

HITMAKERS[®]

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SEPTEMBER 7, 1990

an exclusive interview with

ELROY SMITH

Program Director (front and center), 100.3JAMZ - Dallas



Only In **HITMAKERS:**
The MAINSTREAM Top40 Chart
The CROSSOVER Top40 Chart
and starting this week...
the industry's FIRST

ADULT Top40 Chart!!!

ON THE WAY UP

ELISA
FIORILLO

Written by Elisa Fiorillo/Prince/Levi Seacer Jr./
David Z produced, recorded and mixed by David Z.
From the Album "I AM"

Early Believers...

- HOT97 (D#35)
- POWER106 (Add)
- KMEL (D#29)
- Z90 (Add #31)
- WLOL (D#35)
- KKFR (Add)

LIPPMAN ENTERTAINMENT

Chrysalis.

HITMAKERS®

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

CHARGES AGAINST ISGRO DROPPED!!

ANDERSON ALSO OFF THE HOOK; SAYS HE SHOULD HAVE NEVER BEEN TRIED

The payola charges against independent record promoter **Joseph Isgro** and two others were dismissed September 4 by a federal judge, who cited "outrageous government misconduct" stemming from the withholding of key documents from the defense.

Judge **James M. Ideman**, presiding over the trial in U.S. District Court in Los Angeles, ruled that prosecutors failed to act in good faith by not disclosing their knowledge of testimony by key witness **Dennis Di Ricco** in his own trial in San Francisco for tax evasion last year that was "diametrically opposed in every respect" to his

testimony that led to the indictments against Isgro, former CBS Records executive **Ray Anderson**, and Isgro associate **Jeffrey Monka**.

The judge dismissed all 57 counts against Isgro on charges of payola, racketeering, filing false income tax returns, and conspiracy to defraud COLUMBIA Records. Also dismissed were the charges against Anderson and Monka. The judge dismissed the case "with prejudice," which means that prosecutors cannot re-file the charges unless they win an appeal of the judge's ruling, which they stated in court they plan to do.

Anderson told **HITMAKERS** Publisher Barry Fiedel that the dismissal "proves it was wrong to put me on trial to begin with.

"I suffered personally and professionally, but now I'm getting on with my life and my career," said Anderson. "I thank each and every person who supported me and believed in me throughout this."

Anderson said he was singled out by prosecutors "in order to drag the name of a big company like CBS into the case."

The trial had begun August 21, and was expected to last several weeks before the dismissal.

RICHARDS NAMED KIIS-FM PD



BILL RICHARDS

Bill Richards has been named Program Director at KIIS-FM-Los Angeles, replacing **Gerry DeFrancesco**, who left the Gannett station last month to return home to Philadelphia, where he has taken the programming helm at WSNL.

Richards moves over from Gannett's KKQB-Houston, where he returned for a second programming stint last March after (See **RICHARDS** page 38)

YETNIKOFF STEPS DOWN FROM CBS

CBS Records CEO **Walter Yetnikoff**, who two weeks ago disclosed plans to step down after a new two-year contract expired, announced this week he is taking a sabbatical from the company for several months.

In a September 4 statement, Yetnikoff said that "Following this sabbatical leave of several months, I will work together with (Sony Corp. President/CEO and CBS Records Chairman) **Norio Ohga** on long-term projects affecting the future growth of Sony.

Tommy Mottola, President of CBS Records' domestic business, **Robert Summer**, President of CBS Records International and **Neil Keating**, President of Columbia House, will run the day-to-day operations of the company. The CBS Board of

Directors will immediately undertake a long-term succession review to determine Yetnikoff's replacement.

"CBS Records is fortunate to have a strong and resourceful management team as well as a highly talented pool of creative artists, the result of years of careful planning and growth," stated Ohga. "The business has never been in better shape, both financially and operationally. This is therefore a good time for Mr. Yetnikoff to focus on his other priorities and for us to continue to build an organization and management structure appropriate to CBS Records' future growth potential."

Ohga credited Yetnikoff with seeing CBS through a period of growth and prosperity.

"Mr. Yetnikoff's records speaks for itself," he said. "We understand and respect his decision, and are grateful that he will make himself available as a special adviser to me."

Q107-WASHINGTON GOES ADULT TOP40

Cap Cities/ABC's Q107-Washington has dropped its Mainstream Top40 format and on August 31 became MIX107.3, adopting an Adult Top40, current-intensive approach that has been gaining more and more momentum as a viable format over the last few months. Major market stations like KHMV-Houston formerly KNRJ, Q95-Detroit and B104-Baltimore have also recently moved away from teen-oriented Mainstream approaches in order to target adults 25-plus.

Q107 President/GM **Maureen Lesourd** told **HITMAKERS** she had felt for some time that a hole existed in the Washington market for an Adult format, and she and Program Director **Lorin Palagi** decided to make the switch after research confirmed their beliefs.

"Unlike many AC stations that are more oldies-

based, we feel we have defined the hole and filled the hole based on the current radio stations in the market," said Lesourd.

Lesourd said Palagi "has done a great job in helping to define this format; I think he has gotten it off the ground incredibly well." She said the Top40 format needs to be looked at, and "we looked at it in our way and came up with the sound we have now."

With Q107's new format came new morning host **Jack Diamond**, who replaced **David Lawrence** September 4. Diamond came to Q107 from KSON-San Diego.

Lesourd compared MIX107.3 with KHMV, WOMX-Orlando, Q101-Chicago, Q95, WNSR-New York and B104, stating that these stations "helped us take a look at this format and what other stations were doing in relation to their markets."

HITMAKERS Makes History; Introduces Adult Top40

As of this week, **HITMAKERS** Magazine becomes the first and only radio and record industry trade publication to have three separate charts covering the world of Top40 radio.

"As our readers already know, we are the only trade to cover both Mainstream Top40 and Crossover Top40," **HITMAKERS** Publisher **Barry Fiedel** stated. "The current trend toward the adult listener will be covered in depth here in our publication. Just look at the stations now targeting adults 25+."

Stations now implementing the Adult Top40 format include Q107-Washington (see related story at left), Y100-Miami, B104-Baltimore, WKTI-Milwaukee, MIX96.5-Houston, MIX105.1-Orlando, WBLL-Long Island, WNCI-Columbus, B100-San Diego, Q101-Chicago, KAER-Sacramento, STAR94-Atlanta, and Q95-Detroit.

"Incidentally," added Fiedel, "We're running an exclusive interview with Q95 PD **Gary Berkowitz** in two weeks that will cover the entire subject of Adult Top40."

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Elroy Smith, Program Director
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The Disc-covery Club does not appear this week due to the Labor Day holiday. It will return in next week's issue of HITMAKERS.



Gene Loves Jezebel

"Jealous"

HITMAKERS ROCK CHART: 5-3

If You Are Looking For A Very Active Record,
This Record Is It:

Already on over 70 CHR Stations:

HOT94.9 (21-11 hot)	KCHX (33-26)
KSAQ (#15)	WHTO (40-36)
PIRATE (#12)	WOKI (24-21)
KXYQ (23-20)	KNIN (D#35)
KF95 (37-30)	KFBQ (24-19)
WKRZ (32-28)	KMOK (35-30)
KRZR (10-8 hot)	KZOZ (40-36)
ZFUN (15-9)	OK95 (32-26)
KATM (10-9)	CK105 (Add)
KFMW (10-7)	WVSR (Add)
Q104 (23-18)	WQUT (Add)
	KAKS (Add)
	WILN (Add)
	and many more!!!

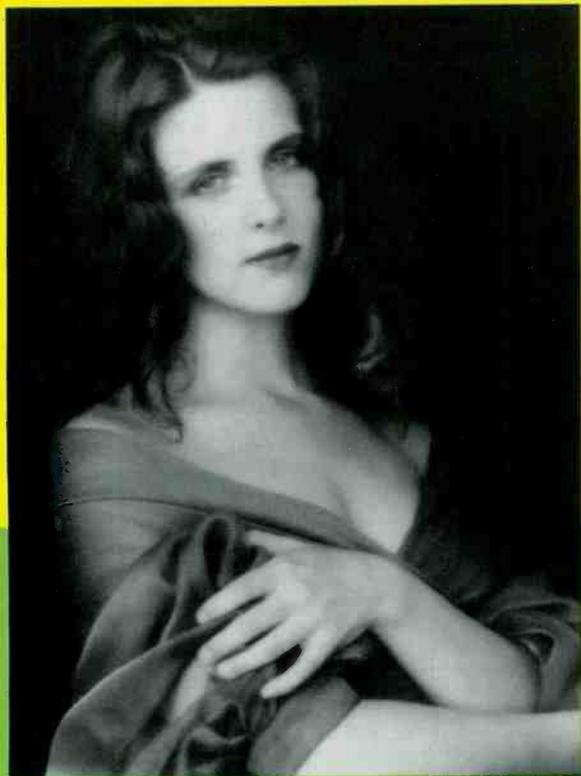


Buzz Bin Rotation MTV!!!
SALES Over 200,000 Units!!!
#1 Alternative Record!
Top 10 at AOR!

Most ADDED At AC, Again!!!

Maria McKee

"Show Me Heaven"



KSAQ/Leo Vela-ADD!!!

"Here's a voice that has already been established. This new song will bring Maria McKee to the national prominence that Lone Justice started! This is the perfect midday record!"

KZZP/Darcy Sanders-ADD!!!

"Check out Maria McKee's *Show Me Heaven*. This one could be BIG!"

WKZL/Sam Reynolds-ADD!!!

"A #1 record! We added it out-of-the-box and it's perfect for the 18-34 female demo we target!"

WYCR/Rick McCauslin-ADD!!!

"A great adult record that sounds GREAT on the radio. Good overall sound for Top40."

KF95/Mike Kasper-ADD!!!

"The best cut off the best summer soundtrack. Great adult record!"

Q104/Jeff Donovan-ADD!!!

"This record has a haunting melody. It will be a female killer!"

KFTZ/Rich Summers-ADD!!!

"Great adult ballad! What Berlin was to *Top Gun*, Maria McKee will be to *Days Of Thunder*."

B94/Lori Campbell

"...has the makings of a #1 record. Finally a hit record for this talented artist, and it could very well be one of the biggest of the year!"

Y100/Johnna Ceccoli

"I think this record sounds like a #1 record!"

Z102/Savannah

"Where have they been hiding Maria McKee *Show Me Heaven*? It's GREAT!!!"

Soundtrack to the film, *Days Of Thunder* - over 800,000 units sold!
ON YOUR DESK NOW!!!



Dees' Into The Night Turning Heads; ABC Renews Show For 13 Weeks



DEES: Latenight show renewed for 13 weeks.

Both the record industry and The ABC Television Network are touting **Rick Dees'** latenight TV show, *Into The Night*, a variety program that producer **Jay Wolpert** believes "offers a sparkling alternative to the standard desk and couch programs" that are currently dominating late

spoof song that vaulted Dees to national prominence in the mid-'70s. "It's going to be produced by Jellybean and feature back up vocals by Julie Dees and Madonna," says Billy. "For a copy call Jack Silver at KHS-FM."

Wolpert mentioned that new research has proven that people are less loyal than they used to be to their favorite talk show hosts, due in part to the rise of remote control units. "After the initial monologues on the programs, people are prone to cruise the stations from the comfort of their recliners and sofas, and we've found once they stumble across Rick and *Into The Night*, they generally stick around," said Wolpert. The reason? Wolpert cites variety and fun superced-

(See DEES page 42)

night TV. Whether or not Dees will be the one to finally dethrone perennial champions like Johnny Carson and David Letterman is up for conjecture, but ABC has announced they're renewing the show for another 13-week run that will carry the program into the middle of January.

One illustrious record industry luminary, **Billy Brill**, was not at all surprised by the news. "I knew the show would get renewed," said Brill bluntly. "Rick still thinks I work for him 14 years later." With his tongue firmly planted in his cheek, Brill said to look out for *Disco Duck II*, with a special remix of the original

Butch Patrick of Munsters Fame Joins KWTX-Waco

Butch Patrick, who enthralled millions as Eddie Munster in the delightfully gruesome mid-'60s sitcom *The Munsters*, has signed on at KWTX in Waco, Texas as a sidekick to morning host **Doug Edwards**.

PD **Dave Christopher** said he is confident Patrick will find success on the airwaves.

"He's a real down-to-earth guy, and he really takes direction well," Christopher told **HITMAKERS**. "He really seems to have the desire to be a good jock."

KWTX originally contacted Patrick to appear at a Halloween function for the station and, much to Christopher's surprise, Butch confided he'd always harbored the desire to try his hand as a full-time jock.

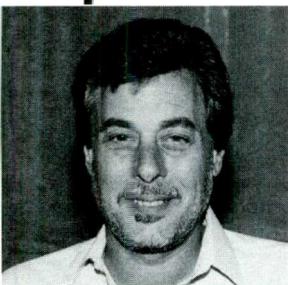
Patrick told **HITMAKERS** he has been keeping busy since *The Munsters* was cancelled by doing personal appearances. He said it was friend who gave him the idea of pursuing a radio career.

"He said he thought I would be good on the air, and that got me thinking about giving this DJ thing a shot," he said. "I started last Monday and really feel comfortable behind a microphone."

Christopher and Patrick believe downplaying the *Munsters* tie-in will provide the best long-term results.

"We don't want to drag that whole thing into the ground as some kind of gimmick," Christopher explained. "We want Butch to make it or break it as an air talent, not on his reputation as a child star."

Salpietro, Newnham Gain WEA Appointments



RONALD SALPIETRO: Named WEA VP/Operations

Ronald M. Salpietro has been named Vice President of Operations for WEA, it was announced this week by WEA President **Henry Droz**. Also announced was the promotion of **Paul Newnham** to Senior Vice President/Controller.

Salpietro, a 27-year record business veteran,

joined WEA when it formed in 1971 as warehouse manager of the company's Chicago branch. He was promoted to Operations Manager in 1974, and to Branch Manager of Central Returns in 1977. In June of 1989 he became Senior National Director of Operations, a position he has held until his most recent promotion.

Newnham joined WEA in 1979 as a financial analyst, and after several promotions became Controller in January of 1984. He became Vice President/Controller in July of 1986, holding that title until now.

MENON ESCAPES IRAQIS



BHASKAR MENON

International Federation of the Phonographic Industry (IFPI) Chairman **Bhaskar Menon**, who was involuntarily detained in Kuwait by Iraqi troops during a stopover on his way to India August 2, has reportedly escaped to India.

Menon, one of the most venerable people in the music industry, went underground to escape, according to his longtime secretary **Connie Bufalini**. He had been held captive

(See MENON page 38)

EMI Names Geslin VP of Promotion



RON GESLIN

Ron Geslin has been named Vice President of Promotion at EMI Records, it was announced this week by EMI Senior Vice President of Promotion **Jack Satter**.

Geslin, a 17-year music industry veteran, will be responsible for overseeing all of EMI's day-to-day national pop promotion field staff activities. He will be based in the label's New York headquarters, and will report directly to Satter.

Geslin previously held the position of National Promotion Director, Midwest for EMI. He joined the label in 1983 as a regional promotion manager in Minneapolis. He began his career in 1973 as a promotion rep for independent distributor Heilicher Brothers Distribution, and then spent a year as music director at WCCO in Minneapolis. Before joining EMI he spent eight and a half years in the RCA Records Promotion Department.

"Ron's contributions to EMI and our promotion team over the past several years have been nothing short of outstanding," commented Satter. "He is extremely well respected by radio and a well recognized player in the industry, and we feel strongly that this promotion represents not only a personal success for Ron, but a triumph for our company."

Said Geslin: "I'm looking forward to tremendous personal growth over the next five years, and I feel I am totally ready for what lies ahead."

CEMA Introduces In-Store Promotional Videos

CEMA Distribution has established a series of in-store long-playing music videos entitled CEMA Vision, it was announced this week by CEMA Vice President of Marketing & Strategic Planning **Rand Bleimeister**.

CEMA Vision will be serviced every 60 days to major retail accounts, and features approximately two hours of the most current music videos by artists targeted by CEMA for artist development. The videos will represent a variety of CEMA labels, including CAPITOL, EMI, CHRYSALIS, SBK, RHINO, ENIGMA, I.R.S., CHAMELEON, CURB, and GOLD CASTLE/CYPRESS. The music will cover a wide range of genres, such as pop, alternative, metal, R&B, and contemporary country. The videos will be distributed to about 1200 retail accounts throughout the United States.

The CEMA Vision tapes will display the album cover during the last 30 seconds of each video for easy customer identification.

"While retailers have been using videos as a sales

tool in-store, CEMA Vision takes this concept a step further," commented Bleimeister. "It not only allows the consumer to hear the music and see the video, but it showcases the album graphics. We feel this will be particularly helpful in creating excitement for these artists."

The first CEMA Vision video was released September 4, and includes video by Dread Zeppelin, Blue Aeroplanes, Alias, Was (Not Was), Jane Wiedlin, Steve Wynn, Hurricane, The London Quireboys, Concrete Blonde, Lloyd Cole, Kool Skool, World Party and others.

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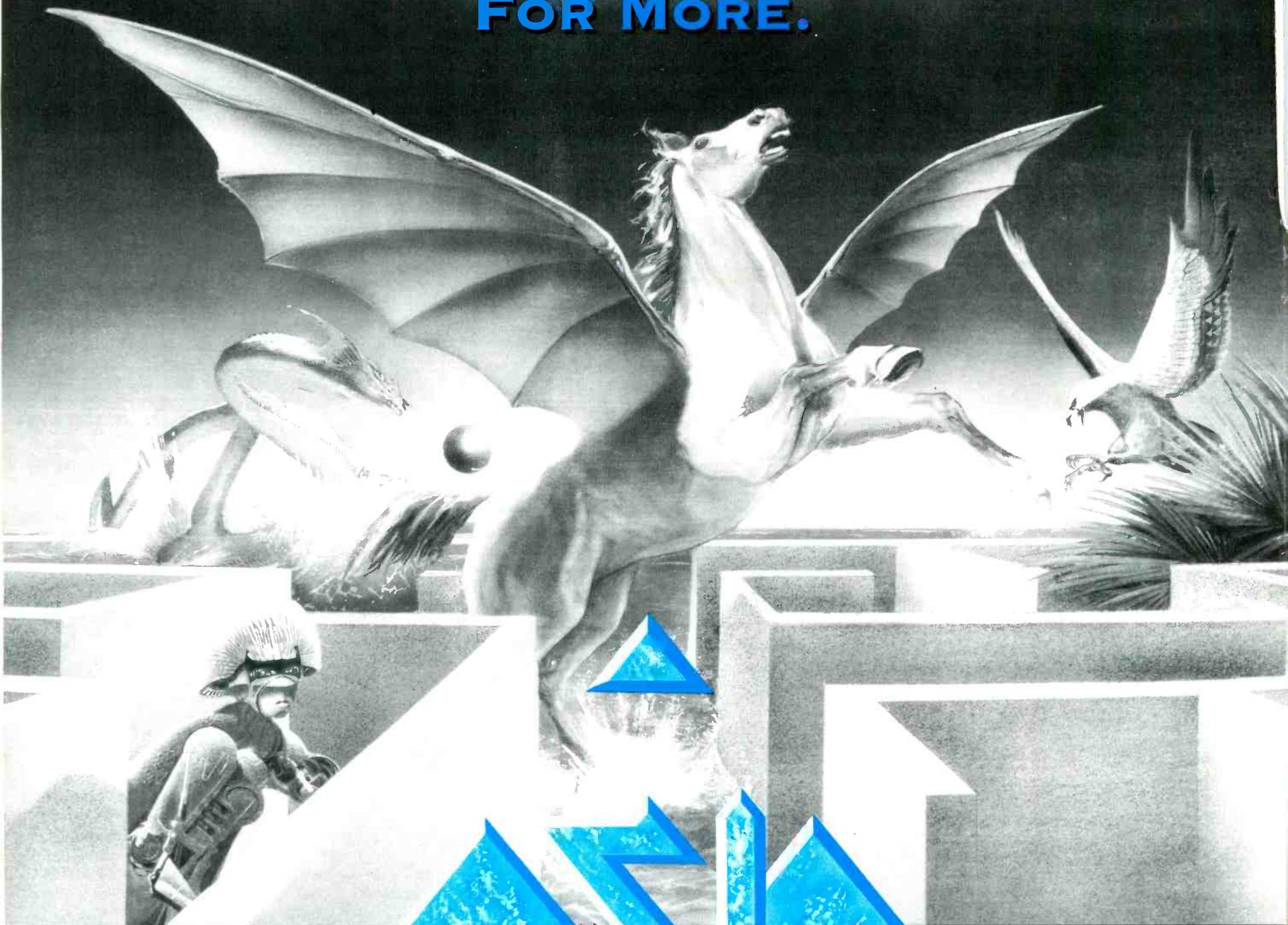
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**OVER 5,000,000 ALBUMS SOLD.
OVER 5,000,000 LISTENERS WAITING
FOR MORE.**



ASIA

"DAYS LIKE THESE"

THE FIRST SINGLE, TRACK & VIDEO FROM ASIA'S NEW ALBUM

THEN & NOW

NEW MATERIAL FROM SOME OF ROCK'S MOST INFLUENTIAL AND RESPECTED PLAYERS:

JOHN WETTON,
GEOFF DOWNES AND
CARL PALMER.

HITMAKERS FACE-OFF

ARTIST-BASHING BY RADIO STATIONS: HOW FAR IS TOO FAR?

Radio and pop music artists have enjoyed a mutually beneficial relationship over the years, each depending upon the other, to a great extent, for their very existence. Radio plays the largest role of any medium in forming the public's perception of music artists, and therefore has a tremendous influence over how an artist is viewed. Is it fair for radio to take advantage of this power to an artist's detriment, just because the artist may have committed a relatively harmless public relations gaff?

This week we'll place the magnifying glass over a controversial incident in New Jersey involving Irish songstress Sinead O'Connor who, by refusing to perform if the National Anthem were played, incensed a number of radio programmers who vented their hostility by temporarily axing Sinead's material from the air. This is, of course, an isolated instance, a mere offshoot of a larger picture that has seen radio tirades lodged against everyone from Cat Stevens and Ayatollah Khomeini to Saddam Hussein.

Both Y95-Dallas PD **Randy Kabrich** and CHRYSALIS Records VP of Promotion **Tom Gorman** harbor clear-cut ideas as to how far a programmer can go before he winds up sounding like a protege of Howard Stern. Kabrich said that Sinead's tenuous position is due to her ultra-high visibility and outspoken stance on public issues.

"Sure she's taking a lot of flak right now, but that's a common side effect of people in her profession," said Kabrich. "Entertainers exploit themselves whenever their records are played, so they have to expect that not all the feedback they receive from the public is going to be positive."

Kabrich defended a recent promotion where he invited listeners to furl water balloons



RANDY KABRICH: "Entertainers exploit themselves whenever their records are played, so that have to expect that not all the feedback they receive from the public is going to be positive."



TOM GORMAN: "The last thing Sinead wanted to do was to hurt America and Americans or put them down. She's being hung out to dry for something that was misconstrued by a select few in the press."

at an effigy of Sinead in a mild protest to her indiscretion in New Jersey, but admitted the promotion got serious when one listener took the fun to extremes. "Eventually some guy ran over the dummy with an 18-wheel tractor trailer," he explained. While agreeing that the truck driver's hostility regarding O'Connors refusal to perform after the National Anthem was somewhat of an overreaction, Kabrich has little

empathy for the Irish entertainer in the aftermath of her recent concert performance in Dallas. "She cut short her show after 45 minutes and never gave an explanation or apology to explain her actions," he said. "If she is at all sensitive to what's going on in this country, she'd be wise to get in tune with peoples' sentiments here."

Gorman, who openly declares he is a fan of O'Connor as well as the head of promotion at her label, understands

the negative outbursts directed towards his artist, but he nevertheless feels the situation has been blown grotesquely out of proportion.

"If someone starts a rumor in a crowded room and each person who hears it embellishes it in their own way as they pass it on, it eventually winds up being almost fictional," says Gorman in (See **FACE-OFF** page 42)

DeMarchi, Curci Assume New Alias

Looking mildly disheveled, **Alias** guitarist **Steve DeMarchi** and vocal master **Freddy Curci** have just stumbled into the EMI conference room, where ace publicist **Kim Akhtar** is busily preparing tea and arranging a plate of croissants and cream cheese for the two bleary-eyed bandmates and yours truly, Oskar Scotti. Growing more enthusiastic upon spotting the culinary delights, the two place their derriers down around Akhtar's lovingly prepared vittles and smile easily as they tear hungrily into their croissants.

One of principal reasons the lads are feeling chipper is that their new single, *More Than Works Can Say*, is beginning to react like a legitimate smash. Programmers all around the country are testifying that the song could be the biggest rock ballad since Sheriff's *When I'm With You*, a song that just happened to have been

written and performed by our croissant-chomping chums. DeMarchi and Curci rode to glory when the song hit the top last year, practically a year after the five Sheriff members had broken up and gone their separate ways.

Without wasting a second Curci launched into a detailed explanation of how he and DeMarchi managed to connect with their current partners, **Steve Fossen**, **Roger Fisher** and **Michael Derosier**. The latter trio formed the rhythmic hub behind a string of hit albums and singles when with Heart.

"I met them at my manager's office when I was just hanging out there to kill some time one day," says Curci, trying gamely to piece together the puzzle. "It was never calculated that we would meet up with Steve, Roger and Michael

PLEN WAKING UP RADIO TO UB 40'S ALL-FORMAT APPEAL

Gut instinct: It's an intangible trait that the top notch promotion heads go with when the chips are on the line. Case in point: VIRGIN Records' VP of Promotion **Michael Plen** says he knew **UB 40's** reworking of the old MOTOWN standard *The Way You Do The Things You Do* was a hit from the initial listen - and claims he felt it first in his solar plexus. The record hit the streets back in April, but a curious radio world, which was well aware of the group's massive international popularity, were nevertheless unsure of how reggae/ska would sound juxtaposed against modern pop music.

The dogged Plen yelled till his lungs ached, screaming that testing the track would translate into adds, which in turn would translate to sales and requests. With the help of his crack VIRGIN field staff, Plen finally rounded up some programmers willing to give the cut a shot, and those stations were instantly rewarded with overjoyed listeners. But with the group's illustrious track record as

Thanks to VIRGIN VP/Promo **Michael Plen** (right) and a handful of PDs who believed, **UB 40** (below) is on the verge of having an across-the-board smash.



album and concert revenue generators, is the tumultuous reaction to their latest effort really such an amazing surprise?

"When UB 40 were on a U.S. tour four months ago they sold out virtually every venue they played, from three nights in Los Angeles at the Universal Amphitheatre to Irvine and San Diego," Plen pointed out. "People all over the country know this group!" Plen, who realized Reggae's mammoth potential while working groups like the English Beat during his previous tenure at I.R.S. Records, convinced trailblazers like HOT94.9-Salt Lake City's **Lou Simon**, KQMQ-Hawaii's **Kimo Akani**, and then-KNRJ-Houston's **Guy Zapoleon** to add the record. All three men reaped amazing results.

"Guy Zapoleon took the record to number eight, and then called and said he was re-adding UB 40 on his new format," Plen said, referring to the Nationwide station's decision to turn in their teen colors for an Adult Top40 banner as MIX96.5. "I also called up **Bill Richards** at KKBQ (also in Houston), who was not convinced that the record was a hit but who kept an open mind about it. The incredible sales and callout research on the song won him over and two weeks later he added it, too."

The cut leapt majestically up the KKBQ chart, moving from 13 to ten to six to four. In light of his own success, Richards subsequently talked to **Gerry DeFrancesco** at KIIS-FM in L.A., who was also swayed by the fantastic research brought in by UB 40's (See **UB 40** page 42)



Former Sheriif members **Freddy Curci** (front left) and **Steve DeMarchi** (front right) have joined forces with three former Heart members to form **Alias**.

H E A R T



S T R A N D E D

THE NEW SINGLE AND VIDEO FROM

THE PLATINUM-PLUS SMASH BRIGADE

PRODUCED BY RICHIE ZITO • MANAGEMENT: TRUDY GREEN/HK MANAGEMENT, INC. • ON CAPITOL CASSETTES, COMPACT DISCS AND RECORDS

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by Barry Fiedel
and Kevin Carter

ELROY SMITH Program Director, 100.3JAMZ, Dallas

HOW DID YOU FIRST GET INTO RADIO?

I'm from Bermuda, and when I was in my teens I joined a singing group, but I never sang; I always talked my part. I realized then and there that I'm better at talking than singing, and the other members of the group decided to get rid of me. I went to the local radio station and pleaded for a job as a disc jockey, but they said I couldn't deliver copy the way they wanted. So I applied at a nightclub at an illegal age, and the people there were real nice. They just said not to come out of the booth; play the records and talk and leave exactly at the time the club closes. Everything started at that little nightclub on the island. While there the local radio station had a contest in which they were looking for the best disc jockey, and I won the contest, which was broadcast live on the air. At that point I decided I really wanted to do this seriously, and they recommended I go abroad to school. I went to one of those trade schools - become a disc jockey in nine months - and I came back after I graduated unhappy with what I learned. They taught me how to cue up records and showed me what a commercial looks like, but it didn't make me a capable announcer. Since I was dissatisfied I looked into going to college, and I went to Graham Junior College in Boston for a year and a half and earned my Associates Degree in Journalism. When I went back to Bermuda I got a real job on a radio station, but I still wasn't happy. I wanted to learn more and more about the industry, so I returned to Boston and went to Emerson College to pursue my Bachelors Degree. While there I listened to WILD, the only Urban station in Boston, and I got an internship there. WILD started this Caribbean show on Sundays, and assuming that Bermuda was a Caribbean island, they asked me to do the show. I didn't argue with them - I said, "Great, I'll do the show." I didn't know anything about the music, so I found someone from the island of Trinidad to teach me what Calypso music is all about. I went on the air sounding as though I knew what I was doing musically, but I really didn't. A full time position became available at WILD the year I graduated, but my British accent bothered me because I didn't want to sound out of place in a foreign country. So I took some voice and articulation courses to help get rid of the accent, and I worked middays for a few years. In '83 the program director left and they tried me out as acting program director. Any time I saw someone walk in there wearing a suit I thought, "Oh boy, this person is here to grab my job." But after three months they offered me the job of programming this facility in a top ten market. Of course money did not matter; nothing mattered except getting this opportunity.

HOW DID YOU GET THE PD JOB AT JAMZ?

I was Morning Man/Program Director at WILD from '83 to '88, when I decided I wanted to program a 24-hour station. When Summit decided to change format at their Dallas facility, KMEZ, which was a beautiful music station, they started a search for a program director. Even though I knew in my mind I wasn't ready to go from WILD, a 5000-watt AM daytimer, to a 100,000-watt, 24-hour facility in a major market such as Dallas, I figured it was worth a try. I went into Dallas and really analyzed the market, made my own observations. I presented all kinds of exhibits from WILD to Jim Stanton, the GM here, Jerry Clifton, the consultant, and Mary Catherine Sneed, the VP of Operations for Summit. I was on my knees wanting this job, and I talked like crazy for two and a half



"I need to do fun radio; I cannot do conservative radio. If the station reflects my staff's personality, I think I'll be happy. That's one of the reasons I'm real happy here, because the station is simply our personalities being transmitted over the airwaves."

- Elroy Smith

hours before they said to wrap up my presentation so they could prepare for the next guy. A couple of weeks later I got a call from Jim Stanton, who said, "Elroy, we've made our decision. A gentleman came into town a couple of weeks ago and really blew the committee away, and he was just so outstanding that we had to hire him." I was naturally disappointed, thinking he had hired someone else, but then he said the person's name is Elroy Smith! I came here around Thanksgiving of '88 to get 100.3JAMZ ready for our debut, which was on December 23.

TELL US ABOUT THE START-UP OF JAMZ.

