

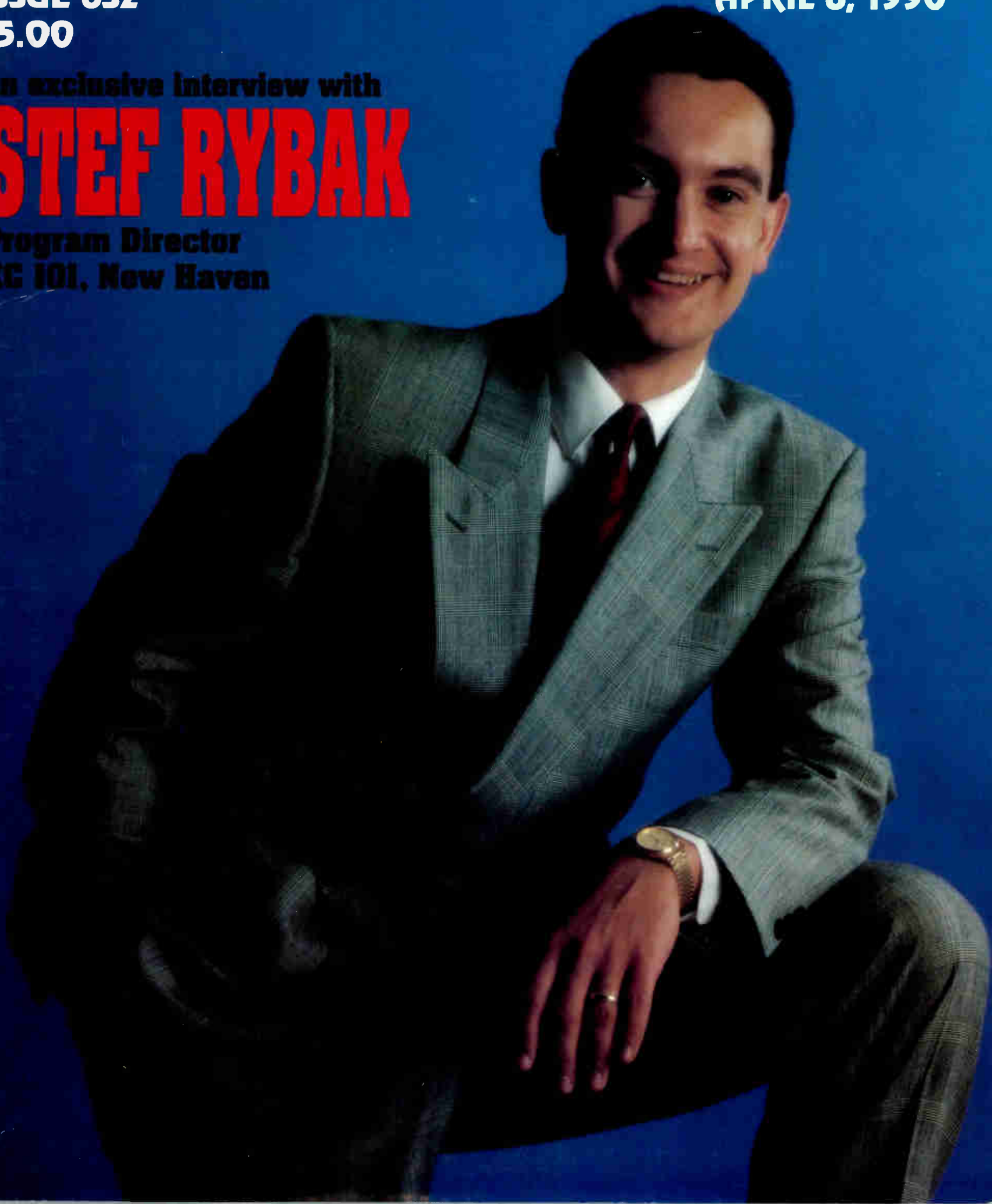
# HITMAKERS<sup>®</sup>

ISSUE 632  
\$5.00

APRIL 6, 1990

an exclusive interview with  
**STEF RYBAK**

Program Director  
KC 101, New Haven





THE 3RD BIGGEST OPENING WEEKEND BOX OFFICE IN MOVIE HISTORY—OVER 26 MILLION!

# TURTLE POWER!

**COWABUNGA!**  
*When Was The Last Time  
An Underground Group  
Had A Smash On Radio?*

**Huge  
Street  
Buzz!**

**Over  
500,000  
Shipped!**

## TEENAGE MUTANT NINJA TURTLES—THE ORIGINAL MOTION PICTURE SOUNDTRACK

The first single **“Spin That Wheel” (Turtles Get Real)**  
by **Hi Tek 3** featuring **Ya Kid K.** (197)(16)

**HOT97 NYC**  
**KJMZ Dallas**  
**POWER96 Miami**

**KTFM San Antonio**  
**WHYT Detroit**  
**KS104 Denver**

**KMEL San Francisco**  
**Y95 Phoenix**  
**ENERGY96.5 Houston**

**TEENAGE  
MUTANT  
NINJA  
TURTLES**

THE ORIGINAL  
MOTION PICTURE  
SOUNDTRACK



Next Up: **“Turtle Power”** by **Partners In Kryme**  
(07)(325)  
is destined to become the **“Turtle Anthem.”**

#1 Phones at Z100-NYC

“Huge phones in the morning”— Ross Britain—Z Morning Zoo.

**GET READY TO GET GREEN!!**



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# HITMAKERS<sup>®</sup>

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## BAUMGARTNER NAMED COLUMBIA VP, PROMOTION



BURT BAUMGARTNER

COLUMBIA Records VP of Singles Promotion **Burt Baumgartner** has been officially appointed Vice President, Promotion for the label, COLUMBIA Records President **Don Ienner** announced this week. Baumgartner replaces **Marc Benesch**, who left the label April 1.

Baumgartner will be responsible for overseeing all phases of Top40, Adult Contemporary, and Secondary Market Promotion for COLUMBIA, including supervision of the label's field

staff. At the same time, the duties of **Paul Rappaport**, Vice President of Album Promotion, will now encompass all activities of the album promotion department, and he will report directly to Ienner.

Baumgartner has been Vice President, Singles Promotion of COLUMBIA since 1988, and was Director of Album Promotion for two years before that. He first joined the label in 1978 as Local Promotion Manager in San Francisco. Prior to working in the record industry, Baumgartner's extensive radio experience included being one of the parties who brought Sacramento's FM102 on the air, and working as Program Director at KSJO in San Jose.

"Burt has played an extraordinary role in the events of the last year as COLUMBIA has reestablished its

dominance at radio and broken out a roster of new and developing artists," said Ienner. "His instincts for music and dealing with the heaviest national and local staff in existence today makes him number one in everybody's book."

## Friesen Resigns A&M Presidency

**Jerry Moss**, Chairman of the Board of A&M Records, announced April 2 that longtime label President **Gil Friesen** has resigned his post, effective immediately.

Moss also announced that he would be assuming the position of President of A&M, taking on the day-to-day duties of running the national and international business dealings of the label.

"(A&M Vice Chairman) **Herb Alpert** and I greatly value the immeasurable contributions made by Gil over the years, and we wish him well in his new endeavors," stated Moss in making the announcement. "We are now looking forward to the new chapter and challenges that lie ahead."

Friesen, who had been President of A&M for more than a decade, had been with the label for 25 of its 27 years of existence. A&M was purchased by Polygram Inc. in October of 1989.

## Macejko Resigns As POWER PIG VP/GM

**Dave Macejko** resigned this week as Vice President and General Manager of Jacor Broadcasting's WFLA-AM and WFLZ-FM (The Power Pig) in Tampa, and has been replaced by **Dave Reinhart**, who previously served as Operations Manager at Jacor's WLW-AM in Cincinnati.

Macejko, who came to WFLZ from Jacor's WEBN in Cincinnati in the spring of 1988, told **HITMAKERS** that his decision to resign came after he and Jacor upper management failed to agree on structural changes Macejko felt were needed. Macejko said that after Jacor President **Frank Woods** resigned last month, he sat down with Jacor Executive VP of Programming **Randy Michaels** and Executive VP of Sales and Marketing **Robert Lawrence** to suggest changes, "but (See MACEJKO page 21)

## Emmis Enters European Radio With French Purchase

In a move that could trigger major repercussions in both the American and European radio industries, Emmis Broadcasting Corporation has reached an agreement in principle to purchase a minority interest in MAXXIMUM, a French FM station and network.

After final approval of the sale by French broadcast authorities, this will be the first participation by a U.S. radio broadcaster in the emerging French FM market.

The move comes at the culmination of nearly a year's worth of consulting by Emmis for MAXXIMUM and MAXXIMUM parent Compagnie Luxembourgeoise de Telediffusion. Emmis will hold 20% of MAXXIMUM, which is the maximum amount allowed by French law.

Emmis President **Steve Crane** told **HITMAKERS** the venture was a "strategic alliance" through which Emmis has gained entry into "a totally undeveloped market that is very rich."

Crane said the format for the station will be a "dance (See EMMIS page 21)

## Ingram Exits B94

In a move that stunned the industry, **Clark Ingram** resigned March 29 as Program Director of B94 in Pittsburgh, leaving Operations Manager **Tex Meyer** to begin preparations for an extensive manhunt for his replacement.

Both Meyer and Ingram agreed the split was "in the best interest of B94 and for the mutual benefit of both parties."

"I guess the best way to say it is that it didn't work out as I had hoped," Ingram told **HITMAKERS**. "I have nothing negative to say about Tex Meyer or B94."

Meyer returned the sentiments, saying that he and Ingram "had a great working relationship while he was here at B94, and I wish him luck in whatever direction he chooses to follow."

Ingram joined B94 in October of 1989 after spending two years at Tucson's KRQ, where he ran up a string of number one books, dominating the Top 40 marketplace during his tenure. He also worked as Operations Manager at KZZP in Phoenix in 1986.

## Bryan To Consult KUBE



GARY BRYAN

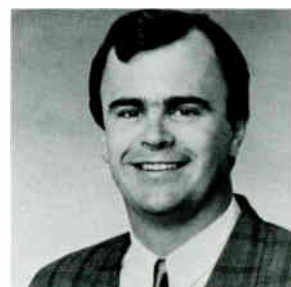
KUBE's PD until April of 1989, when he left the station to go to WPLJ.

"Gary has agreed to serve as a consultant to KUBE, and will probably begin here after the first weekend of (See BRYAN page 22)

**Gary Bryan**, who resigned two weeks ago as Program Director of WPLJ in New York, has taken a consulting position with Cook Inlet's KUBE in Seattle, it was announced this week by **Michael O'Shea**, KUBE General Manager and Executive VP of Cook Inlet Radio Partners. Bryan had been

## Griffiths Named CBS Sr. VP, West Coast

**Richard Griffiths** has been appointed Senior Vice President, West Coast of CBS Records, it was announced this week by CBS Records President **Tommy Mottola**. Griffiths will work with Mottola, interacting with the various CBS label chiefs and undertaking creative and talent projects.



RICHARD GRIFFITHS

Griffiths formerly served as President of Virgin Music, having started the company in America in 1988. Under his guidance the company flourished, being named Number One Individual Publisher by *Billboard* and Number One Publisher of the Year by *American Songwriter* magazine in 1989. A myriad of pop fixtures flowered under his watchful eye, including ABC, Basia, Culture Club, Ozzy Osbourne and Tears For Fears.

"It will be a great experience working with Tommy Mottola, (EPIC Records President) Dave Glew and (COLUMBIA Records President) Donny Ienner in helping to raise the profile of the west coast office," (See GRIFFITHS page 21)

### Inside:

Magazine: ATLANTIC's LINEAR Equation; British A&R Czar DAVID BATES.....page 9  
The HITMAKERS Interview: STEF RYBAK, PD-KC101, New Haven.....page 31  
ENIGMA Records Chairman WILLIAM HEIN tells the secret of his label's success.....page 35



KEITH NAFTALY,  
KEVIN WEATHERLY,

KEITH NAFTALY,  
KEVIN WEATHERLY,

**KMEL-San Francisco**

"This slowjam packs the same emotional punch as the best of Prince, Michael Jackson, and George Michael. GRABS YOU IN ONE LISTEN!"

**Q106-San Diego**

"With all the ballads in current rotation, it's difficult to find a slot for another one. Nikki is THE exception. A ONE-LISTEN SMASH!!"

**TAKE NOTICE**

**NIKKI**

**"NOTICE ME"**

THE NEW SINGLE FROM THE DEBUT ALBUM **NIKKI**



**GEFFEN**

© 1990 The David Geffen Company

Produced by Paul David Wilson for  
Herschel Commercial, Inc.  
Co-Produced by Nikki  
Remixed by Nikki and Phil Bonanno  
Management: John Hartmann

**TAKE A LISTEN**



## MADONNA ALL-TIME MOST ADDED RECORD IN HITMAKERS HISTORY! COLE PROVES BUZZ IS REAL... A CONFIRMED NATIONAL BREAKOUT!

MADONNA has left the music world breathless yet again, with the debut of her latest endeavor, *Vogue*. 265 out-of-the-box adds top even the first week on *Like A Prayer*, which pulled in 259 last March!! *Vogue*, which is featured in the soon-to-be released *Dick Tracy* flick, made its U.S. debut Tuesday evening on New York's HOT97, compliments of station PD Joel Salkowitz. And just where did Joel obtain the priceless piece of vinyl? Why in the U.K., of course, where the single had been released three days earlier... Big congrats to SIRE/WARNER BROS. records for

breaking yet another Madonna smash!

WOW! Thanks to the excellent promotion team at REPRISE Records and the enthusiastic response from Top40 radio, newcomer JUDE COLE landed 68 new adds and a National Breakout for his debut, just mere weeks after its official release. The buzz was hot from day one, and we all know that when radio really believes, it is quick to deliver!

EMI's ROXETTE garnered an additional 84 adds for their blowout from the box-office smash *Pretty Woman*. In fact, virtually every cut off the soundtrack is a hit... FLEETWOOD

MAC continued their strong comeback with 60 more adds this week for WARNER BROS., and A&M's JANET JACKSON was close behind with 59. EPIC's quality quartet BAD ENGLISH racked up an additional 46 this week, while COLUMBIA's Irish newcomers THE 4 OF US continue to make headlines with 45 new adds. ATLANTIC's LINEAR gets ready to head into the home stretch, picking up 43 more stations, and bay rapper M.C. HAMMER landed CAPITOL 37 new adds. GLORIA ESTEFAN rounds off the list this week with a nifty 36.

## BRIDGMAN EXITS KIIS-FM; WILL PROGRAM KKYK



BRIAN BRIDGMAN

Brian Bridgman has resigned as Music Director of KIIS-FM in Los Angeles to take the Program Director's job at KKYK in Little Rock. KKYK General Manager Jim Grant announced this week that Bridgman has been selected to replace Greg

Rolling, who recently left KKYK to become PD at B97 in New Orleans.

Grant told **HITMAKERS** that Bridgman will begin in Little Rock April 16, one day after Rolling departs for New Orleans.

"Brian is the ideal replacement due to his promotional flair and excellent music skills," said Grant. "We feel like KKYK is kind of a farm club for guys with top notch music and promotion skills who

(See BRIDGMAN page 22)

## White To Head Alternative Promotion At GEFFEN

Kim White has been appointed National Alternative Promotion Director for GEFFEN Records, it was announced this week by GEFFEN General Manager Al Coury. White comes to GEFFEN from EMI Records, where she held the same position. She will report to National AOR Promotion Director Mark Di Dia.



KIM WHITE

"Alternative and college music is a vital aspect of GEFFEN Records," said Coury. "We interviewed a lot of people because this is a very important position in our company, and Kim is simply the best person for the job."

Coury said White has a broad knowledge of music, having worked her way through the independent label ranks.

"In the short time she's been here, Kim has already  
(See WHITE page 22)

## PARKER RETURNS TO KKBQ

Ron Parker is returning home to 93Q (KKBQ) in Houston as afternoon drive jock, it was announced this week. Parker, who is a radio legend in Houston, has spent the last two years at KFFR in Phoenix.

"I'm excited about returning home, and I've got my work cut out for me

because there's going to be one hell of a battle



RON PARKER

brewing in Houston," said Parker. "But then again, I'm used to battles and I love them."

Parker said that after meeting with KKBQ Program Director Bill Richards and General Manager Al Brady Law, "I realized that this is the programming team that is going to take KKBQ to the top." He added that he has had "great fun and tremendous success in Phoenix, but for personal reasons fate has dealt me a kind blow that has led me back to Houston."

## DGC NAMES REGIONAL PROMOTION STAFF

With the label's first releases due out soon, David Geffen's newly formed DGC Records has set its regional promotion staff.

"We've got a great mix of tenacious vets and hungry rookies who don't know from fear, intimidation or rejection," said DGC General Manager Marko Babineau. "Coupled with our national crew, confirmed last week, we've assembled an aggressive team and joined battle."

The staff assembled recently at the new label's Los Angeles headquarters for their first indoctrination.



The DGC promotion staff is: standing (L-R): Ed Green, Regional Promotion Manager/Philadelphia; Darin Seldes, Regional Promotion Manager/Atlanta; Alex Maye, Regional Promotion Manager/Cleveland; Michael Sylvia, Regional Promotion Manager/San Francisco. Middle (L-R): Sharon White, Regional Promotion Manager/Los Angeles; Steve Leavitt, National Top40 Promotion Director; Hugh Surratt, National AOR Promotion Director; Ed Rosenblatt, President; Marko Babineau, General Manager; Mark Kates, National Alternative Promotion Director; Lorren Cornelius, Regional Promotion Manager/St. Louis. Front (L-R): Angela Jones, Regional Promotion Manager/Nashville; Susie Tennant, Regional Promotion Manager/Pacific Northwest; Sue O'Connell, Regional Promotion Manager/New England; Jim Gallis, Regional Promotion Manager/Midwest; Zak Phillips, Regional Promotion Manager/Denver; John Rosenfelder, Alternative Promotion Assistant; Mark Burger, Regional Promotion Manager/Dallas.

## WARD NAMED PD AT WZZG-CHARLOTTE

Dwayne Ward has been appointed Program Director at WZZG (Gorilla Radio) in Charlotte, it was announced this week by Operations Manager Randy Bliss. Ward, who has been Music Director for the past four years, takes over the PD slot from Bliss, who had been both OM and PD since CRB Broadcasting bought the station in 1987.

Ward told **HITMAKERS** that he was thinking about seeking a programming position after four years as MD, and Bliss gave him the promotion to keep him at the station.

"Working alongside Randy is a dream come true," said Ward. "Randy really likes to give back to the industry for all the things it has given him, and my appointment is a reflection of that attitude."

Bliss said Ward "has been an integral part in the development of this station over the past three years, ever since the day he began hanging around my office begging to help with the music." Bliss also credited Ward with "playing a major role in the development of

(See WARD page 23)



# CHRIS REA

## "THE ROAD"

SALES OVER 200,000 UNITS!

Over 2,200,000 In Europe!

TOP 5 AOR TRACK!

#2 MOST REQUESTED TRACK!

Early Top40 Action:  
CKOI Add 39

OK95 18-14  
WQID Add  
WZZU #19

KFMW Add  
KZZU  
WHHY

ZFUN  
KOZE  
and many more!

# DON HENLEY

## "THE HEART OF THE MATTER"

GRAMMY WINNER!

R&R CHR: 20\*

Over 80,000 Units Sold In Last 5 Days!

Now On Tour!



Exploding At:

Y100 Add  
Y95 Add  
B94 30-26  
WKTI 7-5 hot  
WKBQ 5-3  
WKQX 11-8 hot

Q102 11-8  
KEGL 10-8  
KCPX 7-4  
KXXR 8-5 hot  
KISN 8-6  
Q95 #10  
KSAQ #10

KZ106 #3 hot  
WQUT 8-4 hot  
WKFR 19-6 hot  
WKRZ 12-7  
Z104 20-13  
Z97 23-15  
WPXR 13-8  
KWNZ 14-9

WHHY 13-9  
FLY92 18-12  
WOMX Deb 27  
WMEE Add  
KMYZ Add 25

# CHER

## "HEART OF STONE"

R&R CHR: 25\*  
Now On Tour!

AC Breaker!

Heavy Play On  
VH-1

WTHT 20-15  
I95 22-17  
WAEB 35-29  
and many more!

Active At:  
WBLI 30-25  
WGH 5-4  
WXKS 15-12

KISR 6-4  
WQUT 7-5  
WHHY 8-5  
KNIN 12-8  
WOMP 11-8

WKRZ 10-8  
WWFX 10-8  
WBBQ 16-12  
WDJX 19-14  
WNOK 33-27

# TESLA

## "THE WAY IT IS"

The Follow-up To The Top 10 Gold Single, "Love Song"

Active At:  
WPHR 28-22  
KXXR 32-27  
KMYZ 11-6 hot  
OK95 9-7 hot

95XXX 37-28  
WZZU 15 hot  
WKFR 20-16  
99WGY 29-25  
99WAYS Add  
KKHT Deb 30

KBOZ 30-25  
WAEB 31-26  
WPST 34-30  
WWCK Add  
KQIZ 35-30  
WBBQ Deb 36

K106 Deb 37  
WGTZ 16-13  
WQID Add  
KLYV Add  
G98 Deb 40

Top 10 Most Requested on

Sales Over 1,800,000 Units!





## GO-GO's, HENLEY & CSNY SHINE IN SEPARATE SOUTHERN CAL. ENVIRONMENTAL BENEFITS

The California Environmental Protection Act did as much for rock 'n' roll as it did for the environment last week in Southern Cal, reuniting the Go-Go's for one benefit show and bringing together Crosby, Stills, Nash and Young and Don Henley for another four days later.

The Go-Go's reunion actually began March 27 at a warm-up show at the Whiskey A Go Go on the Sunset Strip, but the real bash took place the following night at the Universal Amphitheatre in Universal City, where the concern for the environment came second to the concern over the skills and chemistry of the group. What would they sound like after a five-year hiatus?

Once the final chord of the group's opening number, *This Town*, drifted into the void, the tumultuous response set the record straight in a hurry. Not only have the girls not lost the beat, they've aged like fine Celtic Cheese. The doubters spotting the hall were dispersed in a hurry as the girls ripped through an exhilarating set that re-raised the longstanding question: Why did these potent pop divas disband in the first place?

Belinda, Gina, Kathy, Jane and Charlotte all looked crisp and refreshed during the set. Carlisle, the only member of the original fivesome to score multiple solo hits, looked scrumptious as she jiggled about the stage like a flag girl at a pep rally, at one point kicking her shoes into the crowd in an unbridled gesture of love and joy. With her macrobiotic diet and conditioning program, Carlisle scarcely resembled her starch-fed,



**Don Henley moved the Santa Monica Civic Auditorium with an emotion-packed performance.**

cupie doll bearing of yesteryear. The chemistry on stage glowed with lava lamp intensity and reaffirmed the group's unique spirit.

Though the ladies will always be indelibly linked to the churlish pop snippets of their formative years, such as *We Got The Beat*, *Our Lips Our Sealed* and *Turn To You*, the material of the later years seemed to more

(See BENEFITS page 48)

## Acquaviva Promoted To ATLANTIC Publicity Director

Kathy Acquaviva has been promoted to the position of Director of National Publicity for ATLANTIC Records, it was announced this week by ATLANTIC Vice President of Press and Publicity Patti Conte.



**KATHY ACQUAVIVA**

Acquaviva will be involved in the implementation of national press and media campaigns in support of various ATLANTIC and Associated Labels artists. She will be based in the label's west coast offices, and will report to Conte.

Acquaviva first served as ATLANTIC's West Coast Publicity Manager from 1978 to 1982. She then spent two years in studio relations at Paramount Pictures, before returning to ATLANTIC in late 1984. She was promoted to the position of Associate Director of Media Relations/West Coast in January of 1986, and was named West Coast Director of Media Relations in June of 1988.

## WIOQ Overhauls Airstaff; Allen Named New MD

WIOQ (Q102, Philadelphia) Operations Manager Mark Driscoll announced this week the appointment of Russ "The Hammer" Allen, former WPGC-Washington, D.C. assistant PD and Research Director, to the post of Music Director at WIOQ. Allen will also anchor the late night airshift at the EZ Communications-owned station.

Driscoll also made several other changes in the station's airstaff, adding "P.J.," another WPGC alumni, during middays, and Bubba "The Original" Love Sponge, from B-96 in Chicago, for p.m. drive. Midday jock Valerie Vibes, p.m. driver Elvis Duran and late night jock Andy Gury are no longer with WIOQ.

Allen told **HITMAKERS** that as WIOQ's new MD, he will use his research-intensive background to "closely monitor what music is breaking in the local dance clubs and will keep an ear to the street. That's the key to keeping the sound contemporary."

Allen stated that "Q102 packs real energy and vitality, and we feel it has the potential to be the only station pop music lovers listen to in Philadelphia.

"I had a great time at WPGC," he added, "and I'll always be thankful for the experience I gained from PD Dave Ferguson, Albie D., Jerry Clifton, and Ben Hill."

## MADONNA MAKING TIDAL WAVES AT BOX OFFICE AND RADIO

Madonna has been rewriting the record books of Top40 music for half a decade, but never before has her popularity been as evident as last weekend, when 60,000 tickets for her May 11, 12, 13 and 15 shows in Los Angeles were snatched up in only 68 minutes. Just as incredible was the four hours it took for 500,000 tickets to her scheduled concerts nationwide to sell out.

The enthusiasm of Madonna's Southern California fans has paid off, as a May 16 show was added, for which ticket sales were held April 4. Needless to say, they too were gobbled up in no time.

Madonna's success at the box office continues to be paralleled on the music charts. Her latest single, *Vogue*, this week broke the **HITMAKERS** record for most adds in one week. The Boy Toy herself set the record on March 10, 1989, when *Like A Prayer* pulled in 259 adds, but *Vogue* edged out Prayer by six, with 265 adds this week (See Music News top of page 5).

## OLYMPIA BLOCKS LIGGETT'S USE OF "KZRZ"

Contending that the recent call letter change of Liggett Broadcasting's Fresno property KCLQ to KZRZ has "confused the public and advertisers," Olympia Broadcasting has obtained a temporary restraining order, limiting the Z-Rock formatted station to the FCC-required single hourly call-letter mention.

In addition, the order requires that KZRZ immediately discontinue the use of the call letters on advertising, bumper stickers, T-shirts, letterheads and sales material, and gives Liggett until April 9 to remove the calls from its television spots.

Olympia, the parent company of KMGX Inc. which (See OLYMPIA page 23)

## 'NINJA TURTLES' HAS TURNSTILES SPINNING AT RECORD PACE

This ain't kids' stuff anymore.

America's favorite heroes-with-a-hardshell-finish are packing 'em in like sardines at theatres everywhere, pulling in the third highest opening weekend gross in the history of motion pictures - \$25.3 million - with their debut film for New Line Cinema. And the story doesn't stop at the silver screen.

Radio is reacting in a big way to Turtlemania, with a number of cuts from the SBK Records soundtrack pulling immediate response in major markets from coast to coast. Some stations are reporting requests for soundtrack tunes before even playing them.

With *Hi Tek 3 Spin That Wheel* pulling **HITMAKERS** Disc-overly club mentions and 11 early adds at major market stations including Q105 in Tampa, B96 in Chicago, and KJ103 in Oklahoma City, and Partners In Kryme *Turtle Power* fast becoming an anthem for fans of the sewer-dwelling avengers.

What makes the box office figures even more incredible is that more than half the audience is believed to be kids, who pay only half price.

## ESTEFAN LEAVES HOSPITAL

The crisis period has passed, and on April 4 Gloria Estefan left the Manhattan Hospital where she has been recovering since her accident last month on a snow covered highway in Pennsylvania.

On March 22, the enchanting songstress had two steel rods implanted in her back at New York's Orthopedic Institute for Joint Diseases in order to help two fractured vertebrae heal. Doctors have said that it may take up to six months before Estefan can resume her normal schedule, but a full recovery is expected.

In the meantime, Estefan's success on the charts has not been slowed down one bit, as her current single, *Oye Mi Canto*, is poised to make a rapid ascent that should make the singer's convalescence a little less unpleasant.

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# ALICE COOPER

"ONLY MY HEART TALKIN'"



*Alice*

**HITMAKERS HOT STATS:**  
**ROCK & ROLL/40: 33-29**  
**A HITBOUND!**

KPLZ (Add)  
B94 (D#30)  
KXXR (D#37)  
92X (Add)  
KSAQ (Add)  
WLRS (14-10)

KATM (Add)  
KKHT (Add)  
KKRC-FM (Add)  
KPAT (Add)  
KRZR (Add)  
KTMT (Add)  
KTRS (Add)  
KZBB (Add)  
KZZU (Add)

OK95 (Add)  
WDEK (Add)  
WFLY (Add)  
WHDQ (Add)  
WJZQ (Add)  
WNYP (Add)  
WOMP-FM (Add)  
WOVO (Add)  
WPFM (Add)

WVKZ (26-18)  
WWRB (31-26)  
ZFUN106 (Add)  
and more

**USUALLY LOVE HURTS...BUT IN THIS CASE, IT FEELS GREAT!**



# JOAN JETT

From the soon-to-be  
**GOLD** Epic/Associated release,  
**THE HIT LIST**  
Now On Tour With Aerosmith!  
**Big Requests On MTV!**





# ATLANTIC'S LINEAR EQUATION FOR TOP40 SUCCESS

"We tried to cover all the bases formatically on our new album," boasts **Charlie Pennachio**, the lovably rakish lead vocalist of **Linear**, in a dialect brimming with the sophistication of a Bronx street cop. "We're not the least bit ashamed of it either. It was a calculated move."

So much for aesthetic principles. But **Linear** are about as subtle as Mike Tyson on a feeding frenzy, and have managed to couple smart business acumen with their musical chops. It's proving a formidable combination.

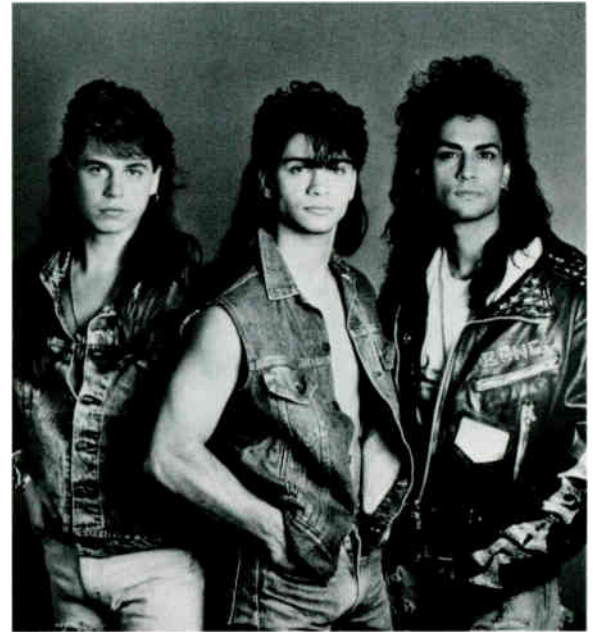
Despite their brazen attitudes and overpowering confidence, the three landlubbers that comprise the band are far too zany to be offensive. The group, who originally formed in Fort Lauderdale, Florida, are riding the coattails of their burgeoning single *Sending All My Love*, a cut that packs hooks, attitude and craftsmanship into a brisk three-and-a-half minute framework.

The tune has been giving programmers headaches, the kind that result from having to keep extra staff tied down answering the phones from inquiring females. "We don't want people to pigeonhole us into any one

bag," says the musical pit-boss **Pennachio**, who manages to muzzle his two colleagues with a lightning fast wit. "That's why we play so many different types of music on the album - rock, ballads, dance synth, pop - you name it."

Then there is the matter of the group's attire which, like their personalities, is anything but subtle. "We're going to wear some weird stuff on our video shoot," barks the irrepressible **Charlie**. "That's right," bolts percussionist **Joey Restivo**, finally able to get in a word over the protests of **Pennachio**. "I'm wearing nipple tassles and **Charlie's** got on a leopard skin G-string," adding jokingly, "We'll happily compromise our integrity if it'll score us a few more album sales."

But being a dedicated animal lover and not wishing to lose the verbal initiative, **Charlie** bursts forth: "Animal activists need not boycott the video though. It's imitation leopard skin." While **Charlie's** attire should enrage **Tipper Gore**, news of the ersatz fabric should placate **Jane Fonda's** minions - and heaven forbid that **Linear** alienate any potential record buyers. **Charlie** insists that despite the group's scandalous appearance, they live as straight life as their name



LINEAR: (L-R) Wyatt Pauley, Charlie Pennachio and Joey Restivo

## BATES CONTINUES LEGACY AS BRITAIN'S TOP A&R MAN

The name **David Bates** might not mean much to people west of the Falmouth Peninsula in England, but the volume of records his acquisitions have sold attest to his presence in the marketplace. The well-spoken VP of A&R for PHONOGRAM Records in England has personally discovered and signed some of the rock kindom's most celebrated titans, among them **Def Leppard** and **Tears For Fears**. **Bates** was also one of the first to recognize the potential of **Dire Straits**, although he lost the race to sign the band to another A&R man of note, close friend **John Stainz**.

In terms of relative parallels, the tousle-headed **Mr. Bates** is to English A&R what **GEFFEN's** **John Kalodner** is to his American contemporaries - the man recognized as having reached the pinnacle of the profession. The affable Brit's latest signing is a reverb-drenched quartet called **House Of Love**, who many experts feel will emerge as the first big alternative crossover group of the '90s. Anyone who has had the opportunity to soak up the dayglo snippets on the group's debut album would likely concur, as the LP manifests a riveting synthesis of psychadelic instrumentation and modern production. The mixture produces some of the most unique pop forays heard on the alternative charts in years.

Checking in from his posh headquarters in the exclusive **Chiswick Green** section of England, **Bates** briefed **HITMAKERS** on the aesthetic evolution of his two prime finds, **Def Leppard** and **Tears For Fears**.

"I got a call from a salesman in the North of England who said he had 'discovered' a new band called **Def Leppard**, and he asked if I would like to come up and have a listen," reminisced **Dave** regarding his initial meeting with the celebrated **Sheffield five**. "Unfortunately every other talent scout in Britain turned up as well. So much for his exclusive hot tip."

Little did **Mr. Bates** realize that out of the two dozen talent scouts and A&R sleuths in attendance, only one



other peer saw anything commercial in the group. "At the conclusion of the show," relates **Dave**, "I expected a stampede of people running up to negotiate with the group. Fortunately most people headed for the exits."

**Leppard** released an album for PHONOGRAM that **Dave** states "did moderately well despite the fact that the group's management was undecided on which direction to take the band." In the nick of time two new managers surfaced, both of whom felt the group could make a mark in America. But friction resulted when **Bates** disagreed with the pair's preference on who should produce the pivotal second album. The managers, **Peter Mensch** and **Cliff Bernstein**, wanted **Mutt Lange**; **Bates** wanted, of all people, **Todd Rundgren**. Fortunately two heads prevailed, and **Lange** was chosen. The rest is history.

The **Tears For Fears** story is even stranger, as **Bates** recounts his needle-in-a-haystack detection of one of the most respected pioneers in the techno-pop genre. "I had a song hawk present me with a tape of songs he wanted me to listen to, to be covered by other acts on the label. I heard the tapes and said, 'I

(See **BATES** page 23)

implies.

"We may have polluted minds," assures **Charlie**, "but our bodies are clean. We don't take any drugs, nor do we indulge in alcohol. We chose the band name **Linear** (pronounced lin EAR) because it means a straight line. And that's where we're going - straight to the top."

Ah yes, the ever humble **Charlie Pennachio** strikes again. Perhaps his bravado is justified, as the skyrocketing sales of his group's new single and stunning self-titled album are at the root of his gallant air. **Linear's** success is not of the overnight variety - they began their journey on a small independent label called **Futura International**, formed by the group's producer **Tolga Katas**. Then, at an almost unprecedented rate, programmers south of the **Mason Dixon Line** began to hammer *Sending All My Love*, and the buzz quickly roared to a crescendo.

Enter **Marc Nathan**, **ATLANTIC Records'** young A&R turk, who sniffed out the source of the commotion and found three unabashed **Floridian's** heading for the stars in the most uncouth manner possible. He liked the possibilities, and signed the group. "It's funny, because (**ATLANTIC Sr. VP** and Assistant to the President) **Tunc Erim** and **Tolga** are both Turkish," states **Charlie P.** "Tunc kidded with **Tolga** saying he didn't want anything to do with the band because there was no such thing as a musically talented Turk. They're a couple of hilarious mirth makers, those two guys."

If ever a band fused the whacky histrionics of the **Bowery Boys** with pure pop smarts, it's **Linear**. At this juncture, it seems impossible to fathom the group not hitting paydirt. They're cute, bullish on themselves, and won't rest easy until their faces grace the fronts of **Wheaties** boxes from sea to shining sea. "We had to cut an entire album in about a week, but we're not slackening off the pace," says prime time pundit **Pennachio**. "We've had a chance to meet (**ATLANTIC VP of Promotion**) **Andrea Ganis**, who is incredible, and so far the situation at **ATLANTIC** has been too good to be true. The most valuable thing **Marc Nathan** did when he came down to Florida to see us play was place his trust in us. That's all we needed really. We'll take care of the rest."

The only remaining question is, What will the conservative housewives in **Des Moines** think when they get an eyefull of **Charlie's** imitation leopard skin G-string and **Joey's** nipple tassles? **Tipper** will just die!



# DAMN

# YANKEES

# “COMING OF AGE”

## THE NEW SINGLE

FROM THE NEW ALBUM **DAMN YANKEES** PRODUCED AND ENGINEERED BY RON NEVISON

**DON'T MISS THE “COMING OF AGE” VIDEO IN *STRESS* ROTATION ON MTV**

E.C.M. MANAGEMENT: BRUCE BIRD/BUD PRAGER/ DOUG BANKER © 1990 WARNER BROS. RECORDS INC.





## MADONNA'S IN VOGUE...JUDE COLE BUSTING OUT!

### THIS WEEK'S MOST DISC-OVERED:

- |                                               |    |
|-----------------------------------------------|----|
| 1. MADONNA "Vogue" (SIRE/WB)                  | 37 |
| 2. JUDE COLE "Baby, It's Tonight" (REPRISE)   | 18 |
| 3. ROXETTE "It Must Have Been Love" (EMI)     | 14 |
| 4. THE 4 OF US "Drag My Bad Name Down" (COL.) | 12 |
| 5. FLEETWOOD MAC "Save Me" (WB)               | 11 |
| 6. M.C. HAMMER "U Can't Touch This" (CAPITOL) | 10 |

### THE UP-AND-COMERS:

Okay, okay, we understand. After all, it's MADONNA, and who in their right mind wouldn't make her latest single a Disc-overy? Or an out-of-the-box add? Well, while we can't take credit for Disc-oving the breathless one, Club members should definitely take a bow for latching on to JUDE COLE, who had a monster week after a surprising top five Disc-overy Club finish last week!

We've also been seeing big response to M.C. HAMMER, which is also busting out. Last week's up-and-comers BASIA and ELECTRONIC continue to gain steam, pulling 33 and 32 adds, respectively. Another Disc-overy success story is THE 4 OF US, which keeps getting hotter! Ones to watch: PERFECT GENTLEMEN, MICHEL'LE, BELL BIV DEVOE, THE CURE and AFTER 7.

**JERRY McKENNA**, MD at WXKS-FM, Boston sez, "Check out **LONIE GORDON** *Happening All Over Again!* This is a GREAT import - a Stock Aitken Waterman formula with a House twist that really freshens up their sound! **BELL BIV DEVOE** *Poison* (MCA) is already a top five phone record with sales picking up! And be on the lookout for **DEL AMITRI** *Kiss This Thing Goodbye* (A&M)! This band is BIG in England and this tune should break them here! A GREAT adult tune!"

