

HITMAKERS[®]

ISSUE 649
\$5.00

AUGUST 3, 1990

an exclusive interview with

LOU FOGELMAN

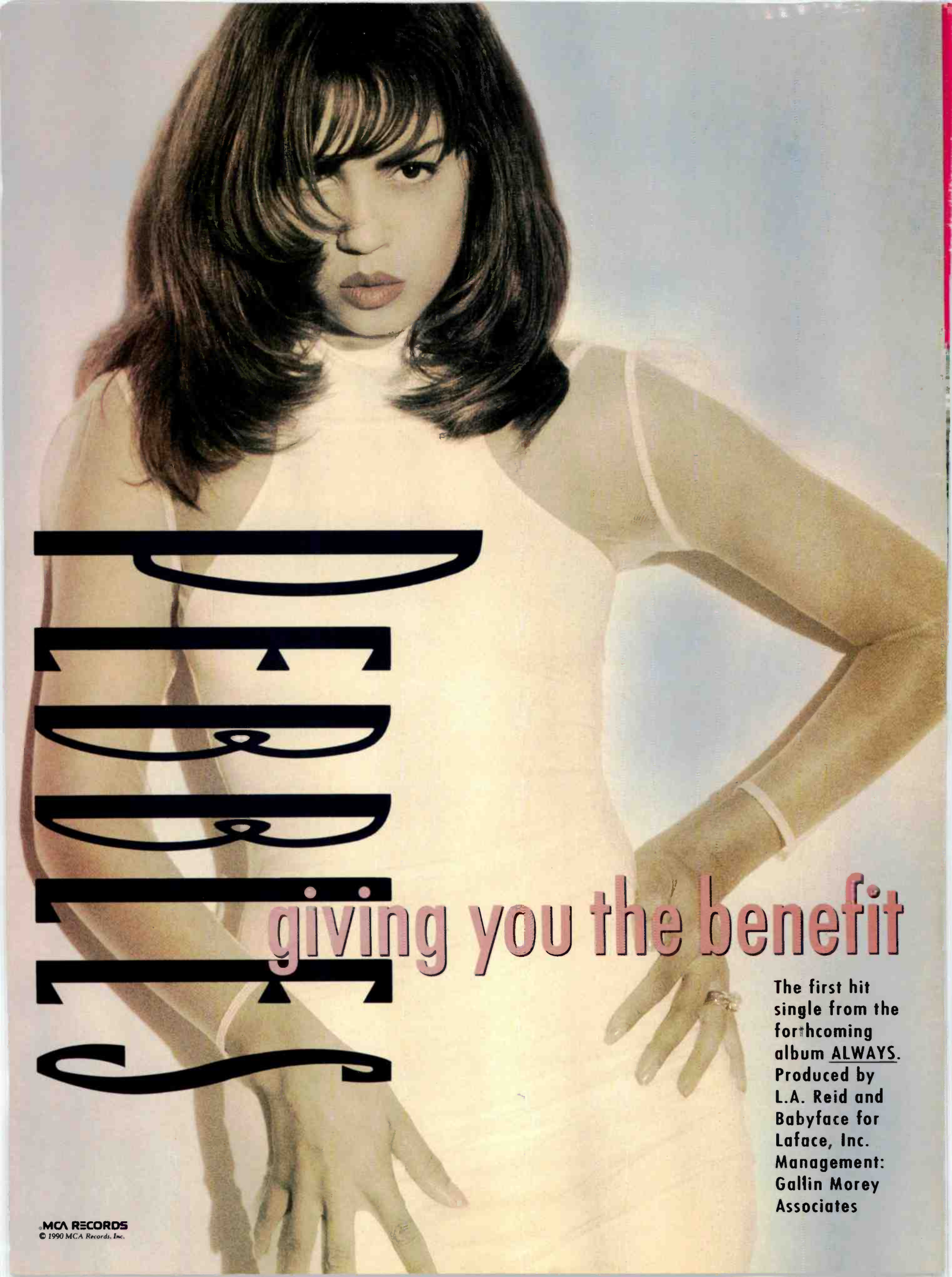
President/CEO, SHOW Industries

music+plus

VIDEO

COMPACT DISCS





THE BENEFIT

giving you the benefit

The first hit
single from the
forthcoming
album ALWAYS.
Produced by
L.A. Reid and
Babyface for
Laface, Inc.
Management:
Gallin Morey
Associates

HITMAKERS®

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

ALDEN TO HEAD ELEKTRA PROMOTION



RICK ALDEN

Rick Alden has been promoted to Senior Vice President of Promotion for ELEKTRA Entertainment, it was announced this week by ELEKTRA Senior Vice President/General Manager **Brad Hunt**. Alden was previously Senior Vice President of Top40 Promotion, a post he

was appointed to earlier this year.

Alden joined ELEKTRA in 1979 as Promotion Marketing Manager in Philadelphia. After working his way up through the company as Regional and

National Marketing Manager, he was named Vice President of Top40 Promotion in November of 1987.

Before joining ELEKTRA, Alden held positions at ATLANTIC Records and RCA Records.

"After seeing the extraordinary results Rick has achieved with Top40 Promotion, it became increasingly clear that he was the man to head Promotion overall," commented Hunt. "Rick's approach combines the analytic and the imaginative - he sees the big picture and never loses sight of the details."

Alden called his promotion "an honor and a challenge.

"I'm gratified by the confidence that (ELEKTRA Chairman) Bob Krasnow and Brad Hunt continue to place in my work," said Alden. "ELEKTRA has been

extremely good to me over the years, and I'm excited about channeling my energies into this expanded position. I'm working with the greatest staff, and we are all looking forward to the future."

Also announced at ELEKTRA, by Vice President of Urban Marketing and Promotion **Doug Daniel**, was the appointment of **Keir Worthy** as National Director of Rap Promotion and Marketing.

Worthy previously served as Southwest/Midwest (See **ALDEN** page 40)

CHUCK BECK TO PROGRAM WAVA

WDFX-Detroit Program Director **Chuck Beck** has accepted the PD post at Emmis Broadcasting's WAVA in Washington, D.C., it was announced this week by WAVA Vice President/General Manager **Alan Goodman**. Beck replaces **Matt Farber**, who exited recently to head planning and special projects at ARISTA records.

Beck has been PD at WDFX for two years. He previously worked as Assistant Program Director at Y95 in Dallas.

"I think that WAVA has all the potential in the world," commented Beck. "They've already proven that by the spring book. We're looking to push that station even higher than it is now."

Beck said he would be looking for air talent, especially someone to fill the vacant afternoon drive

slot, once he takes the reins at WAVA. He added that he doesn't plan to make any major format changes at the station.

"I'm not going to go in there and change WAVA," said Beck. "WAVA's on a good roll right now, and their direction is very solid, so I'm going to go in and just enhance their position in the market."

Goodman said he reviewed more than fifty applicants for the position, but said that choosing Beck to run the programming department was easy.

"Are you kidding?," asked Goodman. "With (Asst.PD/MD) Dave Elliott's knowledge of the market and Don (Geronimo) and Mike (O'Meara) doing mornings, choosing a guy with Chuck's style and experience became a pretty easy decision."

WAVA moved from a 4.0 to a 5.1 12+ in the Spring '90 Arbitron.



CHUCK BECK

Lewis Appointed Sr. VP/GM, MCA Audio Distribution



LUKE LEWIS

Luke Lewis has been appointed Senior Vice President and General Manager, Audio Distribution, MCA Distributing Corp., it was announced this week by MCA Distributing Corp. Executive Vice President **John Burns**.

Lewis was previously Vice President of Field Marketing for MCA Records. Before joining the label in January of 1989, he was with CBS Records for 13 years, holding various posts, including New England (See **LEWIS** page 41)

Calarco Named VP, CBS-Owned FM Stations

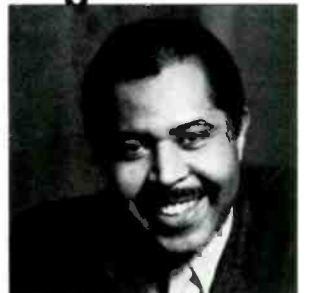
Rod Calarco has been named Vice President of the CBS-Owned FM Stations, it was announced this week by **Nancy C. Widmann**, President of the CBS Radio Division. Calarco replaces **George Sosson**, who is leaving CBS to become President and Chief Operating Officer of WIN Communications.

Calarco has been Vice President and General Manager of WCBS-FM in New York since 1986. Prior (See **CALARCO** page 41)

WB Names Harris Sr. VP, Black Music Mktg & Promo

Ray Harris has been named Senior Vice President of Black Music Marketing and Promotion for WARNER BROS. Records, it was announced this week by WARNER BROS. Chairman of the Board **Mo Ostin**.

Harris has been Vice President of Black Music Promotion since joining WARNER BROS. in 1988. He was Senior Vice President of Black Music for RCA Records from 1974 to 1982, and then served as President of SOLAR Records for three years before leaving to form his own production company. He joined WARNER BROS. following a stint at Avant (See **HARRIS** page 40)



RAY HARRIS

Viacom Debuts "Rock AC" in S.F.

Viacom Broadcast Group has launched "Rock AC" KDBK and KDBQ in San Francisco, transforming the company's recently acquired KOFY-FM and San Jose-based KLRS into "Double 99," implementing two transmitters that will simulcast the stations' signals to the entire Bay Area.

Program Director **Larry Berger** told **HITMAKERS** that at 9:09 a.m. on July 31 Viacom killed off K-LARGE, which had been broadcast for a day and a half and had been, according to Berger, "purposely designed to be awful."

Berger defined the Rock AC format as "mellow rock," playing artists such as Kenny Loggins, Fleetwood Mac, the Doobie Brothers, Elton John, and the Beatles. He said the station, which will be almost entirely gold-based, will target a 25-49-year-old men and women.

Features:

- Rantin' & Ravin'.....page 7
- Hot Radio Promotions....page 42
- Faces & Places.....pages 44-50
- New Releases.....page 54
- Ear To The Ground.....page 58

Charts:

- Mainstream Top40.....page 10
- Crossover Top40.....page 24
- Rock Radio.....page 35
- Alternative.....page 39
- Clubs.....page 52
- Retail.....page 57

The HITMAKERS Interview:

Lou Fogelman, President/CEO, SHOW Industries page 8

Radio Forum:

Is the bottom line taking precedence over art in radio? page 30

"NOTICE ME"
Was his smash
Debut single.
Radio noticed.
Listeners noticed.
Retail noticed.

NIKKI

His new
single
is here...

"IF YOU WANNA"

The New Single • The Follow-Up To The Smash Single, "Notice Me" • From The Debut Album Nikki

PRODUCED AND MIXED BY KEITH COHEN
CO-PRODUCED BY NIKKI
MANAGEMENT: JOHN HARTMANN
& ELLIOT ROBERTS FOR LOOKOUT MANAGEMENT
© 1990 THE DAVID GEFEN COMPANY



Fields Joins MOTOWN As VP, Sales & Distribution



OSCAR FIELDS

Oscar Fields has joined MOTOWN Records as Senior Vice President of Sales and Distribution, it was announced this week by MOTOWN Chief Operating Officer Harry Anger. Fields, a 25-year music industry veteran, has spent the last 13

years with WARNER BROS. Records, most recently as Vice President of Sales and Marketing/Black Music.

Fields' appointment comes as part of an expansion (See FIELDS page 41)

ARISTA Appoints Cohen Director, Alternative Promo

Mark Cohen has been appointed Director of Alternative Promotion at ARISTA Records, it was announced this week by ARISTA Director of Rock Promotion Jay Ziskrout.

Cohen comes to ARISTA after working for six years at ELEKTRA Entertainment, most recently as Director of Alternative Promotion. While with ELEKTRA Cohen helped propel such acts as the Pixies, 10,000 Maniacs, The Cure, the Sugarcubes and Tracy Chapman.

"In my six years with ELEKTRA I got to work with some incredible artists and people," Cohen told HITMAKERS. "I thank the people at ELEKTRA for the opportunity they gave me, and I feel I'll have the same opportunity here at ARISTA."

Cohen said he is looking forward to working with ARISTA's alternative roster, including Urban Dance Squad, The Church, Boxcar, Dream So Real, Michele (See COHEN page 40)



MARK COHEN

Rocky Allen Takes Over Mornings At WPLJ-N.Y.

Veteran morning air personality Rocky Allen will join 95.5WPLJ-New York as morning host, effective August 27, it was announced this week by WPLJ Vice President of Programming Tom Cuddy. Allen replaces Gary Bryan, who was hired earlier this month to take over mornings at WPLJ's crosstown rival, Z100.



ROCKY ALLEN

Allen is currently doing mornings at WKSE (KISS-FM) in Buffalo, where he has been for two and a half years and where he has the market's top-rated music morning show. He previously had highly successful stints as morning man at WLAV in Grand Rapids and MAGIC104 (WYMJ) in Dayton.

"I'm thrilled to have Rocky joining us at 'PLJ,'" said Cuddy. "Rocky will bring to New York the same type of morning show he's perfected elsewhere. It will be fun, zany, topical and full of audience participation."

Allen called his new job "the opportunity of a lifetime."

"As much as I hate to leave KISS because the people there were terrific to work with, the chance to come into a turnaround situation and work with people the caliber of (WPLJ President/GM) Mitch Dolan and Tom Cuddy was one I couldn't turn down," said Allen. "Add to that the fact that 'PLJ is owned by the top broadcast company in the business, Capital Cities/ABC, and you'll understand why this decision was an easy one to make."

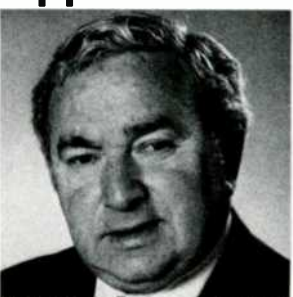
CREW OBSCENE IN INDIANA

Howard County, Indiana is the latest region of the country to join the anti-2 Live Crew contingent, with a local judge ruling last week that the rap group's AS NASTY AS THEY WANNA BE album violates standards of decency and should not be sold to minors.

Howard County Judge Randy G. Hainlen made his ruling July 27 after reading an affidavit submitted by a prosecutor that stated the album's lyrics "are so filled with explicit and detailed verbal descriptions of sexual excitement, or sexual conduct, along with timely moaning and groaning, that they violate contemporary community standards of obscenity."

AS NASTY AS THEY WANNA BE has already been ruled obscene and banned in three Florida Counties, as well as San Antonio, Texas.

Rosenblum, Others Gain Appointments At EMI Music



HAROLD ROSENBLUM

Harold Rosenblum has been appointed Senior Vice President of Business Affairs for EMI Music Publishing, it was announced this week by EMI Music Publishing Vice Chairman Martin Bandier. The appointment is in conjunction with a reorganization of EMI Music Publishing's Business Affairs Department.

Rosenblum was formerly Vice President of Legal/Business Affairs for the company, and his new responsibilities will include the negotiation and preparation of acquisition agreements.

Other appointments announced were Frederic Silber, formerly Director/Attorney of Business Affairs, to the position of Vice President of Business Affairs; Cathy L. Lipetz, formerly Attorney, to the position of Director of Business Affairs; and Bruce Gold, who was previously in a private law practice, to the position of Vice President of Legal Affairs.

Sir John Morgan Named IFPI President

Sir John Morgan has been appointed President of the International Federation of the Phonographic Industry, it was announced this week by IFPI Chairman of the Board Bhaskar Menon. Morgan replaces Menon, who was elected Chairman of the Board and Chairman of the IFPI's Executive Committee earlier this month.

Since 1989 Morgan has served as Managing Director for the Maxwell Communications Corporation, which involved extensive travel around the world negotiating acquisitions in the media field. From 1980 to 1983 he was Ambassador and Consul General to Korea, conducting negotiations with the Korean Government to ensure compliance with copyright regulations. He was Ambassador to Poland from 1983 to 1986, and to Mexico from 1986 to 1989. He was awarded Knighthood for his services in 1989.

"The world record industry is today confronted with a number of major issues and challenges which

require the President of IFPI to bring powers of forceful advocacy and spokespersonship to bear on behalf of the industry in its dealings with the highest levels of government, media and public opinion," commented Menon. "I am delighted to warmly welcome Sir John Morgan as President of IFPI. A distinguished career diplomat in the British Foreign Service, Sir John combines outstanding intellectual abilities with extensive worldwide connections in the highest political and official circles."

Morgan's appointment takes effect September 3.

PANTERA GROUP LAUNCHES TASTE GOOD RECORDS

Songwriter/producer Lewis A. Martinee and partner Ismael Garcia, principals of the Miami-based Pantera Group Enterprises, have announced the formation of a new independent rap label, TASTE GOOD Records.

The first artist signed by GOOD TASTE is Jeffox, who will have a 12-inch single released nationally in the near future. Distribution will be handled by independent distributors.

Martinee is best known for forming the multi-platinum female trio Expose, for whom he has also written and produced. He has been responsible for writing and producing top ten hits for artists such as Jermaine Jackson, Debbie Gibson, The Pet Shop Boys, Jermaine Stewart and Dead or Alive, among

others. In 1987 Martinee was named "Songwriter of the Year" by *Billboard* Magazine.

Garcia joined Martinee in 1983 to form Pantera, and together the two developed their concept of sculpting the image and musical sound of an artist. The venture paid off immediately with Expose, which became the first group to have four top ten hits from a debut album.

Since its formation, Pantera Group Enterprises has grown to include six separate entities: Parchin and Three Romeos (both publishing companies), Charisma Recording, Pantera Talent (artist development), Countown (recording studio), and now TASTE GOOD Records.

Hot Sheet Publishing, Inc.

22222 Sherman Way, Suite 205, Canoga Park, CA 91303.

Phone: 818-887-3440

FAX: 818-883-1097

Publisher: BARRY FIEDEL

President: BOB GREENBERG

VP/Administrator: KATHY FIEDEL

VP/Business Affairs: ANNE GREENBERG

The BIG TUNA: JOHN ANTOON

VP/Editor: RICHARD PASTORE

VP/Director Of Rock/

Alternative Radio: STEVE HOFFMAN

VP/Director Of Music Research: PAMELA JOUAN

VP/Print Coordinator: PAULA PREMIER

Director Of Retail: DEB FLANAGAN

Print Associates: BARBARA NEIMAN, KRIS SMITH
 Feature Editor: OSKAR SCOTTI Associate Editor: BRUCE MATZKIN
 Assistant To The Publisher: AMI GLASCOCK
 Research Staff: ANDREW COOPER SUSAN SCHIFTER EDDY MURRAY
 Production Assistant: CAROL DAVIS
 Production Assistant: LEO RANDALL, JR.

ALL RIGHTS RESERVED © 1990

All material supplied to this publication for reproduction, except where previously protected under copyright laws, becomes the property of HOT SHEET PUBLISHING, INC. No reproduction of any kind may be made from this publication without the prior written permission of the publisher.

T h e

S e e d s

H a v e

B e e n

S o w n

HITMAKERS FACE-OFF

RAP MUSIC: THE SOUND OF THE FUTURE, OR PASSING FAD?

They're the outlaws of the modern world - hip swaying hell raisers who pack microphones instead of Colt 45s and jangle gold chains instead of spurs. They favor sharp-sounding pseudonyms, like "Hammer" and "Ice," that intimate their intent to chill the soul and pummel the ear drums. Not surprisingly, Top40 radio has eagerly welcomed the fist pumping, vinyl scratching contingent that we call "rappers" with open arms.

In truth, some radio consultants are now cautioning venturesome programmers against the temptation to jump blindly on board, fearing a collapse on the order of the disco disaster of 1979. Is their concern well-founded, or merely an aversion to change? One thing is certain: there are telltale signs bubbling under the mainstream that not everyone soaking up the radio airwaves



HARRY PALMER: "Music has been recycled for years, so that isn't really a valid argument against rap's validity."



LORRIN PALAGI: "Rap which has a novelty element to it tends to work on a lot more levels, and therefore works better for a mainstream station."

year old females, are crying 'uncle' in hopes of a respite from the rap glut.

In this week's Face-Off, we cleverly prodded two industry titans, ATCO Records VP/GM Harry Palmer and Q107-Washington's mastermind PD Lorrin Palagi, into voicing their sentiments about rap's destiny.

"Music has been recycled for years, so that isn't really a valid argument against rap's validity," says the veracious Palmer, jumping to the pro-rap side of the fence.

"More importantly," he states, "the music's appeal goes beyond ethnic affiliation. For the most part, rap's appeal is colorblind."

Also touting the record scratching faction - albeit from a more reserved stance - was Palagi, who said that some of the hottest tracks on the Q107 playlist effectively integrated portions of rap into a pop song framework. Lorrin cited Bel Biv DeVoe's *Poison* and Glenn Medeiros's *She Aint Worth It* as examples of tunes that managed to tread the fine line between both the rap and pop mediums.

"We've learned over the span of a few years that inundating our listeners with too much of any one kind of (See FACE-OFF page 54)

is exactly raving about Rap music.

Some disgruntled purists have openly denounced the genre, calling it plagiaristic and claiming that rap's biggest successes have come via recycled melodies, i.e. *U Can't Touch This* by M.C. Hammer and *Walk This Way* by Run D.M.C. Perhaps the critics have a valid point, and perhaps it is for this reason that some programmers are discovering that a portion of their plum demographic, 18-34

HITMAKERS rantin' and ravin' Features Editor, Oskar Scotti, wants to know what issues you would like to see addressed in Face-Off. Give him a call at 818-887-3440.

City of Hope To Honor Mottola



The Music Industry Chapter of the City of Hope opened its annual fundraising campaign with kickoff luncheons at Spago in L.A. and The Plaza in N.Y. The campaign culminates with the presentation of the "Spirit of Life" award to CBS Records Pres. Tommy Mottola at a tribute dinner in the fall. Pictured at Spago with Mottola (second from right) are: (L-R) Harry Connick Jr., Jon Peters, and Jerry Sharell.

DIO ROCKS BACK WITH NEW LINEUP

A few minutes prior to Ronnie James Dio's scheduled arrival at **HITMAKERS** I grabbed a copy of his latest REPRISE album off one of my colleague's desks and eyeballed the cover. A lump rose queasily in my throat. After all, the jacket of *LOCK UP THE WOLVES*, R.J.'s latest sonic assault, is visually unnerving to say the least, picturing a pair of jackal-like creatures snarling with red ooze dripping from their jewels. And the guy holding the chains binding the drooling canines is no Prince Charming either! You get the distinct idea that Dio's not playing with Barbie Dolls in his spare time.

The fact of the matter is, having spent the past dozen or so years rocking with the likes of Ritchie Blackmore and Rainbow, fronting Black Sabbath, and finally taking all that experience and starting the trendsetting band that bears his name, Dio has had precious little time to mess around with anything but music. Now back with a new lineup (featuring 18-year-old lead guitarist **Rowan Robertson**) and their first studio album in three years, Dio is ready to rock again.

When Ronnie arrived with his smiling entourage, he looked anything but sinister. The New Yorker is the first to admit that he's narrowed his audience with his gruesome youth-oriented schtick, but he knows who his fans are.

"I'll never resort to love songs and seranades with the sole purpose of trying to



Ronnie James Dio (right) and his new guitarist, 18-year-old Rowan Robertson.

expand my audience," he promises, perched atop a folding chair. "Besides, now that I've got the hottest new guitarist in the country under my arm, I've decided to *really* come out with my guns blazing." Of course Dio is referring to Robertson, whom he finally uncovered after sifting through a "phonebook" full of aspiring axe grinders wishing to catch hold of Dio's shooting star. But listen to Robertson's handiwork on the new single *Born On The Sun* and you see why Dio plucked him from the obscurity: He's got the talent to topple the Vais, Van Halens, and Satrianis right out of their crow's nests. Dio attests that Robertson's entry in the group caused him to rethink his musical strategy and re-assess his old-line personnel who, Ronnie claimed, just weren't pulling their weight.

"Rowan came in and immediately started pointing fingers at the slagers who just didn't have the energy any more," alleges Dio. "The group (See DIO page 54)

RETAIL/RADIO REPORT

The Gospel According To Decore: Winger, Gene Loves Jez To Break Big

The name **Ron Decore** lingers like fetid bacon on the Eastern Seaboard, as this crafty veteran has always had a knack for picking the hits before his competition catches a whiff. Decore, of Alwilk Records in Noithern Joisey, is usually the first to spruce up his stores with all the glitzy trappings that draw customers to his point of purchase displays like flies to.....uh, fetid bacon. More often than not they frolic home beguiled, if not exactly satisfied. Now to

the Decore method of success.

"I have always been able to detect a seed that is spawning, and I know the perfect moment to rip that seedling out of the sod," says Decore, unleashing a pique of retailer's anxiety. Then, without warning, he demands to proclaim his big sales projection of the month. With all the ears of America baited he bolts forth: "**Winger** is going to crumble mountains." Take heed, doubters - Decore

is known for his pinpoint accuracy in these matters, and besides, Kip Winger, he says, "is a close personal friend."

"Besides having great tans and a lot of chest hair, they have a neat sound, too," barks Ron before pounding the hold button to take up an argument with one of his obstinate employees. Finally he concedes that he may be losing the argument. "I'll have to call you back," he says, and (See RETAIL/RADIO page 54)

INTERVIEW

LOU FOGELMAN President/CEO, SHOW Industries

by Deb Flanagan
and Bob Greenberg

HOW DID YOU GET STARTED IN THE MUSIC BUSINESS?

I'm an accountant by trade. My first job was on the accounting side of the business, and I basically worked on the financial end of the business for the first nine years of my career.

WAS THAT WITH A RECORD COMPANY?

It was on the wholesale-retail side. I started with a company called Racona Record Company of North America, which had independent distributors, as well as one-stops, rack-jobbing and retail.

WHERE WERE YOU BASED AT THAT TIME?

I started my career in San Francisco in 1966. It was a great time to be involved in the music business because of all the great sounds that were happening in San Francisco. The business was just starting to come into its own.

WERE THOSE THE EARLY DAYS OF TOM DONAHUE?

Yes. Music retailing was just starting to become a reality for independent stores and chain stores. After four years in San Francisco I returned to my native Los Angeles for the opportunity to start the Wherehouse chain with Lee Hartstone and Ben Bartell in 1970. I was the treasurer of the company, and was instrumental in taking it public. My association with The Wherehouse was a pivotal point in my career because that is when I made the transition from accounting to operations and merchandising. In mid-1974 I left with a couple of other people and started Music Plus. We began by opening four stores, and I've been with Music Plus for the past 16 years. We acquired City One Stop in 1980, went into the video business in earnest in late '82, and have developed the combo home entertainment store concept ever since.

HOW MANY STORES ARE YOU UP TO NOW?

We currently operate 76 stores and plan to open another ten before the end of this year. Primarily, we're in Southern California, but we've branched out and have stores in Northern Cal. and in San Diego.

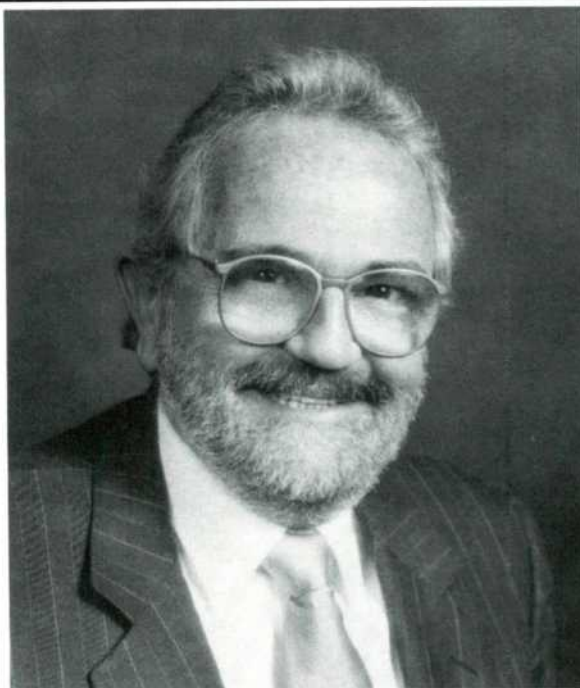
ARE YOU PLANNING ON GOING OUTSIDE THE CALIFORNIA AREA?

We plan to concentrate on our existing markets. There's still a lot of room in California for expansion.

SOME RETAILERS ORDER BASED ON NUMBERS AND DEALS. YOU, ON THE OTHER HAND, HAVE ALWAYS BEEN VERY SENSITIVE TO THE MUSIC.

You've got to be, because that's what we sell. One of the things that makes us a little different is that we try to pay attention to the street. We try to give our managers guidelines, but we also try and give them a little bit of freedom in the sense of giving them the ability to make sure that the product in the store fits the community that they're servicing. You have to be close to the street to accomplish that.

HOW DO YOU SEE THE STATE OF MUSIC TODAY?



Music, of course, has changed over the years, and we try to change with it. The music has changed, the configuration has changed, and we've been pretty good students and continue to keep up with it all. I think the business as a whole has changed dramatically; it's gone from a regular localized business into a global business. The most mind-blowing thing when I look over my career of 25 years is just how big the music industry has become. I know for many years we used to talk about music being the international language - well, now it truly is, and it is an international business when you look at the six major players from all corners of the world.

LOOKING INTO THE FUTURE, MIGHT THERE BE A LOU FOGELMAN PRESENCE IN EASTERN EUROPE, OR EVEN MOSCOW?

We've still got a lot to do here on the West Coast. I'll leave that for the young turks out there. Hopefully there is somebody out there who could do that, because I think that would be very healthy and good for the business. This California air has gotten to me, so I think I'll stay.

IT SEEMS THAT RADIO HAS GROWN AWAY FROM RETAIL. WOULD YOU CARE TO COMMENT?

Well, I think you are right. There does seem to be a change, although radio has changed along with everything else. Radio has become a highly specialized medium, with a highly segmented audience appeal. There are over 105 radio stations in the greater Los Angeles area alone, making it more difficult to nurture the close retailer/disc jockey relationships of years ago.

IS IT A COMMUNICATION BREAKDOWN?

To me it feels like they don't care. They used to care what was in the bins and that we had the records in the stores. They used to tell the labels they wouldn't play things unless they knew it was out there. Those things don't matter any more. There's none of that communication. It's harder to work with radio today. Sometimes we can get lucky and put on a couple of good promotions, but it isn't like it used to be. It doesn't flow as easy or as often.

ARE YOU PROGRAMMING THE STORES TO FIT THE COMMUNITY WITH IN-STORE PLAY OR VIDEOS, AND DO YOU FIND THAT STIMULATES THE BUYER AT ALL?

With all the stores having point of sale we are now able to get a good handle on the profile of each store and what it sells by configuration and by genre. For example, each store computer gives us its own top thirty, which enables each store to merchandise its own top thirty. That's profiling the merchandising for the store to the community.

IT'S ALMOST LIKE YOU'RE A RADIO PROGRAMMER.

To a great extent. In the old days when we didn't have the POS and the computer information available to us. We used to do everything on a chainwide basis, so when the stores merchandised the top thirty for the chain, it wasn't necessarily that particular store's hits. Consequently it wasn't tied to the community enough. Now we have the ability to have each store react on its own individual needs and sales based on its customer preferences.

DO IN-STORE APPEARANCES STILL WORK?

That's the area that we probably do the best in, because we do seem to get more support from radio when we have an in-store. Maybe they figured out in-stores were good for them and good for the labels. I know the artist likes it when it's tied to a new record, and it's definitely good for the retailer. We would like to do as many in-stores as we possibly can, both in our new stores, because it puts them on the map quicker, and also in the older stores, because I think it gives you a good, strong image. In most cases, they're pretty successful. We've done it from rock stars to pop stars, and it doesn't matter if it's rap or country and western or classical or kids; usually it's a good promotion.

WOULD YOU SAY YOU'RE SELLING A LOT OF RECORDS WITHOUT AIRPLAY?

I think we sell both. On one hand I think Music Plus's are real meat and potatoes stores, and we sell a lot of Top40-type music, but on the other hand we sell a lot of music that never gets exposed any place. I think we try to play both ends, and if we merchandise and display our stores properly, then we're going to expose and sell a lot of merchandise that doesn't get airplay.

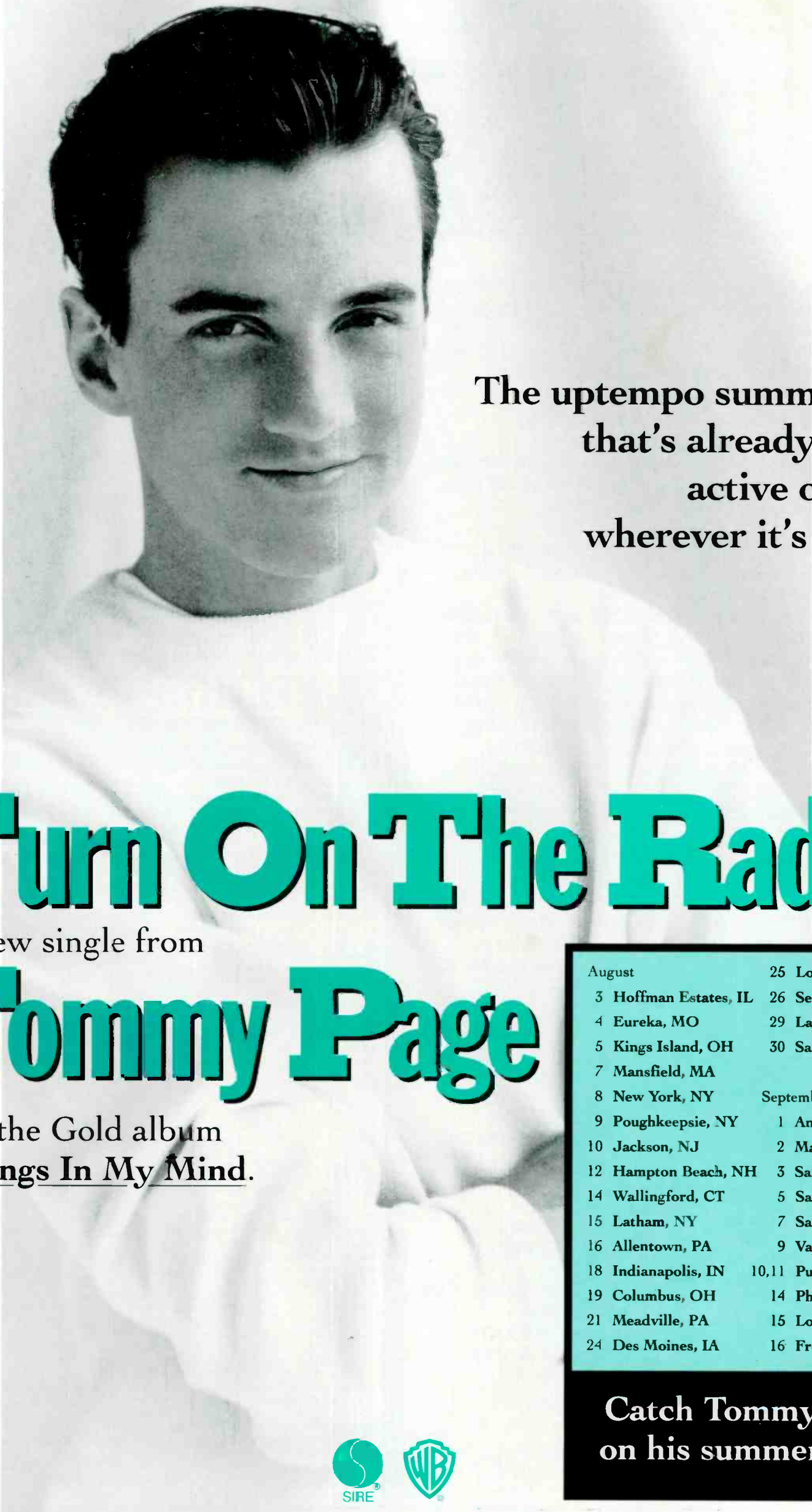
WHAT'S GOING ON WITH THE CD AND THE NEW INNOVATIONS?

I think the CD will continue to flourish and be a bigger part of the picture. Laser technology will continue to develop into the CD Rom and CD graphics, with interactive, multi-media systems - TV, stereo, computer - all integrated into one package. That's how it's going to develop through the '90s.

WHAT DO YOU SEE HAPPENING WITH THE CASSETTE?

I think the cassette will continue to be a strong music configuration. It might change a little bit down the road with DAT, even though that definitely is yet to be seen. A lot of other things have to be cleaned up

(See LOU FOGELMAN page 27)



The uptempo summer song
that's already testing
active on radio
wherever it's played.

"Turn On The Radio"

The new single from

Tommy Page

From the Gold album
Paintings In My Mind.

August	25 Louisville, KY
3 Hoffman Estates, IL	26 Sedalia, MO
4 Eureka, MO	29 Lancaster, CA
5 Kings Island, OH	30 San Diego, CA
7 Mansfield, MA	
8 New York, NY	September
9 Poughkeepsie, NY	1 Anaheim, CA
10 Jackson, NJ	2 Manteca, CA
12 Hampton Beach, NH	3 Santa Clara, CA
14 Wallingford, CT	5 Sacramento, CA
15 Latham, NY	7 Salt Lake City, UT
16 Allentown, PA	9 Vancouver, CAN
18 Indianapolis, IN	10,11 Puyallup, WA
19 Columbus, OH	14 Phoenix, AZ
21 Meadville, PA	15 Los Angeles, CA
24 Des Moines, IA	16 Fresno, CA

Catch Tommy Page
on his summer tour!



