

HITMAKERS[®]

ISSUE 642
\$5.00

JUNE 15, 1990

an exclusive interview with

**HENRY
DROZ**

President/CEO
WEA Corp.



Wilson Phillips



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

IS CREW 2 NASTY???

FLORIDA CONTROVERSY SPARKS NATIONAL DEBATE; SAN ANTONIO POLICE ISSUE WARNING

The controversy surrounding rap group 2 Live Crew's AS NASTY AS THEY WANNA BE LP has quickly become the national focus of the censorship debate, as the album was ruled obscene by a U.S. District Court judge on June 7, becoming the first record in history to be deemed as such.

The ruling set off a series of events over the following days, each development attracting more and more attention to the issue, and on June 12 San Antonio, Texas became the first community outside of Florida to localize the issue.

Local and national news media have converged on Fort Lauderdale, Florida, where a record store owner and two members of 2 Live Crew were arrested for defying the judge's ruling. The controversy has been a top story on all three television networks, as well as MTV, and ABC made it the topic of its popular *Nightline* news program June 11.

Judge **Jose Gonzalez** of the U.S. District Court in Fort Lauderdale ruled June 7 that AS NASTY AS THEY WANNA BE meets community standards for obscenity, basing his decision on the 1973 case of *Miller vs. California*, in which the U.S. Supreme Court established guidelines for finding material obscene. The following day **Charles Freeman**, co-owner of E.C. Records in Fort Lauderdale, was arrested by an undercover officer after selling him a copy of the LP.

Freeman told **HITMAKERS** in a telephone interview from his record store that following Judge (See 2 LIVE CREW page 40)

Following is a chronology of events in the controversy over rap group 2 Live Crew's album AS NASTY AS THEY WANNA BE, which on June 7 became the first record in history to be declared obscene, and thus banned from distribution and sale in three Florida counties.

March 9: A Broward County Circuit Court judge finds "probable cause to believe the material in the recording is obscene."

March 16: A record store clerk in Sarasota is arrested on a felony charge, stemming from a complaint by a mother that he had sold the record to her 11-year-old daughter in January. Charges are later dropped.

March 16: SKYYWALKER Records files suit in U.S. District Court in Ft. Lauderdale, seeking declaration by the court that record is not obscene, and also seeking to prohibit Broward County sheriff's deputies from arresting record store employees who sell the album.

March 27: The 752-store Musicland chain announces it is pulling copies of the record from all of its shelves.

June 7: U.S. District Court Judge Jose Gonzalez rules AS NASTY to be obscene, making

it illegal to sell and distribute the record in Dade, Broward and Palm Beach counties.

June 8: Charles Freeman, co-owner of E.C. Records in Ft. Lauderdale, is arrested after selling the record to an undercover officer.

June 8: NARAS President Michael Greene declares he is "shocked and appalled" at the obscenity ruling, and calls on the music industry to fight to overturn the ruling at the federal level.

June 10: 2 Live Crew members Luther Campbell and Chris Wonwong are arrested by Broward County sheriff's deputies in the early morning, following a performance at a local club of the songs ruled obscene by Judge Gonzalez.

June 11: Nova University law professor Bruce Rogow, representing Freeman, Campbell and Wonwong, files an appeal of Judge Gonzalez's obscenity ruling in U.S. Circuit Court of Appeals in Atlanta.

June 11: Florida Governor Bob Martinez publicly defends the arrests of Freeman and the band members, calling the record "audio pornography."

June 12: The first signs appear that the Florida situation is spreading, as police in San Antonio, Texas warn local retailers that clerks selling the record will be arrested.

Griffiths Named Pres. of EPIC/Associated

Richard Griffiths has been named President of EPIC/ASSOCIATED Records, it was announced this week by CBS Records President **Tommy Mottola**. Griffiths, who joined CBS Records as Senior Vice President, West Coast just two months ago, will report directly to EPIC Records President **Dave Glew**, and will also work closely with EPIC/ASSOCIATED Senior VP/GM **Tony Martell**.



RICHARD GRIFFITHS

Griffiths has a wealth of experience in the publishing and A&R fields. While with VIRGIN Music from 1981-90, the last two years as President, he was responsible for signing the Pet Shop Boys, Tears For Fears and Warrant, and he also worked closely with EPIC/ASSOCIATED's Ozzy Osborne. He was an A&R man for ISLAND in the late '70s, signing the Buggles, whose single *Video Killed the Radio Star* was the label's first number one single.

"The combined acumen and experience of Richard (See GRIFFITHS page 28)

LEON EXITS A&M

A&M Records Senior Vice President, Director of East Coast Operations **Michael Leon** closed the label's executive meeting last Tuesday, June 5, by announcing his resignation from the company.

According to an A&M spokesman, Leon had been contemplating leaving the label for the past six to 12 months, so although the announcement was a surprise, it was not a bombshell.

Leon expressed gratitude to his fellow A&M executives for the opportunity to work at the label, and said he was proud of A&M's accomplishments during his 14 years there. Leon started as a local rep in New York, before relocating to Los Angeles as assistant to then-A&M President **Gil Friesen**.

Leon said he was hopeful that the label would continue to flourish, and that he is looking forward to new opportunities, although no future plans were announced.

Leon becomes the fourth VP to exit A&M since the departure of Friesen in April. No replacement has been named.

Berger Hired As Ops. Mgr. At Viacom's KOFY-San Fran.



LARRY BERGER

Larry Berger, formerly program director at WPLJ in New York and most recently PD at KIOI in San Francisco, has been hired by Viacom Broadcast Group to oversee operations at the company's newly acquired San Francisco outlet, KOFY-FM.

Berger, who left KIOI late last year over philosophical differences with management, told **HITMAKERS** "I'm very, very happy to have the opportunity to put this project together with Viacom. I've known the people there for over eight years, and I'm doubly happy because I'll be staying in the Bay Area."

Viacom is slated to take over KOFY next month.

Features:

- Rantin' & Ravin'.....page 6
- Hot Radio Promotions....page 45
- Faces & Places.....page 48
- New Releases.....page 55
- Ear To The Ground.....page 58

Charts:

- Mainstream Top40.....page 13
- Crossover Top40.....page 27
- Rock.....page 39
- Alternative.....page 42
- Imports.....page 46
- Retail.....page 57

The HITMAKERS Interview:

HENRY DROZ, President/CEO, WEA Corp. page 9

Radio Forum:

Niche Programming: How long can it last? page 36



Aerosmith

"The Other Side"

#2 MOST ADDED TOP40 with 107 Adds!

**#1 MOST ADDED ROCK RADIO!
NATIONAL ROCK RADIO: 38-11!**

R&R AOR BREAKER!

Nationwide Tour with THE BLACK CROWES!



World Premiere Video June 18!



**Sales Over 300,000!
On Tour...opening for AEROSMITH this summer!**

Early Action:

KSAQ 23-19

KATM 11-9
KFMW 19-11 hot
WDLX 19-16 hot
Q104 12-7 hot
G98 36-26
93Q add
KTUX 23-18
KZZU 26-22
WKFR 29-25
ZFUN 22-18

KXXR 18-14
KRZR #4
99WAYS 15-13
WJMX 20-17
WHY 26-23
KFTZ 30-26
103CIR 30-27
KMOK 32-28
KTXY add
JET-FM 32-29

WQUT 35-32
OK95 add
KISR D#35
WZYP D#38
WCGQ D#40
WWFX D#40
KQIZ D#40
KCHX D#40



THE Black Crowes

"Jealous Again"

B94's McMAHON JOINS VALLIE CONSULTING



PAT McMAHON

Pat McMahon, Program Director at B94 (KEZB) in El Paso, Texas, is leaving the station to join Vallie Consulting, it was announced this week by Vallie Consulting President Dan Vallie.

McMahon, who begins at the Washington, D.C.-based consultancy June 25, has been with KEZB for one year. Prior to that he worked for three years at WNCI in Columbus.

"In Pat we have found another one of the country's bright young programmers, and we found him through the recommendation of clients and friends we respect," commented Vallie. "Not only is he a
(See McMAHON page 28)

RCA Promotes Carlton To Nat'l Dir., Field Promotion

Ray Carlton has been promoted to National Director of Field Promotion at RCA Records, it was announced this week by RCA Vice President of Promotion Butch Waugh.

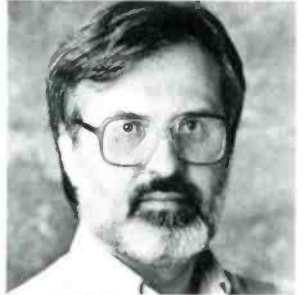


RAY CARLTON

Carlton joined RCA six months ago as Promotion and Marketing Manager for the Cincinnati market, and he will continue in that capacity in addition to his new job. His new
(See CARLTON page 28)

McCarthy Named VP/GM Of RESTLESS Records

Jim McCarthy has been named Vice President/General Manager of RESTLESS Records, it was announced this week by ENIGMA Entertainment Corporation President Jim Martone. McCarthy replaces David Gerber, who joins the A&R staff at ENIGMA Records.



JIM MCCARTHY

McCarthy comes to RESTLESS from ABSOLUTE Records, an independent label which he founded and managed. He has previously worked at CHRYSALIS Records as chief accountant, and he was later President of Counterpoint Systems, Inc.

"I am proud to welcome Jim McCarthy as the new RESTLESS General Manager," commented Martone. "With his extensive expertise in the music industry and enthusiasm for managing the capable RESTLESS team, I am confident that RESTLESS will continue to flourish under his leadership."

Grund MD At KWOD

Pamela Grund has been named Music Director at Royce International Broadcasting Company's KWOD in Sacramento, it was announced this week by Royce Vice President of Communications and KWOD Operations Manager Gerry Cagle.



PAMELA GRUND

Grund, previously Research Director and Programming Assistant at the station, replaces Cagle, who has handled the MD duties since joining Royce and KWOD in January.

"I fired myself," joked Cagle in making the announcement of Grund's promotion. "Pam has been doing a super job for us in research and other areas, and she deserved to move up. Plus, I'm tired of talking to record guys."

Grund took over as MD immediately following Cagle's announcement.

Stones, Aerosmith Tops At Int'l Rock Awards

The Rolling Stones, Aerosmith and Eric Clapton were the biggest winners at the Second International Rock Awards, each garnering multiple awards at the June 6 ceremony in New York.

The Stones won the awards for Tour of the Year and Media Event of the Year (for "Rolling Stones and Friends" PPV special), while Charlie Watts was named MVP Drummer. Aerosmith's Steven Tyler won MVP Lead Male Singer, and the group was deemed Artist of the Year by the voting committee, which is comprised of music industry executives.

Clapton took home the MVP Guitar award for the second consecutive year, in addition to the Living Legend award, for which he was named recipient several weeks prior to the ceremony.

Tom Petty won Album of the Year for FULL MOON FEVER, while Don Henley was named Songwriter of the Year. Other awards went to Bonnie Raitt for MVP Lead Female Singer, Billy Joel for MVP Keyboards, Nathan East (of Clapton's band) for MVP Bass, and Allannah Myles, who was named

Newcomer of the Year.

Highlights of the awards ceremony included performances by Clapton, Bad English, Melissa Etheridge and Dave Stewart, but the most memorable moment was when Elton John, appearing via satellite from Los Angeles to pay tribute to Clapton, called co-host Sam Kinison "the first pig ever to introduce a rock 'n' roll show."



The Rolling Stones (bottom) reaffirmed their position as one of Rock 'n' Roll's greatest legends by taking three awards at the June 6 International Rock Awards in N.Y., including a solo award for drummer Charlie Watts (second from left). Aerosmith (right) also capped a great comeback with two awards, with Steven Tyler (center) being named MVP Lead Male Singer.



POLLACK PROGRAMS FIRST SOVIET ROCK STATION



JEFF POLLACK

Jeff Pollack recently returned from the Soviet Union, where he programmed Russia's first-ever commercial radio station.

Europa Plus Moscow went on the air April 30, and Pollack played John Lennon's *Imagine* to christen the station.

"When Lennon sang 'Imagine all the people living life in peace,' he must have envisioned this day when the superpowers would get along and work for the betterment of the world," said Pollack.

Pollack has built a reputation as one of the most respected media consultants in the country since founding Pollack Media Group in 1980. His client list includes stations in the U.S., Europe, Australia and New Zealand, and last month he established the first rock 'n' roll station in the history of Czechoslovakia.

As a result of Pollack's efforts, over one million Czechs a week are tuning in to the Prague-based station to hear American recording artists. The Russian Station, currently programming seven hours of rock 'n' roll per day, will expand to 19 hours a day on July 1.

"The people of those Eastern Bloc countries are clearly enjoying their newfound freedom of the airwaves," said Pollack.

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Phone: 818-887-3440

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HITMAKERS FACE-OFF

"PREFAB" GROUPS: AS VALID AS THE REST?

They seem to be springing up out of nowhere by the dozens, and most importantly, many of them are selling far more records than their national counterparts. They're "prefab" bands, put together and supplied with material by entrepreneurial-minded arrangers and producers with an eye for the public pocket.



STARR: "What these groups are doing is real."



DOBBIS: "Longevity is the test of an artist's long-term effect."

Bay Stater **Maurice Starr** has mastered the fine art of assembling cute, irresistible acts (i.e. New Edition, New Kids On The Block, and most recently Perfect Gentlemen) and stocking them with infectious hooks and universally understandable lyrical content. His opinion? Let the public determine their validity.

"The New Kids didn't come together by accident," he points out. "I put them together to fill a void I saw in the marketplace."

A void? With the New Kids album racing through retail doors like Seabiscuit at the Derby, that gap they purportedly have filled looks like it must have been of Grand Canyon-sized dimensions.

"When I look out at the audience at a New Kids or Perfect Gentlemen show and see the audience swooning and screaming, I know that what these groups are doing is real to these people," says Starr. "No, there's not a John Lennon or Paul McCartney in the ranks of these bands, but that doesn't make them less valid. The New Kids are just as valid to the kids of today as the Beatles or Supremes were to the kids of yesterday."

RCA Records Exec. VP/GM **Rick Dobbis**, a man traditionally associated with aesthetic purists like Michael Penn, says that there is a place for both self-contained and prefab acts, but cautions against a proliferation of the latter.

"Just because someone enjoys doing the Humpty Dance doesn't make him a bad person in my eyes," Dobbis admits candidly. "But there is a tangible reason why The Beatles will endure the test of time, and The Monkees won't. Ultimately, longevity is the only meaningful test of an artist's long-term effect."

Dobbis did say that the music of an artist is not invalidated "just because his or her name doesn't happen to be on the songwriting credits. Perhaps Maurice Starr will share the same role today that Berry Gordy did in the heyday of MOTOWN in the '60s.

"At the same time," he continued, "it's a crime that it's so difficult for an artist who challenges people intellectually - like Michael Penn - to receive the complete support of the retail and radio communities just because he sounds different from a lot of the other stuff on the radio. Those artists who put their heart and soul into their material are special, and they (See **FACE-OFF** page 44)

No Rest For Gorman Despite CHRYSALIS' Hot Streak

You can't really blame **Tom Gorman** for reeking of anticipation as he contemplates the expansive Manhattan skyline from his CHRYSALIS Records office. Sure, the VP of Promotion has his butterfly brigade spitting buckshot as **Sinead O'Connor**, **Slaughter**, **Billy Idol** and **World Party** spearhead a massive commercial windfall around the Western world. Objectively speaking, this may be the most commercially profitable six month stretch in the label's history.

Yet at this crucial juncture, Gorman would be the first to admit that he can scarcely afford to rest on his laurels. What's causing his red feathers to ruffle at the moment is the seemingly interminable wait for **Sinead**, his flagship's crown jewel, to deliver her new video for *The Emperor's New Clothes* - the second track from her cataclysmic second LP.

Sinead, it seems, has just called to say that the preview tape is on the way, and now the entire staff is pacing the building like expectant parents, waiting to see what tricks the Irish waif is going to pull from her sleeve. Whatever the outcome, rest assured that



GORMAN: Hot on the promotion trail.

once the 3/4-inch is safely in Gorman's arms, he'll be beaming like a proud papa.

"Sinead is certainly a left-of-center artist," Gorman reckons, "and that's why we're on pins and needles."

Gorman is, of course, letter perfect in his assessment. Great artists are always unpredictable, and O'Connor's meteoric rise reflects just how starved American radio audiences are for artists of her ilk.

"I'm sure that programmers realize there is a huge demand for her," says Gorman, "because she really has broken from the pack and is helping redefine pop standards."

With the phalanx led by O'Connor, Gorman has some major players under his command. But without his expert leadership and steely resolve, the focus might have been diffused and the moment lost; in the end Gorman's experience has proven the trump card. The affable Irishman says communication is key.

"Whether we're on top of the world - like we are now - or stone cold, my number one priority is making sure my staff is motivated and informed," he explains. "In promotion, knowledge and enthusiasm are the most valuable weapons, and they can turn a record into a hit if directed properly."

Gorman says the thing he looks for in his field staff is the willingness to learn and ask questions. His pet peeve is a field person who is unsure of what direction to take, but doesn't come to him or his chief lieutenants - **Greg Thompson**, **Mike Van Orsdale** or **Jill Maxick** - for help.

"Whatever shape that might come in - calling radio, approving a promotion, whatever - I want that line of communication opened early on Monday morning," Gorman states. He is not a man of idle banter; he sets standards by practicing his own principles.

(See **GORMAN** page 55)

New Kids Hottest Of The Hot At Retail

There are Matterhorn-sized heaps of CD boxes crowding the desks of music directors from Portland, Maine to Chula Vista, but the good news is that quality is keeping pace with quantity, and the result is brisk early-summer sales.

At the vanguard of the pack are COLUMBIA's **New Kids On The Block**, whose new LP, **STEP BY STEP**, is blowing across the record store counters like Hurricane Zelda. According to reports out of COLUMBIA three million copies of **STEP BY STEP** were shipped within 40 hours of its release last Tuesday (June 5), and the LP has debuted at number five on **HITMAKERS** Retail chart.

COLUMBIA VP of Singles Promotion **Bob Garland** is one person who has taken in the scene on a firsthand basis.

"We're expecting **Step By Step** to be the first of many hit singles from the LP," said Garland, reflecting his company's confidence in the group.

Garland witnessed a performance by the band recently, and he said that much of the new material appeals not only to the group's hardline faithful, but their older brothers and sisters as well.

"The callout research at radio is beginning to reveal a strong upper demo response," he observed, "and this is a very natural progression for

the band. As the guys mature, so will their sound."

Elsewhere in the retail world:

Tim "Pigman" Comerford of Richman Brothers in Philadelphia says there are some real surprises brewing in the marketplace, led by - of all things - an instrumental guitar album. Whitesnake sidekick **Steve Vai's** latest LP, **PASSION AND WARFARE**, "is

really flying out of here," squealed the Pigman, who mentioned that **Vai** owes a debt of gratitude to labelmate **Joe Satriani** for breaking the solo guitar album jinx.

"They (RELATIVITY) have changed a lot of retailers' minds about the validity of these records, as most instrumental releases have (See **RETAIL** page 44)

EN VOGUE FINDS THE RIGHT MIX

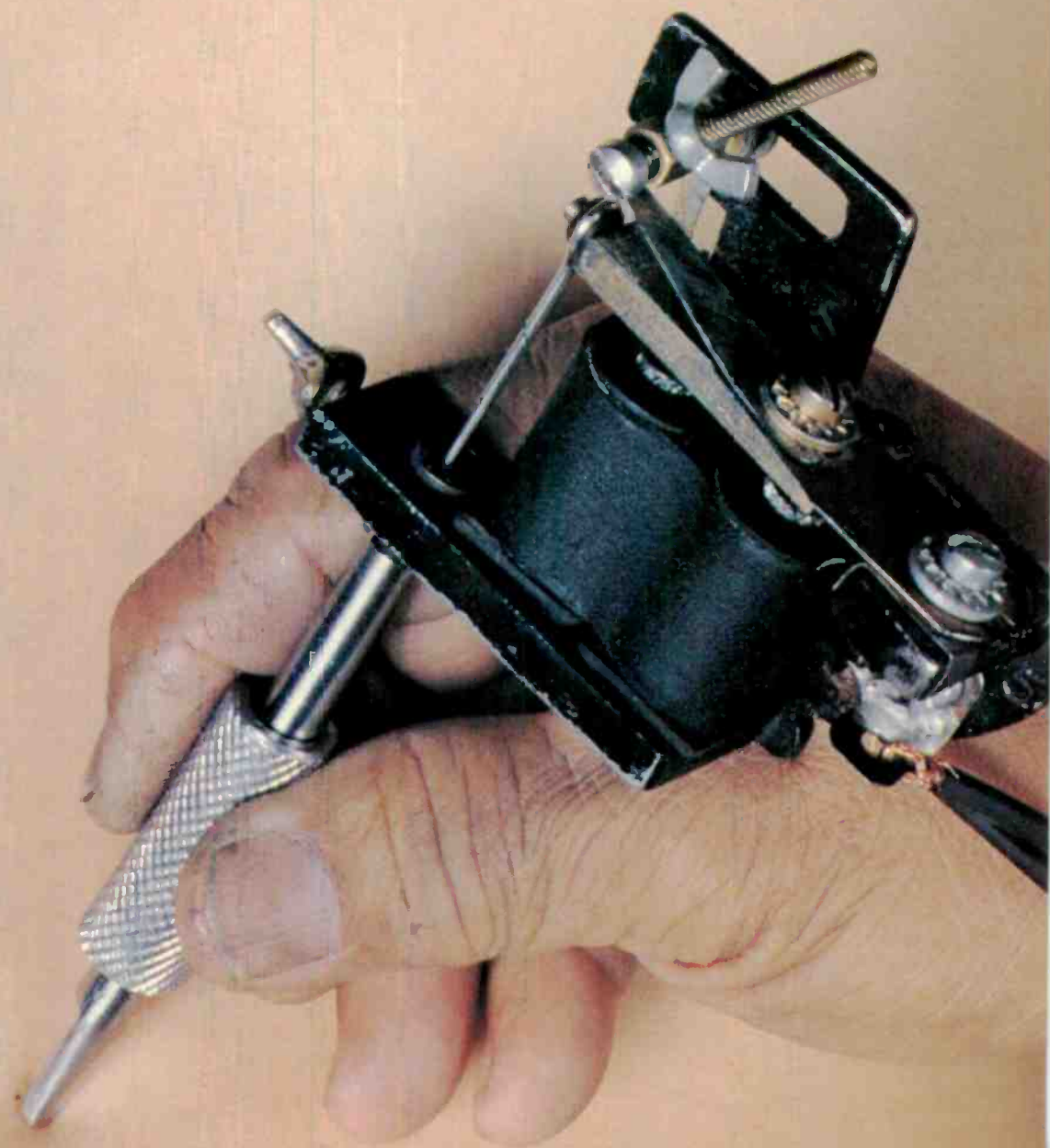
If you toss four separate ingredients into a vat and shake them indiscriminately, chances are the results will be mixed (no pun intended). **En Vogue**, ATLANTIC Records' quartet of silky smooth sirens, materialized under such inauspicious beginnings (the four scarcely knew each other when they first auditioned), yet managed to emerge with a vocal blend that the group's **Terry Ellis** deemed "an almost otherworldly miracle."



EN VOGUE: (L-R) Dawn Robinson, Terry Ellis, Cindy Herron, Maxine Jones.

Now the girls are employing their seamless, intermeshing harmonies to make scintillating pop fare, and with dazzling results: The group's first single, **Hold On**, is poised at number one on **HITMAKERS** Cross-over Top40 chart, and it looks as if the recent explosion at retail and Mainstream Top40 could lead to similar results on the Mainstream chart.

"We've always had the same approach to arranging our harmonies," says the perky **Ellis**. "We just go into (See **EN VOGUE** page 55)



AN INDELIBLE MARK IS ABOUT TO BE LEFT ON ROCK 'N' ROLL.



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MADONNA

As you've never heard her before.

The #1 Most Added Record In America This Week!



"Hanky Panky"

THE NEW SINGLE PRODUCED BY MADONNA AND PATRICK LEONARD

From the Platinum-Plus Album I'M BREATHLESS-Music From And Inspired By The Film DICK TRACY

Management: Freddy DeMann/DeMann Entertainment. ©1990 Sire Records Company



by Barry Fiedel
and Bob Greenberg

HENRY DROZ President/CEO, WEA Corp.

There aren't many constants in the ever-changing world of music, especially since the advent of rock 'n' roll, but if you had to find one person who was there through it all, look no further than WEA Corp.

President/CEO Henry Droz. For nearly 40 years Droz has had a first-hand view of the evolving music industry.

*In an exclusive **HITMAKERS** interview, Droz takes us from his warehouse days in Detroit to the present, and gives us his vision for the future.*

WELCOME TO THE **HITMAKERS** INTERVIEW.

First of all I feel very honored to be invited to do this interview. I have read past **HITMAKERS** interviews, and was especially impressed by the way in which Walter Yetnikoff wishes to be remembered.

HOW DID HENRY DROZ START HIS CAREER.

My career started out in a not-so-dazzling manner. I worked my way through college, and I started in a warehouse at the DECCA branch in Detroit, earning 97 cents an hour. Actually, it was dazzling to me - anything connected with music at that time was very dazzling to me. After graduation I left DECCA for a couple of months, but I really missed the excitement of the music business, so I returned for a booming \$65 a week. I became a branch manager in 1952, and I performed every conceivable function - warehouse, credit, buying, selling, managing, and most of all promotion. In those days we didn't have the luxury of a promotion department, so we really did it all as managers. I loved promotion most, especially taking artists around. The most memorable were Louis Armstrong, Sammy Davis Jr., Jane Morgan, Roger Williams, Sy Oliver, Gordon Jenkins, Paul Anka, Bobby Rydell, Fabian, Edie Gorme, Steve Lawrence, even Milton Berle, and so many more. It was really thrilling taking a new record around, knocking on the glass of the control room, being invited in by the disc jockey - who would immediately put it on the air based upon whatever credibility we had established with that disc jockey - and then running back to the office and hearing the telephones ring with orders. Those were very exciting days. I formed my own independent distributing company, Arc Distributing Company in Detroit, in 1954, and again I did everything. I attracted all the new labels starting at that time, and it was a very, very exciting time. It really was the birth and explosion of Rock 'n' Roll - the time of Chubby Checker, Danny and the Juniors, Fats Domino, the Supremes, the whole Motown sound, the Beatles, Dion, Ricky Nelson, and on and on. Those were happy years; not that the present years aren't happy, but those years in retrospect seem to be a little bit more exciting. I sold my distributing company to Handleman Company in 1962, and I stayed on to run it until 1972. At that time I was lured by Mo Ostin and Joel Friedman to join WEA, which had been formed in 1971, and that was the formation of all of the Warner Communication companies under a national branch system. I became president in 1977 upon the early passing of Joel Friedman. The foundation of



Henry Droz (center) and his wife, June (second from left), pictured with (L-R) Floyd Glinert, Tony Martell, and TV news commentator Charles Osgood.

WEA was pretty well in place, and my job was the easy task of building upon it.

WHAT CHANGES IN THE BUSINESS HAVE TAKEN PLACE THROUGH THOSE YEARS?

Changes - wow! From 78s to the LP to the 45 to reel-to-reel to stereo to four-track to eight-track to quad to cassette to CD - where do we go from here? I know a great deal of attention and anticipation has been devoted to DAT, but I believe as much attention should be directed to DCC - digital compact cassette - which Philips has been developing. I understand the DCC players will be introduced in 1991, and they offer digital sound and compatibility to play present cassettes - so nothing becomes really obsolete. Whatever prevails in the '90s, it will be looked upon as a digital decade. Also, don't overlook the laser videodisc as more players enter the marketplace.

WHAT ABOUT THE EVOLUTION OF THE BUSINESS?

The evolution of the business since World War II has been one of uninterrupted growth up until the late '70s and the early '80s. At that point we experienced some negative factors: first of all the demise of eight-track, secondly the maturing of the LP, thirdly the intrusion of video games which were taking up so much time of our consumers, and lastly some rather stale music. The positive factors came into play somewhere around 1983. The CD was introduced and was a tremendous boon; MTV took hold and opened up a whole new listening audience for recorded music, and there was a retail explosion. The growth of cassettes took place and finally replaced a void created by the demise of the eight-track. Video games declined. And along came an album by Michael Jackson called THRILLER, which opened up the horizons as to how many albums could really be sold. The following year was our own

PURPLE RAIN by Prince. From that time on there has been a steady, almost explosive growth.

CAN THAT GROWTH CONTINUE?

I believe it can continue and I believe it will continue. We've witnessed and encouraged incredible growth in the number of outlets where music can be purchased. The number of outlets in the large retail chains has more than doubled in the last five years, and based upon present growth plans for these chains, I think that rate of growth should definitely continue at least over the next five years. The CD growth has been explosive and phenomenal - it's nothing that we've ever experienced with any new configuration, and we've still got a long way to go. We're only at 20 percent penetration of households, and the projections over the next several years are straight up. Also, the impact of video - both for sale and rental - has been a perfect adjunct to the pre-recorded music business. Our retailers are in both businesses, and it has leveled the valleys that sometimes take place in the music business between major releases. People shopping for a *Batman* video are exposed to the latest music releases, and people shopping for Madonna are exposed to the latest video releases. So it works hand-in-hand, and I think that has strengthened the whole business.

WHAT ARE THE GROWTH AREAS TODAY?

Certainly the CD, and CD-5, which is the maxi single for the CD. The maxi cassette, after stumbling, is really taking hold. Music video is absolutely booming, and we're looking for very strong growth throughout the whole decade. The laser disc, and later into the '90s the digital compact cassette - or whatever form digital tape happens to take - will grow tremendously. Also, we have more labels, which equates to more music to attract the consumer.

(See DROZ page 10)

HENRY DROZ

(from page 9)

ALONG THE SAME LINES, DO YOU SEE ANYTHING HAPPENING WITH DISPLAY MATERIAL AT POINT OF PURCHASE?

Point of purchase material has always been important to us, but customer needs are changing, and we're going to have to change. The old means just don't work today, as our customers are opening stores that have particular themes and particular needs. In some places it's the mobile, in some places it's the shelf-talker, in some places it's the poster, but there's no general formula. It's a matter of looking at each customer and determining what their stores are like, and what display material fits those stores.

WE'VE GROWN OUT OF THE MOM AND POP STORES BEING SUCH AN IMPORTANT PART OF THE SUCCESS OF PROMOTING RECORDS. YOU USED TO GO INTO A RECORD STORE AND THEY WOULD PLAY THE NEW RECORDS FOR YOU, BUT WE DON'T HAVE MUCH OF THAT ANYMORE. HOW DO THE LARGER CHAIN STORES RELATE TO THE RECORD COMPANIES IN HELPING THEM PROMOTE THEIR PRODUCT?

First of all, I dispute that we don't have those stores anymore. It's true that the retail chains have become a major percentage of the total business, but we still have store openings that are taking place and new entrepreneurs entering the business. The LP, for example, which is no longer available in so many other locations, is still available in these smaller locations - they provide more personalized service, and I don't think you're seeing a demise of the small entrepreneur. I don't know that we call them "mom and pops" anymore, because some of them are opening fair-sized stores. But they have not disappeared. You do bring up a very good point, though, with regard to the question of how we continue to reach those stores that are part of a two hundred store chain. That's a communication problem that we're attacking both by telephone and by personal store visits. It's impossible to visit each store of a two hundred store chain, so we rely upon the main office of those stores to transmit the information for us. Then we take matters into our own hands, and we pass on the information directly to those stores.

HOW DOES WEA FIT IN TO THE GROWTH OF THE '90S?

The '80s were very good for us, and we believe we were good for the '80s. We plan to continue in the '90s. Obviously the sale of GEFLEN Records was a disappointment, because we have developed very warm and personal relationships with GEFLEN personnel. In the interim period, GEFLEN does remain a family member and will be treated as such. The WEA beat will go on, and the reactivation of REPRISE has already paid great dividends for the

Warner Bros. family. ELEKTRA Entertainment continues to break acts and take artists to new plateaus. ATLANTIC is having its biggest year with major artist development moves. ATCO has been reactivated with major success stories in 1990, and more to come. VIRGIN is hitting home runs, and gave birth to CHARISMA, which is off and running with a full schedule of releases planned. GIANT Records is now gearing up, and Irving Azoff's middle name is success. And most recently we warmly welcomed Peter Paterno and HOLLYWOOD Records. So we fully expect more music in 1990 and 1991 from our group than we have ever had. We're very proud of the labels we represent. They are committed to being full-fledged companies with very professional staffs, and we view our relationships with them as family relationships as well as business relationships. In a very competitive environment, there is a comradery at WEA that I doubt exists

anywhere else. Each of our labels has a unique personality, and we take pains to preserve and present that personality to the marketplace.

WHAT IS YOUR TOP PRIORITY AT WEA?

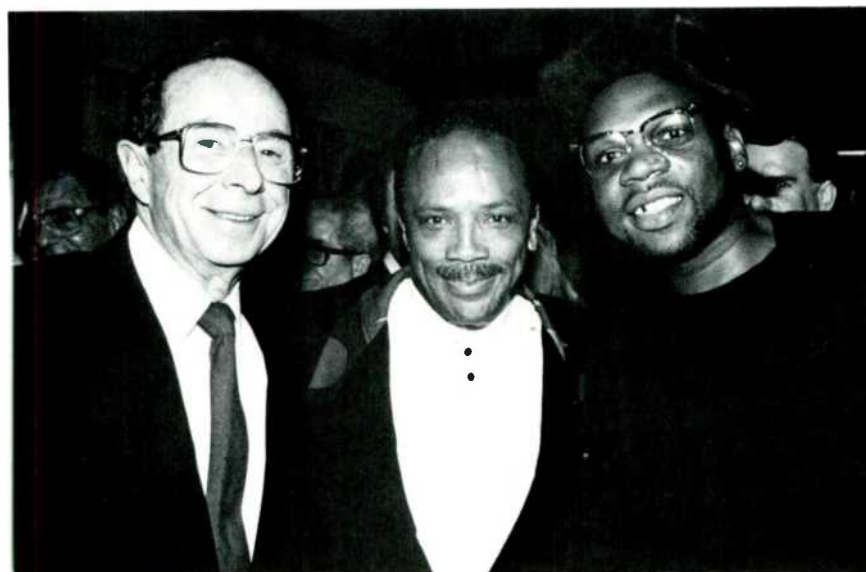
As with our competition, it's no secret that breaking acts is number one. I think our industry has done extremely well in this area, our competition included. The charts also show that our customers, our consumers, are hungry for new talent. I can go through a list of artists that we've developed over the past year and a half that certainly were unknown or were not household names at the beginning of that time: Travis Tritt, Jane Child, Faith No More, Black Crowes, Biz Markie, Ice T, Tommy Page, Damn Yankees, They Might Be Giants, Faster Pussycat, Gipsy Kings, Skid Row, Alannah Myles, Troop, En Vogue, Linear, Paula Abdul, Soul II Soul, The D.O.C., Lenny Kravitz, Michel'le, Julia Fordham, After 7, Mister Big, Big Daddy Kane, Keith Sweat, Kwame, Brent Bourgeois - and those are just ours. The new names that have exploded on the charts are what is going to make our industry continue to grow. The ability to break talent and the acceptance of that talent by the consumer is vital to the continued growth of our industry. The whole industry - WEA and our competitors included - have really contributed to it. We must continue to do that.

"You don't have to impress retailers with the importance of radio, but maybe we need to impress radio with the importance of retailers. We are in the same business. Radio should give as much attention to retail as retail gives to radio."

- Henry Droz



Above: WEA President/CEO Henry Droz (second from left) is pictured with his interviewers, HITMAKERS Publisher Barry Fiedel (left) and President Bob Greenberg, along with ELEKTRA Recording artist Anita Baker. Below: Droz shares a moment with Quincy Jones (center) and Jazzy B. of Soul II Soul.



RADIO HAS KIND OF TURNED ITS BACK ON RETAIL IN THE LAST FIVE YEARS, AND YOU MAY AGREE THAT THEY'RE MAKING QUITE A BIG MISTAKE IN DOING THAT. AS ONE OF THE DRIVING FORCES BEHIND THE RECORD BUSINESS, WHAT KIND OF ADVICE CAN YOU GIVE PROGRAMMERS ABOUT WHY THEY SHOULD START STUDYING RETAIL AGAIN?

Retail is very, very dependent upon radio. I don't know of any successful retailer that is not tuned in to what's happening at radio in every way, shape and form. You don't have to impress retailers with the importance of radio, but maybe we need to impress radio with the importance of retailers; that we are in the same business. I understand that radio looks upon itself as a specific business unrelated to retail, but I think radio should give as much attention to retail as retail gives to radio. We are really partners in this respect.

HAVE THERE BEEN ANY CHANGES SINCE THE MERGING OF TIME AND WARNER?

None negative, all positive. We continue to take advantage of all the business opportunities that make sense. There are no restrictions. The people to whom I've been introduced are astute, professional, and very understanding of our business, and I believe we are more attractive because of the association.

IF YOU STARTED OUT AT 97 CENTS AN HOUR, HOW MUCH DO YOU MAKE NOW?

None of your damn business, but I put in a lot of overtime. **HM**

"All I Do Is Think Of You"

TROOP

KMEL (Add#19) hot
KS104 #25
FM102 #25

KITY #29
KROY
WPGC (17-10 hot)

WCKZ D#36
KJMZ #27
HOT105 (2-1)

KOY95 (Add)

R&R R&B: 4-1

HOSH GURELI, MD, KMEL

"Already #1 females 16-27 and top ten in the second week of callout! It's new in power rotation and looks like a SMASH!"

"Live It Up"

CROSBY, STILLS & NASH

HITMAKERS HOT STATS: NATIONAL ROCK RADIO: 24-17

Adds:
WTBX
KQXT
WKFR

Breaking At:
Q95
KXYQ

Debuts:
KRZR #25
WOKI #29
XL106.7 #35

KZZU #39
KFMW #40

Exploding... WZZU (25-18 hot)!!! KTUX (35-30)!!! KNIN (40-37)!!!

MTV Medium Rotation!

R&R AOR: 12-9*

Tour Coming To Your Town Soon!

"Tic Tac Toe"

KYPER

HITMAKERS HOT STATS: A CRUSADE! A HITBOUND!

Adds:
POWER PIG #39
B96
WHYT

KLUC
WZZG
KSMB

Debuts:
Q106 #24
HOT99.9 #25
Y107 #35

Breaking At:
WZKZ
KPRR

"Walks Like A Woman"

BATON ROUGE

HITMAKERS HOT STATS: NATIONAL ROCK RADIO: #4

Early Believers: KRZR!!! KFBQ!!!

R&R AOR TRACK: 25* with Top 5 Requests!

ON YOUR DESK FOR ADDS MONDAY JUNE 18TH...

ST. PAUL

"Stranger To Love"
So hot WKBQ, St. Louis
couldn't wait!



PAJAMA PARTY

"Living Inside Your Love"
Hot new ballad of the
summer!

BILLY IDOL EXPLODES!



"CRADLE OF LOVE"

Produced by KEITH FORSEY Mgmt:
TONY DIMITRIADES and ERIC
BARRETT for East End Mgmt.

HITMAKERS MAINSTREAM TOP40: 30-25
TOP 15 ALBUM SALES NATIONALLY!
NATIONAL SINGLES SALES: 20-12!

Added At:
WDFX #25!!!
Y95 #30!!!
KRBE #29!!!
KBEQ #20!!!
PRO-FM #34!!!
KCPX #21!!!
KISN!!!

WPLJ (#17)
PIRATE (12-7)
Z95 (25-19)
KEGL (6-3)
WXKS (29-20)
WPGC (13-9)
KNRJ (#31)
KKBQ (26-24)
PWR99 (15-11)
KUBE (23-21)

KBQ (15-13)
B94 (D#28)
KEYZ (26-18)
WPHR (D#22)
Y108 (D#30)
KKRZ (29-23)
KXYQ (10-8)
KWSS (20-18)
WGH (18-12)
KSAQ (25-21)

WZPL (12-9)
HOT94.9 (10-9)
WZZG (D#34)
XL106.7 (19-16)
WJRZ (13-12)
WKZL (24-18)
CKOI (14-9)
WNCI (13-9)
KPLZ (On)
and more

MIKE EASTERLIN, MD, Y95

"Doing well in Dallas with all demos. A GREAT Rock record for all ages!"

RAY MARINER, MD, WZZG

"The hot buzz on the video is making this a hit! If you need a loud rocker, this is it!"

SLAUGHTER



"UP ALL NIGHT"

Produced by DANA STRUM and
MARK SLAUGHTER
Mgmt: BUDD CARR/
The Carr Co.

MAINSTREAM TOP40: 44-39
TOP 25 ALBUM SALES NATIONALLY!
TOP 30 SINGLE SALES NATIONALLY!
A CRUSADE! A HITBOUND!

PIRATE (5-4)
THE FOX (6-5)
WHYT (10-14)
KEGL (7-6)
Y95 (20-17)
KBQ (Add #39)
B94 (6-5)
WPHR (#23)
KXYQ (15-13)

KBEQ (22-18)
Q102 (35-31)
KSAQ (#24)
WGTZ (Add #30)
WKZL (14-12)
95XIL (31-27)
99WGY (16-14)
G98 (30-27)
KFBQ (18-11)
KGGG (12-10)
KHSS (D#34)
KIQY (27-18)
KJLS (16-12)

KNEN (D#39)
KQKY-FM (27-19)
KTUX (18-14)
WAEB-FM (D#38)
WBEC-FM (Add)
WDEK (27-24)
WHDQ (Add)
WHHY-FM (29-26)
WHTO (39-34)
WIKZ (Add)
WIXX (33-26)
WKDD (13-11)
WKFR (10-8)
WKSF (12-9)
WLXR (25-19)
WNOK-FM (29-27)

WNYP (28-24)
WPFM (D#40)
WPST (D#34)
WPXR (12-12)
WQUT (D#34)
WRQN (D#27)
WRVQ (21-14)
WSKZ (25-19)
WSPT (D#24)
WTHT (21-16)
WWFX (28-25)
WWRB (11-6)
WYCR (17-13)
Y104 (27-23)
ZFUN106 (18-12)
and more

JIM ATKINSON, MD, KBQ

"The band made an appearance in town recently that generated a lot of response. After checking sales, we found both the LP and single in the top ten!"

