

QUINCY JONES

WINNERS

FLASHMAKERS

A MYLES Atlantic
M PENN RCA
MADONNA Sire/WB
BIZ MARKIE WB/C.C.

CROSSOVERS

L RONSTADT Elektra
JOAN JETT Epic
ELTON JOHN MCA
TECHNOTRONIC SBK

EARPICKS

MADONNA Sire/WB
KISS Merc
TECHNOTRONIC SBK
L STANSFIELD Arista

BREAKOUTS

JOAN JETT Epic
PETER MURPHY RCA
TM BE GIANTS Elektra
R V SHELTON Columbia

WILDCARD

L VANDROSS Epic
See Page 10

HOT NEW RELEASES

ROBIN BECK
First Time
Merc 876-870-7

JANE CHILD
Don't Want To...
WB 4-19933

P. FRAMPTON
MORE WAYS...
Atlantic 87996-4

JOYCE IRBY
I'll Be There
Motown MOTC 2032

LEILA K
Got To Get
Arista AS1-9931

R STONES
Almost Hear...
Col 38-73093

BRAT PACK
You're The Only...
A&M/Vend 17877

PHIL COLLINS
I Wish It Would...
Atlantic 7-88738

H-FACTOR
I Love You
IRS 73008

KIX
Cold Blood
Atlantic 4-88741

MSG
Anytime
Capitol 44471

The rock hard ballad with an edge of steel.



Rolling Stones

{ almost
hear you
sigh } 38-73093



Triple Platinum Worldwide. "Steel Wheels."

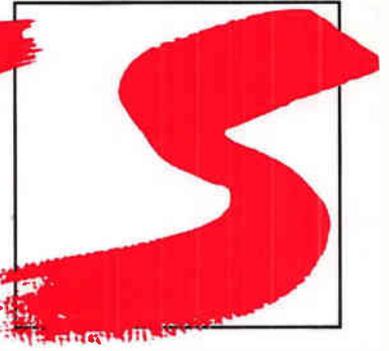
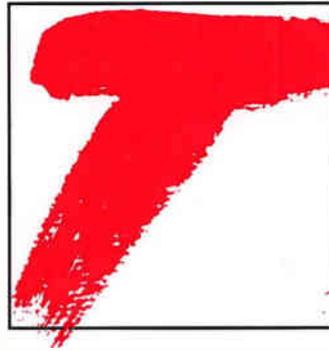
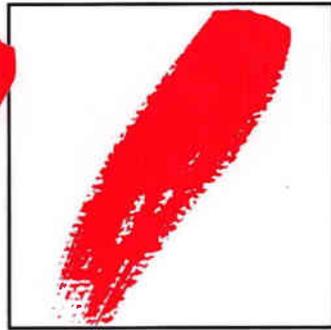
OC-45333

On Rolling Stones Records®, Cassettes and Compact Discs. Available from Columbia.

Produced by Chris Kimsey and The Glimmer Twins



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SINGLES

Rod's "Downtown Train" has stopped at the #1 station (Ed note: that's awful, we apologize, we have the flu). Paula jumps all the way to #2 and will soon be at the top again, and probably for many weeks to come.

4

DIALOGUE

Epic's exploding on all fronts! They've broken left-of-center acts Living Colour, Indigo Girls and Basia, while catapulting Babyface and Luther Vandross across formats, not to mention resurrecting Alice Cooper and launching Bad English to Top 40/Album Rock. HITS' Bud Scoppa gets the 4-1-1 on how Dave Glew and Co. did it!

30

Tracks' Ron Phillips is taking the Record Bar chain into the future. HITS' David Sprague prefers to live in the past.

54

POST MODERN

RCA is hot. They've broken Michael Penn from PoMo into the real world, and now they plan a repeat performance with this week's #1 Peter Murphy. And they're such nice people, too.

43

ALBUMS

Paula Abdul soars to #1 after spending the last 785 years in the Top Ten. We're proud for her, for Jeff & Jordan, for Larry & Larry, for Jim & Michael, and for everyone else in the whole wide world.

62

Flashmakers 22 **Earpicks 36**

Alannah Myles & Michael Madonna scores.
Penn.

Crossovers 26 **Top Tens 57**

Linda goes for two straight. Paula romps.

Requests 28 **Breakouts 60**

Alannah is Myles ahead. Joan Jett & Peter Murphy.

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Mini-Mugs 18 **Horizon 50**

Far Truths 19 **Rerap 59**

Letters 19 **Wavelength 66**

We Look Good — Thanks Butch



So, we've been yelling and screaming and whining to anyone who'd listen (and to the few who can read) about Michael Penn, but it took Butch Waugh and the entire RCA team to bring "No Myth" home and make us look good (and that ain't easy). Now, the RCA new artist killers are after A'me Lorain, John Farnham and this week's PoMo #1 Peter Murphy. One hit leads to another, and Butch is Waugh't's happening. (Ed Note: our second choice was, "The Butch is back!")

On The Cover

The mainest Dude is back, "Back On The Block" that is — with a definitive overview of today's black music. With the help of a cast of thousands, Quincy Jones scores another mondo-success, which can surely over-ride the blemish of gracing our cover.

TOP FIFTY SINGLES

Based on a combination of sales and airplay

Rod dominates the chart this week with phones, sales, video and everything else that goes into making a smash. **Paula** takes a huge leap to #2 with one of the hottest videos in the country and a killer AMA performance,

Seduction gains in the Top 5 and **Janet** enters the Top 10 with her giant in the making. **Luther Vandross** debuts at #40 with huge sales now telling the story while **Madonna, Kiss, and Elton** all score big.

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
2	1	ROD STEWART	DOWNTOWN TRAIN	Warner Bros 7-22685	Monster
7	2	PAULA ABDUL	OPPOSITES ATTRACT	Virgin 7-3100	Lp #1
5	3	SEDUCTION	TWO TO MAKE IT RIGHT	Ven/A&M VV 1464	Smash
1	4	MICHAEL BOLTON	HOW AM I SUPPOSED	Columbia 38-73017	Leading smash Lp
3	5	JODY WATLEY	EVERYTHING	MCA 53714	Peaking
8	6	AEROSMITH	JANIE'S GOT A GUN	Geffen 22727	Lp is #6
11	7	CHICAGO	WHAT KIND OF...	Reprise 7-22741	Top 40 smash
4	8	TECHNOTRONIC	PUMP UP THE JAM	SBK V-19701	New single breaking
17	9	JANET JACKSON	ESCAPADE	A&M 1477	Going all the way
9	10	SKID ROW	I REMEMBER YOU	Atlantic 2748	Leading Top 15 Lp
6	11	LOU GRAMM	JUST BETWEEN..	Atlantic 88781	Peaking
18	12	MILLI VANILLI	ALL OR NOTHING	Arista 9923	Smash
13	13	EDDIE MONEY	PEACE IN OUR TIME	Columbia 38-73047	Great Top 40 action
20	14	ROXETTE	DANGEROUS	EMI 50233	Leading Top 35 Lp
15	15	BABYFACE	TENDER LOVER	Solar/Epic 74003	Steady
16	16	EXPOSE	TELL ME WHY	Arista ASI-9916	Steady
10	17	TOM PETTY	FREE FALLIN'	MCA 53748	Peaking
21	18	COVER GIRLS	WE CAN'T GO WRONG	Capitol 44498	Gaining at Top 40
12	19	PHIL COLLINS	ANOTHER DAY IN	Atlantic 88774	Lp is #3
22	20	GLORIA ESTEFAN	HERE WE ARE	Epic 37084	#1 Pop Adult
27	21	BAD ENGLISH	PRICE OF LOVE	Epic 34-73094	Exploding
31	22	B-52'S	ROAM	Reprise 7-22667	Leading Top 10 Lp
23	23	MICHAEL DAMIAN	WAS IT NOTHING	Cypress/A&M 1451	Steady
30	24	D MOB	COME ON ...	ffrr/Poly 8867984	Crossing fast now
14	25	JANET JACKSON	RHYTHM NATION	A&M 1455	Peaked

MADONNA

#1 MOST ADDED!



FLASHMAKERS WINNER!
DEBUT 45 HITS TOP
FIFTY SINGLES!

KIIS add
WPLJ add
WBLI add
B96 add
KKBQ add
KRBE add
WXKS add
WZOU add
KJMZ add
WAVA add
WHYT add
WPGC add
KNRJ add
KPLZ add
KDWB add
PRO-FM add
WLOL add
Y100 add

B97 add
FM102 add
HOT102 add
KROY add
Q106 add
KKFR add
WNVZ add
WPHR add
KITY add
WKSS add
KTFM add
KHTK add
CKOI add
KCPX add
WMJQ add
KSAQ add
HOT94.9 add

“KEEP IT TOGETHER”

The New Single

Produced by Madonna and Stephen Bray
Additional Production and Remix by Shep Pettibone

From the multi-platinum album **LIKE A PRAYER**

TOP FIFTY SINGLES

Based on a combination of sales and airplay

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS
33	26	BILLY JOEL	I GO TO EXTREMES	Columbia 38-73091	Breaking
32	27	MICHEL' LE	NO MORE LIES	Atco 7-99149	Gaining at Top 40
34	28	RICHARD MARX	TOO LATE TO...	EMI 50234	Cruising at Top 40
24	29	LINDA RONSTADT	DON'T KNOW MUCH	Elektra 7-69261	Over
25	30	TAYLOR DAYNE	WITH EVERY BEAT	Arista ASI 9895	Falling now
19	31	TESLA	LOVE SONG	Geffen 22856	Falling
38	32	WARRANT	SOMETIMES SHE CRIES	Columbia 38-73095	Hot video
26	33	JIVE BUNNY	SWING THE MOOD	Atco 3039-2	Lp breaking
29	34	MOTLEY CRUE	KICKSTART MY HEART	Elektra 7-69248	Peaking
40	35	MICHAEL PENN	NO MYTH	RCA 9111	Exploding at Top 40
49	36	BIZ MARKIE	JUST A FRIEND	WB/C.Chill 7-22784	Crossing at Top 40
43	37	TAYLOR DAYNE	LOVE WILL LEAD	Arista ASI-9938	Breaking
42	38	WHITESNAKE	THE DEEPER THE	Geffen 19951	Moving at Top 40
45	39	ALANNAH MYLES	BLACK VELVET	Atlantic 4-88742	Crossing fast now
--	40	LUTHER VANDROSS	HERE AND NOW	Epic 34-73029	Smash
48	41	KEVIN PAIGE	ANYTHING I WANT	Chrysalis 4JM-23444	Breaking at Top 40
47	42	LINDA RONSTADT	ALL MY LIFE	Elektra 7-64987	Tons of Top 40
50	43	BELINDA CARLISLE	SUMMER	MCA 24011	Gaining
35	44	JOE COCKER	WHEN THE NIGHT	Capitol 44437	Peaked
--	45	MADONNA	KEEP IT TOGETHER	Sire/WB 7-19986	Most added
36	46	NEW KIDS	THIS ONE'S FOR	Columbia 38-73064	Falling
--	47	KISS	FOREVER	Mercury 876716-7	Killer ballad
--	48	ELTON JOHN	SACRIFICE	MCA 53750	Developing
--	49	TECHNOTRONIC	GET UP	SBK 05327	Hot follow up
28	50	QUINCY JONES	I'LL BE GOOD TO YOU	WB/Qwest 7-22697	Lp #9

<p>A'ME LORAIN (RCA) PHIL COLLINS (Atlantic)</p>	<p>NEXT UP</p>	<p>LISA STANSFIELD (A&M) ALICE COOPER (Epic)</p>
--	-----------------------	--

RADIO TOLD US AND WE LISTENED

"Joyce Irby has been on Q-106 since October and in Power Rotation most of that time. It's especially strong 18-34 females."

-Kevin Wetherly Q106

"An absolute smash for KMEL, Top 10 Call Out for the past 2 months, this record will not die. Hope to see the rest of the world discover this hit."

-Hosh Gurelli KMEL



It's Your Turn To Listen...

On your desk now,
**Joyce Irby's
I'll Be There**

MOT-4707

From the album **Maximum Thrust** MOT-6267



A'ME LORAIN

**WE WANT TO TELL THE
WHOLE WIDE WORLD
ABOUT HER.**

"Whole Wide World." It's a fast-breaking single and the beginning of a fast-breaking career for this vivacious vocalist. She has a debut album coming soon and a hit that's happening right now in your part of the world:

EASTERN:

New York:
HOT97 31-28
WPLJ add
Philadelphia:
WIOQ 13-12
Boston:
WXKS 28-20
WZOU add
Hartford:
WTIC 33-29
Providence:
PRO-FM add

SOUTHERN:

Atlanta:
PWR99 add
Houston:
KNRJ 29-26
KRBE extra
San Antonio:
KITV 18-16
KTFM 27-25
Oklahoma City:
Z99 29-18
Memphis:
KMPZ debut 30
Nashville:
Y107 debut 30
Augusta:
WBBQ debut 40

CENTRAL:

Chicago:
B96 25-21
Milwaukee:
HOT102 add
Detroit:
WHYT extra

WESTERN:

San Francisco:
KMEL 18-15
San Jose:
HOT97.7 26-23
Los Angeles:
PWR106 35-32
Phoenix:
KOY-FM debut 28
KZZP 30-26
KKFR 28-27
San Diego:
KKLQ 22-19
Salt Lake City:
HOT94.9 19-15
Albuquerque:
KKSS 16-12
Denver:
KS104 add
El Paso:
KPRR 24-17
Oxnard:
KCAQ debut 37

"Whole Wide World," written and produced by Elliot Wolff ("Straight Up").



TMK(a) Registered

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HITS

FRONT PAGE



January 29, 1990

Volume 4

Issue 176

\$5.00

At Least Nobody Wee-Wee'd On The Floor

THE EFFIN' AMA'S!

Paper Chase Part 3

Here are some facts about **Junk Mail** you should be aware of*:

- Americans receive almost 2 million tons of junk mail every year.
- The junk mail Americans receive in one day could produce enough energy to heat 250,000 homes.
- About 44% of the junk mail is never opened or read.
- Nonetheless, the average American spends 8 full months of his or her life just opening junk mail.
- If only 100,000 people stopped their junk mail, 150,000 trees could be saved every year. If a million people did, 1.5 million trees could be saved.

Some Tips

To prevent your name from being sold to most large mailing services, write to: **Mail Preference Service**, 6 East 43rd Street, N.Y. N.Y. 10017.

Contact your junk mail distributor to delete your name from their list. **Direct Mail Association** (212 689-4977), **Advo-System Inc.** (213 637-0438) and **Harte-Hanks Direct Marketing** (714 996-8900) will remove your name upon request.

Finally, **recycle** your junk mail. If it's printed on

continued on page 14



The Rock And Roll Hall Of Fame Jam — *It was happening. At least that's what people who were there told us.*

Photo: Ebet Roberts

Quotable Quote

Tattooed love goddess of the stars **Cher** had this to say about her physical charms: "The reason I come off as sexy and attractive is because I have had myself rebuilt. I had the hair under my arms taken care of. And I had an operation to firm up my

breasts. And I spend about \$1,000 a week to have my toe nails, fingernails, eyebrows and hair put in top shape. I'm the female equivalent of a counterfeit \$20 bill. Half of what you see is a pretty fair reproduction, and the rest is a fraud."

Dave Barfs

For the first time *ever*, after putting together 175 consecutive issues of this rag, Managing Editor **Dave Adelson** has failed to answer the bell on deadline day. He turned green

late Monday afternoon, went home and puked his guts out all night long. It musta been the falafel. Get well soon, Dave, and bon appetit.

By the time West Coast viewers tuned in to the American Music Awards Show, ABC censors had already cut out the bits that everyone agreed were the show's highlights — **Guns N' Roses** bozos **Slash** and **Duff** forgetting several times that you're not supposed to say the "F" word on network TV. Will AMA honcho **Dick Clark** banish them for life from his shows, as he did **Andrew "Dice" Clay** at last year's MTV's Video Awards? Maybe it'll be *Axl si*, *Slash no*.

Along with fuckin' **Slash** and **Duff**, **Prince** shook up the proceedings by coming on stage to accept his lifetime achievement award with his face sprouting the most godawful whiskers this side of **Cliff Burnstein**. But these were the only surprises on an awards show that has come to celebrate the lowest common denominator as if it were a religion.

As usual, most of the "live" music was canned. In **Alice Cooper's** production number, a biker vision of the Miss America Pageant, a fast fade left poor Alice and his band making their arena moves in sudden silence. Oops.

On the upside, **Janet Jackson** and **Bobby Brown** hoofed brilliantly, while *continued on page 14*



PIC OF THE WEEK



He's Kind Of A Drag
 Looking more like Goy George than Marilyn Monroe or one of those pesky Madonna wannabes is KC101 PD Stef Rybak. Hel-she is trying to pass him/herself off as the real thing at one of those typical radio events that stations hype on the air for weeks in an imbecilic attempt at self-promotion. Not buying Rybak's act for one minute are (l-r): KC101's Tom Poleman; SBK recording artist Felly and SBK's Michele Block. Forever the crazy little geezer, Rybak took the opportunity to visit the ladies room 43 times during the course of the evening.

Quick Hits

The Most Added records at Top 40 radio this week were #1 **Madonna** (Sire/WB), #2 **Lisa Stansfield** (Arista), #3 **Technotronic** (SBK), #4 **Kiss** (Mercury) and #5 **Biz Markie** (Cold Chillin'/WB). Recent Wildcard winners **Alannah Myles** (Atlantic) and **Michael Penn** (RCA) both scored big weeks among the national Top Ten Most Added.

WILD CARD

LUTHER VANDROSS (Epic)

Yes, Luther! This one won't go away because it's real, and sales are fueling the uprising. It's already been #1 at WPGC and HOT105, is currently #1 at KMEL and WUSL, and other hot action includes KKMZ 3-2, WCKZ 6-4, KITY 8-5, KYNO 4-3, FM102 9-8 and Y100 26-18. Major market adds this week at KRBE, Q105, Q95, PWR96 and KS104. Closing everywhere! Epic's hot!

Kid Leo Is An Adult Now

Former Great American Radio Weasel **Kid Leo**, who somehow weaseled his way into a gig as VP, Artist Development, at Columbia Records, has been put in charge of the label's four new music departments — Alternative, Dance, Jazz and Metal — effective immediately.

On hearing the news, Leo commented: "Does that mean right away, or can I go to the little boys' room first?"

Prior to joining Columbia a year ago, Leo worked for 15 years at Cleveland's WMMS, during which time he also organized Browns fans into the now-famous humanitarian group the Dawgs. In appreciation of his efforts in support of the team, owner **Art Modell** gave the Kid the honorary title of Total Brown Nose.

Stated Columbia President **Don Ienner**: "Leo's role in overseeing development of Columbia recording artists' careers now takes on a unique dimension."

Stated Leo, whose real name is O. Leo Margarine: "Wha'd he say? I don't understand those big words Donnie's using. Cheez, maybe I shoulda stayed in Cleveland."



Kid Leo: Returns to Cleveland for haircuts.

A Tall Photo



Look, we can't ID all these Jive rappers, dancers and executives surrounding Zomba Group Sr. VP **Barry Weiss** (he's the loser second from left) at a party thrown by WBLS in New York. Rest assured, the group was totally captivated and mesmerized as Weiss spent the next three hours and 37 minutes recalling the highlights of his bar mitzvah. Yes folks, Barry certainly is a geek.

Cawley Sr. VP At EMI Westwood One Sees Red

EMI, which really stands for *Erythropoietin Mitochondrion Ichthyophagous*, has named The Man, The Myth, The Legend to the post of Sr. VP of Marketing. We're talking about **Jim "You Can Call Me Flower" Cawley** to the post of Sr. Vice President of Marketing.

The announcement was made by EMI President & CEO **Sal Licata** who noted he has yet to meet his new executive, but a couple of guys at the corner deli said he was a "righteous dude."

Cawley will report to Sr. VP/General Manager **Ron Urban**, except on weekends when he is at his country house. At that time, he will report to **Ron Rural**.

Cawley began his career 14 years ago in the Arista mailroom. Unable to master the complexities of that job, he was appointed Regional Marketing Director, East Coast; National Sales Direc-

tor's Vice President, Sales and Sr. VP Sales & Distribution for the label.

According to Licata: "We welcome him to the EMI family with open arms." HITS has learned those arms include an AK47, an Uzi submachine gun and a sawed off 12 gauge.

According to Cawley: As head of marketing, I vow only to purchase free-range chicken, recyclable paper goods and those nifty little Granny Smith apples." Thanks Jim.



Jim Cawley: He likes mosquitos.

Westwood One, the nation's second largest radio chain (after ABC) and the creator of **Pirate Radio**, predicts a \$24 million loss for the current fiscal year, according to the *L.A. Times*.

Part of the loss is the result of Westwood One's recent acquisitions, including L.A. station K-LITE, which the company transformed into Pirate Radio; another part — over \$6 mill — went out as

the settlement of a shareholder class-action lawsuit.

And there may be another problem ahead, with the Federal Elections Commissions looking into a complaint that Chairman **Norm Pattiz** allegedly made an improper contribution to the presidential campaign of Sen. **Joseph Biden**.

And now for the good news: Ad revenues grew by 12% in 1989.

Ringo Gets Back "Wiped Album"

Producer **Chips Moman** has received \$74,000 in expenses from **Ringo Starr** in return for the masters to 14 songs recorded by the ex-Beatle while he was drinking up to 16 bottles of wine a day. That figure is less than half the amount Moman was asking for; originally, he sought \$162,000 in expenses incurred during the recording of the 1987 album project in a Memphis studio.

This means, in effect, that the results of Starr's besotted sessions will never be released to the public. It also means that a bootleg will almost certainly be making the rounds by the end of the year. We can't wait to hear the album's key songs: "Hiccup, Up And Away," "Memphis Booze Again," "If I Could Turn Down Wine" and "Brain In Vain."

Two More Shots From The Rock And Roll Hall Of Fame Dinner



The Rock And Roll Hall of Fame recently inducted another group of deserving musical pioneers, including the **Who**, the **Kinks**, **Simon & Garfunkel**, the **Four Tops** and the **Four Seasons** (pictured l with **Bob Crewe**). On hand to help honor the inductees at the always plush Waldorf Astoria were Irish rockers **U2** (pictured r), who did their very best to keep the an-



themic theatrics down. In fact, so low-profile was axe man **The Edge** that **Bono** actually thought for a second he was somewhat crazy guitar-slinger **Joe Walsh**, killing time before the **Eagles'** reunion — hence that sheepish look on ol' Bondo's face.



Montana Picked Off



They've been making a big deal about how long it's been since 1990 Super Bowl champion **Joe Montana** has been intercepted. But that doesn't count the time Columbia VP of National Singles Promotion **Burt Baumgartner** (l) intercepted Joe as the Niner QB was attempting to leave a recent banquet. "Hey, aren't you Joe Montana?" Baumgartner asked. Replied Montana: "Hey, aren't you the guy who's here to clean the toilets?" Undaunted, Baumgartner and bodyguard **Herbie Herbert** forced Montana to pose with them for this picture. Said Montana after making his escape: "I haven't been this mad at Denver since all that newsprint came off on my clean jersey." (Ed Note: God bless you, Joel.)

Quick Hits

MTV adds this week are **Peter Murphy** (RCA), **Phil Collins** (Atlantic), **Rush** (Atlantic), **Richard Marx** (EMI), **Fine Young Cannibals** (IRS/MCA), **Kevin Paige**

(Chrysalis), **Terence Trent D'Arby** (Columbia) and **Eric Clapton** (Reprise). Peter Murphy, #1 on this week's **Post Modern** chart, moves right into **Buzz Bin**.

MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUND TRACK
1 BORN ON THE FOURTH	6.2m	4740	32.6m	MCA
2 TANGO & CASH	4.3m	2772	44.7m	—
3 WAR OF THE ROSES	4.2m	2764	67.1m	—
4 INTERNAL AFFAIRS	4.0m	4136	11.1m	—
5 TREMORS	3.7m	2535	3.7m	—
6 ALWAYS	3.5m	2890	30.9m	—
7 STEEL MAGNOLIAS	2.9m	2160	60.7m	Polydor
8 LITTLE MERMAID	2.8m	1842	65.2m	Disney
9 DRIVING MISS DAISY	2.6m	9509	9.1m	Varese
10 BACK TO THE FUTURE II	2.4m	1555	107.5m	—

ON RECORDS By Lenny Beer

Rap & Roll

MAYBE ELVIS STARTED IT: I guess my earliest memory of talkin' music came from **Elvis Presley**, who broke into his recording of "Are You Lonesome Tonight?" and started rappin' at us way before we knew what the heck rappin' was. Then there was **Lou Reed**, who caught his biggest smash ever with a white rap known as "Walk On The Wild Side." Then, in the '80s, all hell broke loose and rap became the new "art" form.

The media declared that the new music breakthrough from the past decade was rap, and a quick look at the cornucopia of rap albums on the national charts easily confirmed the declaration. Yet, when this writer suggested in a recent "what to look for in 1990" article that rap was here to stay, many took exception. So I'll say it again and challenge any and all to disagree. **Quincy Jones** (WB) has incorporated rap as a major player in his latest album, an overview of the R&B marketplace. And a quick listen to the radio tells us that the two hottest-selling new artists, **Milli Vanilli** (Arista) and **Paula Abdul** (Virgin), break into their current smash singles with "mass appeal" raps. It's commonplace for superstar

Bobby Brown (MCA) to mix singing and rap in almost all of his hits, and the new artists just keep breaking every week.