MAINSTREAM TOP 40

LW-TW

- 1-1 **MARIAH CAREY** "Vision Of Love" (COLUMBIA)
- 3-2 **JANET JACKSON** "Come Back To Me" (A&M)
- 6-3 **SWEET SENSATION** "If Wishes Came..." (ATCO)
- 2-4 **JOHNNY GILL** "Rub You The Right Way" (MOTOWN)
- 5-5 **BILLY IDOL** "Cradle Of Love" (CHRYSALIS)
- 8-6 **GO WEST** "King Of Wishful Thinking" (EMI)
- 13-7 **WILSON PHILLIPS** "Release Me" (SBK)
- 10-8 **SNAP** "The Power" (ARISTA)
- 11-9 **SEDUCTION** "Could This Be..." (VENDETTA/A&M)
- 16-10 **M.C. HAMMER** "Have You Seen Her" (CAPITOL)
- 12-11 **BAD ENGLISH** "Possession" (EPIC)
- 4-12 **TYLER COLLINS** "Girls Nite Out" (RCA)
- 20-13 **POISON** "Unskinny Bop" (ENIGMA/CAPITOL)
- 15-14 **BRUCE HORNSBY** "Across The River" (RCA)
- 17-15 **THE TIME** "Jerk Out" (REPRISE)
- 19-16 **NEW KIDS ON THE BLOCK** "Tonight" (COLUMBIA)
- 7-17 **GLENN MEDEIROS** f./B. Brown "She Ain't ..." (MCA)
- 9-18 **MICHAEL BOLTON** "When I'm Back..." (COLUMBIA)
- 14-19 **DEPECHE MODE** "Enjoy The..." (SIRE/REPRISE)
- 23-20 **KEITH SWEAT** "Make You Sweat" (ELEKTRA)
- 25-21 **JON BON JOVI** "Blaze Of Glory" (MERCURY)
- 26-22 **STEVIE B** "Love And Emotion" (LMR/RCA)
- 24-23 **BABYFACE** "My Kinda Girl" (SOLAR/EPIC)
- 30-24 **AEROSMITH** "The Other Side" (Geffen)
- 28-25 **FAITH NO MORE** "Epic" (SLASH/REPRISE)
- 29-26 **HEART** "I Didn't Want To Need You" (CAPITOL)
- 31-27 **BELL BIV DEVOE** "Do Me" (MCA)
- 22-28 **EN VOGUE** "Hold On" (ATLANTIC)
- 34-29 **BROTHER BEYOND** "The Girl I Used To..." (EMI)
- 41-30 **CHEAP TRICK** "Can't Stop Falling Into..." (EPIC)
- 37-31 **MAXI PRIEST** "Close To You" (CHARISMA)
- NEW-32 **PRINCE** "Thieves In The Temple" (PAISLEY/WB)
- 18-33 **MADONNA** "Hanky Panky" (SIRE/WB)
- 36-34 **GLORIA ESTEFAN** "Cuts Both Ways" (EPIC)
- 27-35 **LISA STANSFIELD** "You Can't Deny It" (ARISTA)
- 42-36 **NELSON** "Love And Affection" (DGC)
- 40-37 **PAUL YOUNG** "Oh Girl" (COLUMBIA)
- 21-38 **MOTLEY CRUE** "Don't Go Away Mad..." (ELEKTRA)
- NEW-39 **PHIL COLLINS** "Something..." (ATLANTIC)
- NEW-40 **TAYLOR DAYNE** "I'll Be Your Shelter" (ARISTA)
- 45-41 **KYPER** "Tic Tac Toe" (ATLANTIC)
- 32-42 **NEW KIDS ON THE BLOCK** "Step By Step"
- 33-43 **THE LIGHTNING SEEDS** "Pure" (MCA)
- 47-44 **ANITA BAKER** "Talk To Me" (ELEKTRA)
- 35-45 **TAYLOR DAYNE** "Heart Of Stone" (ARISTA)
- 38-46 **BELL BIV DEVOE** "Poison" (MCA)
- 50-47 **LUKE feat./2 LIVE CREW** "Banned..." (LUKE/ATL.)
- 39-48 **ROXETTE** "It Must Have Been Love" (EMI)
- 43-49 **PHIL COLLINS** "Do You Remember" (ATLANTIC)
- 44-50 **M.C. HAMMER** "U Can't Touch This" (CAPITOL)

MOST ADDED

- 104 • **DINO** "Romeo" (ISLAND)
- 82 • **PHIL COLLINS** "Something Happened On..." (ATLANTIC)
- 76 • **TAYLOR DAYNE** "Heart Of Stone" (ARISTA)
- 65 • **GLENN MEDEIROS** "All I'm Missing Is You" (MCA)
- 56 • **PRINCE** "Thieves In The Temple" (WARNER BROS)
- 48 • **VIXEN** "How Much Love" (EMI)
- 44 • **JOHNNY GILL** "My, My, My" (MOTOWN)
- 33 • **JUDE COLE** "Time For Letting Go" (REPRISE)
- 30 • **BELL BIV DEVOE** "Do Me" (MCA)
- 30 • **INDECENT OBSESSION** "Tell Me Something" (MCA)
- 30 • **TRICIA LEIGH FISHER** "Empty Beach" (ATCO)

HITBOUNDS

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

NATIONAL BREAKOUTS

- 124 • **BELL BIV DEVOE** "Do Me" (MCA)
- 105 • **DINO** "Romeo" (ISLAND)
- 90 • **INDECENT OBSESSION** "Tell Me Something" (MCA)
- 89 • **DON HENLEY** "How Bad Do You Want It?" (Geffen)
- 81 • **JUDE COLE** "Time For Letting Go" (REPRISE)
- 70 • **ANITA BAKER** "Talk To Me" (ELEKTRA)
- 69 • **JOHNNY GILL** "My, My, My" (MOTOWN)
- 65 • **GLENN MEDEIROS** "All I'm Missing Is You" (MCA)
- 63 • **AFTER 7** "Can't Stop" (VIRGIN)
- 62 • **GLORIA ESTEFAN** "Cuts Both Ways" (EPIC)
- 53 • **BILLY JOEL** "That's Not Her Style" (COLUMBIA)
- 52 • **CALLOWAY** "All The Way" (SOLAR/EPIC)
- 51 • **LUKE** feat./2 **LIVE CREW** "Banned In The U.S.A." (LUKE/ATLANTIC)
- 51 • **THE ADVENTURES OF STEVIE V.** "Dirty Cash" (MERCURY)
- 48 • **VIXEN** "How Much Love" (EMI)
- 47 • **JAMES INGRAM** "I Don't Have The Heart" (WB)
- 45 • **THE LIGHTNING SEEDS** "Pure" (MCA)
- 44 • **WINGER** "Can't Get Enough" (ATLANTIC)
- 41 • **BLACK BOX** "Everybody Everybody" (RCA)
- 41 • **CHICAGO** "Hearts In Trouble" (DGC)
- 41 • **TROOP** "All I Do Is Think Of You" (ATLANTIC)
- 34 • **FAVORITE ANGEL** "Only Women Bleed" (COLUMBIA)
- 30 • **THE PARTY** "Summer Vacation" (HOLLYWOOD)
- 30 • **TRICIA LEIGH FISHER** "Empty Beach" (ATCO)
- 28 • **DOC BOX & B. FRESH** "Slow Love" (MOTOWN)
- 27 • **WHISPERS** "Innocent" (CAPITOL)
- 26 • **GENE LOVES JEZEBEL** "Jealous" (Geffen)
- 26 • **JIMMY RYSER** "Same Old Look" (ARISTA)
- 26 • **LOUIE LOUIE** "I Wanna Get Back With You" (WTG/EPIC)
- 25 • **TKA** "I Won't Give Up On You" (TOMMY BOY/WB)
- 24 • **DEPECHE MODE** "Policy Of Truth" (REPRISE)
- 24 • **GIANT** "It Takes Two" (A&M)
- 24 • **KID FROST** "La Raza" (VIRGIN)
- 23 • **LINEAR** "Dor't You Come Cryin'" (ATLANTIC)
- 22 • **WAS (NOT WAS)** "Papa Was A Rollin' Stone" (CHRYSALIS)
- 20 • **CONCRETE BLONDE** "Joey" (I.R.S.)
- 19 • **BANG** "Holding My Heart" (VENDETTA/A&M)
- 18 • **ANA & JORDAN KNIGHT** "Angel Of Love" (PARC/EPIC)
- 17 • **ALANNAH MYLES** "Lover Of Mine" (ATLANTIC)
- 17 • **SEIKO and Donnie Wahlberg** "The Right Combination" (COLUMBIA)
- 17 • **THE WEST COAST RAP ALL-STARS** "We're All In The Same Gang" (WB)
- 15 • **CANDY FLIP** "Strawberry Fields Forever" (ATLANTIC)
- 14 • **COLIN JAMES** "Just Came Back" (VIRGIN)
- 14 • **DIGITAL UNDERGROUND** "Doowutchyalike" (TOMMY BOY)
- 13 • **DANGER DANGER** "Bang Bang" (IMAGINE/EPIC)
- 13 • **EN VOGUE** "Lies" (ATLANTIC)
- 13 • **LONDON QU REBOYS** "I Don't Love You Anymore" (CAPITOL)
- 13 • **THE SUNDAYS** "Here's Where The Story Ends" (DGC)
- 12 • **ELECTRIC BOYS** "All Lips N' Hips" (ATCO)
- 12 • **EVERYDAY PEOPLE** "Headline News" (SBK)
- 12 • **TONY! TONI! TONE!** "Feels Good" (WING/POLYDOR)
- 11 • **TIANA** "First True Love" (MICMAC)
- 10 • **BEACH BOYS** "Problem Child" (RCA)
- 10 • **BOOM CRASH OPERA** "Onion Skin" (GIANT/WB)

**THE
HITMAKERS
SOUTHEAST
REGIONAL
SEMINAR**

**Friday & Saturday
November 9th & 10th**

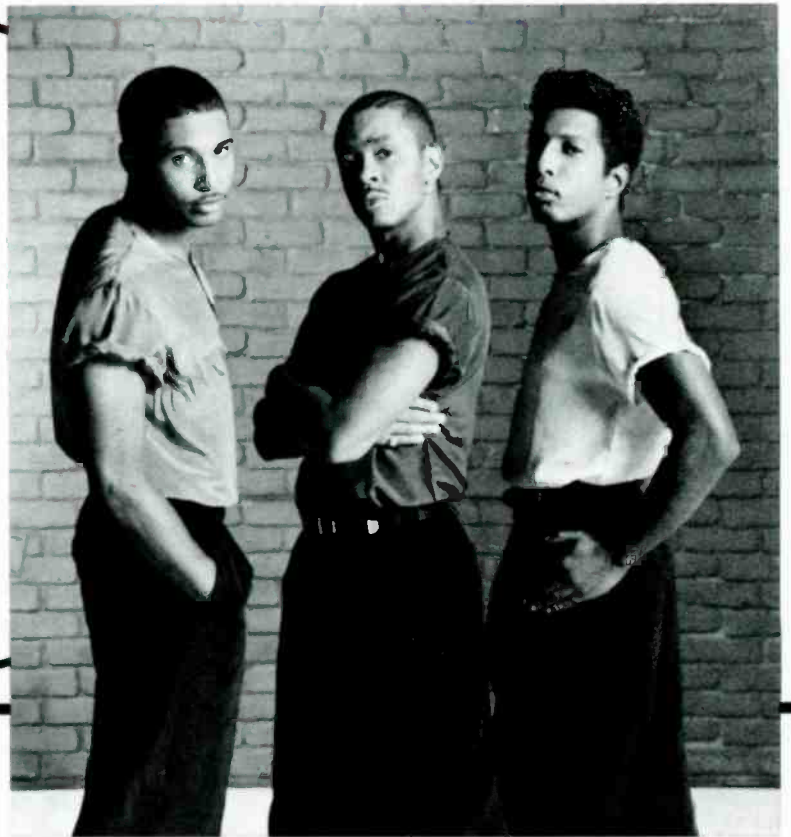
**THE WYNFREY HOTEL
Birmingham, Alabama
(205) 987-1600**

**Registration: \$75
Room Rate: \$88**

**Call HITMAKERS for further details
(818) 887-3440**

**CROSSOVER TOP40 CHART: 22-16
CLUB CHART: NEW AT 41
A HITBOUND! A CRUSADE!**

after 7



"Can't Stop"

ALBUM SALES

- #8 - Odyssey Records - Las Vegas
- #11 - Record Bar - Portsmouth, VA
- #13 - Angott U.S. - Detroit
- #13 - Record & Tape Outlet - Columbus, OH
- #13 - Soundwaves - Houston
- #15 - Tower - Seattle, WA
- #16 - Topline District - Woodside, NY
- #17 - Tower - Panorama City, CA
- #18 - Rose Records - Chicago
- #19 - Sid's Records - Coral Springs, FL

SINGLE SALES

- #9 - Record Revolution - King of Prussia, PA
- #10 - Sounds Familiar - Columbia, SC
- #11 - Tracks - Neptune Beach, FL
- #12 - Tracks - Norfolk, VA
- #12 - Budget Tapes & Records - Albuquerque, NM
- #14 - Ambat/Record Theatre - Cincinnati, OH
- #18 - Starship Records - Norcross, GA

HOSH GURELI, MD, KMEL - "Top 15 in callout in only the second week. Smash!"

PAUL "BOOM BOOM" CANNON, PD, PRO-FM - "The nice part about this record is that it is already an all-demo tune! It does well with females across-the-board and that's who we aim to please!"

MICHELLE SANTOSUOSSO, MD, Q106 - "AFTER 7 has established themselves as a core artist for Q106 and "Can't Stop" falls in the tradition of having hit records in San Diego! The version to play is definitely the 'One World 7' mix!"

JEFF McCARTNEY, PD, KROY - "The biggest AFTER 7 record so far! Immediate requests - will be a huge record for the summer with a perfect groove!"

KEN RICHARDS, PD, HOT97.7 - "AFTER 7 is a staple artist in the Bay Area. Once it's on the air we can't stop playing it!"

JIM MORALES, MD, KKFR - "A great midtempo followup to "Ready or Not"! This one should happen nicely in the Phoenix market!"

JUST ADDED AT:

- HOT97
- POWER99
- KZZP
- KGGI
- KTFM
- HOT94.9
- KJ103 (#27)
- KEEZ
- KHSS
- KLUC
- KNIN
- KPRR
- KRRG
- POWER108
- POWER94.5 #39
- WAPE
- WAVA (#29)

- WHOT
- WHTK
- WQID
- WRCK
- WVKS

HOT ACTION AT:

- KMEL (13-11)
- WUSL (4-3)
- 100.3JAMZ (14-13)
- WPGC (21-18)
- KISS98.5 (#5)
- HOT105 (#7)
- KHTK (26-24)
- Z90 (29-25)
- WMXP (12-10)
- POWER PIG (26-18)
- Q105 (30-26)

- KOY95 (26-21)
- KS104 (D#18)
- HOT102 (29-21)
- KXXR (D#27)
- PRO-FM (D#32)
- HOT97.7 (D#30)
- FM102 (19-17)
- KROY (20-15)
- KWOD (28-23)
- KITY (#25)
- WTIC-FM (36-31)
- WCKZ-FM (27-23)
- 102JAMZ (13-10)
- Y107 (32-29)
- Z99 (20-19)
- WJMH (#10)
- 99WGY (D#39)
- HOT104 (19-15)

- KBOS (33-30)
- KDON (29-23)
- KKIS (19-16)
- KZFM (37-32)
- WBBQ (38-33)
- WBEC-FM (33-29)
- WCGQ (39-35)
- WFMF (D#35)
- WJAD (D#23)
- WNOK-FM (D#33)
- WQXA (D#28)
- X102 (32-28)
- X106 (D#27)
- and more



WHEREFORE ART THOU, DINO? - ON TOP!

THE MOST DISC-OVERED:

(97 Programmers)

- | | |
|--|----|
| 1. DINO "Romeo" (ISLAND) | 32 |
| 2. GLENN MEDEIROS "All I'm Missing Is You" (MCA) | 18 |
| 3. FAVORITE ANGEL "Only Women Bleed" (COLUMBIA) | 17 |
| 4. EVERYDAY PEOPLE "Headline News" (SBK) | 16 |
| VIXEN "How Much Love" (EMI) | 16 |
| 5. JOHNNY GILL "My, My, My" (MOTOWN) | 12 |

THE UP-AND-COMERS

Apologies to Bill S., but if your going to plagiarize, it might as well be from the best. Anyway, big congrats to ANDY and LISA and the crew at ISLAND for a major week, both Disc-overy-wise and add-wise. And remember, we predicted it all in this space last week. As for our other U&Cs, EVERYDAY PEOPLE pulled 11 adds, 16 more Disc-overys, and a whole lotta buzz. FAVORITE ANGEL grabbed 27 adds, and JAMES INGRAM picked up 18 as the research word spreads. Now on to the crystal ball...

...SYDNEY YOUNGBLOOD picks up eight key mentions and looks ready to bust out this week. Also keep an eye on the latest from DEPECHE MODE, THE LONDON QUIREBOYS, WAS (NOT WAS), and LOUIE LOUIE.

BOB LaBORDE, Asst. PD/MD at KCPX, Salt Lake City sez, "STEVIE B. *Love & Emotion* (LMR/RCA) is scoring high with our listeners! And I'd like to see **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA) make it! Give it a definite listen!"

MICHAEL MARTIN, MD at KIIS-FM, Los Angeles sez, "TAYLOR DAYNE *Heart Of Stone* (ARISTA) is her best cut! It really shows her maturity as an artist versus a dance floor singer! **CANDYMAN** *Knockin' Boots* (EPIC) is a perfect dual demo track - the 18-34's will know the hook, while the teens will love the Rap! **AFTER 7** *Can't Stop* (VIRGIN) will cross over nicely into a Top40 hit! **JANET JACKSON's** next single will be *Black Cat* (A&M) - be on the lookout for the mixes, they are amazing! The single mix has a real drummer and the lead guitarist from A&M band Extreme, while the next is more hip-hop without the guitars - perfectly accessible to Top40 and Crossover formats! Also check out the flip side of the 12" of *Come Back To Me* for *Skin Games* - it's good!"

STEVE DOUGLAS, MD at KXXR, Kansas City sez, "PRINCE *Thieves In The Temple* (PAISLEY PARK/WARNER BROS) is an out-of-the-box smash! Top phones already on this big impact tune! **AFTER 7** *Can't Stop* (VIRGIN) is not only smooth, but a great followup for the summer! I'm hooked on *My, My, My* by **JOHNNY GILL** (MOTOWN)! It's the perfect tune to slide into middays! And **DINO ROMEO** (ISLAND) could be a big summertime hit, even stronger than *I Like It!*"

MICHAEL NEWMAN, MD at MIX96.5, Houston sez, "EVERYDAY PEOPLE *Headline News* (SBK) is a must listen, but give it three or four listens and it very well could surprise you! **LOUIE LOUIE** *I Wanna Get Back With You* (WTG/EPIC) is a killer ballad from this artist! And lastly for mix shows, check out **THE GRID** *Flotation* (W.A.U.)! It's infectious and sure to pack the dance floors in the clubs!"

ANDREA PENTRACK, MD at FM102, Sacramento sez, "Love Takes Time by **MARIAH CAREY** (COLUMBIA) is another real strong song from this fast-established artist! **BELL BIV DEVOE** *Dope* (MCA) is a great LP cut that got immediate phones! Lastly, if you're looking for something fresh from **AFTER 7**, check out *One Night* (VIRGIN)! It's a real nice, midtempo groove!"

FRANK MINIACCI, MD at THE BEAT, Los Angeles sez, "JANET JACKSON comes back with a rocker that will crossover! Check out *Black Cat* (A&M)! **JAZZIE P.** *Let The Rhythm Hit 'Em* (A&M) is performed to the tune of Chic's *Le Freak* - it has that Salt N' Pepa housey sound to it! **THE GOOD GIRLS** have a real record with *I Need Your Love* (MOTOWN), and on the same label check out **CURIO** *I Can't Stay* - it sounds like Dino meets the Whispers! **G. LOVES E.** *Dance Baby* (CHRYSALIS) will be an instant reaction record! And check out a funky little tune by **LORENZA SMITH** called *Angel* (ALPHA INTERNATIONAL)! Lastly, the only mix of *This Is The Right Time* by **LISA STANSFIELD** (ARISTA) to play is the rhythm edit!"

MARK JACKSON, Asst. PD/MD at WHYT, Detroit sez, "Our most active record on the air right now is **SOHO** *Hippy Chick* (S&M/SAVAGE) - through the roof in requests! A good novelty record is **DARRYL D** *My Ding-A-Ling* (BURKEY 7) out of Los Angeles. **CANDYMAN** *Knockin' Boots* (EPIC) is worth a listen as is the new **OAKTOWN'S 3,5,7** *We Like It* (CAPITOL) - on the new 12" vinyl mixes, the video mix is incredibly better. **MR. LEE** *I Like The Girls* (JIVE/RCA) is a bit of an odd record for this artist, but nevertheless perfect for afternoons. And **BETTY BOO** *Doing The Do* (RHYTHM KING) is great! I like it because it has a similar sound to Leila K., and since she seems to have disappeared, **BETTY** fits the niche perfectly!"

HOSH GURELI, MD at KMEL, San Fransico sez, "Here's a superstar act that has a solid top five - if not number one-record on the way called *The First Time*. It's by **SURFACE** (COLUMBIA), and it's not out yet, but it will be soon, and it's a song that is destined to be a classic! Remember this Disc-overy when it happens!"

RUSS ALLEN, MD at WIOQ, Philadelphia sez, "Check out *I Can't Face The Fact* by **YVONNE DeLEON** (MICMAC)! If you played *Party* this is a natural for your station. **GLENN MEDEIROS f./Ray Parker Jr.** *All I'm Missing Is You* (MCA) is a very strong followup single! If you can't hear **PRINCE** *Thieves In The Temple* (PAISLEY PARK/WARNER BROS), you should be driving a cab! Also, look out for **CLUBLAND f./Quartz** *Let's Get Busy*, just picked up on GEFEN! If you've got a club show, and I know you do - play it! Lastly check out **2 IN A ROOM** *Wiggle It* (CUTTING) - it tested 96% positive on our Q-it or Screw-it - check it out!"

STEPHANIE GRAMM, MD at KITY, San Antonio sez, "GEORGE LAMOND *Look Into My Eyes* (COLUMBIA), off his new album, sounds great, especially for markets such as this one! I've mentioned the **MS. ADVENTURES** *Undeniable* (ATCO) before, so make sure you don't overlook it! **DEEE-LITE** *What Is Love* (ELEKTRA) is a smooth dance groove! And check out **EN VOGUE** *Lies* (ATCO)! Already top 5 cassingle sales in the market - this tune will be huge!"

CHRIS BAILEY, PD at WNVZ, Norfolk sez, **INDECENT OBSESSION** *Tell Me Something* (MCA) is a super sounding Pop tune - all we needed was the room for a song of this caliber! Check out **WAS (NOT WAS)** *Papa Was A Rollin' Stone* (CHRYSALIS)! The Rap version is acceptable to upper demos because it's in a style they can appreciate! And **GLENN MEDEIROS f./Ray Parker Jr.** *All I'm Missing Is You* (MCA) should have no problem becoming a number one song!"

ERIC BRADLEY, MD at WCKZ-FM, Charlotte sez, "TYLER COLLINS comes back with a real winner with *Second Chance* (RCA)! Check out the LP cut *Giving My All To You* by **JOHNNY GILL** (MOTOWN)! It's vintage GILL, reminiscent of his New Edition days and *Can You Stand The Rain!* Be on the lookout for the new **OAKTOWN'S 3,5,7** *We Like It* (CAPITOL)! It has that KC & The Sunshine Band *That's The Way I Like It* hook, and should be a big reaction record! **DINO ROMEO** (ISLAND) is off to a good start as a nighttime battle winner! And check out **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA)! It's reminiscent of Sinead!"

DARCY SANDERS, MD at KZZP, Phoenix sez, "EVERYDAY PEOPLE *Headline News* (SBK) is a combination of Michael McDonald/Fine Young Cannibals/Style Council all rolled into one! It sounds like nothing else out there right now! Also, **TYLER COLLINS** *Second Chance* (RCA) is a good dance record that we need more of right now! Believe it or not, **DEPECHE MODE** has turned into an adult appeal band! Check out *Policy Of Truth* (SIRE/REPRISE)! It's doing well already! Finally, wait until the new **JANES ADDICTION** *Been Caught Stealing* (WARNER BROS) comes out! You may not believe it, but they have a hit on their hands! The lyrics are hilarious!"

FRANKIE BLUE, MD at Z100, New York sez, "BLACK BOX *Everybody Everybody* (RCA) is one of my favorite sounding records on the radio. It's big in the clubs and the most active selling single at the moment! We played *This Is The Right Time* by **LISA STANSFIELD** (ARISTA) even before *You Can't Deny It!* Now it's the next single, so check it out! **FAITH NO MORE** *Epic* (SLASH/REPRISE) is a record that exploded on the phones! And **PRINCE** *Thieves In The Temple* (PAISLEY PARK/WARNER BROS) might not be a first listen record, but now I can't get enough of it!"

George LAMOND



Don't Take Your Eyes Off Him.

Following the success of his career-breaking hit single *Bad Of The Heart*—with sales over 300,000—comes *Look Into My Eyes*, the next multi-format smash by George Lamond.

"Look Into My Eyes" is already getting Top 10 requests after only two weeks on the air. Another No. 1 no doubt!"

Kevin McCabe—MD, Hot 97

Look Into My Eyes

The new single from the debut album, "Bad Of The Heart" featuring the title track and *Without You*.

Going for adds August 6 and 7

George Lamond, *Look Into My Eyes*, on tour. On Columbia.

Produced & Mixed by Mark Duggell & Chris Barbosa for Juggo Productions

"Columbia" Reg. U.S. Pat. & Tm. Off. by CBS Records Inc. © 1997 CBS Records Inc.



Columbia

CHUCK BECK, PD at THE FOX, Detroit sez "Check out **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA)! It should be an instant reaction record! **DINO** delivers a smooth hit with *Romeo* (ISLAND)! **GLENN MEDEIROS** f/**Ray Parker Jr.** *All I'm Missing Is You* (MCA) is a very good followup! Lastly, give a listen to **STRYPER**'s remake of the Earth, Wind & Fire classic *Shining Star* (ENIGMA) - it might surprise you!"

MARK LOBEL, MD at WBLI, Long Island sez, "**DINO** *Romeo* (ISLAND) has great hooks and a very familiar feel - check it out! And **LISA STANSFIELD** *This Is The Right Time* (ARISTA) is definitely the right cut! I personally like it more than the previous two!"

BILLY THE KIDD, MD at KJ103, Oklahoma City sez, "**MS. ADVENTURES** *Undeniable* (ATCO) is a jam big-time - a great tune! The **MAXI PRIEST** LP on CHARISMA is excellent! Check out the first track called *Just A Little Bit Longer* - it's awesome! **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA) is pulling big-time phones! This record is a hit! Lastly, **MARIAH CAREY** *Love Takes Time* (COLUMBIA) is definitely a highly emotive S-M-A-S-H!"

ROD LAUDERDALE, MD at XL106.7, Orlando, FL sez, "**DINO** *Romeo* (ISLAND) sounds much like *I Like It!* It did great for us, and I expect this one to fit right in! *Policy Of Truth* (SIRE/REPRISE) the newest release from **DEPECHE MODE** looks like it could be another very strong record for the boys! Expect this one to do as well as their previous tracks! Check out **JOHNNY GILL** *My, My, My* (MOTOWN)! **JOHNNY** and MOTOWN have got to be having a good time! *Rub* did very well and is still continuing where it's played! This should be a big ballad record and a huge female song!"

KEVIN McCABE, MD at HOT97, New York sez, "SBK has a record that's right up our alley - **ATMOZFEAR** f./**MAC B** *Atmozfear* - check it out! **GEORGE LAMOND** *Look Into My Eyes* (COLUMBIA) is smokin' in requests! He's definitely proven himself a core artist for us! This could be a number one record for HOT97, I can already feel it! And a very strong New York record is *Wiggle It* by **2 IN A ROOM** (CUTTING)! It's on the verge of exploding in New York - watching the reaction in the clubs over the weekend was all the proof I needed!"

RICH ANHORN, MD at KWSS, San Jose sez, "**JANET JACKSON** *Black Cat* (A&M) ventures off into a whole new spectrum, and it's one of the highlights of her tour! And **CONCRETE BLONDE** *Joey* (I.R.S.) grabs you emotionally!"

RICK STONE, PD/MD WOMX, Orlando sez, "**GLENN MEDEIROS** f./**Ray Parker Jr.** *All I'm Missing Is You* (MCA) should be another top ten record! Also, **CANDY FLIP** *Strawberry Fields* (ATLANTIC) is one to check out! And a song that has potential is **SYDNEY YOUNGBLOOD** *I'd Rather Be Blind* (ARISTA)!"

HARLEY DAVIDSON, MD at KGGI, San Bernardino, CA sez, "Check out *Please Don't Cry* by **THE RED BANDITS** (MOTOWN) featuring **BBD's Ricky Bell**! This is a must listen! A slow to midtempo groove with Bell's vocals in the middle - it's a swing rap with a unique feel! Find this record! Also, **CANDYMAN** *Knockin' Boots* (EPIC) is a great tune! The female hook line is infectious and should be expanded! And **DINO** *Romeo* (ISLAND) is a natural! Sounds like *I Like It* with a rap!"

JOHN CHRISTIAN, Asst. PD/MD at HOT97.7, San Jose, CA sez, "Listen to **CANDYMAN** *Knockin' Boots* (EPIC)! This song is stupid, smokin' hype! I have no idea what it means, but it sounds pretty good! Check out **LEQUAN** *Now The B-Turns* (4TH & B'WAY) - Yo slick, blow - now y'know! And **DEFCON 4** *Natural High* (REPRISE) check out cut number three on this week's **HITMAKERS** CD sampler - it is hella-mega-bigtime-fierce-with jumbo phones, huge callout - a stone cold smash!"

TERRI WEBER, MD at KISS98.5, Houston, TX sez, "**TKA** *I Won't Give Up On You* (TOMMY BOY/WARNER BROS) sounds like another smash for the TOMMY BOY label! There's quite a buzz on the street about **EVERYDAY PEOPLE** *Headline News* (SBK)! Definitely a record to keep your ears and eyes on! And check out **KWAME** *Ownlee Ewe* (ATLANTIC)! This record smokes! Top ten phones consistantly for two weeks - cute and hook-filled!"

DAVE CHRISTOPHER, PD/MD at KWTX, Waco, TX sez, "**DINO** *Romeo* (ISLAND) is back with a hit! A mass appeal Rocker is **VIXEN** *How Much Love* (EMI)! And **JOHNNY GILL** *My, My, My* (MOTOWN) is more mass appeal than *Rub You!*"

TOM POLEMAN, Asst. PD/MD at KC101, New Haven sez, "**FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA) is smokin'! It's our number eight most requested record and is tearing up the phones! It's a great adult female record! **JOHNNY GILL** *My, My, My* (MOTOWN) is a great record with lots of potential to storm the charts! Already moving on Retail, expect it to explode on the radio! And *Romeo*, the latest effort from **DINO** (ISLAND), sounds like it could be a record! It's worth the listen, spend some time on it!"

BRETT DUMLER, PD/MD at Z99, Oklahoma City sez, "**LINEAR** *Don't You Come Cryin'* (ATLANTIC) is top ten in callout - this record is performing beyond our expectations! **JOHNNY GILL** *My, My, My* (MOTOWN) is a phenomenal ballad, and the Kenny G sax makes it an excellent Crossover record! We played *Come Back To Me* by **JANET JACKSON** (A&M) early and in an effort to find a fresh cut we put in *Love Will Never Do* - it's an uptempo smash destined to be as big as *Escapade!*"

JOHNNA CECCOLI, MD at Y100, Miami sez, "**BREATHE** *Peace Of Mind* (A&M) is hot! Look out for this uptempo single to be released soon! Also, check out **LOUIE LOUIE** *I Wanna Get Back With You* (WTG/EPIC) - it's not new but it sure is a great ballad that should work for all demos! And check out **SYDNEY YOUNGBLOOD** *I'd Rather Go Blind* (ARISTA)! It's a bit early for us but definitely has hit potential!"

GARY MICHALLS, MD at KISN, Salt Lake City sez, "What can you say about **PRINCE's** *Thieves In The Temple* (PAISLEY PARK/WARNER BROS)? It's another smash! Check out **BANG** *Holding My Heart* (A&M)! It's a great sounding record that's getting instant phones! **TOMMY JAMES** *Go* (AEGIS) has a great Pop sound that's perfect for Top40! Also, **LOUIE LOUIE** *I Wanna Get Back With You* (WTG/EPIC) is a great followup - you'll love it love it!"

JOEY GIOVINGO, MD at B97, New Orleans sez, "**DEPECHE MODE** *Policy Of Truth* (SIRE/REPRISE) is an excellent followup to *Enjoy!* This track is playing heavily in clubs and should do extremely well! We played **JANET JACKSON** *Black Cat* (A&M) one time and it received immediate response! This type of record is a nice change of pace for **JANET!** The next number one track on the **HEART** album will be *Stranded* (CAPITOL)! It's a great ballad off the album and will be huge! And listen to **GEORGE MICHAEL** *Praying For Time* (COLUMBIA)! He's back and better than ever!"

ROSS KNIGHT, MD at KTFM, San Antonio, TX sez, "**DINO** *Romeo* (ISLAND) will fly! Perfect for our format, **DINO** has always been a core artist for us! **MS. ADVENTURES** *Undeniable* (ATCO) sounds like Paula Abdul meets Janet Jackson with a little Doug Lazy in the end! Already playing it and getting response! Check out the flip side of *Come Back To Me* by **JANET JACKSON** (A&M) on the 12" - *Skin Games* - it's a hot uptempo record! Lastly, **SHANA** *Falling Slowly* (VISION) is right up our alley - a listening must!"

BRIAN HANSON, PD at KCMQ, Columbia, MO sez, "**JAMES INGRAM** *I Don't Have The Heart* (WARNER BROS) is a kill for AC play, but if Top40 programmers give it the chance, it will crossover! Look at the previous adds! **GLENN MEDEIROS** *All I'm Missing Is You* (MCA) is as strong as *She Ain't Worth It* and should go top ten! We are currently testing it and it's responding well! *How Much Love* (EMI) is a slant Rock/40 must! **VIXEN** has placed themselves within the group of greatest commercial Rock & Roll! Check it out!"

MARTY LeGERE, MD at 99GY, Schenectady, NY sez, "**JOHNNY GILL** *My, My, My* (MOTOWN) is a good sounding record that Kenny G is on! Also a great adult sounding record is **JAMES INGRAM** *I Don't Have The Heart* (WARNER BROS)! And **DINO** *Romeo* (ISLAND) will be another big hit!"

DOUG MORELAND, MD at WDLX, Washington, NC sez, "**BEACH BOYS** *Problem Child* will be big! Also, a good remake is **WAS (NOT WAS)** *Papa Was A Rollin' Stone* (CHRYSALIS)! A big hit will be **DINO** *Romeo* (ISLAND)! A song that sounds nice with lots of energy is **COLIN JAMES** *Just Came Back* (VIRGIN)! And **JAMES INGRAM** *I Don't Have The Heart* (WARNER BROS) is a nice ballad with adult appeal!"

RICK ACKER, MD at Y97, Santa Barbara, CA sez, "**VIXEN** *How Much Love* (EMI) has strong hooks and great vocals! **DINO** *Romeo* (ISLAND) is a good reaction record! And **GLENN MEDEIROS** has a good follupup with *All I'm Missing Is You* (MCA)!"

maxi priest

"CLOSE TO YOU"...

THE DEBUT SINGLE FROM THE ALBUM, BONAFIDE.

HITMAKERS MAINSTREAM CHART: 37-31!
Crossover Top40: 25-20 **Club Chart: NEW #30**
Debut #36 Billboard Dance Chart! **RR Urban 45/7**
One of the Most Added AC

WLOL - GREG STRASSELL, PD - "Instant sales in the Twin Cities area due to our airplay, and building such a track record in call-out that I've had to bump it up in rotation this week."

MIX96.5 - MICHAEL NEWMAN, MD - "Infectious groove with massive female appeal, the buzz is no hype on this record. Definite crossover potential - just do it!"

Just Added At...

WPGC
KEZY (#29)
Q102 (#33)
WNVZ
KC101
MIX96.5 (#25)

WZZG
XL106.7
98PXY

Action At...

KMEL (27-23)
X100 (19-14)
POWER106 (35-32)

WXKS-FM (20-16)
KPLZ (30-26)
KUBE (18-14)
POWER PIG (17-13)
Q105 (21-18)
KKFR (D#26)
KOY95 (28-25)
KZZP (20-16)

KS104 (D#24)
Y108 (D#29)
KKRZ (20-16)
HOT102 (25-19)
KXXR (27-19)
KROY (19-16)
KWOD (23-21)
KSAQ (29-25)

KCPX (D#21)
KISN (23-19)
MAJIC102 (14-10)
WKSS (6-4)
WTIC-FM (26-15)
Y107 (28-25)
KJ103 (27-23)
and more

VH1 5 Star Rotation!

MTV Medium Rotation

A TRUE MASS APPEAL HIT!

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

RIKKO OLLERVIDEZ, MD at KSAQ, San Antonio sez, "Get a real life and listen to **REAL LIFE** (*If I Was God Tonight*) (CURB)! This is an excellent tune! **NELSON** *Love And Affection* (DGC) has good phones, good sales and it's a GREAT song! And give a listen to **DEVO** *Post Post Modern Man* (ENIGMA) - cut one or two!"

MICHAEL POWERS, MD at WZPL, Indianapolis sez, "**LOUIE LOUIE** / *Wanna Get Back With You* (WTG/EPIC) is performing to my expectations! A HOT song from **EVERYDAY PEOPLE** is *Headline News* (SBK)! Also, **DINO** *Romeo* (ISLAND) is another hit from a GREAT artist! And look out Sinead, here comes **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA)!"

HAWK HARRISON, MD at Y107, Nashville sez, "Kids are loving **DIGITAL UNDERGROUND** *Doowutchyalike* (TOMMY BOY)! If you lean Rock, play **NELSON** *Love And Affection* (DGC)! Females will LOVE **JOHNNY GILL** *My, My, My* (MOTOWN) - it's very mass appeal! And check out **PAUL YOUNG** *Oh Girl* (COLUMBIA)! Love ya **PAUL**, don't ever change!"

DAVE HOFFEL, PD at WPST, Trenton, NJ sez, "**THE SUNDAYS** *Here's Where The Story Ends* (DGC) is doing GREAT for us and pulling good phones! Also, **BILLY JOEL** *That's Not Her Style* (COLUMBIA) is my favorite cut on the album. Keep an eye on **EVERYDAY PEOPLE** *Headline News* (SBK)! And **WILSON PHILLIPS** *Release Me* (SBK) simply refuses to die!"

MELISSA O'KELLY, MD at 95XIL, Parkersburg, WV sez, "Not-so-everyday music from **EVERYDAY PEOPLE!** *Headline News* (SBK) has a very appealing sound that should shoot this record and act up the charts! *The Girl I Used To Know* from the boys of **BROTHER BEYOND** (EMI) is GREAT! The guys in the group are really cool as well - Have 'em over! Check out *Can't Stop* by **AFTER 7** (VIRGIN)! It's doing well where played, and you shouldn't miss it! And **INDECENT OBSESSION** *Tell Me Something* (MCA)...DO IT!"

RON WEST, MD at KLBQ, El Dorado, AR sez, "**THE LONDON QUIREBOYS** are drawing phones from a variation of listeners! *I Don't Love You Anymore* (CAPITOL) is getting phone calls for Rod Stewart's, Motley Crue's and Bon Jovi's latest! Needless to say, it's a good reaction record! Also getting instant adult phone reaction while in test rotation is **EVERYDAY PEOPLE** *Headline News* (SBK)! A good hook and a good feel will catch you and keep you! **PHIL COLLINS** *Something Happened On The Way To Heaven* (ATLANTIC) is a good upbeat Pop record! This record brings back the excitement to an artist who's been chillin'!"

DAVY CROCKETT, PD/MD at WYCR, York, PA sez, "**EVERYDAY PEOPLE** *Headline News* (SBK) is a GREAT song! We've added it and expect good things! I talked about it last week and it's good enough to do it again...**SYDNEY YOUNGBLOOD** *I'd Rather Be Blind* (ARISTA)! This record is bound to TAKE OFF! Don't miss it! *Lover Of Mine*, the latest release from **ALANNAH MYLES** (ATLANTIC), is a nice sounding ballad! The timing is right for this record. There is a lack of this sound currently and it should fit in nicely! And **WAS (NOT WAS)** *Papa Was A Rollin' Stone* (CHRYSALIS) is a GREAT version of the original. Quite the same as the original with a '90s modernized feel!"

RUSTY KEYS, PD at KSKG, Salina, KS sez, "**GIANT** *It Takes Two* (A&M) has a GREAT sound very similar to that of Foreigner. *Just In Love* from **SLYCE** (4PM) is in test here and doing fairly well! It's getting some good phone response, and I could see it taking off! And a thanks from radioland to **PHIL**! It was time for an uptempo single and *Something Happened On The Way To Heaven* by **PHIL COLLINS** (ATLANTIC) is just what the doctor ordered! He's had a string of hits, yet none uptempo. Now we've got one, and it pumps me up in the mornings!"

RON BRANDON, PD at WGRD, Grand Rapids, MI sez, "*You Can't Deny It* from **LISA STANSFIELD** (ARISTA) is doing very well for us! She's pulling GREAT phones here and excellent national numbers! **KYPER** will draw some action for you with *Tic Tac Toe* (ATLANTIC)! It's our hottest request right now! Questionable lyrics and all...it smokes! Expect **M.C. HAMMER** *Have You Seen Her* (CAPITOL) to go number one! This record grows more and more each week! **JUDE COLE**'s latest *Time For Letting Go* (REPRISE) has a GREAT sound! This record deserves more airplay! If you're not playing it...WHY NOT?"

J.D. DANIELS, PD at KFBQ, Cheyenne, WY sez, "**WAS (NOT WAS)** *Papa Was A Rollin' Stone* (CHRYSALIS) is a hot record! Also, **GENE LOVES JEZEBEL** *Jealous* (GEFFEN) is the rockin' song of the summer! And a GREAT power ballad is **LONDON QUIREBOYS** *I Don't Love You Anymore* (CAPITOL)!"