Chrysalis®

MAINSTREAM TOP 40

LW-TW

- 2-1 ROXETTE "It Must Have Been Love" (EMI)
- 5-2 PHIL COLLINS "Do You Remember" (ATLANTIC)
- 7-3 NEW KIDS ON THE BLOCK "Step By Step" (COL)
- 6-4 BELL BIV DEVOE "Poison" (MCA)
- 3-5 WILSON PHILLIPS "Hold On" (SBK)
- 1-6 M.C. HAMMER "U Can't Touch This" (CAPITOL)
- 9-7 TAYLOR DAYNE "I'll Be Your Shelter" (ARISTA)
- 8-8 RICHARD MARX "Children Of The Night" (EMI)
- 12-9 GLENN MEDEIROS f./B. Brown "She Ain't..." (MCA)
- 11-10 AFTER 7 "Ready Or Not" (VIRGIN)
- 15-11 DEPECHE MODE "Enjoy The Silence" (SIRE/REP)
- 4-12 MADONNA "Vogue" (SIRE/WARNER BROS)
- 18-13 MICHAEL BOLTON "When I'm Back..." (COL)
- 16-14 LOUIE LOUIE "Sittin' In The Lap..." (WTG/EPIC)
- 19-15 TYLER COLLINS "Girls Nite Out" (RCA)
- 17-16 DIGITAL UNDERGROUND "Humpty Dance" (TB)
- 20-17 JOHNNY GILL "Rub You The Right Way" (MOT)
- 22-18 NIKKI "Notice Me" (Geffen)
- 26-19 EN VOGUE "Hold On" (ATLANTIC)
- 21-20 BRENT BOURGEOIS "Dare To Fall..." (CHAR)
- 29-21 MARIAH CAREY "Vision Of Love" (COLUMBIA)
- 10-22 JUDE COLE "Baby, It's Tonight" (REPRISE)
- 13-23 HEART "All I Wanna Do Is Make Love..." (CAPITOL)
- 25-24 ELTON JOHN "Club At The End Of..." (MCA)
- 30-25 BILLY IDOL "Cradle Of Love" (CHRYSALIS)
- 27-26 ALANNAH MYLES "Love Is" (ATLANTIC)
- 31-27 GO WEST "King Of Wishful Thinking" (EMI)
- 14-28 JANET JACKSON "Alright" (A&M)
- 23-29 LINEAR "Sending All My Love" (ATLANTIC)
- 34-30 TOMMY PAGE "When I Dream Of You" (SIRE/WB)
- 38-31 LISA STANSFIELD "You Can't Deny It" (ARISTA)
- 37-32 DEL AMITRI "Kiss This Thing Goodbye" (A&M)
- 24-33 GIANT "I'll See You In My Dreams" (A&M)
- 43-34 SNAP "The Power" (ARISTA)
- 39-35 GEORGE LAMOND "Bad Of The Heart" (COL)
- 49-36 MOTLEY CRUE "Don't Go Away..." (ELEKTRA)
- 48-37 MELLOW MAN ACE "Mentiroso" (CAPITOL)
- 28-38 WHISTLE "Always & Forever" (SELECT)
- 44-39 SLAUGHTER "Up All Night" (CHRYSALIS)
- NEW-40 SEDUCTION "Could This Be Love" (VEND/A&M)
- 32-41 B-52's "Deadbeat Club" (REPRISE)
- 33-42 PARTNERS IN KRYME "Turtle Power" (SBK)
- NEW-43 SWEET SENSATION "If Wishes Came True" (ATCO)
- NEW-44 BAD ENGLISH "Possession" (EPIC)
- 35-45 MICHEL'LE "Nicety" (RUTHLESS/ATCO)
- 40-46 SINEAD O'CONNOR "Nothing Compares..." (CHRYSS)
- 47-47 ZZ TOP "Doubleback" (WB)
- NEW-48 MADONNA "Hanky Panky" (SIRE/WB)
- 42-49 ROD STEWART "This Old Heart" (WB)
- 41-50 EXPOSE "Your Baby Never Looked Good..." (ARISTA)

MOST ADDED

- 141 • MADONNA "Hanky Panky" (SIRE/WB)
- 107 • AEROSMITH "The Other Side" (Geffen)
- 101 • BRUCE HORNSBY "Across The River" (RCA)
- 99 • HEART "I Didn't Want To Need You" (CAPITOL)
- 67 • ANITA BAKER "Talk To Me" (ELEKTRA)
- 67 • SWEET SENSATION "If Wishes Came True" (ATCO)
- 60 • SINEAD O'CONNOR "Emperor's New Clothes" (CHRYSS)
- 55 • BROTHER BEYOND "The Girl I Used To Know" (EMI)
- 47 • BABYFACE "My Kinda Girl" (SOLAR/EPIC)
- 45 • SEDUCTION "Could This Be Love" (VENDETTA/A&M)

HITBOUNDS

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

NATIONAL BREAKOUTS

- 156 • MADONNA "Hanky Panky" (SIRE/WB)
- 130 • SEDUCTION "Could This Be Love" (VENDETTA/A&M)
- 113 • JANE CHILD "Welcome To The Real World" (WB)
- 111 • BRUCE HORNSBY "Across The River" (RCA)
- 108 • AEROSMITH "The Other Side" (Geffen)
- 103 • HEART "I Didn't Want To Need You" (CAPITOL)

- 91 • GEORGE LAMOND "Bad Of The Heart" (COLUMBIA)
- 86 • BABYFACE "My Kinda Girl" (EPIC)
- 82 • DIGITAL UNDERGROUND "The Humpty Dance" (TOMMY BOY)
- 82 • KEITH SWEAT "Make You Sweat" (ELEKTRA)
- 79 • SNAP "The Power" (ARISTA)
- 77 • BROTHER BEYOND "The Girl I Used To Know" (EMI)
- 69 • ANITA BAKER "Talk To Me" (ELEKTRA)
- 60 • MELLOW MAN ACE "Mentiroso" (CAPITOL)
- 60 • SINEAD O'CONNOR "Emperor's New Clothes" (CHRYSALIS)
- 58 • THE LIGHTNING SEEDS "Pure" (MCA)
- 53 • DANGER DANGER "Bang Bang" (IMAGINE/EPIC)
- 53 • SLAUGHTER "Up All Night" (CHRYSALIS)
- 52 • SEIKO and Donnie Wahlberg "The Right Combination" (COLUMBIA)
- 46 • TONY! TONI! TONE! "The Blues" (WING/POLYDOR)
- 37 • L.A. GUNS "Ballad Of Jayne" (POLYDOR)
- 36 • A'ME LORAIN "Follow My Heartbeat" (RCA)
- 34 • FAITH NO MORE "Epic" (SLASH/REPRISE)
- 34 • THE U-KREW "Let Me Be Your Lover" (ENIGMA)
- 32 • MODERN ENGLISH "I Melt With You" (TVT)
- 30 • THE BLACK CROWES "Jealous Again" (DEF AMERICA/Geffen)
- 30 • LITTLE CAESAR "Chain Of Fools" (DGC)
- 29 • ALISHA "Bounce Back" (MCA)
- 26 • SOUL II SOUL "A Dreams A Dream" (VIRGIN)
- 25 • BRAT PACK "I'm Never Gonna Give You Up" (VENDETTA/A&M)
- 25 • CROSBY, STILLS & NASH "Live It Up" (ATLANTIC)
- 25 • JOE COCKER "What Are You Doing With A Fool Like Me?" (CAPITOL)
- 24 • THE LONDON QUIREBOYS "7 O'Clock" (CAPITOL)
- 23 • MAXI PRIEST "Close To You" (CHARISMA)
- 22 • 49ERS "Don't You Love Me?" (4TH & B'WAY/ISLAND)
- 22 • MIDNIGHT OIL "Forgotten Years" (COLUMBIA)
- 18 • JOEY KID "Counting The Days" (ATLANTIC)
- 18 • KISS "Rise To It" (MERCLRY)
- 15 • JEFF LYNNE "Every Little Thing" (REPRISE)
- 14 • M.C. HAMMER "Have You Seen Her" (CAPITOL)
- 12 • ADAM ANT "Rough Stuff" (MCA)
- 12 • GLORIA ESTEFAN "Cuts Both Ways" (EPIC)
- 12 • KYPER "Tic Tac Toe" (ATLANTIC)
- 11 • BELL BIV DEVOE "Do Me" (MCA)
- 11 • JIMMY RYSER "Same Ol Look" (ARISTA)
- 11 • JOHNNY GILL "My My My" (MOTOWN)
- 11 • WEST COAST RAP ALL-STARS "We're All In The Same Gang" (WB)



Jane Child



"Welcome To The Real World"

**HITMAKERS HOT STATS:
A NATIONAL BREAKOUT
WITH 113 ACTIVE MENTIONS!!**

DON O'NEAL, Asst PD, WCKZ - "The new mix with that Jack Swing sound really opens up this record to the Crossover format!"

WXKS-FM (35-32)
Q107 (30-26)
KNRJ (32-27)
KISS98.5 (17-9)
KRBE (25-22)
KUBE (D#29)

KBQ (22-16)
POWER PIG (30-28)
KKFR (Add)
Y108 (Add)
KKRZ (30-26)
HOT97.7 (D#35)

KWSS (26-24)
KWOD (40-36)
B97 (#23)
KSAQ (D#30)
WCKZ-FM (D#36)
WZZG (33-31)

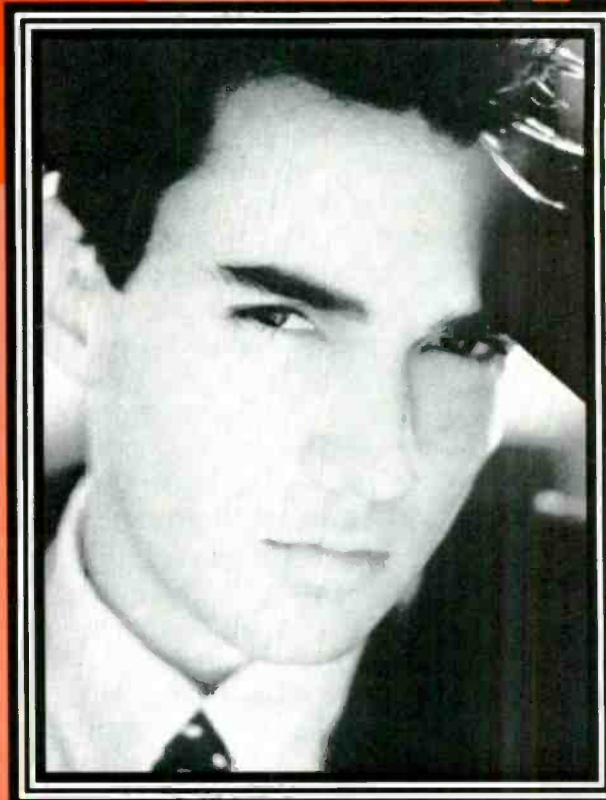
XL106.7 (35-32)
98PXY (27-25)
WDJX (#25)
WKZL (#32)
and more

Tommy Page



"When I Dream Of You"

**HITMAKERS HOT STATS:
MAINSTREAM TOP40 CHART: 34-30
CROSSOVER TOP40 CHART: 27-25**



RAY MARINER, MD, WZZG - "Working well, upper demo female requests. This is not just a teen around!"

BRETT DUMLER, PD/MD, Z99 - "A cool, smooth, jam that not only sounds great on the air but requests well 18-34 demos!"

WPLJ (20-18)
B96 (30-28)
WHYT (#11)
KNRJ (19-16)
KKBQ (29-27)
KRBE (22-19)
PWR96 (Add)
WBLI (23-20)
KPLZ (22-19)
KUBE (#16)

Q106 (25-30)
KDWB-FM (#24)
Q105 (22-20)
KOY95 (#14)
KZZP (22-20)
Y108 (#24)
KKRZ (#16)
HOT102 (15-12)
PRO-FM (#29)
HOT97.7 (32-30)

FM102 (25-23)
KROY (22-18)
KWOD (#-21)
Q102 (29-24)
B97 (11-10)
KCPX (10-9)
KISN (25-21)
WMJQ (17-15)
KC101 (#16)
WKSS (#26)

WTIC (33-31)
WCKZ-FM (9-9)
WZZG (19-16)
Y107 (21-18)
Z99 (#23)
WKZL (28-25)
and more



HORNSBY'S SAILING...AEROSMITH'S ON THE OTHER SIDE!

THIS WEEK'S MOST DISCOVERED:

1. BRUCE HORNSBY "Across The River" (RCA)	27
2. AEROSMITH "The Other Side" (Geffen)	19
3. MADONNA "Hanky Panky" (Sire/Warner Bros.)	18
4. SINEAD O'CONNOR "Emperor's New Clothes" (Chrysalis)	16
5. HEART "I Didn't Want To Need You" (Capitol)	15
6. ANITA BAKER "Talk To Me" (Elektra)	13
7. BROTHER BEYOND "The Girl I Used To Know" (EMI)	12
FAITH NO MORE "Epic" (Slash/Reprise)	12

THE UP-AND-COMERS

Our faith in FAITH NO MORE (boy, was *that* easy) appears to have been well founded as the record picks up 18 new adds and a dozen more Discoveries. As for last week's other U&Cs, HORNSBY speaks for itself with 101 adds, MAXI PRIEST snares 18, and TONY! TON! TONE! keeps on a-rollin' with ten.

For next week, keep a close eye on ANITA BAKER's latest, which is causing quite a stir among our esteemed Crossover Top40 programmers. WILSON PHILLIPS picks up solid support for the followup to their #1 smash. Watch for KYPER to explode next week, while STEVIE B, M.C. HAMMER and BABYFACE all look like comers.

RICH ANHORN, MD at KWSS, San Jose sez, "GLORIA ESTEFAN *Cuts Both Ways* (EPIC) is the type of GREAT ballad that we always make room for! Also, WILSON PHILLIPS *Release Me* (SBK) is a GREAT followup. After seeing the video, I'm convinced this will be as good as *Hold On!* For a song that sounds perfect on the air, play PROPAGANDA *Heaven Give Me Words* (CHARISMA)! A GREAT record to drive with is BRUCE HORNSBY *Across The River* (RCA)! And AEROSMITH *The Other Side* (Geffen) is pure AEROSMITH! It's a GREAT summer HIT!"

TODD CAVANAH, MD at B96, Chicago sez, "Our #1 testing record in Chicago is ALE *Stop Me If I Fall In Love* (VENETTA/A&M)! THE BRAT PACK *I'm Never Gonna Give You Up* (VENETTA/A&M) is a SMASH! This tune really fits out format! Lastly, check out the new STEVIE B *Love & Emotion* (LMR/RCA)! STEVIE's back with a HOT tune!"

AL TAVERA, Asst. PD/MD at POWER106, Los Angeles sez, "The MICMAC Records office brings yet another GREAT Hispanic crossover record with First Time Love by TIANA! M.C. HAMMER *Have You Seen Her* (CAPITOL) is reacting, and LINEAR is strong with *Don't You Come Cryin'* (ATLANTIC)!"

WILLY B, PD at KWOD, Sacramento sez, "Do Me by BELL BIV DEVOE (MCA) has that familiar sound and a HIP image! And a GREAT record is M.C. HAMMER *Have You Seen Her* (CAPITOL)! This tune is perfect for all dayparts!"

MICHAEL MARTIN, MD at KIIS-FM, Los Angeles sez, "Check out Jerk Out by THE TIME (REPRISE)! If you can get a hold of this song, PLAY IT! A perfect female summertime record is ICEY JAYE *It's Just A Girl Thing* (ARISTA)! A definite listen is KOOL SKOOL *My Girl* (CAPITOL)! Very hip - very cool! Lastly, DEPECHE MODE *Policy Of Truth* (SIRE/REPRISE) is a GREAT followup!"

MICHAEL NEWMAN, MD at ENERGY96.5, Houston sez, "It's something I can't play, but BRUCE HORNSBY *Across The River* (RCA) is an absolute KILLER! Watch STEVIE B explode with *Love & Emotion* (LMR/RCA)! Now that RCA Records is behind him, there will be no stopping this B-boy! A cool tune is THE PARTY *Summer Vacation*, the debut project for HOLLYWOOD Records! A real melodic song that's reminiscent of *Bust A Move!*"

JEFF McCARTNEY, PD at KROY, Sacramento sez, "BLACK FLAME *Watching You* (COLUMBIA) sounds so good on the air! MAXI PRIEST *Close To You* (CHARISMA) has that male Soul II Soul sound! M.C. HAMMER *Have You Seen Her* (CAPITOL) is already blowing out the phones! This song will take him totally mass appeal! While *Spread Your Wings* is still a power in Sacramento, TROOP's latest *All I Do Is Think Of You* (ATLANTIC) is even better! BIG club reaction already on *Don't You Love Me?* by THE 49ERS (4TH & B'WAY/ISLAND) and THE CREW *Get Dumb (Shake Your Body)* (VENETTA/A&M)!"

DON O'NEAL, Asst. PD at WCKZ-FM, Charlotte, NC sez, "STEVIE B *Love & Emotion* (RCA) is really much more mass appeal than his previous songs - which were more restricted! *Doowhutchyalike* by DIGITAL UNDERGROUND (TOMMY BOY) is already happening! Expect this band to be around for a long time! Two LP cuts to check out are *Opps Up* by SNAP (ARISTA) and *Pray* by M.C. HAMMER (CAPITOL) - this guy has coliseum material!"

MIKE SNOW, MD at KKBQ, Houston sez, "FAITH NO MORE *Epic* (SLASH/REPRISE) is Rap/Rock fusion at its best! Check out KID FROST *La Raza* (VIRGIN)! Does this label have a Rap hit? You bet! BAD ENGLISH *Possession* (EPIC) is a sleeper! *Hanky Panky* by MADONNA (SIRE/WARNER BROS.) is already blowing out phones! If you're not on it...GET ON IT!"

HOSH GURELI, MD at KMEL, San Francisco sez, "What time is it? Hammer time? How about the *real* Time? Jerk Out by THE TIME (REPRISE) is classic Jimmy Jam, Terry Lewis and Morris Day. A bonafide SMASH! Into power for four days at KMEL before the C&D! STEVIE B *Love & Emotion* (LMR/RCA) sounds GREAT! He's definitely updated his style with the sound of now! Should be a HUGE record with the RCA push! MAXI PRIEST *Close To You* (CHARISMA) - forget about anything else this guy has done in the past! This one's for real! I LOVE it! Also, an excellent image record for a Dance Top40 is *The Root Is On Fire* by WES BAM (Import) - it smokes!"

BRIAN WHITE, PD at FM102, Sacramento sez, "VIRGIN Records has the perfect HIT for our market with *La Raza* by KID FROST! Everyone knows about *Have You Seen Her* by M.C. HAMMER (CAPITOL), so check out LP cut *Pray* - it's HOT! TROOP *All I Do Is Think Of You* (ATLANTIC) is smooth, as is *My My My* by JOHNNY GILL (MOTOWN) - the perfect followup to his sizzling debut!"

MARK LOBEL, MD at WBLI, Long Island sez, "It sounds just like ANITA - *Talk To Me* by ANITA BAKER (ELEKTRA) is more of that signature, smooth and silky sound! BRUCE HORNSBY is definitely back with a winner with *Across The River* (RCA)! Lastly, all I can say about MADONNA's *Hanky Panky* (SIRE/WARNER BROS.) is MADONNA, spank me!"

JOEY GIOVINGO, MD at B97, New Orleans sez, "HEART *I Didn't Want To Need You* (CAPITOL) is a good uptempo followup to *All I Wanna Do*. If you've got the entire record, check out *Stranded* - we like it a lot and feel it could eventually be the BIGGEST hit off the album! WILSON PHILLIPS *Release Me* (SBK) is another good followup record! They're destined to have another BIG hit with this one! ANITA BAKER has come back with another HUGE adult record, so listen to *Talk To Me* (ELEKTRA). It's a good daytime record. And *Have You Seen Her* by M.C. HAMMER (CAPITOL) is a solid track and should prove to be a BIG tune!"

TOM POLEMAN, Asst. PD/MD at KC101, New Haven sez, "Are you looking for a good adult grabber? If so, you need PROPAGANDA *Heaven Give Me Words* (CHARISMA)! It's a nice adult record! SINEAD O'CONNOR has released a second track from her album called *Emperor's New Clothes* (CHRYSALIS)! It's a GREAT upbeat balance record with seriously potent lyrics! *My Kinda Girl* by BABYFACE (SOLAR/EPIC) is going to be another SMASH! You can't deny this guy - he's smooth! Here's a record that's doing extremely well and should be HUGE - SNAP *The Power* (ARISTA)! It has strong sales numbers and it's time radio picked up on it. If you're thinking about it - do it!"

BOB LaBORDE, Asst. PD/MD at KCPX, Salt Lake City sez, "GLORIA ESTEFAN *Cuts Both Ways* (EPIC) is GREAT! GLORIA is a core artist for Salt Lake City, and our listeners LOVE her ballads! NEW KIDS ON THE BLOCK are pulling BIG nighttime phones for cuts *Valentine Girl* and *Tonight* (COLUMBIA)! Lastly, HEART *I Didn't Want To Need You* (CAPITOL) has another winner! Diane Warren strikes again!"

DWAYNE WARD, PD at WZZG, Charlotte sez, "KYPER *Tic Tac Toe* (ATLANTIC) is a very cool tune! Very hooky and instantly familiar! MELLOW MAN ACE *Mentiroso* (CAPITOL) is shaping up to be a BIG reaction record - check it out! And a GREAT ballad from BAD ENGLISH with *Possession* (EPIC)!"

HAWK HARRISON, MD at Y107, Nashville sez, "JEFF LYNNE *Every Little Thing* (REPRISE) feels like the '70s! Also, TIMMY T *What Will I Do* (QUALITY) is a GREAT followup that will be BIGGER than the last! And a good eye-opener for demos 18-34 is KYPER *Tic Tac Toe* (ATLANTIC)! Listen to the lyrics - they'll shock you!"



del Amitri

"Kiss This Thing Goodbye"

Produced by MARK FREEGARD
Management: BOB CAVALLO/Roven-Cavallo Management

HITMAKERS HOT STATS: MAINSTREAM TOP40 CHART: 37-32

PIRATE (#18)
Q101 (24-20)
Z95 (Add)
Q95 (#19)
WXKS-FM (26-24)
Q107 (29-25)
KPLZ (26-23)

KUBE (#18)
KBQ (23-19)
B100 (20-13)
B94 (D#30)
WKTJ (#12)
KWSS (22-20)
WGH (Add #24)

WNVZ (#25)
KSAQ (19-16)
HOT94.9 (#23)
KISN (15-13)
MAJIC102 (#24)
KC101 (D#30)
WZZG (35-33)

XL106.7 (25-20)
98PXY (#24)
WKZL (#33)
and more

SEDUCTION

"Could This Be Love"



**A NATIONAL BREAKOUT
THIS WEEK WITH 130
ACTIVE MENTIONS!!!**

**HITMAKERS HOT STATS:
MAINSTREAM TOP40 CHART: NEW 40
CROSSOVER TOP40 CHART: NEW 33**

Produced and arranged by ROBERT CLIVILLES and DAVID COLE for Cole/Clivilles Music Enterprises

MICHAEL MARTIN, MD, KIIS-FM - "This record is an all day-part smash!"

HOT97 (33-30)
WPLJ (33-31)
KIIS-FM (#27)
KMEL (30-27)
X100 (D#30)
WIOQ (D#29)
WMXD (D#29)
100.3JAMZ (Add)
WXKS-FM (D#28)
WZOU (Add #29)

WAVA (28-25)
KNRJ (D#37)
KKBQ (Add)
KRBE (29-25)
KUBE (D#28)
KHTK (Add)
B100 (Add)
Q106 (29-23)
Z90 (31-23)
WLOL (Add #32)

WMXP (Add)
WFLZ (37-34)
KKFR (Add #29)
KKFR (Add #29)
KOY95 (Add #26)
KZZP (Add)
KS104 (21-18)
Y108 (28-23)
KKRZ (D#28)
HOT102 (31-28)

PRO-FM (35-33)
FM102 (Add #30)
KROY (D#29)
Q102 (Add #34)
WGH (Add #31)
WNVZ (D#30)
KGGI (Add)
B97 (27-25)
KITY (30-26)
WZPL (Add #26)

WKSE (D#28)
WTIC-FM (D#40)
WCKZ-FM (29-17)
98PXY (30-28)
Y107 (30-27)
KJ103 (D#30)
Z99 (#31)
WDJX (D#28)
and more

Brat Pack

"I'm Never Gonna Give You Up"

Produced by ROBERT CLIVILLES and DAVID COLE Mgmt: ROBERT GORDON

HITMAKERS HOT STATS: A HITBOUND! A CRUSADE!

BOB LEWIS, Asst PD/MD, KRNQ - "The best song I've heard in more than a year! "I'm Never Gonna Give You Up is THE perfect pop record! Uptempo, fun, hook-filled, this song will quickly become familiar with your audience!"
TODD CAVANAH, MD, B96 - "A smash! This tune really fits our format!"

B96 (Add)
KPLZ (Add)
Z90 (#27)

WLOL-FM (Add)
POWER PIG (Add)
KROY (Add)

HOT94.9 (Add)
WCKZ-FM (Add)
and more



MARK JACKSON, Asst. PD/MD at WHYT, Detroit sez, "Check out Walking On Sunshine by **FAX YOURSELF** (4 PM)! This record was around last year and now I think it could translate as a REAL record! **FAITH NO MORE** Epic (SLASH/REPRISE) deserves another mention - top five phones with two weeks of play! This huge record combines ALL elements! Check out **JAMTRONIX** Another Day In Paradise (Import)! It's a funky remake of the Phil Collins tune with female vocals! Lastly, be on the lookout for a new **TONE LOC** single off the *Ford Fairlane* soundtrack (ELEKTRA)! I'm not sure of the single's title, but it has riffs of a Santana hook!"

MICHAEL POWERS, MD at WZPL, Indianapolis sez, "**ANITA BAKER** Talk To Me (ELEKTRA) is a GREAT song! It's ANITA! A good AOR song is **AEROSMITH** The Other Side (Geffen)! Also, a good Mainstream Rock record is **JEFF LYNNE** Every Little Thing (REPRISE)! We're already playing **BRUCE HORNSBY** Across The River (RCA) on the air, and it's getting BIG results! **HEART** I Didn't Want To Need You (CAPITOL) is a SMASH! Another that will be HOT is **POISON** Unskinny Bop (CAPITOL)! Play it! And slap **MADONNA** Hanky Panky (SIRE/WARNER BROS.) on the air before you get behind!"

RICK STONE, PD/MD at MIX105.1, Orlando sez, "**WILSON PHILLIPS** Release Me (SBK) will be a top ten record! A smooth song is **ANITA BAKER** Talk To Me (ELEKTRA)! **M.C. HAMMER** Have You Seen Her (CAPITOL) gives him broad appeal! And check out **BABYFACE** My Kinda Girl (SOLAR/EPIC)!!!"

CAROLYN ROBBINS, MD at 100.3JAMZ, Dallas sez, "The new **STEVIE B** Love & Emotion (LMR/RCA) is AWESOME! A must listen! Another mass appeal SMASH is **MAXI PRIEST** Close To You (CHARISMA)! This tune needs a Dance remix, but it's good! **KYPER** Tic Tac Toe (ATLANTIC) has potential to be BIG! Check out this fun tune! Lastly, a Rap that's perfect for mix shows - **MASTER ACE** Me & The Biz (COLD CHILLIN')!"

RANDY IRWIN, MD at KUBE, Seattle sez, "**SINEAD O'CONNOR** Emperor's New Clothes (CHRYSALIS) is a smoking followup - check it out! **BROTHER BEYOND** The Girl I Used To Know (EMI) is a GREAT uptempo summer JAM! **A'ME LORAIN** is back with a solid followup, Follow My Heartbeat (RCA)! The first one took a while to kick in but when it did, it was a SMASH! This one should follow suit! And **THE BELOVED** Time After Time (ATLANTIC) is a good image record!"

DAVE ELLIOTT, Asst. PD/MD at WAVA, Washington, D.C. sez, "Three records that will come home BIG are **BABYFACE** My Kinda Girl (SOLAR/EPIC), **BELL BIV DEVOE** Do Me (MCA) and **MADONNA** Hanky Panky (SIRE/WARNER BROS.)!!!"

GUY BROUILLARD, MD at CKOI, Montreal sez, "Check out **HUMAN RADIO** Me And Elvis (COLUMBIA)! This stands out as something uniquely FRESH with a GREAT summertime sound! I don't know if COLUMBIA Records is working this, but I think they should! Also, we've been on **SINEAD O'CONNOR** Emperor's New Clothes (CHRYSALIS) for two weeks and it's GREAT! No, it's not going to do what Nothing Compares 2 U did, but what could? It's incredible in its own right! **LITA FORD** Hungry (DREAMLAND/RCA) integrates some nasty guitar and LITA's brassy attitude with some GREAT dancey synthesizers! Shades of those GREAT ZZ Top songs that used the formula so well! And **HOTHOUSE FLOWERS** Give It Up (POLYDOR) doesn't sound Irish - this solid and powerful track is more Springsteen-ish! Another good summer record!"

GARY MICHAELS, MD at KISN, Salt Lake City sez, "Check out **JIMMY RYSER** Same Ol' Look (ARISTA)! What can I say, I like this record! Give it a listen! It sounds GREAT and has potential to be HUGE! It's not just the same ol' song! **BRUCE HORNSBY** Across The River (RCA) is a GREAT sounding song for the summer! **ANITA BAKER** Talk To Me (ELEKTRA) is an adult KILLER that can't miss! And **WILSON PHILLIPS** Release Me (SBK) is incredible! Another #1 record!"

JEFF KAPUGI, MD at POWER PIG, Tampa sez, "Already in power rotation is Do Me by **BELL BIV DEVOE** (MCA) - the perfect POWER PIG attitude song! **M.C. HAMMER** Have You Seen Her (CAPITOL) is already RED HOT! With the cut from the *Teenage Mutant Ninja Turtles* soundtrack This Is What We Do on at night, it's definitely **HAMMER** time at the PIG! **KYPER** has a HOT one with Tic Tac Toe (ATLANTIC), and check out **STEVIE B** Love & Emotion (LMR/RCA)! This artist has the highest testing ever in our callout, and we are currently playing several of his previous hits. This MEGA-artist has a BIG hit on his hands!"

KEVIN McCABE, MD at HOT97, New York sez, "Check out You Do Me by **RYUICHI SAKAMOTO** featuring **Jill Jones** (VIRGIN)! We played a Jill Jones single, G-Spot, a few years ago, and now she's hooked up with **SAKAMOTO**! This single sounds GREAT on the air, and it's my favorite record out now! Look out for Jerk Out by **THE TIME** (REPRISE)! I got to hear an advance of this and it's GREAT! Lastly, check out **BROTHER BEYOND** The Girl I Used To Know (EMI)! We are playing the power mix, and indications show it could be a good Pop crossover!"

BILLY THE KIDD, MD at KJ103, Oklahoma City sez, "Check out a very HOT import by **MOVEMENT 98** featuring **Carol Thompson** Joy & Heartbreak (CIRCA INT'L.)! It sounds like a cross between Lisa Stansfield and Soul II Soul. Attention major labels...this is too smooth a record to pass up! **JOHNNY GILL**'s LP (MOTOWN) smokes like a mother! Check out LP cuts Fairweather Friend, My My My and Just Another Lonely Night. **NEW ORDER**'s latest World In Motion (FACTORY/MCA) is very, VERY good, as are the remixes of **DEPECHE MODE** Policy Of Truth (SIRE/REPRISE) - very HIP!"

DARCY SANDERS, MD at KZZP, Phoenix sez, "**KID FROST** La Raza (VIRGIN) is really happening on the streets here! This song will translate from the streets to radio with no problem! Also, **ANITA BAKER** Talk To Me (ELEKTRA) is a slick adult record! The women in the office like it! And **FAITH NO MORE** Epic (SLASH/REPRISE) could cross over the way Living Colour did - sounds HOT!"

KEVIN CHASE, MD at KMOK, Lewiston, ID sez, "**BRUCE HORNSBY** Across The River (RCA) is pure **HORNSBY**, with an added hook - a little more aggressive! Definitely a HIT! Check out Skin by **OINGO BOINGO** (MCA)! It's different, but catchy and definitely grows on you! Hanky Panky by **MADONNA** (SIRE/WARNER BROS.) is a HIT! She's naughty, but nice! And I don't want or need another ballad, but **HEART** I Didn't Want To Need You (CAPITOL) is a HIT!"

EDDIE NELSON, MD at KSMB, Lafayette, LA sez, "A song that's perfect for this station is **JOEY KID** Counting The Days (ATLANTIC)! Also, check out **AEROSMITH** The Other Side (Geffen) - as Joe Perry would say, once a rocker, always a rocker! It looks like CHARISMA Records has a winner with **MAXI PRIEST** Close To You! And for a good song listen to **ROBBIE MICHAELS** I Can't Get Enough Of You (ALPHA INT'L.)!"

EFREN SIFUENTES, MD at KDON, Salinas, CA sez, "WARNING! CAPITOL Records has a HOT one for the summer with the domestic signing of **ADEVA** Warning. This track is simply sweet! It's GREAT to see CAPITOL pick this import up - I hear another BUZZ coming! The original hip-hop girl is back: **NAYOBE** I Like The Way You Love Me (WTG/EPIC) is a groovin' JAM! Keep it up, girl - you got it goin' on! **STEVIE V** Dirty Cash (MERCURY) is one of the HOTTEST imports out right now, and it definitely moves! Expect BIG things from this record! For a good mushy **NEW KIDS** record, check out Funny Feeling (COLUMBIA) off their fresh LP! **ST. PAUL** is back with his strongest material to date! Stranger To Love (ATLANTIC) is very accessible with a nice hook! And **KID FROST** La Raza (VIRGIN) is igniting out-of-the-box adds! This record will be HUGE! GREAT lyrics (en espanol), too!"

DAVE NORTH, MD at WPFR, Terre Haute, IN sez, "Check out **MADONNA** Hanky Panky (SIRE/WARNER BROS.) - what can I say, it's **MADONNA**! And the hits keep coming from **AEROSMITH** with The Other Side (Geffen)! Also, **A'ME LORAIN** Follow My Heartbeat (RCA) is a GREAT followup! Hey, it's **HEART** with I Didn't Want To Need You (CAPITOL)! Another GREAT record is **SINEAD O'CONNOR** Emperor's New Clothes (CHRYSALIS)! And a female MONSTER that will light up the phones is **JIMMY RYSER** Same Ol' Love (ARISTA)!"

KRISS HART, Asst. PD/MD at KQMQ, Honolulu, HI sez, "We added **BRUCE HORNSBY** Across The River (RCA) out of the box! It's a SMASH that'll be BIGGER than The Way It Is. Also, a fun song that'll be a HIT is **MADONNA** Hanky Panky (SIRE/WARNER BROS.)! And for a GREAT summer Pop sound, play **BROTHER BEYOND** The Girl I Used To Know (EMI)!"

STEVE HELLER, MD at ZFUN106, Moscow, ID sez, "It's a natural! **SINEAD O'CONNOR** Emperor's New Clothes (CHRYSALIS) is GREAT! Hanky Panky by **MADONNA** (SIRE/WARNER BROS.) will make people sit up and take notice! It's good to see radio getting shook up. **SOUL II SOUL** A Dream's A Dream (VIRGIN) is their best effort to date! **BRUCE HORNSBY** Across The River (RCA) is really good! He's moved the piano into the background to change his approach slightly, and it's phenomenal!"

"We're All In The Same Gang"

The New Single

FEATURING

The West Coast Rap All-Stars



Fourteen of today's hottest rap artists have combined their talents in one powerful song, as part of the united effort to help combat rising gang violence

Produced by N.W.A.'s Dr. Dre for High Power Productions



From The Compilation Album
We're All In the Same Gang
Featuring The West Coast Rap All-Stars
And Introducing The Grand Jury All-Stars



* Tune in to "The Arsenio Hall Show" June 14 for the start of "Peace Weekend."

* Watch for the world premiere of the "We're All In The Same Gang" video on MTV, VH-1 and BET

* Portions of the proceeds from the sale of the single will be donated to various charities for the development of inner city youth.



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MIKE MCGOWAN, MD at WKSE, Buffalo sez, "We've been getting a BIG response from the Kiss Mix on **BABYFACE** My Kinda Girl (SOLAR/EPIC)! **STEVIE B** Love & Emotion (LMR/RCA) could be his BIGGEST hit yet! And **KYPER** Tic Tac Toe (ATLANTIC) is a GREAT nighttime reaction record!"

RUSS "The Hammer" ALLEN, MD at WIOQ, Philadelphia sez, "A'ME **LORAIN** Follow My Heartbeat (RCA) has definite possibilities! Also, stack it up, flip it and rub it down - **BELL BIV DEVOE** Do Me (MCA) is a SMASH! **STAYCE & KIMIKO** Wait For You (MCA) sounds a little like Janet Jackson, and it has a good hook! I have an import copy of **STEVIE V.** Dirty Cash and it's already getting HUGE club response! The street buzz is developing nicely! Finally, Do Me is SO HOT, I have to mention it twice!"

TERRI WEBER, MD at KISS98.5, Houston sez, "It's GREAT to have them back - **THE TIME** Jerk Out (REPRISE) is HOT! Jesse Johnson adds a Rock base while Morris Day jams up the funk for a perfect combination. Check out **KID FROST** La Raza (VIRGIN)! If you can play Mentiroso, this is right up your alley. And check out **BASIC BLACK** She's Mine (MOTOWN) - listeners keep requesting that new Guy record whenever they hear this tune!"

CASEY KEATING, PD at KPLZ, Seattle sez, "FAITH NO MORE Epic (SLASH/REPRISE) is working! Also, check out **BOOM CRASH OPERA** Onion Skin (GIANT/WARNER BROS.)! The testing is indicating good reaction so far! And don't forget to listen to **BROTHER BEYOND** The Girl I Used To Know (EMI)!"

WOODY RYDER, MD at WABB, Mobile, AL sez, "AEROSMITH The Other Side (Geffen) won five nights in a row in the battle of new songs! **MARIAH CAREY** Vision Of Love (COLUMBIA) sounds absolutely KILLER on the air! She could be the next Sinead and take everyone by storm! Also, **SEIKO and Donnie Wahlberg** The Right Combination (COLUMBIA) is as BIG on the phones as New Kids!"

BOB LEWIS, Asst. PD/MD at KRNQ, Des Moines, IA sez, "Check out the 7-inch remix of **ADAM ANT** Rough Stuff (MCA)! It's an out-and-out SMASH! Also, **NEW KIDS ON THE BLOCK** Tonight (COLUMBIA) should garner demos from 12-65! It's nostalgic, yet still pure Pop! And check out **FAN CLUB** Don't Let Me Fall Alone (EPIC)! I came, I saw, I listened...I liked!!!"

JON BRYANT, MD at G98, Portland sez, "My new favorite record has to be **ICEY JAYE** It's Just A Girl Thing (ARISTA)! **AEROSMITH** The Other Side (Geffen) is so good, I'm at a loss for words! Finally, **LITA FORD** Hungry (DREAMLAND/RCA) picks up where Heart wimped out years ago!"

WILLIE STEVENS, MD at KZBB, Ft. Smith, AR sez, "BRUCE HORNSBY Across The River (RCA) is a super SMASH! A GREAT, upbeat tune that's not Dance! Also, a GREAT solo effort by **JEFF LYNNE** with Every Little Thing (REPRISE)! This record should be a SMASH!"

CHRIS "The Duke" DAVIS, MD at WTBX, Duluth, MN sez, "For straight-ahead Rock & Roll, check out **THE LONDON QUIREBOYS** 7 O'clock (CAPITOL)! **THE LIGHTNING SEEDS** Pure (MCA) is a very nice Mainstream/Alternative record that adds nice balance! **BROTHER BEYOND** The Girl I Used To Know (EMI) looks like a summer HIT! And for a GREAT nighttime reaction record, check out **ELECTRIC BOYS** All Lips N' Hips (ATCO)!"

TINA SIMONET, Asst. PD/MD at KRRG, Laredo, TX sez, "ADAM ANT Rough Stuff (MCA) is excellent stuff! Also, check out **SINEAD O'CONNOR** Emperor's New Clothes (CHRYSALIS)! It has painfully truthful lyrics and blends well with Top40 radio! And **JT & THE BIG FAMILY** Moments In Soul (ZYX) is TOO HIP for words! It's where Art Of Noise meets Soul II Soul!"

SCOTT ST. JOHN, PD/MD at WPRR, Altoona, PA sez, "FAITH NO MORE Epic (SLASH/REPRISE) beat BIG names in our song wars! Also, **STAYCE & KIMIKO** Wait For Me (MCA) is a GREAT record with a nice feel! And on behalf of all Mainstream PDs in the country, thank you for the perfect balance record with **BRUCE HORNSBY** Across The River (RCA)!"

BILL DAWSON, PD at KWXX, Hilo, HI sez, "Those boys from Portland, (not The Blazers), **U-KREW** have another SMASH with Let Me Be Your Lover (ENIGMA)! The U-KREW are as HOT as The Blazers! Also, check out **AEROSMITH** The Other Side (Geffen) - the best yet from PUMP!"

PAUL CHRISTY, PD/MD at WMXD, Detroit sez, "WILSON PHILLIPS Release Me (SBK) should be another BIG hit for this threesome! **SWEET SENSATION** If Wishes Came True (ATCO) is definitely a number one HIT! And take a listen to **ANITA BAKER** Talk To Me (ELEKTRA)!"

MATT McCANN, PD at WLRW, Champaign, IL sez, "It looks like a BIG week for some MAJOR acts! Check out **MADONNA** Hanky Panky (SIRE/WARNER BROS.)! It's a different direction for this superstar! Two other BIG records are **AEROSMITH** The Other Side (Geffen) and **HEART** I Didn't Want To Need You (CAPITOL)!"

RANDY SHERWYN, MD at WINK, Ft. Myers, FL sez, "SINEAD O'CONNOR Emperor's New Clothes (CHRYSALIS) is a good mid-tempo record that appeals to young adult females! Also, any woman that tells me she likes a good spanking is alright in my book! Check out **MADONNA** Hanky Panky (SIRE/WARNER BROS.)! It has that 'whip appeal!' Finally, another harmonious triumph from the three Southern California gals, **WILSON PHILLIPS** Release Me (SBK)!"