TV TELLS ALL: However, the loudest stamp of approval is happening on television as MTV has exploded the rap market with their daily "Yo! MTV Raps" segment, awards shows galore are now celebrating with special categories and airtime for rap and rap artists, and even the staid Grammys have included a rap category to expose it and stamp it with an established mark.

SO HERE COME THE NEWIES: The latest rap breakthroughs heading for the masses are **Biz Markie** (Cold Chillin'/WB), **3rd Bass** (Def Jam/Columbia) and **Heavy D & the Boyz** (MCA). The former is exploding at Top 40 with his novelty smash, "Just A Friend," while the latter two are just making inroads at radio after proving success in the sales marketplace. No matter what some negative programmers claim, Top 40 radio is and always has been a reflection of pop culture. They will play rap as long as the audience demands it, and the audience is speaking loud and clear.



Biz Markie: Breaking the Top 40 barrier.

L.A. GUNS

NEVER ENOUGH

(876 340-4)

From the album **COCKED & LOADED**

(838 592-1/2/4)



CROSSOVER!

WAPE add
 JET-FM add
 KTUX add
 KFBQ add
 KNIN add
 KQIZ add
 WAYS add
 WOMP add

KRZR deb 28

WAAF 19-13

BREAKING AT:
KATM

X Y M O X

Imagination

FROM THE ALBUM *TWIST OF SHADOWS*

KNRJ add
 KSAQ add
 KWTX add

KKBQ 14-11
 KZOZ 30-27

BREAKING AT:
KRBE

X





Paula Ripped Off Paper Chase

Dance/pop superstar **Paula Abdul** was robbed Monday night (1/22), despite winning a pair of American Music Awards. No, she was *really* robbed, as burglars made off with *mucho* loot from her temporary residence. (And you can be sure that the security at her new home will be beefed up in the wake of the robbery.) The perpetrators left enough clues to cause the police to feel confident about tracking down the criminals, but they would say nothing else. Whoever it was knew Paula would be out that evening. As to whether the ripoff was an

inside job, it's too soon to speculate. Said co-manager **Larry Tollin**: "On a night when Paula was on such a high from all the accolades and satisfaction she received, it's really a shame that this had to happen. It's not only the financial loss, it's the personal infringement on her privacy." The burglary puts a cloud over Abdul and her amazing ascendance, but the bumner should only be temporary. According to Tollin, Paula's "looking into film situations" as she gets set to choreograph the upcoming Oscars.

continued from page 9
newsprint, toss it in with the newspapers. Make a separate pile for quality paper. Most recycling centers accept both white and colored paper. Envelopes without windows are also recyclable.

Special note, HITS is an excellent source of heating fuel. Burn quickly before reading.
Source: "50 Simple Things You Can Do To Save The Earth."

Long Distance Caption



Reprise has signed the Distance, the all-star band that formed after working as a unit on Robert Palmer's breakthrough album, "Rip Tide." There are so many people in this photo that we don't have room to pollute it with our bull poopie. Just look at the faces — they're funny enough. Pictured, standing (l-r): Reprise's Rich Fitzgerald, Randy Phillips of Stiefel-Phillips Management, three extremely big deals from WB, and Stiefel-Phillips' Arnold Stiefel and Lorne Saifer. Seated: band members Jeff Bova, Bernard Edwards, Robert Hart, Eddie Martinez and Tony Thompson.

American Music Awards

continued from page 9

Paula Abdul and **Rod Stewart**, framed the show impressively. All the rest was on tracks. All the popular acts won two awards each. *Cash Box* got some exposure and the teenage girls in the balcony

screamed a lot. Things may have gotten real exciting at the end, but we don't know for sure. Everybody we know who watched the show on TV fell asleep long before it was over. Good night, Dick.

Steve Perun Stuffs It -- Again

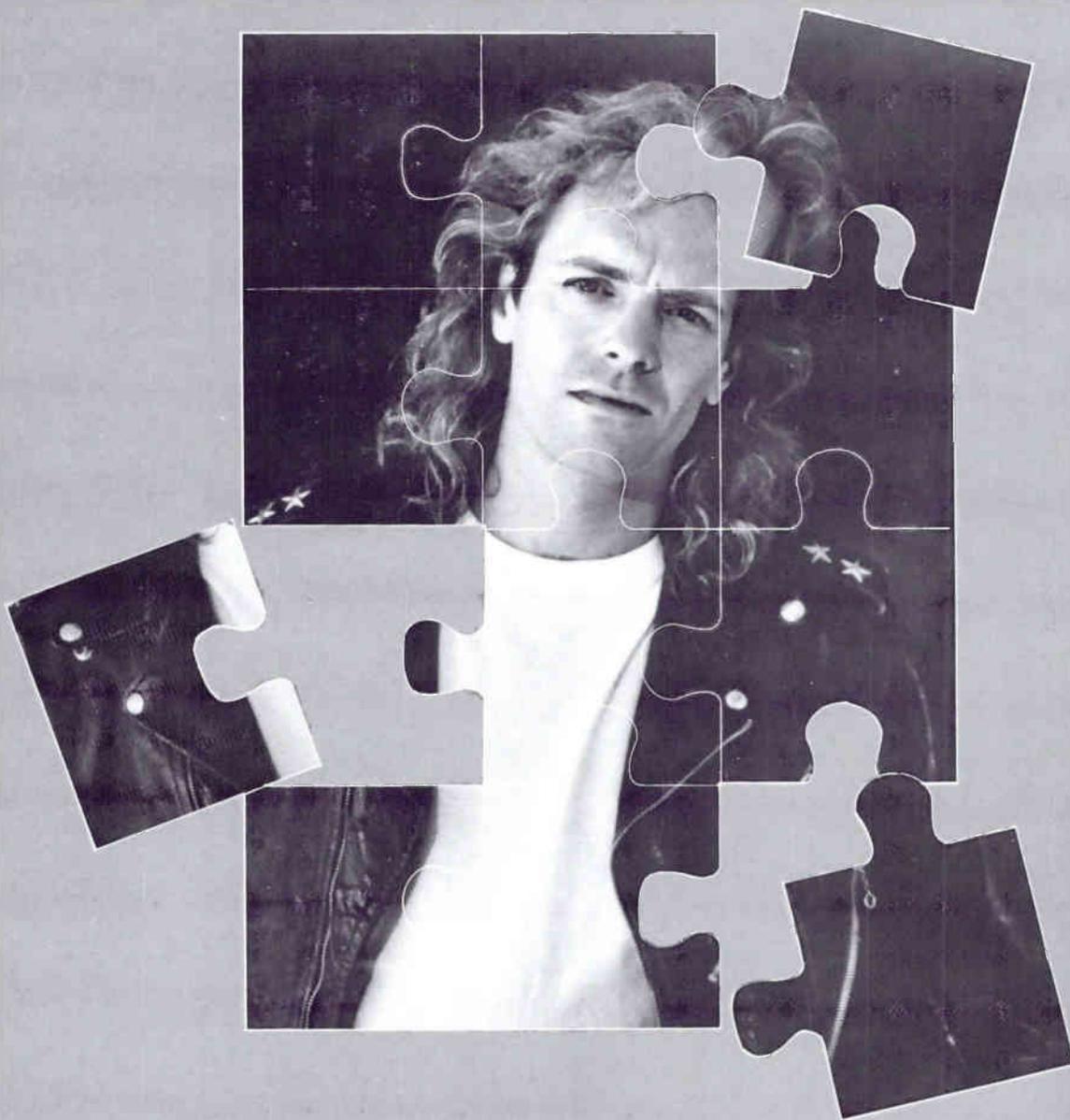


New B104 Baltimore PD Steve Perun and Assistant PD/MD Pam Trickett hosted nearly a hundred industry reps and execs to a "Welcome the '90s" appreciation party. Perun (never known as the loosest of programmers) offered a free add to any label rep able to take him two out of three on the stupid B-ball game on which Steve spends all his time practicing. Steve beat all comers, no one got adds, Perun's still tight, and who



really cares? In the photo at left, Perun and Atco's Craig Lambert cover the hair on their palms. In the other photo, Arista's Rick Bisceglia and Perun surround switchboard operator Sarah Blakeney, who spends her whole day saying, "Steve's not in now; there are no adds this week; can I take a number?" (Ed Note: Nice hair, Steve.)

TRYING TO PIECE TOGETHER NEXT WEEK'S PLAYLIST?



PETER FRAMPTON'S "MORE WAYS THAN ONE"

THE NEW SINGLE
FROM THE ALBUM
WHEN ALL THE PIECES FIT



On Atlantic Records, Cassettes and Compact Discs

© 1990 Atlantic Recording Corp.® A Warner Communications Co.



AIRHEAD

THE R.I.A.A. GETS TOUGH WITH D.A.T. MAKERS...



NOT FEELING TOO **CHiP-PER**, EH... STAY TUNED...

The Ladder

a rundown of executives on the move



Jeffries Neufeld Cappellini Fleischman

This week's executive poop comes straight out of *Cash Box*, which continues to set the standard for music trade journalism. For this, we salute them.... Big doin's at Elektra, with Nancy Jeffries coming in as V.P., A&R. Jeffries most recently held a similar position at Virgin, where she signed Ziggy Marley, Keith Richards, Iggy Pop and Lenny Kravitz. Before going to Virgin, she worked at A&M, where she signed Suzanne Vega. Before that, Nancy worked on her tan. Elektra Grand Fromage Bob Krasnow cites Jeffries' "special prescient understanding of both market needs and artistic quality." Look it up!.... Also at Krasnow Corp., Brad Neufeld has named himself V.P. of Special Projects. For his first special project, Brad gave himself a hefty raise and three weeks in the Bahamas.... George Cappellini has been appointed to the newly created post of National Promo Dir. at Geffen Records. He'll stay in Atlanta rather than moving to Smogtown, for all the obvious reasons. Cappellini was congratulated by his relatives, George Linguini, George Tagliatelle, George Ziti and George Melanzana al Forno.... At Atlantic, David Fleischman has been

promoted to Sen. Dir. of Album Promo. Prior to the promotion, Fleischman was Jr. Director of Album Promo. Prior to that, he was Sophomore Dir. of Album Promo.... Joyce Castagnola is the new Dir. of National Sales for Virgin Records. Castagnola has no plans to sell her seafood restaurants in Santa Barbara and Redondo Beach.... Also at Virgin, Diana Fried has been appointed Dir., National Singles Sales. She has worked as assistant to Jim Swindel at both Virgin and Island. According to Swindel: "Diana's attention to detail and great follow-through have been invaluable." Fried's family, French, Kentucky and, hopefully, James Brown, congratulated their relative.... Warner/Chappell Music has appointed Rick Shoemaker Sr. V.P., Creative, U.S.A. Shoemaker, who was previously a big wheel at MCA Music, is extremely creative, and he's also nationwide.... Steve Holmberg has been named V.P., Finance and Administration, at Enigma Ent. A CPA with an accounting degree, Holmberg has gotten a rep around Culver City for being a wild partier. When he's feeling really crazy, he's been known to actually wink.

UNCONVENTIONAL WISDOM

The street takes a look at First Time Presidents and, as always, has taken a "wait and see" attitude with the bulk of them. Among those who get the thumbs up on their freshman efforts are Virgin's dynamic duo, Columbia's Don and Epic's adhesive.

Don Jenner	➡	Giant '89! Brought back old prestige with new acts.
Ayeroff/Harris	➡	Old UW: They talk a mean game. New UW: Whatever they say goes.
Dave Glew	➡	His patience is a virtue. Whatever he's done to bond his troops has stuck.
Derek Shulman	⬅	Diligently building Atco into a Gentle Giant.
Hale Milgrim	⬅	How cleansing will this Halestorm be?
Mike Bone	⬅	Will try to prove Island doesn't only fly by U2.
John Sykes	⬅	He scored at MTV & Champion. Can he make the butterfly soar?



Castagnola Fried Shoemaker Holmberg

McAULEY SCHENKER GROUP

"ANYTHING"

THE NEW SINGLE FROM THE DEBUT ALBUM **SAVE YOURSELF**

Produced by FRANK FILIPETTI
Management: Doc McGhee, Olaf Schroeder, Doug Thaler for MCGHEE ENTERTAINMENT

"A primo power ballad. This is a great solid record!"

— Doug Sorensen, KATM, Colorado Springs

"When we play 'ANYTIME' the phones light up all the time."

— Dan Kiley, Andy Hall, KDWZ, Des Moines

"I can't play this record without someone calling and asking, 'Who was that?'"

— E. Curtis Johnson, KRZR

"After only 2 weeks into this project it's already getting good response & phone calls, so we had to move it up in rotation."

— Rick McKenzie, WAAF, Worcester

"It makes my balls tingle!"

— Mark Cruz, KXXR, Kansas City

"With LZR & QFM airplay, MSG has a solid base in Milwaukee and top ten sales since its release."

— Randy Houser, MAINSTREAM RECORDS, MILWAUKEE

"Great Power Ballad, distinctive vocals, big phones in one week."

— Kathie Romero, KSAQ, San Antonio



Capitol
RECORDS

NEAR TRUTHS

By I. B. Bad, Los Angeles

Remember all those rumors of an Eagles reunion? Well, it appears it's goin' down in the form of a summer tour. There'll also be one of those hefty boxed set retrospectives (on Elektra) that could feature as many as three new tunes. Messrs. Henley and Frey are in, though Eagles flying with this one are still in the air.... Barrister Paul Shindler's name is making the rounds in connection with a vacant label throne. Our guess is that it would mean a pay cut.... After what was considered a done deal, David Simone will not be reporting to work at Motown. Designated gunslinger is now PolyGram's Harry Anger who will head all international affairs and assume the title of COO, reporting to Jheryl Busby.... Peter Lubin has exited his post at Brockum Merchandising, the company he founded, built (Guns N' Roses, Motley Crue, Def Leppard and Bon Jovi) and sold to Michael Kohl's CPI. He'll be joining Irving Azoff's new empire.... Speaking of Mr. Azoff, the rumors about Michael Ostin are thickening. Will things clear up shortly?.... EMI's Jim Fifield and Colin Southgate currently at Midem where there's some buzz about an impending deal with David Geffen. If some-

thing does go down, who'll buy who?.... Much sought after and very hot Promo Domo Butch Waugh has agreed to a big new deal with RCA.... Speaking of sought after, Promo VP Bob Catania is still under contract and working at Island, though Charisma and another New York based powerhouse are very interested. Stay tuned. There's action to come.... David Bates is out of the running for the vacant Phonogram UK MD slot, though we hear there's big things to come for him shortly.... It appears Marc Geiger will be staying at Triad.... Ernie Singleton is reportedly up for a major post at MCA, though his contract with Warner Bros. isn't up until the end of the year. If he leaves, will this mean more responsibility for A&R gunslinger Benny Medina?.... Speaking of MCA, is Richard Palmese's much anticipated promotion happening shortly?..... Beau Hill to join Jimmy Iovine at his new label which is expected to go through Atlantic.... Westwood One czar Norman Pattiz is calling a recent *Forbes* article about his company a "hatchet job." Meanwhile, WWI has cancelled its sale of its half interest in a N.Y. radio station, and the purchase of a station in San Diego.... MTV looking to put together a huge, star-studded "We Are The World" type extravaganza in honor of Earth Day. That action should take place around Grammy time.... Lippman/Kahane has signed Jane's Addiction for management.... And finally, will someone please help Peter Paterno & Wes Hein name their label? It appears legal nightmares can't be resolved and they will once again search for a new moniker.... Names in the Rumor Mill this week: Cassandra Mills, Abbey Konowitch, Gary Gilbert and Peter Lopez.

Motown Mogul



Harry Anger — Heading to Sunset Blvd.

CONTESTS

Another Hits Dumb Contest

DUMB ANSWERS FOR DUMB CONTEST as HITS & Virgin Present The DUMB GRAMMY[©] CONTEST IV

Win Portable Cellular Phones, VCRs, CD Players !!!

Paula Abdul, Soul II Soul, the late great Roy Orbison — Virgin has reason to be proud of its Grammy showing. So why's everyone there so ashamed? Easy, they're sponsoring this year's Dumb Grammy[©] Contest. There are three sets of prizes — "RADIO," "RETAIL," & "OTHER VERMIN." Speaking of ashamed, these people oughta be:

DAVE DENVER, Q105

- Record Of The Year: *Billy Joel*
- Album Of The Year: *Traveling Wilburys*
- Song Of The Year: *"The Living Years"*
- Best New Artist: *Milli Vanilli*
- Pop Vocal Male: *Richard Marx*
- Pop Vocal Female: *Bette Midler*
- Pop Vocal Group: *Fine Young Cannibals*
- Rock Vocal Male: *Joe Cocker*
- Rock Vocal Female: *Bonnie Raitt*
- R&B Vocal Group: *Soul II Soul*
- Hard Rock: *Guns N' Roses*
- Heavy Metal: *Metallica*
- Producer Of The Year: *LA & Babyface*

BILLY BRILL, GEEK, MCA

- Record Of The Year: *Fine Young Cannibals*
- Album Of The Year: *Tom Petty*
- Song Of The Year: *"Wind Beneath..."*
- Best New Artist: *Milli Vanilli*
- Pop Vocal Male: *Prince*
- Pop Vocal Female: *Gloria Estefan*
- Pop Vocal Group: *Fine Young Cannibals*
- Rock Vocal Male: *Tom Petty*
- Rock Vocal Female: *Tina Turner*
- R&B Vocal Group: *Soul II Soul*
- Hard Rock: *Guns N' Roses*
- Heavy Metal: *Dokken*
- Producer Of The Year: *LA & Babyface*
- Deadline: *Day Before The Grammys! One Entry Per Person! God Bless You!*

LETTERS

Gregg Who?

Dear Editors (Using that term in its loosest sense):

I was recently perusing your fine magazine, priced economically at \$5.00 an issue, when what to my wondering eyes should appear than a lovely picture of Taylor Dayne with the equally lovely Music Director and Promotion Director of my lovely radio station, WLOL.

I registered mild surprise that a coastal trade magazine like HITS would print a Midwestern picture, but I was even more surprised to read that I was in fact in this picture. Upon further review, I noted Arista Rep Tom Moran and Reprise Rep Ken Ormberg. I can but assume that a hoax has been perpetrated on your fine magazine. Either that, or I am, in fact, Ken Ormberg. Even though we do seem to add Reprise records at an alarming clip, I can assure you that no, I am not Ken Ormberg. I checked my wallet.

I know that you would prefer not to have the general public confused and befuddled. In the future, please don't use Ken Ormberg's picture for mine unless you agree to dress him better.

Also, could you please call Rick Bisceglia and ask him to call Rich Fitzgerald to get this Expose add?

Thank you for your dedication and journalistic perseverance, or whatever.

As Sincerely As Possible,
Gregg Swedberg
Operations Manager
Program Director
Ken Ormberg Impersonator
99.5 WLOL

HITS Replies: Wise up Gregg — Ormberg's travelling the country telling everyone he's you. He's told Visa, Mastercard, American Express and the IRS. He's also told your wife, but she doesn't believe him — she ain't complaining — she just doesn't

believe him. Oh yeah, we're having Fitzgerald call Arista to make sure Clive will talk to Bisceglia.

He's Lucky

Dear People:

There seems to be some mix up. Received no HITS magazine for three weeks.

Marco Metzler
Asst. Manager
Record World
Springfield, Va

Hits Replies: WHAT THE HELL ARE YOU COMPLAINING ABOUT??!! We get thousands of letters every day from people pleading, DEMANDING we cancel their subscriptions. They send some money or offer us their daughters to take their names off the mailing list! We're nice to you and this is the thanks we get? No wonder you're an Assistant Manager.

Yeah, Right

Dear Anita:

The new "Revenge Of Post Modern" CD is brilliant! I've been getting great responses from our listeners, especially the new Cramps song — what an amazing concept. I do a lot of nightclubs gigs, and would love to play some of those songs for the patrons. If you could send me a copy of the CD, I'd really appreciate it!!

Keep up the good work!
Robin Roth
91X nighttime slave

Hits Replies: Forget the "Revenge" CD. The one you want is "Post Modern on a bloodthirsty, Cruel, Killing, Ripping Apart, Smashing, Staying Up Late, Picking Its Nose, Not Taking A Shower, Being Sent To A Drug Clinic, Coming Back Sober & Boring, Stealing Cars, Robbing Liquor Stores, Getting Shot & Killed Rampage." Now that's a CD. In other words — FORGET IT!!

FAR TRUTHS

By Danny Fields, New York

The 1990 Rock and Roll Hall Of Fame Dinner was, of course, the event that ruled in New York City in this balmy January week just past. Smoothly executed, and utterly glamorous and sentimental, the evening began with cocktails for you hoi polloi in the Eastern suites, and high-level schmoozing for inductees, inductors, moguls and media in grandiose West Foyer. **Diana Ross** was going to come down just to have her picture taken (no TV, please, no questions), but changed her mind, whilst **U2** are such very big stars that they could neither talk to the press, stay for the traditional jam that ends the evening, or even dress up just a bit. But for the most part, star trips were not in evidence, and it was appropriately all about the music and the men and women who made it so brilliantly. Messrs. **Robert Krasnow**, **Seymour Stein**, **Jann Wenner**, **Jon Landau** and of course **Ahmet Ertegun** were the industry titans who presided on stage, introducing introducers and being generally regal. Particularly memorable were Stein's evocations of New York in the 50's, and Jon Landau's introductions of the great songwriting teams of **Holland Dozier and Holland**, and **Goffin and King**. **Phil Spector** was his usual remarkable self, and **Hank Ballard's** turn at the podium was the most emotionally gripping moment of the night, as he was overcome remembering his wife, who was killed last year in New York by a hit and run driver. **Bobby Darin's** son **Dodd** brought gasps from the crowd, so closely does he look like his late father. **Bonnie Raitt** was touching and informative inducting early influence **Ma Rainey**, and **Bono**, who inducted **the Who**, was amusing, believe it or not, talking about the great noses of rock and roll.

Touching



Bonnie Raitt — brought *Ma Rainey* into Hall Of Fame.

Pete Townshend himself was properly serious — those who expected one of his slashing roasts were let down, but who or what could he have roasted on an occasion such as this? Estranged brothers **Ray** and **Dave Davies** of the **Kinks** were dancing on the edge of a long-running drama, and estranged singing partners **Simon** and **Garfunkel** patched it up for the cameras and microphones. In fact, it was wondrous (though perhaps not so wondrous) how much estrangement there was, and has always been at Hall Of Fame dinners amongst groups and erstwhile partnerships, and how beautifully it is kept in check for the duration of the evening. With some noteworthy exceptions. **Diana Ross** caused a sensation with a skirt so wide and stiff that no one could possibly stand next to her, and which she cunningly tilted upwards for the photographers at the foot of the stage. **The Platters** were mesmerizing, **Graham Nash**, **Boz Scaggs** and **James Taylor** totally elegant in word and deed, as they inducted the **Kinks**, **Hank Ballard** and **S&G** respectively, **Frankie Valli** looked a bigger star than ever, and **Stevie Wonder** was the wit of soul. Best film clip: **Louis Armstrong** — it told us why we were all there in the first place.

STATSHEET

ARTIST	AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	Lp SALES (1 to 10)	45 SALES (1 to 10)
JANET JACKSON	6.56	165	38	9	9	10	8
ALANNAH MYLES	5.31	71	10	0	9	5	5
RICHARD MARX	4.58	117	2	0	7	8	9
BILLY JOEL	4.57	113	2	1	7	10	3
B52'S	4.40	99	9	3	8	10	7
BIZ MARKIE	4.35	21	7	3	10	3	8
MILLI VANILLI	4.27	107	30	9	8	10	8
WARRANT	4.15	81	10	5	9	6	5
ROXETTE	3.85	89	63	10	8	6	9
BAD ENGLISH	3.76	92	25	11	8	7	6
D'MOB	3.70	78	17	4	8	1	5
TAYLOR DAYNE	3.61	65	0	0	7	6	-
WHITESNAKE	3.44	52	0	0	3	8	1
PHIL COLLINS	3.38	10	1	1	3	10	-
STEVIE B	3.29	9	6	2	6	1	1
COVER GIRLS	3.27	69	31	12	8	2	7
CHICAGO	3.24	72	14	43	4	7	7
MICHAEL PENN	3.23	52	3	2	6	4	5
LINDA RONSTADT	3.22	44	1	1	7	9	-
TECHNOTRONIC	3.20	7	1	0	10	8	3
DEPECHE MODE	3.14	20	10	3	9	-	6
ELTON JOHN	3.07	30	5	1	3	3	3
JOAN JETT	3.04	29	0	0	9	6	-
GLORIA ESTEFAN	2.99	65	28	7	3	8	6
MICHEL'LE	2.88	28	23	12	6	5	9
LUTHER VANDROSS	2.80	14	9	8	2	8	8
KISS	2.79	18	0	0	6	1	-
K.PAIGE	2.78	36	2	0	5	1	1
EXPOSE	2.76	58	41	8	3	2	7
SKYY	2.76	5	3	3	4	1	5
JIVE BUNNY & MASTER	2.67	10	0	0	1	7	1
JAYA	2.62	12	13	7	4	-	6
LENNY KRAVITZ	2.45	8	2	2	4	3	1
ALICE COOPER	2.38	20	0	0	7	6	2

Average Move: The average upward radio playlist movement of the single.