JIM SCOTT, Asst. PD/MD at KNIN, Wichita Falls, TX sez, "**GENE LOVES JEZEBEL** *Jealous* (GEFFEN) has that Ozzy Osbourne sound! For a sure power Pop song play **INDECENT OBSESSION** *Tell Me Something* (MCA)! And if you're not playing **CONCRETE BLONDE** *Joey* (I.R.S.), you're missing a HUGE record!"

RAY MILLER, MD at WZKX, Biloxi, MS sez, "**PHIL COLLINS** *Something Happened On The Way To Heaven* (ATLANTIC) will be a SMASH! Also, **DINO** *Romeo* (ISLAND) should do well! Let's see if **GLENN MEDEIROS** can top his last one with *All I'm Missing Is You* (MCA)! And try to get your hands on **MICHAEL O'BRIEN** *I Believe* (OCEANA) - the whole LP is GREAT!"

JOHN IVEY, OM at WZOK, Rockford, IL sez, "**VIXEN** *How Much Love* (EMI) is a good Midwest record from a great Midwest band! Also, check out **STRYPER** *Shining Star* (ENIGMA)! Don't let their image fool you - let the listeners decide! And **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA) is a decent remake!"

KEITH GREER, MD at KTUX, Shreveport, LA sez, "You'll either like **BEAU NASTY** *Love Potion #9* (WTG/EPIC) or not! Also, **LOUIE LOUIE** *I Wanna Get Back With You* (WTG/EPIC) has a GREAT feel! And for a positive song, play **TIMES TWO** *Set Me Free* (EMI)! Also, **VIXEN** *How Much Love* (EMI) is kick-ass Rock & Roll! And **GLENN MEDEIROS** *All I'm Missing Is You* (MCA) is another strong song for him!"

BOB CHASE, PD/MD at KISR, Ft. Smith, AR sez, "**TAYLOR DAYNE** *Heart Of Stone* (ARISTA) is the hottest song she's done!!! Give me a beer, a hot sunny day and a lake and listen to **WAS (NOT WAS)** *Papa Was A Rollin' Stone* (CHRYSALIS)! For a different song that lovers can relate to play **CONCRETE BLONDE** *Joey* (I.R.S.)! And **TKA** *Won't Give Up On You* (TOMMY BOY/WARNER BROS.) should be a HOT one!"

GREG DELANGE, MD at OK95, Tri-Cities, WA sez, "**GIANT** *It Takes Two* (A&M) is straight-ahead Mainstream! Also, play **GUNS N' ROSES** *Knockin' On Heaven's Door* (WARNER BROS) - I've been waiting for this one and it's here for summer! And **PRINCE** *Thieves In The Temple* (WARNER BROS.) is good for Top40!"

CHUCK LUCK, PD/MD at KZII, Lubbock, TX sez, "**FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA) is a GREAT cover to an Alice Cooper classic! Women will eat it up! Also, **SYDNEY YOUNGBLOOD** *I'd Rather Be Blind* (ARISTA) is a SMASH! Play it! For a Rod Stewart feel, play **LONDON QUIREBOYS** *I Don't Love You Anymore* (CAPITOL)! And **DEPECHE MODE** *Policy Of Truth* (SIRE/REPRISE) is another top ten song!"

STEVE MANN, Asst. PD/MD at WQUT, Johnson City, TN sez, "**FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA) is a fine, fine job! Also, **COLIN JAMES** *Just Came Back* (VIRGIN) is a killer record! And **LONDON QUIREBOYS** *I Don't Love You Anymore* (CAPITOL) has that Rod Stewart feel! Give this a shot!"

CHRIS SQUIRES, PD/MD at KKXX, Bakersfield, CA sez, "**TKA** *Won't Give Up On You* (TOMMY BOY/WARNER BROS.) - don't give up on this song! It's GREAT! Check out **DINO** *Romeo* (ISLAND)! He's back with another HIT! And **DOC BOX & B.** *FRESH Slow Love* (MOTOWN) is musically GREAT, and the lyrics are good too!"

STEVE CHASE, PD/MD at KOYE, Laredo, TX sez, "**BANG** *Holding My Heart* (A&M) has a different sound that's good for all demos! Also, a #1 tune is **TAYLOR DAYNE** *Heart Of Stone* (ARISTA)! For a Kevin Paige-type sound, play **BARRY LATHER** *Love In The Third Degree* (ATLANTIC)! And **INDECENT OBSESSION** *Tell Me Something* (MCA) is getting GREAT phones all day long!"

MIKE KASPER, PD/MD at KF95, Boise, ID sez, "**LOUIE LOUIE** *I Wanna Get Back With You* (WTG/EPIC) begins where the other one left off! And **PHIL COLLINS** *Something Happened On The Way To Heaven* (ATLANTIC) is a super SMASH at the right time of the year!"

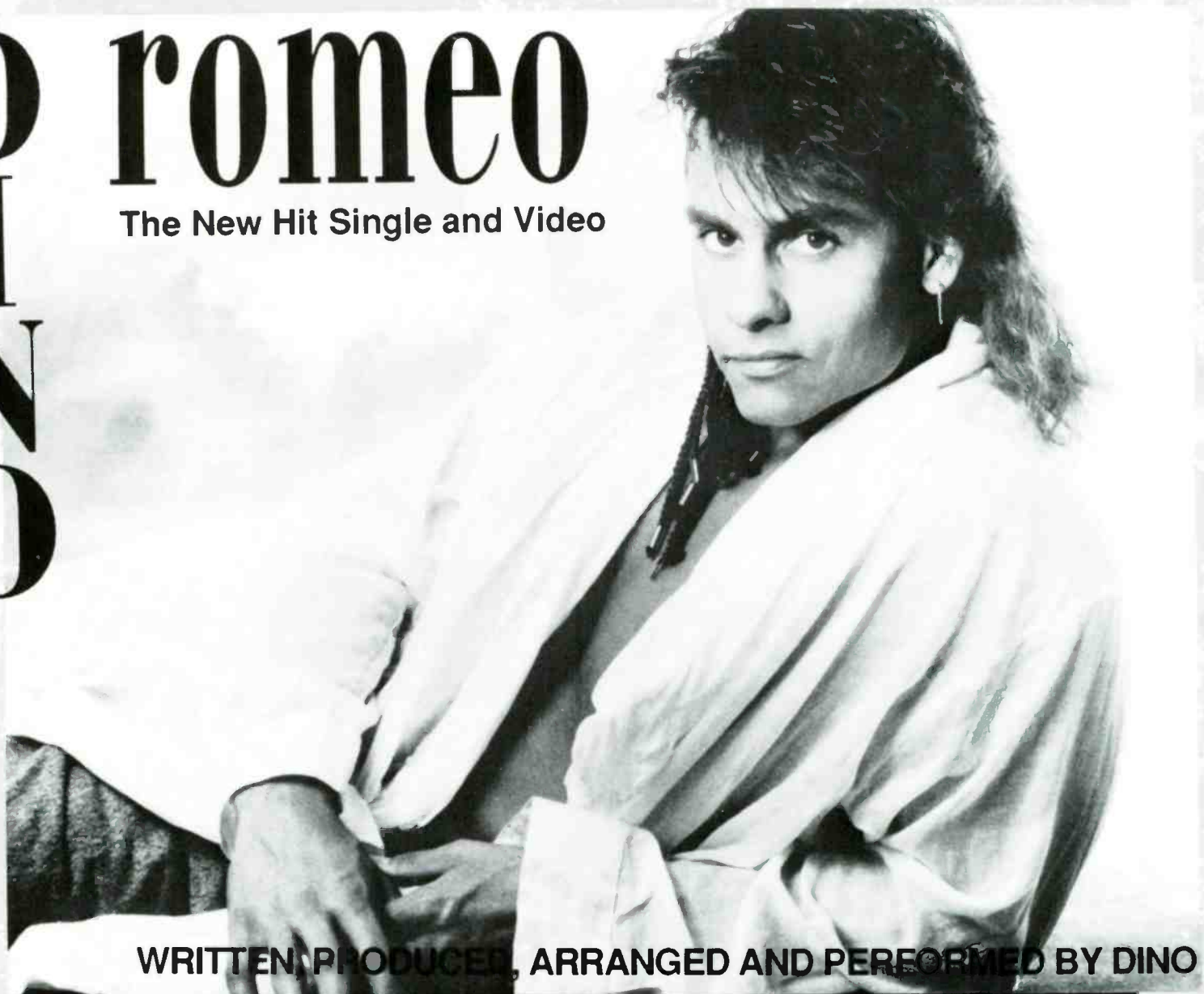
A. SCOTT BURTON, MD at WRCK, Utica, NY sez, "**DINO** *Romeo* (ISLAND) is a real strong, mass-appeal Pop song! For a haunting feel, play **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA)! It's like a good perfume that will stick in your mind! And **VIXEN** *How Much Love* (EMI) is a strong, straight-ahead Rock song!!!"

#1 MOST ADDED WITH 104 ADDS!

DINO

romeo

The New Hit Single and Video



WRITTEN, PRODUCED, ARRANGED AND PERFORMED BY DINO

CROSSOVER TOP40 CHART: NEW #49
A NATIONAL BREAKOUT! A CRUSADE!

STEVE DOUGLAS, MD, KXXR - "Romeo" should be a big summertime hit! Even stronger than "I Like It!"
HARLEY DAVIDSON, MD, KGGI - ""Romeo" is a natural. Sounds like "I Like It" with a rap!"
ROSS KNIGHT, MD, KTFM - ""Romeo" will fly! Perfect for our format. Dino has always been a core artist for us!"
ERIC BRADLEY, MD, WCKZ - ""Romeo" is off to a good start as a nighttime battle winner!"
HAWK HARRISON, MD, Y107 - " "Romeo" is a killer smash - what a hit!"

ADDED AT:

HOT97
WPLJ
POWER106
B96 (#28)
KMEL
X100
WIOQ
WHYT
WXKS-FM
WPGC
KUBE
KHTK (#30)
Q106

Z90 (#26)
KDWB-FM
WLOL (#28)
WMXP
WFLZ (#23)
Q105 (#29)
KKFR
KOY95 (#39)
HOT102
KXXR
PRO-FM (#31)
HOT97.7 (#27)
FM102 (#26)
KROY

KWOD (#27)
KGGI
KITY
KTFM (#29)
HOT94.9
WMJC (#30)
WKSS
WTIC-FM
WCKZ (#37)
WZZG
102JAMZ (#35)
Y107
Z99
and more



ISLAND RECORDS

JENNIFER BELL, MD at KATM, Colorado Springs sez, "**S-T-R-Y-P-E-R** *Shining Star* (ENIGMA) - DO IT! Touring and live audience responses have given these guys some road wisdom and the proof is in the pie. Their prior albums have some great material, but expect this one will show quite a few skeptics STRYPER's ability!. Also, check out **VIXEN** *How Much Love* (EMI). Even without all the paraphernalia, I would have played the record. Hot, hot, hot!"

GARY MILLER, MD at WKEE, Huntington, WV sez, "**KYPER** *Tic Tac Toe* (ATLANTIC) is hot and happening all over. It's getting great response where it's being played and it has received superb response here. *I Don't Have The Heart* by **JAMES INGRAM** (WARNER BROS.) is a great song and a killer record. If you're in search of that perfect daytime record, this is the one! Check out the new **TAYLOR DAYNE** *Heart Of Stone* (ARISTA). It's marvelous! A sure hit! On the tail of her other hot singles, this one is on the move. And we've all been waiting and finally it's here - **PHIL COLLINS** with an uptempo single. *Something Happened On The Way To Heaven* (ATLANTIC) is a good, uptempo record with all the potential to be a chart topper!"

JAN DEAN, PD at KAYI, Tulsa, OK sez, "**PRINCE** *Thieves In The Temple* (PAISLEY PARK/WARNER BROS.) was almost too easy. Immediately it's drawing great reaction and lighting up the phones with outrageous numbers. **TAYLOR DAYNE** has done well everywhere with her previous releases and expect no less of her latest, *Heart Of Stone* (ARISTA). Also, our prayers have been answered - **PHIL COLLINS** goes uptempo. *Something Happened On The Way To Heaven* (ATLANTIC) is going to be a major response record everywhere it's played! Side note: **DURAN DURAN** is coming...stay tuned!"

RAY KALUSA, PD at KWNZ, Reno, NV sez, "**BILLY JOEL** *That's Not Her Style* (COLUMBIA) is an uptempo record I can play in middays! Adults love it! Also, **GENE LOVES JEZEBEL** *Jealous* (GEFFEN) is rock, but stays pop for Mainstream. A record that's doing well is **GLORIA ESTEFAN** *Cuts Both Ways* (EPIC). And a record that tested 100% positive is **GIANT** *It Takes Two* (A&M)."

KIP TAYLOR, MD at WQXA, York, PA sez, "For a different sound play **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA). Also, there's no doubt **DINO** *Romeo* (ISLAND) is a smash. A song you might want to listen to more than once is **SYDNEY YOUNGBLOOD** *I'd Rather Be Blind* (ARISTA). Also, **BLACK BOX** *Everybody Everybody* (RCA) is great, and **TKA** *I Won't Give Up On You* (TOMMY BOY/WARNER BROS.) is a great song that'll be a big at Top40."

ERIC STRYKER, MD at HOT99.9, Allentown, PA sez, "**TKA** *I Won't Give Up On You* (TOMMY BOY/WARNER BROS.) is a surprising record - listen to it. Also, **DINO** *Romeo* (ISLAND) is a smash! It won our Pump It or Dump It at night. For a soft, soulful ballad play **JOHNNY GILL** *My, My, My* (MOTOWN). It's a good followup. And **DIGITAL UNDERGROUND** *Doowutchyalike* (TOMMY BOY) has potential to draw big phones."

TERRY KNIGHT, MD at 93QID, Alexandria, LA sez, "**AFTER 7** *Can't Stop* (VIRGIN) is fantastic - whatta smash! Also, **DINO** *Romeo* (ISLAND) is along the lines of *I Like It*. Check out **BILLY JOEL** *That's Not Her Style* (COLUMBIA) - hey, it's **BILLY** with a song that's more blended for Top40. A song doing great with dynamite female demos is **JIMMY RYSER** *Same Old Look* (ARISTA). And for good male demos play **THE LONDON QUIREBOYS** *I Don't Love You Anymore* (CAPITOL)."

ANNIE SAGE, MD at KCAQ, Oxnard, CA sez, "**DINO** *Romeo* (ISLAND) is a smash. Also **PHIL COLLINS** *Something Happened On The Way To Heaven* (ATLANTIC) is a great uptempo song. And **JOHNNY GILL** *My, My, My* (MOTOWN) is great for females."

DAVE NORTH, PD/MD at WPFR, Terre Haute, IN sez, "**CROSBY, STILLS & NASH** *If Anybody Had A Heart* (ATLANTIC) is one of the most beautiful songs I've ever heard. Also, **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA) should be a phone monster. And **JAMES INGRAM** *I Don't Have The Heart* (WARNER BROS.) is a monster. If you want females, play it."

BOB BECK, PD at KYYY, Bismarck, ND sez, "**VIXEN** *How Much Love* (EMI) is a great female-vocal rock record. The ladies are once again going to storm the airwaves with easily accessible good time rock n' roll! **BILLY JOEL** *That's Not Her Style* (COLUMBIA). It's a continuation of the consistent hit streak from **BILLY**. This one's sure to fit in the groove! And **CALLOWAY** *All The Way* (SOLAR/EPIC) is a good balance record. **CALLOWAY** delivers once again!"

JIM CERONE, Asst. PD at WBWB, Bloomington, IN sez, "**L.A. GUNS** / *Wanna Be Your Man* (POLYDOR) is a great song! Check out the remix edits - it's tight, good sounding, non-offensive rock n' roll. **GLENN MEDEIROS** *All I'm Missing Is You* (MCA) has a strong hook and an instantly familiar sound. Could the combination of **Ray Parker Jr.** and **GLENN** work as Bobby Brown and **GLENN** did? Sounds like it. *You Could Change My Life*, the new release from **SUNNI** (ALPHA INT'L.) sounds great. This could be the record to make or break **SUNNI**. From the sound of the record, she's got nothing to worry about. And **LATE NIGHT MAGIC** *Huneez* (TABU/EPIC) is a fun summertime rap song! Ask your rep."

EFREN SIFUENTES, MD at KDON, Salinas, CA sez, "**JANET JACKSON** is back on the fierce tip with her latest uptempo jammie *Black Cat* (A&M). The dance edit is supercool and is more accessible to Crossover than the album version. Check it out, boyee! **GEORGE LaMOND** *Look Into My Eyes* (COLUMBIA) is very strong material! What a voice! His cousin across town's got a hyped remix of a previous release: **JOEY KID** *Everything I Own* (ATLANTIC). The fresh groove from **MELLOW MAN ACE** *If You Were Mine* (CAPITOL) is a fierce slow jam. Should be another hit for my hermano Cubano. **LALAH HATHAWAY** *Heaven Knows* (RCA) is simply a chocolate jam - definitely give it another listen, if you haven't already. My favorite pick of the week (although the others are awesome) is *Save Your Love* by **TRACIE SPENCER**. What a hook! This will be a BIGGIE! On the clue tip: **OAKTOWN'S 3-5-7** *We Like It* (CAPITOL) is already buggin' an early buzz in this area...keep a close eye on this one!"

BOB SPENSER, PD at WCIR, Beckley, WV sez, "**GIANT** *It Takes Two* (A&M) is a good followup. Also, for good female rock n' roll play **VIXEN** *How Much Love* (EMI). And a song that won our battle five nights in a row is **THE BEACH BOYS** *Problem Child* (RCA)."

JIM FOX, MD at WYKS, Gainesville, FL sez, "**MARCALEX** *Quick Quick* (ATCO) is something to consider. Also, **DINO** *Romeo* (ISLAND) is a great followup. A song that should do well is **WAS (NOT WAS)** *Papa Was A Rollin' Stone* (CHRYSALIS). A great song to check out is **EVERYDAY PEOPLE** *Headline News* (SBK). And **BILLY JOEL** *That's Not Her Style* (COLUMBIA) is a possible smash!"

ROGER SCOTT, MD at KRQ, Tucson, AZ sez, "**KIPPER JONES** *Shockwave* (VIRGIN) is infectious - the more you hear it, the more you'll want to crank it up! *This Is The Right Time* by **LISA STANSFIELD** (ARISTA) will be a smash - probably a #1 record! I mentioned this Jane Child single months ago, and now it will be released - *I've Got News For You* (WARNER BROS.) This is the strongest single on the LP. And check out **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA). Or the first listen you'll hear a certain mysticism in the singing - and it gets better every time you hear it."

JAY TAYLOR, Asst. PD/MD at KLUC, Las Vegas, NV sez, "**BEATS INTERNATIONAL** *Won't Talk About It* (ELEKTRA) is smooth with that hip-hop, cool image feel. **SYDNEY YOUNGBLOOD** *I'd Rather Go Blind* (ARISTA) is also smooth. This guy has a lot of soul! And for a haunting melody check out **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA). It will surprise you."

RANDY IEZZI, MD at Z97, Billings, MT sez, "**VIXEN** *How Much Love* (EMI) is big and tested well with huge phones. Also, **DINO** *Romeo* (ISLAND) is well produced and sounds good. **CALLOWAY** *All The Way* (SOLAR/EPIC) is as good as *I Wanna Be Rich*. And I can't wait for the release of **M.C. HAMMER** *Pray* (CAPITOL)."

TOM SCOTT, MD at X106, Birmingham, AL sez, "**DINO** *Romeo* (ISLAND) is definitely worth a listen. Also, **GLENN MEDEIROS** comes out with another great one called *All I'm Missing Is You* (MCA). And **EVERYDAY PEOPLE** *Headline News* (SBK) ought to headline your phones."

STANTON JAY, MD at Z102, Savannah, GA sez, "**DINO** *Romeo* (ISLAND) is a smash. Also, **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA) scares me, but could be a top ten. And a song that could be an out-of-the-box hit is **BLACK BOX** *Everybody Everybody* (RCA)."

LEE McCARD, MD at WCGQ, Columbus, GA sez, "Check out **DINO** *Romeo* (ISLAND) - it's good to have him back with a hit. Also, a great remake is **WAS (NOT WAS)** *Papa Was A Rollin' Stone* (CHRYSALIS). Females will love it. And **EVERYDAY PEOPLE** *Headline News* (SBK) is not an everyday song! Play it!"

"I WON'T GIVE UP ON YOU"

HITMAKERS CROSSOVER TOP40: NEW #44
A HITBOUND! A CRUSADE!

- | | | | | |
|---------------|---------------|---------------|--------------|-------------|
| HOT97 (22-19) | Q106 (Add) | KROY (29-26) | WCKZ (#38) | KZFM (D#38) |
| WPLJ (35-32) | Z90 (D#32) | KITY (18-15) | HOT95 (D#31) | WPFR (D#39) |
| KMEL (29-25) | WFLZ(Add#37) | KTFM (29-23) | KCAQ (D#38) | WQXA (Add) |
| X100 (Add) | KXXR (Add) | HOT94.9(D#24) | KKXX (Add) | X106 (Add) |
| WIOQ (Add) | HOT97.7(D#35) | WKSS (30-27) | KPRR (D#28) | and more |
| | | | KRRG (Add) | |

THE NEW SINGLE Produced and Mixed by Joey Gardner • From The Album LOUDER THAN LOVE • Management: Joey Gardner/Third & Lex Management



TKA

MIKE STONE, MD at WPFM, Panama City, FL sez, "**SYDNEY YOUNGBLOOD** *I'd Rather Be Blind* (ARISTA) is a nice melody that's not overdone. Also check out **THE LONDON QUIREBOYS** *I Don't Love You Anymore* (CAPITOL). A unique remake from a woman's point of view is **FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA). Also **DINO** *Romeo* (ISLAND) will be big, big, BIG! And finally, **LOUIE LOUIE** *I Wanna Get Back* (WTG/EPIC) showcases his singing abilities."

JAMES BENDER, MD at KIKI, Honolulu, HI sez, "**TYLER COLLINS** *Second Chance* (RCA) has the look and the sound that will knock out your listeners. (That is if you can make it past the cover.) PUT IT ON! *Look Into My Eyes* is kicking! **GEORGE LAMOND** (COLUMBIA) has got a great approach to music and gives a demonstration here. BAD!!! - That's about the only way I can tab the new **DINO** record *Romeo* (ISLAND). A good, fresh sound that should be familiar to listeners. Check out *Crazy* from **THE BOYS** (MOTOWN)! Not only does the song jam, but these guys can dance too! Give it a listen."

SEAN MICHAELS, MD at KTRS, Casper, WY sez, "**DINO** *Romeo* (ISLAND) is a great comeback record. His previous records did well, and we expect much of the same from this one. **JUDE COLE** *Time For Letting Go* (REPRISE) has a good rhythmic sound that will attract listeners of all ages. A good male and female response record that's doing well where played. **EVERYDAY PEOPLE** have put out a major appeal record with their first effort *Headline News* (SBK). This is the sound of Top40 radio, so stop what you're doing and listen. And **GLENN MEDEIROS** f./Ray Parker Jr. *All I'm Missing Is You* (MCA) is a good followup and should do very well."

TREVOR CAREY, MD at KKMG, Colorado Springs, CO sez, "The new **GLENN MEDEIROS** definitely could go top ten. *All I'm Missing Is You* (MCA) is a nice followup and should do very well. The **PHIL COLLINS** *Something Happened On The Way To Heaven* (ATLANTIC) One World mix has the sound radio is looking for at the moment. **JOEY KID** *Everything I Own* (ATLANTIC) is a great record. The 'original' album version is the kickin' track. **GEORGE LAMOND** *Look Into My Eyes* (MCA) has an infectious groove that'll make the women da...uh...shall we say, happy. The new **DINO** *Romeo* (ISLAND) is jammin'! Expect more to come."

TED BRANDY, MD at WLAN, Lancaster, PA sez, "**EVERYDAY PEOPLE** *Headline News* (SBK) is the epitome of Top40 radio music. These guys could be one of this year's big surprises. **GLENN MEDEIROS**, now teamed up with another friend, **Ray Parker Jr.**, has another single in your ears. *All I'm Missing Is You* (MCA) should be another hit record from **GLENN** and will follow *She Ain't Worth It* well. Check out *Empty Beach* from **TRICIA LEIGH FISHER** (ATCO). This is the song for Top40 radio. You'll dig it, your audience will love it, and your phones will show it. Do it!"

JON ANDERSON, PD/MD at KQIZ, Amarillo, TX sez, "**VENICE** *People Laugh* (ATLANTIC) is blowing the phones out. Also, **THE LONDON QUIREBOYS** *I Don't Love You Anymore* (CAPITOL) is a song that will make them big. **DINO** *Romeo* (ISLAND) JAMS! A song that women come out of the woodwork for is **JOHNNY GILL** *My, My, My* (MOTOWN). Check out **GLENN MEDEIROS** f./Ray Parker Jr. *All I'm Missing Is You* (MCA) - it's a good followup. And **VIXEN** *How Much Love* (EMI) is awesome rock n' roll."

STEW SCHANTZ, Asst. PD/MD at WSPK, Poughkeepsie, NY sez, "**JOHNNY GILL** *My, My, My* (MOTOWN) is a smash!!! This is a great followup single to *Rub You The Right Way*. This track should shoot up the charts. *Time For Letting Go* the latest release from **JUDE COLE** (REPRISE), sounds like a song we'll see climbing the charts. This will be a good daytime record - check it out. And if you're in search of a good night dance record, check into **THE ADVENTURES OF STEVIE V.** *Dirty Cash* (MERCURY). Club to radio, it's jamming."

CRAIG ROBERTS, PD/MD at KCHX, Odessa, TX sez, "**WAS (NOT WAS)** *Papa Was A Rollin' Stone* (CHRYSALIS) is a cool f(censored)ing record. (There's that word again!) Don't let it pass you by - it's the original with a shot of the '90s. *Romeo*, the newest record from **DINO** (ISLAND), is good stuff. Watch the phones light up. The new **GLENN MEDEIROS** track *All I'm Missing Is You* f./Ray Parker Jr. (MCA) is just oozing with familiarity. It sounds similar to *She Ain't Worth It* and **Ray** is easily recognized as well. Check it out!"

KEITH LEMIRE, PD at WKPE, Cape Cod, MA sez, "**JUDE COLE** *Time For Letting Go* (REPRISE) is a solid adult female record. If you're not playing this record you're missing the boat. Another strong female response record that is just not getting the air time deserved is **MAXI PRIEST** *Close To You* (CHARISMA). And **DON HENLEY** works! Are you playing *How Bad Do You Want It?* (GEFFEN)? No! Why not? **DON HENLEY** is such a natural for radio, you'd be foolish to pass it up! Don't! And have you heard the latest from **GLENN MEDEIROS** f./Ray Parker Jr. *All I'm Missing Is You* (MCA). It's a good followup to *She Ain't Worth It*. and you can expect similar results on the charts."

MARC KATRI, Asst. MD at K106, Beaumont, TX sez, "**NICK KAMEN** *I Promised Myself* (ATLANTIC) is something to watch out for. Also, **THE ADVENTURES OF STEVIE V.** *Dirty Cash* (MERCURY) works like a smash. An incredible song with great requests is **GUNS N' ROSES** *Civil War* (WARNER BROS.). And check out cut number two for **TRICIA LEIGH FISHER**, *Empty Beach* (ATCO)."

ELI MOLANO, PD/MD at KPRR, El Paso, TX sez, "**DINO** *Romeo* (ISLAND) is a smash. Also **GEORGE LAMOND** *Look Into My Eyes* (COLUMBIA) is one to look for if dance works for you. And **JOHNNY GILL** *My, My, My* (MOTOWN) is a natural daytime ballad."

DUSTY HAYES, PD at KBFM, McAllen-Brownsville, TX sez, "**EVERYDAY PEOPLE** *Headline News* (SBK) is a real upbeat, adult record. It's fresh-sounding, good pop that moves. Also **GUNS N' ROSES** *Civil War* (WARNER BROS.) is hot. It's a cross between *Patience* and *Welcome To The Jungle*. And **BILLY JOEL** has another huge smash with *That's Not Her Style* (COLUMBIA)."

SCOTT TYLER, MD at 99WAYS, Macon, GA sez, "**FAVORITE ANGEL** *Only Women Bleed* (COLUMBIA) is a good remake that Alice would be pleased with. Also, **COLIN JAMES** *Just Came Back* (VIRGIN) has every hook in the book. And **VENICE** *People Laugh* (ATLANTIC) is a great upper demo record with good harmony."

J.J. GERARD, MD at KQCR, Cedar Rapids, IA sez, "**DINO** *Romeo* (ISLAND) is a great female summer song and it won in our battle. **VIXEN** *How Much Love* (EMI) shows that Rock may make a Top40 comeback. And check out **THE BEACH BOYS** *Problem Child* (RCA) - you'll be surprised!"

JAY MURPHY, PD at KQHT, Grand Forks, ND sez, "**VIXEN** *How Much Love* (EMI) is a knockout. It's their best to date! Also, check out **LITA FORD**'s remake of Alice Cooper's *Only Women Bleed* (DREAMLAND/RCA). It's a great version."

STEVE HELLER, MD at ZFUN106, Moscow, ID sez, "**EVERYDAY PEOPLE** *Headline News* (SBK) is a great uptempo summer tune. Bottom line, it will attract the adults. **DEPECHE MODE** *Policy Of Truth* (SIRE/REPRISE) keeps this band hip. This supergroup really outdoes themselves on this album. **CONCRETE BLONDE** *Joey* (I.R.S.) might seem like an adult song, but it's still cool enough to play at night as well. Lastly, **VIXEN** is back with a rocker, *How Much Love* (EMI) - check it out!"

TINA SIMONET, Asst. PD/MD at KKRK, Laredo, TX sez, "Check out **SLAUGHTER** *Fly To The Angels* (CHRYSALIS). It's a killer ballad! Also, don't miss the new **EN VOGUE** *Lies* (ATLANTIC). No lies about it, they're hot!"

DAVID COOPER, PD at WAFX, Bangor, ME sez, "Everyone should be playing **LUKE** f./2 Live Crew *Banned In The U.S.A.* (LUKE/ATLANTIC). Also, don't be late on **DEPECHE MODE** *Policy Of Truth* (SIRE/REPRISE). It's just that good."

TONY WAITEKUS, PD at WCIL, Carbondale, IL sez, "**EVERYDAY PEOPLE** *Headline News* (SBK) is a good, mass-appeal record that will be a top ten hit. **GIANT** *It Takes Two* (A&M) is a good rock song. And finally, a good followup for **GLENN MEDEIROS** with *All I'm Missing Is You* (MCA). This song should follow his other one to the top."

SCOTT ST. JOHN, PD/MD at WPRR-FM, Altoona, PA sez, "**VIXEN** *How Much Love* (EMI) is a great rock and roll tune. It's the perfect balance record. Thank you ARISTA for wearing out the heads on my car tape deck with **SYDNEY YOUNGBLOOD** *I'd Rather Be Blind*. Finally, *All I'm Missing Is You* is a great followup for **GLENN MEDEIROS** (MCA)."

jude cole

"TIME FOR LETTING GO"



The New Single

From
The
Album
A
VIEW
FROM
3RD
STREET

One Of The MOST ADDED With 33 Adds!
HITMAKERS ROCK CHART: 39-34
A HITBOUND! A CRUSADE!

Q95 (24-22)
PWR99 (D#31)
KUBE (D#30)
KBQ (Add #35)
Y108 (Add)
KXYQ (D#25)
PRO-FM (D#34)
KWSS (D#29)

WGH (D#32)
WNVZ (Add)
KCPX (Add)
FM100 (Add)
XL106.7 (Add)
98PXY (D#30)
and more

faith no more

HITMAKERS MAINSTREAM TOP40: 28-25 "EPIC"

ROCK TOP40: 19-17

National Singles Sales: 14-9

National Album Sales: 13-12

Z100 (Add #26)
PIRATE (5-4)
Z95 (6-1)
WEGX (23-20)
THE FOX (3-2)
WHYT (#5)
KEGL (#12)
Y95 (15-13)
Q107 (30-27)
PWR99 (17-15)
KPLZ (10-6)

KUBE (13-10)
KBQ (33-23)
KDWB (27-25)
B94 (31-26)
WPHR (11-10)
Y108 (24-22)
KXYQ (16-14)
KBEQ (21-18)
WGH (29-26)
WNVZ (Add)
92X (3-1)

KSAQ (4-2)
WZPL (D#30)
WZZG (18-16)
XL106.7 (D#31)
98PXY (20-18)
Y107 (17-15)
WGTZ (18-13)
WDJX (Add)
WKZL (11-10)
and more

The New Single

From
The
Album
THE
REAL
THING



vonda shepard

"I SHY AWAY"



The New Single

From
The
Album
VONDA
SHEPARD

**ON YOUR
DESK NOW!**

DINO

Romeo
(ISLAND)

WOW! This Romeo has a ton of fans at Top40 radio - 105 in fact - who have given this artist not only an out-of-the-box smash, but the #1 Most Added record in the country! Congratulations to ISLAND's ace promotion staff and Andy Allen and Lisa Velazquez for their brilliant part in developing and presenting this artist to the Top40 world!

JAMES INGRAM

I Don't Have The Heart
(WARNER BROS.)

Programmers everywhere are heralding this tune as the sleeper of the summer, and when you consider the response to *I Don't Have The Heart* wherever it is being played, it's an obvious conclusion. New adds this week at WKZL and KXYQ, along with strong moves at Q95, Y100, B100, KZZP, KWOD, WNCI, FM100, WJLK-FM and many more.

AFTER 7

Can't Stop
(VIRGIN)

There's no stopping this single at Top40 radio! VIRGIN Records has another hit on their hands from this supergroup, and with an abundance of mixes to suit any Top40 format, *Can't Stop* is a bonafide hit! Jumping 22-16 on Crossover Top40 and new on the Club chart this week at #44. With the success After 7 has had in the past, this single should be a natural!

GLENN MEDEIROS

f./Ray Parker

All I'm Missing Is You
(MCA)

With 65 out-of-the-box adds at Top40 radio this week, GLENN MEDEIROS can be assured that this followup will be every bit as big as his last smash! First week adds at WIOQ, WXKS, KKBQ, Q106, WLOL, Q105, KKRZ, PRO, KROY, KWOD, WNVZ and more.

VIXEN

How Much Love

(EMI)

The bad grls of rock are back with a hard-hitting single that is already taking Top40 by storm. Out-of-the-box adds at PIRATE RADIO, KPLZ and KXYQ, as well as 93Q, 95XXX, 99.9KHI, KISR, KQHT, KSND, KTRS, OK95, OK95, WPFR, WIFC and a host of others. In fact, 48 adds gives VIXEN one of the Most Added records at Top40 this week!

JUDE COLE

Time For Letting Go

(REPRISE)

Jumping 39-34 on the Rock Radio chart this week, JUDE COLE, who has already scored a Top40 smash with the smooth and infectious *Baby, It's Tonight*, is back with a second surefire smash, *Time For Letting Go*. Just added at KBQ, Y108, WNVZ, KCPX, FM100 and XL106.7, with key debuts at KUBE, PWR99, PRO and more.

INDECENT OBSESSION

Tell Me Something

(MCA)

This Hitbound is fast becoming a Top40 smash! With 30 more adds this week including KUBE, KDWB, WMXP, MAJIC102 and Z99, this band from Down Under is gaining momentum as a musical force at Top40 in the U.S. Key action at major markets include WXKS, KKBQ, KRBE, KBQ, WLOL, POWER PIG, WGH, KSAQ, KISN and more.

TRICIA LEIGH FISHER

Empty Beach

(ATCO)

She's the offspring of two extremely talented performers, and the talent has obviously been inherited by this young lady. TRICIA LEIGH FISHER's debut single has already caught the ears of PDs and MDs across the country and garnered adds at WPLJ, WLOL, POWER PIG, KKRZ, KROY, KTFM, HOT94.9, KISN, and Y107 this week. This is a MUST listen!

FAVORITE ANGEL

Only Women Bleed

(COLUMBIA)

It's a haunting tune that caused a commotion the first time it was released by Alice Cooper, but this time around, with a female vocalist at the helm, *Only Women Bleed* is being accepted gratefully by Top40 programmers. More major market adds this week at KKBQ, Y108 and KKRZ, along with great moves at WZOU, KDWB, 92X and more.

GENE LOVES JEZEBEL

Jealous
(Geffen)

Alternative music has been the spawning ground for many key mass appeal bands, and GEFEN is in the process of developing a huge pop talent in the form of GENE LOVE JEZEBEL. Haunting melodies and relatable lyrics makes this tune irresistible, and once you've heard it, you're hooked! Just added at KXYQ and continuing to be strong at WGH and KSAQ.

GIANT

It Takes Two

(A&M)

92X and WGTZ lead the way with this record, jumping on a GIANT single due to the tremendous response to the group's last ballad. Research has shown that GIANT is a heavy favorite with the females, and that's the name of the game in Top40 programming! GIANT is already familiar to your audience - play this single and let them decide!

COLIN JAMES

Just Came Back

(VIRGIN)

VIRGIN's COLIN JAMES is back with a vengeance, and his single is already rocking it's way up charts everywhere, not to mention new adds at KUBE, KXYQ, WGH and more. Currently #6 on the Rock Radio chart and ready to cross to Top40 now! If you need a Rock record that breathes fire, check out this single and get your hoses ready!

WINGER

Can't Get Enough

(ATLANTIC)

With an LP that shipped gold and a tour set to start in mid-August, WINGER definitely has visibility with Top40 audiences. Just added at WHYT and WZPL, along with KQHT, WAEB, WHY, Z106 and more. This Rock 'N Roll act delivers a highly emotive single that is already getting requests, as reflected in the moves at PIRATE RADIO, THE FOX and 92X

EVERYDAY PEOPLE

Headline News

(SBK)

Under the promotional direction of Daniel Glass and Ken Lane, the SBK label has been responsible for breaking some new acts into superstardom. The buzz on EVERYDAY PEOPLE seems to indicate that this band is heading up the same path! Just added at 99.9KHI, KPXR, WCIL-FM, WQUT and more. This is pop music with a cutting edge sound - check it out!

BOOM CRASH OPERA

Onion Skin

(GIANT/WARNER BROS.)

GIANT Records' first project is off to a healthy start, with more Top40 adds this week at HOT94.9 and KPLZ. This pop band with an Alternative twist and lots of hard-hitting guitar riffs has the goods with this uptempo tune that fits not only Top40 formats, but Rock and Alternative as well. Guaranteed to grab you by the ears and hold you on the first listen!