We decided to debut in a unique fashion, so we played *Jam On It* by Newcleus continuously for two days. No jocks, no spots - the entire market was buzzing about this new radio station that was playing the same record over and over. I was a board operator during our debut stunt, and the phones were like electricity from listeners letting us know that our record was stuck. Little did they know that our stunt was the birth of a fresh new sound for Dallas/Ft. Worth. The television stations and other media became curious, of course, as we added drops saying, "It's coming! It's coming!", and then went right back to *Jam On It*. On Christmas morning we gave Dallas/Ft. Worth the biggest gift it ever had - a brand new radio station. We officially started JAMZ on December 25, 1988.

YOU HAVE ONE OF THE HOTTEST BUZZ RADIO STATIONS IN AMERICA. WHAT'S BEHIND 100.3JAMZ?

One of our most apparent features is our ability to always be trendy. 100.3JAMZ not only does promotions, but it lives promotions. For example, the Jacksons were slated to come to town last year, and we had listeners come to the airport and greet them.

We gave them t-shirts and they brought signs saying, "100.3JAMZ and Dallas/Ft. Worth Welcomes the Jacksons." It was unique because we were inviting them to be a part of something they normally would not be a part of. We have a gorilla running around the Metroplex giving out money, bananas and t-shirts. It's weird stuff, but it works. JAMZ is a great conversation piece, and our heavy street activity creates a massive awareness. Here's an example of a hot JAMZ topic that was talked about: When our competitors terminated one of their hottest personalities, Stanley, we told our listeners that 100.3JAMZ would like to say farwell to KKDA's Stanley T, so we threw a party for him. To the listener it appeared that we were the nice guys on the dial, and to our competitors, we were publicizing the fact that they let one of their strongest jocks go. We had a JAMZ-packed house. But the fun was just beginning. That same night K104 threw a party welcoming their new afternoon talent. Another promotion we did was having our listeners name our new night jock. We hired Kevin Stone from Memphis, and decided to give him a more JAMZ-ish name. Not only did the winner get the privilege of naming the hottest night jock in the Metroplex, but we also gave them one hundred dollars and Janet Jackson concert tickets. They came up with "MC Jammer," and that has become a real hip name in Dallas/Ft. Worth. Another stunt that caused massive chatter was our teasing of an upcoming promotion, "TJ is coming. TJ starts Monday." The first thing the whole market thought was Tom Joyner was leaving K104 to join 100.3. It turned out that TJ meant "Triple Jamz" - we play three jams with similar titles, and when listeners hear those three jams in a row, they have a chance to win ten thousand dollars. We could have just come on and said, "Triple Jamz starts Monday," but the idea is to play with it, to take advantage of your airwaves and keep your listeners thinking. As a result of the Middle East crisis, our morning man, Russ Parr, took bids from area gas stations to see which one would lower their prices and sell gas at that price until the pumps were dry. The winning gas station lowered their price per gallon to 74 cents. We created a traffic jam - no pun intended - that stretched for miles. We were on all of the local network affiliates, as well as CBS News and CNN. As this interview is being conducted, one of our winners just got the chance of a lifetime. Our listener who won the "Dance with the Hammer" contest was so hot, that MC Hammer hired her to join his tour. Along with being very promotionally active, 100.3JAMZ is dedicated to community service. One of the best examples that comes to mind is our efforts to raise money to help keep the doors of Bishop College, a legendary institution which has been around for a hundred years, open. 100.3JAMZ is not only there when times are good, but it is also there when things are at their worst; we extend a helping hand that touches our community. Dallas was hit by devastating floods, and as a result, there were many homeless people. We immediately reached out and offered assistance by asking listeners to donate blankets, clothing, etc.

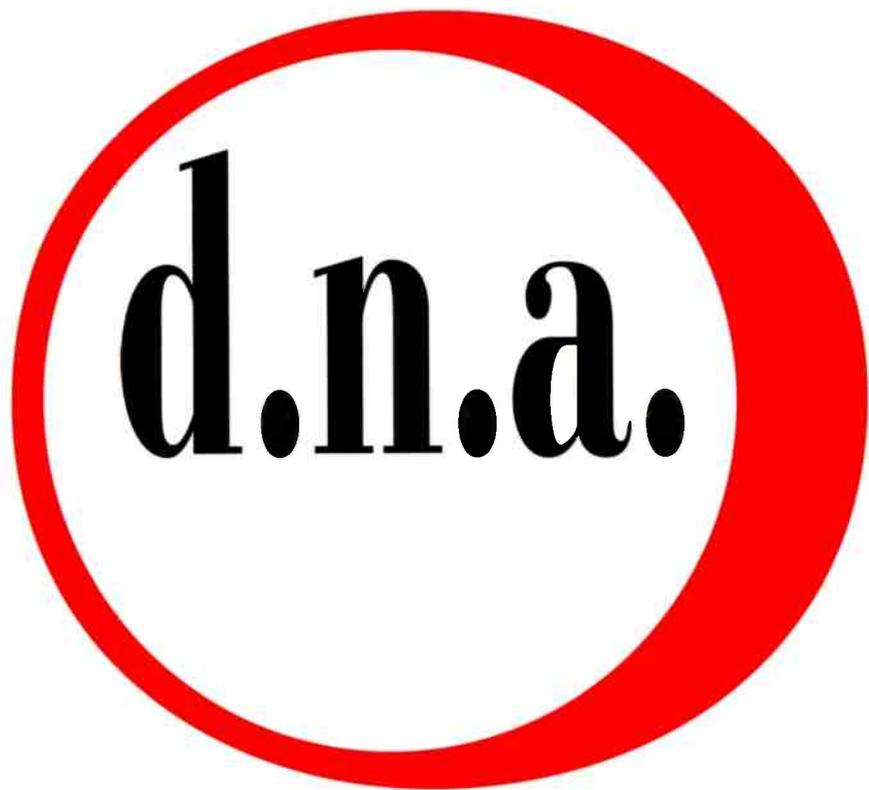
HOW DOES JAMZ FIT INTO THE REALM OF TOP40 RADIO?

We play the proven hits.

HOW DO YOU DETERMINE WHAT'S A HIT?

We use every possible resource available to us.

(See ELROY SMITH page 11)



featuring

Suzanne Vega

"TOM'S DINER"

Produced by Steve Addabbo & Lenny Kaye

JERRY McKENNA
Asst. PD/MD, WXKS-FM

"Major phones on
Tom's Diner. Already
top five requests!"

Early Believers...
WXKS-FM (Add)
KBQ (Add #40)
HOT94.9 (Add)
WKSS (18-12)
WTIC-FM (Add)
WCKZ-FM (Add)
and more

Human League

"Heart Like A Wheel"



Early Believers...
B96 (Add)
KRBE (Add)
WLOL-FM (Add)
KJLS (Add)
WHDQ (Add)

Produced by
Martin Rushent



ELROY SMITH

(from page 9)

THERE SEEMS TO BE A LOT OF CREATIVITY BOTH IN TERMS OF MANAGEMENT AND MUSIC AT JAMZ. COULD ELROY SMITH BE JUST AS HAPPY AT A MAINSTREAM TOP40?

Only if I'm around the creativity I'm around here. I need to do fun radio; I cannot do conservative radio. If the station reflects my staff's personality, I think I'll be happy. That's one of the reasons I'm real happy here, because the station is simply our personalities being transmitted over the airwaves. If I'm held back, I would be very unhappy. To illustrate: We came up with an idea about doing a "Gay Weekend," and my morning man, Russ Parr, was real nervous about that. We went on the air and ran drops saying, "100.3JAMZ Goes Gay." That week someone pulled me aside on the street and said, "Oh my goodness, I heard your station is going gay." That's the reaction I wanted. Then we explained it by saying, "100.3JAMZ goes gay as we salute the late Marvin Gaye." Those teases work; they make the listener stop and listen to what's going to happen.

CAN'T YOU DO THAT AT A MAINSTREAM TOP40 RADIO STATION?

Yes, but there are certain situations that warrant conservative programming. We're wild here - we want to take chances. We want gorillas running up and down the street, we want to do a "Wacky Iraqy Weekend" and stuff like that. Some mainstream stations allow that, but others just play the hits, with no fun and games.

ISN'T ONE OF THE BIGGEST PROBLEMS IN TOP40 RADIO TODAY THAT MANAGEMENT DOES NOT ALLOW RADIO STATIONS TIME TO DEVELOP AN AUDIENCE THROUGH A CONSISTENT PATTERN?

That's a good point. You cannot see results instantly. It takes a listener some time to realize what you're doing. That's why when we radio people may be tired of *Vision Of Love*, for example, we can't speak for the listener. Someone may only listen to your radio station for 30 minutes in the morning, and they may hear *Vision Of Love* only once the entire week. To them it's still a new song. What I'm saying is, Give your listeners time to say in their minds, "This station sounds committed. It sounds as though this is the direction they're going in because they're consistent." You can't confuse your listeners. Inconsistency is deadly.

WE'VE TALKED ABOUT ELROY SMITH THE PROGRAMMER. NOW TELL US ABOUT ELROY SMITH THE MAN. TELL US ABOUT YOUR PRIVATE LIFE.

Most of my time and energy is spent with my staff, because we have a baby that's maturing, and we need to nurture this baby. So my private life is also my professional life. The only time I have a private life is when I go home to Bermuda, but even when I'm away from it all I'm still thinking about radio, even on the airplane. I do like to shop for clothes, and being from an island, I do like to go swimming. I'm really not the most exciting person outside of my professional life. I'm kind of boring. I go to church. I eat hamburgers. I'm just a real basic type of guy.

HOW FAR DO YOU WANT TO GO IN THIS BUSINESS?

My short-term goal is to continue to develop JAMZ,

and after this station has completely matured, that's when I'll think about my long term goals.

THERE'S A LOT OF TALK OF ADULT TOP40 BECOMING THE NEW HOT FORMAT. HOW DO YOU SEE THAT FORMAT DEVELOPING? ARE ANY STATIONS IN YOUR MARKETPLACE DOING THAT TYPE OF THING?

Dallas/Ft. Worth has one of the most legendary AC stations in the country - KVIL, which has been a powerhouse for a number of years. I believe HOT AC will always be a very solid mass appeal format. As far as Rock40 goes, I think it works in certain markets. Every market doesn't need a Pirate Radio. Dallas/Ft. Worth also had, up until recently, a very strong Rock40 - KEGL. They have shifted into a more mainstream mode. I think both Rock40 and AC will always have their places.

HOW ARE YOUR OWN ADULT NUMBERS?

We are consciously developing stronger upper demos, while at the same time serving our core audience of 18 to 34-year-old women. The overall sound of the station is a little bit more younger adult-balanced, and we're still as hip as we've always been.

"Having a staff that rallies around you is so important. Ask for their input, because when one of your jocks hears something on the air that was their suggestion, that is such a strong compliment."

HOW IS JAMZ' RELATIONSHIP WITH THE RECORD COMPANIES? DO YOU GET YOUR FAIR SHARE OF PROMOTIONS, AND ARE YOU SERVICED WITH PRODUCT?

Our relationship with the record companies is solid. As a matter of fact, sometimes we are over-serviced due to the fact that we have a niche image. We talk to both the Top40 and Urban record reps.

MOST PROGRAMMERS DON'T HAVE THE LIBERTY YOU HAVE - THEY'RE MORE RESTRAINED. DOES YOUR GENERAL MANAGER LIKE TO KNOW WHAT'S GOING ON WITH THE MUSIC?

My General Manager, Jim Stanton, is a programming-conscious GM. He's into gimmicks. He just likes to hear the station being talked about. He thought the "Gay Weekend" was fabulous. Anything that gives the radio station exposure, or anything the radio station does that's out of the ordinary, makes Jim smile. He and I sit down on a regular basis and talk about the direction of the station. We are a team, so we make decisions together rather than Elroy doing one thing and Jim doing something else.

HOW DOES JAMZ MAKE ITS LISTENERS FEEL CLOSE TO THE STATION?

Radio is the theater of the mind, and sticking with that, we make our station's image sound bigger than life. However, our personalities are just that way - personal. No one is a star unless your audience perceives you as a star. We like to add a special touch when listeners come by the station. My personalities are always eager to give a tour of the station to the listeners. Just because one personality

is hosting a promotion doesn't stop the other jocks from coming out and mingling.

HOW DO YOU TIE IN YOUR MUSIC WITH CURRENT EVENTS?

On Martin Luther King's birthday, we had a custom Martin Luther King mix that we aired, with music in the background and little excerpts from his speeches. That was so tear-jerking. Also, we did an All-American mega-mix to complement all of the Fourth of July festivities, including the various fireworks displays. I just talked to my mixmaster about putting together a five-minute patriotic mix relative to what's going on with Iraq - songs like *War* by Edwin Starr, *America* by Prince, *Living In America* by James Brown, *Rhythm Nation* by Janet Jackson.

HOW IS YOUR RELATIONSHIP WITH YOUR STAFF?

Having a staff that rallies behind you is so important. If you have everybody opposing what you're doing, it is dangerous. Ask for their input, because when one of your jocks hears something on the air that was their idea, that is such a strong compliment. I take my hat off, not to Elroy Smith, but to the people that have made Elroy Smith real strong in terms of my people skills. My staff is one of my greatest assets. Practicing the old formula of positive attitudes in the hall equals positive attitudes on the air, and you can hear this being reflected every time you turn on JAMZ. Sincere thanks to each member of my staff for making this possible.

A DISTURBING POINT ABOUT TOP40 RADIO IS THAT THERE ARE VERY FEW BLACK PROGRAMMERS IN THE TOP 50 MARKETS. DO YOU THINK THAT THERE IS A MISCONCEPTION THAT BLACK PROGRAMMERS CAN ONLY PROGRAM URBAN STATIONS?

In terms of me being black and doing what I'm doing - number one, are there a lot of blacks that want to do this? We need to ask ourselves that. But on the other hand, are blacks being held back with regard to programming this type of radio station? It depends upon the company that you're dealing with. Some companies are like, "He's white, so he shouldn't be programming a black station," or "He's black and he shouldn't be programming this type of format." Yes, a lot of times we are pigeonholed. If you're white and you're capable of programming an Urban station, then do it. If you're black and you're capable of programming a Top40 radio station, go right ahead and do it. It was a real fortunate situation that Summit and I became married. I really can't speak for any other company.

DO YOU HAVE ANY ADVICE FOR YOUNGER PDs ABOUT ESTABLISHING THEMSELVES AT THEIR OWN RADIO STATIONS AND CREATING SOME EXCITEMENT?

First of all, be a good listener. If you hear an idea, listen to it and see how you could make it work. Don't be ashamed to repeat an idea you may have heard in another market, because to the listener in your market it's brand new. Sometimes we tend to program our radio station to appease the industry, so that when our industry peers come into town, they'll say, "Oh boy, what a great radio station. Your stop sets sound so great, your rotation sounds so great." But the average listener does not care about that, so think in terms of the average listener. Be patient, because too many times we tend to give up on things too quickly. Be honest and do not backstab, because these things can turn around and backfire on you. Play the right game, play the safe game, and you'll be on your way to a healthy career.

HM

“LISTEN UP”

by Listen Up

Listen Up features:

TEVIN CAMPBELL
SIEDAH GARRETT
KARYN WHITE
ICE-T
AL B. SURE!
THE WINANS
JAMES INGRAM
EL DE BARGE
BIG DADDY KANE
MELLE MEL
RAY CHARLES

Produced by Arthur Baker
and Arif Mardin

Listen up. There's a story unfolding.

“Listen Up” is the premier single from Listen Up—The Lives Of Quincy Jones, a special “soundbook” created to accompany the forthcoming Warner Bros. film, which documents the life and work of an American musical genius.

Listen up, and listen close, as the mightiest voices in music today pay their respects to the master the best way they know how.

From the Warner book with music Listen Up—The Lives Of Quincy Jones, a Warner Bros. motion picture. Available with cassette or compact disc on Qwest/Reprise.

MAINSTREAM TOP 40

LW-TW

- 1-1 WILSON PHILLIPS "Release Me" (SBK)
- 5-2 PHIL COLLINS "Something..." (ATLANTIC)
- 6-3 JON BON JOVI "Blaze Of Glory" (MERCURY)
- 2-4 M.C. HAMMER "Have You Seen Her" (CAPITOL)
- 7-5 PRINCE "Thieves In The..." (WARNER BROS.)
- 13-6 PAUL YOUNG "Oh Girl" (COLUMBIA)
- 8-7 BELL BIV DEVOE "Do Me" (MCA)
- 17-8 GEORGE MICHAEL "Praying For..." (COLUMBIA)
- 12-9 MAXI PRIEST "Close To You" (CHARISMA)
- 25-10 RIGHTEOUS BROS. "Unchained..." (VERVE/PLDR)
- 11-11 CHEAP TRICK "Can't Stop Falling Into..." (EPIC)
- 3-12 SWEET SENSATION "If Wishes Came..." (ATCO)
- 9-13 JANET JACKSON "Come Back To Me" (A&M)
- 14-14 TAYLOR DAYNE "Heart Of Stone" (ARISTA)
- 18-15 NELSON "Love And Affection" (DGC)
- 20-16 DEPECHE MODE "Policy Of..." (SIRE/REPRISE)
- 24-17 JAMES INGRAM "I Don't..." (WARNER BROS.)
- 26-18 DINO "Romeo" (ISLAND)
- 27-19 JOHNNY GILL "My, My, My" (MOTOWN)
- 28-20 AFTER 7 "Can't Stop" (VIRGIN)
- 4-21 POISON "Unskinny Bop" (ENIGMA/CAPITOL)
- 15-22 MARIAH CAREY "Vision Of Love" (COLUMBIA)
- 10-23 NEW KIDS ON THE BLOCK "Tonight" (COLUMBIA)
- 19-24 GO WEST "King Of Wishful Thinking" (EMI)
- 29-25 LISA STANSFIELD "This Is The Right..." (ARISTA)
- 16-26 STEVIE B "Love And Emotion" (LMR/RCA)
- 44-27 JANET JACKSON "Black Cat" (A&M)
- 34-28 PEBBLES "Giving You The Benefit" (MCA)
- 38-29 BREATHE "Say A Prayer" (A&M)
- 49-30 BLACK BOX "Everybody, Everybody" (RCA)
- 50-31 THE AD. OF STEVIE V "Dirty Cash" (MERCURY)
- 35-32 MICHAEL BOLTON "Georgia On..." (COLUMBIA)
- 39-33 INDECENT OBSESSION "Tell Me..." (MCA)
- 37-34 JUDE COLE "Time For Letting Go" (REPRISE)
- 30-35 BILLY IDOL "Cradle Of Love" (CHRYSALIS)
- 23-36 FAITH NO MORE "Epic" (SLASH/REPRISE)
- 21-37 KEITH SWEAT "Make You Sweat" (ELEKTRA)
- 22-38 THE TIME "Jerk Out" (REPRISE)
- 33-39 BRUCE HORNSBY "Across The River" (RCA)
- NEW-40 INXS "Suicide Blonde" (ATLANTIC)
- 31-41 SEDUCTION "Could This Be..." (VENDETTA/A&M)
- 32-42 JOHNNY GILL "Rub You The Right..." (MOTOWN)
- 36-43 KYPER "Tic Tac Toe" (ATLANTIC)
- 40-44 BROTHER BEYOND "The Girl I Used To..." (EMI)
- 41-45 SNAP "The Power" (ARISTA)
- 42-46 BAD ENGLISH "Possession" (EPIC)
- 43-47 HEART "I Didn't Want To Need You" (CAPITOL)
- 45-48 JON HENLEY "How Do You Want It?" (GEFFEN)
- 48-49 GLORIA ESTEFAN "Cuts Both Ways" (EPIC)
- NEW-50 VANILLA ICE "Ice Ice Baby" (SBK)

CHART EXTRAS

- GLENN MEDEIROS f./Ray Parker Jr. "All I'm Missing Is..." (MCA)
- ALIAS "More Than Words Can Say" (EMI)

MOST ADDED

- 118 • MARIAH CAREY "Love Takes Time" (COLUMBIA)
- 70 • ALIAS "More Than Words Can Say" (EMI)
- 50 • INXS "Suicide Blonde" (ATLANTIC)
- 50 • THE RIGHTEOUS BROS. "Unchained..." (VERVE/PLDR)
- 44 • JANET JACKSON "Black Cat" (A&M)
- 41 • BILLY IDOL "L.A. Woman" (CHRYSALIS)
- 34 • ANITA BAKER "Soul Inspiration" (ELEKTRA)
- 30 • JAMES INGRAM "I Don't Have The..." (WARNER BROS.)
- 30 • WARRANT "Cherry Pie" (COLUMBIA)
- 29 • VANILLA ICE "Ice Ice Baby" (SBK)

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

- 122 • MARIAH CAREY "Love Takes Time" (COLUMBIA)
- 118 • ALIAS "More Than Words Can Say" (EMI)

- 99 • BLACK BOX "Everybody Everybody" (RCA)
- 68 • SYDNEY YOUNGBLOOD "I'd Rather Go Blind" (ARISTA)
- 66 • WARRANT "Cherry Pie" (COLUMBIA)
- 64 • GLENN MEDEIROS "All I'm Missing Is You" (MCA)
- 62 • VANILLA ICE "Ice Ice Baby" (SBK)
- 61 • BILLY IDOL "L.A. Woman" (CHRYSALIS)
- 57 • THE ADVENTURES OF STEVIE V. "Dirty Cash" (MERCURY)
- 56 • CONCRETE BLONDE "Joey" (I.R.S.)
- 56 • TYLER COLLINS "Second Chance" (RCA)
- 52 • LOUIE LOUIE "I Wanna Get Back With You" (WTG/EPIC)
- 50 • WINGER "Can't Get Enough" (ATLANTIC)

- 49 • DURAN DURAN "Violence Of Summer" (CAPITOL)
- 49 • VIXEN "How Much Love" (EMI)
- 47 • SLAUGHTER "Fly To The Angels" (CHRYSALIS)
- 40 • GEORGE LAMOND "Look Into My Eyes" (COLUMBIA)
- 38 • EN VOGUE "Lies" (ATLANTIC)
- 38 • TONY! TONI! TONE! "Feels Good" (WING/POLYDOR)
- 37 • M. C. HAMMER "Pray" (CAPITOL)
- 34 • ANITA BAKER "Soul Inspiration" (ELEKTRA)
- 32 • WHISPERS "Innocent" (CAPITOL)
- 31 • THE BOYS "Crazy" (MOTOWN)
- 31 • CANDYMAN "Knockin' Boots" (EPIC)
- 31 • DOC BOX & B. FRESH "Slow Love" (MOTOWN)
- 31 • MOTLEY CRUE "Same Ol' Situation" (ELEKTRA)
- 30 • SOHO "Hippychick" (ATCO)
- 30 • TRICIA LEIGH FISHER "Empty Beach" (ATCO)
- 29 • MS. ADVENTURES "Undeniable" (ATCO)
- 27 • GENE LOVES JEZEBEL "Jealous" (GEFFEN)
- 26 • FAVORITE ANGEL "Only Women Bleed" (COLUMBIA)
- 25 • SNAP "Ooops Up" (ARISTA)
- 24 • BEATS INTERNATIONAL "Won't Talk About It" (ELEKTRA)
- 19 • DEEE-LITE "Groove Is In The Heart" (ELEKTRA)
- 18 • LONDON QUIREBOYS "I Don't Love You Anymore" (CAPITOL)
- 13 • JOHNNY "O" & CYNTHIA "Dreamboy/Dreamgirl" (MIC MAC)
- 13 • UB40 "The Way You Do the Things You Do" (VIRGIN)
- 12 • THE LIGHTNING SEEDS "All I Want" (MCA)
- 10 • DAVID BAERWALD "Dance" (A&M)
- 10 • DANGER DANGER "Naughty Naughty" (IMAGINE/EPIC)
- 9 • ALANNAH MYLES "Lover Of Mine" (ATLANTIC)
- 9 • STRYPER "Shining Star" (ENIGMA)
- 8 • THE RAILWAY CHILDREN "Every Beat Of The Heart" (VIRGIN)

GWEN ROBERTS, Assistant Program Director, KIIS-FM

"*INSTANT* familiarity and *INCREDIBLE HIT POTENTIAL* across the board. 65% familiar and tested #1 for hit potential out of 44 records."

LOU SIMON, Program Director, HOT94.9

"#1 for 3 weeks with *HUGE* phones and sales."

BOB LaBORDE, Assistant Program Director/MD, KCPX

"Big concert draw in Salt Lake City and *HUGE* sales for the past few months. Phones kicked in right away...It's "Red Red Wine"- part 2."

GUY ZAPOLEON, Program Director, KHMV

"A *BLOWOUT 18-34 FEMALE* call-out hit"

JEFF McCARTNEY, Program Director, KROY

"The *BUZZ* on this record around the country is *HUGE!* If this is only half as successful as "Red, Red Wine"...It will be a sure shot."

"The Way You Do The Things You Do"

just added

Q95#22!!!!

KBQ!!!!

Q106!!!!

WPHR!!!!

KROY!!!!

KCPX!!!!

also *HOT* at...

KIIS-FM (30-23)

MIX96.5 (14-12)

KSMB (20-14)

UB40

is a

Top40

SMASH



DNA f/SUZANNE VEGA

Tom's Diner
(A&M)

The buzz is definitely worthy of this hip song that updates a SUZANNE VEGA acappella from her second album by placing a Soul II Soul groove behind the vocals, thus bringing it gracefully into the '90s. Key major market adds this week include WXKS, KBQ, HOT94.9, WTIC, WCKZ and more. When stock hits the retail stores, expect sales to parallel requests.

JUDE COLE

Time For Letting Go
(REPRISE)

One of the most talented new artists of the '90s, JUDE COLE showcases strong lyrics coupled with powerful vocals in this second single *Time For Letting Go*. Climbing 37-34 on Mainstream Top40 and #18 on Adult Top40 this week, JUDE is now considered a core artist for many mainstream stations. Already top 20 at Q95, KUBE, KXYQ, PRO, WKSS and KCPX.

WARRANT

Cherry Pie
(COLUMBIA)

Just in time for the Fall, WARRANT whips out a rocker with *Cherry Pie* and this tune is definitely guaranteed to satisfy the appetite of all WARRANT fans as well as convert a few new ones. Strong adds this week at Y95 and KBQ, *Cherry Pie* was one of the Most Added at Top40 radio with 30 adds. Debuted at PIRATE, Z95, KEGL, B94, 92X, KSAQ and KXYQ.

CONCRETE BLONDE

Joey
(I.R.S.)

The alluring power and compelling atmosphere this record creates makes it the perfect candidate for a radio dial that is plagued by formula pop tunes. Soaring vocals meet creative lyrics in this powerful ballad that leaves the listener emotionally invigorated. With LP sales top 45 nationally and strong moves this week at PIRATE, WXKS, MIX96.5, KWSS, KSAQ, HOT94.9, KISN and more.

LOUIE LOUIE

I Wanna Get Back With You
(WTG/EPIC)

With new adds this week at Q95 and WMXP, the buzz around this hot, new artist continues to build. *I Wanna Get Back With You* highlights a softer and more soulful side of LOUIE LOUIE who has already proven he can jam with the best of them by his smash debut *Sittin' In The Lap Of Luxury*. Strong action at X100, KKQB, WLOL, POWER PIG, KKFR, Y108 and PRO.

SOHO

Hippychick
(ATCO)

This sizzling trio from the U.K. has gained international attention for this infectious little groove that samples the immortal guitar riff from The Smiths' *How Soon Is Now*. This hot Hitbound garnered new adds at Z90, KXXR, KSAQ, HOT94.9, KJ103 and WGTZ this week as well as hot moves at WHYT, KRBE, POWER99, KBQ, KOY95 and more.

BILLY IDOL

L.A. Woman
(CHRYSALIS)

BILLY IDOL's commercial success continues with *L.A. Woman*, which garnered new major market adds at KBQ, KXYQ and HOT94.9 this week.

After the phenomenal acceptance of *Cradle Of Love*, IDOL injects raw venom into this scorching remake of the Doors classic. Strong moves at Z100, 92X, KSAQ and more.

VANILLA ICE

Ice Ice Baby
(SBK)

The L.A. market couldn't wait to jump on this sizzling smash with KIIS-FM and POWER106 both adding the record, along with KRBE, KHTK, Z90, WPHR, KXXR, WNVZ, HOT94.9, WTIC and WGTZ this week. This song breaks the mold of traditional rap records not only because VANILLA ICE is a white rapper, but due to the infectious *Under Pressure* hookline.

UB40

The Way You Do The Things You Do
(VIRGIN)

VIRGIN Records has successfully perpetuated the buzz on this UB40 tune that programmers are heralding as *Red, Red Wine* part 2. Major market adds this week at Q95, KBQ, Q106, WPHR, KROY and KCPX indicates that everyone should take a serious listen to this choice record. Read the complete story on this weeks *Rantin' and Ravin'*.

MOTLEY CRUE

Same Ol' Situation
(ELEKTRA)

Climbing 21-18 on Rock Radio this week, *Same Ol' Situation* is gaining national attention at Top40 as well. Strong action at PIRATE and KSAQ heralds the beginning of this record at a mass appeal level and strong requests attest it has legs for the long run. The CRUE have gained quite a reputation for delivering a solid gold rocker, this tune is no exception.

BLACK BOX

Everybody Everybody
(RCA)

Climbing 49-30 on Mainstream Top40 and 3-2 on Crossover Top40, BLACK BOX is successfully crossing to mass appeal radio. After the initial impact of this tune on the club scene, radio has welcomed this catchy, hi-energy dance record on the air with open arms. New adds include POWER99, KUBE, KBEQ, Q102, WNCI, KISN, WGTZ and more.

ANITA BAKER

Soul Inspiration
(ELEKTRA)

One of the Most Added at Top40 radio with 34 adds, ANITA BAKER proves she has another hit on her hands with this adult monster. Top ten National Album Sales secure her position in the radio world and major market adds at KMEL, KSOL, MIX96.5, KZZP, FM102, KROY, KSAQ, KCPX, KISN, Z99 and more indicate the future is bright for ANITA.

SYDNEY YOUNGBLOOD

I'd Rather Go Blind
(ARISTA)

With dedication and the proper rotation, *I'd Rather Go Blind* has the potential to be a monster mass appeal hit. This Hitbound is already proving itself a female grabber with steady phones and a smooth groove tailor-made for middays. Just added at KS104 and 102JAMZ, with strong debuts at WXKS, KXXR, KROY, HOT94.9, KISN and more.

THE LIGHTNING SEEDS

All I Want
(MCA)

Keep your Top40 playlist on the cutting edge of mainstream radio with this alternative slanted song that injects a breath of fresh air into your playlist. *All I Want* continues the signature sound that debut single *Pure* introduced, yet with even a more accessible flavor. Just added at WXKS-FM in Boston and already top 15 at HOT94.9 in Salt Lake City.

HUMAN LEAGUE

Heart Like A Wheel
(A&M)

It's back to basics for the HUMAN LEAGUE who present a killer, uptempo track that has all the raw energy of a *Don't You Want Me, Baby* coupled with a new found maturity. *Heart Like A Wheel* evokes emotion through an intensely infectious hook that garnered early adds at B96, KRBE and WLOL this week. This song is destined to be a Top40 smash.

The DAMN YANKEES Story

High Enough (WARNER BROS.) What happens when you pool the talents of legendary rockers Ted Nugent, Tommy Shaw, Jack Blades and Michael Cartellone? Uninhibited kick-ass rock n' roll and lots of surprises. In this case, *High Enough* is a pleasant surprise as this well-packaged and attractive ballad still contains raw rock elements tempered with a touch of sensitivity. If you're not hip to this tune, give it a listen off the HITMAKERS CD Sampler, Volume 41. We predict this one will be huge.

LOU SIMON, PD, HOT 94.9 - "Calls for this song doubled in the first week of play. I expect retail to follow suit."

SAM REYNOLDS, MD, WKZL - "Some early phone. This song will make it on the strength of it's jazzy soul sound and stunning lyrics."