**JOHN CHRISTIAN**, Asst. PD/MD at HOT97.7, San Jose sez, "Check out **NIKKI** *Notice Me!* Thank you GEFEN Records - my screams from last summer have been heard! Also, my #1 testing record belongs to a guy who needs a major label deal! The name of the song is *Moves* by **BRANDON**, so call me for a copy (415) 948-0977. It's good to see New Kids on the Block grown up to be **PERFECT GENTLEMEN!** Check out *Ooh La La* (COLUMBIA)! And check out **CHARLES CHRISTOPHER** *Don't Step On My Feet* (LMR), from the guy who brought you *ooh, ooh, ooh I love you* in Milli Vanilli *Girl You Know It's True*. This record defines the HOT format!"

**RICK HAYES**, PD/MD at KTFM, San Antonio sez, "**SYBIL** *Crazy For You* (NEXT PLATEAU) is a HOT tune that has a short rap done by Salt-N-Pepa. The Swing Beat Mix is the BEST! Also, a HOT followup for **MICHEL'LE** with *Nicety* (RUTHLESS/ATCO) - check it out!"

**PAUL DONOVAN**, MD at B96, Chicago sez, "Check out **WHISTLE** *Always & Forever* (SELECT)! It's very HOT! This one's worth three Disc-overies! **LOUIE LOUIE** *Sittin' In The Lap Of Luxury* (WTG) is GREAT! A double whammy, 'cause the girls will love the song and his looks too! **MADONNA** *Vogue* (SIRE/WARNER BROS.) is almost as obvious as Sinead O'Connor, but **MADONNA** has the name recognition as well! A MAJOR buzz on **ANA & JORDAN KNIGHT** *Angel Of Love* (EPIC), but if you play it you will get a cease and desist from EPIC Records! Lastly, **JAY WILLIAMS** *Sweat* (BIG BEAT) is HOT! Put it on and crank it up - you'll work up a sweat! A mid-'70s sound with a GREAT beat and a deep underlying political message to free South Africa!"

**STEFFANIE GRAMM**, MD at KITY, San Antonio sez, "**ALE** *Stop Me If I Fall In Love* (VENDETTA/A&M) is a GREAT song with a lot of potential! **LOUIE LOUIE** *Sittin' In The Lap Of Luxury* (WTG) is an out-and-out SMASH! Be on the lookout for **SUNNI** *Why Did My Baby Get Over Me* (ALPHA INT'L.)! This is a Dance/Pop record, and we edited the extended mix which is much better than the single! **J.T. & THE BIG FAMILY** *Moments In Soul* (Import) is a GREAT novelty song that fits in perfectly with today's groove! It's GREAT to slip in every now and then. Lastly, with *Teenage Mutant Ninja Turtles* so HOT, everyone needs a little *Turtle Power* by **PARTNERS IN KRYME** off the SBK Records soundtrack!"

**DON O'NEAL**, MD at WCKZ, Charlotte, NC sez, "**SPUNKADELIC** *Take Me Like I Am* (SBK) is in the Milli Vanilli vein and VERY GOOD! Check out the SBK Records soundtrack to *Teenage Mutant Ninja Turtles* for the *Turtle Power* song by **PARTNERS IN KRYME!** Top five requests in two days! Also, *Vogue* by **MADONNA** (SIRE/WARNER BROS.) has EXPLODED as expected! And check out a fun song called *Me So Hungry* by **2 LARGE CREW** (JAM CITY)! It's a quality record - call me for a copy (704) 342-4102."

**MARK LOBEL**, MD at WBLI, Long Island sez, "**MADONNA** *Vogue* (SIRE/WARNER BROS.) is a #1 tune, and the video is incredible! Thanks to Al Carolanza for braving a propane car derailment and a bomb scare in Long Island to get this to us and on the air! Top five after one day! **JUDE COLE** *Baby, It's Tonight* (REPRISE) has a neat, pretty sound! And check out **PETER MURPHY** *Cuts You Up* (RCA)! It didn't hit me at first, but the more I listen to it, the more I like it!"

**BRETT DUMLER**, PD/MD at Z99, Oklahoma City sez, "**TYLER COLLINS** *Girls Nite Out* (RCA) is a GREAT song! The mix that KICKS is called The Soul IV Seoul Bit - check it out NOW! **ALE** *Stop Me If I Fall In Love* (VENDETTA/A&M) is good - the remix is less Hispanic and has a better feel for this market! And we are playing *Way Of The World* by **D'MOB** (FFRR/POLYDOR), and it SMOKES!!!"

**BOB LABORDE**, Asst. PD/MD at KCPX, Salt Lake City sez, "Check out **TAYLOR DAYNE** *I'll Be Your Everything* (ARISTA)! She shows her versatility on this one! It has that ever popular *na-na na na-na* hook that's easy to sing along with - simple and smooth! Also, another BIG teen record for **THE COVER GIRLS** with *That Glitters Isn't Gold* (CAPITOL)!"

**MICHAEL NEWMAN**, MD at ENERGY96.5, Houston sez, "Check out **NIKKI** *Notice Me* (GEFFEN)! I'm impressed by this ballad, which is the first cut on the **HITMAKERS** CD Sampler Volume #33! **PARIS BY AIR** *C'mon & Dance With Me* (EPIC) is a GREAT Dance record and so are the new mixes on **OINGO BOINGO** *Out Of Control* (MCA)! The Power Mix takes the Rock edge of this song! If **OINGO** is HIP in your market, this is a MUST as a great image record!"

**WILLY B**, PD at KWOD, Sacramento sez, "**M.C. HAMMER** *U Can't Touch This* (CAPITOL) is through the roof along with **YOUNG MC** *I Come Off* (DELICIOUS VINYL/ISLAND)! **SALT-N-PEPA** *Expression* (NEXT PLEATEAU) is reacting! Early indications show this is a REAL record! And **PERFECT GENTLEMEN** *Ooh La La* (COLUMBIA) will be a #1 record!"

**AL TAVERA**, Asst. PD/MD at POWER106, Los Angeles sez, "**MADONNA** *Vogue* (SIRE/WARNER BROS.) will be HUGE! **LOUIE LOUIE** *Sittin' In The Lap Of Luxury* (WTG) has an infectious hook that makes you want to move! And **MICHEL'LE** *Nicety* (RUTHLESS/ATCO) sounds like another HIT for this young lady!"

**DWAYNE WARD**, Asst. PD/MD at WZZG, Charlotte, NC sez, "**MADONNA** *Vogue* (SIRE/WARNER BROS.) will break all records! This song ranks among the top three of all her musical efforts! **ELECTRONIC** *Getting Away With It All* (WARNER BROS.) is very cool! Check it out! **BELL BIV DEVOE** *Poison* (MCA) will take off nicely in this market, and we are hip to a Swedish EMI import LP by a band called **LILY & SUSSIE**. An exchange student brought it to the station, and it's got some GREAT tracks including *Let Us Dance A Little More* and *Girl With A Broken Heart!*"

**MARK JACKSON**, Asst. PD/MD at WHYT, Detroit sez, "**PARTNERS IN KRYME** *Turtle Power* off the SBK Records *Ninja Turtles* soundtrack is kicking in well! *B-Girls* by **YOUNG & RESTLESS** (PANDISC) continues to pull requests, and likewise for **WHISTLE** *Always & Forever* (SELECT), which tests through the roof! We've been playing *Touch Me* by **THE 49ERS** (4TH & B'WAY/ISLAND) for a while, and now it's beginning to rear its head as a real record! Give this one a listen!"

**ANDREA PENTRACK**, MD at FM102, Sacramento sez, "**M.C. HAMMER** *This Is What We Do* from the SBK Records *Teenage Mutant Ninja Turtles* soundtrack is classic **HAMMER!** A listening MUST! And **A.C. KELLY** *Inside Your Love* (COLUMBIA) is a GREAT ballad! Smooth and nice. Check it out!"

**GARY MICHAELS**, MD at KISN, Salt Lake City sez, "You'll definitely get lucky with the **LITTLE RIVER BAND** *If I Get Lucky* (MCA)! GREAT hook in this record! Also, check out the new **ROXETTE** *It Must Have Been Love* (EMI)! Look for this record to be another SMASH for them! Another obvious BIG record is **MADONNA** *Vogue* (SIRE/WARNER BROS.)!"



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**JEFF KAPUGI**, MD at POWER PIG, Tampa, FL sez, "We have just started playing **TOMMY PAGE with SA-FIRE** *Don't Give Up On Love* (SIRE/WARNER BROS.) and we expect good things! **LOUIE LOUIE** *Sittin' In The Lap Of Luxury* (WTG) is a fantastic single, and check out **PERFECT GENTLEMEN** *Ooh La La* (COLUMBIA)! This is so HOT we had to play it off the cassette! A teen record that is crossing over NOW!"

**TERRI WEBER**, MD at KISS98.5, Houston sez, "Check out **THE FAMILY STAND** *Ghetto Heaven* (WARNER BROS.)! WHEW - I love this song! Remixed by the Soul II Soul team, put this bait on the air and reel in a winner with the hook! **BEATS INTERNATIONAL** *Dub Be Good To Me* (ELEKTRA) is a smooth remake already generating reaction! Lastly, check out LP cut *Start The Party* by **SALT-N-PEPA** (NEXT PLATEAU)! A GREAT night record with an attitude!"

**JAY TAYLOR**, Asst. PD/MD at KLUC, Las Vegas sez, "MADONNA's an obvious with *Vogue* (SIRE/WARNER BROS.)! **THE COVER GIRLS** *All That Glitters Isn't Gold* (CAPITOL) is pulling nice requests, and *Nicety* by **MICHEL'LE** (RUTHLESS/ATCO) is a strong followup! **PERFECT GENTLEMEN** *Ooh La La* (COLUMBIA) is a cool tune, and so is **TYLER COLLINS** *Girls Nite Out* (RCA)!"

**DON PARKER**, MD at KBOS, Fresno, CA sez, "Check out **INNOCENCE** *Natural Thing* (PROFILE)! The elevator mix is the one to play! **AFTERSHOCK** *Always Thinking Of You* (VIRGIN) is definitely worth a listen, and check out **WHISTLE** *Always & Forever* (SELECT)! It's HUGE - one of the biggest reaction records of the year! **BELL BIV DEVOE** *Poison* (MCA) is going to do well in the Fresno market, and **PAULA ABDUL** *I Need You* (VIRGIN) is getting good phones!"

**TREVOR CAREY**, MD at KKMKG, Colorado Springs sez, "SIMON *Let Me Be The One* (CLUBHOUSE) is definitely HOT! If you have a mix show, throw it on! And here she comes again...**MADONNA** *Vogue* (SIRE/WARNER BROS.)! A definite play! **KID CREOLE AND THE COCONUTS** *The Sex Of It* (COLUMBIA) will be a summertime SMASH! This track was written by Prince and has the feel of his style!"

**JIMMY EDWARDS**, MD at KKYK, Little Rock, AR sez, "MADONNA *Vogue* (SIRE/WARNER BROS.) is going to be another GREAT track for her! **THE 4 OF US** *Drag My Bad Name Down* (COLUMBIA) is causing quite a BUZZ! It's a good single with more to come! **KMC KRU** *Crazy For U* (CURB) is very good! I think it'll happen! **ELECTRONIC** *Getting Away With It* (WARNER BROS.) is a HOT single! This one is gonna start picking up! Two others picking up steam are **JIMMY SOMERVILLE** *You Make Me Feel (Mighty Real)* (FFRR/POLYDOR) and **THE 49ERS** *Touch Me* (4TH & B'WAY/ISLAND)! Watch 'em work!"

**GREG GEARY**, MD at KZOU, Little Rock, AR sez, "MADONNA *Vogue* (SIRE/WARNER BROS.) is a glamorous sounding record! Also, if you're doin' Babyface, don't miss out on his brother **AFTER 7** *Ready Or Not* (VIRGIN)! It's right there! **JUDE COLE** *Baby, It's Tonight* (REPRISE) is GREAT! In a time of heavy ballads this will add some SIZZLE! **JIMMY SOMERVILLE** *You Make Me Feel (Mighty Real)* (FFRR/POLYDOR) adds nice variety! It's an old record with a new sound! And one song to be sure to catch is **BELL BIV DEVOE** *Poison* (MCA)!"

**RICK PENDLETON**, MD at WNYP, Ithaca, NY sez, "MADONNA *Vogue* (SIRE/WARNER BROS.) is going to be HUGE! It may take a little bit, but it'll getcha by the second listen! Also check out **L.A. GUNS** *Ballad Of Jayne* (POLYDOR) - don't let the name turn you off! Yeah, it's a ballad but it has KICK! **GUN** *Better Days* (A&M) deserves a second look! Don't let good music pass you by because of other reasons! And **ALICE COOPER** *Only My Heart Talkin'* (EPIC) is a perfect nighttime ballad! The background vocals of Steven Tyler make the song come alive!"

**JIMMY JAM**, MD at Z103, Tallahassee, FL sez, "MADONNA has another GREAT record with *Vogue* (SIRE/WARNER BROS.)! This will be HUGE!"

**SCOTT ST. JOHN**, PD/MD at WPRR, Altoona, PA sez, "THE COVER GIRLS *All That Glitters Isn't Gold* (CAPITOL) is a BIG record here! Also check out **JUDE COLE** *Baby, It's Tonight* (REPRISE)! This track did well in our song wars! Take a listen to **PHIL COLLINS** *Something Happened On The Way To Heaven* (ATLANTIC)! It's more upbeat than the last and a good male record!"

**CLAYTON ALLEN**, MD at KHFI, Austin sez, "JIMMY SOMERVILLE *You Make Me Feel (Mighty Real)* (FFRR/POLYDOR) is incredibly HOT with a GREAT sound! Be on the lookout for **ANYTHING BOX** *Jubilation* (EPIC) - a GREAT next single! And **LINEAR** *Sending All My Love* (ATLANTIC) is working in this market!"

**HOSH GURELI**, MD at KMEL, San Francisco sez, "Check out *Always & Forever* by **WHISTLE** (SELECT) - both Keith and I have an affection for the original, but the sales and requests have opened our eyes to the fact that a whole new generation of listeners are ready for this record! I mentioned this next record two weeks ago and I want to stress again that *The Power* by **SNAP** (ARISTA) has already developed a major club base in New York, Los Angeles, San Francisco, the U.K. and Sweden! It looks like an international SMASH! And check out *My Hoopie* by **SIR MIX-A-LOT** (NASTYMIX)! They're certainly making a name for themselves on the West Coast! *Hoopie* in **SIR MIX-A-LOT** terms is the beat-up old Chevy that belongs to the kid next door because the BM'er isn't exactly in his price range!"

**KEVIN McCABE**, MD at HOT97, New York sez, "LISA STANSFIELD *Live Together* (ARISTA) is a HIT! The CD single with four mixes is out in the U.K. already and if this is indeed the next track, it's excellent! Every song on the LP is choice, but *Live Together* truly stands out! Also check out **GEORGE LAMOND** *Bad Of The Heart* (COLUMBIA)! Number three phones after weeks on the air, it looks like this will be one of the BIGGEST Latin records in the history of HOT97!"

**STEVE HELLER**, MD at ZFUN106, Moscow, ID sez, "It's unbelievable! **MADONNA** *Vogue* (SIRE/WARNER BROS.) is the best tune from her in a long time! **PRETTY BOY FLOYD** *I Wanna Be With You* (MCA) is testing extremely well, and check out **DEPECHE MODE** *Enjoy The Silence* (SIRE/REPRISE)! Number two in sales last week and doing GREAT in requests!"

**GARY DUNES**, MD at 93Q, Syracuse sez, "JIMMY SOMERVILLE *You Make Me Feel (Mighty Real)* (FFRR/POLYDOR) is a GREAT nighttime record! It has a real shot! Two other BIG records are **MADONNA** *Vogue* (SIRE/WARNER BROS.) and **BAD ENGLISH** *Heaven Is A 4-Letter Word* (EPIC)! Obvious smashes!"

**DEANO**, MD at SLY96, San Luis Obispo, CA sez, "Take a listen to **JOE SATRIANI** *I Believe* (RELATIVITY)! This guy can play and sing! Also, check out **SPUNKADELIC** *Take Me Like I Am* (SBK)! They're not just another Rap group! And of course **MADONNA** *Vogue* (SIRE/WARNER BROS.)! Need I say more?"

**TIM LARSEN**, MD at KLYV, Dubuque, IA sez, "A SMASH for **MADONNA** with *Vogue* (SIRE/WARNER BROS.)! **FLEETWOOD MAC** *Save Me* (WARNER BROS.) and **ROXETTE** *It Must Have Been Love* (EMI) are BIG in a week for majors!"

**BILL CATCHER**, PD at WANS, Greenville, SC sez, "Everyone and his brother will be playing **MADONNA** *Vogue* (SIRE/WARNER BROS.)! And another HOT track is **HEART** *All I Wanna Do Is Make Love To You* (CAPITOL)!!!"

**JOHN WEIS**, MD at WBNQ, Bloomington, IL sez, "THE 4 OF US *Drag My Bad Name Down* (COLUMBIA) is reminiscent of INXS! Getting BIG curiosity calls! Also check out **JUDE COLE** *Baby, It's Tonight* (REPRISE)! This track has Midwest written all over it! Good balance record! Another good track is **ELECTRONIC** *Getting Away With It* (WARNER BROS.)!"

**LESLIE FRAM**, PD at WABB, Mobile, AL sez, "ROXETTE *It Must Have Been Love* (EMI) has GREAT hooks! This should be a BIG smash, especially with the movie coming out! For a big adult appeal record check out **GIANT** *I'll See You In My Dreams* (A&M)! It's a strong power ballad with BIG crossover into ALL dayparts! **THE CURE** *Pictures Of You* (ELEKTRA) is a HIP record! GREAT night airplay!"

**DANNY B**, MD at KZFM, Corpus Christi, TX sez, "D-MOB *That's The Way Of The World* (FFRR/POLYDOR) is a HOT tune! It has potential to take its previous single's spot on the charts! Also, a GREAT Dance record that demands play is **HI TEK 3** *Spin That Wheel* (SBK)! Give a listen! Another listening MUST is **DIGITAL UNDERGROUND** *The Humpty Dance* (TOMMY BOY)! The perfect novelty song!"

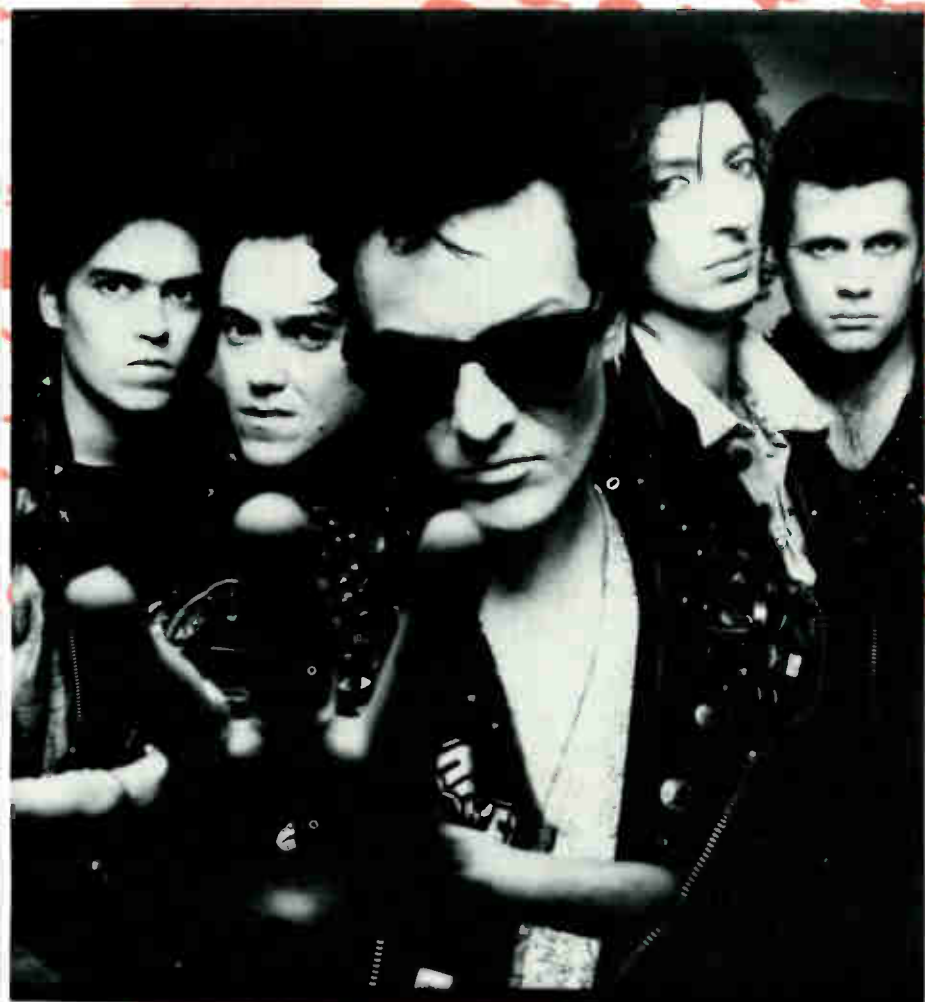
**ANGEL GONZALES**, MD at KEZB, El Paso, TX sez, "Is there anyone not talking about this woman? **MADONNA** *Vogue* (SIRE/WARNER BROS.) is GREAT! A gimme for the charts! **HI TEK 3** *Spin That Wheel* (SBK) is an excellent Dance record! It has a GREAT feel and mass appeal potential! **EVERYTHING BUT THE GIRL** *Driving* (ATLANTIC) is a GREAT midday single! It's very smooth - perfect A/C track!"

**RICK McCAUSLIN**, OM at WYCR, York, PA sez, "Check out **MADONNA** *Vogue* (SIRE/WARNER BROS.) and watch the video! **M.C. HAMMER** *U Can't Touch This* (CAPITOL) is a GREAT novelty! INSTANT familiarity! **ROXETTE** *It Must Have Been Love* (EMI) is just too hot to pass up! **GLORIA ESTEFAN** *Oye Mi Canto (Hear My Voice)* (EPIC) is a KILLER uptempo song! Good female uptempo track!"



# FRESH FOR LULU

"Every  
Little  
Word"



IT SHOULD READ "FRESH FOR LULU"  
THE FRESH ALTERNATIVE SOUND THAT IS:

ALREADY TOP TEN ALTERNATIVE!!

ALREADY TOP TWENTY DANCE!!

ALREADY HOT ON: KNRJ (17-13)!!

KSAQ (20-18)!!

KROQ (#28)!!

HOT 94.9!!





**BILLY THE KIDD**, MD at KJ103, Oklahoma City sez, "**CHARLES CHRISTOPHER** *Don't Step On My Feet* (LMR) is a SMASH! It has a Calloway/Johnny Kemp feel, that Urban/Pop male sound that's definitely missing in the system today! **CANDY FLIP** *Strawberry Fields Forever* (DEBUT) is definitely HIP! Another hip remix is **THE CURE** *Pictures Of You* (ELEKTRA)! Normally **THE CURE** is very rowdy, but the remix, with that Soul II Soul groove that retains **THE CURE** signature edge, is HOT!"

**MIKE MARTIN**, Interim MD at KIIS-FM, Los Angeles sez, "**MADONNA** *Vogue* (SIRE/WARNER BROS.) is unavoidable! We put **SALT-N-PEPA** *Expression* (NEXT PLATEAU) in and it got INSTANT reaction - Check it out! And **EXPOSE** *Your Baby Never Looked Good In Blue* (ARISTA) pulled immediate phones!"

**GLEASON HICKS**, MD at WVBS, Wilmington, NC sez, "**SINEAD O'CONNOR** *Nothing Compares 2 U* (CHRYSALIS) is going right to the top! **THE CURE** *Pictures Of You* (ELEKTRA) is getting real strong young adult action! It's drawing HUGE phone action from college and above. And **GORKY PARK** *Try To Find Me* (MERCURY) is a real good record, and one of my personal faves. It's HOT and has great possibilities!"

**TRACY AUSTIN**, MD at KBTS, Austin, TX sez, "**AFTER 7** *Ready Or Not* (VIRGIN) is going to be BIG! It's got a great mass appeal sound. Also, probably one of the biggest records of **MOTLEY CRUE**'s career is *Without You* (ELEKTRA)! It's the biggest off this album! **ELECTRONIC** *Getting Away With It* (WARNER BROS.) has a good Mainstream sound! Give it a listen! And another track that deserves a listen is **DEPECHE MODE** *Enjoy The Silence* (SIRE/REPRISE)! It could be a contender like *Personal Jesus* was!"

**STEVE SMALL**, PD at KSMB, Lafayette, LA sez, "Check out **DEPECHE MODE** *Enjoy The Silence* (SIRE/REPRISE)! It's had three weeks of play and is developing nicely. Also, **THE CURE** *Pictures Of You* (ELEKTRA) is a solid record after 3 p.m. And BIG night reaction with *The Hanky Panky* by **K.J. and DA FELLAS** (FORESIGHT)! It's been a nighttime battle winner eight nights in a row!"

**DUANE BARNHART**, PD at KBOZ, Bozeman, MT sez, "**HI TEK 3** *Spin That Wheel* (SBK) has guaranteed sales from the soundtrack *Teenage Mutant Ninja Turtles*! And, many programmers might be psyched out by the members of **DAMN YANKEES**, but when you listen to *Coming Of Age* (WARNER BROS.) you will just be PSYCHED!"

**DAN STONE**, PD at OK95, Tri-Cities, WA sez, "Just listen to **L.A. GUNS** *Ballad Of Jayne* (POLYDOR)! If you play it once, you'll play it again! Another KILLER power ballad is **ALICE COOPER** *Only My Heart Talkin'* (EPIC)! It's already number four on our Hot Ten at 10! Also, **DIVING FOR PEARLS** *New Moon* (EPIC) has an Alternative edge that is accessible for commercial radio. And you'll be up all night listening to **SLAUGHTER** *Up All Night* (CHRYSALIS)! What a HOT song!"

**AL BUNCH**, MD at WZZU, Raleigh, NC sez, "Playing **ERIC CLAPTON** *No Alibis* (DUCK/REPRISE) in concert couldn't be any better in this town! Also, **JUDE COLE** *Baby, It's Tonight* (REPRISE) has a different sound that's a welcome change! And don't forget **MICHAEL PENN** *This And That* (RCA)! It has an acoustic feel, with a good tempo which could out-do *No Myth*!"

**JERRY PADDEN**, MD at WKRZ, Wilkes-Barre, PA sez, "**JUDE COLE** *Baby, It's Tonight* (REPRISE) has a GREAT feel! If you were playin' Bryan Adams and are currently playin' Bad English, this fits right in! **L.A. GUNS** *Ballad Of Jayne* (POLYDOR) has no sophomore album problems here. This is a great track! Also, **JIMMY SOMERVILLE** *You Make Me Feel (Mighty Real)* (FFRR/POLYDOR) is movin' slow but it's going to catch. Watch out when it does! Last, but definitely not least, **M.C. HAMMER** *U Can't Touch This* (CAPITOL) is going to pick up the Biz Markie trailers! This could work as a novelty, but take nothing from M.C. - a GREAT song!"

**DAVE NICHOLAS**, MD at WKDD, Akron, OH sez, "**ALICE COOPER** *Only My Heart Talkin'* (EPIC) is a sure-shot for Top 10! And **ROBERT PLANT** *Hurting Kind (I've Got My Eyes On You)* (ES PARANZA/ATLANTIC) is pulling some good initial call-out numbers!"

**SCOTT BOHANNON**, MD at WAPI, Birmingham, AL sez, "I like **THE 4 OF US** *Drag My Bad Name Down* (COLUMBIA). I don't know why I like it, I just do! **GIANT** *I'll See You In My Dreams* (A&M) is a good song! And, **EXPOSE** *Your Baby Never Looked Good In Blue* (ARISTA) is our #3 phone record after only one week!"

**TOM MITCHELL**, PD at WTIC-FM, Hartford sez, "**TOMMY PAGE** *Turn On The Radio* (SIRE/WARNER BROS.) is getting early response after a few plays. Watch for it! Also, **MICHEL'LE** *Nicety* (RUTHLESS/ATCO) is already doing well in night play! And **AFTER 7** *Ready Or Not* (VIRGIN) fits like a glove on 'TIC-FM!"

**JOHN CLINE**, MD at WNCI, Columbus, OH sez, "**THE B-52's** *Deadbeat Club* (REPRISE) was my favorite cut off the album eight months ago, and now that it's a single release, watch it FLY! A great record!"

**GREG WILLIAMS**, MD at KKRD, Wichita, KS sez, "**JUDE COLE** *Baby, It's Tonight* (REPRISE) has what it takes! **ICE-T** *The Girl Tried To Kill Me* (WARNER BROS.) is getting GREAT phones and requests! Very active at night! Is there any question about **ROXETTE** *It Must Have Been Love* (EMI)? **AFTER 7** *Ready Or Not* (VIRGIN) could be the next BIG ballad - it's showing BIG sales in the marketplace! And **MADONNA** *Vogue* (SIRE/WARNER BROS.) could go all the way!"

**KEVIN MICHAELS**, MD at KTXV, Jefferson City, MO sez, "**L.A. GUNS** *Ballad Of Jayne* (POLYDOR) is a really good Rock ballad; better than a lot of them out there right now! **TIMMY T** *Time After Time* (QUALITY/JAM CITY) has great Urban crossover potential! And **BELL BIV DEVOE** *Poison* (MCA) is a good song that sounds GREAT on the air!"

**BILL SHAHAN**, PD/MD at WWSR, Charleston, WV sez, "**M.C. HAMMER** *U Can't Touch This* (CAPITOL) is the HOTTEST request song out-of-the-box this year! You're crazy if you're not playing **BELL BIV DEVOE** *Poison* (MCA)! Also, **ALICE COOPER** *Only My Heart Talkin'* (EPIC) is a Rock Top40 MUST! And **MADONNA** *Vogue* (SIRE/WARNER BROS.) is a SMASH!"

**RICK ELLIOT**, MD at WDBR, Springfield, IL sez, "**THE 4 OF US** *Drag My Bad Name Down* (COLUMBIA) is a short, sweet, get-to-the-point tune! **MICHEL'LE** *Nicety* (RUTHLESS/ATCO) is a real catchy record! And **JUDE COLE** *Baby, It's Tonight* (REPRISE) is different from the way Mainstream's going right now! It's just a good, SOLID song!"

**BOB LEWIS**, MD at KRNO, Des Moines, IA sez, "**BASIA** *Cruising For Bruising* (EPIC) is already exploding at retail and should be a multi-format hit! Also, check out **BELL BIV DEVOE** *Poison* (MCA)! It's smooth...different...and should be a HIT! **TINA TURNER** *Look Me In The Heart* (CAPITOL) is very adult and very, VERY good. And **BEATS INTERNATIONAL** *Dub Be Good To Me* (ELEKTRA) has that upper demo appeal that the audience is killing for! Check out the Rub-A-Dub-dub!"

**TREY ALEXANDER**, MD at WRQN, Toledo, OH sez, "Check out **BASIA** *Cruising For Bruising* (EPIC)! It's a great midday record that's good with all demo females! Also, **ELECTRONIC** *Getting Away With It* (WARNER BROS.) is a GREAT tune! It's easy to listen to - play it at night! And listen to **THE B-52'S** *Deadbeat Club* (REPRISE)! It's a GREAT followup to *Roam* - another BIG hit!"

**CHUCK FINLEY**, PD at WYYS, Columbia, SC sez, "Check out **JUDE COLE** *Baby, It's Tonight* (REPRISE)! This track is a nice upbeat male rocker! MAJOR week for the majors - check out **FLEETWOOD MAC** *Save Me* (WARNER BROS.) and **JANET JACKSON** *Alright* (A&M)! And don't forget about **BAD ENGLISH** *Heaven Is A 4-Letter Word* (EPIC)!"

**MIKE TINNES**, MD at WKLQ, Grand Rapids, MI sez, "**ALICE COOPER** *Only My Heart Talkin'* (EPIC) did well in our battle of the songs! Also, check out **PRETTY BOY FLOYD** *I Wanna Be With You* (MCA)! These are two good male power ballads!"

**JAY MURPHY**, Asst. PD/MD at KQHT, Grand Folks, ND sez, "The new **JUDE COLE** *Baby, It's Tonight* (REPRISE) is HOT! There's not a bad track on the album! And look for **THE SMITHEREENS** *Blues Before And After* (CAPITOL)!"

**ANDY SHANE**, MD at WIKZ, Chambersburg, PA sez, "**JUDE COLE** *Baby, It's Tonight* (REPRISE) is very mass appeal! It's a Pop SMASH!!! And **MADONNA** *Vogue* (SIRE/WARNER BROS.) is her best work in years!"

**STEVE CHASE**, Asst. PD/MD at KOYE, Laredo, TX sez, "**SPUNKADELIC** *Take Me Like I Am* (SBK) is lighting up the phones at night! A GREAT '90s Dance tune! From the movie *Teenage Mutant Ninja Turtles*, check out *Turtle Power* by **PARTNERS IN KRYME** (SBK)! It's blowing out the phones! Also, **WHISTLE** *Always & Forever* (SELECT) is a classic remake! And people should start playing **THE CURE** *Pictures Of You* (ELEKTRA) - GREAT for all dayparts!"



# G I A N T

## "I'll See You In My Dreams"



**HITMAKERS**  
**HOT STATS:**  
ROCK & ROLL/40: 24-14  
A HITBOUND!  
A CRUSADE!

**GUY BROUILLARD, MD-CKOI/Vancouver**

"From the first listen it sounded like a hit! It combines power and drama in a way that separates it from the other power ballads out now."

**BOB LaBORBE, Asst. PD/MD-KCPX/Salt Lake City**

"It has the texture of old Foreigner or Journey songs that are strong oldies for KCPX. Giant gives us that sound in a current rotation."

**BEAVER CLEAVER, MD-WNVZ/Norfolk**

"A good power ballad with strong vocals. Very female oriented and a perfect balance for the dance product out there!"

**DWAYNE WARD, PD-WZZG/Charlotte**

"Out of the immense number of Rock-oriented ballads, this one stands out. Our audience perceives it as a much smoother record than the others."

- |                       |                       |                       |                        |
|-----------------------|-----------------------|-----------------------|------------------------|
| <b>PIRATE (D#21)</b>  | <b>KIXY (D#39)</b>    | <b>KZOU (36-30)</b>   | <b>WQUT (D#28)</b>     |
| <b>KKBQ (#21)</b>     | <b>KKHT (28-24)</b>   | <b>KZZU (36-31)</b>   | <b>WRTB (28-25)</b>    |
| <b>KBQ (37-33)</b>    | <b>KKRC-FM (D#35)</b> | <b>OK95 (4-3)</b>     | <b>WSPK (D#38)</b>     |
| <b>KXXR (25-20)</b>   | <b>KLYV (D#36)</b>    | <b>WBBQ (Add)</b>     | <b>WSPT (D#25)</b>     |
| <b>Q102 (21-14)</b>   | <b>KNEN (Add)</b>     | <b>WBNQ (26-23)</b>   | <b>WVKS (33-30)</b>    |
| <b>92X (#16)</b>      | <b>KNIN (40-37)</b>   | <b>WFLY (37-34)</b>   | <b>WVKZ (18-15)</b>    |
| <b>KSAQ (35-29)</b>   | <b>KPXR (31-26)</b>   | <b>WHHY (D#34)</b>    | <b>WVSR (D#33)</b>     |
| <b>KISN (Add)</b>     | <b>KQHT (Add)</b>     | <b>WHTO (Add)</b>     | <b>WWCK (Add)</b>      |
| <b>98PXY (Add)</b>    | <b>KQKQ (Add)</b>     | <b>WIFC (33-25)</b>   | <b>WYYS (Add)</b>      |
| <b>WLRS (35-25)</b>   | <b>KQKY-FM (D#31)</b> | <b>WJMX (24-20)</b>   | <b>WZOK (32-28)</b>    |
| <b>WKZL (Add)</b>     | <b>KRZR (28-23)</b>   | <b>WJZQ (D#34)</b>    | <b>Y104 (D#36)</b>     |
| <b>CKOI (Add)</b>     | <b>KSKG (39-29)</b>   | <b>WKEE (21-17)</b>   | <b>Y94 (D#29)</b>      |
| <b>93Q (39-33)</b>    | <b>KSND (40-33)</b>   | <b>WKFR (38-30)</b>   | <b>Z106 (Add)</b>      |
| <b>95SX (26-20)</b>   | <b>KTMT (37-33)</b>   | <b>WKPE (D#30)</b>    | <b>Z93 (31-27)</b>     |
| <b>99WGY (36-30)</b>  | <b>KTRS (D#40)</b>    | <b>WKRZ (D#39)</b>    | <b>ZFUN106 (24-18)</b> |
| <b>FM104 (D#28)</b>   | <b>KTXY (Add)</b>     | <b>WKSF (Add)</b>     | <b>...AND MANY,</b>    |
| <b>KBTS (Add #40)</b> | <b>KUUB (D#36)</b>    | <b>WLAN (Add #31)</b> | <b>MANY MORE!</b>      |
| <b>KELY (32-24)</b>   | <b>KVTI (Add)</b>     | <b>WLRW (D#34)</b>    |                        |
| <b>KFBD (25-22)</b>   | <b>KYYY (40-36)</b>   | <b>WNYP (D#35)</b>    |                        |
| <b>KFTZ (26-22)</b>   | <b>KZ93 (29-23)</b>   | <b>WOKI (29-26)</b>   |                        |
| <b>KGGG (31-28)</b>   | <b>KZBB (29-23)</b>   | <b>WOMP-FM (Add)</b>  |                        |
| <b>KHTT (Add#33)</b>  | <b>KZII (Add)</b>     | <b>WPFM (38-30)</b>   |                        |
|                       | <b>KZMC (39-30)</b>   | <b>WQCM (D#28)</b>    |                        |



PRODUCED BY TERRY THOMAS MANAGEMENT: BUD PRAGER FOR E.S.P.

RECORDS



**RICK STONE**, PD/MD at MIX105.1, Orlando sez, "Give a listen to **JUDE COLE** *Baby It's Tonight* (REPRISE)! This one will be a hit! Check out **THE 4 OF US** *Drag My Bad Name Down* (COLUMBIA)! It's interesting rock. **KID CREOLE & THE COCONUTS** *The Sex Of It* (COLUMBIA) is a great dance record written by Prince that could break the band. And if you played New Kids with good reaction, play **PERFECT GENTLEMAN** *Ooh La La* (COLUMBIA) for instant phones."

**SCOTT LEIF**, MD at WERZ, Exeter, NH sez, "LIGHTNING SEED *Pure* (MCA) is very intriguing techno pop. Also, a real surprisingly mainstream song is **ELECTRONIC** *Getting Away With It* (WARNER BROS)! **ROBERT PLANT** *Hurting Kind* (ES PARANZA/ATLANTIC) is getting good sales. And anybody growing up listening to these guys will recognize **DAMN YANKEES** *Coming Of Age* (WARNER BROS). It's a real familiar sound!"

**RICH ANHORN**, MD at KWSS, San Jose, CA sez, "SINEAD O'CONNOR *The Emperor's New Clothes* (CHRYSALIS) should be a strong uptempo followup! When New Kids meet The Boys out comes **PERFECT GENTLEMAN** *Ooh La La* (COLUMBIA), which doesn't take long to get requests! Also, **THE 4 OF US** *Drag My Bad Name Down* (COLUMBIA) has a rockish, Irish, Australish feel. Roll down your windows and get loose! And don't forget **MADONNA** *Vogue* (SIRE/WARNER BROS)! She pegs what summer is all about!"