PAM PACE, MD at K106, Beaumont, TX sez, "ST. PAUL Stranger To Love (ATLANTIC) used to be with Prince & The Time. An incredible hook that everyone should listen to! Also, **JOHNNY GILL** My My My (MOTOWN) is incredible! It's one of the HOTTEST songs off the CD. And play **FAITH NO MORE** Epic (SLASH/REPRISE)! It's got MONSTER requests! Top five retail!"

JAMES STEWART, MD at CHED, Edmonton sez, "If you want a cool street band play **HOTHOUSE FLOWERS** Give It Up (POLYDOR)! A flat-out good song is **BRUCE HORNSBY** Across The River (RCA)! **SLAUGHTER** Up All Night (CHRYSALIS) is getting GREAT phones! Perfect for teenagers!"

A. SCOTT BURTON, MD at WRCK, Utica, NY sez, "MADONNA Hanky Panky (SIRE/WARNER BROS.) is a GREAT tongue-in-cheek song that will be a HIT! Also, **GEORGE LAMOND** Bad Of The Heart (COLUMBIA) is pulling GREAT phones! Also, **SEIKO and Donnie Wahlberg** The Right Combination (COLUMBIA) got top five phones as soon as we put it on! And a song that can work well that's GREAT is **A'ME LORAIN** Follow My Heartbeat (RCA)!"

JACK LUNDY, PD at Y94, Fargo, ND sez, "DANGER DANGER Bang Bang (IMAGINE/EPIC) is good, non-offensive Rock music! MAJOR Rock Top40 record! **SINEAD O'CONNOR** Emperor's New Clothes (CHRYSALIS) is going to be a BIG record! It has a FRESH sound. **BRUCE HORNSBY** is back and with the help of his friend Jerry Garcia, Across The River (RCA) is going to be HOT! And **SWEET SENSATION** If Wishes Came True (ATCO) is a HOT summer ballad!"

RICK ACKER, MD at KHTY, Santa Barbara, CA sez, "SINEAD O'CONNOR Emperor's New Clothes (CHRYSALIS) is a catchy followup to her #1 SMASH! Also, **SWEET SENSATION** If Wishes Came True (ATCO) is a very good teen ballad! Phones are going through the roof! And **THE SMITHEREENS** Yesterday Girl (ENIGMA/CAPITOL) won five nights in a row in our battle of the hits!"

JAY MURPHY, Asst. PD/MD at KQHT, Grand Forks, ND sez, "BELL BIV DEVOE Do Me (MCA) will do your audience! **SINEAD O'CONNOR** Emperor's New Clothes (CHRYSALIS) is sure to be a SMASH! This record will really be her BEST! We need to update the fire insurance on our phones for the new **FASTER PUSSYCAT** Poison Ivy (ELEKTRA)! And definitely check out **WORLD PARTY** Way Down (CHRYSALIS) - it's #1 on the Alternative charts!"

DEANO, MD at SLY96, San Luis Obispo, CA sez, "BRUCE HORNSBY Across The River (RCA) is the balance record everyone is looking for! **BAD ENGLISH** Possession (EPIC) is another HUGE record from the boys! And **HEART** I Didn't Want To Need You (CAPITOL) is another HIT written by Diane Warren."

JOHN WEIS, MD at WBNQ, Bloomington, IL sez, "FAITH NO MORE Epic (SLASH/REPRISE) tested 100% positive all 3 nights! **JIMMY RYSER** Same Ol' Look (ARISTA) is not just the same ol' song - it's good midwestern Rock & Roll! And **SINEAD O'CONNOR** Emperor's New Clothes (CHRYSALIS) will do well!"

CHUCK FINLEY, PD/MD at WYYS, Columbia, SC sez, "BRUCE HORNSBY Across The River (RCA) is a nice rocker with Jerry Garcia helping out! It's his BEST song so far! And **AEROSMITH** The Other Side (Geffen) is HOT! The Beantown Boys are back again, and again, and again!"

With "U Can't Touch This" Top 5 R&R CHR and Top 10 R&R Black Chart, the video an MTV exclusive, two smash black singles, the album **PLEASE HAMMER DON'T HURT 'EM approaching triple platinum, a #1 Black Album for six consecutive weeks, and now the #1 album on the Billboard Pop charts...**

M Hammer



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strike
again.**

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YOU seen
HER**

**Have You Seen Her.
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**Produced by: M.C. Hammer
Co-produced by: James Early and Felton Pilot
Executive Producers: M .C. Hammer, Big Louis
Burrell and Scott Folks**

On Capitol cassettes, compact discs and records.



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ANNIE SAGE, MD at KCAQ, Oxnard, CA sez, "**KOOL SKOOL** *My Girl* (CAPITOL) is a song that Urban leaning stations should check out! A song that's great for morning play is **MADONNA** *Hanky Panky* (SIRE/WARNER BROS)! Also, **SWEET SENSATION** *If Wishes Came True* (ATCO) will be bigger than *Love Child*! And for an instant reaction song, play **BROTHER BEYOND** *The Girl I Used To Know* (EMI)!"

DUANE BARNHART, PD at KBOZ, Bozeman, MT sez, "**DIGITAL UNDERGROUND** *The Humpty Dance* (TOMMY BOY) is a song that Mainstream can play and not worry about! Also, **WILSON PHILLIPS** *Release Me* (SBK) is another guaranteed hit! Give me more, give me more!! A song that makes me want to take up spanking is **MADONNA** *Hanky Panky* (SIRE/WARNER BROS)! **JEFF LYNNE** *Every Little Thing* (REPRISE) brings back memories of ELO! This song will happen! And a song we went on out of the box is **SEDUCTION** *Could This Be Love* (A&M)! It has a real slow hook, but the more it's played, the better it gets!"

DAVE CHRISTOPHER, PD/MD at KWTX, Waco, TX sez, "**DANGER DANGER** *Bang Bang* (IMAGINE/EPIC) did well on our nighttime challenge! For a record that feels like Rod Stewart, play **LONDON QUIREBOYS** *7 O'Clock* (CAPITOL)! A song that sounds great on the air is **HEART** *I Didn't Want To Need You* (CAPITOL)! It'll be as big as their last one!"

JOHN IVEY, OM at WZOK, Rockford, IL sez, "**JIMMY RYSER** *Same Ol' Look* (ARISTA) has a nice male Pop/Country feel! It should do well in the South and Midwest! A good commercial song is **SINEAD O'CONNOR** *Emperor's New Clothes* (CHRYSLIS)! Also, **AEROSMITH** *The Other Side* (Geffen) is the most commercial album they've had in years! It's gonna be a smash! An artist with definite potential is **LORI RUSO** *Show Off* (CYPRESS)! And **SEIKO and Donnie Wahlberg** *The Right Combination* (COLUMBIA) is great!"

MIKE KASPER, PD/MD at KF95, Boise, ID sez, "**BRUCE HORNSBY** *Across The River* (RCA) is a hit, Hit, HIT! If you want a song that's different, play **FAITH NO MORE** *Epic* (SLASH/REPRISE)! And for a good strong ballad play **SWEET SENSATION** *If Wishes Came True* (ATCO)! It's their best yet!"

STEVE MANN, Asst. PD/MD at WQUT, Johnson City, TN sez, "**KC & THE SUNSHINE BAND** *Game Of Love* (SISAPA) is a Top40 record that's perfect for all! For big requests play **FASTER PUSSYCAT** *Poison Ivy* (ELEKTRA)! An excellent record is **BRUCE HORNSBY** *Across The River* (RCA)! Also, **ADAM ANT** *Rough Stuff* (MCA) is a possible top ten! And **BAD COMPANY** *Holy Water* (ATCO) is a splash (I mean smash!)!"

JON ANDERSON, PD/MD at KQIZ, Amarillo, TX sez, "**BRAT PACK** *I'm Never Gonna Give You Up* (A&M) is a great followup! This will be a smash! For a Kansas sound look out for **JIMMY RYSER** *Same Ol' Look* (ARISTA)! Also, **ANITA BAKER** *Talk To Me* (ELEKTRA) will light up the phones immediately! A group with great harmonies is **WILSON PHILLIPS** *Release Me* (SBK)! It's a great followup! And it's good to see SIRE/REPRISE issue *Star* by **ERASURE**! It's a good uptempo song!"

ERIC STRYKER, MD at HOT99.9, Allentown, PA sez, "**KYPER** *Tic Tac Toe* (ATLANTIC) is a home run! It's our number-one draft choice! **ICEY JAYE** *It's Just A Girl Thing* (ATLANTIC) is a strong female record! Also, **A'ME LORAIN** *Follow My Heartbeat* (RCA) has good texture! Her vocals mix well with the music! And a classic sound that you'll know immediately is **CAMEO** *I Want It Now* (POLYGRAM)! It does well with upper demos and surprisingly well with younger demos!"

TOM SCOTT, MD at X106, Birmingham, AL sez, "**BABYFACE** *My Kinda Girl* (SOLAR/EPIC) is the best release on the album! Also, **HEART** *I Didn't Want To Need You* (CAPITOL) is a great followup! And coming soon to a radio station near you is **BRUCE HORNSBY** *Across The River* (RCA)! Make it yours!"

JIM SCOTT, MD at KNIN, Wichita Falls, TX sez, "**SINEAD O'CONNOR** *Emperor's New Clothes* (CHRYSLIS) will be a big, big record! For a good Rock tune play **ELECTRIC BOYS** *All Lips N' Hips* (ATCO)! It's a good fusion of Rockin' fun! Also, **HEART** *I Didn't Want To Need You* (CAPITOL) will be a smash! It'll be bigger than their last! And please listen to **BOOM CRASH OPERA** *Onion Skin* (GIANT/WARNER BROS)!"

KEN WALL, PD/MD at KISR, Fort Smith, AR sez, "**PETER GABRIEL** *In Your Eyes* (WTG) is doing great! It's from the movie *Say Anything* and getting great phones! Don't forget to check out **AEROSMITH** *The Other Side* (Geffen)! Also, **ERASURE** *Star* (SIRE/REPRISE) is just as hooky as *Chains Of Love*! It's a good image tune! A song that's pulling good phones is *Epic* by **FAITH NO MORE** (SLASH/REPRISE)! And check out **BRUCE HORNSBY** *Across The River* (RCA) - hey it's **BRUCE**! It works!"

JOE LARSON, MD at WZZU, Raleigh, NC sez, "**BAD COMPANY** *Holy Water* (ATCO) sounds great on the radio! Also, **SINEAD O'CONNOR** *Emperor's New Clothes* (CHRYSLIS) is better than her last! Take a listen to **LORD TRACY** *Foolish Love* (MCA)! For a winning song play **BRUCE HORNSBY** *Across The River* (RCA)! And for that ELO sound play **JEFF LYNNE** *Every Little Thing* (REPRISE)!"

DOUG MORELAND, MD at WDLX, Washington, NC sez, "A huge record will be **BRUCE HORNSBY** *Across The River* (RCA)! For a great female Rock song check out **LITA FORD** *Hungry* (DREAMLAND/RCA)! Also, **AEROSMITH** *The Other Side* (Geffen) is a smash! Play it! And a great song from **KISS** is *Rise To It* (MERCURY)! It's hot!"

KEITH GREER, MD at KTUX, Shreveport, LA sez, "**BAD COMPANY** *Holy Water* (ATCO)! It's a great Rock & Roll song! They're back! Also a great group is **BROTHER BEYOND** with a great song, *The Girl I Used To Know* (EMI)! **ADAM ANT** *Rough Stuff* (MCA) has a hook that makes this a hit! And **BRUCE HORNSBY** *Across The River* (RCA) is a smash! He can do no wrong!"

CHUCK LUCK, PD/MD at KZII, Lubbock, TX sez, "**KYPER** *Tic Tac Toe* (ATLANTIC) is burning up the phones at night! Even the nightclubs are calling me for a copy! Also, **BELL BIV DEVOE** *Do Me* (MCA) will be the bigger than *Poison*! For great harmonies play **STACYE & KIMIKO** *Wait For Me* (MCA)! It could fit all day parts! And an uptempo song for night is **INDECENT OBSESSION** *Tell Me Something* (MCA)! It has a great hook!"

RAY MILLER, MD at WZKX, Biloxi, MS sez, "**JEFF LYNNE** *Every Little Thing* (REPRISE) is a great song! He has tremendous talent! I love **SINEAD O'CONNOR** *Emperor's New Clothes* (CHRYSLIS)! Also, **HEART** *I Didn't Want To Need You* (CAPITOL) is a solid sound! It's a great summer record! **AEROSMITH** *The Other Side* (Geffen) is already getting calls and we haven't even added it yet! And a song with a jazzy feel that's good for all formats is **BROTHER BEYOND** *The Girl I Used To Know* (EMI)!"

GLENN DILLON, MD at WKFR, Kalamazoo, MI sez, "**FASTER PUSSYCAT** *Poison Ivy* (ELEKTRA) is a great summer Rock & Roll song! It's also great for parties! An excellent song is **BRUCE HORNSBY** *Across The River* (RCA)! It's a good remix that's very familiar is **MODERN ENGLISH** *I Melt With You* (TVT)! It's getting great phones at night! And a good Fusion/Rap/Metal song is **FAITH NO MORE** *Epic* (SLASH/REPRISE)!"

DAVID MORALES, MD at HOT95, Jackson, MS sez, "**U-KREW** *Let Me Be Your Lover* (ENIGMA) is a great record! Also, **THE 49ERS** *Don't You Love Me?* (4TH & B'WAY/ISLAND) is an across the board smash! It's not only for Dance stations! Check out **THE BRAT PACK** *I'm Never Gonna Give You Up* (VENETTA/A&M)! They have a great attitude! A song that's working really well is **ALISHA** *Bounce Back* (MCA)! And two hot cuts by **THE NEW KIDS ON THE BLOCK** are *Let's Try It Again* and *Tonight* (COLUMBIA)! Listen to them!"

CHUCK MCGEE, MD at WOMP-FM, Wheeling, WV sez, "**HEART** *I Didn't Want To Need You* (CAPITOL) should be a number one! Also, **AEROSMITH** *The Other Side* (Geffen) should take them to the top! A song that's pulling monster phones, both male and female is **FAITH NO MORE** *Epic* (SLASH/REPRISE)! It's number five on our top ten after only one week of play!"

ROGER SCOTT, MD at KRQ, Tucson, AZ sez, "Check out **STEVIE V.** *Dirty Cash* (MERCURY) - this is not a first listen record, but it definitely grows on you! Also, check out a hot FFRR/POLYDOR import of **KATHY DENNIS** *Just Another Dream*! It's the perfect Pop record! **ANITA BAKER** *Talk To Me* (ELEKTRA) is a midday smash! Your adults cannot not love this tune! For a perfect balance record try **MAXI PRIEST** *Close To You* (CHARISMA)! It's great! It's Pop/Dance in that Soul II Soul groove!"



Sweet Sensation

"If Wishes Came True"

HITMAKERS HOT STATS:

ONE OF THE MOST ADDED with 67 ADDS

MAINSTREAM TOP40: NEW 43

CROSSOVER TOP40: 46-29

HOT97 (30-26)

WPLJ (32-30)

B96 (D#25)

X100 (Add)

WIOQ (D#26)

WMXD (Add)

ENERGY96.5 (21-19)

KKBQ (27-25)

KRBE (D#27)

POWER99 (28-21)

KPLZ (D#30)

KUBE (Add)

KHTK (D#29)

B100 (D#30)

Q106 (18-16)

WLOL-FM (D#28)

POWER PIG (D#26)

Q105 (27-25)

KKFR (D#28)

KZZP (28-26)

Y108 (Add)

PRO-FM (34-31)

HOT97.7 (D#23)

FM102 (Add #19)

KROY (D#28)

KWOD (38-30)

WNVZ (Add)

KITY (25-19)

KSAQ (Add #39)

KCPX (Add)

KISN (D#37)

MAJIC102 (#28)

WKSE (Add)

KC101 (D#28)

WTIC-FM (D#34)

WCKZ-FM (31-23)

FM100 (#27)

MIX105.1 (Add)

Y107 (D#34)

KJ103 (22-19)

Z99 (D#33)

WDJX (Add)

and many more

Bad Company

"Holy Water"

HITMAKERS HOT STATS:

#1 NATIONAL ROCK CHART!!



JET-FM (Add)

KLBQ (Add)

MAX94 (Add #26)

WKSM (Add #29)

WKZQ (15-5)

WOKI (30-26)

WZZU (27-21)

and more



Electric Boys

All Lips N' Hips

*Shipping
next week!*

JAY TAYLOR, Asst. PD/MD at KLUC, Las Vegas sez, "**YOUNG & RESTLESS** *"B" Girls* (PANDISC) is already pulling a ton of calls! **STACYE & KIMIKO** *Wait For Me* (MCA) continues to react, as does *Have You Seen Her* by **M.C. HAMMER** (CAPITOL)!"

CHUCK MATHESON, MD at KZZU, Spokane, WA sez, "**FASTER PUSSYCAT** *Poison Ivy* (ELEKTRA) smoked in our battle at night! They've got a good following here! It's a sound, uptempo summer party song! Though *Room At The Top* did very well here, *Rough Stuff* by **ADAM ANT** (MCA) should do even better. And here's a hot radio song for you - **LORD TRACY** *Foolish Love* (MCA)! We've been playing it for a week now and it's just an incredible radio record!"

JIM CERONE, MD at WBWB, Bloomington, IN sez, "Listen to **JIMMY RYSER** *Same Ol' Look* (ARISTA)! A hometown boy makes good! **JIMMY** originally comes from Columbus, IN! This could take the place of Jude Cole! **WILSON PHILLIPS** *Release Me* (SBK) is a good fresh sound for radio! Check out *Time After Time* by **THE BELOVED** (ATLANTIC)! It has an appealing synth/pop sound! Could be something for you! Here's another out-of-the-norm single to give a shot - **THEY MIGHT BE GIANTS** *Istanbul (Not Constantinople)* (ELEKTRA)! It could be a big left field hit!"

JENNIFER BELL, MD at KATM, Colorado Springs sez, "**HUMAN RADIO** *Me And Elvis* (COLUMBIA) is the story of American music in a lush Pop setting! It kills! *Poison Ivy* (ELEKTRA) by **FASTER PUSSYCAT** is killing the competition in Kat fights! Check it out!"

MIKE STONE, MD at WPFM, Panama City, FL sez, "**BRUCE HORNSBY** *Across The River* (RCA) is a great record - play it! **HEART** has another hit on their hands with *I Didn't Want To Need You* (CAPITOL)! Also, **ANITA BAKER** *Talk To Me* (ELEKTRA) is another hit from one of the best singers around! **AEROSMITH** *The Other Side* (Geffen) is a great Pop/Rock & Roll song reminiscent of T. Rex! And finally, **MADONNA** *Hanky Panky* (SIRE/WARNER BROS) is naughty, naughty!"

RANDY IEZZI, MD at Z97, Billings, MT sez, "**ADAM ANT** *Rough Stuff* (MCA) has a great radio sound! It should be bigger than *Room At The Top*! Also, **HEART** has another smash on their hands with *I Didn't Want To Need You* (CAPITOL)! **BRUCE HORNSBY** *Across The River* (RCA) has a smooth sound, like always! For a song with serious potential that will drive the teens crazy, check out **SEIKO and Donnie Wahlberg** *The Right Combination* (COLUMBIA)! And **AEROSMITH** *The Other Side* (Geffen) is funky - not even close to junky!"

RON WEST, MD at KLBQ, El Dorado, AR sez, "**MILLI VANILLI** *Can't You Feel My Love* (ARISTA) is getting good reaction! This is not just another **MILLI** track! I love its Yes 90125 flavoring! One of the year's easiest records to add to your playlist to date is **SEIKO and Donnie Wahlberg** *The Right Combination* (COLUMBIA)! Check it out! **A'ME LORAIN** *Follow My Heartbeat* (RCA) is doing well here in all day parts! On our Use It Or Lose It night fights **JANE CHILD** *Welcome To The Real World* (WARNER BROS) is a big winner with overwhelming response! Have you sat down with it? Give it a spin! And check out the latest **HITMAKERS** CD! The whole thing could have been Hot Discoveries!"

JAY RANDALL, MD at WJDQ, Meridian, MS sez, "**BROTHER BEYOND** *The Girl I Used To Know* (EMI) is a feel-good summertime song! It should go over well in a pool party atmosphere! **GLORIA ESTEFAN** *Cuts Both Ways* (EPIC) is a nice sounding song! This record should do better than the previous single! As soon as it crosses your desk, dig into **MADONNA** *Hanky Panky* (SIRE/WARNER BROS)! The remix could be more palatable for your listeners!"

RICH SUMMERS, PD at KFTZ, Idaho Falls, ID sez, "**BRUCE HORNSBY** *Across The River* (RCA) has the instantly familiar **HORNSBY** sound and Jerry Garcia throws in some good flavor! Check out *Release Me* by **WILSON PHILLIPS** (SBK)! This record is sure to be as big as - if not bigger than - *Hold On*! And **KISS** *Rise To It* (MERCURY) is great! These guys have a big following! The only way to label this record would be to call it the new **KISS** of old! Check it out!"

SCOTT TYLER, MD at 99WAYS, Macon, GA sez, "For a good summer record play **AEROSMITH** *The Other Side* (Geffen)! Also, **BABYFACE** *My Kinda Girl* (SOLAR/EPIC) is great! What can I say - it's **BABYFACE**! And for a good fun record that people should play, check out **BROTHER BEYOND** *The Girl I Used To Know* (EMI)!"

SCOTT LEIF, MD at WERZ, Exeter, NH sez, "**BRUCE HORNSBY** *Across The River* (RCA) has got their signature sound! Also, **ANITA BAKER** *Talk To Me* (ELEKTRA) sounds really nice - play it! For an upbeat non-offensive record play **BROTHER BEYOND** *The Girl I Used To Know* (EMI)! And **A'ME LORAIN** *Follow My Heartbeat* (RCA) is a great followup!"

TONY WAITEKUS, PD/MD at WCIL, Carbondale, IL sez, "Check out **MAXI PRIEST** *Close To You* (CHARISMA)! If you're looking for a different sounding record which removes itself from the sameness of all the others, here it is! Also, check out **HURRICANE** *Next To You* (ENIGMA)! It's a good basic Rock track! There haven't been too many of these good mass appeal rockers lately! It's more than just a male headbanger!"

J.J. GERARD, MD at KQCR, Cedar Rapids, IA sez, "The LP version of **AEROSMITH** *The Other Side* (Geffen) cooks! **SINEAD O'CONNOR** *Emperor's New Clothes* (CHRYSALIS) is more Mainstream than her previous singles! Sorry, **SINEAD**! Also check out **JIMMY RYSER** *Same Ol' Look* (ARISTA)! This song will break out in our area! And a record that is lots of fun is **MADONNA** *Hanky Panky* (SIRE/WARNER BROS)!"

LOLITA VELEZ, MD at KSND, Eugene, OR sez, "Check out **BRUCE HORNSBY** *Across The River* (RCA)! It's a solid record, and the guest appearance by Jerry Garcia on guitar gives it a little flavor! Also, give a listen to **MADONNA** *Hanky Panky* (SIRE/WARNER BROS)! It may not be your average major record, but it will get the reaction! Give 'em a shot!"

CRAIG ROBERTS, PD/MD at KCHX, Odessa, TX sez, "**SOUL II SOUL** has put another hit on the airwaves! Check out *A Dream's A Dream* (VIRGIN)! This will pick up for them where they left off! **LORD TRACY** *Foolish Love* (MCA) is hot! Look out for them to have a serious future! Their live show is great! **DANGER DANGER** *Bang Bang* (IMAGINE/EPIC) is smoothing Top40 radio! Another step for Rock to Roll! If you're looking for a good midday reaction record throw on **ANITA BAKER** *Talk To Me* (ELEKTRA)! This will get the midday phones going!"

DANNY B., MD at KZFM, Corpus Christi, TX sez, "**M.C. HAMMER** turns on the smooth machine on *Have You Seen Her* (CAPITOL)! This record will get your ladies! Also, **INDIA** *The Lover Who Rocks You* (REPRISE) is an appealing uptempo record! You could call it a house mix! Sounds good! Just added here is **ERASURE** *Star* (SIRE/REPRISE)! We've got some huge hopes for this record! It should do very well!"

TREY ALEXANDER, MD at WRQN, Toledo, OH sez, "Check out **FAITH NO MORE** *Epic* (SLASH/REPRISE)! Damn, it's one of the most unique records out right now! It's a real attention grabber! Also, **BRAT PACK** *I'm Never Gonna Give You Up* (VENETTA/A&M) is a cool record! It's a full-time adult dance tune! And a record that was made for Mainstream radio is **ST. PAUL** *Stranger To Love* (ATLANTIC)!"

JIM MEECH, MD at WNYP, Ithaca, NY sez, "**LITA FORD** *Hungry* (DREAMLAND/RCA) is a hot song! **LITA** makes me drool! (Sorry Chris, but facts are facts!). *What Are You Doing With A Fool Like Me* by **JOE COCKER** (CAPITOL) is a solid record! So far the airtime hasn't been there, but it's comin' on! Give a listen to **LORI RUSO** *Show Off* (CYPRESS)! It's hot, it's here, it's dying to be played! Check it out! *I Didn't Want To Need You* (CAPITOL) is going to be another big record for Ann, Nancy and the crew! **HEART** is on their way to a major album here!"

SEAN MICHAELS, MD at KTRS, Casper, WY sez, "Are you looking for that upper-demo grabber? Check out **ANITA BAKER** *Talk To Me* (ELEKTRA)! This is your upper-demo smash! Find some good dance product with **SNAP** *The Power* (ARISTA)! It's a good driving dance beat with appealing vocals! **MADONNA** *Hanky Panky* (SIRE/WARNER BROS) is looking like a catchy record! If it works on you give it to your listeners - it will get reaction! And one that seems to be getting the buzz lately is **SEIKO and Donnie Wahlberg** *The Right Combination* (COLUMBIA)! It's definitely one to watch!"

CHRIS ST. JOHN, MD at WJAD, Albany, GA sez, "**BROTHER BEYOND** *The Girl I Used To Know* (EMI) smokes! It's a good, solid tune with a lot of potential! Also, check out **ALISHA** *Bounce Back* (MCA)! This is a good mass appeal dance record! It's the ultimate party tune!"



BAD ENGLISH

**HITMAKERS HOT STATS:
MAINSTREAM TOP40: NEW 44**

Added At:
WPLJ #33!!!
Q101 #30!!!
KPLZ!!!
KDWB-FM!!!
KWSS #25!!!
WGH #29!!!
KKRZ #29!!!
WZPL #29!!!
WGTZ!!!

Active At:
PIRATE (D#23)
KBQ (27-21)
B100 (D#23)
B94 (D#27)
KEZY (D#27)
KXYQ (D#24)
B97 (26-21)
KSAQ (32-26)
KCPX (D#25)

KISN (37-33)
FM100 (D#29)
XL106.7 (33-29)
98PXY (29-27)
Y107 (D#30)
KEGL (On)
Y95 (On)
KKBQ (On)
KBEQ (On)
and more

"Possession"



BABYFACE

**HITMAKERS HOT STATS:
One of the MOST ADDED Top40 with 47 Adds!
CROSSOVER TOP40: 36-26
A CRUSADE! A HITBOUND!**

PWR106 (29-26)
KMEL (15-12)
X100 (D#24)
WIOQ (Add)
WUSL (D#28)
WMXD (D#28)
KJMZ (30-25)
WXKS-FM (Add)
KTFM (Add)
WPGC (D#28)

KRBE (28-21)
HOT105 (Add)
KUBE (Add)
KHTK (Add)
Q106 (D#28)
Z90 (22-18)
POWER PIG (D#22)
Q105 (#26)
KKFR (25-19)
Y108 (Add)

HOT102 (37-34)
HOT97.7 (D#25)
FM102 (30-16)
KROY (Add)
KWOD (Add #38)
WNVZ (Add)
WTIC-FM (D#38)
WCKZ-FM (D#32)
WZZG (Add)
102JAMZ (D#24)

Y107 (D#33)
KJ103 (Add)
Z99 (D#32)
WDJX (D#29)
WJMH (D#29)
WPLJ (On)
KS104 (On)
KKRZ (On)
KITY (On)
and more

"My Kinda Girl"



DANGER DANGER

**HITMAKERS HOT STATS:
ROCK RADIO: 23-21 A CRUSADE! A HITBOUND!**

WNVZ (Add)
KEGL (Add)
KUBE (Add)
PIRATE (#16)
KWSS (21-17)

KSAQ (40-37)
KXYQ (On)
JET-FM (Add)
KFBD (32-28)
KFBQ (35-27)
KFTZ (38-35)
KJLS (6-5)

KKRC-FM (13-11)
KMOK (Add)
KQIZ (Add)
KSND (33-29)
KTUX (27-21)
KWTX-FM (Add)
KZOZ (Add)
SLY96 (27-24)
WDBR (D#40)

WHHY-FM (Add)
WKFR (36-30)
WKPE (Add)
WKRZ (29-24)
WKSF (Add)
WKZQ (28-23)
WPXR (24-19)
WRTB (33-26)
WVBS (Add)

**IMAGINE
RECORDS**

WVIC (Add)
WWFX (40-35)
WWRB (8-7)
WZOK (Add)
X106 (D#30)
Y104 (15-12)
Y97 (D#20)
Z106 (Add)
Z93 (D#39)

"Bang Bang"

**LEE CRUISE, Asst. PD, KSAQ - "Don't be afraid of the sound, the listeners will love it!
Good phone reaction, this record sounds great on the radio!"**



FAN CLUB

Early Action:
WLOL-FM (D#29)
HOT97.7 (D#34)
Q106 (On)
HOT94.9 (On)
KBOS (Add) KZFM (On)
SLY96 (D#36) KCAQ (On) KZOZ (On)
WKSM (29-26) and more

"Don't Let Me Fall Alone"

**GREGG SWEDBERG, OM, WLOL-FM
"Sounds great on the air. Initial phone reaction 12-34 females
and positive research looks promising!"**



SINEAD O'CONNOR

Emperor's New Clothes
(CHRYSALIS)

The American consumer has decided to make SINEAD O'CONNOR a superstar. Continued huge sales on her LP indicate that there is no burn on this artist. Furthermore, 60 adds at Top40 radio this week give SINEAD another smash with *Emperor's New Clothes*. This uptempo, fresh-edged single continues to showcase the talent of this Irish songstress.

BROTHER BEYOND

The Girl I Used To Know
(EMI)

This multi-format hit has radio's full support with 55 more adds this week. While the single version is perfect for Top40, the power mix makes this song totally applicable to Crossover stations. New adds this week at WAVA, KKFR, KXYQ, KROY, WNVZ, KSAQ, WKSS, WTIC and more, with key moves at KBQ, WLOL and KDWB. Strong male vocals and an uptempo hook make this an irresistible combination.

FAITH NO MORE

Epic
(SLASH/REPRISE)

The combination of rock and rap gives this tune that valuable one-two punch that programmers everywhere are picking up on. Exploding at Top40 radio this week with adds at THE FOX, Y95, WPHR, WZZG and Y107, along with solid debuts at WHYT, KP_LZ, KUBE, KSAQ and WKZL. This Hitbound is a top Discovery record, discover it today for yourself!

ANITA BAKER

Talk To Me
(ELEKTRA)

ANITA's back with a ballad that screams with her signature sound and blossoming talent. *Talk To Me* is a midday smash that will grow into other dayparts with ease. This core Top40 artist has definite familiarity with your audience. One of the Most Added this week at Top40 radio with 67 adds, including KMEL, WXKS, WPGC, Y100, POWER PIG, KKFR, KKRZ, HOT97.7, KROY, KITY, KSAQ and more.

THE LIGHTNING SEEDS

Pure
(MCA)

The seed has been planted and the story on this record is growing strong. Adds this week at WPLJ, 98PXY and Y107, this is a mass appeal smash. THE LIGHTNING SEEDS present a pleasant alternative to a standard Top40 fare with a single that is decidedly on the edge without being over. With the New York market support, it's obvious it's mass appeal Top40 all the way.

BABYFACE

My Kinda Girl
(EPIC)

With another 47 Top40 adds this week, BABYFACE is well on his way up the charts with a smash followup to *Whip Appeal*. This uptempo jam shows yet another side of this superstar producer/artist who has already proved his talents on many levels. Jumping 36-26 on Crossover Top40 with key adds at WIOQ, WXKS, KUBE, Y108, KROY, KWOD, WNVZ, WZZG, KJ103 and many more.

SNAP

The Power
(ARISTA)

Top40 radio is finally uncovering what Crossover stations have been hip to for quite some time: The Power. Already #4 Crossover Top40 and #2 in the clubs, SNAP climbed Mainstream Top40 this week 43-34, with key adds at Y95, ENERGY96.5, POWER99, MAJIC102, WTIC-FM and WKZL. Inject a little power into your playlist with this hot tune.

A'ME LORAIN

Follow My Heartbeat
(RCA)

This young lady had no problem convincing programmers that her first single was a bonafide smash, and one listen to her uptempo followup will automatically prove her talent once again. New adds at KKBQ, KRBE, X100, KUBE, KEZY and Z99 show a steady growth in this record at Top40 radio. Expect this one to explode when it hits the air, starting with teens and crossing confidently to upper demos.

THE BRAT PACK

I'm Never Gonna Give You Up
(VENDETTA/A&M)

A strong week for this ensemble who garnered early adds from B96, KPLZ, WLOL, WFLZ, KROY, HCT94.9, WCKZ and more. This is a straight-ahead Top40 single from a band that has already been introduced to your market through their recent hit *You're The Only Woman*. Don't let this fabulous followup pass you by, join the only pack that counts.

SLAUGHTER

Up All Night
(CHRYSALIS)

Climbing 40-39 Mainstream Top40, *Up All Night* has entered the arena of mass appeal radio and is taking off as predicted. A strong retail picture shows LP sales in the top 25 and single sales in the top 30. A strong radio picture sees new adds from KBQ and WGTZ, along with notable moves at PIRATE RADIO, THE FOX, KEGL, Y95, B94, KBEQ, Q102, WKZL and others. This rock song needs to be played.

MELLOW MAN ACE

Mentiroso
(CAPITOL)

This single is totally mass appeal and a strong move of 48-37 on Mainstream Top40 should be sufficient evidence of this fact. *Mentiroso* is an intriguing uptempo single that carves itself a new niche in mass appeal radio by combining Hispanic and English lyrics. This week #8 on Crossover Top40, with strong moves at WPLJ, KRBE, POWER96 and KS104.

DANGER DANGER

Bang Bang
(IMAGINE/EPIC)

Major adds this week at KEGL in Dallas, KUBE in Seattle and WNVZ in Norfolk, expect this killer rock tune to take everyone by surprise and explode in a big way. Already working at PIRATE, KWSS and KSAQ, where it is a phone reactor, *Bang Bang* is a great balance record for nights that will cross nicely into other dayparts. With rock product scarce today, DANGER DANGER is a pleasant change.

SUNDAY, JULY 15TH

The MARRIOTT MARQUIS HOTEL - New York City

The HITMAKERS Panel

The NEW MUSIC SEMINAR

DAVE SHAKES ^{B96} ELROY SMITH ^{100.3JAMZ} KEVIN WEATHERLY ^{Q106}

BRIAN WHITE ^{FM102} MARK DRISCOLL ^{WIOQ} HOSH GURELI ^{KMEL}

SUNNY JOE WHITE ^{WXKS-FM} JOEL SALKOWITZ ^{HOT97}

TONY! TONI! TONE!

"The Blues"

HITMAKERS HOT STATS:
CROSSOVER TOP40 CHART: 20-18
A HITBOUND! A CRUSADE!
NATIONAL SINGLE SALES CHART: 46-40
NATIONAL ALBUM SALES CHART: NEW 31



HOT LP SALES

- #4 - Music People O.S. (S.F.)
- #11 - Believe In Music (Chain) Grand Rapids
- #12 - Starship Records (Chain) (Atlantic)
- #20 - Show Industries
- #21 - Radio Doctors (Milwaukee)
- #23 - Pacific Coast O.S. (Tempo Records)
- #23 - Record Bar (Main)
- #25 - Richman Bros. (Philly)
- #30 - Peaches (Main) Miami

HOSH GURELI, MD, KMEL - "Top 10 testing record for the 20-27 male/female demo. High popularity, low fatigue!"
ELROY SMITH, PD, 100.3 JAMZ - "This tune makes you stop, listen and relate - especially females - and at the same time has a happy beat! Destined to be a big-time pop hit!"
RICK THOMAS, PD, JAMMIN' Z90 - "A funky, mass-appeal song that sounds great jammin' on the radio!"
HAWK HARRISON, MD, Y107 - "Lots of phone action on this smokin' tune! A great fun song that everyone should play!"
BRETT DUMLER, PD/MD, Z99 - "A cool, smooth jam that not only sounds great on the air but requests well 18-34 demos!"

JUST ADDED AT:
HOT97.7!!!
KGGI!!!
WCKZ-FM!!!
KMEL (#11)
WUSL (#3)
100.3JAMZ (#17)
WXKS-FM (33-30)
Q107 (32-28)
WPGC (#4)
KISS98.5 (#11)
Z90 (#34)

WMXP (14-11)
POWER PIG (34-31)
KS104 (24-21)
Y108 (23-20)
FM102 (D#26)
KROY (26-20)
KWOD (28-24)
KITY (22-18)
WKSS (D#29)
102JAMZ (#11)
Y107 (27-24)
Z99 (#24)
98KISS-FM (11-8)

HOT104 (#14)
HOT95 (Add #35)
K106 (40-31)
KBOS (38-32)
KCHX (D#35)
KFBQ (27-21)
KISR (D#34)
KIXR (40-37)
KKMG (26-19)
KQKQ (Add)
KWIN (#34)
KZFM (40-36)
KZOZ (Add)
POWER98 (30-21)
WAYS (Add)
WBBQ (36-31)
WCGQ (38-35)
WFLY (Add)
WQID (38-34)
WVBS (36-32)
WYCR (Add)
X102 (Add #28)
and more

W I N G
RECORDS

polydor

CROSSOVER TOP 40

NATIONAL

LW-TW

- 2-1 **EN VOGUE** "Hold On" (ATLANTIC)
- 5-2 **NEW KIDS ON THE BLOCK** "Step By Step" (COL)
- 6-3 **GLENN MEDEIROS** f./B. Brown "She Ain't..." (MCA)
- 7-4 **SNAP** "The Power" (ARISTA)
- 1-5 **BELL BIV DEVOE** "Poison" (MCA)
- 3-6 **JOHNNY GILL** "Rub You The Right Way" (MOT)
- 9-7 **TYLER COLLINS** "Girls Nite Out" (RCA)
- 8-8 **MELLOW MAN ACE** "Mentiroso" (CAPITOL)
- 15-9 **KEITH SWEAT** "Make You Sweat" (ELEKTRA)
- 10-10 **NIKKI** "Notice Me" (GEFFEN)
- 12-11 **GEORGE LAMOND** "Bad Of The Heart" (COL)
- 14-12 **LOUIE LOUIE** "Sittin' In The Lap..." (WTG/EPIC)
- 4-13 **DIGITAL UNDERGROUND** "Humpty Dance" (T3)
- 12-14 **DEPECHE MODE** "Enjoy The Silence" (SIRE/REP)
- 18-15 **ROXETTE** "It Must Have Been Love" (EMI)
- 11-16 **MICHEL'LE** "Nicety" (RUTHLESS/ATCO)
- 26-17 **MARIAH CAREY** "Vision Of Love" (COLUMBIA)
- 20-18 **TONY! TONI! TONE!** "The Blues" (WING/POLY)
- 21-19 **LISA STANSFIELD** "You Can't Deny It" (ARISTA)
- 23-20 **TAYLOR DAYNE** "I'll Be Your Shelter" (ARISTA)
- 13-21 **MADONNA** "Vogue" (SIRE/WARNER BROS)
- 16-22 **PARTNERS IN KRYME** "Turtle Power" (SBK)
- 19-23 **PERFECT GENTLEMEN** "Ooh La La" (COLUMBIA)
- 24-24 **JOEY KID** "Counting The Days" (ATLANTIC)
- 27-25 **TOMMY PAGE** "When I Dream Of You" (SIRE/WB)
- 36-26 **BABYFACE** "My Kinda Girl" (SOLAR/EPIC)
- 30-27 **KLYMAXX** "Good Love" (MCA)
- 22-28 **JANET JACKSON** "Alright" (A&M)
- 46-29 **SWEET SENSATION** "If Wishes Came..." (ATCO)
- 25-30 **AFTER 7** "Ready Or Not" (VIRGIN)
- 31-31 **ANA** "Got To Tell Me Something" (PARC/EPIC)
- 34-32 **REBEL MC** "Street Tuff" (MERCURY)
- NEW-33 **SEDUCTION** "Could This Be Love" (VEND/A&M)
- 41-34 **JOHNNY GILL** "My My My" (MOTOWN)
- 29-35 **QUINCY JONES** f/T.CAMPBELL "Tomorrow" (QW/WB)
- 28-36 **YOUNG & RESTLESS** "B' Girls" (PARADISE)
- 40-37 **GOOD GIRLS** "Love Is Like An..." (MOTOWN)
- 33-38 **ALISHA** "Bounce Back" (MCA)
- NEW-39 **MADONNA** "Hanky Panky" (SIRE/WB)
- 43-40 **STACYE & KIMIKO** "Wait For Me" (MCA)
- NEW-41 **MICHAEL BOLTON** "When I'm Back On..." (COL)
- 32-42 **M.C. HAMMER** "U Can't Touch This" (CAPITOL)
- 37-43 **ALE'** "Stop Me If I Fall In Love" (VENDETTA/A&M)
- 43-44 **REGINA BELLE** "This Is Love" (COLUMBIA)
- 35-45 **SINEAD O'CONNOR** "Nothing Compares..." (CHRY'S)
- 48-46 **MIKI HOWARD** "Until You..." (ATLANTIC)
- NEW-47 **BELL BIV DEVOE** "Do Me" (MCA)
- NEW-48 **WEST COAST RAP ALL-STARS** "We're All..." (WB)
- 38-49 **JANE CHILD** "Don't Wanna Fall In Love" (WB)
- NEW-50 **49ERS** "Don't You Love Me?" (ISLAND)

MOST ADDED

- ANITA BAKER "Talk To Me" (ELEKTRA)
- MADONNA "Hanky Panky" (SIRE/WB)
- SEDUCTION "Could This Be Love" (VENDETTA/A&M)
- KID FROST "La Raza" (VIRGIN)
- BABYFACE "My Kinda Girl" (SOLAR/EPIC)
- BRAT PACK "I'm Never Gonna Give You Up" (VENDETTA/A&M)
- BROTHER BEYOND "The Girl I Used To Know" (EMI)

REGIONAL BREAKOUTS

EAST

- 49ERS
"Don't You Love Me?"
(4TH & B'WAY/ISLAND)
- BABYFACE
"My Kinda Girl"
(SOLAR/EPIC)
- SEDUCTION
"Could This Be Love?"
(VENDETTA/A&M)
- STEVIE B.
"Love & Emotion"
(LMR/RCA)
- SWEET SENSATION
"If Wishes Came True"
(ATCO)

SOUTH

- ANITA BAKER
"Talk To Me"
(ELEKTRA)
- KID FROST
"La Raza"
(VIRGIN)
- TIMMY T
"What Will I Do?"
(QUALITY)
- TROOP
"All I Do Is Think Of You"
(ATLANTIC)
- THE WEST COAST RAP
ALL-STARS
"We're All In The Same
Gang"
(WARNER BROS)

MIDWEST

- ANITA BAKER
"Talk To Me"
(ELEKTRA)
- BABYFACE
"My Kinda Girl"
(SOLAR/EPIC)
- BRAT PACK
"I'm Never Gonna Give You
Up"
(VENDETTA/A&M)
- BROTHER BEYOND
"The Girl I Used To Know"
(EMI)
- SWEET SENSATION
"If Wishes Came True"
(ATCO)

WEST

- ANITA BAKER
"Talk To Me"
(ELEKTRA)
- BRAT PACK
"I'm Never Gonna Give You
Up"
(VENDETTA/A&M)
- M.C. HAMMER
"Have You Seen Her?"
(CAPITOL)
- KID FROST
"La Raza"
(VIRGIN)
- SOUL II SOUL
"A Dream's A Dream"
(VIRGIN)
- TROOP
"All I Do Is Think Of You"
(ATLANTIC)

TONY! TONI! TONE!