Aggressive Moves: The number of key reporters moving the single up four or more positions on their playlist.

Top 10/Top 5: The number of reporting playlists showing Top 10 and Top 5 positioning.

Requests: Based on hot phone mentions from our reporters, listed on a 1-10 scale, 10 being strongest.

Lp Sales: Piece count reports from leading merchandisers on a 1-10 scale.

45 Sales: Based on reports from key retailers and one-stops. Info is on a 1-10 scale.



INTEROFFICE MEMORANDUM

FORM 2022

DATE	1/19/90
TO	Richard Palmese
FROM	Steve Meyer
SUBJECT	Radio Research
COPIES	Billy Brill

Re: ELTON JOHN

The following is a breakdown of some of the research that the promotion staff has received thus far on **Elton John's** current single: **Sacrifice**.

KXXR, Kansas City

After one week of daypart airplay, receiving more requests everyday with 25+ male & female demos.

WXKS, Boston

Top 20 call-out.

WPHR, Cleveland

Positive Adult call-outs.

KCPX, Salt Lake City

Solid 18+ demo record.

Q101, Chicago

#1 in research in all demos! Station has told us they are willing to conference with any and all CHR's to dispense this information.

FM100, Memphis

After one week test, 80% positive in call-outs. Immediate requests with upper-demo females predominant.

WBBQ, Augusta

Top 20 phones; mostly adult demos. Immediate sales & turnaround with stations showing Top 20 sales research on CD/cassette.

KZFM, Corpus Christi

Station reports reaction like that received on "Candle In The Wind." Originally day-parting; now Top-10 all demos, even some teens requesting.

WQUT, Johnson City

Top-5 phones for 3 weeks. Station will give a "hot" report this week. Suprised that there are male as well as female requests.

WXLK, Roanoke, **WKHI**, Ocean City, **WCIR**, Berkley

All showing adult phones, 25+ females, and all saying unusual phone activity for an adult record.

KWTO, Springfield

Phones, 25+ male & female demos.

Following are some of the key moves this week:

Y100	deb	23	Q95	7-3	KDWB	30-26
KUBE	deb	28	Q101	9-7	FM100	31-27
PRO-FM	deb	30	KISN	11-7	WXKS	34-28
Y108	deb	30	KXYQ	11-10	KXXR	36-31
WPHR	deb	32	KCPX	28-22	KSAQ	40-32
			WBBQ	28-23		

ELTON EXPLODES WITH ANOTHER SMASH BALLAD. WILL RE-DO "CANDLE IN THE WIND"'S SUCCESS.

FLASHMAKERS

Singles that have experienced a tremendous initial response at radio and/or retail.

Last week's Wildcard pick, **Alannah Myles**, scores with another huge week at radio — requests and sales are flying! **Michael Penn** is now selling big with requests leading the way, **Madonna** comes flying out of the box

as Most Added record of the week and **Biz Markie** is a SMASH — the phones are gigantic and MTV is helping to push this one to the top with heavy rotation on the video. Watch **Luther Vandross** — already selling BIG!

ALANNAH MYLES BLACK VELV ATLANTIC

Singles: 39* **Albums: —** **Avg Move: 5.33** **Aggrsv: 70**
 One of the Most Requested records in the country this week with lots of new major market action. Going on the air at KEGL, Q105, KHTK, WKSS, WGH-FM, KCPX, MIX105, Y107, KHTY, KLYV, KSMB, KWNZ, WCIL, WHHY and many more. Check out these Top 10 jumps: 19-9 KXXR, 13-10 STR94, 14-9 KWTO, 10-6 CFTR, 11-8 OK95, 14-10 KRZR, 13-7 WAPE, 11-9 K104 and 10-6 KDWZ. Also breaking 29-24 WXKS, 22-13 KXYQ, 32-26 KSAQ, 33-23 WPHR, 28-20 WAPI, 28-22 KISN, Deb 24 PWR99, Deb 34 PRO-FM, Deb 26 X106, Deb 24 WKZL and Deb 30 WRVQ. Big video play and Breakout sales this week on last week's Wildcard pick!

MICHAEL PENN NO MYTH RCA

Singles: 35* **Albums: —** **Avg Move: 3.23** **Aggrsv: 51**
 Album sales and video play are helping to close this one at Top 40. This guy is a killer! New this week at Y95, KRBE, X100, WKTI, Q102, WRVQ, WKSI, KC101, KCMQ, KSMB, KWNZ, WIBW, WWCK and many more. Check out these jumps: 10-8 KNIN, 30-24 KUBE, 30-25 KXYQ, 30-24 KROY, 31-27 KXXR, 29-25 WGH-FM, 24-18 KSAQ, 24-20 KISN, 40-28 G98, 33-25 95XXX, 22-14 100KHI, Deb 35 WXKS, Deb 29 KPLZ, Deb 28 X106 and Deb 29 KCPX.

MADONNA KEEP IT TO SIRE/WB

Singles: 45* **Albums: —** **Avg Move: 3.46** **Aggrsv: 6**
 New single from the current album is exploding with lots of early phones reported and a new video to be released. Out of the box adds include WBLI, WPLJ, B96, KJMZ, KKBQ, KNRJ, KRBE, WXKS, WZOU, WHYT, WPGC, WAVA, Y100, KPLZ, KDWB, WLOL, HOT102, PRO-FM, KROY, B97, KHTK, WNVZ, WKSS, KSAQ, KITY, KTFM, WPHR, X106, K98, KCPX and WMJQ. Already breaking 26-21 Z100, 35-31 HOT97, 29-22 KLUC, 38-33 WKRZ, 26-20 KYRK, Deb 38 PWR106, Deb 28 KMEL, Deb 30 KKRZ, Deb 26 B104, Deb 30 HOT99.9 and Deb 29 KRQ.

BIZ MARKIE JUSTA C.O/WB

Singles: 36* **Albums: —** **Avg Move: 3.86** **Aggrsv: 18**
 Phones, phones, and more phones..... everywhere and anywhere! Ask any programmer playing it — AMAZING! New action this week at HOT97, B94, X100, HOT102, KHTK, KS104, WKSS, KTFM, WPHR, WKSE, K98, HOT94.9, B93, WAPI, KJ103, KDON, KTXY, WHHY and many, many more. Jumps at WPGC 13-5, PWR96 9-7, KMEL 11-10, B104 11-6, B96 30-17, KRBE 25-21, WHYT 22-12, WZOU 30-26, KOY 23-16, KITY 30-25, WRVQ 25-17, KKBQ Deb 28, KBEQ Deb 25, B97 Deb 28 and WCKZ Deb 29. Video in solid rotation. SMASH!

LUTHER VANDROSS HERE AND NOW EPIC

Singles: 40* **Albums: 22*** **Avg Move: 2.90** **Aggrsv: 14**
 This weeks Wildcard pick is selling both elpees and singles with new airplay this week from KRBE, Q95, PWR96, Q105, KS104, KJ103, WDJX, KZBS, G98, KFBQ, KTRS, KWTX, Q104, WCGQ, WCIL, WDLX, WERZ, K106 and WQXA. Jumps at KITY 8-5, WCKZ 6-4, KYNO 4-3, KKMG 3-2, B96 26-20, Y100 26-18, KTFM 26-18, Y107 22-18 and WJAD 18-14. KMEL 1-1.

KEVIN PAIGE ANYTHING CHRYSALIS

Singles: 41* **Albums: —** **Avg Move: 2.78** **Aggrsv: 35**
 MTV kicks in this week with an add on the hot new video while requests at Top 40 are showing up everywhere. Adds this week at WXKS, WLOL, PWR99, WMJQ, WZPL, KFTZ, KIXY, KKFQ, KLYV, WAYS, WJAD and many more. Hot jumps this week at KRNO 12-10, KNRJ 21-17, X100 29-25, Q102 25-21, Y108 30-25, KSAQ 37-29, FM100 30-25, WKSI 32-28, 95XXX 37-30, KRBE Deb 24, KKBQ Deb 30, KUBE Deb 29 and HOT94.9 Deb 22.

BELINDA CARLISLE SUMMER MCA

Singles: 43* **Albums: —** **Avg Move: 2.78** **Aggrsv: 26**
 Big gains this week with majors coming in and early solid jumps. New this week at WXKS, Q95, Y108, KIXY, KQCR, KTXY, KYYY, WCGQ, WCIL, WPRR, Z106, G98, 98PXY, KZOU, WFLY, K106, WKRZ and KTUX. Moving 20-16 KRBE, 27-21 KROY, 37-31 KISN, 33-29 B93, 39-27 KFMW, 39-30 999KHI, 34-28 KCMQ, 28-23 KWTO, 40-36 KFBQ, Deb 26 KWSS and Deb 34 KSAQ.

KISS FOREVER MERCURY

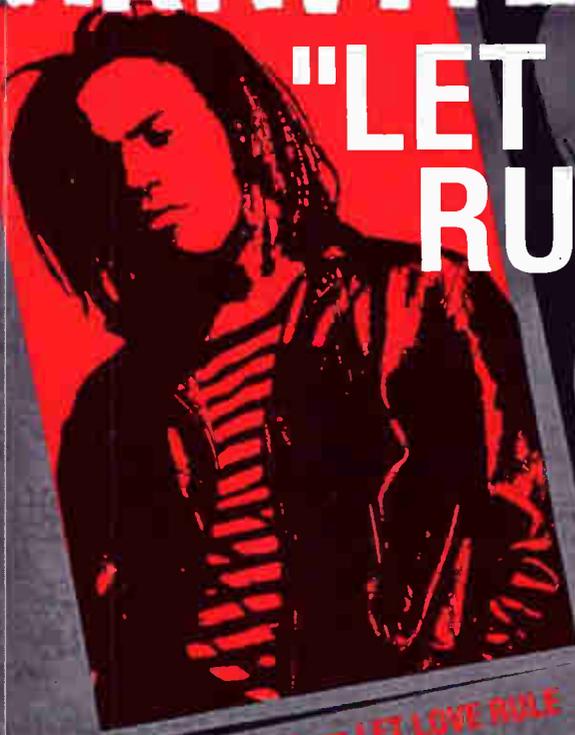
Singles: 47* **Albums: —** **Avg Move: 2.79** **Aggrsv: 18**
 Hot ballad is flying now with major markets everywhere and lots of early action on the phones. MTV has just upped the video in rotation which should help bigtime at Top 40. New at PIRATE, KEGL, WXKS, KUBE, KPLZ, KDWB, KHTK, WGH-FM, HOT94.9, WGTZ, WKDD, Y107, WKZL, 95XIL, 95XXX, KBFM, KQIZ, KSMB, KWNZ, KWTO and others. Hot jumps at 92X 23-19, WDBR 35-29, OK95 37-32, WJMX 40-36, G105 35-31, KXXR Deb 37, KSAQ Deb 37, WPHR Deb 30 and WLRS Deb 28.

ALICE COOPER HOUSE OF EPIC

Singles: — **Albums: 40** **Avg Move: 2.36** **Aggrsv: 19**
 Second single from his hot comeback album is making quick gains with solid jumps and a video in big rotation at MTV. This week's believers include KUBE, 95XIL, SLY96, WHOT, WHTO, WLRW, WPFM, WPXR, WVBS, WVIC, WFLY and FM104. Jumps 28-22 KXYQ, 28-21 KXXR, 29-23 KROY, 28-24 KHTK, 38-31 KSAQ, 37-28 KHI, 35-30 KFBQ, Deb 19 PIRATE, Deb 26 KWTO, Deb 27 Q104, Deb 30 WHHY, Deb 32 WPRR, Deb 38 KMOK, Deb 38 KQIZ and Deb 38 KYYY.

LENNY KRAVITZ

"LET LOVE RULE"



From the album LET LOVE RULE

"Lenny is beginning to rule the phones! We're getting TOP 10 REQUESTS!"

— Gary Prodzis - PD
KXXR, Kansas City

"Lenny combines a '90s energy with a '60s sensitivity that will kill all demos!"

— Randy Irwin - MD
KUBE; Seattle

"All it takes is rotation! Top 5 sales and Top 5 call-out and the #5 song on my playlist!"

— Neil Harrison - PD
K106; Beaumont

CROSSOVER! 12 POST MODERN!

K106 5-2
OK95 5-4
ZFUN 24-19
KXXR 27-24
G98 38-27
KTUX 37-27
KZZU 37-34

BREAKING AT:

KROQ KDWZ WAZY
KUBE WYCR WCIL
WAEB KNIN WDBR
WBBQ KQIZ WKLQ
WPST Q104 WPFM

95XXX add
KMOK add

KRZR deb 25
KATM deb 27
WNYP deb 31
WPHR deb 34
B98 deb 34
KFBQ deb 35
WBNQ deb 35
JET-FM deb 35
WJMX deb 38
999KHI deb 39

HOT SALES AT:

Transworld/Natl
Kemp Mill/Washington DC
South Texas Wholsalers/San Antonio
Navarre/Mpls
Wax Works/Kentucky
Radio Doctors/Milwaukee
Central South/Nashville
RTI One Stop/Omaha
Baker & Taylor/Chicago
Vinyl Vendors/Detroit
Streetside/St.Louis



UB40 "Here I Am"

EARPICKS WINNER!
BREAKOUTS WINNER!
DEBUT **24** POST MODERN!

From the album
LABOUR OF LOVE

X100 add
JET-FM add
KNIN add
WHOT add

KITS 17-12

BREAKING AT:
KROQ

HOT SALES AT:
Tower/Natl
Peaches/Miami
Music Plus/L.A.
Strawberries/Boston
Kemp Mill/Washington DC
Wherehouse/L.A.
Rainbow/S.F.
Lechmere/Boston
City One Stop/L.A.
South Texas Wholsalers/San Antonio



FLASHMAKERS

Singles that have experienced a tremendous initial response at radio or retail.

LISA STANSFIELD ALL AROUND ARISTA

Singles: — Albums: — Avg Move: 5.33 Aggrsv: 2
 Programmers on the West Coast have been buzzing about this hot new artist for weeks now and have gotten lots of positive reaction from test play. Officially out this week and going right on the airwaves at PWR106, HOT97, WPLJ, KKBQ, WXKS, WPGC, PWR96, KPLZ, WIOQ, KZZP, PRO-FM, PWR99, HOT97.7, KWSS, B104, Y108, KTFM, KITY, KISN, HOT94.9, Y107, WCKZ, WKSI, WKZL, KZBS, 95XXX, KBFM, KCMQ, KDON, KFBQ, KLYV and many more. Already breaking big at KMEL 22-16. One of the Most Added records of the week.

PHIL COLLINS I WISH ATLANTIC

Singles: — Albums: 3 Avg Move: 3.26 Aggrsv: 9
 Still not officially a single but going on the air this week at Y100, B94, Q102, B97, WKSE, CKOI, WKZL, KZ93, KZIO, WBWB, WKEE, WKLQ, WKSF, WPXR, WVBS, WVIC, WVSR, WBBQ, KKYK, FM104, KATM, KRNO and many others. Already breaking big at KXYQ 21-16, KXXR 22-18, WDJX 30-26, KHTY 29-25, KTXV 39-35, WAEB 37-30, KDWZ 35-31, Y95 Deb 24, WSPK Deb 25 and K104 Deb 19. Generating lots of early phones.

STEVIE B LOVE ME LMR

Singles: — Albums: — Avg Move: 3.62 Aggrsv: 9
 This guy gives good phone. More majors this week are coming in including new action at PWR106, KMEL, KWSS, WCKZ, KBFM, HOT99.9, KCAQ, WPST, WKRZ, KKSS and KYRK. Jumps at 13-10 KOY, 13-10 KWSS, 15-8 KS104, 16-9 KLUC, 4-2 KDON, 28-23 WPLJ, 21-12 B96, 22-16 WIOQ, 25-20 KTFM, 29-23 KPRR, 22-17 KRQ, Deb 35 HOT97.7, Deb 29 WKSE, Deb 30 KJ103, Deb 40 SLY96 and Deb 25 WQXA.

JIVE BUNNY & MASTER THAT'S WHAT ATCO

Singles: — Albums: — Avg Move: 2.67 Aggrsv: 10
 Second single from the new album is making solid gains with new action this week at WNVZ, X106, 95XXX, KFBQ, KTMT, KTRS, KZIO, SLY96, WHTO, WVBS, Z106, WRQN, KZFM, KKSS, WQXA and others. Hot moves this week include 38-34 B93, 30-26 WMJQ, 39-30 WWCK, 40-36 WERZ, Deb 32 KCPX, Deb 36 KISN, Deb 35 WKSI, Deb 34 KQCR, Deb 20 KEZB, Deb 36 WBBQ and Deb 36 Z104.

E. BRICKELL HARD RAIN MCA

Singles: — Albums: — Avg Move: 3.40 Aggrsv: 5
 Hot Bob Dylan remake from the "Born On The Fourth Of July" soundtrack is picking up momentum at Top 40 with new airplay this week at CKOI, KFBQ, KTMT, KWTX, WNYP, ZFUN and many. Already breaking big at WJMX 38-31, WOKI 29-25, KXXR Deb 38, KNIN Deb 33, OK95 Deb 37, 95XXX Deb 38, WHTO Deb 40, WPST Deb 26, KTUX Deb 38 and KDWZ Deb 33. Generating phones with the help of big support from both MTV and VH1.

JOHN FARNHAM YOU'RE THE RCA

Stations in the Midwest are telling us the phones are ringing for this one. Spreading with new action this week at Q95, WNVZ, KISN, KNIN, KWNZ, WBNQ, WJMX, KRZR and others. Jumps 29-24 WLOL, Deb 27 KXYQ, Deb 33 KZBS, Deb 40 KZIO and Deb 35 KTUX.

FINE YOUNG CANNIBALS I'M NOT SA MCA

MTV is all over this video and Top 40 is reacting due to early requests. New support this week comes from KITY, 95XXX, KLYV, KMOK, KTMT, KWTO, Q104, WHTO, WJMX, WPFM, KZZU, WGY, KRNO and others. Breaking at WPRR Deb 34, 999KHI Deb 35 and WBNQ Deb 36.

KYLIE MINOGUE WOULDNT GEFFEN

New single from her forthcoming album is spreading steadily through the system with new support this week from KUBE, KISN, Y107, KTRS, WHTO, KFBQ, WGY, KTUX, KNMQ and more. Early gains include Deb 20 WIOQ, Deb 29 KJ103 and Deb 39 SLY96.

BRAT PACK YOU'RE THE VEN/A&M

Dance remake of Ambrosia's classic is picking up lots of momentum this week with adds at PWR106, B96, KMEL, WIOQ, KZZP, B97, WNVZ, HOT94.9, WCKZ, KZIO, WJMX, WAPE, WFLY, KQMQ and many more. Programmers are reporting lots of early phones for this one....

JANE CHILD BROTHER WB

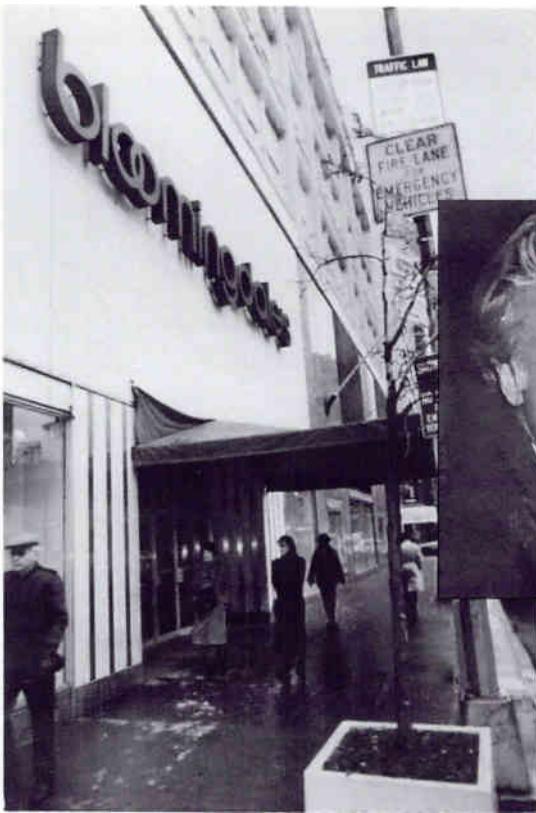
This hot new artist is making big gains in major markets with early phones and some very strong jumps. New action this week at KUBE, KZZP, KMPZ and KLUC. Already breaking 6-4 KKMG, 26-22 Y108, 31-28 PWR99 and Deb 28 KRQ. Watch this one...

HOOTERS BROTHER COLUMBIA

Stations across the country have been mentioning this cut for weeks now and are getting positive response from test play. Out of the box adds include KXYQ, G98, KFBQ, KFTZ, KNIN, KWTX, KYYY, 999KHI, WJMX, WOMP, WPFM, ZFUN, WAEB, KZZU, WPST, WGY, JET-FM, KTUX and WYCR.

PAUL CARRACK BATTLEFIELD CHRYSALIS

Second single from his current album is off and running with immediate support from WPHR, WKSI, KCMQ, KNIN, KWTO, KWTX, SLY96, WJMX, WOMP, WPFM, KSND, K104, WYCR and many others.



CHAIN OF FOOLS



LINDA RONSTADT
featuring Aaron Neville
"All My Life"

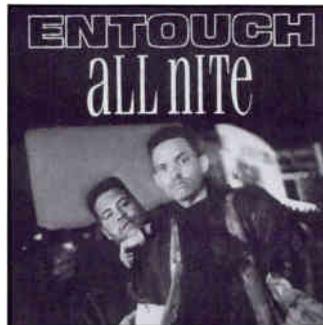
the new single from the
PLATINUM PLUS *CRY LIKE A RAINSTORM,*
HOWL LIKE THE WIND album.

CROSSOVERS WINNER!
~~17-12~~ **HITS TOP FIFTY SINGLES!**
13 HITS TOP FIFTY ALBUMS!

Q95 add
Q105 add
WKBQ add
KWSS add

KUBE deb 25
Q101 deb 30
KPLZ deb 30

KROY 26-20
KZZP 27-22
WZOU 26-23
WXKS 35-26
B94 30-26
X100 30-27
KSAQ 35-28
Q102 35-30
KITY 33-30



ENTOUCH
featuring Keith Sweat
"All Nite"

the single and video
from the *ALL NITE* album.

CROSSOVER!
HEAVY ROTATION BET!

WIOQ add
KZOZ add
WJAD add

KS104 deb 23
KFBQ deb 32
K106 deb 40

FM102 12-9
Y108 19-13
Z102 27-24
WYCR 31-28
PWR106 32-29

BREAKING AT:
WPGC
HOT105
HOT97.7

WUSL
X100
HOT102
KITY
KTFM
CKOI
WMJQ
HOT94.9



FASTER PUSSYCAT
"House Of Pain"

the single and video
from the *WAKE ME WHEN IT'S OVER* album.

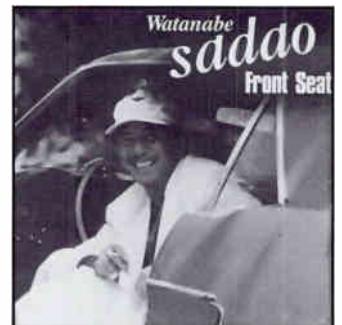
CROSSOVER!

PIRATE add
KXXR add
KWTO add
999KHI add
ZFUN add

KATM deb 24
KRZR deb 29
OK95 deb 39
KZZU deb 39

WLRS 27-20

BREAKING AT:
KSND
KFBQ
KFMW
KIXY



SADAO WATANABE
featuring Patti Austin
"Any Other Fool"

the single and video
from the *FRONT SEAT* album.

5*-4* A/C!
VH-1 HITMAKER VIDEO!

STR94 add

BREAKING AT:
KFBQ



With novel financing, you only get as far as chapter 11...
says Elektra cassettes, compact discs and records.

©1990 Elektra Entertainment, a Division of Warner Communications Inc.,

When you play it, say it!

DAN QUAYLE COUNTDOWN:

1083 days to go



CROSSEOVERS

Records that Top 40 radio should be considering based upon significant airplay & sales success in other formats.

Linda Ronstadt dominates this week with monster album sales and the Grammy nomination helping while **Joan Jett** rocks with another good week and big night phones. **Elton John** continues to cross from a giant

Pop/Adult base and **Technotronic** has a big week with sales and requests helping. Be sure and check out **Peter Frampton** — it's worth a listen!

BLACK/DANCE

TECHNOTRONIC GET UP SBK
Singles: 49 Albums: 27* Avg Move: 3.22 Aggrsv: 6*
 Second single goes right on the air with big Lp sales helping. Out of the box at B96, KKBQ, KRBE, WXKS, WHYT, KUBE, WIOQ, HOT97.7, KROY, Y108, KS104, WKSS, KTFM, KITY, WPHR, B93 and more. Early jumps at KNRJ 14-8 and HOT97 18-11.

A'ME LORAIN WHOLE WIDE WORLD RCA
Singles: — Albums: — Avg Move: 2.65 Aggrsv: 12
 Continues to build with more major market support this week from WPLJ, WZOU, PRO-FM, PWR99, HOT102, KS104, WVBS, HOT99.9, 98PXY, WANS, WRCK, KQM. Moves for B96 25-21, WXKS 28-21, KZZP 30-26, HOT94.9 19-15 and SLY96 39-33.