**GLENN DILLON**, MD at WKFR, Kalamazoo, MI sez, "DAMN YANKEES *Coming Of Age* (WARNER BROS) is a great talent combination with great rock 'n' roll! It's good for radio! Also, **GORKY PARK** *Try To Find Me* (MERCURY) is a great midday record. And **ROBERT PLANT** *Hurting Kind* (ES PARANZA/ATLANTIC) has the HOT Zeppelin sound of the 90's! What a way to start the decade!"

**CHUCK LUCK**, PD/MD at KZII, Lubbock, TX sez, "MADONNA *Vogue* (SIRE/WARNER BROS) is an instant smash! Listen to **M.C. HAMMER** *U Can't Touch This* (CAPITOL)! After two days of airplay we had instant phones! Also, **FLEETWOOD MAC** *Save Me* (WARNER BROS) is a great song for all demos! And check out **THE 4 OF US** *Drag My Bad Name Down* (COLUMBIA)! This is a great new band with a great sound. It's good on the air!"

**JOHN IVEY**, Asst. OM at WZOK, Rockford, IL sez, "MADONNA has another hit on her hands with *Vogue* (SIRE/WARNER BROS)! Check out **THE 4 OF US** *Drag My Bad Name Down* (COLUMBIA)! It has great potential! Also, **L.A. GUNS** *Ballad Of Jayne* (POLYDOR) could be a HIT! Listen to **JIMMY SOMERVILLE** *You Make Me Feel (Mighty Real)* (FFRR/POLYDOR)! This song sounds familiar, even though it's not! And don't forget **MICHAEL PENN** *This And That* (RCA)! For those of you who played Michael's last song, this one should be a hit!"

**JEFF DAVIS**, MD at WCIR, Beckley, WV sez, "DAMN YANKEES *Coming Of Age* (WARNER BROS) is obviously a good rock 'n' roll sound! They're on a roll! Check out **COWBOY JUNKIES** *Sun Comes Up* (RCA)! The new album sounds real good! Also, **ROXETTE** *It Must Have Been Love* (EMI) is another solid song! After a few ballads it's good to see **BAD ENGLISH** rock again with *Heaven Is A 4-Letter Word* (EPIC)! And **FLEETWOOD MAC** had done well in the past, and *Save Me* (WARNER BROS) should be no exception!"

**KEITH GREER**, MD at KTUX, Shreveport, LA sez, "Check out **GORKY PARK** *Try To Find Me* (MERCURY)! These guys had to work extra hard, but they came out with a great ballad! Also, **BONHAM** *Guilt* (WTG) has that Zeppelin sound. We all know who influenced him! A great remix is **THE CURE** *Pictures Of Me* (ELEKTRA)! And **LINEAR** *Sending All My Love* (ATLANTIC) has a different sound everyone should listen to!"

**JERI BANTA**, PD at WYKS, Gainesville, FL sez, "ROXETTE *It Must Have Been Love* (EMI) sounds like another HUGE record for them! Also *Oye Mi Canto (Hear My Voice)* (EPIC) should get **GLORIA ESTEFAN** back on her feet! And **FLEETWOOD MAC** *Save Me* (WARNER BROS) will complete the trilogy of smashes!"

**DANNY WAYNE**, PD/MD at WPFR, Terre Haute, IN sez, "MADONNA *Vogue* (SIRE/WARNER BROS) is a massive record! Also **FLEETWOOD MAC** *Save Me* (WARNER BROS) is what you would expect from great musicians! And don't forget to watch for **PERFECT GENTLEMAN** *Ooh La La* (COLUMBIA)!"

**TOM SCOTT**, MD at X106, Birmingham, AL sez, "One of **MADONNA**'s best works yet is *Vogue* (SIRE/WARNER BROS)! And **FLEETWOOD MAC** *Save Me* (WARNER BROS) is a classic! Christine McVie's vocals are great!"

**SCOTT BURTON**, MD at WRCK, Utica, NY sez, "Listen to **PERFECT GENTLEMAN** *Ooh La La* (COLUMBIA)! Maurice Starr has another hot property with these three young men! Also, **D-MOB** *That's The Way Of The World* (POLYDOR) is a great follow-up! A very accessible song is **BEATS INTERNATIONAL** *Dub Be Good To Me* (ELEKTRA)! It has that Soul II Soul feel! And check out **MADONNA** *Vogue* (SIRE/WARNER BROS)! It's better than anything off her last album. This will leave you breathless!"

**CHUCK McGEE**, MD at WOMP-FM, Wheeling, WV sez, "L.A. GUNS *Ballad Of Jayne* (POLYDOR) got big phones early! Also, **ALICE COOPER** *Only My Heart Talkin'* (EPIC) could be another big hit for him! And **ACE FREHLEY** *Do Ya* (ATLANTIC) won 5 nights in our challenge, beating Roxette, Fleetwood Mac, Damn Yankees and The Cure!"

**STEVE SPILLMAN**, PD/MD at WZKX, Biloxi, MS sez, "MADONNA *Vogue* (SIRE/WARNER BROS) is an uptempo song with a good beat! A hot new song by a classic group is **FLEETWOOD MAC** *Save Me* (WARNER BROS)! Check out **ROXETTE** *It Must Have Been Love* (EMI)! Their musical talent and flexibility never cease to amaze me! And **M.C. HAMMER** *U Can't Touch This* (CAPITOL) is like another *Wild Thing*! It's gonna be big!"

**JIM SCOTT**, MD at KNIN, Wichita Falls, TX sez, "THE 4 OF US *Drag My Bad Name Down* (COLUMBIA) is a great rock 'n' roll pop song that everyone should play! Check out **MADONNA** *Vogue* (SIRE/WARNER BROS)! Forget about Lambada - this song is gonna be a smash! And **ELECTRONIC** *Getting Away With It* (WARNER BROS) is a great dance record! It should appeal to rock stations with an alternative edge!"

**JOHN ANDERSON**, PD at KQIZ, Amarillo, TX sez, "COVER GIRLS *All That Glitters Isn't Gold* (CAPITOL) is a great follow-up record! For a good rocker that everyone should play, listen to **THE 4 OF US** *Drag My Bad Name Down* (COLUMBIA)! You should definitely check out **ELECTRONIC** *Getting Away With It* (WARNER BROS)! Also, **ROXETTE** *It Must Have Been Love* (EMI) is a great ballad with instant phone response! And check out **PETER CETERA** *No Explanation* (EMI)! It's on the *Pretty Woman* soundtrack!"

**MIKE STONE**, MD at WPFM, Panama City, FL sez, "DAMN YANKEES *Coming Of Age* (WARNER BROS) is a good summertime song, right up our alley for the beach! Also, **GORKY PARK** *Try To Find Me* (MERCURY) is a great song that deserves a listen! And **ALICE COOPER** *Only My Heart Talkin'* (EPIC) is my pick! It's the strongest song on the album!"

**ELI MOLANO**, PD/MD at KPRR, El Paso, TX sez, "MICHEL'LE *Nicety* (RUTHLESS/ATCO) is a great follow-up! It's too cool for words! For great phone reaction, **AFTER 7** *Ready Or Not* (VIRGIN) is the ballad that will do it for you! Also, **MADONNA** *Vogue* (SIRE/WARNER BROS) is the best thing she's done since *Like A Prayer*! Check out **COVER GIRLS** *All That Glitters Isn't Gold* (CAPITOL)! It should be a good mover! It's a great follow-up to *We Can't Go Wrong*! And **ALE'** *Stop Me If I Fall In Love* (VENDETTA/A&M) is a great record that sounds good!"

**MIKE KASPER**, PD/MD at KF95, Boise, ID sez, "MADONNA *Vogue* (SIRE/WARNER BROS) is HUGE! Also, **ELECTRONIC** *Getting Away With It* (WARNER BROS) has a smooth sound! And I encourage everyone to listen to **THE BEE GEES** *Bodyguard* (WARNER BROS). Give it a chance!"

**GARY JACKSON**, PD at WDLX, Washington, NC sez, "BASIA *Cruising For Bruising* (EPIC) is a great midday song! It's very smooth sailing! Another smooth one, originally done by Champagne is **GRAYSON HUGH and BETTY WRIGHT** *How 'Bout Us* (RCA)! Also, **TESLA** *The Way It Is* (Geffen) is a great follow-up to *Love Song*! It's a good nighttime record. Check out **PETER MURPHY** *Cuts You Up* (RCA)! It's a great crossover from alternative to commercial! And **L.A. GUNS** *Ballad Of Jayne* (POLYDOR) has great potential to be a chart climber!"

**KEVIN CHASE**, MD at KMOK, Lewiston, ID sez, "The **MAC** is back! **FLEETWOOD MAC** *Save Me* (WARNER BROS) is a natural! **ROXETTE** *It Must Have Been Love* (EMI) is another smash! The hits from this duo never stop! And **TIM FINN** *Not Even Close* (CAPITOL) is fresh and smooth! It feels like a hit record!"

**LEE McCARD**, MD at WCGQ, Columbus, GA sez, "I took an instant liking to **THE 4 OF US** *Drag My Bad Name Down* (COLUMBIA)! It could be another Calloway - a good summertime song!"



**THAT'S THE WAY OF THE WORLD**  
(886 981-1)

The follow-up to their top 10 single *C'mon And Get My Love*  
(886 799-1)

**D  
MOB**

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**KEITH LEMIRE**, PD at WKPE, Cape Cod, MA sez, "**BASIA** Cruising For Bruising (EPIC) is going to be a strong single here. Her last track, Time And Tide, did well for us. **ROXETTE** It Must Have Been Love (EMI) should be a big follow up to Dangerous. With the help of the movie it should take off. Two just added that are doing well here are **JUDE COLE** Baby It's Tonight (REPRISE) and **EXPOSE** Your Baby Never Looked Good In Blue (ARISTA). Are you playin' 'em? Why not?!"

**LARRY D.**, Asst. MD at XL106.7, Orlando sez, "If **BELL BIV DEVOE** Poison (MCA) crosses it will be Poison-ous! And **SYBIL** Walk On By (NEXT PLATEAU) has great crossover potential! It sounds real good on radio and is doing very well locally! **M.C. HAMMER** U Can't Touch This (CAPITOL) is the hottest rap record out right now! Some say it's novelty flavor, I say it's hot! And **HI TEK 3** Spin That Wheel (SBK) has the potential of being another Pump Up The Jam!"

**CHELLE ROBINSON**, MD at KWTX, Waco, TX sez, "**L.A. GUNS** Ballad Of Jayne (POLYDOR) is gonna be a big record. You can play it in all dayparts and it will do well! Check out **LITTLE RIVER BAND** If I Get Lucky (MCA)! It has a good, sing-along type hook! Also, **M.C. HAMMER** U Can't Touch This (CAPITOL) is an absolute SMASH! Listen to **JUDE COLE** Baby, It's Tonight (REPRISE)! This song has an alternative edge, yet keeps it simple. **49ERS** Touch Me (4TH & B'WAY/ISLAND) is a good dance record. And **SOUL II SOUL** Get A Life (VIRGIN) is the sound of rap!"

**LARRY HUGHES**, PD/MD at 95XIL, Parkersburg, WV sez, "A song with definite potential is **JUDE COLE** Baby It's Tonight (REPRISE)! And I also like **ROXETTE** It Must Have Been Love (EMI)! It's a continuation of their great sound!"

**WILLIE STEVENS**, MD at KZBB, Ft. Smith, AR sez, "**JUDE COLE** Baby, It's Tonight (REPRISE) is a SMASH! This artist is going to be tremendous! Perfect for the adult demos is **FLEETWOOD MAC** Save Me (WARNER BROS)! The sound is so smooth when Christine sings! Finally, **DAMN YANKEES** Coming Of Age (WARNER BROS) kicked butt on our 'Star Wars' battle!"

**JAMES STEWART**, MD at CHED, Edmonton, Alberta sez, "A song that's been overlooked is **MELISSA ETHERIDGE** The Angels (ISLAND)! She proves to be a very strong artist, especially after you've seen her live! And **TESLA** The Way It Is (Geffen) is working very well for us. Love Song paved the way for this to become the big one!"

**EFREN SIFUENTES**, MD at KDON, Salinas, CA sez, "Get pumped with the remix import of **TECHNOTRONIC** This Beat Is Technotronic (SBK)! It's happenin' and it's soon to be released domestically. Also, **MR. LEE** is a HOT club sensation with his second single release Pump That Body (JIVE/RCA). This is a serious groove - Hip-house style! Give **YOUNG M.C.**'s new single, Louie Louie (from an upcoming CYPRESS Records soundtrack) a spin! It's buggin' super-hyped! Check out the Whip Appeal remixes by **BABYFACE**! My favorite is the Ultimate Whip Mix (SOLAR/EPIC)! Very smooth - you might call it the "back-seat" mix! Listen to the LeVert remix of **CHRISTOPHER WILLIAMS** One Girl (Geffen)! Super-cool effort!"

**ROGER SCOTT**, MD at KRQ, Tucson, AZ sez, "Check out **WHISTLE** Always And Forever (SELECT)! I like this version even better than the original! It's crisp and clean - a great updated version! Also **MICHEL'LE** Nicety (ATCO) will strengthen the name she has already made for herself. And to reiterate, **SPUNKADELIC** Take Me Like I Am (SBK) has all the ingredients of a hit - a D-Mob dance feel and lot's more!"

**JAY RANDALL**, MD at Q101, Meridian, MS sez, "**JANET JACKSON** Alright (A&M) is hot! This should be another big single for **JANET**. For a HOT Top40 rocker, listen to **BAD ENGLISH** Heaven Is A 4-Letter Word (EPIC)! This is going to be a strong Top40 track! Also, **BASIA** Cruising For Bruising (EPIC) is a great ballad! Don't be afraid to give it a shot! Time And Tide is gone, but **BASIA**'s back! And Rick James lives through **M.C. HAMMER** U Can't Touch This (CAPITOL)! This one's gonna be tough to keep down! If you need a track for nights - this is it!"

**ROGER GAITHER**, PD at WKQB, Charleston, SC sez, "**M.C. HAMMER** U Can't Touch This (CAPITOL) - egos aside - it is HOT! Because of immediate familiarity, it's an automatic! A song worth looking into is **LINEAR** Sending All My Love (ATLANTIC)! It's starting to pick up a buzz here! Also **GLORIA ESTEFAN** Oye Mi Canto (Hear My Voice) (EPIC) is another hit! What can you say that hasn't been said! She's HOT! And **GRAYSON HUGH** and **BETTY WRIGHT** How 'Bout Us (RCA) has got a smooth sound and a great feel! If you're in need of good AC material - this is it!"

**CRAIG ROBERTS**, PD/MD at KCHX, Odessa, TX sez, "**THE 4 OF US** Drag My Bad Name Down (COLUMBIA) is HOT! Very good stuff! It has a good pop/reggae feel to it! Also, **BAD ENGLISH** Heaven Is A 4-Letter Word (EPIC) is a slammin' song! John Waite has great vocal talent and displays it on this track! **AFTER 7** Ready Or Not (VIRGIN) is a great ballad! It has a good uptempo feel so it's not so common. And one single that deserves a shot is **THE CURE** Pictures Of You (ELEKTRA)! Check it out!"

**RANDY IEZZI**, MD at Z97 in Billings, MT sez, "**HEART** All I Wanna Do Is Make Love To You (CAPITOL) is an all-demo song! It gets the upper demo females during the day and the teens at night! Also, **LINEAR** Sending All My Love (ATLANTIC) has a fresh, clean sound! It's getting hot 18-34 phones! Vogue (SIRE/WARNER BROS) is really good! It's different, it's **MADONNA**, and it's hot! And Your Baby Never Looked Good In Blue (ARISTA) is the best song on the **EXPOSE** album by far! We put it on our Hot 5 at 9 only one week after we added it!"

**TRISH MERELO**, Station Manager at WPST, Trenton, NJ sez, "**MADONNA** Vogue (SIRE/WARNER BROS) is another automatic add! It's great to have new material just in time for the Blond Ambition Tour! Another great sounding song that's very familiar is **ELECTRONIC** Getting Away With It (WARNER BROS)! You can use this in all dayparts! You can't beat the vocals of Neil Tennant and Bernard Summer! Also check out **DEPECHE MODE** Enjoy The Silence (REPRISE)! These guys have never been hotter! We've been playing Personal Jesus forever, it's good to have something new!"

**GARY DIXON**, PD at KQCR, Cedar Rapids, IA sez, "**MADONNA** Vogue (SIRE) is a good record. The phones rang as soon as we played it! Also, I've heard a lot of buzz in the midwest on **JUDE COLE** Baby, It's Tonight (REPRISE)! We're not on it yet, but it's definitely something to look at!"

**FREDDY COLEMAN**, MD at WTHT, Portland, ME sez, "I like **HI TEK 3** Spin That Wheel (SBK). Even though it's members of Technotronic, it still has a personality of it's own! We tested **ROXETTE** It Must Have Been Love (EMI) one week, and had to put it in rotation! The phones are exploding! Also, **RICHARD MARX** Children Of The Night (EMI) is a good power ballad, better than Too Late To Say Goodbye! I can see why a lot of people are making such a big fuss over **THE COVER GIRLS!** All That Glitters Isn't Gold (CAPITOL) should put them right where they belong...hitbound!"

**DUSTY HAYES**, PD at KBFM, McAllen-Brownsville, TX sez, "**WHISTLE** Always And Forever (SELECT) is a classic, and some people who might not remember it, like it anyway! **THE CURE** Pictures Of You (ELEKTRA) is HOT! It sounds different! Also, **THE BEE GEES** Bodyguard (WARNER BROS) is an excellent record with good adult appeal! And you need to play **GORKY PARK** Try To Find Me (MERCURY)!"

**BEAU RICHARDS**, PD/MD at WQID, Biloxi, MS sez, "**KID CREOLE AND THE COCONUTS** The Sex Of It (COLUMBIA) looks pretty good! It's a funk-reggae mixture with a snappy novelty sound! **THE SMITHEREENS** Blues Before And After (CAPITOL) is a good follow-up to the last single! In fact, it may be stronger than A Girl Like You! Also, **MADONNA** Vogue (SIRE/WARNER BROS) is a little more acceptable for people who are tired of that same old Madonna sound, but...it's still Madonna!"

**RAY KALUSA**, PD/MD at KWNZ, Reno, sez, "**GIANT** I'll See You In My Dreams (A&M) is reacting well in a midday and nighttime test rotation - check it out! Also, a solid record with great name recognition is **FLEETWOOD MAC** Save Me (WARNER BROS)!"

**SEAN MICHAELS**, MD at KTRS, Casper, WY sez, "**COVER GIRLS** All That Glitters Isn't Gold (CAPITOL) is an excellent follow-up to We Can't Go Wrong! Check out **BAD ENGLISH** Heaven Is A 4-Letter Word (EPIC)! John Waite is still pumpin' it out! This is a strong rock single but not overpowering! Also, **L.A. GUNS** Ballad Of Jayne (POLYDOR) is going to be a strong nighttime ballad. From the L.A. streets to the top of the charts! And **ROXETTE** It Must Have Been Love (EMI) is one we just added and it's doing great! This is a MUST ballad!"

**STEW SCHANTZ**, PD at WSPK, Poughkeepsie, NY sez, "**JUDE COLE** Baby, It's Tonight (REPRISE) is a good midday tune. Also, **U-KREW** If You Were Mine (ENIGMA) is a perfect night song! And **BASIA** Cruising For Bruising (EPIC) is the closest thing to Sade!"



**JIM OWEN, WKLQ, PD**

"The man knows his way around a fretboard! A guitar player's guitar player - this LP should open him up to a lot more ears. Nice early sales and anticipating success with the single!"

**T. MORGAN, KIXR, PD/MD**

"Already crossing well into all demos. Strong male and female requests! A proven artist based on his guitar work, and his vocals enhance his mass appeal. I foresee this as a top 20 HIT!"

**WILL MARTIN, Y104, MD**

"A beautiful ballad with a great hook from the guitar master! I believe in Satriani, and so do our female listeners!"

**FLETCHER KEYES, Z104, MD** "This is definitely mass appeal. This tune cuts through the fog of today's Dance/Ballad overload like a beacon in the night!"

# JOE SATRIANI



KAGO (Add)  
KBAU (Add)  
KFBD (Add)  
KGWY (Add)  
KIXR (Add)  
KJJG (Add)  
KJLS (D#40)  
KKBG (Add)  
OK95 (Add)  
WDEK (Add)  
WKLQ (Add)  
WKZQ (Add)  
WMBV (Add)  
WDVO (D#32)  
Y104 (Add)  
Z104 (Add)  
and more

THE NEW SINGLE FROM THE GOLD ALBUM  
'FLYING IN A BLUE DREAM'

PRODUCED BY JOE SATRIANI & JOHN CUNIBERTI  
RE-MIXED BY CHRIS LORD-ALGE  
DIRECTION: BILL GRAHAM MANAGEMENT

**R&R Album Track: 56-43\***

**R&R Album Chart: 40-31\***

**Monday Morning Replay New Comers: 45-41\***

**#1 New Comer Of The Week!**

**Album Network Album Track: 54-44\***

**Album Network Album Chart: 43-35\***

**NATIONALLY SOLD-OUT TOUR NOW UNDERWAY!**





## NIKKI

*Notice Me*  
(Geffen)

If the name sounds familiar, it's probably because NIKKI's debut single came out last summer and garnered immediate national attention. But radio was screaming for a different cut, a stunning ballad called *Notice Me*. Geffen Records once again responded to the needs of radio and now *Notice Me* is signed, sealed and delivered; it's on your desk now! If you haven't heard this phenomenal tune, pop in your last **HITMAKERS** CD sampler - it was the first cut on the disc. It definitely caught the attention of industry trendsetters KMEL and Q106, who gave it immediate adds this week. This is a secret weapon cut that is guaranteed to pull incredible phones.

## AFTER 7

*Ready Or Not*  
(Virgin)

The time for AFTER 7 is definitely now. This talented trio, along with the help of family-related production team L.A. & Babyface, have delivered a phenomenal debut album that has already garnered national attention for the first single, *Heat Of The Moment*. This touching ballad is steadily gaining momentum with key adds each week. Despite an overload of ballads, AFTER 7 slices through the competition and slays the upper demo females you covet. The reaction is strong at such stations as KMEL, KJMZ, WXKS, Q106, WPGC, HOT105, KS104, KITY and Z99 as well as at new adds KHTK, POWER PIG, Y108, KROY, WTIC and WZZG.

## BELL BIV DEVOE

*Poison*  
(MCA)

New Edition is famous for molding superstars and BELL BIV DEVOE is no exception to the rule. This super trio benefits from their past musical experiences which they use as a base on which to build a unique flavor in their music. The result is a captivating debut LP that is already top ten sales in many markets. Check your research and you'll be surprised at the reaction this record generates even without local airplay. Those who are playing it have noted tremendous requests and just the teens. Already at #15 on Urban/50 and ready to cross now with key adds this week at Z95, WXKS, KRBE, POWER96, KKFR, HOT97.7, KROY, KWOD, Y107 and WGTZ.

## WHISTLE

*Always And Forever*  
(SELECT)

A debut on Mainstream/50 at #42 and a healthy climb 31-21 on Urban/50 makes *Always And Forever* one of the most talked about and active records of the week. It's easy to discern why. *Always And Forever* is a timeless tune that tests as a recurrent through the roof, therefore the familiarity is built-in and instantaneous. Furthermore, WHISTLE does a tasteful job in this remake offering the charm of the original with a hi-gloss production. Add in the outstanding retail sales on the single and you've got the makings of a smash. Just added at B96, KRBE and Q106 with major action at KMEL, WHYT, KJMZ, WPGC, B104, KKFR, KOY95, KS104, Y108, KGGI, KITY, KTFM and more.

## ELECTRONIC

*Getting Away With It*  
(WARNER BROS.)

You will not be able to hide from this song. The adds are building steadily and the buzz continues to be hot and heavy on this mega group that consists of a who's who of innovative, techno-pop music.

Climbing 28-26 on Rock & Roll/40 30-27 on Urban/50, this tune is definitely multi-format in every sense of the word. Smooth enough for adults and hip enough for the younger demos, ELECTRONIC covers every angle for an all-around mass appeal smash. Hot key adds this week include KROQ, WPHR, KKFR, WGH, KCPX, KISN, MAJIC102, WZZG and CKOI. For a clean image record, *Getting Away With It* delivers.

## DEPECHE MODE

*Enjoy The Silence*  
(SIRE/REPRISE)

First week out KIIS-FM in Los Angeles felt it was necessary to add *Enjoy The Silence*. Why? One listen will reveal its power. *Enjoy The Silence* has an incredibly smooth hook and mid-tempo melody with strong male vocals. With retail sales through the roof (the LP shipped gold), and requests from all demos, DEPECHE MODE has outgrown their alternative monniker. This group has developed Top40 credibility. With a string of platinum-plus albums replete with international hits. If you've never played DEPECHE MODE before, now is the perfect time to start. Non-offensive and totally mass appeal, *Enjoy The Silence* is a must play. Don't take our word for it, take your listeners'.

EMMIS (from page 3)

-oriented" Top40, "much like (Emmis Los Angeles property) POWER106." He added that the station is presently about 80% English language, "although that is changing. We're getting a lot of product from other European countries."

MAXXIMUM debuted its dance-oriented format in October of 1989, pulling a 2.3 cume (15+) after five weeks on the air.

Emmis owner **Jeff Smulyan** had indicated to **HITMAKERS** in December (see Issue 618) that he was "eyeing" both the European and Japanese markets.

Crane pointed out that the deal with CLT included an "informal" agreement to "show each other the FM stations that we stumble across," indicating that Emmis was open to further ventures in Europe. "The thing that must be remembered by Americans venturing into Europe is that you cannot achieve a control position."

GRIFFITHS (from page 3)

Griffiths told **HITMAKERS**.

Mottola called Griffiths "an excellent executive," and added that "He is well respected in the creative community and is noted for identifying talent at an early stage of development. I know that his presence at CBS will spawn good results."

Prior to joining CBS, Griffiths functioned as an A&R man for ISLAND Records, where he worked from 1976 to 1980. He left ISLAND as head of A&R to go into independent management for a brief time before joining Virgin Music in 1981. As Managing Director, he was responsible for overseeing the rise of Virgin Music from outside the top 10 to number one in market share. In 1986 Griffiths was asked to take control of Virgin Music's new label, 10 Records, and its affiliated publishing company, 10 Music. The success of 10 Music led to his appointment as President of the North American Operation.

MACEJKO (from page 3)

we couldn't come to an agreement on the areas I felt needed the changes. I felt if we couldn't reach agreement, it would be better if I moved on."

Macejko said he would like to stay in the Tampa area, but is open to offers from all over the country.

Reinhart told **HITMAKERS** that his new job is "a dream position that hundreds of guys in the country would kill for," and he called THE POWER PIG "the hottest radio station in America." He said that his job is "to take the success of THE POWER PIG and make it even greater, and turn the ratings success into dollars for Jacor."

Reinhart said THE POWER PIG "is in the very capable hands of (Program Director) **Marc Chase**."

"He's running the ship and he's in firm control," said Reinhart. "Together we're going to prove that we're Tampa's new leading radio station."



## BASIA

*Cruising For Bruising*  
(EPIC)

Another phenomenal week for this Polish princess at Top40 radio. BASIA has the support of Polly Anthony and the hierarchy at EPIC Records and has earned it through great, unusual sounding records like *Cruising For Bruising*. Adults will melt at the savory strains of this tune that blends a Caribbean flavor with a modern approach. BASIA is one of the hottest and most versatile performers on the scene today. Your listeners want to expand their horizons and this tune serves that purpose without alienating your younger demos. With hot new adds at HOT97, Q95, WAVA, ENERGY96.5, HOT102, WTIC-FM, XL106.7, Y107, KJ103 and WKZL this record can't lose.

## THE 4 OF US

*Drag My Bad Name Down*  
(COLUMBIA)

Just try and pigeon-hole THE 4 OF US' *Drag My Bad Name Down*. It's a potent synthesis of textures with some hard rock and dance fusion thrown in for good measure. It's one of those rare cuts that sounds good on the first listen and continues to build stronger the more it's heard. Quirky enough to catch your listeners by surprise and impressive enough to keep them listening, *Drag My Bad Name Down* has all the ingredients of a hit record. One of the Most Added this week with 45 Top40 stations, including KROQ, WNVZ, 95XXX, KCHX, KKHT, KMOK, KTMT, KZOZ, WAEB-FM, WHHY-FM, WKLQ, Z106, WSKZ, Z93 and many more. Don't let this one slip by you.

**BRYAN** (from page 3)

April," O'Shea told **HITMAKERS**. "His roots and home are in this part of the country, so we thought it would make a lot of sense for him to work with the station in an advisory role, since he knew the station and the players so well."

O'Shea stressed that **Tom Hutylar** will remain at KUBE as Program Director, but added that "Gary is a uniquely talented programmer who can help us maintain the growth that KUBE has enjoyed over the years."

Hutylar, who was Bryan's assistant PD before replacing him as PD a year ago, said he was excited to have him assisting the station.

"I cut my teeth with Gary as far as being as assistant program director here, and I think it's going to be a real exciting summer having him around," said Hutylar. "I figure having a guy with his experience and expertise on hand is going to be nothing but a bonus."

## GIANT

*I'll See You In My Dreams*  
(A&M)

Charlie Minor is howling from the mountain tops about the stunning across-the-board appeal of *I'll See You In My Dreams*. GIANT is an apt name for this band as that is exactly what they are becoming. Stations from Los Angeles to Montreal, Canada are singing the praises of this record that combines intimacy and power for a can't miss combination.

Jumping 24-14 on Rock & Roll/40 with new adds this week at KISN, 98PXY, WKZL, CKOI and more, this record warrants a test spin. Find out what all the commotion is about. You'll be instantly rewarded with all demo phone response and positive call-out research.

## JIMMY SOMERVILLE

*You Make Me Feel (Mighty Real)*  
(FFRR/LONDON/POLYDOR)

JIMMY SOMERVILLE offers up a gorgeous interpretation of the old Sylvester classic that is jam-packed with snappy production. No doubt about it, this is a smash in the making. There is always a demand for quality male vocalists by smart programmers and this captivating cut fills that void. SOMERVILLE has a distinctive voice that leaves listeners breathless and craving for more, and strong requests with air play support that claim. Working well in New York, Boston, Houston, the Bay Area, San Antonio and Nashville. SOMERVILLE's appeal has broadened from a once alternative niche and has now moved confidently into the mainstream.

**BRIDGMAN** (from page 5)

are preparing to make the jump to a PD gig at a medium market station. We had excellent success with Greg Rolling, who came out of Gannett's KSWV in San Diego, and Brian has a similar background working at KIIS, another Gannett station. He's used to interacting with big morning talents and he's worked with some of the most respected program directors in the country."

Bridgman said that he is looking forward to moving closer to his hometown of St. Louis, but admitted he was hoping to stay at KIIS a little longer. "But this opportunity was too good to pass up," he said. "The competition here is intense; we have an AOR, a Top40 and an Urban. It's like a miniaturized major market."

Prior to his stint at KIIS, Bridgman was Assistant PD at WAVA in Washington, D.C., and before that was Music Director at KBEQ in Kansas City.

**Mike Martin**, KIIS-FM programming assistant and Saturday Night Mix DJ, will be interim MD at KIIS.

## MICHEL'LE

*Nicety*  
(RUTHLESS/ATCO)

A smashing followup to her sensational debut, *Nicety* has a cool groove and an infectious hook that will keep her newly won fans happy while broadening her appeal in a positive way. This young and talented lady features a unique vocal approach and she's making headlines nationwide with her dazzling musical pyrotechnics. Critics are wild about her exceptional live performances that never fail to please. A strong first week with adds at HOT97, KMEL, KHTK, Q106, KKFR, KOY95, KS104, Y108, KKRZ, KROY, KITY, KTFM, KC101, Z99 and many more. If *No More Lies* was a hit for you, *Nicety* will continue the trend. The funky remixes makes this even more accessible.

## U-KREW

*If U Were Mine*  
(ENIGMA)

Sam Kaiser and Mike Krum are heading home with *If U Were Mine* with new support this week at THE FOX, KZZP and WNVZ to name a few. Most Top40 and dance-leaning stations have discovered the universal appeal of this tune, a record that cuts through format barriers with a smooth, velvety sound and an infectious backbeat. The U-KREW is one of the elite street-level bands and have a fun image and unique sound at their disposal. Jumping 23-20 on Mainstream/50 this week, U-KREW is proving itself a real record with research to back it up. If you're not already on this tune, it's not too late to bring it home. There's a lot to like with U-KREW.

**WHITE** (from page 5)

fit in beautifully and made herself a strong part of our national promotion team," said Coury.

White was born and raised in Los Angeles, where she was plugged into the club scene, working at underground clubs with then-unknowns such as Ice-T. Wanting to document the scene, she wrote a breakdance film for New World Pictures that was released in 1985. Talks with record companies about the film's soundtrack eventually garnered her a post heading the promotion department at CELLULOID Records in New York, where she worked with artists such as the Golden Palominos, Ginger Baker, Fela Kuti and Bill Laswell.

White said she prefers to call alternative music "new rock" or "progressive."

"But by any name, this music is where the future starts," commented White, "and that's the most exciting place to be."



## PETER MURPHY

*Cuts You Up*  
(RCA)

The RCA commitment continues on this artist who not only retails and requests tremendously, but sells out concert venues as well. An established alternative artist, MURPHY is now claiming his niche in Top40 radio with a tune that is delightfully pop and yet uniquely avante garde. With more key adds this week at ENERGY96.5 in Houston and KXXR in Kansas City, programmers are opening their eyes to the benefits of playing this tune. Continued success is apparent at WXKS-FM, KKBQ, WNBZ, KSAQ, HOT94.9, KISN, Z99, CKOI and many more. If you're not hip to PETER MURPHY, chances are your audience is and you're missing out.

## DIGITAL UNDERGROUND

*The Humpty Dance*  
(TOMMY BOY)

After forming a solid club base in the cosmopolitan markets, *The Humpty Dance* is now radio ready and accessible to any Top40 format. Continuing to climb 45-41 on Main-stream/50 and 16-13 on Urban/50 this week, DIGITAL UNDERGROUND is on a roll with this infectious melody that is a guaranteed ear catcher. Programmers are testifying this is a hit based on requests and huge sales. With new adds this week at KRBE in Houston, WKSS and WTIC-FM in Hartford and major action at B96 in Chicago, WIOQ in Philadelphia, THE FOX in Detroit, Q106 in San Diego, KOY95 in Phoenix, HOT97.7 in San Jose and many more, you know this is a real record.

## THE COVER GIRLS

*All That Glitters Isn't Gold*  
(CAPITOL)

Debuting this week on Urban/50 at #32, THE COVER GIRLS are living up to their past success with this uptempo smash that showcases a hook that grabs and keeps the listener from bar one. Crossing Top40 now with key adds at X100, KKBQ, KUBE, KHTK, KZZP, HOT102, KWOT, WKSS, WTIC-FM this week and hot action THE POWER PIG, KRBE, HOT97, B96, KMEL, Q106, KKFR, HOT97.7, FM102, WZZG and many more.

This great followup to their ballad smash *We Can't Go Wrong* should follow its predecessor to the top with ease. THE COVER GIRLS work in virtually every market they have been tested in, so this is a must play record.

## BEATS INTERNATIONAL

*Dub Be Good To Me*  
(ELEKTRA)

This soulful, updated version of the SOS Band classic *Just Be Good To Me*, is cleverly retitled and repackaged with a '90s sound. *Dub Be Good To Me* fits in the groove of today's sound with a funky backbeat enhanced by crystal clear vocals. The combination has enticed and won over such key stations as B96 in Chicago, WMXD in Detroit, WPGC in Washington, HOT105 in Miami, KOY95 in Phoenix, KS104 in Denver, KTFM in San Antonio and 102JAMZ in Orlando this week. With this stellar array of stations just on this record, any Top40 programmer should be convinced that this record has true Top40 substance. A chart topper in the U.K. for the past two weeks and crossing the Atlantic now.

## ROBERT PLANT

*Hurting Kind (I've Got My Eyes On You)*  
(ES PARANZA/ATLANTIC)

This veteran artist is a staple ingredient in the Top40 diet and *Hurting Kind (I've Got My Eyes On You)* is no exception to the rule.

Your audience should swallow this one and beg for more from the musician who gave you a *Tall Cool One* in the recent past. PLANT excels in this latest musical endeavor and the result couples commercial clout and aesthetic appeal. Going 10-9 on Rock & Roll/40 this week with continued action at PIRATE RADIO in Los Angeles, along with KEGL, WPHR, KXYQ, KXXR, 92X, KSAQ, WLRS and many more. If ROBERT PLANT has ever worked on your station, this is a must play record from a classic artist.

## HI TEK 3

*Spin That Wheel*  
(SBK)

Even without the power of the turtle, this record is a bonafide smash. Following in the vein of a Technotronic sound, HI TEK 3, featuring Ya Kid K takes that now familiar groove to a more exciting and innovative level with *Spin That Wheel*. With *Teenage Mutant Ninja Turtles* a box office blowout, it should be obvious that the SBK soundtrack will be just as huge in retail. HI TEK 3 is already pulling phenomenal requests where it is being played and this is but a forerunner of greater things to come. Adds this week include B96 in Chicago, KISS98.5 in Houston and KJ103 in Oklahoma City with hot moves at HOT97 in New York, KMEL in San Francisco, KJMZ in Dallas, KNRJ in Houston and more.

WARD (from page 5)

Gorilla Radio," which was implemented last January when the station switched from a Rock to Mainstream format.

Bliss added that he would change his focus to concentrate on operations and planning for WZZG, but would "still play an active part in the decisions made concerning how this station sounds."

Ray Mariner, previously the assistant MD at Y106 in Orlando, was named to fill Ward's shoes as Music Director. Ward said that his promotion and the addition of Mariner constitutes a role reversal.

"Instead of me running and jumping on Randy's desk yelling about a song I think deserves to be added, now I'm going to have Ray jumping on my desk telling me about something he feels is hot," explained Ward. "That's alright though, because Ray has got great ears and I fully intend to put them to good use. That's why I picked him for the job."

OLYMPIA (from page 7)

owns Fresno Rock Top40 KRZR, maintained that the situation could eventually lead to confusion with diary keepers, and presented local survey results and comments from advertisers supporting their claim. KRZR claimed that one major advertiser had contemplated cancelling a commitment with the station due to the confusion.

"We had to prove damages, and we did," KRZR Program Director E. Curtis Johnson told HITMAKERS. "A franchisee of a large advertiser called his parent company and said 'Pull all your advertising from KRZR, because I'm listening to them swearing on the air and I think their music is satanic.' It turns out that they were listening to KZRZ."

According to Johnson, KZRZ has responded by calling KRZR "wimpy" and soliciting listeners to come up with new call letters for the station.

At presstime there was no comment from Liggett.

BATES (from page 9)

don't want the songs on any of the tapes - I want to sign the band on the third tape." That turned out to be Tears For Fears, and Bates had stumbled upon yet another treasure that is still producing platinum discs.

"It was touch and go after the group's first two singles," remembers Bates. "We had to decide after the second single if we wanted to renew Roland's (Orzibal) and Curt's (Smith) contract after they had sold about 2500 singles on their first two releases. We opted to grab the ball and run with it."

With House Of Love driving a wedge into the playlists of stations across the country, Bates' divining rod seems to have hit the mother lode again. The hip quartet certainly sport a unique and memorable sound, and under leader Guy Chadwick's deft direction it looks like the affable PHONOGRAM wizard will keep his star polished and aloft for a few more years to come. He's the czar of British A&R.

