation of NATION Records, to which he will sign and develop both new and established talent. He will also supervise all projects.

Next on tap will be his first full-length feature film for COLUMBIA Pictures Entertainment. The musical action-adventure, based on an original Jackson idea, is currently being written by Caroline Thompson

(See JACKSON, page 48)

## REPRISE Ups Marc Ratner to VP Promo

Marc Ratner has been promoted to VP Pop Promotion at REPRISE Records. Previously, he was National Singles Promotion Manager for three-and-a-half years, and before that worked as National Pop Promotion Manager beginning in 1982.

Ratner told **HITMAKERS** that he relishes the challenge of breaking bands in the current Top40 climate. "Right now, it's as competitive as I've ever seen because there are more record companies and more product, but the same number of radio stations," he said. "The competition is very tough, and we all hope to do as good a job as we possibly can. I do appreciate the company's support and vote of confidence."



MARC RATNER

Ratner pointed to two recent Rock-oriented breakthroughs as his most satisfying work. "One is the success we've had on Chris Isaak," he noted. "It seems to be snowballing hour after hour, and we're looking for that to continue at an unbelievable rate. It has also been a real pleasure to get involved with the Black Crowes' project."

Key to the success of those acts are the relationships Ratner has developed with radio. "It comes down to people working with each other," he asserted. "People have to be able to trust, believe and respect you in order for you to do your job properly."

"Marc has been a key player on the REPRISE Promotion team ever since the label's revitalization," stated VP Promotion Rich Fitzgerald. "He was the inevitable choice for this important position and I join with the rest of the company in extending congratulations."

## A&M Ups Rick Stone To Sr. VP Promo

Rick Stone has been promoted to the position of Sr. VP Promotion at A&M Records. He will now be responsible for the direction and administration of the label's Pop Promotion staff from its New York City offices.

A 15-year veteran of A&M, Stone began in Local Marketing; he worked his way up the corporate ladder, becoming New York Promotion Manager, National Singles Director and, most recently, VP Promotion. In his new position, Stone is bullish on A&M's future.

"I've been offered the opportunity to lead a great Promotion staff at a time when A&M has some unusually good music," he said. "1991 will bring important new records from Amy Grant, Bryan Adams, Toni Childs, Michael Damian,

Aaron Neville and Simple Minds, while we expand on our achievements with Sting, Styx and others.

"Breaking new acts is what A&M is all about," he added. "So it's very gratifying to have led our efforts on behalf of this young, talented group. They are our future, and the prospects for



RICK STONE

(See STONE, page 48)

## Danny Clayton Returns To WKTI

WKTI-FM Milwaukee has re-organized its programming management team, promoting PD Mike Berlak to OM and bringing Danny Clayton back to the station as PD.

Clayton had spent eight years at the station, reaching the post of APD before he accepted the PD post at B94 Pittsburgh nine months ago. "It's great to return to my home town, get back on the air, and be part of this company again," he told **HITMAKERS**. "I would also like to thank B94 and EZ COMMUNICATIONS for giving me my first shot at a PD job."

Although he was at B94 for less than a year, Clayton noted

that he did come away with some valuable insight. "Focus has always been real important," he said. "B94 was a very focused station because it was



DANNY CLAYTON

being hit on both sides by AOR and Churban stations. Here in Milwaukee, the AORs are much-lower-end demo stations and Gregg Cassidy has done a real good job tightening up WLUM. But our main battle is for adults with WKLH. This is a very tight 25-54 station. We're not going to fight the 12+ battle, although as a mass-appeal station, you basically shoot it out with everybody."

Clayton will also return to the air, taking the 10-to-noon shift, with John Harrison going from noon to 3:00 pm and Mike Blakemore moving to 6 to 10 nights.

(See WKTI, page 48)

More Than 1.5 Million Sold  
Currently #1 On Dial MTV  
More Than 40 Cities Eagerly Awaiting Their Sold-Out Tour

# NELSON

## **"More Than Ever"**



**HITMAKERS MAINSTREAM TOP40: New #33 R&R: 39-32 Breaker!**

**TOP TEN PHONES: KIIS-FM! KDWB! KEGE! WKBQ! WZPL!**

**KC101! FLY92! KKYK! WTFX! WZOK! KFTZ! SLY96!**

### **HOT ACTION AT:**

WPLJ (D#31)	KBQ (23-17)	KBEQ (33-29)	98PXY (Add #30)	WFLY (34-25)
KIIS-FM (30-27)	B94 (25-20)	PRO-FM (D#35)	WGTZ (Add)	WRVQ (Add)
WEGX (27-23)	Y108 (D#28)	Q102 (Add #33)	Z99 (D#24)	and more!
Y95 (27-24)	KKRZ (D#28)	KC101 (30-26)	WKZL (D#31)	
KPLZ (D#28)	KXYQ (D#26)	WJRZ (D#28)	WAPI (27-24)	

**"More Than Ever" Is Breaking Bigger Than Ever!**

Produced by Marc Tanner and David Thoener. Management: Larry Mazer



DAVID GEFFEN COMPANY

## FEATURES

- 9 • Shooting From The Lip  
Sound Bites
- 11 • Top40 Column  
Programmer's Think Tank
- 13 • The Top40 Music Page
- 15 • The Power Page
- 16 • Disc-covery Club
- 23 • Crossover Disc-overies
- 25 • Mix Show Page
- 36 • Hot Radio Promotions
- 38 • Faces & Places
- 54 • Ear To The Ground

## CHARTS

- 27 • Import
- 28 • Mainstream Top40
- 28 • Sales
- 29 • Adult Top40
- 29 • Crossover Top40
- 30 • Video Jukebox

## INTERVIEW

- 51 • **STEVE RIVERS**  
Program Director,  
KISS108, Boston, MA

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## MCA Promo Ups Michael Steele, Pat Martine

MCA Records has promoted two staffers in its Promotion Department. **Michael Steele** is now VP Field Promotion working out of Atlanta, while **Pat Martine** was named National Promotion Director.

In returning to Atlanta, Steele is encouraged with the state of Top40 in the region. "It has always been an excellent break-out market," Steele told **HITMAKERS**. "I'm excited about (the move) because it enables me to get out to a lot more markets in this region without spending so much time in airports."

"Michael has had great success in National Pop Promotion," noted **Steve**

**Meyer, Sr.** VP Promotion/Product Development. "His



**MICHAEL STEELE**

new position will allow him to work even more closely with people in the field."

Steele divided Top40 trends into two camps. "The (See MCA, page 48)

## Arbitron Mulls Client Ideas

Arbitron's new VP/Sales & Marketing **Jay Guyther** has returned from an Advisory Council meeting in Atlanta with plans to make the ratings service more receptive to its client stations' needs.

Guyther told **HITMAKERS** that clients who attended the Advisory Council get-together primarily focused on Arbitron's sample size and the possibility of providing qualitative information. "They asked us to consider producing just three reports per year as opposed to four," he said. "It would still involve the same 48-week sample sizes, but each report would have a substantially larger sampling over a 15 to 16-week period. They asked us to investigate the feasibility of that and get back to them with the results."

"The other thing they asked for was a qualitative report with our name on it," Guyther continued. "We've been talking about this for a couple of years and we're seriously looking into it. In Atlanta, they gave us ideas on what they'd like to see in such a report. I've already started the ball rolling, and we hope to have an answer on that and the larger sampling size question no later than our next Advisory Council meeting in mid-July or early August."

Guyther plans to use his radio experience at **WPOC, WITH AM/FM, WASA and WHDG** to help improve the (See **ARBITRON**, page 48)

## KDON-Salinas Names Michael Newman PD

**Michael Newman** just might be the only person in the country looking forward to April 15. While the rest of us are finishing or extending our income tax returns, Newman will be starting his first PD job at **KDON Salinas**.

Newman has worked his way up the ladder. He was MD at **Y97 Santa Barbara, HOT97.7 San Jose, ENERGY/MIX96.5 Houston**, and, most recently, MD/APD for **STAR93 San Antonio**.

"I've always wanted to be a programmer," he told **HITMAKERS**. "It's exciting to return to California. I'm already familiar with the market, as I worked with VP Programming **Jeff Salgo** at 97.7 San Jose, which is just down the road."

"This is a great opportunity with a phenomenal station," he added. "It has been #1 12+, 18-34 and 25-54 for four books."

Obviously, don't expect Newman to rock the boat too much. "No matter how the station's doing, you're always striving to be better," he said. "Other people want to come in and take shares away from you, so you definitely have to stay on your toes. I can't wait to start."



**MICHAEL NEWMAN**

### On the cover...

(Left to right) *Back Row*: Dale Dorman (APD, 2-6 pm), Jerry McKenna (MD), "Lady D" The Real Diana Steele (10pm-2 am), Ed McMann (6-10 pm). *Middle row*: Lisa Fell (GM), Steve Rivers (PD), JJ Wright (10 am-2 pm). *Seated*: Matt Siegel (6-10 am).

## PLG Adds Sales, Marketing VPs

The **POLYGRAM LABEL GROUP** has begun building up its Marketing and Sales departments with two new appointments. **Jeff Jones** has been named VP Marketing for the **PLG**, while **Gerry Kopecky** is the new VP Sales.



**JEFF JONES**

In his new position, Jones will form and develop PLG's product management staff, supervise artist development and direct the core marketing team for the various labels under the **PLG** umbrella. "I'm truly excited about joining the **PLG** team," he stated. "The opportunity to get in on the ground floor of an operation such as this makes the challenge all the more exhilarating. I look forward to working with **Rick Dobbis** and the rest of the **PLG** team and to putting together the best product management group in the business."

Previously, Jones was VP Marketing East Coast for

**MCA Records**, and prior to that he spent 13 years at **CBS Records** in Merchandising and Marketing positions. "Jeff has such a great depth of experience in the marketing and artist development areas that he was the first and only choice to head our marketing efforts," stated **PLG** President/CEO **Rick Dobbis**. "It has taken us a while to get him, but I'm confident our A&R centers will feel the wait was worth it."

Meanwhile, **Kopecky** will supervise the overall direction of the **PLG's** sales efforts on the national and regional levels, assemble a National Sales staff, and establish four Regional Sales positions. The team will work together to



**GERRY KOPECKY**

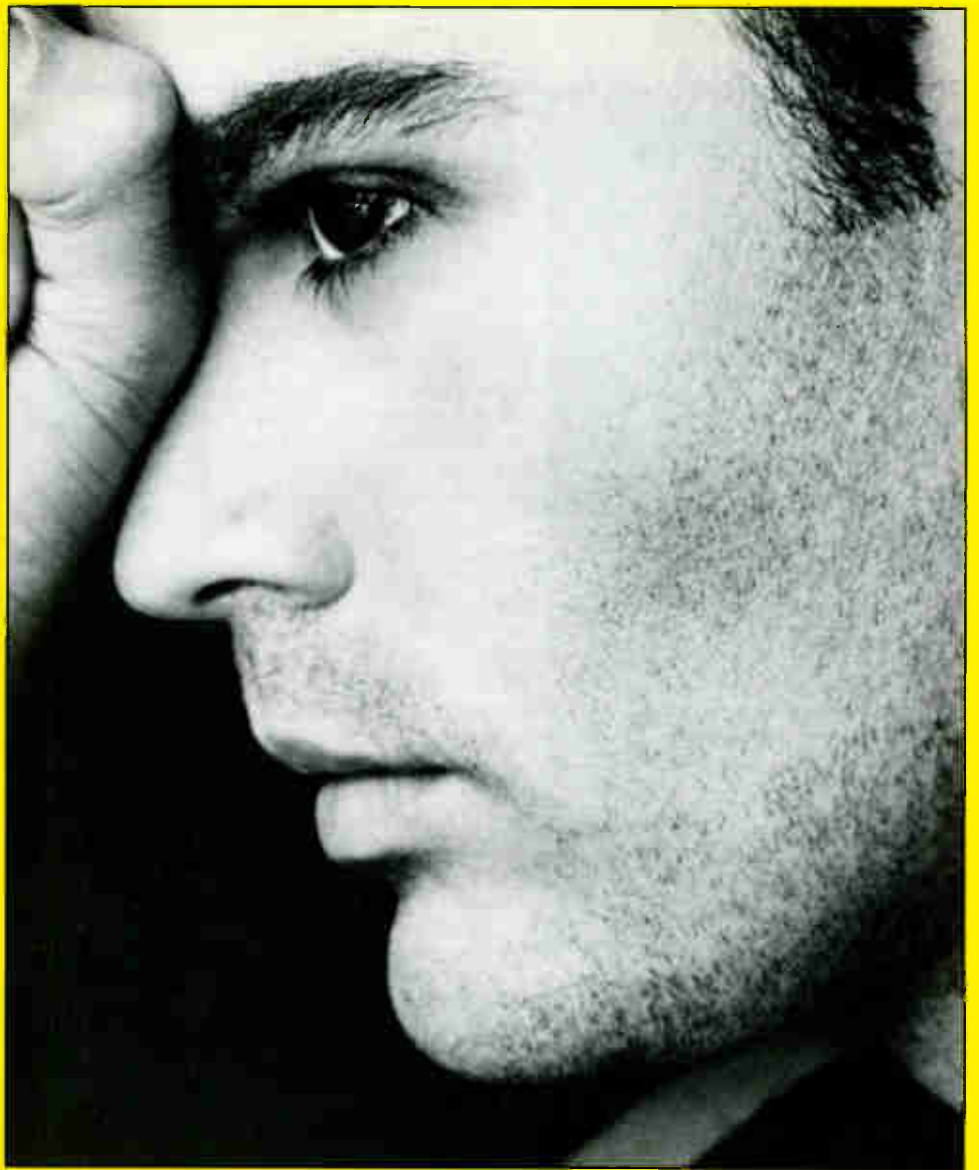
assure maximum awareness of **PLG** product and develop strong relationships with all music accounts.

A 20-year veteran of the (See **PLG**, page 48)

# DONNY OSMOND

"LOVE WILL SURVIVE"

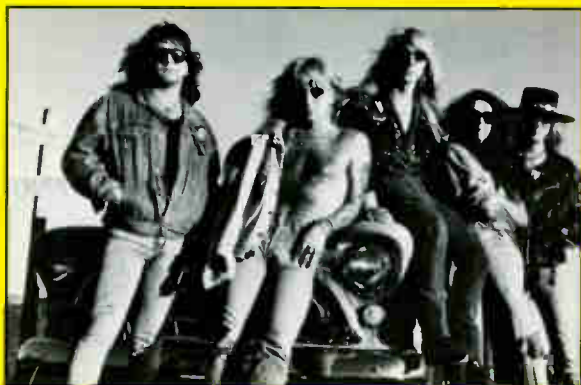
The record radio  
asked for  
from the LP  
EYES DON'T LIE



# GREAT WHITE

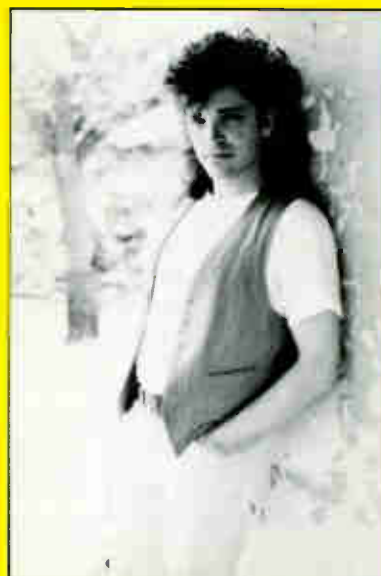
"Call It Rock N' Roll"

A  
HITMAKERS  
HITBOUND!



Over 700,000 sold!  
On over 120 Top40 stations!  
MTV adds un-edited version!

GREAT RECORD!  
GREAT RETAIL!  
GREAT WHITE!



# DAVE KOZ

"Castle  
Of  
Dreams"

HITMAKERS  
ADULT TOP40 CHART  
#37!

Great midday female balance record!  
The instrumental that speaks for itself!

<b>G98</b>	<b>KNOE</b>	<b>KYRK</b>	<b>WJMX</b>
<b>KBFM</b>	<b>KQMQ</b>	<b>KZFM</b>	<b>WNYP</b>
<b>KISR</b>	<b>KTMT</b>	<b>WJLQ</b>	and more



## Reality: Stranger Than Fiction

You may think that the challenge of coming up with an interesting, humorous and thought-provoking diatribe each week is difficult. (In fact, some of the powers-that-be here are beginning to think it's next to impossible for me to do that, but I pathetically digress...)

Albeit, as I sit here at my Mac (unpaid, apolitical endorsement) just a few hours before deadline, I must admit that I've yet to come up with something worth writing about. So I reach for my last resort of pers—er, inspiration: the newspaper.

Whenever there's a lull in the radio industry, this particular hack can always fall back on "real world" truths—or the media's reasonable facsimiles thereof. And, yet again, it has come through with a report guaranteed to question your faith in reality. And, as Maxwell Smart would utter, *loving it....*

I refer you to the March 20 "Calendar" section of *The Los Angeles Times*. A story by Chuck Philips concerns the exploits of Eric Wright, aka Eazy-E, leader of the rap group N.W.A. If the names don't ring a bell, Wright and compadres are famous for their 1989 hit album, **STRAIGHT OUTTA COMPTON**, which contained the allegedly inflammatory song, *F— the Police*. That little ditty was publicly lambasted by an FBI official for encouraging violence against police officers.

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**"Talk about a can't-miss project; the rap hasn't even been cut yet and already there's a hit video."**

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It seems that Wright contributed \$2,500 to the National Republican Senatorial Committee. If that in itself is not a jaw-dropper, consider the fact that Wright's "charitable" donation put his name on a computer list that was used by the Republican Party's elite Inner Circle of deep-pocket contributors. Thus, Eazy-E was one of 1,400 people to be invited to attend a fund raiser in Washington, DC, which was also attended by President Bush. There, he mingled with the likes of country singer Randy Travis, NBC weather-doofer Willard Scott, and comic Yakov Smirnoff.

"It's kind of wild, isn't it?" Wright said in the story. "I'm not a registered Republican or Democrat. I don't even vote. I sent them the money because I was curious. As to why I was picked to come down here, I still don't know."

Naturally, once word got out about his presence at the affair, some of your favorite right-wingers got their red, white and bluenoses out of joint. In particular, Jack Thompson, the Floridian redneck who tried to bring down 2 Live Crew, was quoted as saying, "I hope Eazy-E embarrasses the hell out of George Bush, whose Justice Department has done absolutely nothing about obscene records being sold to children."

Wendy Burley, the Director of Communications for the National Republican Senatorial Committee, admitted that there have been some complaints about Eazy-E's membership in their little country club, so to speak, but, hey, the check cleared. "Whatever the nature of Mr. Wright's business, he contributed \$2,500 to help the Republican Party and he is now a

member of the Inner Circle."

(Memo to Howard Stern and INFINITY BROADCASTING: Wanna beat the FCC obscenity raps? Our commander-in-chief would suggest that *it sure would be prudent* to write out a tax-deductible check to the National Republican Senatorial Committee. Imagine the photo ops of you and Willard Scott...)

Ms. Burley also noted, "We believe that Mr. Wright is not pro-violence or pro-drug and hope his actions speak louder than words."

Which brings us to the *really good part* of the story: Wright is planning to re-cut his infamous *F— the Police* tune with a special guest rapper—none other than Rodney G. King. The same Rodney G. King who was speeding in Los Angeles late one night when he was pulled over and (ahem) *allegedly* mauled by overzealous (such a "tidy" description...) police officers.

Talk about a can't-miss project; the rap hasn't even been cut yet and already they have a hit video. I can hardly wait for it to make MTV's hot rotation, which would incite complaints about too much violence on TV.

Rest assured, even that won't be the end of it. By the Fall sweeps, there will be a made-for-TV movie about King, the guy who shot the video and two

young reporters, Bernwood and Woodstein, who break the story nationwide. The title?

*Darrylgates.*

. . .

If that doesn't make you ask the waitress for a reality check, for a moment ponder the new billion-dollar deal between Michael Jackson and SONY Music, COLUMBIA Pictures and SONY Electronic Publishing.

First off, you have to be happy for Michael and the entire American economy. In one fell swoop, Jackson has singlehandedly erased the lion's share of the *unbalance* of trade between the U.S. and Japan.

The ink isn't dry on SONY's announcement fax yet, and already some leisure-suit comic in Vegas named Shecky is working on some killer one-liners:

"The contract is so big that SONY donated an animal to Michael's pet zoo--Godzilla..."

"The last time Michael flew in from the Coast, his arms got tired. So this time, SONY flew the Coast to him..."

"But seriously, folks, Michael's the biggest name in show business. How big? God is his agent."

"What is this, an audience or an oil painting?"

"Supposedly, after his **THRILLER** album sold 40 million copies, Michael put a note on his bathroom mirror with the number 100 million. Although the **BAD** album didn't sell that many copies, this time he taped a million Walkmans to his mirror. It worked..."

"I tell ya, folks, Michael's got a billion of em..."

## Sound Bites

**KATMAN-DUDE:** 'Twas 15 years ago that Bob Seger wrote that ditty about 'goin' to Katmandu." Well, now he knows of what he sings. Seger just returned from attending the Special Olympics, held in the capital of Nepal on February 22. The Detroit rocker even met King Birenda Bir Bikram Shah Dev (aka "Big Burt" to his close sherpas), who asked him, "What made you write the song anyway?"

**LOOK OUT, MCA:** There's a new indy label on the block. **Mojo Nixon**, the man who gave the free world impassioned "tributes" to Elvis and Don Henley, has begun a joint venture with XXX Records, calling it TRIPLE NIXXXON Records. The debut release will be by the Tucson-based group, **Fish Karma**. Expect to hear such classics as *God Bless The NRA*, *Swap Meet Women*, *Let's Be Methodists* and *God Is A Groovy Guy* on your playlists *real soon*. We'll hold our collective breaths on that, because we look good in blue.



**TAKES A LICKING, BUT KEEPS ON SHIPPING:** Here's visual proof of Sweden's postage stamp that honors Roxette. If their new record goes platinum, Volvo will name a sedan after them.

**BOOTLEGGERS' BLUES:** Frank Zappa is taking aim at this unscrupulous profession. In collaboration with RHINO Records' offshoot label, FOO-EEE, Zappa is putting out a massive 10-LP/cassette "Bootleg Box," containing exact copies of 10 notorious Zappa boots, a limited edition T-shirt and button. Available only in vinyl and tape (CDs will be available individually) on May 28.

**COVER BOYS:** The Pet Shop Boys have come out with another 12" mutant single, this time soldering U2's *Where The Streets Have No Name* to Frankie Valli's *Can't Take My Eyes Off You*. Somewhere near Dublin, Bono is wondering aloud, "What have I, what have I, what have I done to deserve this?"

**IT MUST BE THE TROUSERS:** "It was 13 years ago today/ Sgt. Rutle taught the band to play/ They called it *All You Need Is Cash*/ In the ratings it finished last."—NBC-TV's classic *documentally* on The Rutles, starring Eric Idle, Michael Palin, John Belushi, Dan Aykroyd, Bill Murray, Mick Jagger, Paul Simon and Bianca Jagger, is still available on video.

# Indelible Impact

# THE FIXX



## Active Rotation!

**A Most Added Record with 34 adds!  
Early Major Market Activity:**

**Adds...**

**WPLJ  
WKBQ  
MIX96.5  
KBQ#35  
WPHR  
KKRZ**

**Q102#35  
WZPL#30  
WJRZ  
WAPE  
WDJX  
WFLY**

**Debuts...**

**KWOD (D#38)  
WNCI (35-32)  
KISN (D#29)  
WGTZ (D#33)  
Z99 (D#23)  
KEGL  
KDWB**

**Also Added At...**

<b>POWER92</b>	<b>K106</b>	<b>KRAJ</b>	<b>WNYP</b>
<b>WSTW</b>	<b>KCMQ</b>	<b>KSDR</b>	<b>WQGN</b>
<b>KZ106#18</b>	<b>KF95</b>	<b>KYYY</b>	<b>WRQN</b>
<b>KIKX</b>	<b>KFBQ#37</b>	<b>KZOR</b>	<b>WVBS</b>
<b>93Q</b>	<b>KKYK</b>	<b>MAX94#28</b>	<b>WVNA</b>
<b>G105#34</b>	<b>KNEN</b>	<b>WAAL</b>	<b>Z102</b>
<b>JET-FM</b>	<b>KQIZ</b>	<b>WHTO#36</b>	

# How Much Is Enough

The first single produced by Scott Cutler

Executive Producer: Randy Nicklaus

From the long-awaited album **Ink**.



© 1991 Impact Records

by KEVIN CARTER

For your consideration: It's a late Saturday night. You're a Program Director driving home from a particularly entertaining party and you're button-pushing around the dial. By chance, you land on a hit-music station and before you have a chance to punch it out, you're taken aback by the truly pathetic quality of the jock.

Talk about hiring the handicapped! This vocal wretch probably graduated from a DJ school that advertises on matchbook covers. You thank the Gods above that this albatross isn't on your station. Then you look at the dial—and, egad, it *is* your station. Your temples pound, goosebumps the size of barnacles infest your skin and a cold sweat glues your clothes to your quivering body. There's only one thing to do—drive out to the tower and cut the guy wires.

Granted, the preceding scenario is a bit exaggerated. Yet many PDs would admit to instances that were too close to that situation for comfort. Indeed, quality weekend help, especially during prime daytime shifts, can be extremely difficult to find.

Clarke Ingram, PD at HOT99.9 Allentown, PA, can see the situation on both sides. Not only does he have to hire and develop the weekend and overnight help at HOT99.9, but he also does weekends himself at Z100

New York.

**Passing The Boards**

Ingram cited two ways he has recruited weekend talent at HOT99.9 and, before that, at KRQ Tucson. "In Tucson we used to walk people up the ladder," he recalled. "Often people would start in research, end up doing board work, then eventually get a shot at an airshift. Several people climbed that ladder; some made it and some didn't, but I still found several good people that way.



"Here in Allentown, I've told the powers-that-be at EAGLE106 and Z100 that if they've got board ops who do call-ins and don't have a chance to make it on the air in Philadelphia and New York, respectively, and who might want a shot in Allentown, to have them give me a call," he added. "Sometimes, you can find someone who can grow into the job that way."

Other times fate lends a hand. "One night here, a weekender couldn't make it because of a nine-inch snowfall," Ingram said. "So a board op had to go on the air for a couple of hours. He didn't do too badly; he held up the station very well, followed the format, and I was proud of him. Now he has a regular airshift. It's a short one, but it's still something to give him experience."

Ingram admitted that not all weekend hires have the ability to

*"When I hire a weekender, I want someone who can fill in around the clock."*

develop into full-time personalities. "At the same time, I never try to hire anyone part-time that I didn't have the intention to move up someday when someone else left," he noted. "It's true that some stations have to cover with someone who just gets by. When I hire a weekender, I want someone who can fill in around the clock."

At HOT99.9, the weekenders and part-timers work overnights and on

Sunday. "That's the nature of the beast," he said. "One part-timer, **Hotshot Hamilton**, does a very important show on Sunday nights called the "Sunday Night Request and Dedication Party." He's very good with the telephone, so I gave him a chance to shine."

**Getting Them Up To Snuff**

While he described HOT99.9's part-time and weekend help as having "very good talent," he did admit that there were times when he heard things that came close to the *Twilight Zone* scenario described earlier. "I've winced a couple of times," he conceded. "I didn't think, 'Boy this guy's not good enough to be on the station.' If I did, I would've fired him. There have been times when after hearing them on the air, I'd say, 'They can do better than this; let's get them up to snuff.' Then I'd hold an aircheck session and work on bringing their talent level up.

"Steve Berger at NATIONWIDE once said, 'If they have it in them, give them a chance to shine.' I do that, and if they rise to the occasion, they shine. If not, that's another story."

And what of the new weekend guy at Z100? "That has-been?" Ingram exclaimed. "Get him the Hell off the air!"

**PROGRAMMER'S THINK TANK**

by TOM SHO VAN

It's Friday. You've been battling the flu, your temperature bubbling over the Hot 100. You've gone to work anyhow, but you can't wait for the weekend. You made hotel reservations out of town to make sure nobody can find or disturb you. Your bags are packed. You're counting the hours.

Glitch alert! Your boss is going to be in the office for a midday meeting. You review the scenario: Even if you meet for a couple hours and add another hour or two for unforeseen problems, the boss will still be gone by 3:00 pm, leaving you two hours to wrap up the week's loose ends and be on the road at 5:00 sharp. Right?

Wrong. Weather conditions have your boss trapped. He paces in your office, weighing his options. The clock ticks on with cruel ruthlessness. Your boss is staying. There's no sign of freedom. You cancel your guaranteed hotel reservation. Mission aborted. It's not until 6:30 that you're heading home, cursing and screaming under darkening skies. So much for a stress-less, restful weekend.

Any of this sound familiar? Of course it does. To one degree or another, we all answer to a higher authority. And when that authority comes down on us, we pass the pressure along. PDs or OMs who get called in on Friday afternoon to go over the station's performance and game plan are listening with half an ear. They're tempted to tell the Boss to go to Hell. More likely, however, they'll bottle it up and take it out on everybody else next week.

A common problem in this business is that we, as management, rarely understand and respect the

different work habits of the people we deal with. Some people are obsessive. They mull over ideas day and night. When they hit a thought that excites or distresses them, they deal with it on the spot.

These people, by the way, aren't that efficient. A survey by American Management Systems indicates these "Obsessive Type A" personalities make more stress-related mistakes and have more burnout despite taking more work breaks than others. That's because they don't savor the breaks.

Then there's the "workhorse" who arrives on time and rarely takes a lunch break or personal time off during the day. Sick days are rare, as is staying

*"We rarely understand and respect the different work habits of the people we deal with."*

later than a pre-determined quitting time—except when pre-planned or the result of an obvious crisis. They treasure their free time.

"Low-riders" are another story. They arrive moments before their shift and dash out the door while the last song is playing. Both workhorses and low-riders get very angry when their routines are invaded. This resentment is often carried to the next work day or week, hurting their performance.

Any of these three types can be real assets to your station. The jock who leaves right after his last record may spend outside time pondering bits

*Squeeze The Nickel, Kill The Buffalo*

for the next day. The important question to ask is: "Does this person get the job done well?"

What to do? First, examine the kind of worker you are. Obsessive? Accept it and realize it's unlikely that you'll change. Nor will the people you work with. So categorize both the people you report to and the people who report to you. Jocks who adhere to a rigid work schedule should be approached well within their working hours, and be very clear on the length of the meeting. Don't treat a time-aware person to lunch or just wander into his/her office near day's end. And Friday afternoon is the worst time to go anywhere near a workhorse.

Say you're a rigid workhorse PD and you want to be sure you're out the door at 5:00, and don't get calls at night or weekends. Let your staffers know you confine your working hours to specific times. However, high-maintenance obsessives will be a constant drain unless their energy is structured. Try this: Single out jocks who hang around all day and make them "Assistants." Night and weekend calls can go to their houses and, nine times out of 10, you'll never have to be bothered at home.

If your boss is a high-maintenance obsessive, explain your work habits as best you can. Talk his ear off during the day and shut off the phone nights and weekends. Some managers think by keeping you an extra 15 minutes, they get more bang for the buck, but that doesn't work. If you're a manager, don't do it. If you're a staffer, stand up for yourself!

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

# RUDE BOYS

FROM THE LP RUDE AWAKENINGS

## EVERYWHERE YOU LISTEN IT'S...

### "Written All Over Your Face"

**TOP-20 Single Sales Nationally  
Crossover Top40: 17-12**

#### EAST

WPGC (5-3)hot  
WIOQ (D#31)  
WTIC-FM (D#33)  
WXKS-FM (D#34)

#### SOUTH

B97 (Add)  
WNVZ (26-8)  
PWR PIG (28-25)  
Q105 (30-26)

#### MIDWEST

WPHR (Add)  
KXXR (D#34)  
WHYT  
HOT102

#### WEST

KMEL (6-5)  
KS104 (12-9)hot  
FM102 (20-15)hot  
Q106 (D#26)

**THE HOTTEST CROSSOVER RECORD ON THE AIR AND IN THE STORES!**

# MARC COHN

FROM HIS SELF-TITLED LP

## PACKED WITH PASSION, THIS SONG WILL MOVE YOU!

### "Walking In Memphis"

#### HOT ADDS:

I95  
Z99  
98PXY  
B100 #24  
WQUT  
KKYK

#### HOT ACTION:

KKHT (D#22)hot  
FM100 (8-6)hot  
99WAYS (40-34)hot  
WERZ (39-28)  
KZ106 (24-16)  
WZYP (D#25)  
WABB (29-25)  
STAR93 (D#25)  
and many more

**ALREADY ON MTV AND VH1**

# MIKE + THE MECHANICS

## ONE OF THE MOST ADDED WITH 63 ADDS!

### "Word Of Mouth"

TITLE-TRACK FROM NEW ALBUM

#### MAJOR HIGHLIGHTS:

B94  
KJ103  
WKTI  
KATM #27 hot  
WGTZ #32  
POWER94.9 #34  
and many more

**#1 DISC-OVERY CLUB!**



# INXS "Bitter Tears"

Heavy Rotation MTV. Already Top-10 Rock Track.  
LP approaching double platinum.

Going For Adds Monday March 25th

# THE TOP40 MUSIC PAGE

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

## MAINSTREAM Crusades

**JESUS JONES**  
*"Right Here, Right Now"*  
 (SBK)

After going through many different cycles, Top40 radio is finally discovering the mass-appeal, hit potential of Alternative-based bands. New this week at KRBE - Houston, a market well-known for breaking Alternative music. Also added at WIXX, KQIZ, KKYK, 99.9KHI, ZFUN106 and more.

**SHEENA EASTON**  
*"What Comes Naturally"*  
 (MCA)

She has certainly come a long way since *Morning Train* nearly 10 years ago. She owns the Most Added song in the country this week with 68 adds. Check out these call letters: Y95, Q106, Q105, POWER PIG, KOY95, Y108, KXXR, WTIC-FM, WCKZ-FM, Z95, KSOL and tons more!

**R.E.M.**  
*"Losing My Religion"*  
 (WARNER BROS.)

This band has one of the hottest selling albums of the week and a natural radio first single. *Losing My Religion* garnered first week adds at KKBQ, KRBE, HOT94.9, 98PXY, WAPE, WAPI and many more. With MTV play making this a hot requested record, don't delay, check out this one from a classic band.

## CROSSOVER Crusade

**CARTOUCHE**  
*"Feel The Groove"*  
 (SCOTTI BROS.)

One of the hottest selling imports Stateside, as well as a huge charting record all over Europe, CARTOUCHE exploded on the scene with adds at B96, KKBQ, POWER PIG, KKFR, KZFM, KYRK, KCHX and many more. This groove will move you!

## ADULT Crusade

**CELINE DION**  
*"(If There Was) Any Other Way"*  
 (EPIC)

If you had success with her debut single (and let's face it, everyone did), this uptempo follow-up should go right to the top. New this week at B100, MIX105.1 and STAR94 (#18). Radio is looking for Pop/Female records right now, so look no further than CELINE.

## NATIONAL BREAKOUTS

Records are listed in order of active reports. An active report is an add, a debut, a Top-15 report or a 3-point or more move elsewhere on the chart. Quality, not quantity. Records exceeding 100 active reports are National Breakouts. A (✓) check mark indicates a former crusade.