SKYY REAL LOVE ATLANTIC
Singles: — Albums: — Avg Move: 2.35 Aggrsv: 4
 Ballad continues to grow at Black radio with more Top 40 support this week from KZZP, HOT102, KJ103, KMOK, 999KHI, KCAQ, WNNK, KEZB, KF95 and KQM. Moves at WPGC 4-2, WUSL 15-5, KGGI 8-5, WPRR 28-23, KYNO 22-16 and KZBS Deb 22.

CHIMES 1-2-3 COLUMBIA
Singles: — Albums: — Avg Move: 2.17 Aggrsv: 2
 #1 on the Dance charts with support in the larger markets. Adds at B96, KUBE, WIOQ, KOY, KSAQ, KTFM, KITY, KZBS, KLUC, KBOS, WAPE and KZFM. Jumps at KDON 29-24 and WXKS Deb 32.

ENTOUCH ALL NIGHT VINTERAINMENT/ELEKTA
 Continues to build with big support in Denver. New airplay at WIOQ, WJAD and KZOZ. Moves 12-9 FM102, 19-13 Y108 32-29 PWR106 and Deb 23 KS104.

CALLOWAY I WANNA BE RICH SOLAR/EPIC
Singles: — Albums: — Avg Move: 4.33 Aggrsv: 2
 Producer of Midnight Starr is big at Black radio with early action at KRBE, WKSS, KDON, KQKQ, WABB and KKSS. Jumps at KITY 26-23, KNRJ Deb 32 and Y107 Deb 21.

ALBUM/ROCK

JOAN JETT DIRTY DEEDS BH/EPIC
Singles: — Albums: — Avg Move: 3.04 Aggrsv: 29
 Rocker is pulling instant phones with lots of support this week including WAVA, WLOL, KROY, B104, 92X, WKDD, WZPL, 95XIL, B98, KBFM, KFTZ, KIXY, KKRD, KMOK and more. Jumps 33-26 KXXR, 23-18 WAPI, 33-23 KFMW, 40-33 999KHI, 38-32 SLY96, 22-18 KNIN, 39-32 WAEB, 40-33 KTUX, 30-26 WOKI and 25-20 KATM.

ENUFF Z'NUFF FLY HIGH MICHELLE ATCO
 Video play is helping this cut pull requests with new believers this week from 92X, KBFM, KFMW, KFTZ, KMOK, WAAF, WBNQ, WCGQ, WKLQ, WWFX, Z106, KSND and KDWB. Moves for KXXR 38-33, OK95 30-21, WWCK 38-32, KNIN 36-32, KTUX 38-34, WKRZ 35-31, KATM 26-22 and PIRATE Deb 20.

FASTER PUSSYCAT HOUSE OF PAIN ELEKTRA
Singles: — Albums: — Avg Move: 2.22 Aggrsv: 2
 Rocker is #1 phones at PIRATE and picks up adds this week from KXXR, PIRATE, KWTO, 999KHI and ZFUN. Jumps 27-20 WLRS, Deb 39 OK95, Deb 39 KZZU and Deb 24 KATM.

ERIC CLAPTON BAD LOVE REPRISE
 Second single is #1 at Album radio and goes on at KXXR, KTMT, WAAF, WJMX, WKLQ, WPFR, KRZR, KZZU, WSKZ, KF95, WFLY, KTUX and WOKI. Moves for OK95 34-26.

L.A. GUNS NEVER ENOUGH POLYDOR
 Rockers are selling albums and gain early Top 40 support from KFBQ, KNIN, KQIZ, WAYS, WOMP, WAPE, JET-FM and KTUX.

POP/ADULT

LINDA RONSTADT ALL MY LIFE ELEKTRA
Singles: 42 Albums: 13 Avg Move: 3.26 Aggrsv: 44*
 Grammy nominee is hot at retail and radio with adds at Q95, Q105, KWSS, WAPI, KJ103, KMPZ, 95XXX, B98, KLUC, KQCR, KQIZ, KWNZ, WAYS, WBNQ, WHOT and KYRK. Jumps 35-26 WXKS, 30-26 B94, 27-22 KZZP, 26-20 KROY, 35-30 Q102, 35-28 KSAQ, 30-25 WCKZ, 28-23 WKZL, 32-28 Y107 and 31-27 WKSJ.

ELTON JOHN SACRIFICE MCA
Singles: 48 Albums: — Avg Move: 3.07 Aggrsv: 30*
 Ballad continues to make gains at Top 40 from a huge Pop/Adult base. New this week for KKRZ, KROY, WNCI, WAPI, Y107, WWFX, WAEB, KKYK, WGY and KNMQ. Moves for Q101 9-7, Q95 7-3, KXYQ 11-10, KISN 11-7, WXKS 34-28, KDWB 30-26, KXXR 36-31, KSAQ 40-32, KCPX 28-22, FM100 31-27 and WKSJ 29-25.

POST MODERN

DEPECHE MODE PERSONAL JESUS SIRE/REPRISE
Singles: — Albums: — Avg Move: 3.08 Aggrsv: 19
 Cut is selling 12" and pulls big phones where played. New believers include KHTY, WNYW, WDBR and WYCR. Jumps 11-9 PIRATE, 6-5 KS104, 10-8 CKOI, 15-8 WWCK, 10-6 ZFUN, 12-9 KNIN, 11-6 WPST, 8-3 K106, 20-8 WQXA and 32-28 KITY.

SMITHEREENS A GIRL LIKE YOU ENIGMA/CAPITOL
 Continues to spread with lots of new support this week from Q102, KWTX, KYYY, WHOT, WJMX, WKSF, G98, KSND, WAPE, WERZ and JET-FM. Moves 7-4 KXXR, 7-6 92X, 19-8 WKDD, 5-4 KNIN, 8-5 KATM, 6-4 KDWB, 10-9 WSSX, 30-23 WXKS, 27-21 KITS, 23-17 KSAQ, 28-22 WPHR and 30-26 95XXX.

LENNY KRAVITZ LET LOVE RULE VIRGIN
Singles: — Albums: — Avg Move: 2.45 Aggrsv: 8
 Continues to build with retail action at Radio Doctors, Kemp Mill, Transworld, Vinyl Vendors, Pacific Coast and Tower Sunset. New radio play at 95XXX, KMOK and WQCM. Moves for OK95 5-4, K106 5-2, G98 38-27, ZFUN 24-19 and KTUX 37-27.

Michael Penn



40-35 HITS TOP FIFTY SINGLES!
BREAKOUTS WINNER!
FLASHMAKERS WINNER!

'NO MYTH'

From the album **March**

3 NEW ADDS INCLUDING:

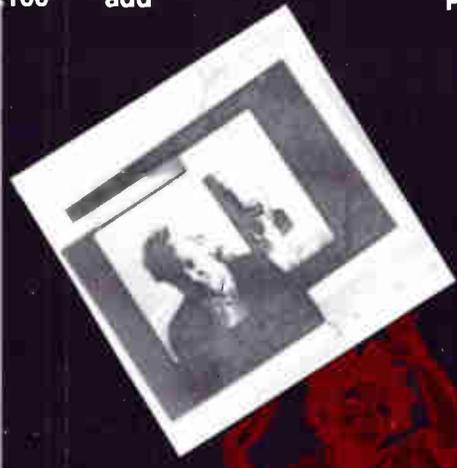
- Q95 add KPLZ deb 29
- SRBE add KCPX deb 29
- Q102 add WXKS deb 35
- WKTI add CKOI deb 39
- 100 add

- WBBQ 21-16
- KSAQ 24-18
- HOT94.9 21-18
- KISN 24-20
- KUBE 30-24
- KROY 30-24
- Q101 28-25
- KXYQ 30-25
- WGH-FM 29-25
- WPHR 29-26
- KXXR 31-27
- KWSS 30-27
- WKBQ 31-27
- PRO-FM 31-28

- BREAKING AT:**
- PIRATE WL0L
 - KROQ KITS
 - KEGL STR94
 - WZOU WNVZ
 - Q105 Y108

- HOT SALES AT:**
- Wherehouse/L.A.
 - Navarre/Mpls
 - Music Plus/L.A.
 - Radio Doctors/Milwaukee
 - Tower-Sunset/L.A.
 - Music People/Oakland
 - J&R/N.Y.
 - Face The Music/Mpls
 - South Texas Wholesalers/San Antonio
 - CD One Stop/Conn
 - Universal One Stop/Phili

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5
3.23	52	3	2



JOHN FARNHAM
"YOU'RE THE VOICE"

From the album **Age Of Reason**

FLASHMAKER!

- Q95 add WBNQ add
- WNVZ add WJMX add
- KISN add Y94 add
- KRZR add KISR add
- KNIN add KPAT add
- KWNZ add KZZU add

- KXYQ deb 27
- KZBS deb 33
- KTUX deb 35
- KZIO deb 40

- K104 24-21
- WL0L 29-24
- OK95 33-30

BREAKING AT:

- KSAQ B98
- KSND KQCR
- KZZU KTMT
- WBBQ KWTX
- KF95 Q104
- KATM WJAD
- KDWZ





REQUESTS

Well, **Paula** dominates once again with 2 AMA's now, the Grammys to follow and gigantic phones EVERYWHERE! Check out **Alannah Myles** — a giant this week with sales rising, **Janet Jackson's** with another smash on

her hands with phones and video now telling the story and **Biz Markie** a major hit in the making with an immediate add from MTV this week. Watch **Michael Penn** — solid phones building.

PAULA ABDUL OPPOSITES VIRGIN

Two American Music Awards and the hottest video in the country are helping to propel this one to another #1 slot. Big mentions include B104, B93, B94, G105, G98, JETFM, KC101, KHTK, KIKI, KIMN, KITY, KKQV, KKYK, KQCR, KTRS, KTX, SLY96, WBLI, WBWB, WCKZ, WGTZ, WLOL, WLRW, WPGC, WPRR, WSPK, WTHT, WVIC, WWSR, Z103, Z106 and ZFUN.

ALANNAH MYLES BLACK ATLANTIC

If you're still thinking whether this one's a hit, think no more. The phones are huge this week and from all demos in all parts of the country. Hots include PIRATE, 95XIL, 95XXX, G105, JETFM, K106, KBIU, KHI, KISR, KKQV, KKR, KNIN, KQHT, KTRS, KWTO, KXXR, WGLU, WHTO, WJMX, WKLQ, WMJQ, WQCM, WQUT, WYCR, WZZU, Z102 and ZFUN. Sales kickin' in.

JANET JACKSON ESCAPADE A&M

What a great performance on the American Music Awards and two wins to top that off. The video is already a giant at MTV while the phones continue to grow at B94, 98PXY, B93, G105, JET-FM, KC101, KEWB, KHTK, KIKI, KITY, KKR, KNAN, KRQ, KTX, WBLI, WBWB, WCKZ, WDBR, WLOL, WPGC, WPRR, WVIC, WWSR, Z102 and Z106.

BIZ MARKIE JUST A CC/WB

There is no doubt that this hit is becoming one of the hottest phone records in the country. The video was just added at MTV which should only propel this one to the top faster. Reports this week from B104, B93, G98, K106, KEZB, KITY, KKM, KKR, KLUC, KZOU, PWR96, WCIL, WFLZ, WGTZ, WNVZ, WPGC, WQXA and WRVQ.

WARRANT SOMETIMES COLUMBIA

Former Wildcard pick is now racing up the charts with phones and a new video leading the way. Hot mentions include KXXR, 95XIL, JETFM, K106, KBIU, KC101, KEWB, KHTK, KKNB, KQHT and KSAQ.

SEDUCTION TWO VENDETTA/A&M

Approaching the top of the charts with sales developing quickly and continued hot requests at B94, JETFM, KC101, KF95, KFRX, KKM, KKYK, KQCR, KRQ, WBLI, WBWB, WCKZ, WDBR, WKRZ, WLRW, WMJQ, WOMP, WPGC, WRVQ, WTHT, WYKS, Z102 and others.

BAD ENGLISH PRICE EPIC

Follow-up to their #1 smash is picking up speed with phones and a new video playing big roles. This week's reports include B94, G98, JETFM, K106, KC101, KEWB, KF95, KHTK, KRQ, KXXR, WBLI, WBWB, WGLU, WIIS, WLOL, WLRW, WPRR and WVIC.

COVER GIRLS WE CAN'T CAPITOL

Phones remain the story here. Continued mentions come from B104, 95XXX, KC101, KFQX, KHI, KITY, KKR, KNAN, KQCR, KRQ, PWR96, WCKZ, WDBR, WNVZ, WPGC, WTHT, Z102 and many more.

B52'S ROAM REPRISE

Second single has one of the hottest videos out now with Top 10 sales helping. Big mentions include PWR99, G105, G98, JETFM, KHTK, KKR, KLUC, KRQ, KSAQ, KXXR, WBLI, WGTZ, WKLQ, WLRW, WSPK, Z102 and ZFUN.

MILLI VANILLI ALL OR ARISTA

Multi American Music Award winners and Grammy nominees are making big moves with this one. Hot phones at B94, JETFM, KC101, KEWB, KHTK, KKR, KQCR, KRQ, SLY96, WAVA, WBWB, WLOL, WPRR, WTHT, Z102, Z103 and more.

ROXETTE DANGEROUS EMI

Fourth single is moving up the chart with solid jumps and video play leading. Hots this week at B94, JETFM, KC101, KHTK, KIMN, KKNB, KRQ, WBWB, WLOL, WLRW, WNVZ, WOMP, WSPK, WVIC, Z102 and others.

D'MOB C'MON POLYDOR

Giant crossover has made its way well into the Top 40 system with phones really kicking in now. Big mentions include WMJQ, K106, KC101, KEZB, KHI, KKM, KKR, KRQ, WBWB, WFLZ, WKFZ, WKSE, WNVZ, WPFM and WPGC.

JOAN JETT DIRTY CBS ASSOC.

First single looks like a major hit in the making with early requests everywhere played. Hots: WRVQ, K106, KKQV, KNIN, KTX, SLY96, WBBQ, WGLU, WIIS, WVIC, WWSR, WYCR and Z106.

ALSO GAINING REQUEST MOMENTUM

TECHNOTRONIC
BILLY JOEL
LINDA RONSTADT

GET UP
I GO
ALL MY

SBK
COLUMBIA
ELEKTRA

R MARX
TAYLOR DAYNE
MICHAEL PENN

TOO LATE
LOVE
NO MYTH

EMI
ARISTA
RCA

TAYLOR DAYNE

"LOVE WILL LEAD YOU BACK"

From the album CAN'T FIGHT FATE

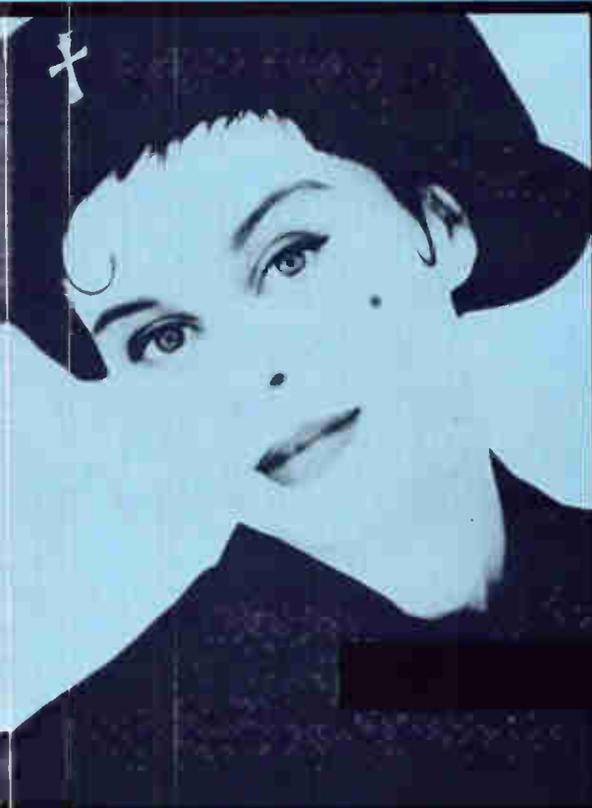
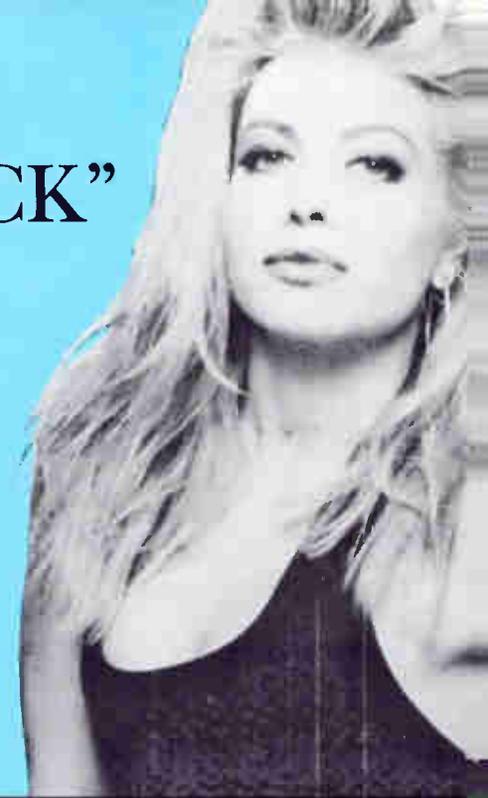
MOST ADDED!

43-37 HITS TOP FIFTY SINGLES!

48 HITS TOP FIFTY ALBUMS!

Z100	add	KROY	add	Y100	deb	25	PRO-FM	deb	32
KIIS	add	Q106	add	KUBE	deb	26	Z104	deb	37
Q101	add	WNCI	add	KDWB	deb	27	KNRJ	deb	38
Q107	add	WNVZ	add	KOY	deb	27			
Q102	add	WMJQ	add	KISN	deb	27	KRBE	21-18	
PWR99	add			B94	deb	28	Q105	24-21	
WUSL	add	WIOQ	deb	HOT97	deb	29	Q95	25-22	
KBEQ	add	Y107	deb	KKFR	deb	29	B96	29-24	
X100	add	STR94	deb	KMEL	deb	30	WPGC	30-25	
				WXKS	deb	31	FM102	30-25	
				B97	deb	31	KTFM	30-26	

Produced by Ric Wake for Wake Productions
Executive Producer: Clive Davis



lisa stansfield

"all around the world"

From the forthcoming album AFFECTION

MOST ADDED!

FLASHMAKER!

OVER 75 ADDS OUT OF THE BOX:

PWR106	add	PWR96	add	B104	add	KTFM	add
HOT97	add	KPLZ	add	HOT97.7	add	KISN	add
WPLJ	add	KZZP	add	FM102	add	Y107	add
KKBQ	add	PRO-FM	add	KWSS	add	HOT94.9	add
WXKS	add	PWR99	add	Y108	add		
WPGC	add	WIOQ	add	KITY	add		

produced, arranged and mixed by devaney/morris
executive producers: tim parry and jazz summers
for big life records



LEILA K

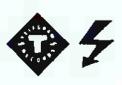
"GOT TO GET"

Produced by Rob'n'Raz and BomKrash



EARLY ACTION:

KMEL	add
Q106	add
HOT99.9	add
WQXA	add



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A CULT OF PERSONALITY

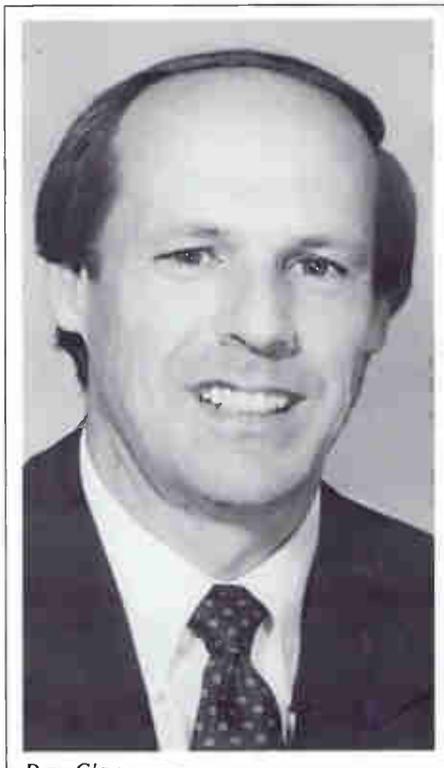
THE EPIC EPIC

By Bud Scoppa

Some record companies rely on snazzy logos and clever verbage for their identities; others let the music do the imaging for them. When CBS Records Group President Tommy Mottola brought in Dave Glew to take over the reins of Epic in 1988, the Atlantic veteran chose the latter course.

That turned out to be the right decision. The re-energized label scored with a trio of surprise smashes in Basia, Living Colour and Indigo Girls, thus identifying the "new" Epic as a label that could break left-field artists. Simultaneously, Epic followed its 1987 reclamation of Cheap Trick with the current dramatic comeback of Alice Cooper, enhancing its rep for reviving the careers of veteran acts. Meanwhile, Jeff Beck returned to the record racks; Stevie Ray Vaughan delivered the best album of his career and the two killer axemen went on tour together, intensifying the perception of Epic as a guitar hotbed. As if all these achievements weren't enough, the instant success of the Babyface "Tender Lover" LP re-established the company as a master of crossover promotion.

"I've always believed in diversity as the key to success," says Glew. "You've got to be involved in all genres of music, and you've got to have people within the company who are experts in those genres. The business today is not a one-format arena. It's alternative, it's metal, it's rap, it's pop — it's all those things and more,



Dave Glew

and a company can compete effectively in all those areas without competing against itself internally. We set out to diversify Epic Records, and that's what we've done.

"When I came to Epic, Tommy said, 'Do what you have to do to move this company for-

ward. Make it grow, image it from the street.' The first order of business was to evaluate the staff. I made a number of middle-management changes, re-evaluating and restructuring job positions. Part of that restructuring involved the creation of specialized marketing departments. Epic now has fully-staffed metal, dance, alternative and rap marketing departments. We also have, within our distribution arm, an alternative marketing department which handles both Epic and Columbia releases.

"Epic has always had a strong presence in Black music. To strengthen that presence, we now have the energy and expertise of Hank Caldwell to head up our expanded Black Music division. Hank, in turn, has recruited two highly-regarded A&R people to that division: Vivian Scott, who came to Epic from PolyGram, and Cheryl Dickerson, who was at MCA."

Did the breaking of Living Colour and Indigo Girls have anything to do with the organizational and philosophical changes at Epic? "There's no question," Glew responds. "The record business today is a business of focus. You have to be able to read the marketplace in order to evaluate the relative strengths and weaknesses of your records, and you have to know how to line them up in order of priority. Certain records will take longer to develop, others must be closed immediately in order to

create the impact.

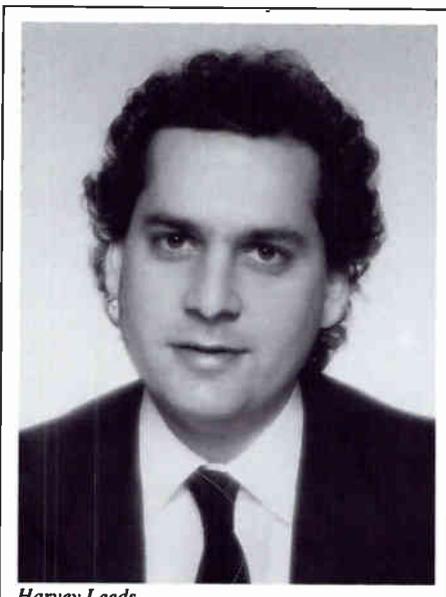
"But beyond those essential points, the marketing and promotion team I've put together is a great group of people: Polly Anthony, Harvey Leeds, Dan Beck, Larry Stessel, Pete Anderson, Steve Backer, Vivian Piazza and Glen Brunman. In the special markets, we've got Dave Castanza, Mike Schnapp, Jack Isquith and Troy White. These are all the people who understand today's music and who know how to market records. And when I say 'market,' I mean every aspect of promotion, sales, publicity, video, tours — the works.

"We run the company from a senior-management level, and everybody's very much involved in the day-to-day operations. In promotion meetings, in marketing meetings, we have people from every area talking about *all* our music. That's how we make each person feel they're a part of this company, that their knowledge and enthusiasm are of real importance to Epic Records."

Epic staffers praise Glew for the new feeling of openness (or *glasnost*) at the label; Glew, in turn, credits Mottola. "Tommy and I share the same philosophy. We run the company as a family," says Glew. "Tommy is very open, and sometimes very tough — as he should be.

"The most important thing is to live and breathe the music. The numbers and the figures are important, because we have to live up to certain responsibilities. But it's the companies that truly appreciate and understand the music, and who know what to do with the music in today's marketplace — those are the companies that will succeed."

Says just-promoted Senior VP of Promotion Polly Anthony, who lead Epic's pop promotion efforts in 1989: "There are three words that best describe how Epic has changed: 'setup,' 'patience' and 'street.' Those three elements of



Harvey Leeds

this company — not just its promotion department — may have existed on a minor level before, but now are our credo. All three played heavily in the success of Living Colour, Babyface, Alice Cooper and the Indigos.

"Timing is everything. A lot of opportunities stare you in the face, but you'll miss those chances if you look to maximize them too quickly. With the four acts I mentioned, we waited until the street demanded the music, until the mass-appeal portion of our business was thoroughly primed and ready to go.