HM



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

## NATIONAL BREAKOUTS

- 265 • MADONNA "Vogue" (WB)
- 100 • JUDE COLE "Baby, It's Tonight" (REPRISE)
- 89 • ROBERT PLANT "Hurting..." (ES PARANZA/ATL)
- 84 • GIANT "I'll See You In My Dreams" (A&M)
- 80 • U-KREW "If U Were Mine" (ENIGMA)
- 79 • BASIA "Cruising For Bruising" (EPIC)
- 74 • REGINA BELLE "Make It Like It Was" (COLUMBIA)
- 71 • BAD ENGLISH "Heaven Is A 4 Letter Word" (EPIC)
- 66 • ELECTRONIC "Getting Away With It" (WB)
- 59 • LAURA BRANIGAN "Moonlight On..." (ATLANTIC)
- 56 • COVER GIRLS "All That Glitters Isn't..." (CAPITOL)
- 51 • PETER MURPHY "Cuts You Up" (RCA)

- 49 • THE 4 OF US "Drag My Bad Name..." (COLUMBIA)
- 47 • AFTER 7 "Ready Or Not" (VIRGIN)
- 46 • BONNIE RAITT "Have A Heart" (CAPITOL)
- 43 • FASTER PUSSYCAT "House Of Pain" (ELEKTRA)
- 42 • BELL BIV DEVOE "Poison" (MCA)
- 40 • GRAYSON HUGH "How 'Bout Us" (RCA)
- 38 • SALT-N-PEPA "Expression" (NEXT PLATEAU)
- 36 • PERFECT GENTLEMEN "Ooh La La" (COLUMBIA)
- 32 • MICHEL'LE "Nicety" (RUTHLESS/ATCO)
- 31 • DEPECHE MODE "Enjoy The Silence" (REPRISE)
- 29 • QUINCY JONES "The Secret Garden" (WB)
- 29 • TIMMY T "Time After Time" (QUALITY/JAM CITY)
- 29 • WHISTLE "Always And Forever" (SELECT)
- 28 • DIGITAL UNDERGROUND "Humpty..." (TOMMY BOY)
- 27 • ALICE COOPER "Only My Heart Talkin'" (EPIC)
- 27 • L.A. GUNS "Ballad Of Jayne" (POLYDOR)
- 26 • CURE "Pictures Of You" (ELEKTRA)
- 26 • THE SMITHEREENS "Blues Before And..." (CAPITOL)
- 23 • DAMN YANKEES "Coming Of Age" (WB)
- 23 • HI TEK 3 "Spin That Wheel" (SBK)
- 22 • ANIMAL LOGIC "As Soon As The Sun Goes..." (I.R.S.)
- 22 • JIMMY SOMERVILLE "You Make Me..." (POLYDOR)
- 22 • SMOKEY ROBINSON "Everything You..." (MOTOWN)
- 21 • BEATS INTERNATIONAL "Dub Be..." (ELEKTRA)
- 20 • KAOMA "Lambada" (EPIC)

- 19 • GORKY PARK "Try To Find Me" (MERCURY)
- 19 • TYLER COLLINS "Girls Nite Out" (RCA)
- 19 • YOUNG MC "I Come Off" (DELICIOUS VINYL/ISLAND)
- 18 • SOUL II SOUL "Get A Life" (VIRGIN)
- 17 • ENUFF Z'NUFF "Fly High Michelle" (ATCO)
- 16 • JOE SATRIANI "I Believe" (RELATIVITY)
- 13 • TROOP "Spread My Wings" (ATLANTIC)
- 12 • JOAN JETT "Love Hurts" (BLACKHEART/EPIC)
- 10 • BRITNY FOX "Dream On" (COLUMBIA)
- 10 • CHURCH "Metropolis" (ARISTA)
- 10 • XYZ "What Keeps Me Loving You" (ENIGMA)
- 9 • 49ERS "Touch Me" (4TH & BROADWAY/ISLAND)
- 9 • PRETTY BOY FLOYD "I Wanna Be With You" (MCA)
- 9 • SONIA "You'll Never Stop Me From..." (CHRYSALIS)
- 9 • SPUNKADELIC "Take Me Like I Am" (SBK)
- 9 • TIM FINN "Not Even Close" (CAPITOL)
- 8 • CHRIS REA "The Road" (Geffen)
- 8 • ERIC CLAPTON "No Alibias" (REPRISE)

## AFTER 7 (VIRGIN)

Faith, perseverance and talent define success, and in this case **AFTER 7** is success personified.

*Ready Or Not*

signals that this band is right on time with this touching ballad.



✓ Star quality runs in the two families responsible for the **AFTER 7** trio. Melvin and Kevon Edmonds are the siblings of Babyface, one half of one of the industry's most prolific production teams - L.A. & Babyface. Keith Mitchell is L.A.'s cousin. With the help of the dynamic duo, **AFTER 7**'s debut LP is truly a family affair.

✓ Working out of Indianapolis, L.A. & Babyface are responsible for producing some of the hottest talent on the market today, including Karyn White, The Deele, Paula Abdul, Bobby Brown and more. Their signature sound creates a hit formula with a guarantee. With **AFTER 7**, they shape and mold talent into pure genius, showing a full spectrum of creativity in the building of this new musical dynasty.

✓ Kevon and Keith attended Indiana University together, where they were part of the college choral ensemble. Although they were both business majors, their love of music progressed into more than a hobby. With the addition of Melvin to the choir - who had been doing background work for Shalamar and others - the circle of friendship was complete. With the support of musically inclined families, the trio approached a production/recording venture with a realistic outlook, keeping their 9-5 jobs until they were ready to go into the studio. **AFTER 7** entered the musical business with level heads and unwavering commitments, and looking the risk of failure in the face, they created a beauty.

✓ **AFTER 7** are an updated '90s version of such soulful, stylish groups as The Temptations and The Whispers. Funky mid-tempo grooves interspersed with smooth, sensual vocals and strong meaningful lyrics have caught the attention of a nation. Airtight performances complement their airtight commitment and spiritual unity - a unity built on family ties and years of working together. After the tremendous popularity of *Heat Of The Moment*, *Ready Or Not* makes for a dazzling followup: a provocative, sexy ballad, produced and written by the L.A. & Babyface team.

### RADIO SEZ:

**ELROY SMITH - PD, KJMZ - DALLAS**

"*Ready Or Not* reminds me of *Two Occasions* by The Deele. It's top three in callout after two weeks and top five requests 25-34 females. A strong retail record with great callout and requests. All signs indicate a hit record!"

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

"If I were to rate the new records, I'd put **AFTER 7** in the top 5!"

**BRETT DUMLER - PD/MD, Z99 - OKLAHOMA CITY**

"Top five phones after one week with 18-34 females!"





*"I'll do this*

*and I'll do that*

*I'll be burning*

*canyons for you..."*

**-MICHAEL PENN,**

**"THIS & THAT,"**

*the next single*

*from the Album*

*"March"*

*Produced by Tony Drey  
Management by Nick Weiskopf & Associates*

**BMG**



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# HITMAKERS

ISSUE 632

April 6, 1990

## MAINSTREAM/50

LW-TW

- 2-1 JANE CHILD "Don't Wanna Fall..." (WB)
- 4-2 TOMMY PAGE "I'll Be Your Everything" (SIRE/WB)
- 5-3 LISA STANSFIELD "All Around The World" (ARIS)
- 9-4 SINEAD O'CONNOR "Nothing Compares..." (CHRY)
- 8-5 CALLOWAY "I Wanna Be Rich" (SOLAR/EPIC)
- 7-6 LUTHER VANDROSS "Here And Now" (EPIC)
- 1-7 TAYLOR DAYNE "Love Will Lead You..." (ARISTA)
- 13-8 MICHAEL BOLTON "How Can We Be..." (COL)
- 11-9 A'ME LORAIN "Whole Wide World" (RCA)
- 10-10 TECHNOTRONIC "Get Up! (Before The...)" (SBK)
- 16-11 BABYFACE "Whip Appeal" (SOLAR/EPIC)
- 14-12 KISS "Forever" (MERCURY)
- 3-13 PHIL COLLINS "I Wish It Would Rain Down" (ATL)
- 17-14 MOTLEY CRUE "Without You" (ELEKTRA)
- 19-15 SEDUCTION "Heartbeat" (VENDETTA/A&M)
- 6-16 ALANNAH MYLES "Black Velvet" (ATLANTIC)
- 22-17 SWEET SENSATION "Love Child" (ATCO)
- 21-18 LINEAR "Sending All My Love" (ATLANTIC)
- 25-19 ROD STEWART "This Old Heart Of Mine" (WB)
- 23-20 U-KREW "If U Were Mine" (ENIGMA)
- 24-21 DON HENLEY "The Heart Of The Matter" (Geffen)
- 32-22 M.C. HAMMER "U Can't Touch This" (CAPITOL)
- 12-23 LINDA RONSTADT f/ A. Neville "All My Life" (ELEK)
- 29-24 WILSON PHILLIPS "Hold On" (SBK)
- 28-25 AEROSMITH "What It Takes" (Geffen)
- 27-26 CHER "Heart Of Stone" (Geffen)
- 34-27 HEART "All I Wanna Do Is Make Love..." (CAP)
- 15-28 MADONNA "Keep It Together" (SIRE/WB)
- 39-29 JANET JACKSON "Alright" (A&M)
- 33-30 ADAM ANT "Room At The Top" (MCA)
- 31-31 LOU GRAMM "True Blue Love" (ATLANTIC)
- 35-32 REGINA BELLE "Make It Like It Was" (COLUMBIA)
- 18-33 B-52'S "Roam" (REPRISE)
- NEW-34 MADONNA "Vogue" (SIRE/WB)
- 43-35 EXPOSE "Your Baby Never Looked..." (ARISTA)
- 20-36 BAD ENGLISH "Price Of Love" (EPIC)
- 26-37 BILLY JOEL "I Go To Extremes" (COLUMBIA)
- NEW-38 SALT-N-PEPA "Expression" (NEXT PLATEAU)
- 30-39 JANET JACKSON "Escapade" (A&M)
- NEW-40 ROXETTE "It Must Have Been Love" (EMI)
- 45-41 DIGITAL UNDERGROUND "Humpty Dance" (TB)
- NEW-42 WHISTLE "Always & Forever" (SELECT)
- 36-43 ELTON JOHN "Sacrifice" (MCA)
- 49-44 COREY HART "A Little Love" (EMI)
- 50-45 BONNIE RAITT "Have A Heart" (CAPITOL)
- 37-46 DEPECHE MODE "Personal Jesus" (SIRE/REP)
- 38-47 MICHAEL PENN "No Myth" (RCA)
- NEW-48 FLEETWOOD MAC "Save Me" (WB)
- 40-49 MICHEL'LE "No More Lies" (ATCO)
- NEW-50 GLORIA ESTEFAN "Oye Mi Canto (Hear...)" (EPIC)

## HOTTEST

### UP & COMING SONGS THIS WEEK! MAINSTREAM

- 175% JANET JACKSON  
*Alright* (A&M)
- 150% EXPOSE  
*Your Baby Never Looked...* (ARIS)
- 79% WHISTLE  
*Always & Forever* (SELECT)
- 55% HEART  
*All I Wanna Do Is Make...* (CAP)
- 48% M.C. HAMMER  
*U Can't Touch This* (CAPITOL)

## URBAN

- 101% THE COVER GIRLS  
*All That Glitters Isn't Gold* (CAP)
- 96% JANET JACKSON  
*Alright* (A&M)
- 73% EXPOSE  
*Your Baby Never Looked...* (ARIS)
- 70% WHISTLE  
*Always & Forever* (SELECT)

## ROCK & ROLL

- 78% GIANT  
*I'll See You In My Dreams* (A&M)
- 35% ALICE COOPER  
*Only My Heart Talkin'* (EPIC)
- 30% L.A. GUNS  
*Ballad Of Jayne* (POLYDOR)
- 28% HEART  
*All I Wanna Do Is Make...* (CAP)



# NATIONAL CHARTS

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

## URBAN/50

LW-TW

- 3-1 JANE CHILD "Don't Wanna Fall In Love" (WB)
- 13-2 SINEAD O'CONNOR "Nothing Compares..." (CHRY)
- 15-3 M.C. HAMMER "U Can't Touch This" (CAPITOL)
- 7-4 LINEAR "Sending All My Love" (ATLANTIC)
- 1-5 LISA STANSFIELD "All Around The World" (ARIS)
- 6-6 CALLOWAY "I Wanna Be Rich" (SOLAR/EPIC)
- 8-7 SEDUCTION "Heartbeat" (VENDETTA/A&M)
- 2-8 TAYLOR DAYNE "Love Will Lead You Back" (ARIS)
- 12-9 AFTER 7 "Ready Or Not" (VIRGIN)
- 11-10 QUINCY JONES "The Secret Garden" (WB)
- 14-11 SWEET SENSATION "Love Child" (ATCO)
- 4-12 BABYFACE "Whip Appeal" (SOLAR/EPIC)
- 16-13 DIGITAL UNDERGROUND "Humpty Dance" (TB)
- 24-14 JANET JACKSON "Alright" (A&M)
- 21-15 BELL BIV DEVOE "Poison" (MCA)
- 18-16 SMOKEY ROBINSON "Everything..." (MOTOWN)
- 19-17 TIMMY T "Time After Time" (JAM CITY/QUALITY)
- 5-18 TOMMY PAGE "I'll Be Your Everything" (SIRE/WB)
- 9-19 MADONNA "Keep It Together" (SIRE)
- 10-20 A'ME LORAIN "Whole Wide World" (RCA)
- 31-21 WHISTLE "Always & Forever" (SELECT)
- 35-22 EXPOSE "Your Baby Never Looked..." (ARISTA)
- 26-23 LUTHER VANDROSS "Treat You Right" (EPIC)
- 27-24 TROOP "Spread My Wings" (ATLANTIC)
- 25-25 KAOMA "Lambada" (EPIC)
- 17-26 JANET JACKSON "Escapade" (A&M)
- 30-27 ELECTRONIC "Getting Away With It" (WB)
- 28-28 PAJAMA PARTY "Hide & Seek" (ATLANTIC)
- 32-29 MICHAEL BOLTON "How Can We Be..." (COL)
- NEW-30 MADONNA "Vogue" (SIRE/WB)
- 20-31 INNER CITY "Watcha Gonna Do With..." (VIRGIN)
- NEW-32 COVER GIRLS "All That Glitters Isn't Gold" (CAP)
- NEW-33 SOUL II SOUL "Get A Life" (VIRGIN)
- 38-34 GAP BAND "Addicted To Your Love" (CAPITOL)
- 37-35 YOUNG & RESTLESS "B. Girls" (PANDISC)
- 22-36 REGINA BELLE "Make It Like It Was" (COLUMBIA)
- 23-37 ANYTHING BOX "Living In Oblivion" (EPIC)
- 29-38 U-KREW "If U Were Mine" (ENIGMA)
- 40-39 2 LIVE CREW "Funk Shop" (SKYYWALKER)
- 46-40 YOUNG MC "I Come Off" (DELICIOUS/ISLAND)
- 33-41 LEILA K "Got To Get" (ARISTA)
- 44-42 JODY WATLEY "Precious Love" (MCA)
- NEW-43 TYLER COLLINS "Girls Nite Out" (RCA)
- 47-44 ROD STEWART "This Old Heart Of Mine" (WB)
- 48-45 NATALIE COLE "Wild Women Do" (EMI)
- 34-46 STEPHANIE MILLS "Comfort Of A Man" (MCA)
- 36-47 MICHEL'LE "No More Lies" (ATCO)
- NEW-48 PERFECT GENTLEMEN "Ooh La La" (COLUMBIA)
- 39-49 THE BRAT PACK "You're The Only..." (VEN/A&M)
- NEW-50 JOHNNY GILL "Rub You The Right..." (MOTOWN)

## ROCK & ROLL/40

LW-TW

- 1-1 KISS "Forever" (MERCURY)
- 2-2 MOTLEY CRUE "Without You" (ELEKTRA)
- 4-3 FASTER PUSSYCAT "House Of Pain" (ELEKTRA)
- 5-4 AEROSMITH "What It Takes" (Geffen)
- 7-5 DON HENLEY "The Heart Of The Matter" (GEF)
- 8-6 SINEAD O'CONNOR "Nothing Compares..." (CHRY)
- 3-7 PHIL COLLINS "I Wish It Would Rain Down" (ATL)
- 9-8 LOU GRAMM "True Blue Love" (ATLANTIC)
- 10-9 ROBERT PLANT "The Hurting..." (ES PARAN./ATL)
- 11-10 COREY HART "A Little Love" (EMI)
- 15-11 HEART "All I Wanna Do Is Make Love..." (CAP)
- 20-12 L.A. GUNS "Ballad Of Jayne" (POLYDOR)
- 6-13 ENUFF Z'NUFF "Fly High Michelle" (ATCO)
- 24-14 GIANT "I'll See You In My Dreams" (A&M)
- 12-15 ALANNAH MYLES "Black Velvet" (ATLANTIC)
- 19-16 TELSIA "The Way It Is" (Geffen)
- 21-17 MICHAEL BOLTON "How Can We Be..." (COL)
- 18-18 BRITNY FOX "Dream On" (COLUMBIA)
- 16-19 GREAT WHITE "House Of Broken Love" (CAP)
- 23-20 ADAM ANT "Room At The Top" (MCA)
- 13-21 MSG "Anytime" (CAPITOL)
- 14-22 TOM PETTY "A Face In The Crowd" (MCA)
- 26-23 DAMN YANKEES "Coming Of Age" (WB)
- 25-24 ROD STEWART "This Old Heart Of Mine" (WB)
- 27-25 JESUS & MARY CHAIN "Head On" (WB)
- 28-26 ELECTRONIC "Getting Away With It" (WB)
- 29-27 GUN "Better Days" (A&M)
- 31-28 SLAUGHTER "Up All Night" (CHRYSALIS)
- 33-29 ALICE COOPER "Only My Heart Talking" (EPIC)
- 17-30 KIX "Cold Blood" (ATLANTIC)
- 22-31 MICHAEL PENN "No Myth" (RCA)
- NEW-32 BAD ENGLISH "Heaven Is A 4-Letter Word" (EPIC)
- 36-33 BLACK CROWES "Jealous Again" (DEF AM/GEF)
- 39-34 XYZ "What Keeps Me Loving You" (ENIGMA)
- 30-35 DEPECHE MODE "Personal Jesus" (SIRE/REP)
- NEW-36 LONDON QUIREBOYS "7 O'Clock" (CAPITOL)
- 32-37 BAD ENGLISH "Price Of Love" (EPIC)
- NEW-38 FLEETWOOD MAC "Save Me" (WB)
- 34-39 WARRANT "Sometimes She Cries" (COLUMBIA)
- 35-40 MIDNIGHT OIL "Blue Sky Mine" (COLUMBIA)



# HEART "All I Wanna Do Is Make Love To You"

## CLOSED!

THE BEST HEART ALBUM EVER IS IN STORE THIS WEEK!



### HITMAKERS

HOT STATS:  
MAINSTREAM/50: 32-72  
URBAN/50: 15-3  
**TOP ADDED** with 37 Adds!

# M.C. HAMMER

"U Can't Touch This"

The **HOTTEST** Record On The Street!!!

From The Already Platinum Album PLEASE HAMMER DON'T HURT 'EM.

# COVER GIRLS

"All That Glitters Isn't Gold"

Another **MONSTER** Add Week!!!

### HITMAKERS

HOT STATS:  
**A CRUSADE!**  
**URBAN/50:**  
**NEW32!**  
**A HITBOUND!**

FEVER Enterprises  
 P.O. Box 219  
 Yonkers, NY 10710



HOT97 (28-23)  
 B96 (#26)  
 KMEL (D#28)  
 X100 (Add)  
 KKBBQ (Add)  
 KUBE (Add)  
 KHTK (Add #30)  
 Q106 (28-26)  
 KKFR (D#26)  
 KZZP (Add)  
 WLUM (Add #39)  
 HOT97.7 (24-20)

FM102 (D#30)  
 KROY (30-25)  
 KWOD (Add #37)  
 KITY (32-22)  
 KTFM (D#30)  
 WKSS (Add)  
 WTIC (Add #40)  
 WCKZ (D#29)  
 WZZG (D#33)  
 Z99 (D#30)  
 WFLZ (39-33)  
 KRBE (D#23)

102QQ (D#37)  
 HOT95 (32-29)  
 HOT99.9 (Add #28)  
 HOTI94 (28-21)  
 K106 (Add)  
 KAGO (Add)  
 KAMZ (D#26)  
 KBOS (Add)  
 KDON (29-24)  
 KFBQ (Add)  
 KFFM (Add)  
 KKMG (Add)  
 KKSS-FM (Add #29)  
 KLUC (Add)

KOKZ (D#40)  
 KPRR (27-21)  
 KRRG (Add)  
 KTMT (Add)  
 KTRS (Add)  
 KTXY (Add)  
 KWIN (Add #38)  
 KZOR (Add)  
 WHDQ (Add)  
 WIFX (Add)  
 WKRZ (D#37)  
 WQXA (Add)  
 X102 (Add)  
 and more



Top Ten AOR For A Month - #1 Alternative!  
 Their Best Video Ever Is Active at MTV!

Management:  
 Freddy DeMann  
 and Burt Stein for  
 The DeMann  
 Entertainment Co.  
 Produced by  
 Ed Stasium



# THE SMITHEREENS

"Blues Before And After"

The Countdown To Gold Is At 451,184!!!  
 Last Week's Sales Were 41,253!!!

This Week's Adds At Radio Include: **WXKS-FM KXXR WGH 92X**

99.9KHI (Add) KATM (29-25) KPAT (Add #30) KTUX (Add) WDEK (Add) WQID (Add) WWHB (Add)  
 99WGY (Add) KAYI (22-19) KQHT (Add) OK95 (Add) WKLQ (Add) WRTB (Add) Y104 (Add)  
 G98 (Add) KJLS (Add) KRZR (Add #30) WDBR (Add) WKOR (Add) WVKZ (Add) and more

# TINA TURNER

"Look Me In The Heart"

**#1 A/C!!!**

Don't Overlook  
**A HIT RECORD!**



Capitol CDs, Cassettes and Records

# TIM FINN

"Not Even Close"

We Are Committed To The Song!  
 We Are Committed To The Artist!  
 We WILL Break Tim Finn!

Added At: KFBQ, KSAQ, KSND,  
 KTMT, KTRS, KUBE,  
 OK95 and more





# HOT RADIO PROMOTIONS

## KSSK's GET WELL WISH FOR GLORIA

On March 24, KSSK in Honolulu had listeners come to a location to sign a gigantic 50-foot get well card for **Gloria Estefan**. KSSK sent the card on to Gloria, who's recovering in New York from her automobile accident. KSSK Program Director **Michael Shishido** says, "This kind of situation makes you realize how unimportant some things are and how important life is."

## XL93 PRESENTS GOVERNOR WITH "NEW CAR"

**Mykl McKirdy**, morning man at XL93 in Grand Forks, ND, delivered a car to North Dakota Governor George Sinner Friday morning, March 30. The 1969 Plymouth Valiant was purchased for Governor Sinner for one dollar. Governor Sinner's 1988 Lincoln Town Car was auctioned off earlier in the week in Bismarck with 73 other state vehicles as part of an effort to cut \$550 thousand in state travel costs. The 1969 Plymouth Valiant was "christened" by Grand Forks State Senator Jack Ingstad March 30 at the South Washington and Demers Harders Restaurant. Sinner received his "new car" later in the day near the Capitol steps.

## Q101 SPONSORS FIRST CHURCH OF ELVIS WEDDING

Q101 in Chicago has given a lucky listener the opportunity to ask his bride to *Love Me Tender* at the First Church Of Elvis, a 24-hour coin-operated Elvis art gallery in Portland, OR. Ed Leis and Tennesa Spircoff of Lake Zurich, IL sent in the most compelling entry to win the Murphy In The Morning Show's unique promotion. Q101 flew the happy couple to the First Church Of Elvis to exchange their vows next to an Elvis impersonator and a coin-operated Elvis marriage certificate machine. The momentous wedding was broadcast live on Q101 on April 2 at 7:30 a.m. "We at Q101 feel privileged to be part of such an honorable event," said morning show host **Robert Murphy**. "We value the sanctity of marriage and believe in the spirit of The King. Besides, where else can you get married for four quarters!"

## HOT97 TO INVADE LONDON'S HIPPODROME

On Saturday night, April 28, HOT97 in New York will broadcast its world famous Saturday Night Dance Party live via satellite from London's premier nightclub, Hippodrome. Starting April 2, listeners will be told to listen for the "Hot Song." When the hot song is played, the 97th caller will instantly win a trip for two to join HOT97's Saturday Night Dance Party live from London, hotel and air fare included. The promotion, co-sponsored in part by VIRGIN/ATLANTIC Airways and Hippodrome, will run from April 2 through April 20. Trips will be given away all day, Monday through Friday, beginning at 7 a.m. with **Howard Hoffman** and **Stephanie Miller**, HOT97's morning team.

## WZOK CONDUCTS "NON-CENSUS" POLL

WZOK in Rockford, IL conducted a "Non-Census Poll" on March 30. The station's van was on the corner of the busiest intersection in town from 6 to 9 a.m., asking listeners to drive by and be counted. At the end of the three-hour broadcast, morning sidekick The Doctor calculated the total population of Rockford. Listeners were asked to drive thru the intersection only once so as not to confuse The Doctor. They were also encouraged to give The Doctor a finger or fingers to show how many people were riding in their car. The estimated population of Rockford was about 12 million by the end of the broadcast.

## WPLJ SAYS GET WELL SOON, GLORIA!

WPLJ in New York and its listeners are greatly concerned about the **Gloria Estefan** accident that occurred recently in Pennsylvania, and the station wants to send the message to Gloria to "Get On Her Feet" soon, by creating a huge 8x4 foot get well soon card, to be signed by all of New York! WPLJ's **Greg Thunder**, afternoon drive personality, will be the first to wish her well by signing the card on the air, and he will then have listeners send their wishes and sign the card as well. The WPLJ giant "Get Well Soon" card was at Penn Station on March 22 as commuters made their way home, at PLJ's POWER Party at Liberties in Iselin, New Jersey on Saturday night, March 24, and at both **New Kids On The Block** Concerts at the Meadowlands Arena March 25 and 26. The card was presented to Gloria with all of its signatures later that week.

## I-98 SENDS GLORIA GIANT CARD

The listeners of I-98 (WILI) in Willimantic, CT got together to wish **Gloria Estefan** a speedy recovery from her recent accident. Over a thousand listeners faxed or mailed get well wishes, or came to the station's weekend remote in order to be included on the 65-foot long card. The card included the message, "Your rhythm has got us, so here we are, wishing you good health with this get well card. From the state of Connecticut we've sent you this letter, get on your feet quickly, the sooner the better."

## X100's "PHONE NUMBER CASH PAY-OFF"

On March 29, X100 in San Francisco began giving instant cash to listeners - \$100 every 100 minutes from 7 a.m. to 7 p.m. Winners also qualify for fabulous grand prizes, such as vacations and thousands of dollars in cash. To win, all listeners need is a phone number or access to one. During game hours, X100 will announce three single digits. The first person who calls the contest lines from a phone with those three digits in the number wins the cash.

## SLY96 FOOLS LISTENERS ON APRIL FOOLS

Listeners of SLY96 in San Luis Obispo got taken (well, a few of them anyway) on April Fools Day, which fell on a Sunday, when the weekday Breakfast Club showed up for work and acted as though it was Monday. Several confused listeners called the station with startled reactions, including a few asking, "Do you know what day it is?" and others admitting that "I thought I way overslept!"

## KQCR LISTENERS REACH OUT AND TOUCH RICHARD MARX

KQCR recently ran a promotion combining an unlikely pair: **Richard Marx** and AT&T. Listeners called in to win the Q103-AT&T Richard Marx Jam Packs. Winners received posters, T-shirts, tickets and backstage passes to Marx's March 30 concert in Cedar Rapids, and - of course - AT&T gift certificates and answering machines.

## 100.3 JAMZ SPRINGS FORWARD

100.3JAMZ in Dallas set out to remind listeners to set their clocks forward with a Spring Forward Weekend. At the sound of the spring (metal, that is), listeners called in to win an exclusive 100.3JAMZ wrist watch along with a Slinky. JAMZ also went Gay last weekend.....as in **Marvin Gaye**. All day Sunday, April 1, JAMZ honored the late singer on his birthday with hourly tributes and music.

## WHAT'S INSIDE THE 92X BLACK BOX?

For over a week, a huge black box with white question marks printed on it was suspended over Interstate 71 in Columbus. Motorists finally found out whom the box belonged to and what was in it when The New 92X claimed ownership and revealed that its contents were over ten thousand dollars in cash and prizes. Tom Kelly and Company kicked off the 92X Black Box giveaway April 2 with the first clue on the identity of the 12 items contained in it. 92X will release clues Monday through Friday from 6 a.m. to 12 midnight, until someone guesses the entire contents. That person, of course, wins every item in the box!

## WNCI's "LISTENER'S STUNT WEEK" AND "PEOPLE'S CHOICE AWARDS"

The WNCI morning zoo brought out the zanies in Central Ohio with WNCI's "Listener Stunt Week." Listeners won money by choosing from the stunts offered by the zoo and then performing them live on-air! Stunts included chewing used gum from under a table, letting a dog lick whip cream out of your mouth, eating Rocky Mountain oysters, changing underwear in public, and shaving one eyebrow! The crazy week coincided with WNCI's first ever "People's Choice Awards." Categories included everything from "Local Celebrity You'd Most Like To See Nude" to "Favorite Local News Anchor." Winners were brought in to do play-by-play for listener stunt week. All winners stopped by the zoo, including local TV anchors, the mayor of Columbus, and Jack Hanna, Director of the Columbus Zoo!

## PUT YOUR JOCKS ON STATION "BASEBALL CARDS"

Until now, the only way to get on a baseball card was to make it to the major leagues. But now, thanks to Rich Stevens of 102JAMZ in Orlando, radio stations will be able to have their own "jock cards." The cards include the station's logo, a full color photo, and all the stats (bio, request line, etc.) on the back. They are less expensive than the usual 8x10 jock photo, and they can be used for appearances, on-air giveaways, and even product tie-ins. And with the baseball season upon us, the timing is perfect. The best thing about the cards is that they look exactly like major league baseball cards, so that lifetime fantasy seems almost real. Best of all, you don't have to spend years trying to make the major leagues...just call Rich Stevens Productions at 212-967-7711, ext. 3494.

## KISN'S WEEKEND OF A THOUSAND WINNERS

KISN in Salt Lake City spent a recent weekend cruising the town in their prize van looking for cars exhibiting the station's window stickers. When stopped, a listener got to pick an envelope, in which there was anywhere from five to one hundred dollars. The station also recorded license numbers of sticker bearers who weren't stopped, and when announced on the air, the owner of the car with that license number had 15 minutes to call in and win \$1000.

## WPST'S SWEET SIXTEEN PARTY

WPST in Trenton, N.J. had its 16th anniversary party March 28 at the Princeton Hyatt Ballroom, and what a bash it was! Over two thousand people were packed into the ballroom to see an incredible lineup of performers, including **Tommy Page**, **Adam Ant**, **Gorky Park**, **Kevin Paige**, **Michel'le**, **Seduction**, **Tesla**, and **The U-Krew**. Among the highlights were Page's speech thanking WPST for being the first east coast station to play his song *Shoulder To Cry On*, and U-Krew's dazzling performance, which won them many new fans. Adam Ant was a pretty popular guest, hanging around for a couple of hours after the party to sign autographs, take pictures and talk with fans.

## KWIN's RAW McARTNEY PROMO

On March 28, KWIN in Stockton, CA gave away a pair of **Paul McCartney** concert tickets to the person who could shove the most raw liver in their pants! The KWIN Breakfast Club hosted the event from their parking lot, and it was covered by two Sacramento TV stations. Rumor has it that the winner hasn't changed or emptied their pants since the concert!



# DAILY RECOMMENDED ALLOWANCE.



## ROBERT PLANT "HURTING KIND (I've Got My Eyes On You)"

On Es Paranza

### HITMAKERS HOT STATS: ROCK & ROLL/40: 10-9

PIRATE (#18)  
KEGL (#19)  
WPHR (31-28)  
KXYQ (21-19)  
KXXR (21-16)

92X (20-17)  
KSAQ (34-32)  
WZZG (Add)  
WLRS (10-9)  
KATM (21-17)

KDWZ (21-16)  
KIXY (37-32)  
KMOK (D#30)  
KQIZ (32-29)  
WAEB (D#40)

### A CRUSADE!

WERZ (27-22)  
WHHY (32-28)  
WKLQ (21-15)  
WNNK (28-25)  
WOMP (D#40) & MORE!

## LAURA BRANIGAN "MOONLIGHT ON WATER"

### HITMAKERS HOT STATS: A HITBOUND!

KKFR (Add)  
PRO-FM (26-22)  
KROY (D#28)  
Q102 (35-31)  
WGH (33-23)  
KITY (Add)

KSAQ (40-39)  
XL106.7 (Add)  
Z99 (15-14)  
93Q (26-23)  
KBTS (40-32)  
KCAQ (36-33)  
KCHX (Add)

KFTZ (Add)  
KHOK (20-14)  
KHTT (27-21)  
KIXY (Add)  
KKMG (26-21)  
KKYK (D#29)  
KNIN (33-28)  
KQKQ (Add)

KQMQ (40-37)  
KSND (Add)  
KTMT (40-37)  
KTRS (Add)  
KTUX (23-20)  
KYRK (Add #39)  
KZFM (Add)  
KZIO (Add)

SLY96 (25-22)  
WAPE (19-16)  
WBBQ (Add)  
WHTO (D#36)  
WPFM (32-27)  
WVKZ (D#38)  
Z93 (39-28)  
and MORE!



## LINEAR "SENDING ALL MY LOVE"

### HITMAKERS HOT STATS: MAINSTREAM/50: 21-18

HOT97 (20-16)  
WPLJ (Add 31)  
KIIS-FM (19-16)  
PWR106 (#3)  
B96 (13-11)  
KMEL (13-11)  
X100 (D#27)  
WIOQ (#11)  
WDFX (21-18)

WHYT (8-7)  
WMXD (#17)  
WXKS (20-11)  
WZOU (24-21)  
Q107 (Add 30)  
KNRJ (9-8)  
KKBQ (D#30)  
KRBE (16-13)  
PWR99 (24-20)

KUBE (Add)  
KBQ (20-14)  
KHTK (22-19)  
WFLZ (24-13)  
WPHR (Add)  
KKFR (#4)  
KOY95 (3-2)  
KZZP (#5)  
KS104 (1-1)

Y108 (#4)  
KKRZ (D#28)  
HOT102 (26-22)  
PRO-FM (27-23)  
KWSS (#17)  
FM102 (20-17)  
KWOD (#24)  
WGH (29-24)  
WNVZ (D#29)

### URBAN/50: 7-4

B97 (16-9)  
KITY (9-8)  
KTFM (1-1)  
HOT94.9(16-13)  
WKSS (7-4)  
WTIC-FM (8-3)  
WCKZ (12-11)  
WZZG (21-17)  
FM100 (Add)

98PXY (Add)  
Y107 (28-25)  
KJ103 (8-7)  
Z99 (Add)  
WGTZ (30-26)  
WDJX (27-19)  
WKSI (D#30)  
WKZL (D#30)  
and MORE!

## EVERYTHING BUT THE GIRL

### "DRIVING"

VH-1 Five Star Video

## TROOP

### "SPREAD MY WINGS"



On Atlantic Records, Cassettes and Compact Discs

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## STEF RYBAK PD, KC101, New Haven, Connecticut

**IT SEEMS LIKE YOU'VE BEEN THERE FOREVER IN RADIO. HOW LONG HAVE YOU ACTUALLY BEEN IN NEW HAVEN?**

I started at KC101 in January of 1982.

**THAT'S QUITE A LENGTHY RECORD OF SERVICE FOR A TOP40 STATION.**

The interesting thing is that in the eight years I've worked here, I've worked for three different companies and it has been in many respects like working at three different radio stations, because the companies were vastly different. When I came in in 1982, the radio station was owned by an outfit called Kops-Monahan.

**WHAT WERE THE RATINGS LIKE THEN?**

Around an 8 share. In 1983 Kops-Monahan sold the radio station to a company called Eastern Broadcasting for somewhere in the vicinity of six and a half million dollars. In 1986, Eastern sold the facility to Noble Broadcasting for 30.5 million dollars. Noble has owned this place since December of 1986 and the corporation has been absolutely fantastic in their treatment of Stef Rybak and totally supportive of my decisions as program director. It's been very first rate, very major-market oriented, and very forward thinking. John Lynch is the president of Noble Broadcasting, and he is a no-holds barred, aggressive seeker of ultimate success. I like that philosophy very much.

**GIVE US A BRIEF RUNDOWN OF YOUR RADIO HISTORY.**

When I started here in 1982, the only opening that was available was as the number two man in a two-man copy department. I had worked at WWCO in Waterbury, Connecticut from '77-'81, in a variety of capacities. I was an air personality, but I got involved in as many other things as possible because I really wanted to pursue a behind-the-scenes career in broadcasting as opposed to an on-the-air career. When I decided to leave 'CO, the only opening they had at KC101 was as the assistant copy writer in the two-man copy department. I took the position because I wanted to work for KC101 very badly. It was a very successful station and it was just someplace that I wanted to be, so I took the position. In 1983 I became KC101's music director, in 1984 I became promotions director and in 1985 I became program director of our sister station, WAVZ-AM, which is a middle-of-the-road, nostalgia-based radio station. Of course I had no experience in nostalgia radio or full-service AM, but I took the position for two reasons: It gave me an opportunity to put two very important letters next to my name (PD), and even more importantly, it gave me an opportunity to expand my view of radio, which primarily had been with Top40-oriented programming. It gave me an opportunity to become more well-versed and more broad-based in terms of my radio experience. In February of 1986 I was appointed KC101 program director. Currently we have a 14.7 share, total week 12-plus, and that's the highest rating in the station's history by far.

**DESCRIBE YOUR PROGRAMMING PHILOSOPHY.**

The programming philosophy in general is to be as wildly successful as possible. You take that general philosophy, and you have to mold it with the programming goals of your particular station. With



KC101, we're a broad-based, adult-oriented Mainstream Top40 radio station. The easiest way to classify KC101 is to call it a Top 40 radio station for adults. The target is 18-49 leaning female, but our success is so broad-based that we have incredible numbers both over 49 and below 18. This is a monstrously successful radio station, and I'm very proud of what we've accomplished here, and I'm very proud of the national stature that this radio station has.

**WOULD YOU CONSIDER YOURSELF PART OF THE HARTFORD MARKET ALSO?**

Many people think that Hartford and New Haven, because they are a 45 minute drive from each other, are very similar. The fact is, Hartford and New Haven are completely different radio markets. Let me put it this way - there's a great radio station up in Hartford by the name of WTIC-FM, and I would say they're a Rhythm-oriented Top40. KC101, a very successful radio station in New Haven, is a very Mainstream-oriented Top40. So we're both Top40 radio stations, but we're very different sounding Top40s.

**DOES KC101 HAVE AN EFFECT IN HARTFORD?**

We don't pursue Hartford as a market. Basically there is a line of demarcation in the state of Connecticut, virtually right across the middle of the state. In the middle there is a town called Meriden. Meriden and all points north belong to 'TIC-FM, and Meriden and all points south belong to KC101. We don't compete with 'TIC-FM and we don't seek to. 'TIC-FM doesn't compete with KC101 and they don't seek to either. They have monster shares up in Hartford and they do diddly-squat in New Haven. KC101 has basically a one share in Hartford and we have monster shares in New Haven. It's a very convenient arrangement, and we're very good friends.