GARY MICHAELS, MD, KISN - "A great pop record. After one listen you'll find yourself singing along. Should be great for 18-34 women."

CASEY KEATING, KPLZ - "Don't be deaf to I'd Rather Go Blind- all the ears in our audience say it's a hit! Solid adult reaction to a great sounding record."

**A HITBOUND!
CRUSADE!**



Sydney Youngblood

"I'd Rather go Blind"

Just Added At:

KS104!!!
102JAMZ!!!
G98!!!
KHTT #37!!!
KIXY!!!
KZBB!!!
PWR108!!!
WBNQ!!!

Hot Action At:

WXKS (D#32)
WFLZ (28-23)
KXXR (D#22)
KROY (D#35)
HOT94.9 (D#21)
KISN (D#39)
WKSS (23-19)
93Q (D#27)
99.9KHI (24-19)

KBOS (34-31)
KCHX (D#38)
KEEZ (D#38)
KFBD (D#39)
KFBQ (D#37)
KG95 (D#40)
KKRD (D#34)
KKSS-FM (D#27)
KLUC (28-22)
KQIZ (D#34)
KSND (D#39)

KTUX (37-32)
KYQQ (35-29)
KZOZ (38-33)
PWR94.5 (33-30)
PWR98 (D#34)
Q104 (D#32)
SLY96 (31-27)
WAAL (37-33)
WAEB-FM (D#38)
WAYS (D#32)
WCGQ (30-27)

ARISTA

CROSSOVER TOP 40

LW-TW

- 1-1 **AFTER 7** "Can't Stop" (VIRGIN)
- 3-2 **BLACK BOX** "Everybody, Everybody" (RCA)
- 4-3 **JOC BOX & B. FRESH** "Slow Love" (MOTOWN)
- 2-4 **PRINCE** "Thieves In The..." (PAISLEY PARK/WB)
- 11-5 **EN VOGUE** "Lies" (ATLANTIC)
- 5-6 **BELL BIV DEVOE** "Do Me" (MCA)
- 8-7 **DINO** "Romeo" (ISLAND)
- 14-8 **TONY! TONI! TONE!** "Feels Good" (WING/PLDR)
- 17-9 **PEBBLES** "Giving You The Benefit" (MCA)
- 6-10 **JANET JACKSON** "Come Back To Me" (A&M)
- 7-11 **M.C. HAMMER** "Have You Seen Her" (CAPITOL)
- 33-12 **VANILLA ICE** "Ice Ice Baby" (SBK)
- 15-13 **ADVENTURES OF STEVIE V** "Dirty Cash" (MERC)
- 18-14 **WHISPERS** "Innocent" (CAPITOL)
- 9-15 **NEW KIDS ON THE BLOCK** "Tonight" (COLUMBIA)
- 24-16 **CANDYMAN** "Knockin' Boots" (EPIC)
- 30-17 **GEORGE MICHAEL** "Praying For Time" (COL)
- 20-18 **WILSON PHILLIPS** "Release Me" (SBK)
- 26-19 **THE BOYS** "Crazy" (MOTOWN)
- 29-20 **RIGHTEOUS BROS** "Unchained..." (VERVE/POLY)
- 22-21 **TKA** "I Won't Give Up On You" (TOMMY BOY/WB)
- 10-22 **THE TIME** "Jerk Out" (REPRISE)
- 12-23 **SWEET SENSATION** "If Wishes Came True" (ATCO)
- 27-24 **LISA STANSFIELD** "This Is The Right..." (ARISTA)
- 13-25 **JOHNNY GILL** "My, My, My" (MOTOWN)
- 41-26 **JANET JACKSON** "Black Cat" (A&M)
- 31-27 **GEORGE LAMOND** "Look Into My Eyes" (COL)
- 39-28 **JAMES INGRAM** "I Don't Have The Heart" (WB)
- 32-29 **JOHNNY "O" & CYNTHIA** "Dream Boy..." (MIC MAC)
- 16-30 **TROOP** "All I Do Is Think Of You" (ATLANTIC)
- 34-31 **TAYLOR DAYNE** "Heart Of Stone" (ARISTA)
- 19-32 **KYPER** "Tic Tac Toe" (ATLANTIC)
- 36-33 **DEPECHE MODE** "Policy Of Truth" (SIRE/REP)
- 21-34 **SEDUCTION** "Could This Be Love" (VENDETTA/A&M)
- 25-35 **MARIAH CAREY** "Vision Of Love" (COLUMBIA)
- 45-36 **M.C. HAMMER** "Pray" (CAPITOL)
- 49-37 **GLENN MEDEIROS f./R. Parker Jr.** "All I'm..." (MCA)
- 23-38 **STEVIE B** "Love And Emotion" (LMR/RCA)
- 43-39 **MS. ADVENTURES** "Undeniable" (ATCO)
- 28-40 **MAXI PRIEST** "Close To You" (CHARISMA)
- NEW-41 **TRICIA LEE FISHER** "Empty Beach" (ATCO)
- 35-42 **KEITH SWEAT** "Make You Sweat" (ELEKTRA)
- NEW-43 **JOHNNY GILL** "Fair Weather Friend" (MOTOWN)
- 46-44 **BEATS INTERNATIONAL** "Won't Talk About It" (ELEK)
- 37-45 **BROTHER BEYOND** "The Girl I Used To Know" (EMI)
- NEW-46 **KEITH SWEAT** "Merry Go Round" (ELEKTRA)
- 38-47 **TIANA** "First True Love" (MIC MAC)
- 40-48 **EN VOGUE** "Hold On" (ATLANTIC)
- NEW-49 **TYLER COLLINS** "Second Chance" (RCA)
- 42-50 **ANITA BAKER** "Talk To Me" (ELEKTRA)

MOST ADDED

- MARIAH CAREY "Love Takes Time" (COLUMBIA)
- VANILLA ICE "Ice Ice Baby" (SBK)
- JANET JACKSON "Black Cat" (A&M)
- ANITA BAKER "Soul Inspiration" (ELEKTRA)
- M.C. HAMMER "Pray" (CAPITOL)
- THE BOYS "Crazy" (MOTOWN)

CRUSADES

TYLER COLLINS

"Second Chance" (RCA)

New at 49 on Crossover Top40, TYLER pulls key action at Q106, POWER106, KSOL, X100, WFLZ, HOT102, KROY, HOT94.9 and WKSS this week.

M.C. HAMMER

"Pray" (CAPITOL)

The HAMMER stays on top of retail sales again this week! *Pray* jumps 45-36 on Crossover Top40 with adds at B96 and KMEL.

THE BOYS

"Crazy" (MOTOWN)

Too infectious for words, you'll fall for this enchanting tune on the first listen, as did HOT97, Q106, WFLZ, Q105 and more.

SNAP

"Ooops Up" (ARISTA)

The clubs have been hip to this groove for some time now and radio is catching the buzz! Just on at KKFR, KS104, HOT102, FM102, WTIC and others...

DEEE-LITE

"Groove Is In The Heart" (ELEKTRA)

No need to pull out your psychedelic weathers and peace signs to get into the retro-'60s mood! Check out DEEE-LITE, it's groovy! POWER99, WFLZ, KXXR, KITY and KSAQ agree!

TONY! TONI! TONE!

"Feels Good" (WING/POLYDOR)

Climbing 14-8 on Crossover Top40 and crossing Mainstream NOW! Adds this week include WHYT, KOY95 and WNVZ.

CANDYMAN

"Knockin' Boots" (EPIC)

This is no ordinary rap record, requests and retail indicate adults are calling for the CANDYMAN! Just added at Z95 and WXKS.

BEATS INTERNATIONAL

"Won't Talk About It" (ELEKTRA)

Radio is talking about this tune, so check out the Norman Cook mix and you'll know why! POWER106 and POWER99 did...

Tony! toni! TONE!

"Feels Good"



HITMAKERS CROSSOVER TOP40 CHART: 14-8
NATIONAL SINGLE SALES: 22-21
A CRUSADE! A HITBOUND!

NATIONAL SINGLES SALES:

Tower - Washington, D.C. #3
Budget Tapes & Records - Albany, NY #3
Tracks - Savannah, GA #4
Record Bar - Portsmouth, VA #5
Tower - Mt. View, CA #5
Paradise Records - Baton Rouge, LA #7

Peaches Entertainment - Miami #8
Tower - Panorama City, CA #9
Vinyl Vendors - Kalamazoo, MI #10
Record Revolution - King Of Prussia, PA #13
Top Ten Records - Dallas #14
Scotts One-Stop - Indianapolis #16

HOT97 (33-30)

POWER106 (33-29)

THE BEAT (7-6)

KMEL (5-4)

KSOL (1-1)

WUSL (4-3)

WHYT (Add)

100.3JAMZ (22-18)

WPGC (#10)

HOT105 (#9)

Z90 (30-16)

POWER PIG (40-37)

KOY95 (Add)

KXXR (D#30)

FM102 (14-9)

KROY (15-12)

KWOD (#15)

WNVZ (Add)

KGGI (D#22)

Z99 (33-30)

WJMH (#2)

99WGY (Add)

KBOS (33-28)

KFBQ (Add)

KLUC (D#30)

KRRG (Add#38)

KZFM (40-32)

WQXA (Add)

WWCK (39-32)

and more

Written, produced, arranged by Tony! Toni! Tone!

Executive Producer: Ed Eckstine

Management: Delos Inc. Carlos Stanfield/Left Bank Management

WHEN YOU PLAY IT, SAY IT

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ADULT TOP 40

BASED ON OUR REPORTERS WHO ARE TARGETING THEIR STATIONS 25+

LW-TW

- 1 WILSON PHILLIPS "Release Me" (SBK)
- 2 PHIL COLLINS "Something Happened" (ATLANTIC)
- 3 PAUL YOUNG "Oh Girl" (COLUMBIA)
- 4 JANET JACKSON "Come Back To Me" (A&M)
- 5 JAMES INGRAM "I Don't Have The Heart" (WB)
- 6 GO WEST "King Of Wishful Thinking" (EMI)
- 7 MARIAH CAREY "Vision Of Love" (COLUMBIA)
- 8 TAYLOR DAYNE "Heart Of Stone" (ARISTA)
- 9 RIGHTEOUS BROS "Unchained..." (VERVE/PLDR)
- 10 GEORGE MICHAEL "Praying For Time" (COLUMBIA)
- 11 SWEET SENSATION "If Wishes Came True" (ATCO)
- 12 CHEAP TRICK "Can't Stop Falling Into Love" (EPIC)
- 13 BREATHE "Say A Prayer" (A&M)
- 14 BRUCE HORNSBY "Across The River" (RCA)
- 15 GLORIA ESTEFAN "Cuts Both Ways" (EPIC)
- 16 MICHAEL BOLTON "Georgia On My Mind" (COL)
- 17 MAXI PRIEST "Close To You" (CHARISMA)
- 18 JUDE COLE "Time For Letting Go" (REPRISE)
- 19 ANITA BAKER "Talk To Me" (ELEKTRA)
- 20 BILLY IDOL "Cradle Of Love" (CHRYSALIS)
- 21 JON BON JOVI "Blaze Of Glory" (MERCURY)
- 22 LISA STANSFIELD "This Is The Right Time" (ARISTA)
- 23 MICHAEL BOLTON "When I'm Back On..." (COL)
- 24 BAD ENGLISH "Possession" (EPIC)
- 25 MICHAEL McDONALD "Take It To Heart" (REPRISE)
- 26 M.C. HAMMER "Have You Seen Her" (CAPITOL)
- 27 SEDUCTION "Could This Be Love" (VEND/A&M)
- 28 NELSON "Love And Affection" (DGC)
- 29 JOHNNY GILL "My, My, My" (MOTOWN)
- 30 DON HENLEY "How Do You Want It?" (Geffen)
- 31 UB40 "The Way You Do The Things You Do" (VIRGIN)
- 32 LISA STANSFIELD "You Can't Deny It" (ARISTA)
- 33 ALIAS "More Than Words Can Say" (EMI)
- 34 BABYFACE "My Kinda Girl" (SOLAR/EPIC)
- 35 PRINCE "Thieves In The..." (PAISLEY PARK/WB)
- 36 AFTER 7 "Can't Stop" (VIRGIN)
- 37 WILSON PHILLIPS "Hold On" (SBK)
- 38 GLENN MEDEIROS f./B. Brown "She Ain't..." (MCA)
- 39 PHIL COLLINS "Do You Remember" (ATLANTIC)
- 40 CONCRETE BLONDE "Joey" (I.R.S.)

CHART EXTRAS

- OLETA ADAMS "Rhythm Of Life" (MERCURY)
MARIAH CAREY "Love Takes Time" (COLUMBIA)
VONDA SHEPARD "I Shy Away" (REPRISE)

MOST ADDED

- ALIAS "More Than Words Can Say" (EMI)
UB40 "The Way You Do The Things You Do" (VIRGIN)
JOHNNY GILL "My, My, My" (MOTOWN)
NELSON "Love And Affection" (DGC)
AFTER 7 "Can't Stop" (VIRGIN)
CHEAP TRICK "Can't Stop Falling Into Love" (EPIC)

CRUSADES

JUDE COLE

"Time For Letting Go" (REPRISE)

If you're not on this record it's high time you gave it serious consideration! COLE transcends format barriers with this tune... Strong action at , Q95, Y108, KBEQ, PRO, Q102 and more.

JOHNNY GILL

"My, My, My" (MOTOWN)

In the beginning retail preceded airplay and the buzz is now rising to a peak. Today JOHNNY GILL enjoys airplay on all facets of Top40 radio with this sizzling ballad...PLAY IT!

UB40

"The Way You Do The Things..." (VIRGIN)

How many times do we have to tell you that UB40 has a hit on their hands! Just ask Q95, KBQ, Q106, WPHR, KROY or KCPX - UB40 tests phenomenally in callout! Find you for yourself...

ALIAS

"More Than Words Can Say" (EMI)

A National Breakout this week, ALIAS takes off where Sherriff left off..a perfect mass-appeal ballad for Top40 radio. Instead of listing adds maybe we should list stations not on this record?

AFTER 7

"Can't Stop" (VIRGIN)

The single stands at #20 on the National single sales chart and Mainstream Top40 chart this week, and that's the facts! Requests further prove this is a hit! Just on at B100, KDWB and WGZ.

CONCRETE BLONDE

"Joey" (I.R.S)

It's haunting, dramatic and emotionally fulfilling...no, it's not a Shakespeare play, but it's almost as good! CONCRETE BLONDE has the goods with this ballad, says WXKS, MIX96.5 and KWSS.

M.C. HAMMER

"Have You Seen Her" (CAPITOL)

No longer confined to his rap base, this Chilites cover makes HAMMER-time cross BIG-time to Adult Top40. Seeing the light at Z95, KDWB, WNCI, WZPL, Y95 and many more.

TOP40 ADDS

The TOP50 Markets In America

1 ♦ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE ♦ (212) 840-1035 ADDS: INFORMATION SOCIETY, THE BOYS,

WPLJ • PD: TOM CUDDY / MD: MIKE PRESTON ♦ (212) 613-8900 ADDS: NO ADDS THIS WEEK,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ♦ (212) 239-2300 ADDS: MAXI PRIEST (#26), INXS (#27),

2 ♦ Los Angeles

KIIS-FM • PD: GERRY DeFRANCESCO / MD: MIKE MARTIN ♦ (213) 466-8381 ADDS: VANILLA ICE (#27), NELSON (#28), MARIAH CAREY (#29),

PIRATE RADIO • PD: SCOTT SHANNON / MD: DENISE LAUREN ♦ (213) 469-1631 ADDS: ALIAS,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ♦ (818) 953-4200 ADDS: VANILLA ICE (#32), ELISA FIORILLO, BEATS INTERNATIONAL,

THE BEAT • PD: MIKE STRADFORD / MD: FRANK MINIACI ♦ (213) 466-9566 ADDS: CARON WHEELER (#34),

3 ♦ Chicago

B96 • PD: DAVE SHAKES / MD: TODD CAVANAH ♦ (312) 944-6000 ADDS: HUMAN LEAGUE, THE RIGHTEOUS BROS (#24), M.C. HAMMER (#27), 2 IN A ROOM (#28), JAMES INGRAM (#30),

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS ♦ (312) 527-8348 ADDS: CHEAP TRICK (#18), CHEAP TRICK (#18), BREATHE (#20),

Z95 • PD/MD: BRIAN KELLY ♦ (312) 984-0890 ADDS: TAYLOR DAYNE, CANDYMAN,

4 ♦ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ♦ (415) 391-1061 ADDS: SEDUCTION, M.C. HAMMER, PHIL COLLINS, ANITA BAKER,

KSOL • PD: BOB MITCHELL / MD: RUSS ALLEN ♦ (415) 341-8777 ADDS: JANET JACKSON (#31), BELL BIV DEVOE (#32), BASIC BLACK (#36), ANITA BAKER (#39), SAMUELLE (#40),

X100 • PD: DAN O'TOOLE / MD: MIKE REILY ♦ (415) 362-8800 ADDS: JAMES INGRAM, MS. ADVENTURES,

5 ♦ Philadelphia

EAGLE106 • PD: TODD FISHER / MD: JAY BEAU JONES ♦ (215) 667-3939 ADDS: NO ADDS THIS WEEK,

WIOQ • PD: JOHN ROBERTS / MD: Open ♦ (215) 667-8100 ADDS: NO ADDS THIS WEEK,

WUSL • PD: DAVE ALLAN / MD: OPEN ♦ (215) 483-8900 ADDS: M. CAREY, BELL BIV DEVOE, J. INGRAM, M.C. HAMMER, JANET JACKSON,

6 ♦ Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE ♦ (313) 967-3750 ADDS: UB40 (#22), LOUIE LOUIE (#24), ALIAS (#25),

THE FOX • PD: OPEN / ASST. PD/MD: JOHN MCFADDEN ♦ (313) 398-1100 ADDS: THE LIST IS FROZEN THIS WEEK,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ♦ (313) 871-3030 ADDS: TONY! TONI! TONE!, BETTY BOO, MAXI PRIEST,

7 ♦ Dallas

100.3JAMZ • PD: ELROY SMITH / MD: OPEN ♦ (214) 556-8100 ADDS: NO ADDS THIS WEEK,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL ♦ (214) 869-9700 ADDS: NO ADDS THIS WEEK,

Y95 • PD: RANDY KABRICH / MD: MIKE EASTERLIN ♦ (214) 263-3695 ADDS: WARRANT (#27), ALIAS,

8 ♦ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA ♦ (617) 396-1430 ADDS: M.C. HAMMER, JANET JACKSON, DNA f/SUZANNE VEGA, MARIAH CAREY, CANDYMAN, THE LIGHTNING SEEDS,

WZOU • PD: STEVE RIVERS / MD: CADILLAC JACK McCARTNEY ♦ (617) 290-0009 ADDS: THE LIST IS FROZEN THIS WEEK,

9 ♦ Washington, DC

MIX107.3 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ♦ (202) 686-3252 ADDS: NEW LIST THIS WEEK

WAVA • PD: CHUCK BECK / MD: DAVE ELLIOT ♦ (703) 534-0320 ADDS: POISON (#7), M.C. HAMMER (#19), INXS (#25),

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. ♦ (301) 441-3500 ADDS: THE LIST IS FROZEN THIS WEEK,

10 ♦ Houston

KISS98.5 • PD: STEVE HEGWOOD / MD: TERRI WEBER ♦ (713) 622-0010 ADDS: VANILLA ICE (#28), MARIAH CAREY (#30),

KKBQ • PD: BILL RICHARDS / MD: MIKE SNOW ♦ (713) 961-0093 ADDS: NO ADDS THIS WEEK,

KRBE • PD: STEVE WYROSTOK / MD: CHERYL BROZ ♦ (713) 266-1000 ADDS: HUMAN LEAGUE, VANILLA ICE, THE RIGHTEOUS BROS,

MIX96.5 • PD: GUY ZAPOLEON / MD: MICHAEL NEWMAN ♦ (713) 790-0965 ADDS: BILLY JOEL (#25), ANITA BAKER,

11 ♦ Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE ♦ (305) 445-5411 ADDS: DID NOT REPORT THIS WEEK,

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS ♦ (305) 653-6796 ADDS: INGRAM, THE PARTY, MELLOW MAN ACE, M.C. HAMMER,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ♦ (305) 925-7117 ADDS: JOHNNY GILL (#29), ALIAS (#30),

12 ♦ Atlanta

POWER99 • PD: RICK STACY / ASST. PD/MD: LEE CHESNUT ♦ (404) 266-0997 ADDS: BLACK BOX, DEEE-LITE, M. CAREY, BEATS INT'L,

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

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: THE LIST IS FROZEN THIS WEEK, THE LIST IS FROZEN THIS WEEK,

KUBE • PD: TOM HUTYLER / MD: RANDY IRWIN ♦ (206) 322-1622 ADDS: BLACK BOX, M. CAREY,

15 ♦ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ♦ (314) 644-1380 ADDS: HEART (#33), BILLY IDOL (#35), WARRANT (#37), DNA f/SUZANNE VEGA (#40), UB40,

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT ♦ (314) 727-0808 ADDS: M.C. HAMMER (#25), VANILLA ICE (#30),

16 ♦ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ♦ (619) 292-7600 ADDS: AFTER 7 (#22), ROD STEWART (#27),

Q106 • PD: KEVIN WEATHERLY / MD: MICHELLE SANTOSUOSSO ♦ (619) 565-6006 ADDS: THE BOYS (#30), UB40, TYLER COLLINS,

Z90 • PD/MD: RICK THOMAS ♦ (619) 585-9090 ADDS: PEBBLES (#20), PHIL COLLINS (#21), JANET JACKSON (#22), VANILLA ICE (#25), MAXI PRIEST (#27), ELISA FIORILLO (#31), SOHO (#33), SNAP (#34), LALAH HATHAWAY (#35),

17 ♦ Baltimore

B104 • PD: STEVE PERUN / ASST. PD/MD: PAM TRICKETT ♦ (301) 466-9272 ADDS: NO ADDS THIS WEEK,

18 ♦ Minneapolis

KDWB-FM • PD: BRIAN PHILIPS / MD: MR. ED LAMBERT ♦ (612) 340-9000 ADDS: THE RIGHTEOUS BROS (#17), AFTER 7, DURAN DURAN,

WLOL-FM • PD: GREG STRASSELL / MD: OPEN ♦ (612) 340-9565 ADDS: M.C. HAMMER (#24), JOHNNY GILL, MARIAH CAREY, BREATHE, HUMAN LEAGUE,

19 ♦ Pittsburgh

B94 • PD: DANNY CLAYTON / MD: LORI CAMPBELL ♦ (412) 381-8100 ADDS: MAXI PRIEST, PEBBLES,

WMXP • PD: RICH HAWKINS / MD: PAUL CRAMER ♦ (412) 821-6140 ADDS: JOHNNY GILL, PEBBLES, TYLER COLLINS, TKA, D-NICE, BREATHE, LOUIE LOUIE,

20 ♦ Anaheim

KEYZ • PD: CRAIG POWERS / MD: OPEN ♦ (714) 774-9600 ADDS: JANET JACKSON, AFTER 7 (#28), DINO (#29),

21 ♦ Tampa

POWER PIG • PD: MARC CHASE / MD: JEFF KAPUGI ♦ (813) 839-9393 ADDS: MARIAH CAREY (#30), THE BOYS (#39), DEEE-LITE (#40),

Q105 • PD/MD: OPEN ♦ (813) 287-1047 ADDS: MARIAH CAREY (#30), THE BOYS,

22 ♦ Cleveland

WPHR • PD: CAT THOMAS / MD: ED BROWN ♦ (216) 348-0108 ADDS: UB40, VANILLA ICE, ALIAS,

23 ♦ Phoenix

KKFR • PD: STEVE SMITH / MD: JIM MORALES ♦ (602) 258-6161 ADDS: ELISA FIORILLO, MARIAH CAREY, SEDUCTION, JANET JACKSON (#27), SNAP (#32), MELLOW MAN ACE (#33),

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ♦ (602) 258-8181 ADDS: MARIAH CAREY (#26), PHIL COLLINS, TONY! TONI! TONE!, BELL BIV DEVOE, THE BOYS,

KZPP • PD: BOB CASE / MD: DARCY SANDERS ♦ (602) 964-4000 ADDS: TAYLOR DAYNE (#23), PAUL YOUNG (#24), PEBBLES (#25), ANITA BAKER, ALIAS,

24 ♦ Denver

KS104 • PD: DAVE VAN STONE / ASST. PD/MD: STACY CANTRELL ♦ (303) 427-7700 ADDS: BETTY BOO, SNAP, SYDNEY YOUNGBLOOD,

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ♦ (303) 989-1075 ADDS: THE RIGHTEOUS BROS (#30), GLENN MEDEIROS f./Ray Parker Jr., PAUL YOUNG, ALIAS, DOC BOX & B. FRESH,

25 ♦ Portland

KKRZ • PD: MARK CAPPS / MD: BILL KEZLEY ♦ (503) 226-0100 ADDS: THE LIST IS FROZEN THIS WEEK,

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA ♦ (503) 226-6731 ADDS: MARIAH CAREY, BILLY IDOL,

26 ♦ Milwaukee

HOT102 • PD: GREG CASSIDY / MD: DANA LUNDON ♦ (414) 785-1021 ADDS: INXS (#29), MS. ADVENTURES, SNAP,

WKTI • PD: MIKE BERLAK / MD: JOHN WOODY HARRISON ♦ (414) 332-9611 ADDS: THE LIST IS FROZEN THIS WEEK,

27 ♦ Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY ♦ (816) 531-2535 ADDS: BLACK BOX, LISA STANSFIELD, BREATHE, INXS,

KXXR • PD: STEVE DOUGLAS / MD: None ♦ (816) 421-1065 ADDS: CANDYMAN, VANILLA ICE, DEEE-LITE, MS. ADVENTURES, SOHO, DEPECHE MODE,

28 ♦ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ♦ (401) 433-4200 ADDS: DEPECHE MODE (#26), PEBBLES (#35), THE RIGHTEOUS BROS, EN VOGUE,

29 ♦ San Jose

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

KWSS • PD: LARRY MORGAN / MD: RICH ANHORN ♦ (408) 297-5977 ADDS: LISA STANSFIELD,

30 ♦ Sacramento

FM102 • PD/MD: BRIAN WHITE ♦ (916) 920-1025 ADDS: THE BOYS (#14), MARIAH CAREY (#15), ANITA BAKER (#29), SNAP (#30),

KAER • PD: RICK AUSTIN / MD: VINCE GARCIA ♦ (916) 929-5325 ADDS: NO ADDS THIS WEEK,

KROY • PD: JEFF McCARTNEY / ASST. PD/MD: THE ICEMAN ♦ (916) 446-5769 ADDS: THE BOYS (#21), MARIAH CAREY (#30), ANITA BAKER, UB40,

KWOD • PD: WILLY B. / MD: PAM GRUND ♦ (916) 929-5000 ADDS: THE LIST IS FROZEN THIS WEEK,

31 ♦ Cincinnati

Q102 • PD: DAVE ALLEN / ASST. PD/MD: BRIAN DOUGLAS ♦ (513) 763-5500 ADDS: DINO (#32), BLACK BOX (#33), JANET JACKSON (#34), ALIAS (#35),

32 ♦ Norfolk

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ♦ (804) 497-1067 ADDS: PAUL YOUNG (#16), TONY! TONI! TONE!, VANILLA ICE,

33 ♦ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ♦ (714) 889-2651 ADDS: WORLD CLASS WRECKING CREW, TRICKI NIKKI, MARIAH CAREY (#23),

34 ♦ Columbus

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

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ♦ (614) 224-9624 ADDS: BLACK BOX (#25),

35 ♦ New Orleans

B97 • PD: GREG ROLLING / MD: JOEY GIOVINGO ♦ (504) 581-7002 ADDS: MARIAH CAREY, JOHNNY GILL, MICHAEL BOLTON,

36 ♦ San Antonio

KITY • PD: RICK UPTON / MD: STEPHANIE GRAMM ♦ (512) 225-5111 ADDS: MARIAH CAREY, DEEE-LITE,

KSAQ • PD: LEO VELA / MD: RIKKO ♦ (512) 271-9600 ADDS: ANITA BAKER, MARIA McKEE, SOHO, DEEE-LITE, DEVO, JOHNNY GILL (#39),

KTFM • PD: RICK HAYES / MD: ROSS KNIGHT ♦ (512) 655-5500 ADDS: MARIAH CAREY, THE BOYS, BREATHE,

37 ♦ Indianapolis

WZPL • PD: DON LONDON / MD: MICHAEL POWERS ♦ (317) 637-8000 ADDS: INXS, VIXEN, ALIAS, JANET JACKSON (#28), DINO (#29), MAXI PRIEST (#30),

38 ♦ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ♦ (801) 359-9536 ADDS: INXS, SOHO, DEVO, BILLY IDOL, VANILLA ICE, DNA f/SUZANNE VEGA,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: BOB LABORDE ♦ (801) 485-6700 ADDS: UB40, MARIAH CAREY, ANITA BAKER,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ♦ (801) 262-9797 ADDS: ANITA BAKER, DINO, BLACK BOX, MARIAH CAREY,

39 ♦ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ♦ (716) 876-0930 ADDS: NELSON (#30), INXS, DEEE-LITE, SLAUGHTER,

WKSE • PD: MIKE EDWARDS / MD: MIKE McGOWAN ♦ (716) 884-5101 ADDS: THE LIST IS FROZEN THIS WEEK,

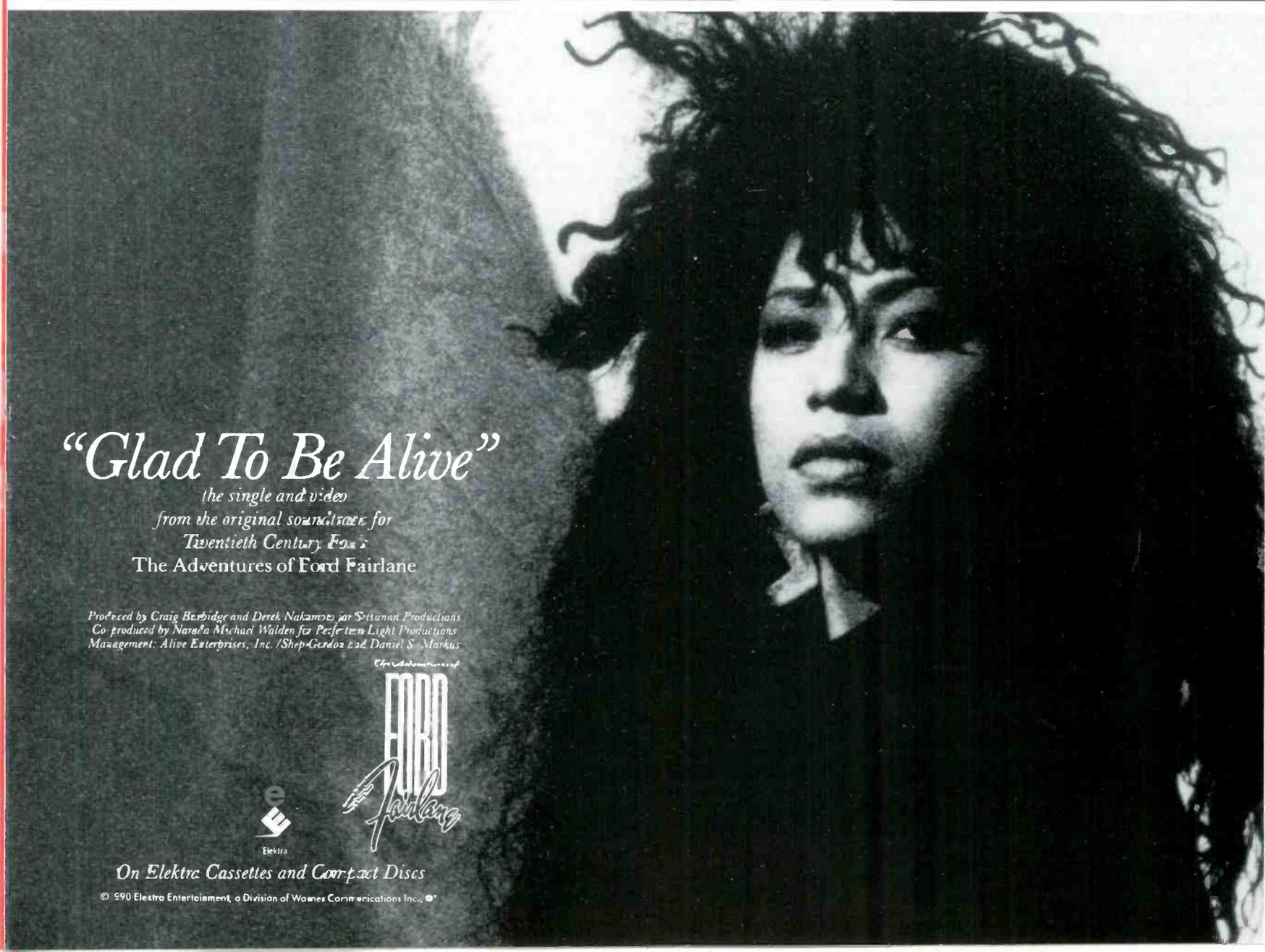
40 ♦ Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ♦ (203) 776-4012 ADDS: MARIAH CAREY,