The Blues
(WING/POLYDOR)

The sales picture on TONY! TONI! TONE! have garnered this group considerable radio notice. Top 30 album sales and Top40 single sales has been paralleled by major market airplay including new adds at HOT97.7, KGGI and WCKZ this week. This Hitbound that is already skyrocketing up Crossover Top40 20-18 this week is now ready for explosive Mainstream support.

KEITH SWEAT

Make You Sweat
(ELEKTRA)

Crossover radio continues to carry the crusade flag for this key artist who should expand on his loyal following as evidenced by the explosive retail single sales 38-35 this week. New adds at Q107 and WAVA in Washington, D.C., as well as PRO-FM and HOT94.9. This long overdue single is definitely up-to-par and requests herald it as a bonafide hit.

49ERS

Don't You Love Me?
(4TH & B'WAY/ISLAND)

Summer time is upon us and prime time for club smashes to cross Top40. The 49ERS is a prime example of Crossover potential with an infectious Italo-house groove that is currently taking the nation by storm. Key adds this week at HOT97, WMXP and Z99, with a debut on Crossover Top40 at #50 this week. The perfect tune to give your station that dance-edge.

TIMMY T

What Will I Do?
(QUALITY)

It's the fairytale story that every budding musician yearns for: local boy making headlines and gaining national attention for a hit record. While *Time After Time* established TIMMY T as a new talent, followup *What Will I Do?* will keep him fresh in mind with this uptempo smash. Adds this week at WIOQ, POWER PIG, Q105, HOT97.7 and KITY.

GRIFFITHS (from page 3)

and Tony working with Dave Glew promise a great future for an expanded and diversified ASSOCIATED roster," commented Mottoia. "This further strengthens our team commitment to artist development."

Glew said he is confident that together "Tony and Richard will build EPIC/ASSOCIATED Records into the '90s new musical powerhouse."

Griffiths, who will relocate from Los Angeles to New York, said he is looking forward to working closely with Martell and Glew.

"I've been fortunate to have been involved with a number of the EPIC/ASSOCIATED acts in the past," said Griffiths, "and it will be great to work with them and to develop the wonderful roster that Tony has already built up."

The EPIC/ASSOCIATED roster includes Osborne, Joan Jett, the Fabulous Thunderbirds, and Henry Lee Summer.

SOUL II SOUL

A Dreams A Dream
(VIRGIN)

Once again retail sales are propelling this band and pitching them over the edge into superstardom. Top20 album sales and Top40 single sales indicate that new single *A Dreams A Dream* is definitely Hitbound. Major market adds this week include WXKS, KUBE, Q106, KKFR, KROY, WDJX and more, with key moves at HOT97, KMEL, WUSL and WMXD.

KID FROST

La Raza
(VIRGIN)

A Crossover explosion on this exciting new tune that is taking the nation by storm. Following in the footsteps of *Mentiroso*, *La Raza* is already pulling huge requests and sales because of its unique Spanglish angle. Hot adds at KMEL, Q106, JAMMIN' Z90, KGGI, KITY and WCKZ, with debuts at KKFR and HOT97.7. If you want a guaranteed reaction record, look no further!

KYPER

Tic Tac Toe
(ATLANTIC)

Too hot to handle, KYPER is a smokin' smash that is currently burning request lines due to its fun lovin' lyrics and familiar *Owner Of A Lonely Heart* guitar riff. *Tic Tac Toe* warranted immediate adds at B96, WHYT, POWER PIG and WZZG this week because the buzz was too strong to ignore. One listen is all you need to identify with this hilarious, yet realistic tune.

THE WEST COAST RAP ALL-STARS

We're All In The Same Gang
(WARNER BROS.)

Twelve of the hottest rappers come together for a good cause and the result has been nothing short of spectacular. Star quality combines with a timely subject - gang problems - which has already prompted top 50 single sales. New this week at #48 on Crossover Top40 with adds at KMEL, KS104 and KITY.

McMAHON (from page 5)

talented programmer, but a good common sense guy that can deliver the kind of support our clients want and expect."

McMahon told **HITMAKERS** that when he met with Vallie and (Vallie Consulting Vice President) **Jim Richards** to discuss joining the consultancy, "There was an immediate chemistry, and we're going to have a great relationship," said McMahon. "We were in synch with so many of our ideas and philosophies, that it felt real natural when they presented me with this opportunity that I should take it."

McMahon said he had planned to get into consulting, but not for several years.

"So I'm thrilled Dan has given me a chance to do something now that I was hoping I'd have the chance to do five years from now," said McMahon. "I'm excited that I'm getting to achieve one of my professional goals sooner than I had expected."

M.C. HAMMER

Have You Seen Her?
(CAPITOL)

With the nation screaming 'it's Hammer-time,' *Have You Seen Her?* is destined to be a chart topper. This excellent remake of the Chilites classic will definitely broaden M.C. HAMMER's appeal and versatility. With the #1 retailing album in the country this week, this tune is a natural followup. Early action at FM102, KROY, KGGI, POWER106, POWER PIG and more.

MAXI PRIEST

Close To You
(CHARISMA)

The buzz is red hot on this artist who has broken out of his reggae mold and hit Top40 full force with a mass appeal monster. Q106, WL0L, WPHR and WKSS agreed this week with adds, indicating that *Close To You* has true Top40 appeal. Early action at KITY and MAJIC102 further supports the fact that once MAXI hits the air this record reacts positively. Don't be afraid to play this mass appeal artist.

THE U-KREW

Let Me Be Your Lover
(ENIGMA)

This Portland-based band is gaining momentum with this uptempo followup that is just as smooth and catchy as their debut single *If U Were Mine*. Adds this week at KZZP and KISN, with major market jumps at KHTK, JAMMIN' Z90, WFLZ, KKFR, KKRZ, KITY, Y107 and more. If you played the first, this familiar sound is a can't miss in your market.

ICEY JAYE

It's Just A Girl Thing
(ARISTA)


She's being hailed as the new female Jazzy Jeff, and the nickname is quite appropo. *It's Just A Girl Thing* is a melodic and comical tune that presents the whole girl-boy scenario in a different and intriguing light. A guaranteed reaction record at night from younger demos to spread to adult females in afternoons, this tune is working well at Q106, WNVZ and KJ103, with new adds this week at HOT102 and KWOD.

CARLTON (from page 5)

responsibilities include increased communication with radio stations throughout the country, as well as working more closely with RCA's national staff in project planning and direction. He will report to Waugh.

Carlton previously worked for ten years at ELEKTRA Records, including five years in local promotion in Miami, two years in regional promotion in Denver, and three years in New York as National Director and Senior National Director of Top40 Promotion. He also previously worked for ABC Records.

"Since joining the company, Ray's performance has been spectacular," commented Waugh. "His innovative and creative ideas have been a tremendous help in breaking new artists at RCA. This promotion will allow us to utilize his abilities to their fullest extent."



Sinéad
O'Connor

HOT ALBUM SALES:

Rainbow Records (Chain) (SF) #2
Richman Bros. (Philly) #3
Strawberries (Main) #3
Peaches (Main) #4
Musicland #5
El Roy Dist. #5
Pac. Coast O.S. (Tempo) #5
Target (Main) #6
Wiz Warehouse #7
Wall To Wall (Main) #7
Western Merch. (Salt Lake) #10
Record Bar (Main) #14

ADDED AT:

Z95
WXKS
KNRJ
KKBQ
KRBE
B104
KEZY
KKRZ
KSAQ#25
KZHT#24
KC101
XL106.7#33
and more

APPROACHING 3 MILLION!

**HITMAKERS HOT STATS:
ONE OF THE MOST ADDED
WITH 60 ADDS!
TOP 3 ALBUM SALES
NATIONALLY!
A CRUSADE! A HITBOUND!**

THE NEW SINGLE AND VIDEO

the emperor's new clothes

FROM THE ALBUM

I DO NOT WANT WHAT I HAVEN'T GOT



Chrysalis.

The Return Of The Magnificent Seven

Morris Day

Terry Lewis

Jesse Johnson

Monte Moir

Jimmy Jam

Jellybean Johnson

Jerome Benton

THE TIME

The New Single

Jerk-Out

From The Forthcoming Album Pandemonium

Produced, Arranged and Written by The Time

Management: Ronald E. Sweeney, Esq. and Clarence Avant
Avant Garde Management, Los Angeles



Paisley Park

© 1981 Reprise Records



The Lightning Seeds

Success...Pure and Simple Everytime

Lightning has struck with the hit single

"PURE"

We'll planted at radio and retail, giving **The Lightning Seeds** debut firm roots to grow on.

CLOUDCUCKOOLAND

The Debut Album

A creation of Liverpool-born Ian Broudie, best known for his work as producer for Echo and The Bunnymen, The Three O'Clock and Icicle Works.

Written, performed and produced by Ian Broudie.

Management: Paul Brown
Worlds End Management - London

Pure



"Playing since February and it refuses to die! Teens and upper end females love the feel! Silky Summer Pop...Play it !!!!"

Lou Simon **HOT 94.9**

"Pop records develop slower as a rule, but this one happened fast as lightning. Immediate sales and requests and it's still growing like a seed."

Leo Vella PD **KSAQ**

"'Pure' is a highly infectious pop record that has caught Boston by storm. Strong retail and phone action..."

Jerry McKenna, M.D., WKKS

"Pure is pure Top 40. Perfect for all CHR's no matter what direction they lean. Top 10 phones and building!"

Mark Hansen **KFMW**

"For over 3 months, one of our best testing records, still no signs of burn!"

Adam Cook **KRBE**

"We've been playing the record since January off an import, and it's tested consistently in call-out week to week."

Mike Snow **93Q**

1 \diamond New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE \diamond (212) 840-1035 ADDS: STEVIE B (#33), 49ERS (#34), SAKAMOTO, STACYE & KIMIKO,

WPLJ • PD: TOM CUDDY / MD: MIKE PRESTON \diamond (212) 613-8900 ADDS: MADONNA (#32), BAD ENGLISH (#33), BRUCE HORNSBY, THE LIGHTNING SEEDS,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE \diamond (212) 239-2300 ADDS: MADONNA (#29),

2 \diamond Los Angeles

KIIS-FM • PD: GERRY DeFRANCESCO / MD: MIKE MARTIN \diamond (213) 466-8381 ADDS: THE LIST IS FROZEN THIS WEEK,

PIRATE RADIO • PD: SCOTT SHANNON / MD: DENISE LAUREN \diamond (213) 469-1631 ADDS: HEART, AEROSMITH,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA \diamond (818) 953-4200 ADDS: MARIAH CAREY (#29), RAIANA PAIGE (#30), INDIA, TIANA, MADONNA,

3 \diamond Chicago

B96 • PD: DAVE SHAKES / MD: TODD CAVANAHER \diamond (312) 944-6000 ADDS: DEPECHE MODE (#26), YOUNG & RESTLESS (#29), BRAT PACK, ALISHA, KYPER,

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS \diamond (312) 527-8348 ADDS: DEPECHE MODE (#28), BAD ENGLISH (#30), WILSON PHILLIPS,

Z95 • PD/MD: BRIAN KELLY \diamond (312) 984-0890 ADDS: DEL AMITRI, SINEAD O'CONNOR,

4 \diamond San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI \diamond (415) 391-1061 ADDS: TROOP (#19), JANET JACKSON (#22), KLYMAXX (#30), KID FROST, ANITA BAKER, STEVIE B, WEST COAST RAP ALL-STARS, MADONNA,

X100 • PD: OPEN / MD: TIM WATTS \diamond (415) 362-8800 ADDS: AME LORAIN, SEIKO and DONNIE WAHLBERG, MELLOW MAN ACE, SWEET SENSATION, ANITA BAKER,

5 \diamond Philadelphia

EAGLE106 • PD: TODD FISHER / MD: JAY BEAU JONES \diamond (215) 667-3939 ADDS: JOHNNY GILL (#20), AFTER 7 (#21), MADONNA (#22), RICHARD MARX (#23), MARIAH CAREY, MICHAEL BOLTON,

WIOQ • PD: JOHN ROBERTS / MD: RUSS 'THE HAMMER' ALLEN \diamond (215) 667-8100 ADDS: TIMMY T, BABYFACE,

WUSL • PD: DAVE ALLAN / MD: JOHN MONDROS \diamond (215) 483-8900 ADDS: ANITA BAKER, SOMETHING SPECIAL, JEFF REDD, 3X DOPE, POOR RIGHTEOUS TEACHERS,

6 \diamond Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE \diamond (313) 967-3750 ADDS: AFTER 7 (#24), BRUCE HORNSBY (#25),

THE FOX • PD: CHUCK BECK / ASST. PD/MD: JOHN MCFADDEN \diamond (313) 398-1100 ADDS: FAITH NO MORE (#22), MADONNA (#23), BILLY IDOL (#25),

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON \diamond (313) 871-3030 ADDS: MADONNA, KYPER,

WMXD • PD/MD: PAUL CHRISTY \diamond (313) 569-8000 ADDS: JOHNNY GILL, SWEET SENSATION, BROTHER BEYOND, ANITA BAKER, WILSON PHILLIPS, GLADYS KNIGHT,

7 \diamond Dallas

100.3JAMZ • PD: ELROY SMITH / MD: CAROLYN ROBBINS \diamond (214) 556-8100 ADDS: THE JAMAICA BOYS (#29), JANET JACKSON (#30), SEDUCTION, REGINA BELLE,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL \diamond (214) 869-9700 ADDS: AEROSMITH, DANGER DANGER,

Y95 • PD: OPEN / MD: MIKE EASTERLIN \diamond (214) 263-3695 ADDS: BILLY IDOL (#30), SNAP, MADONNA, FAITH NO MORE, TYLER COLLINS,

8 \diamond Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA \diamond (617) 396-1430 ADDS: AEROSMITH, ANITA BAKER, JOHNNY CLEGG, SOUL II SOUL, SINEAD O'CONNOR, BABYFACE,

WZOU • PD: STEVE RIVERS / MD: CADILLAC JACK McARTNEY \diamond (617) 267-9090 ADDS: DEPECHE MODE (#28), SEDUCTION (#29),

9 \diamond Washington, DC

Q107 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK \diamond (202) 686-3252 ADDS: MADONNA (#30), MARIAH CAREY (#31), KEITH SWEAT (#32),

WAVA • PD: MATT FARBER / MD: DAVE ELLIOT \diamond (703) 534-0320 ADDS: MADONNA (#23), KEITH SWEAT (#28), BROTHER BEYOND (#30),

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. \diamond (301) 441-3500 ADDS: AFTER 7, ANITA BAKER, FAMILY STAND, FRIGHTY & COLONEL MITE, MICHAEL BOLTON (#21), WILSON PHILLIPS (#22), ANITA BAKER (#23),

10 \diamond Houston

ENERGY96.5 • PD: GUY ZAPOLEAN / MD: MICHAEL NEWMAN \diamond (713) 790-0965 ADDS: SINEAD O'CONNOR, MODERN ENGLISH, SOHO, SNAP,

KISS98.5 • PD: STEVE HEGWOOD / MD: TERRI WEBER \diamond (713) 622-0010 ADDS: A. BAKER, TIME,

KKBQ • PD: BILL RICHARDS / MD: MIKE SNOW \diamond (713) 961-0093 ADDS: SEDUCTION, CANDY FLIP, AME LORAIN, SINEAD O'CONNOR, LISA STANSFIELD,

KRBE • PD: ADAM COOK / MD: CHERYL BROZ \diamond (713) 266-1000 ADDS: B. IDOL (#29), MADONNA (#30), ERASURE, A. LORAIN, S. O'CONNOR,

11 \diamond Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE \diamond (305) 445-5411 ADDS: A. BAKER (#34), AFTER 7 (#35), M. MOORE, B.FACE, F. STAND,

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS \diamond (305) 653-6796 ADDS: TOMMY PAGE, NEW KIDS ON THE BLOCK,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI \diamond (305) 925-7117 ADDS: MADONNA (#24), ANITA BAKER (#28),

12 \diamond Atlanta

POWER99 • PD: RICK STACY / ASST. PD/MD: STEVE WYROSTOK \diamond (404) 266-0997 ADDS: EN VOGUE (#27), MOTLEY CRUE (#28), SNAP (#29), WILSON PHILLIPS (#30),

STAR94 • PD: BILL CAHILL / MD: CINDY GLENN \diamond (404) 261-2971 ADDS: NO ADDS THIS WEEK,

13 \diamond Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL \diamond (516) 732-1061 ADDS: MADONNA, LOUIE LOUIE, NIKKI, J. GILL, EN VOGUE, GO WEST,

14 \diamond Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN \diamond (206) 223-5700 ADDS: MADONNA (#28), HEART, EN VOGUE, AEROSMITH, BRUCE HORNSBY, BRAT PACK, BAD ENGLISH,

KUBE • PD: TOM HUTYLER / MD: RANDY IRWIN \diamond (206) 322-1622 ADDS: B. HORNSBY, A. LORAIN, SOULII SOUL, DANGER DANGER, B'FACE, S. SENSATION, MADONNA, EN VOGUE, HEART,

15 \diamond St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON \diamond (314) 644-1380 ADDS: ST. PAUL (#34), BRUCE HORNSBY (#37), SLAUGHTER (#39),

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT \diamond (314) 727-0808 ADDS: SEDUCTION, BABYFACE, AFTERSHOCK, MADONNA (#27),

16 \diamond San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT \diamond (619) 292-7600 ADDS: SEDUCTION, EN VOGUE, BRUCE HORNSBY, GREGORY GRAY,

Q106 • PD: GARRY WALL / MD: MICHELLE SANTOSUOSSO \diamond (619) 565-6006 ADDS: MADONNA (#27), KID FROST (#29), MAXI PRIEST, SOUL II SOUL, SEIKO and DONNIE WAHLBERG,

Z90 • PD: RICK THOMAS / MD: RICK THOMAS \diamond (619) 585-9090 ADDS: APRIL (#31), KLYMAXX (#32), KID FROST (#35),

17 \diamond Baltimore

B104 • PD: STEVE PERUN / ASST. PD/MD: PAM TRICKETT \diamond (301) 466-9272 ADDS: MADONNA (#26), EN VOGUE (#28), TYLER COLLINS, SINEAD O'CONNOR,

18 \diamond Minneapolis

KDWB-FM • PD: BRIAN PHILIPS / MD: MR. ED LAMBERT \diamond (612) 340-9000 ADDS: MADONNA, BAD ENGLISH, SEIKO and DONNIE WAHLBERG,

WLWL-FM • PD: GREG STRASSELL / MD: OPEN \diamond (612) 340-9565 ADDS: SEDUCTION (#32), MADONNA, MAXI PRIEST, ADAM ANT, BRAT PACK,

19 \diamond Pittsburgh

B94 • PD: OPEN / MD: LORI CAMPBELL \diamond (412) 381-8100 ADDS: MADONNA, AEROSMITH, ELTON JOHN, HEART, MARIAH CAREY,

WMXP • PD: RICH HAWKINS / MD: PAUL CRAMER \diamond (412) 821-6140 ADDS: JANE CHILD (#28), 49ERS, SEDUCTION, MODERN ENGLISH,

20 \diamond Anaheim

KEZY • PD: CRAIG POWERS / MD: OPEN \diamond (714) 774-9600 ADDS: MADONNA, SINEAD O'CONNOR, AME LORAIN, JOE COCKER,

21 \diamond Tampa

POWER PIG • PD: MARC CHASE / MD: JEFF KAPUGI \diamond (813) 839-9393 ADDS: BRAT PACK, MARIAH CAREY (#23), MADONNA (#24), ANITA BAKER (#37), KYPER (#39), TIMMY T (#40),

Q105 • PD: OPEN / MD: OPEN \diamond (813) 287-1047 ADDS: LISA STANSFIELD (#29), EN VOGUE (#30), MADONNA, TIMMY T,

22 \diamond Cleveland

WPHR • PD: CAT THOMAS / MD: ED BROWN \diamond (216) 348-0108 ADDS: MADONNA, JOHNNY GILL, MAXI PRIEST, FAITH NO MORE,

23 \diamond Phoenix

KKFR • PD: STEVE SMITH / MD: JIM MORALES \diamond (602) 258-6161 ADDS: SEDUCTION (#29), MR LEE, BROTHER BEYOND, ANITA BAKER, JANE CHILD, SOUL II SOUL, SEDUCTION (#29),

KOY95 • PD: JAY STEVENS / MD: DENA YASNER \diamond (602) 258-8181 ADDS: BELL BIV DEVOE (#29), TROOP, SEDUCTION (#26),

KZZP • PD: BOB CASE / MD: DARCY SANDERS \diamond (602) 964-4000 ADDS: EN VOGUE (#29), SEDUCTION, THE U KREW,

24 \diamond Denver

KS104 • PD: DAVE VAN STONE / MD: OPEN \diamond (303) 427-7700 ADDS: WEST COAST RAP ALL-STARS (#23), TROOP (#25),

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA \diamond (303) 989-1075 ADDS: MADONNA, JANE CHILD, BABYFACE, SWEET SENSATION, ALISHA,

25 \diamond Portland

KKRZ • PD: MARK CAPPIS / MD: BILL KEZLEY \diamond (503) 226-0100 ADDS: BAD ENGLISH (#29), ANITA BAKER, HEART, MADONNA, SINEAD O'CONNOR,

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA \diamond (503) 226-6731 ADDS: HEART (#25), AEROSMITH, BRUCE HORNSBY, BROTHER BEYOND,

26 \diamond Milwaukee

HOT102 • PD: GREG CASSIDY / MD: DANA LUNDON \diamond (414) 785-1021 ADDS: MADONNA (#36), ICEY JAYE (#39), MIKI HOWARD (#40),

WKTI • PD: MIKE BERLAK / ASST. PD/MD: DANNY CLAYTON \diamond (414) 332-9611 ADDS: BRUCE HORNSBY, MARIAH CAREY,

27 \diamond Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY \diamond (816) 531-2535 ADDS: MOTLEY CRUE, BILLY IDOL (#20),

28 \diamond Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL \diamond (401) 433-4200 ADDS: GEORGE LAMOND, KEITH SWEAT, ADAM ANT, BILLY IDOL (#34),

29 \diamond San Jose

HOT97.7 • PD: KEN RICHARDS / MD: JOHN CHRISTIAN \diamond (415) 948-0977 ADDS: TONY! TONI! TONE!, ANITA BAKER, TIMMY T, INDIA, ROBBIE MYCHALS,

KWSS • PD: LARRY MORGAN / MD: RICH ANHORN \diamond (408) 297-5977 ADDS: BAD ENGLISH (#25), MADONNA (#28), HEART (#29), BROTHER BEYOND (#30),

30 \diamond Sacramento

FM102 • PD/MD: BRIAN WHITE \diamond (916) 920-1025 ADDS: SWEET SENSATION (#19), TROOP (#25), MC HAMMER (#27), MADONNA (#28), DEPECHE MODE (#29), SEDUCTION (#30),

KROY • PD: JEFF McARTNEY / ASST. PD/MD: THE ICEMAN \diamond (916) 446-5769 ADDS: MADONNA (#25), MC HAMMER (#30), BABYFACE, ANITA BAKER, SOUL II SOUL, BROTHER BEYOND, BRAT PACK,

KWOD • PD: WILLY B. / MD: GERRY CAGLE \diamond (916) 929-5000 ADDS: BABYFACE (#38), ICEY JAYE (#39), GO WEST (#40),

31 \diamond Cincinnati

Q102 • PD: DAVE ALLEN / MD: BRIAN DOUGLAS \diamond (513) 763-5500 ADDS: SEDUCTION (#34), HEART (#35),

32 \diamond Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU \diamond (804) 826-1310 ADDS: BAD ENGLISH (#21), DEL AMITRI (#24), BAD ENGLISH (#29), MOTLEY CRUE (#30), SEDUCTION (#31), MADONNA,

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER \diamond (804) 497-1067 ADDS: MADONNA, SWEET SENSATION, BROTHER BEYOND, BRUCE HORNSBY, DANGER DANGER, BABYFACE, GEORGE LAMOND,

33 \diamond San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON \diamond (714) 889-2651 ADDS: MARIAH CAREY, SEDUCTION, KID FROST, TONY! TONI! TONE!, ALISHA, MC HAMMER,

34 \diamond Columbus

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE \diamond (614) 224-9624 ADDS: TYLER COLLINS (#20),

35 \diamond New Orleans

B97 • PD: GREG ROLLING / MD: JOEY GIOVINGO \diamond (504) 581-7002 ADDS: DIGITAL UNDERGROUND (#20), MADONNA, HEART,

36 \diamond San Antonio

KITY • PD: RICK UPTON / MD: STEPHANIE GRAMM \diamond (512) 225-5111 ADDS: TROOP (#29), TIMMY T (#30), ANITA BAKER, WEST COAST RAP ALL-STARS, KID FROST,

KSAQ • PD: LEO VELA / MD: RIKKO OLLERVIDEZ \diamond (512) 271-9600 ADDS: HEART (#33), SINEAD O'CONNOR (#25), BRUCE HORNSBY (#36), MIDNIGHT OIL (#38), SWEET SENSATION (#39), ANITA BAKER, BROTHER BEYOND, ADAM ANT,

KTFM • PD: RICK HAYES / MD: ROSS KNIGHT \diamond (512) 655-5500 ADDS: ANITA BAKER, SOUL II SOUL, BABYFACE, STARLET, AME LORAIN, KID FROST,

37 \diamond Indianapolis

WZPL • PD: DON LONDON / MD: MICHAEL POWERS \diamond (317) 637-8000 ADDS: TYLER COLLINS (#24), SEDUCTION (#26), BRUCE HORNSBY (#27), BAD ENGLISH (#29), AFTER 7 (#30),

38 \diamond Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN \diamond (801) 359-9536 ADDS: ADAM ANT (#22), SINEAD O'CONNOR (#24), MADONNA, BRAT PACK, THE BELOVED, KEITH SWEAT, MIDNIGHT OIL, HUMAN RADIO,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: BOB LABORDE \diamond (801) 485-6700 ADDS: SWEET SENSATION, BRUCE HORNSBY, HEART, SEIKO and DONNIE WAHLBERG, BILLY IDOL (#21),

KISN • PD: GARY WALDRON / MD: GARY MICHAELS \diamond (801) 262-9797 ADDS: THE U KREW, BILLY IDOL, ANITA BAKER, BRUCE HORNSBY, LISA STANSFIELD,

TOP40 ADDS

The TOP50 Markets In America

39 \diamond Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN \diamond (716) 876-0930 ADDS: MADONNA (#25), SNAP,

WKSE • PD: MIKE EDWARDS / MD: MIKE MCGOWAN \diamond (716) 884-5101 ADDS: SWEET SENSATION, SEIKO and DONNIE WAHLBERG,

40 \diamond Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN \diamond (203) 776-4012 ADDS: MADONNA, BRUCE HORNSBY, SINEAD O'CONNOR,

WKSS • PD: JEFFERSON WARD / MD: CHRIS WALSH \diamond (203) 249-9577 ADDS: MADONNA (#30), MAXI PRIEST, BROTHER BEYOND,

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST \diamond (203) 522-1080 ADDS: BROTHER BEYOND, SNAP, STEVIE B, MADONNA, THE U KREW,

41 \diamond Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: ERIK BRADLEY \diamond (704) 342-4102 ADDS: ANITA BAKER (#33), THE LIGHTNING SEEDS (#37), TONY! TONI! TONE!, BRAT PACK, KID FROST, WILSON PHILLIPS,

WZZG • PD: DWAYNE WARD / MD: RAY MARINER \diamond (704) 392-6191 ADDS: KYPER, FAITH NO MORE, MADONNA, BABYFACE, AEROSMITH,

42 \diamond Memphis

FM100 • PD/MD: STEVE CONLEY \diamond (901) 726-0468 ADDS: BRUCE HORNSBY,

43 \diamond Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD \diamond (407) 788-1400 ADDS: YOUNG & RESTLESS (#10), JANET JACKSON, THE DOGS, SIR MIX A LOT, JEFF REDD,

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE \diamond (407) 629-5105 ADDS: MADONNA, NIKKI, SWEET SENSATION,

XL106.7 • PD: STEVE KELLY / MD: ROD LAUDERDALE \diamond (407) 339-1067 ADDS: BRUCE HORNSBY, MADONNA (#31), SINEAD O'CONNOR (#33), AEROSMITH (#34),

44 \diamond Monmouth-Ocean, NJ

WJLK-FM • PD: BRAD HOLCOMB / MD: GARY GUIDA \diamond (201) 774-7700 ADDS: BRUCE HORNSBY (#24), ANITA BAKER (#26), AFTER 7 (#28),

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT \diamond (609) 597-1100 ADDS: ALISHA, MADONNA, MIDNIGHT OIL,

45 \diamond Rochester

98PXY • PD: KEVIN KENNY / MD: CAT COLLINS \diamond (716) 325-5300 ADDS: SEIKO and DONNIE WAHLBERG, THE LIGHTNING SEEDS,

46 \diamond Nashville

Y107 • PD: LOUIS KAPLAN / MD: HAWK HARRISON \diamond (615) 256-6556 ADDS: BRUCE HORNSBY, FAITH NO MORE, GEORGE LAMOND, THE LIGHTNING SEEDS, MADONNA, ANITA BAKER,

47 \diamond Oklahoma City

KJ103 • PD: MIKE MCCOY / MD: BILLY THE KIDD \diamond (405) 840-5271 ADDS: TAYLOR DAYNE (#28), MADONNA (#29), BABYFACE,

Z99 • PD/MD: BRETT DUMLER \diamond (405) 942-3399 ADDS: AME LORAIN, ANITA BAKER, 49ERS,

48 \diamond Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS \diamond (513) 294-5858 ADDS: BAD ENGLISH, SEIKO and DONNIE WAHLBERG, HEART (#25), JOHNNY GILL (#26), GO WEST (#27), EN VOGUE (#28), AEROSMITH (#29), SLAUGHTER (#30),

49 \diamond Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER \diamond (502) 589-4800 ADDS: MADONNA, GEORGE LAMOND, SOUL II SOUL, LISA STANSFIELD, SWEET SENSATION,

50 \diamond Greensboro/Winston-Salem

WJMH • PD: CHRIS BAILEY / MD: KELLY MASTERS \diamond (919) 855-6500 ADDS: NEWTRONS, SPECIAL ED, DIGITAL UNDERGROUND, MICHAEL STERLING, ANITA BAKER, MIDNIGHT STAR, FAMILY STAND,

WKSI • PD: None / MD: GREG STEVENS \diamond (919) 275-9895 ADDS: DEPECHE MODE, MARIAH CAREY,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS \diamond (919) 759-2316 ADDS: BRUCE HORNSBY (#31), MADONNA, HEART, SNAP,

Montreal, Canada

CKOI • PD: BOB LEBOURD / MD: GUY BROUILIARD \diamond (514) 766-2311 ADDS: HOT HOUSE FLOWER, MADONNA, LITA FORD, HUMAN RADIO,

THE TOP TRENDSETTERS

930 / Syracuse \diamond PD: NEIL SULLIVAN / MD: GARY DUMES \diamond (315) 446-9090 • ADDS: MADONNA (#36), AEROSMITH (#37), TYLER COLLINS (#38), HEART (#39), SINEAD O'CONNOR (#40),

930ID / Alexandria \diamond PD: HOLLYWOOD HARRISON / MD: FERRY KNIGHT \diamond (318) 445-1234 • ADDS: AEROSMITH, BRUCE HORNSBY, ANITA BAKER, GLENN MEDEIROS / BOBBY BROWN, L.A. GLNS, MADONNA, MODERN ENGLISH,

955X / Charleston \diamond PD/MD: VINI SPECK \diamond (803) 84-9500 • ADDS: BILLY IDOL (#28), MARIAH CAREY (#30), LISA STANSFIELD, BAD ENGLISH,

95XII / Traskersburg \diamond PD/MD: LARRY HUGHES \diamond (304) 485-7425 • ADDS: SEIKO and Donnie Wahlberg, AEROSMITH, MICHAEL BOLTON, BABYFACE,

95XXX / Burlington \diamond PD: OPEN / MD: J.J. RILEY \diamond (802) 655-9530 • ADDS: AEROSMITH, MADONNA, JANE CHILD, HEART, BABYFACE, ANITA BAKER, SNAP,

97KYN / S. Mary's \diamond PD: DAVE MICHAELS / MD: DREW DERSHIMER \diamond (814) 834-9700 • ADDS: GO WEST (#27), BABYFACE (#30),

98KYSF-FM / Highland Park \diamond PD: JADA BROWN / MD: TOYA BEASLEY \diamond (707) 428-5134 • ADDS: BABYFACE (#29), M.C. HAMMER, APRIL, PELL BIV DEVOE,

99.9XII / Ocean City \diamond PD: HILTIAN / MD: KEVIN OCEAN \diamond (301) 289-3456 • ADDS: BRUCE HORNSBY, ANITA BAKER, SNAP, SEDUCTION, THE LODON QUIREBOYS, SEIKO and Donnie Wahlberg, BILLY IDOL (#22),

99WGY / Schenectady \diamond PD: TOM PARKER / MD: MAREY LEGERE \diamond (518) 381-4800 • ADDS: S O'CONNOR, BABYFACE, SNAP, AEROSMITH, SOUL II SOUL, MADONNA, HEART,

89B / Kait-pell \diamond PD/MD: BENNY B JR. \diamond (405) 862-5565 • ADDS: JEFF LYNN, SWEET SENSATION, BABYFACE, SALLY MOORE, HEART, BRUCE HORNSBY, AEROSMITH,

CHED / Edmonton, Alberta \diamond PD: WAYNE BRYANT / MD: JAMES STEWART \diamond None • ADDS: COREY HART, COLIN JAMES, JANE CHILD, LAYMEN TWAIST, SINEAD O'CONNOR, FAITH NO MORE,

FM104 / Madesto \diamond PD: GARY DEMARONEY / MD: ERIC HOFFMAN \diamond (209) 572-0104 • ADDS: AEROSMITH (#2), BROTHER BEYOND (#23), JOHNNY GILL (#27), HEART (#28), BRUCE HORNSBY (#30), JANE CHILD, MIH HAEI BOLTON,

G105 / Raleigh \diamond PD: BRIAN PATRICK / MD: JIM HARRISON \diamond (919) 683-2055 • ADDS: SINEAD O'CONNOR (#34), BABYFACE (#35),

G98 / Portland \diamond PD: JIM RAMBALL / MD: JON BRYANT \diamond (207) 775-6321 • ADDS: SOUL II SOUL, SNAP, BRUCE HORNSBY, SINEAD O'CONNOR, AEROSMITH, BAD ENGLISH, JOHNNY GILL, ADAM ANT,

H0104 / Greenville \diamond PD: JOHN STEVENS / MD: STEVE DAVIS \diamond (919) 830-1110 • ADDS: MARIAH CAREY (#19), ANITA BAKER (#25), CHRISTOPHER MAXX (#26), JOHNNY GILL (#29), MELLOW MAN ACE, TROOP, SEIKO and Donnie Wahlberg,

H0195 / Jackson \diamond PD: AUBREY PRINCE / MD: DAVE MORALES \diamond (601) 366-1989 • ADDS: BRAT PACK (#31), JANE CHILD (#32), BROTHER BEYOND (#33), SWEET SENSATION (#34), TONY! TONI! TONE!,

H0199.9 / Eeaton \diamond PD: JIM SCHAEFER / MD: ERIC STRYKER \diamond (215) 258-6155 • ADDS: AME LORAIN, JANE CHILD, MELLOW MAN ACE, MADONNA,

H0194 / Honolulu \diamond PD: ALAN ODA / MD: KIHO VILLARMO \diamond (808) 531-4602 • ADDS: ALISHA, STACYE & KOMIKO,

JETFM / Ene \diamond PD: JIM COOK / MD: ROBIN BANKS \diamond (814) 455-2741 • ADDS: AEROSMITH, MADONNA, BAD ENGLISH, SEDUCTION, BRUCE HORNSBY, BAD COMPANY, DANGER DANGER, KYSS,

K104 / Ene \diamond PD: BRUCE KIMBLE / ASST. PD/MD: CHRIS COLLINS \diamond (814) 452-2041 • ADDS: AFTER 7, MICHAEL BOLTON, DEPECHE MODE,

K106 / Beaumont \diamond PD: NEIL HARRISON / MD: PAM PAGE \diamond (409) 769-2475 • ADDS: A. BAKER, MADONNA, HEART, SOUL II SOUL, AEROSMITH, S O'CONNOR, 49ERS,

KAG0 / Muratth Falls \diamond PD: MIKE GARRARD / MD: CINDY STARR \diamond (503) 884-0661 • ADDS: SINEAD O'CONNOR (#40), ANITA BAKER, ADAM ANT, JIVE BUNNY, MADONNA, PETER SAFERA,

KAYI / Tulsa \diamond PD: JAN DEAN / MD: OPEN \diamond (918) 492-2020 • ADDS: NIKKI, EN VOGUE, BAD ENGLISH,

KBOS / Fresno \diamond PD: JEFF DAVIS / MD: DON PARKER \diamond (209) 237-9361 • ADDS: MADONNA (#39), SWEET SENSATION, ANITA BAKER, JANE CHILD, FAN CLUB, STARLETT, A.M.E. DRAIN,

KBOZ / Bozeman \diamond PD: DUANE BARNHART / MD: ROGER NELSON \diamond (406) 586-5466 • ADDS: MADONNA, BRUCE HORNSBY, SWEET SENSATION, BABYFACE,

KBYS / Austin \diamond PD: LISA TONACCI / MD: TRACY AUSTIN \diamond (512) 345-9300 • ADDS: THE LIST IS FROZEN THIS WEEK,

KCAQ / Oxnard \diamond PD: ROOSTER RHODES / MD: ANNIE SAGE \diamond (805) 483-1000 • ADDS: MADONNA, SWEET SENSATION, BILLY IDOL, BABYFACE, KDOL SKOOL,

KCHX / Midland \diamond PD/MD: CRAIG ROBERTS \diamond (915) 561-8833 • ADDS: MADONNA, BRUCE HORNSBY, ANITA BAKER, BRAT PACK, AEROSMITH, EN VOGUE, DEPECHE MODE, DANGER DANGER,

KCLD / St. Cloud \diamond PD: BRIAN WRIGHT / MD: CHARLIE DOUGLAS \diamond (612) 251-1450 • ADDS: JANE CHLO (#29), SWEET SENSATION (#31), BILLY IDOL (#33),

KCMQ / Columbia \diamond PD: BRIAN HANSON / MD: OPEN \diamond (314) 449-2433 • ADDS: MADONNA (#34), SWEET SENSATION (#35), AEROSMITH, BABYFACE, HEART, ANITA BAKER,

KDON / Salinas \diamond PD: JAMIE HYATT / MD: EFREN SIFUENTES \diamond (408) 422-3365 • ADDS: NO ADDS THIS WEEK,

KEEZ / Maricopa \diamond PD: MARK SEGER / MD: MIKE MURPHY \diamond (507) 345-4646 • ADDS: SWEET SENSATION, PROPAGANDA, TYLER COLLINS (#26), CONCRETE BLONDE,

KEWB / Redding \diamond PD/MD: SIMON DE LA ROSA \diamond (916) 243-5392 • ADDS: NO ADDS THIS WEEK,

KEZB-FM / El Paso \diamond PD: PAT MC MAHON / MD: ANGEL GONZALES \diamond (915) 533-9400 • ADDS: KID FROST,

KEZH / Hastings \diamond PD/MD: MIKE WILL \diamond (402) 463-1314 • ADDS: NIKKI, PATTI AUSTIN, HEART (#20),

KF95 / Boise \diamond PD: MIKE KASPER \diamond (208) 888-4321 • ADDS: BRUCE HORNSBY (#34), SWEET SENSATION (#37), HEART, BROTHER BEYOND, THE LIGHTNING SEEDS, MADONNA, ANITA BAKER, GEORGE LAMOND,