**GIVE US A PICTURE OF THE NEW HAVEN MARKET.**

Believe it or not, the New Haven metro is only about ten percent black. I think the typical KC101 listener is 25-28 years old, female, is relatively newly married, has a family, both husband and wife work, and KC101 is a very major part of their active lifestyle. The station has a very exciting personality, with exciting personalities on the radio station. The radio station is a person. It's up, it's bright and it's very, very positive. It sizzles. It's electric. It's big.

**WHAT IS THE MAIN INGREDIENT OF THE STATION? IS IT THE MUSIC?**

Absolutely. We play the absolute best contemporary hit music available. The other key to our success is two-fold: keen attention to dayparting - programming music to the biggest sector of the available audience according to daypart - and very keen attention to music variety and song flow. If you broke each hour down into 20 minute segments, each 20 minutes would accurately give you an overall picture of all the different types of terrific music that we play. KC101 is very easy to listen to, and it's easy to listen to for long periods of time. In fact, the research that we're looking at and getting feedback on indicates that our time spent listening is very, very healthy and getting healthier.

**IF I WERE A RECORD MAN, WHAT TYPES OF MUSIC SHOULD I BRING TO YOU ?**

First and foremost you should be bringing me tremendous smash hits by well-known superstar artists, or music that sounds like it could be a Mainstream mass-appeal smash by up-and-coming artists. On the one hand, we're very tight from a playlist standpoint, but we are also flexible to the new artists coming out; new artists that have appeal from a mass-appeal standpoint. We want our music to appeal, first and foremost, to that 18-49 year-old leaning female. With KC101, they're expecting the absolute best hit music available today, and they get it.

**DO YOU DO A LOT OF RESEARCH?**

I would say we do a considerable amount of research. Noble Broadcasting has given us a tremendous amount of support in terms of acquiring very expensive and very detailed market research. But, at the same time, while we do have access to the research, we don't become strangled by it. I believe a well-programmed radio station isn't solely based on research. One thing we never want to be is suffocated by analysis paralysis. I think a station has to be programmed considering the research, but with a full analyzation of not only the research, but also the experience and professionalism picked up through years of being in the business, and your own gut feeling. There has to be a human side. You don't want the station to sound like a computer - you want it to sound like it's real, warm, genuine, alive and breathing.

**WHAT IS YOUR RELATIONSHIP LIKE WITH THE GENERAL MANAGER?**

Our GM is Faith Zila, and our relationship is very open, very blunt, very honest and very up front. I try to express to her our programming needs and I try to gain from her as much of an understanding of what we need to accomplish in terms of sales. I'm very pro-sales, I'm very much a businessman, and I love it when the log gets completely sold out. That means we're a successful business, and that means that advertisers have trust in our product. What we do on the air is show; what we do behind the scenes is business. We need the show to make the business happen, and we need the business to happen to pay for the show.

(See STEF RYBAK page 32)



# INTERVIEW

## STEF RYBAK

(from page 31)

### **LET'S TALK A LITTLE ABOUT THE TALENT LINEUP, STARTING WITH THE MORNING SHOW.**

I'm fully confident that our morning show is one of the top morning shows in the country. It features Dale "The Voiceman" Reeves, who is one of the originators of the American Comedy Network and certainly one of the most individually talented people in the business today. His repertoire includes well over 100 character voices. Here with Dale is Dr. Chris Evans, who's been a KC101 morning show staple for the last nine years, and a recent addition to the morning show is Larry Caringer, formerly head writer and executive producer of the American Comedy Network.

### **SO WHAT KIND OF MORNING SHOW IS IT?**

It's certainly one of the most expensive morning shows in the country, I'll guarantee you that. It's definitely the most expensive morning show in the state of Connecticut. It's a lot of personality with lifestyle-oriented comedy, blended with music, news, sports and information. It's fast paced and energetic.

### **SO YOU TRY TO KEEP IT FAST PACED AND ADD VARIETY?**

Yes. On a regular basis we have the morning show do their show live from breakfast locations all over the listening area. Right now we're tied in with McDonald's to do a Friday morning breakfast show remote throughout the course of the spring book. It's great for McDonald's and good exposure for us. They do breakfast specials for \$1.01, and that brings the people to McDonald's and it puts the morning show in a visible, easy to reach, high-traffic location. It allows the personalities and the audience to press the flesh, which adds further personality to the radio station. They can see us, talk to us, and touch us.

### **LET'S CONTINUE WITH THE AIR STAFF.**

From 9 a.m. to 2 p.m. is Susan Saks, and her show is geared toward the office workers. We have a feature on the midday show called Midday Mind Exercise, which we've been using for a while, and it's been getting terrific response. It's very simple and very easy to execute - just a little bit of a different twist on the tried and true Trivia Question Contest. It's primarily geared to at-work listening, and we encourage people at work to be the prime participants. It features prizes that people in the entire offices can enjoy, like free lunches for their entire office. From 2 p.m. to 6 p.m. is Tom King. His real name is Poleman, and he is the Asst. PD/MD. He is very, very bright and in tune with Top40 radio and Top40 music, and I believe has a very big future in this business if he continues to work hard. Six p.m. to 11 p.m. is Kelly Nash, and overnights is handled by Paul DeFrancisco. His presentation is basically very short, sweet and to the point. He's up, bright, positive and plays a lot of music. In the afternoons we pick up the pace for an enjoyable ride home. Kelly has a very enthusiastic presentation, which is primarily geared for Connecticut's energetic young adult population. A very, very hot feature on the evening shift is the Top Ten At Ten. Kelly does a lot of contesting and listener telephone interaction.

### **IS IT IMPORTANT TO HAVE GOOD RELATIONSHIPS WITH THE DISC JOCKEYS?**

I think that's a two-sided question. I think there's a personal relationship and a professional relationship, and I think it's very important that we give each other the respect that one human being deserves from another. My goal is not to be the best friend on a

personal level with each jock. I'm not here to win a popularity contest - I'm here to do a job for the company that's employing me. They need me to achieve the highest ratings possible, so my goal with my announcers is not necessarily to be the best of buddies where we go out and have a beer every night. If that happens as a result of everything else that we've accomplished, then that's terrific, but my main job as I see it is to keep them highly motivated and at the top of their game, day in and day out. A chief component of that is constant, regular critiquing. The morning show gets a critique every morning and all the other jocks have regular weekly aircheck sessions with me. I think that's very important, and I see the continuous development of my talent as one of the most important functions of my job as program director.

### **WHAT ARE YOUR CRITIQUING SESSIONS LIKE?**

A critiquing session with the morning show could last anywhere from 30 seconds to a couple of hours. It's a discussion of that day's show and how it fits in with

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**"Our promotions have to be worthy of presentation on Connecticut's hottest radio station, and that's where creativity and theater of the mind come into play. If we say it's the biggest, the best and the hottest and we make it sound like the biggest, the best and the hottest, then our listeners will believe it's the biggest, the best and the hottest."**

**- Stef Rybak**

---

what we're trying to accomplish with a morning show that's busy and includes a number of different elements. Critiquing sessions with the rest of the air staff involve them bringing in a cassette tape of what they feel is their best show from the previous week, and listening to it, break by break. Each jock receives a written critique of that week's session for their records and I keep a copy for myself.

### **SO THERE IS A CONSTANT SENSE OF DEVELOPMENT AND TEAMWORK?**

Absolutely. We're all in this together. I'm a very big believer in teamwork. I think an excellent book to read in terms of teamwork and constant constructive critiquing is *Showtime* by Pat Riley, the coach of the Los Angeles Lakers. It deals with how Riley works on a daily basis with highly talented individuals and performers, and how he keeps them at the top of their game and how he keeps them motivated. He keeps them functioning as a team unit, and that's what makes the team consistently successful. It's not just a basketball book - the principles can be applied in any managerial situation.

### **LET'S TALK A LITTLE ABOUT YOUR PHILOSOPHY OF CONTESTING AND PROMOTIONS. HOW DO YOU USE THEM TO SPICE UP THE MEAL?**

We like to do as many contests as possible. First and foremost, it has to have value to our customer, which is the listener, and it has to be worthy of presentation on Connecticut's hottest radio station. If and when it meets those criteria, then we look at it.

### **DO YOU NECESSARILY HAVE TO SPEND BIG BUCKS TO HAVE GREAT RESULTS?**

Not at all. We have, in many respects, a very limited

promotion budget in terms of actual dollars. That's where creativity and theater of the mind come into play. If we say it's the biggest, the best and the hottest and we make it sound like it's the biggest, the best and the hottest, then our listeners will believe it's the biggest, the best and the hottest.

### **GIVE US YOUR VIEWS ON RADIO'S FUTURE. IS MARKETING GOING TO BE ONE OF THE BIGGEST AREAS OF DEVELOPMENT?**

I'm very excited about the future of radio. I think marketing is going to be very, very key, but I also think that personality is making a major comeback in Mainstream radio. In the '60s and '70s, Top40 radio was very personality oriented. In the 1980s you had personality, but slick production really came to the forefront. I think as we evolve into the 1990s, we're going to see a very nice combination of genuine personality with real slick production.

### **DO YOU THINK THERE OUGHT TO BE AN ASSOCIATION FOR DISC JOCKEYS RECOGNIZING THEIR TALENTS AS MORE OF AN ART FORM OR CRAFT?**

That sounds like an interesting idea. What I would like to see is more time and attention devoted on a regular basis to critiquing air talent, most especially up and coming talent. You would not believe how many tapes I get in every week from people in the business asking me to critique their air work. People are looking for attention and direction with respect to their talent. I've gotten so many requests to critique from all over the country that I have just opened a new business devoted strictly to that. The name of the business is Critique, and you will all be hearing about it shortly.

### **SO YOU FEEL THAT ANNOUNCING IS MORE A CRAFT THAN A JOB?**

I tell my air talent that they're not disc jockeys, but they're artists. They are actors and actresses learning how to become well-crafted in their trade. I also tell my people that they have to consider themselves a marketable commodity and they need to do whatever it takes to make themselves the most valuable commodity possible. Learn to be well versed in a number of different areas of the business for your own knowledge, and also to increase your value and worth to a potential employer.

### **WHAT WOULD THE TALENT SAY ABOUT STEF RYBAK IF I WENT AND ASKED THEM?**

I think they would say he's very demanding, he's a hard-ass, he's tough to please, yet he's very fair. He's always willing to listen, and he's got a good heart.

### **AS A PARTING SHOT, IF YOU HAD ANYTHING TO ADDRESS TO THE YOUNG PEOPLE WHO ARE JUST STARTING OUT AND ARE ASPIRING TO BE A PROGRAM DIRECTOR, WHAT'S THE ONE THING YOU COULD SAY TO THEM THAT WOULD HELP THEM OUT?**

Be willing to work the worst hours with the least amount of notice, the least amount of appreciation, for the least amount of money, yet maintain a sense of self respect. Be a self starter, be highly motivated, and continue reaching to be at a level that is your absolute best, even when everyone around you and every circumstance around you would make it easy for you to do otherwise. Accept nothing less than the ultimate best from yourself, from your career and from life.

### **THANK YOU SO MUCH FOR SHARING WITH US IN THE HITMAKERS INTERVIEW.**

## WHAT ARE SOME OF THE HOTTEST RADIO PROMOTIONS THAT YOUR STATIONS HAVE DONE RECENTLY?

### DUNCAN PAYTON

Promotions Director, Power106, Los Angeles

Currently we're doing Powerhouse 9, which is the ninth of the series of concert/dance parties. The party itself has become so popular that the first day we announced Powerhouse 9 we actually had industry people on the phone asking about tickets, let alone listeners coming out of the woodwork. It's the thing we get hit up most for on the streets, and it's ringing our phones off the wall. Hopefully the contest increases people's listening time, and in turn they get a chance to celebrate with us and have a really good time at our biggest promotion of the year.

#### IS IT VERY EXPENSIVE?

The actual production costs behind Powerhouse can get somewhat expensive, but it depends on where we're doing it. This one is not as expensive as the fall production, which is a little more involved than the Spring Powerhouse. The Spring Powerhouse has fewer people and is a little more intimate, and from what I understand it's a little more fun because of the intimacy.

### PETE COSENZA

Promotions Director, Q106, San Diego

We just finished something we call Club Q. It was simply a listener party, but it was a smashing success because we gave away every ticket. We had 1,000 people show up and we gave away 1,000 tickets. In concert at the party were Seduction, Technotronic, and D'Mob. It was a big dance party in a hotel ballroom, which was decorated like a club. There just wasn't a club in San Diego big enough, so we made our own club at the hotel ballroom. It was just a huge party, and the biggest thing was that people couldn't buy tickets - they had to win them. That's what made it so desirable. Everybody wanted to go to this party just because we said there is no way you can go unless you win a pair of tickets.

#### HOW WOULD YOU ASSESS THE RESULTS OF THIS PROMOTION?

If I had to give it a letter grade, it would be A++, because as people were leaving they were asking when the next Club Q would be. We could have done another one the next week, and we would have had another 1,000 people there. It's a way to image yourself as a real hip, street music-intensive radio station by having these artists perform not just at a concert, but especially for Q106.

#### DO YOU DO MOVIE PREMIERES?

Movie premieres are a great tie-in to have at your radio station, but we've got to fight for every premier we get. It's never an easy battle. I work with the advertising agencies that represent the film companies, and in certain cases, such as with Touchstone, we deal directly with the studio. We've had some real neat things; Natalie Cole came down for a premier of *Pretty Woman*, because her song *Wild Women Do* is in the movie. The hottest thing going now is *Teenage Mutant Ninja Turtles*. Everybody's talking about it, and we've got the premier.

### JOHN SCOTT

Promotions Director, B96, Chicago

Right now we're doing a promotion called Chicago's Concert Authority. Our two competitors are giving away money, and we just wanted something a little bit different. So we've given away 12 trips so far to concerts around the country. We've given front row tickets to Janet Jackson in Chicago, we've done Janet Jackson's first concert in Miami, Phil Collins in Berlin, Prince in Paris, and Madonna in Tokyo. We're doing Comic Relief in New York City, and we're sending someone to the taping of the *Arsenio Hall Show*. It makes us stick out, and it also gives us a positioning statement as "Chicago's Concert Authority."

#### HOW WOULD YOU GRADE THE CONTEST IN TERMS OF EFFECTIVENESS?

We've gotten reaction right away from the other stations. Even though they're involved in their money contests, they're still saying that they're the "real concert authority," and it kind of waters down anything else they're doing. Ours stands out as being different. I'd give it an A+

#### WHO PUTS TOGETHER THE TRIPS FOR YOU?

We've used outside sources on some of the trips, and some of them I've put together myself by finding out where concerts are going to be and putting together

flights and hotel packages.

### ERIC DAVIS

Promotions Director, Eagle106, Philadelphia

The hottest thing that we've been doing is a thousand dollar a day giveaway, which is an ongoing promotion. Rumble and Thrower, the new morning team players, play a song at 7:20 and announce what hour later that day it will be played. We promote it throughout the day with live and recorded teasers, and the 106th caller when the song is played wins \$1000. We've been doing this every single day since late January, so it has taken quite a chunk of money to continue, but the response has been overwhelming. Coming up we will be inviting one of our listeners to produce a TV commercial. The listener goes on a set for a 30-second spot which will actually premier on TV. We will run the spot at least once, and we'll also give the winner some nice prizes.

#### WHAT'S THE PROMOTION CALLED?

We haven't really gotten a hook for it. "Make an Eagle106 TV Commercial" - it's real hard to call it anything else but that. But with the success of the TV home video programs, we decided to translate it to radio. Hopefully people will submit commercials for the station. We're leaving very little restrictions on it, because we want people to open up their minds and their creativity and come up with something out of left field.

#### WHEN YOU STRUCTURE A CONTEST DO YOU USUALLY HAVE A SPECIFIC OBJECTIVE IN MIND?

My personal objective is always image - we want to do something hip, something cool. There are always bi-products, such as forced listening and longer quarter hours and more sampling, but that stuff is what my PD wants out of promotion. What I want is for my listeners to have fun, and I want to give them prizes that they like and that are valuable. I want to be the station with the cool stuff and the cool contest, and if the numbers and the books increase, then it's a wonderful bi-product of what I'm doing.

### HOWARD FRESHMAN

Promotions Director, X100, San Francisco

Right now the emphasis of the station is on superstar concerts in the Bay Area, such as Janet Jackson, Milli Vanilli and Billy Joel. There's a big Top40 battle going on here over who is the official Janet Jackson radio station. We were the first station to give away Janet Jackson tickets before they went on sale. We were the first station in the market to have a Janet Jackson Hot Line, a direct line where you can call and get official up-to-date Janet Jackson information. BASS tickets gave out bracelets for Janet tickets and we were the first station and the only station for about 24 hours that had the information on how the bracelets would work.

#### WHAT'S THE HOTTEST PROMOTION YOU'VE EVER DONE?

The one promotion that generated the most talk in the street and the most media was definitely the \$25,000 "Outrageous Contest" we did up here in August '89. We went on the air and said, What would you do for \$25,000? People either called or wrote in saying what they would do, and we selected 15 finalists. Nine of them went ahead and did their stunt, and the person who won was a 34-year-old woman who washed by hand every seat in Candlestick Park. It came out to about 64,000 seats, and it took her four and a half days using a sponge and a brush and lugging a bucket up and down the stands.

#### WHAT WERE SOME OF THE OTHER ENTRIES YOU GOT?

One woman washed her Mazda RX7 with her tongue. One guy filled up his Pontiac Fiero, which was in very good shape I might add, with water and goldfish and totally destroyed the inside of his car. He sat in the car wearing a wet suit and snorkel mask. Two women in San Jose smeared peanut butter all over their bodies, one using creamy and the other using crunchy, and they stood inside a supermarket during the evening rush hour and did a creamy vs. crunchy taste test. People got to lick the peanut butter right off their bodies, or they could use a cracker and scoop it off. I got to hug the contestants after the whole thing was over and my clothes were ruined. Anything for the cameras! The contest generated so much media attention and word of mouth that I consider it the best thing I've ever been involved with. We got a lot of mileage out of that contest - a lot more than



## WHAT ARE SOME OF THE HOTTEST RADIO PROMOTIONS THAT YOUR STATIONS HAVE DONE RECENTLY?

\$25,000 worth, I can guarantee you that.

### MARY NUCKLES

Promotions Director, WDFX, Detroit

We just started airing liners for the Nintendo World Championships that are coming to Detroit at the beginning of April. It's a huge championship, and there should be tons of people there, so it's a pretty big promotion. We're doing a mass mailing to our core audience, who can come to the championships and compete for prizes. It's basically for people who love to play these games, and there will be a lot of the new games that aren't out yet for people to come and look at.

*IS THIS ONLY IN DETROIT, OR IS IT GOING TO BE IN EVERY MAJOR MARKET?*

I know they did it in Dallas and I know that there are quite a few in the major markets. Ours is April 5-8. We'll have a huge booth and our inflatable, so we'll be real visible. We're the sponsoring station, and there are no other stations involved.

### KAREN TOBIN

Director Of Marketing, KIIS-FM, Los Angeles

Our hottest first quarter promotion is our \$1000 Thursday, where we give \$1000 every hour between 7 a.m. and 7 p.m. It's connected with the Free Money Song of the hour, so it ties back into the music. The objective is to keep them listening throughout the whole day, especially on Thursday. The Arbitron diary week begins on Thursday, and this helps us to draw in those diary keepers on the first day. Hopefully, with that top-of-mind awareness, we can keep them the entire week.

*WHAT WOULD YOU SAY IS THE HOTTEST PROMOTION YOU'VE EVER DONE, YOUR HALL OF FAME PROMOTION?*

That's a tough one. I would say the station promotion that we received the most publicity on was our Million Dollar Dash For Cash, in which we had somebody in a bank vault. For that we had every TV camera crew, wire services - it was a media haven. From that stand point it was phenomenal, because we have to remember that marketing is not just promotion - it's publicity, promotion and advertising. When we did Walt Disney World, we gave away 260 trips for four in a month's time. We gave away over 1.2 million worth of trips. Nobody in the country had given that many away. Another one that was real successful and fun to do was the Miata promotion. They were the hottest car last year - you couldn't even buy one - and we were fortunate enough to give ten away in the fourth quarter. In the middle of all this we had the San Francisco Earthquake, and the next morning a listener who won a Miata on the Rick Dees Show wanted to donate the car to the Red Cross. That's something that's not planned, and it's incredible to see how somebody can show so much feeling. You couldn't buy the publicity we received for that - it was incredible.

### SHELLEY MORGAN

Promotions Director, HOT96, Fresno

Right now we're doing a lot of vacations and trips, and this week we're doing a trip to New York City to see the world premier of the *Teenage Mutant Ninja Turtles* movie. For qualifying prizes we're giving away Teenage Mutant Ninja Turtle board games, so parents are calling up and trying to win for their kids.

*WHAT WOULD YOU SAY IS THE HOTTEST PROMOTION YOU EVER DID?*

The most publicity was from a promotion we did with Pringles last summer. It was called a "Chip And Dip" promotion. We gave away as qualifying prizes family four-packs of Pringles, and the culmination of the promotion was a swimming pool. We got all the qualifiers together, and we filled up a small inflatable swimming pool with sour cream, and people had to get in on their hands and knees and pull out a marble. If they pulled out the correct color marble they won the big swimming pool. We did it out in the parking lot of the radio station and all the TV stations were here. It was hysterical, and of course it came down to the absolute last qualifier. Everybody's arms and legs were covered in sour cream. We'll never do it again because it smelled up the parking lot for three months. The smell of rotting sour cream is...Ugh! But it was great.

### COLLEEN McCANN

Promotions Director, 92X, Columbus, OH

We were banned from a St. Patricks Day parade for some unknown reason, and

they gave another radio station exclusivity in the parade, so we countered by doing a "Where's 92X" banner contest. At the parade we asked listeners to make banners that were large and green and included "Where's 92X," and the best banner won \$1000. Second place was \$500 and third was \$250. It was a smash! We had hundreds of banners lining the parade route, and we pulled our giant boom box into a private gas station and broadcasted live. It really showed the city that 92X could bring a lot of people to the parade, and in the end we kind of looked like the good guys.

*WHAT IS THE HOTTEST PROMOTION YOU EVER DID?*

This Dublin parade thing was one of the hottest things I've ever done. We also did a May Maserati Madness one time, when we gave away two Maseratis. Those are the ones that stick out the most, but there have been some really neat concert promotions that we've done. When Chicago came into town we gave away a piano that they autographed. Recently we did Skid Row, where we had listeners write on the back of their car windows in car paint, "I want my Skid Row tickets from 92X." It was a kick driving around town seeing a lot of cars with our call letters on the back of them.

### ED NICHOLLS

Promotions Director, KEGL, Dallas

We're in the midst of the KEGL \$100,000 Sweepstakes. We dropped about half a million direct mail pieces into the market, and it's basically a serial numbers-type game. We call out numbers eight times a day, and we rotate the cash amount: \$10,000, \$5000 and \$1000.

*WHAT'S THE HOTTEST THING YOU EVER DID TO GET THE MOST PUBLICITY?*

Without a doubt the KEGL Star Party. We've done it two years now and it's gotten bigger each year. The listeners would kill for tickets to it, and of course the only way you can get them is by listening and calling in to win. Our programming and music department gets together with the record labels to bring in artists for a one night giant "meet 'n' greet" with our listeners. We invite a couple hundred listeners to a location. This past year we had Eddie Money, Rickie Phillips and John Waite from Bad English, Lou Gramm, and others.

*WHAT WAS GREAT ABOUT THIS CONTEST?*

The excitement it created on the street. Everybody wanted tickets, and they were calling the Ticketmaster trying to buy them, they were calling us trying to buy them, but they were only available on the air or at promotions. Last fall we did the morning show live on Fridays for 15 straight weeks from different suburban locations. We called it KEGL's Feed Texas Campaign, and we asked listeners to bring a canned or non-perishable food item, which we donated to the food banks. It gave people a reason to come by and see the morning show, and we had a brand new \$60,000 mobile studio we wanted to show off. We ended up raising over 40,000 pounds of food for the two local food banks.

### BRIAN MARKS

Promotions Director, HOT97, New York City

We're going to be sending 60 couples to London to the Hippodrome for a live broadcast via satellite, and we're going to call it the "HOT97 Dance Party Live From London at the Hippodrome." We're also working with the record companies on a very interesting promotion. Every weekend we have a different record company support new talent on their label that's not yet added on the station. We bring the artists out to a club, give out free products, and we do autograph signing parties. It's a real nice way to get exposure for artists that are not yet in rotation on radio.

*WHAT'S THE HOTTEST PROMOTION YOU'VE EVER DONE?*

I gave away a \$100,000 house in Philadelphia. Here at HOT97 we just gave away a \$100,000 co-op, a Tudor City apartment in Manhattan. Winners were qualified on the air, and they received a key that could open the co-op. We also just finished an incredible amount of concerts here in New York: Miami Sound Machine, New Kids On The Block, Janet Jackson. We took winners back stage to meet all groups, except Janet, being that she is of the Jackson family and they're not into those types of things. But we took some winners back to meet the New Kids On The Block and Gloria Estefan, and it was very successful.

## NO QUESTION - WILLIAM HEIN HAS ENIGMA ON THE RISE

*Since William and Wesley Hein "stumbled" upon Motley Crue back in the early '80s, ENIGMA Records has developed a solid reputation for discovering previously unsigned bands and nurturing them for the bigtime. Today William Hein flies solo as the label's Chairman, and he is ready to pilot his ship to new heights. In an exclusive **HITMAKERS** interview, Hein tells how ENIGMA evolved from a small independent label into a competitive, full service operation.*

**YOU AND YOUR BROTHER WESLEY STARTED ENIGMA RECORDS. WHAT WAS YOUR INVOLVEMENT IN MUSIC BEFORE THAT?**

As teenagers we would hit the record swap meets and used record stores, and over the course of a few years we managed to build up a pretty good-sized record collection. We both had a strong interest in import records, which was kind of an underground scene in the '70s. We also worked behind the counter at record stores. We both shared a genuine passion for music during our adolescent and teen years.

**WHAT WAS YOUR FIRST VENTURE INTO THE MUSIC BUSINESS?**

We formed a successful import distribution company called Greenworld, which made smart business sense because at the time we started it there was only one other record importer in the country, called JEM. They were similar to us in that they started out as a distributor and eventually evolved into a label. In our early years we kept a close eye on their development.

**DID YOU BREAK ANY BANDS IN THE UNITED STATES THAT HAD HAD SUCCESS IN OTHER PARTS OF THE WORLD?**

Not really. We catered mostly to hardcore European-record fanatics who were looking to get their hands on the latest progressive rock from the Iberian peninsula and exotic places like that. During our peak period we got up to about five million dollars a year, before selling out in 1984. ENIGMA was started as a division of Greenworld in 1982.

**HAD YOU BEEN THINKING ABOUT STARTING A LABEL ALL ALONG?**

It had been in the back of both Wesley's and my mind, but we needed a catalyst, something to set the wheels in motion. That came in the form of Motley Crue, whom we kind of stumbled upon by accident.

**WASN'T THE LOS ANGELES A&R COMMUNITY CLAMORING TO GET AT THE BAND?**

As a matter of fact, the A&R community in Los Angeles thought they were a joke. The excuses we heard were, 'Oh they can't play,' or, 'They look funny and their songs are lousy.' But we liked their attitude and willingness to work hard. They proved their mettle to us by putting out their own record when no major label would pick them up and selling it at their shows. So we approached them and asked if we could buy five thousand of their records to distribute in the states, as we occasionally did that with Greenworld. We wound up selling those five thousand records in about two hours, and that tipped us off to what kind of

potential the group had. We went up to the band to buy more records, and found out that they hadn't paid their bill with the printing company who pressed the records, so they couldn't give us any more copies. We said, Look, if we pay your bill at the printers, can we put out some more records? And they said, Sure. From there we offered them a one-shot record deal with an option for a second record, and the whole thing snowballed. At that point, Wesley looked at me and said, Hey, guess what? We're a record company! So I guess you could say that Motley Crue helped lay the the cornerstone to ENIGMA Records

**YOUR NAME AND LOGO SEEM TO FIT YOUR MAVERICK IMAGE QUITE WELL. HOW DID YOU COME UP WITH THEM?**

The name was the product of a brainstorming session, and I forget who thought of it. As for the logo, that was assembled from a poster. We had some art designer we knew put some cut-up pieces of a poster in a hat and pull them out. He closed his eyes, put them on a piece of white construction paper at random, and there was our 'Enigma.' It was kind of a Zen design. We wanted a logo that would reproduce well on album work and ads, and one that was easily recognizable.

**AT SOME POINT ELEKTRA CAME IN AND BOUGHT OUT YOUR CONTRACT FOR MOTLEY CRUE. HOW DID THAT HAPPEN?**

Quite simply, they got very interested in the band due to the commotion they had caused with their wild look and music, which were really controversial at the time. Sometime after we signed the group, people's attitudes in the music community changed; the same quality that scared away record people six months earlier had now begun to intrigue them. To this day we're very happy with the transaction we made with ELEKTRA. The money we made from that deal went a long way toward bankrolling ENIGMA Records. There was no outside money involved with launching the label. It all came from stumbling upon the Motley Crue record and getting bought out.

**WHAT WAS NEXT IN THE ENIGMA EVOLUTION?**

In 1983 we began actively signing bands, and we attracted some excellent talent to the label. We signed Berlin, who were later picked up by GEFEN, as well as the Fibbonacis, one of most criminally underrated bands ever. At one point we had Michael Penn on the label with his first group, Doll Congress.

**WHAT HAPPENED? HE'S SUCH AN OBVIOUS TALENT.**

Yes, but at that time we didn't have anyone at the label



who could sit down and dissect a group's personnel. There was no one to say, Uh, lose the drummer and tell Michael to ditch the acoustic guitar. We really liked the group just as they were. We released an EP that failed miserably, but that is not a reflection of the quality of the product at all. At that time we just had very little ability to promote or market records. We released them, and they either sold on their own or it was back to the drawing board. We did not have a huge field promotion staff or a big independent budget. There's a funny story about that period. When we were first starting to work the Motley Crue record, we got an old station list somewhere and began calling them, not knowing there was any set methodology to it all. My brother called up a station to tell the music director about the group, and he asked Wesley, "What track are you pushing? What's the cut you're focusing on?" Wesley, who hadn't had much experience in radio promotion, just sat there flustered and finally stammered, "UHHMM, ALL OF THEM!" But that's how we progressed; we made mistakes and learned from the mistakes, and we tried not to make them again.

**ANOTHER OF YOUR EARLY SIGNINGS THAT WENT ON TO HAVE CONSIDERABLE SUCCESS AFTER BEING PICKED UP BY A MAJOR LABEL WAS RATT. HOW DID YOU RUN ACROSS THEM?**

They were brought to the label by Marshall Berle, who just showed up one day and said he had some tapes from a band he wanted us to check out. He'd had success with the Alley Cats, who we liked, so he had some credibility with us. Marshall had recorded the band on his own and it sounded good, so we put it out. This was in 1983 or '84, and RATT's album became our first *Billboard* charting record. It sold 190,000 units, which exceeded our greatest expectations.

**RATT WAS THEN TAKEN BY A MAJOR LABEL. WAS THIS A CALCULATED MOVE?**

No. We couldn't sign them to a multi-album deal, because we had no money for that kind of commitment. A big recording budget for us in those days was five or ten thousand dollars, and we had no promotion or marketing staffs to speak of. Our goal

(See WILLIAM HEIN page 36)



# SPECIAL FEATURE

## WILLIAM HEIN

(from page 35)

was to approach the best bands we could find and say, Hey, we'll put out an album for you and you won't have to sign your life away. We'll create some excitement in the marketplace and then maybe you'll extend your deal with us or maybe you'll go somewhere else. But our philosophy was to sign the best bands possible, to short-term contracts if necessary. The alternative was to sign mediocre bands to long-term contracts, but that was out of the question to our way of thinking. We've always paid our royalty checks and bills on time. We owe a lot of that to our President, Jim Martone, who came on board in 1983.

### HOW DID HE COME INTO THE PICTURE?

He and Wesley met one another at a Pepperdine MBA class and hit it off right away. They were both about the same age, and we felt that Jim was the kind of talent we could utilize at our label. He spent hundreds of hours in the early years managing the company's business so we could make ends meet. Jim is a very dedicated individual.

### THE THREE BANDS THAT GALVANIZED THE LABEL IN THE EARLY '80S WERE THE SMITHEREENS, STRYPER, AND POISON. HOW DID YOU RUN ACROSS THESE KEY ACTS?

John St. James tipped us off to Stryper. He's a producer and good friend who works with one of our important bands, Bardeux, as well as Stacey Q and Anything Box. One day John called us and said that a band named Roxx Regime had rented a rehearsal space from him and that they were making some great tapes and had potential. In addition, they were willing to do whatever it took to make it. They brought their demo to us, and Wesley heard the music right away and put the word out to the company that this band was going to make a big noise.

### I SUPPOSED THEY CHANGED THEIR NAME TO STRYPER WHEN THEY BECAME CHRISTIANS. HAD THEY CONVERTED TO CHRISTIANITY WHEN YOU SIGNED THEM?

They were just in the process of becoming Christian at the time, but it didn't worry us at all. In fact, we thought it could prove to be a bonus. After all there are millions of Christian people in the country, and we felt that there might be a substantial number of them who would like to hear something more meaty than Amy Grant. It turns out we were right. When we signed the group, we'd never had any commercial radio success at all. Occasionally KROQ would play one of our records, but when Stryper were signed, ENIGMA hadn't had any radio hits to speak of. We shipped out 4,000 albums initially, and the record kept on selling as the group's popularity spread. What broke the band was the incredible word of mouth that the music and lyrics generated. All the Christians who liked rock made a total commitment to the group and really supported them. It was the most enthusiastic following I've ever seen, although I can't make a definitive claim to that because The New Kids aren't on ENIGMA.

### POISON IS ONE OF THE MOST POPULAR ROCK BANDS IN THE COUNTRY RIGHT NOW. HOW DID A SMALL LABEL LIKE ENIGMA MANAGE TO SIGN THEM?

I'm still asking myself that question - I don't know. We had some people around ENIGMA - not top level execs but people who worked here - who were avid supporters of the group and kept bugging me, asking, "When are you going to sign Poison?" At first we kept putting it off, but finally some of these people came up and said, "Bill, we've arranged a meeting between you and the band. They're coming down here at such and such a time so be ready." I just shrugged and said Okay. The first thing that impressed me about them was that they were absolutely obsessed with making it in music and had no illusions as to the amount of work it took to make the cut. The last thing I want to hear from a band we sign is: "Where's my limo? Where's my groupies?" There was none of that attitude with Poison. They've been friends since childhood, they're all from mid-Pennsylvania, and they've had this dream, since they were little kids, to be rock stars. When we first met them, they were all living in a warehouse that wasn't even zoned for residential living - it was just a big industrial place. It looked like something you might have seen on an old rerun of *The Monkees*. Another thing I remember about their shows is that their audience was not just guys in torn denim and studs; there were actually girls who were dressed up. That tipped us off that they weren't an ordinary metal act.

### AND THE SMITHEREENS?

Scott Vanderbilt, one of the people in our business affairs department who has been with us a long time, signed the group. He was a college DJ who remembered playing their records and believed in the

**"Our goal was to approach the best bands we could find and say, Hey, we'll put out an album for you and you won't have to sign your life away. Our philosophy was to sign the best bands possible, to short-term contracts if necessary. The alternative was to sign mediocre bands to long-term contracts, but that was out of the question to our way of thinking."**

**- William Hein**

band. Ironically enough, Scott never really dabbled much in A&R after that, which is unusual because some longstanding A&R execs have never signed a band that are as successful as The Smithereens. But until recently that was the way we operated; everyone at the label contributed to the A&R department. It was an economic necessity - we didn't have the money for a fully loaded A&R staff. It's important to remember that most labels are launched with 10, 20, or 30 million dollars. We started this label for nothing. All the capital came from within these four walls.

### THE ENIGMA OF 1990 HAS GROWN IMMENSELY FROM THE LITTLE 300 SQUARE-FOOT SPACE YOU OCCUPIED IN 1984. HOW HAS YOUR APPROACH TO MUSIC CHANGED?

We're becoming much more focused. We currently have 40 bands on the label, and we'd like to scale that down to 30. We've become very A&R-intensive and much more calculated in the marketing and promotion of our bands. We're going to focus our attention more precisely now on a few key bands.



William Hein is flanked by the members of ENIGMA band Red Flag: Mark Reynolds (left) and Chris Reynolds.

### CAN YOU TELL US WHICH BANDS?

Sure - although it's not a comprehensive list. It's only a few of the acts we're concentrating on right now. We're very high on the new U-Krew record, and we feel they are going to play a major role in our future plans. Of course XYZ is a continuing priority - we're just getting the second single out the door and we feel this is the record to really establish the band on pop radio. Hurricane is a very big priority. The new album is great - it's just being launched and has an early buzz. Although I've only heard a few of the cuts, the new Stryper album is beginning to shape up beautifully. I not only think it's going to be their best album ever, but the best metal album to come out in a year. Radio is really going to get a taste of what the band is about on this next record - it's really going to blow people away.

### WE UNDERSTAND YOU'VE GOT SOME GREAT NEW GROUPS YOU'RE GOING TO BE UNVEILING IN THE MONTHS TO COME. CAN YOU FILL US IN?

The Cave Dogs are a new band we found in Boston, and in a lot of ways they remind me of The Smithereens - not sonically so much but in the way they approach their material. It has a lot of mid to late '60s influence, but it's totally geared towards a '90s mentality. The record was produced by Ed Stacium, who did the last Smithereens record.

### YOU'VE DONE THE IMPOSSIBLE AT ENIGMA - YOU'VE TRANS-FORMED AN INDEPENDENT LABEL WITH NO OUTSIDE INVESTORS INTO A VERY COMPETITIVE, FULL SERVICE OPERATION. WHAT SUGGESTIONS DO YOU HAVE FOR ENTREPRENEURS WHO WOULD LIKE TO FOLLOW IN YOUR FOOTSTEPS? CAN IT STILL BE DONE TODAY?

Not as easily in this city, because it seems there are five thousand A&R guys roaming every club looking for bands. Back in 1984, when we just started to hit our stride, it wasn't that way. The competition was not nearly as severe. But yes, it can be done - provided you sign the best talent you can find, even if it means keeping the band for only one album. Try to sign bands who aren't possessed with visions of grandeur and who understand that the way to the top is with hard work and total dedication. If you can remember that and can stumble onto a Motley Crue, Poison or Stryper, you can make it happen. But it's good to have lady luck on your side, too.

HM





At the Gavin Convention cocktail party (L-R): **Ron Geslin**, EMI National Promotion Director, Midwest; EMI Recording artist **Corey Hart**, **Dave Robbins**, PD/WNCI; **Herb Rosen**; **Jack Satter**, EMI Senior VP/Promotion.



Pictured here during the final days of recording CHARISMA Recording artist **Brent Bourgeois'** upcoming solo debut album are (L-R): CHRISMA Records President **Phil Quartararo**; **Brent Bourgeois**; **Arnold Pustilnik**, Bill Graham Mgmt.; Producer **Danny Kortchmar**.



**AEROSMITH** plays Portland, Oregon! (L-R): **Jason Whittington**, GEFEN Reg. Sales; **Michael Rowley**, GEFEN Promo., Seattle; **Jim Ryan**, PD/KXYQ, Portland; **Steven Tyler**; **Tim Collin**, Aerosmith Mgr.; **Peter Napoliello**, GEFEN VP/Pop Promo.