"When Alice Cooper was signed to Epic a year ago, radio said: 'Alice what?! What are you guys doing?' By the time we actually hit the 'Poison' single at Top 40 radio, we had massive MTV exposure, tremendous sales — the street was just buzzing about this project. Between the requests and the sales that radio was feeling — I don't want to say it was effortless, but it worked very well."

Senior VP Don Grierson is now in his fourth year as Epic's A&R chief: "We're definitely going after the heart of the music business, which is hit product," says Grierson. "At the same time, we believe very firmly in developing artists, and not living and dying by their

"The record business today is a business of focus. Certain records will take longer to develop, others must be closed immediately in order to create the impact."

Dave Glew

first album. We're developing artists in the alternative, metal and dance mediums, all areas where you can start something that may take time to grow into the mainstream. Look back at the history of CBS, acts like Springsteen and Dylan. They didn't happen overnight — the great artists usually don't."

For an artist-development consciousness to permeate a label, A&R, promotion and marketing must all be in sync ideologically. This is certainly true in the case of Living Colour and "Vivid," which took several months to kick in.

"Living Colour is a phenomenal success story for us," says Polly Anthony. "In terms of image, sound, the preconceived notions people had, it's the old 'square peg, round hole' theory. But we exercised patience, listened to the street and worked that project from the ground up."

VP of Album Promotion Harvey Leeds, an eleven-year company veteran, is no stranger to the long-term grind. At the new, improved Epic, Leeds welcomed the chance to make a special effort on "Vivid"'s behalf.

"There were a lot of people here that were



Polly Anthony

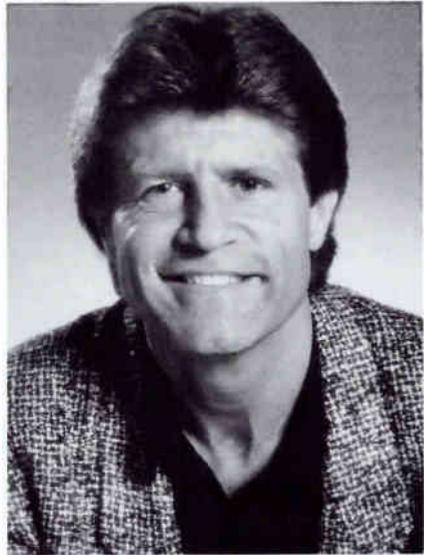
into the eight-week wonders," Leeds recalls. "They wanted to see it on the chart, Top Ten, as fast as possible. Eight weeks later, it was like, 'Where'd that record go?' But when Dave Glew came to Epic, he said, 'Hey, I'm not into the numbers game; I want to know, is the record real? And if it is, let's break the act, however long it takes.'

"Which I love hearing, because I used to get whipped: 'Why don't we have 100 radio stations?' Dave understood that it's not *quantity*, it's *quality*. It's what the adds you got actually mean."

Leeds' involvement in the Living Colour project began before the band had even signed with Epic. "Michael Caplan, genius A&R man, took me to a club called Tramps, where I saw one of the most far-out, progressive, different-sounding rock & roll bands I'd seen in years and years. I remember looking at them and saying, 'Gee, how do you get that on the radio? How does it fit?' And I hadn't a clue.

"Living Colour made the album, we listened to it and it was a far-out album. We went with the lead track, 'Middle Man,' because we thought it was the most mainstream rock thing to take to Album Radio. We got 30 stations, and some people were pretty fanatical about it; then we slammed into the wall. We sat around for about 60 days, scratchin' our heads, saying, 'What are we gonna do now?'"

But in this period of uncertainty, several rock stations began playing another track, "Cult of Personality," and the "Vivid" LP began selling more heavily in those cities. Leeds and his fellow promotion people became convinced that the song's killer guitar lines and vocal samplings of JFK and Malcolm X could take Living Colour to the next level. But for that to happen, they needed MTV — and that meant a new video.



Don Grierson

Leeds: "Everyone on the floor took a vote. They said, 'Harvey, you ain't shy; you go in Dave Glew's door and ask him to make a video for 'Cult of Personality.'" So I did. Dave looked at the sales. He knew the band was touring. He knew Living Colour were the future. And he OK'd the video.

"There's no question MTV started stirring up the marketplace once they hit with that video. But at the same time, when the album had already been out for six or seven months, Dave Glew said, 'Let's get whatever we can from Album Radio on this.' It took about two months, but we finally got that magic number of 100-plus Album stations. The cut started requesting, the album started selling and before we knew it, "Vivid" had gone from 100,000 units to 400,000."

"We haven't closed the door on a project yet," Polly Anthony asserts. "When the going gets tough, the word around here is 'grind.' When one door closes, switch to the next one — and keep going until you've exhausted every possibility.

"We have some very fertile minds around here. We have some great music, and people who feel passionate about that music and about what they do for a living. Epic has ceased to be a record company driven by Top 40 radio. That's something we have reconciled in terms of our marketing campaigns, in our approach to a project and our level of expectations for that project."

"When we signed Living Colour and Indigo Girls," says Don Grierson, "neither, in our estimation, was automatic. None of us expected to have the success we've had out of the box. We knew these artists were unique and would need time to reach the mass audience. In 1990, the same can be said for Nuclear Valdez, Shark Island and Diving For Pearls.

"On the other side of the same coin are superstar projects like Bad English, Cheap Trick, Gloria Estefan, Luther Vandross and Tony Martell's established Epic/Associated stars like Ozzy Osbourne and Joan Jett. These are all major album-and-singles-oriented artists. When you have that group weighing in from one end, and the developing acts from the other, *then* you're a complete record company."

Upon his arrival at Epic, Dave Glew's first move in the black music area was to bring in long-time colleague Hank Caldwell as Senior VP of Black Music. Caldwell had been running Solar Records and was instrumental in the subsequent partnership that Epic entered into with Solar's Dick Griffey. This partnership has brought to the label such artists as Babyface, Calloway, Shalamar, Bobby Womack and more.

"Babyface was no secret to those of us who had worked his first [CEMA-distributed] album at Solar, nor was he a secret to black radio," says Caldwell. "The success of "Tender Lover" is an example of my three-pronged philosophy. First, make sure your artist creates a great record in the studio. Second, be completely set up at black radio and retail. And finally, get

"That passion begins with the music, but it moves from music to goals to achievement. Ultimately, the passion comes from winning."

Polly Anthony

price and position in the stores, and the label's total commitment on the pop side of the market.

"Tender Lover" had all those elements in place from the start, with Black and Pop promotion working hand in hand. Polly Anthony and I have a special rapport, one that allows us to evaluate together the maximum potential of every record."

Looking to Epic's future, Caldwell sees bright prospects for Epic/Tabu artist Alexander O'Neal. "I just recently visited Alexander in the studio in Minneapolis, and I can tell you his new album will not only be *his* best yet, but one of the all-time great Jimmy Jam and Terry Lewis productions."

Beginning in 1988, Epic made several aggressive moves into rap music. "We understand," says Dave Glew, "that if you're going to be in black music today, you have to have great rap records. We began with a deal with Ice-T and his Rhyme Syndicate label for artists such as Divine Styler and Hijack. We allied with Ruthless Records, the label founded by Dr. Dre and Eazy-E, and we'll have new releases from Above The Law and Devastating Twins. Eazy,

Dre, Ice-T — these are all rap superstars in their own right, and now Epic will benefit from their knowledge of the music and the market.

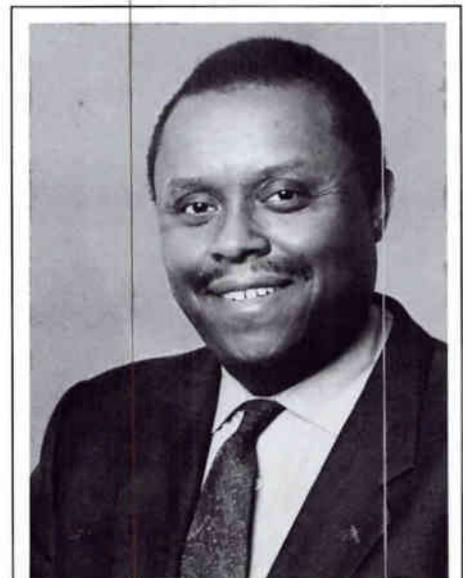
"The label roster must represent a balanced mix of music. With Epic's diversified roster, we can work rap records, pop records, dance records and metal records all at the same time without having them interfere with one another."

For this multi-pronged approach to work, however, Epic A&R must ensure the roster remains manageable. Don Grierson: "We're very conscious of keeping the roster reasonably tight and not overloading. Otherwise, we'd be in danger of losing records because of sheer numbers. Yet we're wide open at any time to sign something we've *gotta* have — 'something we can bleed for,' to use a phrase to Tommy's."

Harvey Leeds: "We're developing artists, careers and projects over the long term. It means taking on underdogs and reading the street. We have a new band called Danger Danger, and I'm telling you right now, in a year they're gonna be playing 20,000-seaters. *Today*, people are looking at me like I'm crazy, but I've seen this band play in places where nobody knows who Danger Danger are — and two songs in, they got 'em."

Polly Anthony: "If I could use one word to describe our promotion operation, on both the local and national levels, it would be 'passion.' That passion begins with the music, but it moves from music to goals to achievement. Ultimately, the passion comes from winning."

Dave Glew: "The positive changes we've made paid off this past year with some major success stories. The artistic quality of the Epic roster is matched by the talent and drive of the Epic staff. We're proud of our accomplishments and we see ourselves as a major force in this industry for the '90s." ●



Hank Caldwell

**MOST ADDED!
CROSSOVERS WINNER!
DEBUT 50 HITS TOP FIFTY ALBUMS!
WILDCARD 1/15!
BREAKOUTS WINNER!**

WAVA	add	WAAF	deb	18	WJAD	deb	34
WLOL	add	KXYQ	deb	23	KSAQ	deb	35
B104	add	WRVQ	deb	24	WZKX	deb	35
KROY	add	KYYY	deb	25	Z104	deb	35
92X	add	WVIC	deb	25	KDWZ	deb	35
WKDD	add	KHTK	deb	27			
WZPL	add	KRZR	deb	27	WAPI	23-18	
KQKQ	add	FM104	deb	27	KNIN	22-18	
KZZU	add	WQXA	deb	27	KATM	25-20	
WNNK	add	WZOK	deb	28	KFMW	33-23	
WSKZ	add	JET-FM	deb	30	KXXR	33-26	
KF95	add	Q104	deb	32	WOKI	30-26	
WFLY	add	WPHR	deb	33	WPXR	33-30	
WRQN	add	G98	deb	33	SLY96	38-32	
WRCK	add	WKLQ	deb	33	WAEB	39-32	
KGOT	add	WYCR	deb	33	999KHI	40-33	
95XIL	add	KFBQ	deb	34	KTUX	40-33	
B98	add	WDBR	deb	34			
KBFM	add						
KFTZ	add						
KIXY	add						



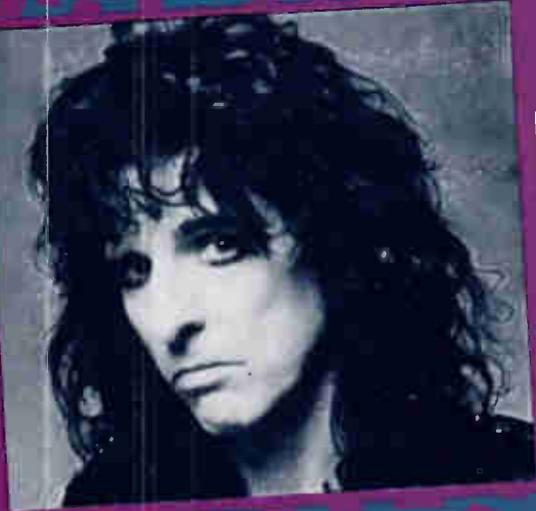
JOAN JETT
DIRTY DEEDS

ZST-73215



From "The Hit List"

Produced by Kenny Laguna
Co-Producers: Thom Panunzio and Joan Jett.



ALICE COOPER
HOUSE OF FIRE

34 T 73085

From The Epic Album

"TRASH" OE-45137

Produced by Desmond Child

92X	21-18
WLRS	21-18
KATM	21-18
KXXR	28-21
KNIN	24-21
KXYQ	28-22
ZFUN	27-22
KROY	29-23
KHTK	28-24
WZPL	30-27
999KHI	37-28
WKBQ	33-29
KFBQ	35-30
KSAQ	38-31
KTUX	36-31
WKRZ	36-32
OK95	39-35

**FLASHMAKER!
40 HITS TOP FIFTY ALBUMS!**

KUBE	add	WHTO	add	PIRATE	deb	19	JET-FM	deb	33
WFLY	add	WLRW	add	KWTO	deb	26	KDWZ	deb	34
FM104	add	WPFM	add	Q104	deb	27	WGY	deb	37
95XIL	add	WPXR	add	KQKQ	deb	29	KMOK	deb	38
SLY96	add	WVBS	add	WHHY	deb	30	KQIZ	deb	38
WHOT	add	WVIC	add	WPRR	deb	32	KYYY	deb	38



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Scott St. John, PD at Altoona, Pennsylvania's WPRR, is still a kid. At 21, he's one of the youngest Program Directors in the country. After starting with a Hot Adult format at WWPA in Williamsport, St. John then went full-time nights at their Adult sister FM, WYRS. From there, he began doing mornings — and in an attempt to branch out, commuted to WPRR in Altoona as a weekend jock to be able to do Top 40. After a brief fling at WQWK State College, he returned to WPRR/WVAM part-time. His next stop was PWR92 in Jamestown, before returning (for the third time!) to WPRR as a part-timer. From there he was promoted to middays and news, before being named PD in Sept. 1989. HITS' wanted to name Todd Hensley Radio Geek Deluxe, but our mothers wouldn't let us.



Do you feel any prejudice in the industry because of your age?

Not really. I find that a lot of people are shocked by my age; but when they find out how long I've been doing this, they see the experience is there. A few people try to take advantage of this being my first PD gig...only one or two have tried to take advantage of me and pull the wool over my eyes. Most of my problems are in this market. We are a relatively young company — our GM is 29 and our Sales Manager is 26. The cross town stations have managers in their 50s and they try to take advantage of that. What they don't get is that young people have a lot of fresh, new ideas. We don't like things the same way over and over. We like to freshen things up, and that's where we have the advantage. We dominate in the ratings and in sales.

How'd you get into this business?
I've wanted to do this since I was 7 years old. When I was 7, I had about 15 transistor radicos. I even thought that when you turned your radio off in the morning that the same song would be on at night. That's probably why I'm doing Top 40 now! Anyway, my dad was a minister and he knew some people at the church who were in radio; (so) I got to know them and just followed it, trying to break into radio. When I was 15, I was making my own format clocks, had my own little studio... I just loved it! What I did was

A BIG FISH IN ALTOONA

make tapes for friends in high school. I had two turntables, three tape decks and a high speed dubbing machine. I had a mock radio station — complete with liners, commercials and clocks that I followed. It was Top 40 with a Black/Dance lean...

Did you make any money?

No. I just enjoyed doing it.

Just like real radio, eh? So, tell me just what one does for a good time in Altoona.

Hit the night clubs...look for women.

What's Altoona like?

Well we are close enough to Pittsburgh for concerts and stuff, but it's neat because there is such a small town attitude about the area. But it's not as small as you'd think, the city is 60,000 and the county is 140,000.

Does B94 or other Pittsburgh stations influence you at all?

I'd like to say yes...I do listen to B94; but you are what you steal. You can get

B94 and I do get to hear a lot of Clark's ideas and I would love to use them...but, I can't. It would be almost like stealing from my competition since the signal can be picked up here. I love what they do, but I don't feel any influence.

What kind of music market would you say Altoona is?

It's different. We get 25-year olds calling, requesting Motley Crue, but in the same breath they ask for 2 Live Crew. I couldn't say it's Rock or Dance... just mainstream.

The '80s brought us Top 40/Urban, all sorts of things...what do you think the '90s are going to bring?

PoMo Urban. (laughs) I've been told Adult Top 40. This whole baby boomer scare of, oh, you have to aim 25-54. There's this fear of Top 40s going Adult. It might happen for a little while, but I think the target demos will come right back down and the baby boomers will

be pushed out.

You say fear. Why? You don't like the idea of Adult Top 40?

Not really, and mainly because I've worked Adult radio before. Let's just say, I do not find it exciting. There is just so much energy in Top 40. We do great with adults as well as kids and I'm surrounded by A/Cs!! I have 55-year old women calling for Technotronic, so I know they are listening.

Have you had any tempo problems with all the ballads out?

Yes.

How do you deal with it?

What I've done, especially at night, is gone into the computer and "played" with the oldies...lightened the ballad oldies and increased the upbeat ones. That's the way I balanced it. I still play the recurrents and oldies that are ballads, but the computer will schedule with tempo control. That helps keep the mix. ●

"I have 55-year old women calling for Technotronic, so I know they are listening."

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A



AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)
4.15	81	10	5	9

WARRANT

"Sometimes She Cries"

Taken from the Columbia Release: "Dirty Rotten Filthy Stinking Rich" 44383 • Produced & Engineered by Beau Hill

38-32 HITS TOP FIFTY SINGLES!
200 TOP 40'S WITH 15 NEW INCLUDING:

- | | | |
|----------------|---------------|----------------|
| WPLJ add | WMJQ add @29 | KDWB 18-15 |
| KKBQ add | KBEQ deb 24 | KXYQ 20-15 (H) |
| B94 add | WKBQ 2-1 (H) | WZPL 25-20 |
| WAVA add @28 | PIRATE 8-5 | KUBE 29-23 |
| PRO-FM add @31 | KXXR 10-6 (H) | KPLZ 29-26 (H) |
| KWOD add @29 | WDFX 12-9 (H) | B104 30-27 |
| WKSE add @30 | WLOL 15-13 | Q102 34-29 |



THE CHIMES

"1-2-3"

Mixed & Produced by Jazzie B and Mollie Hooper for Silent Productions Ltd.

CROSSOVER!
OVER 25 POWER HOUSE TOP 40'S INCLUDING:

- | | | |
|--------------|----------|--------------|
| B96 add @29 | KSAQ add | FM102 deb 30 |
| KUBE add | WAPE add | WXKS deb 32 |
| WIOQ add | KBOS add | KKMG deb 33 |
| KOY add | KZFM add | KDON 29-24 |
| KKFR add | KLUC add | BREAKING AT: |
| KITY add @33 | KPRR add | KMEL |
| KTFM add | KZZB add | HOT97.7 |



HOOTERS

"Brother, Don't You Walk Away"

Taken from the Columbia Release: "Zig Zag" 45058 • Produced by Rick Chertoff • Co-Produced by Eric Bazilian and Rob Hyman

FLASHMAKER!
OVER 20 STRONG OUT OF THE BOX INCLUDING:

- | | | |
|------------|------------|----------|
| KXYQ add | KFBQ add | WOMP add |
| WAEB add | KFTZ add | WPFR add |
| KZZU add | KNIN add | ZFUN add |
| WGY add | KWTX add | WZYP add |
| JET-FM add | KYYY add | KQHT add |
| WYCR add | 999KHI add | 99KG add |
| G98 add | WJMX add | KTUX add |



EARPICKS

Current favorites as chosen by members of all segments of the music industry

Madonna comes with her fifth single and people like it . The new Kiss comes in with early Top Forty support and a big buzz. Technotronic is hot and getting hotter, the second single shipped with an album in the Top 30 and #1

sales on the first single, nice. The debut cut from Lisa Stansfield also has lots of mentions with strong initial response from radio. Biz Markie continues to snowball.

WINNERS

1 MADONNA	KEEP IT	(Sire/WB)	6 BIZ MARKIE	JUST A FRIEND	(WB/C. C.)
2 KISS	FOREVER	(Mercury)	7 FY CANNIBALS	I'M NOT	(MCA/IRS)
3 TECHNOTRONIC	GET UP	(SBK)	8 PETER MURPHY	CUT YOU UP	(RCA/B.B.)
4 L STANSFIELD	ALL AROUND	(Arista)	9 ALANNAH MYLES	BLACK VELVET	(Atlantic)
5 UB40	HERE I AM	(Virgin)	10 ERIC CLAPTON	BAD LOVE	(Reprise)

D AGRESTO/TRACKS/NORFOLK
N Lowe/D Reeves/T Tritt/MC Hammer

K ALTOMARE/RHINO/LA
Smithereens/M Penn/E Z'Nuff/K Bush

RICK ANDRADE/ZIPS/TUCSON
B Carlisle/Smithereens/M Penn/B Markie

ED AUGUST/WNNK/HARRISBURG
Chimes/Madonna/B Pack/J Jett

TRACY AUSTIN/B93/AUSTIN
Technotronic/Madonna/J Jett

G BAIN/Q REC & VIDEO/MIAMI
E Clapton/UB40/Technotronic/Madonna

DAVE BAKER/WJMX/FLORENCE
E Clapton/J Child

ROBIN BANKS/JET-FM/ERIE
UB40/Alarm

J BANTA/WYKS/GAINSVILLE
L Stansfield/A Lorain/E Z'Nuff/Kiss

M BARNHILL/REC BAR/DURHAM
UB40/Mantronix/Heavy D/FY Cannibals

L BATCHECK/REC & TAPE/COL
UB40/Heavy D/FY Cannibals/Michel'le

KEN BENSON/WTHT/PORTLAND
L Stansfield/Madonna

FRANKIE BLUE/Z100/NY
Technotronic/T Page

T BRENNER/ARROW DIST/OHIO
Smithereens/P Murphy/L Anderson/B Nile

B BRENT/WALL TO WALL/PHILA
B Markie/Whitesnake/E John/T Dayne

G BROUILLARD/CKOI/MONTREAL
P Murphy/P Collins/J Clegg

J BROWN/PEACHES/SEATTLE
P Murphy/TM Be Giants/B Nile/UB40

JON BRYANT/G98/PORTLAND
P Carrack/L Vandross/B Carlisle

AL BUNCH/WZZU/RALEIGH
E Z'Nuff/F Pussycat

BILL CAHILL/STAR94/ATLANTA
L Ronstadt/E John/B Raitt

J CAMPAGNA/ROCKIT/SAUGUS
S Roses/P Murphy/9" Nails/Galaxy 500

L CAMPBELL/B94/PITTSBURGH
Chimes/Kiss/UB40

J CERONE/WBWB/BLOOMINGTON
P Jantz/Heavy D

SCOTT CHASE/Z106/SARASOTA
J Jett/E Brickell/J Bunny/Calloway

L CHESTNUT/PWR99/ATLANTA
Madonna/Xymox

D CLARK/SLY96/S LUIS OBISPO
P Carrack/L Stansfield/Techno/Madonna

BEAVER CLEAVER/WNVZ/NORFOLK
Whitesnake/B Carlisle/J Bunny/Kiss

LOU CLERY/WPFM/PANAMA CITY
Skyy/A Lorain/A Myles/T Dayne

J COHEN/STRAWBERRIES/BOSTON
E Wind & Fire/Raindogs/B Nile/B Crows

JJ COOK/KFRX/LINCOLN
Technotronic/L Vandross/E John/A Myles

ERIC COYNE/TOWER/WESTWOOD
Technotronic/Madonna/Heavy D/FYC

DAVY CROCKETT/WYCR/YORK
P Carrack

D CURTIS/LECHMERE/BOSTON
E Clapton/UB40/B Nile/Heavy D

JIM DANN/MCA/DENVER
E Brickell/Heavy D/M Penn/B Pack

F DAVIS/ANGOTT/DETROIT
3rd Bass/P Enemy/D Underground/B Ford

JEFF DAVIS/KLYV/DUBUQUE
Madonna/L Stansfield/FYC/K Paige

R DEAM/HEGEWISCH/CHICAGO
J Jackson/R Marx/Babyface/A Myles

ALBIE DEE/WPGC/WASH DC
L Stansfield/Leila K/Q Latifah/Heavy D

RICK ELLIOT/WDBR/SPRINGFIELD
J Bunny/F Pussycat/J Child/Technotronic

KEVIN PAIGE

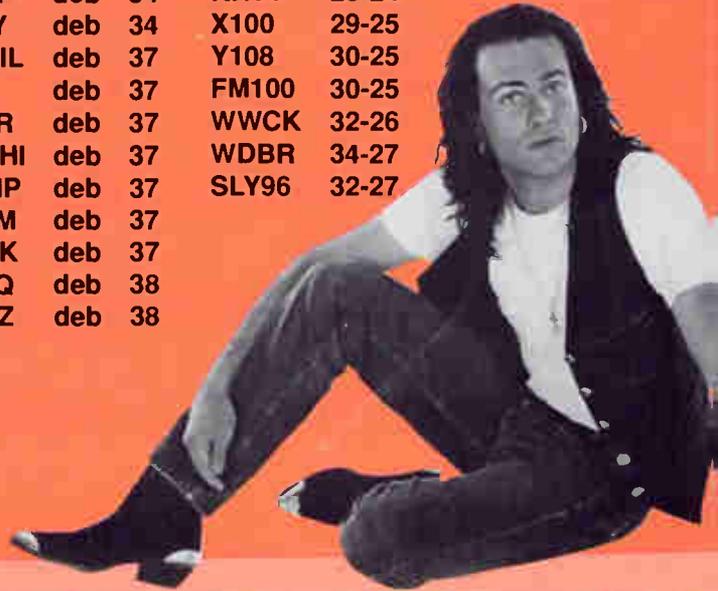
FLASHMAKER!
48-41 HITS TOP FIFTY SINGLES!