WKSS • PD: JEFFERSON WARD / MD: CHRIS WALSH ♦ (203) 249-9577 ADDS: MARIAH CAREY, TAYLOR DAYNE,

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST ♦ (203) 522-1080 ADDS: INXS, DNA f/SUZANNE VEGA, VANILLA ICE, JAMES INGRAM, SNAP,

TEDDY PENDERGASS & LISA FISHER



“Glad To Be Alive”

the single and video
from the original soundtrack for
Twentieth Century Fox's
The Adventures of Ford Fairlane

Produced by Craig Berbridge and Derek Nakamura for Setunan Productions
Co-produced by Navala Michael Walden for Perfectum Light Productions
Management: Alive Enterprises, Inc./Shep-Gordon and Daniel S. Markus



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TOP40 ADDS

The TOP50 Markets In America

41 ◇ Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: ERIC BRADLEY ◇ (704) 342-4102 ADDS: M.C. HAMMER (#31), DNA f/SUZANNE VEGA, CURIO,

WZZG • PD: DWAYNE WARD / MD: RAY MARINER ◇ (704) 392-6191 ADDS: THE LIST IS FROZEN THIS WEEK,

42 ◇ Memphis

FM100 • PD/MD: STEVE CONLEY ◇ (901) 726-0468 ADDS: JANET JACKSON, NELSON,

43 ◇ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◇ (407) 788-1400 ADDS: MARIAH CAREY, S. YOUNGBLOOD, TROOP, JASMINE GUY,

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

XL106.7 • PD: STEVE KELLY / MD: ROD LAUDERDALE ◇ (407) 339-1067 ADDS: THE LIST IS FROZEN THIS WEEK,

44 ◇ Monmouth-Ocean, NJ

WJLK-FM • PD: BRAD HOLCOMB / MD: GARY GUIDA ◇ (201) 774-7700 ADDS: MARIAH CAREY, DAN FOGELBURG, PAUL YOUNG (#1),

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◇ (609) 597-1100 ADDS: INXS, GEORGE LAMOND,

45 ◇ Rochester

98PXY • PD: KEVIN KENNY / MD: CAT COLLINS ◇ (716) 325-5300 ADDS: ALIAS (#30),

46 ◇ Nashville

Y107 • PD: LOUIS KAPLAN / MD: HAWK HARRISON ◇ (615) 256-6556 ADDS: THE LIST IS FROZEN THIS WEEK,

47 ◇ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◇ (405) 840-5271 ADDS: NELSON, SOHO, MS. ADVENTURES,

Z99 • PD/MD: BRETT DUMLER ◇ (405) 942-3399 ADDS: ANITA BAKER,

48 ◇ Dayton

WGTX • PD: JEFF BALLENTINE / MD: RANDY ROSS ◇ (513) 294-5858 ADDS: ALIAS, SOHO, VANILLA ICE, M.C. HAMMER, AFTER 7, BLACK BOX, LISA STANSFIELD,

49 ◇ Louisville

WDJX • PD: CHRIS SHEBEL / ASST. PD/MD: JILL MEYER ◇ (502) 589-4800 ADDS: THE RIGHTEOUS BROS., INDECENT OBSESSION, NELSON,

50 ◇ Greensboro/Winston-Salem

WJMH • PD: BRIAN DOUGLAS / MD: KELLY MASTERS ◇ (919) 855-6500 ADDS: MARIAH CAREY, JANET JACKSON, CANDYMAN,

WKSI • PD: OPEN / MD: GREG STEVENS ◇ (919) 275-9895 ADDS: DEPECHE MODE (#24), LISA STANSFIELD (#25), THE RIGHTEOUS BROS.,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◇ (919) 759-2316 ADDS: THE LIST IS FROZEN THIS WEEK,

Montreal, Canada

CKOI • PD: BOB LEBOURD / MD: GUY BROUILLARD ◇ (514) 766-2311 ADDS: ALIAS, MARIAH CAREY, JANET JACKSON, SNAP,

THE TOP TRENDSETTERS

93Q / Syracuse ◇ PD: NEIL SULLIVAN / MD: GARY DUNES ◇ (315) 446-9090 • ADDS: AFTER 7, DINO, THE LIGHTNING SEEDS, LISA STANSFIELD,

95SX / Charleston ◇ PD/MD: WALT SPECK ◇ (803) 849-9500 • ADDS: DEPECHE MODE, LISA STANSFIELD,

95XXX / Burlington ◇ PD: OPEN / MD: J.J. RILEY ◇ (802) 655-9530 • ADDS: ALIAS, BLACK BOX (#33), MARIAH CAREY, M. C. HAMMER (#40), THE RIGHTEOUS BROS. (#31), VIXEN,

97KYN / St. Mary's ◇ PD: GARY MITCHELL / MD: DREW DERSHIMER ◇ (814) 834-9700 • ADDS: DEPECHE MODE,

99.9KH / Ocean City ◇ PD: HITMAN / MD: KEVIN OCEAN ◇ (301) 289-3456 • ADDS: BILLY IDOL, DURAN DURAN, LIGHTNING SEEDS, MARIAH CAREY (#40), RIGHTEOUS BROS., SNAP, T. COLLINS (#39), VANILLA ICE,

99WGY / Schenectady ◇ PD: TOM PARKER / MD: MARTY LEGERE ◇ (518) 381-4800 • ADDS: THE BOYS, CONCRETE BLONDE, MARIAH CAREY, TONY! TONI! TONE!, UB40, VANILLA ICE,

FM104 / Modesto ◇ PD: GARY DeMARONEY / MD: ERIC HOFFMAN ◇ (209) 572-0104 • ADDS: ALIAS (#28), HEART, MARIAH CAREY,

G98 / Portland ◇ PD/MD: JIM RANDALL ◇ (207) 775-6321 • ADDS: ALIAS, ANITA BAKER, BILLY IDOL, DEEE-LITE, JAMES INGRAM (#28), MARIAH CAREY, SYDNEY YOUNGBLOOD,

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

JEFFM / Erie ◇ PD: JIM COOK / MD: ROBIN BANKS ◇ (814) 455-2741 • ADDS: JOHNNY GILL, LISA STANSFIELD, MARIAH CAREY, WARRANT,

K104 / Erie ◇ PD/MD: BERNIE KIMBLE ◇ (814) 452-2041 • ADDS: PAUL YOUNG (#23),

K92 / Roanoke ◇ PD: EDDIE HASKELL / MD: DAVID LEE MICHAELS ◇ (703) 774-9200 • ADDS: INXS, JAMES INGRAM,

KAGO / Klamath Falls ◇ PD: MIKE GARRARD / MD: CINDY STARR ◇ (503) 884-0661 • ADDS: ANITA BAKER, MARIAH CAREY (#32), M. C. HAMMER, POINTER SISTERS,

KAYI / Tulsa ◇ PD: JAN DEAN / MD: OPEN ◇ (918) 492-2020 • ADDS: ALIAS, INXS, JANET JACKSON,

KBBZ / ◇ PD: None / MD: Y ◇ 32 • ADDS: ALIAS, INXS (#35), JANET JACKSON (#35), MARIAH CAREY, PEBBLES,

KBFM / McAllen-Brownsville ◇ PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO ◇ (512) 383-4961 • ADDS: INXS, JANET JACKSON, JOHNNY "O" & CYNTHIA,

KBOS / Fresno ◇ PD: JEFF DAVIS / MD: DON PARKER ◇ (209) 237-9361 • ADDS: M. CAREY, REGINA, RIGHTEOUS BROS., SOHO, VANILLA ICE (#39),

KBQZ / Bozeman ◇ PD: DUANE BARNHART / MD: ROGER NELSON ◇ (406) 586-5466 • ADDS: ALIAS, BILLY IDOL, THE RIGHTEOUS BROS.,

KBTS / Austin ◇ PD/MD: TRACY AUSTIN ◇ (512) 345-9300 • ADDS: BLACK BOX (#36), INXS (#35), JAMES INGRAM (#34),

KCAQ / Oxnard ◇ PD: ROOSTER RHODES / MD: ANNIE SAGE ◇ (805) 483-1000 • ADDS: THE LIST IS FROZEN THIS WEEK,

KCHX / Midland ◇ PD/MD: CRAIG ROBERTS ◇ (915) 561-8833 • ADDS: MARIAH CAREY, TEENAGE MUTANT NINJA TURTLES,

KCMQ / Columbia ◇ PD: BRIAN HANSON / MD: OPEN ◇ (314) 449-2433 • ADDS: BILLY IDOL, MARIAH CAREY (#40),

KDON / Salinas ◇ PD: JAMIE HYATT / MD: EFREN SIFUENTES ◇ (408) 422-3365 • ADDS: THE LIST IS FROZEN THIS WEEK,

KEEZ / Mankato ◇ PD: MARK SEGER / MD: MIKE MURPHY ◇ (507) 345-4646 • ADDS: ALIAS, ANITA BAKER, BILLY IDOL, DANGER DANGER, GUYS NEXT DOOR, JANET JACKSON, MARIA MCKEE, MARIAH CAREY,

KF95 / Boise ◇ PD: MIKE KASPER / MD: MAD MAX ◇ (208) 888-4321 • ADDS: ALIAS, ANITA BAKER, BILLY IDOL, DANGER DANGER, GUYS NEXT DOOR, JANET JACKSON, MARIA MCKEE, MARIAH CAREY,

KFBD / Waynesville ◇ PD: STEVEN GREENLEE / MD: TIM McNUTT ◇ (314) 336-3133 • ADDS: BILLY IDOL, INXS (#30), JANET JACKSON (#29), LONESOME ROMEOs, MARIAH CAREY, PAUL COTTON,

KFBQ / Cheyenne ◇ PD: J.D. DANIELS / MD: DAVE COLLINS ◇ (307) 634-4461 • ADDS: CONCRETE BLONDE, M. CAREY, RIGHTEOUS BROS. (#40), TONY! TONI! TONE!,

KFFM / Yakima ◇ PD/MD: GREG ADAMS ◇ (509) 248-1460 • ADDS: CONCRETE BLONDE, J. GILL, M. CAREY, T. COLLINS, VANILLA ICE, WARRANT,

KFRX / Lincoln ◇ PD: J.J. COOK / MD: SUNNY VALENTINE ◇ (402) 483-5100 • ADDS: ALIAS, DEPECHE MODE, MARIAH CAREY, PEBBLES, WINGER,

KFTZ / Idaho Falls ◇ PD: RICH SUMMERS/MD: MINDY KARY ◇ (208) 523-3722 • ADDS: B. IDOL, G. LAMOND, G. MEDEIROS, M. MCKEE, M. CAREY,

KG95 / Sioux City ◇ PD: DENNY ANDERSON / MD: KEVIN KOLLINS ◇ (712) 258-5595 • ADDS: BILLY IDOL, THE RIGHTEOUS BROS.,

KGGG / Rapid City ◇ PD: RICK ALLEN / MD: BOB LEWIS ◇ 605 348-1100 • ADDS: BREATHE (#35), GLENN MEDEIROS (#34), INXS (#36), JANET JACKSON (#30), PAUL JANZ (#32), THE RIGHTEOUS BROS. (#31), WARRANT (#37),

KGWY / Gillette ◇ PD: MICHAEL BERRY / MD: MARTHA STEELE ◇ (307) 686-2242 • ADDS: ALIAS, JANET JACKSON, MARIAH CAREY,

KHFI / Austin ◇ PD/MD: SELBY EDWARDS ◇ (512) 474-9233 • ADDS: AFTER 7, ANITA BAKER, INXS, THE ADVENTURES OF STEVIE V.,

KHOK / Great Bend ◇ PD/MD: DARREL BIEKER ◇ (316) 792-3647 • ADDS: BILLY IDOL, CONCRETE BLONDE, DAVID BAERWALD, INXS, LONESOME ROMEOs, MARIAH CAREY, TRICIA LEIGH FISHER,

KHSS / Walla Walla ◇ PD: THOMAS HODGINS / MD: CHUCK STEVENS ◇ (509) 522-5412 • ADDS: BILLY IDOL, INDECENT OBSESSION (#26), JAMES INGRAM, MARIAH CAREY, THE RIGHTEOUS BROS. (#39),

KHTT / Santa Rosa ◇ PD: JEFF COCHRAN / MD: GLENN MITCHELL ◇ (707) 545-3313 • ADDS: BILLY IDOL (#39), MARIAH CAREY (#38), SYDNEY YOUNGBLOOD (#37), TYLER COLLINS (#40),

KISR / Fort Smith ◇ PD/MD: BOB CHASE ◇ (501) 785-2526 • ADDS: THE LIST IS FROZEN THIS WEEK,

KIX106 / Birmingham ◇ PD/MD: BRIAN CHRISTOPHER ◇ (205) 591-7171 • ADDS: ALIAS, VANILLA ICE,

KIXR / Ponca City ◇ PD/MD: T. MORGAN ◇ (405) 765-5491 • ADDS: ALIAS, BLACK BOX, INXS, JAMES INGRAM, MARIAH CAREY, TYLER COLLINS,

KIXY / San Angelo ◇ PD/MD: DON ROBERTSON ◇ (915) 653-3387 • ADDS: CONCRETE B., INXS, M. CAREY, S. YOUNGBLOOD, T. COLLINS,

KJLS / Hays/Great Bend ◇ PD: JACK CREES / MD: DARREN BUTLER ◇ (913) 628-1064 • ADDS: CURIO, HUMAN LEAGUE, MARIAH CAREY, UB40,

KKBG / Hilo ◇ PD/MD: DANNY AUSTIN ◇ (808) 961-0651 • ADDS: BILLY IDOL, CONCRETE BLONDE, G. MEDEIROS (#32), INXS, TEENAGE MUTANT NINJA TURTLES, WARRANT,

KKHT / Springfield ◇ PD: DAVE ALEXANDER / MD: TIM AUSTIN ◇ (417) 883-9000 • ADDS: BILLY IDOL, MARIAH CAREY,

KKRD / Wichita ◇ PD: JACK OLIVER / MD: GREG WILLIAMS ◇ (316) 265-0721 • ADDS: BLACK BOX, MARIAH CAREY, THE RIGHTEOUS BROS.,

KKSS-FM / Albuquerque ◇ PD: JOHN JAYNES / MD: HOLLYWOOD HAZE ◇ (505) 265-1431 • ADDS: BREATHE, CANDYMAN, DEEE-LITE, GEORGE LAMOND, GEORGE MICHAEL (#15), INXS, J. JACKSON (#24), VANILLA ICE,

KKXX / Bakersfield ◇ PD/MD: CHRIS SQUIRES ◇ (805) 322-9929 • ADDS: THE LIST IS FROZEN THIS WEEK,

KKYK / Little Rock ◇ PD: BRIAN BRIDGMAN / MD: KANDY KLUTCH ◇ (501) 661-7570 • ADDS: JAMES INGRAM, J. JACKSON, NELSON (#25),

KLBO / El Dorado ◇ PD: MICHAEL STEEL / MD: RON WEST ◇ (501) 863-5121 • ADDS: A. MYLES, B. IDOL, INXS, LOUIE LOUIE, MOTLEY CRUE,

KLUC / Las Vegas ◇ PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR ◇ (702) 739-9383 • ADDS: INXS, J. INGRAM, RIGHTEOUS BR, VANILLA ICE,

KLYK / Longview/Kelso ◇ PD: BOB HART / ASST. PD/MD: KANDY KLUTCH ◇ (206) 425-1500 • ADDS: MARIAH CAREY, MAXI PRIEST,

KLYV / Dubuque ◇ PD: JEFF DAVIS / MD: TIM JANSEN ◇ (319) 557-1040 • ADDS: AFTER 7 (#38), ALIAS (#37), BEATS INT'L, INXS (#35), JANET JACKSON (#32), LOUIE LOUIE (#39), MARIAH CAREY, RIGHTEOUS BROS.,

KMOK / Lewiston ◇ PD: KEITH HAVENS / MD: KEVIN CHASE ◇ (208) 746-5056 • ADDS: DANGER DANGER, JANET JACKSON (#31), MARIAH CAREY, RAILWAY CHILDREN, TRICIA LEIGH FISHER (#38), TYLER COLLINS, VENICE,

KMON / Great Falls ◇ PD: DAVE LEVIN / MD: P.J. MILLER ◇ (406) 761-1000 • ADDS: BREATHE, DEPECHE MODE, FAVORITE ANGEL, INXS, JANET JACKSON, THE RIGHTEOUS BROS., WARRANT,

KNEN / Norfolk ◇ PD: DOUG KOEHN / MD: TODD MICHAELS ◇ (402) 379-3300 • ADDS: THE RIGHTEOUS BROS.,

KNIN / Wichita Falls ◇ PD: JAY MICHAELS / MD: JIM SCOTT ◇ (817) 855-6924 • ADDS: ALIAS, ANITA BAKER, DANGER DANGER, LISA STANSFIELD, TYLER COLLINS,

KOYE / Laredo ◇ PD/MD: STEVE CHASE ◇ (512) 723-4396 • ADDS: ANITA BAKER, KILLER DWARFS, MARIAH CAREY,

KPAT / Sioux Falls ◇ PD: SCOTT MAGUIRE / MD: COREY WARD ◇ (605) 339-9999 • ADDS: ANITA BAKER (#28), DURAN DURAN, PEBBLES (#26), TYLER COLLINS (#30), WARRANT (#25),

KPRR / El Paso ◇ PD/MD: ELI MOLANO ◇ (915) 532-6515 • ADDS: EN VOGUE (#30), JANET JACKSON (#22), MARIAH CAREY (#25),

KPXI / Mt. Pleasant ◇ PD: STEVE BAILEY / ASST. PD/MD: MICK FULGHAM ◇ (214) 572-8726 • ADDS: ALIAS (#38), COCTEAU TWINS, L. COLE (#39),

KQCR / Cedar Rapids ◇ PD: GARY DIXON / MD: J.J. GERARD ◇ (319) 363-2061 • ADDS: INXS, JAMES INGRAM, MARIAH CAREY,

KQHT / Grand Forks ◇ PD/MD: JAY MURPHY ◇ (701) 746-1413 • ADDS: GEORGE MICHAEL, INXS, JANET JACKSON, MAXI PRIEST, STRYPER,

KQIZ / Amarillo ◇ PD/MD: JON ANDERSON ◇ (806) 353-6663 • ADDS: ALIAS (#35), BLACK BOX, DEEE-LITE, MARIAH CAREY (#36), TYLER COLLINS,

KQKQ / Omaha ◇ PD/MD: DREW BENTLEY ◇ (402) 342-2000 • ADDS: ALIAS, THE BOYS, JAMES INGRAM, M. C. HAMMER,

KQKY-FM / Kearney ◇ PD/MD: MITCH COOLEY ◇ (308) 236-6464 • ADDS: ALIAS, DAVID BAERWALD, THE RAILWAY CHILDREN,

KQLA / Manhattan ◇ PD: MIKE TEMAAT / MD: None ◇ (913) 776-0104 • ADDS: INXS, JANET JACKSON, MARIAH CAREY,

KQMQ / Honolulu ◇ PD: KIMO AKANE / ASST. PD/MD: KRISS HART ◇ (808) 539-9369 • ADDS: MARIAH CAREY,

KRNQ / Des Moines ◇ PD: CHUCK KNIGHT / MD: BOB LEWIS ◇ (515) 280-1350 • ADDS: BREATHE (#25), G. MICHAEL (#23), NELSON (#24),

KRRG / Laredo ◇ PD: KIRK DAVIDSON / MD: TINA SIMONET ◇ (512) 724-9800 • ADDS: L. BRANIGAN, LONDON QUIREBOYS, TONY! TONI! TONE! (#38), WARRANT,

KSKG / Salina ◇ PD/MD: RUSTY KEYES ◇ (913) 825-4631 • ADDS: ALIAS, BILLY IDOL, GLENN MEDEIROS, MARIAH CAREY, SOHO,

KSMB / LAFAYETTE ◇ PD: STEVE SMALL / MD: "FAST EDDIE" NELSON ◇ (318) 232-1311 • ADDS: ALIAS, THE BOYS, CONCRETE BLONDE, THE RAILWAY CHILDREN, SNAP, SOHO, VANILLA ICE,

KSND / Eugene ◇ PD: BWANA JOHNNY / MD: LOLITA VELEZ ◇ (503) 686-9123 • ADDS: ANITA BAKER, BILLY IDOL,

KTMT / Medford ◇ PD: MITCH STEWART / MD: GRANT TRESSSEL ◇ (503) 779-1550 • ADDS: ANITA BAKER, MARIAH CAREY, TYLER COLLINS,

KTRS / Casper ◇ PD: STAN ICENOGGLE / MD: SEAN MICHAELS ◇ (307) 235-7000 • ADDS: ANITA BAKER, DANGER DANGER, DEEE-LITE, MARIAH CAREY, MOTLEY CRUE, TYLER COLLINS,

(TOP 40 ADDS continued on page 26)

EN VOGUE "Lies"

HITMAKERS CROSSOVER TOP40 CHART: 11-5

National Single Sales: 44-43 National Album Sales: #38 A HITBOUND!

These Majors Don't Lie!

KMEL (6-5)	HOT97 (20-14 hot)	Q106 (20-19)
FM102 (10-7)	KOY-FM (22-14)	KS104 (D#24)
KROY (9-8)	KITY (15 frozen)	PRO-FM (Add)
KKFR (18-13)	PWR PIG (19-16)	

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HITMAKERS HITBOUND!

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"Instantly the prettiest song on any radio station and Alannah's best work to date. Top 8 phones the last five weeks, and top female phones...PERIOD!" (15-13)

KFTZ (13-9)	99KG (31-27)	WHY	WPFR
KWSS (14-11)	WERZ (35-32)	KTUX	Z97
CK105 (15-13)	KF95 (D#36)	WTFX	KBOZ
KMOK (21-19)		WWFX	KTRS
KZZU (24-22)	<u>Breaking At:</u>	KQIZ	KTMT
WNYP (25-23)	WQBQ	KISR	SLY96
KAKS (25-23)	WYCR	KNIN	



LAURA BRANIGAN "Never In A Million Years"

Put It On And Watch The Females React!

Early Action:

WPLJ	Y97
WKSE	WKPE
KSND	
WDBR	



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CUTTING EDGE MEETINGS AND

LECTURES BY AND FOR

TODAY'S INDUSTRY LEADERS!

TOP40 ADDS

The Top Trendsetters In America

KTUX / Shreveport ◊ PD: KEN SHEPHERD / MD: KEITH GREER ◊ (318) 635-9999 • ADDS: ALIAS (#40), ANITA BAKER, JAMES INGRAM (#38), JOHNNY GILL (#37), MARIAH CAREY (#39), THE RAILWAY CHILDREN,

KTXJ / Jefferson City ◊ PD: BOBBY JACKSON / MD: KEVIN MICHAELS ◊ (314) 893-5696 • ADDS: NO ADDS THIS WEEK,

KWNZ / Reno ◊ PD: RAY KALUSA / MD: RICK CARTER ◊ (702) 323-0123 • ADDS: AFTER 7, ALIAS, MARIAH CAREY, MOTLEY CRUE, WARRANT,

KWTX-FM / Waco ◊ PD: DAVE CHRISTOPHER / MD: OPEN ◊ (817) 776-1330 • ADDS: ALIAS, BELL BIV DEVOE (#25), CONCRETE BLONDE,

KXIQ / Bend ◊ PD/MD: GREGG LENNY ◊ (503) 382-5611 • ADDS: BILLY IDOL (#39), INXS, JAMES INGRAM (#35), JANET JACKSON, THE RIGHTEOUS BROS., VANILLA ICE (#25), WARRANT,

KYNZ / Ardmore ◊ PD: SCOTT BENTON / MD: WIN PATTON ◊ (405) 226-8475 • ADDS: AFTER 7 (#37), GEORGE MICHAEL (#26), INDECENT OBSESSION, JAMES INGRAM,

KYQQ / Wichita ◊ PD: LYMAN JAMES / MD: STEVE DAVIS ◊ (316) 265-1065 • ADDS: ALIAS, JANET JACKSON, MARIAH CAREY, TYLER COLLINS,

KYRK / Las Vegas ◊ PD: OPEN / MD: CORY RICHARDS ◊ (702) 731-9797 • ADDS: M. CAREY (#31), P. YOUNG (#32), RIGHTEOUS BROS. (#29),

KZ103 / Tupelo ◊ PD: REX HOLLIDAY / ASST. PD/MD: LISA LANDAU ◊ (601) 844-3808 • ADDS: INXS (#39), JAMES INGRAM (#37), JANET JACKSON (#38), JUDE COLE (#36), MARIAH CAREY (#40),

KZ93 / Peoria ◊ PD: KEITH EDWARDS / MD: GENE STERN ◊ (309) 688-3131 • ADDS: BILLY IDOL, JOHNNY GILL, MARIAH CAREY,

KZBB / Ft. Smith ◊ PD: TOM BROWNE / MD: WILLIE STEVENS ◊ (501) 646-2000 • ADDS: EN VOGUE, MICHAEL BOLTON, SYDNEY YOUNGBLOOD, TYLER COLLINS, WARRANT,

KZFM / Corpus Christi ◊ PD: J.D. GONZALES / ASST. PD/MD: DANNY B. ◊ (512) 883-3516 • ADDS: ANITA BAKER, THE BOYS, MARIAH CAREY, M. C. HAMMER,

KZII / Lubbock ◊ PD/MD: CHUCK LUCK ◊ (806) 794-7979 • ADDS: CANDYMAN, MARIAH CAREY, TYLER COLLINS, VANILLA ICE,

KZIO / Duluth ◊ PD: JOHN MICHAELS / MD: TOMMY B ◊ (218) 728-6406 • ADDS: THE LIST IS FROZEN THIS WEEK,

KZMC / McCook ◊ PD: CATHY CARTWRIGHT / MD: STEVE LEPPER ◊ (308) 345-1981 • ADDS: BILLY IDOL, GOWAN, LONESOME ROMEO'S, MARIAH CAREY,

KZOR / Hobbs ◊ PD: ION IVAN / MD: PHIL HOUSTON ◊ (505) 397-4969 • ADDS: DAVID BAERWALD, THE LIGHTNING SEEDS, LONDON QUIREBOYS, LOUIE LOUIE, SNAP,

KZOU / Little Rock ◊ PD: PETER STEWART / MD: JIMMY EDWARDS ◊ (501) 661-0150 • ADDS: THE LIST IS FROZEN THIS WEEK,

KZ02 / San Luis Obispo ◊ PD: SLAMMIN' SAM JACKSON / MD: RICK ANDREWS ◊ (805) 489-1280 • ADDS: CONCRETE B., M. CAREY, WARRANT,

KZZU / Spokane ◊ PD: KEN HOPKINS / MD: CHUCK MATHESON ◊ (509) 536-5555 • ADDS: BABYLON A.D., BILLY IDOL, MARIAH CAREY,

MAX94 / Rolla ◊ PD: TIM FLOYD / MD: ANGIE V ◊ (314) 346-1590 • ADDS: ASIA (#26), DAMN YANKEES (#27),

OK95 / Tri-Cities ◊ PD: PAUL WALKER / MD: GREG DeLANGE ◊ (509) 586-2151 • ADDS: MARIAH CAREY, PEBBLES,

POWER108 / Gulfport ◊ PD: STEVE SPILLMAN / MD: RAY MILLER ◊ (601) 832-5111 • ADDS: JUDE COLE, SYDNEY YOUNGBLOOD,

POWER94.5 / Junction City ◊ PD: JAMES PHELPS / MD: KEVIN COLLINS ◊ (913) 776-9494 • ADDS: BLACK BOX (#38), JUDE COLE (#40), MARIAH CAREY (#36), THE RIGHTEOUS BROS. (#39),

POWER98 / Myrtle Beach ◊ PD: BARRY RICHARDS / MD: OPEN ◊ (803) 236-9800 • ADDS: BELL BIV DEVOE, CURIO, DEE-LITE, JAMES INGRAM, MARIAH CAREY, VANILLA ICE,

Q104 / Gadsden ◊ PD: LEO DAVIS / MD: JEFF DONAVAN ◊ (205) 543-3246 • ADDS: ALIAS, DAMN YANKEES, MARIAH CAREY,

SLY96 / San Luis Obispo ◊ PD: JONATHAN HARTE / MD: DEAN CLARK ◊ (805) 543-9400 • ADDS: BILLY IDOL, CONCRETE BLONDE, JANET JACKSON (#30), THE RIGHTEOUS BROS., WARRANT,

WAAL / Binghamton ◊ PD: DON MORGAN / ASST. PD/MD: MIKE ORZEL ◊ (607) 772-8850 • ADDS: NO ADDS THIS WEEK,

WABB / Mobile ◊ PD: LESLIE FRAM / MD: KEVIN (WOODY) PETERSON ◊ (205) 432-5572 • ADDS: ALIAS, DINO, JUDE COLE, PEBBLES,

WAEB-FM / Allentown ◊ PD: RICK RYDER / MD: ERIC JOHNSON ◊ (215) 434-4424 • ADDS: ANITA BAKER, BILLY IDOL, DEPECHE MODE, INXS (#40), JOHNNY GILL, MARIAH CAREY, SNAP, TEENAGE MUTANT NINJA TURTLES,

WANS / Greenville ◊ PD: BILL CATCHER / MD: HOLLYWOOD JOE ◊ (803) 224-3424 • ADDS: ALIAS, BLACK BOX, INXS, MARIAH CAREY, SNAP, WARRANT,

WAPE / Jacksonville ◊ PD/MD: BILL PASHA ◊ (904) 725-9273 • ADDS: ALIAS, BLACK BOX, INXS, MARIAH CAREY,

WAPI / Birmingham ◊ PD: MARK ST. JOHN / ASST. PD/MD: SCOTT BOHANNON ◊ (205) 933-9274 • ADDS: THE RIGHTEOUS BROS. (#28),

WAYS / Macon ◊ PD: RICK WOODSELL / MD: SCOTT TYLER ◊ (912) 741-9999 • ADDS: ANITA BAKER, BLACK BOX, THE LIGHTNING SEEDS, MARIAH CAREY, SOHO,

WBEC-FM / Pittsfield ◊ PD/MD: RYAN WALKER ◊ (413) 499-3333 • ADDS: ALIAS (#39), ANITA BAKER, BILLY IDOL (#40), MARIAH CAREY, THE PRETENDERS, THE RIGHTEOUS BROS.,