MCA Music Entertainment Group hosted a celebration at Hollywood's Spice to welcome New York-based GRP Records. **Al Teller**, Chairman, MCA (third from left, standing) is joined by **Larry Rosen**, co-founder/President of GRP (center, cutting cake), **Dave Grusin** (fourth from left, standing), **Richard Palmese**, Exec. VP/GM, MCA (sixth from left, standing) and a host of artists including **David Benoit** (far left, leaning forward), **Lee Ritenour** (standing behind Benoit), **Patti Austin** (fourth from right, standing) and **Don Grusin** (second from right).



Shown at the WEA NARM Cocktail reception (L-R): **Henry Droz**, WEA President; VIRGIN Recording artist **Paula Abdul**; **Bob Greenberg**, **HITMAKERS** President.



ATLANTIC Recording artist **Phil Collins** stopped by POWER106 on a recent visit to Los Angeles. (L-R): **Al Tavera**, PWR106 Asst. PD/MD; **Paul Sansone**, PWR106 Mktg. Dir.; **Phil Collins**; **Phil Newmark**, PWR106 VP/GM; **Duncan Payton**, PWR106 Promotions Dir.; **Jeff Wyatt**, PWR106 VP/PD.



## ARISTA RECORDS 15th ANNIVERSARY EXTRAVAGANZA!

ARISTA Records celebrated its 15th Anniversary with a spectacular concert at Radio City Music Hall, entitled "That's What Friends Are For." This party with a purpose raised almost \$2 million for Gay Men's Health Crisis and other AIDS organizations. A pre-show bash took place at ARISTA President CLIVE DAVIS' penthouse apartment.



(L-R): Barry Manilow, Taylor Dayne, Exposé's Gioia, Melissa Manchester, Jermaine Jackson, Burt Bacharach (at piano), Arista President Clive Davis, Dionne Warwick, Whitney Houston, Chevy Chase, Jane Curtin, Melanie Griffith, Michael Douglas, Milli Vanilli's Rob Pilatus and Fabrice Morvan.



(L-R): Dionne Warwick, Clive Davis, Whitney Houston.



(L-R): Burt Bacharach, Lisa Stansfield, Barry Manilow, Clive Davis.



(L-R): Jennifer Holliday and Clive Davis.



(L-R): Jermaine Jackson, Lisa Stansfield, Clive Davis.



(L-R): L.A. Reid, Milli Vanilli Producer Frank Farian, Farian Associate Ingrid Siegrit, Clive Davis, Babyface.





KIIS-FM Presents the L.A. Marathon Finish Line Concert! Performing for the Marathon masses were A&M's Nancy Martinez and ENIGMA's U-Krew. Gathered at the finish line are (L-R): **Bruce Vidal**, KIIS-FM; **Kevin Morse**, U-Krew; **Wendi**, KIIS-FM; **Larry Bell**, **Hakim Muhammed** and **Lavelle Alexander** of U-Krew. Kneeling (L-R): **James McClendon**, U-Krew; **Sam Kaiser**, VP Promo, ENIGMA and **Gwen Roberts**, KISS-FM Asst. PD.



Accelerated Chart Movement and A.D. Muscolo Promotions open new offices in Canoga Park, CA. The gala event was hosted by Tony Muscolo, Rip Pelley, and Jack Ashton. Shown are (L-R): **Ken Lane**, SBK Records; **Mike Lane**, R&R; **Jill Bauhs**, R&R; **Andy Allen**, Island Records; **Jean Johnson**, E/P/A Records; **Daniel Glass**, SBK Records; **Rip Pelley**, A.C.M.; **Steve Meyer**, MCA Records; **Jack Ashton**, A.C.M.; **Lisa Valasquez**, Island Records; **P.J. Olsen**, WLOL Music Director and **Mark Ratner**, Reprise Records.



WTG/CBS recording artists **JOHNNY CRASH** having some fun during the shooting of their video for *Hey Kid* off their debut LP *NEIGHBOURHOOD TREAT*. Shown are (L-R): Drummer **Punkee**; Taylor 'the kid' in the video; and Johnny Crash Lead Vocalist **Vickie James Wright**.



POLYGRAM recording artists **L.A. GUNS** visit a young girl in the hospital while in Ottawa, Canada. The 14-year-old fan was critically wounded by a gunman in her parents home last December. When her aunt heard L.A.Guns were coming to Ottawa, she telephoned a local radio station for autographs. The station with the help of PolyGram Records in Montreal, arranged for the fan to meet her favorite band. Pictured are (L-R): **Mick Cripps**, L.A. Guns; **Shawla Brown** and **Kelly Nickels**.



100.3JAMZ has a little fun on Valentine's Day. Morning man **Russ Parr** broadcast his show live from a major intersection in Dallas handing out Kisses and Dates (the edible kind). Shown are (L-R): **Russ Parr**, morning man and **Elroy R.C. Smith**, Program Director.



Kiss meets Kiss! WKSE, Buffalo and WKSI, Greensboro were found wolfing free food at a recent **Kevin Paige** concert. Shown are (L-R): **Beth Ann McBride**, WKSE Asst. PD; **Kevin Paige**; **Ron Carter**, Chrysalis S.E. Rep.; **Greg Stevens**, WKSI Research/Music Dir. and at bottom, **Rick Roberts** of the WKSI morning show.



# FACES & PLACES



Since Hot I-94 DJ **Doug Lee** recently emceed the Budweiser Hawaiian Cruiser's Hot I-94 bikini contest in Honolulu, he's had a hard time convincing people that his job is really work!



MCA recording artist **Jill Sobule** showcases her debut album THINGS HERE ARE DIFFERENT. Pictured are (L-R): **Richard Palmese**, MCA Records Executive VP & General Manager; **Susan Dodes**, MCA Records Director of A&R, East Coast; **Al Teller**, Chairman, MCA Music Entertainment Group; **Jill Sobule**; **Jeff Jones**, MCA Records VP Marketing, East Coast.



New York rockers **THE CYCLE SLUTS FROM HELL** have signed with EPIC/CBS Associated Records. Shown are (L-R): **Richard Grabel**, attorney; **Tony Martell**, Sr. VP & GM, CBS Assoc.; **Queen Vixen**, **Honey 1%**, **Lord Roadkill**, **She-Fire** and **Venus Penis-Crusher**, Cycle Sluts; **Dave Glew**, President, Epic Records; and **Michael Schnapp**, Epic Dir. Metal & Mktg.



NARADA recording artist **David Arkenstone** personally delivers his new release Citizen Of Time to his home town station KTWV (The Wave) in Los Angeles. Shown are (L-R): **Bob Reitman**, NARADA Gen. Mgr.; **Paul Goldstein**, KTWV Dir. of Prog. Oper.; **David Arkenstone**; **Talaya**, KTWV air personality; **Monica Logan**, KTWV Music Director; **Tom Miller** KTWV Music Research Coord.; and **Michael Reading**, Dir. of Jazz, NAC Promo. for MCA Records.



EMI Recording artists **SECOND SELF** at CBGB's in New York City. Shown are (L-R): **Jeff Fowlkes**, Second Self; **Vinnie Rich**, Manager, Second Self; **Jack Satter**, Sr. VP, PROMO, EMI; **Jim Cawley**, Sr. VP Mktg, EMI; **Norm Osborne**, Nat'l Dir AOR Promo, EMI; **Rob Gordon**, Dir. A&R, EMI; **Sal Licata**, Pres. & CEO, EMI; **Josh Ziemann**, Dir. Mktg., EMI; **Michael Nehra** and **Greg Giampa**, Second Self; **Ron Fair**, VP A&R West Coast/Staff Producer, EMI; **Andrew Nehra**, Second Self; **Gerry Griffith**, Sr. VP A&R, EMI; and **Ira Derfler**, VP Sales, EMI.



Pirate Radio 1st Birthday Blowout at The Palace, Hollywood, CA. Shown at the Birthday celebration (L-R): **Vito Bratta**, White Lion; **Jerry Dixon**, Warrant; **Mike Tramp**, White Lion; **Don Dokken**.



# OVER 3,170,000 RECORDS SOLD!

## SWEET SENSATION

"Love Child"

**RUSS ALLEN/MD-WIOQ**

"Looking strong with women 18-24 and 25-34. This tune is shaping up to be an all-demo smash!"

**BEAVER CLEAVER/MD-WNVZ**

"Burning up the phones with female requests. Excellent callout!"



### HITMAKERS HOT STATS:

**MAINSTREAM/50: 22-17**  
**URBAN/50: 14-11**

HOT97 (15-10)  
WPLJ (19-16)  
Z100 (23-20)  
PWR106 (21-18)  
B96 (#22)  
Q101 (26-23)  
KMEL (#21)  
X100 (25-19)  
WIOQ (#15)  
WHYT (20-17)  
WMXD (#19)  
WXKS (22-16)  
WZOU (23-20)  
KNRJ (28-24)  
KKBQ (D#23)  
KRBE (15-11)  
POWER96 (14-7)

PWR99 (32-30)  
KPLZ (28-23)  
KUBE (30-27)  
KBQ (28-22)  
KHTK (25-22)  
Q106 (24-22)  
WLOL-FM (D#27)  
B94 (23-20)  
PWR PIG (21-18)  
WPHR (D#33)  
KKFR (22-17)  
KOY95 (25-22)  
KZZP (26-23)  
KS104 (19-16)  
Y108 (24-23)  
KKRZ (30-26)  
HOT102 (22-16)

PRO-FM (19-18)  
HOT97.7 (8-4)  
KWSS (24-22)  
FM102 (23-21)  
KWOD (16-15)  
Q102 (27-23)  
WGH (27-21)  
WNVZ (17-15)  
B97 (27-23)  
KITY (24-20)  
KTFM (17-15)  
KISN (25-21)  
MAJIC102 (21-17)  
WKSE (D#28)  
KC101 (D#29)  
WKSS (#29)  
WTIC-FM (24-14)

WCKZ-FM (21-18)  
WZZG (15-11)  
FM100 (24-18)  
Z98 (25-21)  
XL106.7 (27-24)  
98PXY (30-27)  
Y107 (22-19)  
KJ103 (16-13)  
Z99 (#23)  
WDJX (26-24)  
WJMH (D#37)  
WKSI (27-24)  
WKZL (#33)  
and many more!

### TOP TEN REQUESTS AT:

KBEQ  
KPLZ  
KKRZ  
WLOL

KUBE  
PRO-FM  
KITY  
KTFM

HOT97  
WDJX  
and more!  
R&R: 23-18\*

## SALES

Single over 250,000  
Album advance orders 200,000  
In store Tuesday April 10



## MICHEL'LE

"Nicety"

1st WEEK!

### SALES

Album - GOLD!  
Old single over 710,000  
New single advance orders 110,000

### HITMAKERS

HOT STATS:  
A HITBOUND!  
A CRUSADE!

SEE HER ON THE TONIGHT SHOW  
THE WEEK OF APRIL 16TH!

**MARK CAPPS/PD-KKRZ**

"A Great Top40 tune that jumps out of the radio at you."

**STEFFANIE GRAMM/MD-KITY**

"We've been on it for three weeks and it's already Top10 requests. A great follow-up for this artist."

HOT97 (Add)  
KMEL (Add #24)  
KJMZ (20-18)  
KHTK (Add #27)  
Q106 (Add)  
KKFR (Add)  
KOY95 (Add)  
KS104 (Add #24)  
Y108 (Add #30)  
KKRZ (Add)  
FM102 (Add)

KROY (Add)  
KWOD (Add #38)  
KITY (Add)  
KTFM (Add)  
KC101 (Add)  
Z99 (Add)  
102QQ (Add)  
HOT194 (Add)  
K106 (Add)  
KBOS (Add #36)  
KFBQ (Add)

KKMG (Add #28)  
KPRR (Add)  
KYRK (37-28)  
KZZB (Add)  
PWR94.5 (Add #40)  
WQXA (25-21)  
WWCK (Add #38)  
X102 (Add)  
and many more!

# COMING SOON...Just when you thought it was safe!

## SALES OVER 1.4 MILLION



ATCO DELIVERS



### # 1 ◇ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE ◇ (212) 840-1035  
 ADDS: MADONNA (#25), BASIA, SNAP, MICHEL'LE,

WPLJ • PD: GARY BRYAN / MD: MIKE PRESTON ◇ (212) 613-8900  
 ADDS: MADONNA (#22), LINEAR (#31), ADAM ANT, PERFECT GENTLEMEN, WILSON PHILLIPS,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ◇ (212) 239-2300  
 ADDS: PARTNERS IN KRYME (#22), MADONNA (#24),

### # 2 ◇ Los Angeles

KIIS-FM • PD: GERRY DeFRANCESCO / MD: BRIAN BRIDGMAN ◇ (213) 466-8381  
 ADDS: MADONNA (#24), DEPECHE MODE (#25), HEART, EXPOSE,

KROQ • PD: ANDY SCHUON / MD: LEWIS LARGENT ◇ (818) 567-1067  
 ADDS: SUNDAYS, THE 4 OF US, LLOYD COLE, ERASURE, ELECTRONIC, RENEGADE,

PIRATE RADIO • PD: SCOTT SHANNON / MD: DENISE LAUREN ◇ (213) 469-1631  
 ADDS: BAD ENGLISH, WILSON PHILLIPS, ROXETTE,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ◇ (818) 953-4200  
 ADDS: MADONNA (#29), SPUNKADELIC (#31), MADONNA (#28),

### # 3 ◇ Chicago

B96 • PD: DAVE SHAKES / MD: PAUL DONOVAN ◇ (312) 944-6000  
 ADDS: PERFECT GENTLEMEN (#21), MADONNA (#25), WHISTLE (#30), M.C. HAMMER, HI TEK 3, BEATS INTERNATIONAL,

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS ◇ (312) 527-8348  
 ADDS: CALLOWAY (#26), MADONNA (#30), JUDE COLE, LISA STANSFIELD,

Z95 • PD/MD: BRIAN KELLY ◇ (312) 984-0890  
 ADDS: HEART, AEROSMITH, BELL BIV DEVOE, PERFECT GENTLEMEN (#30),

### # 4 ◇ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ◇ (415) 391-1061  
 ADDS: MICHEL'LE (#24), MADONNA (#26), NIKKI, PERFECT GENTLEMEN,

LIVE105 • PD: RICHARD SANDS / MD: STEVE MASTERS ◇ (415) 626-1053  
 ADDS: NINE INCH NAILS, JESUS & MARY CHAIN, THAT PETROL EMOTION, CATERWAUL, OINGO BOINGO, CHILLS,

X100 • PD: OPEN / MD: TIM WATTS ◇ (415) 362-8800  
 ADDS: ROXETTE, WILSON PHILLIPS, THE COVER GIRLS, SALT-N-PEPA,

### # 5 ◇ Philadelphia

EAGLE106 • PD: TODD FISHER / MD: JAY BEAU JONES ◇ (215) 667-3939  
 ADDS: MADONNA (#20), ROD STEWART (#26),

WIOQ • PD: OPEN / MD: RUSS 'THE HAMMER' ALLEN ◇ (215) 667-8100  
 ADDS: THE LIST IS FROZEN THIS WEEK,

WUSL • PD: DAVE ALLAN / MD: JOHN MONDS ◇ (215) 483-8900  
 ADDS: TONY TONI TONE, THE FAMILY STAND, MELBA MOORE & FRIENDS, LOUIE LOUIE, PUBLIC ENEMY,

### # 6 ◇ Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE ◇ (313) 967-3750  
 ADDS: BASIA (#24), ROXETTE (#25),

THE FOX • PD: CHUCK BECK / ASST. PD/MD: JOHN MCFADDEN ◇ (313) 398-1100  
 ADDS: ROXETTE (#24), MICHAEL BOLTON (#25), M.C. HAMMER, THE CURE, U KREW,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ◇ (313) 871-3030  
 ADDS: MADONNA, MICHAEL BOLTON, 49ERS, DEPECHE MODE,

WMXD • PD/MD: Paul Christy ◇ (313) 569-8000  
 ADDS: MADONNA, ROXETTE, TEARS FOR FEARS, BEATS INTERNATIONAL,

### # 7 ◇ Dallas

100.3JAMZ • PD: ELROY SMITH / MD: CAROLYN ROBBINS ◇ (214) 348-3800  
 ADDS: MADONNA (#15), SINEAD O'CONNOR (#30), GRAYSON HUGH, JOHNNY GIL,

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

Y95 • PD: OPEN / MD: MIKE EASTERLIN ◇ (214) 263-3695  
 ADDS: THE CURE, DON HENLEY, SEDUCTION, ROXETTE, MADONNA (#21),

### # 8 ◇ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA ◇ (617) 396-1430  
 ADDS: BELL BIV DEVOE (#29), JUDE COLE, EXPOSE, THE SMITHEREENS, PERFECT GENTLEMEN, MADONNA,

WZOU • PD: STEVE RIVERS / MD: CADILLAC JACK McCARTNEY ◇ (617) 267-9090  
 ADDS: MADONNA (#29), PERFECT GENTLEMEN (#30), ROXETTE, BELL BIV DEVOE,

### # 9 ◇ Washington, DC

Q107 • PD: LORRI PALAGI / MD: LAURA SHOSTAK ◇ (202) 686-3252  
 ADDS: MADONNA (#27), SEDUCTION (#28), WILSON PHILLIPS (#29), LINEAR (#30),

WAVA • PD: MATT FARBER / MD: DAVE ELLIOT ◇ (703) 534-0320  
 ADDS: MADONNA (#27), HEART (#28), BASIA (#29), JANET JACKSON (#30),

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. ◇ (301) 441-3500  
 ADDS: BEATS INTERNATIONAL, MADONNA, JANET JACKSON,

### # 10 ◇ Houston

ENERGY96.5 • PD: JEFF SCOTT / MD: MICHAEL NEWMAN ◇ (713) 790-0965  
 ADDS: MADONNA, PETER MURPHY, OINGO BOINGO, BASIA,

KISS98.5 • PD: STEVE HEGWOOD / MD: TERRI WEBER ◇ (713) 622-0010  
 ADDS: THE FAMILY STAND, HI TEK 3, STARPOINT, YOUNG & RESTLESS,

KKBQ • PD: BILL RICHARDS / MD: MIKE SNOW ◇ (713) 961-0093  
 ADDS: AEROSMITH, JIMMY SOMERVILLE, PERFECT GENTLEMEN, DEPECHE MODE, THE COVER GIRLS, MADONNA,

KRBE • PD: ADAM COOK / MD: CHERYL BROZ ◇ (713) 266-1000  
 ADDS: MADONNA (#22), BELL BIV DEVOE, TIMMY T, DIGITAL UNDERGROUND, WHISTLE,

### # 11 ◇ Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE ◇ (305) 445-5411  
 ADDS: HOWARD HEWITT (#33), ROB BASE (#34), BEATS INTERNATIONAL (#35), FULL FORCE,

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS ◇ (305) 653-6796  
 ADDS: MADONNA (#29), BELL BIV DEVOE, GEORGE LAMOND, PERFECT GENTLEMEN,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ◇ (305) 925-7117  
 ADDS: BILLY JOEL (#29), MADONNA (#30), DON HENLEY, KC & THE SUNSHINE BAND,

### # 12 ◇ Atlanta

POWER99 • PD: RICK STACY / ASST. PD/MD: STEVE WYRSTOK ◇ (404) 266-0997  
 ADDS: M.C. HAMMER (#28), MADONNA, DEPECHE MODE, B-52's,

STAR94 • PD: BILL CAHILL / MD: KIRK PATRICK ◇ (404) 261-2971  
 ADDS: FLEETWOOD MAC, EXPOSE, HEART,

### # 13 ◇ Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL ◇ (516) 732-1061  
 ADDS: MADONNA (#30),

### # 14 ◇ Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN ◇ (206) 223-5700  
 ADDS: MADONNA (#30), DEPECHE MODE, ALICE COOPER,

KUBE • PD: TOM HUTYLER / MD: RANDY IRWIN ◇ (206) 322-1622  
 ADDS: JANET JACKSON (#29), ROXETTE, LINEAR, MADONNA, THE COVER GIRLS,

### # 15 ◇ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ◇ (314) 644-1380  
 ADDS: MADONNA (#24), JANET JACKSON (#28), FASTER PUSSYCAT (#31), TECHNOTRONICS (#34), JUDE COLE (#35), EXPOSE (#40),

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT ◇ (314) 727-6500  
 ADDS: PERFECT GENTLEMEN (#18), MADONNA (#24), MICHEL'LE (#27), THE COVER GIRLS (#30), AFTER 7,

### # 16 ◇ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ◇ (619) 292-7600  
 ADDS: ROXETTE, TINA TURNER,

Q106 • PD: GARRY WALL / MD: MICHELLE SANTOSUOSSO ◇ (619) 565-6006  
 ADDS: WHISTLE (#21), MADONNA (#29), PERFECT GENTLEMEN (#30), MICHEL'LE, TYLER COLLINS, NIKKI,

### # 17 ◇ Baltimore

B104 • PD: STEVE PERUN / ASST. PD/MD: PAM TRICKETT ◇ (301) 466-9272  
 ADDS: MADONNA (#27), PARTNERS IN KRYME,

### # 18 ◇ Minneapolis

KDWB-FM • PD: BRIAN PHILIPS / MD: MR. ED LAMBERT ◇ (612) 340-9000  
 ADDS: THE LIST IS FROZEN THIS WEEK,

WLOL-FM • PD: GREGG SWEDBERG / MD: P.J. OLSEN ◇ (612) 340-9565  
 ADDS: MADONNA, EXPOSE, M.C. HAMMER,

### # 19 ◇ Pittsburgh

B94 • PD: OPEN / MD: LORI CAMPBELL ◇ (412) 381-8100  
 ADDS: MADONNA, ROXETTE, HEART, FLEETWOOD MAC,

### # 20 ◇ Anaheim

KEZY • PD: CRAIG POWERS / MD: OPEN ◇ (714) 774-9600  
 ADDS: THE LIST IS FROZEN THIS WEEK,

### # 21 ◇ Tampa

POWER PIG • PD: MARC CHASE / MD: JEFF KAPUGI ◇ (813) 839-9393  
 ADDS: TYLER COLLINS, AFTER 7, MADONNA (#31), PERFECT GENTLEMEN (#38), ROBBIE MYCHALS (#40),

Q105 • PD: MASON DIXON / MD: BOBBY RICH ◇ (813) 287-1047  
 ADDS: LINEAR (#21), JANET JACKSON (#27), MADONNA (#28), PERFECT GENTLEMEN (#29), BASIA (#30), HI TEK 3,

### # 22 ◇ Cleveland

WPHR • PD: CAT THOMAS / MD: ED BROWN ◇ (216) 348-0108  
 ADDS: ADAM ANT, LINEAR, MADONNA, ELECTRONIC,

### # 23 ◇ Phoenix

KKFR • PD: STEVE SMITH / MD: JIM MORALES ◇ (602) 258-6161  
 ADDS: ELECTRONIC, LAURA BRANIGAN, MICHEL'LE, BELL BIV DEVOE, SPUNKADELIC, 49ERS, MADONNA,

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ◇ (602) 258-8181  
 ADDS: MADONNA, MICHEL'LE, SPUNKADELIC, PERFECT GENTLEMEN, BEATS INTERNATIONAL,

KZZP • PD: BOB CASE / MD: DARCY SANDERS ◇ (602) 964-4000  
 ADDS: U KREW, PERFECT GENTLEMEN, THE COVER GIRLS, MADONNA (#22), TYLER COLLINS (#26),

### # 24 ◇ Denver

KS104 • PD: DAVE VAN STONE / MD: OPEN ◇ (303) 427-7700  
 ADDS: MADONNA (#22), MICHEL'LE (#24), DEPECHE MODE, PERFECT GENTLEMEN, BEATS INTERNATIONAL,

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ◇ (303) 989-1075  
 ADDS: MICHEL'LE (#30), MADONNA, ROXETTE, AFTER 7, JUDE COLE, TIMMY T,

### # 25 ◇ Portland

KKRZ • PD: MARK CAPPS / MD: BILL KEZLEY ◇ (503) 226-0100  
 ADDS: MADONNA (#30), JUDE COLE, MICHEL'LE, ROXETTE,

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA ◇ (503) 226-6731  
 ADDS: FASTER PUSSYCAT, MADONNA, CALLOWAY (#15),

### # 26 ◇ Milwaukee

HOT102 • PD: RICK THOMAS / MD: DANA LUNDON ◇ (414) 785-1021  
 ADDS: EXPOSE (#35), MICHAEL BOLTON (#36), ROXETTE (#37), BASIA (#38), THE COVER GIRLS (#39), ANYTHING BOX (#40), MADONNA,



# After

“Ready  
Or Not”

# 7



**HITMAKERS HOT STATS:**

**URBAN/50: 12-9**  
**A CRUSADE!**  
**A HITBOUND!**

The new pop single.  
Exploding at R&B.  
Over 500,000 albums sold.  
From the album AFTER 7.

Produced by L.A. & Babyface.



KMEL (11-9)  
X100 (D#30)  
WUSL (7-6)  
WMXD (#16)  
100.3JAMZ (6-5)  
WXKS (D#35)  
KISS98.5 (9-8)  
HOT105 (15-8)  
KHTK (Add)  
Q106 (14-11)  
PWR PIG (Add)

KS104 (D#25)  
Y108 (Add)  
HOT97.7 (D#32)  
FM102 (13-11)  
KROY (Add #30)  
KGGI (21-19)  
KITY (23-21)  
WTIC (Add #39)  
WCKZ (17-13)  
WZZG (Add)  
102JAMZ (#5)

Z99 (14-11)  
WJMH (#4)  
WPGC (#1 for 3 Weeks!)  
Already Added:  
WIOQ  
ENERGY96.5  
B100  
KOY95  
KTFM  
HOT97.7

102QQ (D#34)  
HOT104 (9-6)  
HOTI94 (10-9)  
K106 (D#40)  
KAGO (37-31)  
KBOS (13-11)  
KDON (16-15)  
KEZB-FM (Add)  
KFBQ (Add)  
KHSS (Add)  
KOKZ (Add)  
KPRR (Add)

KRQ (Add)  
KRRG (Add)  
KWIN (33-26)  
KWXX (25-16)  
KZZB (Add)  
PWR98 (21-16)  
WAIT-FM (Add)  
WHDQ (Add)  
WQID (Add)  
WWHB (Add)  
and more

**RUSS ALLEN, WIOQ, MD**

"This record is a SMASH! A mass appeal tune that's starting to pull phones!"

**MICHAEL NEWMAN, ENERGY96.5, MD**

"A SMASH! It has a GREAT flow to it that blends in well with this station's sound. A mass appeal HIT!"

**JEFF KAPUGI, POWER PIG, MD**

"We are not currently playing a lot of ballads, but this one stood out among the rest and we had to play it!"

**DENA YASNER, KOY95, MD**

"Early response has been very positive - this record should be BIG for us!"

**TOM MITCHELL, WTIC-FM, PD**

"This is the record that is sure to break them! Sophisticated adult appeal."

**DWAYNE WARD, WZZG, PD**

"It is quickly becoming one of the most talked about records in this town!  
A wonderful springtime record that blends in well in our format!"

WTKI • PD: MIKE BERLAK / ASST. PD/MD: DANNY CLAYTON ◊ (414) 332-9611  
ADDS: ROXETTE, ROD STEWART,

### # 27 ◊ Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY ◊ (816) 531-2535  
ADDS: JANET JACKSON,

KXXR • PD: GARY FRANKLIN / MD: MARK CRUZ ◊ (816) 421-1065  
ADDS: JUDE COLE, PETER MURPHY, THE CURE, GORKY PARK, THE SMITHEREENS,

### # 28 ◊ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ◊ (401) 433-4200  
ADDS: MADONNA (#30), WILSON PHILLIPS (#35), COREY HART,

### # 29 ◊ San Jose

HOT97.7 • PD: KEN RICHARDS / MD: JOHN CHRISTIAN ◊ (415) 948-0977  
ADDS: BELL BIV DEVOE, MADONNA, TYLER COLLINS, ALE', CHARLES CHRISTOPHER,

KWSS • PD: LARRY MORGAN / MD: RICH ANHORN ◊ (408) 297-5977  
ADDS: MADONNA (#27), ROXETTE (#29), ADAM ANT,

### # 30 ◊ Sacramento

FM102 • PD/MD: BRIAN WHITE ◊ (916) 920-1025  
ADDS: MICHEL'LE, PERFECT GENTLEMEN, GLORIA ESTEFAN, MADONNA,

KROY • PD: JEFF McCARTNEY / ASST. PD/MD: THE ICEMAN ◊ (916) 446-5769  
ADDS: MADONNA (#26), BELL BIV DEVOE (#27), AFTER 7 (#30), PERFECT GENTLEMEN, MICHEL'LE,

KWOD • PD: WILLY B. / MD: GERRY CAGLE ◊ (916) 929-5000  
ADDS: MADONNA (#32), PERFECT GENTLEMEN (#34), QUINCY JONES (#36), THE COVER GIRLS (#37), MICHEL'LE (#38), BELL BIV DEVOE (#39),

### # 31 ◊ Cincinnati

Q102 • PD: DAVE ALLEN / MD: BRIAN DOUGLAS ◊ (513) 763-5500  
ADDS: MADONNA (#34), M.C. HAMMER (#35),

### # 32 ◊ Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU ◊ (804) 826-1310  
ADDS: THE SMITHEREENS, ELECTRONIC (#20), BAD ENGLISH (#32), MADONNA (#34), GRAYSON HUGH (#35), LOU GRAMM (#20),

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ◊ (804) 497-1067  
ADDS: MADONNA, PARTNERS IN KRYME, ROXETTE, GRAYSON HUGH, THE 4 OF US, U KREW, PERFECT GENTLEMEN (#30),

### # 33 ◊ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ◊ (714) 889-2651  
ADDS: MADONNA, PERFECT GENTLEMEN,

### # 34 ◊ Columbus

92X • PD: MARK TODD / MD: CHRISTY ROBERTS ◊ (614) 221-7811  
ADDS: THE SMITHEREENS, JUDE COLE, ALICE COOPER,

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ◊ (614) 224-9624  
ADDS: MADONNA (#21), EXPOSE (#22), CALLOWAY (#23),

### # 35 ◊ New Orleans

B97 • PD: GREG ROLLING / MD: JOEY GIOVINGO ◊ (504) 581-7002  
ADDS: MADONNA (#29),

### # 36 ◊ San Antonio

KITY • PD: RICK UPTON / MD: STEPHANIE GRAMM ◊ (512) 225-5111  
ADDS: MADONNA (#27), TIMMY T (#28), ALE', MICHEL'LE, TYLER COLLINS, PARIS BY AIR, LAURA BRANIGAN,

KSAQ • PD: LEO VELA / ASST. PD/MD: KATHIE ROMERO ◊ (512) 271-9600  
ADDS: ALICE COOPER, TIM FINN, DEPECHE MODE (#33), EXPOSE (#34), MADONNA (#35),

KTFM • PD: RICK HAYES / MD: RICK HAYES ◊ (512) 655-5500  
ADDS: MADONNA, MICHEL'LE, SMOKEY ROBINSON, BEATS INTERNATIONAL,

### # 37 ◊ Indianapolis

WZPL • PD: DON LONDON / MD: OPEN ◊ (317) 637-8000  
ADDS: WILSON PHILLIPS (#30), JANET JACKSON (#27), ROXETTE (#29), TECHNOTRONICS, FLEETWOOD MAC,

### # 38 ◊ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ◊ (801) 359-9536  
ADDS: MADONNA (#25), PARIS BY AIR,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: BOB LABORDE ◊ (801) 485-6700  
ADDS: MADONNA, OSMOND BOYS, ELECTRONIC,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ◊ (801) 262-9797  
ADDS: ELECTRONIC, MADONNA, TIMMY T, ROXETTE, JANET JACKSON, TINA TURNER, DEPECHE MODE, GIANT,

### # 39 ◊ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ◊ (716) 876-0930  
ADDS: ROXETTE (#29), MADONNA (#30), ELECTRONIC, FLEETWOOD MAC,

WKSE • PD: MIKE EDWARDS / MD: MIKE MCGOWAN ◊ (716) 884-5101  
ADDS: MADONNA (#30), HEART, EXPOSE,

### # 40 ◊ Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ◊ (203) 776-4012  
ADDS: MADONNA (#22), PERFECT GENTLEMEN, MICHEL'LE, JUDE COLE,

WKSS • PD: JEFFERSON WARD / MD: CHRIS WALSH ◊ (203) 249-9577  
ADDS: DIGITAL UNDERGROUND, THE COVER GIRLS, M.C. HAMMER, MICHEL'LE (#20), MADONNA (#27), QUINCY JONES (#30),

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST ◊ (203) 522-1080  
ADDS: MADONNA (#19), AFTER 7 (#39), THE COVER GIRLS (#40), PERFECT GENTLEMEN, BASIA, DIGITAL UNDERGROUND, M.C. HAMMER,

### # 41 ◊ Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: DON O'NEAL ◊ (704) 342-4102  
ADDS: YOUNG & RESTLESS, PERFECT GENTLEMEN, SPUNKADELIC, TROOP, PARTNERS IN KRYME, MADONNA (#30),

WZZG • PD: RANDY C. BLISS / MD: DWAYNE WARD ◊ (704) 392-6191  
ADDS: MADONNA (#35), ELECTRONIC, ROXETTE, AFTER 7, ROBERT PLANT,

### # 42 ◊ Memphis

FM100 • PD/MD: STEVE CONLEY ◊ (901) 726-0468  
ADDS: MADONNA, AEROSMITH, LINEAR, SEDUCTION,

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

### # 43 ◊ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◊ (407) 788-1400  
ADDS: JANE CHILD, TONY TONI TONE, BEATS INTERNATIONAL, SINEAD O'CONNOR, MELBA MOORE & FRIENDS, PERFECT GENTLEMEN,

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◊ (407) 629-5105  
ADDS: MADONNA, ROXETTE,

XL106.7 • PD: STEVE KELLY / MD: ROD LAUDERDALE ◊ (407) 339-1067  
ADDS: JANET JACKSON, MADONNA, ADAM ANT, BASIA, REGINA BELLE, JUDE COLE, LAURA BRANIGAN,

### # 44 ◊ Monmouth-Ocean, NJ

WJLK-FM • PD: BRAD HOLCOMB / MD: GARY GUIDA ◊ (201) 774-7700  
ADDS: FLEETWOOD MAC (#28),

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◊ (609) 597-1100  
ADDS: ROXETTE, JANET JACKSON, ADAM ANT,

### # 45 ◊ Rochester

98PX • PD: KEVIN KENNY / MD: CAT COLLINS ◊ (716) 325-5300  
ADDS: MADONNA (#28), ROXETTE, GIANT, LINEAR,

### # 46 ◊ Nashville

Y107 • PD: LOUIS KAPLAN / MD: HAWK HARRISON ◊ (615) 256-6556  
ADDS: BASIA, GRAYSON HUGH, MADONNA, BELL BIV DEVOE,

### # 47 ◊ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◊ (405) 840-5271  
ADDS: MADONNA (#25), BASIA (#30), HI TEK 3, SPUNKADELIC, SOUL II SOUL,

Z99 • PD/MD: BRETT DUMLER ◊ (405) 942-3399  
ADDS: MADONNA, MICHEL'LE, LINEAR, TYLER COLLINS, PARIS BY AIR,

### # 48 ◊ Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS ◊ (513) 294-5858  
ADDS: MADONNA (#30), JANET JACKSON, BELL BIV DEVOE, PERFECT GENTLEMEN,

### # 49 ◊ Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER ◊ (502) 589-4800  
ADDS: MADONNA (#21), GLORIA ESTEFAN,

WLRS • PD: LISA LYONS / ASST. PD/MD: BRAD HARDIN ◊ (502) 585-5178  
ADDS: SLEEZ BEEZ (#27), JUDE COLE (#34), ROBERT PLANT,

### # 50 ◊ Greensboro/Winston-Salem

WJMH • PD: CHRIS BAILEY / MD: KELLY MASTERS ◊ (919) 855-6500  
ADDS: TONY TONI TONE, SYBIL W/SALT & PEPA, MADONNA, PERFECT GENTLEMEN, JANE CHILD, DAVID BOWIE & QUEEN LATIFA, HEAVY D & THE BOYZ, SHE & KIM WATERS,

WKSI • PD: DALE O'BRIAN / MD: GREG STEVENS ◊ (919) 275-9895  
ADDS: MADONNA, JANET JACKSON, EXPOSE,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◊ (919) 759-2316  
ADDS: MADONNA (#22), ROXETTE, M.C. HAMMER, BASIA, GIANT,

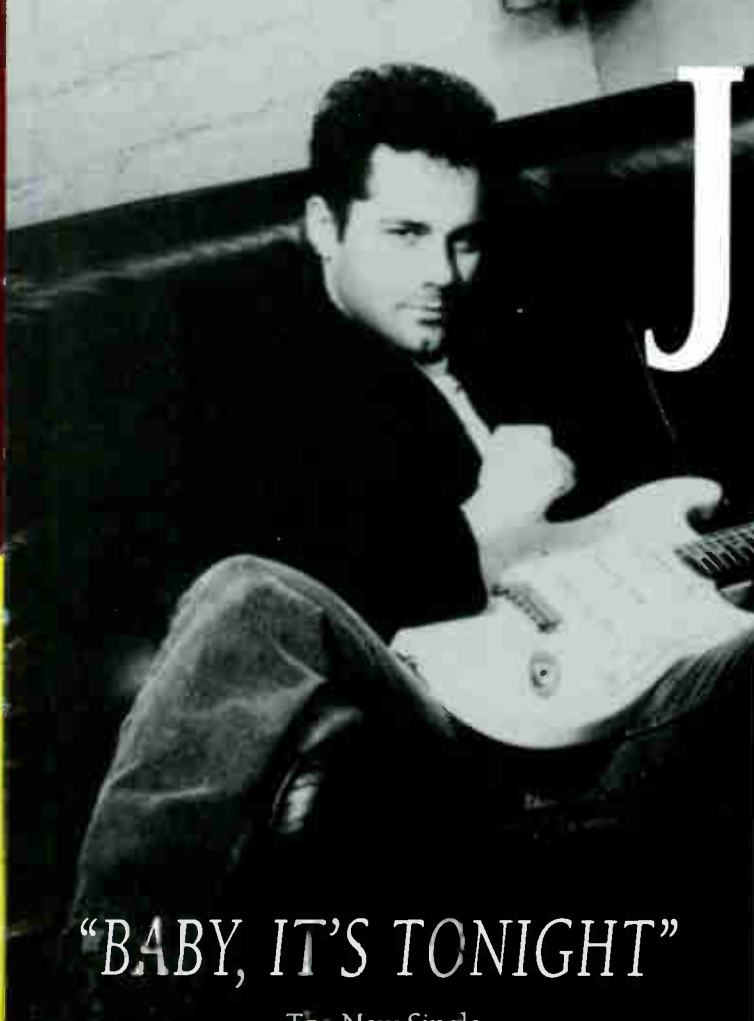
### Montreal, Canada

CKOI • PD: BOB LEBOURD / MD: GUY BROUILLARD ◊ (514) 766-2311  
ADDS: DEPECHE MODE (#35), CHRIS REA (#39), ELECTRONIC, THE CURE, MADONNA, GIANT,

**BIG TUNA WANTS YOUR ZANIEST  
PICTURES FOR TUNA TALK!  
IF YOU'VE GOT 'EM, SEND 'EM IN  
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HITMAKERS MAGAZINE  
22222 SHERMAN WAY,  
SUITE 205  
CANOGA PARK, CA 91303**





# JUDE COLE

## HITMAKERS HOT STATS:

**#1 National Breakout This Week with 100 Adds!**  
**#2 DISC-OVERY CLUB! One of the Top Added with 68 Adds!**

- |                |                |                |                  |
|----------------|----------------|----------------|------------------|
| Q101 (Add)     | KATM (Add)     | KTXY (Add)     | WKRZ (Add)       |
| WXKS (Add)     | KDWZ (Add)     | KYYY (Add)     | WKSF (Add)       |
| KBQ (Add #35)  | KEZH (Add)     | KZ103 (40-37)  | WKZQ (D#12)      |
| WPHR (D#35)    | KFBQ (Add)     | KZIO (Add)     | WMGV (Add)       |
| Y108 (Add)     | KGWY (Add #38) | KZOU (D#36)    | WNYP (Add)       |
| KKRZ (Add)     | KHSS (Add)     | KZZU (D#39)    | WOMP (Add)       |
| KXYQ (27-24)   | KIXY (Add)     | OK95 (34-29)   | WOVO (Add)       |
| KXXR (Add)     | KJLS (38-30)   | SLY96 (D#38)   | WPFM (D#32)      |
| 92X (Add)      | KKBB (Add)     | WAPI (D#29)    | WQCM (Add)       |
| KISN (D#37)    | KKEG (18-13)   | WAYS (D#34)    | WQUT (D#30)      |
| KC101 (Add)    | KKRC (34-29)   | WBNQ (Add)     | WRTB (Add)       |
| XL106.7 (Add)  | KLYK (Add)     | WCGQ (D#36)    | WSKZ (Add)       |
| WLRS (Add #34) | KLYV (D#38)    | WCIL (Add)     | WTBX (Add)       |
| WKZL (D#31)    | KNOE (Add)     | WDBR (Add #39) | WVKZ (Add)       |
| 93QID (Add)    | KOKZ (Add)     | WHDQ (Add)     | WVSR (Add)       |
| 95XXX (D#39)   | KPXR (Add #33) | WHHY (D#35)    | WWRB (Add)       |
| B88 (Add)      | KQHT (Add)     | WHTK (D#40)    | WYYS (Add)       |
| K92 (Add)      | KQKQ (Add)     | WHTO (Add)     | WZOK (Add #34)   |
| KAGO (D#40)    | KQKY (Add)     | WIFC (D#35)    | WZZU (Add #35)   |
|                | KQMQ (Add)     | WJZQ (D#40)    | X102 (Add)       |
|                | KRZR (D#28)    | WKEE (Add)     | Y104 (D#39)      |
|                | KSKG (Add)     | WKLQ (Add)     | Z104 (Add)       |
|                | KTUX (D#37)    | WKOR (Add)     | Z93 (Add) & more |

## "BABY, IT'S TONIGHT"

The New Single

From: The New Album

A VIEW FROM 3RD STREET

CHECK OUT THE HOT NEW VIDEO!