KFB0 / Waynesville \diamond PD: STEVEN GREENLEE / MD: TIM MCNUTT \diamond (314) 336-3133 • ADDS: SOUL II SOUL, MIDNIGHT OIL, BAD ENGLISH (#34), MOTLEY CRUE (#31),

KFBQ / Cheyenne \diamond PD: SCOTT BIRD / MD: MICHAEL GAMBY \diamond (307) 634-4461 • ADDS: BRUCE HORNSBY, FAITH NO MORE, ANITA BAKER, BATON ROUGE, JEFF LYNN, SINEAD O'CONNOR (#38), HEART, SWEET SENSATION,

KFFM / Yakima \diamond PD/MD: GREG ADAMS \diamond (509) 248-1460 • ADDS: MADONNA, SOUL II SOUL, SINEAD O'CONNOR, TYLER COLLINS, SEDUCTION,

KFRX / Lincoln \diamond PD: J.J. COOK / MD: SUNNY VALENTINE \diamond (402) 483-5100 • ADDS: BRUCE HORNSBY, SWEET SENSATION,

KFTZ / Moho Falls \diamond PD: RICH SUMMERS / MD: MINDY KARY \diamond (208) 523-3722 • ADDS: MADONNA (#40), BRUCE HORNSBY, MIDNIGHT OIL, MAXI PRIEST, HEART, FAITH NO MORE, SINEAD O'CONNOR,

KG95 / Sioux City \diamond PD: DENNY ANDERSON / MD: KEVIN KOLLINS \diamond (712) 258-5595 • ADDS: HEART, JOHNNY GILL, AEROSMITH, ANITA BAKER, MADONNA, BRUCE HORNSBY,

KGGG / Rapid City \diamond PD: RICK ALLEN / MD: SCOTT BRADLEY \diamond 605 348-1100 • ADDS: HEART, EN VOGUE,

KHFI / Austin \diamond PD/MD: SELBY EDWARDS \diamond (512) 474-9233 • ADDS: BRUCE HORNSBY, MADONNA, BABYFACE, SEDUCTION,

KHOK / Great Bend \diamond PD/MD: DARRYL BIEKER \diamond None • ADDS: ELTON JOHN, HEART, BROTHER BEYOND,

KH55 / Walla Walla \diamond PD: THOMAS HODGINS / MD: CHUCK STEVENS \diamond (509) 522-5412 • ADDS: SEDUCTION, JIMMY RYSER, MODERN ENGLISH, SINEAD O'CONNOR, ELTON JOHN, GEORGE LAMOND,

KHTT / Santa Rosa \diamond PD: JEFF COCHRAN / MD: GLENN MITCHELL \diamond (707) 545-3313 • ADDS: MADONNA (#21), AEROSMITH (#26), JANE CHILD (#36), B. HORNSBY (#39),

KIXC / Colorado Springs \diamond PD: STU SMOKE / MD: OPEN \diamond (719) 632-5800 • ADDS: BAD ENGLISH, MADONNA, BRUCE HORNSBY, GEORGE LAMOND, MODERN ENGLISH,

KI0Y / Lebanon \diamond PD/MD: MIKE SHANNON \diamond (503) 451-1743 • ADDS: AEROSMITH, HEART, LITA FORD, AME LORAIN, BROTHER BEYOND, SINEAD O'CONNOR, DEPECHE MODE, KYPER, JIMMY RYSER,

KISQ / Corpus Christi \diamond PD: TOD TUCKER / MD: SEAN HALL \diamond (512) 888-5555 • ADDS: BABYFACE, SWEET SENSATION, HEART, BROTHER BEYOND, DEL AMITRI, SEDUCTION, REVENGE,

KISR / Fort Smith \diamond PD/MD: KEN WALL \diamond (501) 785-2526 • ADDS: BROTHER BEYOND, BRUCE HORNSBY, ANITA BAKER, MADONNA, JEFF LYNN, NIKKI, SEDUCTION,

KIXR / Ponca City \diamond PD/MD: T. MORGAN \diamond (405) 765-5491 • ADDS: SWEET SENSATION, BROTHER BEYOND, SEDUCTION, MAXI PRIEST,

KIXS / Killeen \diamond PD: CHUCK BAKER / ASST. PD/MD: GARY RICHARDS \diamond (817) 699-5000 • ADDS: NO ADDS THIS WEEK,

KJUG / Spencer \diamond PD: BRIAN NEWCOMB / MD: JIMMY MAC \diamond (712) 262-6393 • ADDS: BEAU MASTY, MIDNIGHT OIL, SWEET SENSATION,

KJLS / Hays/Great Bend \diamond PD: JACK CRUES / MD: RANNEY WEST \diamond (913) 628-1064 • ADDS: SLYCE, THE BELOVED, BROTHER BEYOND, NEW KIDS ON THE BLOCK (#35), JEFF LYNN, MADONNA (#30), JIVE BUNNY,

KKBG / Hilo \diamond PD/MD: DANNY AUSTIN \diamond (808) 961-0651 • ADDS: HOWARD HEWETT, LITTLE CAESAR, KISS, ELTON JOHN, BAD ENGLISH, SEDUCTION, JOE COCKER, CROSBY, STILLS & NASH, KEITH SWEAT, MODERN ENGLISH, MOTLEY CRUE, POCO, JIMMY RYSER, JOHNNY GILL,

KKHT / Springfield \diamond PD: DAVE ALEXANDER / MD: TIM AUSTIN \diamond (417) 883-9000 • ADDS: MADONNA, HEART, SWEET SENSATION, BRUCE HORNSBY, AEROSMITH, FAITH NO MORE, LISA STANSFIELD (#29), TOMMY PAGE (#30),

KKMG / Colorado Springs \diamond PD: SCOOTER B. STEVENS / MD: TREVOR CAREY \diamond (719) 576-1100 • ADDS: CONCERT BRADLEY (#28), SWEET SENSATION, ANITA BAKER, BROTHER BEYOND, BRAT PACK,

KKRC-FM / Sioux Falls \diamond PD: BILL DANIELS / ASST. PD/MD: DEB CHRISTI \diamond (605) 335-6500 • ADDS: BRUCE HORNSBY (#26), LITTLE FEAT, CHRIS THOMAS, THE LODON QUIREBOYS (#34), HEART (#33), HUMAN RADIO,

KKRD / Wichita \diamond PD: JACK OLIVER / MD: GREG WILLIAMS \diamond (316) 265-0721 • ADDS: SWEET SENSATION, AEROSMITH, BRAT PACK, JANE CHILD, MADONNA, BABYFACE,

KKSS-FM / Albuquerque \diamond PD/MD: JOHN JAYNES \diamond (505) 265-1431 • ADDS: SWEET SENSATION, BABYFACE,

KKXX / Bakersfield \diamond PD/MD: CHRIS SQUIRES \diamond (805) 322-9929 • ADDS: MADONNA, MARIAH CAREY, TOMMY PAGE,

KKYK / Little Rock \diamond PD: BRIAN BRIDGMAN / MD: OPEN \diamond (501) 661-7570 • ADDS: SWEET SENSATION, MADONNA, DEL AMITRI,

KLBO / El Dorado \diamond PD: MICHAEL STEE / MD: RON WEST \diamond (501) 863-5121 • ADDS: BAD ENGLISH, AME LORAIN, SEIKO and Donnie Wahlberg, BAD COMPANY,

KLLC / Las Vegas \diamond PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR \diamond (702) 739-9383 • ADDS: M.C. HAMMER (#30), STACYE & KOMIKO, MAXI PRIEST, KYPER,

KLYK / Longview/Kelso \diamond PD: BOB HART / ASST. PD/MD: MIKE STONE \diamond (206) 425-1500 • ADDS: AEROSMITH, SINEAD O'CONNOR, MADONNA,

KLYV / Duquoy \diamond PD: JEFF DAVIS / MD: TIM JANSEN \diamond (319) 557-1040 • ADDS: SWEET SENSATION (#35), SEDUCTION (#38), LISA STANSFIELD (#39), BROTHER BEYOND (#40), BRUCE HORNSBY, BRAT PACK,

KMKK / Lewiston \diamond PD: KEITH HAYENS / MD: KEVIN CHASE \diamond (208) 746-5056 • ADDS: EN VOGUE, HOUSE OF LOVE, KEITH SWEAT, BRUCE HORNSBY, SEDUCTION, DANGER DANGER, BROTHER BEYOND, MADONNA, SOUL II SOUL, HEART, SWEET SENSATION, AEROSMITH,

KMON / Great Falls \diamond PD: DAVE LEVIN / MD: P.J. MILLER \diamond (406) 761-1000 • ADDS: AEROSMITH, SEDUCTION, JANE CHILD, MICHAEL BOLTON, BRUCE HORNSBY,

KMNI / Norfolk \diamond PD: DOUG KREHN / MD: TODD MICHAELS \diamond (402) 379-3300 • ADDS: BRUCE HORNSBY, POCO, SINEAD O'CONNOR, AEROSMITH, HEART, MIDNIGHT OIL,

KMIN / Wichita Falls \diamond PD: JAY MICHAELS / MD: JIM SCOTT \diamond (817) 855-6924 • ADDS: SINEAD O'CONNOR (#30), HEART (#34), MADONNA (#38), BRUCE HORNSBY (#39),

KOKZ / Waterloo/Cedar Rapids \diamond PD: KAIT SIMON / MD: RON NEWMAN \diamond (319) 233-3371 • ADDS: SEDUCTION (#40), BRUCE HORNSBY (#35), HEART (#36), MAXI PRIEST, BROTHER BEYOND, BABYFACE, CROSBY, STILLS & NASH, DANGER DANGER,

KOYE / Lorado \diamond PD/MD: STEVE CHASE \diamond (512) 723-4396 • ADDS: NEW KIDS ON THE BLOCK (#18), MADONNA (#33), BROTHER BEYOND, BAD ENGLISH, BABYFACE, BELL BIV DEVOE, HEART, FASTER PUSSYCAT, GLORIA ESTEFAN, MIDNIGHT OIL,

KPAT / Sioux Falls \diamond PD: SCOTT MAGUIRE / MD: COREY WARD \diamond (605) 339-9999 • ADDS: AEROSMITH, FAITH NO MORE, ANITA BAKER, MADONNA (#22), HEART (#27), BRUCE HORNSBY (#29),

KPRR / El Paso \diamond PD/MD: ELI MOLANO \diamond (915) 532-6515 • ADDS: WEST COAST RAP ALL-STARS, THE U-KREW, TIMMY T (#28),

KPKI / Mt. Pleasant \diamond PD: STEVE BAILEY / ASST. PD/MD: MICK FULGHAM \diamond (214) 572-8726 • ADDS: SWEET SENSATION (#31), ANITA BAKER (#35), SINEAD O'CONNOR (#39), AEROSMITH (#40), BROTHER BEYOND, DANGER DANGER, MADONNA,

KPKR / Anchorage \diamond PD/MD: STEVE KNOLL \diamond (907) 243-3141 • ADDS: MADONNA (#34), GO WEST (#35),

KQCR / Cedar Rapids \diamond PD: GARY DIXON / MD: J.J. GERARD \diamond (319) 363-2061 • ADDS: MADONNA (#27), AEROSMITH (#40), BABYFACE, THE LIGHTNING SEEDS,

KQHT / Grand Forks \diamond PD: RAY BELL / MD: JAY MURPHY \diamond (701) 746-1413 • ADDS: BROTHER BEYOND, CROSBY, STILLS & NASH, SINEAD O'CONNOR (#29), AEROSMITH (#27),

TOP40 ADDS

The Top Trendsetters In America

- KTXV / Shreveport ◊ PD: KEN SHEPHERD / MD: KEITH GREER ◊ (318) 635-9999 ◊ ADDS: BROTHER BEYOND, MIDNIGHT OIL, SEDUCTION, BABYFACE, ANITA BAKER.
- KTXV / Jefferson City ◊ PD: BOBBY JACKSON / MD: KEVIN MICHAELS ◊ (314) 893-5696 ◊ ADDS: THE BLACK CROWES, FAITH NO MORE, HEART, BRUCE HORNSBY, MADONNA, SWEET SENSATION.
- KLUB / Bazeman ◊ PD: JIM DIAMOND / MD: STEVE JACKSON ◊ (406) 586-2343 ◊ ADDS: JEFF LYNN, BROTHER BEYOND, MADONNA, ANITA BAKER.
- KVTV / Tacoma ◊ PD/MD: JOHN MANGAN ◊ (206) 756-5884 ◊ ADDS: ERASURE, HEART, BROTHER BEYOND, SWEET SENSATION, SINEAD O'CONNOR.
- KWIN / Stockton ◊ PD/MD: JOHNNY MILFORD ◊ (209) 951-8165 ◊ ADDS: TYLER COLLINS (#20), ANITA BAKER (#29), SOUL II SOUL (#39), SEIKO and Donnie Wahlberg (#40).
- KWLN / Reno ◊ PD: RAY KALUSA / MD: RICK CARTER ◊ (702) 323-0123 ◊ ADDS: MADONNA (#35), ERASURE, BROTHER BEYOND, AEROSMITH, SEDUCTION, BRUCE HORNSBY, HEART.
- KWTK-FM / Waco ◊ PD: DAVE CHRISTOPHER / MD: OPEN ◊ (817) 776-1330 ◊ ADDS: AEROSMITH, HEART, DANGER DANGER.
- KWXX / Hilo ◊ PD/MD: BILL DAWSON ◊ (808) 935-5461 ◊ ADDS: MADONNA, THE L-KREW, SEIKO and Donnie Wahlberg, SOUL II SOUL, AEROSMITH, MAXI PRIEST, SEDUCTION, JIMMY RYSER.
- KXHQ / Bend ◊ PD/MD: GREGG LENNY ◊ (503) 382-5611 ◊ ADDS: NIKKI (#20), EN VOUE (#26), MARIAH CAREY (#30), GO WEST (#31), DEL ANTRI (#36), LISA STANSFIELD (#37), MOTLEY CRUE (#40).
- KYNZ / Ardmore ◊ PD: SCOTT BENTON / MD: WIN PATTON ◊ (405) 226-8475 ◊ ADDS: BAD ENGLISH (#39), JANE CHILD (#39), JOHNNY GILL (#40).
- KYRK / Las Vegas ◊ PD: OPEN / MD: CORY RICHARDS ◊ (702) 731-9797 ◊ ADDS: DEPECHE MODE (#21).
- KYYA / Billings ◊ PD: JACK BELL / MD: CHARLIE FOX ◊ (406) 652-2280 ◊ ADDS: JOHNNY GILL, HEART.
- KYYY / Bismarck ◊ PD/MD: BOB BECK ◊ (701) 224-9393 ◊ ADDS: LISA STANSFIELD, SEDUCTION, MADONNA, BRUCE HORNSBY, SINEAD O'CONNOR, AEROSMITH.
- KZ103 / Tupelo ◊ PD: REX HOLLIDAY / MD: LISA LANDAU ◊ (601) 844-3808 ◊ ADDS: GO WEST (#30), LOUIE LOUIE (#34), MADONNA (#39), MODERN ENGLISH (#40).
- KZ93 / Peoria ◊ PD: KEITH EDWARDS / MD: GENE STERN ◊ (309) 688-3131 ◊ ADDS: MADONNA (#28), JOHNNY GILL (#29), HEART (#30), BRUCE HORNSBY, ELTON JOHN.
- KZBB / Ft. Smith ◊ PD: TOM BROWNE / MD: WILLIE STEVENS ◊ (501) 646-2000 ◊ ADDS: BRUCE HORNSBY, MADONNA, BABYFACE, AEROSMITH, ANITA BAKER, BROTHER BEYOND, GEORGE LAMOND, SOUL II SOUL.
- KZFM / Corpus Christi ◊ PD: J.D. GONZALES / ASST. PD/MD: DANHY D ◊ (512) 883-3516 ◊ ADDS: BRAT PACK, SEIKO and Donnie Wahlberg, ERASURE, ANITA BAKER, YOUNG & RESTLESS.
- KZLI / Lubbock ◊ PD/MD: CHUCK LUCK ◊ (806) 794-7979 ◊ ADDS: SWEET SENSATION, BABYFACE, BROTHER BEYOND, SEDUCTION.
- KZMC / McCook ◊ PD: CATHY CARTWRIGHT / MD: STEVE LEPPER ◊ (308) 345-1981 ◊ ADDS: MIDNIGHT OIL, AEROSMITH, MADONNA, HEART, THE SKAM.
- KZOR / Hobbs ◊ PD: HARRY HARLEN / MD: PHIL HOUSTON ◊ (505) 397-4969 ◊ ADDS: AEROSMITH, EN VOUE (#40), SWEET SENSATION, GLORIA ESTEFAN, MADONNA.
- KZOU / Little Rock ◊ PD: PETER STEWART / MD: GREG GEARY ◊ (501) 661-0150 ◊ ADDS: DEPECHE MODE, BAD ENGLISH, GEORGE LAMOND, HEART.
- KZOL / San Luis Obispo ◊ PD: CHRIS RUH / MD: RICK ANDREWS ◊ (805) 489-1280 ◊ ADDS: TONY! TONY! TONE!, MAXI PRIEST, EN VOUE, AEROSMITH, MODERN ENGLISH, DANGER DANGER, SINEAD O'CONNOR.
- KZZU / Spokane ◊ PD: KEN HOPKINS / MD: CHUCK MATHESON ◊ (509) 536-5555 ◊ ADDS: BRUCE HORNSBY, SINEAD O'CONNOR, MADONNA, MIDNIGHT OIL, HEART, AEROSMITH, FASTER PUSSYCAT, TYLER COLLINS, HUMAN RADIO.
- MAX94 / Rialto ◊ PD: TIM FLOYD / MD: ANGE V ◊ (314) 346-1590 ◊ ADDS: JEFF LYNN (#27), BAD COMPANY (#26), POLO (#25), MIDNIGHT OIL (#24), HEART (#21).
- DK95 / Tri-Cities ◊ PD: PAUL WALKER / MD: GREG DELANGE ◊ (509) 586-2151 ◊ ADDS: THE BLACK CROWES, HEART, AEROSMITH, BROTHER BEYOND, MAXI PRIEST.
- POWER108 / Gallup ◊ PD: STEVE SPILLMAN / MD: RAY MILLER ◊ (601) 832-5111 ◊ ADDS: NIKKI, MADONNA, GEORGE LAMOND, LISA STANSFIELD.
- POWER94.5 / Junction City ◊ PD: JAMES PHELPS / MD: KEVIN COLLINS ◊ (913) 776-9494 ◊ ADDS: GEORGE LAMOND (#32), GO WEST (#33), ELTON JOHN (#34), BAD ENGLISH (#35), SEIKO and Donnie Wahlberg (#36).
- POWER98 / Myrtle Beach ◊ PD: BARRY RICHARDS / MD: STEVE "ROCKER" RICHARDS ◊ (803) 236-9800 ◊ ADDS: THEY MIGHT BE GIANTS, ANITA BAKER, JANE CHILD, BABYFACE, BRAT PACK, MADONNA.
- Q104 / Gadsden ◊ PD: LEO DAVIS / MD: JEFF DONAVAN ◊ (205) 543-3246 ◊ ADDS: AEROSMITH, ADAM ANT, HEART, BRUCE HORNSBY, M.C. HAMMER, JEFF HEALEY BAND, MAXI PRIEST.
- SLY96 / San Luis Obispo ◊ PD: JONATHAN HARTE / MD: DEAN CLARK ◊ (805) 543-9400 ◊ ADDS: EN VOUE, TOMMY PAGE, AEROSMITH, HEART, MAXI PRIEST, BRUCE HORNSBY (#40), BAD ENGLISH (#34).
- WAAL / Binghamton ◊ PD: DON MORGAN / ASST. PD/MD: MIKE ORZEL ◊ (607) 772-8850 ◊ ADDS: JOHNNY GILL (#32), LISA STANSFIELD (#33), SOUL II SOUL, KISS.
- WABB / Mobile ◊ PD: LESLIE FRAM / MD: KEVIN (WOODY) PETERSON ◊ (205) 432-5572 ◊ ADDS: SEIKO and Donnie Wahlberg, AEROSMITH, SEDUCTION.
- WAEB-FM / Allentown ◊ PD: RICK RYDER / MD: ERIC JOHNSON ◊ (215) 434-4424 ◊ ADDS: AEROSMITH, HEART, MELLOW MAN ACE, LITTLE CAESAR, DIGITAL UNDERGROUND (#27), GLENN MEDeiros / BOBBY BROWN (#23), EN VOUE (#32).
- WANS / Greenville ◊ PD: BILL CATCHER / MD: DOC HOLIDAY ◊ (803) 224-3424 ◊ ADDS: MADONNA (#28), SEDUCTION.
- WAPE / Jacksonville ◊ PD/MD: BILL PASHA ◊ (904) 725-9273 ◊ ADDS: MADONNA (#23), SWEET SENSATION (#24).
- WAPI / Birmingham ◊ PD: MARK ST. JOHN / ASST. PD/MD: SCOTT BOHANNON ◊ (205) 933-9274 ◊ ADDS: ELTON JOHN (#29), AEROSMITH, LISA STANSFIELD, HEART, ADAM ANT, MADONNA.
- WAYS / Macon ◊ PD: RICK WOODLELL / MD: SCOTT TYLER ◊ (912) 741-9999 ◊ ADDS: MARIAH CAREY (#32), BILLY IDOL (#34), BABYFACE, TONY! TONY! TONE!, AEROSMITH.
- WAZY / Lafayette ◊ PD: MARY GALLAGHER / MD: JIM CERONI ◊ (317) 474-1410 ◊ ADDS: MADONNA (#28), BABYFACE, SWEET SENSATION, BRUCE HORNSBY.
- WBBO / Augusta ◊ PD/MD: BRUCE STEVENS ◊ (803) 279-6610 ◊ ADDS: BRUCE HORNSBY, ANITA BAKER, AEROSMITH, HEART, BABYFACE, MAXI PRIEST.
- WBEC-FM / Prittsfield ◊ PD/MD: RYAN WALKER ◊ (413) 499-3333 ◊ ADDS: ANITA BAKER, AEROSMITH, HEART, SWEET SENSATION (#33), MADONNA, SINEAD O'CONNOR (#40), SLAUGHTER, JANET JACKSON, MIDNIGHT OIL.
- WBNO / Bloomington ◊ PD: MIKE JUSTIN / MD: JOHN WEIS ◊ (309) 829-1221 ◊ ADDS: AEROSMITH, SINEAD O'CONNOR, LISA STANSFIELD, BRUCE HORNSBY, ADAM ANT.
- WBWB / Bloomington ◊ PD: MARK CALLAGHAN / MD: JIM CEPONE ◊ (812) 332-9292 ◊ ADDS: AEROSMITH, BRUCE HORNSBY, MADONNA.
- WCGO / Columbus ◊ PD: CHUCK HARRIS / MD: LEE McCARD ◊ (404) 327-1217 ◊ ADDS: BRUCE HORNSBY, AEROSMITH, JANET JACKSON, ANITA BAKER, MADONNA, BROTHER BEYOND, SEIKO and Donnie Wahlberg, THE LIGHTNING SEEDS, BABYFACE.
- WCIL-FM / Carbondale ◊ PD/MD: TONY MAITEKUS ◊ (618) 457-8114 ◊ ADDS: DIGITAL UNDERGROUND, L.A. GUNS, KEITH SWEAT, BROTHER BEYOND.
- WCIR / Beckley ◊ PD: BOB SPENCER / MD: JEFF DAVIS ◊ (304) 252-6421 ◊ ADDS: BRUCE HORNSBY, MADONNA, HEART, JOHNNY GILL, LISA STANSFIELD.
- WDBR / Springfield ◊ PD: JIM MOORE / MD: RICK ELLIOTT ◊ (417) 753-5400 ◊ ADDS: NIKKI (#32), JANE CHILD (#35), HEART (#37), ANITA BAKER (#39), AEROSMITH, KEITH SWEAT.
- WDEK / DeKalb ◊ PD: DAVE BAYDO / MD: GAIL HENNING ◊ (415) 756-9250 ◊ ADDS: HEART, AEROSMITH, JEFF LYNN, FAITH NO MORE, MIDNIGHT OIL, BRUCE HORNSBY.
- WDLX / Washington ◊ PD: GARY JACKSON / MD: DOUG MORELAND ◊ (919) 946-0162 ◊ ADDS: ALANNAH MYLES, BELL BIV DEVOE.
- WFLY / Albany ◊ PD/MD: TODD PETTINGILL ◊ (518) 456-1144 ◊ ADDS: MADONNA (#25), SWEET SENSATION (#30), ANITA BAKER (#38), BRUCE HORNSBY (#40), SOUL II SOUL, BAD ENGLISH, DANGER DANGER, BROTHER BEYOND, TONY! TONY! TONE!.
- WFMM / Baton Rouge ◊ PD: JOHNNY A / MD: HOLLYWOOD HARRISON ◊ (504) 383-5271 ◊ ADDS: ALISHA, SEDUCTION, PHIL COLLINS, TAMIA, WILSON PHILLIPS, EN VOUE, BRAT PACK, ANYTHING BOX, GO WEST, NIKKI, MARIAH CAREY, JANE CHILD.
- WFXX / Williamsport ◊ PD/MD: TOM GALLAGHER ◊ (717) 323-3608 ◊ ADDS: SEIKO and Donnie Wahlberg, GLORIA ESTEFAN, SEDUCTION, BRAT PACK, AEROSMITH.
- WGOR / Detroit ◊ PD: CURT SPAIN / MD: ANDY TAYLOR ◊ (517) 669-8361 ◊ ADDS: SWEET SENSATION (#34), BELOVED, GEORGE LAMOND, BROTHER BEYOND, ANITA BAKER.
- WHDO / Clarendon ◊ PD: KEN BARLOW / MD: DAVID ASHTON ◊ (603) 542-7735 ◊ ADDS: SINEAD O'CONNOR (#38), MADONNA (#39), JIMMY RYSER, SLAUGHTER, AEROSMITH, ANITA BAKER, MIDNIGHT OIL, MAXI PRIEST, HEART, MODERN ENGLISH, 49ERS.
- WHYY-FM / Montgomery ◊ PD: LARRY STEVENS / MD: NIKKI STEWART ◊ (205) 264-2288 ◊ ADDS: HEART, AEROSMITH, BROTHER BEYOND, SINEAD O'CONNOR, BRUCE HORNSBY, GLORIA ESTEFAN, DANGER DANGER.
- WHOT / Youngstown ◊ PD/MD: DICK THOMPSON ◊ (216) 783-1000 ◊ ADDS: BAD ENGLISH, SWEET SENSATION, BROTHER BEYOND, SEDUCTION, SINEAD O'CONNOR.
- WHYK / Hilton Head/Savannah ◊ PD: RALPH WIMMER / MD: CAJIRE WIMMER ◊ (803) 757-9485 ◊ ADDS: ANITA BAKER, AEROSMITH, SWEET SENSATION, HEART, ELTON JOHN.
- WHYO / S. Williamsport ◊ PD: JONATHAN RUSH / MD: TED MINIER ◊ (717) 546-5522 ◊ ADDS: AEROSMITH, HEART, BROTHER BEYOND, MADONNA, ANITA BAKER, SINEAD O'CONNOR.
- WIBW / Topeka ◊ PD: DAVE ALEXANDER / MD: MARY O'CONNOR ◊ (913) 272-3456 ◊ ADDS: GO WEST, ELTON JOHN.
- WIFC / Wausau ◊ PD/MD: DUFF DAMOS ◊ (715) 842-1672 ◊ ADDS: HEART, BRUCE HORNSBY, MADONNA, DANGER DANGER.
- WIFX / Jenkins ◊ PD: G.C. KINCEP / ASST. PD/MD: CHRISTAL TACKETT ◊ (703) 796-4653 ◊ ADDS: A'ME LORAIN, TROOP ALIAS, SOUL II SOUL, GREGORY GRAY, TIMMY T, DANGER DANGER, THE BELOVED, BATON ROUGE.
- WIKZ / Chambersburg ◊ PD: RICK ALEXANDER / MD: ANDY SHANE ◊ (717) 263-0813 ◊ ADDS: MADONNA (#29), HEART (#34), BILLY IDOL (#35), AEROSMITH, SLAUGHTER.
- WILI / Williamsport ◊ PD/MD: JEFF SPENCER ◊ (703) 456-1111 ◊ ADDS: HEART, AEROSMITH, ANITA BAKER, SWEET SENSATION, GO WEST.
- WINK / Ft. Myers ◊ PD: CHRIS CUE / MD: RANDY SHERWYN ◊ (813) 337-2346 ◊ ADDS: JANE CHILD, SEDUCTION, AEROSMITH, MADONNA.
- WIQO / Greenville ◊ PD/MD: LARRY THOMAS ◊ (601) 378-2642 ◊ ADDS: BELL BIV DEVOE (#25), HEART (#39), MADONNA (#40), AEROSMITH, SINEAD O'CONNOR, POLO, GEORGE LAMOND.
- WITZ / Jasper ◊ PD/MD: WALT FERBER ◊ (812) 482-2131 ◊ ADDS: GO WEST (#15), GLORIA ESTEFAN (#21), MICHAEL McDONALD (#22).
- WIXX / Green Bay ◊ PD: WAYNE COY / ASST. PD/MD: STEVE LGUZOS ◊ (414) 435-3771 ◊ ADDS: SINEAD O'CONNOR, BRUCE HORNSBY, AEROSMITH, MOTLEY CRUE.
- WIZM / LaCrosse ◊ PD: Open / MD: CARL CROSS ◊ (608) 782-1239 ◊ ADDS: NIK KERSHAW (#23), MADONNA (#24), AEROSMITH (#33), GLORIA ESTEFAN (#35).
- WIAD / Albany ◊ PD: JOHN DAWSON / MD: CHRIS ST. JOHN ◊ (912) 246-1650 ◊ ADDS: DIGITAL UNDERGROUND, GO WEST, DIGITAL UNDERGROUND GO WEST.
- WIDQ / Meridian ◊ PD: JOHN ANTHONY / MD: JAY RANDALL ◊ (501) 693-2381 ◊ ADDS: BRUCE HORNSBY, A'ME LORAIN, HEART, MADONNA, BABYFACE, BROTHER BEYOND.
- WIAX / Florence ◊ PD: DAVE BAKER / MD: BOB CHASE ◊ (803) 665-0970 ◊ ADDS: ANITA BAKER, MADONNA, BROTHER BEYOND, BRUCE HORNSBY, AEROSMITH, SINEAD O'CONNOR.
- WIZQ / Kansas ◊ PD/MD: TERRY HAVEL ◊ (414) 694-7800 ◊ ADDS: AEROSMITH, HEART, JEFF LYNN, SINEAD O'CONNOR, SWEET SENSATION, WILSON PHILLIPS.
- WKOD / Akron ◊ PD: JEFF CLARK / MD: DAVE NICHOLAS ◊ (216) 836-4700 ◊ ADDS: BAD ENGLISH, AEROSMITH.
- WKKE / Huntington ◊ PD: PAT PAXTON / MD: OPEN ◊ (304) 525-7788 ◊ ADDS: ELTON JOHN, DEPECHE MODE, SEDUCTION, AEROSMITH, MADONNA, SEIKO and Donnie Wahlberg.
- WKFR / Kalamazoo ◊ PD: PHIL BRITTON / MD: GLENN JILLON ◊ (616) 344-0111 ◊ ADDS: BRUCE HORNSBY (#38), SINEAD O'CONNOR (#37), CROSBY, STILLS & NASH, THE SMITHEREENS, FAITH NO MORE, SWEET SENSATION, ANITA BAKER.
- WKGW / Utica ◊ PD: FRANK PIETROSKI / MD: OPEN ◊ (315) 736-5225 ◊ ADDS: PATI AUSTIN (#18), EXPOSE (#19).
- WKPE / Cape Cod ◊ PD/MD: KEITH LEMUE ◊ (508) 771-3998 ◊ ADDS: SINEAD O'CONNOR, JOHNNY GILL, GEORGE LAMOND, DANGER DANGER, ANITA BAKER.
- WKQB / Charleston ◊ PD/MD: MARY RUSSELL ◊ (803) 744-1779 ◊ ADDS: MADONNA, EN VOUE, SWEET SENSATION, THE LIGHTNING SEEDS.
- WKQD / Huntsville ◊ PD: IAY HASTINGS / MD: BOBBY KNIGHT ◊ (205) 721-9393 ◊ ADDS: TOMMY PAGE, LISA STANSFIELD.
- WKRZ / Wilkes-Barre ◊ PD: KEN MEDEK / MD: JERRY BODDEN ◊ (717) 823-5000 ◊ ADDS: SWEET SENSATION, AEROSMITH, BROTHER BEYOND, JANE CHILD, JOHNNY GILL.
- WKSE / Asheville ◊ PD: BRIAN MALONEY / MD: GLENN TRENT ◊ (704) 255-0603 ◊ ADDS: ANITA BAKER, SINEAD O'CONNOR, BRUCE HORNSBY, HEART, AEROSMITH, DANGER DANGER.
- WKSM / Ft. Walton Beach ◊ PD: MIKE BRIDGES / MD: PHIL DAVIS ◊ (904) 243-7676 ◊ ADDS: HEART (#9), BAD COMPANY (#29), JIMMY RYSER, AEROSMITH.
- WKZO / Myrtle Beach ◊ PD: JOHNNY D / MD: MARK JACOBS ◊ (803) 448-8212 ◊ ADDS: BAD ENGLISH (#26), THE LONDON QUIREBOYS (#30), JOE COCKER (#28).
- WLAN-FM / Lancaster ◊ PD: DAVE HARRING / MD: CHRIS MURRAY ◊ (717) 394-7261 ◊ ADDS: MADONNA (#30), JEFF LYNN (#31), SWEET SENSATION (#32).
- WLAF-FM / Lexington ◊ PD: BARRY FOX / MD: MIKE GRAVES ◊ (606) 293-0563 ◊ ADDS: TYLER COLLINS, BAD ENGLISH, BRUCE HORNSBY, DEL ANTRI.
- WLRW / Champaign ◊ PD: HATT McCANN / MD: JOHN McKEIGHAN ◊ (217) 352-4141 ◊ ADDS: MOTLEY CRUE, HEART, MADONNA, SWEET SENSATION.
- WLXR / LaCrosse ◊ PD: GARRETT MICHAELS / ASST. PD/MD: CHAD BRUESKE ◊ (608) 782-8325 ◊ ADDS: BRUCE HORNSBY (#29), BAD ENGLISH (#30), SWEET SENSATION.
- WMEE / Ft. Wayne ◊ PD: TONY RICHARDS / ASST. PD/MD: JEFF DAVIS ◊ (219) 447-5511 ◊ ADDS: HEART, SINEAD O'CONNOR, BRUCE HORNSBY, BILLY IDOL.
- WMGV / Appleton-Oshkosh ◊ PD: DAN STONE / MD: BILL LINDY ◊ (414) 426-3239 ◊ ADDS: HEART, BRUCE HORNSBY, BROTHER BEYOND, AEROSMITH, SWEET SENSATION.
- WNOK-FM / Columbia ◊ PD: JONATHAN RUSH / MD: JEFF McLUIGH ◊ (803) 771-0105 ◊ ADDS: MADONNA (#31), BILLY IDOL (#33), BRUCE HORNSBY (#34).
- WNPY / Hhaca ◊ PD: KURT MONDAY / MD: RICK PENDELTON ◊ (607) 756-2828 ◊ ADDS: AEROSMITH, ANITA BAKER, BROTHER BEYOND, BRUCE HORNSBY, KEITH SWEAT, MADONNA, THE L-KREW.
- WOKI / Knoxville ◊ PD/MD: CLAY GISH ◊ (615) 531-2000 ◊ ADDS: MICHAEL BOLTON, BAD ENGLISH, FAITH NO MORE.
- WOMP-FM / Wheeling ◊ PD: BOB FORSTER / MD: CHUCK McGEE ◊ (614) 676-5661 ◊ ADDS: THE LIST IS FROZEN THIS WEEK.
- WOVO / Glasgow ◊ PD: DAVE BARRICK / MD: DR. RICK "AULKNER" ◊ (502) 651-8375 ◊ ADDS: BEAU NASTY, BATON ROUGE, SLYCI, ERASURE, IAN McCULLOUGH, GREGORY GRAY, BAD ENGLISH (#40), EN VOUE (#36), SEIKO and Donnie Wahlberg, MIDNIGHT OIL.
- WPRM / Panama City ◊ PD: LOU CLERY / MD: MIKE STONE ◊ (904) 234-8859 ◊ ADDS: THE L-KREW, HEART, MADONNA, ANITA BAKER, AEROSMITH, BRUCE HORNSBY.
- WPRR-FM / Altamonte ◊ PD/MD: SCOTT ST. JOHN ◊ (814) 944-9456 ◊ ADDS: BAD ENGLISH (#26), SWEET SENSATION (#27), JOHNNY GILL.
- WPST / Trenton ◊ PD: DAVE McOFFEL / MD: TRISH MERRELO ◊ (609) 924-3600 ◊ ADDS: SINEAD O'CONNOR (#36), HEART (#37), AEROSMITH, BRUCE HORNSBY, FAITH NO MORE, MADONNA, MIDNIGHT OIL.
- WPXR / Davenport ◊ PD: DAN KENNEDY / MD: LARRY "HAMMER" DAVIS ◊ (309) 786-1800 ◊ ADDS: GIANT, GO WEST, MADONNA, LITA FORD, AEROSMITH, HEART.
- WQCM / Hagerstown ◊ PD: DAVID MILLER / MD: WILL RAUFMAN ◊ (301) 797-7300 ◊ ADDS: HEART (#28), ELECTRIC BOYS (#29), GO WEST (#27), BRUCE HORNSBY, AEROSMITH (#30).
- WQHD / Bixby ◊ PD: OPEN / MD: None ◊ (601) 388-2323 ◊ ADDS: MADONNA (#33), HEART, BROTHER BEYOND, ANITA BAKER, FAITH NO MORE.
- WQUT / Johnson City ◊ PD: RUFUS HURT / MD: STEVE MANN ◊ (615) 477-3127 ◊ ADDS: SWEET SENSATION, BABYFACE, BRUCE HORNSBY, SNAP, MARIAH CAREY, BROTHER BEYOND.
- WQXA / York ◊ PD: MARK McKENZIE / MD: MARK FEATHER ◊ (717) 757-9402 ◊ ADDS: MELLOW MAN ACE, SWEET SENSATION, MADONNA.
- WRCK / Utica ◊ PD: JIM REITZ / MD: SCOTT BURTON ◊ (315) 797-1330 ◊ ADDS: HEART, SEIKO and Donnie Wahlberg, A'ME LORAIN, MADONNA, THE LIGHTNING SEEDS.
- WRON / Toledo ◊ PD: KEN BENSON / ASST. PD/MD: TREY ALEXANDER ◊ (419) 891-1151 ◊ ADDS: BELL BIV DEVOE (#10), BRUCE HORNSBY, SNAP, MARIAH CAREY.
- WRVB / Vincennes ◊ PD: DANNY WAYNE / MD: MIKE LAUF ◊ (812) 254-4300 ◊ ADDS: BABYFACE, BAD ENGLISH, LITTLE CAESAR (#31), SWEET SENSATION (#40), MADONNA (#30), JOHNNY GILL (#39).
- WRYQ / Richmond ◊ PD: STEVE DAVIS / MD: LISA McKAY ◊ (804) 649-9151 ◊ ADDS: MADONNA, THE LIGHTNING SEEDS, AEROSMITH, BABYFACE, HEART, BRUCE HORNSBY.
- WSKZ / Chattanooga ◊ PD: SCOTT CHASE / MD: JOY SCOTT ◊ (615) 756-6141 ◊ ADDS: AEROSMITH, BRUCE HORNSBY, HEART.
- WSPK / Poughkeepsie ◊ PD: STEW SCHANTZ / MD: CHRIS ST. JAMES ◊ (914) 831-8000 ◊ ADDS: SEIKO and Donnie Wahlberg, YOUNG & RESTLESS, ANA & JORDAN KNIGHT.
- WSPT / Stevens Point ◊ PD/MD: D.J. HALL ◊ (715) 341-1300 ◊ ADDS: AEROSMITH, HEART, BRUCE HORNSBY, JEFF LYNN, POLO, WILSON PHILLIPS.
- WSTO / Evansville ◊ PD: BARRY WITHERSPOON / MD: OPEN ◊ (502) 685-2991 ◊ ADDS: ELTON JOHN (#29), GO WEST (#30).
- WTHI / Portland ◊ PD: ZIGGIE / MD: FREDIE COLEMAN ◊ (207) 797-0780 ◊ ADDS: GO WEST, LISA STANSFIELD, ELTON JOHN, AEROSMITH, SINEAD O'CONNOR, THE LIGHTNING SEEDS.
- WVBS / Wilmington ◊ PD: DAVE ALLEN / MD: GLASGOW HICKS ◊ (919) 763-6611 ◊ ADDS: LOUIE LOUIE (#36), DEL ANTRI, SINEAD O'CONNOR, AEROSMITH, BRUCE HORNSBY, DANGER DANGER.
- WVVC / Lansing ◊ PD: KEVIN ROBINSON / MD: HOLLYWOOD HENDRIX ◊ (517) 487-5986 ◊ ADDS: DANGER DANGER, MADONNA, BRUCE HORNSBY.
- WVYS / Toledo ◊ PD/MD: MIKE WHEELER ◊ (419) 531-1681 ◊ ADDS: BAD ENGLISH, LISA STANSFIELD, GLORIA ESTEFAN, JOHNNY GILL.
- WVYSR / Charleston ◊ PD/MD: BILL SHAHAN ◊ (304) 342-3136 ◊ ADDS: BROTHER BEYOND, SWEET SENSATION, HEART, BABYFACE, BRAT PACK.
- WWCK / Film ◊ PD: LEE ST. MICHAELS / MD: BOB O'DELL ◊ (313) 744-1570 ◊ ADDS: M.C. HAMMER (#27), MADONNA (#34), HEART (#35), AEROSMITH (#38), ADAM ANT (#39), BRUCE HORNSBY (#40), THE LIGHTNING SEEDS.
- WWFX / Bangor ◊ PD: DAVID COOPER / MD: KIDD KELLY ◊ (207) 338-2290 ◊ ADDS: BROTHER BEYOND (#39), HEART (#37), BRUCE HORNSBY (#38), AEROSMITH (#36).
- WWHB / Hampton Bays ◊ PD/MD: RANON TAYLOR ◊ (516) 728-9229 ◊ ADDS: JEFF LYNN, THE BELOVED, BROTHER BEYOND, SINEAD O'CONNOR, MIDNIGHT OIL, THE LONDON QUIREBOYS, AEROSMITH, HEART, ANITA BAKER, TIMMY T, SEDUCTION, SEIKO and Donnie Wahlberg.
- WWRB / Princeton ◊ PD: MARK SINCLAIR / MD: JENNIFER STARR ◊ (717) 655-6893 ◊ ADDS: JEFF LYNN, AEROSMITH, HEART, THE LONDON QUIREBOYS, CROSBY, STILLS & NASH, BRUCE HORNSBY, LOU GRAMM (#34).
- WYCR / York ◊ PD/MD: DAVEY CROCKETT ◊ (717) 637-3831 ◊ ADDS: SWEET SENSATION (#29), AEROSMITH (#30), MADONNA, HEART, KEITH SWEAT, BRUCE HORNSBY, BAD ENGLISH, TONY! TONY! TONE!.
- WYKS / Gainesville ◊ PD: JERI BANTA / MD: JIM FOX ◊ (904) 375-2200 ◊ ADDS: AEROSMITH, SWEET SENSATION, SEDUCTION, MADONNA, ANITA BAKER.
- WYYS / Columbia ◊ PD/MD: CHUCK FINLEY ◊ (803) 796-8896 ◊ ADDS: BRAT PACK, BRUCE HORNSBY, FASTER PUSSYCAT, BABYFACE, AEROSMITH, JANE CHILD.
- WZOK / Rockford ◊ PD: STEVE SUMMERS / MD: JESSE GARCIA ◊ (815) 399-2233 ◊ ADDS: DANGER DANGER, LORI RUSO, HEART (#29), EN VOUE (#31), SEIKO and Donnie Wahlberg (#32), BRUCE HORNSBY (#33).
- WZYQ / Frederick ◊ PD: NED FERRIS / MD: MICHAEL LUCE ◊ (301) 663-5000 ◊ ADDS: MAXI PRIEST, AEROSMITH, SINEAD O'CONNOR, SWEET SENSATION, M.C. HAMMER, HEART.
- WZZU / Raleigh ◊ PD: JACK LAWSON / MD: JOE LARSON ◊ (919) 787-9390 ◊ ADDS: AEROSMITH (#31), THE SMITHEREENS (#32), ELECTRIC BOYS (#35).
- X102 / Reno ◊ PD: CAREY EDWARDS / MD: MIKE ABRAMS ◊ (702) 356-8000 ◊ ADDS: MADONNA (#27), TONY! TONY! TONE! (#28), MELLOW MAN ACE (#30), BABYFACE (#31), MAXI PRIEST (#32), DIGITAL UNDERGROUND, SNAP, M.C. HAMMER, SINEAD O'CONNOR.
- X106 / Birmingham ◊ PD/MD: MARK EVANS ◊ (205) 591-7171 ◊ ADDS: JOHNNY GILL (#27), MADONNA (#28), AEROSMITH, BROTHER BEYOND, BRUCE HORNSBY.
- Y104 / Hattiesburg-Laurel ◊ PD: JOHN GATLIN / MD: WILL MARTIN ◊ (601) 545-1230 ◊ ADDS: HUMAN RADIO, MARIAH CAREY, HEART, AEROSMITH, SINEAD O'CONNOR.
- Y97 / Santa Barbara ◊ PD: STEVE GUNNER / MD: RICK ACKER ◊ (805) 966-1755 ◊ ADDS: SINEAD O'CONNOR, LISA STANSFIELD, NIKKI, AEROSMITH, SWEET SENSATION, MICHAEL McDONALD, THE SMITHEREENS, HEART.
- Z102 / Savannah ◊ PD: BRADY McGRAN / MD: STANTON JAY ◊ (912) 233-8807 ◊ ADDS: NIKKI (#27), JOHNNY GILL (#28), DEL ANTRI (#29), BILLY IDOL, BRUCE HORNSBY, A'ME LORAIN, BABYFACE, AEROSMITH.
- Z103 / Tallahassee ◊ PD: BRIAN DOUGLAS / MD: OPEN ◊ (904) 386-5141 ◊ ADDS: MICHELLE, MARIAH CAREY, TYLER COLLINS, TIMMY T.
- Z104 / Madison ◊ PD: TOM LOCKWOOD / MD: FLETCHER KEYES ◊ (608) 274-2720 ◊ ADDS: MADONNA (#33), TYLER COLLINS, BRAT PACK, THE LIGHTNING SEEDS.
- Z106 / Sarasota ◊ PD: TOM EVANS / ASST. PD/MD: SCOTT CHASE ◊ (813) 388-3936 ◊ ADDS: A'ME LORAIN, ICE JAY, BRUCE HORNSBY, DANGER DANGER, KEITH SWEAT, BROTHER BEYOND, BRAT PACK.
- Z93 / Kokomo ◊ PD/MD: SCOTT ALAN ◊ 317 453-1212 ◊ ADDS: TYLER COLLINS, AEROSMITH, SWEET SENSATION, BRUCE HORNSBY.
- Z97 / Billings ◊ PD: CRAIG SULLIVAN / MD: RANDY IZZI ◊ (406) 248-2681 ◊ ADDS: SINEAD O'CONNOR, SWEET SENSATION, AEROSMITH, HEART, MADONNA.
- ZFNU106 / Moscow ◊ PD: GARY CUMMINGS / MD: STEVE HELLER ◊ (208) 882-2551 ◊ ADDS: JOHNNY GILL, SINEAD O'CONNOR, HEART, BRUCE HORNSBY, MADONNA, AEROSMITH, SOUL II SOUL.