WBNQ / Bloomington ◊ PD: J.D. SCOTT / MD: JOHN WEIS ◊ (309) 829-1221 • ADDS: CONCRETE BLONDE, JANET JACKSON, JOHNNY GILL, MARIAH CAREY, SYDNEY YOUNGBLOOD, TYLER COLLINS,

WCGQ / Columbus ◊ PD: CHUCK HARRIS / MD: LEE McCARD ◊ (404) 327-1217 • ADDS: ANITA BAKER, LONDON QUIREBOYS, MARIAH CAREY,

WCIL-FM / Carbondale ◊ PD/MD: TONY WAITEKUS ◊ (618) 457-8114 • ADDS: BLACK BOX, INXS, LONDON QUIREBOYS, M. CAREY, SOHO, UB40,

WDBR / Springfield ◊ PD: JIM MOORE / MD: TERENCE LEE ◊ (217) 753-5400 • ADDS: B. IDOL, M. CAREY (#29), RIGHTEOUS BROS., T. COLLINS,

WDEK / DeKalb ◊ PD: DAVE BAVIDO / MD: GAIL HENNING ◊ (815) 756-9250 • ADDS: AFTER 7, DINO, HAPPY MONDAYS, THE RIGHTEOUS BROS.,

WERZ / Exeter ◊ PD: PETER FALCONI / MD: KEN SPALDING ◊ (603) 772-4757 • ADDS: ANITA BAKER, INXS, PEBBLES,

WEYQ / Marietta ◊ PD: JIM HOLIEWAY / MD: TRAVIS JONES ◊ (614) 373-0873 • ADDS: ALIAS, INXS, VANILLA ICE, WARRANT,

WFME / Baton Rouge ◊ PD: JOHNNY A / MD: HOLLYWOOD HARRISON ◊ (504) 383-5271 • ADDS: BREATHE (#34), JANET JACKSON,

WGOR / Dewitt ◊ PD: CURT SPAIN / MD: ANDY TAYLOR ◊ (517) 669-8361 • ADDS: ALIAS, BILLY IDOL, MARIAH CAREY, VANILLA ICE,

WGRD / Grand Rapids ◊ PD: OPEN / MD: RON BRANDON ◊ (616) 459-4111 • ADDS: ALIAS, CURIO, DEPECHE MODE, INDECENT OBSESSION, JAMES INGRAM, JANET JACKSON,

WHQD / Claremont ◊ PD: KEN BARLOW / MD: DAVID ASHTON ◊ (603) 542-7735 • ADDS: ANITA BAKER, CONCRETE BLONDE, HUMAN LEAGUE, MARIAH CAREY, THE PRETENDERS, THE RIGHTEOUS BROS. (#31), SOHO,

WHYY-FM / Montgomery ◊ PD: LARRY STEVENS / MD: NIKKI STEWART ◊ (205) 264-2288 • ADDS: ALIAS, ANITA BAKER, BILLY IDOL, JOHNNY GILL, MARIAH CAREY,

WHOT / Youngstown ◊ PD/MD: DICK THOMPSON ◊ (216) 783-1000 • ADDS: ALIAS (#37), ANITA BAKER (#40), INXS (#29), JANET JACKSON (#27), MARIAH CAREY, WARRANT,

WHQK / Hilton Head/Savannah ◊ PD: RALPH WIMMER / MD: CLAIRE WIMMER ◊ (803) 757-9485 • ADDS: ALIAS, ANITA BAKER, BILLY IDOL, BLACK BOX, MARIAH CAREY, WARRANT,

WIBW / Topeka ◊ PD: DAVE ALEXANDER / MD: MARY O'CONNOR ◊ (913) 272-3456 • ADDS: BELL BIV DEVOE, JAMES INGRAM, THE RIGHTEOUS BROS., SYDNEY YOUNGBLOOD,

WIFC / Wausau ◊ PD/MD: DUFF DAMOS ◊ (715) 842-1672 • ADDS: AFTER 7, BILLY IDOL, MARIAH CAREY, TYLER COLLINS, WARRANT,

WIKZ / Chambersburg ◊ PD: RICK ALEXANDER / MD: ANDY SHANE ◊ (717) 263-0813 • ADDS: AFTER 7, M. C. HAMMER,

WILI / Williamston ◊ PD/MD: JEFF SPENCER ◊ (203) 456-1111 • ADDS: ALIAS, BEATS INTERNATIONAL, BILLY IDOL, JAMES INGRAM (#35), MARIAH CAREY, THE RIGHTEOUS BROS. (#28), WARRANT,

WINK / Ft. Myers ◊ PD: CHRIS CUE / MD: RANDY SHERWYN ◊ (813) 337-2346 • ADDS: AFTER 7, GEORGE MICHAEL, INXS, LOUIE LOUIE, MARIAH CAREY, SYDNEY YOUNGBLOOD,

WIQQ / Greenville ◊ PD/MD: LARRY THOMAS ◊ (601) 378-2642 • ADDS: ALIAS, BILLY IDOL, DAVID BAERWALD, MARIAH CAREY, MOTLEY CRUE,

WITZ / Jasper ◊ PD/MD: WALT FERBER ◊ (812) 482-2131 • ADDS: BREATHE (#20), GEORGE MICHAEL (#12), GLENN MEDEIROS (#21), OLETA ADAMS (#27), THE RIGHTEOUS BROS. (#18),

WIXX / Green Bay ◊ PD: WAYNE COY / ASST. PD/MD: STEVE LOUIZOS ◊ (414) 435-3771 • ADDS: ALIAS, BILLY IDOL, DAVID CASSIDY, MOTLEY CRUE,

WJAD / Albany ◊ PD: JOHN DAWSON / MD: CHRIS ST. JOHN ◊ (912) 246-1650 • ADDS: DEPECHE MODE (#30), JAMES INGRAM (#28), JOHNNY GILL (#27), SYDNEY YOUNGBLOOD,

WJDD / Meridian ◊ PD: JOHN ANTHONY / MD: JAY RANDALL ◊ (601) 693-2381 • ADDS: ALIAS, BILLY IDOL, THE LIGHTNING SEEDS, MARIAH CAREY, TYLER COLLINS,

WJMX / Florence ◊ PD: DAVE BAKER / MD: BOB CHASE ◊ (803) 665-0970 • ADDS: AFTER 7, ANITA BAKER, CONCRETE BLONDE, MARIAH CAREY, THE RIGHTEOUS BROS., WARRANT,

WJZZ / Kenosha ◊ PD/MD: TERRY HAVEL ◊ (414) 694-7800 • ADDS: AFTER 7, ALIAS, JOHNNY GILL, MARIAH CAREY, WARRANT,

WKDD / Akron ◊ PD: JEFF CLARK / MD: DAVE NICHOLAS ◊ (216) 836-4700 • ADDS: ALIAS,

WKKE / Huntington ◊ PD: PAT PAXTON / MD: OPEN ◊ (304) 525-7788 • ADDS: ALIAS, DURAN DURAN, LISA STANSFIELD, MARIAH CAREY, SOHO,

WKFR / Kalamazoo ◊ PD: PHIL BRITTON / MD: GLENN DILLON ◊ (616) 344-0111 • ADDS: ALIAS, L.A. GUNS, THE RIGHTEOUS BROS.,

WKGW / Ulica ◊ PD: FRANK PIETROSKI / MD: OPEN ◊ (315) 736-5225 • ADDS: FLEETWOOD MAC (#18),

WKPE / Cape Cod ◊ PD/MD: KEITH LEMIRE ◊ (508) 771-3998 • ADDS: AFTER 7, M. C. HAMMER, THE RIGHTEOUS BROS.,

WKQB / Charleston ◊ PD/MD: MARY RUSSELL ◊ (803) 744-1779 • ADDS: BILLY IDOL, GLENN MEDEIROS, JAMES INGRAM, WARRANT,

WKRZ / Wilkes Barre ◊ PD: KEN MEDEK / MD: JERRY PADDEN ◊ (717) 823-5000 • ADDS: ALIAS, BILLY IDOL, DINO, INXS, JOHNNY GILL, MICHAEL BOLTON, WARRANT,

WKSF / Asheville ◊ PD: BRIAN MALONEY / MD: GLENN TRENT ◊ (704) 255-0603 • ADDS: ANITA BAKER, BILLY IDOL, MARIAH CAREY,

WLAN-FM / Lancaster ◊ PD: DAVE MARINO / MD: TED BRANDY ◊ (717) 394-7261 • ADDS: BREATHE, DINO (#31), JANET JACKSON (#30), NELSON (#28),

WLXR / LaCrosse ◊ PD: GARRETT MICHAELS / ASST. PD/MD: CHAD BRUESKE ◊ (608) 782-8335 • ADDS: AFTER 7 (#27), DINO (#32), INXS (#24), JAMES INGRAM (#31), JOHNNY GILL (#30), MARIAH CAREY (#29), MAXI PRIEST (#28), PROPAGANDA (#33),

WMEE / Ft. Wayne ◊ PD: TONY RICHARDS / ASST. PD/MD: JEFF DAVIS ◊ (219) 447-5511 • ADDS: INXS, MARIAH CAREY,

WMGV / Appleton-Oshkosh ◊ PD: DAN STONE / MD: BILL LINDY ◊ (414) 426-3239 • ADDS: THE LIST IS FROZEN THIS WEEK,

WMXF / Laurinburg ◊ PD: DALE O'BRIEN / MD: SAMMY SIMPSON ◊ (919) 276-2965 • ADDS: THE LIST IS FROZEN THIS WEEK,

WNNK / Harrisburg ◊ PD: JOHN O'DEA / MD: ED AUGUST ◊ (717) 238-1402 • ADDS: NO ADDS THIS WEEK,

WOKI / Knoxville ◊ PD/MD: CLAY GISH ◊ (615) 531-2000 • ADDS: MAXI PRIEST,

WOVO / Glasgow ◊ PD: DAVE BARRICK / MD: DR. RICK FAULKNER ◊ (502) 651-8375 • ADDS: CURIO, JAMES INGRAM, LAURA BRANIGAN (#38), MARIAH CAREY, PAUL COTTON, THE RIGHTEOUS BROS.,

WOVV / W. Palm Beach ◊ PD: KRIS KLAUS / MD: DAVE HUDSON ◊ (407) 659-2111 • ADDS: ALIAS, MARIAH CAREY,

WPFM / Panama City ◊ PD: LOU CLERY / MD: MIKE STONE ◊ (904) 234-8859 • ADDS: MARIAH CAREY, THE RIGHTEOUS BROS. (#39),

WPFR / Terre Haute ◊ PD/MD: DAVE NORTH ◊ (812) 232-1300 • ADDS: DURAN DURAN, MARIAH CAREY, VANILLA ICE,

WPRR-FM / Altoona ◊ PD/MD: SCOTT ST. JOHN ◊ (814) 944-9456 • ADDS: ALIAS (#30), MARIAH CAREY, SLAUGHTER,

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

WQCM / Hagerstown ◊ PD: DAVID MILLER / MD: WILL KAUFMAN ◊ (301) 797-7300 • ADDS: THE RIGHTEOUS BROS.,

WQID / Biloxi ◊ PD: TODD MARTIN / MD: RICK LOVETT ◊ (601) 388-2323 • ADDS: ANITA BAKER, INXS, MARIAH CAREY, THE RIGHTEOUS BROS., SYDNEY YOUNGBLOOD,

WQUT / Johnson City ◊ PD: RUFUS HURT / MD: STEVE MANN ◊ (615) 477-3127 • ADDS: ALIAS, JANET JACKSON, MARIAH CAREY, WARRANT (#37),

WQXA / York ◊ PD: MARK FEATHER / MD: KIP TAYLOR ◊ (717) 757-9402 • ADDS: THE BOYS, INXS, MARIAH CAREY, TONY! TONI! TONE!,

WRCK / Ulica ◊ PD: JIM REITZ / MD: SCOTT BURTON ◊ (315) 797-1330 • ADDS: THE BOYS, MARIAH CAREY, THE RIGHTEOUS BROS. (#31), TYLER COLLINS, WARRANT,

WRQK / Akron-Canton ◊ PD: SPACEMAN SCOTT HUGHES / MD: DEBBIE VINCENT ◊ (216) 492-5630 • ADDS: DAMN YANKEES (#30),

WRQN / Toledo ◊ PD: KEN BENSON / ASST. PD/MD: TREY ALEXANDER ◊ (419) 891-1551 • ADDS: VANILLA ICE,

WRTB / Vincennes ◊ PD: KEITH JONES / MD: MIKE LAUF ◊ (812) 254-4300 • ADDS: ANITA BAKER, JANET JACKSON, JOHNNY VAN ZANDT, L.A. GUNS, MARIAH CAREY, M. C. HAMMER,

WRVQ / Richmond ◊ PD: STEVE DAVIS / MD: LISA McKAY ◊ (804) 649-9151 • ADDS: AFTER 7, ALIAS, BREATHE, LISA STANSFIELD, THE RIGHTEOUS BROS., THE ADVENTURES OF STEVIE V.,

WSPK / Poughkeepsie ◊ PD: SEAN PHILLIPS / MD: CHRIS ST. JAMES ◊ (914) 831-8000 • ADDS: BILLY IDOL, BREATHE, SNAP, SOHO,

WSTO / Evansville ◊ PD: BARRY WITHERSPOON / MD: OPEN ◊ (502) 685-2991 • ADDS: AFTER 7, DINO (#28), JAMES INGRAM, JOHNNY GILL, THE RIGHTEOUS BROS.,

WTFX / Madison ◊ PD: PAT GILLEN / MD: CHRIS KELLEY ◊ (608) 273-1000 • ADDS: INDECENT OBSESSION (#31), JUDE COLE (#35), SNAP, VIXEN (#33),

WTHF / Portland ◊ PD: ZIGGIE / MD: FREDDIE COLEMAN ◊ (207) 797-0780 • ADDS: INXS, JAMES INGRAM, JANET JACKSON, JUDE COLE,

WVIC / Lansing ◊ PD: KEVIN ROBINSON / MD: OPEN ◊ (517) 487-5986 • ADDS: DAMN YANKEES, INXS, JANET JACKSON, POISON (#22),

WVKS / Toledo ◊ PD/MD: MIKE WHEELER ◊ (419) 531-1681 • ADDS: MARIAH CAREY, PEBBLES,

WWCK / Flint ◊ PD: LEE ST. MICHAELS / MD: BOB O'DELL ◊ (313) 744-1570 • ADDS: ALIAS (#35), BREATHE (#36), GENE LOVES JEZEBEL, MARIAH CAREY (#33), SOHO (#39), VANILLA ICE (#38),

WWFX / Bangor ◊ PD: DAVID COOPER / MD: KIDD KELLY ◊ (207) 338-2290 • ADDS: ALIAS (#38), ANITA BAKER, BILLY IDOL (#40), THE RIGHTEOUS BROS. (#35), WARRANT (#39),

WWRB / Pittston ◊ PD/MD: JENNIFER STARR ◊ (717) 655-6893 • ADDS: INDECENT OBSESSION, JANET JACKSON, LISA STANSFIELD, WARRANT,

WYCR / York ◊ PD/MD: DAVY CROCKETT ◊ (717) 637-3831 • ADDS: MARIA McKEE, MAXI PRIEST (#35), PEBBLES,

WYKS / Gainesville ◊ PD: JERI BANTA / MD: JIM FOX ◊ (904) 375-2200 • ADDS: ALIAS, BLACK BOX, SYDNEY YOUNGBLOOD,

WYYS / Columbia ◊ PD/MD: CHUCK FINLEY ◊ (803) 796-8896 • ADDS: ALIAS (#38), DEE-LITE, INXS (#32),

WZOK / Rockford ◊ PD: STEVE SUMMERS / MD: JESSE GARCIA ◊ (815) 399-2233 • ADDS: LISA STANSFIELD (#27), SYDNEY YOUNGBLOOD (#31),

WZYQ / Frederick ◊ PD: JACK ALIX / MD: MICHAEL LUCE ◊ (301) 663-5000 • ADDS: ALIAS (#34), BLACK BOX, INXS, MARIAH CAREY, TYLER COLLINS,

X102 / Reno ◊ PD: CAREY EDWARDS / MD: MIKE ABRAMS ◊ (702) 356-8000 • ADDS: INXS (#30), JANET JACKSON (#28), THE RIGHTEOUS BROS. (#32),

Y104 / Hattiesburg-Laurel ◊ PD: JOHN GATLIN / MD: AJ TUGGLE ◊ (601) 545-1230 • ADDS: CONCRETE BLONDE, THE LIGHTNING SEEDS, MARIA McKEE, ROD STEWART (#38), TOMMY JAMES, TRAVELING WILBURYS,

Y94 / Fargo ◊ PD/MD: JACK LUNDY ◊ (701) 241-5376 • ADDS: AFTER 7, JANET JACKSON, MARIAH CAREY,

Y97 / Santa Barbara ◊ PD: STEVE GUNNER / MD: RICK ACKER ◊ (805) 966-1755 • ADDS: ALIAS, BILLY IDOL, BLACK BOX, LAURA BRANIGAN, MOTLEY CRUE, THE RIGHTEOUS BROS.,

Z102 / Savannah ◊ PD: BRADY McGRW / MD: STANTON JAY ◊ (912) 233-8807 • ADDS: AFTER 7 (#28), ALIAS, INXS, JOHNNY GILL (#27), JUDE COLE, MARIAH CAREY, THE RIGHTEOUS BROS. (#29), TRICIA LEIGH FISHER,

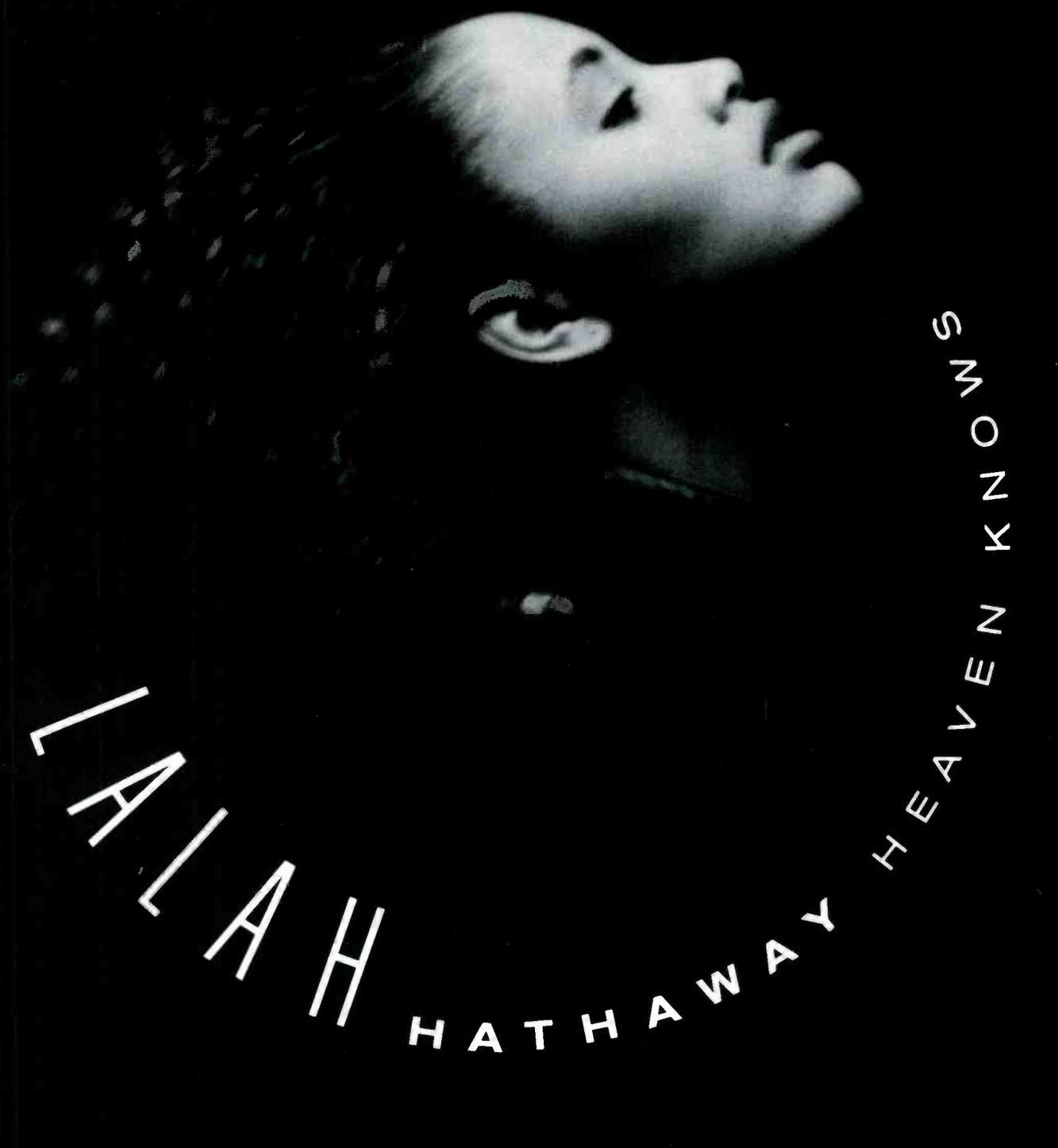
Z103 / Tallahassee ◊ PD: BRIAN DOUGLAS / MD: OPEN ◊ (904) 386-5141 • ADDS: BREATHE, JANET JACKSON (#33), THE RIGHTEOUS BROS., VANILLA ICE (#39),

Z104 / Madison ◊ PD: TOM LOCKWOOD / MD: FLETCHER KEYES ◊ (608) 274-2720 • ADDS: AFTER 7 (#35), BAD COMPANY, GUNS N' ROSES, JAMES INGRAM, JUDE COLE, M. C. HAMMER, POISON, WARRANT (#25),

Z93 / Kokomo ◊ PD/MD: SCOTT ALAN ◊ 317 453-1212 • ADDS: ALIAS, DAVID BAERWALD, MARIAH CAREY, THE RIGHTEOUS BROS., WARRANT,

Z97 / Billings ◊ PD: CRAIG SULLIVAN / MD: RANDY IEZZI ◊ (406) 248-2681 • ADDS: THE LIST IS FROZEN THIS WEEK,

ZFUN106 / Moscow ◊ PD: GARY CUMMINGS / MD: STEVE HELLER ◊ (208) 882-2551 • ADDS: AFTER 7, JOHNNY GILL, MARIAH CAREY, SOHO, SYDNEY YOUNGBLOOD,



LALAH HATHAWAY HEAVEN KNOWS

At 21 years old, Lalah Hathaway is a legend in the making.

The daughter of the gifted Donny Hathaway

as well as a graduate of the Berklee School Of Music,

this diva in blue jeans is an extraordinary combination

of creativity, talent and taste. HEAVEN KNOWS

is the first single from her debut album.

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Virgin

LOVE/HATE

WHY DO YOU THINK
THEY CALL IT DOPE?

The story continues
on over 50 stations in
three weeks!!!

WHJY--
Chris Herrmann
"There's some-
thing for everyone
in this song! Dope
is already super
hot with our
actives!! We're
even seeing some
upper demo calls
and a nice spike at
retail!!!

WLRS--Brad Hardin
"We've had top 10
phones on both their
singles! Love/Hate
cuts through the
clutter, delivering
unique rock & roll
guaranteed to
generate lots of
phones and retail.
Don't be a Dope, play
Love/Hate!!!

WIYY--Russ Mottla
"Dope is very reactive! Lots of
phone calls, and we're starting
to see some sales!!!"

WHTQ--Ken Carson
"Dope is getting top
10 phones after one
week, and I imagine it
will be top 5 next
week! We packed a
club to see them, and
they're incredible
live!! Love/Hate is a
band to be contended
with in the 90's!!!

KXRX--Brew Michaels
"Dope is an obvious first-listen
reaction record! It has that
essential swagger that all good
rock needs!!!"

Active Rotation Out-Of-The-Box!

ON COLUMBIA



ROCK RADIO

NATIONAL

- LW-TW
- 1-1 WINGER "Can't Get Enuff" (ATLANTIC)
 - 4-2 BAD COMPANY "Boys Cry Tough" (ATCO)
 - 5-3 GENE LOVES JEZEBEL "Jealous" (Geffen)
 - 2-4 GUNS N' ROSES "Civil War" (WB)
 - 7-5 VIXEN "How Much Love" (EMI)
 - 8-6 SLAUGHTER "Fly To The Angels" (CHRYSALIS)
 - 3-7 JON BON JOVI "Blaze Of Glory" (MERCURY)
 - 9-8 REO SPEEDWAGON "Live It Up" (EPIC)
 - 10-9 ASIA "Days Like These" (Geffen)
 - 12-10 NELSON "Love And Affection" (DGC)
 - 14-11 INXS "Suicide Blonde" (ATLANTIC)
 - 13-12 RATT "Lovin' You's A Dirty Job" (ATLANTIC)
 - 18-13 WARRANT "Cherry Pie" (COLUMBIA)
 - 20-14 LIVING COLOUR "Type" (EPIC)
 - 16-15 BRUCE HORNSBY "A Night On The Town" (RCA)
 - 17-16 JEFF HEALEY "While My Guitar..." (ARISTA)
 - 6-17 JOHNNY VAN ZANT "Brickyard Road" (ATL)
 - 21-18 MOTLEY CRUE "Same Ol' Situation" (ELEKTRA)
 - 11-19 COLIN JAMES "Just Came Back" (VIRGIN)
 - 29-20 R. WATERS / B. ADAMS "Young Lust" (MERC)
 - 22-21 COMPANY OF WOLVES "Hangin' By..." (MERC)
 - 25-22 ERIC JOHNSON "Cliffs Of Dover" (CAPITOL)
 - 28-23 DON DOKKEN "Mirror Mirror" (Geffen)
 - 19-24 POISON "Unskinny Bop" (CAPITOL)
 - 26-25 AEROSMITH "Love Me Two Times" (MCA)
 - 23-26 BILLY IDOL "L.A. Woman" (CHRYSALIS)
 - 15-27 CHEAP TRICK "Can't Stop Fallin' Into..." (EPIC)
 - 32-28 HOUSE OF LORDS "Can't Find My Way..." (RCA)
 - 30-29 RED HOUSE "I Said A Prayer" (SBK)
 - NEW-30 NEIL YOUNG &... "Mansion On The Hill" (REP)
 - 33-31 PHIL COLLINS "Something Happened" (ATL)
 - 39-32 HEART "Tall Dark Handsome" (CAPITOL)
 - NEW-33 DAMN YANKEES "High Enough" (WB)
 - NEW-34 ROBERT CRAY "The Forecast..." (MERCURY)
 - 37-35 DAVID BAERWALD "Dance" (A&M)
 - 40-36 TOY MATINEE "Last Plane Out" (REPRISE)
 - 31-37 EXTREME "Decadence Dance" (A&M)
 - 34-38 FAITH NO MORE "Epic" (SLASH/REPRISE)
 - NEW-39 LOVE/HATE "Why Do You Think..." (COLUMBIA)
 - NEW-40 QUEENSRYPHE "Empire" (EMI)

MOST REQUESTED

- GUNS N' ROSES
- SLAUGHTER
- RATT
- WARRANT
- ANTHRAX
- LIVING COLOUR
- WINGER
- INXS
- GENE LOVES JEZEBEL
- ERIC JOHNSON

MOST ADDED

- QUEENSRYPHE
- NEIL YOUNG & CRAZY HORSE
- ROBERT CRAY
- DAMN YANKEES
- LIVING COLOUR
- R. WATERS / B. ADAMS
- LOVE/HATE
- HEART
- BLUE TEARS
- GARY MOORE / RIVERDOGS / BOB MOULD

REGIONAL

EAST

- 2-1 ASIA
- 3-2 GENE LOVES JEZEBEL
- 4-3 GUNS N' ROSES
- 5-4 WINGER
- 7-6 BAD COMPANY
- 13-8 AEROSMITH
- 12-9 NELSON
- 19-11 RATT
- 16-12 LIVING COLOUR
- 17-14 INXS
- 18-15 WARRANT
- 20-16 JEFF HEALEY
- 24-19 R. WATERS / B. ADAMS
- 22-20 DON DOKKEN
- 28-24 TOY MATINEE
- 30-27 DAMN YANKEES
- 32-28 DAVID BAERWALD
- 33-30 ERIC JOHNSON
- 38-32 LOVE/HATE
- N-40 ALLMAN BROTHERS

MIDWEST

- 1-1 WINGER
- 2-2 BAD COMPANY
- 4-3 GENE LOVES JEZEBEL
- 10-4 VIXEN
- 6-5 SLAUGHTER
- 7-6 MOTLEY CRUE
- 19-10 JEFF HEALEY
- 14-11 WARRANT
- 21-14 RATT
- 23-16 ERIC JOHNSON
- 24-17 DON DOKKEN
- 20-18 INXS
- 26-19 LIVING COLOUR
- 28-22 LITA FORD
- 27-23 SLEEZE BEEZ
- 35-25 HOUSE OF LORDS
- 31-28 STEVE VAI
- 43-30 AEROSMITH
- 41-32 FASTER PUSSYCAT
- 39-35 HEART

SOUTH

- 3-1 GUNS N' ROSES
- 4-2 VIXEN
- 7-3 SLAUGHTER
- 5-4 BAD COMPANY
- 11-7 INXS
- 12-8 NELSON
- 17-11 WARRANT
- 14-12 MOTLEY CRUE
- 16-13 ASIA
- 22-15 JEFF HEALEY
- 19-16 LIVING COLOUR
- 28-19 BRUCE HORNSBY
- 23-20 ERIC JOHNSON
- 24-22 HOUSE OF LORDS
- 44-24 R. WATERS / B. ADAMS
- 32-26 DON DOKKEN
- 36-31 RED HOUSE
- 38-32 DAVID BAERWALD
- 52-36 LOVE/HATE
- 60-39 DAMN YANKEES

WEST

- 2-1 WINGER
- 4-3 VIXEN
- 6-4 GENE LOVES JEZEBEL
- 8-6 SLAUGHTER
- 9-7 BRUCE HORNSBY
- 12-9 RATT
- 31-10 R. WATERS / B. ADAMS
- 16-11 INXS
- 20-14 LIVING COLOUR
- 17-15 NELSON
- 23-18 WARRANT
- N-24 NEIL YOUNG
- 30-26 HOUSE OF LORDS
- 29-27 DON DOKKEN
- 48-30 HEART
- 53-32 DAMN YANKEES
- 36-33 WORLD PARTY
- 42-34 RIVERDOGS
- N-35 QUEENSRYPHE
- 56-42 POISON

ROCK RADIO GOES BACK TO COLLEGE

Ahh, college. We remember it well. Stodgy old buildings, ivy-covered professors, Southern Comfort and lots of members of the opposite sex. Your more sentimental side remembers college as a happy time, one big party. Of course, having grown up and gotten into a business that requires a great deal of maturity like radio, you think of college differently.

Hey pal, we're talkin' about a big ol' group of 18-24 year olds adults, with weekly shipments of disposable income coming in via Parental Express on a weekly basis. Market to them properly and they'll show up at all your promotions, generally help you impress the hell outta your advertisers and, oh yeah, give you a nice extra bubble of 18-24 and 18-34 Adults.

So, as Fall book rapidly approaches, we decided to explore how Rock Radio stations, particularly ones in big college towns, plan to go back to school in 1990.

Carrying The Games In ACC Country

With three major ACC universities in the metro, WZZU/Raleigh has chosen to broadcast games live. GM **Dick deButts** reports, "We're carrying (University of North) Carolina football and basketball. The people that are in the 18-34 year old demo, predominantly male, are those that are most interested in sports. It just makes sense that, in a Male 18-34 format like Rock Radio, why not take advantage of that. I can't think of a better opportunity than to tie in with a school that is the caliber of Carolina." Those of us who went to North Carolina State would dispute that last claim, but never mind.