WXKS add	HOT94.9 deb	22	KMPZ	6-6	WYCR	33-27
WLOL add	KRBE deb	24	KRNQ	12-10	WKSI	32-28
PWR99 add	KUBE deb	29	KNRJ	21-17	KSAQ	37-29
WMJQ add	KWTO deb	29	WAPE	20-17	G105	33-29
WZPL add	WQXA deb	29	KZBS	22-19	95XXX	37-30
WBBQ add	KKBQ deb	30	Q102	25-21	KZFM	36-30
KF95 add	B98 deb	31	KRQ	25-22	WHTO	37-31
KKYK add	WKEE deb	31	WJMX	30-23	KBOS	36-32
WGY add	WPXR deb	31	B94	27-24	KCMQ	38-33
WMHE add	WQUT deb	32	KITY	27-24	WCGQ	39-34
KFTZ add	WWFX deb	33	WVSR	29-24	KYRK	39-35
KIXY add	WKSF deb	34	KHTY	28-24		
KKRD add	WFLY deb	34	X100	29-25		
KLYV add	E95XIL deb	37	Y108	30-25		
KQIZ add	G98 deb	37	FM100	30-25		
WAYS add	KQCR deb	37	WWCK	32-26		
WJAD add	999KHI deb	37	WDBR	34-27		
WLRW add	WOMP deb	37	SLY96	32-27		
WZKX add	WPFM deb	37				
ZFUN add	WRCK deb	37				
	KCAQ deb	38				
	WERZ deb	38				

ANYTHING I WANT

From the Album Kevin Paige

AVERAGE MOVE	AGRESSIVES (4 or more)
2.78	36



PAUL CARRACK

From the Album Groove Approved

FLASHMAKER!

OUT OF THE BOX:

WPHR add	KWTO add
WKSI add	KWTX add
KSND add	SLY96 add
K104 add	WJMX add
WYCR add	WOMP add
KCMQ add	WPFR add
KNIN add	

BATTLEFIELD

Chrysalis®

EARPICKS

Current favorites as chosen by members of all segments of the music industry

V ELLIOTT/V VENDORS/KALA
Erasure/Techno/B Carlisle/Sugarcubes

D ELLIOTT/WAVA/WASH DC
T Page/A Myles

S ESTEBON/KQMQ/HONOLULU
M Penn/A Myles

MARK FEATHER/WQXA/YORK
Kiss/Chimes/Madonna

GARY FRANKLIN/KXXR/KC
S Dolls/J Farnham/Front/LA Guns

K GEIDT/TOWER/SHERMAN OAKS
P Murphy/LA Guns/UB40/FY Cannibals

K GRAHAM/WEST MERCH/AMAR
P Carrack/E Clapton/F Young Cannibals

B.J. HARRIS/PWRPIG/TAMPA
B Markie/Jaya/Calloway/B Brown

JIM HARRISON/G105/DURHAM
L Kravitz/B Markie/Madonna

NEIL HARRISON/K106/BEAUMONT
L Stansfield/F On Fire/L Vandross/T Page

RICK HAYES/KTFM/SAN ANTONIO
Madonna/Shana/B Markie

H HAZE/KKSS/ALBUQUERQUE
K Paige/A Lorain/B Markie/Technotronic

STEVE HELLER/ZFUN/MOSCOW
UB40/Madonna/L Stansfield

HITMAN /99.9KHI/OCEAN CITY
B Pack/Technotronic/Kiss

C HOLMSTROM/ROUND UP/WASH
P Murphy/T Petty/R Stones/Rush

D HOUGHTON/UNIVERSAL/PHILI
K Minogue/Q Latifah/Whitesnake/E Z'Nuff

L HUGHES/95XIL/PARKERSBURG
Joan Jett/Kiss

J JACKIMOWICZ/SALEM REC/OR
S Roses/ML Drops/P Murphy/TMB Giants

K JAKIELA/GALAXY/PITTSBURG
J Jett/B-52's/J Bunny/Seduction

STANTON JAY/Z102/SAVANAH
Sybil/Technotronic/K Paige/Hooters

J JOHNSON/BUZZ'S NEST/COL
P Carrack/E Clapton/FYC/Hooters

D JOHNSON/KHTK/ST. LOUIS
Kiss/Madonna/B Markie

P JOHNSON/PRO/TEMPE
P Murphy/Slaughter/Q Jones/J Sonnier

W KAUFFMAN/WQCM/HAGARS
Madonna/FYC/T Page/Technotronic

L KING/SOUND OF/PHILADELPHIA
Technotronic/T Scott/T Twins/Babyface

B KINGSTON/WHTO/WILLIAMSPORT
M Penn/E John/A Cooper

T KNOUF/S TEXAS WHOLE/TX
C Paul/Techno/K Headhunters/Erasure

D LANDRY/KKQV/WICHITA FALLS
P Frampton/E Z'Nuff/Madonna

N LEWIS/MUSIC PEOPLE/OAKLAND
O Haza/UB40/R Stones/Heavy D

JACK LUNDY/Y94/FARGO
F Pussycat/B 2 Far/Kiss/J Farnham

K MACIVER/FACE THE MUSIC/MN
A Cooper/M Penn/E Z'Nuff/K Paige

S MANN/WQUT/JOHNSON CITY
P Carrack/E Clapton/Kiss/A Myles

T MARKLEY/ROCK...ROBIN/MACOMB
LA Guns/J Jett/A Cooper/Warrant

D MATHES/STREETSIDE/ST. LOUIS
O Blue/M Penn/UB40/Technotronic

CHUCK MCGEE/WOMP/WHEELING
LA Guns/Madonna/P Carrack/B Carlisle

MIKE MCGOWAN/WKSE/BUFFALO
L Stansfield/Kiss/B Markie

J.J. MCKAY/KWTO/SPRINGFIELD
S Dolls/F Young Cannibals/Kiss

LISA MCKAY/WRVQ/RICHMOND
B Markie/B 2 Far/Technotronic/L Kravitz

PAT MCMAHON/KEZB/EL PASO
Skiyy/L Vandross/Stevie B

W MERRITT/SEA PORT/PORTLAND
B Markie/Whitesnake/Seduction/M Penn

SEAN MICHAELS/KTRS/CASPER
J Bunny/J Farnham/Technotronic/FYC

TIM MIKKELS/KKNB/LINCOLN
Hooters/Kiss/Joan Jett

M MILLER/KKMG/COLORADO SP.
L Stansfield/Yvonne/Sybil/Calloway

T MITCHELL/98PXY/ROCHESTER
Calloway/A Lorain/J Farnham/Skiyy

J MOSKOW/SCHWARTZ/WASH D.C.
J Jett/E Brickell/FY Cannibals/Warrant

JAY MURPHY/KQHT/GRAND FORKS
A Myles/Saraya/Kiss/T Tora

HANK NEVINS/WMJQ/BUFFALO
Madonna/Technotronic/B Markie/T Page

BOB O'DELL/WWCK/FLINT
Smithereens/D Mode/J Bunny

PJ OLSEN/WLOL/MPLS
Leila K/A Myles/L Stansfield

BRIAN PHILIPS/KDWB/MPLS
B-52's/J Child

ALAN POWERS/KIMN/FT COLLINS
Madonna/E Clapton

PAUL PYRO/KNAN/MONROE
Madonna/Kiss/B Markie/Technotronic

D RICHARDS/KOKZ/WATERLOO
Madonna/L Stansfield/E Clapton

JJ RILEY/95XXX/BURLINGTON
L Stansfield/Technotronic/E Brickell/Kiss

DON RIVERS/KBIU/LAKE CHARLES
A Myles/Madonna/B All Means

C ROBERTS/92X/COLUMBUS
Kiss/F Pussycat/E Z'Nuff/LA Guns

KEVIN ROBINSON/WVIC/LANSING
A Cooper/Hooters/Kiss

G ROLLING/KKYK/LITTLE ROCK
L Stansfield/K Paige

K ROMERO/KSAQ/SAN ANTONIO
Morrissey/TT D'Arby/P Furs/T Twins

T ROSS/C SOUTH/NASHVILLE
Hooters/FY Cannibals/Heavy D/UB40



the new single

"DON'T WANNA FALL IN LOVE"

written, performed and produced by JANE CHILD
from the album JANE CHILD



management: the Steve Moir Company copyright 1990 Warner Bros. Records Inc.

WARNER BROS. RECORDS

EARPICKS

RANDY ROSS/WGTZ/DAYTON Kiss/A Myles/Technotronic	K SHEDD/DOWN..VALLEY/MPLS M Penn/P Murphy/E Brickell/L Gramm	RICK STONE/MX105/ORLANDO E Brickell/T Twins/Calloway
D ROY/TRANSWORLD/ALBANY J Jackson/T Dayne/J Jett/Kiss	D SIBEL/HARVARD CO-OP/BOSTON 11th D Day/TMB Giants/Silencers	JAY TAYLOR/KLUC/LAS VEGAS Skyy/J Child/T Page
S RYBACK/KC101/NEW HAVEN B Markie/Leila K/Madonna	K SIMMONS/H OF GUITARS/ROCH N Young/Smithereens/Soundgarden/A Logie	M TINNES/WKLQ/GRAND RAPIDS Alarm/Kiss/LA Guns
T SBRIGLIA/TRANSCON/BUFFALO Madonna/E Clapton/Hooters/LA Guns	RICK SIMON/KEWB/REDDING Madonna/E Brickell/Kiss/Smithereens	PAM TRICKETT/B104/BALTIMORE Madonna/T Page/Kiss/L Stansfield
S SCHANTZ/WSPK/POUGHKEEPSIE Kiss/Madonna/E John/Technotronic	M SMITH/WILMI SALES CORP/NY P Carrack/FY Cannibals/Hooters/UB40	RICK UPTON/KITY/SAN ANTONIO Mantronix/Chimes/Techno/L Stansfield
JIM SCOTT/KNIN/WICHITA FALLS UB40/Giant/B 2 Far	M SORIA/DISC DIGGERS/BOSTON J McMurtry/J Bruce/J Bros/P Murphy	T WAITEKUS/WCIL/CARBONDALE Madonna/T Page/B Markie
ROGER SCOTT/KRQ/TUCSON L Stansfield/Technotronic/J Jett	SCOTT ST.JOHN/WPRR/ALTOONA Madonna/Kiss	KEN WALL/KISR/FT SMITH Front/S Dolls/A Cooper/Kiss
B SELTZER/EPIC/NEW YORK Madonna/L Stansfield/Chimes	K STAMM/RADIO DOCS/MILW UB40/Technotronic/Madonna/E Clapton	FRANK WALSH/POWER 96/MIAMI Kaoma/Jaya/Shana/ABC
B SHAHAN/WVSR/CHARLESTON Whitesnake/L Stansfield/Kiss	T STARR/SOUND WARE/ST LOUIS D For Pearls/T For Fears/E Z'Nuff/LA Guns	D WARD/Z95.1/CHARLOTTE A Myles/Michel'le/D Mob
J SHAHINIAN/RECORD EX/CLEVE E Brickell/T Dayne/Kiss/J Bunny	JIMMY STEAL/KEGL/DALLAS P Murphy/A Box	D WATSON/KARMA/INDIAN Whitesnake/P Enemy/Aerosmith
A SHANE/WIKZ/CHAMBERSBURG J Jett/B Markie/Madonna	BRUCE STEVENS/WBBQ/AUGUSTA Techno/L Stansfield/Madonna/P Collins	BRIAN WOLF/WGLU/JOHNSTOWN Madonna/K Paige/UB40/Smithereens

Try Us, You'll Hate Us. →→→→→

↓

NAME _____ TITLE/POSITION _____

COMPANY NAME _____ TYPE OF BUSINESS _____

ADDRESS _____

CITY _____ STATE _____ ZIP CODE _____



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ATCO'S FLYING HIGH!

ENUFF Z'NUFF

MANAGEMENT/CONSULTANT
HERBIE HERBERT



"FLY HIGH MICHELLE"
the new single and video from
ENUFF Z'NUFF (91262)

- | | | |
|--------|-------|----|
| PIRATE | deb | 20 |
| KRZR | deb | 30 |
| KSAQ | deb | 38 |
| KATM | 26-22 | |
| WWCK | 38-32 | |
| KXXR | 38-33 | |
| WKBQ | 39-33 | |
| WZYP | 37-33 | |

CROSSOVER!
TOP 10 DIAL MTV!
TOP 5 REQUESTS AT 9 STATIONS!
ON TOUR!

92X add
93Q add



MICHEL'LE

#1 CALL OUT RECORD AT:
Y108 - KMEL - KLUC - KBOS
SALES OVER 400,000!
REQUESTS HUGE! 22 TOP 10'S
Y108 1-1 KIIS ADD @17 (HOT)

"NO MORE LIES"
from the multi-format smash
MICHEL'LE (91282)

#1 ADULT FEMALES #1 ADULT MALES #1 TEEN MALES
"There is no question this is absolutely our biggest record on the air. Anyone who has any doubts about 'Michel'le' can call me at 415-391-1061."
HOSH GURELI — KMEL

On Ruthless Records



Jive Bunny

and the Mastermixers

"THAT'S WHAT I LIKE"
the follow-up to the Gold Single "SWING THE MOOD"
from the smash album
JIVE BUNNY—THE ALBUM (91322)

FLASHMAKER!
1.5 MILLION SOLD!

"Precisely what Top 40 needs more of... Samples many of the great hits from Top 40's roots... Fun for the mass radio audience."

BETTY BRENEMAN



On Atco Compact Discs, Cassettes and Records
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Unforgettable.

*"An exquisite debut run through
with murmurs of the Cocteau Twins
and Kate Bush."*

THE NEW YORKER

"Entirely captivating!"

ROLLING STONE

*"[The Innocence Mission's Karen]
Peris has a stunning voice...and
melodies to match."*

L.A. TIMES

"I REMEMBER ME"

the new single by

THE INNOCENCE MISSION

Two non-lp B-sides on promo 12"!

From the debut album THE INNOCENCE MISSION (SP 8274)

PRODUCED BY LARRY KLEIN

MANAGEMENT: ASHER/KROST MANAGEMENT

THE BEGINNING OF THEIR NATIONAL TOUR:

February 5	Cleveland	February 16	Denver
February 6	Pittsburgh	February 18	Salt Lake City
February 7	Ann Arbor	February 20	Portland
February 9	Chicago	February 21/22	Seattle
February 10	Madison	February 24	Stanford, CA
February 12	Minneapolis	February 25	San Francisco
February 13	DeKalb, IL	February 26	Los Angeles
February 14	Kansas City	March 1	Washington D.C.

with many more dates to follow.

THE
INNOCENCE
MISSION



POST MODERN

(Based on a combination of airplay and sales.)

LW	TW	ARTIST-LABEL	COMMENTS
1	1	KATE BUSH - Columbia Various	What's new?
2	2	JESUS & MARY CHAIN - WB Head On	Solid
21	3	PETER MURPHY - RCA Cuts You Up	Giant!
5	4	PSYCHEDELIC FURS - Columbia House/God	Great week
3	5	SMITHEREENS - Enigma/Capitol Blues Before & After	Selling
4	6	IAN MCCULLOCH - Reprise Candleland	Slipping
7	7	MICHAEL PENN - RCA No Myth	Big video
9	8	CREATURES - Geffen Standing There	Early sales
6	9	B52'S - Reprise Roam	Up and down
8	10	LENNY KRAVITZ - Virgin Let Love Rule	Hot sales
11	11	WONDERSTUFF - Polydor Don't Let Me Down	New cut
13	12	MIGHTY LEMON DROPS - Sire/Rep Into The Heart...	Steady gains
16	13	NINE INCH NAILS - TVT Various	Early sales
14	14	LAURIE ANDERSON - WB Babydoll	Steady week
12	15	MINISTRY - Sire/WB Burning/So What	Slipping
17	16	MORRISSEY - Sire/Rep Ouija Board	Airplay
--	17	11TH DREAM DAY - Atlantic Testify	Big gains
15	18	DEPECHE MODE - Sire/Reprise Various	Hot video
24	19	STONE ROSES - Silvertone Various	"Adored" Hot
20	20	MICHELLE SHOCKED - Mercury On The Greener Side	Holding
--	21	ELECTRONIC - Factory Getting Away From It	Huge at radio
10	22	THE PRIMITIVES - RCA Secrets/Sick Of It	Falling
--	23	S. BLUE MESSIAHS - Elektra Various	Back up
25	24	ERASURE - Sire/Reprise Drama	Early sales
--	25	RED LORRY YELLOW... - B.B./RCA Various	Radio leads

POST TOASTED By Ben Dover

Two big stories this week..... Peter Murphy explodes at both radio and retail and finally captures the #1 slot on the chart. "Deep" scores as the #1 Hots winner with lots more growth in the weeks to come. Bruce Flohr remains emotionally still-born..... Ensign/Chrysalis' Sinead O'Connor flies (FLIES!) out of the box as the #1 Most Added record at PoMo. The album ships sometime in March but by the response from radio, this first cut should last at least that long..... Jesus & Mary

Ten Cuts Deep



Peter Murphy — no relation to Rick Astley.

Chain hold at #2 this week with a tour now underway with guests, Nine Inch Nails..... Atlantic's 11th Dream Day scores as a Hots winner this week with solid local sales now kicking in. Speaking of Atlantic, the Everything But The Girl 12", "Driving," sounds like the goods — that hits radio this coming week..... Debuts this week — Elektra's They Might Be Giants comes on with a big week at radio and developing sales. Fontana's Lilac Time is making big moves with lots of Hots from radio. Check this out — The Lilac Time and XTC are going into the studio to do an album together. Most of the material is already written and it should be released sometime this fall. Virgin's UB40 is scoring big this week with retail and a new video now telling the story. And, Capitol's Skinny Puppy is selling big at the local PoMo retail level with airplay points picking up significantly..... The The is back up this week with "Jealous Of Youth" scoring as one of the Most Added.... The folks at WB are coming your way with a radio edit of Ice T's "The Girl Tried To Kill Me" the first week of Feb..... The Church album sounds killer. Look for a 3-song CD to hit radio on 2/15. The lead cut is "Metropolis"..... A&M's The Blue Nile is making huge moves with lots of early Heavy airplay. Watch for the new video at MTV and VH1..... Midnight Oil hits radio this next week with "Blue Sky Mine" leading off as the first track. The entire album is filled with great stuff.... SBK is releasing the live Will & The Bushmen ep, "Suck On This." That hits radio this week..... The new mix on Flesh For Lulu's "Every Little Word," is showing early signs of success in major markets including San Fran, Ssan Diego, Pitt. and Boston..... Finally, 91X is having lots of success with their new show, "Shrapnel." It's a 60 minute show featuring the best of rap and metal. Huge reaction from listeners.....

POST MODERN

HOTS

1. PETER MURPHY(RCA)
2. THEY MIGHT BE GIANTS (Elektra)
3. MICHAEL PENN (RCA)
4. IAN McCULLOCH (Reprise)
5. 11TH DREAM DAY(Atlantic)
6. OFRA HAZA(WB)

ADDS

1. SINEAD O'CONNOR (Ensign/Chrysalis)
2. LENE LOVICH (Pathfinder)
3. RAINDOGS (Atco)
4. THE THE (Epic)
5. PETER KOPPE (TVT)
6. THE RAVE-UPS (Epic)

(Hot reports from the nation's leading radio and retail outlets)

WHFS / DAVID EINSTEIN / AN-NAPOLIS

- Warren Zevon
- Lenny Kravitz
- Jesus & Mary Chain
- Ian McCulloch
- Dramarama

KUT / CHERYL BATEMAN / AUSTIN

- Dissidenten
- Lilac Time
- Laurie Anderson
- Vujicsics
- Marty Wilson Piper

WSBF / ALAN RIDGEWAY / CLEMSON,S.C.

- Beautiful Pea Green
- Lush
- Death of Samantha
- Bastro
- Clarence G. Brown

SELECTER / SUSAN HAYNES / HICKORY, N.C.

- They Might Be Giants
- Front
- 11th Dream Day
- Peter Murphy
- Ian McCulloch

PLASTIC FANTASTIC / DAVID CASTLEMAN / ARDMORE, PA.

- Peter Murphy
- Depeche Mode
- Morrissey
- Grant Hart
- They Might Be Giants

CD ONE STOP / DAVE CARROLL / BETHEL

- They Might be Giants
- Julia Fordham
- John Wesley Harding
- Raindogs
- Balamm & the Angel

KDGE / LARRY NIELSON / DALLAS

- Depeche Mode
- Psychedelic Furs
- Morrissey
- The The
- Ian McCulloch

VINYL VENDORS / VALERIE EL-LIOT / KALAMAZOO, MI

- Jesus & Mary Chain
- Michael Penn
- Lenny Kravitz
- John Lee Hooker
- Soundgarden

ACRN / WILL MCCOOL / ATHENS

- Wonderstuff
- Flesh For Lulu
- Nuclear Valdez
- James McMurtry
- Kinks

WBCN / OEDIPUS/CARTER ALAN / BOSTON

- Ian McCulloch
- Creatures
- Public Enemy
- Nina Hagan
- Peter Murphy

WXCI / GREG VEGAS / DAN-BURY

- Beloved
- Acid Horse
- Electronic
- Peter Koppes
- Third Bass

STAN'S RECORD BAR / HARRIS SHERMAN / LANCASTER

- They Might Be Giants
- John Wesley Harding
- Innocence Mission
- Sinead O'Connor
- Shocker

METRONOME / MIKE MANN / ATLANTA

- Ofra Haza
- Peter Murphy
- Kate Bush
- Julee Cruise
- Shaking Family

WFNX / BRUCE MCDONALD / BOSTON

- Electronic
- They Might Be Giants
- Sinead O'Connor
- Nine Inch Nails
- Morrissey

BARNEY'S MUSIC / SKID JONES / DAVIS

- Swamp Oaf
- Thee Hypnotics
- Fugazi
- Cynics
- Screaming Blue ...

WJUL / DAWNIE / ROD / LOWELL, MA

- Art is Hand Maiden
- Skinny Puppy
- Presidents Breakfast
- Alien Sex Fiend
- Bitch Magnet

TURTLES / THOM DRAM / AT-LANTA

- Michael Penn
- Ministry
- Lenny Kravitz
- They Might Be Giants
- Peter Murphy

WBNY / GINA GALLI / BUFFALO

- 11th Dream Day
- Red Lorry, Yellow ...
- Mary My Hope
- Ministry
- Peter Murphy

WDET / ANNE DELISI / DETROIT

- Kate Bush
- Lenny Kravitz
- Jeff Beck
- Laurie Anderson
- Michelle Shocked

WORT / STEVE GOTCHER / MADISON

- 11th Dream Day
- Negativland
- Verlaines
- Can
- Jayhawks

WRAS / KIM SAADE / ATLANTA

- Peter Murphy
- Psychedelic Furs
- Nine Inch Nails
- Ofra Haza
- John Wesley Harding

RECORD BAR / RICHARD LANE / CHAPEL HILL, N.C.

- Daniel Lanois
- Ian McCulloch
- Erasure
- Roches
- Satellite Boyfriend

WDHA / ANDY DEAN / DOVER,NJ

- Eric Clapton
- Michael Penn
- Neil Young
- Rolling Stones
- B 52's

WFIT / HELEN URRIOLA / MEL-BOURNE, FL

- They Might Be Giants
- Peter Murphy
- Ministry
- Ofra Haza
- Naomi's Hair

KLBJ / JODY DENBERG / AUSTIN

- Blake Babies
- Opal
- Green on Red
- Galaxie 500
- Mekons

WXRT / LIN BREHMER / CHICAGO

- Smithereens
- Ian McCulloch
- Michael Penn
- Stone Roses
- Lenny Kravitz

KARMA #14 / MATT RAFTREE / FT. WAYNE

- Blue Nile
- 11th Dream Day
- Map of the World
- Ofra Haza
- Public Enemy

OPEN BOOKS & RECORDS / LESLIE WIMMER / MIAMI, FL

- Shawn Colvin
- Bad Religion
- Soundgarden
- Camouflage
- Wendy Wall

Sinead O'Connor



**IMPORT
#1
MOST
ADDED
POST
MODERN!**

NOTHING COMPARES 2 U

PRODUCED BY SINEAD

Chrysalis  **ensign** © 1990 Ensign Records Limited.

POST MODERN



JILL MAXICK CHRYSALIS RECORDS N.Y.

Everyone in the world knows this girl so let's not talk about her. Rather, take a look at the projects that have her bugging the hell out of radio for the next couple of months. **Sinead** explodes this week at radio and takes a hefty leap of 30-3 on the UK charts, **Blue Aeroplanes** ships to radio on Feb. 19 with a March album release date and then there's **World Party** — hopefully sometime in the next decade.