COMING THIS FALL
In October...Seattle
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THE HITMAKERS
REGIONAL SEMINARS

THE HITMAKERS

"WHY DO PROGRAMMERS THINK THAT IT'S ESSENTIAL TO DOMINATE THEIR FORMATS WITH ONE SPECIFIC SOUND OF MUSIC? IS NICHE PROGRAMMING HERE TO STAY?"

DAVE FERGUSON

PD, WPGC - Washington, D.C.

I think it's going to become even more popular. The Top40s which have always tried to be variety stations and play all kinds of music are going to have to become more fragmented formatically. There are so many stations doing just one thing, so if you're playing all kinds of music, you may have a high cume - because you offer everybody a little bit - but you don't offer any one person a reason to listen for more than two minutes. What you want is time spent listening, not cume. To get time spent listening, you need to concentrate on one thing, have one specific target, and superserve one specific audience. I think this type of programming will continue, and I don't think it's anywhere near extinction.

DO YOU THINK THEY'LL EVER GO BACK TO THE 'BEST OF' FORMATTING? AS FRAGMENTATION OCCURS, HOW MUCH CAN THE BUSINESS TAKE?

It might mean a smaller piece of the pie for everybody, but my experience with this format is that the more we concentrate on one specific target, the better we do. Every time we try to be too many different things to too many listeners, we screw up. In big markets, you could have five different Urban stations, but they're all doing a different kind of Urban.

DO YOU THINK THE PUBLIC WILL TIRE OF NICHE PROGRAMMING?

They can choose whatever they want, so if they get sick of one format they can find another. The more you try to play a big variety of music, the worse you do. The ratings reflect this. The same goes for sales - the more you target one audience the better you do, because you have one audience for advertisers to target. When you're targeting one audience and being very consistent, then you know if you don't have a good book that it's not working. But if you're playing a little bit of everything, how do you know which parts of the everything weren't working?

JOEL SALKOWITZ

OM, HOT97 - New York

People don't listen to something on the radio, read something in a magazine, or watch something on television, unless it is something they are interested in. People are being given these choices right now, so these niche radio stations are really starting to come into their own. If Top40 continues to be picked apart in most of the major markets, then my answer would be that it's doing just fine.

IS RADIO AT FAULT FOR GOING AWAY FROM THE TOP40 CONCEPT, AND INVENTING THIS BOUTIQUE SHOPPING?

I think radio is following suit with all other media. Cable television is a perfect example of that. MTV is nothing but music videos all day long. I can't see *The Simpsons* or *LA Law* on MTV, but I know that when I want music videos I can turn on MTV. It's like boutique shopping in a lot of respects - if you want hardware you go to a hardware store; if you want shampoo you go to a drugstore. People are using radio a lot differently now than they did five, ten or 20 years ago. I don't think that radio stations are going to have the luxury of being all things to all people anymore. It's too specialized, and our whole culture is that way now. A good example of this is McDonalds which has added so many products to its line since they just had hamburgers, french fries and milk shakes. They haven't really increased their share of the market any, but they've got the market buying a greater variety of products from them.

DOES RESEARCH SHOW ANY KIND OF WEAR FOR THE DANCE SOUND IN NEW YORK?

No, it doesn't seem to. In fact, Top40s are moving closer and closer to this sound. It's harder and harder to hear a Rock record on Z100. They're jumping on more of our records than they ever did before.

SO DANCE IS THE POPULAR MUSIC FOR NEW YORK CITY TODAY?

I think it always was, in terms of contemporary music and hit music. Album radio enjoyed its greatest success here when WPLJ was a Rock station. Every place is

going to be different, but the sense that I'm getting in most places is that Dance music is the prevalent sound on Top40s now, with some rare exceptions. If Guns N' Roses comes out with a big album in the fall, that may change. But as the Top40s move more and more into the Dance arena, it's harder to play those Rock records. Do you know what it sounds like on the radio to hear a Guns N' Roses record come out of a Sweet Sensation record? Can you say "train wreck?"

RIC LIPPINCOTT

OM, Z95 - Chicago

No. Specialty formats are here to stay as long as they are either a mass appeal format for the market (i.e. KMEL is an Urban/Crossover Top40, but it is mass appeal for San Francisco) or a niche format that has an available audience in the market (i.e. WHFS - a progressive Rock station in D.C.). The only specialty formats that can't be successful are those that don't have available quality music to support the format or don't have enough of an available audience in the market.

CAT THOMAS

PD, WPHR - Cleveland

Stations in certain markets that had tried it seem to be getting out of it. Detroit is an example, and I've heard some rumblings out of Kansas City. I would like to see Top40 get away from the niche formatting and spread out a little bit more - get back to what Top40 is, which is playing the best of all worlds. I do understand why stations format narrowly in certain cities, like New York and Los Angeles, where there are so many radio stations. But in a city that isn't so big and where there aren't as many radio stations, I don't see the point. I can see a station being clearly defined, but not too much of a niche. We're certainly one of your more straight-ahead Top40 stations. We play the Dance, the stuff that crosses over big from the Dance charts, and the Rock stuff that crosses over, as well as the ballads. We're a straight-ahead, midwestern Top40 radio station.

DID YOU ARRIVE AT THIS CONCLUSION THROUGH MARKET RESEARCH?

Certainly. We do tons of research. It's been years since Cleveland had a true Top40, and they had almost forgotten what it was like. It's going to take some time to really show through in the ratings - it's almost like a re-education.

RANDY KABRICH

Station Manager, Y95 - Dallas

I believe niche programming and fragmentation will be very successful in the '90s, as it has started being in the '80s. Take a look at department stores - America is very fragmented, and people are not looking for the major department stores but for the small specialized shops. The same is true in programming and radio.

SO YOU THINK THE PUBLIC DEMANDS SPECIALTY MUSIC AS OPPOSED TO THE "BEST OF" THEORIES?

America is more and more fragmented, and will continue to be a fragmented nation.

SO YOU SEE IT INCREASING IN INTENSITY AND BECOMING EVEN MORE POPULAR?

Yes. When I came into Dallas in January, JAMZ was basically an Urban leaning Top40, and KEGL was a Rock Top40, so the only hole in Dallas was for a mass appeal radio station. It was the harder road, but it was the only hole left. In the transition we have forced JAMZ into more of an Urban format, and not so much Urban Top40 anymore, and their ethnic half has gone through the roof in their average quarter hour. And now KEGL is a station without direction, adding M.C. Hammer and Bell Biv Devoe last week, much to the dismay of their core.

MARK BOLKE

PD, Y108 - Denver

You can't put all your eggs in one basket. By concentrating on a very narrow audience, you may be able to create a space for your station in a marketplace, but if someone comes along and does the same thing you're doing - only a little bit better - then your entire product is vulnerable. Unless you can broaden your format after

Radio Forum

finding that niche, I think in today's competitive marketplace you open yourself up for attack. In some places niche programming works, and POWER106 in Los Angeles is a perfect example. They saw a hole and filled it. But for them to become a broad-based radio station, they have to be very careful not to alienate their existing core.

AFTER HEARING THE SAME TYPE OF MUSIC ALL THE TIME, WON'T SOMEONE'S ATTENTION BE CAPTURED BY A MORE BROAD-BASED FORMAT?

I think it depends upon how narrow the niche is. If you're walking a fine line with a very narrow product, that scenario makes sense. But no one can survive very long doing that, and most of today's programmers know that finding a niche is simply the starting point in the evolution of a successful long-term radio station. The guys who can find a hole, and then broaden the radio station maintaining the integrity they established it with, are the guys who will win long-term.

HOW WOULD YOU DEFINE Y108'S FORMAT APPROACH?

We try to be a traditional Top40 station, with a little bit of everything for everybody. I would not describe us as a Dance or Rock station. We try to bring the best of everything to the forefront, because of the highly competitive nature of this marketplace. Denver has 43 radio stations, so we need to take our audience from wherever we can get it. If we concentrated solely on a small niche of the audience, we'd be left with a very small piece of the demographic pie.

DOES THAT MEAN THAT EVERY TIME SOMEONE COMES IN WITH A NICHE FORMATTED STATION, THEY CAN KNOCK YOU OFF BECAUSE YOU'RE VULNERABLE?

They may be able to take a piece of the station, but they won't take all of it. We have another leg to stand on. That's a tough issue, and it's really a market-to-market question. If you rely solely on playing records to fill that niche and your success depends on the music you play, you have a lot to stand on when it comes to long-term growth and success.

JEFF WYATT

VP/Programming, POWER106 - Los Angeles

Barring the discovery of a brand new product that has all the elements of contemporary music, I don't see any doomsday on the horizon of niche programming. We're in a market large enough to support each of the different Top40 formats out there, so we can superserve a certain audience. I think the bigger issue will be whether stations can get substantial enough ratings with the niche they've chosen. To use the Los Angeles example, can a PIRATE Radio get enough audience with their niche to make enough money? PIRATE has a substantial audience, but can they sell it effectively enough to make a profit?

DO YOU THINK THE "BEST OF" THEORY COULD REBOUND IF SOMEBODY DOES IT RIGHT?

Potentially. The only thing that could tie it all together and blow niche programming out of the water is a fantastically targeted, marketing, and personality-oriented radio station. The bigger question is: How many Top40 radio stations can a market support in terms of revenue, not money? There are radio stations in America which have a large 12+ share of audience, but which could be making a large amount of money with a lot less of a 12+ share. AC radio and softer radio stations are doing very well in Arbitron, and that is impacting Top40, which needs to have its base on the younger end. With the population growing and the baby boom generation moving into the 25-54 demo, you're going to have an awful lot of revenue being spent on 25-54 and not as many dollars spent on the 12-24. That's the more realistic issue, rather than the creative question of whether niche programming will work.

DAVE SHAKES

PD, B96 - Chicago

The problem for the industry is relating different markets to one another through one single chart, with the same criteria for what makes a hit radio station. In Chicago the hits are very different from anywhere else in the country, and they're different in any given market. It's easy to fly into a market and say it's a niche radio station, but if you live in the market it would sound like a mass appeal station. Some New Age outlets are doing extremely well with their niche, because their goal is not to have a massive share, but an efficient money-making share.

WHEN YOU WERE IN HARTFORD YOU HAD A MASS APPEAL STATION, BUT NOW THAT YOU'RE IN CHICAGO, IS MASS APPEAL DEFINED AS A SPECIALTY FORMAT?

I don't think so. In Chicago, this is mass appeal. My problem is trying to explain this to people in other markets. Are they a niche in their market, or am I a niche in mine?

WHY DON'T YOU HAVE A MASS APPEAL FORMAT AT B96?

I do have a mass appeal format. It's only on the national scale that it looks like a specialty station.

BUT YOU DON'T PLAY THE "BEST OF" MUSIC.

I'm not interested in that; I'm interested in playing the hits in Chicago. Some of the different styles of music that are hits in other regions of the country aren't hits here.

WOULD YOU PLAY A ROCK HIT?

I wouldn't rule out anything, but I haven't found a large number of Rock records that were hits in this market. If we were dealing with languages instead of records, then only records in English work here, not records in French. There might be other parts of the country where people speak French, and they might wonder why we weren't playing those records, but they only speak English here. Another analogy is food. Pizza in Chicago is different from pizza in Los Angeles and pizza in Florida.

SO YOU'VE IDENTIFIED YOUR AUDIENCE AS WANTING THE URBAN/DANCE/RHYTHM TYPE OF RECORDS?

Yes, or at least the hits of that genre. The trap you get into with a niche is relying too much on the sound. If you add records simply for the sound - "Hey, that's a Dance record I'll add it" - that's not as strong as adding a Dance record that's a hit.

DO YOU TELL THEM WHAT'S A HIT, OR DO THEY TELL YOU?

They tell me, and after they tell me enough I get an ear for what they like.

STEVE PERUN

PD, B104 - Baltimore

No I don't. Do you know what's forcing stations into niche programming? Too much competition. When there are three Top40s in a market, they can't all play the same records. One has to do something different, so the last one in normally takes a little different approach to get attention and ratings. If they came in doing the same thing as the other stations in the market, they wouldn't get noticed. The other reason I don't think niche programming will fade is that it's especially important in a market like Miami, where there is no room to take a broad approach. There are too many stations that are ethnic. HOT105 is going after the blacks and winning, POWER96 is going after the hispanics and winning, and Y100 is going after everybody and not winning. The mistake they made was trying to do a broad approach. There isn't room for a broad approach in a major market, especially a major market as heavily ethnic as Miami. You're not going to be anybody's favorite station.

ARE YOU DOING A "BEST OF" APPROACH IN BALTIMORE?

Yes. Right now our main competition is an AC and a little bit of Top40 from Washington, so we're fairly broad.

SO THERE'S NO REASON TO "NARROWCAST?"

Exactly. When someone comes in here and does it against us, we're going to have to adjust. We can't be broad anymore. Everybody's getting more and more fragmented, and in order to carve out loyalty you have to be fairly consistent. Take this scenario: You go into a market where the only real opening is Top40, but there's already two Top40s - one broad mass appeal and one Rock40. The most obvious thing to do would be a Dance/Urban niche approach, because it's different from the other two and will attract the most people. It's a way to build loyalty. WLOL went Dance-leaning Top40, and that's an interesting move for them because Minneapolis is a market that's 99% white. It'll be interesting to see how they do.

'DOGS 'n DWARFS

AN ACTION ADVENTURE OF EPIC PROPORTIONS!!

"Toy Soldier"

"Doesn't Matter"



KILLER DWARFS

**HITMAKERS
HOT STATS:
Rock Radio #40
#5 Most Added
R&R Album Chart #36**

**HITMAKERS
HOT STATS:
Rock Radio #35
Monday Morning Replay #36**

"No bones about it, Toy Soldier is pure pedigree rock & roll!"
Dave Kanine, WCMF

"Don't let the name throw you, this song is backed up by Top 5 phones!"
Tom "Thumb" Scheppe, KISS

ALREADY HOWLING AT:
WNEW KLOS KLOL
KRQR WRIF WDVE
AND 91 MORE!

TOP 5 PHONES AT:

WDVE	WIYY	WSHE
WLZR	KRXQ	WQFM
KLOL	KUPD	and
KGON	KBPI	more!

RATED XXX
(For no X-cuses, X-ceptional music and X-cellent ratings!)



ROCK RADIO

NATIONAL

- LW-TW
 3-1 **BAD COMPANY** "Holy Water" (ATCO)
 1-2 **BILLY IDOL** "Cradle Of Love" (CHRYSALIS)
 5-3 **MOTLEY CRUE** "Don't Go Away Mad" (ELEK)
 4-4 **BATON ROUGE** "Walks Like A Woman" (ATL)
 2-5 **ZZ TOP** "Doubleback" (WB)
 7-6 **ELECTRIC BOYS** "All Lips N' Hips" (ATCO)
 9-7 **LITA FORD** "Hungry" (RCA)
 10-8 **JEFF HEALEY BAND** "I Think I Love You" (ARI)
 17-9 **BRUCE HORNSBY** "Across The River" (RCA)
 8-10 **HEART** "Wild Child" (CAPITOL)
 38-11 **AEROSMITH** "The Other Side" (Geffen)
 13-12 **FLEETWOOD MAC** "Love Is Dangerous" (WB)
 19-13 **DAMN YANKEES** "Come Again" (WB)
 15-14 **LITTLE CAESAR** "Chain Of Fools" (DGC)
 6-15 **JUDE COLE** "Baby It's Tonight" (REPRISE)
 14-16 **MIDNIGHT OIL** "Forgotten Years" (COLUMBIA)
 24-17 **CROSBY, STILLS & NASH** "Live It Up" (ATL)
 11-18 **PRETENDERS** "Never Do That" (SIRE/WB)
 22-19 **Y&T** "Don't Be Afraid Of The Dark" (Geffen)
 27-20 **JEFF LYNNE** "Every Little Thing" (REPRISE)
 23-21 **DANGER DANGER** "Bang Bang" (IMAGINE/EPIC)
 36-22 **ROBERT PLANT** "Your Mama Said..." (ATL)
 23-23 **L.A. GUNS** "Ballad Of Jayne" (VER/POLYDOF)
 NEW-24 **SMITHEREENS** "Yesterday Girl" (ENIG/CAPITOL)
 16-25 **KINGS OF THE SUN** "Drop The Gun" (RCA)
 29-26 **GARY MOORE** "Oh Pretty Woman" (CHARISMA)
 33-27 **DAVID BAERWALD** "All For You" (A&M)
 35-28 **WORLD PARTY** "Way Down Now" (CHRYSALIS)
 12-29 **WHITESNAKE** "Now You're Gone" (Geffen)
 18-30 **GIANT** "I'll See You In My Dreams" (A&M)
 40-31 **SONS OF ANGELS** "Cowgirl" (ATLANTIC)
 31-32 **RUSH** "Superconductor" (ATLANTIC)
 37-33 **KISS** "Rise To It" (MERCURY)
 25-34 **ROBERT PLANT** "Tie Dye On The Highway" (ATL)
 NEW-35 **KILLER DWARFS** "Doesn't Matter" (EPIC)
 28-36 **SLEEZE BEEZ** "Stranger Than Paradise" (ATL)
 30-37 **ADRIAN BELEW** "Pretty Pink Rose" (ATLANTIC)
 NEW-38 **BRUCE DICKINSON** "Tattooed Millionaire" (COL)
 NEW-39 **ERNIE ISLEY** "Back To Square One" (ELEKTRA)
 NEW-40 **RIVERDOGS** "Toy Soldier" (EPIC)

MOST REQUESTED

- ELECTRIC BOYS**
BAD COMPANY
MOTLEY CRUE
JEFF HEALEY BAND
BATON ROUGE
DAMN YANKEES
SONS OF ANGELS
DANGER DANGER
FAITH NO MORE

MOST ADDED

- AEROSMITH**
ALIAS
BLACK CROWES
HEART
RIVERDOGS
BRUCE HORNSBY
HOTHOUSE FLOWERS
SLAUGHTER
ENERGY ORCHARD

REGIONAL

EAST

- 1-1 **ZZ TOP**
 3-2 **BAD COMPANY**
 4-3 **FLEETWOOD MAC**
 5-4 **BATON ROUGE**
 9-5 **LITA FORD**
 12-6 **BRUCE HORNSBY**
 19-7 **WORLD PARTY**
 11-8 **MOTLEY CRUE**
 13-9 **ELECTRIC BOYS**
 26-12 **DAMN YANKEES**
 18-16 **JEFF LYNNE**
 30-17 **SONS OF ANGELS**
 52-18 **AEROSMITH**
 21-19 **CSN**
 34-22 **LITTLE CAESAR**
 32-25 **ROBERT PLANT**
 48-29 **RIVERDOGS**
 38-32 **KISS**
 42-34 **BRUCE DICKINSON**
 58-40 **SMITHEREENS**

MIDWEST

- 1-1 **BAD COMPANY**
 4-2 **MOTLEY CRUE**
 3-3 **L.A. GUNS**
 14-6 **BLACK CROWES**
 19-7 **CSN**
 32-9 **AEROSMITH**
 34-10 **BRUCE HORNSBY**
 21-13 **COMPANY OF WOLVES**
 36-15 **MIDNIGHT OIL**
 24-16 **DAMN YANKEES**
 33-18 **JEFF LYNNE**
 37-20 **PRETENDERS**
 27-21 **DEL AMITRI**
 31-23 **DANGER DANGER**
 39-24 **SMITHEREENS**
 61-31 **DAVID BAERWALD**
 37-33 **KISS**
 D-36 **ALIAS**
 68-40 **JOE COCKER**
 54-43 **RAINDOGS**

SOUTH

- 1-1 **BILLY IDOL**
 2-2 **BAD COMPANY**
 9-3 **MOTLEY CRUE**
 4-4 **BATON ROUGE**
 7-6 **LITA FORD**
 18-7 **AEROSMITH**
 12-9 **SONS OF ANGELS**
 22-10 **KISS**
 16-11 **DAMN YANKEES**
 23-15 **MANITOBA'S WILD**
 24-16 **SMITHEREENS**
 29-18 **JEFF HEALEY BAND**
 35-19 **BRUCE HORNSBY**
 31-21 **CSN**
 33-26 **JEFF LYNNE**
 42-30 **KILLER DWARFS**
 36-31 **SHY ENGLAND**
 57-32 **ERNIE ISLEY**
 50-34 **LOVE/HATE**
 54-37 **FAITH NO MORE**

WEST

- 4-1 **BAD COMPANY**
 3-2 **JEFF HEALEY**
 8-3 **LITA FORD**
 7-4 **ELECTRIC BOYS**
 10-6 **BRUCE HORNSBY**
 20-9 **DAMN YANKEES**
 12-10 **KINGS OF THE SUN**
 17-12 **Y&T**
 18-14 **LITTLE CAESAR**
 34-15 **ROBERT PLANT**
 22-18 **WORLD PARTY**
 32-20 **JOE SATRIANI**
 46-22 **AEROSMITH**
 42-24 **CONCRETE BLONDE**
 31-25 **JEFF LYNNE**
 37-30 **ERNIE ISLEY**
 71-34 **BRUCE DICKINSON**
 45-36 **SLAUGHTER**
 D-38 **BLACK CROWES**
 88-46 **STEVE VAI**

CRUSADES

ALIAS

Haunted Heart
(EMI)

By this point, you are doubtless aware who these guize are and where they came from. There's the, the musical talent in this band is obvious. The polished rock & roll sound they've concocted on their first release is hardly surprising. That means it's also not surprising to find them at #2 most added in their first week. Out-of-the-box believers include CFOX, KRXQ, WBCN, KXXR, WEBN, WLZR, KISW, WHJY, WAZU, KFMQ, WRQK, KTYD and plenty more. Radio's early reaction to this record has been phenomenal, with the strongest support in the Midwest so far. (See the Regional charts.) As summer progresses, Alias will be building a very powerful story for themselves. Gee, and it doesn't sound a bit like that Sheriff ballad...

HUMAN RADIO

Me And Elvis
(COLUMBIA)

The first thing everybody says is, "What a cool record." That's usually followed by, "I can't get that sampler of their's out of my tape deck." If you haven't heard it on the radio yet, trust us, it sounds even better there. This is incredibly hook-laden pop/rock that really stands out on the air. That fact is borne out by the solid reaction it's been getting wherever it's getting airplay. The picture's been building steadily on this one for a while now, but it's really started to take off in the last two weeks, with support from KLOL, WIYY, KUPD, WMMS, WBCN, CFOX, WHJY, WMAD, KBOY, KTYD, WDHA, KRIX, KBOY and others. Only a truly cruel programmer would deny his or her listeners toe-tapping fun such as this. Quality records that sound like this are hard to find.

SLAUGHTER

Desparately
(CHRYSALIS)

These gentlemen are the real merchandise. Up All Night wouldn't go away for those who played it, and this mid-tempo rocker should be about perfect for everybody. It's not too abrasive for all-day play, but it's no power ballad either. A chart debut should be forthcoming next week. At the moment, we're seeing the West lead, but this record is surging in all regions behind the backing of KLOS, WLRS, WSHE, KRXQ, WXTB, KUPD, WDVE, KRSP, WDHA, KRZQ, KILO and more. Their album is exceptionally deep in rockers, ballads and 'tweeners like this. Slaughter have already built a tremendous base of support for themselves, and frankly they're very level-headed about the business. Expect this track to help them continue on their path to superstardom.

BLACK CROWES

Twice As Hard
(DEF AMERICAN/GEFFEN)

Hey, we're allowed one no-brainer in the Crusades, aren't we? Jealous Again is probably the hottest recurrent record on the planet, adding to the proof that rockers can't get enough of these guys. The follow-up checks in at #3 most added this week. The biggest regional explosion has hit in the West, and a national chart appearance is likely for next week as more folks join the party. Already Crowing this time around are KUPD, WCMF, KRXQ, WLRS, KNAC, WTPA, KILO, WLRS, WWWV, KBOY and more. If you liked the first, and everyone did, you'll like your second taste of Crowes just as much. We'll stop writing about this record before we make more awful crow puns.

LOVE/HATE

Blackout In The Red Room
(COLUMBIA)

Same place, same thing--as promised. We've reconvened in this spot to update you on our most dogged of crusades. Blackout continues its gradual build with big league support, this week garnering adds from KRSP and WHTQ to go with WLRS, KBPI, WXTB, KNAC, WSHE, KATM, and KBOY among others, with the majority of rotation reports now in heavy or medium. Phone action is also happening now. We're starting to see strong regional action in the South and West, with a national chart debut not out of the question for next week. The big question for Love/Hate is when, not if.

Hey, give the record a few spins at night and see what happens. For the early believers, the results have been nothing but positive.

FAITH NO MORE

Epic
(REPRISE)

At first, you have to wonder if it fits. We sure did. Not any more. We all know what an enormous reaction record this is. The album is selling too, with a debut at 37 on our retail chart. Still, you had to wonder whether or not your phones would light up with positive or negative calls if you played it. Ask around. WSHE, KISW, WIYY, WHTQ, KRXQ, WLRS, KNAC, WRQK, KRZR, WWWV, KBOY and more are playing it. So far, we're hearing nothing but positive stories about listener response.

This is one of those records that transcends standard boundaries and definitions. Everyone seems to like it. (Okay, my little old Jewish mother is kinda lukewarm to it.) Take the plunge and see what happens. Here's betting you'll be glad you did.

Due to computer difficulties, we will not be able to run Rock Radio reporter lists this week. The **HITMAKERS** Rock Radio reporters are as follows:

CFOX	KDJK	KLOL	KRZQ	KXXR	WDVE	WLRS	WSHE
KATM	KDWZ	KLOS	KRZR	WAAF	WEBN	WLZR	WTPA
KATT	KFMQ	KNAC	KTYD	WAZU	WHJY	WMAD	WWWV
KBOY	KILO	KRIX	KUPD	WBCN	WHTQ	WMMS	WXGT
KBPI	KISS	KRSP	KWHL	WCMF	WIYY	WNEW	WXTB
	KISW	KRXQ	KXXR	WDHA	WKLQ	WRQK	Z-ROCK

2 LIVE CREW OBSCENITY RULING STIRS NATIONAL DEBATE

(from page 3)

Gonzalez's ruling, he was interviewed by a local TV news station and said he planned to continue selling the album despite the ruling.

"I was a sitting duck for the authorities because I said on TV I was still going to sell the record," said Freeman. Freeman said he was held for six hours before posting \$100 bond. "I didn't think it would create any kind of public commotion, and it wasn't until I got out that I realized it was going to be a big deal," said Freeman.

Freeman quickly became a national symbol in the debate over whether forms of artistic expression can be considered obscene. The American Civil Liberties Union has stepped in to defend him, along with Nova University law professor **Bruce Rogow**.

Rogow is also the lawyer who filed a suit in March on behalf of SKYYWALKER Records, 2 Live Crew's label, seeking relief from an earlier ruling in Broward County Circuit Court in which a judge found probable

cause to believe the record is obscene. That ruling led to warnings by Broward County Sheriff **Nick Navarro** that record store employees selling the record would be subject to arrest.

Rogow's suit was the subject of Gonzalez's ruling, which included a chastising of Navarro for improper prior restraint, but which resulted in the obscenity declaration.

"We were hoping to lay this to rest, but instead we stirred up this hornet's nest," Rogow told **HITMAKERS** June 11, a few hours before appearing on *Nightline*. Rogow said he filed an appeal of Gonzalez's in U.S. Circuit Court of Appeals in Atlanta that same day. Rogow is also defending Freeman, as well as 2 Live Crew members **Luther Campbell** and **Chris Wongwon**, who were arrested June 10 after a live performance at Club Futura in Broward County.

"The key to the case is the record's serious artistic value," said Rogow. "While the lyrics may be crude and vulgar, it's more than just lyrics - there are beats

and rhythms, which do have serious artistic value."

Within the music industry, the RIAA and NARAS have both spoken out against the obscenity ruling. NARAS President **Michael Greene** stated he was "shocked and appalled" by the ruling, and said that "It pungently underlines the oppressive right wing political agenda that is attempting to legislate morality in all the arts, including music." Greene called on the industry "to mobilize to fight these political actions at the grassroots level and help overturn this Florida debacle at the federal level."

RIAA VP of Communications **Trish Heimers** told **HITMAKERS** that the RIAA is considering filing an "amigas brief," which is a letter to the court sent as a friend of 2 Live Crew in support of their right to freedom of artistic expression.

"We're working to find out what we should do and what we can do," said Heimers. "The issue here is whether any artistic expression should be allowed to be banned."

A NICHE IN LINE DOES FINE

Niche programming. The words stir up lots of interesting thoughts. What is niche programming? Is it still viable, or was it just a cliché/catch phrase for 1988-89 that has no relevance today? This is an issue that would seem to have special relevance to HITMAKERS Rock Radio reporters. When I found out these questions were being posed to Top40 programmers elsewhere in this here magazine, I thought we'd pose it to the Rockers among us too. We even went so far as to ask the question of some more library-based album-rockers as well. Join us now as we eavesdrop as we ask...

IS NICHE PROGRAMMING STILL VIABLE?

LISA LYONS

PD, Rock 102 (WLRS) -Louisville

"I would think so. That's what we're doing. I guess it depends on what your overall market picture is, as to how big your niche is. In this particular market, I feel we can take this current-based rock radio approach and gain a decent share. In our situation, it was the right answer for us, because we had a dance-oriented top-40 and a classic-oriented rock station."

SO HOW BIG CAN ROCK 102'S NICHE BE?

"We're gonna be an 18-34 based radio station. I'm not going to be unrealistic. We're not going to have big 25-54 numbers, but we'll get 25-34's and be strong 18-34 overall, leaning male. Although surprisingly enough, from the phones, we're also getting a lot of 25-34 women. That's just icing on the cake. Our research shows that there is a big enough niche for us, and that we can make money doing this."

RUSS MOTTLA

PD, 98 Rock (WIYY)-Baltimore

"Absolutely. As markets become more fragmented, niche programming becomes more necessary, whether it's by daypart or by the station as a whole."

IS 98 ROCK A NICHE-ORIENTED RADIO STATION?

"I don't think we're really a niche station. I think classic rock, alternative, and new age are all niche stations. I think black talk stations are a niche that's going to come. 98Rock is a mass appeal contemporary station that has niches within its dayparts."

BRYAN BOYD

MD, KRIX--Brownsville, Texas

"I don't think it's dead, but I don't think you'll find as many programmers using it as in the past. We're very successful appealing to a certain market segment, but we don't lose track of our larger audience, of what we're doing as a station."

AND WHAT IS IT THAT YOUR DOING?

"For us, trying to appeal to our upper demo men and women is our focus. However, we don't want to lose track of our 12-24s or Grandpa. Niche programming allows us to touch base with these people without blowing off our core."

IS IT ALL DAYPARTING, OR DO YOU DO ANY SPECIAL PROGRAMMING?

"We do an alternative show on Sundays, which is our highest rated show in all key demos, as well as it brings in the teen element. It's got a 30 share 18-34. We also do a metal show that allows us to keep in touch with the teens as well."

BILL BETTS

MD, KBPI- Denver

"I don't think there's any way niche programming is dead. If you don't understand what your niche is, you're a loser."

AND HOW BIG IS YOUR NICHE ?

"We're a low end AOR, that happens to be #1 Adults 18-34 in the latest Arbitrend. You see, we're after our niche, but our niche is carved so strongly that we're #1 with Adults."

DAVE LOGAN

PD, WNEW- New York

"That depends on how you define niche programming. I think there's room for speciality shows on radio, but you have to stay in touch with what your audience is all about. In particular here in New York, our competition, WXRK, has gotten so wild with their programming that it's diluted their consistency, much to our advantage. In reality, they are four or five different radio stations. There's the Howard Stern talk show in the AM. There's classic rock in middays and early evenings. There's oldies talk in PM drive with Flo & Eddie and there's something they claim to be progressive radio in overnights. It gets real weird on the weekends."

WHAT DO YOU DO TO BROADEN WNEW'S PRESENTATION WITHOUT LOSING TOUCH?

"We are a full service, heritage rock radio station. With that, we continue to do the kind of special programming that has made this station famous—live broadcasts/concert remotes. Scott Muni's Things From England. When we step out, we step out in ways that fit the personality of the radio station."

DANA JANG

PD KSJO-San Jose

"No. I think in any fragmented market, especially the major markets, you have niches. Our niche would be people that like rock & roll, both current and old."

DOES THAT MEAN YOU'RE PROGRAMMING PSYCHOGRAPHICALLY INSTEAD OF DEMOGRAPHICALLY?

"I think that with the different forms of music out there, there are people that are segments of the audience, that like a particular kind of music. We're after the people that like rock music and they could be any age, 18 or even 49."

DOES THAT PRECLUDE HEAVY DAYPARTING OF THE STATION ?

We believe that most of the 25+ age cells are tuning into TV at night, so we are skewing younger at night. We move more contemporary as you move through the day."

MARK DAVIS

PD KDJK-Modesto, CA

"I think that niche formats will always be there. People tend to have a certain kind of music they enjoy, and that's what they'll listen to. In certain markets, depending on their size, niche formats can be successful."

IS KDJK MORE NICHE-ORIENTED OR BROAD-BASED?

"I feel that we're pretty broad-based, but not as much as we could be. Since we had a classic rock come into town, we've tightened up a bit, but it hasn't been a knee-jerk reaction."

HOW DOES THE SIZE OF YOUR MARKET FIGURE INTO THIS?

"You've got a little more leeway to be varied in a market this size. Here, a niche format would work for a certain amount of time, but grow old after a while."



WNEW/New York gave away Alex Lifeson's guitar recently. Pictured backstage are Atlantic rep Steve Kline; enchantingly-named winner Tita Banita, 'NEW jocks Harris Allen & Marty Martinez and production ace Sal DiLeo.

AKRON



Here's some wholesome guys enjoying clean, untamed fun as Enigma's XYZ drop in on ROCK 107 (WRQK)/Canton PD/Morning Man "Spaceman" Scott Hughes.