- ✓115 • HARRIET "Temple Of Love" (EAST WEST AMERICA)
- ✓113 • EXTREME "More Than Words" (A&M)

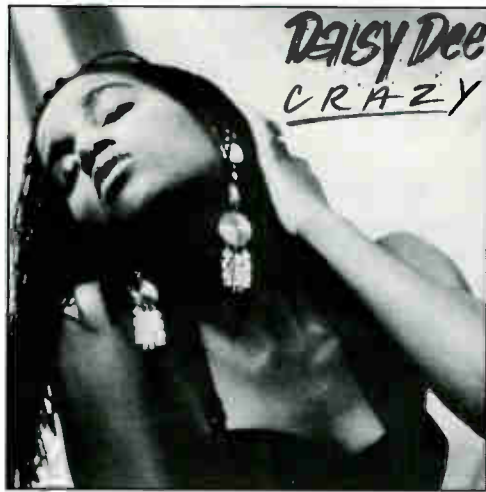
## HITBOUNDS

- 98 • RALPH TRESVANT f. B. Brown "Stone Cold..." (MCA)
- ✓ 97 • QUEENSRYCHE "Silent Lucidity" (EMI)
- ✓ 96 • HI-FIVE "I Like The Way (The Kissing...)" (JIVE RCA)
- 89 • ANOTHER BAD CREATION "Iesha" (MOTOWN)
- 89 • BINGOBOYS f. Princessa "How To..." (ATLANTIC)
- ✓ 83 • FIREHOUSE "Don't Treat Me Bad" (EPIC)
- 82 • ALEXANDER O'NEAL "All True Man" (EPIC)
- ✓ 80 • GREAT WHITE "Call It Rock N' Roll" (CAPITOL)
- ✓ 70 • ROLLING STONES "Highwire" (COLUMBIA)
- 70 • SHEENA EASTON "What Comes Naturally" (MCA)
- ✓ 67 • THE BLACK CROWES "She Talks..." (DEF AM/REP.)
- 63 • MIKE + THE MECHANICS "Word Of..." (ATLANTIC)
- 59 • CINDERELLA "Heartbreak Station" (MERCURY)
- ✓ 58 • JELLYFISH "Baby's Coming Back" (CHARISMA)
- 53 • THE FIXX "How Much Is Enough" (IMPACT)

- 52 • CELINE DION "(If There Was) Any Other..." (EPIC)
- 51 • GUY "Let's Chill" (MCA)
- ✓ 48 • RUDE BOYS "Written All Over Your Face" (ATLANTIC)
- ✓ 43 • THE PARTY "That's Why" (HOLLYWOOD)
- 43 • RIFF "My Heart Is Failing Me" (SBK)
- 42 • MICHELLE "Something In My Heart" (RUTHLESS/ATCO)
- 41 • R.E.M. "Losing My Religion" (WARNER BROS.)
- 40 • LISETTE MELENDEZ "Together Forever" (COLUMBIA)
- ✓ 38 • MONIE LOVE "It's A Shame (My Sister)" (WARNER BROS.)
- 35 • TRIXTER "One In A Million" (MECHANIC/MCA)
- 33 • HAPPY MONDAYS "Step On" (ELEKTRA)
- 33 • JASMINE GUY "Another Like My Lover" (WARNER BROS.)
- 32 • DIGITAL UNDERGROUND "Same Song" (TB/REPRISE)
- ✓ 31 • MARC COHN "Walking In Memphis" (ATLANTIC)
- 27 • STEELHEART "I'll Never Let You Go" (MCA)
- 25 • BART & HOMER SIMPSON "Deep Deep Trouble" (Geffen)
- 25 • JOHNNY GILL "Wrap My Body Tight" (MOTOWN)
- 23 • DARLING BUDS "Crystal Clear" (COLUMBIA)

- 22 • SALT-N-PEPA "Do You Want Me" (NEXT PLATEAU)
- 19 • UB40 "Here I Am (Come And Get Me)" (VIRGIN)
- 18 • JESUS JONES "Right Here, Right Now" (SBK)
- ✓ 18 • VANILLA ICE f. Riff "I Love You" (SBK)
- 16 • COVER GIRLS "Funk Boutique" (EPIC)
- ✓ 14 • DAISY DEE "Crazy" (LMR/RCA)
- 14 • ELISA FIORILLO "Oooh This I Need" (CHRYSALIS)
- 14 • TONY! TONI! TONE! "Whatever You Want" (MERCURY)
- 13 • ANNA MARIE "This Could Take All Night" (MCA)
- 13 • PEBBLES w/Salt-N-Pepa "Backyard" (MCA)
- 12 • AFTERSHOCK "Going Through The Motions" (VIRGIN)
- 12 • DEEE-LITE "E.S.P." (ELEKTRA)
- 11 • CARTOUCHE "Feel The Groove" (SCOTTI BROS.)
- 11 • DANIEL ASH "This Love" (BEGGARS BANQUET/RCA)
- 11 • DAVE KOZ "Castle Of Dreams" (CAPITOL)
- 11 • JEFFREY OSBORNE "When My Brother's In Trouble" (ARISTA)
- 11 • LITTLE CAESAR "In Your Arms" (DGC)
- 11 • MARIAH CAREY "I Don't Wanna Cry" (COLUMBIA)

# D A I S Y "CRAZY" D E E



**HITMAKERS**  
**CROSSOVER Top40: New #39**  
**A Hitbound!**

**Just Added...**  
**KS104!!! Z90#27!!!**  
**KYRK, KZFM, PWR98,**  
**HOT101.5**

**Early Activity...**

**HOT97 (23-17) WIOQ (D#30) KBOS (30-21)**  
**B96 (3-2) Q106 (27-23) and more**  
**KMEL (25-21) WNVZ (D#35)**

**HOSH GURELI, MD, KMEL** - *"Pop smash - killer hook - check out where it's being played!"*

**ROSS KNIGHT, MD, KTFM** - *"Early airplay is getting reaction. Daisy Dee's going 'Crazy' in San Antonio - a super smooth sound on the radio!"*

**JEFF WYATT, PD, POWER106** - *"Once again, street music for the masses...it started in the clubs and now there's no stoppin' it!"*

**BRIAN WHITE, PD/MD, Z90** - *"Already performing well...making the 'Top Seven At 7' every night. A strong hook with a groove that will catch you!"*

**DON PARKER, PD, KBOS** - *"Crazy is a jam that is working even better than most of the earlier Technotronic sounds. 12-inch sales are fantastic, phones are kicking in!"*

**TOM KELLY, MD, POWER98** - *"After two weeks of airplay, this tune is just beginning to kick in with potential to be huge. Take this artist seriously...not just a fly-by-night talent!"*

**LEE REYNOLDS, PD, HOT101.5** - *"A great melody with a KILLER hook...this record is a must-play on hit radio!"*



**LMR Records**

# POWER PAGE

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



Dallas

PD: TOM CASEY  
MD: M.C. JAMMER

1. TONY! TONI! TONE!  
"Whatever You Want" (WI/MER)
2. MICHEL'LE  
"Something In..." (RUTH/ATCO)
3. HI-FIVE  
"I Like The Way..." (JIVE/RCA)
4. GUY  
"Let's Chill" (MCA)
5. RUDE BOYS  
"Written All Over..." (ATL)
6. C&C MUSIC FACTORY  
"Here We Go..." (COL) (DP)
7. ANITA BAKER  
"Fairy Tales" (ELEK) (DP)
8. DIGITAL UNDERGROUND  
"Same Song" (TB/REP) (DP)
9. FREDDIE JACKSON  
"Love Me Down" (CAP) (DP)



Lansing, MI

PD: KEVIN ROBINSON  
MD: LAURA KELLEY

1. LONDONBEAT  
"I've Been Thinking..." (RAD/MCA)
2. AMY GRANT  
"Baby, Baby" (A&M)
3. HENRY LEE SUMMER  
"Fooled Around & Fell..." (EPIC)
4. JANET JACKSON  
"State Of The World" (A&M)
5. MARIAH CAREY  
"Someday" (COLUMBIA)
6. ALIAS  
"Waiting For Love" (EMI)
7. GLORIA ESTEFAN  
"Coming Out Of..." (EPIC) (DP)
8. C&C MUSIC FACTORY  
"Gonna Make You..." (COL) (DP)



KXXR-Kansas City

PD/MD: STEVE DOUGLAS

1. MARIAH CAREY  
"Someday" (COLUMBIA)
2. CATHY DENNIS  
"Touch Me..." (POLYDOR)
3. TARA KEMP  
"Hold You Tight" (GIANT)
4. LONDONBEAT  
"I've Been Thinking..." (RAD/MCA)
5. JANET JACKSON  
"State Of The World" (A&M)
6. BRENDA RUSSELL  
"Kiss Me With The Wind" (A&M)
7. AMY GRANT  
"Baby, Baby" (A&M)



KBEQ-Kansas City

PD: KAREN BARBER  
APD/MD: JON ANTHONY

1. BAD COMPANY  
"If You Needed..." (ATCO)
2. CELINE DION  
"Where Does My..." (EPIC)
3. WHITNEY HOUSTON  
"All The Man..." (ARISTA)
4. TIMMY T.  
"One More Try" (QUALITY)
5. STYX  
"Show Me The Way" (A&M)
6. TEVIN CAMPBELL  
"Round & Round" (WB)



Orlando

PD: DUFF LINDSEY  
MD: CEDRIC HOLLYWOOD

1. RUDE BOYS  
"Written All Over..." (ATL)
2. GUY  
"Let's Chill" (MCA)
3. HI-FIVE  
"I Like The Way..." (JIVE/RCA)
4. MARIAH CAREY  
"Someday" (COLUMBIA)
5. WHITNEY HOUSTON  
"All The Man..." (ARISTA)
6. JANET JACKSON  
"State Of The World" (A&M)
7. TIMMY T.  
"One More Try" (QUALITY)
8. LP CRASH CREW  
"High Mileage Guts" (No Label)



Orlando

PD: BRIAN THOMAS  
MD: RICK STONE

1. CELINE DION  
"Where Does My Heart..." (EPIC)
2. STYX  
"Show Me The Way" (A&M)
3. TIMMY T.  
"One More Try" (QUALITY)
4. MARIAH CAREY  
"Someday" (COLUMBIA)
5. GLORIA ESTEFAN  
"Coming Out Of..." (EPIC)
6. WHITNEY HOUSTON  
"All The Man..." (ARISTA) (DP)
7. MADONNA  
"Rescue Me" (WB) (DP)



WNYP-Ithaca, NY

PD/MD: STEVE CHRISTIAN

1. LONDONBEAT  
"I've Been Thinking..." (RAD/MCA)
2. MARIAH CAREY  
"Someday" (COLUMBIA)
3. GLORIA ESTEFAN  
"Coming Out Of The..." (EPIC)
4. CHRIS ISAAK  
"Wicked Game" (REPRISE)
5. STING  
"All This Time" (A&M)
6. STYX  
"Show Me The Way" (A&M)
7. TIMMY T.  
"One More Try" (QUALITY)
8. WILSON PHILLIPS  
"You're In Love" (SBK)



WNTQ-Syracuse, NY

PD: J. J. COOK  
MD: JIM MEECH

1. MARIAH CAREY  
"Someday" (COLUMBIA)
2. CELINE DION  
"Where Does My Heart..." (EPIC)
3. LONDONBEAT  
"I've Been Thinking..." (RAD/MCA)
4. AMY GRANT  
"Baby, Baby" (A&M)
5. TIMMY T.  
"One More Try" (QUALITY)
6. WILSON PHILLIPS  
"You're In Love" (SBK)
7. GLORIA ESTEFAN  
"Coming Out Of The..." (EPIC)
8. OLETA ADAMS  
"Get Here" (MERCURY)
9. ROBERT PALMER  
"Mercy, Mercy..." (EMI)



Greensboro/Winston-Salem

PD: CHUCK HOLLOWAY  
MD: JON ZELLNER

1. STYX  
"Show Me The Way" (A&M)
2. WHITNEY HOUSTON  
"All The Man..." (ARISTA)
3. DAMN YANKEES  
"High Enough" (WB)
4. CELINE DION  
"Where Does My Heart..." (EPIC)
5. SURFACE  
"The First Time" (COLUMBIA)
6. TIMMY T.  
"One More Try" (COLUMBIA)
7. MARIAH CAREY  
"Someday" (COLUMBIA)
8. WILSON PHILLIPS  
"You're In Love" (SBK)
9. BAD COMPANY  
"If You Needed..." (ATCO)



WWCK-Flint, MI

PD: LEE ST. MICHAELS  
MD: CUCARACHA COOPER

1. MARIAH CAREY  
"Someday" (COLUMBIA)
2. WILSON PHILLIPS  
"You're In Love" (SBK)
3. TESLA  
"Signs" (GEFFEN)
4. ROXETTE  
"Joyride" (EMI)
5. HEART  
"Secret" (CAPITOL)
6. GUY  
"Let's Chill" (MCA)
7. AMY GRANT  
"Baby, Baby" (A&M)
8. VOICES THAT CARE  
"Voices That Care" (GIANT)



New Haven

PD: JOHN SCOTT  
APD/MD: TOM POLEMAN

1. MARIAH CAREY  
"Someday" (COLUMBIA)
2. JANET JACKSON  
"State Of The World" (A&M)
3. LONDONBEAT  
"I've Been Thinking..." (RAD/MCA)
4. TARA KEMP  
"Hold You Tight" (GIANT)
5. L.L. COOL J  
"Around-The-Way..." (COL) (DP)
6. WILSON PHILLIPS  
"You're In Love" (SBK) (DP)



WMXF-Fayetteville, NC

PD: DALE O' BRIAN  
APD/MD: SAMMY SIMPSON

1. ALIAS  
"Waiting For Love" (EMI)
2. MARIAH CAREY  
"Someday" (COLUMBIA)
3. CELINE DION  
"Where Does My Heart..." (EPIC)
4. WHITNEY HOUSTON  
"All The Man..." (ARISTA)
5. JANET JACKSON  
"State Of The World" (A&M)
6. MICHEL'LE  
"Something In My Heart" (ATCO)
7. WILSON PHILLIPS  
"You're In Love" (SBK)
8. TIMMY T.  
"One More Try" (QUALITY)

# DISC-OVERY CLUB®

1. MIKE + THE MECHANICS "Word Of Mouth" (ATLANTIC)
2. CELINE DION "(If There Was) Any Other Way" (EPIC)
3. R.E.M. "Losing My Religion" (WARNER BROS.)
4. SHEENA EASTON "What Comes Naturally" (MCA)
5. JESUS JONES "Right Here, Right Now" (SBK)  
QUEENSRYCHE "Silent Lucidity" (EMI)

MICHAEL NEWMAN, APD/MD at STAR93, San Antonio sez, "R.E.M. *Losing My Religion* (WARNER BROS.) is an excellent single. We probably could never play it on this format, but it's definitely worth checking out! And CELINE DION *If There Was (Any Other Way)* (EPIC) is a GREAT follow-up! Also, be aware of RHYTHM TRIBE *Gotta See Your Eyes* (ZOO)! This Mainstream Pop record with a Latin flavor and great horns should not be ignored!"

LESLIE FRAM, APD, POWER99, Atlanta sez, "ANOTHER BAD CREATION *Ilesha* (MOTOWN) is a nighttime MONSTER!!! HI-FIVE *I Like The Way (The Kissing Game)* (JIVE/RCA) is a smash! This record is starting to get great upper demo phones and sales! Check out AFTER 7 *Nights Like This* (VIRGIN) from the Robert Townsend movie *5 Heart Beats!* And diVINYLS *I Touch Myself* (VIRGIN) is HUGE! Requests are incredible!"

LOUIS KAPLAN, PD at Y107, Nashville, TN sez, "THE BLACK CROWES *She Talks To Angels* (DEF AMERICAN/REPRISE) has huge LP sales and excellent callout 18-34 and 25-34. HIT! HI-FIVE *I Like The Way (The Kissing Game)* (JIVE/RCA) is HUGE! Requests and sales confirm. RIFF *My Heart Is Failing Me* (SBK) is creating upper demo response. A great daytime cut!"

KAREN BARBER, PD at KBEQ, Kansas City sez, "One of my personal favorites is THE REBEL PEBBLES *Dream Lover* (I.R.S.). Check it out!"

CHERYL BROZ, MD at KRBE, Houston sez, "I absolutely LOVE the new R.E.M. *Losing My Religion* (WARNER BROS.)! This thing is a definite SMASH! Also, check out JESUS JONES *Right Here, Right Now* (SBK)! A very hip, pop record, so don't hesitate! Just PLAY IT! Stuff to watch includes MARIAH CAREY *I Don't Wanna Cry* (COLUMBIA), the new SUSANNAH HOFFS *Unconditional Love* (COLUMBIA) and SEAL *Crazy* (ZTT)."

GARY MICHAELS, MD at KISN, Salt Lake City sez, "It's GREAT to have MIKE + THE MECHANICS back with *Word Of Mouth* (ATLANTIC)! It's a really good, straight-ahead, Top40 record! Check out AIRKRAFT *Somewhere* (PREMIER). This song has GREAT potential of early phone action. Finally, be on the lookout for MARIAH CAREY *I Don't Wanna Cry* (COLUMBIA)."

DARCY SANDERS, MD at KZZP, Phoenix sez, "If you're still afraid to play QUEENSRYCHE *Silent Lucidity* (EMI), get your hands on Michael Martin's edit! COLIN ENGLAND *I Got What You Need* (MOTOWN) is right up in the ranks of Johnny Gill and Bobby Brown. It totally jams but it has a pop feel to it! Be on the lookout for RICK ASTLEY *In The Name Of Love* (RCA) written by Michael McDonald. It sounds like the record that he should have made himself. SEAL *Crazy* (ZTT) is HUGE internationally, and should make it!"

RANDY ROSS, MD at WGTZ, Dayton sez, "No doubt about it, MIKE + THE MECHANICS *Word Of Mouth* (ATLANTIC) is a one-listen smash! Start HI-FIVE *I Like The Way (The Kissing Game)* (JIVE/RCA) at night! Get those phones going. Also, bug your GEFEN Records Rep for an advance copy of the new band THUNDER. It's springtime - Rock N' Roll!"

TODD PETTENGILL, PD at FLY92, Albany sez, "In one week of testing, QUEENSRYCHE *Silent Lucidity* (EMI) has generated swollen adult phones! Check out RIFF *My Heart Is Failing Me* (SBK)! The thing that knocks me out about this group is that, while they are young people, this is clearly an adult record! I would love to hear an accapella version of their song! MARC COHN *Walking In Memphis* (ATLANTIC) is not just for Memphis anymore! You just don't hear songs like this on the radio anymore!"

RICK STONE, MD at MIX105.1, Orlando sez, "QUEENSRYCHE *Silent Lucidity* (EMI) has instant phones from the first play!!! I predict that this one will be BIG! Also, spend some time with the lyrics on STEELHEART's *I'll Never Let You Go* (MCA) and you'll discover that this could be a HIT! At the risk of repeating myself, ask your ELEKTRA Records Rep for the new LISA FISCHER *How Can I Ease The Pain* - a #1 record!"

JEFF McCARTNEY, PD at WAPE, Jacksonville sez, "One of the biggest records sales-wise in this market is THE BLACK CROWES *She Talks To Angels* (DEF AMERICAN/REPRISE)! Ever since Top40s have been playing it, sales exploded all the way! Look out, 'cause this is a mass-appeal record!" Also retailing due to MTV play is R.E.M. *Losing My Religion* (WARNER BROS.). The second mix on the CD-pro of *Another Like My Lover* by JASMINE GUY (WARNER BROS.) is GREAT! It has a female Babyface flavor. And the buzz in the stores is on about E.M.F. *Unbelievable* (EMI). Get a copy of this tune NOW!"

JOHNNA CECCOLI, MD at Y100, Miami sez, "I've believed in THE REMBRANDTS *That's Just The Way It Is* (ATCO) after the first listen! Don't ignore it any longer. It's a passive record so be patient! Also, QUEENSRYCHE *Silent Lucidity* (EMI) could definitely work at the Adult Top40 level. And RUDE BOYS *Written All Over Your Face* (ATLANTIC) has BIG sales here and this mass-appeal ballad could also work at the adult stations!"

CHUCK McGEE, PD at WOMP-FM, Wheeling, WV sez, "Be sure to check out SHEENA EASTON *What Comes Naturally* (MCA)! Also, an extremely great record comes from EXTREME *More Than Words* (A&M). Give it a listen. Lastly, a great pop-sounding record is MARC COHN *Walking In Memphis* (ATLANTIC). Listen to it and you'll want to play it!"

BRETT DUMLER, APD at WAVA, Washington, D.C. sez, "While *Ilesha* continues to get #1 phones, *Playground* by ANOTHER BAD CREATION (MOTOWN) is getting calls from Urban play in the market! I like the way HI-FIVE *I Like The Way (The Kissing Game)* (JIVE/RCA) sounds on the air. Calls from Urban play - very smooove! And KEEDY *Save Some Love* (ARISTA) is an uptempo, spring record!"

MARK JACKSON, APD/MD at WHYT, Detroit sez, "Check out the 'Crib Mix' of CHUBB ROCK *Treat 'Em Right* (SELECT)! Also, in the same vein as Another Bad Creation, try BOYS 2 MEN *Motown Philly* (MOTOWN). It's another Michael Bivins project that has serviced only Urban right now. And *Losing My Religion* by R.E.M. (WARNER BROS.) could be the one to break them at Top40!"

BRIAN DOUGLAS, MD at Q102, Cincinnati sez, "Be aware of DAMN YANKEES *Come Again* (WARNER BROS.)! It's been re-released with a special accapella mix that is similar to the track on HITMAKERS CD except with an accapella intro that is breathtaking!"

JERRY McKENNA, MD at WXKS-FM, Boston sez, "MONIE LOVE *It's A Shame (My Sister)* (WARNER BROS.) is an artist with a solid sales base that finally is crossing to Top40! Don't dismiss this tune. Just as Tevin Campbell took it's time to build, this one will be a smash! Listen to BLACK BOX *Strike It Up* (RCA)! The last two were HUGE, and this one, which is already a club monster, is destined to follow likewise at radio. Lastly, BASS-O-MATIC *Fascinating Rhythm* (VIRGIN) is a club tune with a lot of energy! Now that it has been released domestically, with the right radio promotion, it has the potential to be huge!"

STEVE DAVIS, PD at WRVQ, Richmond sez, "GERARDO *Rico Suave* (INTERSCOPE/EAST WEST AMERICA) is #1 requested with HUGE sales! ALABAMA *Forever's As Far As I'll Go* (RCA) is a BIG callout record for us with women and upper demos! GREAT WHITE *Call It Rock & Roll* (CAPITOL) is a confirmed HIT with excellent phones and #8 LP sales in the market!"

BOB LEWIS, PD at KGGG, Rapid City sez, "GLENN FREY *Part Of You* (MCA) will be a GREAT big summertime record! An uptempo track that will remind you of an updated Eagles sound!"

KEVIN CHASE, MD at KMOK, Lewiston, ID sez, "GLENN FREY *Part Of You* (MCA) is classic GLENN with a touch of a modernized Eagles sound. Check it out! MIKE + THE MECHANICS resurfaces with a little more of a Rock N' Roll kick in *Word Of Mouth* (ATLANTIC)! And JESUS JONES *Right Here, Right Now* (SBK) is a MONSTER! Here is the Wilson Phillips of Alternative. Watch it EXPLODE!!!"

(Continued on page 32)



# TRILOGY

## "Love Me Forever"

### RADIO SEZ:

FRANK WALSH, APD, POWER96

"Top-10 sales + Top-10 requests + Top-10 callout = a solid Top-10 record!"

GREGG CASSIDY, PD, HOT102

"Early club reaction in this market... That exciting new C&C groove coupled with that perfect sound for HOT102 made it a must!"

STEVE KELLY, PD, XL106.7

"We had such success with this single on our Friday and Saturday "Throw-Down Show" that it prompted us to put it into regular rotation. A must-play record!"

DON PARKER, PD, KBOS

"Continuing on the same successful track as C&C, this hot nighttime smash has tons of potential to spread to other day-parts!"

JOHNNY MILFORD, PD/MD, KWIN

"This is definitely a one-listen song that will attract all demos...Plenty of mixes make it accessible to all stations."

SCOTT ST. JOHN, WPRR, OM/PD/MD

"I've got a 97.3 share with teens. With this record I'll shoot for 100%."



### JUST ADDED:

**HOT102 XL106.7**

**KBOS KWIN**

**HOT ACTION AT:**

**POWER PIG (7-5)**

**POWER96 (8-6)**

**POWER98 (32-28)**

**WJAD (D#29)**

**KZFM (36-30)**

### ALSO ON:

**POWER106 KXXR**

**KDON KYRK**

**WPRR-FM KAKS**

**WQXA and more**



# FROM THE HOTTEST SELLING ALBUM IN AMERICA THIS WEEK!

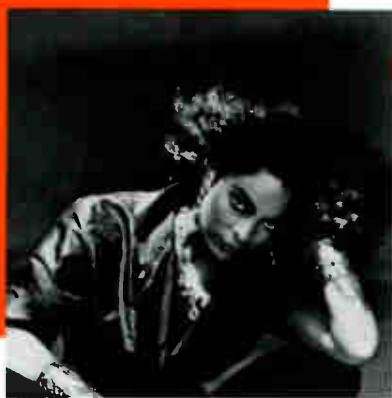
## R.E.M. "Losing My Religion"



A HITMAKERS Crusade! A Hitbound!

### OUT-OF-THE-BOX ADDS AT:

KKBQ	ENERGY99	KNIN	WBNQ	WQCM
KRBE	G98	KOKZ	WCGQ	WQUT
HOT94.9	KATM #26	KQKY-FM	WHDQ	WYCR
98PXY#21	KFBD	KSKG	WHTO	Z102
WAPE	KFBQ	KSND	WJLQ	ZFUN106
WAPI	KFTZ	KTUX	WKSF	and more
	KGWY #40	KZOX	WNYP	
	KKHT	WAAL	WOKI	
	KNEN	WBBQ	WPST	



## "Another Like My Lover" JASMINE GUY

HITMAKERS CROSSOVER TOP40: 35-30! A Hitbound!

### HOT ACTION:

KSOL (17-13)	KWOD (D#40)	G105 (35-31)	KZFM (29-25)
HOT105 (19-10)	HOT97.7 (26-19)	HOT194 (31-20)	POWER98 (Add)
Z90 (Add #29)	HOT94.9 (Add)	KBOS (12-10)	WHTK (Add)
WFLZ(37-34)	WJMZ (Add #34)	KFBQ (D#32)	WRTB (26-18)
KKRZ (26-22)	KTFM (26-21)	KKMG (26-18)	WSPK (38-34)
KBEQ (32-27)	Y107 (D#28)	KPRR (D#25)	and more
KXXR (33-28)	WFLY (40-30)	KWIN (21-13)	
		KYQQ (Add)	



## "Round And Round" TEVIN CAMPBELL

HITMAKERS MAINSTREAM TOP40: 12-10! ADULT TOP40: 30-23  
CROSSOVER TOP40: #7

### TOP-15 MAJOR MARKET ACTION:

THE FOX (13-9)	KHTK (#7)	KXXR (5-5)	Y107 (1-1)
KEGL (10-7)	B94 (#9)	HOT102 (6-5)	WGTZ (17-11)
WXKS-FM (5-3)	KKFR (12-11)	KWOD (13-9)	WAPE (#3)
WZOU (9-8)	KOY95 (18-13)	HOT97.7 (11-7)	WKSI (12-10)
PWR99 (15-12)	WPHR (15-13)	HOT94.9 (8-6)	WDJX (16-13)
KUBE (16-14)	Y108 (9-8)	WTIC (17-10)	KIX106 (4-1)
Q106 (#13)	KKRZ (6-5)	WCKZ-FM (#2)	WFLY (13-8)
KBQ (28-14)	KBEQ (6-4)	XL106.7 (11-8)	and more





# "It's A Shame (My Sister)" **MONIE LOVE**

HITMAKERS CROSSOVER TOP40: 31-25!

A Hitbound!

## MAJOR MARKET ACTION:

HOT97 (32-29)

KMEL (7-6)

WIOQ (21-9)

WHYT (D#14)

KJMZ (20-16)

WXKS-FM (D#29)

HOT105 (10-9)

POWER96 (Add)

Q106 (24-21)

Z90 (27-24)

WMXP (Add)

WFLZ (34-31)

KKFR (Add)

KOY95 (D#30)

KXXR (Add)

FM102 (15-12)

HOT97.7 (Add #27)

WNVZ (15-12)

WKSS (D#29)

102JAMZ (13-12)

WJMH (D#28)

WRVQ (Add)

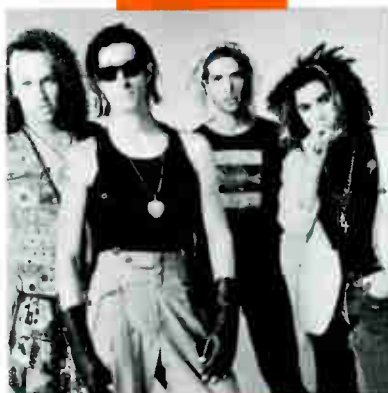
KTFM (D#29)

and more!



# JANE'S ADDICTION

"Been Caught Stealing"



## EARLY BELIEVERS:

XL106.7 (Add)

KIXR (Add)

WNYP (Add)

WWFX (Add #39)

and more



## EARLY BELIEVERS:

KSOL (26-21)

100.3JAMZ (D#26)

HOT105 (Add)

102JAMZ (31-28)

KYQQ (Add #33)

KZFM (Add) and more



# SHEILA E.

"Sex Cymbal"



# ROD STEWART "Rhythm Of My Heart"

HITMAKERS MAINSTREAM TOP40: 27-19! ADULT TOP40: 14-10

## TOP-25 MAJOR MARKET ACTION:

EAGLE106 (24-21)

Q95 (25-20)

KEGL (29-25)

MIX96.5 (D#24)

Y100 (25-20)

POWER99 (Add)

STAR94 (18-15)

WBLI (22-16)

KPLZ (27-24)

KUBE (Add)

B100 (19-14)

B94 (28-24)

KKRZ (27-23)

KXYQ (28-23)

WKTI (D#23)

PRO-FM (29-25)

Y92 (Add #24)

Q102 (31-25)

STAR93 (Add)

B97 (23-17)

WZPL (28-25)

KISN (24-17)

KC101 (29-24)

MIX105.1 (29-25)

FM100 (25-21)

WJLK-FM (21-16)

WJRZ (D#24)

98PXY (23-16)

Z99 (22-14)

WAPE (25-19)

WKSI (D#23)

WKZL (29-19)

WDJX (27-24)

KIX106 (29-23)

and more!



# "feel the groove"

# Cartouche



**ALREADY ADDED AT:**

**B96**

**WFLZ #40**

**KKBQ**

**KKFR**

**WFHT**

**KYRK**

**KAKS**

**KZFM**

**KCHX**

**WHDQ**

**KFBQ**

**WJAD**

**KBOZ**

**and more**

**A HITMAKERS CRUSADE!**



## RADIO IS GROOVING THE FEEL!

**TODD CAVANAH, MD, B96**

"B96 had been playing this from import and noted huge sales in the market. Now that it's domestic, we put it in full-time. This is the sound of the '90s...Music of the future, and of B96!"

**B.J. HARRIS, PD, POWER PIG**

"If you're in a competitive situation and look for records that will give you a hip advantage, *Feel The Groove* is it! Fits in with the sound that POWER PIG is going for!"

**JERRY McKENNA, MD, WXKS-FM**

"CARTOUCHE has been generating major excitement at the Club level for months...now it's time for radio to 'feel the groove'!"

**JOHN MOESCH, PD, KAKS**

"Terrific, upbeat dance record that sounds great on the air and in the clubs. Potential to be a huge reaction record... SCOTTI BROS has a real find on its hands!"

**MAD MAX, MD, KKSS**

"Trust your ears on this one - play it and let it happen. Requests around-the-clock!"

**DANNY MOJICA, PD, KCHX**

"This record will definitely make you 'feel the groove' and make you move! Already reacting with females, everyone should check it out!"

**GREGG LENNY, PD, KYRK**

"An out-and-out smash! Nighttime play is already getting requests and local sales..."

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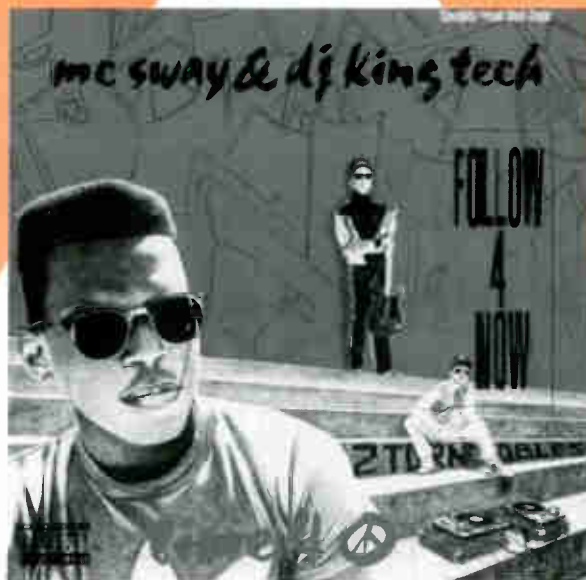
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# MC SWAY & DJ KING TECH

“Follow 4 Now”

The New Single



Produced by DJ King Tech for All City Productions

giant  dynamic force

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# CROSSOVER DISC-OVERY CLUB®

**HOSH GURELI**, MD at KMEL, San Francisco sez, "SALT-N-PEPA *Do You Want Me* (NEXT PLATEAU) and **CHUBB ROCK** *Treat 'Em Right* (SELECT) are literally exploding off the air. **CHUBB ROCK** has been #1 on our Slammin' 7 at 7 for the past week! *Playground* (MOTOWN) by **ANOTHER BAD CREATION** is getting early requests. Cheers to COLUMBIA for going after the next strongest single off the SURFACE album, *Never Gonna Let You Down*. It's already requesting and calling out at KMEL! Two incredible club records that have a major buzz are from the Winter Music Conference, both produced by the Basement Boyz – one called *Gypsy Woman* (MERCURY) by **CRYSTAL WATERS**; the other called *Tonight* (MCA) by **THOSE GUYS**. And last but not least, if you're interested in signing a voice that sounds like a cross between The Pet Shop Boys and Rick Astley, give me a call...his name is Jeff Johnson!"

**RUSS ALLEN**, MD at KSOL, San Francisco sez, "NIKKI D. *Daddy's Little Girl* (DEF JAM/COLUMBIA) is a catchy little tune with an instantly recognizable hook – sounds great on the air. **LISA FISCHER** presents a beautiful song with *How Can I Ease The Pain* (ELEKTRA). **SPECIAL GENERATION** *Spark Of Love* (BUST IT/CAPITOL). Limited airplay got early phones, and, lastly, we've been playing *Don't Go* (EAST WEST AMERICA) by **EN VOGUE** as an LP cut, and now that it's officially a single, it will definitely do well."

**PAM GRUND**, MD at WIOQ, Philadelphia, PA sez, "Check out **TABU** *I'm So Cool* (AMHERST) – in the vein of an L.L. Cool J with a very cool hook. The distinctive vocals of **CANDYMAN** are evident in his latest release *Nightgown* (EPIC). Let's knock some more boots! **DEFINITION OF SOUND** *Now Is Tomorrow* (CARDIAC) has a really advanced dance groove, and lastly as far as Latin freestyle goes, check out **NYASIA** *Now And Forever* (MIC MAC). **D.T.U.** *My Broken Heart* (TRIPODI) and **BRANDON** *Destiny* (ALPHA INTERNATIONAL)."