While lots of rockers might be precluded from carrying local sports by preexisting deals, 'ZZU had a unique advantage in that regard. Dick tells us, "Our company owns the Tarheel Sports Network, so the decision to carry the games had always been left in the Station Manager's hands. When this station, which had been a Top40 for most of its history, went to a contemporary rock approach, considering the demographic results, the decision became an obvious one."

You can imagine what the positives resulting from this are. Dick confirms 'em by saying, "There's great financial opportunity by doing this. The basketball and football games not only attract a very strong 18-34 year old following. They also represent an opportunity to have a great amount of cume sampling the radio station that would not ordinarily seek it out. We're going to make every effort to keep as much of that extra cume as possible."

Oh, one other kinda hip thing PD Jack Lawson reports - WZZU Rush Week, with Rush tunes played at the top of every hour.

In The Heart Of Football Country

In the heart of Big Eight turf, KATT/Oklahoma City PD **Doug Sorenson** reports, "We are doing major tailgate parties at a bar near the campus of Oklahoma University. We get anywhere from 10,000-15,000 people people. We're also going out to Stillwater and doing them on the campus of Oklahoma State. We're having our sports guy doing traffic reports around the games, and doing live reports from the stands during the games."

Doug is one of many who cites the lack of diary placement on campus as an effect that diminishes the importance of the college presence, but only slightly. He says, "The impact from school being back in isn't really felt in our ratings. The big thing is that

Arbitron won't survey them if they live on campus, instead of in a single-family household. The big impact comes in retail. We'll see record sales change when the students come back. We're talking about 40,000 students just at OU, and we cover both campuses. When we add a record, the record companies feel the retail action at the schools."

To finish this part off, we wondered if the KATT might ever air Sooner sports. Doug answers, "I would air pro football here, because on Sundays, you've got nothing to lose. Because Saturday is one of our biggest revenue days of the week, we'd run into an avail problem. Last year, the team was banned from television, but now that they're back, the viewership will be huge, and we can do watch parties and things like that to tie in with the Sooners on Saturdays."

The Luck Of The Irish

When you think of college football, you think of (No, not Miami!) Notre Dame. That made us want to check in with the local AOR, the appropriately named WAOR/South Bend and PD **John Vance**, who reports, "There was a survey done on campus, and we were the most listened to station. Unfortunately, there's no Birch or Arbitron allowed on campus, and besides Notre Dame only has about 10,000 students, which surprises a lot of people. Fortunately, there's a lot of community involvement with the school. 50-60,000 people go to the games. We've also got another 10,000-student campus here in town."

In addition to football, WAOR is getting into the trenches with the whole Notre Dame sports program. John says, "We're doing so many football promotions, and we're more involved with Notre Dame sports this year than ever before. We'll be at plenty of games. We'll be at the tailgate parties. We'll be broadcasting live from the upcoming Michigan game. Football seems to overshadow some of the other sports on campus, but they get a lot of support, and we're getting involved with them too. We're getting involved with the Women's volleyball team, which won the NCAA two years ago. They're putting up the money, and we're promoting a contest at the home games that can pay you \$4,000 for serving a ball into a target. We'll probably be doing something similar things at the basketball games. We've also made special tapes of the station, with station promos dropped in, that get played at the peripheral sporting events."

WAOR has also come up with some, uh, unique college-oriented promotions. John relates, "We had a back to school party last week, complete with crepe paper, crayons, folders, erasers and the whole bit and a had a coloring contest. We had a spelling bee for shots, which got interesting. The winner of the whole thing got a real hip CD package. We also got, from several beer companies, some big signs, like you'd see in front of a drive-thru and gave them away for people to decorate their dorms with. When we're doing club nights, we encourage our advertisers to offer a special student discount, which they all do."

Longhorn Territory

We got a big surprise when we called KLBK/Austin PD **Jeff Carrol**. Situated in the home of the University of Texas, we expected to hear tales aplenty of KLBK's football involvement. However, Jeff informs us, "Even though this seems to be a big university town, it's not that influential in terms of ratings because it's a dormitory-heavy campus. We do seem some serious results in terms of sales."

That doesn't mean KLBK has ignored the kids

HEY, WAIT A MINUTE!

Due to Labor Day Weekend, the upcoming NAB convention and the Dodgers fading pennant hopes, **ROCK SCHLOCK** is being miniaturized for a couple weeks. So what's happenin'?

•As expected, **Marty Bender**, moves back to WFBO/Indy, leaving the WRIF gig floating in Motor City.

•WIYY/Baltimore is having fun hiring a new night jock, promoting on-air auditions by radio vet and former WSHE middayer **Mark Cruz**, ex-WAAF night stud **Kid Mitchell** and a mystery man, who will be known as **Zap**.

•KRZQ/Reno ups **Steve Funk** to Ops Manager, with **Max Volume** now serving as PD/MD.

•WLZR/Milwaukee is airing automated metal programming on it's AM.

entirely. Jeff says, "We just did a welcome back party on the local strip across the street from the school. We had a pizza place selling pizzas for 94 cents, raising money for charity. We had a car full of CDs that we're giving away to whoever guesses the right number of CDs."

Reading, Writing And Rock & Roll

A smaller-market station that is very tied into the local campus is KTYD/Santa Barbara, whose studios are located just down the road from, surprise surprise, the University of California, Santa Barbara. PD **Doug Ingold** says succinctly, "Right now it's reading, writing and rock & roll. The return of the students means a significant swell in Santa Barbara's population. UCSB is a 20,000+ student campus. We're also home to a smaller college and to one of the largest junior colleges in the state."

With that kind of population swell, and the resulting change in demographic composition of the market, does KTYD find itself changing much? (KTYD has some dorms, but the majority of the students live in off-campus apartments.) Doug declares, "Before the students crack the books, they crank the radio in search of their rock & roll station. It's kind of a pop quiz for the radio station because the kids are going to want to hear everything from the new AC/DC to the new Aztec Camera. We have to properly prepare our core for a slight adjustment, without changing the sound of the station too much."

Just outta curiosity, what kinds of things does KTYD do to create campus involvement? Doug reports, "We do a lot of the regular things - student move-on parties, contests, broadcasting from the dining commons - stunts that will remind the students that we're their rock & roll station, so that when they come back to campus, they'll remember us. At the same time, back to school means KTYD recruitment. We pick our board-ops, van drivers and other entry-level staffers from the university. When you go into (campus community) Isla Vista and see the people there, it's wall-to-wall KTYD listeners."

KTYD is clearly a radio station that takes a very deep involvement in the college lifestyle. Isn't this dangerous to that ever-important 25-34 core? Doug asserts, "Of course, every market is unique. The fact is that a lot of the older listeners here are very hip. They don't like to grow up. We find that a lot of people who graduated from UCSB have gone on, done well, and then moved back here in their 30's and 40's. There's a significant older population here that still wants to rock & roll."

ALTERNATIVE

ALBUM

LW-TW

- 1-1 **INXS "X" (ATLANTIC)**
- 5-2 **JANE'S ADDICTION "Ritual De Lo Habitual" (WB)**
- 4-3 **CHARLATANS "The Only One I Know" (BEGG/RCA)**
- 2-4 **IGGY POP "Brick By Brick" (VIRGIN)**
- 7-5 **HEARTTHROBS "Cleopatra Grip" (ELEKTRA)**
- 9-6 **PIXIES "Bossanova" (ELEKTRA)**
- 6-7 **AZTEC CAMERA "Stray" (REPRISE)**
- 3-8 **GENE LOVES JEZEBEL "Kiss Of Life" (GEFFEN)**
- 10-9 **DURAN DURAN "Liberty" (CAPITOL)**
- 13-10 **SOUPDRAGONS "Mother Earth" (POLYGRAM)**
- 19-11 **LIVING COLOUR "Time's Up" (EPIC)**
- 15-12 **STONE ROSES "One Love 12" (SILVERTONE/RCA)**
- 8-13 **WORLD PARTY "Goodbye Jumbo" (CHRYSALIS)**
- 17-14 **SOCIAL DISTORTION "Social Distortion" (EPIC)**
- 12-15 **RAILWAY CHILDREN "Native Place" (VIRGIN)**
- 16-16 **REAL LIFE "Lifetime" (CURB)**
- 14-17 **DEPECHE MODE "Violator" (SIRE/REPRISE)**
- 21-18 **BOB MOULD "Black Sheets Of Rain" (VIRGIN)**
- 18-19 **CONCRETE BLONDE "Bloodletting" (I.R.S.)**
- 25-20 **D N.A. w/ SUZANNE VEGA "Tom's Diner" (A&M)**
- 23-21 **JELLYFISH "Bellybutton" (CHARISMA)**
- 26-22 **SOHO "Hippychick" (ATCO)**
- 20-23 **DAVID J. "Songs From Another ..." (BEGGAR'S/RCA)**
- 11-24 **DEVO "Smooth Noodle Maps" (ENIGMA)**
- 24-25 **HAPPY MONDAYS "Step On" (ELEKTRA)**
- 42-26 **COCTEAU TWINS "Heaven Or Las Vegas" (CAPITOL)**
- 27-27 **SONIC YOUTH "Goo" (DGC)**
- 41-28 **BOB GELDOLF "Vegetarians Of Love" (ATLANTIC)**
- 22-29 **CANDY FLIP "Strawberry Fields..." (DEBUT/ATL)**
- 32-30 **HOTHOUSE FLOWERS "Home" (LONDON/POLYDOR)**
- 36-31 **CAVEDOGS "Joy Rides For Shut-Ins" (ENIGMA)**
- 33-32 **WIRE TRAIN "Wire Train" (MCA)**
- 31-33 **SOMETHING HAPPENS "Stuck Together..." (CHAR)**
- 37-34 **PUMP UP THE VOLUME "Soundtrack" (MCA)**
- 40-35 **WAS (NOT WAS) "Are You Okay?" (CHRYSALIS)**
- 30-36 **THE SUNDAYS "Reading, Writing..." (DGC)**
- 38-37 **DREAD ZEPPELIN "Un-led-ed" (I.R.S.)**
- 47-38 **LOS LOBOS "The Neighborhood" (SLASH/WB)**
- 44-39 **SOUL ASYLUM "And The Horse They..." (A&M)**
- 28-40 **JESUS JONES "Liquidizer" (SBK)**
- 34-41 **PRETENDERS "Packed!" (SIRE/WB)**
- 35-42 **KATYDIDS "The Katydids" (REPRISE)**
- NEW-43 **PET SHOP BOYS "-No Song Entered-" (EMI)**
- 50-44 **MDEV "In & Out" (ATLANTIC)**
- 46-45 **TIMES 2 "Danger Is My Business" (EMI)**
- 39-46 **LIGHTNING SEEDS "Cloudcuckooland" (MCA)**
- 45-47 **THE ORIGIN "The Origin" (VIRGIN)**
- 29-48 **ULTRA VIVID SCENE "joy : 1967-1990" (4AD/COL)**
- 43-49 **M DNIGHT OIL "Blue Sky Mining" (COLUMBIA)**
- 48-50 **M CHAEL PENN "March" (RCA)**

TRACKS

- SUICIDE
- STOP
- ONLY ONE
- HOME
- DREAMTIME
- VELOURIA
- CRYING
- JEALOUS
- VIOLENCE
- I'M FREE
- TYPE
- ONE LOVE
- MESSAGE IN
- RING OF FIRE
- EVERY BEAT
- GOD TONIGHT
- HALO
- ITS TOO LATE
- CAROLINE
- TOM'S DINER
- THE KING IS
- HIPPYCHICK
- CHAFFEUR
- POST MODERN
- STEP ON
- ICEBLINK LOCK
- KOOL THING
- LOVE OR
- STRAWBERRY
- MOVIES
- LEAVE ME
- SHOULD SHE
- WHAT NOW
- EVERYBODY
- PAPA WAS
- CAN'T BE SURE
- HEARTBREAKER
- RIVERBED
- SPINNING
- NEVER ENOUGH
- SENSE OF
- LIGHTS OUT
- SO HARD
- IN & OUT
- SWEET JANE'S
- SWEET DREAMS
- SET SAILS
- IT HAPPENS
- KING OF THE
- BRAVE NEW
- BEEN CAUGHT
- CANDY
- DIG FOR FIRE
- GOOD MORNING
- TANGLED
- TEARS / WALK
- MOTHER
- ELVIS IS DEAD
- BALL AND CHAIN
- MUSIC STOP
- KISS THE
- POLICY
- WORLD IN MY
- JOEY
- BLOODLETTING
- THAT IS WHY
- THE MOON IN
- WHEN WE DO IT
- SPIN
- HELLO HELLO
- JAMES BROWN
- I WON
- ELVIS' ROLLS
- EMILY
- MOUNTAINS
- DOWNTOWN
- WEATHER
- REAL WORLD
- CANDLE
- ALL I WANT
- GROWING OLD
- SPECIAL ONE
- JOY

MOST REQUESTED

JANE'S ADDICTION
INXS
SOCIAL DISTORTION
TIMES 2

MOST ADDED

PET SHOP BOYS
HUMAN LEAGUE
JAMES
LOS LOBOS

NETWORKING FOR FUN & PROFIT

In the course of discussing the future expansion of commercial Alternative radio with assorted dudes, dudettes and others (Can you tell it was a three-day weekend in sunny California, dude?), we've spent a lot of time on the theoretical stuff dealing with the marketing of the format. Now, let's change gears into something more along the lines of a constructive suggestion.

Two nice professionals who do not call people "dude" on a regular basis, namely WKXL/Concord PD **Renee Blake** and erstwhile Charisma Records executive **Dawn Hood**, have put forth the concept of a sort-of network of smaller-market Alternative stations for sales purposes.

The Basic Concept

Since she and Dawn came up with the idea, we let Renee lay out the basic concept of this for you. She says, "The idea is to get a bunch of small-market, progressive stations together in a sort of non-wired network; the goal being to get national sales and to have people know that they're not just buying some little station in the middle of nowhere that they don't know much about; they're making a buy of progressive radio. All the stations in the network would carry the spot, and all would profit, maybe not a lot, but if you multiply it out..."

"In return, we support our format," Renee notes, continuing, "This format, except in places like San Diego or Los Angeles, is a tough format for people to sell, both because of the handle and because the music is not familiar to some people. They say, 'Who listens to the Cavedogs? I don't care about those bands. I want to hear about how much Eric Clapton you're playing.' If the buyer is not familiar with it, they're afraid to buy it, because they're worried that no one is going to listen to it."

Strength In Numbers

By providing national advertisers with a network of radio stations, Renee believe some of that resistance can be overcome, contending, "If they're a big national company, like a Nike for example, and they can get on all the progressive radio stations in the network at a reasonable price, then they are getting maximum coverage with the kind of people who listen to that and buy their product. This would give them more incentive to buy. They're not just buying one little station in one little town; they're buying a network of stations around the country."

We all know the uniqueness of the Alternative format, and this is a way to impart that knowledge onto some nice people who have some nice ad dollars to spend, while giving them a fair-sized base to experiment with. Renee notes, "This format does attract certain kinds of demographics, certain ages, certain psychographics. If your product is saleable to the upscale baby boomer, this is a chance to try out the format. That's the important point of doing this. Anybody who buys nationally is getting an opportunity to test the format, and see whether the format can sell their product, rather than trying one small radio station, which can be kind of hit-and-miss."

Okay, we're sold on the basic concept of this. However, it's not hard to come up with potential roadblocks to this idea. For one thing, who is going to do the work for this network? Second, how do you divide up the dollars this thing would generate? Obviously, you can't just break it up into equal parts, with no reference toward market size. There are lots of details to be ironed out.

Addressing some of those concerns, Renee concludes, "We are planning to set up a conference call between some radio stations to discuss it. Our General Manager thinks we can set up the network through one of the major rep firms. This is a way that somebody would understand what we sell, be our rep, and be able to sell it with confidence. If we could get a lot of radio stations involved, and each take a piece of the pie, the idea and the money will grow. Once these larger interests try us and find out we can sell their product, we'll have built a lot of confidence for our format in the marketplace."

Exploiting College Marketing Revenues

With this basic idea, we decided to run it up the flagpole for a few people and see who salutes it, who ignores it, and who moons it. When we contacted WOXY/Cincinnati GM **Doug Balogh**, he took us in a slightly different direction—toward college. While making it clear that he does not consider college and commercial Alternative in the same ballpark, Doug makes some interesting points. "One of the most effective moneymaking machines around is the College Newspaper Network," Doug says. "They siphon off a tremendous amount of college marketing money, because there's no other option like them."

Continuing to build his case, Doug contends, "Many commercial Alternative stations are near colleges. There are 120,000 college students under our signal. That's the size of many cities that are Arbitron rated, and the college market is not represented in ratings books. Along with other listeners, this would be an organized way of saying that, across the country, we have, say 1.5 million college students. No, we don't have them all, but logically the college market is much more interested in, and supportive of, this format than any other. Considering that the college newspaper networks are sucking up millions of dollars, this makes a lot of sense to me."

Doug also offers a simple way to carve up the cash, explaining, "In fairness, you wouldn't want to eliminate stations that impact smaller markets, but they also shouldn't be getting the same share of the revenue as a station that in our case impacts 120,000 students. What you do is ask each station to submit a flat rate of a 12-spot, 24-spot, or whatever, package, and then you add them up and sell them just like you sell a network. You sell it based on the total radio stations and amount of people you reach, and you sell it on one invoice and split the money from there."

Doug is fired up about this idea because, "There really is a tremendous potential for this, because the dollars are so big, and there really aren't too many options for buyers. You'd end up having to buy too many markets individually right now, and it's too time consuming and inefficient."

Doug feels the time for a network may be now, citing the evolution of the format and its music over the last decade. "The format has matured tremendously since the early '80s. Many of the artists have now crossed over. Six years ago, the young people coming into college knew U2 and R.E.M. Now, they know a lot. The awareness of college students about this music has increased greatly. We host freshman mixers at two local colleges each year with great results. Now, these people are the highest profile record consumers. They're spending millions at the cash register on CDs and cassettes."

who was cautiously optimistic about the idea of an Alternative network. Voicing many of the most serious concerns, Tim sounds a wary note, saying, "I don't know if it would work or not. It would be very tough to figure out how to divide the pie up. I also think that a buyer would want to look at each station on an individual basis, rather than at the network as a whole. These people want volume in numbers, and I think they may not listen to us."

However, Tim does see a way to make this work, contending, "If we can come to an agency and sell them on the fact that this format is catering to a certain demographic and emphasize who is listening to us, then we can make it work. What I would like to see is for the industry to create a report on what record sales are like for this format. I don't think anybody sees how strong the following for this format is. The agencies don't know how active the audience for this format is."

Finally, Tim offers another good suggestion for backing up the viability of the format, while also isolating an opportunity for the radio and record industries to cooperate for their mutual benefit. States Tim, "I think the record industry might be able to help create some influence in this area. They can say, 'Look, we spend millions of dollars on this format, and the response we get justifies it. We're in the black, so obviously these people have listeners who are spending money.' I don't want to lay it at the feet of any one part of the industry, but that's an excellent way to get the buyers' attention."

Finding The Right Rep

KTCL/Fort Collins-Denver GM **Stu Haskell** restated the network concept to us in a clearer way than we stated it to him. Stu explains, "You're asking one rep firm to break out a separate category for Alternative and then slow down and take the time to understand the method to these radio stations' madness. That's especially important because everything is done by statistics and numbers now. I can have the greatest niche and the most loyal listeners in the world, but if I don't have the numbers, I'm in trouble."

Already using a national rep, Stu explains how KTCL bids for the national buy. "We've already got a rep firm that I'm very happy with, but I think this can work for other people. There are a lot more of these radio stations now than there used to be. Given the loyalty to the music, we've tried to educate people that even with the large number of radio stations out there, we're pretty insulated from duplication. We don't share with a lot of other stations."

Wrapping it up nicely, Stu holds that, "People buy this station for the listener loyalty, the creativity - and now the longevity - it embodies. People who've been around here for a long time continue to buy it. Trying to get that across to a buyer who is two thousand miles away is an uphill battle. If, theoretically, you found a rep firm that were aggressive, that believed in the concept of what Alternative radio is, and dedicated itself to understanding the format, they could take the best stations in the format, make a case that the basic demos applied to all these stations, and sell them."

Sometime soon, Dawn Hood and Renee Blake are planning on organizing a conference call to start work on the foundation of this network. In the meantime, they're both quite open to all ideas to strengthen this concept. If you want to discuss it with them before they contact you, you can reach Renee at (603) 225-5521.

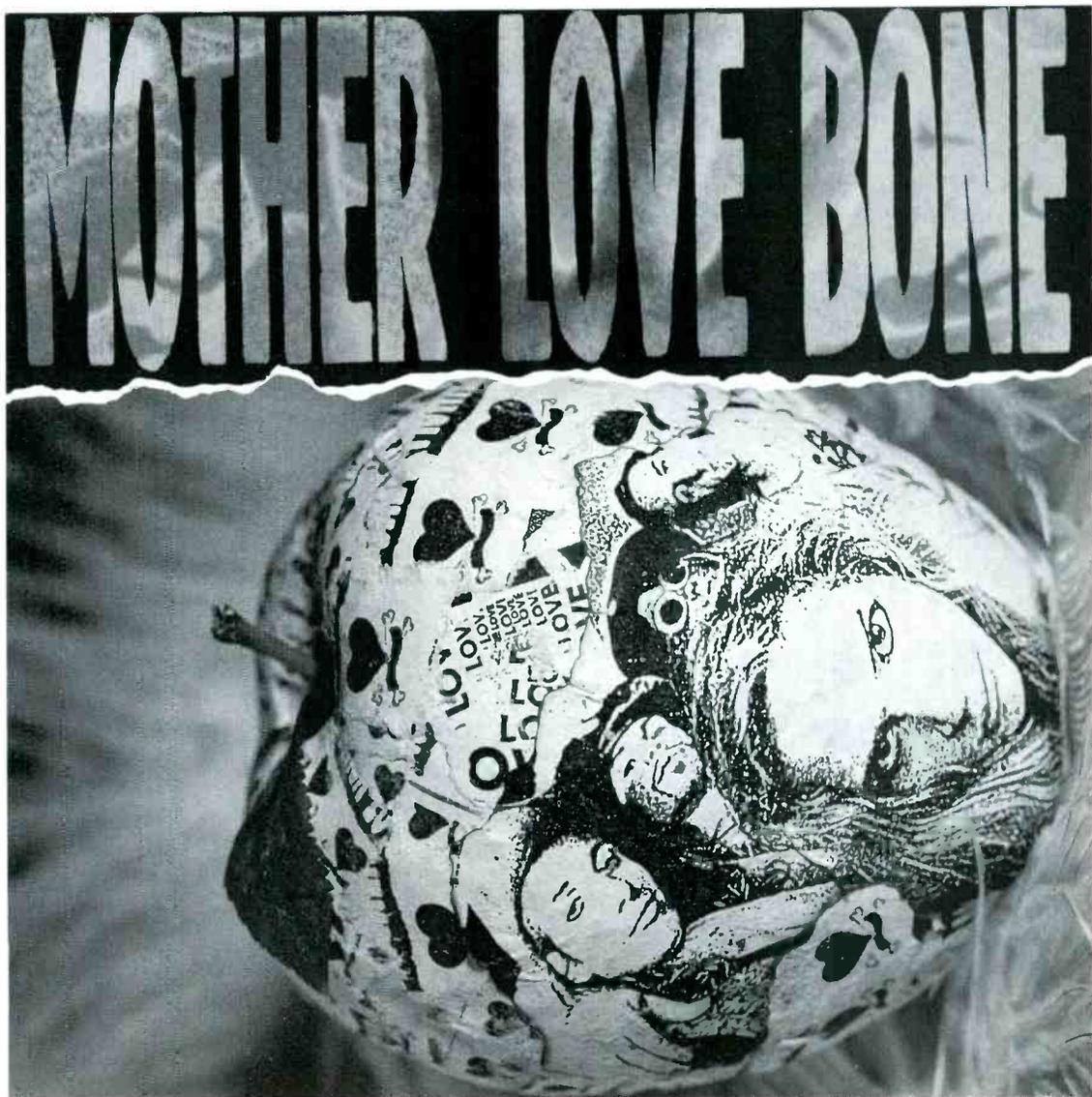
Evidence Is Available

In KTOW/Tulsa GM/PD **Tim Barraza**, we found a guy



MOVIES

**Love Rock
Awaits You,
People!**



FACES & PLACES



WILSON PHILLIPS visit Tower Records on Sunset Blvd. in Los Angeles! Over 500 fans showed up, thanks to the great on-air promos by PIRATE RADIO. Pictured are (L-R back row): SBK VP Sales **Bob Cahill**; Tower Records Regional Mgr. **Bob Feterl**; L.A. CEMA Sales Mgr. **Michael Roden**; L.A. Branch Mgr. CEMA **Vyto Lazauskas**; and Tower Records Mgr. **Joel Abramson**. (L-R front row): **Wendy Wilson**, **Chynna Phillips**, **Carnie Wilson** of Wilson Phillips.



CHAMELEON recording group **DRAMARAMA** takes a bite out of PIRATE RADIO's "Life's A Beach Surf Klassic" live broadcast. (L-R): Dramarama's **Mr. E Boy**, **Jesse**, and **John Easdale**; PIRATE's PD **Scott Shannon**; Dramarama's **Chris Carter** and **Pete Wood**.



SISAPA Records announces the promotion of **Gary Davis** to Exec. VP & COO. Pictured (L-R) in the SISAPA Sports 2000 Race Car: President & CEO **J.D. Blackfoot**; Chairman **Robert A. Liebert**; and **Gary Davis**.



CURB Records hosted the live concert debut of two of its newest signings, **EYES** and **LONESOME ROMEOs**, in Hollywood. Pictured from left: **Robert Parlee** and **Phillip Kennard** of Lonesome Romeos; **Aldy Damian** of Eyes; **Mike Curb**; **Steve Dougherty**, **Jimmy O'Shea** and **Jeff Scott Soto** of Eyes; **Tom Luce** and **Ron John** of Lonesome Romeos.



WRQN-Toledo is ready for the Indianapolis 500...well, maybe not the Indy, but they were champs in the Arthritis Foundation's 2nd Annual Mini Grand Prix. **J.J. Quest**, midday DJ and Mini Grand Prix **M.C.**, beat everyone in the race, including Muddy, the mascot of the Toledo Mud Hens. **Kidd Cunningham**, nighttime DJ and **Coach Dale McCarthy** of the Q-Morning Zoo combined their efforts to win the championship race.



CHRYSALIS recording artists **CHILD'S PLAY** kicked off the release of their debut LP, **RATRACE**, with a boat cruise sponsored by 98ROCK (WIYY)-Baltimore. Pictured back row (L-R): **John Sykes**, CHRYSALIS President; **Steve Schnur**, VP AOR/Video Promo.; **Mike Greene**, VP/Sales; **Larry Van Druff**, Mid-Atlantic Promo. Mgr.; **Chuck Du Coty**, GM/WIYY. Second row: **Richard Sarbin**, Dir./Artist and Product Development; **Nicky Kay** and **John Allen** of Child's Play; **Mary France**, Dir./Promo WIYY; **Idzi** of Child's Play; and **Paul Schmidt**, WIYY. Front: **Brian Jack** of Child's Play.

INDECENT OBSESSION

"TELL ME SOMETHING"



MAINSTREAM TOP40:39-33
National SINGLE SALES: 49-44

Z95 (#15)	WFLZ (20-17)	KISN (20-17)
WXKS (7-6)	KXYQ (D#19)	Z99 (30-27)
KKBQ (12-10)	KXXR (28-21)	WDJX (Add)
KUBE (16-13)	KSAQ (#7)	CKOI (39-36)
KBQ (#6)	HOT94.9 (13-8)	WMJQ (19-15)
B94 (30-27)	KCPX (21-17)	and more

Glenn Medeiros feat. Ray Parker Jr.

"All I'm
Missing Is
You"

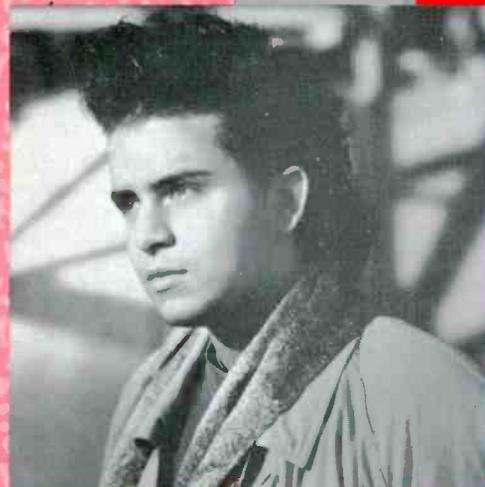
CROSSOVER TOP 40: 49-37

ADULT TOP40: #38

A HITBOUND!

Kevin McCabe, MD, HOT97- "Glenn Medeiros has established himself as a proven artist for HOT97. All I'm Missing Is You shows steady progress every week."

Jeff McCartney, PD, KROY- "Strong callout research already."



WPLJ (32-27)	KUBE (22-18)	PRO-FM (25-21)	WXKS (23-18)
X100 (D#29)	KHTK (15-14)	KROY (D#32)	and more
KKBQ (29-23)	B94 (31-28)	HOT94.9 (18-15)	
KRBE (22-19)	Y108 (Add)	KISN (D#31)	
PWR99 (29-26)	KXXR (29-26)	MIX107.3 (Add #16)	

LIGHTNING SEEDS

"All I Want"

A HITBOUND!

Steve Heller, MD, Z-FUN106- "After the success of the first single, we feel confident that this tune will do well with our adults."



WXKS (Add)	WAYS (Add)
HOT94.9 (14-12)	WBNQ (D#38)
93Q (Add)	WJDQ (Add)
99.9KHI (Add)	WJMX (23-20)
KPXI (31-26)	Y104 (Add)
KZOR (Add)	and more
Q104 (33-30)	

Anna Marie

"Recipe Of Love"

ON YOUR DESK NOW!



MCA RECORDS

FACES & PLACES



On hand at L.A.'s Hard Rock Cafe, for the Silk E Scent "Music & Tennis Festival" press conference announcing details of the September 13-16 festival are: Bottom (L-R) **Steve Walsh** of Kansas; **Melissa Etheridge**; **Stephen Bishop**; tennis pro **Elliott Telcher**; **Gerry Beckley** of America; **Phil Ehart**, Exec. Co-Chairman; **Robin Vechery**, Vital Care Exec.; **Michael Greene**, NARAS President; **Linda Vechery**, Vital Care Exec.; **Todd Witsken**, tennis pro. Top row: **Bo Johnson**, ATP Exec.; **Dave Austin**, Exec. Co-Chairman; and **Kim Gilbert**.



ATLANTIC recording artist **Lou Gramm** recently played the Jones Beach Amphitheatre on Long Island, and shown backstage are, from left: WRCN MD **Buddy Angellilo** and his fiancée; ATLANTIC VP/Nat'l. Album Promo. **Danny Buch**; ATLANTIC local promo rep **Steve Kline**; Lou Gramm's son **Matthew**; **Lou Gramm**; a friend of the band; ATLANTIC Dir./Int'l. Artist Relations & Publicity **Janis Maiello**; ATLANTIC Mgr./Publicity **Mary Timmons**.



While in Cleveland last month for WPHR's party, CHRYSALIS artists **WAS (NOT WAS)** were invited to catch the touring CBGB show at Nautica Stage. Backstage (L-R): Guest rapper and CHRYSALIS solo artist **G Love E**; band vocalists **Sweet Pea Atkinson** and **Harry Bowens**; Tom Tom Club's **Tina Weymouth**; **Deborah Harry**; Was (Not Was)'s **David Was**; Tom Tom Club's **Chris Franz**.



CHRYSALIS artist **Billy Idol** stopped by the Z100-New York Birthday Bash at Roseland Ballroom in NYC. Pictured (L-R): CHRYSALIS VP **Greg Thompson**; label President **John Sykes**; N.E. Reg'l. **Laura Kuntz**; Z100's **Steve Kingston**; **Billy Idol**; Downtown **Julie Brown**; and CHRYSALIS CEO **Joe Kiener**.