The DEPECHE MODE Story

Policy Of Truth (SIRE/REPRISE) If ever a band deserved commercial success in the States, it's these four lads from the U.K. who have been making music for a decade. Riots in the streets of L.A., sold-out venues nationwide, LP's that ship gold and churn out hit after hit - yes, MODE has definitely earned their niche as not only syntho-electronic pioneers, but trendsetters as well, as their music has now been accepted as mass-appeal. Early major market adds at KIIS-FM, POWER106, POWER99, KPLZ, WLOL, Q105, KXYQ, WNVZ and more. **more CRUSADES on page 27**

CROSSOVER TOP 40

NATIONAL

LW-TW

- 3-1 **BELL BIV DEVOE** "Do Me" (MCA)
- 4-2 **JANET JACKSON** "Come Back To Me" (A&M)
- 5-3 **M.C. HAMMER** "Have You Seen Her" (CAPITOL)
- 1-4 **MARIAH CAREY** "Vision Of Love" (COLUMBIA)
- 10-5 **THE TIME** "Jerk Out" (REPRISE)
- 6-6 **SEDUCTION** "Could This Be Love" (VEN/A&M)
- 2-7 **KEITH SWEAT** "Make You Sweat" (ELEKTRA)
- 8-8 **SWEET SENSATION** "If Wishes Came True" (ATCO)
- 12-9 **TROOP** "All I Do Is Think Of You" (ATLANTIC)
- 7-10 **EN VOGUE** "Hold On" (ATLANTIC)
- 14-11 **JOHNNY GILL** "My, My, My" (MOTOWN)
- 16-12 **KYPER** "Tic Tac Toe" (ATLANTIC)
- 13-13 **STEVIE B** "Love And Emotion" (LMR/RCA)
- 17-14 **LUKE f./2 LIVE CREW** "Banned In..." (LUKE/ATL)
- 15-15 **ANITA BAKER** "Talk To Me" (ELEKTRA)
- 22-16 **AFTER 7** "Can't Stop" (VIRGIN)
- 20-17 **WEST COAST RAP ALL-STARS** "We're All..." (WB)
- 11-18 **BABYFACE** "My Kinda Girl" (SOLAR/EPIC)
- 24-19 **DOC BOX & B. FRESH** "Slow Love" (MOTOWN)
- 25-20 **MAXI PRIEST** "Close To You" (CHARISMA)
- 21-21 **KID FROST** "La Raza" (VIRGIN)
- 18-22 **SNAP** "The Power" (ARISTA)
- 27-23 **NEW KIDS ON THE BLOCK** "Tonight" (COLUMBIA)
- 9-24 **LISA STANSFIELD** "You Can't Deny It" (ARISTA)
- 38-25 **PRINCE** "Thieves In The Temple" (PAISLEY/WB)
- 19-26 **GLENN MEDEIROS f./B. Brown** "She Ain't..." (MCA)
- 34-27 **ADVENTURES OF STEVIE V** "Dirty Cash" (MER)
- 23-28 **TYLER COLLINS** "Girls Nite Out" (RCA)
- 32-29 **THE PARTY** "Summer Vacation" (HOLLYWOOD)
- 30-30 **DIGITAL UNDERGROUND** "Doowutchyalike" (TB)
- 44-31 **BLACK BOX** "Everybody, Everybody" (RCA)
- 35-32 **TIANA** "First True Love" (MICMAC)
- 36-33 **BROTHER BEYOND** "The Girl I Used..." (EMI)
- 28-34 **MELLOW MAN ACE** "Mentirosa" (CAPITOL)
- NEW-35 **CALLOWAY** "All The Way" (SOLAR/EPIC)
- 49-36 **EN VOGUE** "Lies" (ATLANTIC)
- 29-37 **DEPECHE MODE** "Enjoy The Silence" (SIRE/REP)
- 47-38 **WHISPERS** "Innocent" (CAPITOL)
- 31-39 **KLYMAXX** "Good Love" (MCA)
- NEW-40 **TONY! TONI! TONE!** "Feels Good" (WING/POLY)
- 33-41 **NEW KIDS ON THE BLOCK** "Step By Step" (COL)
- 42-42 **GLORIA ESTEFAN** "Cuts Both Ways" (EPIC)
- 26-43 **MADONNA** "Hanky Panky" (SIRE/REPRISE)
- NEW-44 **TKA** "I Won't Give Up On You" (TB/WB)
- 37-45 **GEORGE LAMOND** "Bad Of The Heart" (COLUMBIA)
- NEW-46 **THE BOYS** "Crazy" (MOTOWN)
- 39-47 **BELL BIV DEVOE** "Poison" (MCA)
- 40-48 **MICHAEL BOLTON** "When I'm Back On My..." (COL)
- NEW-49 **DINO** "Romeo" (ISLAND)
- 41-50 **SOUL II SOUL** "A Dreams A Dream" (VIRGIN)

MOST ADDED

- DINO "Romeo" (ISLAND)
- GLENN MEDEIROS f./Ray Parker Jr. "All I'm Missing" (MCA)
- BLACK BOX "Everybody Everybody" (RCA)
- JOHNNY GILL "My, My, My" (MOTOWN)
- PHIL COLLINS "Something Happened" (ATLANTIC)
- AFTER 7 "Can't Stop" (VIRGIN)
- TKA "I Won't Give Up On You" (TB/WB)

REGIONAL BREAKOUTS

EAST

- BLACK BOX
"Everybody Everybody"
(RCA)
- DINO
"Romeo"
(ISLAND)
- KYPER
"Tic Tac Toe"
(ATLANTIC)
- THE ADVENTURES OF
STEVIE V
"Dirty Cash"
(MERCURY)
- WAS (NOT WAS)
"Papa Was A Rollin' Stone"
(CHRYSALIS)

SOUTH

- BLACK BOX
"Everybody Everybody"
(RCA)
- CALLOWAY
"All The Way"
(SOLAR/EPIC)
- JOHNNY O & CYNTHIA
"Dreamboy Dreamgirl"
(MICMAC)
- DINO
"Romeo"
(ISLAND)
- GEORGE LAMOND
"Look Into My Eyes"
(COLUMBIA)

MIDWEST

- BLACK BOX
"Everybody Everybody"
(RCA)
- CALLOWAY
"All The Way"
(SOLAR/EPIC)
- DINO
"Romeo"
(ISLAND)
- JOHNNY O & CYNTHIA
"Dreamboy Dreamgirl"
(MICMAC)
- INDECENT OBSESSION
"Tell Me Something"
(MCA)

WEST

- CANDYMAN
"Knockin' Boots"
(EPIC)
- DINO
"Romeo"
(ISLAND)
- JOHNNY GILL
"My, My, My"
(MOTOWN)
- TONY! TONI! TONE!
"Feels Good"
(WING/POLYDOR)
- WHISPERS
"Innocent"
(CAPITOL)



TOMMY MOTTOLA
 PRESIDENT OF CBS RECORDS
 1990 HONOREE
 MUSIC INDUSTRY FOR THE CITY OF HOPE

HONORARY CHAIRMEN

- | | |
|--------------------|---------------------|
| Robert DeNiro | Robert J. Morgado |
| Barry D'iller | Mo Ostin |
| David Geffen | Michael Ovitz |
| Peter Guber | Jon Peters |
| Michael Jackson | Michael P. Schulhof |
| Billy Joel | Barbra Streisand |
| Jeffrey Katzenberg | Brandon Tartikoff |
| George Michael | Walter R. Yetnikoff |

JOIN US. YOU CAN MAKE A DIFFERENCE.

WEDNESDAY EVENING

SEPTEMBER 12, 1990

COLUMBIA STUDIOS SOUND STAGE 30

LOS ANGELES, CALIFORNIA



ENTERTAINMENT BY

Harry Connick, Jr. AND THE Manhattan Transfer

The Power of Music Can Be Life-Saving.

To Place A Journal Message . . .

- Please check appropriate selection:
- | | |
|---|--|
| <input type="checkbox"/> Back Cover \$25,000 | <input type="checkbox"/> White Page \$ 2,000 |
| <input type="checkbox"/> Inside Covers \$15,000 | <input type="checkbox"/> One-half Page \$ 1,000 |
| <input type="checkbox"/> Platinum Page \$ 7,500 | 8 1/2" x 5 1/2" (vertical) |
| <input type="checkbox"/> Gold Page \$ 5,000 | <input type="checkbox"/> One-quarter Page \$ 600 |
| <input type="checkbox"/> Silver Page \$ 3,000 | 4 1/4" x 5 1/2" (vertical) |

Printer's deadline for ad copy—August 22, 1990
Important: Finished page size 8 1/2" wide (horizontal) by 11" high (vertical).
 Add 1/8" for bleed areas.

Please Print or Type _____ Date _____
 Company _____
 Person _____
 Address _____ City _____ State _____ Zip _____
 Authorized by _____ Title _____ Telephone No. _____
 Solicited by _____
 Check Enclosed Please Send Bill

My ad copy should read
 (Please attach copy)

Make checks payable to City Of Hope. Mail to: Tommy Mottola Tribute, 208 West 8th Street, Los Angeles, California 90014

To Reserve A Place At The Tribute Dinner . . .

- Presidents League:** 1 Platinum table (10 places), journal ad and plaque.
 Contribution: \$25,000
- Advisors League:** 1 Gold table (10 places), journal ad and plaque.
 Contribution: \$15,000
- Platinum Circle (Preferred Seating):** _____ table(s) or _____ places
 Contribution: \$10,000 per table of ten—\$1,000 per person
- Gold Circle (Special Seating):** _____ table(s) or _____ places
 Contribution: \$6,000 per table of ten—\$600 per person
- Silver Circle (General Seating):** _____ table(s) or _____ places
 Contribution: \$4,000 per table of ten—\$400 per person

I cannot attend the dinner, but please list me as a contributor: (Check one)
 _____ Founder-\$2,000 _____ Patron-\$1,500 _____ Sponsor-\$750

ENCLOSED PLEASE FIND A CHECK FOR: \$ _____ PLEASE SEND BILL _____
 (Please Print or Type)

Company _____
 Person _____
 Address _____
 City _____ State _____ Zip _____
 Phone _____ Invited by _____

Kindly make your check payable to the City Of Hope.
 Mail to: Tommy Mottola Tribute, c/o City Of Hope, 208 West 8th Street, Los Angeles, California 90014

Kyper

Single Sales Over 300,000
LP Sales Over 150,000

"Tic Tac Toe"

HITMAKERS MAINSTREAM TOP40: 45-41

CROSSOVER TOP40: 16-12

NATIONAL SINGLE SALES: 29-23

A HITBOUND!

A CRUSADE!

Major Market Hots:

WHYT (1-1)
Q106 (2-1)
Y107 (4-3)
WKBQ (14-4)

KS104 (7-4)
B96 (8-6)
KHTK (7-6)
KOY95 (9-6)
WIOQ (13-9)

KEGL (18-11)
Y95 (30-12)
KKFR (15-13)
WTIC-FM (23-19)
WPHR (D#22)

Top 5 Requests:

WMJQ
WKSE
WLOL
PRO-FM

Top 5 Requests:

KBEQ
WFLZ
KXXR
X100
WCKZ and more



St. Paul

"Stranger To Love"

Opening For New Kids On The Block! Video Active Rotation MTV!

Major Market Action:

Q102 (10-9)
WLOL(18-11)Hot
KCPX (18-13)Hot
WKBQ (#12)

KDWB (16-14)
KISN (22-18)
KWSS (24-21)
KXYQ (24-22)
KZZP (28-25)

KSAQ (32-29)
HOT102 (D#30)
KKRZ (D#30 -
Top 10 Requests)
KHTK (Add)

WDJX (Add)

Breaking At:

KUBE
KITY

KKBQ
KEGL
WPLJ
WXKS



Winger

"Can't Get Enough"

A HITBOUND! A CRUSADE!
ROCK RADIO: 7-5 NATIONAL ALBUM SALES: NEW #21

Video Heavy Rotation MTV!

Tour Starts Mid-August!

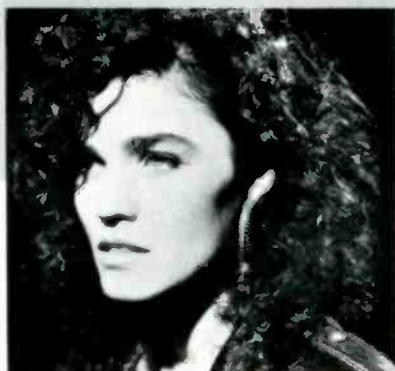
LP Ships Gold!

Major Market Action:

WDFX (21-19)
PIRATE (22-19)

WHYT (Add)
WZPL (Add#29)
92X (#21)

KRZR (11-7) Hot
KATM (26-15) Hot
and many more



Alannah Myles

"Lover Of Mine"

On Tour With Robert Plant!

LP Sales Over 1.5 Million!

HITMAKERS HITBOUND!

Hot Action At:

WKBQ (Add)
KWSS (Add)
KSAQ (D#37)

KRZR (21-18)
KFTZ (39-32)
CK105 (29-24) and many more

Candy Flip

"Strawberry Fields Forever"

HITMAKERS ALTERNATIVE CHART: 27-20
NATIONAL SINGLE SALES: New #49
CLUB CHART: New #28

18,000 Sold In 10 Days With 75,000 Sold Total!

Already Top 5 In The U.K.!

Y95 (27-21) Hot (#2 Requests)
WXKS (Add)
WDFX (18-14)

KRBE (#11)
KJ103 (5-4)
KZZB (Add#40)

WCKZ (D#39)
KBFM (Add)

En Vogue

"Lies"

COMING NEXT WEEK!



TKA

I Won't Give Up On You
(TOMMY BOY/WARNER BROS.)

More hot adds this week signify that this record is ready to explode on Top40 radio! This Hitbound debuted on Crossover Top40 at #44 with major market adds at X100, WIOQ, Q106, WFLZ, KXXR and more. Three point moves and better at HOT97, WPLJ, KMEL, KROY, KITY, KTFM and WKSS. A fun, uptempo song perfect for summertime programming.

LOUIE LOUIE

I Wanna Get Back With You
(WTG/EPIC)

After making a huge impact at Top40 with his debut pop smash *Sittin' In The lap Of Luxury*, this extraordinary artist is back to make more waves with a tender ballad entitled *I Wanna Get Back With You*. Early adds at WXKS-FM, KHTK, POWER PIG, KKRF, PRO-FM, HOT94.9 and Y107 indicate that PDs and MDs are already hip to this singer's versatility.

WAS (NOT WAS)

Papa Was A Rollin' Stone
(CHRYSALIS)

How can you lose with this tune? Instantly familiar to adults due who grew up with the original Temptations classic, the new version will appeal to younger demos, who will be hooked by the funky rap. Early adds at WXKS, KDWB, WMXP and more, with good action at KJMZ and Y100. This party band will add spice to your playlist as well as a hip image!

LOU FOGELMAN

(FROM PAGE 8)

before that happens. The reason why I think it will continue to succeed is that it's a very strong, portable type of configuration. As long as that's the strength of it, then I think it will continue to do well. If there's another configuration that comes along that's a better instrument for portability, it might start losing some ground, but I don't see that coming about.

OBVIOUSLY RECORD STORES, LIKE DRUG STORES AND GAS STATIONS, ARE ON EVERY CORNER. YOUR SUCCESS OVER THE YEARS HAS PROVEN THAT YOU, ALONG WITH A NUMBER OF OTHER PEOPLE, KNOW HOW TO DO IT AND DO IT BETTER THAN THE NEXT GUY. WOULD YOU CARE TO SHARE ANY OF YOUR EXPERTISE WITH THE WORLD?

It was done way before me and it was done by the guy who invented the statement, "What's the most important thing? - Location, location, location!" I just tried to play off those words and make sure that we find the best location available to us. We've always had the philosophy that we don't have a set number of stores to open, we just have good stores to open. When and where we find a good location, we go after it. If it isn't a good location, we don't want it. We've been very successful in finding and opening up good locations. We've never closed a store - all the stores are winners. We're in there for the long term. I think that adds to the overall success of the company.

IS THERE ANYTHING YOU WOULD LIKE TO SEE

JOHNNY GILL

My, My, My
(MOTOWN)

One of the most added records at Top40 radio with 44 adds, this MOTOWN megastar is earning headlines for this beautiful ballad, which has already reached #11 on the Crossover Chart this week. Retail explosion continues with a top ten selling LP and a steadily rising single, paralleled at radio with hot adds at WPLJ, Z100, KMEL, WHYT, KEGL and Q105.

WHISPERS

Innocent
(CAPITOL)

Taking a healthy jump from 47 to 38 on the Crossover Top40 chart this week, *Innocent* looks like it will equal this group's past successes with ease. New adds at KKBQ, Q106 and FM102 along with key moves at WIOQ, WUSL, KRBE, KRBE, POWER PIG, Y108, HOT97.7 and many more. Don't overlook this classy, soon to be classic pop tune.

THE ADVENTURES OF STEVIE V.

Dirty Cash
(MERCURY)

This Hitbound is currently making its mark on the club scene, jumping 22-2 on the Club chart this week and 34-27 on the Crossover Top40 chart. With major market support this week at WZOU, KKBQ and WKSE, *Dirty Cash* is proving itself a mass-appeal hit!

THE MUSIC INDUSTRY GIVE YOU THAT YOU'RE NOT GETTING RIGHT NOW?

Yes - about six more points on my gross profits. The CD took away six points. With the LP I made the same gross profit as I did on the cassette, but now with the CD I make six points less than the cassette.

WITH THE LP ON THE WAY OUT, HAS IN-STORE MERCHANDISING CHANGED?

I think that as far as point of purchase is concerned, there have been some changes, but I'd like to see POP that is more visually and musically appealing than the old flats and posters. Now, for example, we have video monitors in all the stores. If we can, together with the record companies, start developing promotional programming for those monitors, I think we will have a great network to expose new and old music. I'd like to see POP change from the poster and 12x12 days to something more oriented to the '90s. There are some companies, like PIC's, who we are experimenting with, that are already starting along those lines. PIC's is a new form of POP, and I think it's very exciting. I hope we see more changes like that in the future.

IS THERE ANYTHING ELSE AS FAR AS DISPLAYS? HOW ABOUT THOSE STAND-UPS THE MOVIE COMPANIES ARE USING FOR VIDEO RELEASES?

BELL BIV DEVOE

Do Me
(MCA)

This tremendous trio can do no wrong, and *Do Me* is proving this statement a fact as it garners 30 more adds at Top40 this week, including such key stations at Z95, KPLZ, KRBE, KKRZ, KXXR, WKSI and MAJIC102. The #1 record on the Crossover Top40 chart this week and climbing 31-27 on Mainstream Top40.

BLACK BOX

Everybody Everybody
(RCA)

Currently the #1 club record in the nation, *Everybody Everybody* is crossing over to Top40 radio in a big way. Keeping the dance floors packed and listeners glued to their dial, this hi-energy dance tune is tailor-made for the summertime, bringing a fresh and exciting boost of energy to FM radio. Just added at B96, WEGX, Z99, WAVA, KRBE, PWR96 and more.

KYPER

Tic Tac Toe
(ATLANTIC)

If you start this off in nights, you will have a guaranteed mega-phone record on your hands. But the reaction doesn't stop with the teens... Just added at KRBE and KBEQ this week among others, this tune jumped 16-12 on Crossover Top40 and 45-41 on Mainstream Top40. Currently a top 25 selling single, *Tic Tac Toe* is on the verge of exploding!

I personally feel that they clutter the store. I want the product to be displayed, and I know the product is getting smaller, so that's part of the issue, but I think we sell a lot of cassettes and they're small. You've got to make the store browsable for the customer. I think it's very important in retailing that the customer is able to browse and feel comfortable and find a good selection in his browsing, and if we can create that kind of atmosphere, then I think we have the ability to sell more product.

ANY FINAL THOUGHTS ON THE STATE OF RETAIL OR THE INDUSTRY IN GENERAL?

I think that the retailers and the merchandisers don't get enough credit for the growth in the industry. It's always the artist, radio or the configuration. I think CDs have done a tremendous amount of good for the industry as far as increasing volume, but I think that the amount of retail expansion that we've seen over the last five years has also done a lot for the industry, if not more. The expansion has been good for the retailer, but we've put up our money to make it happen. I don't think we get our just consideration, and that ties into my comments about the shrinking gross margins. Otherwise, I'm really bullish on the business. Obviously I've enjoyed the past 25 years, and I'm looking forward to another 25. It's a great business.

THANK YOU FOR SHARING WITH US IN THE HITMAKERS INTERVIEW.

JAMES INGRAM

“
I
DON'T
HAVE
THE
HEART
”

THE NEW SINGLE

GREG ROLLING, PD, B97

"Could be the sleeper of the year. Major upper demo response. When the kids go back to school this record will bust!"

JOEY GIOVINGO, MD, B97

"Perfect daytime female record. This is a huge adult record and a call-out monster. A passive smash."

MICHAEL NEWMAN, MD, MIX96.5

"The ultimate hip ballad. James Ingram delivers a hit that breaks into all formats; AC, Urban and Top40. Fits in perfectly with our new format."

LEE CRUZE, Asst. PD, KSAQ

"Good adult female grabber, perfect for middays! Our market loves James. More of an AC crossover record than an Urban track. It keeps our adult image without losing hipness!"

R&R AC #2 A HITMAKERS CRUSADE!

Just Added:

KXYQ

WKZL

KCHX

KCMQ

KFRX

KSKG

WCGQ

WFLY

WFME

WJDQ

WKSF

WLRW

WOMP-FM

WPRR (#29)

WRVQ

WTBX

WZOK

Z102

Active At:

Q95 (20-18)

A HITBOUND!

MIX96.5 (#20)

Y100 (23-19)

STAR94 (#16)

WBLI (D#30)

B100 (8-5)

KZZP (27-24)

KROY (D#28)

KWOD (38-35)

WNCI (19-14)

B97 (D#29)

FM100 (27-23)



Produced by **THOM BELL**

(for Bellboy Productions)

and **JAMES INGRAM**

(for James Gang Productions)

From The Album **IT'S REAL**



©1990 Warner Bros. Records Inc.



1 ◇ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE ◇ (212) 840-1035 ADDS: GEORGE LAMOND (#25), DINO, 2 IN A ROOM, AFTER 7, THE PARTY,

WPLJ • PD: TOM CUDDY / MD: MIKE PRESTON ◇ (212) 613-8900 ADDS: PHIL COLLINS (#34), JOHNNY GILL (#35), THE BEACH BOYS, DINO, TRICIA LEE FISHER,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ◇ (212) 239-2300 ADDS: FAITH NO MORE (#26), JOHNNY GILL (#27), PHIL COLLINS (#29),

2 ◇ Los Angeles

KIIS-FM • PD: GERRY DeFRANCESCO / MD: MIKE MARTIN ◇ (213) 466-8381 ADDS: DEPECHE MODE (#28), CHEAP TRICK, PRINCE,

PIRATE RADIO • PD: SCOTT SHANNON / MD: DENISE LAUREN ◇ (213) 469-1631 ADDS: VIXEN, GENE LOVE JEZEBEL,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ◇ (818) 953-4200 ADDS: DEPECHE MODE (#27), THE ADVENTURES OF STEVIE V. (#33), DINO, JOHNNY GILL,

3 ◇ Chicago

B96 • PD: DAVE SHAKES / MD: TODD CAVANAH ◇ (312) 944-6000 ADDS: DINO (#28), TAYLOR DAYNE, BLACK BOX,

Z95 • PD/MD: BRIAN KELLY ◇ (312) 984-0890 ADDS: WILSON PHILLIPS, NELSON, KEITH SWEAT, BELL BIV DEVOE,

4 ◇ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ◇ (415) 391-1061 ADDS: JOHNNY GILL (#20), TONY! TONI! TONE! (#26), TYLER COLLINS, DINO,

X100 • PD: DAN O'TOOLE / MD: MIKE REILY ◇ (415) 362-8800 ADDS: TKA, JOHNNY GILL, M.C. HAMMER, DINO,

5 ◇ Philadelphia

EAGLE106 • PD: TODD FISHER / MD: JAY BEAU JONES ◇ (215) 667-3939 ADDS: STEVIE B (#26), M.C. HAMMER (#27), BLACK BOX (#28), PRINCE (#29),

WIOQ • PD: JOHN ROBERTS / MD: RUSS 'THE HAMMER' ALLEN ◇ (215) 667-8100 ADDS: GLENN MEDEIROS f./Ray Parker Jr. (#29), DINO, TKA, LINEAR,

WUSL • PD: DAVE ALLAN / MD: OPEN ◇ (215) 483-8900 ADDS: KIARA, OLETA,

6 ◇ Detroit

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

THE FOX • PD: CHUCK BECK / ASST. PD/MD: JOHN MCFADDEN ◇ (313) 398-1100 ADDS: THE LIGHTNING SEEDS (#22), LINEAR (#23), WILSON PHILLIPS, SWEET SENSATION,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ◇ (313) 871-3030 ADDS: JOHNNY GILL, DINO, WINGER,

7 ◇ Dallas

100.3JAMZ • PD: ELROY SMITH / MD: CAROLYN ROBBINS ◇ (214) 556-8100 ADDS: THE GAP BAND, BLACK BOX, PRINCE, M.C. HAMMER, MAC BAND,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL ◇ (214) 869-9700 ADDS: JOHNNY GILL, KEITH SWEAT, PHIL COLLINS, WILSON PHILLIPS,

Y95 • PD: OPEN / MD: MIKE EASTERLIN ◇ (214) 263-3695 ADDS: JANET JACKSON, PRINCE, WILSON PHILLIPS,

8 ◇ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA ◇ (617) 396-1430 ADDS: CANDY FLIP, GLENN MEDEIROS f./Ray Parker Jr., DINO, LOUIE LOUIE, WAS (NOT WAS),

WZOU • PD: STEVE RIVERS / MD: CADILLAC JACK McCARTNEY ◇ (617) 290-0009 ADDS: KEITH SWEAT (#30), THE ADVENTURES OF STEVIE V, CHEAP TRICK,

9 ◇ Washington, DC

Q107 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ◇ (202) 686-3252 ADDS: TAYLOR DAYNE (#28), PAUL YOUNG (#29), BILLY JOEL (#30),

WAVA • PD: OPEN / MD: DAVE ELLIOT ◇ (703) 534-0320 ADDS: AFTER 7 (#29), BLACK BOX (#30),

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. ◇ (301) 441-3500 ADDS: DINO, KYPER, MAXI PRIEST, HOWARD HEWETT,

10 ◇ Houston

KISS98.5 • PD: STEVE HEGWOOD / MD: TERRI WEBER ◇ (713) 622-0010 ADDS: GOOD GIRLS, FAMILY STAND,

KKBQ • PD: BILL RICHARDS / MD: MIKE SNOW ◇ (713) 961-0093 ADDS: UB40 (#13), THE ADVENTURES OF STEVIE V (#30), WHISPERS, FAVORITE ANGEL, JON BON JOVI, GLENN MEDEIROS f./Ray Parker Jr.,

KRBE • PD: ADAM COOK / MD: CHERYL BROZ ◇ (713) 266-1000 ADDS: KYPER, PRINCE, PHIL COLLINS, BLACK BOX, BELL BIV DEVOE (#29), LUKE feat./2 LIVE CREW (#30),

MIX96.5 • PD: GUY ZAPOLEON / MD: MICHAEL NEWMAN ◇ (713) 790-0965 ADDS: MAXI PRIEST (#25), UB40, BROTHER BEYOND,

11 ◇ Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE ◇ (305) 445-5411 ADDS: THE LIST IS FROZEN THIS WEEK,

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS ◇ (305) 653-6796 ADDS: APRIL, LOVE & LUST, BLACK BOX, GEORGE LAMOND, RIGHTeous BROTHERS, SECRET SOCIETY (#33), MICHAEL BOLTON (#34), THE WEST COAST RAP ALL-STARS (#35),

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ◇ (305) 925-7117 ADDS: NO ADDS THIS WEEK,

12 ◇ Atlanta

POWER99 • PD: RICK STACY / ASST. PD/MD: LEE CHESNUT ◇ (404) 266-0997 ADDS: AFTER 7, DEPECHE MODE,

STAR94 • PD: BILL CAHILL / MD: CINDY GLENN ◇ (404) 261-2971 ADDS: TAYLOR DAYNE,

13 ◇ Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL ◇ (516) 732-1061 ADDS: NO ADDS THIS WEEK,

14 ◇ Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN ◇ (206) 223-5700 ADDS: BOOM CRASH OPERA, VIXEN, BELL BIV DEVOE, DEPECHE MODE,

KUBE • PD: TOM HUTYLER / MD: RANDY IRWIN ◇ (206) 322-1622 ADDS: INDECENT OBSESSION, CALLOWAY, DINO, COLIN JAMES,

15 ◇ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ◇ (314) 644-1380 ADDS: JUDE COLE (#35), L.A. GUNS (#39),

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT ◇ (314) 727-0808 ADDS: JOHNNY GILL (#29), DINO (#30), LOUIE LOUIE, ST. PAUL, TAYLOR DAYNE, TROOP, TONY! TONI! TONE!, KID FROST,

16 ◇ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ◇ (619) 292-7600 ADDS: PHIL COLLINS (#24),

Q106 • PD: KEVIN WEATHERLY / MD: MICHELLE SANTOSUOSSO ◇ (619) 565-6006 ADDS: TKA, WHISPERS, DINO, GLENN MEDEIROS f./Ray Parker Jr.,

Z90 • PD/MD: RICK THOMAS ◇ (619) 585-9090 ADDS: DINO (#26), CANDY FLIP (#31), CANDYMAN (#34), TYLER COLLINS (#35),

17 ◇ Baltimore

B104 • PD: STEVE PERUN / ASST. PD/MD: PAM TRICKETT ◇ (301) 466-9272 ADDS: PAUL YOUNG, PAUL YOUNG,

18 ◇ Minneapolis

KDWB-FM • PD: BRIAN PHILLIPS / MD: MR. ED LAMBERT ◇ (612) 340-9000 ADDS: INDECENT OBSESSION, WAS (NOT WAS), DINO,

WLOL-FM • PD: GREG STRASSELL / MD: OPEN ◇ (612) 340-9565 ADDS: DINO (#28), PHIL COLLINS (#30), WILSON PHILLIPS (#33), DEPECHE MODE, TRICIA LEE FISHER, M.C. HAMMER, GLENN MEDEIROS f./Ray Parker Jr.,

19 ◇ Pittsburgh

B94 • PD: DANNY CLAYTON / MD: LORI CAMPBELL ◇ (412) 381-8100 ADDS: SWEET SENSATION, TAYLOR DAYNE,

WMXP • PD: RICH HAWKINS / MD: PAUL CRAMER ◇ (412) 821-6140 ADDS: DINO, BLACK BOX, WAS (NOT WAS), INDECENT OBSESSION, ERASURE, DIGITAL UNDERGROUND,

20 ◇ Anaheim

KEYZ • PD: CRAIG POWERS / MD: OPEN ◇ (714) 774-9600 ADDS: PHIL COLLINS (#27), PAUL YOUNG (#28), MAXI PRIEST (#29), BILLY JOEL (#30),

21 ◇ Tampa

POWER PIG • PD: MARC CHASE / MD: JEFF KAPUGI ◇ (813) 839-9393 ADDS: DINO (#23), PHIL COLLINS (#29), TRICIA LEE FISHER (#35), TKA (#37), LOUIE LOUIE (#39), BANG (#40),

Q105 • PD/MD: OPEN ◇ (813) 287-1047 ADDS: JOHNNY GILL (#27), DINO (#29), DEPECHE MODE (#30), BLACK BOX, GLENN MEDEIROS f./Ray Parker Jr.,

22 ◇ Cleveland

WPHR • PD: CAT THOMAS / MD: ED BROWN ◇ (216) 348-0108 ADDS: KEITH SWEAT, STEVIE B, TAYLOR DAYNE,

23 ◇ Phoenix

KKFR • PD: STEVE SMITH / MD: JIM MORALES ◇ (602) 258-6161 ADDS: JOHNNY GILL (#25), NEW KIDS ON THE BLOCK (#27), DINO, LOUIE LOUIE,

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ◇ (602) 258-8181 ADDS: WILSON PHILLIPS (#28), DINO (#39), CANDYMAN, SOHO,

KZZP • PD: BOB CASE / MD: DARCY SANDERS ◇ (602) 964 4000 ADDS: AFTER 7, DOC BOX & B. FRESH (#30),

24 ◇ Denver

KS104 • PD: DAVE VAN STONE / ASST. PD/MD: STACY CANTRELL ◇ (303) 427-7700 ADDS: CALLOWAY, DOC BOX & B. FRESH,

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ◇ (303) 989-1075 ADDS: TAYLOR DAYNE, NELSON, BEATS INTERNATIONAL, JUDE COLE, FAVORITE ANGEL,

25 ◇ Portland

KKRZ • PD: MARK CAPPS / MD: BILL KEZLEY ◇ (503) 226-0100 ADDS: BELL BIV DEVOE (#29), GLENN MEDEIROS f./Ray Parker Jr., PHIL COLLINS, FAVORITE ANGEL, TRICIA LEE FISHER,

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA ◇ (503) 226-6731 ADDS: COLIN JAMES, JAMES INGRAM, STEVIE B, GENE LOVE JEZEBEL, VIXEN, DEPECHE MODE,

26 ◇ Milwaukee

HOT102 • PD: GREG CASSIDY / MD: DANA LUNDON ◇ (414) 785-1021 ADDS: PHIL COLLINS (#27), DINO,

WKTI • PD: MIKE BERLAK / MD: OPEN ◇ (414) 332-9611 ADDS: NO ADDS THIS WEEK,

27 ◇ Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY ◇ (816) 531-2535 ADDS: CHEAP TRICK, NELSON, TAYLOR DAYNE, STEVIE B, KYPER,

KXXR • PD: GARY FRANKLIN / MD: STEVE DOUGLAS ◇ (816) 421-1065 ADDS: DINO, TKA, JOHNNY GILL, BELL BIV DEVOE, BANG,

28 ◇ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ◇ (401) 433-4200 ADDS: LOUIE LOUIE, BROTHER BEYOND, DINO (#31), GLENN MEDEIROS f./Ray Parker Jr. (#35),

29 ◇ San Jose

HOT97.7 • PD: KEN RICHARDS / MD: JOHN CHRISTIAN ◇ (415) 948-0977 ADDS: DINO (#27), BLACK BOX, JOHNNY O & CYNTHIA,

KWSS • PD: LARRY MORGAN / MD: RICH ANHORN ◇ (408) 297-5977 ADDS: PRINCE, ALANNAH MYLES,

30 ◇ Sacramento

FM102 • PD/MD: BRIAN WHITE ◇ (916) 920-1025 ADDS: JOHNNY GILL (#16), TONY! TONI! TONE! (#24), DINO (#26), WHISPERS,

KROY • PD: JEFF McCARTNEY / ASST. PD/MD: THE ICEMAN ◇ (916) 446-5769 ADDS: EN VOGUE (#29), DINO, TONY! TONI! TONE!, TRICIA LEE FISHER, GLENN MEDEIROS f./Ray Parker Jr., ROBBIE MYCHALS,

KWOD • PD: WILLY B. / MD: PAM GRUND ◇ (916) 929-5000 ADDS: DINO (#27), WILSON PHILLIPS (#31), GLENN MEDEIROS f./Ray Parker Jr. (#33), TONY! TONI! TONE! (#36), BANG (#37), ST. PAUL (#38),

31 ◇ Cincinnati

Q102 • PD: DAVE ALLEN / ASST. PD/MD: BRIAN DOUGLAS ◇ (513) 763-5500 ADDS: JON BON JOVI (#32), MAXI PRIEST (#33), PRINCE (#34),

32 ◇ Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU ◇ (804) 826-1310 ADDS: KEITH SWEAT, COLIN JAMES, PHIL COLLINS,

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ◇ (804) 497-1067 ADDS: GLENN MEDEIROS f./Ray Parker Jr., JUDE COLE, JOHNNY GILL, MAXI PRIEST, PHIL COLLINS, FAITH NO MORE, DEPECHE MODE,

33 ◇ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ◇ (714) 889-2651 ADDS: DINO, AFTER 7, CANDYMAN, ANITA BAKER,

34 ◇ Columbus

92X • PD/MD: TOM GILLIGAN ◇ (614) 221-7811 ADDS: GIANT,

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ◇ (614) 224-9624 ADDS: POISON (#25), BROTHER BEYOND (#26), PHIL COLLINS (#27), TAYLOR DAYNE (#28), LINDA RONSTADT (#29),

35 ◇ New Orleans

B97 • PD: GREG ROLLING / MD: JOEY GIOVINGO ◇ (504) 581-7002 ADDS: PAUL YOUNG,

36 ◇ San Antonio

KITY • PD: RICK UPTON / MD: STEPHANIE GRAMM ◇ (512) 225-5111 ADDS: EN VOGUE, GLENN MEDEIROS f./Ray Parker Jr., DINO, JOHNNY O & CYNTHIA,

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

KTFM • PD: RICK HAYES / MD: ROSS KNIGHT ◇ (512) 655-5500 ADDS: DINO (#29), GEORGE LAMOND, TRICIA LEE FISHER, BLACK BOX, AFTER 7,

37 ◇ Indianapolis

WZPL • PD: DON LONDON / MD: MICHAEL POWERS ◇ (317) 637-8000 ADDS: TAYLOR DAYNE, THE TIME, SNAP, PHIL COLLINS (#28), WINGER (#29),

38 ◇ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ◇ (801) 359-9536 ADDS: PRINCE (#17), BOOM CRASH OPERA (#21), DINO, GLENN MEDEIROS f./Ray Parker Jr., LOUIE LOUIE, AFTER 7, TRICIA LEE FISHER, KID FROST,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: BOB LABORDE ◇ (801) 485-6700 ADDS: JUDE COLE, STEVIE B,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ◇ (801) 262-9797 ADDS: TRICIA LEE FISHER,

THE HITMAKERS

"IN THE PURSUIT OF THE BOTTOM LINE, HAS RADIO LOST SOME OF ITS LUSTER AND FORGOTTEN THE ART OF BROADCASTING?"

DEAN THACKER

Exec. VP, LBI Holdings Inc. (Legacy Broadcasting)

The great broadcasters are still in the business. The bottom line has stifled creativity to a certain degree, because there is more risk and downside if you take a chance and happen to be wrong. The continuous pressure to get the figures you need makes you a little more conservative. The good broadcasters realize this but somehow manage to continue to operate the way they always have. With the bottom line so important, what other choice do you have but to be a little more cautious? It does make you think twice before trying something too creative or off the wall.

MICHAEL O'SHEA

Exec. VP, Cook Inlet Radio Partners

No, but it's a whole lot tougher to come up with that luster or magic than it was before. It's not the bottom line that is the problem - it's the pressure to pay your debt. When you look through the trade magazines that have to do with the business end of broadcasting, you'll find that probably three out of five stories have to do with a company postponing the payment of its interest and putting a deal together with its bank to get another 30 days of breathing room before they have to make their September interest payment. There is such pressure to pay the debt that, in my opinion, it definitely trickles down to the operational end - programming, administration and sales. Nowadays it takes a very focused radio broadcaster to distinguish between the business pressures of radio and the entertainment/art form end of the business. It's a lot different than it was before, and I don't see it getting any easier in the future. The banks are the broadcasters right now. It's too bad, but we've all chased the almighty dollar, and some of the broadcasters got real greedy. To some degree the banking and the financial community was almost like a new drug to the broadcasters. There was easy money and the promise of not having to worry - just pay it back sometime. Now it's time to pay the piper, and it's tough on a lot of broadcasters. It's very advantageous to be with a company that has its debt under control - like ours - because some are really having to chase their tail to make the interest payment, let alone making payroll, putting together promotional ideas, and running a radio station with an eye on entertaining the audience.

JOHN LYNCH

President/CEO, Noble Broadcast Group

Yes and no. Many of us who are under intense pressure from lenders are extremely focused on the bottom line, and that's a reality we all have to deal with. However, the other side of it is the fact that there are more and more companies now who are lifelong radio broadcasters, and who understand that creativity is what makes the clock tick for success in radio. I truly believe that radio is better off today than it has ever been. When I was growing up in radio, the business was basically run by television executives, and there wasn't any creativity. Today there is a great deal of creativity. There is a tremendous amount of focus on the financial pressures the lenders are putting on almost all the companies, but most of the companies leading our industry today are lifelong radio broadcasters, so it balances out. The industry is in pretty good shape, and I think radio has the greatest opportunity to grow in the '90s that it's ever had. Radio is the medium of the '90s. Television has enormous problems; their costs continue to escalate, their audiences are coming down. The baby boomers do not read newspapers. Most of the baby boomers - who have dominated every segment of society as they've gone through demographics and who are going to be the economic force of the '90s - are radio listeners. We stand on the verge of the most important time in the history of radio economically, and the economic success will provide a great venue for creativity. I'm from a company which has been under great pressure from the lenders, but believe me, you still can demand that creativity and excellence from your team. It can all balance out.

JAY COOK

President, Gannett Radio

No, I don't think it has. Any business has to have a reasonably healthy bottom line to exist. What has happened is that all managers (program directors, sales managers, chief engineers, etc.) in radio now have to manage with financial goals in mind. Years ago, the program director didn't have that to take into consideration,

and as a result most of us didn't become general managers or managers, because we never learned to run a business with some financial responsibility. Your efforts should be tied in with ultimate goals to keep the enterprise healthy. I don't think concern for the bottom line has anything to do with good radio.

WITH LEVERAGE BUY-OUTS AND THE RAPING OF THE BROADCASTING INDUSTRY BY NON-OPERATORS, GREED HAS ENTERED INTO RADIO. BECAUSE OF THIS STATIONS ARE LIVING FROM BOOK TO BOOK, AND THIS HAS RESULTED IN STATIONS WORKING UNDER TREMENDOUS PRESSURE. DOESN'T THIS HINDER CREATIVITY?