**JEFF KAPUGI**, APD at POWER PIG, Tampa, FL sez, "A hip video for a very cool song, check out **DEFINITION OF SOUND** *Now Is Tomorrow* (CARDIAC). **B. ANGIE B** *I Don't Want To Lose Your Love* (BUST IT/CAPITOL) is a neat record that is already reacting. And **THE BOYS** *Thanx For The Funk* (MOTOWN) even makes these guys sound a little older. Lastly, **SHEENA EASTON** *What Comes Naturally* (MCA) is naturally easy to play, so play it!"

**ALBIE D.**, MD at WPGC, Washington, D.C. sez, "Off **THE BEST OF THE BINGOBOYS** LP (ATLANTIC), be sure to check out *Borrowed Love*. Keith Sweat' vocals with a rap that, if edited, makes it perfect for middays. This is a great LP cut. **AFTER 7** presents a refreshing sound with *Nights Like This* (VIRGIN) from the soundtrack to *The 5 Heart Beats*. And we have **TONY MORAN** *Same Song, Same Sky* (RCA) in the mix. Check it out!"

**JOHN CHRISTIAN**, APD/MD at HOT97.7, San Jose sez, "I know my name is on the record so I feel funny about saying this, but check out *Kisses In The Wind* (ALPHA INTERNATIONAL) by **BRANDON**, featuring Linear in the background. You might be missing what could be a Top-10 record. If anyone can listen to this record three times and tell me it's not a Top-10 record, then I'll send you a HOT97.7 T-shirt. I guarantee this record will work if given the shot – 'nuff said!"

**KIP TAYLOR**, MD at WQXA, York, TN sez, "PEBBLES w/Salt-N-Pepa *Backyard* (MCA) has great production. Check it out. And, **NOMAD** *I Want To Give You Devotion* (CAPITOL) – I've been waiting six weeks to see who would pick this up domestically. Also, **RAZE** *Basspower* (GROOVE STREET) is a great sounding club record that's back to basics. And **DEFINITION OF SOUND** *Now Is Tomorrow* (CARDIAC) grew on me in a hurry. The 12-inch version is excellent."

**TOM CASEY**, OM at 100.3JAMZ, Dallas, TX sez, "Off the **NEW JACK CITY** LP, be sure to listen to **COLOR ME BADD** *I Wanna Sex You Up* (GIANT/REPRISE) – the buzz is on! Also, check out the **JOHNNY GILL** cut *I'm Still Waiting* off the same soundtrack. And **SHEENA EASTON** *What Comes Naturally* (MCA) jammed on our nighttime test. I was pleasantly surprised to hear it duplicates the same cutting-edge sound as *The Way That You Love Me*."

**KEVIN McCABE**, APD/MD at HOT97, New York sez, "Early airplay on **ALISON LIMERICK** *Where Love Lives* (ARISTA) indicates it will be another Cathy Dennis or Shawn Christopher for us – huge! **NOMAD** *I Wanna Give You Devotion* (CAPITOL) finally got picked up domestically. This one will be big! And while **2 WITHOUT HATS** *3 On A Mic* (MARTRU) is working, be aware of a cut off the **BBD** album entitled *Countdown*. This Spanish chart house record is already lighting New York dance floors!"

**MONROE GREER**, MD at JAMMIN' Z90, San Diego sez, "COLOR ME BADD *I Wanna Sex You Up* (GIANT/REPRISE) off the **NEW JACK CITY** LP is generating ridiculous phones! This audience can't get enough of this song. If you haven't played it already, check into it! And **JOHNNY GILL** *I'm Still Waiting* off the same LP is a smash!"

**RICK HAWKINS**, PD at WMXP, Pittsburgh sez, "Check out **E.M.F.** *Unbelievable* (EMI). It's unbelievably cool! An LP cut off the **WHITNEY HOUSTON** LP is *My Name Is Not Susan* (ARISTA) – very strong. Speaking of albums, check out the **GLORIA ESTEFAN** album (EPIC)! It's filled with some great music! And **BELL BIV DEVOE** *She's Dope!* (MCA) works!"

**ERIK BRADLEY**, MD at WCKZ-FM, Charlotte, NC sez, "AFTER 7 *Nights Like This* (VIRGIN) off the soundtrack for *The 5 Heart Beats* has a strong MOTOWN flavor! **PAJAMA PARTY** *Got My Eye On You* (ATLANTIC) takes a couple of listens but it works. Check it out! And **LaRUE** *Serious* (RCA) is a funky, hot, uptempo jam."

**STEVE DOUGLAS**, PD at KXXR, Kansas City, KN sez, "RHYTHM TRIBE *Gotta See Your Eyes* (ZOO) has a wonderful hook! Check it out! **JONZUN CREW** *Cosmic Love* (CRITIQUE) is very smooth a la Marvin Gaye – the first listen hooks you – check it out! And **COLOR ME BADD** *I Wanna Sex You Up* (GIANT/REPRISE) is a mid-tempo smash!"

**RUSS KNIGHT**, MD at KTFM, San Antonio, TX sez, "Check out **PAJAMA PARTY** *Got My Eye On You* (ATLANTIC). Once you hear it on the air, it sounds great. **CARTOUCHE** *Feel The Groove* (SCOTTI BROS.) is a great mix show record...house music all night long! And **B. ANGIE B** *I Don't Want To Lose Your Love* (BUST IT/CAPITOL) is getting somewhat of a telephone buzz from video play in this market. Lastly, it's time to get funky with **TRACIE SPENCER** *This Time Make It Funky* (CAPITOL). This possible next single is cool."

**CHUCK FIELD**, APD at FM102, Sacramento, CA sez, "AFTERSHOCK *Going Through The Motions* (VIRGIN) is kicking in. Check out this solid, beautiful ballad. And the **RUDE BOYS** *Written All Over Your Face* (ATLANTIC) is selling and requesting – SMASH!"

**TOM MITCHELL**, PD at WTIC-FM, Hartford, CT sez, "One of our hottest, most requested song on the radio is **LATOUR** *People Are Still Having Sex* (SMASH/POLYDOR)! We heard about it on the **HITMAKERS** conference call. Now in regular rotation, we are playing a special edit obtainable from SMASH Records. And **THE PARTY** *That's Why* (HOLLYWOOD) is also getting good phone response. No negatives and this band doesn't have an image problem with adults!"

**RIC LIPPINCOTT**, OM at Z95, Chicago sez, "SHEENA EASTON *What Comes Naturally* (MCA) is pure pop that sounds like a natural hit! **GERARDO** *We Want The Funk* (INTERSCOPE/EAST WEST AMERICA) is getting early calls, and **GUY** *Let's Chill* (MCA) is a record that's performing well – another great Urban ballad. Lastly, for a hot jam **SALT-N-PEPA** *Do You Want Me* (NEXT PLATEAU) is it! Watch out, they also rap up a storm on the next **PEBBLES** single *Backyard* (MCA)."

**JEFFERSON WARD**, PD at WKSS, Hartford sez, "LATOUR *People Are Still Having Sex* (SMASH/POLYDOR) is getting great response, and it's not as serious as the title sounds. A very well-produced record! And **MONIE LOVE** *It's A Shame (My Sister)* (WARNER BROS.) – I don't consider this a remake. It's more of a 1991 re-definition. Automatic phones!"

**J.D. GONZALES**, PD at KZFM, Corpus Christi, TX sez, "Check out *I'm Dreaming* (GIANT/REPRISE) by **CHRISTOPHER WILLIAMS** off the **NEW JACK CITY** LP. **SHEENA EASTON** *What Comes Naturally* (MCA) is a pleasant surprise! **SALT-N-PEPA** *Do You Want Me* (NEXT PLATEAU) is definitely worth the listen. And especially tailor-made for Hispanic markets is **ANGEL** *Your Love Ain't Right* (VIRGIN) to be released later this month. This new artist is definitely hot!"

**DON PARKER**, PD at KBOS, Fresno sez, "COLOR ME BADD *I Wanna Sex You Up* (GIANT/REPRISE) is a very hot tune with a very cool hook – a listening must! We've been playing **BASS-O-MATIC** *Fascinating Rhythm* (VIRGIN) for about a week and it's already kicking in. Likewise, **DAISY DEE** *Crazy* (LMR/RCA) is really kicking in. **MONIE LOVE** *It's A Shame (My Sister)* (WARNER BROS.) continues to work well. And **SHEENA EASTON** *What Comes Naturally* (MCA) will work for anyone."

**JAMIE HYATT**, PD at HOTI94, Honolulu sez, "UB40 *Here I Am (Come And Get Me)* (VIRGIN) continues to work well – huge sales, great requests and awesome research! **JASMINE GUY** *Another Like My Lover* (WARNER BROS.) is also very strong. And we are already getting Top-5 requests for **SURFACE** *Never Gonna Let You Down* (COLUMBIA). Lastly, for a killer hip-hop jam, **PEBBLES** w/Salt-N-Pepa *Backyard* (MCA) is it!"

**JERRY DEAN**, PD at KLUC, Las Vegas sez, "JONZUN CREW *Cosmic Love* (CRITIQUE) is a HIT! Not many people are aware of it...yet! **CANDYMAN** *Nightgown* (EPIC) has been in our 'Top Eight At 8' for the last couple of days. Check it out! **THE FIXX** *How Much Is Enough* (IMPACT) is the first tune in a while, with an Alternative flavor that has really caught my attention and **RIFF** *My Heart Is Failing Me* (SBK) is a good, midtempo Pop record that's just what Top40 needs!"

# CHUBB ROCK

*"Treat 'Em Right"*

**HOT Radio Action At:**

**KMEL (19-13)      KSOL (31-27)**  
**WCKZ (D#27)      WJMH (10-8)**  
**HOT105              and more**



**RADIO SEZ:**

**KEITH ISLEY, PD, HOT105**

*"Seeing strong initial sales. Early indications show it will be a big active record for us!"*

**HOSH GURELI, MD, KMEL**

*"CHUBB ROCK literally exploded off the air. It has been #1 on our slammin' 7 at 7 for the past week. There's no question about its Crossover appeal. #1 Club record in town. Too strong to deny!"*

**GREGG LENNY, PD, KYRK**

*"This is a future smash! Night play is already generating a ton of teen phones - check it out!"*

**MARK SHANDS, PD, WCKZ-FM**

*"Excellent sales - Top-5 in the market, and Top-10 teen phones at night!"*

**MARK JACKSON, APD/MD, WHYT**

*"Top 10 Urban sales in Detroit. Be sure to check out the 'Cribb Mix.'"*

**OVER 300,000 EPs & SINGLES SOLD!**

**RETAIL SEZ:**

**JOYANN TROUTMAN, 12-INCH BUYER, TOWER BOSTON**

*"Super strong public response, sales are extremely consistant. Radio can break this one wide open ."*

**TERENCE LAND, 12-INCH BUYER, TOWER NEW YORK**

*"Consistent sales since it's release. With music sales slowing overall, CHUBB ROCK's performance is outstanding!"*

***Isn't It Time You Treated 'Em Right?***





# MIX SHOW PAGE

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

\* Denotes Imports

## EAST



NEW YORK

**DAVE RICHARDS**  
(For The Record)

LATOUR "People Are Still..." (POLYDOR)  
TWO WITHOUT HATS "3 On A Mic" (MIC MAC)  
JEFFREY OSBORNE "If My..." (ARISTA)  
INFINITY w/L. PEREZ "Not Gonna..." (REN)  
PAM SHELBY "Don't Hold Back" (ATL)  
WILL DOWNING "I Try" (ISLAND)  
ELISA FIORILLO "Oooh This..." (CHRYS)  
DEEE-LITE "E.S.P." (ELEKTRA)  
SHEENA EASTON "What Comes..." (MCA)  
PEBBLES W/SALT... "Backyard" (MCA)  
BELL BIV DEVOE "She's Dope!" (MCA)  
MONIE LOVE "It's A Shame (My..." (WB)  
JASMINE GUY "Another Like My..." (WB)



Washington, D.C.

**GEOFFREY C.**  
(Greater Baltimore Record Pool)

OSCARÉ "Reconsider" (RCA)  
BELL BIV DEVOE "She's Dope!" (MCA)  
ALISON LIMERICK "Where..." (ARISTA)  
RU PAUL "I've Got That..." (CARDIAC)  
MASTERS AT WORK "The Ha..." (CUTTING)  
NARDO RANKS "Durrut" (PROFILE)  
BLACK BOX "I Don't Know..." (RCA)  
DJ COOL "House Your..." (CREATIVE FUNK)  
BROTHER MAKES... "Do..." (CARDIAC)  
DIGITAL UNDER. "Same Song" (TB/WB)  
THE BOYS "Thanx 4 The Funk" (MOTOWN)  
CATHY DENNIS "Touch Me..." (POLY)  
PATRICK O'HEARN "Black..." (P. MUSIC)  
ULTRA NATE "Scandalous" (WB)  
DAISY DEE "Crazy" (LMR/RCA)



**GINO CAPORALE**  
(Philadelphia Metro Pool)

LISETTE MELENDEZ "Together..." (COL)  
TONY MORAN "Same Sun..." (RCA)  
BLACK BOX "Strike It Up" (RCA)  
SAM SAVON "My Heart Alone" (CUTTING)  
BRANDON "Destiny" (ALPHA INTL)  
TKA "Give Your Love To Me" (TB/WB)  
C&C MUSIC... "Here We Go..." (COL)  
2 IN A ROOM "She's Got..." (CUT/CHAR)  
THE FINAL WORD "Dance..." (NEXT PLAT)  
MARGIE MARTINEE "Leave..." (METRO)

## MIDWEST



**FRESH G**  
(Chicago Record Pool)

TARA KEMP "Hold You..." (GIANT/WB)  
FATHER M.C. "I'll Do 4 U" (MCA)  
CATHY DENNIS "Touch Me..." (POLY)  
L.L. COOL J "Around The..." (DEF JAM/COL)  
TRACIE SPENCER "This House" (CAP)  
MAIN SOURCE "Lookin' At..." (WILD PITCH)  
ANOTHER BAD... "Iesha" (MOTOWN)  
MUSTO & BONES "Dangerous..." (RCA)  
LISETTE MELENDEZ "Together..." (COL)  
MADONNA "Rescue Me" (SIRE/WB)  
BINGOBOYS "How To Dance" (ATL)  
SAFIRE "Made Up My Mind" (MERC)  
LONDONBEAT "I've Been..." (MCA)  
GERARDO "Rico Suave" (INTER...E W AM)  
MONIE LOVE "It's A Shame (My..." (WB)



.....always a beat ahead CHICAGO

**EDWARD CROSBY**  
(Let's Dance Record Pool)

ESSENCE "Just A Touch" (S. RHYTHM)  
ULTRA NATE "Scandalous" (WB)  
DJ'S RULE "Get Into The..." (HI BIAS)  
ALAMDA "Night By Night" (ID)  
RICHARD ROGERS "Spread A..." (SAM)  
K-ALEXI "Don't Cha Want It" (DJ INTL)  
ALEXANDER O'NEAL "All..." (EPIC)  
PAL JOEY "Raw Love..." (LOOP.D.LOOP)  
DENISE M. "Don't Run Away" (HOUSE JAM)  
TEN CITY "Superficial People" (ATL)



DETROIT

**DJ DICK**  
(Midwest Dance Association)

BLACK BOX "Strike It Up" (RCA)  
MONIE LOVE "It's A Shame (My..." (WB)  
EMF "Unbelievable" (EMI)  
BROTHER MAKES... "Do..." (CARDIAC)  
BRAND NEW ... "Dream..." (DEL VINYL)  
DEEE-LITE "E.S.P." (ELEKTRA)  
MUSTO & BONES "Dangerous..." (RCA)  
CHUBB ROCK "Treat 'Em..." (SELECT)  
MEMBERS OF THE... "Reach..." (SHOCK WAVE)  
BINGOBOYS "How To Dance" (ATL)  
ICE-T "New Jack Hustler" (GIANT/WB)  
DAISY DEE "Crazy" (LMR/RCA)  
RHYTHM TRIBE "Gotta See..." (ZOO)  
TRIBAL HOUSE "Main Line" (SBK)  
KIM ESTY "Make Your Mind" (KKB\*)

## SOUTH



CHATTANOOGA

**DANNY WILLIAMS**  
(Dixie Dance Kings Record Pool)

BINGOBOYS "How To Dance" (ATL)  
DAISY DEE "Crazy" (LMR/RCA)  
DIGITAL UNDER. "Same Song" (TB/WB)  
C&C MUSIC... "Here We Go..." (COL)  
LONDONBEAT "I've Been..." (MCA)  
WILL TO POWER "Boogie Nights" (EPIC)  
BLACK BOX "Strike It Up" (RCA)  
CHRIS CUEVAS "Hip Hop" (ATLANTIC)  
2 IN A ROOM "She's Got..." (CUT/CHAR)  
ONE CAUSE... "Turntable..." (BUST/CAP)



NORFOLK, VA

**ROSS WILSON**  
(Our Mid-Atlantic Pool)

CHARLIE BABIE "In The..." (MIC MAC)  
SAM SAVON "My Heart Alone" (CUTTING)  
TONY MORAN "Same Sun..." (RCA)  
TKA "Give Your Love To Me" (TB/WB)  
CORO "Where Are You..." (CUT/CHAR)  
PAJAMA PARTY "Got My Eye..." (ATL)  
WILL TO POWER "Journey Home" (EPIC)  
SHEENA EASTON "What Comes..." (MCA)  
GEORGE LAMOND "Love's..." (COL)  
DEEE-LITE "E.S.P." (ELEKTRA)  
SHEILA E "Sex Cymbal" (WB)  
CARTOUCHE "Feel..." (SCOTTI BROS)  
ALTA DUSTIN "Lookin' For..." (ATL)  
BROTHER MAKES... "Do..." (CARDIAC)  
MICHAEL McDONALD "All..." (REP)



AUGUSTA, GA

**LANCE PANTON**  
(Dixie Dance Kings Record Pool)

SNAP "Cult Of Snap" (ARISTA)  
B. ANGIE B. "I Don't Wanna..." (BUST/CAP)  
C&C MUSIC... "Here We Go..." (COL)  
CATHY DENNIS "Touch Me..." (POLY)  
JANET JACKSON "State..." (A&M)  
MUSTO & BONES "Dangerous..." (RCA)  
JOHNNY GILL "Wrap My..." (MOTOWN)  
BINGOBOYS "How To Dance" (ATL)  
L.L. COOL J "Mama Said..." (DEF JAM/COL)  
HI-FIVE "I Like The ..." (JIVE/RCA)

## WEST



SAN FRANCISCO

**BILLY VIDAL**  
(Soul Disco Record Pool)

ICE CUBE "Jacking For Beats" (PRIORITY)  
CHUBB ROCK "Treat 'Em..." (SELECT)  
HI-FIVE "I Like The Way..." (JIVE/RCA)  
SALT-N-PEPA "Do You..." (NEXT PLAT)  
ENIGMA "Sadness Part I" (CHARISMA)  
L.L. COOL J "Mama Said..." (DEF JAM/COL)  
C&C MUSIC... "Here We Go..." (COL)  
K-SOLO "Your Momma's In..." (ATL)  
MONIE LOVE "It's A Shame (My..." (WB)  
DESKEE "Kid Get Hyped" (RCA)



SAN DIEGO

**MICHAEL MOYER**  
(Solid Production Record Pool)

C&C MUSIC... "Here We Go..." (COL)  
LISETTE MELENDEZ "Together..." (COL)  
BLACK BOX "Strike It Up" (RCA)  
DAISY DEE "Crazy" (LMR/RCA)  
DESKEE "Kid Get Hyped" (RCA)  
SALT-N-PEPA "Do You..." (NEXT PLAT)  
CATHY DENNIS "Touch Me..." (POLY)  
CULTURE BEAT "I Like You" (EPIC)  
MADONNA "Rescue Me" (SIRE/WB)  
COVER GIRLS "Don't..." (FEV/EPIC)  
ENIGMA "Sadness Part I" (CHARISMA)  
LONDONBEAT "I've Been..." (MCA)  
BINGOBOYS "How To Dance" (ATL)  
MONIE LOVE "It's A Shame (My..." (WB)  
DIGITAL UNDER. "Same Song" (TB/WB)



LAS VEGAS

**WC**  
(Las Vegas Record Systems)  
CULTURE BEAT "Tell Me..." (EPIC)  
DEVICE "What Is Sadness" (ARISTA)  
JOHNNY GILL "Wrap My..." (MOTOWN)  
C&C MUSIC... "Here We Go..." (COL)  
DIGITAL UNDER. "Same Song" (TB/WB)  
HARRIET "Temple O..." (EAST WEST AM)  
JAZZ GOT SOUL "Housework" (CHRYS)  
S. CHRISTOPHER "Another..." (ARISTA)  
TARA KEMP "Hold You..." (GIANT/WB)  
LONDONBEAT "I've Been..." (MCA)  
BINGOBOYS "How To Dance" (ATL)  
ALEXANDER O'NEAL "All..." (EPIC)  
TRACIE SPENCER "This House" (CAP)  
COVER GIRLS "Funk.../Our..." (EPIC)

# THESE GREAT RADIO MOVES PROVE THIS IS A HIT!

## AFTERSHOCK

*"Going Through The Motions"*

Billboard Single Sales: Debut #94



### HOT ADDS:

**Z90 #28**

**FM102 #25**

**KBFM**

**KZFM**

### HOT ACTION:

**KMEL (D#27)**

**HOT97.7 (9-8 hot)**

**KKFR (21-17)**

**KTFM (D#30)**

**KQPW (22-17 hot)**

**KBOS (24-16)**

**HOT194 (33-31)**

**KLUC (D#29)**

**KKMG (31-25)**

**KDON (28-14)**

**KPRR (29-24)**

HOSH GURELI, MD, KMEL "KMEL is totally behind this one..."

This one sounds like an absolute smash!"

CHUCK FIELD, APD, FM102 "Great phones, a huge 18-34 female base..."

This record will work on any contemporary station."

BRIAN WHITE, PD/MD, Z90 "With so many uptempo singles and ballads out now, this smooth, soulful, groove was just the sound we were looking for."

DUSTY HAYES, PD, KBFM "Not your standard ballad, this soulful single fits well on any format. Females react to the lyrics... The bilingual mix is great for our market!"



## BASSOMATIC

*Featuring "Fascinating Rhythm"*

- As an import this single got major market airplay in New York, Los Angeles, Chicago, San Francisco and more!
- Produced and written by William Orbit



DON PARKER, PD, KBOS "I can't say enough about this record! It sounds so hip on the air and got immediate calls! If you're looking for a solid hit, look no further..." **ADD!**

# IMPORT CHART

COMPILED FROM CUTTING EDGE IMPORT STORE CHARTS ACROSS THE COUNTRY

## BREAKOUTS

### WEST COAST

THE EURITHMICS  
JAMES TAYLOR QUARTET  
LIME  
BLACK TULIP  
TRIBAL HOUSE

### EAST COAST

JOEY NEGRO  
B-SIDES (VOL IV)  
BEVERLEE  
HAZEL DEAN  
TRANCE MISSION

## DANCE TRAX

6-1	2 BROTHERS ON THE...	"Can't Help..."	(BOUNCE/BEN)
7-2*	N-JOI	"Adrenalin (EP)"	(RCA)
2-3	QUANTIZE	"Stop In The..."	(PASSION)
3-4	D-SHAKE	"My Heart..."	(GO BANG)
N-5	HAZEL DEAN	"Better Off..."	(LIASSON)
10-6	DJ DICK	"Weekend"	(LOW SPIRIT)
1-7	KYLIE MINOGUE	"What Do I..."	(PWL)
4-8*	NOMAD	"I Wanna Give..."	(RUMOR-U.K.)
33-9	CLUBHOUSE	"Deep In My..."	(MEDIA RECORDS)
N-10	THE EURYTHMICS	"Love Is A..."	(RCA)
N-11	THE B-SIDES	"Volume 4"	(MUSIC MAN)
8-12	808 STATE	"In Yer Face (Rx)"	(ZTT)
20-13	LONNIE GORDCN	"If I Could..."	(SUPREME)
23-14	TECHNO...TWIGGY	"Unchained..."	(BELAPHINT - GERM)
28-15	TOM TALL	"Dirty Games"	(LOW SPIRIT)
14-16	BEVERLEE	"Set Me Free"	(DANCE STREET)
N-17	MAN MACHINE	"Animal/Shout"	(OUTER RHYTHM)
N-18	PIN UP GIRLS	"Take Me Away"	(NETWORK - UK)
RE-19	BLACK BOX	"Bright On Time"	(GROOVE-ITALY)
26-20*	CARTOUCHE	"Feel the Groove"	(SCOTTI BROS.)
N-21*	ENIGMA	"Mea Culpa Pt II"	(CHARISMA)
13-22*	ENIGMA	"M.C.M.X.C.a.d."	(CHARISMA)
N-23	HARDHOUSE	"Is It..."	(DRA-BELGIUM)
9-24	CLAUDIA BRUC'EN	"Kiss Like Ether"	(ISLAND)
N-25	TRIBAL HOUSE	"Mainline"	(COOLTEMPO - UK)
N-26	6 BELLS ALL	"Me The..."	(RHYTHM - HOLLAND)
12-27	KIM APPELBY	"G.L.A.D."	(PARLAPHONE)
29-28*	LEE MARROW	"To Go Crazy..."	(DISCOMAGIC)
N-29	DAVID DIEBOLD	"White Rabbit"	(MEGATONE)
19-30	KICKSQUAD	"Sound Clash"	(KICKING)
N-31	TEMPER TEMPER	"Talk Much..."	(VIRGIN)
15-32	CANDI FLIP	"Redhills Road"	(DEBUT)
RE-33*	X-PANSIONS	"Elevation"	(ARISTA)
24-34	BANDERAS	"This Is Your..."	(FFRR)
16-35	ORBITAL	"Satan"	(FFRR)

## INDUSTRIAL/ALTERNATIVE

RE-1*	EON	"Spice"	(VINYL SOLUTION)
N-2	MORRISSEY	"Kill Uncle"	(SIRE/REP)
N-3	POP WILL EAT ITSELF	"Cure"	(RCA)
1-4	THE FARM	"All Together..."	(PRODUCE)
N-5	R.E.M.	"Out Of Time"	(WB)
13-6	DANIEL ASH	"Coming Down"	(RCA)
RE-7	SISTERS OF MERCY	"Vision Thing"	(WEA/IMPORT)
3-8	FRONT 242	"Tyranny"	(EPIC)
N-9	SHAMEN	"Hyperreal"	(ONE LITTLE INDIAN)
N-10	JESUS JONES	"Where, When..."	(SBK)
RE-11	BUTTHOLE SURFERS	"Hurdy Gurdy"	(WAX TRAX)
14-12	JESUS JONES	"Doubt"	(SBK)
N-13	PET SHOP BOYS	"Streets Have..."	(EMI)
N-14	R.E.M.	"Losing My..."	(WB)
N-15	DINASAUR JR	"Green Mind"	(SIRE)

\* Denotes Domestic Version Available

## REPORTERS - HOT BREAKOUTS

### NEW YORK

**DECADANCE** - New York ◊ Dennis Wakil (212) 691-1013 - FINAL CUT, MOD 222, PET SHOP BOYS, ROZALLA, WLD, **DOWNTOWN RECORDS** - New York ◊ Ralph Soler (212) 924-5791 - THE B-SIDES, D-SHAKE, DIGITAL UNDERGROUND, JOEY NEGRO, JAMES TAYLOR QUARTET, **GROOVE RECORDS** - Brooklyn ◊ Frankie/Ray (718) 714-5232 - FROZEN LIST, **VINYL MANIA** - New York ◊ Richie Grappone/Jay (212) 633-6923 - BLACK TULIP, JOEY NEGRO, N-JOI, SIMPHONIA,

### LOS ANGELES

**PRIME CUTS** - West Hollywood ◊ Aaron Willems (213) 654-8251 - AVENUE, NATURE BOYEE, POWERLORDS, RAGGA BASE, UNSTOPPABLE SEX MACHINE, **RECORD REACTION** - Long Beach ◊ Steve Stapellis (213) 434-5753 - EDWARDS AND ARMANI, ENIGMA, LIME, SOFT CELL, WEST BAM, **STREET SOUNDS** - Los Angeles ◊ Stephan B (213) 651-0630 - BIZARRE INC, BLACK TULIP, NAMED JOHANNA, TRIBAL HOUSE, Z-FORMATION,

### CHICAGO

**D.J. INTERNATIONAL** - Chicago ◊ Benji Espinoza (708) 863-5558 - 2 BROTHERS ON THE 4TH FLOOR, BEVERLEE, KICKSQUAD, TOM TALL, TRANCE MISSION, **GRAMAPHONE RECORDS** - Chicago ◊ Andy Moy (312) 472-3683 - 2 BROTHERS ON THE 4TH FLOOR, 6 BELLS ALL, BEVERLEE, BROTHERS IN RHYTHM, TOM TALL, **MUSIC ETC** - Chicago ◊ Stacy Wellons (312) 922-5151 - AVENUE, HAZEL DEAN, INNER CITY, TWIGGY, MARK FARINA

### SAN FRANCISCO

**BUTCH WAX** - San Francisco ◊ Greg (415) 431-0904 - THE BEAT MASTERS, THE EURYTHMICS, JAMES TAYLOR QUARTET, PET SHOP BOYS, WILL DOWNING, **STAR RECORDS** - San Francisco ◊ Christi (415) 552-3017 - DA JUICE, EON, PEYOTE, TEKNO TOO, TOM TOM,

### PHILADELPHIA

**SOUND OF MARKET** - Philadelphia ◊ Dywane Budd (215) 925-3150 - FROZEN LIST,

### DETROIT

**BUY RITE MUSIC** - Detroit ◊ Jeffrey Woodard (313) 864-0219 - 2 TUFF, BLUE JEAN'S REGIME, KTE, LL COOL J, V.I.M., **OFF THE RECORD** - Royal Oak ◊ Lee Rosenbloom (313) 398-4436 - EMF, JESUS JONES, RIDE, SCREAMING TREES, WENDIES,

### DALLAS

**AUTOBAHN** - Dallas ◊ Jeff Payne (800) 922-4674 - BANDERAS, THE EURYTHMICS, LIME, MAUREEN WALSH, SEECCI

**OAKLAWN** - Dallas ◊ David Hilzendager (214) 521-0350 - CAMOUFLAGE, GARY NUMAN, HAZEL DEAN, ORCHESTRA JB, PAT & MICK,

**V.V.V.** - Dallas ◊ Neil Caldwell (214) 522-3470 - 808 STATE, DAVID DIEBOLD, ENIGMA, FRAZIER CHORUS, MORRISSEY,

### BOSTON

**DANCE MUSIC PLUS** - Boston ◊ Jerry Warren (617) 567-5200 - FROZEN LIST,

**VINYL CONNECTION** - Boston ◊ Carol Mitro (617) 536-2560 - MAD JUNK, PAT & MICK, PARADISE ORCHESTRA, SIMPHONIA, STAR,

### WASHINGTON D.C.

**D.J. OUTLET** - Baltimore ◊ Marc Henry (301) 276-6233 - CHUBB ROCK, DYNAMIC GUVNORS, GREED, HARDCORE, NIGHTMARES ON WAX,

**METRO STEREO** - Baltimore ◊ Tamir (301) 669-0503 - DYNAMIC GUVNORS, GREED, HOUSE OF VENUS, LATRICE, RENEGADE SOUNDWAVE,

### HOUSTON

**MEGAZONE** - Houston ◊ Joseph Tranvan (713) 520-1603 - DEFINITION OF SOUND, DURUTTI COLUMN, N-JOI, TEMPER TEMPER, Z-FORMATION,

**RECORD RACK** - Houston ◊ Bruce Godwin (713) 524-3602 - 808 STATE, KLF, THE FARM, THE HUNGER,

### MIAMI

**CARJUL RECORDS** - Miami ◊ Carlos Estrada (305) 444-6303 - 2 BROTHERS ON THE 4TH FLOOR, CLUBHOUSE, LEE MARROW, NOMAD, PLAZA,

### PITTSBURGH

**JIMS** - Pittsburgh ◊ Jim (412) 621-3256 - FROZEN LIST,

**STEDERFORDS** - Pittsburgh ◊ Darryl (412) 321-8333 - 808 STATE, D-SHAKE, KLF, NOMAD, PAT & MICK,

### CINCINNATI

**CULTURE 7** - Cincinnati ◊ Andy Reynolds (513) 821-7783 - DEF BOYS, DIGITAL BOYS, HAIRSPRAY, LATINO PARTY, LIME,

**BRAND X** - New York ◊ D.J. Money Penny (212) 431-4360  
*The Underground Source For The Underground Sound*

### On The Money Picks Of The Week:

TRICKY DISCO "Housefly" (W.A.R.P. - U.K. PROMO)  
GARY CLAIH "Human Nature" (PERFECTO - U.K.)  
EDWARDS + ARMANI "Again (EP)" (DANCE OPERA - BEL)  
DUB FEDERATION "Bionic Bass" (U.K. WHITE LABEL)  
WES BAM "Rock The House" (LOW SPIRIT - GERM)

## SALT-N-PEPA



## "Do You Want Me"

**CROSSOVER TOP40: 33-28**  
**A HITMAKERS HITBOUND!**  
**VIDEO JUKEBOX: WEST:D#8 EAST: 5-4**

### JUST ADDED AT:

B96

Z95

POWER PIG #39

HOT102

102JAMZ

HOT95

KPRR

### HOT AND ACTIVE AT:

HOT97 (D#33)

POWER106 (12-8)

KMEL (8-4)

KSOL (#6)

WPGC (27-18)

Q106 (7-6)

Z90 (14-13)

Q105 (18-11)

HOT97.7 (D#20)

KGGI (D#26)

WNVZ (D#34)

KBOS (36-30)

KWIN (16-12)

### B.J. HARRIS, PD, POWER PIG

"Working in every day-part! This isn't just a dance-formatted record, Top40 stations that play the hits should be playing this one because it's a hit...and that's a proven fact on the POWER PIG. What an incredible hook!"