EPIC recording artists **Stanley Clarke & George Duke** stopped by the label offices during a break in their summer tour supporting their new album **3**. Pictured (L-R): **George Duke**; **Larry Stessel**, EPIC Sr. VP/Mktg.; **Stanley Clarke**; **Hank Caldwell**, EPIC Sr. VP/Black Music; **Dave Glew**, President of EPIC Records

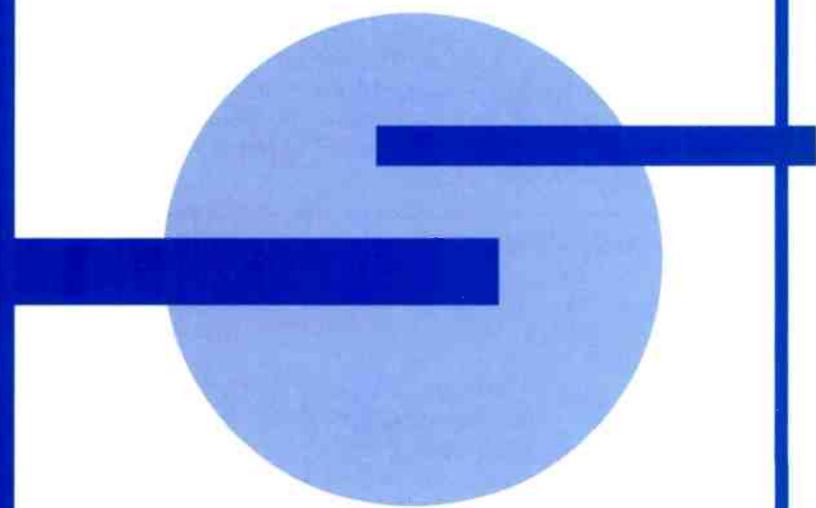


KATT-FM-Oklahoma City was one of the co-sponsors of the Quail Classic, the city's annual 10K run benefitting the American Cancer Society. KATT MD **Cindy Scull** (left) talked her record buddies, **Ronnie Raphael** (center) and **Mark Berger** (right) of DGC into joining her in the race. Of course these three got lost and ended up tying for first place in the 11.5 K instead!



LINEAR

"Something Going On"



**ON YOUR
DESK NOW!**



HOT RADIO PROMOTIONS

KYQQ MAKING WAVES IN WICHITA

KYQQ (Q106.5) in Wichita, Kansas is barely a month old, and it is already making "waves" in the market. Every Sunday during August the station teamed up with Pepsi to present weekly "Summer Survival Parties" at Fantasea Water Park. The entire Q106.5 staff hosted contests and giveaways throughout the days, and each week a grand prize was awarded - a Continental Airlines Jetaway to the city of the winner's choice. When Q106.5 hit the airwaves July 5, they came out swinging - the checkbook, that is. The station's very first promotion was "Q106.5 Wants To Pay Your Bills." Listeners mailed or faxed copies of the bills they wanted paid, and the station picked up the tabs on over \$5000 of bills, including phone bills, credit cards, college tuition - even car and house payments!

Y107 SPINS THE WHEEL OF WAGES

Y107 in Nashville is matching pay days with the "Wheel of Wages." During the entire month of August Y107 had listeners call in to spin the wheel, and when it stopped on an occupation, the listener was asked a question about the occupation which, if answered correctly, resulted in the listener winning the equivalent of a day's pay from that occupation. Example: You're a doctor and someone comes in with a bad cut. Do you A. make an appointment and have them come back next week, B. pour salt in the wound, or C. put stitches in it. As you can probably tell, Y107 intended for all contestants to win their day's pay.

JET-FM's SWIMWEAR PAGEANT HELPS BEAUTIFY ERIE

JET-FM's **Michael Dee** recently hosted the Venus Swimwear Model Pageant Finals in Erie, Pennsylvania, where contestants were vying for over \$16,000 in local prizes. The winner now moves on to Clearwater, Florida, where she has an opportunity to win over \$250,000 in prizes. Michael says Erie has never been so beautiful. JET-FM also recently hosted a mass listener appreciation show at the annual "We Love Erie Days" Festival. **Nelson** played for over 20,000 listeners, and then moved on to a local club, where they performed at one of two private JET-FM listener parties. The following night's party featured **Jude Cole**.

WUSL WELCOMES RHYTHM NATION TOUR TO PHILLY

WUSL (POWER99) in Philadelphia welcomed **Janet Jackson's** Rhythm Nation tour to town August 16, 17 and 18, and listeners were given plenty of tickets to opening night during "Janet Jackson Weekends." The ninth callers on the powerlines had to repeat the phrase that pays - "My station is POWER99 FM" - to win Janet Jackson Concert Kits, which included tickets to the concert and a copy of the RHYTHM NATION LP. When listeners requested more Janet tickets, the station sent out the Power Patrol to search for worthy candidates, and whenever they found banners hanging from porches, windows and on the back of cars, tickets were awarded on the spot.

RICHARDS (from page 3)

spending a year as PD at X100-San Francisco. Richards is slated to join KIIS-FM September 7.

"Bill has done a great job at every station he's been with, and we're really pleased we're going to have someone of his programming caliber to take KIIS-FM into the '90s," commented KIIS-FM President/General Manager **Lynn Anderson**. "We are very confident Bill will be able to continue the quality programming at KIIS, and hopefully he'll be able to not only earn us lots of recognition within the industry, but continue to earn us the recognition of our listeners in L.A."

KKBQ President/General Manager **Al Brady Law** told **HITMAKERS** the PD spot at KKBQ is wide open, but that he plans to seek a replacement from Richards within the Gannett group of stations.

"This deal just got put together today, so I haven't done anything yet," said Brady Law. "We're wide open and looking. The first preference would be inside the company, and if not then we'll look outside."

Brady Law said Richards leaves Houston for KIIS-FM in two weeks.

"I'm grateful to Gannett for having the confidence in me to program the premier radio station in America," Richards commented.

MENON (from page 5)

since his jet landed in Kuwait to refuel just after Iraq invaded the Persian Gulf country several weeks ago.

Bufalini said Menon had subsequently been helped by a few associates whom he was not at liberty to mention for security reasons. Bufalini said Menon greatly feared for the safety of those who risked their lives to assist him in his flight out of the Middle East. She explained that the last person to escape from Kuwait had given an interview on CNN in which they disclosed confidential information that had jeopardized the safety of the people who arranged Menon's escape route.

Menon arrived at his family's home in Madras, India on September 3 and will be back in Los Angeles in a couple of weeks, said Bufalini, "hopefully returning to a relatively normal lifestyle."

Menon is an American citizen who was traveling from London, where he was taking care of business matters, to his native India to meet his wife and two sons for a holiday, when he was detained. He had been named Chairman of the IFPI only three weeks prior to his detention. He was previously head of EMI Music Worldwide.

POWER PIG'S NUNS ON THE RUN

The Power Pig (WFLZ) is sending "nuns" running throughout the Tampa Bay area. When they get tired, they rest - and that's where the fun begins. Listeners can catch a resting nun, and if they do they can choose one of her two suitcases. One suitcase contains a "Nuns On The Run" prize, while the other contains Ex-Lax (this being the nun with the runs). All participants are registered for a trip to London and \$1000 cash.

WQXA's BOOMER PAYS LISTENERS BACK WITH A KISS

New night jock **Boomer** of WQXA in York, Pennsylvania was so overwhelmed by the reception his listeners gave him that he thanked them by appearing live at Hershey Park and kissing each and every person who came out to greet him. Boomer gave out a total of 4,531 kisses, believed to be a new world record. Each kiss was of course accompanied by a chocolate Hershey's Kiss. Boomer was so appreciative of the turnout that he couldn't express his feelings in words (or could it be that his lips were too numb to talk?).

POWER99 HOSTS BABY EXPO '90

POWER99 (WAPW) in Atlanta is hosting the city's annual "Baby Boom" September 28, when 20,000 babies are expected to turn out for the POWER99 Baby Expo '90 at the Georgia World Congress Center. The event benefits the March of Dimes Campaign for Healthier Babies, and will feature events such as the Toddler Olympics, fashion shows, the Baby Crawl-Off Competition, and a special appearance by the Teenage Mutant Ninja Turtles.

WNCI MORNING ZOO'S "BREEDER'S CUP"

Nobody ever said the WNCI Morning Zoo was romantic, but they sure know how to get people doing the nookie. The Zoo selected three couples for a pregnancy race-off in the first ever Morning Zoo "Breeder's Cup." The Zoo tested each female on the air to confirm that she wasn't already pregnant, and then the couples were put up in the Hyatt Regency for the weekend. The first couple to test positive for pregnancy wins assorted baby-related items (car seat, clothes, etc.) Romantic - no. Vintage WNCI Morning Zoo - yes!

WPLJ'S SECOND ANNUAL LADIES ONLY CRUISE

WPLJ in New York held its second annual Ladies Only Boat Cruise August 28 aboard the Spirit of New York, with none other than COLUMBIA recording artist **Michael Bolton** keeping the ladies entertained. Also on the cruise were soap stars Robert Woods, who plays Bo Buchanan on *One Life To Live*, and Robert Tyler, who plays Trucker on *Loving*. Among the other highlights of the cruise was the Boy Next Door Tux and Towel Contest. Hey - women alone on a boat for all that time need a diversion!

ALIAS (from page 7)

some songs and trying to keep from starving," relates Fred. "I gave him a demo tape that had been gathering lint in my pocket, never expecting anything to come out of it." Strangely enough something big came of it: Alias. Fisher heard the cassette, loved it, and subsequently played it for the other two Heart-throbs. "They proposed that we start a band, and it wasn't because they needed the money," says Freddy. "They just really loved what we were doing."

The same could not be said for the two former urchins from Sheriff, who had earlier paid their dues by having to trek the width and breadth of their homeland in a duck-taped minibus in the dead of winter - with a busted heater, no less. But at least they can laugh about it now.

"That's about the only thing we kept from our years with our old group - memories of freezing our asses off," says Curci, trying to suppress a laugh. It is well documented that, unlike their new bandmates, Curci and DeMarchi went through a few lean years before meeting up with their new cohorts, despite the success of *When I'm With You*. How broke were they? "We resorted to driving around parcels for courier companies to make ends meet while we were getting the album

together," recounts Freddy.

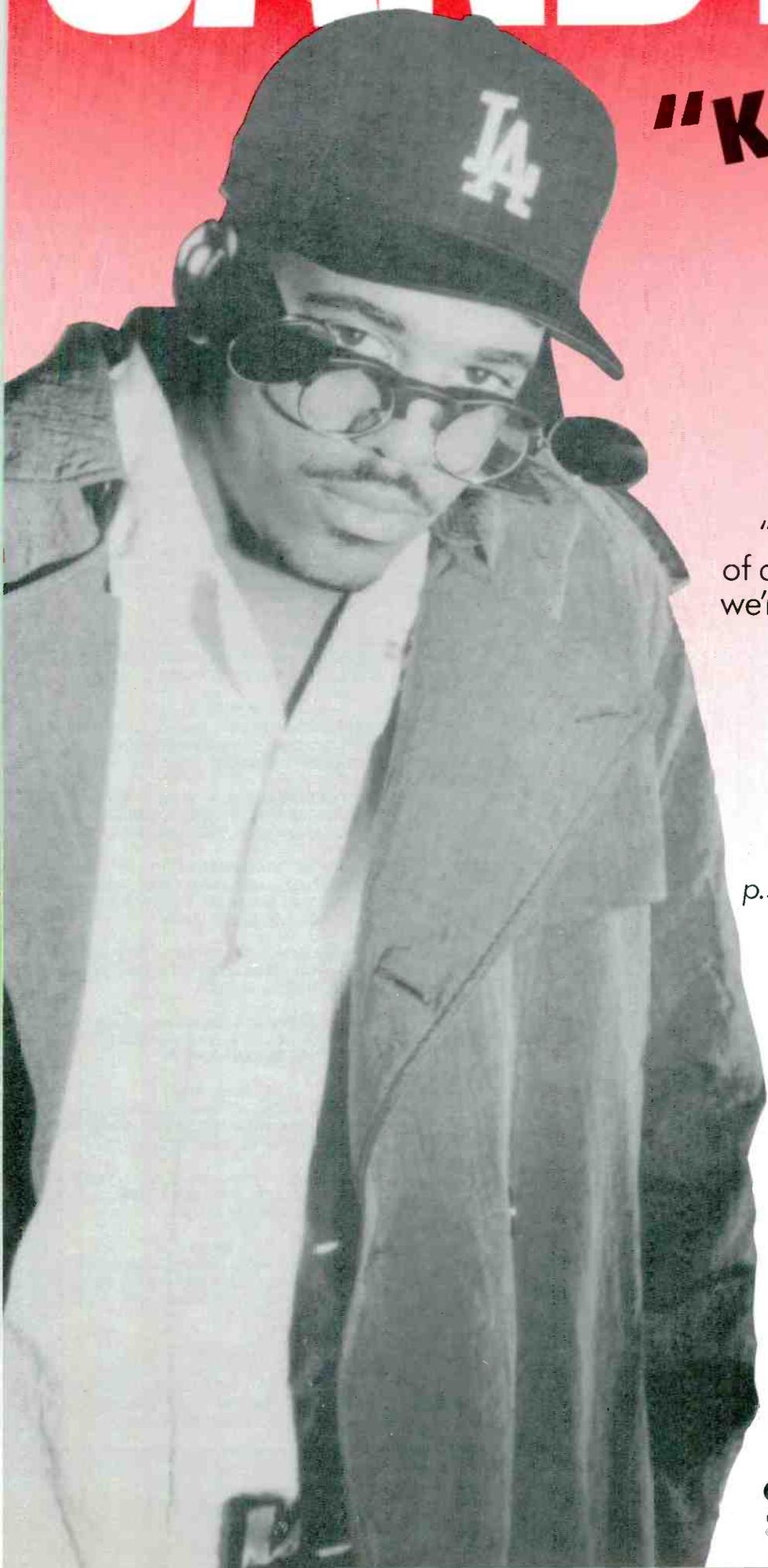
Curci knew that the material he and DeMarchi were writing in the spare room at the pair's house would end up on a record. Only some incidental details - like who would comprise the group the pair were planning and what record label would sign them - were sketchy. When Sheriff disbanded Curci was offered a solo contract with CAPITOL Records, but says he preferred to wait until he had the right material and players together to make it work. In earnest he and DeMarchi bought and installed a 16-track tape recorder ("We had to hawk and mortgage everything we owned to get it") and began working their way back up to the top.

Now, with the full fledged support of promotion head **Jack Satter** and EMI President **Sal Licata**, it looks like the Curci/DeMarchi axis can finally afford to splurge on a few extra reels of recording tape and some extra sets of guitar strings: a couple of necessary items that would have been deemed a luxury only months before.

"We really think it's going to work out for us this time out," confides an introspective DeMarchi. "We'll still have to live out of a suitcase like in the good old days..." "Only this time," interrupts Curci, "we'll make sure that the heater works in our tour van before we hit the road!"

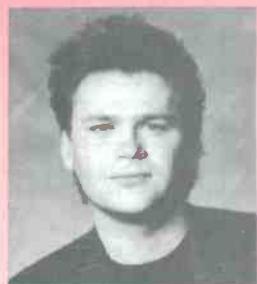
CANDYMAN

"KNOCKIN' BOOTS"



"Excellent hook with an infectious groove that translates into Top 5 requests here at KIIS."

Michael Martin, KIIS/Los Angeles



"Top 5 phones after two days of airplay — more than just teens, we're getting adult phones too!"

Marc Chase, WFLZ/Tampa



"Instant reaction — kids and adult women! It makes me wanna knock some boots! p.s. How do you like my picture?"

Al Tavera, KPWR/Los Angeles

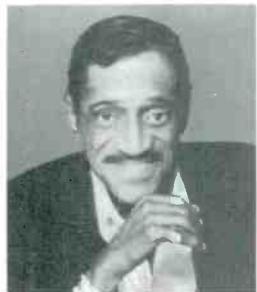


"Beat all competitors hands down in our 5-day Slam/Jam. Proving itself in phones — working in all demos."

Colette Gilbert, KHTK/St. Louis



"I love CANDYMAN, and I mean that!"



Epic

© 1990, CBS Records Inc.

Taken from the forthcoming Epic release:
"Ain't No Shame In My Game" 46947
Produced by Johnny "J" and Candyman

IMPORT CHART

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

LW-TW

- 2-1 **PAT & MICK** "Use It Up And Wear It Out" (PWL)
- 3-2 **L.F.O.** "L.F.O." (WARP)
- 25-3 * **DNA F/SUZANNE VEGA** "Tom's Diner" (A&M)
- 5-4 **JAM ON THE MUTHA** "Hotel California" (W.A.U.)
- 10-5 **CABARET VOLTAIRE** "Easy.../Fluid..." (PARLA/EMI)
- 8-6 **THE DEFF BOYZ** "Swing (The Remixes)" (ZYX)
- 17-7 * **HUMAN LEAGUE** "Heart Like A Wheel" (A&M)
- 1-8 **TRICKY DISCO** "Tricky Disco" (WARP)
- 4-9 **CHYPNOTIC** "Nothing Compares 2 U" (COCONUT)
- 30-10 * **MONIE LOVE** "Monie In The Middle" (COOL)
- 19-11 **DOUBLE DEE F/ DANNY** "Found Love" (ZYX)
- 6-12 * **SOHO** "Hippy Chick" (S&M/SAVAGE)
- 18-13 **JAZZIE P** "Feel The Rhythm" (A&M)
- 50-14 **THE B-SIDES** "Volume 3" (MUSIC MAN)
- 7-15 **EURHYTHMICS** "Sweet Dreams..." (RCA)
- 9-16 **BANARAMA** "Only Your Love" (LONDON)
- 13-17 **CLAUDIA BRUCKEN** "Absolute" (ZTT - U.K.)
- 11-18 * **TECHNOTRONIC** "Rockin' Over The Beat" (SBK)
- 23-19 **DISH & TELL** "House Of Venus" (GO BANG! - U.K.)
- 15-20 **OBSESSION** "Love Insurance" (ALMIGHTY)
- NEW-21 **BLUE TATTOO** "Love Can Do" (X-ENERGY)
- NEW-22 **FRAZOR CHORUS** "Nothing" (VIRGIN)
- 20-23 **NILLA BACKMAN** "Even If You Say" (DOWNTOWN)
- NEW-24 **BLACK BOX** "Don't Know Anybody Else" (RCA)
- NEW-25 **BBG** "Some Kind Of Heaven" (URBAN/POLYDOR)
- 37-26 * **DEEELITE** "What Is Love/Groove Is..." (ELEKTRA)
- 16-27 **RENEGADE SOUNDWAVE** "Probably A..." (ENIG)
- NEW-28 **MC WILDSKI** "Warrior" (ARISTA/BMG)
- 33-29 **SHUT UP & DANCE** "Lamborghini" (SHUT UP...)
- 27-30 **TRISHA** "Everything You Want" (STYLE-NOVA)
- 14-31 **MC CROWN** "Situation 90" (FLIM FLAM)
- 48-32 **STEFFORD WIVES** "2,000 Light Years" (TAM TAM)
- 31-33 **THE ORB** "A Huge, Evergrow..." (W.A.U./BIG LIFE)
- 12-34 **CULTURE BEAT** "I Like You" (CBS)
- 21-35 * **BEATS INTERNATIONAL** "Won't Talk..." (ELEKTRA)
- NEW-36 **MIDNIGHT SHIFT** "California Dream..." (PRINCIPLE)
- NEW-37 **ESKIMOS & EGYPT** "Power Of G&R" (WHITELABEL)
- NEW-38 **FATMAN & STELLA MAE** "Release Me" (CUE - U.K.)
- 28-39 **JESUS LOVES YOU** "Generations..." (MORE PROT)
- NEW-40 **LOVE CLUB** "Get The Balance Right" (RCA-GERM)
- 36-41 **BLUE PEARL** "Naked In The Rain" (BIG LIFE)
- 24-42 **BAD BOYS BLUE** "How I Need You" (COCONUT)
- 40-43 **2 TUFF** "Slow Down" (ZYX)
- 42-44 **HIP ON ICE** "Sweet Dreams" (POLYDOR/GERM)
- 22-45 **LEE MARROW** "Do U Want Me" (DISCOMAGIC)
- 39-46 **BLAPPES POSSEY** "Don't Hold..." (BLAPPES/U.K.)
- 38-47 **DEXTROSE** "Nightmares On Wax" (COOLTEMPO)
- NEW-48 **OFF-SHORE** "I Can't Take The Power" (CBS-GERM)
- NEW-49 **BETTY BOO** "Doing The Do" (RHYTHM KING)
- NEW-50 **ROZLYNE CLARKE** "Eddy Steady Go" (ATLANTIC)

BRAND X • New York ♦ D.J. Money Penny & D.J. Damon Wild 212 431-4360
ON THE MONEY:

- DIANA BROWN & BARRIE K. SHARPE "Sun Worshippers" (ffrr - U.K.)
- BOCCA JUNIORS "Raise (63 Steps To Heaven)" (BOYS OWN/ffrr - U.K.)
- S-EXPRESS "Nothing To Lose" (RHYTHM KING - U.K.)
- BASS-O-MATIC "Fascinating Rhythn" (VIRGIN - U.K.)
- DERUVO "I Need You Now" (SBK ONE - U. K.)

TALKIN' IMPORTS...

DNA update...**DNA** reveal their identity - a Bristol based remix team. The duo consists of Neal Stateford - a sales rep for EMI - and Nick Batt - an engineer in a local recording studio. Of course, now that they have gained worldwide attention, expect them to be very much in demand... Also be on the lookout for their own single out now *La Serenissima*, already selling well in New York. Meanwhile *Tom's Diner* skyrockets up the chart this week to #3!

Ones to be on the lookout for...**WENDELL WILLIAMS** *Everybody* on U.S. Minimal Records is clever and catchy hip-house produced by the infamous Arthur Baker. If you play *Everybody Everybody* (and who doesn't) this tune not only samples that hook but also a slew of other notable rhymes! More sampling mania from **OFF-SHORE**. Their latest project *I Can't Take The Power* in fact takes a lot of *The Power* from SNAP and the result is definitely HOT!

REPORTERS - HOT BREAKOUTS

NEW YORK

DECADANCE • New York ♦ Dennis Wakil (212) 691-1013 • A.S.K., JASON DONOVAN, FREE FORCE, SONIA, HIP ON ICE,

DOWNTOWN RECORDS • New York ♦ Ralph Soler (212) 924-5791 • CABARET VOLTAIRE, DNA F/SUZANNE VEGA, JAM ON THE MUTHA, L.F.O., OFF-SHORE,

VINYL MANIA • New York ♦ Richie Grappone/Jay (212) 633-6923 • BLACK TULIP, CARLTON, MARATHON MAN, RADICAL ROB,

LOS ANGELES

PRIME CUTS • West Hollywood ♦ Aaron Willems (213) 654-8251 • DIANA BROWN F/ BARRIE K SHARPE, DON PABLOS ANIMALS, F.A.B., OFF-SHORE, SUN SONIC,

STREET SOUNDS • Los Angeles ♦ Stephen Moy (213) 651-0630 • DEF SYNDICATE, GENASIDE, POWERBASS, T F P, TRICKY DISCO,

CHICAGO

D.J. INTERNATIONAL • Chicago ♦ Benji Espinoza (708) 863-5558 • THE B-SIDES, BLUE TATTOO, DISH & TELL, DOUBLE DEE F/ DANNY, NATION 12,

GRAMAPHONE RECORDS • Chicago ♦ Andy Moy (312) 472-3683 • CABARET VOLTAIRE, SCOPE,

IMPORTS ETC • Chicago ♦ Fred Hans (312) 922-5151 • RUTH CAMPBELL,

SAN FRANCISCO

BUTCH WAX • San Francisco ♦ Greg (415) 431-0904 • JAZZIE P, PAT & MICK, STEPPFORD WIVES, CHIMES, WEE PAPA ...,

SOUL DISCO • San Francisco ♦ Bob Griffith (40 Reporters) (415) 431-1758 • BLACK BOX, DEEELITE, DNA F/SUZANNE VEGA, DOUBLE DEE F/ DANNY, TRICKY DISCO,

STAR RECORDS • San Francisco ♦ Christi (415) 552-3017 • ART OF NOSE, CULTURE BEAT, DNA F/S. VEGA, H. LEAGUE, J. LAW,

PHILADELPHIA

SOUND OF MARKET • Philadelphia ♦ Dywane Budd (215) 925-3150 • 49ERS, BLACK BOX, JANET JACKSON, PAT & MICK, RAW SEX,

DETROIT

BUY RITE MUSIC • Detroit ♦ Jeffrey Woodard (313) 864-0219 • HOUSE OF VENUS, L.F.O.,

OFF THE RECORD • Royal Oak ♦ Lee Rosenbloom (313) 398-4436 • FROZEN LIST,

DALLAS

AUTOBAHN • Dallas ♦ Jeff Payne (800) 922-4674 • BLUE SYSTEM, DNA F/SUZANNE VEGA, FACTION, LEO SAYER, PARIS ANGELS,

OAKLAWN • Dallas ♦ David Hilzendager (214) 521-0350 • CABARET VOLTAIRE, CLAUDIA BRUCKEN, DNA F/SUZANNE VEGA, HUMAN LEAGUE, TALK TALK,

VVV • Dallas ♦ Neil Caldwell (214) 522-3470 • DEEELITE, JANE'S ADDICTION, SYBERAKTIF, THRILL KILL CULT, THE PIXIES,

BOSTON

DANCE MUSIC PLUS • Boston ♦ Jerry Warren (617) 567-5200 • CLIFF RICHARDS, THE DEFF BOYZ, DNA F/SUZANNE VEGA, PAT & MICK,

VINYL CONNECTION • Boston ♦ Carol Mitro (617) 536-2560 • POWERBASS, RADICAL ROB, RENEE FROGGER, THE SUPREMES,

WASHINGTON D.C.

D.J. OUTLET • Baltimore ♦ Marc Henry (301) 276-6233 • BLACK BOX, BLAPPES POSSEY, FATMAN, L.F.O., MONIE LOVE,

12 INCH DANCE RECORDS • Washington ♦ Alice (202) 659-2010 • JANET JACKSON, KIM WILDE, TOM CARABBA,

METRO STEREO • Baltimore ♦ Simon (301) 669-0503 • BEATS BREAKS & SCRATCHES, MIKE DENN, QUEEN LATIFAH,

HOUSTON

RECORD RACK • Houston ♦ Bruce Godwin (713) 524-3602 • HUMAN LEAGUE, SOHO, JAM ON..., C. VOLTAIRE, STEPFORD WIVES,

MEGAZONE • Houston ♦ Simon (713) 669-0503 • BIGOD 20, THE MAFIA, GENOSIDE II, ULTRAVIOLET, BASS-O-MATIC,

MIAMI

CARJUL RECORDS • Miami ♦ Carlos Estrada (305) 444-6303 • THE DEFF BOYZ, DOUBLE DEE F/ DANNY, EURHYTHMICS, PAT & MICK, TECHNOTRONIC,

CINCINNATI

CULTURE 7 • Cincinnati ♦ Andy Raynolds (513) 821-7783 • ANITA WARD, BEAUTIFUL PEA..., KING OF THE UNDERGROUND, ON TOP OF THE WORLD, SYSTEMATIC,

* A Domestic Version Is Now Available (Mixes May Vary)

TYLER COLLINS

"Second Chance"

PWR106 (D#35)
KSOL (40-35)
X100 (D#30)
KMEL (#16)
KHTK (29-26)
Q106 (Add)
WMXP (Add)
WFLZ (22-19)

HOT102 (30-27)
KROY (26-22)
HOT94.9 (D#23)
KISN (40-37)
WKSS (D#28)
WIOQ (34-32)
KKFR (22-18)
Z99 (26-24)

WXKS (On)
PRO-FM (On)
WNVZ (On)
HOT97 (On)
KITY (On)
KXXR (On)
HOT97.7 (On)
Y107 (On)



HITMAKERS
CROSSOVER TOP40: NEW #49
A Crusade! A Hitbound!

JEFF McCARTNEY, PD, KROY

"This tune seems to be shaping up along the same pattern as Girls Nite Out. Good phones and the callout research is already developing nicely!"

BLACK BOX

"Everybody Everybody"

HOT97 (1-1)
WPLJ (14-11)
Z100 (8-6)
PWR106 (12-9)
B96 (14-9)
KMEL (8-7)
KSOL (21-18)
X100 (19-12)
WEGX (10-9)
WIOQ (11-9)

WUSL (9-7)
KJMZ (19-16)
WXKS-FM (5-2)
WPGC (#14)
KISS98.5 (18-7)
KKBQ (D#28)
KRBE (18-15)
POWER96 (5-4)
POWER99 (Add)
KUBE (Add)

KHTK (D#29)
Z90 (11-10)
WLOL (16-11)
WFLZ (17-15)
WPHR (D#24)
KKFR (33-28)
Y108 (D#29)
HOT102 (21-18)
KBEQ (Add)
KXXR (18-13)

KROY (14-13)
Q102 (Add #33)
WNVZ (#11)
WNCI (Add #25)
B97 (D#27)
KITY (19-16)
KTFM (17-14)
HOT94.9 (23-20)
KISN (Add)
WKSS (3-1)

WTIC-FM (10-6)
102JAMZ (17-12)
Z99 (29-26)
WGTZ (Add)
WJMH (27-24)
CKOI (37-32)
WHYT (On)
KC101 (On)
and more



HITMAKERS
MAINSTREAM TOP40: 49-30
CROSSOVER TOP40: 3-2
National Single Sales: 19-12
A Crusade! A Hitbound!

LITA FORD

"Lisa"

KSAQ (32-20)
WNVZ (On)
KISN (On)
KXYQ (On)

K98 (D#30)
KATM (16-13)
KIKX (28-25)
FM104 (D#27)
KHFI (D#30)
KZZU (35-30)
WHOT (D#38)
WKRZ (33-29)
WZYP (35-33)

WHTO (D#38)
KFMW (30-27)
WJMX (34-31)
KMOK (33-29)
KRZR (16-15)
99.9KHI (On)
KZFM (On)
99WAYS (On)
KTRS (On)

Y97 (On)
WPFR (On)
KKHT (On)
WNYP (On)
B98 (On)
KZII (On)
KCHX (On)
KNOE (On)
KNIN (On)



NEW RELEASES

TOP 40

LAURIE ANDERSON "Beautiful Red Dress" (WB)
ASIA "Days Like These" (Geffen)
AZTEC CAMERA "The Crying Scene" (Reprise)
BOOGIE DOWN PRODUCTIONS "Love's Gonna Getcha
(Material Love)" (RCA)
CANDYMAN "Knockin' Boots" (Epic)
DAVID CASSIDY "Lyn' To Myself" (Enigma)
DAMN YANKEES "High Enough" (Warner Bros.)
ELISA FIORILLO "On The Way Up" (Chrysalis)

LALAH HATHAWAY "Heaven Knows" (Virgin)
HEART "Stranded" (Capitol)
LINEAR "Something Going On" (Atlantic)
LISTEN UP "Listen Up" (Reprise)
MICHEL'LE "Keep Watchin'" (Ruthless/Atco)
TEDDY PENDERGRASS & LISA FISHER "Glad To Be
Alive" (Elektra)
CARON WHEELER "Livin' In The Light" (EMI)

ROCK

ALLMAN BROTHERS "Seven Turns" (Epic)
BLACK SABBATH "Feels Good To Me" (I.R.S.)
CHEAP TRICK "Back N' Blue" (Epic)

TOMMY CONWELL & YOUNG RAMBLERS "I'm
Seventeen" (Columbia)
GAMMA RAY "Heading For Tomorrow" (RCA)
HOTHOUSE FLOWERS "I Can See Clearly Now" (PLDR)

ALTERNATIVE

BROTHERS FIGARO "Gypsy Beat" (Geffen)
DARLING BUDS "Crystal Clear" (Columbia)
GENE LOVES JEZEBEL "Tangled Up In You" (Geffen)
THE GO-BETWEENS "1978-1990" (Capitol)
CHRIS ISAAK "Wicked Game" (Reprise)

DAVID J. "Fingers In The Grease" (RCA)
REDD KROSS "Annie's Game" (Atlantic)
PET SHOP BOYS "So Hard" (EMI)
TACKHEAD "Strange Things" (SBK)
THE WATERWALK "Never Leaving Eden Again" (I.R.S.)