HOTS:

1. ERIC CLAPTON
2. IAN MCCULLOCH
3. B.A.D.
4. ROLLING STONES
5. SMITHEREENS
6. ALARM
7. CAMPER VAN BEETHOVEN
8. STONE ROSES
9. PETER HIMMELEMAN
10. B52'S

RADIO DOCS / KATHY STAMM / MILWAUKEE

- They Might Be Giants
- Soundgarden
- Silencers
- 11th Dream Day
- Ofra Haza

KABL / MARK MILLER / MINNEAPOLIS

- 11th Dream Day
- They Might Be Giants
- Screaming Blue ...
- Meat Puppets
- Creatures

RHYMES / MORY MCCARTHY / NEW HAVEN

- Thee Hypnotics
- Freaks
- Miracle Workers
- Cosmic Psychos
- Pestilence

WNHU / COBBY STILL / NEW HAVEN, CT

- Ministry
- Peter Murphy
- Skinny Puppy
- Mighty Lemon Drops
- Jesus & Mary Chain

BABY GO BOOM / CORY ROME / NEW ORLEANS

- Red Flag
- Beau-Q
- Rhythm Device
- Ofra Haza
- Taste of Sugar

WNYU / LISA SARTORI / NEW YORK

- Lisa Stansfield
- Corporation of 1
- Soundgarden
- Galaxie 500
- Beloved

WDRE / MCNAMARA / NEW YORK CITY

- They Might Be Giants
- Morrissey
- Electronic
- B 52's
- Michael Penn

KOHS / SHAWN CARTER / OREM

- Primitives
- Camouflage
- Creatures
- Ocean Blue
- Beautiful South

MURMUR / DON GILLILAND / ORLANDO

- Peter Murphy
- Galaxie 500
- Michael Penn
- Silencers
- Brail Closet

WOXY / PHIL MANNING / OXFORD, OH

- Kate Bush
- Nine Inch Nails
- Depeche Mode
- Ministry
- Jesus & Mary Chain

KUKQ / JONATHAN L. / PHOENIX

- Erasure
- Morrissey
- B 52's
- Peter Murphy
- UB40

X15 / DAVE CALIBRISE / PITTSBURGH

- Depeche Mode
- Peter Murphy
- Psychedelic Furs
- Erasure
- Jesus & Mary Chain

SOUND IDEAS / RICH MINCE / PLAINSBORO, N.J.

- Ian McCulloch
- Creatures
- Primitives
- Peter Murphy
- Laurie Anderson

MUSIC CELLAR / MIKE KREUNCH / PRINCETON, N.J.

- Peter Murphy
- Stone Roses
- B 52's
- Kate Bush
- Laurie Anderson

WBRU / TED MCENROE / PROVIDENCE

- Ian McCulloch
- Sinead O'Connor
- Eddie Brickell
- Rave-Ups
- Raindogs

WDOM / JOHN GAZERRO / PROVIDENCE

- Lenny Kravitz
- B 52's
- Michael Penn
- Kate Bush
- Red Hot Chili ...

FACE THE MUSIC / KEN MACIVER / ROCHESTER, MINN.

- Mission U.K.
- They Might Be Giants
- Peter Murphy
- Ofra Haza
- Crispin Glover

KSYM / LYNETTE VALEJO / SAN ANTONIO

- Pagans
- Freaks
- Gore Hounds
- Forgotten Rebels
- Otis Ball

KITS / STEVE MASTERS / SAN FRANCISCO

- B 52's
- Michael Penn
- Electronic
- Jesus & Mary Chain
- Ian McCulloch

KCPR / SCOTT CARTER / SAN LUIS OBISPO

- Skinny Puppy
- Opal
- Crispin Glover
- Frank Tovey
- Bounty Hunters

KSCU / CREIGHTON MENDIVIL / SANTA CLARA

- Nine Inch Nails
- Bad Manners
- Hubert Kah
- Bonedaddys
- Curiosity Killed ...

WRUC / RON EUGENIO / SCHENECTADY

- They Might Be Giants
- Michael Penn
- Creatures
- Ministry
- Soundgarden

KWUR / BRY GRIMES / ST. LOUIS

- 14 Iced Bears
- Inspiral Carpets
- Negativland
- The KLF
- Barmy Army

WEST END WAX / DEBBIE MIKLES / ST. LOUIS

- Peter Murphy
- They Might Be Giants
- Michael Penn
- Thrill Kill Kult
- Morrissey

WVFS / MIKE RITTEBERG / TALAHASSE

- They Might Be Giants
- Smithereens
- 11th Dream Day
- Requiem For The ...
- Das Damen

KTAO / BRAD HOCKMEYER / TAOS

- Lilac Time
- Rave-Ups
- Bonedaddys
- Blue Nile
- Laurie Anderson

WTSR / CHRIS BERGEN / TRENTON

- Peter Murphy
- Laurie Anderson
- Grant Hart
- Electronic
- Weathermen

KLA / STEVE CORDOVA / UCLA

- Acid Horse
- Food 4 Feet
- 11th Dream Day
- Mussolini Headkick
- Mission U.K.

FLESH FOR LULU

"Every Little Word"

From the album **PLASTIC FANTASTIC**



Produced by Mark Opitz



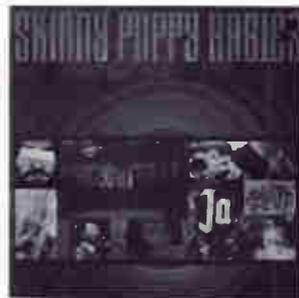
ASK ABOUT
THE NEW 15 IPS MIX!

WFNX
X15
KITS

SKINNY PUPPY

"Tin Omen"

From the album **RABIES**



DEBUT **25** POST MODERN!

WRVU	WBER
91X	KTCL
KCPR	WFIT
WRAS	WXCI
KUNV	WUOG

EAST OF EDEN

"Mystic Love"

From the album **EAST OF EDEN**



WHFS
KDGE
WFIT
KTCL

HUGH HARRIS

"Alice"

From the album **HUGH HARRIS**

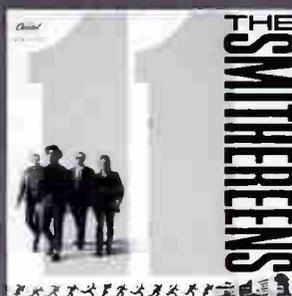


WDRE
WHFS
KACV

SMITHEREENS

"Blues Before And After"

From the album **11**



TOP 10 POST MODERN!
ON HEADLINE TOUR NOW!



POST MODERN

POMO PICKS

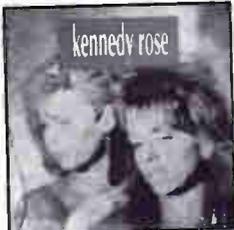
Edited By **Holly Gleason**



Sinead O'Connor, "Nothing Compares 2 U" (Ensign): Tom Gorman and Jill Maxick wanted to thank all you PoMonsters for breaking Sinead O'Connor — so, they went out and bought 400 copies of this wonderful import single to give you people the leg up. We're talking a completely moving

take on one of Prince's more evocative compositions, plus a B-side of "Married To The Mob"'s "Jump In The River." O'Connor inhabits the edge and if her work borders on disturbing, it's only because of its emotional intensity/clarity.

Kennedy Rose, "Hai-Ku" (Pangaea/IRS): Nashville-based Mary Ann Kennedy and Pam Rose defy convention to write songs steeped in emotion, sung with passion and played with fire. There's nothing country about the broodingly sensual "Nightline," the ardent "Love Like This" or the strong, yet tender "Love Is The Healer." Peeling back the layers of emotional sludge to bare their deepest, darkest urges makes "Hai-Ku" compelling. It's music that haunts you late at night, making you face the things you keep hidden way down deep.



Stevie Salas, "Color Code" (Island): Basic rock and roll attack from the guy Rod Stewart hand-picked to sling guitar on his recent tour. Stevie Salas is the kinda guy that gets right down to the nitty gritty, twisting guitar lines like a ring around his finger and working up the grungiest kinda sweat in the process.

But, this ain't just another riff-du-jour special; Salas and company know how to weave in a strong sense of melody and hooks that'll catch even the hardest to please ear. Look for the salacious "The Harder They Come" to break fast.

Balaam & The Angel, "Days of Madness" (Virgin): British-based rockers Balaam & The Angel hit San Francisco's red light district to record the follow-up to their breakthrough "Live Free Or Die" LP — and the results resonate throughout "Days of Madness." Lead singer Mark Morris snarls his way through a collection of pounding rockers that boast an unrelenting backbeat and screeching guitars that are all teeth. Look for "I Took A Little" with its ringing guitar breaks, anthemic chant-along chorus and soaring harmonies to hit hard and breakthrough fast.



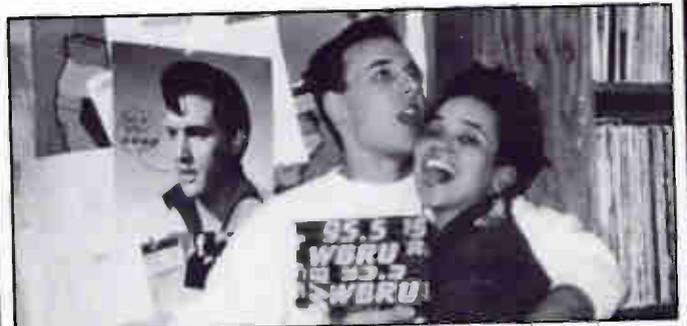
POMO MUGS



IT'S BILL: WAPS' very own Bill Gruber is a stud of the nineties, folks. Recently, he invited East Of Eden by the station for a visit. Pictured l-r are: J. Megill Winston, band; Rhonda Kiefer, WAPS; Cinde Lager and Eric Schermerhorn, band; and the stud himself. Gee Bill, are you anticipating two months of constipation or is that just your way of looking like you're having fun?



THE SECOND PHOTO: A&M's Grammy nominee, Soundgarden, played a while back at Rhino Records in L.A. Actually, it wasn't just a while back — it was major amounts of months ago but when you're looking through your photo file and can't find much of anything (except for things like a Bill Gruber photo), you're somewhat compelled to use whatever you can. See if there's anyone you know and then move onto the third photo please. Thank you.



KARYN IS VERY CUTE: Karyn Bryant of Providence's WBUR is very cute. She's even cuter when she sticks out her voluptuous tongue. However, she's not so cute when she's seen with one of those sleazeball promo Wallies like in the above photo. We're not exactly sure who this promo guy is but he sure would look a lot like Reprise' Paul V. if he changed his hair color. (Note: We'd like to extend our thanks for your patience with this week's photos (or lack thereof). BUT IF YOU'D SEND US SOME &*\$%\$ING PHOTOS, MAYBE, JUST MAYBE, WE COULD IMPROVE THIS SECTION!!

“Can You Hear The Sound?”

Midnight Oil
Blue Sky Mine

38T-73250

The new single from the upcoming album, “Blue Sky Mining.” CD Pro Coming This Week! On Columbia.

Produced by Warner Livesey and Midnight Oil. Management: Gary Morris

Columbia Reg. U.S. Pat. & Trm. Off. by CBS Records Inc. © 1990 Midnight Oil



THE HORIZON

THE LATEST ON UP AND COMING BANDS

by John Sutton-Smith

Rock & roll has reached middle age. Today's pop singers were born after "Satisfaction" was released; indeed, their *parents* grew up on rock & roll. Playing rock is a bourgeois vocation these days, with barely a hint of rebellion left in it — but for all the Nike commercials that turn rebellion into money, there are still the consummate dreamers in the garages, lofts and basements of the world with the soul of **Buddy Holly** burning inside them. The music shows no signs of slowing down, and more and more new labels have more and more new product by, you guessed it, more and more new bands. The dream, in all its various forms, is more widespread, mainstream and far-reaching than ever. A quick glance at the first-quarter releases, coming hot and heavy from a myriad of young, developing, Post Modern and alternative acts, bears witness to the enduring emotional resilience of modern music as solace for our aching souls and fuel for our inner visions.... First out of the block come the prospective commercial blockbusters, led by **Billy Idol**, **Oingo Boingo**, **Midnight Oil** and **Public Enemy**, all due in February.... Coming on the heels of his role in **Oliver Stone's** new **Jim Morrison** pic, Idol's latest for **Chrysalis**, "Charmed Life," contains a remake of the **Doors'** "L.A. Woman" that's destined for major airwave presence; and **MCA** are expecting great things from the Boingo boys' long-awaited "Dark At The End Of The Tunnel." Of course everyone is waiting to see if Public Enemy can remain both the commercial and conscious force on record that they were with "It Takes A Nation Of Millions To Hold Us Back" in 1988 and on the pivotal track "Fight The Power" from last year's "Do The Right Thing" movie. The new album, "Fear Of A Black Planet," is scheduled for a February 21 release on **Columbia**. Meanwhile Public Enemy's controversial mouth that roars, **Professor Griff**, has a solo album coming out the same day on the Miami-based **Luke Skywalker** label called "Pawn in the Game," the title track coming as a single any day now. **Midnight Oil**, led by charismatic politico **Peter Garrett**, have a new album for **Columbia** that is sure to spark huge interest across the board after the single success of "Beds Are Burning" from the "Diesel and Dust" album. Another similarly motivated singer and activist, also from the Southern Hemisphere, is **Johnny Clegg**, the South African-born singer who, with his band **Savuka**, has transformed African music into a vital rock context. Clegg is potential superstar for the '90s and understandably a big priority for **Capitol**. His new album, "Cruel Crazy Beautiful World," recorded in L.A. and once again produced by **Hilton Rosenthal**, is coming shortly and continues to address the cultural and social issues of race and environment. Clegg is already a superstar in much of the world and, to my mind, a sure bet to become one here as well.... Also expect new albums from **Los Lobos**, **World Party** and the **Cowboy Junkies** come March.... As we look to the future, we should perhaps note some of the best albums by new artists from last year with a view to their future prospects: From **Lenny Kravitz** and **N.W.A.** to the **Stone Roses** and **Mary's Danish** or **Soundgarden** and **Raging Slab**. Add **Michael Penn**, **Bob Mould**, **Camper Van Beethoven** and **Melissa Etheridge**, just a few names out of the hat that suggest there's plenty of talent to spare.... And the beat goes on. So here's to the '90s.

NEW ARTISTS



Blue Nile

Title
"Hats"

Label
A&M

Three Scots take five years to make a record — it would seem like excess if "Hats" weren't so mesmerizing. Blue Nile continues weaving the evocative soundscapes that bring deep-seated emotional nuances to the surface. Look for Paul Buchanan, Robert Bell and Paul Moore to make the most of their second album.

Suggested Cuts

"Downtown Lights" sets up "Hats" as an LP to soothe the savage Post Modern beast within us all. It's intelligent pop music that takes you to other places.

Label Comments:

A&M Bigwig **Al Cafaro** dropped his usually steely, streetwise demeanor to wax poetic about the Blue Nile's sophomore effort. "This is one of those records that's as murky as midnight, yet as soft as a warm summer breeze, and is thoroughly haunting. Once again, the Blue Nile's managed to evoke feelings long dormant in even the most hard-hearted listener, which is brilliant testimony to the subtlety of their craft and their gift for coaxing out the things that are so easily forgotten." Got it, dude.



3rd Bass

Title
"The Cactus Album"

Label
Def Jam/Columbia

If The Beastie Boys were perpetratin' — and they were, then New York-based duo 3rd Bass prove that white people can be def, too. Sampling snippets of everything from TV themes to Abbott & Costello's "Who's on first" rap, MC Serch and Prime Minister Pete Nice have hit a real street vein, and they throw it all down hard. Certainly the pair know how to translate the urgency of the urban street idiom into an aggressive take that's spiked with enough humor to keep it bizzy.

Suggested Cuts

"The Gas Face" should blow onto the PoMo charts fast — no pun intended.

Label Comments:

Promo Domo Deluxe **Mark Benesch** did some serious throwin' down himself when asked about this sparkin' debut. "These guys are def, they're down, they're fly — and they're lettin' me hang out like one of their homes. I'm so sure this one's goin' to the wall, I'd bet my whole posse on it. Look for 'The Gas Face' to be in yo face straight through to the summer!" Too bad your beard covers that nice gold rope around your neck, homeboy!

FRAMPTON COMES BACK TO LIFE

For the general public, Peter Frampton came alive in 1976, following the release of his landmark double record "Frampton Comes Alive," which at over 14 million units is the best-selling concert LP of all time. Then there was "I'm In You" and the disastrous musical "Sgt. Pepper." It seemed that Frampton might be better off dead and buried. But the thing about Peter Frampton is you should never dismiss a true musician, since their success isn't the result of smoke and mirrors or a pretty face. After taking four years off in the '80s, touring as lead guitarist on David Bowie's "Glass Spider" tour and recording "Premonition," Frampton returns to fighting form with "When All The Pieces Fit." HITS' Holly Gleason has never fit anywhere.

"It wasn't the way I looked that made the record successful. But, unfortunately people decided to make that an issue."

Did you find there was a turning point for you in the post-"Frampton Comes Alive" period?

I think when I was out on the Bowie tour I realized there was this younger group of people who knew me — and they knew me for my guitar playing, which is what I'd initially been known for. It was a great experience for me, too, because it got me out on the road playing my guitar and not having to worry about anything but playing great solos every night; that was it! And I found I was loving it.

Did it ever feel like your guitar playing was getting overshadowed?

It's funny, but yeah, because up to and including the release of "Frampton Comes Alive," I was known as a musician, someone you'd go see live because of the playing. Before the big to do, everyone was cheering; then the live album came out, went up the charts and seemed to stay at #1 all summer. When we started touring, so did the screaming — and part of that was the covers, the posters with the shirt off, all that.

It's funny — you do things for longevity, but it seems like everything we were doing had the opposite effect.

Going from player to sex symbol isn't the easiest transition...

Well, it wasn't the way I looked that made the record successful. But, unfortunately people decided to make that an issue. There was a backlash from overdoing it; people got bored, then Peter gets confused and starts believing everyone around him.

I'd always done everything by instinct and suddenly, everyone has a theory. As

a soloist, I remember feeling terribly lonely and thinking, "Gosh, I need a band; I need to know what the fellas think..."

Having had so much success, is it something you hope happens again?

Nah. The phenomenal success gets people looking at you so hard to follow that album, and you don't really need that. That pressure can be very intense. Besides, I wouldn't want to have a huge selling record like that again; I'd rather have a number of little successes that can be maintained.

If it's not monster success that motivates you, why make records?

Musically, I've got things I want to express. This new album, as far as I'm concerned, is a major success because it says exactly what I wanted it to. I like the songs and the playing and I've grown as a musician, which I think this record shows. And I'm quite content with it.

Then what's next?

Well, being the guy who did the live album, I'd love to be able to go out and play — either small theaters and some clubs, headlining, or if the situation were right, going out as a support act. Back when Humble Pie was happening, it seemed like we were out on the road all the time. You'd come in from one tour and be out with someone else, and it was great! You were playing all the time, which was the best, and in the process, you were building an audience base.

After the tour, is it back to the studio?

I don't think you should just make records to make records. You should make records because there's music

you feel strongly about. I've been offered some production things, which I'll probably do. But the last thing I'll do first is go right back in and do another solo record. I learned so much about diversification from watching David (Bowie)'s thing...

Do you find as a player you're still growing?

My style formulated during Humble Pie through the live album, up 'til now. It has to change...and having time off helps so much because you've got time to really think about your playing; you're not going out and playing the same solos night after night.

Okay. Now for a loaded question: where does Peter Frampton fit in contemporary music?

Things happen and are over with much quicker, which makes you wonder how long Led Zeppelin would last if they came out today! But, if I had to put myself somewhere, I'd put myself in the line of the Henleys and Winwoods, with the listening people. I'd hate to think Humble Pie was heavy metal — though I suppose it was — but I think I'm past the heavy rock thing and am making music that's a bit more mainstream.

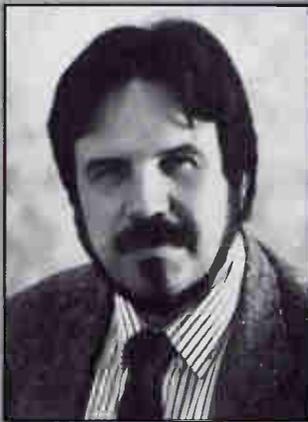


WHEELS & DEALS

BY BUD SCOPPA

Accolades, job security, low stress, autonomy and a steady diet of classic music make **Andy McKaie's** gig at MCA the best A&R job in the business. McKaie, who's in charge of MCA's reissue program, received a Grammy nomination in the Best Historical Album category for putting together the definitive **Chuck Berry** "Chess Box," and if his superb **Muddy Waters** box doesn't win the reissues category in this year's *Village Voice* critics' poll, I'll make **Dick Vitale** stand on his head again. It isn't that MCA's VP of Catalog Development and Special Markets A&R (nice title, Andy) doesn't have to work hard — he describes the Berry, Waters and **Willie Dixon** boxes as "massive undertakings." But

The Chess Boy



Andy McKaie — gourmet in a fast-food chain.

he doesn't have to go to clubs or listen to crappy demos, and he's a lifelong fan of the music that comes with his territory. "There's two sides to the job," McKaie explains. "You've gotta feed the voracious animal called distribution on a regular basis, and you also have to do the job in such a way that you're pleasing the harshest critics. It's like trying to create gourmet delights in a fast-food chain." Right now McKaie is cooking up a **Bo Diddley** box and a third Berry "Rarities" collection, as well as planning an **Elton John** retrospective,

which he hopes to complete before the end of the year.... That tricky **John Axelrod** didn't go to Capitol after all. The story we hear is that Axelrod called Capitol A&R chief **Simon Potts** last week to tell him that RCA had made him a better offer, and did Potts want to match it? Potts did not, and he told Axelrod so in no uncertain terms, according to our informant. Consequently, Axelrod is on his way to RCA's Hollywood office, where he joins lonely, overworked **Bennett Kaufman**.... The debut project of highly regarded Kaufman signing **Kik Tracee** is now tracking under the supervision of upwardly mobile producer/player **Dana Strum**. Also new on the label are **Lucinda Williams** and **Bob Forrest**, of **Thelonious Monster** fame.... The initial American release by the **Sundays**, a **Gary Gersh** signing, is a beaut. Key cut: "Here's Where The Story Ends." **Ray Shulman**, brother of **Atco's Derek Shulman**, produced.... A growing buzz surrounds Boston's **Blake Babies**, Louisville's **Domani**, Tucson's **Gin Blossoms**, Santa Barbara's **Mudheads** and L.A.'s **Children's Day**. The last-named act is being picked up for management by **Warren Entner**.... Is manager **Ken Friedman** about to become an East Coast **Arista** A&R man?... Things are finally settled at way-hap'nin' **Virgin Music**, as big cheese **Richard Griffiths** stays put with an NBA-sized new deal, talent scout **Danny Goodwin** becomes the West Coast A&R VP slot for cousin company **Charisma**, and **Kaz**, the third member of **Virgin's** power trio, turns down several tasty offers in order to continue working with longtime associate Griffiths.... So, at a time when the hip new companies were expected to have virtual carte blanche with experienced A&R talent, more and more sought-after execs are getting counter-offers they can't refuse.

MINI MUGS

More Hits Mini Mugs



FOUR DUDS IN OHIO: Cleveland's **WMMS** has a *Post Modern* program; it's "The Scene Breakout Show," hosted by DJ **Matt the Cat** and music journalist **Mark Holan**, and nobody listens to it. A few weeks ago Akron residents **Don Dixon** and **Marti Jones** stopped by the station to ask the co-hosts, "Are we *Post Modern*?" When Dixon explained that his three albums and Jones' three albums have sold 123 units TOTAL, Matt gave the couple the *PoMo* thumbs up. "Any Kind Of Lie," Marti's first LP for **RCA**, is set for May 1.



A NEW YORK STATE OF MIND: Sax master **Frank Morgan** did a week straight at the *Village Vanguard* in support of his **Island/Anilles** LP, "Mood Indigo," so **Mike Bone** grabbed some of his fellow *Island* beatniks and went downtown. Said Bone to Morgan, "Hey, man, how do you think I'd look in some of them shiny pants?" Replied Morgan, "They'll play in the Apple, but if you wore 'em in L.A. the glare would be blinding. Shine on, homeboy." Pictured: Bone (l) and Morgan (c), with **Island's Bob Catania**, **Fred Kelly** and **Rick Bleiweiss**, manager **Ken Greengrass** and "Mood Indigo" producer **John Snyder**.



SO YOU WANNA BE A ROCK & ROLL STAR AGAIN? "I know this guy from somewhere," newly signed **Roger McGuinn** thought to himself as **Arista** A&R man **Randy Gerston** introduced the *Byrdman* to Gerston's boss and a guy in a suit who never stopped smiling. "Uh, excuse me, but did you work at **Columbia** in the '60s?" asked McGuinn. "Yes, indeed," replied **Clive Davis**. "It's nice to see you again, Paul! And how are the rest of the *Raiders*?" Not really. The truth is, McGuinn's gonna begin recording his **Arista** album in L.A. this spring.



Erasure's U.S. tour kicks off February 13 in Boston. They sold out the Forum in Los Angeles and Madison Square Garden in New York in two hours!

ERASURE

"BLUE SAVANNAH"

The New Single

Produced By Gareth Jones, Mark Saunders And Erasure.
From The Album WILD!

KHTK	deb	28	KNRJ	22-15
KISN	deb	37	KKBQ	24-17
			HOT94.9	20-17
KITS	5-3		KSAQ	27-24
KROQ	7-7			

BREAKING AT:

KROQ
KRBE
KITS
CKOI
KSND
KKMG
KFMW
KFTZ
KWTX

SINGLE
NOW
GOLD!



DEPECHE MODE

"PERSONAL JESUS"

The New Single

Produced By Depeche Mode And Flood.