From The Gold LP  
BLACKS' MAGIC

**NEXT**  
RECORDS INC.

# HITMAKERS® NA

For Issue # 681 Week Ending 3/22/91 Compiled From Surveys Reported To HITMAK

## MAINSTREAM

### MOST ADDED

68	<b>SHEENA EASTON</b>	"What Comes Naturally"	MCA
63	<b>MIKE + THE MECHANICS</b>	"Word Of Mouth"	ATLANTIC
52	<b>CELINE DION</b>	"(If There Was) Any..."	EPIC
49	<b>EXTREME</b>	"More Than Words"	A&M
48	<b>diVINYLs</b>	"I Touch Myself"	VIRGIN

LW-TW

1-1	<b>GLORIA ESTEFAN</b>	"Coming Out Of..."	EPIC
4-2	LONDONBEAT	"I've Been Thinking About You"	RADIOACTIVE/MCA
5-3	WILSON PHILLIPS	"You're In Love"	SBK
6-4	JANET JACKSON	"State Of The World"	A&M
8-5	TARA KEMP	"Hold You Tight"	GIANT
11-6	AMY GRANT	"Baby, Baby"	A&M
9-7	TRACIE SPENCER	"This House"	CAPITOL
2-8	MARIAH CAREY	"Someday"	COLUMBIA
13-9	ENIGMA	"Sadness Part 1"	CHARISMA
12-10	TEVIN CAMPBELL	"Round And Round"	PAISLEY PARK/WB
3-11	TIMMY T	"One More Try"	QUALITY
18-12	ROXETTE	"Joyride"	EMI
14-13	STEVIE B	"I'll Be By Your Side"	LMR/RCA
16-14	ROBERT PALMER	"Mercy, Mercy Me/I Want You"	EMI
7-15	STYX	"Show Me The Way"	A&M
19-16	RICK ASTLEY	"Cry For Help"	RCA
21-17	GERARDO	"Rico Suave"	INTERSCOPE/EV AM
20-18	TESLA	"Signs"	GEFFEN
27-19	ROD STEWART	"Rhythm Of My Heart"	WARNER BROS.
22-20	ANOTHER BAD CREATION	"Ilesha"	MOTOWN
10-21	OLETA ADAMS	"Get Here"	MERCURY
25-22	THE REMBRANDTS	"That's Just The Way It Is, Baby"	ATCO
29-23	CATHY DENNIS	"Touch Me (All Night Long)"	POLYDOR
15-24	CELINE DION	"Where Does My Heart Beat..."	EPIC
31-25	VOICES THAT CARE	"Voices That Care"	GIANT
33-26	C&C MUSIC FACTORY	"Here We Go, Let's Rock & Roll"	COLUMBIA
30-27	BINGOBOYS f./Princessa	"How To Dance"	ATLANTIC
17-28	MADONNA	"Rescue Me"	SIRE/WARNER BROS.
38-29	diVINYLs	"I Touch Myself"	VIRGIN
32-30	LISETTE MELENDEZ	"Together Forever"	COLUMBIA
34-31	ESCAPE CLUB	"Call It Poison"	ATLANTIC
36-32	HARRIET	"Temple Of Love"	EAST WEST AMERICA
NEW-33	NELSON	"More Than Ever"	DGC
35-34	WINGER	"Easy Come Easy Go"	ATLANTIC
37-35	RALPH TRESVANT f./B. Brown	"Stone Cold Gentleman"	MCA
39-36	ALEXANDER O'NEAL	"All True Man"	EPIC
40-37	HI-FIVE	"I Like The Way (The Kissing...)"	JIVE/RCA
NEW-38	THE TRIPLETS	"You Don't Have To Go Home..."	MERCURY
NEW-39	GUY	"Let's Chill"	MCA
NEW-40	KEEDY	"Save Some Love"	ARISTA

### CHART EXTRAS

THE PARTY  
JELLYFISH  
UB40  
MICHEL'LE

"That's Why"  
"Baby's Coming Back"  
"Here I Am (Come And Get Me)"  
"Something In My Heart"

HOLLYWOOD  
CHARISMA  
VIRGIN  
RUTHLESS/ATCO

## SINGLES SALES

### HOT TIPS

JELLYFISH	"Baby's Coming Back"	CHARISMA 98837
CATHY DENNIS	"Touch Me (All Night Long)"	POLYDOR 879467
E.M.F.	"Unbelievable"	EMI 96238
POISON	"Ride The Wind"	CAPITOL 44616
L.L. COOL J	"Mama Said Knock You..."	DEF/COL.73706

LW-TW

1-1	<b>TIMMY T</b>	"One More Try"	QUALITY 15114 ◻◻
6-2	ENIGMA	"Sadness Part 1"	CHARISMA 98864 ◻◻◻
5-3	ANOTHER BAD CREATION	"Ilesha"	MOTOWN 2070 ◻◻◻
2-4	OLETA ADAMS	"Get Here"	MERCURY 878476 ◻
9-5	GLORIA ESTEFAN	"Coming Out Of The Dark"	EPIC 73666 ◻
4-6	TRACIE SPENCER	"This House"	CAPITOL 44652 ◻
8-7	GERARDO	"Rico Suave"	INTERSCOPE 98871 ◻◻
3-8	WHITNEY HOUSTON	"The Star Spangled Banner"	ARISTA 2207 ◻◻
12-9	TESLA	"Signs"	GEFFEN 19653 ◻
10-10	MADONNA	"Rescue Me"	SIRE/WB 19490 ▲
25-11	LONDONBEAT	"I've Been Thinking About You"	MCA 53992 ◆
18-12	TARA KEMP	"Hold You Tight"	GIANT 19458 ◻◻◻
17-13	WILSON PHILLIPS	"You're In Love"	SBK 07343 ◻◻
7-14	MARIAH CAREY	"Someday"	COLUMBIA 73561 ▲
15-15	HI-FIVE	"I Like The Way (The Kissing...)"	JIVE 1424 ◻◻◻
16-16	MICHEL'LE	"Something In My Heart"	RTHLSS/ATCO 98885 ◻
22-17	TEVIN CAMPBELL	"Round And Round"	PSLY PRK/WB 19748 ▲
20-18	RUDE BOYS	"Written All Over Your Face"	ATLANTIC 87805 ◻
27-19	ROXETTE	"Joyride"	EMI 50342 ◻
23-20	STEVIE B	"I'll Be By Your Side"	LMR/RCA 2758 ◻
14-21	FATHER M.C.	"I'll Do 4 U"	MCA 53914 ◻◻◻
11-22	LL COOL J	"Around-The-Way-Girl"	DEF/COL. 73609 ▲
19-23	STYX	"Show Me The Way"	A&M 1356 ◻
NEW-24	VOICES THAT CARE	"Voices That Care"	GIANT 19350 ▲
31-25	AMY GRANT	"Baby, Baby"	A&M 1549 ◻
13-26	STING	"All This Time"	A&M 1541 ◻◻
28-27	C&C MUSIC FACTORY	"Here We Go, Let's Rock & Roll"	COLUMBIA 73689 ◻◻◻
29-28	LISETTE MELENDEZ	"Together Forever"	COLUMBIA 73630 ◻◻◻
33-29	BINGOBOYS f./Princessa	"How To Dance"	ATLANTIC 87756 ◻◻◻
32-30	ROBERT PALMER	"Mercy, Mercy Me/I Want You"	EMI 50344 ◻
21-31	CHRIS ISAAK	"Wicked Game"	REPRISE 19704 ◻
NEW-32	diVINYLs	"I Touch Myself"	VIRGIN 91397 ◻
38-33	RICK ASTLEY	"Cry For Help"	RCA 2774 ◻
24-34	WHITNEY HOUSTON	"All The Man That I Need"	ARISTA 2156 ◻
36-35	ICE - T	"New Jack Hustler (Nino's Theme)"	GIANT/WB 19442 ◻◻◻
30-36	C&C MUSIC FACTORY	"Gonna Make You Sweat..."	COLUMBIA 73604 ▲
39-37	MONIE LOVE	"It's A Shame (My Sister)"	WB 19515 ▲
40-38	SUSANNA HOFFS	"My Side Of The Bed"	COLUMBIA 73529 ◻
26-39	CELINE DION	"Where Does My Heart Beat Now"	EPIC 73536 ◻
NEW-40	TONY! TON! TONE!	"Whatever You Want"	WING MERC.879590 ◻◻

### AVAILABLE FORMATS

◻ = Cassette Single      ◻ = CD Single  
◆ = Cassette Maxi      ◯ = 12-inch  
▲ = All formats

# NATIONAL TOP 40 CHARTS

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

## ADULT TOP 40

### MOST ADDED

<b>THE TRIPLETS</b>	"You Don't Have To Go..."	<b>MERCURY</b>
<b>EXTREME</b>	"More Than Words"	<b>A&amp;M</b>
<b>CELINE DION</b>	"(If There Was) Any..."	<b>EPIC</b>
<b>QUEENSRYCHE</b>	"Silent Lucidity"	<b>EMI</b>
<b>ENIGMA</b>	"Sadness Part 1"	<b>CHARISMA</b>

LW-TW

<b>1-1 GLORIA ESTEFAN</b>	"Coming Out Of..."	<b>EPIC</b>
4-2 WILSON PHILLIPS	"You're In Love"	SBK
6-3 LONDONBEAT	"I've Been Thinking About You"	RADIOACTIVE/MCA
9-4 AMY GRANT	"Baby, Baby"	A&M
2-5 MARIAH CAREY	"Someday"	COLUMBIA
7-6 TIMMY T	"One More Try"	QUALITY
8-7 ROBERT PALMER	"Mercy, Mercy Me/I Want You"	EMI
10-8 RICK ASTLEY	"Cry For Help"	RCA
11-9 JANET JACKSON	"State Of The World"	A&M
14-10 ROD STEWART	"Rhythm Of My Heart"	WARNER BROS.
12-11 ROXETTE	"Joyride"	EMI
13-12 TARA KEMP	"Hold You Tight"	GIANT
15-13 VOICES THAT CARE	"Voices That Care"	GIANT
18-14 TRACIE SPENCER	"This House"	CAPITOL
19-15 THE REMBRANDTS	"That's Just The Way It Is, Baby"	ATCO
17-16 STEVIE B	"I'll Be By Your Side"	LMR/RCA
3-17 WHITNEY HOUSTON	"All The Man That I Need"	ARISTA
5-18 CELINE DION	"Where Does My Heart Beat Now"	EPIC
24-19 TESLA	"Signs"	GEFFEN
16-20 SUSANNA HOFFS	"My Side Of The Bed"	COLUMBIA
28-21 CATHY DENNIS	"Touch Me (All Night Long)"	POLYDOR
25-22 HARRIET	"Temple Of Love"	EAST WEST AMERICA
30-23 TEVIN CAMPBELL	"Round And Round"	PAISLEY PARK/WB
20-24 STYX	"Show Me The Way"	A&M
31-25 RIFF	"My Heart Is Failing Me"	SBK
21-26 STING	"All This Time"	A&M
29-27 BETTE MIDLER	"Night & Day"	ATLANTIC
NEW-28 KEEDY	"Save Some Love"	ARISTA
NEW-29 THE TRIPLETS	"You Don't Have To Go Home..."	MERCURY
32-30 ESCAPE CLUB	"Call It Poison"	ATLANTIC
38-31 ENIGMA	"Sadness Part 1"	CHARISMA
36-32 GARY MOORE	"Still Got The Blues"	CHARISMA
22-33 ALIAS	"Waiting For Love"	EMI
23-34 OLETA ADAMS	"Get Here"	MERCURY
35-35 WHITNEY HOUSTON	"Star Spangled Banner"	ARISTA
NEW-36 POISON	"Ride The Wind"	CAPITOL
37-37 DAVE KOZ	"Castle Of Dreams"	CAPITOL
40-38 ROLLING STONES	"Highwire"	COLUMBIA
NEW-39 QUEENSRYCHE	"Silent Lucidity"	EMI
NEW-40 JELLYFISH	"Baby's Coming Back"	CHARISMA

### CHART EXTRAS

UB40	"Here I Am (Come & Take Me)"	VIRGIN
ALEXANDER O'NEAL	"All True Man"	EPIC
MARC COHN	"Walking In Memphis"	ATLANTIC
NELSON	"More Than Ever"	DGC

## CROSSOVER

### MOST ADDED

<b>SHEENA EASTON</b>	"What Comes Naturally"	<b>MCA</b>
<b>MONIE LOVE</b>	"It's A Shame (My Sister)"	<b>WARNER BROS.</b>
<b>SALT-N-PEPA</b>	"Do You Want Me"	<b>NEXT PLATEAU</b>
<b>PAJAMA PARTY</b>	"Got My Eye On You"	<b>ATLANTIC</b>
<b>diVINYLS</b>	"I Touch Myself"	<b>VIRGIN</b>

LW-TW

<b>1-1 TARA KEMP</b>	"Hold You Tight"	<b>GIANT</b>
5-2 GUY	"Let's Chill"	MCA
8-3 HI-FIVE	"I Like The Way (The Kissing...)"	JIVE/RCA
2-4 MARIAH CAREY	"Someday"	COLUMBIA
4-5 TRACIE SPENCER	"This House"	CAPITOL
3-6 TIMMY T	"One More Try"	QUALITY
7-7 TEVIN CAMPBELL	"Round And Round"	PAISLEY PARK/WB
6-8 JANET JACKSON	"State Of The World"	A&M
11-9 ENIGMA	"Sadness Part 1"	CHARISMA
10-10 GLORIA ESTEFAN	"Coming Out Of The Dark"	EPIC
20-11 C&C MUSIC FACTORY	"Here We Go, Let's Rock & Roll"	COLUMBIA
17-12 RUDE BOYS	"Written All Over Your Face"	ATLANTIC
14-13 DIGITAL UNDERGROUND	"Same Song"	TOMMY BOY/REP.
15-14 LONDONBEAT	"I've Been Thinking About You"	RADIOACTIVE/MCA
16-15 GERARDO	"Rico Suave"	INTERSCOPE/EW AM
19-16 RALPH TRESVANT f./B.	"Stone Cold Gentleman"	MCA
12-17 MICHELLE	"Something In My Heart"	RUTHLESS/ATCO
9-18 ANOTHER BAD CREATION	"Iesha"	MOTOWN
13-19 FATHER M.C.	"I'll Do 4 U"	MCA
24-20 BINGOBOYS f./Princessa	"How To Dance"	ATLANTIC
29-21 AMY GRANT	"Baby, Baby"	A&M
27-22 CATHY DENNIS	"Touch Me (All Night Long)"	POLYDOR
23-23 STEVIE B	"I'll Be By Your Side"	LMR/RCA
25-24 ALEXANDER O'NEAL	"All True Man"	EPIC
31-25 MONIE LOVE	"It's A Shame (My Sister)"	WARNER BROS.
30-26 JOHNNY GILL	"Wrap My Body Tight"	MOTOWN
18-27 C&C MUSIC FACTORY	"Gonna Make You Sweat..."	COLUMBIA
33-28 SALT-N-PEPA	"Do You Want Me"	NEXT PLATEAU
21-29 WHITNEY HOUSTON	"All The Man That I Need"	ARISTA
35-30 JASMINE GUY	"Another Like My Lover"	WARNER BROS.
22-31 MADONNA	"Rescue Me"	SIRE/WARNER BROS.
25-32 L.L. COOL J	"Around-The-Way Girl"	DEF JAM/COL.
28-33 LISETTE MELENDEZ	"Together Forever"	COLUMBIA
NEW-34 FREDDIE JACKSON	"Do Me Again"	CAPITOL
36-35 HARRIET	"Temple Of Love"	EAST WEST AMERICA
NEW-36 TONY! TONI! TONE!	"Whatever You Want"	WING/MERCURY
38-37 O'JAYS	"Don't Let Me Down"	EMI
32-38 PEBBLES w./Babyface	"Love Makes Things Happen"	MCA
NEW-39 DAISY DEE	"Crazy"	LMR/RCA
34-40 OLETA ADAMS	"Get Here"	MERCURY

### CHART EXTRAS

PEBBLES w./Salt-N-Pepa	"Backyard"	MCA
THE PARTY	"That's Why"	HOLLYWOOD
AFTERSHOCK	"Going Through The Motions"	VIRGIN
KEEDY	"Save Some Love"	ARISTA

THE



NETWORK™

# THE REGIONAL VIDEO CHARTS

PREPARED EXCLUSIVELY FOR HITMAKERS

## NATIONAL ANALYSIS

Regional breakouts include Hi-Five in the South and Midwest, Ice-T in the East, Luke f/ 2 Live Crew in the West, and Crew offspring Poison Clan in the South. Living Colour are currently Top-5 in Tucson, Warrant and Firehouse are Top-3 in Reno, Firehouse is also Top-3 in Spokane, just ahead of Trixter and Steve Vai. Enigma is Top-5 in Ft. Worth, where the Great Kat, the Inspiral Carpets are #6 in San Antonio and Top-20 in Lubbock. Too Short is the most requested clip in Modesto, while DJ Quik is tops in a number of California markets. B. Angie B. shows strong initial response in San Francisco. Hi-Five shows a huge upward move in Orlando, to #2. Ed O.G. & Da Bulldogs is in the Top-10 in Knoxville. The Lifers' Group video is third most requested in the New York City area, where Craig G is in the Top-10. Local act the Danger Zone M.O.B.B. Squad is #1 in Philadelphia.

## EAST

LW-TW

- |  |                                      |
|--|--------------------------------------|
| 2-1 L.L. COOL J                        | "Mama Said Knock..." (DEF JAM/COL.)  |
| 3-2 MICHEL'LE                          | "Something In My..." (RTHLESS/ATCO)  |
| 1-3 BELL BIV DeVOE                     | "When Will I See..." (MCA)           |
| 5-4 SALT-N-PEPA                        | "Do You Want Me" (NEXT PLATEAU)      |
| 17-5 DANGER ZONE M.O.B.B. SQUAD        | "Flip 'N Keeloz" (SURE SHOT)         |
| 7-6 BART SIMPSON                       | "Do The Bartman" (Geffen)            |
| 11-7 RUDE BOYS                         | "Written All Over..." (ATLANTIC)     |
| 15-8 LIFER'S GROUP                     | "Belly Of The Beast" (HOLLYWD BASIC) |
| 10-9 WHITNEY HOUSTON                   | "The Star-Spangled..." (ARISTA)      |
| D-10 LUKE f/ 2 Live Crew               | "The Bart" (LUKE/ATLANTIC)           |
| 14-11 GEORGE LAMOND w/ Brenda K. Starr | "No Matter What" (COLUMBIA)          |
| 4-12 VANILLA ICE                       | "Stop That Train" (SBK)              |
| 16-13 MADONNA                          | "Justify My Love" (SIRE/WB)          |
| 6-14 B.W.P.                            | "Two Minute Brother" (DEF JAM/COL.)  |
| 9-15 GANGSTARR                         | "Just To Get A Rep" (CHRYSALIS)      |

## MIDWEST

LW-TW

- |                         |   |
|-------------------------|---|
| 1-1 D.J. QUIK           | "Born & Raised..." (PROFILE)                |
| 4-2 MICHEL'LE           | "Something In My..." (RTHLESS/ATCO)         |
| 18-3 L.L. COOL J        | "Mama Said Knock..." (DEF JAM/COL.)         |
| 2-4 BELL BIV DeVOE      | "When Will I See..." (MCA)                  |
| 5-5 DIGITAL UNDERGROUND | "Same Song" (TOMMY BOY/REP.)                |
| D-6 LUKE f/ 2 Live Crew | "The Bart" (LUKE/ATLANTIC)                  |
| 6-7 BART SIMPSON        | "Do The Bartman" (Geffen)                   |
| 9-8 CHOICE              | "The Big Payback" (RAP-A-LOT/PRIORITY)      |
| D-9 ICE-T               | "New Jack Hustler..." (GIANT/REPRISE)       |
| 27-10 TOO SHORT         | "Short But Funky" (JIVE/RCA)                |
| 7-11 RUDE BOYS          | "Written All Over..." (ATLANTIC)            |
| 3-12 VANILLA ICE        | "Stop That Train" (SBK)                     |
| 10-13 ICE CUBE          | "Dead Homiez" (PRIORITY)                    |
| 20-14 WHITNEY HOUSTON   | "The Star-Spangled..." (ARISTA)             |
| 13-15 GET FRESH GIRLS   | "I Seen Your Boyfriend" (BREAKAWAY/PANDISC) |

## SOUTH

LW-TW

- |                           |   |
|---------------------------|---|
| 1-1 BELL BIV DeVOE        | "When Will I See..." (MCA)                  |
| 2-2 GET FRESH GIRLS       | "I Seen Your Boyfriend" (BREAKAWAY/PANDISC) |
| 5-3 MICHEL'LE             | "Something In My..." (RTHLESS/ATCO)         |
| D-4 LUKE f/ 2 Live Crew   | "The Bart" (LUKE/ATLANTIC)                  |
| 3-5 BART SIMPSON          | "Do The Bartman" (Geffen)                   |
| 20-6 L.L. COOL J          | "Mama Said Knock..." (DEF JAM/COL.)         |
| 6-7 D.J. QUIK             | "Born & Raised..." (PROFILE)                |
| 4-8 VANILLA ICE           | "Stop That Train" (SBK)                     |
| 19-9 CHOICE               | "The Big Payback" (RAP-A-LOT/PRIORITY)      |
| 35-10 TOO SHORT           | "Short But Funky" (JIVE/RCA)                |
| 7-11 RUDE BOYS            | "Written All Over..." (ATLANTIC)            |
| D-12 B. ANGIE B.          | "I Don't Want To..." (BUST IT/CAPITOL)      |
| 11-13 DIGITAL UNDERGROUND | "Same Song" (TOMMY BOY/REP.)                |
| 9-14 WHITNEY HOUSTON      | "Star-Spangled..." (ARISTA)                 |
| 10-15 M.C. HAMMER         | "Here Comes The..." (CAPITOL)               |

## WEST

LW-TW

- |                          |  |
|--------------------------|--|
| 19-1 CHOICE              | "The Big Payback" (RAP-A-LOT/PRIORITY) |
| 1-2 D.J. QUIK            | "Born & Raised..." (PROFILE)           |
| 7-3 MICHEL'LE            | "Something In My..." (RTHLESS/ATCO)    |
| 32-4 TOO SHORT           | "Short But Funky" (JIVE/RCA)           |
| 2-5 VANILLA ICE          | "Stop That Train" (SBK)                |
| 4-6 MADONNA              | "Justify My Love" (SIRE/WB)            |
| 14-7 WILLIE DEE          | "Bald Head Gals" (RAP-A-LOT/PRIORITY)  |
| D-8 SALT-N-PEPA          | "Do You Want Me" (NEXT PLATEAU)        |
| 8-9 WHITNEY HOUSTON      | "The Star-Spangled..." (ARISTA)        |
| 3-10 DIGITAL UNDERGROUND | "Same Song" (TOMMY BOY/REP.)           |
| 5-11 BELL BIV DeVOE      | "When Will I See..." (MCA)             |
| 10-12 ICE CUBE           | "Dead Homiez" (PRIORITY)               |
| 20-13 L.L. COOL J        | "Mama Said Knock..." (DEF JAM/COL.)    |
| 11-14 RUDE BOYS          | "Written All Over..." (ATLANTIC)       |
| 25-15 GET FRESH GIRLS    | "I Seen Your..." (PANDISC)             |

## NEW TOP40 RELEASES

- MARIAH CAREY "I Don't Wanna Cry" (COLUMBIA)  
 DAISY DEE "Crazy" (LMR/RCA)  
 INXS "Bitter Tears" (ATLANTIC)  
 CHRIS ISAAK "Don't Make Me Dream About You" (REPRISE)  
 K-9 POSSE "Get Wild, Go Crazy" (ARISTA)  
 DONNY OSMOND "Love Will Survive" (CAPITOL)  
 PAJAMA PARTY "Got My Eye On You" (ATLANTIC)

# STEP ON THROUGH

## HAPPY MONDAYS 'STEP ON'

the crushing single and video from the album  
*Pills 'N' Thrills And Bellyaches*

VIDEO IN MTV'S BUZZBIN  
TOUR BEGINS END OF MARCH

Hot Action At...  
**HOT94.9 (26-22)**  
**Y107 (35-32)**  
KAKS (26-22)  
KCHX (D#35)  
KCMQ (40-36)  
KFBQ (19-16)  
KFFM (36-32)  
KFTZ (D#40)  
KISR (27-21)  
KLYV (35-28)  
KMOK (33-29)  
KRRG (D#40)  
WAAL (D#39)  
WILN (D#40)  
WJAD (19-11)  
WJLQ (36-28)  
WKSF (D#38)  
WMXF (D#30)  
WOKI (D#27)  
WPST (25-22)  
WQGN (30-26)

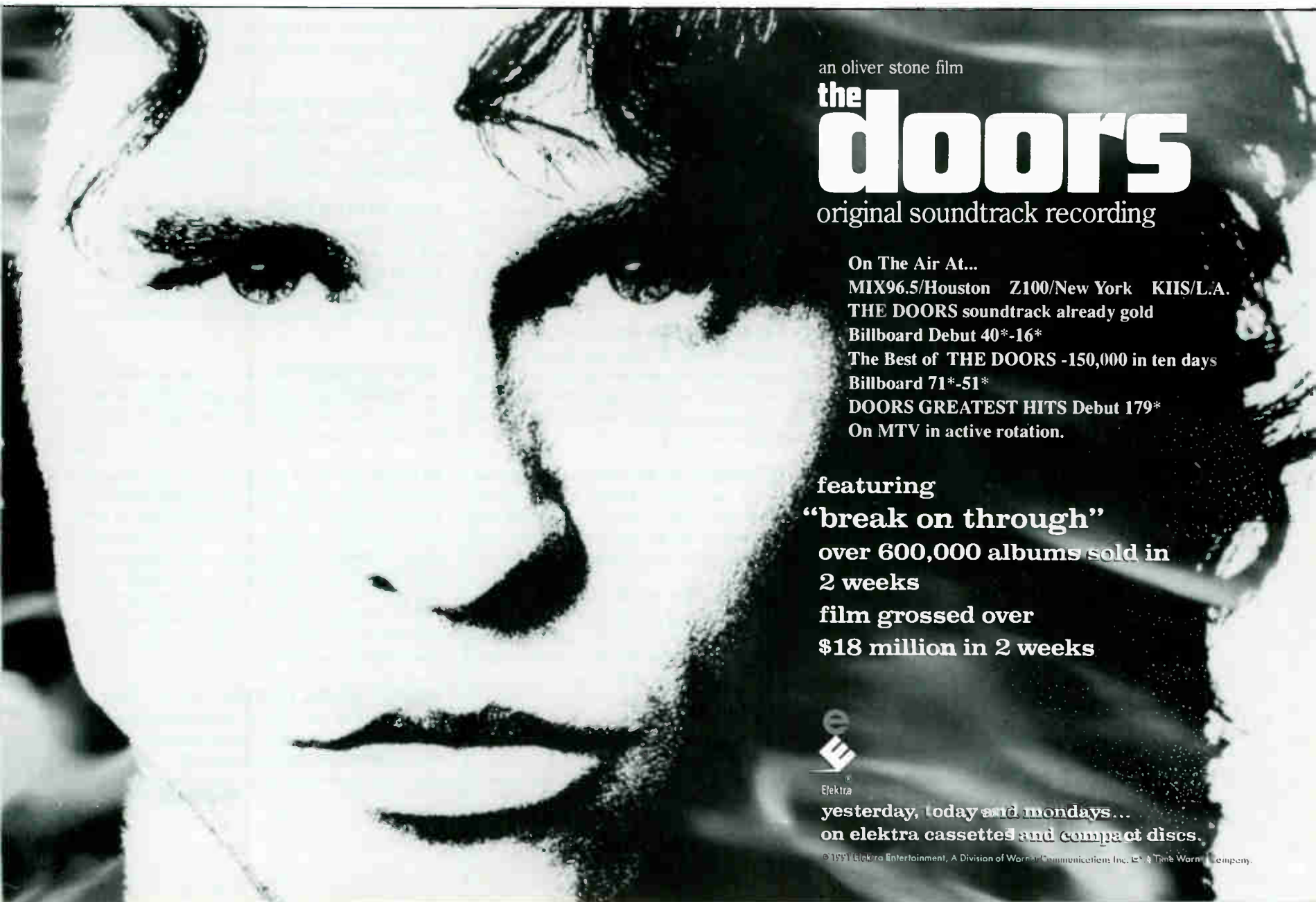
### A HITMAKERS HITBOUND!

KLUC Top-8 Requests!  
BUZZ BIN on MTV.

On Tour Soon!  
Look for the John Gray  
"Urban Mix"

### Just Added At...

**KZZP**  
**KRQ**  
**OK95**  
**ENERGY99**  
**G105#33**  
**KWTX-FM**  
**KYQQ**  
**KZZB**  
**WCIL-FM**  
**WNYP**



an oliver stone film

# the doors

original soundtrack recording

On The Air At...

MIX96.5/Houston Z100/New York KIIS/L.A.

THE DOORS soundtrack already gold

Billboard Debut 40\*-16\*

The Best of THE DOORS -150,000 in ten days

Billboard 71\*-51\*

DOORS GREATEST HITS Debut 179\*

On MTV in active rotation.

featuring

"break on through"

over 600,000 albums sold in  
2 weeks

film grossed over

\$18 million in 2 weeks



Elektra

yesterday, today and mondays...  
on elektra cassette and compact disc.

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# DISC-OVERY CLUB®

**JAY STEVENS**, PD at KFTZ, Idaho Falls, ID sez, "MIKE + THE MECHANICS *Word Of Mouth* (ATLANTIC) is a great Adult-sounding record that's not a sleeper and is perfect for any radio station! And R.E.M. *Losing My Religion* (WARNER BROS.) is an excellent song everyone should play or they're missing the boat!"

**ANNIE SAGE**, MD at KCAQ, Oxnard, CA sez, "If you want to spice up your airwaves, play **CARTOUCHE** *Feel The Groove* (SCOTTI BROS.)! This song will do it! And **CELINE DION** (*If There Was Any Other Way* (EPIC) is another smash for her!"

**RICK ANDREWS**, MD at KZOZ, San Louis Obispo, CA sez, "It's good to have R.E.M. *Losing My Religion* (WARNER BROS.) back with a SMASH! And MIKE + THE MECHANICS *Word Of Mouth* (ATLANTIC) will do great on anybody's stations, so check it out!"

**J.J. GERARD**, MD at KQCR, Cedar Rapids, IA sez, "CELINE DION (*If There Was Any Other Way* (EPIC) is a super mid-tempo followup! It should be a great adult appeal record!"

**DEANO**, MD at SLY96, San Louis Obispo, CA sez, "SHEENA EASTON *What Comes Naturally* (MCA) is a natural Pop hit for Top40! Also, HI-FIVE *I Like The Way (The Kissing Game)* (FIVE/RCA) is a record with an Urban base that will cross to Pop!"

**J.J. RILEY**, MD at WRQN, Toledo, OH sez, "JANE'S ADDICTION *Been Caught Stealing* (WARNER BROS.) is a great record! Take note this time of the huge sales and the MTV airplay! It'll give you an edge at night! Also, be on the lookout for the new one from STYX *Love At First Sight* (A&M)! It will be a killer!"

**MATT McCANN**, PD at WLRW, Champaign, IL sez, "EXTREME *More Than Words* (A&M) is a haunting record that may go extremely fast to the top of charts! Also, FIREHOUSE *Don't Treat Me Bad* (EPIC) is a home run!"

**WILLIE STEVENS**, MD at KZBB, Fort Smith, AR sez, "MIKE + THE MECHANICS *Word Of Mouth* (ATLANTIC) is doing great on our battle! Should be strong! Make your station hip. Play R.E.M. *Losing My Religion* (WARNER BROS.)! It sounds great! SHEENA EASTON *What Comes Naturally* (MCA) proves that she just keeps getting better all the time!"

**DUSTY HAYES**, PD at KBFM, McAllen-Brownsville, TX sez, "Check out NILS LOFGREN *Valentine* (RYKODISC)! We tested it and got good upper demo response! This will fill the gap Bruce Springsteen left! Also, UB40 *Here I Am (Come & Take Me)* (VIRGIN) is a great record! It has the name recognition, unique sound, and it's mass appeal!"

**DAVE COOPER**, PD at WAFX, Brewer, ME sez, "Check out Round 2 of JANE'S ADDICTION *Been Caught Stealing* (WARNER BROS.)! This time the hit's gonna happen! Very Hip! Also, CELINE DION (*If There Was Any Other Way* (EPIC) is a cool adult appeal record that will do well for us!"

**LINDA AUSTIN**, MD at KRNO, Des Moines, IA sez, "Check out DANIEL ASH *This Love* (RCA)! It sounds like another *So Alive* to me! You can't go wrong with DAMN YANKEES *Come Again* (WARNER BROS.)! It's an adult appeal record!"

**DAVE HOFFFEL**, OM/PD at WPST, Trenton, NJ sez, "Check out THE FAMILY STAND *Sweet Liberation* (EAST WEST AMERICA)! It has a cool rock edge and just flows along! It's been a one-listen record for me! I love it! And R.E.M. *Losing My Religion* (WARNER BROS.) is red hot for us!"

**SONNY VALENTINE**, Asst. PD/MD at KFRX, Lincoln, NE sez, "Be on the lookout for GLEN FREY *Part Of You* (MCA)! It has a real great hook with a real Eagles sound to it! Also, JESUS JONES *Right Here, Right Now* (SBK) is very interesting! It should sound great on the radio! I could get into this tune! DAMN YANKEES *Come Again* (WARNER BROS.) is a very tasty cut! The remix makes it!"

**JOE DAWSON**, PD at WBXX, Battle Creek, MI sez, "DEEE-LITE *E.S.P.* (ELEKTRA) is getting great female phones! MONIE LOVE *It's A Shame (My Sister)* (WARNER BROS.) is happening! Doin' it to it! And RIFF *My Heart Is Failing Me* (SBK) is a great song a la Hi-Five!"

**JIM STACY**, PD at WAZY, Lafayette, IN sez, "EXTREME *More Than Words* (A&M) is a very strong testing adult female record! Also, CATHY DENNIS *Touch Me (All Night Long)* (POLYDOR) sounds great on the air. This should be a big hit!"

**JERRY LOUSTEAU**, PD at HOT95, Jackson, MI sez, "SALT-N-PEPA *Do You Really Want Me* (NEXT PLATEAU) is a perfect record for Crossover/Top40 radio! Also, check out the medley *For The Love Of Money/Living In The City* by TROOP/LEVERT f/Queen Latifa (GIANT/REPRISE) on the *New Jack City* soundtrack! This is very hot!"

**KATHY HART**, MD at G105, Raleigh, NC sez, "JASMINE GUY *Another Like My Lover* (WARNER BROS.) should be as BIG on radio as on TV! And listen to THE FIXX *How Much Is Enough* (IMPACT)! The whole album is great! It's good to see this band back at it!"

**JIM FOX**, MD at WYKS, Gainesville, FL sez, "JESUS JONES *Right Here, Right Now* (SBK) is a very hot record! Also, check out the new MIKE + THE MECHANICS *Word Of Mouth* (ATLANTIC)! And QUEENSRYCHE *Silent Lucidity* (EMI) is a great programmer's tool!"

**STEVE SPILLMAN**, PD at WZKX, Biloxi, MS sez, "CELINE DION (*If There Was Any Other Way* (EPIC) proves with this second release that she's a true artist and not just a fly-by-night! And SHEENA EASTON *What Comes Naturally* (MCA) is back with the sound that made her popular!"

**J.J. HEMMINGWAY**, MD at KIKX, Colorado Springs, CO sez, "THE FAMILY STAND *Sweet Liberation* (EAST WEST AMERICA) is something that Sly & The Family Stone might have done, so check it out! And QUEENSRYCHE *Silent Lucidity* (EMI) is a smash!"

**J.D. DANIELS**, PD at KFBQ, Cheyenne, WY sez, "R.E.M. *Losing My Religion* (WARNER BROS.) is a great upbeat song with Alternative and Rock edge mixed in, so check it out! And CELINE DION (*If There Was Any Other Way* (EPIC) is a great followup!"

**ERICK ANDERSON**, PD/MD at G98, Portland, ME sez, JONZUN CREW *Cosmic Love* (CRITIQUE) is a great record that has a mid '80s feel to it! Get a copy!"