DEES (from page 5)

ing talk as the main thrust of the show - something he says American TV viewers haven't seen in 30 years.

MOTOWN publicity head **Michael Williams** said that an appearance on *Into The Night* helps boost an artist's record sales. "Between Rick's morning show on KIIS-FM and his TV show, it allows artists to reach millions of people," said Williams. "After Johnny Gill appeared on his TV program we witnessed a substantial increase in sales.

SBK Records Promotion chief **Daniel Glass** also testified to Dees' marketing clout, crediting him with helping boost record sales for Wilson Phillips. "Rick played a crucial role in fore- and back-announcing the records and took it on as almost a personal project," said Glass. "We felt an immediate impact on sales and were honored to have the girls be the first musical guest on Rick's TV show. He's really played an important role in helping spread the word on Wilson Phillips."

All this hoopla has also been beneficial to the sales departments of *Into The Night*, as sponsor interest has continued to escalate. "We've been quietly building affiliates in all regions of the country," says Wolpert, who serves as executive producer of the show along with Sandy Gallin and Jim Morey. "Because of Rick's energy and natural flair for comedy, something wonderful is happening on this show."

FACE-OFF (from page 7)

rationalizing the public's overblown reaction to the incident. "The 'Down With Sinead' radio promotions are just ways for people to let off steam and frustration out of what's going on in the Middle East. It's like it was a few years back, when people used to put the Ayatollah's picture on dart boards as a way to vent hostility."

Gorman said Sinead's uniqueness has been a double-edged sword, in that her individual look and personal philosophy draw people to her, but also make her an easy target for the more bloodthirsty elements in the press. Add to this the facts that the incident occurred during the most serious political crisis facing the U.S. since Vietnam and it was covered by one of the most sensational tabloids in the country, *The New York Post*, and it spells mucho trouble for the Celtic crooner.

"The last thing Sinead wanted to do was to hurt America and Americans or put them down," explained Gorman. "She's being hung out to dry for something that was misconstrued by a select few in the press."

Addressing certain stations' penchant for raising the ire of their market competitors, Kabrich admitted that Y95 often creates sparks in the Dallas metro by poking a finger in the face of adversaries like crosstown rival KEGL, whom he jokingly refers to as 'Weasel 97.' "We came right out and positioned them as the weasels they

are," says Kabrich, leveling his gun barrels. "Their night announcer, Michael Blake, attacked me on the air in February, so we have had no second thoughts in positioning them as the dorks in the market."

Kabrich then turned his attention to a station he feels has gone over the line of questionable radio ethics: his former arch rivals in Tampa Bay, *The Power Pig*. "They attacked Mason Dixon over the air, but not under his air name, which is permissible as he is a public figure," relates Kabrich. "They attacked him as James Crawford, which is the name he goes by in his private life. When it gets down to ridiculing someone's family in an overly malicious fashion, that's when radio promotions have gone to far."

No doubt about it, the line of acceptable tactics on radio station battlelines is constantly in a state of flux. Innovative brains like Kabrich are always on the lookout to stretch the parameters of acceptable protocol. At last look, the jury was still out as to the long term successes of the so-called "guerilla" radio pullstops. People will obviously stop to take a look at the havoc being reeked by the Pirates and Power Pigs on the dial, providing they are also given a bit of substance along with the bombast.

"Creating a bit of fun and sensationalism in the morning show is a key part in giving your station some real visibility," says Kabrich. "The people who come out on top in the end know where to draw the line."

UB 40 (from page 7)

immense popularity in Southern California. "Gerry told me that he found out through KROQ playing the tune that *The Way You Do The Things You Do* was his number one researching record for him on call out," related Plen. "Gerry hit the record, he started screaming about it, and that started things happening. A little later **Steve Wyrostock** at KRBE in Houston heard it next to *Red Red Wine*, and he told me, 'This record is a smash!'"

The fact is, the record is an all format smash. AOR audiences love the group and song, as do Top40, Urban, AC, Alternative and R&B audiences. How many other groups can claim the same success in so many arenas? Virtually none.

"Reggae is popular with whites and blacks," observes Plen, "and rock audiences view reggae as an acceptable alternative to traditional ballads."

The Way You Do The Things You Do is in the next few weeks going to make believers out of a lot of fence sitters around the country. And it all started with Plen's deep-rooted conviction and the vision of a few programmers who dared to look the overwhelming evidence in the face. The statistics reveal the truth: UB 40 is a superstar band and *The Way You Do The Things You Do* is a bonafide blockbuster that needs only a chance in order to realize its full glorious potential.

DURAN DURAN

"Violence of Summer"

**HITMAKERS ALTERNATIVE: 10-9
NATIONAL ALBUM SALES: NEW #45
A HITBOUND!**



WEGX (21-17)
KRBE (D#28)
KUBE (25-22)
KDWB (Add)
KXYQ (26-23)
KSAQ (34-29)

HOT94.9(D#17)
KISN (37-33)
99.9KHI (Add)
99WGY (35-30)
HOT95 (31-28)
KBFM (39-34)
KBTS (30-26)

KFTZ (D#39)
KKHT (D#29)
KPAT (Add)
KSND (D#40)
KTMT (38-32)
KTUX (D#31)
KZBB (31-27)

KZOZ (36-30)
KZZU (29-24)
WAEB (39-27)
WBNQ (40-36)
WERZ (36-33)
WIXX (30-23)
WKEE (Add)

WKRZ (38-34)
WPFM (30-23)
WPFR (Add)
WQUT (35-30)
ZFUN106 (38-34)
and more.

THE LONDON QUIREBOYS

"I Don't Love You Anymore"

A HITBOUND!



PIRATE(16-14)
KBQ (35-31)
KSAQ (D#40)

KFBD (29-24)
KJLS (11-5)
KMON (31-17)
KOYE (D#39)
KPXI (40-34)

KQKY-FM (15-10)
KRRG (Add)
KTUX (31-27)
KZMC (D#38)

WHISPERS

"Innocent"

**CROSSOVER TOP40: 18-15
A HITBOUND!**

HOT ACTION AT:
PWR106 (30-27)
THE BEAT(15-13)
KMEL (18-15)
KSOL (15-14)

WIOQ (14-13)
WUSL (3-2)
WXKS-FM (32-27)
KKBQ (28-21)
KRBE (11-10)

KBFM (D#38)
KFBQ (20-16)
KSKG (38-35)
WFMF (15-14)
WJMX (27-24)



BEFORE YOU HIT THE BOOKS, BOOK THESE HITS:



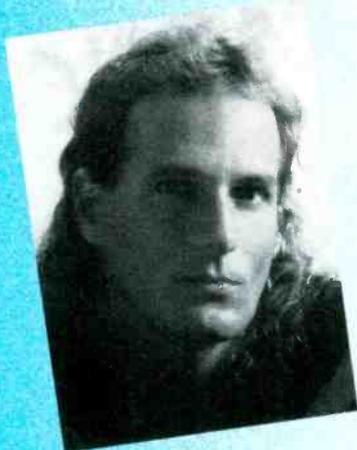
MARIAH CAREY

"Love Takes Time"

Produced and arranged by Walter Afanasieff
Taken from the Columbia release: *MARIAH CAREY* 45202

HITMAKERS NATIONAL ALBUM SALES: #2
#1 MOST ADDED TOP40
#1 MOST ADDED A/C

See Mariah perform live on Arsenio Hall September 10



MICHAEL BOLTON

"Georgia On My Mind"

Produced by Michael Bolton and MBO Productions Inc.
Taken from the Columbia release: *SOUL PROVIDER* 45012

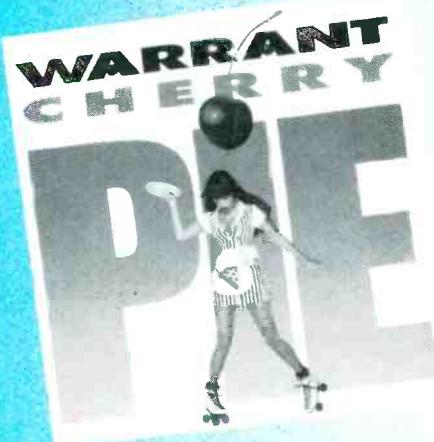
A/C 14*-9*

TOP40 D-38*

VH-1 5 STAR ROTATION ON OVER 275 TOP40 STATIONS INCLUDING:

B 104	B 97	KIIS	WPLJ	KUBE	KSAQ
B 94	Q 102	KZZP	WXKS	B 100	KISN
Y 100	KDWB	Z 95	KHMX	KXYQ	WZPL

CATCH MICHAEL ON TOUR WITH KENNY G!



WARRANT

"Cherry Pie"

Produced by Beau Hill
Taken from the Columbia release: *CHERRY PIE* 45487

MTV HEAVY

TOP40 MOST ADDED

ON OVER 125 TOP40 STATIONS INCLUDING:

Y 95 ADD-27	KEGL D-29
WKBQ ADD-37	Z 95 D-30
B 94 D-29	PIRATE D-19 (HOT)

SEE WARRANT PERFORM LIVE ON ARSENIO HALL SEPTEMBER 14



GEORGE LAMOND

"Look Into My Eyes"

Produced and mixed by Mark Liggett & Chris Barbosa
Taken from the Columbia release: *BAD OF THE HEART* 45488

ON OVER 110 TOP40 STATIONS INCLUDING:

HOT 97	PWR PIG	HOT 102	WIOQ	KKFR
PWR 96	B 96	Q 106	WXKS	KXXR
Q 105	WLWL	KMEL	B 94	KTFM



NATIONAL RETAIL CHART

Published Weekly By **HITMAKERS MAGAZINE** And Compiled From Surveys Reported To Us By A Retail Panel Comprised Of 200 Individual Record Stores, Chains, And Distributors. These Charts Are Based On Sales Only.

TOP SELLING ALBUMS

#1 M.C. HAMMER "PLEASE HAMMER DONT..." (CAP)

- LW-TW
- 1-1 M.C. HAMMER "Please Hammer..." (CAPITOL)
 - 2-2 MARIAH CAREY "Mariah Carey" (COLUMBIA)
 - 4-3 JON BON JOVI "Blaze Of Glory..." (MERCURY)
 - 5-4 PRINCE "Music From Graffiti..." (PAISLEY PK/WB)
 - 3-5 WILSON PHILLIPS "Wilson Phillips" (SBK)
 - 5-6 POISON "Flesh & Blood" (ENIGMA/CAPITOL)
 - 6-7 ANITA BAKER "Compositions" (ELEKTRA)
 - 7-8 BELL BIV DEVOE "Poison" (MCA)
 - 19-9 JANE'S ADDICTION "Ritual de lo Habitual" (WB)
 - 8-10 KEITH SWEAT "I'll Give All My Love" (ELEKTRA)
 - 10-11 FAITH NO MORE "The Real Thing" (SLASH/REP)
 - 9-12 LUKE f./ 2 LIVE CREW "Banned In..." (LUKE/ATL)
 - 11-13 DEPECHE MODE "Violator" (SIRE/REP)
 - 13-14 JOHNNY GILL "Johnny Gill" (MOTOWN)
 - 14-15 WINGER "In The Heart Of The Young" (ATLANTIC)
 - 12-16 NEW KIDS ON THE BLOCK "Step By Step" (COL)
 - 16-17 PRETTY WOMAN "Soundtrack" (EMI)
 - 22-18 NELSON "After the Rain" (DGC)
 - 29-19 N.W.A. "100 Miles And Runnin'" (PRIORITY)
 - 20-20 PHIL COLLINS "...But Seriously" (ATLANTIC)
 - 31-21 ANTHRAX "Persistence Of Time" (ISLAND)
 - 17-22 MADONNA "I'm Breathless" (SIRE/WB)
 - 18-23 MICHAEL BOLTON "Soul Provider" (COLUMBIA)
 - 23-24 HARRY CONNICK, JR. "We Are In Love" (COL)
 - 36-25 RATT "Detonator" (ATLANTIC)
 - 25-26 BILLY IDOL "Charmed Life" (CHRYSALIS)
 - 21-27 THE TIME "Pandemonium" (PAISLEY PARK)
 - 24-28 SLAUGHTER "Stick It To Ya" (CHRYSALIS)
 - 25-29 BRUCE HORNSBY "A Night On The Town" (RCA)
 - 39-30 GHOST "Soundtrack" (MCA)
 - NEW-31 LIVING COLOUR "Times Up" (EPIC)
 - 28-32 2 LIVE CREW "As Nasty As They ..." (LUKE'SREC)
 - 27-33 BOOGIE DOWN PROD. "Edutainment" (JIVE/RCA)
 - 37-34 PIXIES "Bossanova" (EMI)
 - 32-35 JEFF HEALEY "Hell To Pay" (ARISTA)
 - 33-36 SNAP "World Power" (ARISTA)
 - 30-37 SINEAD O'CONNOR "I Do Not Want ..." (CHRY)
 - 34-38 EN VOGUE "Born To Sing" (ATLANTIC)
 - 48-39 STRYPER "Against The Law" (ENIGMA)
 - 35-40 HEART "Brigade" (CAPITOL)
 - 45-41 NEVILLE BROS. "Brother's Keeper" (A&M)
 - 42-42 CONCRETE BLONDE "Bloodletting" (IRS)
 - 41-43 AEROSMITH "Pump" (Geffen)
 - NEW-44 RIGHTEOUS BROS. "Greatest Hits" (VERVE/POLY)
 - NEW-45 DURAN DURAN "Liberty" (CAPITOL)
 - 38-46 BONNIE RAITT "Nick Of Time" (CAPITOL)
 - 43-47 LIGHTNING SEEDS "Cloudcuckooland" (MCA)
 - 40-48 THE SUNDAYS "Reading, Writing..." (DGC)
 - 44-49 LISA STANSFIELD "Affection" (ARISTA)
 - NEW-50 BOB MOULD "Black Sheets Of Rain" (ATLANTIC)

TOP SELLING SINGLES

#1 JON BONJOVI "BLAZE OF GLORY" (MERC)

- LW-TW
- 1-1 JON BONJOVI "Blaze of Glory" (MERCURY)
 - 2-2 BELL BIV DEVOE "Do Me" (MCA)
 - 4-3 WILSON PHILLIPS "Release Me" (SBK)
 - 6-4 PRINCE "Thieves In The .." (PAISLEY PARK/WB)
 - 9-5 NELSON "Love And Affection" (DGC)
 - 8-6 KYPER "Tic Tac Toe" (ATLANTIC)
 - 5-7 FAITH NO MORE "Epic (What Is It)" (SLASH/REP)
 - 13-8 NEW KIDS ON THE BLOCK "Tonight" (COL)
 - 7-9 M.C. HAMMER "Have You Seen Her" (CAPITOL)
 - 15-10 JOHNNY GILL "My My My" (MOTOWN)
 - 18-11 MAXI PRIEST "Close To You" (CHARISMA)
 - 19-12 BLACK BOX "Everybody Everybody" (RCA)
 - 14-13 STEVIE B "Love & Emotion" (RCA)
 - 3-14 POISON "Unskinny Bop" (ENIGMA)
 - 45-15 GEORGE MICHAEL "Praying for Time" (COL)
 - 10-16 SWEET SENSATION "If Wishes Came..." (ATCO)
 - 11-17 THE TIME "Jerk Out" (REPRISE)
 - 12-18 MARIAH CAREY "Vision Of Love" (COLUMBIA)
 - 23-19 PHIL COLLINS "Something Happened ..." (ATL)
 - 16-20 KEITH SWEAT "Make You Sweat" (ELEKTRA)
 - 22-21 TONY! TONI! TONE! "Feels Good" (WING/POLY)
 - 24-22 AFTER 7 "Can't Stop" (VIRGIN)
 - 28-23 THE BOYS "Crazy" (MOTOWN)
 - 17-24 JANET JACKSON "Come Back To Me" (A&M)
 - 35-25 CHEAP TRICK "Can't Stop Fallin Into..." (EPIC)
 - 29-26 DEPECHE MODE "Policy of Truth" (SIRE/REP)
 - 20-27 LUKE f./ 2 LIVE CREW "Banned in..." (LUKE/ATL)
 - 21-28 SNAP "The Power" (ARISTA)
 - 36-29 THE ADV. OF STEVIE V "Dirty Cash" (MERCURY)
 - 25-30 BILLY IDOL "Cradle Of Love" (CHRYSALIS)
 - 26-31 KID FROST "La Raza" (VIRGIN)
 - 37-32 LL COOL J "Boomin System B" (DEF JAM)
 - 40-33 PAUL YOUNG "Oh Girl" (COLUMBIA)
 - 30-34 WEST COAST RAPPERS "We're All In..." (WB)
 - 31-35 SEDUCTION "Could This Be..." (VENDETTA/A&M)
 - 32-36 GO WEST "King Of Wishful Thinking" (EMI)
 - 46-37 VANILLA ICE "Ice Ice Baby" (SBK)
 - 33-38 BRUCE HORNSBY "Across The River" (RCA)
 - 34-39 MELLOW MAN ACE "Mentiroso" (CAPITOL)
 - NEW-40 PEBBLES "Giving You the Benefit ..." (MCA)
 - 47-41 TAYLOR DAYNE "Heart Of Stone" (ARISTA)
 - 42-42 DOC BOX & B FRESH "Slow Love" (MOTOWN)
 - 44-43 EN VOGUE "Lies" (ATLANTIC)
 - NEW-44 DINO "Romeo" (ISLAND)
 - 49-45 INDECENT OBSESSION "Tell Me..." (MCA)
 - NEW-46 JAMES INGRAM "I Don't Have The Heart" (WB)
 - 49-47 WINGER "Can't Get Enuff" (ATLANTIC)
 - NEW-48 LISA STANSFIELD "This Is The Right..." (ARISTA)
 - 39-49 BROTHER BEYOND "The Girl I Used..." (EMI)
 - 38-50 HEART "I Didn't Want To Need You" (CAPITOL)



crosstown WZCL, which flipped to Country just last week, suddenly changed to Hot AC the same day that WGH went Country. Stay tuned...

The Great American PD shuffle continues as MARTY BENDER returns to the programming chair at WFBQ-Indy, leaving open the gig at WRIF-Detroit, but for how long, and is WLZR-Milwaukee's GREG AUSHAM the next in line for a change of address? Meanwhile, WLZR's AM is now broadcasting automated metal on a 24-hour basis.

New Alternative outlet WWCD-Columbus has a young PD - 23 year-old KELLI GATES, who will also handle mornings, coming from nights and the AMD chair at WOXY-Cincinnati.

Big fun in Baltimore, where WIYY is promoting the on-air trials of three potential night rockers by playing bits of their airchecks. The contenders are ex-WSHE-Miami middayer MARK CRUZ, ex-WAAF-Worcester-Boston nighttimer KID MITCHELL and a mystery mensch known as ZAP.

A tip o' the EAR goes to KRZQ MD (and Reno legend) STEVE FUNK, who is upped to OM. PD MAX VOLUME will now handle the music chores as well.

DENNY SCHAFFER leaves mornings at KKDJ Fresno. DENNY formerly did mornings at WLOL Minneapolis and he's looking for his next gig. Give him a call at (209) 434-7401.

Meanwhile, down in Panama City Florida, folks are bailing out all over, as WPFM GM RANDY WAHLBERG and PD LOU CLERY both exit. MD MIKE STONE is now Acting PD and is looking for help! T&R: WPFM 4510 Magnolia Beach Rd. Panama City, Fla. 32408.

DOC HOLIDAY, former MD at WANS Greenville, SC is now the new PD /Morning Star at WKSM Fort Walton Beach, Fla. As the EAR reported last week, WKSM is now operating at a flame-throwing 50,000 watts, and covering Pensacola, Panama City and many other fine communities.

GSM ROBERT L. BERNSTEIN has segued to Phoenix, where he becomes the GSM of Edens Broadcasting's KOY AM/FM.

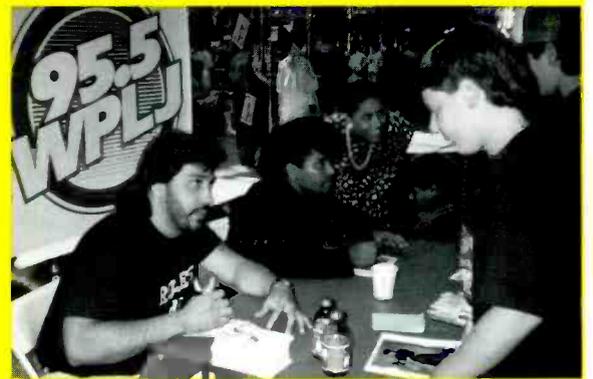
RANDY DEAN exits mornings at WIXX Green Bay to travel to KROC-FM Rochester, Minn. Taking his place in AM Drive is WIXX PD WAYNE COY. New to Afternoons & APD is "Broadway Joe" Crain who comes from WTBX Duluth.

GEFFEN's Promo God AL COURY found himself heavily sedated last week when he suffered a severe kidney stone attack while in the elevator at KIIS-FM. AL sez, "They hit me with so much morphine I felt like Jimi Hendrix's guitar on fire!" AI had the painful stones removed and is all is well. The stones will be on display in the lobby at the GEFFEN offices daily from 8 to 5.

Turning to sports, HOT102 Milwaukee has signed Green Bay Packers Quarterback ANTHONY DILWEG to become part of DOUG & DEAN GILMORE's Morning Show. He'll be covering the Packers in depth, and also showing videotape highlights from his greatest games, so adjust your radio accordingly.

KFRX Lincoln, Neb. OM J.J. COOK departs to 93Q, Syracuse, N.Y. KFRX's new lineup includes: Station Manager BRAD HARTMAN, BRAD KING is upped to PD, and APD/MD SONNY "BRAD" VALENTINE.

Question???? Who is the #1 Metro Cume rated station in the country according to Arbitron?



95.5WPLJ - New York recently hosted an in-store appearance by LMR/MCA recording artist Stevie B. Shown signing autographs at Sam Goody's in Paramus, NJ are 'PLJ night rocker Domino and Stevie B.

The answer - right after this word from retail- - -

In Retail News This Week: Peaches Entertainment-Miami will be moving their operations to a new location as of Sept. 10. The new address is 3451 Executive Way, Miramar, Fla. 33025. Telephone: (305) 432-4200.

Dave Williams, manager of Tower Records, Beaverton, Oregon, is stacking the sandbags in preparation for a Winger in-store appearance this weekend. He's expecting a HUGE turnout, based on the number of phone calls he's received so far.

Retail conventions continue, with upcoming meetings scheduled with Musicland East & West, Warehouse Entertainment, and Record World. In addition, NARM's conferences begin this month, and the annual Foundations Forum starts Sept.13 at the Sheraton Plaza La Reina in L.A.

OK, welcome back, and here is the answer to the question: WIXX Green Bay, Wis. with a 50.4 rating!!! (Spring 1990) Nice job by WAYNE COY & CREW!!!!

THE EAR wishes the best of luck and much happiness to HOWARD GRAFMAN, the former head of Century Broadcasting, and PAULETTE WILLIAMS, GM of KMEL San Francisco, who just completed a successful merger!! Congrats on their recent wedding!!!

Current X100 San Francisco PD DAN 'O TOOLE & his Programming Works partner GARRY MITCHELL have inked a new client. Power 102, a dance-leaning Top 40, signed on last week in Augusta, Georgia, ready to take on market juggernaut WBBQ with BRUCE STEVENS at the helm. Stay tuned as this market heats up!!!!

JEFF WEBSTER, midday guy at G98 Portland, Maine, is searching for a new opportunity, preferably somewhere on the East Coast. If you think you might be able to steer him in the right direction, call him at (207) 725-9454.

Look for GEORGE GERRITY to be named General Manager of Lou Maglia's new BMG venture ZOO ENTERTAINMENT. Details next week!

WKSS, Hartford has upped longtime staffer LARRY HRYB to Promotions Coordinator. PD JEFFERSON WARD sez, "LARRY's talent and creativity will help KISS95.7 become Connecticut's dominant radio station in the '90s."

And in Indianapolis, WZPL has named KAY FEENEY Promotions Director. FEENEY comes from crosstown A/C WENS, where she was Assistant Promotions Director.

THE EAR sends out Birthday Greetings to POWER106 Los Angeles PD JEFF WYATT (29 again...)



Kids, Don't Try This At Home!!!

WNCI Columbus morning co-host SHAWN IRELAND offered an actual on-air "wedgie" as a prize, and this lucky listener was dumb enough to show up and claim it! (L to R:) Winner, his shorts, Shawn Ireland.

BRETT DUMLER, PD/MD at Z99 Oklahoma City, and former HITMAKER'S coverage, is out because of those oh-so-familiar "philosophical differences." During his tenure, DUMLER took the station's ratings from a 7.7 to a 12.8 in the most recent Birch monthlies. Owner/GM BILL LACY has tapped OM BRENDA BENNETT to take over the PD/MD duties, at least for now. DUMLER can be reached at (405) 749-0433.

100.3JAMZ Dallas PD and this week's coverage ELROY SMITH has named RICK PARTY the new PM Driver, effective Sept. 12th. Mr. PARTY (may not be his real name...) comes to JAMZ after doing nights for the past year at WOWI Norfolk. Former afternoon jock TOM CASEY was recently promoted to OM/APD, and was taken off the air, kicking and screaming.

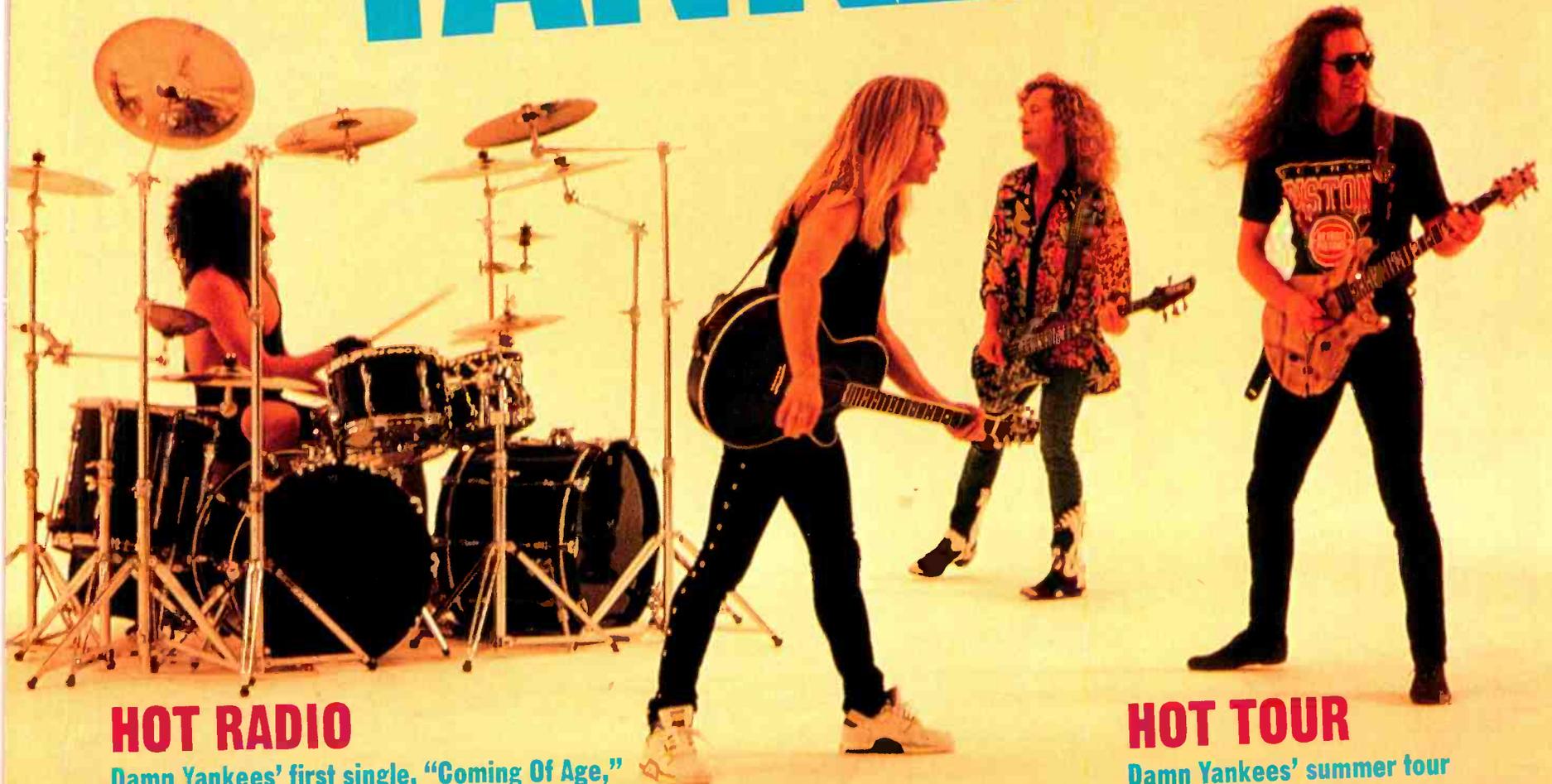
A very bloodshot EAR staggers in to report that Y107 Nashville PD LOUIS KAPLAN's bachelor party last week was a BLOWOUT!!! Most of the victims didn't find their way home much before dawn, and we hear that Fotomats within a 50 mile radius refuse to print the pictures!!!

Look for KCMO Kansas City PD DENE HALLAM to move to Dallas to program Star 105.

Longtime Top 40 outlet WGH Norfolk flipped to Modern Country Sept. 3. The station played "Elvis From A to Z" for 5 days before the new format debuted. PD TONY MACRINI is out, but the rest of the staff remains in place. MD JEFF MOREAU is now PD/Morning Guy. Interestingly,

Red, White and HOT!

DAMN YANKEES



HOT RADIO

Damn Yankees' first single, "Coming Of Age," hit No. 1 on the AOR charts and its follow-up —"Come Again"—went Top 5. Monster phones on both songs made them two of the most-requested tracks at AOR radio this year.

HOT SALES

DAMN YANKEES has topped the Gold sales mark and is steaming on towards Platinum.

HOT MTV

Videos for "Coming Of Age" and "Come Again" rotated mightily at MTV.

HOT TOUR

Damn Yankees' summer tour with Bad Company continues, winning fans and packing venues across the U.S.

Now, Damn Yankees turn up the heat at CHR Radio with
"High Enough"

Produced and Engineered by Ron Nevison
From the Gold Album DAMN YANKEES



E.C.M. Management: Bruce Bird/Bud Prager/Doug Banker

wheeler

caron

LIVIN'

THE LIGHT

Making her mark on the music scene as the featured performer with Soul II Soul, Caron Wheeler was the voice behind their international mega-hits "Keep On Movin'" and "Back to Life." Now, Wheeler steps into the light on her own.

Available on 12" and Maxicassette featuring: Livin' in the Light (Brixton bass mix), Meewonjammin, Livin' in the Light (The original story) and Livin' in the Light (single) Produced by: Afrika Baby Bam of the Jungle Brothers for Motherman Music Inc. Co-produced by: Caron Wheeler, except "Meewonjammin produced by Caron Wheeler. *(single) remix by Blacksmith. Management: Konda Mason/Bill Toles Orange Tree Prod. Ltd. From the album U.K. Blak available October 2.*

EMI

"SHINE ON, GROW WITH THE POWER."