ALTERNATIVE

ALBUM

- LW-TW
- 1-1 **WORLD PARTY** "Goodbye Jumbo" (CHRYSALIS)
 - 2-2 **DEPECHE MODE** "Violator" (REPRISE)
 - 3-3 **PRETENDERS** "Packed!" (SIRE/WB)
 - 4-4 **MORRISSEY** "November Spawned" (REPRISE)
 - 9-5 **HUNTERS AND COLLECTORS** "Ghost Nation" (ATL)
 - 8-6 **ADRIAN BELEW** "Young Lions" (ATLANTIC)
 - 7-7 **SINEAD O'CONNOR** "I Do Not Want What I..." (CHRYS)
 - 14-8 **CONCRETE BLONDE** "Bloodletting" (IRS)
 - 5-9 **MIDNIGHT OIL** "Blue Sky Mining" (COLUMBIA)
 - 12-10 **SOCIAL DISTORTION** "Social Distortion" (EPIC)
 - 6-11 **BILLY IDOL** "Charmed Life" (CHRYSALIS)
 - 15-12 **REVENGE** "One True Passion" (CAPITOL)
 - 11-13 **SUNDAYS** "Reading, Writing..." (DGC)
 - 16-14 **THE CHURCH** "Gold Afternoon Fix" (ARISTA)
 - 10-15 **LIGHTNING SEEDS** "Cloudcuckooland" (MCA)
 - 24-16 **SOMETHING HAPPENS** "Stuck Together..." (CHAR)
 - 18-17 **JULEE CRUISE** "Flying Into The Night" (WB)
 - 19-18 **THAT PETROL EMOTION** "Chemicrazy" (VIRGIN)
 - 22-19 **HOTHOUSE FLOWERS** "Give It Up" (LON/POLYDOR)
 - 17-20 **LLOYD COLE** "Lloyd Cole" (CAPITOL)
 - 27-21 **THEY MIGHT BE GIANTS** "Flood" (ELEKTRA)
 - 13-22 **STONE ROSES** "The Stone Roses" (Silvertone/RCA)
 - 23-23 **PETER MURPHY** "Deep" (RCA)
 - 25-24 **JERRY HARRISON** "Walk On Water" (WB)
 - 28-25 **ORIGIN** "The Origin" (VIRGIN)
 - 31-26 **STEVE WYNN** "Kerosene Man" (RHINO)
 - 30-27 **STRANGLERS** "10" (EPIC)
 - 21-28 **SCHNELL-FENSTER** "Sound Of Trees" (ATLANTIC)
 - 32-29 **O-POSITIVE** "Toyboattoyboattoyboat" (EPIC)
 - 35-30 **BOOM CRASH OPERA** "These Here Are" (GIANT/WB)
 - 38-31 **JOHN DOE** "Meet John Doe" (DGC)
 - 36-32 **HOUSE OF LOVE** "The House Of Love" (FON/MER)
 - 33-33 **UB40** "Labour Of Love II" (VIRGIN)
 - NEW-34 **NEW ORDER** "World In Motion" (IMPORT)
 - 37-35 **BLUE AEROPLANES** "Swagger" (ENSIGN/CHRYSALIS)
 - 39-36 **SIDEWINDERS** "Auntie Ramos' Pool Hall" (RCA)
 - 20-37 **SUZANNE VEGA** "Open Hand" (A&M)
 - 44-38 **HAPPY MONDAYS** "Step On" (ELEKTRA)
 - NEW-39 **GENE LOVES JEZEBEL** "Kiss Of Life" (GEFFEN)
 - 46-40 **KATYDIDS** "The Katydids" (REPRISE)
 - NEW-41 **MODERN ENGLISH** "Pillow Lips" (TVT)
 - 41-42 **MISSION J.K.** "Carved In Sand" (MERCURY)
 - 26-43 **THE CURE** "Disintegration" (ELEKTRA)
 - NEW-44 **JESUS JONES** "Liquidizer" (SBK)
 - 29-45 **LOU REEZ & JOHN CALE** "Songs For..." (SIRE/WB)
 - 49-46 **EDDY GRANT** "Barefoot Soldier" (ENIGMA)
 - NEW-47 **SCATTERBRAIN** "Here Comes Trouble" (IN-EFFECT)
 - 34-48 **RAVE-UPS** "Chance" (EPIC)
 - 45-49 **ULTRA VIVID SCENE** "Staring At The Love" (COL)
 - NEW-50 **JACK RUBIES** "See The Money In My Smile" (TVT)

TRACKS

- | | | |
|---------------|----------------|-----------------|
| WAY DOWN NOW | IS IT TOO LATE | |
| POLICY OF | ENJOY THE | HALO |
| NEVER DO THAT | CANDLE | NO GUARANTEE |
| NOVEMBER | | |
| WHEN THE | | |
| PRETTY PINK | HELICOPTER | |
| EMPEROR'S | STRETCHED | BLACK BOYS |
| JOEY | BLOODLETTING | DAYS & DAYS |
| FORGOTTEN | MOUNTAIN | RIVER RUNS |
| BALL & CHAIN | | |
| CRADLE OF | L.A. WOMAN | PRODIGAL |
| PINEAPPLE | | |
| HERE'S WHERE | CAN'T BE SURE | |
| BEAUTIFUL | METROPOLIS | RUSSIAN |
| ALL I WANT | PURE | |
| HELLO HELLO | | |
| FALLING | FLOATING | |
| HEY VENUS | SENSITIZE | |
| GIVE IT UP | | |
| DOWNTOWN | NO BLUE SKIES | |
| ISTANBUL | TWISTING | |
| FOOL'S GOLD | | |
| STRANGE KIND | CRYSTAL | SEVEN VEILS |
| FLYING UNDER | | |
| GROWING OLD | | |
| TEARS WON'T | CAROLINE | |
| SWEET SMELL | | |
| LOVE HATE | IMPOSSIBLE | |
| BACK OF MY | DECIDE | |
| ONION SKIN | | |
| MAD | | |
| SHINE ON | I DON'T KNOW | BEATLES AND |
| KINGSTON | THE WAY YOU | |
| WORLD IN | | |
| AND STONES | JACKET HANGS | |
| WE DON'T DO | 7&7 | GET OUT OF |
| BOOK OF | MEN IN WAR | |
| STEP ON | | |
| JEALOUS | | |
| WEATHER | | |
| BEAUTIFUL | TAPESTRY | I MELT WITH YOU |
| BUTTERFLY | SEA OF LOVE | DELIVERANCE |
| PICTURES | | |
| ENOUGH | MOUNTAINS | |
| NOBODY BUT | NO TIME | |
| GIMME HOPE | | |
| DOWN WITH THE | DUDE | THAT'S THAT |
| SHE SAYS | | |
| STARING AT | THREE STAR | |
| BOOK OF LOVE | | |

MOST REQUESTED

DEPECHE MODE
CONCRETE BLONDE
THEY MIGHT BE GIANTS
SCATTERBRAIN

MOST ADDED

GENE LOVES JEZEBEL (TIE)
SONIC YOUTH (TIE)
JESUS JONES
JOHN HIATT/CHRISTIANS (TIE)

Steve Hoffman

THE RETURN OF THE U-GUYS

A LOOK INSIDE PHOENIX'S KUKQ-AM, THE OTHER HALF OF THE FAMED "TWO ROCK STATIONS UNDER ONE ROOF"

In early 1989, the braintrust at Phoenix's 98KUPD-KUKQ-AM sat down to decide on a format for the AM, which at the time was Country. The idea they came up with - due in no small part to Jonathan L.'s immensely popular Virgin Vinyl show on 98KUPD - was "two rock stations under one roof," and in April of that year "AM 1060 KQ-Alternative Radio" was born.

This week, VP of Operations Ed Hamlin, Director of Programming Ernesto Gladden, MD Jonathan L., and Promotions Director Tami G. reflect on KUKQ's first year on the air and the station's prospects for the future.

DESCRIBE THE COMPETITIVE ENVIRONMENT FOR KUKQ-AM IN PHOENIX.

Ed Hamlin: Basically, the AM is out there on its own. We own the entire Alternative audience because there is no one else out there servicing them. It's our niche.

DOES THE MAIN COMPETITION FOR LISTENERS COME FROM THE AORs?

Jonathan L.: There are some artists that we definitely cross over, but little brother is not competing with big brother in this market. We're competing a lot more with Top40 in this market than we are with AOR.

Ernesto Gladden: When we took a look at other markets and other situations, we realized that Alternative Radio was a bashed-in extension of Top40, as much as if not more so than it was from an album rock orientation. If we take a look at the cume relationship of KUKQ in the marketplace, we're coming 30 percent with KKFR, Y95 and KZZP, while about eight percent of the KUPD listenership will gravitate towards KUKQ.

WHAT DO YOU DO TO POSITION KUKQ INTO THE MARKETPLACE?

EH: What we've been saying since April of '89 is "New Stuff." That says it all. People drive around, people are in their homes, people are out and about and say, Well, 'new stuff,' - that's kind of different. I wonder what it is?

OKAY, WE'LL BITE. WHAT IS IT?

JL: New Stuff is something that Ernesto and I came up with in a casual conversation. I said, It's just new stuff, Ern. It sounded like it had an attitude to it. You're not calling it modern music and you're not even saying it's new music. They're all overused terms. It's just New Stuff.

DO YOU USE THE WORD "ALTERNATIVE" ON THE AIR?

JL: Yes, we do. We're known as AM1060 KQ-Alternative Music. We do it to tie in the AM angle - AM-Alternative Music. That's the connection. I'm just tired of that stuff about taking people into the future. How many times have you heard an alternative radio station say, "Into the '90s - we're taking you into the future." Who cares? People aren't thinking only about the future, they're thinking about right now.

HOW DO YOU DECIDE WHAT FITS KUKQ?

EG: KUKQ is an urban/dance/rock radio station geared for people who like to dance and tie their shoes.

JL: Tempo has everything to do with everything. We're not a ballad-oriented station, although we play a few. This is a very hot city, and people here don't want to be lethargic.

DOES THE FM HAVE ANY INFLUENCE ON YOUR MUSIC DECISIONS?

JL: There are songs that both the FM and AM can play. We were playing Peter Murphy for quite some time, and the FM added it. We're both playing World Party, The Church and Midnight Oil.

EG: I see the prejudice between the different types of rock music breaking down. It used to be you could have an Alternative format or a hard rock format and there was a definite line, but the artists coming up now don't share that prejudice, so there is a melting pot of rock and roll occurring. We picked up the rock culture on the AM, and we go all the way from The Church, Mission U.K. and Oingo Boingo to Kid Creole, The Raveups, Blue Aeroplanes and Lightning Seeds.

DARE WE ASK ABOUT RESEARCH?

EG: You have to know what your active audience wants. Because we have a limited research budget, we align ourselves with the local clubs. We have our people out there playing rock 'n' roll, and if the dance floor fills up, you know you've got a great record. That's our auditorium test.

JL: Mary McCann and I are usually the personalities that go out and do the clubs on a Friday or Saturday night. It's dance music, and it's not live stuff. I've always felt that, while it's great to see a band on stage, if it's not what I'm hearing on the compact disc player, it's not what I'll be putting on the radio. There's about three clubs that we do on a rotating basis, and the audience turnouts are always very good. We always bring lots of giveaways, and we go up on the microphone and talk to the people, and even go out into the audience to talk with them.

YOU MENTIONED GIVEAWAYS. DO PROMOTIONS PLAY AN IMPORTANT ROLE?

JL: I'm a very strong believer in the simplest and maturest form of giveaways on the radio, and that is no BS, just give away the music.

Tami G.: Our listeners are die-hard music lovers. When we give away product, we always have 100 percent, immediate pickup. That's what happens when you give the people what they want. As far as other types of promotions, if it's something I would want to do personally, then I know it will be hot promotionally. We're looking for lifestyle stuff, and most of the lifestyle events are the club nights that Jonathan mentioned. We make the attendees work to win stuff.

WHAT ABOUT MARKETING?

EG: When it comes to the Alternative market, it becomes very important not to present yourself as something akin to ITT. Many times a station comes into a community and wants to put up large billboards to promote a concept, but if you have a huge billboard on the freeway next to the one for Standard Oil or the local Chevy dealership, then suddenly you're not that alternative anymore.

SO HOW DO PEOPLE FIND OUT ABOUT KUKQ?

EG: KUKQ is akin to the early days of progressive radio, and it's a very street-oriented promotional outlet. We have Stuff Shops, where you can get Stuff shirts and other Stuff, located at record stores and retail stores throughout the valley. We also have the Street Sheet, which listeners can pick up at numerous locations. The Street Sheet let's us present ourselves on a more personal, one-to-one basis than a television spot or a billboard campaign.

TELL US A LITTLE ABOUT THE AM AIR STAFF.

EH: In the morning is Mary McCann, otherwise known as the Bone Mama. She's been in this market

since '79, and she was with 98KUPD for five years. Mary has always been a follower of Alternative music. She wears a leather jacket and rides a Harley, if that means anything. Jonathan handles middays, and he still does Virgin Vinyl on the FM. J.T. Justice is on from 2 p.m. to 7 p.m. He really knows the market and, like everyone else on the air here, is really into the music. Leah Miller does 7 p.m. to midnight, and she doubles as program director of the college station in town, KASR. Our overnigher is Socrates. We don't talk about him much because he has a philosophy on everything. These people aren't here just to draw a paycheck. They really believe in the music, which is really interesting. Some guys can go Country or Top40, put on the headphones, and it doesn't make a difference. These people are really into Alternative radio and KUKQ, and they're all friends. They're all on the same wavelength.

HOW DID YOU GET EVERYONE FLOWING IN THE SAME DIRECTION?

EH: Quite simply, the staff at both radio stations has about 250 years of combined radio experience, and on average everyone in the organization has been in this market 10 years-plus. We all understand what everybody is thinking and know what this market needs.

JL: For me, working in this building with all these great people is a joy. I've always looked at working in the building as working along with a bunch of rock 'n' roll outlaws. I'm one of them, and I fit in very normally. I don't feel like an outsider. I've never been told to dress a certain way or act a certain way.

DO THE AIR TALENT HAVE A LOT OF FREEDOM IN THEIR DELIVERY?

EG: Yes, that's very much the case. When you're dealing with a format like this, where the listeners look to the station for interpretation of the format, you have to let the personalities do what they do best.

JL: Mary McCann is a good example. She's developing unique, original ideas like Polka Thursday. She'll play a few polka songs, and she has a guy with a weird accent named Polka Phil who comes in and talks about polish food and the latest news in the world of polka music. It's those kind of original ideas that make the shows work.

SO NOW THE BIG QUESTION - IS IT ALL WORKING?

EG: As far as numbers go with the AM, we're finding an ample amount of community support. We are at a 2.4 18-34, which is our target demo for both the AM and FM. The Alternative concept is one that deals with community roots, much like progressive radio did in the late '60s and early '70s, back in the days when you had a lot of waterbed spots on the air.

ARE THERE ENOUGH WATERBED STORES IN PHOENIX TO KEEP YOU IN THE BLACK?

EG: Actually, we're finding that the music retail outlets - Tower, Warehouse - all want to advertise on 'KQ. We're finding dry goods stores that sell an edge type of apparel want to advertise on 'KQ, and we're finding that the mom and pop businesses that are looking to attract college or high school-aged people want to buy advertising because this is the station that their kids and their kids' friends listen to. As far as going out and selling the Arbitron book on the streets, of course we'd be dead in that situation, but because of 'KQ's relationship to the community

(See U-GUYS II, page 44)

SCATTERBRAIN

Here Comes Trouble
(IN-EFFECT)

Scatterbrain are wild, funny and make great rock & roll. That's all there is to it. KUKQ is on board along with KROQ, WDRE, WOFM and WTKX. Already, audience reaction has been strong enough to give Scatterbrain a debut at #47 on the Alternative chart and make this one of our Most Requested albums for the week, with the emphasis now on *Down With The Ship*. Besides, you have to love any band that works Yes and the Doors into a thrash framework.

JACK RUBIES

See The Money In My Smile
(TVT)

How do you describe the Jack Rubies. The answer is you don't. This is great music that defies any easy description and simply jumps out of the speakers and into your head. After building for a few weeks, *Book Of Love* has led the way to a chart debut this week at #50. Supporters include KDGE, WHFS, KJQN, KUKQ, WMDK, WKXL, KTCL, KRCK, WTKX, WXVX and lots more. Sit back, put your feet up and enjoy.

PATO BANTON

Wize Up!
(I.R.S.)

You don't have to like reggae to like this album. With its infusion of pop sensibilities to the mix, this is an outstanding album from start to finish. Given the phenomenal success Ziggy Marley's last record had with a similar formula, this album has the potential to also turn lots of heads. Right now, the emphasis track is the Police cover. Moving to the beat at this stage are, among others, WHFS, WDRE, WRSI, KROQ and KTCL.

CHRISTIANS

Colour
(ISLAND)

As long as we're on the indescribable front (see that nice box to your left), here's an act generating tremendous talk in only two weeks. With solid, unique melodies, *I Found Out* has moved The Christians into our Most Added and within range of charting. Initial airplay is springing out of KUKQ, WHFS, KDGE, WHTG, KRCK, WOFM, KTCL, WMDK and others.

SONIC YOUTH

Goo
(DGC)

From the first, forboding notes, you know this is going to be a powerful dose of rock & roll. And powerful is just what you get, starting with lead track *Kool Thing*. Tying Gene Loves Jezebel for most added in the first week out for both acts says plenty about the quality of this product. Out-of-the-box adds come from KJQN, WFNX, WHTG, KROQ, WBRU, WXVX, KRCK, WOFM and several more. We'll all be dealing with Sonic Youth for a long time to come.

Due to technical (y'know, computer-type) problems, we are unable to print station reports this week. The HITMAKERS Alternative Radio reporter list is as follows:

KDGE	KUKQ	WOFM
Live 105	WBRU	WOXY
KJJO	WDRE	WRSI
KJQN	WFNX	WTKX
KRCK	WHFS	WXVX
KROQ	WHTG	91X
KTCL	WKXL	
KTOW	WMDK	

U-GUYS II (from page 43)

and the community support it brings, the station has been very successful.

IS THERE ANY CHANCE OF EXPANDING THAT CORE COMMUNITY SUPPORT?

EG: The Alternative community is growing in Arizona; in fact it's expanding on a daily basis. Our Thank You Fest with the Red Hot Chili Peppers, Sidewinders, Camper Van Beethoven and Mary's Danish attracted 10,000 people. We never expected that kind of a turnout. At our Birthday Bash, we had 8500 show up. We're definitely starting to see quite a response from the community in support of the radio station. Now, if we don't present ourselves in the wrong atmosphere, I think things will continue to grow.

WHAT IS YOUR LONG TERM GOAL FOR KUKQ?

FACE-OFF (from page 6)

may need a bit more exposure to register in the minds of the average Top40 listener."

Dobbis is concerned that prefab groups often churn out "soundalike" product.

"It reminds me a bit of the late '70s disco period, which produced a large quantity of artists who virtually disappeared five years later," he says. "I think we need to take stock in the situation and make sure the same thing doesn't happen again."

Dobbis nevertheless reiterated that the music of the New Kids On The Block plays an important role for the millions of people who are inspired by it, "regardless of whose name is on the credits or whether the source of the talent is behind the scenes.

"The people who see those shows are just as overwhelmed emotionally by the New Kids as I was by Bob Dylan," says Dobbis. "Who are we to say it's not as legitimate?"

EH: To keep servicing this Alternative audience in the best way possible.

JL: I want the station to be respected in the market and to be a monster musically.

RATINGS-WISE, HOW FAR DO YOU THINK IT CAN GO?

EH: That's really an ambiguous question. I can give you numbers - I would say possibly a 3.5 or 4 share. Our long range plan is to just hang in there.

JONATHAN, WHAT DO YOU SEE FOR YOURSELF IN THE FUTURE?

JL: I'm not going to be shortsighted about anything, but ten years down the road I would like Virgin Vinyl to be the most known show in the entire world, only because I've been into it nine years already. It's a very diverse alternative variety show, and I would love to see it syndicated. And that's not even a goal.

RETAIL (from page 6)

sold poorly in the past," Comerford commented.

ATLANTIC continues to pull in strong sales with a well-knit crop of dance acts fronted by Troop and En Vogue, and VIRGIN also remains hot in the dance genre, with After 7 leading the way.

"And don't forget Johnny Gill on MOTOWN," oinks the Pigman, almost neglecting to mention his top-selling LP. "He has really come on like gang-busters, and we think he's going to be huge." Don't look now, Pigman, but Gill is huge.

On the radio front:

Two programmers who are ranting and raving about the new single by EMI's Brother Beyond, *The Girl I Used To Know*, are J.J. "The Jammer" Riley at 95XXX in Burlington, Vermont and Darcy Saunders at KZZP in Phoenix.

"We played it on our 'Make It Or Break It' program

If I wanted to do it like the others do it, I could put out cassettes right now. Westwood One and I had a discussion about this and they told me that middle America probably would never go for it. If you want to know the truth, I'm not setting any goals. I'm at the happiest point of my career right now, and I'm going to take the months and the years as they come.

HOW ABOUT YOU, ERNESTO?

EG: I'd just like to keep on keeping on. I do know that I always want to stay in touch with the rock 'n' roll industry. It's totally fascinating.

ANY FINAL WORDS OF WISDOM?

JL: Don't ignore what's happening around you by putting yourself in a cave and watching videos all night. You can't be two different people in this business. I'm the same person outside of work as in. You have to live it. **HM**

and it really came through," said Saunders. The Jammer calls the record "a perfect record for females that males can really get behind also."

RCA's Bruce Hornsby is back on the attack with *Across The River*, a record that Scott St. John of WPPR in Altoona, Penn. describes as "a perfect balance record, right for any day part. Our listeners love it because it's a real departure from all the ballads and female dance tracks that are out today."

Another interesting development comes via England in DGC's new alternative icons, The Sundays, whose album is gaining real momentum in retail and is presently the darling of college radio.

Congratulations to EMI's Sal Licata, Jim Cawley and Ron Fair for a platinum LP for the *Pretty Woman* sound track. Ditto to SBK's Charles Koppelman and Daniel Glass for a platinum disc for *Teenage Mutant Ninja Turtles*. It sure looks like hot sound tracks are the way to go these days.

HOT RADIO PROMOTIONS

WNCI's BLADDER CONTROL DAY

There was a line at the door of the WNCI restroom during the Morning Zoo's Bladder Control Day. Each Zoo member drank eight ounces of water every 15 minutes during the show to see who could last the longest without going to the restroom. The first two to give in to nature would have to do the rest of the show from the restroom. Dave Calin was the first to break down, after guzzling 64 ounces of water, and Shawn Ireland was close on his heels, giving up second. A very proud John Cline made it to 74 ounces, and enjoyed the comfort of the broadcast booth while his two colleagues had to spend the rest of the morning in the can!

Y100 CELEBRATES SUMMER WITH BACKYARD BARBECUES

Y100 (WHYI-FM) in Miami is making each week of summer memorable with backyard barbecue invasions. Y100 listeners can win their own barbecue invasion for themselves and 50 of their friends by mailing their name and address to the station, or by dropping by in person or stopping at any JC Penney store in the area. The backyard barbecue invasions come complete with food, fun, frolicking, prizes, music, Y100 disc jockeys and an inflatable dolphin!

KHTK's "97 HOT AND SWEATY DAYS OF SUMMER"

On Memorial Day Weekend, KHTK (HOT97) in St. Louis kicked off what has become known as the 97 Hot and Sweaty Days of Summer. Evening personality Freddie B. kicked off the festivities with a live broadcast from the Wood River Water Slides, just over the border in Illinois. Freddie's broadcast included a live trip down the biggest and best slide, enabling the sweating mass of listeners to imagine themselves there with him. Upcoming events for the 97 Hot and Sweaty Days of Summer include the "Naked Twister Summer Tour", in which HOT97 personalities will be making appearances "anywhere there is a crowd," according to PD Derek Johnson. HOT97 personalities will also be making surprise appearances throughout the summer at area swimming pools for the HOT97 "Pool Patrol." The personalities will be accompanied by a "pool inspector," who will test the pools to ensure nobody has peed in them.

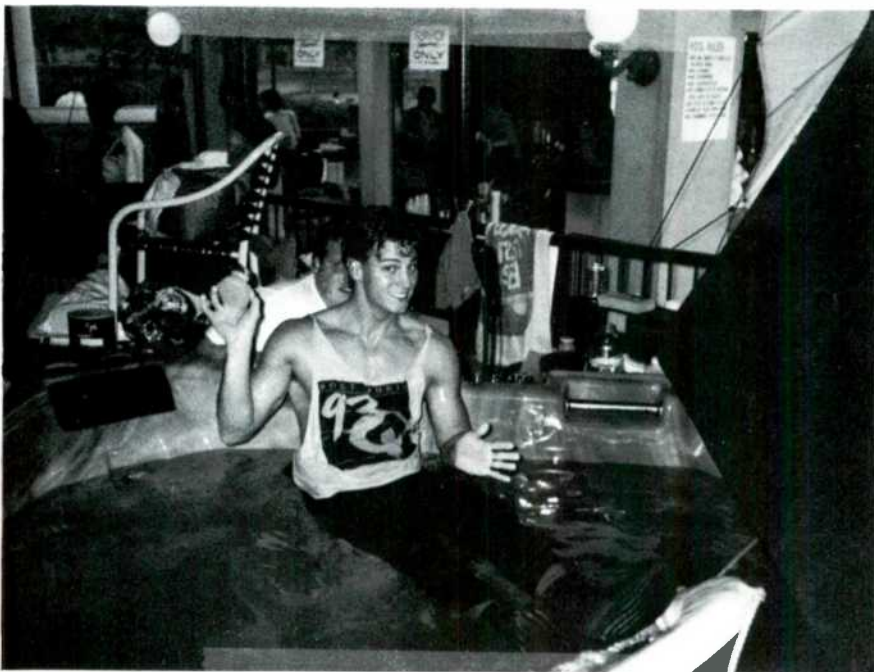
JET-FM 102's BEACH BUM

JET-FM 102 in Erie, Penn. is cruising the beaches of Presque State Park with the JET Beach Bum, searching for sun worshippers listening to JET-FM. When the Beach Bum comes across a JET-FM listener, he gives them prizes, t-shirts, and free music. JET-FM beachwear is also sold at the gateway concession stands in the park to benefit special projects within the park.

92X FIRES UP THE GRILL FOR MDA

92X (WXGT) in Columbus cranked up the music and fired up the grill June 15 at the station's studios, for the Fourth Annual 92X Barbeque for the Muscular Dystrophy Association. In return for a donation to MDA, listeners enjoyed a tasty selection of barbeque food and fixins, courtesy of J.P.'s Barbeque. The morning show of Tom Kelly and Company personally grilled Kahn's weiners, and afternoon personality Jon Zellner broadcast live from the barbeque.

WRQN's ALEXANDER BECOMES HUMAN PRUNE



He was waterlogged, but 93Q-Toledo afternoon jock Trey Alexander broke the unofficial world record for sitting in a hot tub on Memorial Day Weekend. Trey stayed in the hot tub at Shooter's Waterfront Cafe from May 24 at 7:30 p.m. until May 28 at 5 p.m., a total of 93.5 hours! Whenever Trey got lonely, he looked to his rubber ducky for companionship. The above picture was taken early on, because as the weekend progressed Trey began to look more and more like a human prune.

WLWL HOSTS "BIG DICK" WEEKEND

Listeners of WLWL in Minneapolis were all named Dick beginning Friday, June 7, as the station kicked off the "Big Dick" Weekend. By being the ninth caller at the designated time and identifying themselves as Dick, listeners won tickets to see *Dick Tracy* during its opening weekend in the Twin Cities. Not only did changing their name to Dick win them movie passes, but winners also qualified for a trip for two to Orlando, Fla. to attend the world Premiere of *Dick Tracy*, and party with stars Warren Beatty and Madonna.

KISS102 CRUSADES TO BRING MADONNA TO CHARLOTTE

Since Madonna has ignored Charlotte, N.C. on her current Blond Ambition Tour, KISS102 (WCKZ) has taken matters into its own hands, launching a petition drive to bring the superstar to the Charlotte Coliseum. KISS102 Mix Master Sly Douglas has even donated his car to the cause. Prominently sporting KISS102 logos on its sides, the "Madonna Express Yourself Mobile Petition" is on display and available for signing at all of the station's promotions and appearances. KISS102 obtained 60,000 signatures on the car by June 7, and Douglas then drove the mobile petition to Washington, D.C., the closest stop to Charlotte on the tour. Douglas was to present Madonna with the keys to the petition, in hopes that she would schedule a Charlotte concert.

Q95 TO HOST PURTAN'S PEOPLE PLAYHOUSE

Dick Purtan, morning show host on Q95 (WKQI-FM) in Detroit, is presenting "Purtan's People Playhouse" on June 20, to benefit the Salvation Army. The event will be held aboard the Bcblo Board, an historical steamship on the Detroit River, and will feature a variety of skits and comedy routines based on Purtan's People, the characters which comprise his morning show. The evening will also feature music by a Detroit band.

93ROCK's JULY 4 SOFTBALL TOURNAMENT

93ROCK (KRXQ) in Sacramento is getting into the spirit of America's favorite pastime by hosting the 93ROCK 1990 Softball Tournament on July 4. The one-day, double elimination tournament will consist of 16 teams in two divisions, one a men's division and the other a coed division. Teams enter the tournament by faxing or mailing entry forms, with 93ROCK randomly drawing the 16 participants from all entries received by the deadline. The day's events will also include a softball clinic and a home run derby, and the winners of each division will receive for the entire team at Referee's Bar and Grill, as well as a first place trophy.

KKBQ HOSTS "DOLLARS FOR SCHOLARS" MUSIC FESTIVAL

93Q (KKBQ) in Houston is hosting the Sembradores Amistad "Dollars For Scholars" Father's Day Music Festival June 17 at the Pasedena Fairgrounds. The day's entertainment will include a concert starring D-Mob, the 93Q Money Machine, appearances by 93Q personality Chris Kelley and other celebrities, and some great giveaways. All proceeds go to the Sembradores de Amistad Educational Foundation, Inc., which gives scholarships to Hispanic high school graduates.

JAMMIN Z90 HELPS PROTEST MALATHION SPRAYING



When the State of California sprayed malathion in the San Diego area to wipe out the Mediterranean fruit fly, Jammin Z90's early morning show, Kimo and Company, were on hand to create community awareness and provide free Z90 gas masks to the residents of San Diego suburb El Cajon. Pictured is one young resident protesting the spraying of the insecticide and wearing one of the Z90 gas masks.

IMPORT CHART

COMPILED FROM THE HOTTEST, CUTTING EDGE IMPORT STORE CHARTS FROM ACROSS THE COUNTRY

LW-TW

- 25-1 NEW ORDER "World In Motion" (FACTORY/MCA)
- 3-2 BLACK BOX "Everybody" (RCA)
- 3-3 CANDY FLIP "Strawberry Fields..." (ATLANTIC)
- 5-4 SOHO "Hippie Chick" (S&M/SAVAGE)
- 7-5 PAT & MICK "Use It Up And Wear It Out" (PWL)
- 11-6 LISA STANSFIELD "What Did I Do...?" (ARISTA)
- 18-7 DEPECHE MODE "Policy Of Truth" (SIRE/REP)
- 9-8 CABARET VOLTAIRE "Keep On" (PARLAPHONE)
- 10-9 BLACK BOX "Don't Want To Love Any ..." (RCA)
- 14-10 ADEVA "Treat Me Right (Remix)" (MCA)
- 22-11 WES BAM "The Roof Is On Fire" (LOW SPIRIT)
- 6-12 MXM "Nothing Compare 2 U" (BHF PROD.)
- 13-13 DE LA SOUL & QUEEN LATIFAH "Mama ..." (TB)
- 17-14 SONIA "Counting Every Minute" (CHRYSSALIS)
- 15-15 SNAP "The Power" (ARISTA)
- 20-16 DUSTY SPRINGFIELD "Reputation" (PARLA/EMI)
- 12-17 MADONNA "Vogue" (SIRE/WB)
- 23-18 PROPAGANDA "Heaven Give Me Words" (CHARI)
- 19-19 F.P.I. PROJECT "Rich In Paradise" (ZYX)
- 21-20 MASSIVO "Lovin' You" (DEBUT)
- 24-21 PRECIOUS RED "Think" (CHAMPION)
- 23-22 QUARTZ "Get Busy" (B-TECK)
- 24-23 KYLIE MINOGUE "Better The Devil" (GEFFEN)
- 26-24 DEXTROSE "Nightmares On Wax" (COOLTEMPO)
- 33-25 ERASURE "Star" (SIRE/REPRISE)
- 27-26 LEE MARLOW "Movin'" (DISCOMAGIC)
- 36-27 COLD CUT F/ QUEEN LATIFAH "Find A Way" (TB)
- 30-28 LEE MARROW "Pain" (DISCOMAGIC)
- 29-29 LEE MARLOW "Do U Want Me" (DISCOMAGIC)
- 31-30 SATOSHITOMII "And I Love You" (FFRR)
- 32-31 KYM MAZELLE "Useless Remix '90" (SYNCOPE)
- 37-32 SOUL II SOUL "A Dream's A Dream" (VIRGIN)
- 40-33 MELLOW MAN ACE "Mentirosa" (CAPITOL)
- NEW-34 SNAP "Oops Up" (ARISTA)
- 33-35 SOFT HOUSE COMPANY "What You Need" (IRMA)
- 33-36 BLASE "So Special" (MOTOWN)
- 41-37 JT & THE BIG FAMILY "Moments in Soul" (ZYX)
- 42-38 EN VOGUE "Hold On" (ATLANTIC)
- 43-39 MC HAMMER "U Can't Touch This" (CAPITOL)
- NEW-40 THE B-SIDES "Volume II" (MUSIC MAN)
- 44-41 PLEASURE "Please" (ANXIOUS)
- 46-42 TOUCH OF SOUL "We Got The Love" (COOLTEM)
- NEW-43 A GUY CALLED GERALD "Automanikk" (COL)
- NEW-44 DOUG LAZY "Mega Mix" (ATLANTIC)
- 45-45 MR. LEE "Pump That Body" (JIVE/RCA)
- 47-46 ADAMSKI "N-R-G" (MCA)
- NEW-47 FRANKIE KNUCKLES "And I Love You" (FFRR)
- NEW-48 MUSTO & BONES "All I Want Is To..." (CITY BEAT)
- NEW-49 BAD BOYS BLUE "How I Need You" (COCONUT)
- NEW-50 LORNI GORDON "Happening All..." (SUPREME)
- 48-51 BASIA "Cruisin' For A Bruisin'" (EPIC)
- 49-52 HI TEK3 "Spin That Wheel" (SBK)
- NEW-53 INDEEP "Last Night A DJ Saved My Life..." (ST MIX)
- 50-54 CHILL ROB G/POWER... "The Power" (WILD PITCH)
- NEW-55 BEATS INTERNATIONAL "Won't Talk..." (ELEKTRA)

BREAKOUTS

- NEW ORDER "World In Motion" (FACTORY/MCA)
- BLACK BOX "Everybody" (RCA)
- ERASURE "Star" (SIRE/REPRISE)
- LISA STANSFIELD "What Did I Do To You?" (ARISTA)
- SOHO "Hippie Chick" (S&M/SAVAGE)
- BBG "Snappiness" (URBAN/POLYDOR)
- CANDY FLIP "Strawberry Fields Forever" (ATLANTIC)
- DIANA BROWN "Master Plan" (FFRR)

IMPORT REPORTERS

- | | |
|---|---|
| <p>NEW YORK</p> <p>DECADANCE • New York ♦ Dennis Wakil 212 691-1013 • DIANA BROWN, DUSTY SPRINGFIELD, M. WALSH, SOLID GOLD EASY AMEX, TOUCH OF SOUL,</p> <p>DOWNTOWN RECORDS • New York ♦ Ralph Soler 212 924-5791 • BLACK BOX, CLUB LAND, D SHAKE, FPI PROJECT, WAY OF LIFE,</p> <p>VINYL MANIA • New York ♦ Charlie Grappone 212 691-1720 • BBG, ORRSOME, SLY & LOVECHILD,</p> <p>LOS ANGELES</p> <p>PRIME CUTS • West Hollywood ♦ Chuck 213 654-8251 • GURU JOSH, JAZZIE P, NEXUS 21, TAYLOR DAYNE,</p> <p>STREET SOUNDS • Los Angeles ♦ Eddie 213 651-0630 • DONNA, JAZZIE P, QUARTZ, TERRAJACKS, WES BAM,</p> <p>CHICAGO</p> <p>DJ INTERNATIONAL • Cicero ♦ Benji Espinoza 708 863-5558 ATC, LEE MARLOW, THE B-SIDES, 2 STATIC, REBEL MC,</p> <p>GRAMAPHONE RECORDS • Chicago ♦ Andy Moy 312 472-3683 • EN VOGUE, G. LAMOND, MC RIC, R. PAIGE, SNAP,</p> <p>IMPORTS ETC • Chicago ♦ Fred Hans 312 922-5151 • A GUY CALLED..., AGE P, F. KNUCKLES, ORBITAL, ORRSOME,</p> <p>SAN FRANCISCO</p> <p>BUTCH WAX • San Francisco ♦ Ralph 415 431-0944 • BLACK BOX, D. BROWN, FOREMOST POET, STEVIE V, A. BAKKER</p> <p>SOUL DISCO • San Francisco ♦ Bob Griffith 415 431-1758 • BODY, WEST COAST ALL-STAR RAP,</p> <p>STAR RECORDS • San Francisco ♦ Christi 415 552-3017 • BBG, MUSTO & BONES, PETRA & CO, THE CHIMES,</p> <p>PHILADELPHIA</p> <p>FUNK-O-MART • Philadelphia ♦ Avi 215 963-056 • DIGITAL UNDERGR..., KYZE, SALT 'N PEPA, SOUL II SOUL, STEVIE B,</p> <p>SOUND OF MARKET • Philadelphia ♦ Tony Jones 215 925-3150 • DEXTROSE, INDEEP, L. STANSFIELD, P. RED, SNAP,</p> | <p>DETROIT</p> <p>OFF THE RECORD • Royal Oak ♦ Lee Rosenbloom 313 398-4436 • 808 STATE, INSPIRAL CARPETS, LEAD INTO GOLD, POP WILL EAT ITSELF, WAS NOT WAS,</p> <p>DALLAS</p> <p>AUTOBAHN • Dallas ♦ Jeff Payne 800 922-4674 • BLACK BOX, GINA T, GINA T, LONDON BOYS, ROBEY,</p> <p>OAKLAWN • Dallas ♦ David Hilzendager 214 521-0350 • DEPECHE MODE, ERASURE, L. STANSFIELD, NEW ORDER, PROPAGANDA,</p> <p>VVV • Dallas ♦ Neil Caldwell 214 522-3470 • CANDY FLIP, ERASURE, NEW ORDER, REVENGE, SOHO,</p> <p>BOSTON</p> <p>DANCE MUSIC PLUS • Boston ♦ Jerry Warren 617 567-5200 • ERIC B, NEW KIDS, ONCE IS ENOUGH, TECHNO..., TIANA,</p> <p>VINYL CONNECTION • Boston ♦ Carol Mitro 617 536-2560 • J. DAULTON, DESKEE, N. BACKMAN, 49ERS, COLD CUT F/ QUEEN LATIFRE,</p> <p>WASHINGTON D.C.</p> <p>D.J. OUTLET • Baltimore ♦ Marc Henry 301 276-6233 • 20 POUNDS TO GET INTO, BLAPPES POSSEY, PRECIOUS RED, QUARTZ, RENEGADE SOUNDWAVE,</p> <p>12 INCH DANCE RECORDS • Washington ♦ Alice 202 659-2010 • BLACK BOX, ERASURE, NEW ORDER,</p> <p>METRO STEREO • Baltimore ♦ Simon 301 669-0503 • JUNGLE BROTHERS, LEE MARLOW, LISA STANSFIELD,</p> <p>HOUSTON</p> <p>MEGAZONE • Houston ♦ Joseph Tranvan 713 520-1603 • COLD CUT, SOHO PLEASURE, ST. ETIENNE, STEVIE V,</p> <p>RECORD RACK • Houston ♦ Bruce Godwin 713 524-3602 • BRIGADE WRAGTHER, CANDY FLIP, CABARET VOLTAIRE, NEW ORDER, SOHO,</p> <p>MIAMI</p> <p>CARJUL RECORDS • Miami ♦ Carlos Estrada 305 444-6303 • 49ERS, CAPELLA, L. STANSFIELD, NEW ORDER, NOVEZENTO,</p> |
|---|---|



HEART

"I Didn't Want To Need You"

Produced by RICHIE ZITO

Management: TRUDY GREEN/HK Management,

HITMAKERS HOT STATS:

One of the MOST ADDED Top40 with 99 Adds!

One of the MOST ADDED ROCK!

TOP 10 ALBUM SALES NATIONALLY!

TOP 15 SINGLE SALES NATIONALLY!

Out-of-the-box Adds:

PIRATE (Add)

KPLZ (Add)

KUBE (Add)

B94 (Add)

KKRZ (Add)

KXYQ (Add #25)

KWSS (Add #29)

Q102 (Add #35)

B97 (Add)

KSAQ (Add #33)

KCPX (Add)

WGTZ (Add #25)

WKZL (Add)

KEGL (17-14)

and more

MELLOW MAN AGE



"Mentiroso"

HITMAKERS HOT STATS:

MAINSTREAM TOP40 CHART: 48-37

CROSSOVER TOP40: #8

TOP 25 SINGLE SALES NATIONALLY!

A CRUSADE! A HITBOUND!

HOT97 (D#31)

WPLJ (31-27)

Z100 (28-25)

KIIS-FM (#5)

POWER106 (4-3)

B96 (29-17)

Z95 (30-28)

KMEL (6-5)

X100 (Add)

WIOQ (D#27)

100.3JAMZ (15-14)

WXKS-FM (D#25)

WXKS-FM (D#25)

WZOU (28-23)

KNRJ (27-22)

KKBQ (19-16)

KRBE (30-26)

POWER96 (4-3)

KHTK (30-26)

Q106 (#2)

Z90 (#4)

WFLZ (25-19)

KKFR (4-2)

KOY95 (4-3)

KZZP (#7)

KS104 (11-4)

HOT102 (32-29)

FM102 (6-4)

KWOD (10-7)

KGGI (3-1)

HOT94.9 (25-14)

WKSS (D#28)

WCKZ-FM (17-10)

102JAMZ (19-15)

Y107 (28-25)

KJ103 (30-27)

and more

On Capitol CDs, Cassettes and Records

LONDON QUIREBOYS

"7 O'clock"



99.9KHI (Add)
KEWB (29-26)
KFBD (29-23)
KIQY (D#33)
KJLS (D#34)

A HITMAKERS HITBOUND!

KKRC-FM (Add #34)
KKRC-FM (D#34)
KNEN (D#38)
KNIN (37-33)
KPXI (40-37)
KQKY-FM (29-21)
KTUX (31-25)
KVTI (D#35)
KYYY (39-35)
KZMC (D#38)

WBEC-FM (D#27)
WCIL-FM (D#34)
WJZQ (35-29)
WKZQ (Add #30)
WRFB (38-29)
WWHB (Add)
WWRB (Add)
Y104 (23-19)
Z93 (36-33)
and more

TOP STARS HIGHLIGHT KISS 108 B-DAY BASH

Some of the hottest stars in the music galaxy were on hand June 2 as Pyramid Broadcasting's KISS-108 (WXKS-FM, Boston) celebrated its 11th Anniversary with a concert at the Great Woods Center near Boston. Pyramid CEO Richard Balsbaugh presented producer Maurice Starr with an award commemorating his accomplishments in music, which include the formation of New Edition and New Kids On The Block, and 15,000 fans jammed to the sounds of 20 major acts. The event raised \$50,000 for The Genesis Fund, an organization which promotes funding for the treatment of handicapped children. In addition, KISS 108 PD Sunny Joe White organized the taping of *On A Wing And A Prayer*, an all-star single produced by Starr to benefit AIDS research. The project, dubbed "Band In Boston," includes New Kids, M.C. Hammer, Eddie Money, Bell Biv Devoe, Smokey Robinson, and Louie Louie.



MIM MICHELOVE

Pyramid Broadcasting CEO **Rich Balsbaugh** (left) presents super-producer **Maurice Starr** with a commemorative pyramid following a musical salute by Starr's *New Kids On The Block*, *Perfect Gentlemen*, and latest gem **Ric Wes**.



KISS 108 PD **Sunny Joe White** on the air with **AEROSMITH's Steven Tyler** during the live broadcast from Great Woods. The entire nine-hour concert was broadcast live on KISS 108.