**DAVE FERGISON**, MD at WPXR, Rock Island, IL sez, "EXTREME *More Than Words* (A&M) is a cool record and testing well. Also, MIKE + THE MECHANICS *Word Of Mouth* (ATLANTIC) should do well!"

**CHUCK LUCK**, PD/MD at KZII, Lubbock, TX sez, "SHEENA EASTON does it again with her hot new single *What Comes Naturally* (MCA)! Also, CELINE DION, (*If There Was Any Other Way* (EPIC) will be just as big as *Where Does My Heart Beat Now!* And QUEENSRYCHE *Silent Lucidity* (EMI) is a Pink Floyd Part II!"

**DAVE ARTHUR**, MD at KF95, Boise, ID sez, "Check out MIKE + THE MECHANICS *Word Of Mouth* (ATLANTIC). It's a great upbeat song! Also, TRASH CAN SINATRAS *Obscurity Knocks* (PLG) is a one listen record that everyone will like! And diVINYLS *I Touch Myself* (VIRGIN) is something to consider and getting requests!"

**RAY KALUSA**, PD at KWNZ, Reno, NV sez, "DAMN YANKEES *Come Again* (WARNER BROS.) has great lyrics, so check it out! Also, SHEENA EASTON *What Comes Naturally* (MCA) has a great feel to it! Check out REBEL PEBBLES *Dream Lover* (I.R.S.)! It could be a great balance record! And MICHAEL McDONALD *All We Got* (REPRISE) is nice to hear. An upbeat song!"

**JIM GRADY**, MD at KISR, Fort Smith, AR sez, "MARC COHN *Walking In Memphis* (ATLANTIC) is a great heartfelt ballad that will get females calling! Also, RHYTHM TRIBE *Gotta See Your Eyes* (ZOO) has a great Latin/Reggae feel with Pop vocals! And CELINE DION has another smash with (*If There Was Any Other Way* (EPIC)!"

**DAVE CHRISTOPHER**, PD/MD at KWTX, Waco, Tx sez, "SHEENA EASTON has a smash with *What Comes Naturally* (MCA)! Also, check out CELINE DION (*If There Was Any Other Way* (EPIC)! It smokes!"

**DON ROBERTSON**, PD at KIXY, San Angelo, TX sez, "ANNA MARIE *This Could Take All Night* (MCA) will do excellent! It's a Top Ten smash! Also, JESUS JONES *Right Here, Right Now* (SBK) is perfect for everyone and will balance out your playlist! And QUEENSRYCHE *Silent Lucidity* (EMI) is gonna be big - so play it!"

**TOM GJERDRUM**, OM at WZOK, Rockford, IL sez, "THE FIXX *How Much Is Enough* (IMPACT) is hot Hot HOT! And CELINE DION (*If There Was Any Other Way* (EPIC) is a great followup!"

**ROGER SCOTT**, MD at KRQ, Tucson, AZ sez, "CELINE DION (*If There Was Any Other Way* (EPIC) is another outstanding record! This artist is a force to be reckoned with! Off the *New Jack City* LP, check out CHRISTOPHER WILLIAMS *I'm Dreaming* (GIANT/REPRISE)! A fresh, hip - hop sound! And climbing up the Urban charts and headed for Top40 is COLIN ENGLAND with *I Got What You Need* (MOTOWN)! This hot, funky tune is an incredible introduction to this new talent!"

**RICK ALEXANDER**, PD at WIKZ, Chambersburg, PA sez, "Watch out for KEEDY *Save Some Love* (ARISTA)! It could be a long-term testing hit! Also, I like EXTREME *More Than Words* (A&M)!"



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# DISC-OVERY CLUB®

**STEVE HELLER**, MD at ZFUN106, Moscow, ID sez, "**MIKE + THE MECHANICS** *Word Of Mouth* (ATLANTIC) is an obvious Top40 record! Perfect, uptempo Pop with a great intro! And **R.E.M.** *Losing My Religion* (WARNER BROS.) will do fine! It has signature vocals and the potential to do well!"

**MARK MURPHY**, PD at KGOT, Anchorage, AK sez, "**HI-FIVE** *I Like The Way (The Kissing Game)* (RCA) is already pulling phones! And so is **JOHNNY GILL** *Wrap My Body Tight* (MOTOWN)! These records sound great on the radio!"

**SCOTT CHASE**, PD at WSKZ, Chattanooga, TN sez, "**THE FIXX** *How Much Is Enough* (IMPACT) is a perfect sounding record for this radio station! Also, **MARC COHN** *Walking In Memphis* (ATLANTIC) might be something to watch!"

**KRIS HART**, MD of KQMQ, Honolulu, HI sez, "**DiVINYLS** *I Touch Myself* (VIRGIN) is red hot! Also, the new 2 N U *Spaz Attack* (ATLANTIC) is pulling huge phones at night! And **RICK ASTLEY** *Cry For Help* (RCA) is a major adult record!"

**LEE ST. MICHAELS**, PD and **CUCARACHA COOPER**, MD at WWCK, Flint, MI sez, "**THE PARTY** *That's Why* (HOLLYWOOD) is a great fresh sounding Pop record that tested excellent! **MONIE LOVE** *It's A Shame (My Sister)* (WARNER BROS.) is a fantastic remake that sounds better on the air than it does in your office! Another song worth listening to is **PAJAMA PARTY** *Got My Eye On You* (ATLANTIC)! It's by far the best song they've ever done! And **EXTREME** *More Than Words* (A&M) could be the sing-along song of the year!"

**MARK MCGILL**, MD at WSNX, Muskegon, MI sez, "**MIKE + THE MECHANICS** *Word Of Mouth* (ATLANTIC) is a different sounding record that is audience oriented! And **NELSON** *More Than Ever* (DGC) is another great song from an act that has indeed proven itself!"

**LIZ ADAMS**, MD at KQKQ, Omaha, NE sez, "**RUDE BOYS** *Written All Over Your Face* (ATLANTIC) is a great groove song with plenty of mass appeal! Sales have been phenomenal! And listen to **JESUS JONES** *Right Here, Right Now* (SBK) for the song - and what a song it is!"

**JANEL THIESSEN**, MD at KKHT, Springfield, MO sez, "Now here is a happy, uptempo record that Top40 needs - **JESUS JONES** *Right Here, Right Now* (SBK)! If you can play Keedy or Divinyls - you can play this!"

**LEE REYNOLDS**, PD at WFHT, Tallahassee, FL sez, "**TONY! TONI! TONE!** *Whatever You Want* (WING/MERCURY) won our Smash Or Trash every night last week! Nothing can beat it! This is a smash! Check out **LATOUR** *People Are Still Having Sex* (SMASH/POLYDOR)! A great reaction record!"

**LEO DAVIS**, PD and **JEFF DONAVAN**, MD at Q104, Gadsden, AL sez, "**DONNY OSMOND** *Love Will Survive* (CAPITOL) is a bonafide hit! Early phones are strong! We added **HI-FIVE** *I Like The Way (The Kissing Game)* (RCA) because of the **HITMAKERS** Southern Conference call and are glad we did! This is a hit especially with females! And **BOY GEORGE** *Generations Of Love* (VIRGIN) is getting very positive response on our Love It Or Shove It!"

**RICK WODELL**, PD at 99WAYS, Macon, GA sez, "**MARC COHN** *Walking In Memphis* (ATLANTIC) is a HIT! BELIEVE IT! We started it in middays and moved it to full time! We are playing it 3 or 4 times a day!"

**STEVE CHRISTIAN**, PD at WILN, Panama City, FL sez, "Check out the **REBEL PEBBLES** *Dream Lover* (I.R.S.)! It's hot! I love **GERARDO** *We Want The Funk* (INTERSCOPE)! It smokes!"

**GREG ADAMS**, PD at KFFM, Yakima, WA sez, "**JESUS JONES** *Right Here, Right Now* (SBK) is a definite smash! Listen once and you'll agree!"

**SCOTT ST. JOHN**, PD/MD at WPRR-FM, Altoona, PA sez, "Check out **BOY GEORGE** *Generations Of Love* (VIRGIN)! Don't let the name fool you! It's a great record! Also, **JASMINE GUY** *Another Like My Lover* (WARNER BROS.) has a nice feel with a non-burning hook!"

**JON WEIS**, MD at WBNQ, Bloomington, IL sez, "If you lean a little Rock, check out **THE FIXX** *How Much Is Enough* (IMPACT)! In case you're wondering about what happened to real Rock and Roll, check out **THE BLACK CROWES** *She Talks To Angels* (REPRISE)! I can't say enough about **R.E.M.** *Losing My Religion* (WARNER BROS.)! It's the best song out there right now!"

**TOMMY B.**, Asst. PD/MD at KZIO, Duluth, MN sez, "I love the **REBEL PEBBLES** *Dream Lover* (I.R.S.)! It's a super straight ahead Pop tune with a huge hook and great musicians! Check out **BOY GEORGE** *Generations Of Love* (VIRGIN)! It just might surprise you! And the **TRASH CAN SINTRAS** *Obscurity Knocks* (PLG) is a good balance record with an Alternative feel to it!"

**MARK BLAKE**, PD at KATM, Colorado Springs sez, "**MIKE + THE MECHANICS** *Word Of Mouth* (ATLANTIC) is an INSTANT record! Sounds good! **EXTREME** *More Than Words* (A&M) is not your generic ballad. It's getting good phones!"

**STEVE CHASE**, PD at KOYE, Laredo, TX sez, "Check out the **EXTREME** *More Than Words* (A&M)! This record has exploded! Phone requests from all demos and early sales!"

**KEVIN PETERSON**, APD/MD at WABB, Mobile, AL sez, "Check out **ANNA MARIE** *This Could Take All Night* (MCA). This is the most seductive ballad out today! **CELINE DION** *(If There Was) Any Other Way* (EPIC) is a GREAT follow-up! This fresh upbeat Pop sound will be BIG! We believe in **MARC COHN** *Walking In Memphis* (ATLANTIC) 100%! With a #29 chart debut, this cut is for REAL and our listeners believe it!"

**PAT PAXTON**, PD at WKEE, Huntington, WV sez, "**MICHAEL W. SMITH** *Place In This World* (Geffen) is getting Top-10 phones! Check this one out! One of our biggest reaction records is **BINGOBOYS** *How To Dance* (ATLANTIC)!"

**JEFF COCHRAN**, PD at K106, Beaumont, TX sez, "One of our best performing new records is the **QUEENSRYCHE** *Silent Lucidity* (EMI)! This is a GREAT image record!"

**BILLY THE KIDD**, MD at KJ103, Oklahoma City sez, "**COLOR ME BADD** *I Wanna Sex You Up* (GIANT/REPRISE) is excellent! These local guys were actually discovered by Jon Bon Jovi a long time ago. For an interesting midday record, try **DAVE KOZ** *Castle Of Dreams* (CAPITOL)! If Kenny G works, I can't see why this one can't! And **MIKE + THE MECHANICS** *Word Of Mouth* (ATLANTIC) is a GREAT, Mainstream, uptempo, 18+ record, so check it out!"

**FRANK MINIACI**, PD at Y95, Dallas, TX sez, "**SHEENA EASTON** *What Comes Naturally* (MCA) sounds as good as she looks! **B. ANGIE B.** *I Don't Wanna Lose Your Love* (BUST IT/CAPITOL) is definitely worth checking out! And **DAMN YANKEES** delivers another hit with *Come Again* (WARNER BROS.)! The original 7" mix of **TRILOGY** *Love Me Forever* (ATCO) is worth checking out again! And **GERARDO** *We Want The Funk* (INTERSCOPE/EAST WEST AMERICA) is the next single, and he's back in full effect!"

**TOM POLEMAN**, MD at KC101, New Haven sez, "**GERARDO** is smokin'!!! *Rico Suave* (INTERSCOPE/EAST WEST AMERICA) is the #2 most requested song after only one week of airplay! Also, **MARC COHN** *Walking In Memphis* (ATLANTIC) could be a BIG adult record!"

**CHRIS SQUIRES**, PD at KKXX, Bakersfield, CA sez, "**CATHY DENNIS** *Touch Me (All Night Long)* (POLYDOR) is a nice smooth song, and something we've needed for a while! Also, **P.C. QUEST** *Can I Call You My Girl* (HEADLINER) is not out yet...but it caught a buzz in Fresno and is spreading down to Bakersfield! This one will be HUGE!!! And **C&C MUSIC FACTORY** *Here We Go (Let's Rock N' Roll)* (COLUMBIA) is a GREAT follow-up to *Gonna Make You Sweat*, and should be as BIG if not bigger!"

**DARRIN STONE**, MD at KSND, Eugene, OR sez, "**THE FAMILY STAND** *Sweet Liberation* (EAST WEST AMERICA/ATLANTIC) is a very COOL record, drawing immediate phones, even in middays! Also, **HAPPY MONDAYS** *Step On* (ELEKTRA) is another great record, and it rings the bell on the old hip meter! Kind of a Post Modern/Urban thing happening here. And don't forget about **MS. ADVENTURES** *As Long As I'm With You* (ATCO)! This record is also a HIT!"

**MICHAEL JACK KIRBY**, MD at KISM, Bellingham, WA sez, "Check out **MONIE LOVE** *It's A Shame (My Sister)* (WARNER BROS.)! It's great, great, GREAT!!! Congratulations **MONIE!** Your song is so GREAT! *My Heart Is Failing Me* by **RIFF** (SBK) is so catchy you'll be humming it the second time you hear it - the harmonies are fantastic! And *This Love* by **DANIEL ASH** (RCA) is unique. An attention-grabber for sure!"

**JEFF CLARK**, PD at WKDD, Akron, OH sez, "**JESUS JONES** *Right Here, Right Now* (SBK) sounds great! This is what listeners want to have! Also, **CINDERELLA** *Shelter Me* (MERCURY) is now working and testing positive!"

**JERRY PADDEN**, MD at WKKZ, Pittston Township, PA sez, "**CELINE DION** *(If There Was) Any Other Way* (EPIC) will be another Top Ten! Also, **EXTREME** *More Than Words* (A&M) is starting to work! And look for the new **MIKE + THE MECHANICS** *Word Of Mouth* (ATLANTIC)!"



**HITMAKERS ADULT TOP40: NEW#40**

**B100 (Add)  
Y108 (28-25)  
KKRZ (28-24)**

**WNCI (22-19)  
HOT94.9 (25-21)  
KISN (23-20)**

**A HITBOUND!**

**WGTZ (Add)  
WKZL (28-22)  
WDJX (28-25)**

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# **BABY'S COMING BACK**

from the debut album

**"Bellybutton"**

Management: Industrial Management  
Produced by: Alby Galuten  
Co-produced and mixed by: Jack Joseph Puig

**STEVE WYROSTOCK, PD, KRBE** – *"This is the cream of the crop of the new Alternative-based, Pop songs out right now! Huge buzz on this band in Houston. If you find yourself singing this all day in the office, try it out and let your listeners decide."*

**DARCY SANDERS, MD, KZZP** – *"This is a great sounding Pop record. Now that the war has ended, we're keeping the station very up and this record fits right in."*

**CHUCK HOLLOWAY, PD, WKZL** – *"A perfect Spring, good-time single. Consistent Top-10 record since day one...This one's very mass-appeal!"*



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# HOT RADIO PROMOTIONS

## 100.3JAMZ Listeners Make Out On The Car

To say the least, 100.3JAMZ Dallas held a car-giveaway promotion that was definitely on the lips of the contestants. The "Kissing The Car" promo was held at the 10th annual Dallas Auto Show in the Dallas Convention Center from March 14-17.

The rules were simple: The 15 contestants participating in the promo puckered up and kissed a brand new 1991 Ford Fiesta. The last person to remove his or her lips from the car drove away the winner. (If there was more than one contestant remaining at the end of the Auto Show, the winning name would be randomly selected in a drawing.)

I just hope no dunderhead decided to kiss the tailpipe of the car. By the end of the contest, the doofus would most certainly have been exhausted. (Insert rimshot here...)

## 99.5FOX: Pennies For Their Thoughts

Here's a quick update on the 99.5FOX Detroit's Penny Concert: Rochester Adams High School won the penny-collecting contest, earning the March 21 private free concert for their school featuring Timmy T, Gerardo, The Guys Next Door and Wes Bam at the Royal Oak Music Theatre.

All told, \$28,091.92 in pennies will go to the American Legion to help the needy Desert Storm families in Michigan.

## ENERGY98: High Steppin' On A Dime

Staffers at KRRG, ENERGY98 Laredo, TX took part in the annual March of Dimes' WalkAmerica-thon. As Debbie Joe ran after the participants with her cellular phone in tow, Bob Clark followed the almost 1,000 walkers in the ENERGY98 van. Laredo's WalkAmerica-thon raised almost \$30,000.

## POWER108 Got Behind Dental Hygiene

By now, you've heard about the "BVDs for BBDs" ticket giveaway angle more times than you can shake a shtick at. But at WPHR, POWER108 Cleveland, there's more to this promo than the mere similarities in letters.

In their hit single, *Poison*, there's the lyric, "you can't trust a big butt and smile." (Granted, Irving Berlin it ain't, but somehow, it fits...) Anyhoo, using that particular verse in a thematic mode (Oh oh,



POWER108 APD Natalie DiPietro awards listener Kathy Koch her prize in the "Big Butt and a Smile" contest. They're about to pull the BVDs apart while making a wish.

English major flashbacks again..)

POWER108 gave away pairs of tickets to 25 lucky listeners, who also won an extremely large pair of underwear and a tube of toothpaste.

## STAR93 Sting Gig Creates A Buzz

STAR93 San Antonio put together a "Sting Survival Kit" in celebration of the *artiste's* concert appearance.

All weekend long, listeners who were the 19th to call in when they heard the bee sting on the air won a package that included two tickets to Sting's show, a copy of his latest album, THE SOUL CAGES, a jar of honey and a bee swatter.

Get the point? They did.

## Q95 Continues To Fight The Homeless War At Home

While most of the world focused on the conflict in the Persian Gulf, the Salvation Army and Q95 Detroit spotlighted the problems at home. Dick Purtan's fourth annual Radiothon raised a record \$153,035 to help feed the hungry and homeless in the metropolitan Detroit area through the Salvation Army's Bed and Bread program.

The 16-hour radiothon featured national celebrities including Bob Saget and Dave Coulier of the TV shows *Full House* and *America's Funniest Videos* and *People* (respectively), comedians Thom Sharp, Dennis Wolfberg, Ellen Degeneres and Jeff Altman, American League umpire Rocky Roe and a host of local celebrities.

"The 16 hours on the air are the kind of thing that makes you glad you only do five hours every morning," Purtan said.

Over 1,500 Q95 listeners called in their pledges. Col. Clarence Harvey of the Salvation Army estimated that the station's four-year involvement in the Bed and Bread Program has helped raise over a half-million dollars.

## KISS108's Xmas Promo: Better Late Than Never

It may be a bit beyond the holiday season, but this one shouldn't be overlooked: KISS108 Boston hosted a holiday "Merry Matty Kissmass Breakfast" starring morning man Matt Siegel to benefit the Floating Hospital for Infants and Children. Sponsoring the event was TJ Maxx.

Siegel invited listeners to join him for breakfast at the Charles Hotel in Cambridge, MA. Over 300 kids and parents took him up on the offer, and they were entertained by Joe McIntyre from *New Kids On The Block*, "Gordon" from *Sesame Street*, Miss Yvonne from the TV show, *Pee Wee's Playhouse*, Gary Rosen from the music group *Rosenschontz*, and a veritable slew of childhood heroes such as Santa,



KISS108's Matt Siegel (center) finds out the untold stories of Pee Wee Herman's lipstick "thing" from Miss Yvonne (Lynn Stuart, left) and Big Bird's passion for giraffes from "Gordon" of *Sesame Street* (Roscoe Orman, right) at the "Merry Matty Kissmass" party at the Charles Hotel in Cambridge, MA.

Bart Simpson, *Sesame Street's* Cookie Monster, Michelangelo, *Mutant Ninja Turtle*, Marilyn Chambers (oops! That's my childhood hero...) and some live zoo animals.

## KIIS' Water Conservation Push Good To The Last Drop

Meanwhile, out in the parched environs of L.A., KIIS-FM kicked off Southern California's mandatory water-rationing program with a waterless pool party.

Afternoon-drive personality Magic Matt Alan hosted the affair, which illustrated the magnitude of the problem (recent monsoons notwithstanding). Broadcasting from the North Hollywood Recreational Center, Alan offered a variety of water-conservation tips (lawns are to be watered with Evian, and players at Dodger games are encouraged to spit more) and interviewed the official L.A. County Drought Buster, who cited water-wasting violations and the stiff fines attributed for repeated violations.

Glamorous star Susan Anton, a member of the Tree People (not the B movie; some sort of "save the wood" group, I guess) was expected to drop by.

Of course, this water conservation problem could be solved in one swell foop (oh oh, a *dyslexic* English major flashback...) by just ceding the entire state to Mexico. Then *no one* would drink the water. ...You know, they don't pay me enough...



WRQN Toledo, OH sent a "lucky" listener to the Grammy Awards in New York on one small condition--that she go as a stand-in for Sinead O'Connor by having her head shaved to a one-eighth-inch cut. Here, Steve Mason points to mystical inscription on winner's head.

# The Black Crowes

"She Talks To Angels"

The new single from the platinum-plus album **SHAKE YOUR MONEY MAKER**

Produced by George Drakoulias Exec. Producer: Rick Rubin

**A HITMAKERS Hitbound!**

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WRVQ (D#30)	KAKS (D#39)	WJDQ (D#28)	KEWB (10-7)	Q104 (31-27)	WOKI (17-14)
Q102 (27-23)	KF95 (D#40)	WKQD (D#25)	KISR (29-24)	WCGQ (37-29)	WPST (36-33)
WNCI (31-28)	KG95 (D#40)	WQID (D#31)	KJLS (31-21)	WCIL (29-24)	WQCM (24-20)
WAPE (22-18)	KMON (D#32)	WVBS (D#40)	KNIN (28-24)	WIQQ (36-29)	WQUT (31-25)
WKZL (34-26)	WABB (D#29)	ZFUN106 (D#38)	KOKZ (38-33)	WIXX (30-24)	WSPT (9-5)
WAPI (8-6)	WBBQ (D#37)	B98 (36-29)	KTUX (24-20)	WKEE (29-26)	WVNA (35-25)
	WHTK (D#33)	G98 (23-20)	KZBB (32-29)	WKSF (34-27)	WWCF (25-21)
					WWFX (35-27)
					WYYS (32-28)
					Z102 (24-20)
					and many more

# digital underground

"Same Song"

**HITMAKERS CROSSOVER TOP40: 14-13 A Hitbound!**

**VIDEO JUKEBOX MIDWEST: 5-5**

**Active At:**

KIIS-FM (Add)	WAVA (25-22)	FM102 (7-5)	KBOS (11-9)
WMXP (Add)	100.3JAMZ (9-5)	HOT97.7 (19-13)	KKXX (22-17)
HOT97 (31-28)	KISS98.5 (11-11)	KTFM (16-14)	KPRR (18-14)
PWR106 (6-3)	HOT105 (14-11)	WJMH (16-11)	KWIN (19-14)
KSOL (7-7)	KKFR (17-13)	HOT101.5 (23-20)	WBXX (A#34)
WIOQ (14-13)	KS104 (5-4)	HOT194 (27-22)	



From the motion picture soundtrack *Nothing But Trouble*

Mgmt: Atron Gregory

Production: Greg Jacobs

"All We Got"

# Michael McDonald

**Just Added At:**

**B100!!! WKZL !!! KWNZ**

**Already Active At:**

KAGO (D#38)	WHTO (D#35)	WLAN (33-27)
KZ103 (38-31)	WKRZ (D#40)	AND MORE



# FACES & PLACES



SBK record group RIFF visits with New York WPLJ staffers. L-R: RIFF members Dwayne Jones, Michael Best, Kenny Kelly, Mike Preston (WPLJ), Anthony Fuller, Tom Cuddy (WPLJ), Ken Lane, Steven Capers and Daniel Glass.



CAPITOL recording artists Dave Koz and Phil Perry recently teamed up for an eight-city concert tour. Seen together following the second of two sold-out Roxy engagements are: (top row, l-r): Bruce Lundvall, East Coast GM, CAPITOL Records/Pres., Blue Note; Phil Perry; Hale Milgrim, Pres., CAPITOL; Step Johnson, Sr. VP/GM, Black Music Div.; Dave Koz; Lou Mann, VP, Sales; (kneeling, l-r): Jeremy Hammond, VP, Mktg; and John Fagot, VP, Promotion.



CUTTING/CHARISMA Records artists 2 IN A ROOM has achieved gold sales status. Pictured (l-r): Aldo Marin, Exec. VP, CUTTING Records; Phil Quartararo, Pres., CHARISMA Records; Amato Marin, Pres., CUTTING Records; "Dose" (2 IN A ROOM); Audrey Strahl, VP of Press & Artist Development, CHARISMA Records; "Rog Nice" (2 IN A ROOM); Jerre Hall, VP of Sales, CHARISMA Records; Jeff Fenster, VP of A&R, CHARISMA Records; and Vito Bruno, AM/PM Mgmt.



Adam Ant has made his directorial debut behind the cameras of the latest video for TOMMY BOY/REPRISE Records recording artists INFORMATION SOCIETY. Pictured (l-r): Adam Ant, INFORMATION SOCIETY's Paul Robb, James Cassidy and Kurt Valaquen.



L.L. Cool J congratulates his new label mates Larry Larr and DJ Mad Ice, after a stellar performance at COLUMBIA's Rap Showcase. From left to right: Larry Larr, L.L. Cool J and Mad Ice (Larry's DJ).



LaFACE Records, the ARISTA-distributed label headed by L.A. Reid & Kenneth "Babyface" Edmonds, held a cocktail party honoring their latest signee - Jermaine Jackson. Shown (l-r): Kayo, Babyface, Jermaine Jackson, L.A. Reid and Daryl Simmons.

# CELINE DION "If There Was) Any Other Way"

FIRST WEEK:

## TOP40 MOST ADDED!

52 TOP40 REPORTERS OUT-OF-THE-BOX!

#1 AC MOST ADDED!

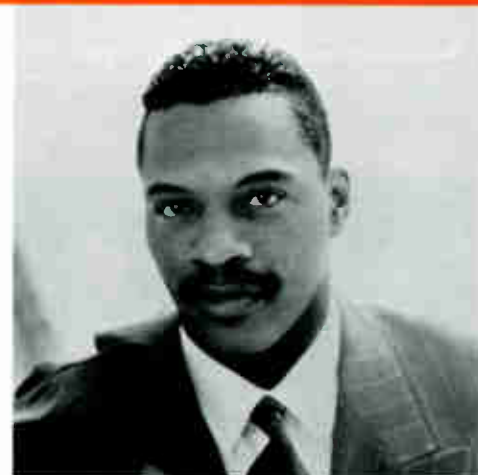
A HITMAKERS CRUSADE!



# ALEXANDER O'NEAL "All True Man"

#1 URBAN HIT!

HOT Action...	Q106 (D#30)	WKZL (Add)	K107 (Add)
WPLJ (D#34)	WMXP (D#29)	WDJX (30-27)	WLAN (27-22)
PWR106 (24-21)	KKRZ (25-21)	KIX106 (D#29)	99.9KHI (24-18)
KMEL (11-10)	KXXR (14-11)	FUN107 (Add)	G105 (30-25)
WIOQ (D#35)	FM102 (D#27)	Y102 (Add)	and more
WPGC (D#29)	WNVZ (16-13)	HOT95 (Add)	
WXKS (34-31)	KISN (29-26)	WABB (Add #26)	
PWR99 (Add)	KC101 (Add)	WTFX (Add #32)	



HITMAKERS MAINSTREAM TOP40: 39-36

CROSSOVER TOP40: 25-24 A Hitbound!

# FIREHOUSE

"Don't Treat Me Bad"

HOT Action...	KZ106 (7-5)	KQKY-FM (17-9)	WQUT (15-10)
Y108 (D#29)	KBOZ (40-36)	KSND (17-15)	WRQN (18-15)
WZPL (25-21)	KG95 (27-24)	KTUX (23-18)	WRQK (14-8)
WKZL (D#34)	KFBQ (20-12)	WKQD (14-8)	WYCR (13-11)
WFLY (33-24)	KFMW (9-7)	WKRZ (24-19)	Y94 (23-15)
WRVQ (12-8)	KLYV (29-21)	WLRW (25-20)	ZFUN (21-16)
	KKHT (17-15)	WNYP (D#27)	and more



"This is a perfect song for the resurgence of Mainstream Top40. This song is testing very well!" - GARRET MICHAELS, WZPL

"(14-8) Top-5 phones for the last 2 weeks! Don't daypart this record - it's an across-the-board SMASH!" - SCOTT HUGHES, WRCK



# CANDYMAN

"Nightgown"

Just Added MTV!

Early Believers:

WIOQ (Add #26)	HOT97.7
KTFM (Add)	FLY92
PWRPIG #38	WCKZ (Add)
B96 (Add)	KPRR (Add)
KXXR	WRHT

Over 800,000 Sold!

B95
WJAD (Add)
WFHT (Add)



# FACES & PLACES



Seen at the Gavin Convention (L-R): Jack Satter, Sr. VP/EMI; Mark Driscoll, OM/WIOQ-Philadelphia; Huey Lewis, EMI recording artist; Ron Geslin, VP/Promotion/EMI; Bob Lewis, PD/KGGG-Rapid City.



Jerry Sharell, Executive VP at Westwood One guested on the morning show at WPIC-AM (790) in Sharon, PA. Sharell (center) is pictured with morning co-hosts, Tony Costanza (left) and Jack Sandstrom (right). Sandstrom was Sharell's first boss at WPIC in 1961 and lived to talk about it!



Also pictured at this year's Gavin Convention (L-R): CHRYSALIS recording artist Elisa Fiorillo; KMEL PD Keith Naftaly and GIANT recording artist Tara Kemp.



After accumulating four consecutive #1 singles on previous albums, Whitney Houston and producer Narada Michael Walden have teamed up again for her current smash *All The Man That I Need*. The dynamic duo caught up with each other at an event to celebrate the completion of their project.



EPIC recording artist Gloria Estefan is congratulated by label execs following the first of four sold-out performances at the Miami Arena. (L-R): Glen Brunman, EPIC VP/Media & Artist Development; Larry Stessel, EPIC Sr. VP/Mktg.; Gloria Estefan; Polly Anthony, EPIC Sr. VP/Promotion; Dave Glew, President of EPIC Records; Emilio Estefan, husband, manager and co-producer; Dan Beck, EPIC VP/Product Development.



SBK recording group RIFF visits with the New York Mets! (Back row L-R): Dave Justice, Atlanta Braves; unidentified man; Dwight Gooden, NY Mets; Darryl Boston, NY Mets; Vince Coleman, NY Mets. (Middle row L-R): Kenny Kelly, Anthony Fuller and Steven Capers, members of Riff. (Bottom row L-R): Dwayne Jones and Michael Best of Riff.





**5 MINUTES**  
of **PURE**

**PROGRAMMING POWER!**

**QUEENSRYCHE**

*"silent lucidity"*

**HITMAKERS ADULT TOP40: New #39 A Hitbound!**

***Just Added At:***

**KZZP!!!**      **KBEQ!!!**      **WAPE!!!**  
**MIX96.5!!!**      **WZPL #29!!!**      **WKZL!!!**  
                          **KJ103!!!**      **WFLY!!!**

B98  
CKOI  
KBFM  
KGWY  
KIXY  
KMYZ #30  
KOKZ #40

KOYE  
KQHT  
KSKG  
KZII  
KZIO  
KZZB  
LIVE105.5

MAX94 #27  
Q104  
WEYQ  
WGRD  
WIFC  
WILN  
WJAD

WKOR  
WKSF  
WLAN-FM #31  
WPFM  
WQID  
WRTB  
WSNX

WSPK  
WTFX #35  
WYKS  
WZOK  
and more

***HOT Action:***

**KPLZ (26-23)**  
**KXYQ (29-25)**

**WNCI (32-29)**  
**KISN (D#28)**  
**MIX105.1 (D#27)**

**98PXY (28-25)**  
**WGTZ (35-31)**

**Z99 (20-16)**  
**WAPI (D#25)**  
**WRVQ (D#32)**

93Q (28-19)  
99.9KHI (D#29)  
KATM (24-20)  
KAYI (33-28)

KCHX (36-26)  
KHSS (17-11)  
KISR (34-29)  
KNIN (29-23)

KQIZ (D#25)  
KTUX (26-23)  
KZOZ (37-26)  
WCIL-FM (31-19)

WHDQ (D#28)  
WIQQ (31-25)  
WKFR (29-22)  
WKQD (26-23)

WNYP (31-20)  
WQCM (27-22)  
WSPT (20-14)  
WYCR (D#25) & more



# FACES & PLACES



**ELEKTRA ENTERTAINMENT  
NAMES TRACY HORTON!**  
Tracy Horton has been named  
National Manager Top40 Promotion.



**WARNER/ELEKTRA/ATLANTIC  
NAMES ALAN SHAPIRO!**  
Alan Shapiro has been appointed  
Director of National Sales.



**EMI RECORDS USA  
APPOINTS MARK GREEN!**  
Mark Green has been appointed  
Manager, Urban Promotion.



**EMI RECORDS USA  
APPOINTS BOB PAYNE!**  
Bob Payne has been appointed  
Associate Director, Publicity.



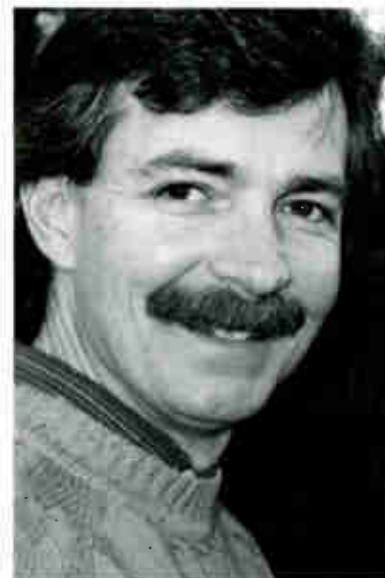
**EMI RECORDS USA  
APPOINTS STEVEN MANDEL!**  
Steven Mandel has been appointed  
Associate Director, Publicity.



**EAST WEST RECORDS AMERICA  
NAMES CHRISTLE PERKINS!**  
Christle Perkins has been named  
Sales and Marketing Coordinator.



**EAST WEST RECORDS AMERICA  
NAMES DENNIS BOERNER!**  
Dennis Boerner has been named Sales  
and Marketing Coordinator.



**COLUMBIA RECORDS  
NAMES SANDY THOMPSON!**  
Sandy Thompson has been named  
Local Promotion Mgr. Denver/Phoenix.



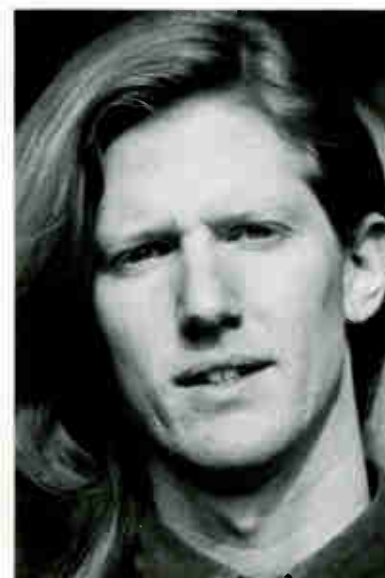
**SBK RECORDS APPOINTS  
JENNIFER GROSSBERNDT!**  
Jennifer Grossberndt has been  
appointed National Director, AC and  
Jazz Promotion.