There is no question that there are a number of companies working under that pressure that weren't a couple of years ago. That's why the companies that will survive, and the ones that will allow the freedom to exercise creativity, will be those run by broadcasters who are in it because they love broadcasting, not just for the money.

JOHN TENAGLIA

President/CEO, TK Communications, Inc.

Radio is a 12-month medium, and therefore it is not just a seasonal buy when the agencies are buying. But the problem is still in how radio is sold. I don't think there is anything wrong with the programming and the promotional product, but I do think training is needed - particularly for some of the younger people in the industry - in how to sell radio, how to sustain the revenue for 12 months and help the bottom line.

ARE YOU SAYING THAT THE ART FORM IS SALESMANSHIP?

Marketing. How to take a potential client's needs and condense them so your facility can benefit his bottom line.

DO YOU FEEL THE EMPHASIS SHOULD BE ON SALES OR CREATIVITY?

Both.

STEVE BERGER

President, Nationwide Communications, Inc.

To some extent that is true, but it depends upon the individual operator. The companies that have been around for a long time have been around for a long time because they're adaptable. Adaptable companies sometimes run it tight and sometimes run it loose. All companies need to know what time it is - there is a time to make the rules, a time to keep the rules, a time to break the rules. At Nationwide the most important rule is to know which rules to break. When the economy is tight, we tighten up, but it doesn't have anything to do with the creativity and the art form of radio. For someone who has just gotten into the business and has a big bank loan with no time for the art form, yes, the crunch makes it difficult to create art. But in time, those people who create radio stations without hearts, brains and courage won't be in the business anymore and the art form will win.

DO YOU SEE ART AND CREATIVITY AS THE FOCUS FOR THE BROADCASTER TODAY, OR IS IT THE BOTTOM LINE?

It's both. There are more broadcasters now than ever before, and because of that you have all kinds of people bringing their own disciplines to the industry - and some of those people just aren't very creative. On the other hand, there are some very creative people who have no business sense, and they won't be in the business very long either. There's a balance that has to be achieved at all times. The balance tilts one way or the other depending upon the state of the art at the time.

ARE SOME OF THE YOUNGER PEOPLE LOSING THEIR ENTHUSIASM BECAUSE THEY SEE ALL THE BIG MONEY TYPES MOVING INTO THE BROADCAST INDUSTRY, AND USING BROADCAST PROPERTIES JUST AS PAWNS?

Radio Forum

That might have been true two years ago, but nowadays you don't see stations changing hands as much, except at the request of the repo man. I think the boom for banks and investors has worn off in broadcasting, because some companies overpaid and are not getting the returns they hoped for.

WHAT'S YOUR MESSAGE FOR THE YOUNGER PEOPLE COMING UP IN RADIO?

There's more hope than ever today, because there is so much sameness that if you are creative, you have a much better chance of being successful than if you're an imitator. You've got to pick your company right. Generally, listening to a company's product will tell you if you want to work there or not. Radio stations need a heart, a brain and courage, and great ones have all three elements.

MARK EVANS

Group PD, Sun Group, Inc.

I think so. It goes back to a few years ago when the FCC loosened some of the regulations of ownership - you no longer had to own and operate a property for a long period of time before you could sell it. It's been evident in the last three years, as we've seen how quickly stations have been bought and sold. Consequently it has resulted in a lot of people coming into the industry who aren't broadcasters. I hate to be pessimistic, but I really don't think we're going to see a quick turnaround. There is so much money involved that some of the creative things get tossed out for a more conservative approach, just because you've got to make the bottom line. Everything is research, and more research, and don't take any chances because we've got to make a profit. The product itself is what has suffered. So much more time is spent on worrying about sales techniques that perhaps we forget to put the extra time into the product itself.

HOW CAN PEOPLE TEACH AND DEVELOP ENTHUSIASM AND THE ART FORM IN THEIR STAFF WHEN THE MANAGERS THEMSELVES DON'T HAVE THOSE QUALITIES?

I don't have any answer for that, but I do agree the problem exists. That's why it's so important that the younger people go with the good companies. When you see excitement being generated by a handful of stations around the country right now, usually it's the same two or three companies that are doing a good job in keeping that alive. Look at how many companies are in trouble right now. It's incredible what people have paid for these stations, and now they're trying to make payments. It's a mess.

DOYLE ROSE

President, Emmis Broadcasting

The industry has become a lot more competitive, and there are a lot more players in the business who are leveraged and have interest payments to make, so they're not as much of risk-takers. There's still a great deal of creativity in radio in terms of promotions; the promotions people had to become more creative in order to do promotions that are not heavy dollar intensive. Companies are not willing to take the risks they used to in terms of formats. For example, another light rock station in the marketplace is not going to gather a new audience, it's just going to split off the audience that several other stations have. But something new and innovative will cut through the clutter, and I think the listeners are looking for something new on the radio to excite them. A few new formats have popped up in the last few years that have done relatively well, but it's difficult. Most of the time, when a company buys a radio station the easiest thing is to hire a research company that will tell them what format they can do. Broadcasters need to be willing to take more risks and throw in more creativity.

DO YOU THINK THERE'S ANY INCONGRUITY BETWEEN HAVING PROFIT AS A MOTIVE AND DOING IT THROUGH CREATIVITY?

I don't think anybody ever made a dollar in any business, let alone the radio industry, who hasn't been creative and a risk-taker. Both of those qualities have to come together. The two go hand in hand. There is enough profit to pay the bank and to build equity, and if you take the safe route without any risk or creativity, your payback will be commiserate with that. It depends upon what you're in the business

for. If you want to be a winner, you're going to be more inventive and a risk-taker. But today's environment has created a lot more people who take the safe route.

GEORGE SOSSON

President/COO, WIN Communications

Yes, it has lost some, but radio today is primarily a business. It really can't be helped, because the competition is so extraordinary that it has forced people to take fewer chances. In the old days you could make mistakes and get away with them. But there's no margin of error today, because the stakes are too high. Good, solid programming, however, still wins.

DO YOU HAVE A PLAN OF ACTION YOU WOULD LIKE TO BRING TO WIN COMMUNICATIONS THAT WILL IGNITE ENTHUSIASM AND CREATIVITY?

Yes I do. I'm going to bring in a very specific planning process. I'm very big on strategic planning, and my stations set goals and go for it.

DAVE BREWER

Senior VP, Pollack Media Group

I think a lot of the leverage buyout is washing out right now. For a lot of these companies that were buying and selling every five minutes, the money has dried up quickly. Now we're starting to see some operators really getting serious about running radio stations, as opposed to just buying and selling. A lot of these guys who were just getting into the business to buy and sell overnight aren't getting the money anymore. I think this is going to bring back a lot more people who are serious about broadcasting and aren't just concerned with making a buck. As for the bottom line mentality of radio washing out some of the creativity, perhaps this is true, but there has always been a bottom line as long as I've been in it. On the other hand, with so much formula radio and so many smart broadcasters doing like formats, we need real creative people to cut through that. I think there's a tremendous amount of room for more creative people than we've ever had before to break through these formula radio stations, get them on the edge, and make a statement. I'm not necessarily buying into the premise that because of the leverage buyouts there's no more creativity. First of all, a lot of that is stopping. Second of all, we need creative people more than ever before, because they can get it right to the top. If you use good formulas, creative people can make the station sound like a living, breathing, sexy animal. A good creative person using the principle formulas of success can always beat the clinical programmer who doesn't have an ounce of creativity in their system. We need them more than ever, and we're looking for them all the time.

JIM deCASTRO

Chief Operating Officer, Evergreen Media

Yes and no. Obviously, when stations are concerned about servicing debt and making money, they have to consider how decisions are going to impact their bottom line. Depending upon the company and the stations involved, that can work adversely as it relates to creativity.

YOUNG PEOPLE COMING UP IN RADIO TODAY ARE BECOMING DISILLUSIONED, BECAUSE NOWADAYS RADIO STATIONS SEEM TO BE LOOKED UPON AS ENTREPRENEURIAL VENTURES RATHER THAN AS AN ART FORM. SHOULDN'T THE ART COME FIRST?

No, I don't think you always have to have the art first. We created in Chicago two of the most creative radio stations around, and they weren't spawned by being bottom line-oriented radio stations. We gave shares of ownership to get people, and we've given hundreds of thousands to millions of dollars to people to perform. We've brought lots of young new people in; we've taken a staff of 27 to a staff of about 70, and most of them had no radio experience before. So I don't buy the argument that there's not an opportunity for young people there. What people in our business tend to forget is that it's an ever-changing business, and the key is that it is a business - we have to make money. A lot of decisions have to be based upon the necessity to make money. We shouldn't be embarrassed about calling it a business, because it is. The beauty of our industry is that you can put together a business that can be an art form in and of itself.

**FORUM FANS: We invite your mail and comments on this issue -
Fax your response to Radio Forum, HITMAKERS Magazine (818) 883-1097**

TOP40 ADDS

The TOP50 Markets In America

39 ◇ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ◇ (716) 876-0930 ADDS: INDECENT OBSESSION, BELL BIV DEVOE (#27), G. MEDEIROS f./R. Parker Jr. (#28), T. DAYNE (#29), DINO (#30),

WKSE • PD: MIKE EDWARDS / MD: MIKE McGOWAN ◇ (716) 884-5101 ADDS: BELL BIV DEVOE, THE ADVENTURES OF STEVIE V,

40 ◇ Hartford-New Haven

KCT101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ◇ (203) 776-4012 ADDS: MAXI PRIEST, KEITH SWEAT,

WKSS • PD: JEFFERSON WARD / MD: CHRIS WALSH ◇ (203) 249-9577 ADDS: RAY GUELL (#18), DINO, DEEE-LITE, T. COLLINS, J. GILL,

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST ◇ (203) 522-1080 ADDS: DINO, GLENN MEDEIROS f./Ray Parker Jr., LISA STANSFIELD,

41 ◇ Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: ERIK BRADLEY ◇ (704) 342-4102 ADDS: WILSON PHILLIPS (#24), PHIL COLLINS (#29), DINO (#37), GLENN MEDEIROS f./Ray Parker Jr.,

WZZG • PD: DWAYNE WARD / MD: RAY MARINER ◇ (704) 392-6191 ADDS: TAYLOR DAYNE (#25), PRINCE (#26), PHIL COLLINS (#29), DINO, DON HENLEY, MAXI PRIEST,

42 ◇ Memphis

FM100 • PD/MD: STEVE CONLEY ◇ (901) 726-0468 ADDS: JUDE COLE, TAYLOR DAYNE,

43 ◇ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◇ (407) 788-1400 ADDS: NAYOBE, OAKTOWN'S 3,5,7, RED BANDIT, DINO (#35),

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◇ (407) 629-5105 ADDS: BILLY IDOL, PHIL COLLINS, TAYLOR DAYNE,

XL106.7 • PD: STEVE KELLY / MD: ROD LAUDERDALE ◇ (407) 339-1067 ADDS: SEDUCTION (#21), STEVIE B, TAYLOR DAYNE, BELL BIV DEVOE, MAXI PRIEST, JUDE COLE,

44 ◇ Monmouth-Ocean, NJ

WJLK-FM • PD: BRAD HOLCOMB / MD: GARY GUIDA ◇ (201) 774-7700 ADDS: TAYLOR DAYNE (#28), SANTANA (#29),

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◇ (609) 597-1100 ADDS: CHEAP TRICK (#30), AEROSMITH, BROTHER BEYOND,

45 ◇ Rochester

98PX • PD: KEVIN KENNY / MD: CAT COLLINS ◇ (716) 325-5300 ADDS: PRINCE (#27), PHIL COLLINS, TAYLOR DAYNE, MAXI PRIEST, GLENN MEDEIROS f./Ray Parker Jr.,

46 ◇ Nashville

Y107 • PD: LOUIS KAPLAN / MD: HAWK HARRISON ◇ (615) 256-6556 ADDS: LOUIE LOUIE, TRICIA LEE FISHER, DINO, JOHNNY GILL, NELSON, GLENN MEDEIROS f./Ray Parker Jr.,

47 ◇ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◇ (405) 840-5271 ADDS: AFTER 7 (#27), PAUL YOUNG (#29), PHIL COLLINS,

Z99 • PD/MD: BRETT DUMLER ◇ (405) 942-3399 ADDS: JOHNNY GILL, DINO, BROJOS, BLACK BOX, INDECENT OBSESSION,

48 ◇ Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS ◇ (513) 294-5858 ADDS: SWEET SENSATION, GIANT,

49 ◇ Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER ◇ (502) 589-4800 ADDS: CHEAP TRICK, FAITH NO MORE, TAYLOR DAYNE, PAUL YOUNG, ST. PAUL,

50 ◇ Greensboro/Winston-Salem

WJMH • PD: CHRIS BAILEY / MD: KELLY MASTERS ◇ (919) 855-6500 ADDS: TERRY STEELE, BARRY WHITE, LOLA HATHAWAY, TYLER COLLINS, FORCE MD, OLETA, MAC BAND, EARTH, WIND & FIRE,

WKSI • PD: OPEN / MD: GREG STEVENS ◇ (919) 275-9895 ADDS: BELL BIV DEVOE (#25), HEART, TAYLOR DAYNE, PHIL COLLINS,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◇ (919) 759-2316 ADDS: POISON (#20), STEVIE B, NELSON, JAMES INGRAM,

Montreal, Canada

CKOI • PD: BOB LEBOURD / MD: GUY BROUILLARD ◇ (514) 766-2311 ADDS: NEW KIDS ON THE BLOCK (#33), WILSON PHILLIPS (#34), JON BON JOVI (#36), COLIN JAMES (#39), HEART (#40),

THE TOP TRENDSETTERS

930 / Syracuse ◇ PD: NEIL SULLIVAN / MD: GARY DUNES ◇ (315) 446-9090 • ADDS: GLENN MEDEIROS, VIXEN,

930ID / Alexandria ◇ PD: HOLLYWOOD HARRISON / MD: TERRY KNIGHT ◇ (318) 445-1234 • ADDS: BILLY JOEL, DINO, PHIL COLLINS, VIXEN, JUDE COLE, FAVORITE ANGEL,

95SX / Charleston ◇ PD/MD: WALT SPECK ◇ (803) 849-9500 • ADDS: BELL BIV DEVOE (#29), BROTHER BEYOND (#30), PHIL COLLINS, NELSON, INDECENT OBSESSION, WAS (NOT WAS),

95XIL / Parkersburg ◇ PD/MD: LARRY HUGHES ◇ (304) 485-7425 • ADDS: PRINCE, DON HENLEY, BILLY JOEL, CHICAGO,

95XXX / Burlington ◇ PD: OPEN / MD: J.J. RILEY ◇ (802) 655-9530 • ADDS: PRINCE (#36), TAYLOR DAYNE (#37), PHIL COLLINS (#38), GLENN MEDEIROS (#39), VIXEN (#40),

97KYN / St. Mary's ◇ PD: GARY MITCHELL / MD: DREW DERSHIMER ◇ (814) 834-9700 • ADDS: FAITH NO MORE, JON BON JOVI (#27),

99.9XHI / Ocean City ◇ PD: HITMAN / MD: KEVIN OCEAN ◇ (301) 289-3456 • ADDS: PHIL COLLINS (#39), GENE LOVES JEZEBEL (#40), EVERYDAY PEOPLE, DINO, GLENN MEDEIROS, VIXEN, FAITH NO MORE, LOUIE LOUIE,

99WGY / Schenectady ◇ PD: TOM PARKER / MD: MARTY LEGERE ◇ (518) 381-4800 • ADDS: GIANT, DINO, THE ADVENTURES OF STEVIE V., DOC BOX & B. FRESH, GLENN MEDEIROS, WAS (NOT WAS),

B98 / Kalamazoo ◇ PD/MD: BENNY B. JR. ◇ (406) 862-5565 • ADDS: FAITH NO MORE (#21), PRINCE (#37), PHIL COLLINS (#38), TAYLOR DAYNE, INDECENT OBSESSION, MAXI PRIEST,

FM104 / Modesto ◇ PD: GARY DeMARONEY / MD: ERIC HOFFMAN ◇ (209) 572-0104 • ADDS: PHIL COLLINS (#24), TAYLOR DAYNE (#25), LONDON QUIREBOYS, STEVIE B, VIXEN,

G105 / Raleigh ◇ PD: BRIAN PATRICK / MD: JIM HARRISON ◇ (919) 683-2055 • ADDS: NELSON (#25), PRINCE (#31), PAUL YOUNG (#32), TAYLOR DAYNE (#33), JON BON JOVI (#34),

G98 / Portland ◇ PD: JIM RANDALL / MD: JON BRYANT ◇ (207) 775-6321 • ADDS: GLENN MEDEIROS, FAVORITE ANGEL, BOOM CRASH OPERA, BANG, LOUIE LOUIE,

HOT104 / Greenville ◇ PD: JOHN STEVENS / MD: STEVE DAVIS ◇ (919) 830-1110 • ADDS: PRINCE (#25), THE PARTY (#26), TAYLOR DAYNE (#28), INDECENT OBSESSION, PHIL COLLINS, DINO,

HOT95 / Jackson ◇ PD: AUBREY PRINCE / MD: DAVE MORALES ◇ (601) 366-1989 • ADDS: LOUIE LOUIE (#34),

HOT99.9 / Eason ◇ PD: JIM SCHAEFER / MD: ERIC STRYKER ◇ (215) 258-6155 • ADDS: DINO, MAXI PRIEST, DOC BOX & B. FRESH,

JET-FM / Erie ◇ PD: JIM COOK / MD: ROBIN BANKS ◇ (814) 455-2741 • ADDS: PHIL COLLINS, PRINCE,

K104 / Erie ◇ PD/MD: BERNIE KIMBLE ◇ (814) 452-2041 • ADDS: SEDUCTION,

K92 / Roanoke ◇ PD: EDDIE HASKELL / MD: DAVID LEE MICHAELS ◇ (703) 774-9200 • ADDS: PHIL COLLINS, STEVIE B, TAYLOR DAYNE, PHIL COLLINS, STEVIE B, TAYLOR DAYNE, THE ADVENTURES OF STEVIE V.,

KAGO / Klamath Falls ◇ PD: MIKE GARRARD / MD: CINDY STARR ◇ (503) 884-0661 • ADDS: LOUIE LOUIE, FAVORITE ANGEL, INDECENT OBSESSION, CROSBY, STILLS & NASH, GLENN MEDEIROS,

KAYI / Tulsa ◇ PD: JAN DEAN / MD: OPEN ◇ (918) 492-2020 • ADDS: STEVIE B, MAXI PRIEST, PHIL COLLINS, TAYLOR DAYNE, BELL BIV DEVOE,

KBFM / McAllen-Brownsville ◇ PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO ◇ (512) 383-4961 • ADDS: CALLOWAY, BLACK BOX, DINO, BILLY JOEL, JOHNNY GILL, CANDY FLIP, DIGITAL UNDERGROUND,

KBOS / Fresno ◇ PD: JEFF DAVIS / MD: DON PARKER ◇ (209) 237-9361 • ADDS: DINO (#38), THE BOYS (#40), TAYLOR DAYNE, LOUIE LOUIE, MS. ADVENTURES,

KBTS / Austin ◇ PD: LISA TONACCI / MD: TRACY AUSTIN ◇ (512) 345-9300 • ADDS: TAYLOR DAYNE (#34), NELSON (#35), CALLOWAY (#36),

KCAQ / Oxnard ◇ PD: ROOSTER RHODES / MD: ANNIE SAGE ◇ (805) 483-1000 • ADDS: PHIL COLLINS, GLENN MEDEIROS, JOHNNY GILL, DINO, DEVO,

KCHX / Midland ◇ PD/MD: CRAIG ROBERTS ◇ (915) 561-8833 • ADDS: GLENN MEDEIROS, GIANT, DINO, JAMES INGRAM, THE ADVENTURES OF STEVIE V., GENE LOVES JEZEBEL, PHIL COLLINS,

KCLD / St. Cloud ◇ PD: BRIAN WRIGHT / MD: CHARLIE DOUGLAS ◇ (612) 251-1450 • ADDS: PRINCE (#30), BILLY JOEL (#31), TAYLOR DAYNE (#32),

KCMQ / Columbia ◇ PD: BRIAN HANSON / MD: OPEN ◇ (314) 449-2433 • ADDS: DINO, VIXEN, GLENN MEDEIROS, JAMES INGRAM,

KDON / Solinas ◇ PD: JAMIE HYATT / MD: EFREN SIFUENTES ◇ (408) 422-3365 • ADDS: DINO, JOHNNY GILL,

KEEZ / Mankato ◇ PD: MARK SEGER / MD: MIKE MURPHY ◇ (507) 345-4646 • ADDS: MAXI PRIEST (#33), PHIL COLLINS (#35), PRINCE, BILLY JOEL, AFTER 7,

KEWB / Redding ◇ PD/MD: SIMON DE LA ROSA ◇ (916) 243-5392 • ADDS: TAYLOR DAYNE (#23), PHIL COLLINS (#24), PRINCE (#25), CHICAGO (#26), NELSON (#18),

KEZB-FM / El Paso ◇ PD: BOB WEST / MD: ANGEL GONZALES ◇ (915) 533-9400 • ADDS: JOHNNY B & CYNTHIA, YVONNE, STACY & KIMIKO, BLACK BOX,

KF95 / Boise ◇ PD/MD: MIKE KASPER ◇ (208) 888-4321 • ADDS: GENE LOVES JEZEBEL, LOUIE LOUIE, FAVORITE ANGEL,

KFBO / Waynesville ◇ PD: STEVEN GREENLEE / MD: TIM McNITT ◇ (314) 336-3133 • ADDS: JON BON JOVI (#26), CHEAP TRICK (#30), REAL LIFE, THE SUNDAYS, TAYLOR DAYNE,

KFBQ / Cheyenne ◇ PD: J.D. DANIELS / MD: MICHAEL GAMBY ◇ (307) 634-4461 • ADDS: PHIL COLLINS, WAS (NOT WAS), WHISPERS, EVERYDAY PEOPLE, DINO, VIXEN, GENE LOVES JEZEBEL,

KFFM / Yakima ◇ PD/MD: GREG ADAMS ◇ (509) 248-1460 • ADDS: DINO, PAUL YOUNG, TRICIA LEIGH FISHER,

KFRX / Lincoln ◇ PD: J.J. COOK / MD: SUNNY VALENTINE ◇ (402) 483-5100 • ADDS: TAYLOR DAYNE, PHIL COLLINS, JUDE COLE, JOHNNY GILL, JAMES INGRAM, GIANT, NEW KIDS ON THE BLOCK,

KG95 / Sioux City ◇ PD: DENNY ANDERSON / MD: KEVIN KOLLINS ◇ (712) 258-5595 • ADDS: VIXEN, DINO, FAVORITE ANGEL, INDECENT OBSESSION, JUDE COLE, STEVIE B, COLIN JAMES,

KGGG / Rapid City ◇ PD: RICK ALLEN / MD: SCOTT BRADLEY ◇ (605) 348-1100 • ADDS: PHIL COLLINS, VIXEN, TAYLOR DAYNE, SWEET SENSATION,

KGWY / Gillette ◇ PD: MICHAEL BERRY / MD: MARTHA STEELE ◇ (307) 686-2242 • ADDS: FAITH NO MORE, INDECENT OBSESSION,

KHFI / Austin ◇ PD/MD: SELBY EDWARDS ◇ (512) 474-9233 • ADDS: DON HENLEY, JOHNNY GILL, CHEAP TRICK, JON BON JOVI, PHIL COLLINS,

KHOK / Great Bend ◇ PD/MD: DARREL BIEKER ◇ None • ADDS: COLIN JAMES, REAL LIFE, WAS (NOT WAS), WINGER, CROSBY, STILLS & NASH,

KHSS / Walla Walla ◇ PD: THOMAS HODGINS / MD: CHUCK STEVENS ◇ (509) 522-5412 • ADDS: FAITH NO MORE (#36), ST. PAUL (#28), BILLY JOEL, PHIL COLLINS, BELL BIV DEVOE, ANITA BAKER, AFTER 7,

KHHT / Santa Rosa ◇ PD: JEFF COCHRAN / MD: GLENN MITCHELL ◇ (707) 545-3313 • ADDS: PRINCE (#35), PHIL COLLINS (#37), TAYLOR DAYNE (#40),

KISQ / Corpus Christi ◇ PD: TOD TUCKER / MD: SEAN HALL ◇ (512) 888-5555 • ADDS: JON BON JOVI (#14), WILSON PHILLIPS (#15), GLORIA ESTEFAN (#16), NELSON (#17), BRUCE HORNSBY (#18), KEITH SWEAT (#19), STEVIE B (#20),

KISR / Fort Smith ◇ PD/MD: KEN WALL ◇ (501) 785-2526 • ADDS: PRINCE (#33), TAYLOR DAYNE (#34), INDECENT OBSESSION, VIXEN, DINO, TRICIA LEIGH FISHER,

KIXR / Ponca City ◇ PD/MD: T. MORGAN ◇ (405) 765-5491 • ADDS: PRINCE, PHIL COLLINS, WAS (NOT WAS), AND WHY NOT,

KIXS / Kilbuck ◇ PD/MD: CHRIS CUMMINGS ◇ (817) 699-5000 • ADDS: COLIN JAMES, TAYLOR DAYNE, REAL LIFE, DINGO BOINGO, TRICIA LEIGH FISHER,

KJUG / Spencer ◇ PD: BRIAN NEWCOMB / MD: JIMMY MAC ◇ (712) 262-6393 • ADDS: M.C. HAMMER, WAS (NOT WAS), EVERYDAY PEOPLE, CANDY FLIP, TRICIA LEIGH FISHER, KID FROST, ANDREW RIDGELEY, SEDUCTION,

KJLS / Hays/Great Bend ◇ PD: JACK CREES / MD: DARREN BUTLER ◇ (913) 628-1064 • ADDS: TRICIA LEIGH FISHER, CROSBY, STILLS & NASH, REAL LIFE, EVERYDAY PEOPLE, FAVORITE ANGEL, THE SUNDAYS, VIXEN,

KKRG / Hilo ◇ PD/MD: DANNY AUSTIN ◇ (808) 961-0651 • ADDS: TAYLOR DAYNE, FAITH NO MORE, PHIL COLLINS, TRICIA LEIGH FISHER, ELECTRIC BOYS, BELL BIV DEVOE, GENE LOVES JEZEBEL,

KKRS / Concord/San Francisco ◇ PD: JADA BROWN / MD: JEFF MANN ◇ (707) 428-5134 • ADDS: EN VOGUE (#33), PRINCE, MS. ADVENTURES,

KKMG / Colorado Springs ◇ PD: SCOOTER B STEVENS / MD: TREVOR CAREY ◇ (719) 576-1100 • ADDS: DINO (#35), JOHNNY GILL (#37), LOUIE LOUIE, PHIL COLLINS, GLENN MEDEIROS, DOC BOX & B. FRESH, ROBBIE MYCHALS,

KKRC-FM / Sioux Falls ◇ PD: BILL DANIELS / ASST. PD/MD: DEB CHRISTI ◇ (605) 335-6500 • ADDS: NELSON (#33), MARSHALL TUCKER BAND (#34), WORLD PARTY (#35), CROSBY, STILLS & NASH, BOOM CRASH OPERA, SLAUGHTER,

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

KKSS-FM / Albuquerque ◇ PD/MD: JOHN JAYNES ◇ (505) 265-1431 • ADDS: TAYLOR DAYNE, THE ADVENTURES OF STEVIE V., WILSON PHILLIPS, BROTHER BEYOND,

KKXX / Bakersfield ◇ PD/MD: CHRIS SQUIRES ◇ (805) 322-9929 • ADDS: ANA & JORDAN KNIGHT, TKA, LINEAR, DINO,

KKYK / Little Rock ◇ PD: BRIAN BRIDGMAN / MD: CHRISTY ROBERTS ◇ (501) 661-7570 • ADDS: TAYLOR DAYNE, PHIL COLLINS, GLORIA ESTEFAN, M.C. HAMMER,

KLBO / El Dorado ◇ PD: MICHAEL STEEL / MD: RON WEST ◇ (501) 863-5121 • ADDS: TAYLOR DAYNE, PHIL COLLINS, LONDON QUIREBOYS, CHICAGO, EVERYDAY PEOPLE, BELL BIV DEVOE, THE ADVENTURES OF STEVIE V.,

KLUC / Las Vegas ◇ PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR ◇ (702) 739-9383 • ADDS: JOHNNY GILL (#29), DINO (#30), AFTER 7, TAYLOR DAYNE, PHIL COLLINS, INDECENT OBSESSION,

KLYK / Longview/Kelso ◇ PD: BOB HART / ASST. PD/MD: MIKE STONE ◇ (206) 425-1500 • ADDS: DEPECHE MODE, TAYLOR DAYNE, VIXEN, INDECENT OBSESSION,

KLYV / Dubuque ◇ PD: JEFF DAVIS / MD: TIM JANSEN ◇ (319) 557-1040 • ADDS: DINO, TRICIA LEIGH FISHER, JUDE COLE, BELL BIV DEVOE,

KKOK / Lewiston ◇ PD: KEITH HAVENS / MD: KEVIN CHASE ◇ (208) 746-5056 • ADDS: THE SUNDAYS (#33), PRINCE (#38), GENE LOVES JEZEBEL, DINO, FAVORITE ANGEL, DEPECHE MODE, GLENN MEDEIROS,

KKON / Great Falls ◇ PD: DAVE LEVIN / MD: P.J. MILLER ◇ (406) 761-1000 • ADDS: THE LIST IS FROZEN THIS WEEK,

KMYZ / Tulsa ◇ PD: MEL MEYERS / MD: TIM SAITH ◇ (918) 665-3131 • ADDS: SLAUGHTER (#24), COLIN JAMES,

KMNF / Norfolk ◇ PD: DOUG KOEHN / MD: TODD MICHAELS ◇ (402) 379-3300 • ADDS: PRINCE, BEACH BOYS,

KMIN / Wichita Falls ◇ PD: JAY MICHAELS / MD: JIM SCOTT ◇ (817) 855-6924 • ADDS: INDECENT OBSESSION, JUDE COLE, CHICAGO, AFTER 7,

KOKZ / Waterloo/Cedar Rapids ◇ PD: KATT SIMON / MD: RON NEWMAN ◇ (319) 233-3371 • ADDS: DINO, BILLY JOEL,

KOYE / Laredo ◇ PD/MD: STEVE CHASE ◇ (512) 723-4396 • ADDS: DINO, LOUIE LOUIE, ANA & JORDAN KNIGHT, FAVORITE ANGEL,

KPAT / Sioux Falls ◇ PD: SCOTT MAGUIRE / MD: COREY WARD ◇ (605) 339-9999 • ADDS: SWEET SENSATION (#27), BILLY JOEL (#28),

KPRR / El Paso ◇ PD/MD: ELI MOLANO ◇ (915) 532-6515 • ADDS: APRIL, AFTER 7, LOUIE LOUIE, DINO (#30), JOHNNY GILL (#23),

KPXI / Mt. Pleasant ◇ PD: STEVE BAILEY / ASST. PD/MD: MACK FULGHAM ◇ (214) 572-8726 • ADDS: MAXI PRIEST (#38), CANDY FLIP, THE SMITHERS, COLIN JAMES, VIXEN, SLICE,

KPKR / Anchorage ◇ PD/MD: STEVE KNOLL ◇ (907) 243-3141 • ADDS: JOHNNY GILL (#29), SEDUCTION (#32), TAYLOR DAYNE (#34), BELL BIV DEVOE (#35), EVERYDAY PEOPLE,

KQCR / Cedar Rapids ◇ PD: GARY DIXON / MD: J.J. GERARD ◇ (319) 363-2061 • ADDS: DINO (#36), GIANT,

KQHT / Grand Forks ◇ PD/MD: JAY MURPHY ◇ (701) 746-1413 • ADDS: VIXEN, WINGER, PHIL COLLINS (#25), CHICAGO (#28),

KQIZ / Amarillo ◇ PD/MD: JON ANDERSON ◇ (806) 353-6663 • ADDS: LOUIE LOUIE, JOHNNY GILL, JUDE COLE, GLENN MEDEIROS, DINO, BOOM CRASH OPERA,

KOKO / Omaha ◇ PD/MD: DREW BENTLEY ◇ (402) 342-2000 • ADDS: DINO, FAVORITE ANGEL, JUDE COLE, VIXEN,

KOKYFM / Kearney ◇ PD/MD: MITCH COOLEY ◇ (308) 236-6464 • ADDS: NO ADDS THIS WEEK,

KQLA / Manhattan ◇ PD: MIKE TEMAT / MD: None ◇ (913) 776-0104 • ADDS: PHIL COLLINS (#30), BELL BIV DEVOE, DON HENLEY,

KQMO / Honolulu ◇ PD: KIHO AKANE / ASST. PD/MD: KRISS HART ◇ (808) 539-9369 • ADDS: PRINCE, THE TIME, M.C. HAMMER, WILSON PHILLIPS, GLENN MEDEIROS, NEW KIDS ON THE BLOCK, TAYLOR DAYNE, PHIL COLLINS, BEACH BOYS, BILLY IDOL,

KRNO / Des Moines ◇ PD: CHUCK KNIGHT / MD: BOB LEWIS ◇ (515) 280-1350 • ADDS: BRUCE HORNSBY (#19), PHIL COLLINS (#28), JON BON JOVI (#31),

KRO / Tucson ◇ PD: JOHN PEAKE / ASST. PD/MD: ROGER SCOTT ◇ (602) 323-9400 • ADDS: SEDUCTION, BELL BIV DEVOE, PRINCE, DOC BOX & B. FRESH, PHIL COLLINS, WILSON PHILLIPS,

KRRG / Laredo ◇ PD: KIRK DAVIDSON / MD: TINA SIMONET ◇ (512) 724-9800 • ADDS: TKA, AFTER 7, WINGER,

KSXG / Solina ◇ PD/MD: RUSTY KEYES ◇ (913) 825-4631 • ADDS: ALANNAH MYLES, GIANT, JAMES INGRAM, THE ADVENTURES OF STEVIE V., FAVORITE ANGEL, VIXEN, DINO,

KSMB / Lafayette ◇ PD: STEVE SMALL / MD: "FAST EDDIE" NELSON ◇ (318) 232-1311 • ADDS: DINO, GLENN MEDEIROS,

KSND / Eugene ◇ PD: BWANA JOHNNY / MD: LOLITA VELEZ ◇ (503) 686-9123 • ADDS: PHIL COLLINS, JOHN HIATT, TAYLOR DAYNE, LOUIE LOUIE, VIXEN,

KMT / Medford ◇ PD: MITCH STEWART / MD: GRANT TRESSEL ◇ (503) 779-1550 • ADDS: GLENN MEDEIROS, WAS (NOT WAS), GENE LOVES JEZEBEL, LOUIE LOUIE, THE ADVENTURES OF STEVIE V.,



“After The Love Is Gone”
THE FOLLOW-UP SUCCESS FROM



Already On
Radio And Retail
In Tampa.
Breaking Out
Of Florida
And Milwaukee.

MCA RECORDS

©1990 MCA Records, Inc.

PRODUCED BY ROY THOMAS BAKER FOR R.T.B. AUDIO VISUAL PRODUCTIONS (U.S.A.)

ROCK RADIO

NATIONAL

- LW-TW
- 2-1 JON BON JOVI "Blaze Of Glory" (MERCURY)
 - 3-2 POISON "Unskinny Bop" (CAPITOL)
 - 5-3 JOHNNY VAN ZANT "Brickyard Road" (ATLANTIC)
 - 4-4 ALLMAN BROS. BAND "Good Clean Fun" (EPIC)
 - 7-5 WINGER "Can't Get Enuff" (ATLANTIC)
 - 6-6 COLIN JAMES "Just Came Back" (VIRGIN)
 - 1-7 AEROSMITH "The Other Side" (Geffen)
 - 9-8 CHEAP TRICK "Can't Stop Fallin'..." (EPIC)
 - 11-9 GUNS N' ROSES "Civil War" (WB)
 - 10-10 BLACK CROWES "Twice As Hard" (DEFAM/GEF)
 - 12-11 QUEENSRYCHE "Last Time In Paris" (ELEKTRA)
 - 8-12 DAMN YANKEES "Come Again" (WB)
 - 24-13 VIXEN "How Much Love" (EMI)
 - 15-14 ALIAS "Haunted Heart" (EMI)
 - 31-15 SLAUGHTER "Fly To The Angels" (CHRYSALIS)
 - 17-16 GUNS N' ROSES "Knockin' On Heaven's" (DGC)
 - 19-17 FAITH NO MORE "Epic (What Is It)" (SLASH/REP)
 - 20-18 GENE LOVES JEZEBEL "Jealous" (Geffen)
 - 13-19 DON HENLEY "How Bad Do You Want It" (Geffen)
 - 21-20 SANTANA "Mother Earth/Third Stone" (COL)
 - 22-21 CONCRETE BLONDE "Joey" (I.R.S.)
 - 16-22 HEART "I Didn't Want To Need You" (CAPITOL)
 - 25-23 NELSON "Love And Affection" (DGC)
 - 18-24 BRUCE HORNSBY "Across The River" (RCA)
 - NEW-25 BAD COMPANY "Boys Cry Tough" (ATCO)
 - 28-26 JOHN HIATT "Child Of The Wild Blue ..." (A&M)
 - NEW-27 REO SPEEDWAGON "Live It Up" (EPIC)
 - 30-28 HOTHOUSE FLOWERS "Give It Up" (LON/POLY)
 - 14-29 BAD COMPANY "Holy Water" (ATCO)
 - 32-30 MIDNIGHT OIL "King Of The Mountain" (COL)
 - NEW-31 MOTLEY CRUE "Same Ol' Situation" (ELEKTRA)
 - 36-32 BILLY IDOL "L.A. Woman" (CHRYSALIS)
 - 37-33 RED HOUSE "I Said A Prayer" (SBK)
 - 39-34 JUDE COLE "Time For Letting Go" (REPRISE)
 - NEW-35 COMPANY OF WOLVES "Hangin' By A..." (MERC)
 - 27-36 MOTLEY CRUE "Don't Go Away Mad" (ELEKTRA)
 - 40-37 ERIC JOHNSON "Cliffs Of Dover" (CAPITOL)
 - NEW-38 JEFF HEALEY "While My Guitar Gently ..." (ARI)
 - NEW-39 STEELHEART "Can't Stop Me Loving ..." (MCA)
 - NEW-40 BRUCE HORNSBY "A Night On The Town" (RCA)

MOST REQUESTED

JON BON JOVI
 JOHNNY VAN ZANT
 GUNS N' ROSES / Civil War
 WINGER
 POISON
 SLAUGHTER
 GUNS N' ROSES / Knockin'
 GENE LOVES JEZEBEL
 FAITH NO MORE
 QUEENSRYCHE / ERIC JOHNSON / VIXEN

MOST ADDED

REO SPEEDWAGON
 BAD COMPANY
 MOTLEY CRUE
 SLAUGHTER
 BRUCE HORNSBY
 JEFF HEALEY
 ELECTRIC BOYS
 MICHAEL PENN
 LITA FORD
 ROBERT PLANT

REGIONAL

EAST

- 1-1 ALLMAN BROTHERS
- 4-2 JOHNNY VAN ZANT
- 3-3 JON BON JOVI
- 5-4 CHEAP TRICK
- 10-5 COLIN JAMES
- 11-7 G N' R / Civil War
- 12-10 G N' R / Knockir
- 14-11 GENE LOVES JEZEBEL
- 17-13 ELACK CROWES
- 32-16 SLAUGHTER
- 23-17 QUEENSRYCHE
- N-18 FEO SPEEDWAGON
- 26-21 CONCRETE BLONDE
- 35-26 VIXEN
- 31-27 FAITH NO MORE
- 36-29 EXTREME
- 41-31 NELSON
- 40-32 BILLY IDOL
- N-38 TRIXTER
- N-39 SOCIAL DISTORTION

MIDWEST

- 3-1 POISON
- 2-2 JON BON JOVI
- 4-3 JOHNNY VAN ZANT
- 7-5 G N' R / Civil War
- 10-6 CHEAP TRICK
- 8-7 WINGER
- 11-8 COLIN JAMES
- N-10 BAD COMPANY
- 16-12 SLAUGHTER
- 20-14 VIXEN
- 24-17 BLACK CROWES
- N-18 REO SPEEDWAGON
- 25-22 L.A. GUNS
- 41-25 DIO
- 32-27 GENE LOVES JEZEBEL
- 33-29 COMPANY OF WOLVES
- 35-30 JUDE COLE
- N-31 JEFF HEALEY
- N-33 MOTLEY CRUE
- 46-38 CONCRETE BLONDE

SOUTH

- 1-1 JON BON JOVI
- 3-2 WINGER
- 4-3 POISON
- 10-6 CHEAP TRICK
- 9-8 FAITH NO MORE
- 13-11 VIXEN
- 15-12 G N' R / Civil War
- 36-16 S LAUGHTER
- 19-17 GENE LOVES JEZEBEL
- 22-18 NELSON
- 29-19 DON HENLEY
- N-22 BAD COMPANY
- N-24 MOTLEY CRUE
- 33-26 MIDNIGHT OIL
- 36-28 ELECTRIC BOYS
- 34-29 PHIL COLLINS
- 37-30 STEVE EARLE
- 65-32 ROBERT PLANT
- 43-36 BILLY IDOL
- N-41 REO SPEEDWAGON

WEST

- 1-1 JON BON JOVI
- 2-2 POISON
- 3-3 ALLMAN BROTHERS
- 17-4 G N' R / Civil War
- 9-5 WINGER
- 10-6 JOHNNY VAN ZANT
- 11-8 QUEENSRYCHE
- 18-13 ALIAS
- 20-16 GENE LOVES JEZEBEL
- 23-17 VIXEN
- 33-19 NELSON
- N-22 BAD COMPANY
- 50-23 SLAUGHTER
- N-25 REO SPEEDWAGON
- N-27 BRUCE HORNSBY
- 37-29 MICHAEL PENN
- 34-30 JUDE COLE
- 35-31 ERIC JOHNSON
- 66-37 JEFF HEALEY
- 48-40 STEELHEART

NEW MUSIC, FRENCH MAIDS AND GROUPIE BOINKING

Ah, those frustrating moments we all remember. One of my favorites is a scene I've repeated a couple of times, where I sat down with a PD to design clocks. The big frustration occurred when it came time to lay down the new currents on the clock. I always wanted to put them in a place where we could presell them loudly, but the usual conservative PD response was, "We can't draw any attention to these songs. They're new and unfamiliar, and I'm afraid people will punch out the minute we tell them that we're playing something new." Arrrrrrghhhhhhh!!!