MIM MICHELOVE

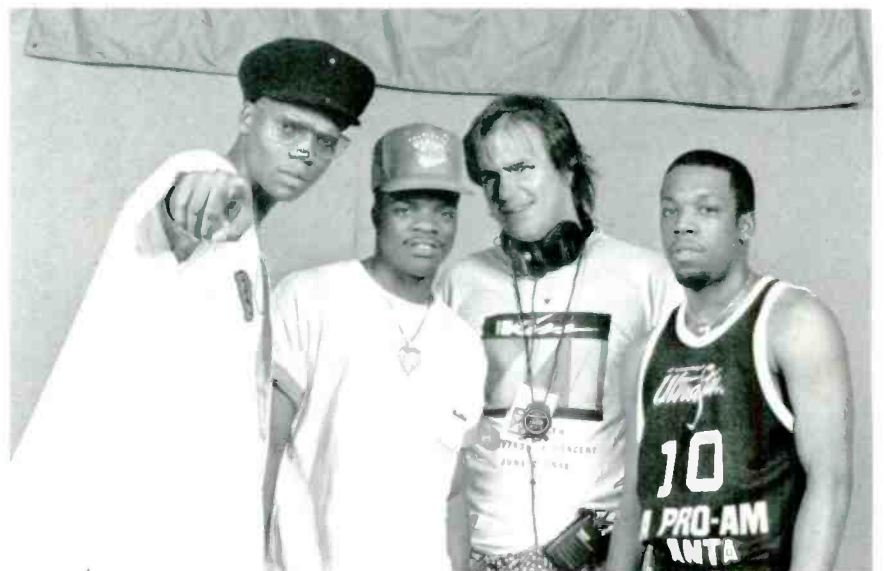
Thirteen-year old **Karen Renzulli** of Needham, Mass., who recently told *People* magazine she'd faint if she ever met **Jordan Knight**, meets her idol courtesy of KISS 108 personality **Matt Siegel** (right). Amazingly, she stayed conscious.



Chart-topper **M.C. Hammer** (center), who wowed the crowd with his troop of 43 dancers and singers, hangin' out back with KISS 108 Music Director **Jerry McKenna** (left) and **CAPITOL Records' Bobby Bland**.



What would a party be these days without a visit from those ever-lovin', crime fightin' *Ninja Turtles*? Not much, says KISS 108's **June Knight** (center), surrounded by *Partners In Kryme* and two of the amphibious ones.



KISS 108 air personality **Ed McMann** (2nd from right) catches a rap with three Boston kids who've hit the big time - again. That's **Bell Biv Devoe**... now you know.



maxi priest

"CLOSE TO YOU"...

THE DEBUT SINGLE FROM THE ALBUM, BONAFIDE.

HITMAKERS HOT STATS: A CRUSADE! A HITBOUND!

Q106 (Add)
WLOL (Add)
WPHR (Add)
KITY (D#28)
WMJQ (D#30)
WKSS (Add)

KFTZ (Add)
KIXR (Add)
KKMG (D#35)
KLUC (Add)
KOKZ (Add)
KQIZ (Add)
KWXX (Add)
KZOZ (Add)
OK95 (Add)

Q104 (Add)
SLY96 (Add)
WBBQ (Add)
WHDQ (Add)
WHTK (D#39)
WOVO (D#37)
WZYQ (Add)
X102 (Add #32)
and more

5 Star Rotation VH-1!

Produced by Geoffrey Chung for Penetrate Productions, Sly Dunbar and Mandel Tucker. Don Taylor Management.

FACES & PLACES



CAPITOL Recording artists **POISON** preview their new album for execs and MTV. Pictured are (L-R): Executive Director of Thorn EMI PLC **Jim Fifield**; Poison's **Bobby Dall** and **C.C. DeVille**; CAPITOL Records President **Hale Milgrim**; MTV's **John Cannelli**; Poison's **Rikki Rocket** (bending); Poison's Attorney **John Branca**; MTV's **Abbey Konowitch** and Poison's **Bret Michaels**.



Visiting PDs and MDs were recently treated to an afternoon cruise off the Malibu Coast. Pictured are (L-R back row): Captain **HITMAKER Barry Fiedel**; KDON MD **Efren Sifuentes**; KPRR PD **Eli Molano**; WRQN PD **Ken Benson**; KCPX Asst. PD/MD **Bob LaBorde**; **HITMAKERS** Director Of Music Research **Pamela Jouan**; KRNQ Asst. PD/MD **Bob Lewis**; and Industry Consultant **Terry Hardy**. (L-R front row) MAJIC102 Asst. PD **Mike Morgan**; KBOS MD **Don Parker**; **HITMAKERS** Editor **Rich Pastore**; WRQN MD **Trey Alexander**, 99.9KHI PD **Hitman** and **HITMAKERS** President **Bob Greenberg**.



When they were aspiring little vixens, **Janet Gardner** and **Share Pederson** of EMI's **VIXEN** watched in awe as **Paul Stanley** strutted his stuff onstage for **KISS**. Now that Share and Janet are serving up their own brand of Rock & Roll, Stanley has become a fan of Vixen. The mutual admirers met recently in Los Angeles. Pictured are (L-R): **Gardner**, **Stanley** and **Pederson**. Is there a collaboration in the works?



WILSON PHILLIPS paid a visit to Houston's Energy station, KNRJ. Pictured are (L-R): MD **Michael Newman**; **Carnie Wilson**; Morning man **Jeff Scott**; **Wendy Wilson**; PD **Guy Zapoleon**; **Chynna Phillips** and weekender **Famous Amos**.

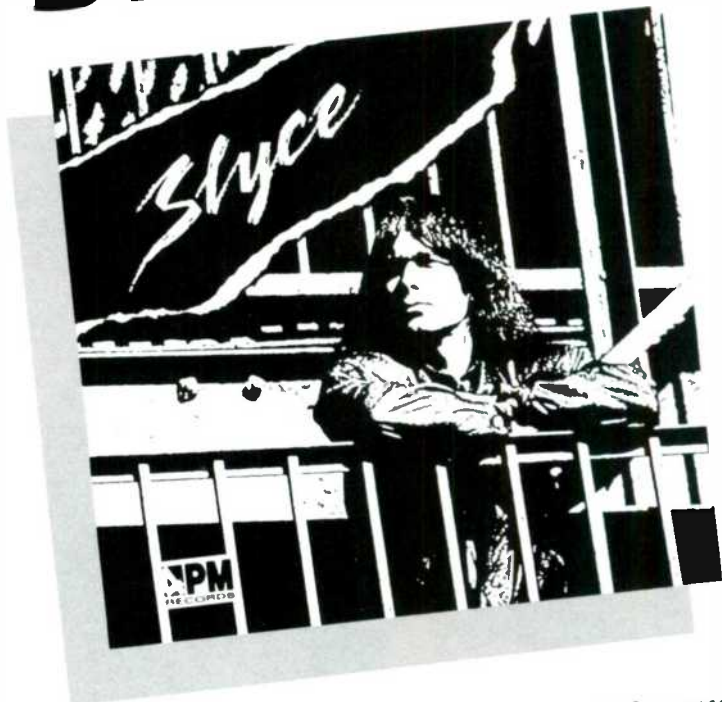


CHRYSALIS recording group **SLAUGHTER** visits with **WHYT** Detroit. Pictured are (L-R): **CHRYSALIS's Bruce Marek**; **WHYT's Shirley Adray**; **Tim Kelly** and **Bias Elias** of Slaughter; **CHRYSALIS** Sr. Director of Pop Promo. **Greg Thompson**; **WHYT** Asst. PD/MD **Mark Jackson**; **Dana Strum** and **Mark Slaughter** of Slaughter.



SBK Records hosted a luncheon for **MTV**, **VH-1** and **HA!**, introducing the label's newest artist **Eric Bogosian**. Pictured are (L-R): **SBK** National Manager A/C & Video Promo **Hilary Lerner**; **MTV's Abbey Konowitch**; **Eric Bogosian**; **MTV's Tom Hunter**; **SBK** Sr. VP of Promo **Daniel Glass** and **MTV's Steve Leeds**.

THE SOUNDS OF SUMMER START HERE...



4PM
RECORDS

PROUDLY PRESENTS THE NEW HIT SINGLE...

"JUST IN LOVE"
(from the new album)

Starring:

Slyce

- "From the beach capital of the world, this song screams of summer romance. Slyce can come into my hot tub anytime!"
RANDI TAYLOR—PD/MD WWHB 107
- "Quite possibly the beach song of the summer!"
TODD MC CARTY—MD/JOCK KKRL
- "Slyce has combined a familiar sound with a hit 90's production!"
KERRY JACKSON—PD WGSV
- "Put down the top... Lay your feet on the dash... Slyce is like summer fireworks!"
JACK DOUGLAS—Grammy Award Winning Producer of 35 Gold and 8 Platinum Albums
- "In the heat of the summer pop music wars, Slyce is a cool breeze!"
RON FELL—Gavin Report
- "The A/C music pie now has to be cut to include one more portion... Grab your Slyce early!"
PAT McCOY—MAC
- "Excellent left field A/C hit!"
TOM KNIGHT—P.D. Liggett Broadcasting
- "A natural summer smash!"
MIKE MARTUCCI—1989 A/C Director Of The Year/Billboard and Gavin

COMING TO A STATION NEAR YOU!

SLYCE: Compact Disc (PMD-9001), Cassette (PMC-9001) and Single (PMC-4001)

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RECORDS
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- BIG STATE—Texas, Louisiana, Arkansas, Oklahoma, New Mexico, Colorado

FACES & PLACES



**EPIC RECORDS APPOINTS
FRANK CERAOLO!**

Frank Ceraolo has been appointed Manager, National Dance Music Promotion



**ARISTA RECORDS NAMES
LARRY JENKINS!**

Larry Jenkins has been named Senior Director, National Publicity.



**MCA RECORDS APPOINTS
MICHAEL MIX!**

Michael Mix has been appointed Regional Marketing Director, East Coast, based in Philadelphia.



**MCA RECORDS APPOINTS
STEVE RUBIN!**

Steve Rubin has been appointed Regional Marketing Director, Southeast, based in Atlanta.



**MCA RECORDS APPOINTS
HANK WYLIE!**

Hank Wylie has been appointed Regional Marketing Director, West Coast, based in Los Angeles.



**MCA RECORDS APPOINTS
LAUREN ASHLEE!**

Lauren Ashlee has been appointed Director, Rock & Alternative Marketing.



**ELEKTRA ENTERTAINMENT
NAMES SUSAN DREW!**

Susan Drew has been named Senior Vice President of A&R.



**ARISTA RECORDS NAMES
CONNIE JOHNSON!**

Connie Johnson has been named Senior National Director of R&B Promotion.



**CHAMELEON MUSIC GROUP
NAMES TODD SKILES!**

Todd Skiles has been promoted to Director of Art & Creative Services.



**CBS RECORDS APPOINTS
KYLE CADLEY!**

Kyle Cadley has been appointed Recording Project Manager.



**SBK RECORDS APPOINTS
SHEIRA BRAYER!**

Sheira Brayer has been appointed Manager, Marketing Services.

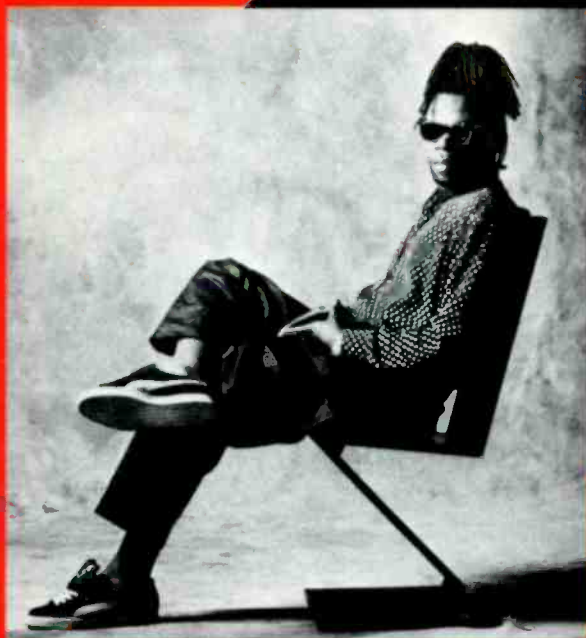


**JENSEN COMMUNICATIONS
APPOINTS SHERYL INGBER!**

Sheryl Ingber has been appointed Associate Director, National Publicity.

SOUL II SOUL

"A Dreams A Dream"



HITMAKERS HOT STATS:
NATIONAL ALBUM SALES: 25-17
NATIONAL SINGLE SALES: 44-36
NATIONAL IMPORT SALES: 37-32
A HITBOUND! A CRUSADE!

HOSH GURELI, MD, KMEL - "The new mix without the operatic intro certainly makes this more viable for pop radio. "A Dreams A Dream" is already a huge record in San Francisco!"

HOT97 (19-18)
KMEL (18-17)
WUSL (21-18)
WMXD (D#25)
WXKS-FM (Add)
KUBE (Add)
Q106 (Add)
KKFR (Add)
KROY (Add)
WDJX (Add)
99WGY (Add)
G98 (Add)
K106 (Add)

KBOS (D#37)
KFBD (Add)
KFFM (Add)
KMOK (Add)
KWIN (Add #39)
KWXX (Add)
KZBB (Add)
POWER98 (32-27)
WAAL (Add)
WFLY (Add)
WIFX (Add)
WQXA (D#27)
ZFUN106 (Add)
and more

Kid Frost

"La Raza"

HITMAKERS HOT STATS:
A CRUSADE!
A HITBOUND!

DON O'NEAL, Asst PD, WCKZ-FM

"A slammin', jammin', hangin', bangin', kickin' butts, takin' names, jam that's too bitchin' for the kitchen! Expect this one to explode!"

HOSH GURELI, MD, KMEL

"Targeted for markets with significant latin demos, and we qualify. Huge out-of-the box request!"

RICK THOMAS, PD, JAMMIN' Z90

"A street level smash! The reaction is as large as "Mentirosa" . . . and growing!"

KITY (Add)
KTFM (Add)
KGGI (Add)
Q106 (Add #29)
KMEL (Add)
KEZB-FM (Add)
WCKZ-FM (Add)
HOT97.7 (D#24)
KJMZ (Add)
KKFR (D#23)
XHTZ (Add)
Z90 (Add #35)

AFTERSHOCK

"Always Thinking"



KHTK (Add)
HOT 97.7 (#27)
HOT94.9 (#19)
KBOS (32-29)
and
more

UB40

"The Way You Do The Things You Do"



ENERGY96.5 (30-26) KSAQ (#28)
HOT94.9 (11-7) KQMQ (6-4)
KWIN (24-16) and more

GUY ZAPOLEON

PD, ENERGY96.5 "#6
requests! This record will surprise you!"



monumental

heroic

immense

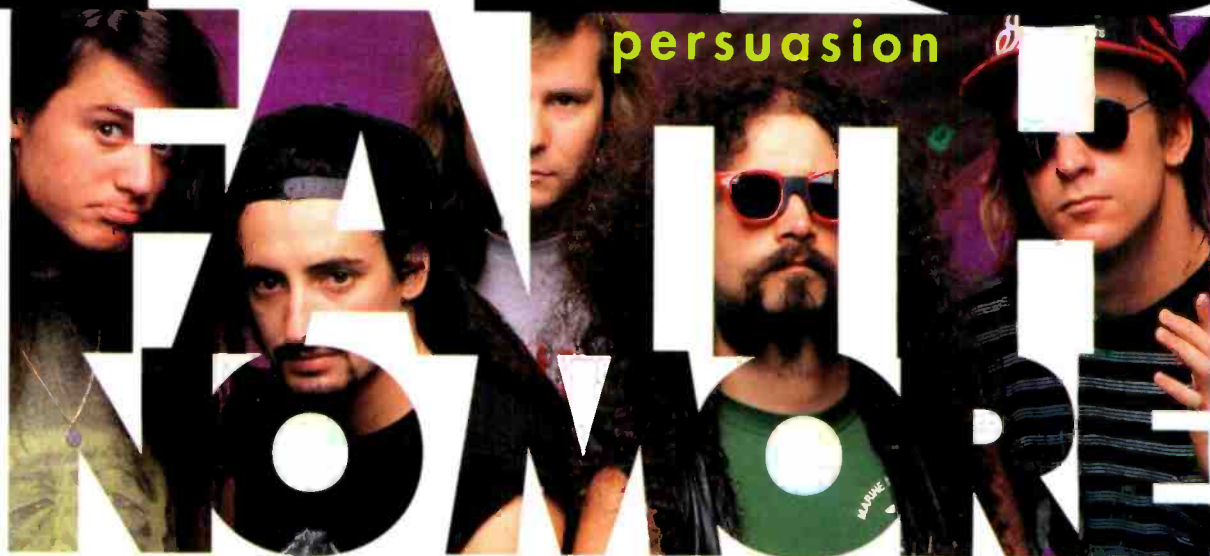
vast

the single edit



PIRATE (D#24)
THE FOX (Add #22)
WHYT (D#19)
Y95 (Add)
KPLZ (D#26)
KUBE (D#30)
WPHR (Add)
KSAQ (D#31)
WZZG (Add)
Y107 (Add)
WKZL (D#27)

CHED (Add)	Q104 (32-25)
G98 (D#33)	WAPI (29-24)
K106 (39-29)	WDBR (D#38)
KFBQ (Add)	WDEK (Add)
KFTZ (Add)	WKFR (Add)
KKHT (Add)	WOKI (Add)
KPAT (Add)	WPST (Add)
KQKQ (Add)	WQID (Add)
KSND (Add)	X106 (28-19)
KTXY (Add)	Y104 (34-30)
KZMC (40-35)	ZFUN (D#32)
KZZU (40-37)	and more



HITMAKERS HOT STATS:
NATIONAL ALBUM SALES: NEW 37
#7 MOST DISCOVERED THIS WEEK!
A HITBOUND! A CRUSADE!

Produced by Matt Wallace and Faith No More
 From the Slash/Reprise album **The Real Thing**
 Career Direction: Warren Entner/John Vassilou for W.E.M.
 © 1990 Slash Records



TOP 40

STEVIE B "Love & Emotion" (RCA)
 BAD COMPANY "Holy Water" (ATCO)
 GLORIA ESTEFAN "Cuts Both Ways" (EPIC)
 M.C. HAMMER "Have You Seen Her" (CAPITOL)
 NELSON "Love And Affection" (DGC)

PAJAMA PARTY "Living Inside Your Love" (ATLANTIC)
 JIMMY RYSER "Same Ol' Look" (ARISTA)
 SLYCE "Just In Time" (4PM)
 ST. PAUL "Stranger To Love" (ATLANTIC)
 THE TIME "Jerk Out" (REPRISE)

ROCK

ALLMAN BROS. "Good, Clean Fun" (EPIC)
 JUDE COLE "Time For Letting Go" (REPRISE)
 DAVE EDMUNDS "King Of Love" (CAPITOL)
 GENE LOVES JEZEBEL "Jealous" (Geffen)
 DON HENLEY "How Bad Do You Want It" (Geffen)
 ERIC JOHNSON "Cliffs Of Dover" (CAPITOL)

TONY McALPINE "The Hard Way" (MERCURY)
 PETER MURPHY "Strange Kind Of Love" (RCA)
 QUEENSRYCHE "Last Time In Paris" (ELEKTRA)
 POISON "Unskinny Bop" (CAPITOL)
 RED HOUSE "I Said A Prayer" (SBK) (✓ single)
 TOY MATINEE "Last Plane Out" (REPRISE)

ALTERNATIVE

AZTEC CAMERA "The Crying Scene" (REPRISE)
 BILLY BRAGG "Internationale" (ELEKTRA)
 ERIC B & RAKIM "Let The Rhythm..." (MCA) (✓ single)
 GENE LOVES JEZEBEL "Kiss Of Life" (Geffen)
 HAPPY MONDAYS "Step On" (ELEKTRA)

RED HOUSE "I Said A Prayer" (SBK) (✓ single)
 SOUND BITES FROM THE COUNTER CULTURE (ATL)
 ULTRA VIVID SCENE "Joy 1967 - 1990" (COLUMBIA)
 BOBBY WISEMAN "In Her Dream" (COLUMBIA)

BEGINNING THIS FALL

The

HITMAKERS

REGIONAL SEMINARS

GORMAN (from page 6)

"I talk to everyone on my national and local staffs to make sure we have targets and we're working in concert on achieving those goals," he confides. "I'm the first to credit artists as the ones who have made our recent success possible. But my role after we have that product is to promote that artist in the most carefully conceived strategy possible."

While things can seemingly get no better for The Gorman Grenadiers, don't expect the tide to reverse just yet. Gorman says that **Was (Not Was)** is going to "blow people's minds" with a new version of *Papa Was A Rolling Stone*, and **Elisa Fiorello** (Prince's current main squeeze) will at last hit her stride.

"I've got to get some stuff together before I get out of here," he says, trying to be polite and expedient at the same time while his late-afternoon train departure beckons. "In the meantime, I'll have to keep guessing what Sinead's going to deliver us for her new video."

EN VOGUE (from page 6)

the studio, and whoever feels like giving the song a shot can. Then we all decide who has the best tone and approach to make the song work best. There's nothing fancy about it."

If the group's approach isn't fancy, the results sure are. *Hold On* displays all the luster that has made En Vogue one of the most talked about vocal troupes in dance music. In addition to turning urban crossover audiences on their wallets, the single is beginning to turn the same trick in the Top40 arena, rocketing up the Mainstream column and leaving some formidable competition in its wake. And what makes the girls' success all the more gratifying is that they themselves contributed to much of the material on their debut album, **BORN TO SING**.

"We all contributed to the lyrics on the album, and a few melodies as well," says Ellis, trying to sound humble. "(En Vogue producers) **Denzil Foster** and

Thomas McElroy really encouraged us to get involved in the creative side of things, and we're going to keep that in mind when we start work on our next LP."

Next LP? Well it's obvious these ladies aren't willing to stand pat and dwell on their present success for too long. But who could blame them for savoring the accolades currently coming their way in droves? And if the adoration of fans in the U.S. weren't enough, Great Britain has received En Vogue just as enthusiastically.

"When we first visited England, the people cheered for us during our very first performance like we were Madonna," recalls Terry. "Then they put us on *Top Of The Pops* and *Good Morning Britain* straight away - before we even had a record out."

No doubt about it, En Vogue are in vogue. And with four vocalists who will settle for nothing less than perfection, the future looks even brighter than the present.

BRUCE HORNSBY & THE RANGE

"Across The River"



HITMAKERS HOT STATS:

NATIONAL BREAKOUT with 111 Active Reports!

One of the MOST ADDED Top40 with 101 Adds!

One of the MOST ADDED ROCK RADIO!

ROCK RADIO: 17-9

Just Added At:	B100	KCPX	Y107
WPLJ	KXYQ	KISN	WKZL #31
Q95 #25	WKTJ	KC101	and more
KPLZ	WNVZ	FM100	Q102 (32-27)
KUBE	KSAQ #36	XL106.7	
KBQ #37	WZPL #27	WJLK #24	

A'ME LORAIN

"Follow My Heartbeat"



HITMAKERS HOT STATS: A CRUSADE! A HITBOUND!

X100 (Add)	Y108 (D#28)	KKMG (D#27)	WHDQ (D#40)
KNRJ (33-29)	KISN (39-35)	KLBQ (Add)	WIFC (D#31)
KKBQ (Add)	Y107 (31-22)	KRQ (Add #34)	WIFX (Add)
KRBE (Add)	Z99 (Add)	KSMB (Add)	WJDQ (Add)
KUBE (Add)	99.9KHI (D#26)	KTUX (40-33)	WRCK (Add)
KEZY (Add)	HOT99.9 (Add)	KZFM (D#37)	WWCK (37-32)
WFLZ (38-35)	KBOS (Add)	POWER98 (D#33)	Y97 (D#29)
	KHFI (D#29)	SLY96 (D#39)	Z102 (Add)
	KIQY (Add)	WBBQ (37-32)	Z106 (Add)
		WCGQ (D#34)	and more
		WDBR (40-34)	

GARY MICHAELS, MD, KISN - "A great followup. It should be another smash for this young lady!"
BRETT DUMLER, PD/MD, Z99 - "A great followup with that uptempo sound perfect for summer!"

TYLER COLLINS

"Girls Nite Out"



HITMAKERS HOT STATS: MAINSTREAM TOP40: 19-15
CROSSOVER TOP40: 9-7 NATIONAL SINGLE SALES: 32-25

HOT97 (16-13)	WPGC (7-8)	KDWB-FM (22-17)	PRO-FM (17-15)	MAJIC102 (23-20)
WPLJ (22-19)	ENERGY96.5 (8-6)	WLQJ-FM (20-12)	HOT97.7 (7-5)	WKSE (19-14)
Z100 (26-23)	KKBQ (16-13)	B94 (19-15)	FM102 (12-9)	KC101 (29-25)
KIIS-FM (#29)	KRBE (18-13)	WMLP (D#30)	KROY (5-2)	WKSS (17-15)
POWER106 (30-27)	HOT105 (6-5)	POWER FIG (3-4)	KWOD (19-14)	WTIC-FM (23-20)
B96 (26-23)	Y100 (23-20)	Q105 (18-14)	Q102 (30-26)	FM100 (28-21)
KMEL (8-7)	POWER99 (23-18)	WPHR (25-21)	WGH (23-15)	WJRZ (D#22)
X100 (20-12)	WBLI (D#26)	KKFR (12-8)	WNVZ (18-15)	98PX (20-17)
THE FOX (#21)	KPLZ (D#29)	KOY95 (#21)	KGGI (23-20)	KJ303 (7-6)
WHYT (14-10)	KUBE (24-22)	KZZP (#4)	WNCE (Add #20)	Z99 (6-3)
Y95 (Add)	KBQ (D#40)	KS104 (7-9)	B97 (29-26)	WDJX (#24)
WXKS-FM (24-16)	KHTK (15-11)	Y108 (11-9)	KITY (#16)	WKSI (24-21)
WZOU (25-22)	Q106 (12-10)	KKRZ (15-11)	WZPL (Add #24)	and more
Q107 (22-19)	Z90 (10-9)	HOT102 (26-22)	HOT94.9 (21-18)	
WAVA (20-17)	B104 (Add)	KBEQ (18-15)	KISN (26-22)	

MARK LOBEL, MD, WBLI - "Boy, does it sound GREAT on the air! Early requests after one week of airplay!"
RUSS "The Hammer" ALLEN, MD, WIOQ - "The lyrics speak to every female listening to your station! After one week of play already one of our most requested records 13-34 females!"

BMG
 BERTELSMANN MUSIC GROUP



Records, Cassette, Compact Discs

NATIONAL RETAIL CHART

Published Weekly By **HITMAKERS MAGAZINE** And Compiled From Surveys Reported To Us By A Retail Panel Comprised Of 200 Individual Record Stores, Chains, And Distributors. These Charts Are Based On Sales Only.

TOP SELLING ALBUMS

#1 M.C. HAMMER "Please Hammer..." (CAPITOL)

LW-TW

- 1-1 M.C. HAMMER "Please Hammer, Don't..." (CAP)
- 3-2 MADONNA "I'm Breathless" (SIRE/WB)
- 2-3 SINEAD O'CONNOR "I Do Not Want What..."(CHRY)
- 4-4 BELL BIV DEVOE "Poison" (MCA)
- NEW-5 NEW KIDS ON THE BLOCK "Step By Step" (COL)
- 7-6 DEPECHE MODE "Violator" (SIRE/REPRISE)
- 6-7 PRETTY WOMAN "Soundtrack" (EMI)
- 5-8 HEART "Brigade" (CAPITOL)
- 10-9 WILSON PHILLIPS "Wilson Phillips" (SBK)
- 11-10 STEVE VAI "Passion And Warfare" (RELATIVITY)
- 12-11 JOHNNY GILL "Johnny Gill" (MOTOWN)
- 9-12 PAULA ABDUL "Shut Up And Dance" (VIRGIN)
- 13-13 BILLY IDOL "Charmed Life" (CHRYSALIS)
- 8-14 PUBLIC ENEMY "Fear Of A Black Planet" (DEF JAM)
- 14-15 JANET JACKSON "... Rhythm Nation" (A&M)
- 18-16 ICE CUBE "America's Most Wanted" (PRIORITY)
- 15-17 MICHAEL BOLTON "Soul Provider" (COLUMBIA)
- 25-18 SOUL II SOUL "Vol. II/1990/New Decade" (VIRGIN)
- 17-19 DIGITAL UNDERGROUND "Sex Packets" (TB)
- 16-20 LISA STANSFIELD "Affection" (ARISTA)
- 22-21 EN VOGUE "Born To Sing" (ATLANTIC)
- 21-22 PHIL COLLINS "...But Seriously" (ATLANTIC)
- 32-23 JEFF HEALEY BAND "Hell To Pay" (ARISTA)
- 18-24 BONNIE RAITT "Nick of Time" (CAPITOL)
- 26-25 THE PRETENDERS "Packed" (SIRE/WB)
- 19-26 SLAUGHTER "Stick It To Ya" (CHRYSALIS)
- 24-27 AEROSMITH "Pump" (Geffen)
- 23-28 DON HENLEY "The End Of The..." (Geffen)
- 28-29 DAMN YANKEES "Damn Yankees" (WB)
- 30-30 ROBERT PLANT "Manic Nirvana" (EsPARANZA)
- NEW-31 TONY! TONI! TONE! "The Revival" (WING/POLY)
- 29-32 DAVID BOWIE "Changesbowie" (RYKODISC)
- 31-33 FLEETWOOD MAC "Behind The Mask" (WB)
- 36-34 VAN MORRISON "The Best Of" (MERCURY)
- 33-35 BASIA "London Warsaw New York" (EPIC)
- 40-36 GEORGE STRAIT "Livin' It Up" (MCA)
- NEW-37 FAITH NO MORE "The Real Thing" (SLASH/REP)
- 27-38 TEENAGE MUTANT NINJA... "Soundtrack" (SBK)
- 35-39 THE B-52'S "Cosmic Thing" (REPRISE)
- 50-40 THE LITTLE MERMAID "Soundtrack" (DISNEY)
- 49-41 LITTLE FEAT "Representing The Mambo" (WB)
- NEW-42 LITA FORD "Stiletto" (DREAMLAND/RCA)
- 47-43 TAYLOR DAYNE "Can't Fight Fate" (ARISTA)
- 46-44 MOTLEY CRUE "Dr. Feelgood" (ELEKTRA)
- NEW-45 2 LIVE CREW "As Nasty As..." (SKYYWALKER)
- 41-46 MIDNIGHT OIL "Blue Sky Mining" (COLUMBIA)
- 43-47 PAULA ABDUL "Forever Your ..." (VIRGIN)
- NEW-48 SUNDAYS "Reading, Writing & Arithmetic" (DGC)
- NEW-49 ERIC CLAPTON "Journeyman" (DUCK/REPRISE)
- NEW-50 L.A. GUNS "Cocked & Loaded" (VERTIGO/POLY)

TOP SELLING SINGLES

#1 BELL BIV DEVOE "Poison" (MCA)

LW-TW

- 1-1 BELL BIV DEVOE "Poison" (MCA)
- 6-2 ROXETTE "It Must Have Been Love" (EMI)
- 4-3 EN VOGUE "Hold On" (ATLANTIC)
- 5-4 NEW KIDS ON THE BLOCK "Step By Step" (COL)
- 3-5 WILSON PHILLIPS "Hold On" (SBK)
- 2-6 MADONNA "Vogue" (SIRE/WB)
- 10-7 AFTER 7 "Ready Or Not" (VIRGIN)
- 15-8 SNAP "The Power" (ARISTA)
- 7-9 DIGITAL UNDERGROUND "Humpty Dance" (TB)
- 16-10 JOHNNY GILL "Rub You The Right Way" (MOT)
- 18-11 TAYLOR DAYNE "I'll Be Your Shelter" (ARISTA)
- 20-12 BILLY IDOL "Cradle Of Love" (CHRYSALIS)
- 9-13 HEART "All I Wanna Do Is Make Love..." (CAP)
- 11-14 SINEAD O'CONNOR "Nothing Compares ..." (CHRY)
- 13-15 M.C. HAMMER "U Can't Touch This" (CAPITOL)
- 14-16 PARTNERS IN KRYME "Turtle Power" (SBK)
- 8-17 JANET JACKSON "Alright" (A&M)
- 19-18 PHIL COLLINS "Do You Remember" (ATLANTIC)
- 21-19 RICHARD MARX "Children Of The Night" (EMI)
- 22-20 MICHEL'LE "Nicety" (RUTHLESS/ATCO)
- 12-21 PERFECT GENTLEMEN "Ooh La La" (COL)
- 25-22 JUDE COLE "Baby, It's Tonight" (REPRISE)
- 23-23 MELLOW MAN ACE "Mentirosa" (CAPITOL)
- 30-24 GLENN MEDEIROS f./B.Brown "She Ain't..." (MCA)
- 32-25 TYLER COLLINS "Girls Nite Out" (RCA)
- 27-26 DEPECHE MODE "Enjoy The Silence" (SIRE/REP)
- 29-27 PUBLIC ENEMY "911 Is A Joke" (DEF JAM)
- 24-28 SLAUGHTER "Up All Night" (CHRYSALIS)
- 26-29 GIANT "I'll See You In My Dreams" (A&M)
- 28-30 CALLOWAY "I Wanna Be Rich" (SOLAR/EPIC)
- 35-31 L.A. GUNS "Ballad Of Jayne" (POLYDOR)
- 37-32 ELTON JOHN "Club At The End..." (MCA)
- 33-33 YOUNG & RESTLESS "'B' Girls" (PANDISC)
- 31-34 JANE CHILD "Don't Wanna Fall ..." (WB)
- 38-35 KEITH SWEAT "Make You Sweat" (ELEKTRA)
- 44-36 SOUL II SOUL "A Dreams A Dream" (VIRGIN)
- 41-37 NIKKI "Notice Me" (Geffen)
- 34-38 WHISTLE "Always & Forever" (SELECT)
- 36-39 LISA STANSFIELD "All Around The..." (ARISTA)
- 46-40 TONY! TONI! TONE! "The Blues" (WING/POLY)
- 47-41 LOUIE LOUIE "Sittin' In the Lap..." (WTG/EPIC)
- 45-42 HOWARD HEWETT "Show Me" (ELEKTRA)
- 39-43 MICHAEL BOLTON "How Can We Be..." (COL)
- 40-44 THE B-52'S "Deadbeat Club" (REPRISE)
- 50-45 TECHNOTRONIC "This Beat ..." (SBK)
- 49-46 TODAY "Why You Get Funky On Me" (PROFILE)
- 43-47 SALT-N-PEPA "Expression" (NEXT PLATEAU)
- NEW-48 U-KREW "Let Me Be Your Lover" (ENIGMA)
- NEW-49 DEL AMITRI "Kiss This Thing Goodbye" (A&M)
- NEW-50 GEORGE LAMOND "Bad Of The..." (COLUMBIA)



ISN'T THIS A WACKY PHOTO?



BIZ MARKIE VISITS HOT97-New Ycrk!
From left: Joel Salkowitz, HOT97
OM/PD; Biz Markie; Broadway Bill ee,
Drive time personality.

What's cookin' at KXXR? Apparently the format flip at the Olympia Broadcasting-owned Rock Top40 has passed the rumor stage and will have become reality by the time you read this. THE EAR's inside sources say the station will become X106, offering up a dance-leaning Top40 to the Kansas City audience. Programming Works consultant DAN O'TOOLE, who is presently programming Emmis Broadcasting's X100 in San Francisco and is rumored to soon have a hand in consulting the new X106, told THE EAR that "everything so far is rumor and conjecture," although he did not deny the possibility of involvement. "I've never even been to Kansas City," O'TOOLE said from San Francisco, "but I do have a partner."

It's been widely reported that former B97 and WPGC PD BOB MITCHELL is waiting for that just-right West Coast gig, but could that position have already opened up, and is a major format change in the offing? Stay tuned.

With the recent success of COLUMBIA's MICHAEL BOLTON, POLYGRAM has announced that they will re-release material from BOLTON's former band BLACK JACK, featuring present KISS guitarist BRUCE KULICK. If you recall, BOLTON co-penned KISS' latest hit *Forever* with KISS frontman PAUL STANLEY.

With obscenity rulings dominating the news recently, it's nice to know there's a voice of reason out there, even if you have to go to Canada to find one. When police threatened to arrest MADONNA recently after fielding complaints of lewd actions in her Toronto shows, manager FREDDY DeMANN refused to be intimidated, and the show went off without incident.

In other intolerance-related news, a group calling itself the Activists Against Sexist Pigs has taken responsibility for defacing a billboard at Fox Studios in L.A. trumpeting the arrival of ANDREW DICE CLAY's movie *The Adventures Of Ford Fairlane*.

DEF JAM Recordings VP/Business and Legal Affairs ANDREW TAVEL exits to start a New York office for West Coast-based law firm Loeb and Loeb.

PD LAWRENCE TANTER exits KLIT-Los Angeles, reportedly along with consultants Burkhart/Douglas. Could the format be changing again?

Speaking of L.A. radio, didja notice the recent Arbitrend for Evergreen's KKBT? It appears that GM JIM deCASTRO and the team are quickly becoming the talk of the town.

Former KDON-Salinas MD RIC SANDERS has landed the night slot at JAMMIN' Z90 in San Diego. RIC will adopt the handle BAD BOBBY ORLANDO.

The new MD at WZKX-Biloxi is RAY MILLER, segueing from KKTZ in Mountain Home, AR.

When Viacom closes their deal to buy San Francisco's KOFY next month, LARRY BERGER will segue into the OM chair. BERGER most recently programmed crosstown KIOI.

In still more City-by-the-Bay news, LIVE105 (KITS) welcomed morning man ALEX BENNETT back to their fulltime staff last Monday. BENNETT had been testing the warmer waters at WIOD-Miami for the past few months.

Congrats to WEA Corp. National Director of Communications SKID WEISS on being named one of this year's Andrew Heiskell Community Service Award winners by parent company Time Warner Inc. The award recognizes "exceptional contributions to public service, equal opportunity, and human rights." SKID received his award at a special luncheon in the Time/Life building Tuesday (6-12).

WPGC-Washington, D.C. mixer SIR CHARLES DIXON has landed the National Club Promo Director slot at TOMMY BOY Records. DIXON will be based in New York, but will continue to run freelance mix shows through his Washington-based company, Sir Charles Entertainment Productions Inc. He'll start with TOMMY BOY July 2.

What's going on with our good friend BILLY SMITH, the hard-working VP of Pop Promotion at POLYDOR?

GREG MURRAY from WGRD-Grand Rapids lands the overnight slot at B96-Chicago. Meanwhile, leader-of-the-swarm DAVE SHAKES is still searching for the right person to fill the vacant Promotions Director position.

Will STEVEN J. ROSS, who has done such a terrific job assisting JIMMY SMITH at WGCI-Chicago, have the inside track to become the new PD at 'GCI?

100.3JAMZ-Dallas pulled a major coup this week as LUTHER CAMPBELL from 2 LIVE CREW joined morning man RUSS PARR to rap about the hoopla surrounding the group's album. CAMPBELL said all the publicity was really pumping up sales (the album debuted at #45 on the **HITMAKERS** Retail chart this week), and later he invited PARR to make guest appearance on the CREW's next LP.

At POWER96-Miami, BILL TANNER tells THE EAR that ROBERT WALKER signs on as the new programming consultant. TANNER and WALKER were the same dynamic team that scored such huge success with Miami's Y100 for more than eight years.

JOHN COUGAR MELLENCAMP has reportedly signed a deal with Columbia Pictures to direct and star in his first feature film, which will be loosely based on his life story.

MAURICE STARR has announced the formation of General Entertainment Management (GEM), a "one-stop star making shop." The first act to be repped by the new company is EPIC's RIC WES, whom STARR introduced at the WXKS-FM Anniversary concert earlier this month.

At POWER106 in L.A., "THE BOOMER" JOE SERVANTEZ shifts from nights to afternoon drive, while part-timer FRANK LOZANO slides into the night slot. In other POWER news, the staff threw GM PHIL NEWMARK, who was on the brink of bridegroomdom, a "so-long to single life" party highlighted by VP JEFF WYATT and Asst. PD/MD AL TAVERA's performance of their own version of *Endless Love*.

What's happenin' with KRNO-Des Moines Asst. PD/MD BOB LEWIS?

Dover, NJ AOR WDHA has relocated its studios to Cedar Knolls. The new address is 55 Horsehill Road, Cedar Knolls, NJ 07927. The new phone number is 201-455-1055.

In Philadelphia, DAVID J returns as Creative Producer at WIOQ. GLEN KOLINA stays on as Commercial Production Director.

KSKG-Salina, KS is looking for a morning driver. Send T&R to GM RAY POLLARD at 1217 S. Santa Fe, 67401.

BABY BOOM... all the best to EAGLE106 Asst. PD/MD/night guy JAY BEAU JONES and wife SUSAN on the birth of daughter JORDAN EILEEN; WHTQ-Orlando PD KEN CARSON and wife ELAINE with their new daughter ALICIA LYNN, and WKGW-Utica MD JACK BAXTER and wife with daughter SIDNEY CLAIRE. Could this be the next SWEET SENSATION?


TWO OF CLEVELAND'S FINEST?



POWER108 PD CAT THOMAS (left) and HITMAKERS' JOHN ANTOON

LITA F O R D

THIS IS YOUR WAKE UP CALL

- BREAKING AT AOR
-  ACTIVE ROTATION
- OVER 400,000 UNITS OUT OF THE BOX
- BILLBOARD: DEBUT #73
- MAJOR PRESS BLITZ
- NATIONAL TOUR BEGINS IN AUGUST



''HUNGRY''
THE FIRST SINGLE FROM HER NEW
ALBUM "STILETTO." ONLY LITA
CAN ROCK LIKE THIS.

On RCA Records cassettes, compact discs and albums.
Producer: Mike Chapman
Management: Sharon Osbourne



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S
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Stevie B

"LOVE AND EMOTION"

It's Time
You Got In
On The Secret.

He's the #1 Power Radio artist in America. Stevie B's first album went gold and his second is now platinum. His last single, "Love Me For Life," has the distinction of being the only record to go Top 30 R&R with less than 100 stations reporting. His records have gone #1 on over 50 stations, including Z100, Power 106, B96, Q106, KMEL, Power P 5 and a whole lot more. Now "Love & Emotion," his first album on LMR/RCA Records, is shipping gold and his summer tour is sold out.

Spread the word:
Stevie B is a star of
multiplatinum
proportions.

Produced by Stevie B
Executive Producer: Herb Maelis

On LMR/RCA Records cassettes, compact discs and albums.



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