**INDE. NAT'L. DIST., INC. (INDI)  
NAMES LOU DeBIASE!**  
Lou DeBiase has been named Vice  
President Sales and Operations for the  
pre-recorded music distribution network.



**MALVERNE DISTRIBUTORS  
NAMES TODD VAN GORP!**  
Todd Van Gorp has been named  
Executive Vice President/General  
Manager



**RHINO RECORDS  
APPOINTS TOM KENNEY!**  
Tom Kenney has been appointed  
National Director of Promotion.

# Cathy Dennis

"Touch Me (All Night Long)"



## HITMAKERS

MAINSTREAM TOP40: 29-23

CROSSOVER TOP40: 27-22

ADULT TOP40: 28-21

## Major Market Action:

HOT97 (10-6)	KKRZ (21-17)
WPLJ (33-29)	KBEQ (35-31)
Z100 (20-17)	KXXR (17-12)
POWER106 (35-32)	HOT102 (16-13)
B96 (14-11)	PRO-FM (24-18)
KMEL (D#30)	KWOD (31-28)
EAGLE106 (Add #28)	HOT97.7 (27-24)
WIOQ (19-10)	Q102 (30-26)
THE FOX (25-22)	WNCI (27-24)
WXKS-FM (18-15)	B97 (27-24)
KKBQ (D#30)	WZPL (29-24)
POWER99 (16-15)	HOT94.9 (27-23)
WBLI (27-20)	KISN (Add)
KPLZ (28-25)	KC101 (22-18)
B100 (Add #21)	WKSS (7-6)
Q106 (30-27)	WJRZ (Add)
Z90 (25-22)	98PXY (25-22)
KBQ (34-30)	Y107 (32-29)
B104 (Add)	KJ103 (36-33)
KDWB-FM (Add)	WKSI (D#24)
B94 (Add)	WKZL (30-24)
POWER PIG (25-21)	KISS104 (22-18)
Q105 (D#29)	WDJX (24-21)
KOY95 (22-19)	KIX106 (27-20)
KZZP (30-27)	WFLY (24-13)
WPHR (Add)	and more
Y108 (D#27)	

# Trash Can Sinatras

"Obscurity Knocks"



Just Added:

# WNVZ!!!

## 99.9KHI

## KCHX

## KF95

## KGWY

## KNIN

## KISR (D#40)

## and more

*Starting to  
Cross to Top40  
NOW!*



PolyGram Records

# TOP40 ADDS

The TOP 55 Markets In America

## # 1 • New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE • (212) 840-1035 ADDS: 2 WITHOUT HATS, KEEDY, BELL BIV DEVOE, PAJAMA PARTY,

WPLJ • PD: TOM CUDDY / MD: MIKE PRESTON • (212) 613-8900 ADDS: THE FIXX, HI-FIVE, DEEE-LITE,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE • (212) 239-2300 ADDS: ANOTHER BAD CREATION (#22), TESLA (#27),

## # 2 • Los Angeles

KIIS-FM • PD: BILL RICHARDS / MD: MICHAEL MARTIN • (213) 466-8381 ADDS: DIGITAL UNDERGROUND, R. TRESVANT f./Bobby Brown,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA • (818) 953-4200 NO ADDS THIS WEEK,

THE BEAT • PD: MIKE STRADFORD / MD: JOHN MONDS • (213) 466-9566 ADDS: RIFF (#33), KEITH WASHINGTON (#34), BELL BIV DEVOE (#35),

## # 3 • Chicago

B96 • PD: DAVE SHAKES / MD: TODD CAVANAHA • (312) 944-6000 ADDS: MUSTO & BONES (#30), SALT-N-PEPA, APRIL, CARTOUCHE, CANDYMAN,

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS • (312) 527-8348 ADDS: THE TRIPLETS (#28),

WYZZ • PD/MD: RIC LIPPINCOTT • (312) 984-0890 ADDS: GUY, SHEENA EASTON, SALT-N-PEPA,

## # 4 • San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI • (415) 391-1061 ADDS: SURFACE, TONYI TONII TONEI, NOMAD,

KSOL • PD: BOB MITCHELL / MD: RUSS ALLEN • (415) 341-8777 ADDS: DJ QUICK (#12), ANOTHER BAD CREATION (#17), ENVOGUE (#22), BELL BIV DEVOE (#26), SHEENA EASTON (#34), COLOR ME BADD (#35), WOOTENS,

## # 5 • Philadelphia

EAGLE106 • PD: BRIAN PHILIPS / MD: JAY BEAU JONES • (215) 667-3939 ADDS: C. DENNIS (#28), ANOTHER BAD CREATION (#29),

WIOQ • OM: MARK DRISCOLL / MD: PAM GRUND • (215) 667-8100 ADDS: BLACK BOX (#24), CANDYMAN (#26), KEEDY, divINYLS,

WUSL • PD: DAVE ALLAN / MD: OPEN • (215) 483-8900 ADDS: ENVOGUE, NIKKI D,

## # 6 • Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE • (313) 967-3750 NO ADDS THIS WEEK,

THE FOX • PD: JOHN McFADDEN / MD: THE JANITOR • (313) 398-1100 ADDS: KEEDY, ROXETTE, divINYLS,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON • (313) 871-3030 ADDS: divINYLS,

## # 7 • Washington, DC

MIX107.3 • PD: LORRIN PALAGI • MD: LAURA SHOSTAK • (202) 686-3252 ADDS: THE TRIPLETS (#28),

WAVA • PD: CHUCK BECK / MD: CHRIS TAYLOR • (703) 534-0320 ADDS: R.PALMER (#24),

WPGC • PD: JAY STEVENS / MD: ALBIE D. • (301) 441-3500 ADDS: MAXI PRIEST (#30),

## # 8 • Dallas

100.3JAMZ • PD: TOM CASEY / MD: M.C. JAMMER • (214) 556-8100 ADDS: B ANGIE B, LOOSE ENDS,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL • (214) 869-9700 ADDS: C&C MUSIC FACTORY, HI-FIVE, ANOTHER BAD CREATION,

STAR105 • PD/MD: BILL PASHA • (214) 716-7800 THE LIST IS FROZEN THIS WEEK,

Y95 • PD: FRANK MINIACI / MD: MIKE EASTERLIN • (214) 263-3695 ADDS: divINYLS (#32), SHEENA EASTON (#33), ANOTHER BAD CREATION (#34), ROD STEWART (#35),

## # 9 • Boston

WXKS-FM • PD: STEVE RIVERS / MD: JERRY McKENNA • (617) 396-1430 ADDS: PEBBLES w/Salt-N-Pepa (#32), JONZUN CREW, MICHELLE, BLACK BOX, JEFFREY OSBORNE,

WZOU • PD: STEVE PERUN / ASST. PD/MD: CADILLAC JACK McCARTNEY • (617) 290-0009 ADDS: C&C MUSIC FACTORY (#30), PEBBLES w/Salt-N-Pepa, COLOR ME BADD,

## # 10 • Houston

KISS98.5 • PD: JIM SNOWDEN / MD: TERRI WEBER • (713) 622-0010 ADDS: THE LIST IS FROZEN THIS WEEK,

KKKBQ • PD: DENE HALLAM / MD: JOHN GREY • (713) 961-0093 ADDS: R.E.M., CARTOUCHE, HI-FIVE,

KRBE • PD: STEVE WYROSTOK / MD: CHERYL BROZ • (713) 266-1000 ADDS: SEAL, R.E.M., JESUS JONES, REBEL PEBBLES,

MIX96.5 • PD: GUY ZAROLEON / MD: KURT KELLY • (713) 790-0965 ADDS: EXTREME, QUEENSRYCHE, THE FIXX,

## # 11 • Miami

HOT105 • PD: KEITH ISLEY / MD: MARK ANDREWS • (305) 445-5411 ADDS: NANCY WILSON, SYDNEY YOUNGBLOOD, VICTORIA WILSON-JAMES, ENVOGUE, SHEILA E., BLACK BOX, ALTITUDE, NIKKI D, NAJEE, THE GENIUS, ED O.G. & DA BULLDOGS,

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS • (305) 653-6796 ADDS: TONY MORAN, MONIE LOVE, AMY GRANT,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI • (305) 925-7117 ADDS: MARIAH CAREY (#26), THE REMBRANDTS (#28), divINYLS, THE TRIPLETS, JEFFREY OSBORNE,

## # 12 • Atlanta

POWER99 • PD: RICK STACY / MD: LEE CHESNUT • (404) 266-0997 ADDS: ROD STEWART, ALEXANDER O'NEAL,

STAR94 • PD: BILL CAHILL / MD: JIM MORRISON • (404) 261-2971 ADDS: CELINE DION (#18),

## # 13 • Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL • (516) 732-1061 ADDS: ENIGMA (#27),

## # 14 • Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN • (206) 223-5700 NO ADDS THIS WEEK,

KUBE • PD: BOB CASE / MD: OPEN • (206) 322-1622 ADDS: divINYLS (#24), STEVIE B (#25), ROD STEWART,

## # 15 • San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT • (619) 292-7600 ADDS: CATHY DENNIS (#21), MARK COHN (#24), MICHAEL McDONALD, JELLYFISH, CELINE DION,

Q106 • PD: KEVIN WEATHERLY / MD: MICHELLE SANTOSUOSSO • (619) 565-6006 ADDS: VOICES THAT CARE, MARIAH CAREY, SHEENA EASTON,

Z90 • PD: BRIAN WHITE / MD: MONROE GREER • (619) 585-9090 ADDS: DAISY D (#27), AFTERSHOCK (#28), JASMINE GUY (#29),

## # 16 • St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON • (314) 644-1380 ADDS: SHEENA EASTON (#34), THE FIXX (#35),

KHTK • PD: BRIAN BRIDGMAN / MD: KANDY KLUTCH • (314) 727-0808 ADDS: VOICES THAT CARE (#28), NEW KIDS (#29),

## # 17 • Baltimore

B104 • PD: TODD FISHER / MD: OPEN • (301) 466-9272 ADDS: TESLA (#20), CATHY DENNIS, EXTREME,

## # 18 • Minneapolis

KDWB-FM • PD: OPEN / MD: MR. ED LAMBERT • (612) 340-9000 ADDS: CATHY DENNIS, ESCAPE CLUB,

## # 19 • Anaheim

KEYZ • PD: CRAIG POWERS / MD: MARK MCKAY • (714) 774-9600 THE LIST IS FROZEN THIS WEEK,

## # 20 • Pittsburgh

B94 • PD: JOHN ROBERTS / MD: LORI CAMPBELL • (412) 381-8100 ADDS: divINYLS, MIKE + THE MECHANICS, CATHY DENNIS,

WMPX • PD: RICH HAWKINS / MD: BILL WEBSTER • (412) 821-6140 ADDS: MONIE LOVE, BLACK BOX, DIGITAL UNDERGROUND, SHEENA EASTON, BART & HOMER SIMPSON,

## # 21 • Tampa

POWER PIG • OM: MARC CHASE / MD: HAWK HARRISON • (813) 839-9393 ADDS: SHEENA EASTON (#36), SALT-N-PEPA (#39), CARTOUCHE (#40),

Q105 • OM: JOHN CLAY / PD: JAY TAYLOR • (813) 287-1047 ADDS: UB40 (#30), SHEENA EASTON, WILSON PHILLIPS,

## # 22 • Phoenix

KKFR • PD: STEVE SMITH / MD: PACO LOPEZ • (602) 258-6161 ADDS: P.C. QUEST, CARTOUCHE, TONYI TONII TONEI, JEFFREY OSBORNE, RIFF, MONIE LOVE,

KOY95 • PD: RICK THOMAS / MD: DENA YASNER • (602) 258-8181 ADDS: SHEENA EASTON, divINYLS,

KZZP • PD: STEF RYBAK / MD: DARCY SANDERS • (602) 964-4000 ADDS: UB40, QUEENSRYCHE, HAPPY MONDAYS, EXTREME,

## # 23 • Cleveland

WPHR • PD: CAT THOMAS / MD: ED BROWN • (216) 348-0108 ADDS: RUDE BOYS, CATHY DENNIS, UB40, C&C MUSIC FACTORY, THE FIXX,

## # 24 • Denver

KS104 • PD: DAVE VAN STONE / ASST. PD/MD: STACY CANTRELL • (303) 427-7700 ADDS: SURFACE (#27), MARIAH CAREY (#29), DAISY D,

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA • (303) 989-1075 ADDS: HI-FIVE, SHEENA EASTON, RIFF,

## # 25 • Portland

KKRZ • PD: MARK CAPPS / MD: BILL KEZLEY • (503) 226-0100 ADDS: C&C MUSIC FACTORY, THE FIXX, KEEDY,

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

## # 26 • Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY • (816) 531-2535 ADDS: EXTREME, QUEENSRYCHE, KEEDY, C&C MUSIC FACTORY,

KXXR • PD: STEVE DOUGLAS / MD: OPEN • (816) 421-1065 ADDS: LATOUR (#31), divINYLS (#35), SHEENA EASTON, MONIE LOVE, ROXETTE, RHYTHM TRIBE,

## # 27 • Milwaukee

HOT102 • PD: GREGG CASSIDY / MD: DANA LUNDON • (414) 771-1021 ADDS: divINYLS, SALT-N-PEPA, TRILOGY,

WKTI • PD: DANNY CLAYTON / MD: JOHN WOODY HARRISON • (414) 332-9611 ADDS: THE TRIPLETS, TARA KEMP, MIKE + THE MECHANICS,

## # 28 • Providence

PRO-FM • PD: PAUL CANNON / MD: TONY BRISTOL • (401) 433-4200 ADDS: CELINE DION (#32), HI-FIVE (#33), divINYLS (#34), JONZUN CREW, TESLA,

## # 29 • Sacramento

FM102 • PD: DAVE FERGUSON / MD: OPEN • (916) 920-1025 ADDS: LISETTE MELENDEZ, divINYLS, TONYI TONII TONEI, BINGOBOYS f./Princessa (#22),

KWOD • PD: GERRY CAGLE / MD: SHELLEY MORGAN • (916) 929-5000 NO ADDS THIS WEEK,

Y92 • OM: JEFF SATTLER / ASST. PD/MD: VINCE GARCIA • (916) 929-5325 ADDS: ROD STEWART (#24), AMY GRANT (#25),

## # 30 • San Jose

HOT97.7 • PD: KEN RICHARDS / ASST. PD/MD: JOHN CHRISTIAN • (415) 948-0977 ADDS: PAJAMA PARTY (#26), MONIE LOVE (#27),

## # 31 • Cincinnati

Q102 • PD: DAVE ALLEN / ASST. PD/MD: BRIAN DOUGLAS • (513) 763-5500 ADDS: NELSON (#33), divINYLS (#34), THE FIXX (#35),

## # 32 • San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON • (714) 889-2651 ADDS: TONYI TONII TONEI, BLACK BOX, CHRIS ISAAK,

## # 33 • Norfolk

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

WNVZ • PD: CHRIS BAILEY / MD: ELLIS B. FEASTER • (804) 497-1067 ADDS: PAJAMA PARTY, YA KID K, TRASH CAN SINATRAS, divINYLS,

## # 34 • Columbus

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE • (614) 224-9624 NO ADDS THIS WEEK,

## # 35 • San Antonio

KTFM • PD: RICK HAYES / MD: ROSS KNIGHT • (512) 599-5500 ADDS: TRILOGY, THE PARTY, CANDYMAN, KEEDY,

STAR93 • PD: JEFF SCOTT / ASST. PD/MD: MICHAEL NEWMAN • (512) 340-0800 ADDS: ROD STEWART,

## # 36 • New Orleans

B97 • PD: GREG ROLLING / MD: JOEY GIOVINGO • (504) 581-7002 ADDS: TEVIN CAMPBELL (#25), HI-FIVE (#26), divINYLS (#27), VOICES THAT CARE, KEEDY, RUDE BOYS,

## # 37 • Indianapolis

WZPL • PD: DON LONDON / MD: GARETT MICHAELS • (317) 637-8000 ADDS: THE TRIPLETS (#27), KEEDY (#28), QUEENSRYCHE (#29), THE FIXX (#30),

## # 38 • Salt Lake City

HOT94.9 • PD: RICH SUMMERS / MD: JOHN GRIFFIN • (801) 359-9536 ADDS: DEEE-LITE, ANNA MARIE, JASMINE GUY, R.E.M., KEEDY,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS • (801) 262-9797 ADDS: EXTREME, CATHY DENNIS, TESLA, CELINE DION,

## # 39 • Buffalo

WKSE • PD: MIKE EDWARDS / MD: MIKE MCGOWAN • (716) 884-5101 NO ADDS THIS WEEK,

## # 40 • Hartford-New Haven

KC101 • PD: JOHN SCOTT / ASST. PD/MD: TOM POLEMAN • (203) 776-4012 ADDS: divINYLS, RALPH TRESVANT f./Bobby Brown, MICHELLE, HARRIET, A.O'NEAL,

WKSS • PD: JEFFERSON WARD / MD: CHRIS WALSH • (203) 249-9577 ADDS: LATOUR, STEVIE B, FRANK SINATRA, WILSON PHILLIPS,

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST • (203) 522-1080 ADDS: LATOUR (#34), divINYLS (#40), MARIAH CAREY, SHEENA EASTON, RIFF,

## # 41 • Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: ERIK BRADLEY • (704) 342-4102 ADDS: BELL BIV DEVOE, PEBBLES w/Salt-N-Pepa, CANDYMAN, PAJAMA PARTY, SHEENA EASTON,

## # 42 • Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD • (407) 788-1400 ADDS: JASMINE GUY (#34), G. ESTEFAN (#35), KEITH SWEAT, SALT-N-PEPA,

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE • (407) 629-5105 ADDS: ENIGMA, CELINE DION, EXTREME,

XL106.7 • PD: STEVE KELLY / MD: SHADOW • (407) 339-1067 ADDS: TRILOGY, RIFF, THE PARTY, KEEDY, JANÉ'S ADDICTION,

## # 43 • Memphis

FM100 • PD/MD: STEVE CONLEY • (901) 726-0555 ADDS: VOICES THAT CARE,

## # 44 • Monmouth-Ocean, NJ

WJLK-FM • PD/MD: GARY GUIDA • (201) 774-7700 ADDS: AMY GRANT (#24),

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT • (609) 597-1100 ADDS: THE FIXX, TEVIN CAMPBELL, CATHY DENNIS,

## # 45 • Rochester

98PXY • PD: JOHN IVEY / MD: CAT COLLINS • (716) 325-5300 ADDS: R.E.M. (#21), NELSON (#30), MARK COHN,

## # 46 • Nashville

Y107 • PD: LOUIS KAPLAN / ASST. PD/MD: TOM PEACE • (615) 256-6556 NO ADDS THIS WEEK,

## # 47 • Dayton

WGYZ • PD: JEFF BALLENTINE / MD: RANDY ROSS • (513) 294-5858 ADDS: MIKE + THE MECHANICS (#32), HI-FIVE (#34), TARA KEMP (#35), NELSON, EXTREME, UB40, JELLYFISH,

## # 48 • Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD • (405) 840-5271 ADDS: P.C. QUEST, TESLA, THE TRIPLETS, MIKE + THE MECHANICS, QUEENSRYCHE,

Z99 • PD/MD: BILL BAILEY • (405) 942-3399 ADDS: TESLA, HARRIET, THE BLACK CROWES, MARK COHN, UB40,

## # 49 • Jacksonville

WAPE • PD: JEFF McCARTNEY / MD: GREG FRANCIS • (904) 725-9273 ADDS: R.E.M., THE FIXX, HI-FIVE, QUEENSRYCHE, RUDE BOYS,

## # 50 • Greensboro/Winston-Salem

WJMH • PD: BRIAN DOUGLAS / MD: JONATHAN J.D. DUNNING • (919) 855-6500 ADDS: TONYI TONII TONEI, C&C MUSIC FACTORY,

WKSJ • PD: RICH BAILEY / MD: TIM MEADOWS • (919) 275-9895 ADDS: TESLA, RICK ASTLEY,

WKZL • PD: CHUCK HOLLOWAY / MD: JON ZELLNER • (919) 759-2316 ADDS: MIKE + THE MECHANICS, MICHAEL McDONALD, QUEENSRYCHE, ALEXANDER O'NEAL, HI-FIVE, EXTREME,

## # 51 • Louisville

KISS104 • PD: JOEL WIDDOWS / MD: DAVID MICHAELS • (502) 583-5151 ADDS: TEVIN CAMPBELL (#29), THE TRIPLETS (#30), KEEDY (#31),

WDJX • PD: CHRIS SHEBEL / ASST. PD/MD: JILL MEYER • (502) 589-4800 ADDS: GERARDO, TESLA, THE FIXX,

## # 52 • West Palm Beach

WOVV • PD/MD: DAVE DENVER • (407) 659-2111 ADDS: CELINE DION, GERARDO, divINYLS,

## # 53 • Birmingham

KIX106 • PD/MD: BRIAN CHRISTOPHER • (205) 591-7171 ADDS: C&C MUSIC FACTORY (#28), HI-FIVE, RUDE BOYS, SHEENA EASTON,

WAPI • PD: MARK ST. JOHN / ASST. PD/MD: SCOTT BOHANNON • (205) 933-9274 ADDS: R.E.M., CELINE DION, THE TRIPLETS, MARK COHN,

## # 54 • Albany

WFLY • PD: TODD PETTINGILL / ASST. PD/MD: A.J. JACKSON • (518) 456-1144 ADDS: CELINE DION, QUEENSRYCHE, THE FIXX,

## # 55 • Richmond

WRVQ • PD: STEVE DAVIS / MD: LISA MCKAY • (804) 649-9151 ADDS: divINYLS, MICHELLE, NELSON, MONIE LOVE, EXTREME,

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**WIOQ (35-21) KS104 (15-11)**

**WHYT (D#25) HOT97.7 (7-6)**

**KJMZ (3-2) KGGI (4-3)**

**KISS98.5 (#3) WNVZ (#2)**

**Q106 (14-12) KTFM (#11)**

**KHTK (23-20) WKSS (D#26)**

**WFLZ (36-33) WAPE (D#27)**

**HOT101.5 (12-10)**

**HOT194 (19-16)**

**KBOS (6-5)**

**KCAQ (37-34)**

**KEZB-FM (5-4)**

**KKMG (13-10)**

**KKXX (12-8)**

**KPRR (14-8)**

**KWIN (13-10)**

**KYRK (18-13)**

**KZFM (11-9)**

**WHTK (29-26)**

**and more**



**RUTHLESS Records**

# TOP40 ADDS

## The Top Trendsetters In America

93Q / Syracuse PD: J.J. COOK / MD: JIM MEECH O (315) 446-9090 • ADDS: CATHY DENNIS, EXTREME, THE FIXX, NELSON, RIFF

93Q10 / Alexandria PD: HOLLYWOOD HARRISON / MD: PAUL MRO O (318) 445-1234 • ADDS: EXTREME, KEEOY, MONIE LOVE, RUDE BOYS

95XX / Charleston PD/MD: ADAM COOK O (803) 849-9500 • ADDS: CINDERELLA, THE TRIPLETS

95XII / Parkersburg PD: LARRY HUGHES / MD: MELISSA D'KELLEY O (304) 485-7425 • NO ADDS THIS WEEK

95XXX / Burlington PD: BEN HAMILTON / MD: OPEN O (802) 655-9530 • ADDS: ENIGMA, FIREHOUSE, JONZUN CREW

97KY / St. Mary's PD: GARY MITCHELL / MD: DREW DEBSHNER O (814) 834-9700 • ADDS: AMY GRANT (#18), EXTREME

99.9KH / Ocean City PD: HITMAN MCKAY / MD: "SLICK" CHRIS KELLEY O (301) 289-3456 • ADDS: CELINE DION, JESUS JONES, ROD STEWART, SHEENA EASTON, TRASH CAN SINATRAS

B93 / Austin PD: LISA TONACCI / ASST. PD/MD: TRACY AUSTIN O (512) 345-9300 • ADDS: EXTREME (#34), SHEENA EASTON (#35)

B98 / Kalspeil PD/MD: BENNY B. JR. O (406) 862-5565 • ADDS: BINGOBOYS f./Princessa (#38), C&C MUSIC FACTORY, EXTREME, HARRIET (#40), QUEENSRYCHE, ROD STEWART (#31), TRACIE SPENCER (#34), THE TRIPLETS (#35)

CHED / Edmonton, Alberta PD: WAYNE BRYANT / MD: JAMES STEWART O None • ADDS: CULTURE BEAT, DIVINYLS, E.M.E., HARRIET, THE REMBRANDTS, SIMPLE MINDS, STEVE B, WILD T.

CKDI / Montreal PD: BOB LEBOURO / MD: GUY BROUILLARD O (514) 766-2311 • ADDS: ASWAD (#40), BLACK BOX, QUEENSRYCHE, SHAWN CHRISTOPHER (#39), SIMPLE MINDS

ENERGY99 / Brownsville PD: KIRK DAVIDSON / ASST. PD/MD: TINA SIMONET O (512) 968-1548 • ADDS: EXTREME, HAPPY MONDAYS, R.E.M.

G105 / Raleigh PD: BRIAN PATRICK / MD: KATHY HART O (919) 683-2055 • ADDS: BINGOBOYS f./Princessa (#35), THE FIXX (#34), GERARDO, HAPPY MONDAYS (#33)

G98 / Portland PD/MD: ERIC ANDERSON O (207) 775-6321 • ADDS: JONZUN CREW, MIKE + THE MECHANICS, NELSON, R.E.M., S.EASTON

HOT11.5 / Tallahassee PD: LEE REYNOLDS / MD: RIC AUSTIN O (904) 877-1014 • ADDS: CANDYMAN, CARTOUCHE, DAISY DEE, DEE-LITE, THE PARTY, SHEENA EASTON (#31)

HOT95 / Jackson PD: JERRY LOUSTEAU / MD: SHADOW B. CRUIZE O (601) 366-1987 • ADDS: ALEXANDER O'NEAL, C&C MUSIC FACTORY, ESCAPE CLUB, HARRIET, KEEOY, SALT-N-PEPA, THE TRIPLETS

HOT99.9 / Easton PD: CLARKE INGRAM / MD: JIMMY JAHM O (215) 258-6155 • ADDS: HI-FIVE (#39), RIFF (#40)

HOT194 / Honolulu PD/MD: JAMIE HYATT O (808) 521-2313 • ADDS: GERARDO, RUDE BOYS (#28), SHEENA EASTON

JET-FM / Erie PD/MD: JIM COOK O (814) 455-2741 • ADDS: THE FIXX, VOICES THAT CARE

K106 / Beaumont PD: JEFF COCHRAN / MD: PAM PACE O (409) 769-2475 • ADDS: THE FIXX, HARRIET, UB40

K92 / Roanoke PD: EDDIE HASKELL / MD: DAVID LEE MICHAELS O (703) 774-9200 • ADDS: CINDERELLA

K96.7 / Austin PD: ROGER ALLEN / MD: JAY MICHAELS O (512) 474-9233 • NO ADDS THIS WEEK

KAGD / Klamath Falls PD: MIKE GARRARD / MD: None O (503) 884-0661 • ADDS: BREATHE, CELINE DION (#40), MIKE + THE MECHANICS, STYX

KAKS / Amarillo PD: JOHN MOESCH / MD: SANDY SCOTT O (806) 353-3500 • ADDS: CARTOUCHE, CELINE DION, J. DSORNE, JESUS JONES, MIKE + THE MECHANICS, SHEENA EASTON

KATM / Colorado Springs PD: MARK BLAKE / MD: JENNIFER BELL O (719) 548-1528 • ADDS: LYNCH MOB (#30), MIKE + THE MECHANICS (#27), R.E.M. (#26)

KAYI / Tulsa PD/MD: RICK UPTON O (918) 492-2020 • ADDS: ALEXANDER O'NEAL, EXTREME, JONZUN CREW, SHEENA EASTON

KBFM / McAllen-Brownsville PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO O (512) 383-4961 • ADDS: AFTERSHOCK, DAVE KOZ, EXTREME, FIREHOUSE, MONIE LOVE, P.C. QUEST, QUEENSRYCHE, UB40

KBHT / Crockett PD/MD: SUZAN KNOX O (409) 544-9894 • ADDS: CATHY DENNIS (#28), DAVE KOZ (#32), TRIPLETS (#33)

KBDS / Fresno PD: DON PARKER / MD: TREVOR CAREY O (209) 237-9361 • ADDS: BASS-O-MATIC, P.C. QUEST (#35), ROBERT PALMER, TONY! TONY! TONY! (#38), TRILOGY

KBOZ / Bozeman PD: DUANE BARNHART / MD: ROGER NELSON O (406) 586-5466 • ADDS: DIVINYLS, MIKE + THE MECHANICS, SHEENA EASTON, VOICES THAT CARE

KCAQ / Oxnard PD: ROOSTER RHODES / MD: ANNIE SAGE O (805) 483-1000 • ADDS: CELINE DION, DIVINYLS, ROD STEWART, SHEENA EASTON, THE TRIPLETS

KCHX / Midland PD/MD: DANNY MOJICA O (915) 561-8833 • ADDS: THE BLACK CROWES, CARTOUCHE, C&C MUSIC FACTORY, EXTREME, TRASH CAN SINATRAS

KCLD / St. Cloud PD: STEVE LINDELL / MD: CHARLIE DOUGLAS O (612) 251-1450 • ADDS: KEEOY (#33)

KCMO / Columbia PD: BRIAN HANSON / MD: OPEN O (314) 449-2433 • ADDS: THE FIXX, KEEOY, SHEENA EASTON

KEMW / Redding PD/MD: SIMON DE LA ROSA O (916) 243-5392 • ADDS: NILS LOFGREN w/Bruce Springsteen (#33), SIMPLE MINDS (#34)

KEZF-FM / El Paso PD: BOB WEST / MD: RICK RIVERA O (915) 533-9400 • ADDS: ROBERT PALMER (#25), WILSON PHILLIPS (#23)

KF95 / Boise PD/MD: DAVE STONE O (208) 888-4321 • ADDS: THE FAMILY STAND, THE FIXX, MIKE + THE MECHANICS, RALPH TRESVANT f./Bobby Brown, TRASH CAN SINATRAS

KFBQ / Waynesville PD: STEVEN GREENLEE / MD: TIM McHUTT O (314) 336-3133 • ADDS: C&C MUSIC FACTORY, NILS LOFGREN w/Bruce Springsteen, R.E.M.

KFBQ / Cheyenne PD: J.D. DANIELS / MD: DAVE COLLINS O (307) 634-4461 • ADDS: THE BLACK CROWES (#34), CARTOUCHE, C&C MUSIC FACTORY (#30), C. DION, CINDERELLA (#35), D. ASH (#40), ENIGMA (#22), EXTREME, THE FIXX (#37), HI-FIVE, JELLYFISH (#38), MIKE + THE MECHANICS, R.E.M., SHEENA EASTON (#39)

KFFM / Yakima PD/MD: GREG ADAMS O (509) 248-1460 • ADDS: ANNA MARIE, C. DION, MIKE + THE MECHANICS (#40), RHYTHM TRIBE

KFRY / Lincoln PD: BRAD KING / ASST. PD/MD: SUNNY VALENTINE O (402) 483-5100 • ADDS: C&C MUSIC FACTORY, EXTREME

KFTZ / Idaho Falls PD: JAY STEVENS / MD: BRENT O'BRIEN O (208) 523-3722 • ADDS: ANNA MARIE, CELINE DION, EXTREME, JESUS JONES, MIKE + THE MECHANICS, R.E.M.

KG95 / Sioux City PD: DENNY ANDERSON / MD: KEVIN KOLLINS O (712) 258-5595 • ADDS: CINDERELLA, DARLING BUDDS, JEFFREY OSBORNE, MIKE + THE MECHANICS, SHEENA EASTON

KGGG / Rapid City PD: BOB LEWIS / MD: MICHAEL STEELE O (605) 348-1100 • ADDS: GLEN FREY, KEEOY

KGDT / PD/MD: MARK MURPHY O (907) 563-3555 • ADDS: CELINE DION (#36), ENIGMA (#39), HI-FIVE

KGWY / Gillette PD: None / MD: MICHAEL BERRY O (307) 686-2242 • ADDS: QUEENSRYCHE, R.E.M. (#40), SHEENA EASTON, TRASH CAN SINATRAS, UB40

KHSS / Walla Walla PD/MD: CHUCK STEVENS O (509) 522-5412 • ADDS: THE BLACK CROWES, DIVINYLS, MIKE + THE MECHANICS, MS. ADVENTURES, THE TRIPLETS

KHTT / Santa Rosa PD: TIM WATTS / ASST. PD/MD: GLENN MITCHELL O (707) 545-3313 • ADDS: ALEXANDER O'NEAL, DIVINYLS, THE REMBRANDTS

KIMN-FM / Ft. Collins PD/MD: MARK CALLAGHAN O (303) 482-5991 • ADDS: DIVINYLS, ENIGMA (#34), EXTREME, KEEOY, NELSON, WINGER (#35)

KISM / Bellingham PD: ALLAN FEE / MD: MICHAEL JACK KIRBY O (206) 734-9790 • ADDS: CATHY DENNIS, JELLYFISH, MONIE LOVE, NELSON, ROD STEWART, THE TRIPLETS

KISR / Fort Smith PD/MD: BOB CHASE O (501) 785-2526 • ADDS: CELINE DION, DAVE KOZ, DIVINYLS, MARC COHN, MIKE + THE MECHANICS

KIXR / Ponca City PD: STEVE TAYLOR / MD: T. MORGAN O (405) 765-5491 • ADDS: ALEXANDER O'NEAL, THE BLACK CROWES, JAMES ADDICTION, LYING CLOUDB, RALPH TRESVANT f./Bobby Brown (#39)

KIXY / San Angelo PD/MD: DON ROBERTSON O (915) 949-2112 • ADDS: ANNA MARIE, HARRIET (#35), MIKE + THE MECHANICS (#36), QUEENSRYCHE

KJLS / Hays/Great Bend PD: TODD PITTEMBERG / MD: OPEN O (913) 628-1064 • ADDS: BILLY SQUIRE, JESUS JONES, MIKE + THE MECHANICS, POSIES, RHYTHM TRIBE, STYX

KKHT / Springfield PD/MD: DAVE ALEXANDER O (417) 883-9000 • ADDS: JESUS JONES, R.E.M.