Of course, the idea behind this here Rock Radio section is that the 45 stations that report to it treat current rock product differently. They consider it a key value added to their radio station. They play more of it. They sell it. They develop new artists.

With that in mind, we decided to find out how Rock Radio stations set out to make their new current product into familiar hits that are value added for their stations. How do you position it? Is it best to backsell? Presell? Both? Or is that too much clutter?

Life In The Pitts

WDVE/Pittsburgh PD **Gene Romano** has some clear ideas about making new rock product work. He starts with the most obvious elements of selling new music, saying, "The basics of introducing and backselling records remain important. We try to do a very thorough job of that. We do a pretty good job in collecting bios and as much information as we can about the bands to pass along to our listeners."

WDVE strives to build on that foundation with some additional ideas that make sense. Explains Gene, "We run promos that highlight the exclusives we're playing at the time, all of which include a hook from the song. We bill those as 'DVE New Rock Exclusives,' and yes, we are selling them as a value added. If the promo is running a few times a day, and if the song is running a few times a day, that helps make it familiar. We also take a lot of feedback on 'Love It Or Shove It,' our nightly feature."

On the topic of how he judges whether a new record is working, Gene also has some unique ideas. "We're not a big callout station," he says. "If a song is getting a lot of requests, that's a good sign. However, if we're not getting callout results, lots of requests, or immediate local sales, that does not mean that the song isn't working. That's where I'll make a gut call. If it feels good on the air, we'll stay with it."

RADIO BOOT CAMP

While it's hardly just a Rock Radio thang, somehow I've been chosen to make sure you know about the Talentmasters Boot Camp for morning and other high profile personalities from all radio formats.

This will be an intimate, educational weekend focused on giving talent ideas on strategies, promotions, bits and the like, just in time for the Fall book. Don Anthony has put together a broad-based "faculty" with a tremendous list of accomplishments to lead the boot camp.

The boot camp takes place in Atlanta the weekend of August 16-18. Around 300 people are expected to attend. Interestingly, about 30% of those are expected to be PDs, corporate programmers and producers. For more info, you can reach Talentmasters at (404) 926-7573.

Moving To Ohio With Van Halen's French Maid

Newly-coronated WAZU/Dayton PD **Lisa Lyons** spoke to us while packing her bags for the move from Louisville's current-based rocker, WLRS. Talking about 'LRS, Lisa states, "We always have our new music in a position where it's going to be presold or backsold. It's important to present it in such a way that it feels like you're sharing something with the listener, turning them on to something. The jocks have to really get excited about the music."

"We'll put anything - any little tidbit or dirt connected to the song that will make it memorable and interesting to the listener - on a log."

-Lisa Lyons/WAZU

Lisa agrees that any artist information you can tie in to a new artist works to your benefit, saying, "We'll put anything - any little tidbit or dirt, anything connected to the song that would make it memorable and interesting to the listener - on the log. We want to give them something familiar to relate the record to. For example, when Private Life hit, we mentioned on the log that the singer used to be Eddie Van Halen and Valerie Bertinelli's maid. That gave our listeners a way to remember the band better."

Lisa has no qualms about using current rock as a key value added when positioning WLRS. "We try to position ourselves as new and fresh," she states, because that's what separates us from our competitor. If a record fits for all-day play, we'll put it in a medium rotation to start. With a real big artist like Guns 'N Roses, we may pop it straight into power and beat our competition over the head with it." And remember, power and medium rotation at WLRS do not mean three and two spins a day.

The final question we had for Ohio's newest denizen had to do with records that don't seem to be working. How long can you stay with a new record you're getting no response on? Says Lisa, "There's no set time for that, but as a general rule, two weeks works. Actually, we're a little harder on the nighttime records, because those records have to react immediately. If not, there's another reaction record out there that we can throw in."

Selling The Product

Phoenix rocker KUPD has long been a leader in breaking new rock artists and product, and when you hear the station you know why - you can hear their commitment to that product. PD **Curtiss Johnson** explains, "For new music that's in our image categories, we front and backsell it. We usually play our new music right around our commercial sets; that way we're able to front and backsell it with the station slogan. Also, we disrupt the flow of our music as little as possible. That sales part is very important to us."

Like the rest, KUPD uses some additional tactics to help familiarize their new product. Says Curtiss, "One of the things we'll do a lot of times when we have something new is play a double shot from the artist. That way you add a certain familiarity aspect to the new record, so listeners are more comfortable

ROCK SCHLOCK

Our Rock Radio big throbbing woody of the week has to go to **TRIXTER's Give It To Me Good** (MCA). We talked about it last week, but on further examination (read listens), we have realized it is about ten times better than we thought it was last week (when we liked it a lot). This is one great all-day rock record, especially for summertime.

Also growing on us quickly is **ARISTA's MICHELLE MALONE**. If Black Velvet did well for you, expect the same from *Big Black Bag*. There's a good adult feel and smooth sound to this record.

POLYDOR has one of the coolest albums on Earth with **KNEBORTH-THE ALBUM**. The first single is **PAUL McCARTNEY's** rendition of *Hey Jude*. If you caught his latest tour, you know how good that sounded. There are lots of other tasty tidbits on the double CD. One thing that created a lot of the buzz at the show was the **GENESIS** medley. It's eleven minutes long, but a skilled razor blade could cure that.

As **GENE LOVES JEZEBEL** (GEFFEN) hit #1 at Alternative and continue to climb the Rock Radio chart, another core Alternative act you need to start thinking about is **AZTEC CAMERA**. *The Crying Scene* has taken them to #3 at Alternative for **REPRISE**, and is another solid rock track that you need to listen to. You'll be impressed.

Also seeing action at Rock Radio, while tearing up Alternative, is the legendary **IGGY POP** (VIRGIN).

(See **ROCK SCHLOCK** page 37)

hearing that record. We also billboard what our current songs are going to be, so the new music gets talked about in the hour before it gets played. This also creates more recognition."

KUPD, like others, makes a point of playing new product enough to give it sorely-needed exposure. "Our minimum, except for nighttime-only records, is three plays a day," says Curtiss. "With the fact that we do the front and backsell, billboards, and doubleshots, we usually see results in terms of requests and sales within about three weeks. Often, we hear response from some of our active stores much sooner. That offers us indications that sales are going to transfer over to the chains and mall stores."

"We'll find a way to tease the band, something like, 'Up next, the band that boinked 400 groupies in one night.'"

-E. Curtis Johnson/KRZR

So in this age of three currents an hour, KUPD is making money by playing lots more than that? "Part of the reason for our success is that we're not all new music, or all classic rock, or hard rock," states Curtiss. "People don't just listen to hard rock, or classic rock or alternative music. They listen to a lot of different styles of music. If it's done properly, you can span a pretty good area of music. You just have to get a proper balance and have a good feel for your audience."

(See **MUSIC & BOINKING** page 37)

CFOX (Vancouver)
 PD: Jim Johnston
 MD: Brenda White ◊ 604-684-7221
 ADDS • Light: FAITH NO MORE.
 Medium: GUNS N' ROSES, Light:
 GYPSY ROSE, NORTHERN PIKES,
 VAN MORRISON.
KATM (Colorado Springs)
 PD: Mark Blake
 MD: Jennifer Bell ◊ 719-548-1528
 ADDS • Medium: VIXEN,
 KATT (Oklahoma City)
 PD: Doug Sorenson
 MD: Cindy Scull ◊ 405-848-0100
 ADDS • Medium: BAD COMPANY,
 Light: COMPANY OF WOLVES, LITA
 FORD, Medium: R.E.O.
 SPEEDWAGON.
KBOY (Medford)
 PD: Bob Jeffries
 MD: None ◊ 503-779-2244
 ADDS • Medium: CROSBY, STILLS &
 NASH, Light: GUTTERBOY, Medium:
 IGGY POP, Light: JELLYFISH,
 Medium: ROBERT PLANT, Light:
 STEEL HEART, WORLD PARTY,
KBPI (Denver)
 PD: Bill Betts
 MD: open ◊ 303-572-6200
 ADDS • Medium: BILLY IDOL,
KDJK (Modesto)
 PD: Mark Davis
 MD: Randy Maranz ◊ 209-869-2594
 ADDS • Light: COMPANY OF
 WOLVES, EXTREME, LITA FORD,
 Medium: BRUCE HORNSBY,
 ROBERT PLANT, R.E.O.
 SPEEDWAGON,
KDWZ (Des Moines)
 PD: T.J. Martens
 MD: open ◊ 515-266-6060
 ADDS • Light: JUDE COLE,
 CONCRETE BLONDE, GIANT,
KFMQ (Lincoln)
 PD: Gabe Baptiste
 MD: Joe Skare ◊ 402-489-6500
 ADDS • Medium: BAD COMPANY,
 DAVID BAERWALD, Light: VIXEN,
 KILO (Colorado Springs) PD: open
 / MD: Craig Koehn ◊ 719-634-4896

ADDs • Heavy: BAD COMPANY,
 Medium: COMPANY OF WOLVES,
 Light: EXTREME, FAITH NO MORE.
KISW (Seattle)
 PD: Steve Young
 MD: Mike Jones ◊ 206-285-7625
 ADDS • Light: JANE'S ADDICTION,
 Medium: R.E.O. SPEEDWAGON,
 Light: VIXEN,
KLOL (Houston)
 PD: Ken Anthony
 MD: Patty Martin ◊ 713-526-6855
 ADDS • Light: FAITH NO MORE,
 Medium: ROBERT PLANT, Light:
 R.E.O. SPEEDWAGON,
 SLAUGHTER, SOCIAL
 DISTORTION,
KLOS (Los Angeles)
 PD: Carey Curelop
 MD: Stephanie "Moose" Mondello
 ◊ 213-840-4836
 ADDS • Medium: PHIL COLLINS,
 Light: DREAD ZEPPELIN, Medium:
 GUNS N' ROSES, Light: GENE
 LOVES JEZEBEL, MICHAEL PENN,
 QUEENSRYCHE, Medium: R.E.O.
 SPEEDWAGON,
KNAC (Los Angeles)
 PD: Pam Edwards
 MD: Bryan Schock ◊ 213-437-0366
 ADDS • Light: DIO, Heavy: GUNS N'
 ROSES, Medium: L.A. GUNS,
 ROBERT PLANT,
KRIX (Brownsville)
 PD: Oscar Adame
 MD: Bryan Boyd ◊ 512-968-1548
 ADDS • Medium: BAD COMPANY,
 Light: FAITH NO MORE, Medium:
 DON HENLEY, JANATA, Light:
 JELLYFISH, JELLYFISH, Medium:
 PRETENDERS, Light: SLAUGHTER,
 Medium: DAVE STEWART,
KRSP (Salt Lake City)
 PD: Steve Carlson
 MD: Kelly Monson ◊ 801-262-5541
 ADDS • Medium: POISON,
 SLAUGHTER,
KRXQ (Sacramento)
 PD: Judy McNutt
 MD: Pamela Roberts

◊ 916-334-7777
 ADDS • Medium: BAD COMPANY,
 Light: BATON ROUGE, COMPANY
 OF WOLVES, Medium: LITA FORD,
 BRUCE HORNSBY, Light:
 HURRICANE, Medium: NELSON,
 Light: CHRIS OTCASEK, Medium:
 ROBERT PLANT, PRETENDERS,
 R.E.O. SPEEDWAGON,
KRZQ (Reno)
 PD: Max Volume
 MD: Steve Funk ◊ 702-827-0965
 ADDS • Medium: BAD COMPANY,
 ERIC CLAPTON, Light: COMPANY
 OF WOLVES, Medium: CROSBY,
 STILLS & NASH, JEFF HEALEY,
 HUMAN RADIO, CHRIS OTCASEK,
KRZR (Fresno)
 PD/MD: E. Curtis Johnson
 ◊ 209-252-8994
 ADDS • Medium: SLAUGHTER,
 VIXEN,
KTYD (Santa Barbara)
 PD: Doug Ingold
 ASST. PD/MD: Bruce Kendall
 ◊ 805-967-4511
 ADDS • Light: BAD COMPANY, JEFF
 HEALEY, ROBERT PLANT,
KUPD (Phoenix)
 PD: Curtiss Johnson
 ASST. PD/MD: J. David Holmes
 ◊ 602-838-0400
 ADDS • Medium: CHEAP TRICK,
 Light: COMPANY OF WOLVES,
 ELECTRIC BOYS, JANE'S
 ADDICTION, Medium: MOTLEY
 CRUE, RED HOUSE, WILLI JONES,
KWHL (Anchorage)
 PD: Radlo Phill
 MD: Dan Thomas ◊ 907-344-9622
 ADDS • Medium: BAD COMPANY,
 Heavy: JUDE COLE, Medium:
 COMPANY OF WOLVES, Light: DIO,
 ELECTRIC BOYS, Heavy: LITA
 FORD, Medium: JEFF HEALEY,
 R.E.O. SPEEDWAGON, JOE
 SATRIANI, SLAUGHTER, Light:
 SOCIAL DISTORTION,
KXXR (Seattle)
 PD: Brew Michaels /

MD: Dean Carlson ◊ 206-283-5979
 ADDS • Light: CONCRETE BLONDE,
 IGGY POP, JANE'S ADDICTION,
 MICHAEL PENN,
WAAF (Worcester-Boston)
 PD: Ron Valeri
 MD: Rick MacKenzie
 ◊ 508-752-5611
 ADDS • Light: BAD COMPANY,
 DAMN YANKEES, DON HENLEY,
 COLIN JAMES, MOTLEY CRUE,
 POSON, R.E.O. SPEEDWAGON,
WAZU (Dayton) PD: Lisa Lyons /
 MD: Kevin Cox ◊ 513-223-9445
 ADDS • Heavy: BAD COMPANY,
 Medium: BLACK CROWES,
 EXTREME, Heavy: JEFF HEALEY,
 R.E.O. SPEEDWAGON, Medium:
 SPANKY LEE,
WBCN (Boston)
 PD: Oedipus
 MD: Carter Alan ◊ 617-266-1111
 ADDS • Light: CHEAP TRICK, GUNS
 N' ROSES, WAY MOVES,
WDVE (Pittsburgh)
 PD: Gene Romano
 MD: Hershcel ◊ 412-937-1441
 ADDS • Light: BILLY IDOL, L.A.
 GUNS, Medium: R.E.O.
 SPEEDWAGON, TRIXTER,
WEBN (Cincinnati)
 PD: Tom Owens
 MD: Tony Tolliver ◊ 513-621-9326
 ADDS • Medium: CHRIS OTCASEK,
 RED HOUSE,
WHTQ (Orlando)
 PD: Ken Carson
 MD: Annie Summers
 ◊ 407-295-3990
 ADDS • Medium: JUDE COLE,
 GUNS N' ROSES, MOTLEY CRUE,
 Light: SLAUGHTER,
WIYY (Baltimore)
 PD: Russ Motta
 MD: John Knapp ◊ 301-889-0098
 ADDS • Medium: DREAD ZEPPELIN,
 Heavy: COLIN JAMES, L.A. GUNS,
 R.E.O. SPEEDWAGON, Medium:
 SLAUGHTER, Heavy: SOCIAL
 DISTORTION, Medium: STEEL

HEART,
WKLQ (Grand Rapids)
 PD: Jim Owen
 MD: Mike Tinnes ◊ 616-774-8461
 ADDS • Medium: BAD COMPANY,
 CONCRETE BLONDE, BRUCE
 HORNSBY, Light: L.A. GUNS, R.E.O.
 SPEEDWAGON, ROGER WATERS,
WLRS (Louisville)
 PD: open
 ASST. PD/MD: Brad Hardin
 ◊ 502-585-5178
 ADDS • Medium: COMPANY OF
 WOLVES, HEART, DON HENLEY,
 Light: MICHAEL O'BRIEN, Medium:
 R.E.O. SPEEDWAGON, Light:
 TRIXTER,
WLZR (Milwaukee)
 PD: Greg Fitzgerald
 MD: Greg Fitzgerald
 ◊ 414-453-4130
 ADDS • Light: ALLMAN BROS.
 BAND, ELECTRIC BOYS,
 ELECTRIC ANGELS, RED HOUSE,
 R.E.O. SPEEDWAGON, WINGER,
WMAD (Madison)
 PD: John Duncan
 MD: Pat Gallagher ◊ 608-249-9277
 ADDS • Light: DAVID BAERWALD,
 ELTON JOHN, GUTTERBOY, GENE
 LOVES JEZEBEL, MIDNIGHT OIL,
 R.E.O. SPEEDWAGON, LITTLE
 WOMEN,
WMMS (Cleveland)
 PD: Michael Luczak
 MD: Brad Hanson ◊ 216-781-9667
 ADDS • Medium: BAD COMPANY,
 Light: FAITH NO MORE, GENE
 LOVES JEZEBEL, NELSON,
 Medium: ROBERT PLANT,
WNEW (New York)
 PD: Dave Logan
 MD: Lorraine Caruso
 ◊ 212-286-1027
 ADDS • Medium: BLACK CROWES,
 CROSBY, STILLS & NASH, GUNS N'
 ROSES, SLAUGHTER, STEVE VAI,
WRQK (Canton)
 PD: Scott Hughes
 MD: Debbie Vincent

◊ 216-492-5630
 ADDS • Light: COWAN, Medium:
 NELSON,
WSHE (Miami)
 PD: Brian Krusz
 MD: Mark Cruz ◊ 305-581-1580
 ADDS • Light: BAD COMPANY,
 Medium: JUDE COLE, Light: LITA
 FORD, GYPSY ROSE, GENE
 LOVES JEZEBEL, Medium: MOTLEY
 CRUE, SLAUGHTER,
WTPA (Harrisburg)
 PD: Jeff Kauffman
 MD: Chris James ◊ 717-697-1141
 ADDS • Medium: BAD COMPANY,
 JUDE COLE, ELECTRIC BOYS,
 MOTLEY CRUE, R.E.O.
 SPEEDWAGON, TRIXTER,
WWWV (Charlottesville)
 PD: Jay Lopez
 MD: Debbie Gilbert ◊ 804-971-4057
 ADDS • Light: GUNS N' ROSES,
 Medium: BRUCE HORNSBY, BILLY
 IDOL, Light: IGGY POP, R.E.O.
 SPEEDWAGON, Medium:
 SLAUGHTER,
WZZU (Raleigh-Durham)
 PD: Jack Lawson
 MD: Joe Larson ◊ 919-787-9390
 ADDS • Medium: GUNS N' ROSES,
 JEFF HEALEY BAND, Light: L.A.
 GUNS, SIDEWINDERS,
Z-ROCK 50
 PD: Pat Dawsey ◊ 800-527-4892
 ADDS • Light: BLACK CROWES,
 ELECTRIC BOYS, LITA FORD,
 Medium: POISON, Light: SUICIDAL
 TENDENCIES, Medium: WINGER,
 Frozen this week:
 WDHA/Dover
 WXTB/Tampa
 Does your nose run?
 Do your feet smell?
 Maybe you are built upside-down.

BOINKING MUSIC (from page 36)

From Curtiss to E. Curtis

Given our sense of irony, it seemed appropriate to pick up the phone and call KRZR/Fresno PD E. Curtis Johnson. Programming one of the last successful 'Rock40's,' The E-dude has plenty of ways to make his current product work. "We use a number of tricks," he divulges. "When I think a song is particularly strong, I'll spike it in as a power over the weekend so that a lot of people hear it. With our new currents category, we print liner notes on the log instructing the jocks to back announce the songs every single time they're played."

E. Curtis also makes a point of selling new artists in a way that will make listeners stick around. "I like to tease new music," says E. Curtis. "If it's an unknown artist, I'm not going to say, 'Coming up, we'll have the new song by Artist X,' because nobody knows who they are. We'll find a way to tease the band, something like, 'Up next, the band that boinked 400 groupies in one night.' Anything that's going to give people a compelling reason to listen to a new song that's unfamiliar."

Go Weston, Young Man

Finally, we traveled to our nation's smallest state (next to Dan Quayle's state of awareness) to talk to WHJY/Providence PD Bill Weston. Initially, he addresses the issue of commitment. "Basically, you take the risk," says Bill. "You have to decide, 'Am I going to take this from a one play per day night record to a five play per day fulltime record?' I had that gut reaction with the Sinead O'Connor

record, and we knew we didn't want to be beat up by Top40 with it, so we popped it early. It's the same with the Concrete Blonde tune. If it's a hit, play it as if it's a hit. It will become readily apparent if it's not a hit."

How quickly should it become apparent if a record is going to work? Bill returns to the commitment theme, saying, "I think you've got to give a record six weeks. You can warm it up for four weeks in light and two weeks in medium, if you're concerned about it. If you don't see anything by the end of six weeks, then you have to make a gut call whether to stick with it or move on to something else."

On the issue of making new product familiar, Bill consolidates something a lot of people are saying in this column. "I encourage the jocks to be very effective in selling new music," he says. "That doesn't mean both front and backselling it; that can make you sound too cluttered. Say you've got a Midnight Oil record. You can introduce it as the new Midnight Oil record, or you can say, 'You remember *Beds Are Burning* from two years ago?' Or, 'Here's a seven-foot bald guy from the Australian Parliament.' Anything that cuts through the patter and means something. All the cars on the lot are essentially four wheels and a steering wheel. What does a salesman say to differentiate? You try to sell the music more effectively. I saw a survey that said 78% of listeners wished that announcers would say the titles of the songs more often. Well, the jocks are saying them, but they're obviously not saying them very memorably."

ROCK SCHLOCK (from page 36)

The BRICK BY BRICK album is likely to take Iggy to a new level of listener awareness, and Howe is an outstanding first track.

After building a strong base with Belfast (which still sounds great on KLOS), MCA are looking to continue the growth for **ENERGY ORCHARD** with Sailortown. The single oughta be in your hands by now. These guys are going to be strong adult artists for a long time to come.

RCA has a couple hot new rockers that please the ear. For solid hard rock with a strong hook, check out **GYPSY ROSE** Poisoned By Love. For a unique but accessible track, inspect **NEW LEGEND** Angel Of Mercy. These fine German gents are produced by Dieter Dierks of Scorpions fame. While they don't sound a thing like the Scorpions, that same feel of passion just barely under control lives here.

HOWEVER, the big buzz out of RCA is on the **LITA FORD** follow-up, Lisa. Knowing that the track is about her mother listening to the lyrics leaves you with a haunting feeling. This is one of those non-syrupy balads that will become unavoidable in the weeks to come.

It took some serious creative weirdness to name the new **REO SPEEDWAGON** album THE EARTH, A SMALL MAN, HIS DOG AND A CHICKEN. Having taken their medication, the band are #1 Most Added with Live It Up. For depth, check out You Won't See Me.

At long last, **COMPANY OF WOLVES** notch a chart debut for MERCURY with Hangin' By A Thread. With no-b.s. rock like theirs, it shouldn't be surprising that the strongest support comes from the Midwest, where The Distance went top-10 on the regional chart.

Another act doing quite well in the Midwest are **DIO**. With Born On The Sun getting lotsa play at majors like WAZU and WLZR, REPRISE is bringing Ronnie James back into the limelight. By the way, have you checked your library list for Rainbow In The Dark or Rock & Roll Children?

VIXEN (EMI) are developing an ever-building story at Rock Radio behind How Much Love. The first ladies of rock jump 24-13 this week and make an appearance in the Most Requested lands usually inhabited by the Poisons, GN'R's and Bon Jovi's of the world.

EXTREME are painfully close to a chart debut with Decadence Dance. A&M has major market play at KUPD, WBCN, WHJY, WIYY, WXTB, WLRS, KNAC and WAZU, amongst others.

Ditto **MICHAEL PENN** (RCA) with Brave New World. KLOL, WHJY, KLOS, KXXR, KRXQ, WBCN and KUPD are among those who have come to the party.

What We Hear Out Of San Antonio Nothing special really. However, market insiders are insisting that TK will not flip Spanish outlet KZVE in that direction, and the Cubs will win the Series.

STARDOG CHAMPION



COME TAKE A BITE!!!

APPLE

843 181-1/2/4

FROM MOTHER LOVE BONE

**THEIR FIRST ALBUM FEATURING 12 HYPNOTIC TRACKS
INCLUDING THE SINGLE "STARDOG CHAMPION"**

877 206-4



Management by Kelly Curtis Produced by Terry Date and Mother Love Bone

© 1990 POLYGRAM RECORDS, INC.

ALTERNATIVE

ALBUM

LW-TW

- 2-1 GENE LOVES JEZEBEL "Kiss Of Life" (Geffen)
- 1-2 CONCRETE BLONDE "Bloodletting" (IRS)
- 11-3 AZTEC CAMERA "Stray" (Reprise)
- 4-4 WORLD PARTY "Goodbye Jumbo" (Chrysalis)
- 3-5 DEPECHE MODE "Violator" (Sire/Reprise)
- 6-6 DAVID J. "Songs From Another ..." (Beggars/RCA)
- 12-7 IGGY POP "Brick By Brick" (Virgin)
- 7-8 MIDNIGHT OIL "Blue Sky Mining" (Columbia)
- 9-9 HAPPY MONDAYS "Step On" (Elektra)
- 8-10 HOTHOUSE FLOWERS "Home" (London/Polydor)
- 18-11 DEVO "Smooth Noodle Maps" (Enigma)
- 13-12 RAILWAY CHILDREN "Native Place" (Virgin)
- 16-13 REAL LIFE "Lifetime" (Curb)
- 14-14 JESUS JONES "Liquidizer" (SBK)
- 10-15 BOOM CRASH OPERA "These Here Are..." (Giant/WB)
- 15-16 SOMETHING HAPPENS "Stuck Together With..." (Char)
- 22-17 ADRIAN BELEW "Young Lions" (Atlantic)
- 17-18 LIGHTNING SEEDS "Cloudcuckooland" (MCA)
- 21-19 SONIC YOUTH "Goo" (DGC)
- 27-20 CANDY FLIP "Strawberry Fields Forever" (Atlantic)
- 19-21 PRETENDERS "Packed!" (Sire/WB)
- 5-22 NEW ORDER "World In Motion" (Factory/WB)
- 23-23 THE SUNDAYS "Reading, Writing..." (DGC)
- 24-24 PETER MURPHY "Deep" (Beggars/RCA)
- 20-25 KATYDIDS "The Katydids" (Reprise)
- 28-26 THAT PETROL EMOTION "Chemicrazy" (Virgin)
- 33-27 MICHAEL PENN "March" (RCA)
- 32-28 ULTRA VIVID SCENE "Joy : 1967-1990" (4AD/COL)
- 29-29 JOHN HIATT "Stolen Moments" (A&M)
- 46-30 PIXIES "12" Import" (Elektra)
- NEW-31 JANE'S ADDICTION "Ritual De Lo Habitual" (WB)
- 40-32 HEART THROBS "Dreamtime" (Elektra)
- 37-33 DAVE STEWART "Flatliners ST" (Arista)
- 25-34 MODERN ENGLISH "Pillow Lips" (TVT)
- 35-35 STEVE EARLE & THE DUKES "The Hard Way" (MCA)
- 43-36 SOUPDRAGONS "Mother Earth" (Polygram)
- 36-37 HUNTERS & COLLECTORS "Ghost Nation" (Atlantic)
- 38-38 CHRISTIANS "Colour" (Island)
- NEW-39 CHARLATANS "The Only One I Know" (Begg/RCA)
- 41-40 WILD SWANS "Space Flower" (Sire/Reprise)
- 42-41 ENERGY ORCHARD "Energy Orchard" (MCA)
- 31-42 FAITH NO MORE "The Real Thing" (Slash/Reprise)
- 47-43 ORIGIN "The Origin" (Virgin)
- NEW-44 SOCIAL DISTORTION "Social Distortion" (Epic)
- 45-45 JANE WIEDLIN "Tangled" (EMI)
- 39-46 STEVE WYNN "Kerosene Man" (Rhino)
- 30-47 BILLY IDOL "Charmed Life" (Chrysalis)
- 34-48 REVENGE "One True Passion" (Capitol)
- NEW-49 STONE ROSES "Import" (SilverTone/RCA)
- 44-50 LLOYD COLE "Lloyd Cole" (Capitol)

TRACKS

- | | | |
|---------------|----------------|--------------|
| JEALOUS | TANGLED UP | TWO SHADOWS |
| JCEY | BLOODLETT NG | DAYS & DAYS |
| CRYING | GOOD | |
| MESSAGE IN | IS IT TOO LATE | WAY DOWN |
| HALO | POLICY OF | |
| CHAUFFER | | |
| HOME | | |
| KING OF THE | | |
| STEP ON | | |
| MOVIES | GIVE IT UP | |
| POST MODERN | | |
| EVERY BEAT | MUSIC STOP | |
| GOD TONIGHT | | |
| MOUNTAINS | NEVER | INFO / REAL |
| ONION SKIN | | |
| HELLO HELLO | WHAT NOW | |
| HELICOPTER | PRETTY PINK | |
| ALL I WANT | JOY | PURE |
| KOOL THING | | |
| STRAWBERRY | | |
| CANDLE | NEVER DO THAT | NO GUARANTEE |
| WORLD IN | | |
| CAN'T BE SURE | HERE'S WHERE | MY FINEST |
| STRANGE | DEEP OCEAN | |
| HEAVY | | |
| SENSITIZE | | |
| BRAVE NEW | | |
| IT HAPPENS | STARING AT THE | |
| CHILD OF THE | | |
| VELOURIA | | |
| STOP | | |
| DREAMTIME | | |
| PARTY TOWN | | |
| BEAUTIFUL | MELT WITH | TAPESTRY |
| OTHER KIND | | |
| MOTHER | | |
| BLIND EYE | LOVE ALL OVER | |
| I FOUND OUT | | |
| ONLY ONE | | |
| MELTING BLUE | | |
| BELFAST | KING OF LOVE | |
| EPIC | | |
| SET SAILS | GROWING OLD | |
| RING OF FIRE | BALL & CHAIN | |
| WORLD ON | | |
| CAROLINE | TEARS | |
| L.A. WOMAN | PRODIGAL | LOVELESS |
| PINNEAPPLE | SLAVE | 7 REASONS |
| ONE LOVE | | |
| NO BLUE | WHAT DO YOU | |

MOST REQUESTED

CONCRETE BLONDE
GENE LOVES JEZEBEL
SONIC YOUTH
HAPPY MONDAYS

MOST ADDED

JANE'S ADDICTION
CHARLATANS
JELLYFISH
PIXIES / DREAD ZEPPELIN

TROLLING IN THE SHALLOW WATERS

So you have this radio station that you want to be different. You want it to have a sound and feel that will stand out to the average radio listener. You play music that is exciting, cutting edge... Alternative.

Now, you need to find a staff of personalities that can convey that uniqueness to your listeners. There's just one problem, you realize. There aren't very many commercial radio stations doing what you do, so the talent pool you might normally hire from is very small.

Obviously, there are plenty of experienced air talents out there with great pipes and a complete knowledge of radio formatics, but are they going to have the kind of knowledge of and enthusiasm for the music that this format requires? On the other hand, there are plenty of kids coming up from college radio who love the music and do have some formal training, but, as a programmer, do you care to stake your future on someone with no professional radio experience?

That's not an easy decision to make, and there's not a lot of middle ground to operate in here. With that in mind, we passed the magical **HITMAKERS** tape recorder around the horn and got some insights that should be as interesting for the up and coming personalities out there as they are for the programmers who face this regular dilemma every time a jock leaves.

A 50-50 Proposition

Sitting in little ol' Peterborough, WMDK PD **Janice Bailey** has to face said dilemma regularly. Talking about it, she feels that, "In a small market, I have to ask myself whether to go with someone who really knows the music, and who is really into it, or with somebody who knows radio. Unfortunately, they're not often combined for a format like this. I still haven't come up with a final answer to that. There's pluses on both sides. I never know whether it's easier to teach a person the music, or whether it's easier to teach them to basics of radio. It's almost a 50-50 shot."

Janice reports that she has been able to pluck some talent out of college radio. She explains, "I'm lucky that I do have a college station that's not too far away. They have people that do know the format and do know how to run a board. They really don't know anything about radio, but I've had quite a bit of success with them."

On the other hand, Janice notes, "On the other side, I've had radio people, like my midday guy right now who has worked at a Pollack-consulted AOR, who tell me that they really know the format and they really want to do it, and it turned out he really did know the music. The problem with that is you find people who say they know the music, but if they don't, it's really hard to fake. When you're playing the amount of titles that we do, that kind of person will have a really difficult time faking it."

In the end, facing that compromise, Janice says, "I've ended up hiring people that were really into the music. Sometimes, when they get into the studio and turn on the microphone, it doesn't always come that easy. In the end though, I think it really is easier to hire someone who knows the music, even if that really does make the training period longer. I've ended up with some people on the air that I wasn't happy with, but that's never happened often, or in a key daypart"

News & Schmooze
 Where have you heard this story before? Bad news arrives as Radio 1-2-3 (WTKX-AM/Pensacola) prepares to exit to Alternative format in the upcoming week. This loss, coupled with the loss of WOFM/Norfolk two weeks ago, is certainly frustrating. However, the gains we saw in places like Salt Lake City, Phoenix, Boston and Dallas are an encouraging sign for the future.

Equally encouraging is the upcoming sign-on of WWCD/Columbus. GM Gary Richards told **HITMAKERS** that he hopes to have the station up in a month or so. Gary is quite committed to the format, and the name we're hearing most often in conjunction with the PD post is BIG. Keep your eyes (See **NEWS & SCMOOZE** page 41)

Music Knowledge Over Experience

KTOW/Tulsa GM/PD **Tim Barraza** has a definite opinion on where his air talent should come from, and it ain't mainstream radio. Tim states, "The people out there who know the business well carry a higher price tag, and tend to feel like they can consult you. A guy can have seven years at a Top40 station, but that means nothing to me, because he doesn't know our format at all."

Talking about his current airstaff, Tim notes that only three of his current staff of 14 had ever worked at another radio station! He explains, "When I go for staff, I go to people who are recommended to me. We can teach them to spin records if they know our format. In this Alternative format, it's real important that you're educated as to who these bands are and where they come from. The hardcore listener knows, and they'll know when you make a mistake. When I go for someone, I look for intelligence and personality. We can teach the rest."

You might think that would create some interesting problems, but Tim makes an interesting point, "Professionalism on the air is, of course, very good to have, but in this format, the listener allows you to make mistakes. It's kind of accepted in this format. You can say oops on the air."

Grooming Talent In Collegiate Central

WRSI/Greenfield PD **Jim Olsen** has a situation that allows him to groom talent for prime positions. That, he says, makes it more desirable to hire jocks who

have more musical than professional knowledge. He notes, "I'm in the fortunate position of having most of my staff here in a long-term situation. I've been here six years, and two of my other staffers have been here five and a half and eight years. What I try to do is keep a stable of working parttimers in here. I don't look for people with experience. I'm more interested in people who have music knowledge. I've even trained a couple comedians who were into music to do radio."

Furthermore, Jim is lucky enough to have a large talent pool to draw from, "We're really in an area where there are lots of college radio stations," he says. "I constantly scan the college radio dial and see which people might be candidates, and I'll give them a try in the late night and overnight periods to see what develops. I've been able to develop a number of very good air personalities that way." Yes, calls college jocks out of the blue to discuss employment.

Finally, the nature of hiring local college talent makes this process desirable. Jim tells us, "The good thing about that is they're from this area, they're familiar with it, and they're settled into the area. They are really able to contribute on a local level. They also don't tend to get frustrated by being a parttime employee for a long period of time because it's not like they moved here."

Major Market Perspectives

By this point, you are, no doubt, wondering how these situations compare to larger markets. You can't take a college kid and put him on the air in San Diego, can you? Well Agent 86, there's only one person who can answer that question - 91X PD **Kevin Stapleford**. "It all depends on what I'm looking for at the time," Kevin notes. "If it's parttime, and people are going to be starting off on weekend overnights, I would be apt to go to the local colleges and try to pull somebody from there."

However, Kevin says that fulltime openings at 91X have been filled differently. He explains, "What we have done when it comes to fulltimers is take some people from mainstream Rock Radio and some people from other stations. **Mike Halloran**, our Music Director, came from a station in Detroit. Our PM driver was PD of the Quake in San Francisco. I think there are a limited number of people that can do this format, but I don't think it's out of the question to take someone from mainstream AOR, as long as they have a genuine respect for the music we play and the things we do."

Elaborating on that, Kevin discusses 91X's fairly new morning team **Berger & Prescott**, "We brought them in from (AOR) KGB. They're radio guys; they listened to the station, and they had always liked both mainstream AOR and 91X. Both had the beginnings of the kind of knowledge we need, but we're still easing them into what the kind of attitude and image (See **IN TOO DEEP** page 41)

ALDEN (from page 3)

regional promoter for DEF JAM Recordings from 1989-90. He also previously headed Hot Wax Promotions, an independent marketing firm in Austin, Texas, working with such artists as Ice-T and Sir Mix-A-Lot.

"With his exhaustive experience and background in the world of hip-hop, Keir is the perfect choice for this position," said Daniel. "Rap is becoming the most vital indigenous American music since the introduction of rock 'n' roll, and nobody understands this burgeoning genre better than Keir."

HARRIS (from page 3)

Garde Management.

In his new position Harris will oversee all aspects of marketing and promotion for WARNER BROS. and REPRISE in the Black Music arena.

"Ray's extensive and impressive music industry credentials, as well as the extraordinary job he has done for us during his tenure here, have made him an indispensable asset to our expanding reach in urban music," commented Oston. "His new position will make even better use of his talents, and I join with the rest of the company in congratulating him."