## HITMAKERS

### HOT STATS:

**#1 Crusade!**

**#1 Hitbound!**

- KIIS-FM (Add #25)
- WHYT (Add)
- KNRJ (26-18)
- KKBQ (Add)
- KRBE (23-20)
- POWER 99 (Add)
- KPLZ (Add)
- KS104 (Add)
- Y108 (30-28)
- KSAQ (Add #33)
- HOT94.9 (18-11)
- KISN (Add)
- KJ103 (D#28)
- CKOI (Add #35)
- 102QQ (Add)
- HOT107 (Add)
- KFBQ (Add)
- KHFI (Add)
- KRRG (D#35)
- KSMB (Add)
- KSND (Add)
- KWNZ (Add)
- KZOZ (Add)
- KZZB (Add)
- WAPI (Add)
- WDBR (Add)
- WHDQ (Add)
- WJZQ (Add)
- WPST (Add)
- WWCK (D#39) & more



"ENJOY  
THE  
SILENCE"

From the Album

VIOLATOR

# DEPECHE MODE



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# STATION REPORTS

## The Top Trendsetters In America

102QQ / Saratoga Springs/Albany O PD/MD: KEN McGRATH O (518) 584-1610 • ADDS: ROXETTE (#28), MADONNA, MICHELLE, DEPECHE MODE, BELL BIV DEVOE, M.C. HAMMER,

93Q / Syracuse O PD: NEIL SULLIVAN / MD: GARY DUNES O (315) 446-9090 • ADDS: MADONNA (#38), A'ME LORAIN (#39), BAD ENGLISH (#40),

93QD / Alexandria O PD: HOLLYWOOD HARRISON / MD: TERRY KNIGHT O (318) 445-1234 • ADDS: GLORIA ESTEFAN, ROXETTE, MADONNA, JUDE COLE, JOAN JETT, ACE FREHLEY, JANET JACKSON, CURE,

95SX / Charleston O PD: DAVID ISRAEL / ASST. PD/MD: OPEN O (803) 849-9500 • ADDS: LISA STANSFIELD (#7), SINEAD O'CONNOR (#13), CLOWAY (#15), TECHNOLOGIC (#16), MICHAEL BOLTON (#17), BABYFACE (#19), WILSON PHILLIPS (#23), FLEETWOOD MAC (#24), LINDA RONSTADT / Aaron Neville (#25), SWEET SENSATION (#26),

95XL / Parkersburg O PD/MD: LARRY HUGHES O (304) 485-7425 • ADDS: BAD ENGLISH, ROXETTE, ADAM ANT, JANET JACKSON, SEDUCTION, ROBERT PLANT, TECHNOLOGIC,

95XXX / Burlington O PD: WALT SPECK / MD: J.J. RILEY O (802) 655-9530 • ADDS: MADONNA, FLEETWOOD MAC, THE 4 OF US,

97KYN / St. Mary's O PD: DAVE MICHAELS / MD: DREW DERSHIMER O (814) 834-9700 • ADDS: ADAM ANT, JANET JACKSON, MADONNA,

98KSS-FM / Highland Park O PD: JADA BROWN / MD: STEVE FOX O (707) 428-5134 • ADDS: JANET JACKSON, ICE-T, SNAP,

99.9KH / Ocean City O PD: HITMAN / MD: KEVIN OCEAN O (301) 289-3456 • ADDS: HEART (#38), MADONNA (#39), G. ESTEFAN (#40), L.A. GUNS, G. HUGH, SMITHREEMES,

99WGY / Schenectady O PD: TOM PARKER / MD: MARTY LEGERE O (518) 381-4800 • ADDS: MADONNA (#27), M.C. HAMMER (#39), LINEAR, GLORIA ESTEFAN, BAD ENGLISH, ELECTRONIC, THE SMITHREEMES,

89B / Kaitiaki O PD/MD: BENNY B. JR. O (406) 862-5565 • ADDS: LINEAR (#35), ADAM ANT (#36), ROXETTE (#38), JANET JACKSON, JUDE COLE, FLEETWOOD MAC, GLORIA ESTEFAN, BAD ENGLISH, MADONNA, BASIA,

CHED / Edmonton, Alberta O PD: WAYNE BRYANT / MD: JAMES STEWART O None • ADDS: LUBA, PARTLAND BROTHERS, PAUL LAINE, P. MURPHY, J. JACKSON, S. SENSATION, MADONNA, WILSON PHILLIPS, CALLOWAY (#26), HEART (#27), D. HENLEY (#28), L. VANDROSS (#29), B. RAITT (#30),

FM104 / Modesto O PD: GARY DEMARONEY / MD: ERIC HOFFMAN O (209) 572-0104 • ADDS: BAD ENGLISH (#27), LINEAR (#30), JUDE COLE,

G105 / Raleigh O PD: BRIAN PATRICK / MD: JIM HARRISON O (919) 683-2055 • ADDS: MADONNA (#35), YOUNG MC, SEDUCTION, BABYFACE, EXPOSE,

G98 / Portland O PD: JIM RANDALL / MD: JON BRYANT O (207) 775-6321 • ADDS: MADONNA (#19), FASTER PUSSYCAT, ELECTRONIC, GRAYSON HUGH, L.A. GUNS, THE 4 OF US, THE SMITHREEMES, TINA TURNER,

H01104 / Greenville O PD: JOHN STEVENS / MD: STEVE DAVIS O (919) 830-1110 • ADDS: J. JACKSON (#22), TROOP (#28), S. O'CONNOR (#29),

H01107 / Houma-New Orleans O PD: KEVIN BONNER / MD: LARRY HYATT O (504) 851-1020 • ADDS: MADONNA, WHISTLE, GLORIA ESTEFAN, DEPECHE MODE, THE 4 OF US,

H0195 / Jackson O PD: AUBREY PRINCE / MD: DAVE MORALES O (601) 366-1989 • ADDS: JANET JACKSON (#31), BELL BIV DEVOE (#32), EXPOSE (#33), MADONNA (#34),

H0199.9 / Easton O PD: JIM SCHAEFER / MD: JOHN AUSTIN O (215) 258-6155 • ADDS: MADONNA (#16), MICHAEL BOLTON (#24), JANET JACKSON (#25), COVER GIRLS (#28), HI TEK 3 (#31), BELL BIV DEVOE, TIMMY T, KYZE,

H0194 / Honolulu O PD: ALAN ODA / MD: KIMO VILLARIMO O (808) 531-4602 • ADDS: MICHELLE, JUDY TORRES, BEATS INTERNATIONAL,

JETFM / Erie O PD: JIM COOK / MD: ROBIN BANKS O (814) 455-2741 • ADDS: CLOWAY (#25), ADAM ANT,

K104 / Erie O PD: BRUCE KIMBLE / ASST. PD/MD: CHRIS COLLINS O (814) 452-2041 • ADDS: NO ADDS THIS WEEK,

K106 / Beaumont O PD: NEIL HARRISON / MD: PAH PACE O (409) 769-2475 • ADDS: MADONNA (#39), LINEAR, MICHELLE, COVER GIRLS, BELL BIV DEVOE,

K92 / Roanoke O PD: EDDIE HASKELL / MD: DAVID LEE MICHAELS O (703) 774-9200 • ADDS: PERFECT GENTLEMEN, JUDE COLE, FLEETWOOD MAC,

KAGO / Klamath Falls O PD: MIKE GARRARD / MD: CINDY STARR O (503) 884-0661 • ADDS: MADONNA (#35), JOE SATRIANI, THE 4 OF US, COVER GIRLS, WHISTLE, TAYLOR DAVEY,

KAMZ / El Paso O PD: JOHN ALLEN WETZ / MD: DAN MALBAEZ O (915) 544-7600 544-7600 • ADDS: MADONNA (#22), ROXETTE (#30), SOUL II SOUL, D-MOB, TIMMY T,

KATM / Colorado Springs O PD: DOUG SORENSEN / MD: TOM FRICKE O (719) 548-1528 • ADDS: BAD ENGLISH (#27), MICHAEL BOLTON (#28), FLEETWOOD MAC, ALICE COOPER, JUDE COLE,

KAT / Tulsa O PD: JAN DEAN / MD: OPEN O (918) 492-2020 • ADDS: JANET JACKSON, MADONNA, EXPOSE, ROXETTE,

KBAU / Golden Meadow O PD/MD: DAVE MARTIN O (504) 475-5141 • ADDS: FLEETWOOD MAC (#31), MADONNA (#33), 4 OF US, JOE SATRIANI,

KBFM / McAllen-Brownsville O PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO O (512) 383-4961 • ADDS: CURE, MADONNA, ROXETTE, FLEETWOOD MAC,

KBOS / Fresno O PD: JEFF DAVIS / MD: DON PARKER O (209) 237-9361 • ADDS: MICHELLE (#36), MADONNA, COVER GIRLS, HI TEK 3, WHISTLE, LITTLE TONY CURTIS,

KBOZ / Bozeman O PD/MD: DUANE BARNHART O (406) 586-5466 • ADDS: BILLY JOEL, MADONNA, ROXETTE, BAD ENGLISH, HI TEK 3, BASIA,

KBTS / Austin O PD: LISA TONACCI / MD: TRACY AUSTIN O (512) 345-9300 • ADDS: MADONNA (#10), MOTLEY CRUE (#36), FLEETWOOD MAC (#31), HEART (#38), BELL BIV DEVOE (#39), GIANT (#40),

KCAQ / Ormond O PD: ROOSTER RHODES / MD: ANNIE SAGE O (805) 483-1000 • ADDS: WILSON PHILLIPS (#29), MADONNA, ROXETTE, PERFECT GENTLEMEN,

KCHX / Midland O PD/MD: CRAIG ROBERTS O (915) 561-8833 • ADDS: MADONNA (#35), JANET JACKSON (#40), THE 4 OF US, FLEETWOOD MAC, ADAM ANT, LAURA BRANIGAN,

KCLD / St. Cloud O PD: BRIAN WRIGHT / MD: CHARLIE DOUGLAS O (612) 251-1450 • ADDS: ROXETTE (#26), BAD ENGLISH (#21), FLEETWOOD MAC (#31), JANET JACKSON (#32),

KOON / Salinas O PD: JAMIE HYATT / MD: EFREN SIFUENTES O (408) 422-3365 • ADDS: ALE' (#27), MADONNA, SOUL II SOUL, BELL BIV DEVOE, SONIA,

KDZW / Des Moines O PD: DAN KIELEY / ASST. PD/MD: T.J. MARTEMS O (515) 266-6600 • ADDS: JUDE COLE,

KEEZ / Mankato O PD: MARK SEGER / MD: MIKE MURPHY O (507) 345-4646 • ADDS: STEVE RAY VAUGHAN, ROXETTE (#36), FLEETWOOD MAC (#37), LAURA BRANIGAN, JUDE COLE,

KELY / Ely O PD/MD: DARIN PEARSON O (702) 289-3963 • ADDS: MADONNA (#37), SWEET SENSATION, M.C. HAMMER, BAD ENGLISH, JUDE COLE, JOAN JETT, THE OCEAN BLUE, THE 4 OF US, CHURCH,

KEWB / Redding O PD/MD: SIMON DE LA ROSA O (916) 243-5392 • ADDS: COREY HART (#26), ADAM ANT (#27), JANET JACKSON (#28), ROXETTE (#29), FLEETWOOD MAC (#30),

KEZB-FM / El Paso O PD: PAT MC MAHON / MD: ANGEL GONZALES O (915) 533-9400 • ADDS: MADONNA, AFTER 7,

KEZH / Hastings O PD/MD: MIKE WYLL O (402) 463-1314 • ADDS: EXPOSE (#28), SINEAD O'CONNOR (#27), BASIA (#22), FLEETWOOD MAC, ROD STEWART, JUDE COLE,

KF95 / Boise O PD/MD: MIKE KASPER O (208) 888-4321 • ADDS: GRAYSON HUGH (#40), GLORIA ESTEFAN, JANET JACKSON, BAD ENGLISH, JIMMY SOMERVILLE, MADONNA,

KFB0 / Waynesville O PD: STEVEN GREENLEE / MD: TIM McHUTT O (314) 336-3133 • ADDS: THE 4 OF US, CHURCH, HEART (#32), ROXETTE, FLEETWOOD MAC, CURE, BAD ENGLISH, JOE SATRIANI, JOAN JETT,

KFBQ / Cheyenne O PD: SCOTT BIRD / MD: RITA MELOTTI O (307) 634-4461 • ADDS: ROD STEWART (#37), JANET JACKSON, BAD ENGLISH, JUDE COLE, COVER GIRLS, MICHELLE, DEPECHE MODE, TIM FINN, AFTER 7,

KFFM / Yakima O PD/MD: GREG ADAMS O (509) 248-1460 • ADDS: FLEETWOOD MAC, MADONNA, COVER GIRLS, SIGNAL, THE 4 OF US,

KFOX95 / Luban O PD: RICK SPIRES / MD: STEVE ST. JOHN O (409) 634-5596 • ADDS: MADONNA (#37), ROXETTE, GLORIA ESTEFAN, LINEAR, THE 4 OF US, M.C. HAMMER,

KFRX / Lincoln O PD: J.J. COOK / MD: SUNNY VALENTINE O (402) 483-5100 • ADDS: EXPOSE, MADONNA, FLEETWOOD MAC, CURE, ROXETTE,

KFTZ / Idaho Falls O PD: RICH SUMMERS / MD: MUNDY KARY O (208) 323-3722 • ADDS: BAD ENGLISH, MADONNA, LINEAR, LAURA BRANIGAN, XYZ, PRETTY BOY FLOYD,

KGGG / Rapid City O PD: RICK ALLEN / MD: SCOTT BRADLEY O 605 348-1100 • ADDS: MADONNA, FLEETWOOD MAC, BASIA, BAD ENGLISH, BABYFACE,

KGWY / Gillette O PD: MICHAEL BERRY / MD: MARTHA STEELE O (307) 686-2242 • ADDS: FLEETWOOD MAC (#34), STARSHIP (#35), JUDE COLE (#38), ADAM ANT (#39), SIGNAL (#40), JOE SATRIANI,

KHFI / Austin O PD/MD: SELBY EDWARDS O (512) 474-9233 • ADDS: LINEAR, PETER MURPHY, MADONNA, DEPECHE MODE,

KHOK / Great Bend O PD/MD: DARRYL BIEKER O None • ADDS: KISS, JANET JACKSON, BAD ENGLISH, MADONNA, GLORIA ESTEFAN,

KHSS / Walla Walla O PD: THOMAS HODGINS / MD: CHRIS GALLOWAY O (509) 522-5412 • ADDS: ROXETTE, LINEAR, G. ESTEFAN, J. COLE, AFTER 7,

KHTI / Santa Rosa O PD: JEFF COCHRAN / MD: MARK THOMAS O (707) 545-3313 • ADDS: MADONNA, ROXETTE, GIANT, LINEAR, JUDE COLE,

KIKX / Colorado Springs O PD: STU SMOKE / MD: OPEN O (719) 632-5800 • ADDS: PETER MURPHY,

KISQ / Corpus Christi O PD: TOD TUCKER / MD: SEAN HALL O (512) 888-5555 • ADDS: JANET JACKSON, ROXETTE,

KIKR / Panca City O PD/MD: T. MORGAN O (405) 765-5491 • ADDS: JOAN JETT, JOE SATRIANI, ROXETTE, GLORIA ESTEFAN,

KIKS / Kilbuck O PD: CHUCK BAKER / ASST. PD/MD: GARY RICHARDS O (817) 699-5000 • ADDS: COREY HART, M.C. HAMMER, BAD ENGLISH, ROXETTE, MADONNA,

KIKY / San Angelo O PD/MD: JEFF GARRISON O (915) 653-3387 • ADDS: MADONNA (#35), L. BRANIGAN, JUDE COLE, ROXETTE, M.C. HAMMER (#36),

KJLG / Spencer O PD: BRIAN NEWCOMB / MD: JIM MAC O (712) 262-6393 • ADDS: JOE SATRIANI, JANE CHILD (#25), JANET JACKSON (#30), JULIA FORDHAM, JOAN JETT, THE 4 OF US, FLEETWOOD MAC,

KJLS / Hays/Great Bend O PD: JACK CREESE / MD: RANDY WEST O (913) 628-1064 • ADDS: ERIC CLAPTON, JOAN JETT, BAD ENGLISH, LOU GRAMM, CHURCH, THE OCEAN BLUE, L.A. GUNS, THE SMITHREEMES,

KKBG / Hilo O PD/MD: DANNY AUSTIN O (808) 961-0651 • ADDS: ADAM ANT, G. ESTEFAN, BAD ENGLISH, J. COLE, THE 4 OF US, ROXETTE, JOE SATRIANI,

KKEG / Fayetteville O PD: TODD CHASE / MD: OPEN O (501) 521-5566 • ADDS: BAD ENGLISH (#20), FLEETWOOD MAC (#21), RAINDOGS (#24), TRAGICALLY HIP (#25), PAUL COTTON (#26),

KKHT / Springfield O PD: J.J. McRAY / MD: TIM AUSTIN O (417) 883-9000 • ADDS: GORXY PINK, L.A. GUNS, BAD ENGLISH, ALICE COOPER, JANET JACKSON, THE 4 OF US, MADONNA, EXPOSE,

KKAG / Colorado Springs O PD: SCOOTER B. STEVENS / MD: TREVOR CAREY O (719) 576-1100 • ADDS: MICHELLE (#28), MADONNA (#29), ROD STEWART (#35), SUNNI, SMOKEY ROBINSON, COVER GIRLS,

KKRC-FM / Sioux Falls O PD: BILL DANIELS / ASST. PD/MD: DEB CHRISTI O (605) 335-6500 • ADDS: FLEETWOOD MAC, ALICE COOPER,

KKRD / Wichita O PD: JACK OLIVER / MD: GREG WILLIAMS O (316) 265-0721 • ADDS: MADONNA, A'ME LORAIN, GLORIA ESTEFAN, LINEAR, U-KREW,

KKSS-FM / Albuquerque O PD/MD: JOHN JAYNES O (505) 265-1431 • ADDS: G. ESTEFAN, BEATS INT'L, MADONNA, ELECTRONIC, 49ERS, J. JACKSON, COVER GIRLS (#29),

KKOC / Bakersfield O PD: CHRIS SQUIRES / MD: DAVE CHRISTOPHER O (805) 322-9929 • ADDS: MADONNA, JANET JACKSON, GLORIA ESTEFAN, JIMMY SOMERVILLE,

KKYK / Little Rock O PD: OPEN / MD: JIMMY EDWARDS O (501) 661-7570 • ADDS: MADONNA, SALT+PEPA,

KLBO / El Dorado O PD: MICHAEL STEEL / MD: RON WEST O (501) 863-5121 • ADDS: HEART, N. COLE, M.C. HAMMER, MADONNA, THE 4 OF US,

KLUC / Las Vegas O PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR O (702) 739-9383 • ADDS: MADONNA (#29), ADAM ANT, COVER GIRLS, T. COLLINS,

KLYK / Longview/Kelso O PD: BOB HART / ASST. PD/MD: MIKE STONE O (206) 425-1500 • ADDS: MADONNA, BASIA, JUDE COLE,

KLYV / Dubuque O PD: JEFF DAVIS / MD: TIM JANSEN O (319) 557-1040 • ADDS: MADONNA, TESLA, SEDUCTION, ROXETTE, ANIMAL LOGIC,

KNOK / Lewiston O PD: KEITH HAVENS / MD: KEVIN CHASE O (208) 746-5056 • ADDS: G. ESTEFAN, MADONNA, JANET JACKSON, THE 4 OF US, CURE,

KNOH / Great Falls O PD: DAVE LEVIN / MD: P.J. MILLER O (406) 761-1000 • ADDS: SEDUCTION, ROD STEWART, JANET JACKSON, HEART,

KNIEN / Norfolk O PD: DOUG KOEHN / MD: TODD MICHAELS O (402) 379-3300 • ADDS: TIM FINN, MADONNA, GIANT,

KNIN / Wichita Falls O PD: JAY MICHAELS / MD: JIM SCOTT O (817) 855-6924 • ADDS: MADONNA, LINEAR, EXPOSE, ELECTRONIC, THE 4 OF US,

KNOE / Monroe O PD: RUSS MITCHELL / MD: MIKE MEHLING O (318) 388-8888 • ADDS: MADONNA (#33), JUDE COLE, M.C. HAMMER (#37), CURE, THE 4 OF US, GRAYSON HUGH,

KOKZ / Waterloo/Cedar Rapids O PD: KAT SIMONS / MD: DOUG RICHARDS O (319) 233-3371 • ADDS: ELECTRONIC (#37), G. ESTEFAN (#36), TYLER COLLINS (#39), J. COLE, BASIA, PARIS BY AIR, AFTER 7, JIMMY SOMERVILLE,

KOYE / Laredo O PD: ROBERT DIAZ / MD: STEVE CHASE O (512) 723-4369 • ADDS: MADONNA (#31), ROXETTE, TINA TURNER, MICHELLE, THE CURE

KPAT / Sioux Falls O PD: SCOTT MAGUIRE / MD: COREY WARD O (605) 339-9999 • ADDS: MADONNA (#25), JANET JACKSON (#29), THE SMITHREEMES (#30), ALICE COOPER, CURE, PRETTY BOY FLOYD,

KPRR / El Paso O PD/MD: ELI MOLAMO O (915) 532-6515 • ADDS: MADONNA (#33), HI TEK 3 (#34), SINEAD O'CONNOR (#35), PERFECT GENTLEMEN, AFTER 7, MICHELLE, JOEY KIDD, BEATS INTERNATIONAL, ELECTRONIC,

KPXi / Ft. Pleasant O PD: STEVE BAILEY / ASST. PD/MD: MIKE FULGHAM O (214) 572-8726 • ADDS: U-KREW (#25), JANET JACKSON (#27), ROXETTE (#30), FLEETWOOD MAC (#33), BAD ENGLISH (#37), MADONNA (#38), ELECTRONIC (#39), BEAU NASTY

KPYR / Ancharage O PD/MD: STEVE KNOLL O (907) 243-3141 • ADDS: MADONNA (#28), JUDE COLE (#33), LINEAR (#34), ROXETTE (#35),

KQCR / Cedar Rapids O PD: GARY DIXON / MD: J.J. GERARD O (319) 363-2061 • ADDS: MADONNA (#23), M.C. HAMMER,

KQHT / Grand Forks O PD: RAY BELL / MD: JAY MURPHY O (701) 746-1413 • ADDS: THE SMITHREEMES, MADONNA, GIANT, JUDE COLE, CLOWAY,

KQIZ / Amarillo O PD/MD: JON ANDERSON O (806) 353-6663 • ADDS: LINEAR, MADONNA (#37), PRETTY BOY FLOYD, CURE, BAD ENGLISH, XYZ,

KQKQ / Omaha O PD/MD: DREW BENTLEY O (402) 342-2000 • ADDS: ELECTRONIC, MADONNA, JUDE COLE, GIANT, M.C. HAMMER, LAURA BRANIGAN,

KQKY-FM / Kearney O PD/MD: MITCH COOLEY O (308) 236-6464 • ADDS: JUDE COLE, CURE, SIGNAL, THE OCEAN BLUE, OHNGO BOINGO,

KQLA / Manhattan O PD: MIKE TEMAT / MD: None O (913) 776-0104 • ADDS: MADONNA (#27), SWEET SENSATION, ROXETTE, FLEETWOOD MAC,

KQMQ / Honolulu O PD: KIMO AKANE / ASST. PD/MD: KRSS HART O (808) 539-9369 • ADDS: JUDE COLE, FASTER PUSSYCAT, JANET JACKSON, MADONNA (#33), M.C. HAMMER, ROD STEWART, MADONNA,

KRQ / Tucson O PD: JOHN PEAKE / ASST. PD/MD: ROGER SCOTT O (602) 323-9400 • ADDS: TYLER COLLINS, AFTER 7, MADONNA,

KRRG / Laredo O PD: KIRK DAVIDSON / MD: TINA SIMONET O (512) 724-9800 • ADDS: MADONNA, AFTER 7, JOAN JETT, WHISTLE, SOUL II SOUL, COVER GIRLS,

KRRZ / Fresno O PD/MD: E. CURTIS JOHNSON O (209) 252-8994 • ADDS: THE SMITHREEMES (#30), ALICE COOPER,

KXSG / Salina O PD: STEVE DAVIS / MD: JEFF TRAVIS O (913) 825-4631 • ADDS: M.C. HAMMER, CURE, JUDE COLE, MADONNA, U-KREW, BASIA,

KXSB / Lafayette O PD: STEVE SMALL / MD: "FAST EDDIE" NELSON O (318) 232-1311 • ADDS: MADONNA (#28), DEPECHE MODE, ROXETTE, GLORIA ESTEFAN, A'ME LORAIN,

KXSD / Eugene O PD: BWANA JOHNNY / MD: LOLITA VELEZ O (503) 686-9123 • ADDS: GLORIA ESTEFAN, MADONNA, ROXETTE, LAURA BRANIGAN, FLEETWOOD MAC, THE 4 OF US, XYZ, DEPECHE MODE,

KXDR / Del Rio O PD/MD: DON ROBERTS O (512) 775-6291 • ADDS: MADONNA (#25), M.C. HAMMER (#33), EXPOSE (#38), CURE (#39), JIMMY SOMERVILLE (#40),

KXMT / Madford O PD: MITCH STEWART / MD: GRANT TRESSEL O (503) 779-1550 • ADDS: JANET JACKSON, MADONNA, THE 4 OF US, COVER GIRLS, ALICE COOPER, ELECTRONIC,

KXRS / Casper O PD: PETER MASSE / MD: OPEN O (307) 235-7000 • ADDS: PRETTY BOY FLOYD, MADONNA, LAURA BRANIGAN, FLEETWOOD MAC, ALICE COOPER, TIM FINN, COVER GIRLS,

KTXU / Shreveport O PD: KEN SHEPHERD / MD: KEITH GREER O (318) 635-9999 • ADDS: FLEETWOOD MAC, ROXETTE, PRETTY BOY FLOYD, THE 4 OF US, BAD ENGLISH, THE SMITHREEMES, SINEAD O'CONNOR (#40),

KTYX / Jefferson City O PD: BOBBY JACKSON / MD: KEVIN MICHAELS O (314) 893-5696 • ADDS: G. ESTEFAN, C.GIRLS, MADONNA, J. COLE, GIANT,

KVTV / Tacoma O PD/MD: JOHN MANGAN O (206) 756-5884 • ADDS: FLEETWOOD MAC, GIANT, BASIA, THE 4 OF US, TIMMY T, BELL BIV DEVOE,

KWIN / Stockton O PD/MD: JOHNNY MILLFORD O (209) 951-8165 • ADDS: MADONNA (#32), G. ESTEFAN (#34), TROOP (#35), COVER GIRLS (#38),

KWNZ / Reno O PD: RAY KALLUSA / MD: RICK CARTER O (702) 323-0123 • ADDS: M.C. HAMMER (#28), MADONNA (#34), BASIA, TINA TURNER, DEPECHE MODE,

KWTK-FM / Waco O PD: CHRIS LING / MD: LORI SCOTT O (817) 776-1330 • ADDS: M.C. HAMMER (#35), ELECTRONIC, SEDUCTION (#30), MADONNA, SWEET SENSATION (#32), ROXETTE (#34), JANET JACKSON (#33), U-KREW,

KWOX / Hilo O PD/MD: GUY BELLO O (808) 935-5461 • ADDS: MADONNA, GRAYSON HUGH, ELECTRONIC, KAOMA,

KXIQ / Band O PD: GREGG LENNY / MD: SCOTT GREGORY O (503) 382-5611 • ADDS: ADAM ANT (#28), WILSON PHILLIPS (#26),

KYRK / Las Vegas O PD: SCOT CAMPBELL / MD: ANTHONY MILES O (702) 731-9797 • ADDS: MADONNA (#10), YOUNG MC (#27), WILSON PHILLIPS (#35), U-KREW (#36), LAURA BRANIGAN (#39), BASIA (#40),

KYYY / Bismarck O PD/MD: BOB BECK O (701) 224-9393 • ADDS: THE 4 OF US, MADONNA, A'ME LORAIN, LINEAR, JUDE COLE,

KZ103 / Tupelo O PD: REX HOLLIDAY / MD: LISA LANDAU O (601) 844-3808 • ADDS: FLEETWOOD MAC (#34), YOUNG MC (#35), MADONNA (#36), BASIA (#38), ADAM ANT (#39), ATLANTA RHYTHM SECTION (#40),

KZ93 / Plover O PD: KEITH EDWARDS / MD: GENE STERN O (309) 688-3131 • ADDS: JANET JACKSON, MADONNA, JUDE COLE,

KZBB / Ft. Smith O PD: TOM BROWNE / MD: WILLIE STEVENS O (501) 646-2000 • ADDS: MADONNA, FLEETWOOD MAC, EXPOSE, LINEAR, ALICE COOPER,

KZFM / Corpus Christi O PD: J.D. GONZALES / ASST. PD/MD: DANNY D O (512) 883-3516 • ADDS: MADONNA, TYLER COLLINS, LAURA BRANIGAN, SALT+PEPA, SMOKEY ROBINSON,

KZIN / Lubbock O PD/MD: CHUCK LUCK O (806) 794-7979 • ADDS: COREY HART (#29), MADONNA, FLEETWOOD MAC, ADAM ANT, JUDE COLE, GIANT, THE 4 OF US,

KZIO / Duluth O PD: JOHN MICHAELS / MD: TOMMY B O (218) 728-6406 • ADDS: MADONNA, BAD ENGLISH, JUDE COLE, LAURA BRANIGAN, BASIA,

KZMC / McCook O PD: CATHY CARTWRIGHT / MD: STEVE LEPPER O (308) 345-1981 • ADDS: MADONNA, CHURCH, JOAN JETT, FLEETWOOD MAC, ROD STEWART, BEAU NASTY,

KZOR / Hobbs O PD: HARRY HARLEN / MD: ROH GRANT O (505) 397-4969 • ADDS: ADAM ANT (#37), U-KREW, MADONNA, COVER GIRLS,

KZOU / Little Rock O PD: PETER STEWART / MD: GREG GEARY O (501) 661-0150 • ADDS: PERFECT GENTLEMEN (#31), ROD STEWART (#35), MADONNA (#38), FASTER PUSSYCAT, BELL BIV DEVOE, SALT+PEPA,

KZDZ / San Luis Obispo O PD: CHRIS RUH / MD: RICK HART O (805) 489-1280 • ADDS: MADONNA (#40), DEPECHE MODE, COREY HART, THE 4 OF US,

&lt;



# A'ME LORAIN

"Whole Wide World"

**HITMAKERS**

**HOT STATS:**

**MAINSTREAM/50: 11-9**

HOT97 (9-7)  
WPLJ (10-9)  
KII5-FM (17-15)  
POWER106 (7-6)  
B96 (#4)  
Q101 (24-21)  
Z95 (D#23)  
KMEL (#5)  
X100 (8-3)  
THE FOX (22-19)

WHYT (#10)  
WMXD (7-6)  
WXKS-FM (4-3)  
WZOU (4-3)  
ENERGY96.5 (#6)  
KKBQ (26-20)  
KRBE (18-16)  
POWER99 (5-3)  
KPLZ (18-14)  
KUBE (19-16)

KBQ (6-4)  
KHTK (12-10)  
Q106 (#12)  
B94 (23-21)  
POWER PIG (6-3)  
Q105 (15-10)  
WPHR (30-27)  
KKFR (#8)  
KOY95 (13-12)  
KZZP (#2)

KS104 (#13)  
Y108 (#3)  
KKRZ (10-8)  
HOT102 (12-11)  
KBEQ (24-21)  
PRO-FM (#12)  
HOT97.7 (#2)  
KWSS (8-7)  
FM102 (10-9)  
KROY (17-15)

KWOD (15-14)  
Q102 (#17)  
WGH (19-13)  
WNVZ (#11)  
WNCI (21-18)  
KITY (#6)  
KTFM (8-7)  
HOT94.9 (#3)  
KISN (14-10)  
MAJIC102 (28-26)

WKSE (18-16)  
KCI01 (23-20)  
WTIC-FM (#17)  
WZZG (16-14)  
FM100 (23-17)  
Z98 (#12)  
XL106.7 (22-20)  
98PXY (12-10)  
Y107 (5-4)  
KJ103 (#22)

WDJX (18-11)  
WKSJ (18-16)  
WKZL (26-23)  
AND MANY MORE!

# PETER MURPHY

"Cuts You Up"

**HITMAKERS**  
**HOT STATS:**  
**A HITBOUND!**  
**A CRUSADE!**

WXKS (26-23)  
KNRJ (Add)  
KKBQ (16-15)  
KXXR (Add)  
WNVZ (#28)  
KSAQ (9-7)  
HOT94.9 (6-4)  
KISN (26-23)  
Z99 (#27)  
CKOI (17-12)  
102QQ (28-25)  
95XXX (D#36)  
CHED (Add)  
G98 (29-21)  
KDWZ (28-23)  
KFBD (26-23)

KFBQ (33-30)  
KFTZ (40-35)  
KHFI (Add)  
KIKX (Add)  
KJLS (15-11)  
KKRC-FM (23-20)  
KMOK (26-21)  
KNIN (31-27)  
KRZR (20-17)  
KTMT (D#36)  
KTUX (29-24)  
KZOZ (D#39)  
KZZB (40-37)  
KZZU (25-22)  
WAEB-FM (Add)  
WBBQ (Add)  
WERZ (Add)  
WERZ (Add)

WHY-FM (Add)  
WIXX (D#35)  
WJZQ (39-35)  
WKLQ (D#33)  
WKZQ (15-9)  
WNNK (Add #29)  
WNYP (32-24)  
WPST (37-33)  
WRQK (D#21)  
WRVQ (D#34)  
WWRB (D#32)  
WYCR (Add #34)  
WZZU (Add #34)  
Y104 (37-31)  
Z106 (Add)  
Z97 (Add)  
ZFUN106 (21-17)  
and many more!



# GRAYSON HUGH

and BETTY WRIGHT

"How 'Bout Us"

**HITMAKERS**  
**HOT STATS:**  
**A HITBOUND!**



WMXD (14-14)  
100.3JAMZ (Add)  
KBQ (D#36)  
Q105 (22-22)  
WGH (Add #35)  
WNVZ (Add)  
WNCI (18-16)  
KISN (34-26)  
WTIC-FM (36-34)

WJLK-FM (13-13)  
Y107 (Add)  
Z99 (#29)  
WJMH (28-25)  
WKZL (22-18)  
102QQ (26-24)  
99.9KHI (Add)  
G98 (Add)  
HOT104 (26-23)  
K106 (37-33)

KAGO (19-10)  
KBOS (37-31)  
KEZH (25-15)  
KF95 (Add #40)  
KKMG (34-31)  
KNOE (Add)  
KQHT (26-22)  
KWXX (Add)  
KZZB (35-32)  
WBBQ (23-18)  
WBNQ (38-35)

WCIL-FM (Add)  
WCIR (30-27)  
WHY-FM (Add)  
WHTK (38-34)  
WPFM (35-28)  
WQID (31-28)  
WRVQ (30-25)  
WVBS (D#35)  
WVKS (32-26)  
WVSR (33-30)  
and many more!

# TYLER COLLINS

"Girls Nite Out"

**HITMAKERS**

**HOT STATS:**

**URBAN/50: NEW43**  
**A HITBOUND!**



WUSL (30-27)  
100.3JAMZ (#26)  
WPGC (24-22)  
KISS98.5 (29-26)  
Q106 (Add)  
POWER PIG (Add)  
KZZP (D#26)  
HOT97.7 (Add)  
KITY (Add)

102JAMZ (26-25)  
Z99 (Add)  
WJMH (38-30)  
102QQ (12-11)  
KLUC (Add)  
KOKZ (Add #39)  
KRQ (Add)  
KYRK (32-24)  
KZFM (Add)  
and many more!