KKMG / Colorado Springs PD: SCOOTER B. STEVENS / MD: TOM FRICKE O (719) 576-1100 • ADDS: C. DION (#36), DIVINYLS (#39), MONIE LOVE (#38), RIFF (#40), S.EASTON (#37)

KKRD / Wichita PD: JACK OLIVER / MD: GREG WILLIAMS O (316) 265-0721 • NO ADDS THIS WEEK

KKSS-FM / Albuquerque PD: JOHN JAYNES / MD: MAD MAX O (505) 265-1461 • ADDS: HI-FIVE, KEEOY, MICHELLE, ROD STEWART

KKXX / Bakersfield PD: CHRIS SQUIRES / MD: SPYBEE O (805) 322-9929 • ADDS: C&C MUSIC FACTORY, DIVINYLS, P.C. QUEST

KKYY / Little Rock PD/MD: BILL PRESLEY O (501) 378-0104 • ADDS: C&C MUSIC FACTORY (#31), CELINE DION, CINDERELLA, THE FIXX, JESUS JONES, MARC COHN, SHEENA EASTON

KLBO / El Dorado PD: MICHAEL STEEL / MD: RON WEST O (501) 863-5121 • ADDS: ANNA MARIE, DIVINYLS, HARRIET, MIKE + THE MECHANICS, THE TRIPLETS

KLUC / Las Vegas PD: JERRY DEAN / ASST. PD/MD: SAM REYNOLDS O (702) 739-9383 • ADDS: MICHELLE, ROXETTE, SHEENA EASTON

KLZY / Dubuque PD: JEFF DAVIS / MD: TIM JANSEN O (319) 557-1040 • ADDS: CELINE DION, ENIGMA, HI-FIVE (#40), JELLYFISH, ROD STEWART (#39), SHEENA EASTON, TESLA

KMKK / Lewiston PD: KEITH HAYENS / MD: KEVIN CHASE O (208) 746-5056 • ADDS: ANNA MARIE, CELINE DION, DIVINYLS, EXTREME, HARRIET, MIKE + THE MECHANICS, RIFF, VOICES THAT CARE

KMON / Great Falls PD: DAVE LEVIN / MD: P.J. MILLER O (406) 761-1000 • ADDS: CINDERELLA (#39), HARRIET (#34), ROD STEWART (#38)

KMYZ / Tulsa PD: MEL MEYERS / MD: TIM SMITH O (918) 665-3131 • ADDS: BILLY SQUIRE, QUEENSRYCHE (#30)

KNEN / Norfolk PD: KEVIN RAHFELDT / MD: TODD MICHAELS O (402) 379-3300 • ADDS: THE FIXX, JESUS JONES, MIKE + THE MECHANICS, R.E.M., SHEENA EASTON

KNIN / Wichita Falls PD/MD: J.J. MCKAY O (817) 855-6924 • ADDS: CELINE DION, KEEOY, MIKE + THE MECHANICS, R.E.M., TRASH CAN SINATRAS, UB40

KDKZ / Waterloo/Cedar Rapids PD: KATT SIMON / MD: RON NEWMAN O (319) 233-3371 • ADDS: CELINE DION, JESUS JONES, MIKE + THE MECHANICS, QUEENSRYCHE (#40), R.E.M.

KDYE / Laredo PD/MD: STEVE CHASE O (512) 723-4396 • ADDS: CELINE DION, DIVINYLS, GREAT WHITE, QUEENSRYCHE

KPAT / Sioux Falls PD: SCOTT MAGUIRE / MD: COREY WARD O (605) 339-9999 • ADDS: EXTREME (#30), KEEOY (#29), T. SPENCER (#26), S32-6515 • ADDS: CANDYMAN, SALT-N-PEPA

KPXL / Mt. Pleasant PD: ANDY CONNELL / ASST. PD/MD: SCOTT WILLIAMS O (214) 572-8726 • ADDS: BREATHE (#40), PEBBLES w/Babyface (#39), VOICES THAT CARE (#32)

KPRX / Anchorage PD: JASON PALMER / MD: STEVE KNOLL O (907) 243-3141 • ADDS: C&C MUSIC FACTORY (#35), VOICES THAT CARE

KQCR / Cedar Rapids PD: GARY OXON / MD: J.J. GERARD O (319) 363-2061 • NO ADDS THIS WEEK

KQHT / Grand Forks PD/MD: JAY MURPHY O (701) 746-1413 • ADDS: C&C MUSIC FACTORY, QUEENSRYCHE

KQIZ / Amarillo PD: STU SMOKE / MD: JOHN ANDERSON O (806) 353-6663 • ADDS: CELINE DION (#29), THE FIXX, JESUS JONES, MIKE + THE MECHANICS, SHEENA EASTON (#28)

KQXY-FM / Kearney PD/MD: MITCH COOLEY O (308) 236-6464 • ADDS: DANIEL ASH, JESUS JONES, MIKE + THE MECHANICS, NILS LOFGREN w/Bruce Springsteen, R.E.M., RHYTHM TRIBE

KQLA / Manhattan PD: MIKE TEMAAT / MD: None O (913) 776-0104 • ADDS: CELINE DION, FIREHOUSE, HARRIET

KRAJ / Johannesburg PD: PAT CARROLL / MD: CHARLIE WARREN O (619) 374-2151 • ADDS: DEE-LITE, DIVINYLS, THE FIXX, MIKE + THE MECHANICS

KRNQ / Des Moines PD: CHUCK KNIGHT / MD: LINDA AUSTIN O (515) 280-1350 • ADDS: C&C MUSIC FACTORY (#30), CHICAGO (#27), KEEOY (#28)

KRQ / Tucson PD: JOHN PEAKE / ASST. PD/MD: ROGER SCOTT O (602) 323-9400 • ADDS: HAPPY MONDAYS, ROD STEWART, TESLA

KRRG / Laredo PD: DEBBIE JO ADAMS / MD: CLAIR ORTEGA O (512) 724-9800 • ADDS: ANNA MARIE, THE BLACK CROWES, DEE-LITE, RHYTHM TRIBE

KSDR / Watertown PD: JIM AESOPH / MD: TROY SCOTT O (605) 882-1400 • ADDS: CINDERELLA, DARLING BUDDS, FIREHOUSE, THE FIXX, JELLYFISH

KSGG / Saimo PD/MD: RUSTY KEYS O (913) 825-4631 • ADDS: CELINE DION, JESUS JONES, MARC COHN, QUEENSRYCHE, R.E.M.

KSMB / Lafayette PD: STEVE SMALL / MD: "FAST EDDIE" NELSON O (318) 232-1311 • ADDS: EXTREME, KEEOY, NELSON, UB40

KSNQ / Eugene PD: CHRIS RUH / MD: DARRIN STONE O (503) 686-9123 • ADDS: GERARDO, R.E.M., RUDE BOYS, SHEENA EASTON

KTUX / Shreveport PD: KEN SHEPHERD / MD: KEN WALL O (318) 635-9999 • ADDS: CELINE DION, EXTREME, MARC COHN, MIKE + THE MECHANICS, R.E.M., ROD STEWART (#35)

KTKY / Jefferson City PD: BOBBY JACKSON / MD: KEVIN MICHAELS O (314) 893-5696 • ADDS: C&C MUSIC FACTORY, EXTREME, HARRIET, VOICES THAT CARE

KWIN / Stockton PD/MD: JOHNNY MILFORD O (209) 951-B165 • ADDS: BART & HOMER SIMPSON, COLOR ME BADD (#40), DEE-LITE, HI-FIVE (#40), RUDE BOYS, SHEENA EASTON, TRIDLOY

KWNZ / Reno PD/MD: RAY KALUSA O (702) 333-0123 • ADDS: HARRIET, MIKE + THE MECHANICS, MICHAEL McDONALD, STEELHEART, TARA KEMP

KWTF-FM / Waco PD/MD: DAVE CHRISTOPHER O (817) 776-5989 • ADDS: CATHY DENNIS, HAPPY MONDAYS

KXIQ / Bend PD/MD: ED ROSS O (503) 382-5611 • ADDS: THE BLACK CROWES, ROD STEWART (#27)

KYNZ / Ardmore PD: SCOTT BEYTON / MD: WINN PATTON O (405) 226-9475 • ADDS: GREAT WHITE, R. TRESVANT f./B. Brown, RICK ASTLEY

KYQQ / Wichita PD: LYMAN JAMES / MD: STEVE DAVIS O (316) 265-1065 • ADDS: HAPPY MONDAYS, JASMINE GUY, KEEOY, MARIAH CAREY, MICHELLE (#34), RIFF, SHEILA E. (#33)

KYRK / Las Vegas PD/MD: GREGG LENNY O (702) 731-9797 • ADDS: AFTERSHOCK, CARTOUCHE, DAISY DEE, DAVE KOZ, JONZUN CREW

KYYA / Billings PD: JACK BELL / MD: CHARLIE FOX O (406) 652-2280 • ADDS: DAMN YANKES, HARRIET, MIKE + THE MECHANICS

KYYY / Bismarck PD/MD: BOB BECK O (701) 224-9393 • ADDS: CELINE DION, THE FIXX, STEELHEART, TEVIN CAMPBELL

KZ93 / Peoria PD: OPEN / MD: GENE STERN O (309) 688-3131 • ADDS: MIKE + THE MECHANICS

KZBB / Ft. Smith PD: TOM BROWNE / MD: WILLIE STEVENS O (501) 646-2000 • ADDS: C. DION, CINDERELLA, EXTREME, J. DSORNE, MIKE + THE MECHANICS, SHEENA EASTON

KZFM / Corpus Christi PD: J.D. GONZALES / ASST. PD/MD: DANNY B. O (512) 883-3516 • ADDS: AFTERSHOCK, CARTOUCHE, DAISY DEE, P.C. QUEST, SHEENA EASTON, SHEILA E.

KZII / Lubbock PD/MD: CHUCK LUCK O (806) 794-7979 • ADDS: ANOTHER BAD CREATION, CELINE DION, CINDERELLA, ENIGMA (#26), QUEENSRYCHE, SHEENA EASTON, STEELHEART

KZIO / Duluth PD: JOHN MICHAELS / MD: TOMMY B. O (218) 728-6406 • ADDS: ENIGMA, FIREHOUSE, MIKE + THE MECHANICS, QUEENSRYCHE

KZOR / Hobbs PD/MD: MARK THE ROMAN O (505) 397-4969 • ADDS: THE FIXX, SHOOTING STAR, THE TRIPLETS

KZOU / Little Rock PD: OPEN / MD: JIMMY EDWARDS O (501) 661-0150 • ADDS: ANOTHER BAD CREATION, STEELHEART, VOICES THAT CARE

KZQZ / San Luis Obispo PD: SLAMMIN' SAM JACKSON / MD: RICK ANDREWS O (805) 489-1280 • ADDS: CELINE DION, EXTREME, R.E.M., RUDE BOYS, SHEENA EASTON

KZTB / Beaumont PD: RICHARD SPIRE / ASST. PD/MD: CHRISIE ROBERTS O (409) 833-0774 • ADDS: HAPPY MONDAYS, HI-FIVE, QUEENSRYCHE, UB40

LIVE5.5 / Painsfield PD: MATT HAMILTON / MD: TERRIE MICHAELS O (413) 499-3333 • ADDS: THE BLACK CROWES, DANIEL ASH, LYING CLOUDB, MS. ADVENTURES, QUEENSRYCHE, RHYTHM TRIBE, THE TRIPLETS (#40)

MAX94 / Ralls PD: TIM FLOYD / MD: ANGIE V O (314) 346-1590 • ADDS: THE FIXX (#28), QUEENSRYCHE (#27), ROLLING STONES (#26), ROXETTE (#29), TOY MATINEE (#30)

MIX92.1 / East Lansing PD: CURT SPAIN / MD: ANDY TAYLOR O (517) 332-8700 • ADDS: DARLING BUDDS, EXTREME, MONIE LOVE, RUDE BOYS

OK95 / Tri-Cities PD: PAUL WALKER / MD: GREG DeLANGE O (509) 586-2151 • ADDS: HAPPY MONDAYS, KEEOY, MIKE + THE MECHANICS

POWER102 / Augusta PD: NORM TANNER / MD: HOLLYWOOD HAZE O (803) 279-1300 • ADDS: THE BLACK CROWES (#25), JESUS JONES, THE TRIPLETS (#24)

POWER108 / Gulfport PD: STEVE SPILLMAN / MD: RAY MILLER O (601) 832-5111 • ADDS: CELINE DION, HI-FIVE, RIFF

POWER94.5 / Junction City PD: JAMES PHELPS / MD: KEVIN COLLINS O (913) 776-9494 • ADDS: CELINE DION, JOHNNY GILL, NELSON (#39), THE REMBRANDTS (#33), ROD STEWART, S. EASTON, VOICES THAT CARE (#32)

POWER98 / Myrtle Beach PD: GARY ZANE / MD: "SHOTGUN" TOM KELLY O (803) 236-9800 • ADDS: DAISY DEE, JASMINE GUY, KEEOY, MICHELLE

Q104 / Goldsden PD: LED DAVIS / MD: JEFF DONAVAN O (205) 543-3246 • ADDS: CELINE DION, DIVINYLS, QUEENSRYCHE, SHEENA EASTON

SLY96 / San Luis Obispo PD: JONATHAN HARTE / MD: DEAN CLARK O (805) 543-9400 • ADDS: KEEOY (#34), SHEENA EASTON

WAAL / Binghamton PD: DON MORGAN / ASST. PD/MD: MIKE ORZEL O (607) 772-8850 • ADDS: THE FIXX, RALPH TRESVANT f./Bobby Brown (#35), R.E.M., RIFF (#38)

WABB / Mobile PD: DENNIS REESE / ASST. PD/MD: KEVIN PETERSON O (205) 432-5572 • ADDS: ALEXANDER O'NEAL (#26), THE TRIPLETS

WAEB-FM / Allentown PD: RICK RYDER / MD: ERIC JOHNSON O (215) 434-4424 • ADDS: DARLING BUDDS, GLORIA ESTEFAN, JONZUN CREW, KEEOY, NELSON, TRIXTER

WAYS / Mazon PD: RICK WOODDELL / MD: SCOTT TYLER O (912) 741-9999 • ADDS: CINDERELLA, HI-FIVE

WAZY / Lafayette PD: JIM STACY / MD: RANDY KENYON O (317) 474-1410 • ADDS: C&C MUSIC FACTORY, CINDERELLA, KEEOY, NELSON

WBQJ / Augusta PD/MD: BRUCE STEVENS O (803) 279-8610 • ADDS: CELINE DION, R.E.M., SHEENA EASTON, TRIXTER, UB40

WBHQ / Bloomington PD: J.D. SCOTT / MD: JOHN WEIS O (309) 829-1221 • ADDS: DIVINYLS, R.E.M.

WBWB / Bloomington PD/MD: JIM CERONE O (812) 332-9292 • ADDS: ALEXANDER O'NEAL, C&C MUSIC FACTORY (#33), DIVINYLS, KEEOY (#35), NELSON (#34), SHEENA EASTON

WBXX / Bottle Creek PD: JOE DAWSON / ASST. PD/MD: ERIC DAVIS O (616) 963-5555 • ADDS: C&C MUSIC FACTORY, DIGITAL UNDERGROUND (#34), FIREHOUSE, RICK ASTLEY (#30), ROD STEWART

WCGO / Columbus PD: JOE McCLURE / MD: LEE McCARO O (404) 327-1217 • ADDS: CELINE DION, EXTREME, FIREHOUSE, GREAT WHITE, R.E.M., SHEENA EASTON

WCII-FM / Carbondale O PD/MD: TONY WAITERUS O (618) 457-8114 • ADDS: ENIGMA, ESCAPE CLUB, HAPPY MONDAYS, RIFF, ROLLING STONES, VOICES THAT CARE

WDBR / Springfield PD: JIM MOORE / MD: P.J. LACEY O (217) 753-5400 • ADDS: DARLING BUDDS, DIVINYLS (#32), ENIGMA (#31)

WDEK / DeKalb PD: DAVE BAVIDO / MD: OPEN O (815) 756-9250 • ADDS: DANIEL ASH, DEE-LITE, JESUS JONES, NILS LOFGREN w/Bruce Springsteen, RHYTHM TRIBE, SHEENA EASTON

WERZ / Exeter PD: PETER FALCONI / MD: KEN SPALDING O (603) 772-4757 • ADDS: THE BLACK CROWES, DIVINYLS, JELLYFISH (#29), MIKE + THE MECHANICS (#30)

WEYO / Marietta PD: JIM HOLLOWAY / MD: TRAVIS JONES O (614) 373-8873 • ADDS: C. DION, DARLING BUDDS, JESUS JONES, MIKE + THE MECHANICS, QUEENSRYCHE, SHEENA EAST



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KJLS (14-8)	WDBR (40-36)	WTBX (31-26)
KLYV (D#36)	WIXX (22-19)	WWFX (34-30)
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KFBQ (27-17)	KWNZ (Add)	WPFR (Add)
KHSS (6-4)	KYYY (Add)	WPST (D#38)
KISR (34-30)	KZII (Add)	WQGN (39-36)
KKYK (32-23)	KZOU (Add)	WSTO (25-20)
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# TOP40 ADDS

## The Top Trendsetters In America

- WJZM / LaCrosse PD: SAMANTHA STRONG / MD: OPEN (608) 782-1230 • ADDS: NELSON (#22), T. SPENCER (#23), THE TRIPLETS (#24),
- WJAD / Albany PD: JOHN DAWSON / MD: JOEY DEEE (912) 246-1650 • ADDS: CANDYMAN, C. DIOM, ESCAPE CLUB, THE FAMILY STAND, QUEENSRYCHE, RIFF, SHEENA EASTON,
- WJDO / Meridian PD: JOHN ANTHONY / MD: JAY RANDALL (601) 693-2381 • ADDS: CELINE DION, CINDERELLA, DIVINYLS, MIKE + THE MECHANICS, NELSON,
- WJLQ / Pensacola PD: BARRY RICHARDS / MD: JERRY YOUNG (904) 478-6011 • ADDS: C&C MUSIC FACTORY (#34), C. DIOM, MONIE LOVE, R.E.M., R. ASTLEY (#35), RIFF, SHEENA EASTON,
- WJDD / Akron PD: JEFF CLARK / MD: DAVE NICHOLAS (216) 836-4700 • ADDS: CINDERELLA, TARA KEMP,
- WKEE / Huntington PD: PAT PAXTON / MD: GARY MILLER (304) 525-7788 • ADDS: EXTREME, JELLYFISH, NELSON, STEVE B,
- WKFR / Lakeland PD: PHIL BRITTON / MD: GLENN DILLON (616) 344-0111 • ADDS: AMY GRANT, C&C MUSIC FACTORY, CELINE DION, EXTREME, ROBERT PALMER, STEELHEART,
- WKOR / Starkville PD: BILL THURLOW / MD: RICHARD FAIRHEART (601) 323-4980 • ADDS: C&C MUSIC FACTORY, GERARDO (#33), KEEDY, MIKE + THE MECHANICS, QUEENSRYCHE, STEVE B
- WKPE / Cape Cod PD/MD: KEITH LEAHRE (508) 255-3220 • ADDS: JONZUN CREW, NELSON,
- WKOD / Huntsville PD: MICHAEL BROOKS / MD: DAN LEWZIN (205) 721-9393 • ADDS: LYVING COLOUR, MIKE + THE MECHANICS,
- WKRZ / Princeton Township PD: KEN MEDEX / MD: JERRY PADDEN (717) 883-9850 • ADDS: C&C MUSIC FACTORY, CELINE DION, EXTREME, MIKE + THE MECHANICS, SHEENA EASTON,
- WKSF / Asheville PD: BRIAN MALONEY / MD: GLENN TRENT (704) 255-0603 • ADDS: QUEENSRYCHE, R.E.M.,
- WKSM / Pensacola PD/MD: PHIL DAVIS (904) 243-7676 • ADDS: GERARDO, KEEDY,
- WLAN-FM / Lancaster PD: DAVE MARINO / ASST. PD/MD: PETE MICHAELS (717) 394-7261 • ADDS: EXTREME (#32), GREAT WHITE, HI-FIVE (#29), KEEDY (#35), MARIAH CAREY (#30), QUEENSRYCHE (#31),
- WLRF / Champaign PD: MATT McCANN / MD: JOHN McKEIGHAN (217) 352-4141 • ADDS: DIVINYLS, EXTREME, HARRIET, KEEDY,
- WLXR / LaCrosse PD: TOM MARTENS / ASST. PD/MD: CHAD BRUESKE (608) 782-8335 • ADDS: SHEENA EASTON, THE TRIPLETS, WINGER,
- WNEE / Ft. Wayne PD: TONY RICHARDS / ASST. PD/MD: DAN BAKER (219) 447-5511 • ADDS: C&C MUSIC FACTORY,
- WNGV / Appleton-Oshkosh PD: DAN STONE / MD: BILL LINDY (414) 426-3239 • ADDS: FIREHOUSE, NIS LOFGREN w/Bruce Springsteen, ROD STEWART,
- WNKF / Fayetteville PD: DALE O'BRIAN / MD: SAMMY SIMPSON (919) 276-2965 • ADDS: MARC CONN, MIKE + THE MECHANICS, RALPH TRESVANT I./Bobby Brown, SHEENA EASTON, TEPIN CAMPBELL (#22),
- WNWK / Harrisburg PD: JOHN O'DEA / MD: SCOTT SHAW (717) 238-1402 • ADDS: EXTREME, HARRIET, THE PARTY,
- WNXK-FM / Columbia PD: JONATHAN RUSH / MD: JEFF McHUGH (803) 771-0105 • ADDS: C&C MUSIC FACTORY, DIVINYLS,
- WNYP / Hoon PD: STEVE CHRISTIAN / MD: MARK ST. JOHN (607) 756-2828 • ADDS: DAVE KOZ, THE FIXX, HAPPY MONDAYS, JANE'S ADDICTION, MS. ADVENTURES, R.E.M.,
- WQDI / Knoxville PD/MD: CLAY GISH (615) 531-2000 • ADDS: AMY GRANT (#25), R.E.M., T. CAMPBELL (#30), VOICES THAT CARE (#28),
- WOMP-FM / Wheeling PD/MD: CHUCK McGEE (614) 676-5661 • ADDS: CELINE DION, EXTREME, MIKE + THE MECHANICS, SHEENA EASTON, TRIXTER,
- WPFM / Panama City PD/MD: MIKE STONE (904) 234-8859 • ADDS: HARRIET (#35), HI-FIVE, QUEENSRYCHE,
- WPR / Terre Haute PD: KEVIN WEBB / MD: PAUL MYERS (812) 232-1300 • ADDS: DARLING BUDS, EXTREME (#37), MIKE + THE MECHANICS, SHEENA EASTON, STEELHEART,
- WPRR-FM / Altoona PD/MD: SCOTT ST. JOHN (814) 944-9456 • NO ADDS THIS WEEK,
- WPST / Trenton PD/MD: DAVE HOFFEL (609) 924-3600 • ADDS: EXTREME, R.E.M.,
- WPXR / Devenport PD: JOHN JUSTIN / MD: DAVE FERGUSON (309) 786-1800 • ADDS: EXTREME, MIKE + THE MECHANICS, TARA KEMP, TRIXTER,
- WQCM / Hagerstown PD: DAVID MILLER / MD: WILL KAUFMAN (301) 797-7300 • ADDS: R.E.M.,
- WQGN / Graton PD/MD: CHUCK DAVIS (203) 446-1980 • ADDS: CELINE DION, THE FIXX, JONZUN CREW, MIKE + THE MECHANICS, SHEENA EASTON,
- WQID / Biloxi PD: TODD MARTIN / MD: KEVIN "CRASH" DAVIS (601) 388-2323 • ADDS: CINDERELLA, EXTREME, JELLYFISH, MIKE + THE MECHANICS, QUEENSRYCHE, SHEENA EASTON,
- WQUT / Johnson City PD: RUFUS HURT / MD: STEVE MAHN (615) 477-3127 • ADDS: CELINE DION, MARC CONN, MIKE + THE MECHANICS, R.E.M.,
- WQXA / York PD: MARK FEATHER / MD: KIP TAYLOR (717) 757-9402 • ADDS: RUDE BOYS, SHEENA EASTON,
- WRCK / Utica PD: JIM REITZ / MD: SCOTT BURTON (315) 797-1330 • ADDS: CELINE DION, CINDERELLA, EXTREME, MIKE + THE MECHANICS, SHEENA EASTON,
- WRQN / Toledo PD: KEN BENSON / MD: J.J. RILEY (419) 891-1551 • ADDS: CELINE DION, DIVINYLS, EXTREME, THE FIXX,
- WRTB / Vincennes PD/MD: MIKE LAUF (812) 254-4300 • ADDS: AC/DC, DAVID LEE ROTH, EXTREME, INXS, JESUS JONES, MIKE + THE MECHANICS, QUEENSRYCHE, RALPH TRESVANT I./Bobby Brown, WARRANT,
- WSHX / Muskegon PD: HAZ MONTANA / MD: MARK McGILL (616) 733-2126 • ADDS: THE BLACK CROWES, GERARDO, QUEENSRYCHE,
- WSPK / Poughkeepsie PD: SEAN PHILLIPS / MD: STEW SCHWARTZ (914) 831-8000 • ADDS: PEBBLES w/Salt-N-Pepa, QUEENSRYCHE, STEVIE B,
- WSPT / Stevens Point PD: MICHAEL CLEMENS / MD: BRUCE FOSTER (715) 341-1300 • ADDS: MIKE + THE MECHANICS,
- WSTO / Evansville PD: BARRY WITHERSPOON / MD: OPEN (502) 685-2991 • ADDS: HI-FIVE,
- WTBX / Hibbing/Duluth PD/MD: BILL KLAPROTH (218) 262-4545 • ADDS: THE BLACK CROWES, CINDERELLA, RICK ASTLEY, TRACIE SPENCER,
- WTFX / Madison PD: PAT GALLEN / MD: CHRIS KELEY (608) 273-1000 • ADDS: ALEXANDER O'NEAL (#32), CINDERELLA, GREAT WHITE, KEEDY (#34), QUEENSRYCHE (#35),
- WVBS / Wilmington PD: DAVE ALLEN / MD: OPEN (919) 763-6611 • ADDS: ANOTHER BAD CREATION, THE FIXX, GREAT WHITE, RIFF, SHEENA EASTON,
- WVVC / Lansing PD: KEVIN ROBINSON / MD: LAURA KELLEY (517) 487-5986 • ADDS: GLORIA ESTEFAN, RICK ASTLEY,
- WVKS / Toledo PD/MD: MIKE WHEELER (419) 531-1681 • ADDS: CELINE DION,
- WVNA / Tusculum PD/MD: VERONICA DeMAY (205) 383-3500 • ADDS: THE FIXX, KEEDY, MIKE + THE MECHANICS (#35), RIFF,
- WYSR / Charleston PD/MD: BILL SHAHAN (304) 342-3136 • ADDS: HI-FIVE, MIKE + THE MECHANICS, RIFF, SHEENA EASTON,
- WWCK / Flint PD: LEE ST. MICHAELS / MD: BOB O'DELL (313) 744-1570 • ADDS: EXTREME (#40), HARRIET (#39), MONIE LOVE (#36), THE PARTY (#37), ROD STEWART (#38),
- WWFX / Bangor PD: DAVID COOPER / MD: KIDD KELLY (207) 338-2290 • ADDS: BOY GEORGE (#38), JANE'S ADDICTION (#39),
- WWWO / Glasgow PD: RICK FAULKNER / MD: DAVID HARRIS (502) 651-8375 • ADDS: MIKE + THE MECHANICS, RALPH TRESVANT I./Bobby Brown, SHEENA EASTON, STYX, THE TRIPLETS,
- WYCR / York PD/MD: DAVY CROCKETT (717) 637-3831 • ADDS: C&C MUSIC FACTORY, MIKE + THE MECHANICS, R.E.M., THE TRIPLETS (#29), TRIXTER,
- WYKS / Gainesville PD: JERI BANTA / MD: JIM FOX (904) 331-2200 • ADDS: ALEXANDER O'NEAL, CELINE DION, HI-FIVE, QUEENSRYCHE, SHEENA EASTON,
- WYYS / Columbia PD/MD: BILL MITCHELL (803) 796-8896 • ADDS: AMY GRANT (#9), CATHY DENNIS (#26), ENIGMA (#27), GLORIA ESTEFAN (#1), JAMIE JACKSON (#4), KEEDY, LONDBOAT (#2), MARIAH CAREY (#3), RICK ASTLEY (#21), ROBERT PALMER (#15), ROXETTE (#14), TARA KEMP (#8), TRACIE SPENCER (#5), THE TRIPLETS (#35), WHITNEY HOUSTON (#17), WILSON PHILLIPS (#7),
- WZOK / Rockford PD: TOM GJERDUM / MD: RICK JOHNSON (815) 399-2233 • ADDS: CATHY DENNIS, QUEENSRYCHE,
- WZYQ / Frederick PD: None / MD: BEN JAMIN (301) 663-5000 • ADDS: FIREHOUSE (#38), KEEDY (#37), VOICES THAT CARE (#36),
- XL93 / Grand Forks PD: MYKL MCKIRROY / MD: RICK ACKER (701) 746-0361 • ADDS: DIVINYLS, MARC CONN, NELSON,
- Z102 / Savannah PD/MD: RALPH WINNER (912) 233-8807 • ADDS: THE FIXX, KEEDY, R.E.M., SHEENA EASTON,
- Z104 / Madison PD: MATT HUDSON / MD: EXTREME (#40), HARRIET (#39), MONIE LOVE (#36), THE PARTY (#37), ROD STEWART (#38),
- Z93 / Kokomo PD/MD: SCOTT ALAN (317) 453-1212 • ADDS: THE BLACK CROWES, DIVINYLS, HARRIET, RHYTHM TRIBE, SHEENA EASTON, THE TRIPLETS,
- Z97 / Billings PD: CRAIG SULLIVAN / ASST. PD/MD: JETT ST. JOHN (406) 248-2681 • ADDS: DIVINYLS, HARRIET, MIKE + THE MECHANICS, SHEENA EASTON,
- ZFUN106 / Moscow PD: GARY CUMMINGS / MD: STEVE HELLER (208) 882-2551 • ADDS: C&C MUSIC FACTORY, JESUS JONES, KEEDY, MARC CONN, MIKE + THE MECHANICS, R.E.M.,

### JACKSON (from page 5)

(Edward Scissorhands) and Larry Wilson (co-author of Beetlejuice), with sets by Anton Furst (Batman). COLUMBIA Pictures Co-Chairmen Jon Peters and Peter Guber stated, "Michael Jackson is a national treasure, and we're absolutely thrilled in having him bring his creative genius to the COLUMBIA Pictures Entertainment family."

SONY executives and Jackson, whose last two albums have sold 40 million and 25 million worldwide and whose last tour grossed more than \$125 million, are currently selecting executives for the different divisions of Jackson's entertainment complex.

"Michael Jackson is a unique talent," noted SONY MUSIC President Tommy Mottola. "We're proud and delighted that one of the greatest artists of our time will be associated with SONY Music and its related companies for many years to come. Expanding SONY Music's relationship with Michael has been our dream for some time. The opportunities created through this agreement are exciting for the SONY family worldwide."

### STONE (from page 5)

success have never been greater. It's a thrill to go to work every day knowing I'll be working with such fantastic music in partnership with a terrific staff."

"Rick Stone is a music man," stated A&M President Al Cafaro. "He gets

excited and involved in the music he promotes. He has exceptional leadership and administrative abilities. His drive and dedication are an inspiration to his staff and make him an essential member of the A&M management team."

### CLAYTON (from page 5)

Clayton's PD opportunity came when 'KTI promoted Berlak to OM. WTMJ Inc. Exec. VP-Radio Doug Kiel stated, "Mike has done a tremendous job leading WKTI as PD and will now be able to spend even more time on strategic planning and big-picture items so WKTI maximizes its future opportunities."

"I appreciate the confidence Doug has shown in me," Berlak noted. "Getting to a more broad-based type of position has been a goal of mine."

"We were sorry to see Danny leave last year for Pittsburgh," he told **HITMAKERS**. "We're thrilled to have him back. The two of us worked very well together and now we will again. It's good to have the old team back."

### ARBITRON (from page 5)

lines of communication between Arbitron and its clients. "Communication has been our biggest problem," he admitted. "The key is to understand what they need. Our product can be very technical, and there's a lot of misunderstanding regarding how we do what we do. I've found that the more stations know about how the process works, the better they understand and use it, then they can

make recommendations on what else they need."

Arbitron will be taking its case to the stations. Susan Dingenthal, Eastern Division Manager of Radio Station Services, will meet and address programmers attending **HITMAKERS'** Northeast Regional seminar on March 23, while Guyther expects to attend the May 9-11 seminar in Chicago.

### MCA (from page 7)

smaller, more rural stations are playing more Rock, while the larger stations lean Urban to reflect their markets," he said. "Breaking Rock is a real challenge, but there is a trend developing for Mainstream Rock acts like Londonbeat, Sheena Easton and Glen Frey."

"For groups like Trixter and Steelheart, you get them on the radio, watch them react, and build on that. It takes time, but all good things take time. MCA plans on developing and breaking those bands in 1991."

An eight-year veteran of MCA, Steele has been National Pop Promotion Director, worked regional promo out of Atlanta and local promo out of Nashville.

"We have a wonderful staff," he said. "Al Teller, Richard Palmese and Steve Meyer have given me the opportunity to grow and expand with MCA, which has been very enjoyable and rewarding. I've learned a great deal from the field staff. Hopefully, my knowledge of the business will have a positive effect on them as well."

Martine, who will be responsible for all Top40 promotion, had been Director of Regional Promotion, West Coast for MCA, for the past five years. A 16-year veteran of the industry, he also ran his own independent promotion company, and worked in promotion at RCA, COLUMBIA and ARISTA Records.



**PAT MARTINE**

"Pat has been one of our most respected and hardest working Regional Directors," Meyer stated. "In his new capacity, he'll be able to maximize his talents and be even more valuable to us."

### PLG (from page 7)

POLYGRAM system, Kopecky had spent the last eight years as the San Francisco Branch Manager for the PGD. "Gerry was the perfect choice to head our sales operation," Dobbis noted. "His knowledge of the company, coupled with his aggressive yet realistic approach to retail and accounts, makes him the right guy for the job. I look forward to working with him, and to selling a lot of records for our label group."