COHEN (from page 5)

Malone & Drag the River, and Dave Stewart and the Spiritual Cowboys.

Also at ARISTA this week, Vice President of Publicity **Melanie Rogers** announced the appointment of **Kris Nicholson** to the position of Manager, Editorial Services/Alternative Press for the label. Nicholson has been a freelance writer for publications such as *Rolling Stone*, *Creem*, *MTV To Go*, *Spin*, *Seventeen* and *The Music Paper*.

Both Cohen and Nicholson will be based in ARISTA's New York office.

ALTERNATIVE REPORTS

91X (San Diego)
PD: Kevin Stapleford
MD: Mike Halloran ◊ 619-291-9191
 ADDS • Light: JANE'S ADDICTION, CHEAP TRICK, CHARLATANS, JESUS JONES, MAZZY STAR, LOVE HATE, KATYDIDS, MARC ALMOND, BILLY IDOL, HEART THROBS, **KDGE (Dallas)** **PD: Larry Nielson / MD: George Gimarc** ◊ 214-580-9400
 ADDS • Heavy: SOCIAL DISTORTION, Medium: JANE'S ADDICTION, REVENGE, PIXIES, Light: TOO MUCH JOY, SONIC YOUTH, WILD SWANS, **KITS (San Francisco)**
PD: Richard Sands
MD: Steve Masters ◊ 415-626-1053
 ADDS • Medium: DEPECHE MODE, Light: BILLY IDOL, HEART THROBS, JELLYFISH, CHARLATANS, JANE'S ADDICTION, NITZER EBB, **KJJO (Minneapolis)**
PD: Mike Stapleton
MD: Lori Kelly ◊ 612-941-5774
 ADDS • Medium: DEVO, JEFF HEALEY, JANE'S ADDICTION, ERIC CLAPTON, COLIN JAMES, Light: PETER MURPHY, SOCIAL DISTORTION, PIXIES, **KJQN (Ogden)** **PD: Mike Summers /**

APD/MD: Biff Raffe ◊ 801-392-7535
 ADDS • Light: JANE'S ADDICTION, PIXIES, DEVO, JELLYFISH, **KRCK (Omaha)**
PD/MD: Paul Krieger ◊ 402-553-0980
 ADDS • Medium: CHARLATANS, Light: JANE'S ADDICTION, TOO MUCH JOY, JAZZ BUTCHER, JACK RUBIES, **KROQ (Los Angeles)**
PD: Andy Schuon
MD: Lewis Largent ◊ 818-567-1067
 ADDS • Medium: JANE'S ADDICTION, Light: IGGY POP, CHEAP TRICK, HOUSE OF LOVE, **KTCL (Fort Collins)**
PD: John Hayes / MD: Sam Ferrara ◊ 303-571-1232
 ADDS • Medium: JANE'S ADDICTION, CHARLATANS, Light: PIXIES, GUTTERBOY, SOUPDRAGONS, **KTOW (Tulsa)**
PD/MD: Tim Barraza ◊ 918-446-1903
 ADDS • Medium: BOOTSAUCE, DREAD ZEPPELIN, JANE'S ADDICTION, LEE SCRATCH PERRY, CHARLATANS, Light: GUTTERBOYS, JANE WIEDLIN, CAVEDOGS, **KUKQ (Phoenix)** **PD: Ern Gladden / MD: Jonathan L.** ◊ 602-838-0400
 ADDS • Heavy: DEPECHE MODE,

JANE'S ADDICTION, Medium: PIXIES, MORRISSEY, Light: STRANGLERS, CAVEDOGS, TOO MUCH JOY, **DREAD ZEPPELIN, WBRU (Providence)**
PD: Karyn Bryant
MD: Dexter Schwartz ◊ 401-272-9550
 ADDS • Heavy: GENE LOVES JEZEBEL, THE SUNDAYS, Medium: CHARLATANS, Light: JANE'S ADDICTION, CANDY FLIP, **WDRE (Long Island)**
PD: Denis McNamara
MD: Sue/Robert ◊ 516-832-9400
 ADDS • Heavy: DEPECHE MODE, Medium: RAILWAY CHILDREN, SOUPDRAGONS, CHARLATANS, Light: PIXIES, JANE'S ADDICTION, **WFNX (Boston)**
PD: Mad Max / ASST. PD/MD: Bruce McDonald ◊ 617-595-6200
 ADDS • Medium: CHARLATANS, Light: HOTHOUSE FLOWERS, JANE'S ADDICTION, STEVE WYNN, JOHN DOE, TOO MUCH JOY, URBAN DANCE SQUAD, DREAD ZEPPELIN, **WHFS (Washington)**
PD: open
MD: Weasel ◊ 301-306-0991
 ADDS • Light: CAVEDOGS,

CHARLATANS, HUNTERS AND COLLECTORS, JANE'S ADDICTION, JELLYFISH, WILLI JONES, LONESOME ROMEOS, PIXIES, **WHTG (Asbury Park)**
PD: Rich Robinson
MD: Chopper ◊ 201-542-1410
 ADDS • Heavy: CONCRETE BLONDE, JANE'S ADDICTION, Medium: JELLYFISH, CHRISTIANS, Light: ENERGY ORCHARD, JACK RUBIES, MICHELLE MALONE, HEART THROBS, REAL LIFE, **WKXL (Concord)**
PD: Renee Blake
MD: Dave Doud ◊ 603-225-5521
 ADDS • Medium: ALLMAN BROTHERS, SANTANA, WAS (NOT WAS), BRUCE HORNSBY, JELLYFISH, Light: JEFF HEALEY, WIRE, TOY MATINEE, WILD SWANS, IMMACULATE FOOLS, BIG DIPPER, DAVE STEWART, SOUPDRAGONS, PRINCE, CHRISTIANS, ORIGIN, **WMDK (Peterborough)**
PD: Janice Bailey
MD: Mike Thomas ◊ 603-924-7165
 ADDS • Medium: CHARLATANS, JELLYFISH, PIXIES, GUTTERBOYS, CANDY FLIP, DAVE STEWART,

CRASH VEGAS, KIMM ROGERS, STONE ROSES, **WOXY (Cincinnati)**
PD/MD: Phil Manning ◊ 513-523-4114
 ADDS • Heavy: CONCRETE BLONDE, MIDNIGHT OIL, SIDEWINDERS, Medium: PIXIES, JANE'S ADDICTION, JACK RUBIES, REAL LIFE, Light: CHARLATANS, DREAD ZEPPELIN, MAZZY STAR, JAZZ BUTCHER, CAVEDOGS, WAS (NOT WAS), JOHN MAYALL & THE BLUES BREAKERS, **WRSI (Greenfield)**
PD/MD: Jim Olson ◊ 413-774-2321
 ADDS • Light: NEVILLE BROS, JELLYFISH, **WXXV (Pittsburgh)**
PD/MD: Dave Calabrese ◊ 412-856-6846
 ADDS • Heavy: DEPECHE MODE, Medium: ADRIAN BELEW, Light: SOUPDRAGONS, PIXIES, SOCIAL DISTORTION, JELLYFISH, DREAD ZEPPELIN, JANE'S ADDICTION, TIMES 2, CHARLATANS, PLAN B, GREEN ON RED,
 On The Terminal List:
 WTKX-am/Pensacola
 Dodger Baseball

IN TOO DEEP (from page 40)

to the station, and they had always liked both mainstream AOR and 91X. Both had the beginnings of the kind of knowledge we need, but we're still easing them into what the kind of attitude and image that we've got here. They've got some baggage they brought over from KGB, some habits they needed to break. Now, they're really starting to sound like 91X. You can't get someone who just likes ZZ Top and Fleetwood Mac and make them fit in.

Mad About Massachusetts

Finally, having spoken with all these fine New Englanders in smaller markets, we got a large-market perspective from WFNX/Boston PD Mad Max, who said, "Can't I complain about Guy Zapoleon this week?" Getting on to the subject at hand, Max discusses the hiring of fulltime talent, "I tend to talk to the stations who do the format to see if they know someone who's available and ideal for us. I try to find people who have some interest in the music. It could be some fledgling jock who has been in the business for a few years, but hasn't mastered their format yet. They're at the crossroads, and you may be able to develop them."

On the other hand, Max talks about New England college radio and it's effect on the talent pool that is available to him, noting, "Boston is the first place I've been where there's a thriving pool of local college talent. There are a lot of people coming out of college radio here that I can hire for parttime. Our evening jock came out of college radio, as did our Music Director Bruce McDonald, who came out of college radio as an intern and worked his way up."

Max wraps us up for the week with some final observations: "There are natural people out there, but they are few and far between. I think you have to find these people, wherever they are, and mold them to your evil purposes. I just got a tape from a guy who has only been doing radio for a couple of years, but he's got the sound and the attitude, and he'd fit in. He was referred to me by a friend of a friend. There are very few of those kind of people though. If somebody like that doesn't land in your lap, you have to take younger people and mold them into something that is going to work for you."

LEWIS (from page 3)

Regional Branch Manager, Houston Regional Branch Manager, and Dallas Sales Manager.

In his new position, Lewis will be responsible for all of the distribution, sales and marketing activities involving MCA Distributing Corp.'s audio product.

"I'm delighted to welcome an executive with Luke's varied and extensive experience to this important new position," commented Burns. "He will play a key role in MCA Distributing Corp.'s continued aggressive expansion."

MCA Music Entertainment Group Chairman **Al Teller** said that with the acquisition of GEFEN and GRP and the growth of the other MCA labels, "MCA Distributing Corp. is poised for explosive growth." Teller called Lewis "an executive who possesses both the experience and vision to implement the MCA Music Entertainment Group's strategy for the ever-changing marketplace in the new decade."

CALARCO (from page 3)

to that he was Vice President/General Manager of CBS-owned KRQR-FM in San Francisco. He was General Sales Manager of WCBS-FM from 1980-1985, and he had also been Manager of the CBS Radio Spot Sales Chicago office, moving from the post of Local Sales Manager of WCAU in Philadelphia. He joined CBS in 1972, and held account executive positions with both WCBS and the New York CBS Spot Sales office.

"My predecessor, George Sosson, did a terrific job in building this FM division during his tenure," Calarco told **HITMAKERS**. "I hope I can continue in the same vein and take it a little further. I've been associated with the most prestigious oldies radio station in the country, and hopefully I can tap into what I've learned here and bring it to other markets."

Calarco's appointment is effective August 27.

NEWS con SCHMOOZE (from page 40)

here for more details as they emerge.

Congrats should be extended to KJQN/Mormonville MD **Biff Raffe**, who officially adds APD stripes this week. As **Mike Summers** says, "We've basically programmed this station as a team, and this just makes it official." Barring earthquake or computer virus, look for the KJQ staff on the cover of this here mag next week.

Tastiest new release for next week has to be that **MOTHER LOVE BONE LP APPLE (POLYGRAM)**. If ya need some, er, crunchy, quality guitar rock to feast on, check out lead track *Stardog Champion* and *This Is Shangrila*.

An enormous shock this week as **JANE'S ADDICTION** are #1 Most Added. With 17 of the existing 20 commercial Alternatives on it already, *Stop* is almost closed out of the box. When those rotation jumps roll in over the next couple weeks, WARNERS is looking at a HUGE record. Pick that jaw up off the ground.

Now that the **JELLYFISH** album is out, CHARISMA is starting to see some quick action. The *King Is Half*

Undressed is seeing most of the action, but talk is circulating about several tracks. The **BELLYBUTTON** album is lurking just off the chart.

Also stalking chart position are I.R.S. notables **DREAD ZEPPELIN**. If this album doesn't make you laugh, you have a severe humor deficiency. Their mutant *Heartbreaker Hotel* single leads, but their rendition of the *Immigrant Song* is a scream and is also seeing action.

ADRIAN BELEW continues to turn around for ATLANTIC via *Men In Helicopters*. Also readying for a directional flip are **SOMETHING HAPPENS (CHARISMA)**, **HOTHOUSE FLOWERS (LONDON/POLYDOR)**, and **HUNTERS & COLLECTORS (ATLANTIC)**.

Doctors Warning

Lewis Largent has been a very bad boy. He has been walking around without the crutches his orthopedist gave him. If you see him, please tell him that the knee brace is not enough. Also, do not let him near the stage at any more **URBAN DANCE SQUAD** shows.

FIELDS (from page 5)

of MOTOWN's sales staff. **Curtis Lloyd** has been named National Sales Director, and will continue to supervise the label's sales staff on a national level. **Peter Mollica**, who spent 15 years in the music industry in various promotion, sales, marketing and inventory control capacities with A&M Records, MCA Records and ABC Records, has been named Inventory Control Manager.

Newly appointed regional sales managers at MOTOWN are **David Cline**, most recently Vice President of Sales at Media Home Entertainment, as West Coast Regional Sales Manager; **Barbara Sanders**, since 1989 East Coast Marketing Specialist for MOTOWN, as East Coast Regional Sales Manager; and **Ron lafornaro**, most recently at Preferred Marketing, a record industry promotion and consulting company, as Midwest Regional Sales Manager.

HOT RADIO PROMOTIONS

WZOK HOSTS CHEAP TRICK AUTOGRAPH PARTY

97WZOK in Rockford, Illinois had a very special in-store at Appletree Records with Rockford's own **Cheap Trick**. To celebrate the first day to buy Cheap Trick's **BUSTED** LP, 97ZOK had an autograph party with all four band members at midnight on July 17, the time stores were allowed to begin selling the record. An estimated 3,000 fans were in line to meet the band, and the last autograph wasn't signed until 4:30 a.m. Everyone in line got to register for a sweater and watch designed by Cheap Trick's **Rick Nielsen**. The Rick Nielsen-wear is available only at one location in London and one location in Rockford. The sweater and watch together retail for almost \$300.

POWER106's THOMAS PERFORMS "WEDDING ON WHEELS"

On Friday morning, July 27, POWER106-Los Angeles's Reverend **Jay Thomas** united six couples in marriage. The "Wedding on Wheels" took place live during the Powermorning Zoo, on a Hollywood Fantasy Tours double decker bus parked directly in front of Mann's Chinese Theatre. According to Reverent Charles Ara, who united Hugh Hefner and Kimberly Conrad in marriage, "Jay Thomas has been ordained as a minister especially for this ceremony." The festivities of the Wedding on Wheels included a bachelor and bachelorette party (complete with belly dancer and male stripper), a visit to the Hollywood Wax Museum, Frederick's of Hollywood, the Max Factor Museum and more.

WNCI GIVING AWAY KEYS TO DREAM HOME

WNCI in Columbus is giving away the ultimate prize: a brand new dream home complete with an entertainment center and a new car in the garage! To win the home, listeners can register at local grocery stores or send postcards to WNCI. When an entry is drawn, listeners has 15 minutes to call the station and claim one of the 97 keys that may open the door to the home, which is valued at over \$120,000. It's the biggest single prize in Columbus radio history.

Y107's HAWK HARRISON GETS BUTT KISSED

When **Hawk Harrison** of Y107 (WYHY) in Nashville wondered aloud over the air whether anyone was willing to "kiss my butt" for front row seats to a recent **Kiss** concert in Nashville, several listeners stopped by the station ready to give the Hawkster a peck on the "cheek." The winner fortunately discovered that she was only required to kiss a photo copy of Hawk's back side, and the relieved butt-kisser commented after the feat that "The stuff they pack in toner cartridges doesn't taste half bad."

JET-FM's TATTOO HUNT AND STUPID HUMAN TRICKS

JET-FM in Erie, Pennsylvania recently held some off-the-wall promotions aimed at giving away tickets to **Cher** and **Paul McCartney**. For a week, morning co-host **Craig Warvel** hit the streets of Erie searching out tattoos, as well as "Tattoo" imitations ("The Plane! The Plane!"). Tattoo owners and imitators won tickets to the upcoming Cher concert in Erie, and all winners qualified for dinner, a limo ride to the show, and backstage passes to meet Cher herself. For the McCartney tickets, listeners had to show up at a given location and perform "stupid human tricks," such as showing a Beatles album or carrying a Martin & Warvel travel mug filled with a gerbil. A busload of crazy listeners were put into a padded bus for the ride to Cleveland to see McCartney.

93Q PRESENTS NEW DADS ON THE BLOCK



The 93Q (WRQN-Toledo) Morning Zoo has created a new "pop" music group - literally! The station recently had fathers audition for The New Dads On The Block, with all interested pops having been required to bring one of their kids to the auditions to prove they are actually a dad. The five winning pops received \$100 each, and gave their first (and final) performance on the air during the 93Q morning show. Critics say that the New Pops may soon rival the Beatles in popularity.

WL0L HOSTS MILK CARTON BOAT RACES

On Sunday, July 15, 99.5WL0L and 124 milk carton boats invaded Lake Nokomis in Minneapolis. It was the Twentieth Annual Aquatennial Milk Carton Boat Races, and it was the seventh straight year for WL0L as a sponsor. The event, co-sponsored by Land O' Lakes and hosted by the WL0L morning team of **Miller, Mondale and Hines**, brought in milk cartons boats of every size, shape and dimension. The main attraction of the day was "The Tetrarex," a 45-foot milk carton boat constructed in the shape of a Viking ship, with a 42-person crew. And yes, it did stay afloat!

Q-124 GIVES NEW PD AN ICY WELCOME

Q-124 (KQEN) in Roseburg, Oregon gave a less than warm reception to new PD and morning jock, **Mak Taylor**, by having him frozen alive in a 5000-pound block of solid ice. Mak's entombment was his introduction to Roseburg, and money raised from the event benefitted a three-year-old girl who recently underwent removal of a brain tumor. Over \$1,500 was raised during the 33 hours Mak was on ice, and his only request upon exiting was "a large, thick crust, sausage and pepperoni Domino's pizza with extra cheese and easy on the sauce."

ZOO98's MARX MONDAY AND YOUNG GUNS II PREMIERE

On July 16, ZOO98 (KZOU) in Little Rock, Arkansas recently held a Marx Monday, giving away tickets to see **Richard Marx** the following night at Mud Island Amphitheatre in Memphis. All winners rode to the show in the ZOO98 Party Caravan. The following week ZOO98 presented a special screening of *Young Guns II*. Zoo jocks spent a couple of days gunning down listeners on the streets of Central Arkansas, and at the showing they gave away T-shirts, posters and bandanas.

93QID LISTENERS GO CRAZY FOR NEW KIDS TICKETS

93QID in Alexandria, Louisiana asked listeners to write in 93 words or less what crazy stunt they would perform for their kids to be able to see the **New Kids on the Block** in concert in Shreveport. Three finalists were picked, and the eventual winner had himself tied up and then pushed a marble across the entire length of a football field - with his nose!

GIANT CHOCOLATE KISS LATEST KHTK MENU OF MADNESS ITEM

For the latest selection on the Menu of Madness, KHTK (HOT97) in St. Louis developed a sweet tooth. To prove his love for HOT97, a listener going under the assumed name of "Chuck Moore" dressed up as a giant chocolate kiss and paraded in front of Busch Stadium before a recent Cardinals-Dodgers game. Chuck was covered with chocolate from head to toe and wrapped in foil. The usual prize of \$97 was awarded.

KRBE's MILLER MOON LITE FUN RUN

KRBE (POWER104) in Houston recently held the First Annual Miller Moon Lite Fun Run, teaming up with Miller Lite to raise money for the Crescent Moon Foundation, Houston Oilers quarterback **Warren Moon's** favorite charity. Over 600 runners ran in the June 28 race, which featured appearances by POWER104 DJs, former Houston Rocket **Robert Reid**, Heisman Trophy winner **Andre Ware**, and Warren Moon himself. The event raised \$2,500, and after the race everyone was invited to a post race party hosted by POWER104.

XL106.7 GIVES QUARTERS BACK TO COMMUTERS



On Monday, July 2, XL106.7 (WXXL) in Orlando offered toll relief during morning drive. As of July 1, the East-West Expressway, Orlando Beltway and Bee Line Expressway raised their tolls by 25 cents, and in response XL106.7 stationed "XL Quarterbacks" at selected off-ramps throughout the area. The XL Quarterbacks were dressed in XL jerseys, shoulder pads and black helmets, and their job was to simply refund quarters to as many commuters as possible. The Quarterbacks refunded over 2000 quarters!

**HE'S NOT THE ONLY ONE
LOOKING FOR A HEART.**



"IF ANYBODY HAD A HEART"
Crosby, Stills & Nash

The second single from their latest album *Live It Up*.

Management: Bill Siddons for Siddons & Associates;
Gerry Tolman for Management Network



On Atlantic Records

© 1990 Atlantic Recording Corp. A Time Warner Company

FACES & PLACES

Q102-CINCY'S FIRST STAR PARTY A SCREAMING SUCCESS!

Despite an untimely downpour and the date, Q102 showed Cincinnati what a big-time party was all about when they filled two adjacent clubs with a stellar lineup of hit artists for their first-ever Star Party on Friday the 13th. Ten acts came to party it up with more than 6000 Q listeners, and the raindrops couldn't stop **EDDY MONEY**, **HENRY LEE SUMMER** and **KEVIN PAIGE** from electrifying an ecstatic (though soaked) crowd with performances outside the club. Other acts joining the party were **NELSON**, **BRUCE HORNSBY**, **SEDUCTION**, **LINEAR**, **VIXEN**, **GLENN MEDEIROS**, and **WAS (NOT WAS)**. Music Director **BRIAN DOUGLAS** says the whole shebang was a **HUGE** success, with tons of newspaper and TV coverage.



Bruce Hornsby (left) getting his point across with Q102 Air talent **Gary McGill** at Star Party '90.

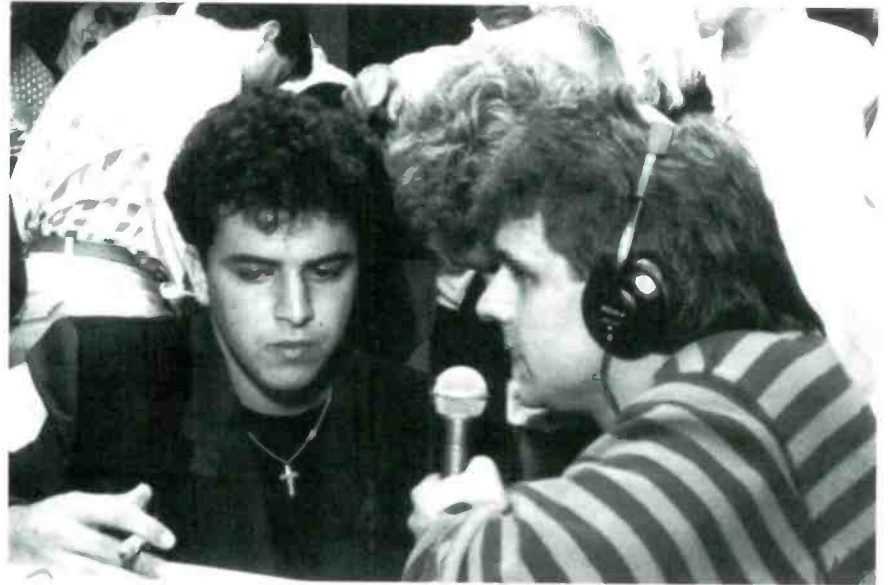


Chart-topper **Glenn Medeiros** gets interviewed by Q102 night guy **Chris Tyler** during Q102's live broadcast from the Star Party.



In the midst of the downpour, **Eddie Money** (left) and **Henry Lee Summer** jam for a thousand soaked fans outside the Waterfront clubs.



It's smiles all around as Q102's morning man **J.B.** (left) and afternoon host **Mark Sebastian** (right) hang out with the lovely **Jan** and **Roxy** of **VIXEN**.



Kevin Paige gives a happy Q102 listener a purely platonic squeeze during the festivities.



Q102's Promotion Director **Michelle Hassenmueller** gets her own platonic squeeze from **LINEAR's** Wyatt "Riot" Pauley and Charlie "Steele" Pennachio.

★ BANG



"Holding My Heart"

CLUB CHART: NEW #43

A HITBOUND!

Produced by: TODD CANEDY Mgmt: DANIEL SANDERS and PETER LAMAS

DANA LUNDON, MD, HOT102 - "One week of airplay shows early requests! A good pop record, check out the Shep Pettibone mixes - they give the song more pump!"
GARY MICHAELS, MD, KISN - "This record works! Instant phones all demos - perfect for TOP 40 stations! Listen and you'll love it!"
HAWK HARRISON, MD, Y107 - "A great balance tune for your station with tons of female appeal - the ladies love this one!"

JUST ADDED AT:

WFLZ #40

KXXR

KWOD #37

ACTION AT:

KISN (34-31)

Y107 (35-32)

99WGY (40-35)

HOT95 (25-22)

KJJG (31-27)

KLYV (38-32)

KRNQ (21-17)

KZIO (D#37)

KZOU (D#40)

WJMX (32-24)

WPXR (25-21)

WQUT (D#40)

WSPK (40-33)

and more



GIANT

Produced by: ALAN PASQUA and M. SPIRO
Management: E.S.P.



"It Takes Two"

A CRUSADE! A HITBOUND!

TOM GILLIGAN, PD/MD, 92X - "Excellent past performance in requests and sales, GIANT has been a success from the beginning for us! This primarily female reactor band should do well in this market with this single!"
STEVE MANN, Asst. PD/MD, WQUT - "This is already getting instant requests especially with adult females!"

JUST ADDED AT:

92X
WGTZ
99WGY
KCHX
KQCR
KSKG
KWNZ
OK95

WCIR
WDEK
WHDQ
WKFR
WOVO
WVSR
WWFX
WWHB

ACTION AT:

KFBD (D#35)
KFRX (Add)
KHSS (D#29)
KKRC-FM (24-21)
KQKY-FM (D#33)
KZMC (D#40)
MAX94 (19-15)
WBEC-FM (39-36)

WKRZ (D#38)
WQUT (D#38)
and more



FACES & PLACES



COLUMBIA Records hosts a "Month Of Mondays" series at New York City's famed Blue Note Jazz Club. Kicking off the festivities are (L-R): **Dr. George Butler**, VP Progressive & Jazz Music A&R, Columbia; **Ellis Marsalis** and his son, recording artist **Wynton Marsalis**; Columbia Records President **Don Ienner**; recording artist **Joey DeFrancesco** and CBS Records Division



Tom Wilson (better known as "Biff" from *Back To The Future*) joins the Z100-New York Morning Zoo. Pictured are (L-R): Z100's MTV guy **Adam Curry**; Zoo Keeper **Ross Brittain**; and **Tom Wilson**.



M.C. Hammer "Hangs with Hollywood!" KIIS-FM-Los Angeles's Hollywood Hamilton says that M.C. Hammer was one of the best cats to interview so far this year! Pictured are (L-R): **Hollywood Hamilton**; **M.C. Hammer**; and producer **Sammy Stauder**.



The joining of great minds brings Chairman of ESQUIRE Records **Gerry Laufer** (center) to sign an agreement to distribute his label through **Mel Fuhrman's** (right) LITTLE MAJOR Records. Also on hand is Esquire Records Director of Artist Relations **Jeanne Laufer** (left). In addition to the New York base, Esquire Records is currently opening and staffing a Los Angeles office to be headed by it's new president, **Arnie Orleans** (not shown).



ATLANTIC Recording group **EVERYTHING BUT THE GIRL** makes their television debut on *Late Night With David Letterman*. Shown on the set are (L-R): **Ben Watt** of EBTG; **Paul Shaffer**; and **Tracey Thorn** of EBTG.



B-93 Hands-on Marathon winner won a 1991 Mercury Tracer after having her hands on the car for 72 hours and 48 minutes. Shown in front of the car are (L-R): B-93 News Director **Debra Cole**; B-93 Morning man **Mike Butts**; contestant winner **Monique Creech**; dealership owner **Michael Chagois**; and B-93's **Jose Brown**.



The Smithereens

"Blue Period"

ON THE **HITMAKERS** CD SAMPLER # 40
ENCLOSED IN THIS ISSUE!



Whispers

"Innocent"

CROSSOVER TOP40 CHART: 47-38
CLUB CHART: NEW #36
A HITBOUND!

WIOQ (32-28)
WUSL (16-7)
KISS98.5 (20-15)
KKBQ (Add)

KRBE (24-21)
HOT105 (#16)
Q106 (Add)
Z90 (#23)

POWER PIG (37-27)
Y108 (30-19)
HOT97.7 (D#28)
FM102 (Add)

WKSS (28-26)
102JAMZ (24-20)
Z99 (31-26)
and more

The London Quireboys

"I Don't Love You Anymore"

A HITBOUND!

FM104 (Add)
KJLS (39-31)
KKRC-FM (10-5)
KLBBQ (Add)

WBEC-FM (35-30)
WHDQ (Add)
WIXX (Add)
WJZQ (D#36)

WNYP (Add)
WOVO (32-27)
WPST (Add)
WTBX (Add)

Y104 (40-36)
and more



On Capitol CDs, Cassettes and Records

FACES & PLACES



Pictured backstage at the sold-out Marquee appearance of **THE LONDON QUIREBOYS** are (L-R): Capitol Dir. of Artist Develop. **Clark Duval**; Capitol VP Nat'l Sales **Joe McFadden**; VP Financial Svcs. **Art Yaeger**; London Quireboy **Guy Bailey**; Capitol New York Branch Mgr. **Gene Rumsey**; London Quireboys **Spike** and **Chris Johnstone**; Capitol Records President **Hale Milgrim**; London Quireboy **Rudy Richman**; CEMA VP Mktg. **Rand Bleimeister**; London Quireboys **Guy Griffin** and **Nigel Mogg**; and VP Sales **Lou Mann**.



PHOTO CREDIT: Lisa Rose

CHRYSALIS recording artist **Billy Idol** (right) and internationally famed singer **Tom Jones** jam at the Hollywood nightclub in New York City. This was Billy's first public performance since his motorcycle accident earlier this year and Tom's last public performance before flying to the U.K. to start on a new album.



ARISTA recording artist **Taylor Dayne** (left), took time out after her sold-out concert in Miami to welcome some special backstage guests-**Ann Curless** from Expose (middle), and **Gloria Estefan** (right), who was making one of her first public appearances since her accident this past winter. Ann, Gloria, and the SRO crowd cheered Taylor on as she performed many of her top ten hits.



They're all smiles in San Jose over **DANGER DANGER's** new single *Bang Bang*. The band joined the Kiss/Slaughter tour July 10th. Pictured are (L-R): Epic San Francisco Promotion Mgr. **Robin Silva**; Danger Danger bass player **Bruno Ravel**; KWSS Asst. PD **Rich Anhorn**; and Epic Sr. Dir. Nat'l. Album Promotion **Sky Daniels**.



Hitline USA gets visits from not just one, but two soulful songsters. Pictured are (L-R): **Johnny Gill**, **Carnie Wilson** of Wilson Phillips and host **Brenda Ross** of **POWER 106**.



Q-105 (KCAQ) Oxnard, CA air personalities helped to cool down the flames of the Santa Barbara fire by stripping down to their underwear for donations to help the residents who lost their homes. **Annie Sage** (pictured) stripped down to her bra and panties and raised over \$1,000 on her mid-day show.

A CRUSADE! A HITBOUND!

WAS (NOT WAS)



Produced by: DON and DAVID WAS Management: KUSHNICK PASSICK

★ **"Papa Was A Rollin' Stone"**

JOHNNA CECCOLI, MD, Y100 - "A multi-format, multi-demo record. Familiar with the adults and yet a fun sounding tune for the teens!"

DENA YASNER, MD, KOY95 - "What a great band! They were recently at the station hosting our morning show and the audience response was excellent! Expect this song to do well!"

ICEMAN, MD, KROY - "Pop this one on during the daytime and watch the phones smoke! Early reaction looks favorable. Upper demos love the non-rap version while the kids find the rap version hip!"

TOM BROWNE, PD, KZBB - "If you're looking for a song that'll get those baby boomers as well as the kids on the street, here it is!"

JUST ADDED AT:

**WXKS
KDWB
WMXP
95SX
99WGY
KFBQ
KHOK
KIXR
KJJG
KTMT**

**KXIQ
KZBB
KZIO
KZZU
WJZQ
WKFR**

ACTIVE AT:

**KJMZ (#24)
WMGV(32-27)
WOVO(D#38)
PWR98(D#28)**

**WAZY (D#35)
WBWB (34-32)**

BREAKING AT:

**Y100
KOY95
KROY
K106
YES97
99WAYS
KKMG**

**B95
KQMQ
103CIR
WOMP
Q104
WKSF
KYYY
WBNQ
KCMQ
WIFC
KTRS
and
more**

FACES & PLACES



EMI artist **Richard Marx**, currently on the second leg of his North American tour in support of his multi-platinum album, REPEAT OFFENDER, recently played two sold-out concerts at the Greek Theatre in Los Angeles. Pictured with Marx (center) following one of the shows are **Joe Smith** (left), President and CEO of CAPITOL-EMI Music, Inc., and EMI Records Vice President of Sales **Ken Antonelli**.



ATLANTIC recording artist **Phil Collins** recently performed five sold-out shows at the Great Western Forum in Los Angeles. Pictured backstage are (L-R): Atlantic West Coast Sr. Dir. Of Artist Relations & TV **Tony Mandich**; Atlantic West Coast Regional Pop Promo. Dir. **Bob Clark**; **Phil Collins**; Atlantic West Coast Regional Sales & Mktg. Dir. **Tom Davies**; Atlantic local Promo Rep **Mary Tripodi**; and Atlantic Sr. VP/West Coast GM **Paul Cooper**.



EMI recording artists **VIXEN** team up with famed video producer **Russell Mulcahy** for their first video off their upcoming REV IT UP album. Pictured are (L-R): **Share Pedersen**; **Roxy Petrucci**; Director **Russell Mulcahy**; **Jan Kuehnmund**; and **Janet Gardner**.



VIRGIN recording artist **Bobby Z** (seated on right) recently attended the KDWB-FM "Star Party" in Minneapolis and was joined for a pre-performance dinner by singer/songwriter **Michael Bolton** (middle) and Bolton's manager **Louis Levin** (left).



POLYGRAM Records recently took over Hollywood's China Club to host a listening session for **CAMEO** where ASCAP presented the group with a special plaque declaring CAMEO the "Kings Of Funk." Pictured are (L-R): **Tomi Jenkins** of Cameo; ASCAP's **Julie Horton**; **Larry Blackmon** of Cameo; ASCAP's **Loretta Munoz**; and Polygram Records L.A. Branch Manager **Bill Follett**.



RCA recording artist **Marti Jones** performed songs from her label debut at New York's Bottom Line. Pictured are (L-R): RCA VP of Communications **Dennis Fine**; RCA VP Promotion **Butch Waugh**; RCA VP Creative Svcs. **Ria Lewerke**; **Sara Dobbis**; Jones' album producer, co-writer, bass player and husband **Don Dixon**; **Marti Jones**; RCA Sr. Dir. Adult Contemporary Promo and Trade Relations **Bonnie Goldner** (in front of Ms. Jones); RCA Exec. VP/GM **Rick Dobbis**; Manager **Harry Simmons**; RCA Dir. Nat'l Album Promo **John Sigler**; RCA Sr. Dir. Publicity **Marilyn Lipsius**.

DOOWUTCHYALIKE



ON YOUR DESK NOW!

digital underground

featuring HUMPTY HUMP the smash



CLUB CHART

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

LW-TW

- 4-1 **BLACK BOX** "Everybody Everybody" (RCA)
- 22-2 **ADVENTURES OF STEVIE V** "Dirty Cash" (MERC)
- 7-3 **DEPECHE MODE** "Policy Of Truth" (SIRE/REP)
- NEW-4 **ERASURE** "Star" (SIRE/REPRISE)
- 12-5 **KEITH SWEAT** "Make You Sweat" (ELEKTRA)
- 3-6 **LISA STANSFIELD** "You Can't Deny it" (ARISTA)
- NEW-7 **DEEELITE** "What Is Love" (ELETRA)
- 31-8 **BELL BIV DEVOE** "Do Me" (MCA)
- NEW-9 **NAYOBE** "I Love The Way You Love..." (WTG/EPIC)
- NEW-10 **THE TIME** "Jerk Out" (REPRISE)
- NEW-11 **NEW ORDER** "World In Motion" (FACTORY/WB)
- NEW-12 **CAMEO** "I Want It Now" (MERCURY)
- NEW-13 **SOUL REBELLION** "Simple Rhythm" (CARDIAC)
- NEW-14 **CORO** "Can't Let You Go" (CUTTING)
- 41-15 **ADEVA** "Warning" (CAPITOL)
- 26-16 **REVENGE** "Pineapple Face" (FACTORY)
- NEW-17 **SNAP** "Oops Up" (ARISTA)
- NEW-18 **ADAM ANT** "Rough Stuff" (MCA)
- 1-19 **SNAP** "The Power" (ARISTA)
- 52-20 **REAL LIFE** "God Tonight" (CURB)
- 6-21 **SOUL II SOUL** "A Dreams A Dream" (VIRGIN)
- 33-22 **MR. MIXI & SKINNY SCOTTY** "I Can Handle..." (SBK)
- 2-23 **49ERS** "Don't You Love Me?" (4TH & B'WAY/ISL)
- 8-24 **INDIA** "The Lover (Who Rocked You..." (REP)
- NEW-25 **LYDIA RHODES** "DJ Give Me That Funky..." (MCA)
- NEW-26 **LIZ TORRES** "If U Keep It Up" (JIVE)
- NEW-27 **TONY! TONI! TONE!** "Feels Good" (WING/POLY)
- NEW-28 **CANDY FLIP** "Strawberry Fields Forever" (ATL)
- 25-29 **ELECTRIBE 101** "Talking With Myself" (MERCURY)
- NEW-30 **MAXI PRIEST** "Close To You" (CHARISMA)
- 20-31 **DOUG LAZY** "Can't Hold Back (U No)" (ATL)
- 36-32 **ANYTHING BOX** "Jubilation" (EPIC)
- NEW-33 **TONY SCOTT** "Gangster Boogie" (NEXT PLAT)
- 37-34 **ANNETTE TAYLOR** "I Don't Love You..." (ACTIVE)
- NEW-35 **BASIC BLACK** "She's Mine" (MOTOWN)
- NEW-36 **THE WHISPERS** "Innocent" (CAPITOL)
- NEW-37 **SATOSHI TOMIIE f/ A. JARVI** "And I Love..." (FFRR)
- NEW-38 **QUARTZ/CLUBLAND** "Let's Get Busy..." (GEF)
- NEW-39 **YAZZ** "Treat Me Good" (POLYGRAM)
- NEW-40 **MODERN ENGLISH** "I Melt With You (Remix)" (TVT)
- NEW-41 **AFTER 7** "Can't Stop" (VIRGIN)
- NEW-42 **LAURIE SANDERS** "I'll Admit It" (EPIC)
- NEW-43 **BANG** "Holding My Heart In Your..." (VEN/A&M)
- 54-44 **CORINA** "Loving You Like Crazy" (CUTTING)
- NEW-45 **HAPPY MONDAYS** "Step On" (ELEKTRA)
- 47-46 **BRAT PACK** "I'm Never Gonna Give..." (VEN/A&M)
- NEW-47 **WAS NOT WAS** "Papa Was A Rollin' Stone" (CHRY)
- 24-48 **MELLOW MAN ACE** "Mentiroso" (CAPITOL)
- NEW-49 **BASS-O-MATIC** "In The Realm Of Senses" (VIRG)
- 5-50 **EN VOGUE** "Hold On" (ATLANTIC)
- NEW-51 **BEATS INTERNATIONAL** "Won't Talk..." (ELEK)
- 11-52 **MC HAMMER** "Have You Seen Her?" (CAPITOL)
- NEW-53 **BLAZE** "So Special" (MOTOWN)
- 32-54 **TIANA** "First True Love" (MIC MAC)
- NEW-55 **THE PARTY** "Summer Vacation" (HOLLYWOOD)

CLUB CHATTER...

Lots and lots of new entries on the club chart this week and a good explanation to go with it! In order to provide a chart that accurately shows the hottest and freshest music on the club circuit nationwide, this chart has been revised to reflect prime movers on record pool charts as opposed to their Top 40. With over 1700 DJs reporting to these pools, it hopefully reflects an accurate picture of what is pumping on the dance floors this week! Now a few comments on some hot tunes...