**R&R URBAN: 16-12\***

**BMG**  
BERTELSMANN MUSIC GROUP



Records, Cassettes, Compact Discs



# STATION REPORTS

The Top Trendsetters In America

WBNO / Bloomington PD: MIKE JUSTIN / MD: JOHN WEIS O (309) 829-1221 • ADDS: MADONNA, JANET JACKSON, JUDE COLE, ELECTRONIC, L.A. GUNS,

WCGO / Columbia PD: CHUCK HARRIS / MD: LEE MCCARD O (404) 327-1217 • ADDS: MADONNA (#34),

WCIL-FM / Carbondale PD/MD: TONY WATERKUS O (618) 457-8114 • ADDS: MADONNA, JUDE COLE, ROXETTE, BAD ENGLISH, GRAYSON HUGH, ELECTRONIC,

WCIR / Beckley PD: BOB SPENCER / MD: JEFF DAVIS O (304) 252-6421 • ADDS: MADONNA (#30), FLEETWOOD MAC, M.C. HAMMER,

WDBR / Springfield PD: JIM MOORE / MD: RICK ELLIOTT O (217) 753-5400 • ADDS: GLORIA ESTEFAN (#35), ROXETTE (#37), MADONNA (#38), JUDE COLE (#39), THE 4 OF US, FASTER PUSSYCAT, LITTLE RIVER BAND, THE SMITHEREENS, DEPECHE MODE,

WDEK / DeKalb PD: DAVE DAVIDO / MD: GAIL HENNING O (815) 756-9250 • ADDS: MADONNA (#38), ERIC CLAPTON, THE SMITHEREENS, CHURCH, JUDE COLE, JOE SATIRAMI, EXPOSE, ALICE COOPER,

WDLX / Washington PD: GARY JACKSON / MD: DOUG MORELAND O (919) 946-0162 • ADDS: THE LIST IS FROZEN THIS WEEK,

WERZ / Exeter PD: PETER FALCOWI / MD: SCOTT LIEF O (603) 772-4757 • ADDS: ERIC CLAPTON (#37), JANET JACKSON (#40), MADONNA, PETER MURPHY, ERIC CLAPTON (#37), JANET JACKSON (#40), MADONNA, PETER MURPHY,

WEYQ / Marietta PD: MARK ST. JOHN / MD: JIM HOLUEWAY O (614) 373-0873 • ADDS: HI TEK 3, GLORIA ESTEFAN, ROBERT PLANT, BAD ENGLISH,

WFLY / Albany PD/MD: TODD PETTINGILL O (518) 456-1144 • ADDS: MADONNA (#36), ROXETTE, HEART, FLEETWOOD MAC, ALICE COOPER,

WFNF / Baton Rouge PD: JOHNNY A. / MD: HOLLYWOOD HARRISON O (504) 383-5271 • ADDS: SEDUCTION (#35), MADONNA (#34), ROD STEWART, TIMMY T, MISA,

WGOR / Davitt PD/MD: CURT SPAIN O (517) 669-8361 • ADDS: MADONNA, ELECTRONIC,

WGRD / Grand Rapids PD: GREGG CASSIDY / MD: JOE FRIDAY O (616) 459-4111 • ADDS: SWEET SENSATION (#18), MADONNA (#24), WILSON PHILLIPS,

WHQD / Clearmont PD: KEN BARLOW / MD: DAVID ASHTON O (603) 542-7735 • ADDS: MADONNA (#32), THE 4 OF US, M.C. HAMMER, JUDE COLE, COVER GIRLS, ALICE COOPER, DEPECHE MODE, AFTER 7, JIMMY SOMERVILLE,

WHYFM / Montgomery PD: LARRY STEVENS / MD: NIKKI STEWART O (205) 264-2288 • ADDS: FANUK, MADONNA, BASIA, THE 4 OF US, G. HUGH, P. MURPHY, L.A. GUNS,

WHOT / Youngstown PD/MD: DICK THOMPSON O (216) 783-1000 • ADDS: FLEETWOOD MAC,

WHYK / Hilton Head/Savannah PD: RALPH WAMMER / MD: CLAIRE WAMMER O (803) 757-9485 • ADDS: MADONNA, LINEAR, BAD ENGLISH, BASIA,

WHYO / S. Williamsport PD: JONATHAN RUSH / MD: TED MINIER O (717) 546-5522 • ADDS: MADONNA, LINEAR, GIANT, JUDE COLE, THE 4 OF US,

WHYW / Topoka PD: DAVE ALEXANDER / MD: MARY O'CONNOR O (913) 272-3456 • ADDS: MADONNA, SEDUCTION, SWEET SENSATION, ADAM ANT, SINEAD O'CONNOR, HEART,

WIFC / Wausau PD/MD: DUFF DAMOS O (715) 842-1672 • ADDS: LINEAR, MADONNA, CALLOWAY, GLORIA ESTEFAN,

WIFX / Jenkins PD: G.C. KINER / ASST. PD/MD: CHRISTAL TACKETT O (703) 796-4653 • ADDS: ERIC CLAPTON, ROBYN HATCHER, THE SMITHEREENS, COVER GIRLS, FLEETWOOD MAC, THE OCEAN BLUE, U-KREW (#38),

WIKZ / Chambersburg PD: RICK ALEXANDER / MD: ANDY SHANE O (717) 263-0813 • ADDS: MADONNA (#31), JANET JACKSON (#32), EXPOSE (#33), WILSON PHILLIPS (#34),

WILU / Williamsport PD/MD: JEFF SPENCER O (203) 456-1111 • ADDS: M.C. HAMMER, JUDE COLE, COVER GIRLS, MADONNA (#33),

WINK / Ft. Myers PD: CHRIS CUE / MD: RANDY SHERWYN O (813) 337-2346 • ADDS: MADONNA, M.C. HAMMER, PERFECT GENTLEMEN, LINEAR,

WIOQ / Greenville PD/MD: LARRY THOMAS O (601) 378-2642 • ADDS: ADAM ANT, LINEAR, ROXETTE, FLEETWOOD MAC, BAD ENGLISH,

WITZ / Jasper PD/MD: WALT FERBER O (812) 482-2131 • ADDS: LISA STANFIELD, EXPOSE, ROBERT PLANT,

WIXX / Green Bay PD: WAYNE COY / ASST. PD/MD: STEVE LOUIZOS O (414) 435-3771 • ADDS: EXPOSE, MADONNA, FLEETWOOD MAC,

WIZM / LaCrosse PD: Open / MD: CARL CROSS O (608) 782-1230 • ADDS: MADONNA (#19), M.C. HAMMER (#26), DON HENLEY (#34),

WIAD / Albany PD: JIM SHEPHERD / MD: JOHN DAWSON O (912) 246-1650 • ADDS: EXPOSE, MADONNA,

WIDQ / Meridian PD: JOHN ANTHONY / MD: JAY RANDALL O (601) 693-2381 • ADDS: M.C. HAMMER, JANET JACKSON, MADONNA,

WIJMX / Florence PD: DAVE BAKER / MD: BOB CHASE O (803) 665-0970 • ADDS: THE 4 OF US, SEDUCTION, ADAM ANT, FASTER PUSSYCAT, MADONNA, LINEAR, PRETTY BOY FLOYD,

WIZQ / Kansas PD/MD: TERRY HAVEL O (414) 694-7800 • ADDS: BASIA, ALICE COOPER, DEPECHE MODE, JANET JACKSON, MADONNA,

WKDD / Alton PD: JEFF CLARK / MD: DAVE NICHOLAS O (216) 836-4700 • ADDS: HEART, ROBERT PLANT, BAD ENGLISH, LISA STANFIELD,

WKCE / Huntington PD: PAT PAXTON / MD: OPEN O (304) 525-7788 • ADDS: MADONNA (#32), JUDE COLE, ADAM ANT, ROXETTE, U-KREW, ELECTRONIC, DON HENLEY,

WKFR / Kalamazoo PD: PHIL BRITTON / MD: GLENN DILLON O (616) 344-0111 • ADDS: HEART (#31), BAD ENGLISH (#39), R. PLANT (#33), G. ESTEFAN (#40), WILSON PHILLIPS (#35), DAAN YANKEES (#36), FLEETWOOD MAC (#37), JANET JACKSON (#38),

WIKGW / Ulica PD: FRANK PIETROSKI / MD: OPEN O (315) 736-5225 • ADDS: SMOKEY ROBINSON,

WKLO / Grand Rapids PD: JIM OWEN / MD: MIKE TINNES O (616) 774-8461 • ADDS: JUDE COLE, JOE SATIRAMI, THE SMITHEREENS, THE 4 OF US,

WKOR / Starkeville PD: BOB YARBROUGH / MD: GARY OWEN O (601) 323-4980 • ADDS: EXPOSE, ADAM ANT, JUDE COLE, CURE, THE 4 OF US, THE SMITHEREENS,

WKPE / Cape Cod PD/MD: KEITH LEMIRE O (508) 771-3998 • ADDS: SWEET SENSATION (#28), JANET JACKSON (#29), BAD ENGLISH, ROXETTE, LINEAR, BASIA,

WKQB / Charleston PD/MD: MARY RUSSELL O (803) 744-1779 • ADDS: SINEAD O'CONNOR, JANET JACKSON, WILSON PHILLIPS,

WKRZ / Wilkes Barre PD: KEN MEDEK / MD: JERRY PADDEN O (717) 823-5000 • ADDS: MADONNA (#40), ROXETTE, L.A. GUNS, JUDE COLE, THE 4 OF US,

WKSF / Asheville PD: BRIAN MALONEY / MD: GLENN TRENT O (704) 255-0603 • ADDS: MADONNA, JUDE COLE, M.C. HAMMER, LINEAR, GIANT,

WKSM / Ft. Walton Beach PD: MIKE BRIDGES / MD: PHIL DAVIS O (904) 243-7676 • ADDS: ROXETTE, MADONNA,

WKZO / Myrtle Beach PD: JOHNNY D. / MD: MARK JACOBS O (803) 448-8212 • ADDS: FLEETWOOD MAC (#11), JOE SATIRAMI, AEROSMITH, BONHAM, BAD ENGLISH, B-52'S, CHURCH,

WLAF-FM / Lancaster PD: DAVE MARINO / MD: CHRIS MURRAY O (717) 394-7261 • ADDS: MADONNA (#29), JANET JACKSON (#30), GIANT (#31), BASIA (#32),

WLAP-FM / Lexington PD: BARRY FOX / MD: MIKE GRAVES O (606) 293-0563 • ADDS: MADONNA,

WLRF / Champaign PD: MATT MCCANN / MD: JOHN McKEIGHAN O (217) 352-4141 • ADDS: MADONNA, ROXETTE, SWEET SENSATION, M.C. HAMMER,

WLXR / LaCrosse PD: GARRETT MICHAELS / ASST. PD/MD: CHAD BRUESKE O (608) 782-8335 • ADDS: MADONNA,

WMAE / Ft. Wayne PD: TONY RICHARDS / ASST. PD/MD: JEFF DAVIS O (219) 447-5511 • ADDS: DON HENLEY, MADONNA (#30),

WMGY / Appleton-Oshkosh PD: DAN STONE / MD: BILL LINDY O (414) 426-3239 • ADDS: BASIA, JUDE COLE, MADONNA, JOE SATIRAMI,

WNKN / Harrisburg PD: BRUCE BOND / MD: ED AUGUST O (717) 238-1402 • ADDS: MADONNA, ROXETTE, LINEAR, COMPANY OF WOLVES (#30), PETER MURPHY (#29),

WNOX-FM / Columbia PD: JONATHAN RUSH / MD: JEFF McHUGH O (803) 771-0105 • ADDS: MADONNA (#30), U-KREW (#36), ROXETTE (#37),

WNYP / Ithaca PD: KURT MONDAY / MD: RICK PENDELTON O (607) 756-2828 • ADDS: ALICE COOPER, JUDE COLE, L.A. GUNS, ROXETTE, GLORIA ESTEFAN (#34), EXPOSE (#32),

WOKI / Knoxville PD/MD: CLAY GISH O (615) 531-2000 • ADDS: MICHAEL BOLTON, MADONNA,

WOMP-FM / Wheeling PD: BOB FORSTER / MD: CHUCK McGEE O (614) 676-5661 • ADDS: MADONNA, GIANT, JUDE COLE, ALICE COOPER, LINEAR,

WOVO / Glasgow PD: DAVE BARRICK / MD: DR. RICK FAULKNER O (502) 651-8375 • ADDS: JUDE COLE, ROXETTE, FLEETWOOD MAC, GLORIA ESTEFAN, ALICE COOPER, ROBYN HATCHER,

WPFM / Panama City PD: LDU CLERY / MD: MIKE STONE O (904) 234-8859 • ADDS: MADONNA (#34), M.C. HAMMER (#36), JANET JACKSON, ROXETTE, ALICE COOPER, LINEAR, PRETTY BOY FLOYD,

WPRR-FM / Altoona PD/MD: SCOTT ST. JOHN O (814) 944-9456 • ADDS: MADONNA (#33), WILSON PHILLIPS (#34), BAD ENGLISH (#35), JIMMY SOMERVILLE, THE 4 OF US, FASTER PUSSYCAT, LAURA BRANNIGAN, COREY HART,

WPST / Trenton PD: DAVE McOFFEL / MD: TRISH McEREO O (609) 924-3600 • ADDS: MADONNA (#29), BABYFACE, DEPECHE MODE,

WQCM / Hagerstown PD: DAVID MILLER / MD: WILL KAUFMAN O (301) 797-7300 • ADDS: ROXETTE, BAD ENGLISH, JUDE COLE,

WQND / Biloxi PD/MD: BEAU RICHARDS O (601) 388-2323 • ADDS: M.C. HAMMER, ROXETTE, AFTER 7, GORXY PARK, THE SMITHEREENS, MADONNA, CHRIS REA, TESLA,

WQOF-FM / Mt. Vernon PD: JOEL RILEY / MD: SHERI WHARTON O (614) 397-1000 • ADDS: NO ADDS THIS WEEK,

WQUT / Johnson City PD: RUFUS HURT / MD: STEVE MANN O (615) 477-3127 • ADDS: FLEETWOOD MAC, LINEAR, BAD ENGLISH, J. JACKSON, GLORIA ESTEFAN, ROXETTE,

WQXA / York PD: MARK McKENZIE / MD: MARK FEATHER O (717) 757-9402 • ADDS: MADONNA (#23), COVER GIRLS, EXPOSE, BELL BIV DEVOE,

WRCK / Ulica PD: JIM REITZ / MD: SCOTT BURTON O (315) 797-1330 • ADDS: MADONNA, BAD ENGLISH, BASIA, ELECTRONIC, THE 4 OF US,

WRQK / Canton PD: SPACEMAN SCOTT HUGHES / MD: DEBBIE VINCENT O (216) 492-5630 • ADDS: BLACK CROWES,

WRWB / Vincennes PD: DANNY WAYNE / MD: MIKE LAUF O (812) 254-4300 • ADDS: ADAM ANT, J. COLE, SWEET SENSATION, GUN, SMITHEREENS, FANUK, MADONNA, EXPOSE,

WRWQ / Richmond PD: STEVE DAVIS / MD: LISA McKAY O (804) 649-9151 • ADDS: COREY HART, EXPOSE, JANET JACKSON, MADONNA, BELL BIV DEVOE,

WSKZ / Chattanooga PD: SCOTT CHASE / MD: JAY SCOTT O (615) 756-6141 • ADDS: SWEET SENSATION (#21), JUDE COLE, MADONNA, THE 4 OF US,

WSPK / Poughkeepsie PD: STEW SCHANTZ / MD: CHRIS ST. JAMES O (914) 831-8000 • ADDS: MADONNA, R. BELLE, COVER GIRLS, ELECTRONIC, FLEETWOOD MAC, U-KREW,

WSPV / Stevens Point PD/MD: D.J. HALL O (715) 341-1300 • ADDS: FLEETWOOD MAC, BAD ENGLISH, ADAM ANT,

WSTO / Evansville PD: BARRY WITHERSPOON / MD: OPEN O (502) 685-2991 • ADDS: HEART (#29), LUTHER VANDROSS (#30), ADAM ANT, SEDUCTION, MADONNA,

WTRX / Hibbing/Duluth PD/MD: JOE CRAIN O (218) 262-4545 • ADDS: MADONNA, JUDE COLE, MICHAEL PENN,

WTHI / Portland PD: ZIGGIE / MD: FREDIE COLEMAN O (207) 797-0780 • ADDS: HEART, FLEETWOOD MAC, ELECTRONIC, EXPOSE, MADONNA,

WVBS / Wilmington PD: DAVE ALLEN / MD: GLASGOW HICKS O (919) 763-6611 • ADDS: MADONNA, THE 4 OF US, ROBERT PLANT,

WVYC / Lansing PD: KEVIN ROBINSON / MD: MONIKA HARRIS O (517) 487-5986 • ADDS: JANET JACKSON, McAULLEY SCHENKER GROUP, FASTER PUSSYCAT, ROD STEWART (#25),

WVYS / Toledo PD/MD: MIKE WHEELER O (419) 531-1681 • ADDS: MADONNA, FLEETWOOD MAC, BASIA,

WVYZ / Schenectady PD: TOM KELLY / MD: SHAWN SCOTT O (518) 370-5386 • ADDS: JUDE COLE, THE SMITHEREENS,

WVSR / Charleston PD/MD: BILL SHAWAN O (304) 342-3136 • ADDS: MADONNA, U-KREW, M.C. HAMMER, LINEAR, JUDE COLE, REGINA BELLE,

WWCK / Flint PD: LEE ST. MICHAELS / MD: BOB O'DELL O (313) 744-1570 • ADDS: LINEAR (#37), MICHELLE (#38), TESLA, GIANT, MADONNA (#15),

WWFX / Bangor PD: DAVID COOPER / MD: KIDD KELLY O (207) 338-2290 • ADDS: MADONNA (#35), ROXETTE (#37),

WWH8 / Hampton Bays PD/MD: RANDI TAYLOR O (516) 728-9229 • ADDS: MADONNA (#32), BAD ENGLISH (#33), JOAN JETT, THE SMITHEREENS, TIM FINN, AFTER 7, LINEAR, ELECTRONIC,

WWRB / Pittsford PD: MARK SINCLAIR / MD: JENNIFER STARR O (717) 655-6893 • ADDS: FANUK, BONHAM, JUDE COLE, THE SKAM, DANGER DANGER, PAUL COTTON,

WYCR / York PD/MD: DAVEY CROCKETT O (717) 637-3831 • ADDS: MADONNA (#29), GLORIA ESTEFAN (#31), PETER MURPHY (#34), ROXETTE (#35), HI TEK 3, BAD ENGLISH,

WYYS / Columbia PD/MD: CHUCK FINLEY O (803) 796-8896 • ADDS: JUDE COLE, FLEETWOOD MAC, JANET JACKSON, BAD ENGLISH, LINEAR, MADONNA, GIANT,

WZOK / Rockford PD: STEVE SHAMMERS / MD: JESSE GARCIA O (815) 399-2233 • ADDS: MADONNA (#20), JUDE COLE (#34),

WZZU / Raleigh PD: JACK LAWSON / MD: AL BUNCH O (919) 787-9390 • ADDS: PETER MURPHY (#34), JUDE COLE (#35), ERIC CLAPTON (#25),

X102 / Reno PD: CAREY EDWARDS / MD: MIKE ABRAMS O (702) 356-8000 • ADDS: MADONNA, SPUNKADELIC, FLEETWOOD MAC, GLORIA ESTEFAN, JUDE COLE, COVER GIRLS, MICHELLE,

X106 / Birmingham PD/MD: MARK EVANS O (205) 591-7171 • ADDS: MADONNA (#22), ROXETTE (#29), LINEAR, GLORIA ESTEFAN, ROBERT PLANT,

Y104 / Hattiesburg-Laurel PD: JOHN GATLIN / MD: WILL MARTIN O (601) 545-1230 • ADDS: THE SMITHEREENS, CURE, CHURCH, ERIC CLAPTON, OINGO BOINGO, JOE SATIRAMI,

Y94 / Fargo PD/MD: JACK LUNDY O (701) 241-5376 • ADDS: ELECTRONIC, THE 4 OF US, FLEETWOOD MAC, LINEAR,

Z102 / Savannah PD: BRADY McGRAN / MD: STANTON JAY O (912) 233-8807 • ADDS: MADONNA, DON HENLEY, SEDUCTION, M.C. HAMMER,

Z103 / Tallahassee PD: BRIAN DOUGLAS / MD: OPEN O (904) 386-5141 • ADDS: MADONNA (#34), LUTHER VANDROSS (#35), ROXETTE, SWEET SENSATION, U-KREW, FLEETWOOD MAC, JANET JACKSON, ADAM ANT,

Z104 / Madison PD: TOM LOCKWOOD / MD: FLETCHER KEYES O (608) 274-2720 • ADDS: JUDE COLE, ROXETTE, MADONNA, JOE SATIRAMI,

Z106 / Sarasota PD: TOM EVANS / ASST. PD/MD: SCOTT CHASE O (813) 388-3936 • ADDS: HEART (#20), MADONNA (#29), ROXETTE (#30), JANET JACKSON, PETER MURPHY, EXPOSE, GIANT, THE 4 OF US, U-KREW,

Z93 / Kokomo PD/MD: SCOTT ALAN O 317 453-1212 • ADDS: MADONNA, FLEETWOOD MAC, JUDE COLE, BASIA, THE 4 OF US, CHURCH,

Z97 / Billings PD: CRAIG SULLIVAN / MD: PETER MASSE O (406) 248-2681 • ADDS: MADONNA, ROXETTE, FLEETWOOD MAC, PETER MURPHY,

ZFNU106 / Moscow PD: GARY CLUMMINGS / MD: STEVE HELLER O (208) 882-2551 • ADDS: MADONNA, DEPECHE MODE, GLORIA ESTEFAN, ALICE COOPER, JANET JACKSON, PRETTY BOY FLOYD,

**THE DEADLINE FOR REPORTING YOUR STATION'S PLAYLIST IS 5:00 P.M. PACIFIC TIME ON TUESDAY!**

## L.A. AREA TREATED TO TWO CONCERTS TO BENEFIT E.P.A.

(from page 7)

capably weather the test of time. On *Mercenary*, one of the cuts on the group's final LP, *TALK SHOW*, guitarist Charlotte Caffey slipped off her six string and sat down at the ivories to tastefully embellish the most haunting melody of the evening.

By the end of the set, the question of a permanent reunion loomed foremost in everyone's minds. The chemistry was right, Belinda looked radiant, and the crowd filed out of the hall buzzing like a hive. It was an evening to remember.

On April 1, the only fools in Santa Monica were the ones who didn't show up at the Civic Auditorium to take in the nostalgic and often moving performances of CSN, CSNY, Y, and Henley, with an opening set by ex-Byrd Chris Hillman's Desert Rose Band. Although slated for a pre-intermission time slot, Henley stole the show with a mixture of songs old and new that sent a tingle up the spines of both Eagles fans and those who have jumped on his solo bandwagon.

Opening with *End Of The Innocence*, Henley wasted no time in stirring the crowd, following with the title track from *HEART OF THE MATTER*. Surrounded by a ten-member supporting band, the instrumentless Henley remained seated throughout his set, maintaining a rapport with the audience through witty banter and an occasional reference to possible future songwriting collaboration with ex-Eagles Glen Frey and Timothy B. Schmit. The introduction of Schmit for *The Best Of My Love* yielded a standing O, and after a rendition of Johnny Mercer and Harold Arlen's *Come Rain Or Come Shine*, Henley came back with the most emotional song of the entire evening, *Desperado*. An interminable pause before the final lyric built up such suspense that when he finally uttered "Before it's too late" it was like a 2000-strong orgasm rippling through the crowd. *The Last Worthless Evening* then brought the masses happily back to earth.

Neil Young opened up following the intermission with a four-song set packed with passion, highlighted by a stage-roaming *Rockin' In The Free World*. Then

the headliners came on, and although the show was executed in their usual unflowing manner, each song, from CSN classics *Wasted On The Way* and *Change Partners* to an excellent interpretation of the Beatles' *Blackbird*, had the masses roaring. After playing as a trio for five songs, Crosby solos of *Guinevere* and *Almost Cut My Hair* were sandwiched around a Nash dedication to his three kids, which was followed by a semi-Buffalo Springfield reunion of Stills and Young doing *For What It's Worth* (you know, "Stop. Hey, what's that sound?"). A competent if uninspired *Suite Judy Blue Eyes* was followed with two more by the entire quartet, and then Young exited for *Wooden Ships* before returning to lead the way on *Ohio*, which was dedicated to the Chinese student seen on television being crushed by a tank in Tianenman Square last year. *Ohio* generated the largest reaction of the evening, and was a fitting close to a worthwhile show.



# MADONNA "Vogue"

HOT97 (Add #25)  
WPLJ (Add #22)  
Z100 (Add #24)  
KIIS-FM (Add #24)  
PWR106 (Add #29)  
B96 (Add #25)  
Q101 (Add #30)  
KMEL (Add #26)  
WEGX (Add #20)  
WHYT (Add)  
WMXD (Add)  
KJMZ (Add #15)  
KEGL (Add)  
Y95 (Add #21)  
WXKS-FM (Add)  
WZOU (Add #29)  
Q107 (Add #27)  
WAVA (Add #27)

WPGC (Add)  
ENERGY96.5 (Add)  
KKBQ (Add)  
KRBE (Add #22)  
PWR96 (Add #29)  
Y100 (Add #30)  
POWER99 (Add)  
WBLI (Add #30)  
KPLZ (Add #30)  
KUBE (Add)  
KBQ (Add #24)  
KHTK (Add #24)  
Q106 (Add #29)  
B104 (Add #27)  
WLOL-FM (Add)  
B94 (Add)  
WFLZ (Add #31)  
WPHR (Add)

KKFR (Add)  
KOY95 (Add)  
KZZP (Add #22)  
KS104 (Add #22)  
Y108 (Add)  
KKRZ (Add #30)  
KXYQ (Add)  
HOT102 (Add)  
PRO-FM (Add #30)  
HOT97.7 (Add)  
KWSS (Add #27)  
FM102 (Add)  
KROY (Add #26)  
KWOD (Add #32)  
Q102 (Add #34)  
Q105 (Add #28)  
WGH (Add #34)  
WNVZ (Add)

**HITMAKERS HOT STATS:**  
#1 **MOST ADDED AND A NATIONAL BREAKOUT**  
WITH 265 ADDS!  
#1 **MOST DISC-OVERED!**  
MAINSTREAM/50: NEW34  
URBAN/50: NEW30

KGGI (Add)  
WNCI (Add #21)  
B97 (Add #29)  
KITY (Add #27)  
KSAQ (Add #35)  
KTFM (Add)  
HOT94.9 (Add #25)  
KCPX (Add)  
KISN (Add)  
WMJQ (Add #30)  
WKSE (Add #30)  
KC101 (Add #22)  
WKSS (Add #27)  
WTIC-FM (Add #19)  
WCKZ (Add #30)  
WZZG (Add #35)  
FM100 (Add)  
Z98 (Add)

MIX105.1 (Add)  
XL106.7 (Add)  
98PXY (Add #28)  
Y107 (Add)  
KJ103 (Add #25)  
Z99 (Add)  
WGTZ (Add #30)  
WDJX (Add #21)  
WJMH (Add)  
WKSI (Add)  
WKZL (Add #22)  
CKOI (Add)  
and MANY more!!!



**HITMAKERS HOT STATS:**  
#5 **MOST DISC-OVERED THIS WEEK!**  
ONE OF THE **MOST ADDED WITH 60 ADDS!**  
MAINSTREAM/50: NEW48  
ROCK & ROLL/40: NEW38

# FLEETWOOD MAC "Save Me"

Q95 (25-23)  
KEGL (Add)  
STAR94 (Add)  
KUBE (D#30)  
KBQ (35-29)  
B100 (D#29)  
B94 (Add)  
WPHR (D#34)  
KKRZ (28-24)  
KXYQ (26-23)  
KXXR (D#38)  
Q102 (30-26)  
WZPL (Add)

KISN (D#34)  
MAJIC102 (Add)  
WZZG (34-31)  
XL106.7 (D#34)  
WJLK (Add #28)  
WDJX (D#29)  
95SX (Add #24)  
95XXX (Add)  
B98 (Add)  
K92 (Add)  
KATM (Add)  
KBAU (Add #31)  
KBFM (Add)  
KBTS (Add #31)  
KCHX (Add)  
KCLD (Add #31)

KEEZ (Add #37)  
KEWB (Add #30)  
KEZH (Add)  
KFBD (Add)  
KFFM (Add)  
KFRX (Add)  
KGGG (Add)  
KGWY (Add #34)  
KJJG (Add)  
KKEG (Add #21)  
KKRC-FM (Add)  
KPXR (Add #33)  
KQLA (Add)  
KRZR (D#27)  
KSND (Add)  
KTRS (Add)  
KTUX (Add)  
KUUB (Add)

KVTI (Add)  
KZ103 (Add #34)  
KZBB (Add)  
KZII (Add)  
KZMC (Add)  
KZZU (D#37)  
WAAL (Add #34)  
WAIT-FM (Add #32)  
WCIR (Add)  
WFLY (Add)  
WHOT (Add)  
WHTO (39-32)  
WIFX (Add)  
WIQQ (Add)  
WIXX (Add)  
WJZQ (D#30)  
WKFR (Add #37)  
WKOR (D#31)

WKZQ (Add #11)  
WOVO (Add)  
WQUT (Add)  
WRQK (D#28)  
WSPK (Add)  
WSPT (Add)  
WTHT (Add)  
WVKS (Add)  
WVKZ (D#32)  
WYYS (Add)  
X102 (Add)  
Y94 (Add)  
Z103 (Add)  
Z93 (Add)  
Z97 (Add)  
AND MANY MORE!

# ELECTRONIC "Getting Away With It"

KROQ (Add)  
PWR106 (31-28)  
KMEL (23-23)  
KEGL (13-11)  
KNRJ (1-1)  
PWR99 (18-16)  
KBQ (32-26)  
KHTK (D#29)  
Q106 (#16)  
WPHR (Add)  
KKFR (Add)  
HOT102 (25-19)  
KROY (29-23)  
WGH (Add #20)  
KSAQ (6-5)  
HOT94.9 (22-16)

KCPX (Add)  
KISN (Add)  
MAJIC102 (Add)  
WTIC-FM (D#37)  
WZZG (Add)  
Z99 (D#32)  
CKOI (Add)  
102QQ (33-23)  
98KISS-FM (D#23)  
99WGY (Add)  
G98 (Add)  
HOT107 (D#38)  
HOT95 (28-24)  
KBFM (D#38)  
KKSS-FM (Add)  
KNIN (Add)  
KOKZ (Add #37)  
KPAT (26-23)

KPRR (Add)  
KPXR (Add #39)  
KQKQ (Add)  
KRQ (30-25)  
KRRG (27-24)  
KTMT (Add)  
KVTI (D#38)  
KWTX-FM (Add)  
KWXX (Add)  
KYRK (31-23)  
KZFM (D#38)  
KZZB (38-35)  
KZZU (Add)  
Q104 (D#32)  
SLY96 (Add #39)  
WAIT-FM (Add)  
WBNQ (Add)  
WCIL-FM (Add)  
WGOR (Add)  
WHDQ (D#40)

WIXX (D#32)  
WJZQ (D#29)  
WKEE (Add)  
WPST (D#38)  
WRCK (Add)  
WSPK (Add)  
WTHT (Add)  
WWHB (Add)  
Y104 (D#38)  
Y94 (Add)  
Z104 (36-30)  
ZFUN106 (D#31)  
AND MANY MORE!

**HITMAKERS HOT STATS:**  
#7 **MOST DISC-OVERED THIS WEEK!**  
URBAN/50: 30-27 **ROCK & ROLL/40: 28-26**  
**A CRUSADE! A HITBOUND!**

**RUSS ALLEN, MD-WIOQ/Philadelphia**

"Sounds great on the air. With the Pet Shop Boys and New Order members, the combination of talent points to a hit."

**MARK CAPPS, PD-KKRZ/Portland**

"A great Pet Shop Boys/New Order sound unlike anything else out there right now. Its unique flavoring stands out on the air and sold us on the record!"

**GUY BROILLARD, MD-CKOI/Vancouver**

"A light and happy pop song that ignites the airwaves. Looking forward to an album soon..."

**BOB LaBORBE, Asst. PD/MD-KCPX/Salt Lake City**

"You can't lose with the success of the Pet Shop Boys and New Order in one song. I hate to sound cliché, but this is a tacklebox - full of hooks!"

**DWAYNE WARD, PD-WZZG/Charlotte**

"Reminiscent of *Shattered Dreams* by Johnny Hates Jazz, and that went to #2. Imagine what this will do..."





# NEW RELEASES

THE B-52'S "Deadbeat Club" (REPRISE)  
BIZ MARKIE "Spring Again" (COLD CHILLIN'/WB)  
THE BLACK CROWES "Jealous Again" (Geffen)  
BRENT BOURGEOIS "Dare To Fall In Love" (CHARISMA)  
JULEE CRUISE "Rockin' Back Inside My Heart" (WB)  
DAMN YANKEES "Coming Of Age" (WB)  
JASON DONOVAN "Sealed With A Kiss" (ATLANTIC)  
D-MOB "That's The Way Of The World" (FFRR/POLYDOR)  
EVERYTHING BUT THE GIRL "Driving" (ATLANTIC)  
FLESH FOR LULU "Every Little Word" (CAPITOL)

EDDY GRANT "Gimme Hope Jo Anna" (ENIGMA)  
GUN "Better Days" (A&M)  
HOOTERS "Heaven Laughs" (COLUMBIA)  
JOAN JETT "Love Hurts" (BLACKHEART/EPIC)  
ELTON JOHN "Club At The End Of The Street" (MCA)  
MICHAEL PENN "This And That" (RCA)  
NIKKI "Notice Me" (Geffen)  
PERFECT GENTLEMEN "Ooh La La" (COLUMBIA)  
CHRIS REA "The Road" (Geffen)

## TUNA TALK

By now everybody knows just how **BIG** the *Teenage Mutant Ninja Turtles* movie is...Well, the soundtrack has **EXPLODED** as well! The **HI TEK 3** *Spin That Wheel* is doing well at **TOP40** Radio - **BUT** - the **PARTNERS IN KRYME** *Turtle Power* cut is **YOUR secret weapon song of the week!**

Every "in the know" programmer is hitting this track and we **HIGHLY URGE YOU** to check it out if you aren't already into this phenomenon!

A Houston legend returns home! **RON PARKER** is the new afternoon drive air personality at **KKBQ** in Houston. Considering the one-two punch of **JOHN LANDER** in the morning and **RON PARKER** in the afternoons, **BILL RICHARDS** programming move is indeed a brilliant one! (See page 5 for more!)

**HOT97.7** - San Jose's new afternoon driver is **HOT97.7's old** afternoon driver - **DWAYNE LUNA** - who returns from self-imposed exile at **KTFM**!

**JOEL SALKOWITZ** came back from London last week with the new Madonna single (legally purchased) and put it on the air two days before its scheduled American release, prompting **SIRE/WARNER BROS** to release it a day earlier!

**COLUMBIA** has a new AC-tion **CAPTAIN!!!** "Mr. New York" **JERRY LEMBO** will replace **MIKE MARTUCCI** to head up **COLUMBIA's** Adult Contemporary department. **JERRY** will shine!

Regarding the rumors about Jacor in Buffalo, **HANK NEVINS** sez, "Randy Michaels and I are old friends going way back to **WGR-AM** in the early '70s. There may be some comparison because we run animal noises on the air from time to time, one of which is a pig grunting, but for the record he is not our consultant, we are not a Power Pig format and we are not being bought by Jacor!"

Wasn't that **BURT, B.G.** and all the boys in Orlando formulating plans for the new regime?

Great Trails Broadcasting may have some future openings! Send T&R to **JEFF BALLENTINE, WGTZ**, 717 East David Dr., Dayton, OH, 45459.

**MIKE MARTIN** is the interim Music Director at **KIIS-FM** in Los Angeles. **MIKE** has two and a half years

of experience starting out as an intern at **KIIS**, 8 months at **PIRATE RADIO** as Asst. MD (under our own **STEVE HOFFMAN**), then back to **KIIS** to do the mix show and to be **BRIAN BRIDGMAN's** assistant. **HITMAN McKAY**, PD at **99.9KHI**, Ocean City, MD ups **KEVIN OCEAN** to Asst. PD/MD along with his midday duties! **TONY "Cue" FOXX** goes to afternoon drive from overnights, and **NEIL GIMMONS** is the new Promotions/Production person at 'KHI! **HITMAN** is still looking for the right overnight jock - send T&R to 2301 Coastal Hwy., Ocean City, MD, 21842. No calls please.

**WDLX**, Washington, NC MD **BRIAN LANE** is leaving April 19, to be replaced by **DOUG MORELAND**.

There will be opening for a **Top40 PM** drive person with production skills, six days a week, (starting Aug. 1) at **WCIL-FM**, Carbondale, IL! Send T&R to **TONY WAITEKUS**, 211 W. Main St., 62901.

**DAVE SAMP**, former GM at **KWSS** San Jose, will return to **KRQ** in Tucson to be the new GM, replacing **CLANCY WOODS**, who is off to **KNRJ**.

Our good buddy **CRAIG POWERS** at **KEYZ** in Anaheim, CA has been promoted to OM! **BOB WOOD**, VP/GM sez, "CRAIG will oversee programming, promotion, research and marketing for **KEYZ**, and one of his first assignments will be to hire a new PD."

**HATS OFF** to **WHTK**, Hilton Head Island, SC, as they will receive a special Public Service Award from the Emerson Radio Hall of Fame June 6th for their 10-day Hurricane Hugo Radiothon.

**CONGRATS** to **MORTY WIGGINS**, 7-year veteran of the Bill Graham Management team in San Francisco, who has been named Director of the New York office of Bill Graham Management!

**WAVA** in Washington, D.C. is looking for a newsperson to complement their morning show! If you know of a strong newsperson, have them contact **DAVE ELLIOTT** at **WAVA** (703) 534-0320.

**STEVE RIVERS** seeks a **HOT** morning man with a loose cannon, handles the phones well, is funny, creative and topical! Must be able to join team with **RON ENGELMAN** to do the new morning show at **WZOU**, Boston!

Some good people are on the loose due to a format change to classic rock at **HOT96**, Fresno, CA. PD **JOHN CLAY** is available (209) 298-5984 and has vast experience including working for **GARRY WALL** at **Q106**, San Diego! Morning man **BOBBY MERCER** can be reached at (209) 299-3570, and

MD/afternoon guy **KEVIN CARTER** is at (209) 297-7528.

Will **WGH** soon be called **WRAP-FM** and will they go Urban/Rap? New owner **GLENN MAHONE**, who owns AM/FM combo **WPLZ** in Richmond, just bought Norfolk's **WGH** from Susquehanna Broadcasting. Does this mean **WMYK-Power94**, the Urban/AC in Norfolk, might switch to **Top40** to go up against top-rated **WNVZ**?

I hear **LINDA ENERGY** got **RAVE** reviews from The New York *Daily News* and The *Post* for hosting the **SKC** New York Music Awards. The big winners were **Lenny Kravitz**, **Debbie Gibson**, **Paul Schaffer** and **Michael Bolton**, who won 7 awards. **WPLJ DJ DOMINO** broadcast live from The China Club and caught each star as they left the stage!

A speedy recovery to **Q102's MARK DRISCOLL**.

**CONGRATS** to **JON BIRGE**, VP New Music/Video Mktg. at **CBS Records** and wife **MIRIAM** on the birth of a son, **SASHA**!

**JERRY CLIFTON** and his partner, **DALE MATTESON**, made an offer to buy several radio stations from **Beasley Broadcasting**, including **102JAMZ (WJMH)** in Greensboro/Winston Salem and **KISS102 (WCKZ)** in Charlotte. It remains to be seen if **Beasley** will accept the offer.

...and how 'bout that **L.A. GUNS** *Ballad Of Jayne!* It's making big noise at **PIRATE** (number 2 phones after one week of play!), **KXXR** (#3 requests) and a bunch of others, and it sounds great. Watch it **TAKE OFF** this week!

### 92X SPORTS THEIR 'WEARS!



When the temps reached 80 in Columbus, the new **92X** morning show kept their promise that they would broadcast live in their underwear on the first warm day! **Tom Kelly** (left) and **Scott McKenzie!**



# What is charisma?

An

A label that defies "labels."

attitude

of

**A belief in small and  
aggressive versus big and lazy.**

integrity.

Faith  
in the

A promise to the artist.

And something indefinable  
yet undeniable...

Like music itself.



charisma



“DARE TO  
FALL IN  
LOVE”

TO  
•  
IN  
•  
”  
WITH  
•

**BRENT**  
**bourgeois**

THE  
FIRST SINGLE  
FROM THE  
FORTHCOMING  
ALBUM

*BRENT BOURGEOIS.*



charisma

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