**"GIRL'S LIFE"**

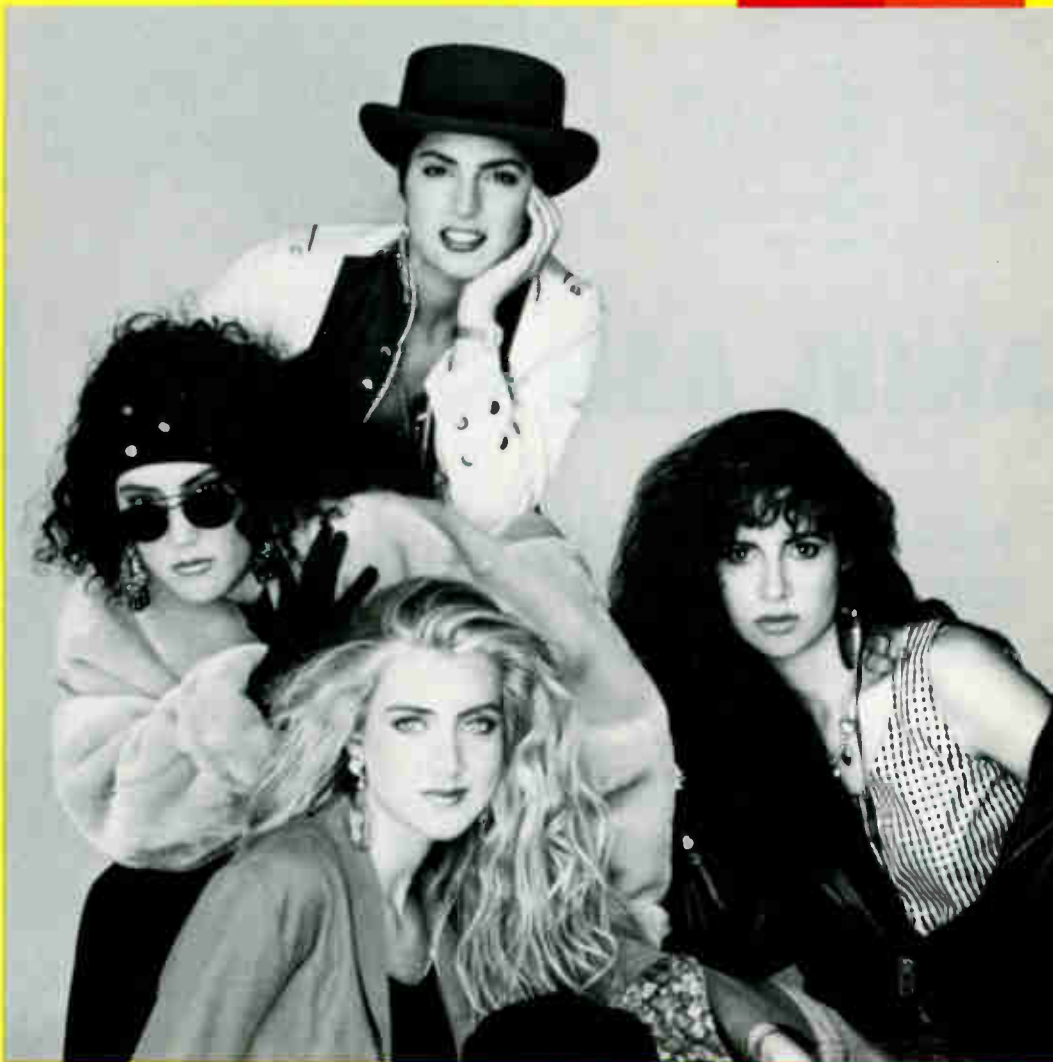
**DON PARKER, PD, KBOS (Add)**

"The first one worked very well for us and this one will follow in its footsteps. A fun, uptempo spring record and a perfect balance to the Urban-flavored dance out there."

**GARY ZANE, PD, POWER98 (Add)**

"This one fits us to a T! An uptempo, well-blended dance track that sounds too smooth on the air. It tested 100% initially, so check it out!"

**T H E**  
**RAINBOW**  
**GIRLS**



**Quality**  
RECORDS

# HI-FIVE "I Like The Way (The Kissing Game)"



**HITMAKERS MAINSTREAM TOP40: 40-37 A Crusade!**  
**CROSSOVER TOP40: 8-3 Top 15 Single Sales Nationally!**

HOT97 (34-31)	KEGL (Add)	KS104 (7-6)	WTIC-FM (34-28)
WPLJ (Add)	KISS98.5 (#6)	Y108 (Add)	WCKZ-FM (10-8)
THE BEAT (14-13)	KKBQ (Add)	KXXR (31-26)	102JAMZ (#4)
Z95 (24-21)	HOT105 (#2)	PRO-FM (Add #33)	WGTZ (Add #34)
KMEL (4-3)	Z90 (13-10)	FM102 (12-6)	WAPE (Add)
KSOL (5-4)	KHTK (D#30)	KWOD (36-32)	WJMH (7-4)
WIOQ (20-11)	WMXP (14-13)	HOT97.7 (23-18)	WKZL (Add)
WUSL (#2)	WFLZ (26-22)	KGGI (8-5)	KIX106 (Add)
WHYT (D#18)	Q105 (22-16)	WNVZ (10-6)	KTFM (23-20)
WPGC (4-2)	KKFR (11-9)	B97 (Add #26)	and more
100.3JAMZ (2-1)	KOY95 (19-16)	WKSS (29-20)	

## RICK ASTLEY "Cry For Help"

**HITMAKERS MAINSTREAM TOP40: 19-16**

**ADULT TOP40: 10-8 National Single Sales: #38**

Q101 (15-12)	KDWB-FM (16-15)	HOT94.9 (22-17)	KJ103 (D#35)
WAVA (D#23)	KEZY (#15)	KISN (13-11)	Z99 (13-10)
WXKS-FM (13-11)	KZZP (14-12)	KC101 (14-11)	WAPE (27-23)
KKBQ (23-20)	Y108 (30-21)	WKSS (22-19)	WKSI (Add)
KRBE (14-11)	KKRZ (14-12)	MIX105.1 (23-19)	WKZL (26-23)
MIX96.5 (10-8)	WKTI (D#21)	XL106.7 (20-17)	KISS104 (17-15)
STAR94 (12-10)	PRO-FM (17-15)	FM100 (20-16)	WDJX (23-18)
WBLI (16-8)	Y92 (9-5)	WJLK-FM (7-6)	WOVY (20-17)
KPLZ (18-14)	WMXN (#11)	98PXY (7-5)	WFLY (21-18)
B100 (16-13)	STAR93 (11-6)	WGTZ (13-8)	WRVQ (29-25)
KBQ (D#32)			and more



## DANIEL ASH "This Love"



**Just Added...**  
**KFBQ #40**  
**KQKY-FM**  
**LIVE105.5**  
**WDEK**  
**and more**

**HOT94.9 (28-25)**  
**KIX106 (D#30)**  
**KF95 (36-31)**  
**KISR (D#38)**  
**KJLS (40-33)**  
**KOKZ (40-36)**  
**WRTB (35-29)**  
**and more**





# STEVE RIVERS

Program Director, KISS108, Boston, MA

by Kevin Carter

**YOU'VE COMPILED A VERY IMPRESSIVE RESUME. COULD YOU PROVIDE A BRIEF THUMBNAILED SKETCH AS TO WHERE YOU WERE BEFORE YOUR CURRENT GIG AT KISS108?**

I started programming in Providence, RI in 1975-'76 at WGNG, which was consulted by Kent Burkhardt at that time. I then went to WAPE Jacksonville and KOPA AM/FM in Phoenix. Next I went to Q105 Tampa, then KMEL San Francisco, KIIS L.A., WZOU Boston and now across town at KISS108.

**IT ALL SOUNDS INCREDIBLY EASY AND CASUAL, BUT THERE WERE A LOT OF MECHANICAL THINGS GOING ON. FOR INSTANCE, HOW DID YOU MAKE THAT TRANSITION FROM KOPA IN PHOENIX TO EDENS BROADCASTING'S Q105?**

Scott Shannon had just gone to New York to put Z100 on the air. I had been in Phoenix for about seven years and I was ready to move on. Scott suggested that I get in contact with Q105. Within two weeks I left Phoenix for Q105 as the PD.

It was an incredible radio station. Scott had done a great job setting up the Morning Zoo, which was still the most popular show in the market. I learned a lot about Scott even though he wasn't in the building. I observed all the systems he had in place. That was when I first learned how a good morning show goes together.

**CLEVELAND WHEELER WAS THERE AT THE TIME, WASN'T HE?**

Cleveland Wheeler was there and we hired Terence McKeever to be his partner.

**EXPLAIN HOW THE KMEL SITUATION PRESENTED ITSELF.**

My next move was to be a programmer in a top-5 market, and the KMEL opportunity became available. Rick Lee, the GM at that time, flew me out to San Francisco and I stayed at his house for two days. We drove all over the marketplace and really got to know each other.

He was very interested in taking KMEL to the next level. He had been the GM when it was AOR. He realized that AOR was dying out in that marketplace and was interested in Top40. Nick Bazzo, the original PD who made the transition, left for Pittsburgh so Rick Lee asked me to come to San Francisco and I jumped at the chance.

**WHAT WAS KEITH NAFTALY'S ROLE BACK THEN?**

Keith was the music coordinator and Jack Silver was the Music Director. I switched things around, making Jack the APD and Keith the MD. Jack worked with me later at KIIS in Los Angeles. He's still there, producing The Rick Dees Show, and he's very talented.

**AT THE TIME, DID YOU SENSE THAT KEITH HAD THAT "EAR" TO PICK AND CHOOSE THE MUSIC ON KMEL?**

Absolutely. He knew the music extremely well, but at the time he didn't know a lot of the formatics and background that you learn as PD.



Keith and Jack were a good counterbalance. Jack was very Top40 formatic-oriented; the three of us were a great team.

**AFTER YOU GOT KMEL TO ITS NEXT LEVEL, YOU WENT TO KIIS-FM IN LOS ANGELES. WHAT WAS THE STATE OF THE STATION WHEN YOU CAME IN?**

POWER had been on the air for about two books and was really starting to eat away at the KIIS numbers. POWER was obviously very centered on capturing the Hispanic audience base and they were successful. Before POWER came on, KIIS' cume was about 50 or 60 percent Hispanic, so they really damaged KIIS' overall numbers.

My job was to focus the station and make sure that things didn't go south. It wasn't easy, yet we were successful. While most trade magazines would print headlines such as "POWER Beats KIIS Again," in reality, we really were the winners. Until the soft diary was introduced in LA, KIIS was number one 25-54, usually by two or three share points over every other station, including KOST. We were number two 18-34 behind POWER, and third in teens, so that gave us a very strong number two 12-plus share, and in all the key demos we killed everybody else.

**DID YOU HAVE TO MAKE SOME MUSIC ADJUSTMENTS TO CATER**

**TO THAT HISPANIC BASE OR DID YOU WANT TO STAY MORE MASS APPEAL?**

We tried to stay as mass appeal as possible, but there's no way to ignore the Hispanic audience in Los Angeles. So we paid attention to it. At that time, there was room for both KIIS and POWER in Los Angeles.

**AFTER PROGRAMMING PREDOMINANTLY ON THE WEST COAST WITH ITS OWN SET OF QUIRKS AND RULES, YOU MAKE A QUANTUM LEAP 3,000 MILES TO BOSTON. HAD YOU EVER EVEN BEEN IN THE MARKET BEFORE?**

*"Fresh, new music combined with 'hit' concentration makes for a dynamic station presentation."*

No. I dropped in on the East Coast in Philadelphia early in my career, spent time in Florida and I programmed in Providence, but that was really it. It was a transition. It was actually tougher getting used to the weather than getting used to the audience.

**WHAT WERE THE MAJOR DIFFERENCES IN PROGRAMMING TO AN EAST COAST AUDIENCE THAN TO FOLKS ON THE WEST COAST?**

The West Coast is very transient, especially Los Angeles. Los Angeles is not a city that has roots, per se, whereas the opposite is true on the East Coast, especially the upper Eastern Seaboard. People live here most of their adult lives and raise families here, so they're not as transient. They tend to be a little more loyal to the stations they listen to, especially the upper demos, which is why I think the AM stations in Boston continue to do well over the years.

**BOSTON IS A CITY OF DIVERSE NEIGHBORHOODS. IT HAS A VERY BIG BLUE-COLLAR BASE AS WELL AS A LARGE COLLEGE AUDIENCE.**

There's a large college audience, Italian base and Irish population. Ethnically, it's a very diverse city.

**IT MUST BE TOUGH TO**

**PROGRAM TO A TRANSIENT COLLEGE AUDIENCE.**

Absolutely. They certainly influence the record buying patterns here. As far as Arbitron is concerned, they don't really get measured if they live on campus. We do try to reflect what's going on with them. We pay attention to the music that sells at Tower. We're in tune with it, but our job is to really hit the diary keepers so we pay more attention to them.

**TELL US ABOUT YOUR CURRENT SITUATION AT WXKS. THEY'VE BEEN MARKET-DOMINANT FOR ABOUT NINE YEARS NOW. WHAT'S IT LIKE TO PROGRAM A LEGENDARY STATION?**

I approach it very differently than I did at 'ZOU. 'ZOU was an unfocused station. We put together a really tight, highly researched music mix and scored immediate numbers.

KISS108 is built on heritage and longevity. There isn't another Top40 in the country that's been able to maintain the same full-time air staff for a decade like this station. There's obviously some sensitivity to handling and working with the personalities. I've been able to bring a different look at the music mix, formatics and so forth to the table.

**WHAT DO YOU MEAN BY, "A DIFFERENT LOOK AT THE MUSIC MIX?"**

One of the musical strengths of KISS108 has always been its ability to interest listeners in new music. Fresh, new music combined with "hit" concentration makes for a dynamic station presentation.

**ARE YOU HEAVILY DAYPARTED?**

Yes, there are different levels of dayparting. Things open up at about 3:00.

**TELL US ABOUT YOUR STAFF. THEY'RE MARKET LEGENDS.**

Matt Siegel has been here about 10 years. Before coming to KISS, he was on a late-night TV show here in Boston, and then prior to that he was working at WBCN. J.J. Wright, who has been in the market for over 10 years, does middays. Previously, he was at WRKO with Dale Dorman, who was the morning guy at 'RKO. Now he's doing afternoons for us, and he's been here for about 12 years.

Ed McMahon was really the last full-time air personality to be hired and that was almost nine years ago. Ed came to KISS from the Metroplex station in Tampa, among other

*(Continued on following page.)*

(Continued from previous page.)

stations. He's worked at Y100; he's a good strong personality. Lady D, Diana Steele, who does 10-2 at night, started out here as an intern maybe seven years ago. There's a close knit feel to the air staff.

**IN A BUSINESS WHERE PEOPLE DON'T HOLD THEIR JOBS FOR ANY LENGTH OF TIME, TO HAVE PEOPLE IN THE SAME JOB FOR 10 OR 12 YEARS IS A TRIBUTE TO THE STATION.**

It's something that money can't buy. People know these air personalities when they go out and make public appearances. In most markets, the only disk jockey that shows up in diaries is Casey Kasem. That's not true here. These people show up in diary comments consistently, book after book.

**WHERE DO YOU SEE THE NEXT POOL OF TALENT COMING FROM? DO YOU THINK PEOPLE IN RADIO NOW ARE AS PREPARED AS "WE WERE?"**

Many young PDs don't have the background. I was fortunate to be able to work with a lot of really good teachers over the years. Now it's time for people like myself, Garry Wall in Tampa and a host of others on the same level to teach the up-and-comers how to do what we do.

**HAVE YOU ALSO FOUND THAT SOME OF THE YOUNGER PEOPLE WANT SHORTCUTS TO THE TOP AND DON'T WANT TO PUT IN THE YEARS NECESSARY TO BECOME A WELL-ROUNDED PROGRAMMER?**

The only way to become a well-rounded programmer is to go through a lot of different rating battles. That's the only way you learn. There's really no shortcut to the top. You have to be willing to do what it takes. It might involve moving your family around more than you care to, but you must do what it takes to learn.

Stay at your present situation until you've learned everything that you can, and keep your eyes open. Know where you want to go next, which companies are hot, aggressive, take care of their people and respect good radio. Then try to get as much of your foot in the door as you can.

**WHAT ABOUT THE CHANGING NATURE OF RADIO? WITH THE BANK SITUATION'S BOTTOM LINE PERSPECTIVE, PEOPLE WANT INSTANT RESULTS AND UPPER DEMOS AT ANY COST. WHAT DO YOU SEE HAPPENING?**

It's a duplication of the process that we went through back in 1980 when people strictly wanted 25-54s. A lot of owners and upper management misread that cue and, in the process, we destroyed some great Top40 stations. In Phoenix for example, we took what was a strong healthy Top40

station and turned it AC for about a year and blew off half our numbers.

**ARE YOU REFERRING TO KOPA?**

Right. Eventually we came to our senses and decided it was time to go back and do what we did best. I hate to see that happen again. I understand the reasons for it, but if you do your job right, put together a killer morning show and pay attention to your homework regarding the music, you should be able to skew a little wider than 18-34.

**IN A RECENT TOP40 COLUMN, GUY ZAPOLEON CITED SOME SCARY TRENDS IN THE BUSINESS THAT COME UP EVERY DECADE OR SO. RIGHT NOW, A LOT OF PEOPLE ARE RUNNING SCARED.**

That does happen. The good news is that the banks are getting out of the radio business and they're putting it back in the hands of the operators, where it really belongs.

*"The only way to become a well-rounded programmer is to go through a lot of rating battles. That's the only way you learn."*

**HOW ABOUT SOME ADVICE TO A YOUNG PROGRAMMER WHO'S GETTING HEAT FROM HIS GM TO TURN THINGS AROUND BECAUSE THE SALES DEPARTMENT CAN'T SELL NUMBERS?**

The best relationship that you can have is to work together with the sales department. What the PD and GM have to remember is that the only thing you have to sell is your product, and if you tamper or dilute it and take it off course, you're going to have to deal with what happens in the Arbitron.

Both the GM and the PD need to be the policemen and do what it takes to protect the product. Today, more than ever, we're deluged with sales promotions. Some can be used intelligently, but they all should be scrutinized with good common sense.

**WHEN SHOULD YOU QUESTION WHAT'S GOING ON AND WHEN SHOULD YOU MAKE PLANS TO GET OUT?**

I suggest that as a PD, you sit down with your GM to write up goals for the station, things that you want to accomplish over the next year. Put this together in a written game plan and make sure that the GM and Sales Manager have a copy. When things go off-track, you can bring it back to center by returning to your game plan and say, "Look, we've all agreed to this. This is what we have to do."

Now in theory, if you've all agreed

to this, the station should remain focused. If, however, management tends to deviate from what they've agreed to, then you have to start looking around.

**HAS KISS108 MADE ANY MUSICAL ADJUSTMENTS TO GO AFTER THESE UPPER DEMOS?**

KISS has always been extremely strong in the upper demos, so not much adjustment is required.

**WHY DID 'ZOU HAVE MORE TEENS THAN KISS? WHAT WERE THEY DOING DIFFERENTLY?**

KISS wasn't properly targeted at night. I'm now making KISS hit-based.

**WHAT KIND OF PROMOTIONS ARE YOU DOING? KISS OBVIOUSLY HAS NAME RECOGNITION IN THE MARKETPLACE, BUT WHAT ARE YOU GUYS DOING TO REINFORCE THE CALL LETTERS ON THE STREETS?**

Every spring we do the famous KISS concert. This year's concert, #12, is in the works, creating an incredible buzz in the streets. Each year it gets bigger and better.

**IS IT HELD AT BOSTON GARDEN?**

No, we hold it at Great Woods, an outdoor venue. It's an all-day event, starting at 12 noon and running through 10 pm.

I've done this a couple of times at other places. In Los Angeles we ran The Endless Summer Jam. The key is organization. There must always be someone onstage to entertain the audience so there's no lapse in performers.

**HOW DO YOU MAINTAIN THE FUN SOUND ON THE STATION? DO YOU DO ANY SMALL PROMOTIONS ON THE AIR?**

One of our most interesting small promotions is the KISS Company Challenge. It's the morning team versus the afternoon team, so there's some recycling.

We have almost a six-month waiting list for companies that want to participate. The same two companies go against each other all week and Friday, whoever's score is higher wins whatever the prize is we're giving away. Usually it's big money split among everybody at the office.

**YOU'RE STILL GETTING YOUR**

**FEET WET IN BOSTON. HOW ARE YOU FITTING IN THERE?**

This will be year number two so I'm really getting into it. It's a great, beautiful place to raise a family. A lot of fun things happen throughout the year. St. Patrick's Day is the equivalent of Christmas; people here like to have fun.

**DO YOU HAVE A FAMILY?**

Yes. My wife, Maureen Matthews, is also a Program Director. She programmed KNUA in Seattle and was also the Program Director of NICHE29 at Transtar when we lived in Los Angeles. She was the Marketing Director for us over at 'ZOU. She's currently free-lancing national voice work and TV commercials. We also have three daughters, ages one, eight, and 14.

**DO YOU USE HER A LOT AS A SOUNDING BOARD?**

All the time. I rely on her a lot; she comes up with some great ideas and is very radio-smart.

**THERE'S A NEW PLAYER IN BOSTON: WBMX, FORMERLY WROR. PRESUMABLY, THAT FORMAT IS STILL IN TRANSITION. HOW ARE THEY SOUNDING?**

They retained the same air staff, which surprised me, and the music obviously is well-tested, so all-in-all, they sound pretty good. It's primarily a background radio station. I don't know if that'll change, but it sounds quite a bit like the same old station, 'ROR, with a fresh coat of paint on it.

**DO YOU PERCEIVE AN UPPER DEMO THREAT TO YOUR STATION?**

Every new radio station creates curiosity cuming.

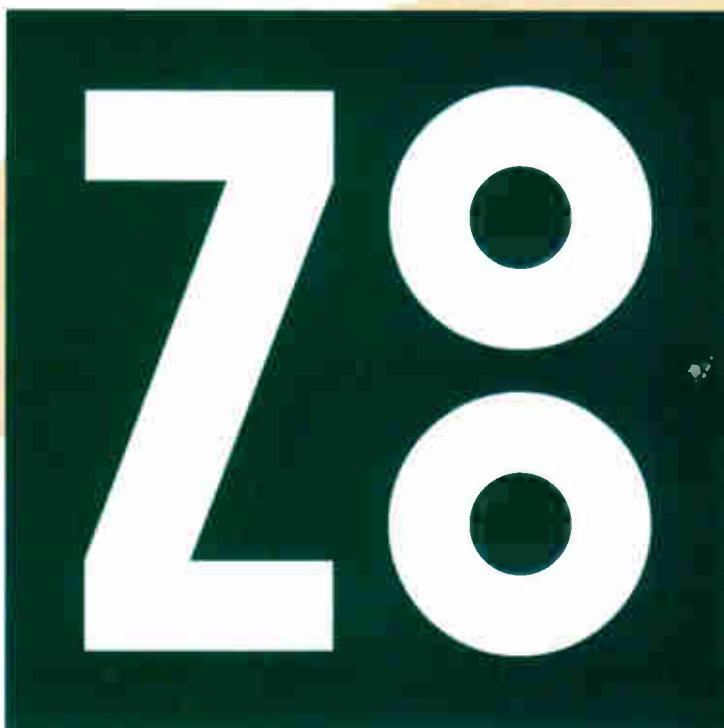
**WHERE DO YOU SEE YOURSELF FIVE TO TEN YEARS FROM NOW?**

One of the reasons I came to Pyramid is that Richie Balsbaugh, John Madison and the corporate staff are interested in the future of radio on a very big scale. They're currently involved with some syndication overseas, they're interested in the DAB process, and on the horizon, I can see that I'll be able to do a lot with this company.

**ANY CLOSING THOUGHTS OR ADVICE YOU'D LIKE TO GIVE TO YOUNG PROGRAMMERS WHO ARE BACK WHERE YOU WERE 15 YEARS AGO?**

Well, 15 years ago I never would have thought that I'd have the opportunity to work at so many great stations. It's a great business. I say, "Pay your dues and roll with it." There's nothing else I'd rather do; this is it!

**HM**



**ZOO. The human record company with the animal name.**



<b>6363</b>	<b>TEL</b>	<b>1133</b>	<b>TEL</b>
<b>Sunset</b>	<b>213</b>	<b>Avenue</b>	<b>212</b>
<b>Boulevard</b>	<b>468</b>	<b>Of The</b>	<b>930</b>
<b>Hollywood</b>	<b>4200</b>	<b>Americas</b>	<b>4750</b>
<b>California</b>	<b>FAX</b>	<b>3rd Floor</b>	<b>FAX</b>
<b>90028</b>	<b>213</b>	<b>New York</b>	<b>212</b>
	<b>468</b>	<b>New York</b>	<b>930</b>
	<b>4207</b>	<b>10036</b>	<b>4719</b>



# EAR TO THE GROUND



Hey look! Here's **QUALITY RECORDS**' #1 Chart-Topping recording artist **TIMMY T** visiting the luxurious **HITMAKERS** offices recently. Pictured L to R: **HITMAKERS**' own **PAMELA JOUAN**, **SAM HERNANDEZ**, **QUALITY RECORDS**, **TIMMY T**, and **HITMAKERS**' **KEVIN CARTER**, **SUSAN SCHIFTER** and **JACK KUGELL** as *The Beaver*.

## Late-Breaking News And Inflammation:

Well, they evidently performed an exorcism last weekend in Chicago, as **HELL94.7** (the former **Z95**) changed again, this time to **HOT94.7FM**. The direction of the station is definitely more Mainstream, but don't look for **RIC LIPPINCOTT** and **CO.** to rest on their laurels. Expect more fun stuff soon as the Top40 battle in Chicago continues!

Congrats to one of our faves, **MICHAEL NEWMAN**, who is applying his brand new Velcro PD stripes even as we speak. He landed his first official PD gig this week at **KDON-Salinas**. He will be relocating back to California around April 15, so make sure you call and give him a bad time. (See story on page 7.)

In San Francisco, it's a Bay Area homecoming for **BILL LEE**. The former **KFRC** legend has just inked a deal for mornings at **KMEL**, after spending the last five years at **HOT97-New York**. Look out, here comes the quote: "Pull out the champagne, pop the cork, I'm headed back to the Bay all the way from New York," said Lee, just before the "Rhyme Police" dragged him away kicking and screaming. Lee is replacing **JOHN LONDON**, who is headed to L.A. for mornings at **EVERGREEN's KKB** (**THE BEAT**).

Meanwhile, across the Bay, **KSOL MD RUSS ALLEN** has been upped to **APD**. He will also be changing airshifts, and moving to PM drive. Allen previously was MD at **WIOQ-Philly** and **APD** at **WPGC-Washington**.

## Inbound And Outbound This Week:

**MIKE MORGAN**, formerly of **MAJIC102-Buffalo**, is the new MD at **FLY92-Albany**. **A.J. JACKSON** has left the building.

**KZZB-Beaumont** welcomes new PD **RICHARD SPIRES** from **K-FOX** in Lufkin. Acting PD **CHRIS ROBERTS** remains in place as **APD/MD**.

**Z90-San Diego** PD **BRIAN WHITE** also assumes MD duties, as **MONROE GREER** exits.

**JIM PARKER**, formerly of **WDJX-Louisville**, and currently doing swing at **WZPL-Indy**, has landed Mornings at **WAZY-Lafayette, Indiana**.

At **WERZ-Exeter, N.H.**, MD **KEN SPALDING** is replaced by **JIM RANDALL**, former PD of **G98-Portland, ME**. **Randall** will also do nights.

At **WEGX-Philly**, Late-Night Guy **RIC SANDERS** has left the building. He is extremely available, and can be reached at (215) 829-1767.

**JOE MAMA** from **WMXF(MIX96)-Fayetteville** is now the new Night Guy at **WKDD-Akron**. **APD/MD SAMMY SIMPSON** moves up to take Mama's night shift.

**PETER de GRAAFF** (aka "BIG PETER"), former weekend/swing jock at **WXKS-Boston** is available, and looking to relocate anywhere (Except Flint, Michigan...Boy, that Pete is a regular laff riot...) Give him a call today at (617) 894-3722.

Pssst... whose booty are **RIC LIPPINCOTT**, **PACO LOPEZ**, and **AL TAVERA** talking about???? "JUDY'S BOOTY," of course. Is **MARC BENESCH** off and running with another hot one????

## Holy \$%&#. Some Really Heavy Jobs!

**KMEL-San Francisco** is looking for an intelligent, street-wise news reporter with on-air and production skills. If you're totally professional, and a baby star in a medium or large market looking for your big break, apply for this very rare opening. Send T & R to: **KEITH NAFTALY**, **KMEL**, 55 Francisco St. #400, S.F. 94133. No Calls, please. (Better get busy...)

**KGGG-Rapid City, S.D.** needs Morning Sidekick immediately! Overnight your fabulous T & R to: **BOB LEWIS**, **KGGG**, 1st Federal Plaza, 6th Floor, 9th & St. Josephs, Rapid City, S.D. 57709. Call (605) 348-1100.

**WIKZ-Chambersburg, PA** is looking for a 7-Mid Air Talent now. Send T & R to: **RICK ALEXANDER**, **WIKZ**, P.O. BOX 479, Chambersburg, PA. 17201.

**RICK WOODELL**, PD of **99WAYS-Macon** sez if you're looking for a very talented night personality, call and ask him about **MARK McCOY**, his former night jock. He is currently available, and is well worth the investment, according to Woodell.

## Getting Sick Of Those Yellow Stickers on Magazines

A breathless **DUFF LINDSEY** called **THE EAR** to announce that **102JAMZ-Orlando** has moved into the brand new "JAMZ Central Station." The new address is: 37 Skyline Drive, Suite 4200, Lake Mary, Fla. 32746-6213. The phone and FAX #s stay the same.

## The HITMAKERS Stroke Of The Week:

Goes to **STEVE MEYER**, MCA Promo Whiz, who has some **SERIOUS** product working right now! He's massively overstocked, and he's passing the savings along to you, with **STEELHEART**, **RALPH TRESVANT**, **GUY**, **TRIXTER**, and of course the hot new **SHEENA EASTON**, which is blowing out nationally! Don't delay, add 'em to your list today!!!

**WOVO-Glasgow, KY** has changed call letters to **WWWQ(Q105)**. **RICK FAULKNER** has been upped to PD, Night Guy **DAVE HARRIS** has been upped to MD, and former PD **DAVE BARRICK** has exited.

## Boston News:

**MEL PHILLIPS**, formerly of **WRKO-Boston**, is organizing a gala 25th Anniversary for any former jocks as well as record industry folks and anyone else who helped play a part in the making of a Top40 dynasty. This celebration is planned for next year, but it could take a while to track down everyone. Please contact Mel for more details: 13 Monroe St., Port Washington, N.Y. 11050, or call (516) 767-3231.

**MICHELLE MERCER** has been named MD/Research Director at **WBMX(MIX98.5)-Boston**, sez PD **GREG STRASSELL**. We'll see them both at the **HITMAKERS Seminar** this weekend in Boston!

# RIFF

"My Heart Is Failing Me"

**HITMAKERS**  
**ADULT TOP40: 31-25**

Just Added...  
**THE BEAT #33!!!**

**KKFR!!!**

**Y108!!!**

**WTIC-FM!!!**

**XL106.7!!!**

**93Q**, **HOT99.9#40**, **KKMG#40**, **KMOK**, **KYQQ**, **PWR108**, **WAAL#38**, **WCIL**, **WHDQ**, **WJAD**, **WJLQ**, **WVBS**, **WVNA**, **WVSR** and more

## Active At...

**Y100 (30-27)**

**POWER PIG (35-32)**

**WNCI (25-22)**

**STAR93 (20-17)**

**KISN (30-27)**

**WCKZ-FM (D#28)**

**102JAMZ (25-19)**

**MIX105.1 (30-26)**

**Y107 (28-25)**

**WKZL (D#29)**

**HOT101.5 (D#34)** **KBOS (33-29)**

**KQHT (D#23)** **KRQ (26-23)**


**KZFM (D#37)** **Q104 (32-29)**

**WAYS (33-28)** **WGRD (D#32)**

**WLAN (25-19)** **WQID (D#33)**

and more



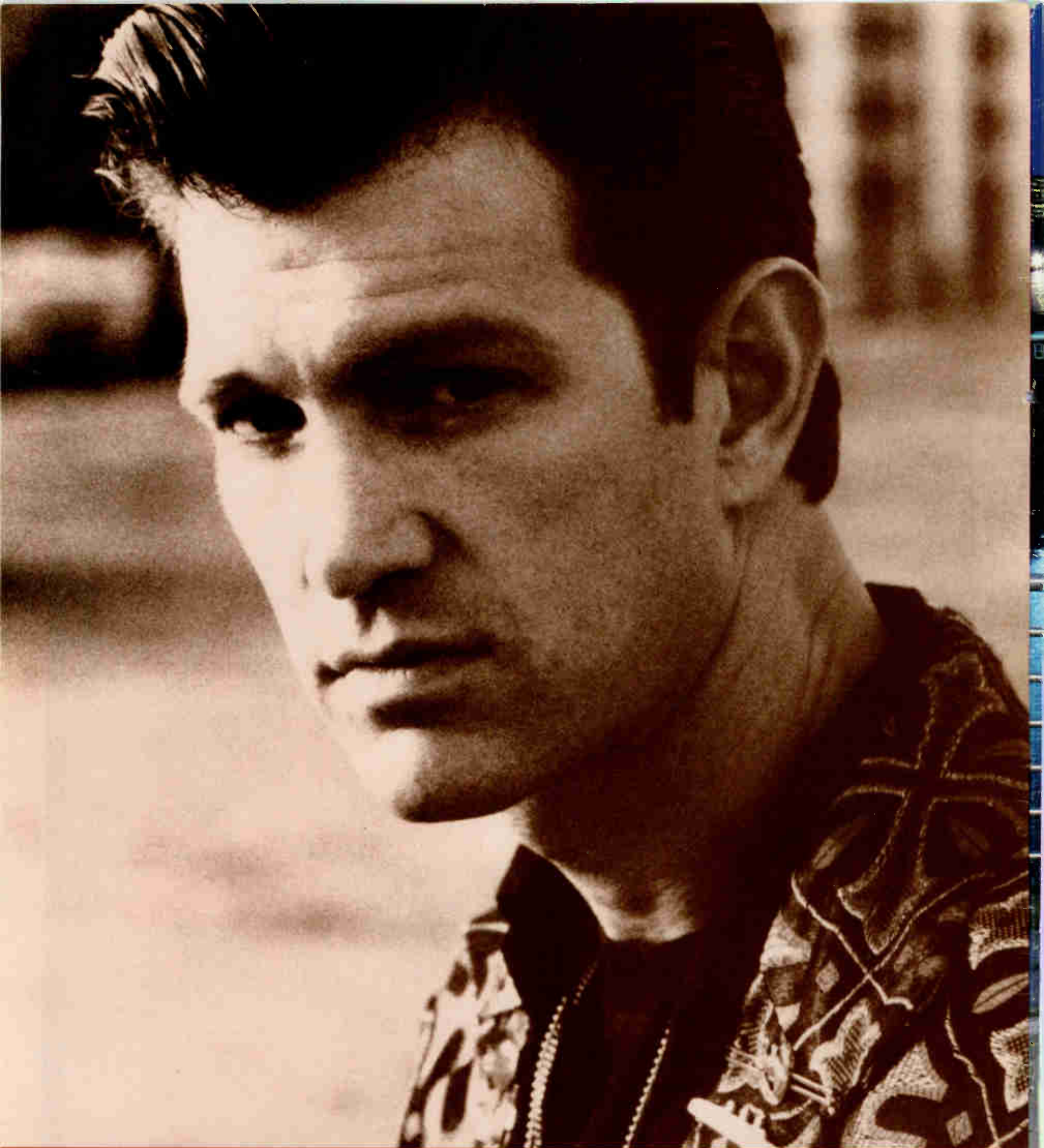


*Mariah Carey*  
*I don't wanna cry*

THE NEW SINGLE 38 73743 AND FOLLOW-UP TO THREE CONSECUTIVE GOLD NO. 1 HITS.  
FROM HER FIVE-TIMES PLATINUM DEBUT ALBUM.



YOU CAN'T HOLD IT BACK. ON COLUMBIA.



**After seven years of hard work,  
CHRIS ISAAK is an overnight sensation.**

SUDDENLY, there's Chris Isaak! You can't miss him. His latest video is in heavy rotation on VH-1 and is number one on MTV's Top Twenty. Driven by the multi-format gold single "Wicked Game," HEART SHAPED WORLD has picked up speed and rocketed to over a million in sales.

**"DON'T MAKE ME DREAM ABOUT YOU"**

The New Single Produced by Eric Jacobson From the Album HEART SHAPED WORLD  
NATIONAL TOUR STARTS APRIL 12! Management: Eric Jacobson ©1991 Reprise Records



**OVER 250,000 ALBUMS SOLD IN ONE WEEK.**