JIVE gem **LIZ TORRES** has an uptempo jam with her latest project. Check out the Clivilles/Cole mix on the 12" - this dynamic production duo smokes!

Talking of hot female vocalists, remember Yazz & The Plastic Population of *The Only Way Is Up* fame? Now lead singer **YAZZ** is pursuing a solo career on POLYGRAM and her current single is already jamming dance floors! Check out this single on the the **HITMAKERS** CD sampler enclosed in this issue.

REPORTERS - HOT BREAKOUTS

NEW YORK

FOR THE RECORD • New York ♦ Danny Pucciarelli (125 Reporters) (212) 598-4177- JOHNNY DYNELLE, RICH RODGERS, WAS NOT WAS, SOUL REBELLION, FREE STYLE ORCHESTRA

SURE RECORD POOL • Bronx ♦ Bobby Davis (125 Reporters) (212) 904-0500- CHE, DESKEE, KICKING BACK, MELBA MOORE, PROJECTION,

LOS ANGELES

AMERICAN MUSIC POOL • Beverly Hills ♦ Jeff Fishman/Jimmy Kim (125 Reporters) (213) 659-7852 • POOR POCKETS PRODUCTION, SNAP, TKA, WHISTLE, X-CLAN,

IMPACT RECORD POOL • Los Angeles ♦ Fut (75 Reporters) (213) 292-6611- FORCE M.D.'S, STETSASONIC, YOUNG MC,

RESOURCE RECORD POOL • Los Angeles ♦ Randy Sills (125 Reporters) (213) 651-2085- LYDIA RHODES, QJARTZ/CLUBLAND, RAUL ORELLANA, SALT 'N PEPA, SOUL REBELLION,

CHICAGO

CHICAGO RECORD POOL • Chicago ♦ Sean Knight (100 Reporters) (312) 876-0909- ADAM ANT, BANG, DONNA LEE, J. CHILD, KYPER, SINEAD O'CONNOR,

SAN FRANCISCO

BAY AREA DANCE ASSOC. • San Francisco ♦ Nick Lygzios (75 Reporters) (415) 882-9700- BANG, JOY WINTER, IMAGES, LT STITCHIE, RICH NICE,

SOUL DISCO • San Francisco ♦ Bob Griffith (40 Reporters) (415) 431-1758- DURAN DURAN, L. STANSFIELD, PHIL COLLINS, SINEAD O'CONNOR, SNAP,

PHILADELPHIA

PHILADELPHIA METRO POOL • Philadelphia ♦ Martin Keown (75 Reporters) (215) 732-794- 2 IN A ROOM, ATMOSFEAR, FREESTYLE ORCH., QUARTZ/CLUBLAND, STARPOINT,

DETROIT

DETROIT DANCE • Ferndale ♦ Steve Nader (50 Reporters) (313) 541-4323- LISA STANSFIELD, LYDIA RHODES, PLUS 1, SINEAD O'CONNOR, SNAP,

MADD RECORD FOOL • Detroit ♦ Keith Golden (30 Reporters) (313) 922-5581-

DESKEE, EN VOGUE, LALOH HATHAWAY, MC HAMMER, THREE TIMES DOPE,

DALLAS

NORTH TEXAS DANCE POOL • Dallas ♦ Karen Kennedy (75 Reporters) (214) 826-6832- BANG, CANDY FLIP, DEEE-LITE, LIZ TORRES, SNAP,

BOSTON

BOSTON RECORD POOL • Boston ♦ Robin Springer (125 Reporters) (617) 325-7665- DESKEE, DIANA BROWN & BARRIE K SHARPE, PROJECTION, SOUL REBELLION, YAZZ,

WASHINGTON D.C.

OUR MID-ATLANTIC POOL • Washington ♦ Bill Keart (100 Reporters) (202) 483-8880- DIANA BROWN & BARRIE K SHARPE, FREESTYLE ORCH, TYLER COLLINS, QUARTZ/CLUBLAND, TKA, YVONNE DELEON,

HOUSTON

MUSIC INFORMATION EXCHANGE • Houston ♦ Sam Meyers (50 Reporters) (713) 667-2734 • 54 46, CAMEO, DINO, JOY WINTER, MELBA MOORE,

MIAMI

FLAMINGO RECORD PROMOTIONS • Miami ♦ Richard McVay (100 Reporters) (305) 895-1246 • CANDY FLIP, DEEE-LITE, DESKEE, LISA STANSFIELD, NEW ORDER,

FLORIDA WEST URBAN CONNECTION • Tampa ♦ Oliver Crawford (45 Reporters) (813) 963-1170- ABOVE THE LAW, THE BOYS, CALLOWAY, PERFECT GENTLEMEN, THE WHISPERS,

ATLANTA

DIXIE DANCE KINGS • Alpharetta ♦ Dan Miller (150 Reporters) (404) 740-0356- SNAP, YAZZ, ATMOSPHERE, CORO, OAKTOWN 3,5,7,

SAN DIEGO

SOLID PRODUCTIONS RECORD POOL • San Diego ♦ Monroe Greer (45 Reporters) (619) 470-3111- DIANA BROWN & BARRIE K SHARPE, ROB BASE, THE TIME, TKA, YAZZ,

PHOENIX

DESERT WEST RECORD POOL • Phoenix ♦ Terry Gilson (75 Reporters) (602) 249-9214- ATMOSPHERE, CYNTHIA & JOHNNY O, DINO, PHIL COLLINS, SYBIL,

The EPIC HIT PARADE Continues . . .



"All The Way"

CALLOWAY

DANA LUNDON, MD, HOT102 "Just started it in daytime rotation and requests have really picked up. More than one mix to suit your needs."

HAWK HARRISON, MD, Y107 "Expect CALLOWAY to go 'All The Way' to the top - it's a SMASH and my personal favorite!"



R&R URBAN 39*-32*
HITMAKERS CROSSOVER Top40: NEW #45 A HITBOUND!



NEW ADDS AT:
KUBE
KS104

HOT ACTION AT:
 HOT97 (34-31)
 WXKS-FM (D#32)
 WLOL-FM (30-27)

WFLZ (23-20)
 KKFR (25-23)
 KKRZ (30-27)
 HOT102 (D#26)

HOT97.7 (#33)
 KITY (30-29)
 KTFM (D#30)
 and more

A N A

"Angel Of Love"



PARC
 Records

MARK JACKSON, ASST. PD/MD, WHYT "Consistent Top 5 phones at WHYT."

HITMAKERS HITBOUND!

WDFX (16-11)
 WHYT (10-9)
 Y108 (7-6)
 B97 (27-25)

WKEE (D#31)
 WKRZ (39-34)
 KZFM (38-35)
 KKXX (Add)

B95 (D#37)
 KHTK (4-3)
 and more



LOUIE LOUIE

"I Wanna Get Back With You"

A HITBOUND! A CRUSADE!



ADDED AT OVER 30 TOP 40 STATIONS!

WXKS-FM
 KHTK
 WFLZ #39
 KKFR

PRO-FM
 HOT94.9
 Y107
 99.9KHI

KBOS
 KF95
 KKMG
 KSND

K106
 KZFM
 KPRR
 HOT95 #34

WQUT
 Z106
 WPST
 and more

NEW RELEASES

TOP 40

DEPECHE MODE "Policy Of Truth" (SIRE/REPRISE)
LITA FORD "Lisa" (DREAMLAND/RCA)
L.A. GUNS "I Wanna Be Your Man" (POLYDOR)
GEORGE LAMOND "Look Into My Eyes" (COLUMBIA)
NEVILLE BROTHERS "River Of Life" (A&M)
NIKKI "If You Wanna" (Geffen)
TOMMY PAGE "Turn On The Radio" (SIRE/WB)
PEBBLES "Giving You The Benefit" (MCA)

PRINCE "Thieves In The Temple" 5 CD Remixes
(PAISLEY PARK/WB)
SLAUGHTER "Fly To The Angels" (CHRYSALIS)
SMITHEREENS "Blue Period" (ENIGMA/CAPITOL)
LISA STANSFIELD "This Is The Right Time" (ARISTA)
STRYPER "Shining Star" (ENIGMA)
TKA "I Won't Give Up On You" (TOMMY BOY/WB)

ROCK

DAVID BAERWALD "Dance" (A&M)
BEAU NASTY "Love Potion #9" (WTG/EPIC)
CHURCH "Russian Autumn Heart" (ARISTA)
CLAYTON TROUPLE "Hey Lord" (ISLAND)
BRUCE DICKINSON "All The Young Dudes" (COL)
ENERGY ORCHARD "Sailortown" (MCA)
LITA FORD "Lisa" (RCA)

JEFF LYNNE "Lift Me Up" (REPRISE)
PAUL MCCARTNEY "Hey Jude" (POLYDOR)
GARY MOORE "Still Got The Blues" (CHARISMA)
SHY ENGLAND "After The Love Is Gone" (MCA)
SOMETHING HAPPENS "What Now" (CHARISMA)
TERRELL "Shoutin' Ground" (GIANT/REPRISE)

ALTERNATIVE

BOOGIE DOWN PRODUCTIONS "Edutainment" (RCA)
CHURCH "Russian Autumn Heart" (ARISTA)
CONCRETE BLONDE "Everybody Knows" (I.R.S.)
LEMONHEAD "EP" (ATLANTIC)

MOEV "In & Out" (ATLANTIC)
SOCIAL DISTORTION "Ring Of Fire" (EPIC)
STONE ROSES "One Love" (RCA)
WILL TRAIN "Should She Cry" (MCA)

FACE-OFF (from page 7)

music is detrimental to what we're trying to do," said Palagi. "I mean, I like steak periodically, but I don't want to eat it all the time. Rap needs to be regulated in the same way."

Palmer rebutted the skeptics who knock rap by alleging that it requires very little technical ability to perform. "Some people didn't think Bob Dylan had a great deal of vocal ability either when they first heard him, and he revolutionized not only popular music, but our thought processes as well," he surmised.

Both men cited REPRISE Records' mongrel quartet Faith No More as a group that could conceivably open up new doors for musical explorations incorporating both the rock and rap idioms.

"We have a portion of our audience who are fed up with the same old rap records, and Faith No More injects a fresh attitude into the procedure," said Palagi. "I think Rap which has a novelty element to it, like *Humpty Dance* by Digital Underground, tends to work on a lot more levels than standard political-leaning rap, and therefore works better for a mainstream station."

Palmer, who gushed superlatives about the overall impact of Rap on society, said the best part about the music is its ability to shock people and jar them out of complacency. He said that style and content were one and the same, but that "each rapper has his or her own way of tackling a song, and the more you get into an artist the more differences you can detect from a style standpoint."

"These rappers who are creating all this agitation are no more controversial or taboo than The Rolling Stones where in 1964 or Elvis was in 1956," concluded Palmer. "If they are stirring up the way we think about ourselves and how we look at our environments, then great - that's the best thing that could happen to us."

DIO (from page 7)

I've got at my disposal now makes me want to get out there and rock again. They have a special aura about them that really recharges me."

While his boss is discoursing on the rigors of the road and his rejuvenated battery cell, Robertson listens quietly, fingering a cardboard guitar. But inquire about his new role as Dio's sidekick and the quiet Brit's ears perk up. This, he says, is the opportunity he's been waiting for all his life.

"It's a lot different practicing riffs in your room with clothes and clutter all around than it is playing in front of an arena of five thousand screaming people," says the bashful Robertson. "I'm not the most methodical guy in the world, so it helps me relax if I psyche myself into thinking that I'm back in my old surroundings. I just close my eyes and the world is mine."

With his eyes spinning dreamily around the room, Rowan looks the picture of schoolboy innocence; like he just came off a playground with a soccer ball under his arm and a sling shot in his hip pocket. Put a guitar in his hand and the illusion shatters. And Robertson can't wait to prove that he ain't no schoolboy.

Dio knows the feeling. "Belting it out before a hall full of nutcases makes all the rest of the shit you have to wade through almost tolerable," says Ronnie James. "When I'm up there, there's no telephones and nobody to bother me. We're in our own element and the master of our own fate. That's what Dio's all about."

Dio the man and Dio the band have at long last come full circle. The music reflects both the experience of the master and the fresh objectivity of his dauntless recruits - eager to retrace the footsteps of their predecessors before branching out into new horizons. "We're all about relating with the common man," says Dio. A valiant goal for a decidedly uncommon fellow.

RETAIL/RADIO (from page 7)

always good on his word he checks back, eager to continue the tirade. "Winger have a solid rock radio base," resumes Ron, "and so does **Gene Loves Jezebel**, who I also think will break out big in the next week or two. Anyone who hasn't had the opportunity to check out their album should do so as soon as possible. They are awesome." Right on, possum! Ron says that in-store play have really let loose the flood gates on Gene Loves Jez, and that rock and alternative radio in his area are really rallying behind the first single, *Jealous*.

Now we'll take a trip across the continent to the mighty logging country of Medford, Oregon, home of mighty KTMT, who according to the station's robust MD, **Grant Tressel**, "really kicked some ass" on the last Arbitron book. Don't laugh - Tressel says Medford is rapidly expanding, and will one day be "a city to be reckoned with." The starchy seven-year vet is one programmer who adheres to the Clancy Woods philosophy about avoiding rap like a bad case of the crabs.

"We've got nothing against rap, but we've made it a policy not to play the stuff," says a chipper G.T., hinting at the whitebread nature of his market. "We stick to mainstream and lean rock, and it seems to be what our listeners like." Tressel also says to check out a killer guitarist/singer/songwriter on ARISTA Records named **Jimmy Ryser**. Tressel says the Indiana native provides "just the guitar-fueled tonic we need."

Rick "Big Dog" Hayes of KTFM in San Antonio called in to bark about our gross oversight of his station in the Texas radio article we ran a couple of weeks back. Rick wanted us to know that his spot on the dial is the hottest nook in town and pulling in a series of great books. Okay, "Big Dog," next time we'll get the story straight from the canine's mouth! Forgive the oversight, Rick.



UB40



SOMETHING IS GOING ON WITH UB40
10 DAYS LP SALES 60,000!
GOLD LP

"The Way You Do The Things You Do"

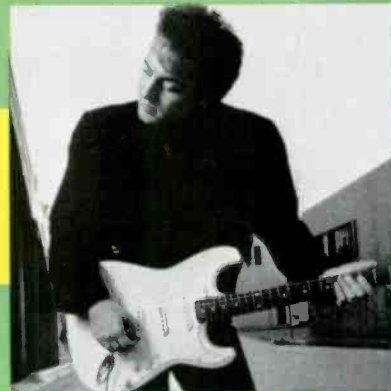
PLAY IT!

KKBQ Add at #13!
MIX96.5 Add at #25!
STILL TOP5 at HOT94.9!

BILL RICHARDS, PD, KKBQ - "Power rotation at KKBQ! We've had our eye on this song for a long time and finally went with it. The Houston market has been the forerunner for many key hits! This is another one!"

LOU SIMON, PD, HOT94.9 - "A perfect summer record familiar to adults and immediately infectious to teens. That safe Reggae sound that goes with warm weather! Selling like crazy, it was #1 for 2 weeks and remains Top 5 this week - we can't get rid of it!"

COLIN JAMES



"Just Came Back"

ROCK CHART: #6
A CRUSADE! A HITBOUND!

ADDED AT:

KUBE
KXYQ
WGH
KG95
KHOK
KIXS
KMYZ

KPXI
KZMC
OK95
WOVO(D#31)
WPFR
WPST
WSKZ
and more

KID FROST

"La Raza"

National ALBUM SALES: 50-45
National SINGLE SALES: 32-29
A HITBOUND!



JUST ADDED:
KHTK
HOT94.9

ACTIVE AT:
KIIS-FM (20-15)
KMEL (#14)
100.3JAMZ (#27)
KRBE (30-28)

PWR106 (13-10)
Q106 (#2)
Z90 (#6)
KKFR (#4)
KOY95 (#18)

HOT97.7 (#4)
FM102 (#12)
KROY (22-18)
KWOD (19-16)
KGGI (#8)

KITY (#10)
KTFM (#18)
WCKZ-FM (#31)
and more

BREAKING OUT OF DENVER:

KS104 Y108

Kipper Jones

"Shock Wave"

JUST ADDED AT:

XHRM KSTN



BLACK BOX

"Everybody Everybody"

#1 CLUB RECORD THIS WEEK!
CROSSOVER TOP40 CHART: 44-31
A CRUSADE! A HITBOUND!

HOT97 (12-5)
 WPLJ (D#33)
 Z100 (28-24)
 B96 (Add)
 KMEL (25-21)
 EAGLE106 (Add #28)
 WIOQ (35-26)

WUSL (28-20)
 100.3JAMZ (Add)
 WXKS-FM (34-28)
 WAVA (Add #30)
 WPGC (D#30)
 KISS98.5 (#27)
 KRBE (Add)

POWER96 (Add)
 Z90 (23-18)
 WLLOL-FM (D#31)
 WMXP (Add)
 POWER PIG (33-26)
 Q105 (Add)
 HOT97.7 (Add)

KROY (30-25)
 WNVZ (D#23)
 KITY (#26)
 KTFM (Add)
 WKSS (D#23)
 WTIC-FM (D#37)
 WCKZ-FM (D#40)

102JAMZ (34-32)
 Z99 (Add)
 WJMH (D#30)
 KS104 (On)
 and more

LMR
 Records

Stevie B



MAINSTREAM TOP40 CHART: 26-22
CROSSOVER TOP40 CHART: #13

"Love And Emotion"

WPLJ (11-7)
 Z100 (16-13)
 B96 (24-22)
 X100 (16-11)
 WEGX (Add #26)
 WIOQ (27-25)
 WHYT (16-16)
 WXKS-FM (4-3)
 WZOU (11-8)
 KRBE (19-17)

POWER106 (17-15)
 KPLZ (D#28)
 KBQ (30-28)
 KHTK (20-17)
 WLLOL-FM (16-14)
 POWER PIG (10-9)
 WPHR (Add)
 KKFR (13-11)
 KS104 (13-10)
 Y108 (22-15)

KKRZ (22-17)
 KXYQ (Add)
 HOT102 (24-18)
 KBEQ (Add)
 KXXR (16-13)
 PRO-FM (14-11)
 HOT97.7 (8-7)
 KROY (21-19)
 KWOD (18-14)
 Q102 (30-27)

WGH (32-28)
 B97 (18-16)
 KTFM (12-11)
 WZPL (27-24)
 HOT94.9 (23-18)
 KCPX (Add)
 KISN (37-34)
 MAJIC102 (22-19)
 WKSE (15-11)
 KC101 (D#26)

WKSS (22-20)
 WTIC-FM (8-5)
 WZZG (24-19)
 XL106.7 (Add)
 WJRZ (D#28)
 Y107 (14-13)
 WKZL (Add)
 and more



"Across The River"

Bruce Hornsby and The Range

MAINSTREAM TOP40 CHART: 15-14
National SINGLE SALES: 48-37
National ALBUM SALES: #22

WPLJ (20-18)
 Z95 (18-12)
 EAGLE106 (14-11)
 Q95 (7-5)
 Q107 (12-9)
 MIX96.5 (12-9)
 Y100 (19-15)
 STAR94 (#10)
 WBLI (16-12)

KPLZ (20-17)
 KUBE (14-11)
 KBQ (#17)
 B100 (13-6)
 B94 (#23)
 KKQB (On)
 KEZY (17-7)
 WPHR (#18)
 KKRZ (#20)

KXYQ (7-5)
 WKTl (10-7)
 KBEQ (27-25)
 KWSS (15-13)
 Q102 (#5)
 WGH (10-8)
 WNVZ (22-20)
 92X (18-14)
 WNCI (13-11)

KSAQ (10-5)
 WZPL (#16)
 KCPX (4-2)
 KISN (8-6)
 KC101 (20-18)
 WZZG (15-10)
 FM100 (13-9)
 MIX105.1 (16-14)
 XL106.7 (#13)

WJLK-FM (2-2)
 WJRZ (15-13)
 98PX (24-21)
 Y107 (11-10)
 WGTZ (12-11)
 WDJX (#24)
 WKSI (13-12)
 WKZL (9-8)
 CKOI (32-28) and more

BEACH BOYS

"Problem Child"

A HITBOUND!

From the
 Universal Movie Soundtrack *Problem Child*



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 DON'T..." (CAP)

- LW-TW
- 1-1 M.C. HAMMER "Please Hammer" (CAPITOL)
 - 3-2 POISON "Flesh & Blood" (ENIGMA/CAPITOL)
 - 2-3 WILSON PHILLIPS "Wilson Phillips" (SBK)
 - 4-4 ANITA BAKER "Compositions" (ELEKTRA)
 - 9-5 MARIAH CAREY "Mariah Carey" (COLUMBIA)
 - 6-6 KEITH SWEAT "I'll Give All My Love" (ELEKTRA)
 - 5-7 MADONNA "I'm Breathless" (SIRE/WB)
 - 8-8 BELL BIV DEVOE "Poison" (MCA)
 - 7-9 NEW KIDS ON THE BLOCK "Step By Step" (CCL)
 - 12-10 PRETTY WOMAN "Soundtrack" (EMI)
 - 10-11 JOHNNY GILL "Johnny Gill" (MOTOWN)
 - 13-12 FAITH NO MORE "The Real Thing" (SLASH/REP)
 - 11-13 DEPECHE MODE "Violator" (SIRE/REPRISE)
 - 15-14 THE TIME "Pandemonium" (PAISLEY PARK/REP)
 - 12-15 SINEAD O'CONNOR "I Do Not Want ..." (CHRY)
 - 14-16 2 LIVE CREW "As Nasty As They..." (LUKE'S REC)
 - 18-17 MICHAEL BOLTON "Soul Provider" (COLUMBIA)
 - 17-18 BILLY IDOL "Charmed Life" (CHRYSALIS)
 - 16-19 HEART "Brigade" (CAPITOL)
 - 23-20 HARRY CONNICK JR "We Are In Love" (COL)
 - NEW-21 WINGER "In The Heart Of The King" (ATLANTIC)
 - 22-22 BRUCE HORNSBY "A Night On The Town" (RCA)
 - 19-23 STEVE VAI "Passion And Warfare" (RELATIVITY)
 - 24-24 PHIL COLLINS "...But Seriously" (ATLANTIC)
 - 20-25 ICE CUBE "Amerikkka's Most Wanted" (PRIORTY)
 - 21-26 EN VOGUE "Born To Sing" (ATLANTIC)
 - 27-27 LISA STANSFIELD "Affection" (ARISTA)
 - 31-28 THE SUNDAYS "Reading, Writing..." (DGC)
 - 25-29 AEROSMITH "Pump" (Geffen)
 - NEW-30 LUKE f./ 2 LIVE CREW "Banned In..." (LUKE/ATL)
 - 33-31 NELSON "After the Rain" (DGC)
 - 29-32 JEFF HEALEY "Hell To Pay" (ARISTA)
 - 28-33 PAULA ABDUL "Shut Up And Dance" (VIRGIN)
 - 34-34 DON HENLEY "The End Of The..." (Geffen)
 - 35-35 SLAUGHTER "Stick It To Ya" (CHRYSALIS)
 - 32-36 SOUL II SOUL "Vol. II/1990/New Decade" (VIRGIN)
 - 39-37 BONNIE RAITT "Nick Of Time" (CAPITOL)
 - 26-38 DIGITAL UNDERGROUND "Sex Packets" (TB)
 - 38-39 VAN MORRISON "The Best Of" (MERCURY)
 - 45-40 SNAP "World Power" (ARISTA)
 - 49-41 CHEAP TRICK "Busted" (EPIC)
 - 36-42 DANZIG "Danzig II - Lucifuge" (Geffen)
 - NEW-43 LIGHTNING SEEDS "Cloudbuckooland" (MCA)
 - 44-44 SUICIDAL TENDENCIES "Lights, Camera..." (EPIC)
 - 50-45 KID FROST "Hispanic Causing Panic" (VIRGIN)
 - NEW-46 DAYS OF THUNDER "Soundtrack" (DGC)
 - 30-47 ERIC B & RAKIM "Let The Rhythm Hit 'Em" (MCA)
 - 40-48 JANET JACKSON "Rhythm Nation" (A&M)
 - RE-49 TAYLOR DAYNE "Can't Fight Fate" (ARISTA)
 - RE-50 MOTLEY CRUE "Dr. Feelgood" (ELEKTRA)

TOP SELLING SINGLES

#1 MARIAH CAREY "VISION OF LOVE" (COL)

- LW-TW
- 1-1 MARIAH CAREY "Vision Of Love" (COLUMBIA)
 - 2-2 SNAP "The Power" (ARISTA)
 - 7-3 POISON "Unskinny Bop" (ENIGMA)
 - 4-4 JOHNNY GILL "Rub You The Right Way" (MOT)
 - 3-5 BILLY IDOL "Cradle Of Love" (CHRYSALIS)
 - 12-6 BELL BIV DEVOE "Do Me" (MCA)
 - 19-7 JON BON JOVI "Blaze Of Glory" (MERCURY)
 - 13-8 LUKE f./ 2 LIVE CREW "Banned in..." (LUKE/ATL)
 - 14-9 FAITH NO MORE "Epic (What Is It)" (SLASH/REP)
 - 8-10 KEITH SWEAT "Make You Sweat" (ELEKTRA)
 - 15-11 THE TIME "Jerk Out" (PAISLEY PARK/REPRISE)
 - 5-12 EN VOGUE "Hold On" (ATLANTIC)
 - 9-13 MADONNA "Hanky Panky" (SIRE/WB)
 - 6-14 GLENN MEDEIROS f./B.Brown "She Ain't..." (MCA)
 - 21-15 SWEET SENSATION "If Wishes..." (ATCO)
 - 18-16 GO WEST "King Of Wishful Thinking" (EMI)
 - 22-17 JANET JACKSON "Come Back To Me" (A&M)
 - 10-18 MELLOW MAN ACE "Mentiroso" (CAPITOL)
 - 11-19 TYLER COLLINS "Girls Nite Out" (RCA)
 - 23-20 WEST COAST ALL STARS "We're All In..." (WB)
 - 34-21 M.C. HAMMER "Have You Seen Her" (CAPITOL)
 - 16-22 MICHAEL BOLTON "When I'm Back..." (COL)
 - 29-23 KYPER "Tic Tac Toe" (ATLANTIC)
 - 39-24 WILSON PHILLIPS "Release Me" (SBK)
 - 27-25 BELL BIV DEVOE "Poison" (MCA)
 - 26-26 THE LIGHTNING SEEDS "Pure" (MCA)
 - 30-27 JOHNNY GILL "My My My" (MOTOWN)
 - 17-28 LISA STANSFIELD "You Can't Deny" (ARISTA)
 - 32-29 KID FROST "La Raza" (VIRGIN)
 - 20-30 NEW KIDS ON THE BLOCK "Step By Step" (COL)
 - 38-31 SEDUCTION "Could This Be..." (VENDETTA/A&M)
 - 28-32 DEPECHE MODE "Enjoy This Silence" (SIRE/REP)
 - 24-33 MADONNA "Vogue" (SIRE/WB)
 - 37-34 ANITA BAKER "Talk To Me" (ELEKTRA)
 - 40-35 HEART "I Didn't Want To Need You" (CAPITOL)
 - 45-36 NELSON "Love And Affection" (DGC)
 - 48-37 BRUCE HORNSBY "Across The River" (RCA)
 - 25-38 MOTLEY CRUE "Don't Go Away Mad..." (ELEK)
 - 33-39 WILSON PHILLIPS "Hold On" (SBK)
 - NEW-40 PRINCE "Thieves In The..." (PAISLEY PARK/WB)
 - 35-41 GEORGE LAMOND "Bad Of The Heart" (COL)
 - 36-42 TAYLOR DAYNE "I'll Be Your Shelter" (ARISTA)
 - 44-43 KWAME "Ownlee Ewe" (ATLANTIC)
 - NEW-44 BAD ENGLISH "Possession" (EPIC)
 - NEW-45 BABYFACE "My Kinda Girl" (SOLAR/EPIC)
 - NEW-46 TONY! TONI! TONE! "Fells Good" (WING/POLY)
 - 46-47 LINEAR "Sending All My Love" (ATLANTIC)
 - 47-48 HEART "All I Wanna Do Is Make Love..." (CAP)
 - NEW-49 CANDY FLIP "Strawberry Fields Forever" (ATL)
 - 42-50 TROOP "All I Do Is Think Of You" (ATLANTIC)



Just Hangin' out



Claiming that listening to Judas Priest records made him do it, KNAC-L.A. AM sidekick Stew Herrera tied a bunji cord to his feet and jumped 165 feet off a local bridge as partner Gonzo Greg broadcast the, er, daring feat. For his next trick, Stew will sing *Up Where We Belong* with Rosanne Barr on national TV.

Look for JOHN BRODEY to be officially named Marketing/Promo chief at GIANT any minute.

Newly anointed WKXX-Birmingham VP of Programming MASON DIXON has already started havin' a little southern-style fun. The station "flipped" formats to Country on Tuesday (dubbing the station "The Country Cow") and Classic Rock (Classic Cow?) on Wednesday. When 'KXX started taking shots on the air at Country WZZK (including demanding a ransom a la the POWER PIG), apparently the good ol' boys crosstown didn't take too kindly and actually hired security guards to surround their studios to fend off any physical attacks by 'KXX staffers. MASON told THE EAR "This is not another POWER PIG - we're just havin' fun!" When asked if the next step was a Religious, MASON exclaimed, "Holy Cow!" Whatever the format o' the day, don't expect the station to *seeriously* do anything but Top40 when the dust settles.

Remember those rumors regarding KJMZ-Dallas? Well, MD CAROLYN ROBBINS and the Summit-owned station have parted company. Reason given: elimination of the position. Meanwhile, nothing new on the rumored exit of PD ELROY SMITH, and squash the TOM CASEY to WMXZ-New Orleans talk - former WNNK-Harrisburg PD BRUCE BOND snares the gig. Reach CAROLYN at 214 522-0042.

KXXR-Kansas City PD GARY FRANKLIN has made good on his threat to join the record biz by joining ATCO's promo department. GARY will continue to be based in K.C. Youse can reach him at (816) 333-9091.

KRNQ-Des Moines Asst PD/MD BOB LEWIS takes over as PD/Afternoon Drive at KGGG-Rapid City, SD August 13. KRNQ midday lady LINDA AUSTIN has been upped to MD, while PAUL LEFORTE takes over as research director.

PD/MD CHRIS RUH exits KZOZ-San Luis Obispo. Former KXFM-Santa Maria PD SLAMMIN' SAM JACKSON takes over as PD. Reach CHRIS at 714 986-6769.

KATT-Oklahoma City Promo Director MARK BLAKE is named PD at Surrey Broadcasting sister station KATM-Colorado Springs, replacing KEVIN BURCHFIELD. STACIE CADLE is upped to promo director at KATT.

Expect *Falling* to start rising fast as ABC-TV repeats the two-hour *Twin Peaks* pilot this Sunday. The WARNER BROS. folks will be out *en masse* Monday morning with the JULEE CRUISE record, which is featured prominently in the pilot.

KHTK-St. Louis nabs MIKE SHANNON, formerly of KYNO-Fresno (HOT96), for nights.

THIS AIN'T NO SMOKE SCREEN...The ad campaign for the NEW MIX 96.5 in Houston is like nothing you've ever seen - a two million-dollar multi media blitz with a publicity firm handling press relations.

Got a little bit of old info last week... seems BEAU RICHARDS has already been in and out as WQID-Biloxi PD. The present PD is TODD MARTIN, with APD/MD RICK LOVETT. New GM is BOB HANK.

The new 10p-2a dude at KZZP-Phoenix is SHADOW STEELE from X106-Birmingham.

Yes, WPGC-Washington, D.C. PD DR. DAVE FERGUSON and wife SAUNDRA are now the proud parents of JORDAN HARRIS.

The new night guy at WRQN-Toledo is KIDD CUNNINGHAM from WLAN-Lancaster, PA. KIDD kicked off his Toledo debut by playing LOVERBOY's *The Kid Is Hot Tonight* for five straight hours. No suicides reported.

As tipped last week, KQHT-Grand Forks Asst.PD/MD/afternoon driver JAY MURPHY assumes the PD post, replacing RAY BELL, who's off to afternoon drive at KRNQ-Des Moines.

KBTS (B93)-Austin MD TRACY AUSTIN is upped to APD/MD, while part-timer ELAINE WERNER takes over middays as CAT RUSSEL. FRANK SCALES from crosstown KHFI has been named production director.

Viacom's Bay Area simulcast of the former KOFY and KLRS (ncw KDBK/KDBQ) started Wednesday (8-1) with an adult Rock format. Wednesday also marked new KSOL-San Francisco PD BOB MITCHELL's first day on the job, and it looks like the move to Crossover Top40 is a definite. Elsewhere in San Francisco, there's talk that the sale of X100 to JOHN HAYES's Alliance Broadcasting might still happen. Stay Tuned...

WKQB-Charleston names JAMI SCOTT JORDAN Promotion Director.

X102-Reno has been sold to Olympic Broadcasting of California, owners of two religious stations in Sacramento. The deal should go through in November.

Billboard Poaching? Unholy Toledo!



When the folks at WRQN (93Q)-Toledo couldn't find sufficient billboard availability in town, they decided to take what they felt was rightfully theirs. Here's a sample of the Q-Crew's devious late night work

Former TVT Records VP of Product Development MARCUS PETERZELL has been tapped to head up the London-based and POLYGRAM distributed FICTION SONGS label's new U.S. office in New York.

LAURA KELLEY takes over middays at WVIC-Lansing from WBXX-Battle Creek.

If you were looking for stars last Wednesday the place to be was The Mayan in downtown Los Angeles, where WAS (NOT WAS) held a listening party for their new album *ARE YOU OKAY?* IGGY POP and ELTON JOHN both hopped on stage for impromptu numbers, and after the show ELTON was spotted (swigging Diet Coke?) with PAULA ABDUL.

KROQ-L.A. MD LEWIS LARGENT was apparently practicing a little stage diving at last Tuesday's URBAN DANCE SQUAD performance in Hollywood. The next day LARGENT came to work with a knee so swollen he could hardly walk and was immediately dispatched to the nearest hospital. The prognosis: no break, but L.L. was still hobbling around in a knee brace Wednesday.

A tip-o'-the-EAR goes to KJQN-Salt Lake City MD BIFF RAFFE who adds APD stripes this week.

Classic Rocker WCKG-Chicago names Marketing Director DAN MICHAELS to replace TIM KELLY as PD. Meanwhile ex-WGTR MD BRENT ALBERTS will program new Classic KTHK-Tulsa.

Look for Top40 WSRZ (Z106) to go gold soon.

Rumor has it that former B94-Pittsburgh and KRQ-Tucson PD (and **HITMAKERS** cover boy) CLARKE INGRAM is set to take the PD gig at Crossover Top40 HOT99.9-Allentown.

Congrats to KDWB-Minneapolis Production Director J.R. NELSON, who's been upped to Corporate PD for Legacy.

Just-exited WMMS-Cleveland OM RICH PIOMBINO has landed in the Promo Directors chair at Tribune's WQCD-New York.

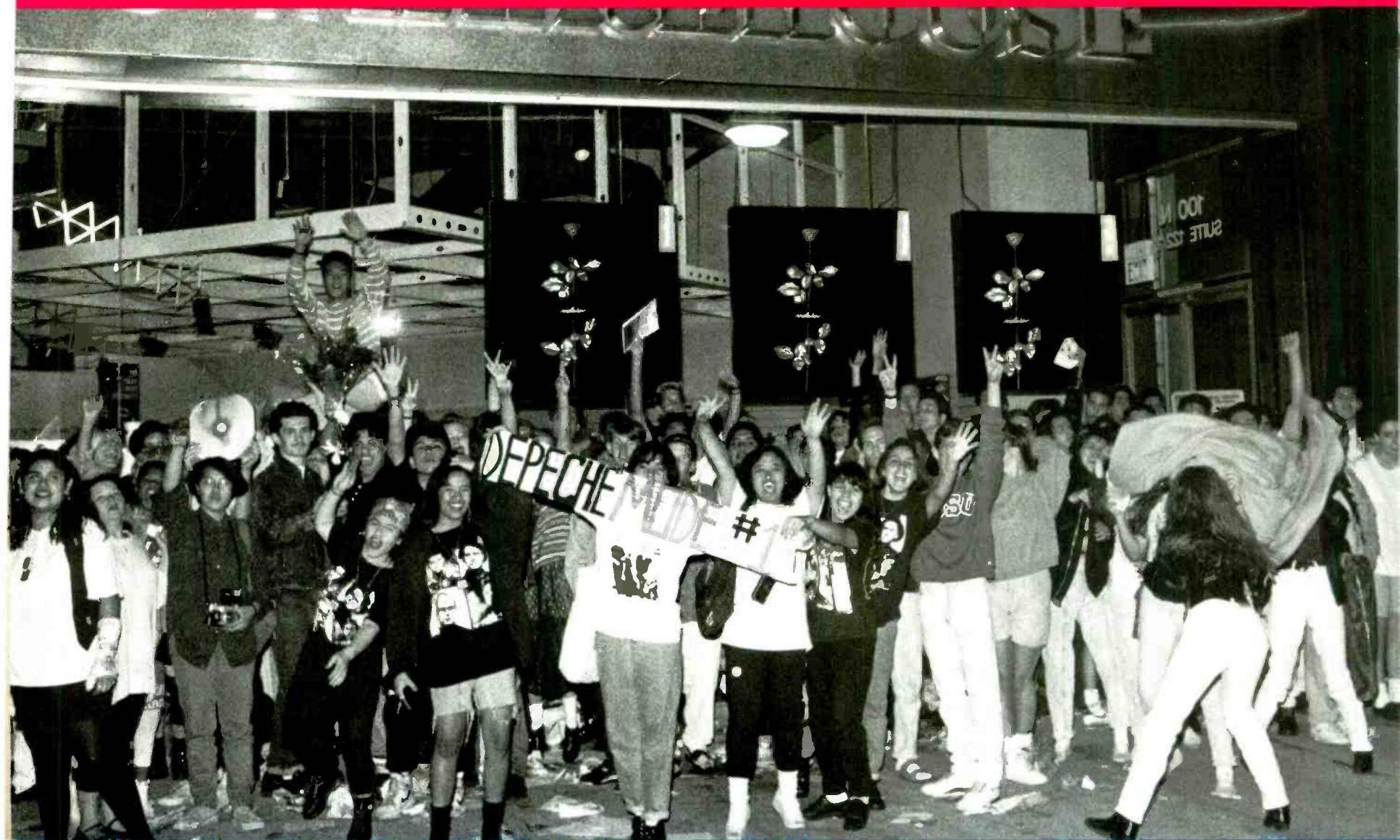
SEARCHIN':

WPGC-Washington, D.C. needs a full-time Promotions Coordinator. Call 301 441-3500 for info... KRRG-Laredo PD TINA SIMONET at 512 723-1204... KIXY-San Angelo AT KEVIN PORTER at 915658-1677.

Finally, with KLOS-L.A. morning guys MARK and BRIAN on leave, the station featured an interesting array of sub hosts, including STEVE GARVEY, the Lakers' BYRON SCOTT and MICHAEL COOPER, JIM BELUSHI (who played 2 LIVE CREW and fielded a call from ARNOLD SCHWARZENEGGER), and JOHN STAMOS.

Depechemode

"Policy of Truth"



The Follow-Up To Their Two Gold Singles
"PERSONAL JESUS" and **"ENJOY THE SILENCE!"**
From the Platinum-Plus Album **VIOLATOR!**

1,000,000 Fans Enjoyed Depeche Mode This Summer On Their Sold-Out North American Tour!

Produced by Depeche Mode and Flood /U.S. Representation: Second Vision Management



©1990 Sire Records Company

SLAUGHTER

*Fly To The
Angels*

- Follow-up to the #1 video anthem "UP ALL NIGHT"
- Album now platinum
- Sold out summer tour continues

ALREADY #1 DIAL 