CROSSOVER! OVER 500,000 "12" SOLD!

WYCR	add	
KHTY	add	
WDBR	add	
WNYP	add	
KEGL	deb	19
Y108	deb	27
KKMG	deb	28
WAPI	deb	30
WPXR	deb	32
WXKS	deb	34
KIXY	deb	39

KBFM	2-2	KDWZ	26-17
K106	8-3	KZOZ	24-21
KS104	6-5	KHTK	25-22
ZFUN	10-6	KDWB	27-23
WPST	11-6	KNMQ	30-24
CKOI	10-8	WL0L	30-27
WWCK	15-8	Z104	32-27
WQXA	20-8	KITY	32-28
PIRATE	11-9	KFMW	35-30
KNIN	12-9	KZZU	34-31
Q106	19-13	95XXX	39-32
KROY	20-15	KCAQ	39-32
KZFM	23-16	KXXR	39-35



ALREADY OVER
900,000 AND
GOING PLATINUM!

#1 ROCK TRACK IN
AMERICA FROM THE
#1 ROCK ALBUM
FOR 8
CONSECUTIVE WEEKS!

ERIC CLAPTON

"BAD LOVE"

The New Single

Produced By Russ Titelman.
From The Album JOURNEYMAN

CROSSOVER! 16 HITS TOP FIFTY ALBUMS!

KXXR	add	WFLY	add	WJMX	add
KRZR	add	KTUX	add	WKLQ	add
KZZU	add	WOKI	add	WPFR	add
WSKZ	add	KTMT	add	KXYQ	deb 26
KF95	add	WAAF	add	OK95	34-26



• AN EXCITING •

• NEW ARTIST! •

• A MUST LISTEN •



TONY LEMANS

"FOREVER MORE"

The New Single

Produced By David Gamson.
From The Album TONY LEMANS

KMEL 8-8

KDON 15-11
FM102 16-13

BREAKING AT:

KMEL
KLUC



VONDA SHEPARD

"DON'T CRY ILENE"

The New Single

Produced By Robert Kraft
And Vonda Shepard.
From The Album VONDA SHEPARD

20*-17* POP ADULT!
READY TO CROSS POP!

POP ADULT!
READY TO
CROSS POP!

MAKING TRACKS

Twenty-nine years after the first Record Bar opened in Durham, N.C., the last one will disappear. Not to fret. The chain, in an effort to change with the changing times, is merely adopting the more, er, digital Tracks moniker. Still Durham-based, the 175-store chain is looking ahead to a '90 that promises big things. Ron Phillips, Record Bar's Director of Purchasing, joined the chain some seven years ago, after a six-year stint at WQDR-Raleigh ("the first Superstars AOR, though we never played what they told us to"). Phillips, who served as national promotions manager and director of advertising before assuming his current position last year, can sometimes be found attending Restless Heart command performances on Friday afternoons — just in case you Superstars guys are still holding a grudge...

What was '89 like for the chain? And how does '90 look?

Last year was up and down. We had a very strong first and third quarter and it looks like the fourth will turn out fine. Summer was bad, like it was for most people, but altogether we opened about 20 new stores, all of which have been very successful. We're looking at another 15 or 20 new stores this year.

Divided between Record Bar and Tracks?

As we began to expand out of malls and build free-standing stores, we started naming them Tracks to give them a separate identity. Right now, there are about 25 Tracks stores. However, about a year ago, we decided that the name Record Bar was getting to be a bit dated — after all, there's some uncertainty about what we'll be selling 10-15 years from now. So, eventually all the stores are going to become Tracks. It's going to be a gradual process; we're changing them as we renovate them. We're looking to accomplish that by the third quarter of '91.

Does the proliferation of configurations make your job tougher?

What does concern me is that it's becoming more and more difficult, from a purchasing standpoint, to decide where to put your dollar. We have X amount of square feet per store to deal with and the consumer has X amount of dollars to spend. That fluctuates, but not a great deal. On top of new configurations, we're faced with four or five new major record companies starting up this year. Quite frankly, it's becoming more difficult to put those dollars in the right place.

How does that affect your developing artist support?

We try to make sure that at any given time, the merchandise we have featured is a healthy mix of established and developing artists. We were actually the first chain, many years ago, to put together a no-risk record program. I only wish we'd thought to copyright that name, but hindsight is 20/20. The biggest thing I look for is a commitment from the label. They'll have five or six artists positioned as being equally important, but you have to dig a little deeper into what the marketing plan is. Is radio a priority? Is there a tour planned?

There have to be other pieces in place besides me putting the record out front.

What influences your buying? The southeast has plenty of college markets, of course, but is radio still the deciding factor?

We certainly pay attention to radio, but to be honest, it's not the overwhelming factor. I spent six years in radio, so I have a natural bias, but with a few exceptions, I don't see it being the initial indicator of a record starting to happen. New artists will definitely break out of markets like Chapel Hill and Athens.

What I'm seeing more than ever though, is, along with MTV/VH-1, press visibility becoming a bigger factor. When we start seeing things in *Rolling Stone* or just as importantly, TV appearance like "Today" and "Letterman," then we see radio picking up on a record.

There are a number of genres that do well in your area. How do you tailor your buying to fit them?

Well, we're a very systems-oriented company. All our stores are individually rated within every category. Each store with have a rock rating, a rap rating and a country rating. When we buy a new



release and spread it as a rock record, the stores that have the highest rock rating will get the most. We update those numbers every quarter to insure keeping up with the demographics.

Any pick hits for the near future?

I think the Lenny Kravitz record will really have legs. I'm also confident we can do a whole lot with the Desert Rose Band.

How do you handle negotiations with other retailers?

We've done some with Domino's, where they'll deliver a \$2 coupon for us and we'll distribute discount offers for them. We've also done some around Valentine's Day or Mother's Day with florists, who're always interested in getting younger customers. It's a good idea, but again, you have to be careful not to lose your focus.

"While we want to be supportive of developing artists, we're going to ask for more information from the manufacturers."

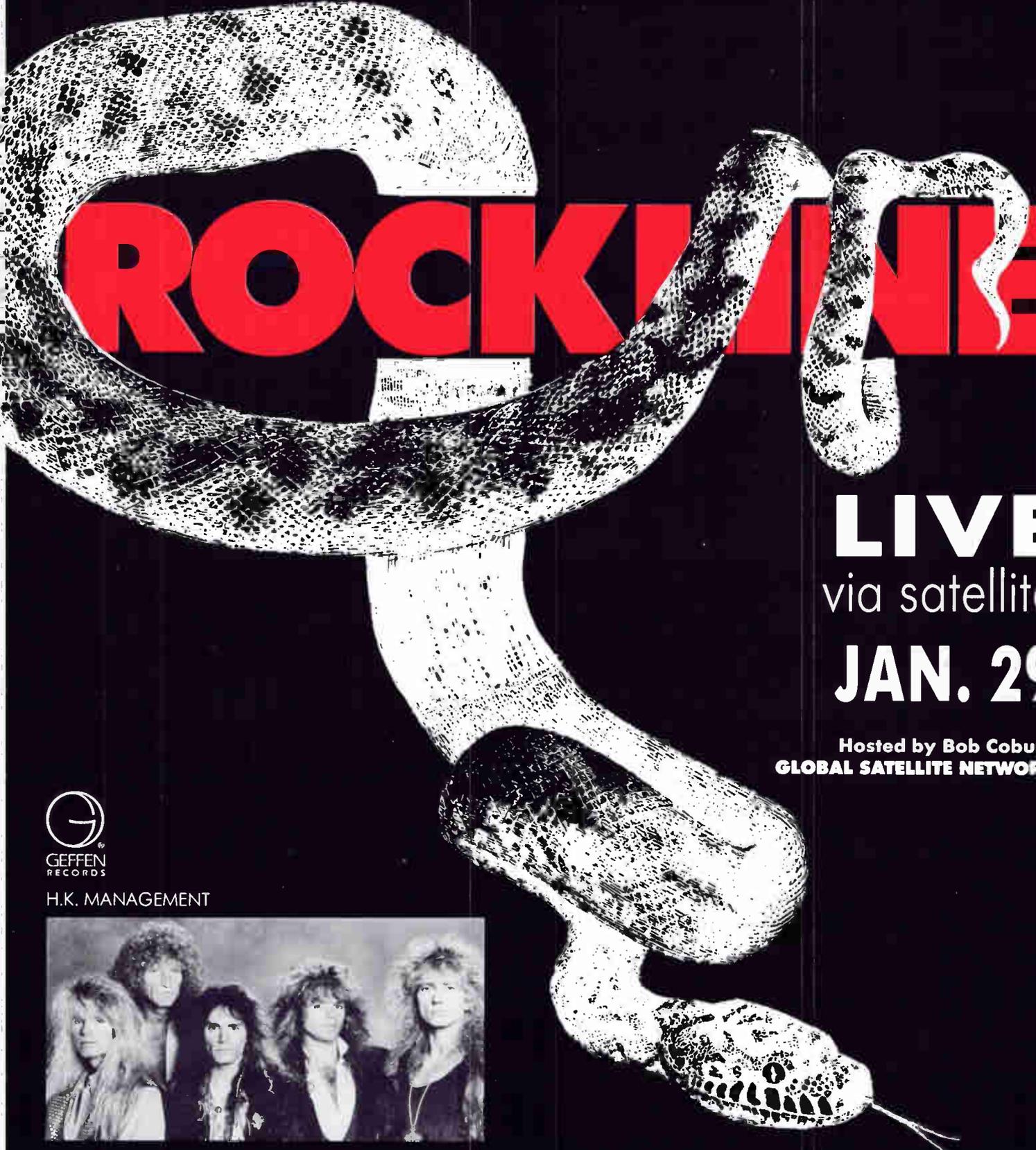
Does cross-merchandising play a large role in your game plan?

It's got to be a superstar act. If you do it all over the store, nobody's going to be able to focus on what they're shopping for. But when you have a real phenomenon, like New Kids, you can set up a boutique atmosphere. But you have to focus that on artists that really have tonnage potential.

Since you've got so many mall outlets, how about co-operative cam-

Do you have any closing words for the opening of the year?

Just that there's going to have to be more understanding on the part of the industry that we can only promote and merchandise so many pieces at any given time. And while we want to be supportive of developing artists, we're going to ask for more information from the manufacturers. They, to be frank, should have all their ducks in a row before they come to us. ♪



ROCKY HORROR

LIVE
via satellite

JAN. 29

Hosted by Bob Coburn
GLOBAL SATELLITE NETWORK



GEFFEN
RECORDS

H.K. MANAGEMENT



whitesnake

Belinda Carlisle

"Summer Rain"

From the album *Runaway Horses*

50-43 HITS TOP FIFTY SINGLES!

KISN - SALT LAKE CITY Immediate phone response, 12 to 24 females and some 12 to 24 males. Active.

Phone active at:
WXIL, WNVZ, WKHI, WJAD, KWTO, WYKS, WAPE, KWNZ, KROY, Y107, WNOK, KRNQ, and many others.
All reflect our high conversion factor in debuts.
(21-debuts, 51%)

21 NEW INCLUDING:

KIIS	add	KRBE	20-16
WXKS	add	KROY	27-21
Q95	add	Y107	28-25
Y108	add	KISN	37-31
		BREAKING AT:	
KWSS	deb 26	KKBQ	X100
WMJQ	deb 27	KUBE	WNVZ
KSAQ	deb 34	KDWB	CKOI
WPHR	deb 35	WLOL	KCPX
		KKRZ	HOT94.9

Edie Brickell

"A Hard Rain's Gonna Fall"

From the soundtrack *Born on the Fourth of July*

CKOI	add	WPST	deb 26	WOKI	29-25
KFBQ	add	KNIN	deb 33	WJMX	38-31
KTMT	add	KDWZ	deb 33		
KWTX	add	OK95	deb 37	BREAKING AT:	
WNYP	add	KXXR	deb 38	WXKS	
ZFUN	add	95XXX	deb 38	K106	
KSKG	add	KTUX	deb 38	KATM	
		WHTO	deb 40	KQIZ	
				WPFR	

Fine Young Cannibals

"I'm Not Satisfied"

From the album *The Raw and The Cooked*

**FLASHMAKER!
EARPICKS WINNER!**

KITY	add	KMOK	add	WPRR	deb 34
KZZU	add	KTMT	add	999KHI	deb 35
WGY	add	KWTO	add	WKBQ	deb 36
KRNQ	add	Q104	add	WBNQ	deb 36
95XXX	add	WHTO	add		
KLYV	add	WJMX	add	BREAKING AT:	
		WPFM	add	CKOI	KCPX

Heavy D and The Boyz

"Gyrlz. They Love Me"

From the album *Big Tyme*

42-39 HITS TOP FIFTY ALBUMS!

OUT OF THE BOX AT: WIOQ - WHYT - KMEL

PWR96 - MIAMI

Battled this past Tuesday night and won;
battled Wednesday and beat out new Technotronic;
battled last night and beat Young M.C.! In test for
possible add next week.

.MCA RECORDS

TOP TENS

Based on sales of albums, tapes and CD'S from the nation's leading record merchandisers

WINNERS



MOST #1's

1. PAULA ABDUL
2. QUINCY JONES
3. B-52's

MOST TOP 5's

1. PHIL COLLINS
1. PAULA ABDUL
2. BILLY JOEL
2. B-52's
3. MILLI VANILLI

MOST TOP 10's

1. PHIL COLLINS
2. PAULA ABDUL
3. B-52's

musicland DICK ODETT
745 Retail Stores
(Mpls)

MUSICLAND

1. PAULA ABDUL
2. MILLI VANILLI
3. PHIL COLLINS
4. BILLY JOEL
5. JANET JACKSON
6. NEW KIDS ON THE BLCK
7. AEROSMITH
8. B52'S
9. TWO LIVE CREW
10. QUINCY JONES

CAMELOT LEW GARRETT
250 Retail Stores
(Canton)

CAMELOT

1. MILLI VANILLI
2. PAULA ABDUL
3. JANET JACKSON
4. YOUNG MC
5. BILLY JOEL
6. AEROSMITH
7. SKID ROW
8. B52'S
9. QUINCY JONES
10. NEW KIDS ON THE BLCK

WHEREHOUSE CHUCK LEE
WHEREHOUSE ENTERTAINMENT, INC.
265 Retail Stores
(Los Angeles)

WHEREHOUSE

1. PAULA ABDUL
2. B52'S
3. JANET JACKSON
4. MILLI VANILLI
5. PHIL COLLINS
6. QUINCY JONES
7. M.BOLTON
8. B.BROWN (DANCE)
9. NEW KIDS ON THE BLCK
10. SOUL II SOUL

RECORD WORLD DEAN FINE
81 Retail Stores
(New York)

RECORD WORLD

1. PAULA ABDUL
2. TOM PETTY
3. B52'S
4. QUINCY JONES
5. PHIL COLLINS
6. AEROSMITH
7. M.BOLTON
8. MILLI VANILLI
9. SKID ROW
10. BILLY JOEL

TOWER RECORDS | VIDEO WENDY GREEN
54 Retail Stores
(Sacramento)

TOWER NATIONAL

1. QUINCY JONES
2. B52'S
3. PHIL COLLINS
4. JANET JACKSON
5. BILLY JOEL
6. PAULA ABDUL
7. MILLI VANILLI
8. SOUL II SOUL
9. LINDA RONSTADT
10. ERIC CLAPTON

WhereHouse RECORDS KEN GRAHAM
2023 Rack, Retail &
1-Stop Accts
(Amarillo)

WESTERN MERCHANDISERS

1. MILLI VANILLI
2. NEW KIDS ON THE BLCK
3. CLINT BLACK
4. PAULA ABDUL
5. CHER
6. MOTLEY CRUE
7. GARTH BROOKS
8. NEW KIDS (OLD)
9. SKID ROW
10. JIVE BUNNY & MASTER

CITY ONE STOP SHELLY TUCKER
600 Accounts (Los Angeles)

CITY ONE STOP

1. BABYFACE
2. QUINCY JONES
3. PETER MURPHY
4. MILLI VANILLI
5. JIVE BUNNY & MASTER
6. MICHEL'LE
7. JOAN JETT
8. TWO LIVE CREW
9. TECHNOTRONIC
10. OFRA HAZA

SamGoody DONNA COOKSEY
230 Retail Stores
(Los Angeles)

SAM GOODY/WEST

1. PAULA ABDUL
2. MILLI VANILLI
3. PHIL COLLINS
4. JANET JACKSON
5. NEW KIDS ON THE BLCK
6. B52'S
7. TWO LIVE CREW
8. AEROSMITH
9. BILLY JOEL
10. M.BOLTON

TARGET SCOTT LEVIN
401 Stores
(National)

TARGET

1. MILLI VANILLI
2. PAULA ABDUL
3. NEW KIDS ON THE BLCK
4. PHIL COLLINS
5. CHER
6. JANET JACKSON
7. LINDA RONSTADT
8. BILLY JOEL
9. AEROSMITH
10. GLORIA ESTEFAN

TOP TENS

Based on sales of albums, tapes and CD'S from the nation's leading record merchandisers



JEFF COHEN
80 Retail Stores
(Boston)

STRAWBERRIES

1. PAULA ABDUL
2. B52'S
3. AEROSMITH
4. PHIL COLLINS
5. BILLY JOEL
6. JOAN JETT
7. ERIC CLAPTON
8. TOM PETTY
9. B.BROWN (DANCE)
10. TECHNOTRONIC



DARRYL OHRT
3000 Accounts
(Connecticut)

CD ONE STOP

1. PHIL COLLINS
2. BILLY JOEL
3. TOM PETTY
4. AEROSMITH
5. PAULA ABDUL
6. ERIC CLAPTON
7. MILLI VANILLI
8. ROLLING STONES
9. JANET JACKSON
10. B52'S



ARROW DISTRIBUTING CO.
30400 BRUCE INDUSTRIAL PARKWAY
SOLON, OHIO 44139

TONY BRENNER
500 Accounts
(Cleveland)

ARROW DISTRIBUTERS

1. NEW KIDS ON THE BLCK
2. PAULA ABDUL
3. MILLI VANILLI
4. BILLY JOEL
5. PHIL COLLINS
6. AEROSMITH
7. B52'S
8. JANET JACKSON
9. WHITESNAKE
10. TOM PETTY



NANCY LEWIS
200 Accounts
(Oakland)

MUSIC PEOPLE

1. PAULA ABDUL
2. QUINCY JONES
3. MILLI VANILLI
4. TOM PETTY
5. YOUNG MC
6. RICHARD MARX
7. BILLY JOEL
8. AEROSMITH
9. M.BOLTON
10. B.BROWN (DANCE)

SOUTHWEST

SHERYL DIVIN
478 Accounts
(Houston)

S.W. WHOLESALE

1. BABYFACE
2. QUINCY JONES
3. RICKY VAN SHELTON
4. PETER MURPHY
5. MICHEL'LE
6. PAULA ABDUL
7. HEAVY D
8. LUTHER VANDROSS
9. M.SEASE
10. M.STEAMROLLER(YELLO)



RICK ANDRADE
5 Retail Stores
(Tucson)

ZIP'S

1. PAULA ABDUL
2. JANET JACKSON
3. PHIL COLLINS
4. AEROSMITH
5. SOUL II SOUL
6. TOM PETTY
7. B.BROWN (DANCE)
8. MILLI VANILLI
9. B52'S
10. QUINCY JONES



TOM JACOBSON
22 Retail Stores
(Chicago)

ROSE RECORDS

1. WHEN HARRY MET SALLY
2. QUINCY JONES
3. B52'S
4. BILLY JOEL
5. PHIL COLLINS
6. BABYFACE
7. NEW KIDS ON THE BLCK
8. ERIC CLAPTON
9. JANET JACKSON
10. PAULA ABDUL



KATHY STAMM
600 Accounts
(Milwaukee)

RADIO DOCTOR'S

1. PAULA ABDUL
2. PHIL COLLINS
3. BILLY JOEL
4. TOM PETTY
5. AEROSMITH
6. B52'S
7. JANET JACKSON
8. QUINCY JONES
9. ROLLING STONES
10. YOUNG MC



JODY PANKHURST
800 Accounts
(Omaha)

RTI ONE STOP

1. TWO LIVE CREW
2. QUINCY JONES
3. JOAN JETT
4. ALANNAH MYLES
5. TOM PETTY
6. AEROSMITH
7. TESLA
8. SMITHEREENS
9. ROXETTE
10. EDDIE MONEY



JEFF MOSKOW
500 Accounts
(Wash D.C.)

SCHWARTZ BROS

1. BILLY JOEL
2. B52'S
3. PHIL COLLINS
4. QUINCY JONES
5. PAULA ABDUL
6. AEROSMITH
7. M.BOLTON
8. TECHNOTRONIC
9. BABYFACE
10. TOM PETTY



AMY BANNING
25 Stores (Grand Rapids)

BELIEVE IN MUSIC

1. PAULA ABDUL
2. PHIL COLLINS
3. B52'S
4. MOTLEY CRUE
5. QUINCY JONES
6. MILLI VANILLI
7. TECHNOTRONIC
8. YOUNG MC
9. SOUL II SOUL
10. J.SATRIANI



FRANK JENKS
7 Retail stores
(Lansing)

MICHIGAN WHEREHOUSE

1. QUINCY JONES
2. B52'S
3. SOUL II SOUL
4. BILLY JOEL
5. PAULA ABDUL
6. TESLA
7. TECHNOTRONIC
8. ALANNAH MYLES
9. M.BOLTON
10. MILLI VANILLI

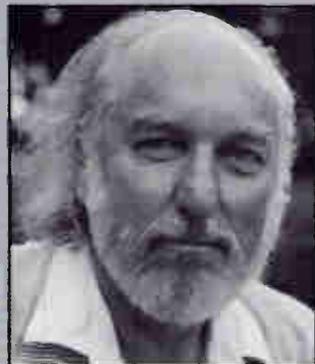
RERAP

by Joe Medwick

Looks like the Warehouse sale could take a while, considering that it took Super Club six months to close the Record Bar deal and Live is just now signing the Waxie-Maxie agreement.... Tower pulled in regional managers to home base West Sacramento Jan. 8-12. According to first-year VP of Retail Operations Bob Delaney, topics of discussion were "a review of holiday business, operational inventory changes and expansion." Regionals on board were Matthew Koenig (N.Y.), Mike Ludvik (Atlanta), Mike Gilbert (Phoenix), Dave Estes (San Diego), Leslie Painter (Orange Co.), Bob Feterl (L.A.), Wayne Ennes (S.F.), Randy Mendonza (Sacramento) and Rob Bruce (Seattle). Regarding expansion, Tower President Russ Solomon states, "We're plowing along steadily," with newly opened Atlanta and proposed sites Rockville, Md., Northeast Philadelphia, Cherry Hill, N.J., Yonkers, N.Y. and Chicago. Also on the list for '90-91 are Glasgow, Osaka and Tower's celebrated, if modest, Moscow operation. Solomon also revealed a new marketing strategy: "We're going to put top-selling CDs in a few experimental stand-alone video

stores." Tower has two stand-alone video locations (E. 86th St. N.Y., and Roseville, Calif.), with a third planned for upscale L.A. suburb Westlake Village.... Sick of waiting in line Friday nights to buy music for the weekend? Virginia Beach, Va., retailer Birdland Records, Tapes & Compact Discs has an answer — free delivery. According to Birdland co-owner Brian Friedman, the service began "as a way to see more of our regular customers who can't make it in every week." The "no minimum, no service charge, no tipping, no kidding, free delivery!" service began three months ago, initially serving downtown Norfolk. The Friedman brothers — Brian, Barry and Bob — have also set up delivery to local senior citizen groups, area hospitals, colleges and universities. While the service hasn't generated elephant bucks — the average weekly take is a little over \$300 — "It has given us a chance to do something exciting and different in our community," say the Birdland boys. Next step: selected residential delivery.... Laserdisc video had a red-hot holiday. Reports Pioneer Marketing Manager David Wallace: "Hardware-wise we're coming off our best year, with over 100,000 new players sold. Retail [software] sales were up 151% over '88, and an added 140,000 sq. ft. manufacturing facility will produce 3 million discs per month by 1993." The fact that selected hit laser disc product is priced between \$24.95 and \$29.95, while the same title VHS rental product goes for \$79.95-\$89.95 is a big plus for laser dealers like Carla Place, N.Y., Laserland, according to owner Larry Samele..... Late word has it that Western Merchandisers is acquiring 150 Wal-Mart stores, bringing their total number of Wal-Marts to 450.

Progress



Russ Solomon — Mixing media at Tower.

MINI MUGS

More Hits Mini Mugs



DR. FEELS-REAL-GOOD: Whew, doggies! The four fabulous metal gods of Motley Crue got double platinum records for their "Dr. Feelgood" LP following two sold-out shows at New York's Brendon Byrne Arena and Nassau Coliseum. Getting down with the Crue (in back, l-r): Sr. VP CHR Promotion Rick Alden; National Dir. CHR Promotion Lisa Frank; Promotion/Mktg. Dir. NY/PA Region Ed Simpson; (in front, l-r): VP AOR Promotion Ray Gmeiner; National Dir. Video Promotion Linda Ingrisano and Manager CHR Promotion Maureen Guinan.



THREE MUSICIANS AND A DRUMMER: Jason Bonham and Co. stopped by Waxie Maxie's in Laurel, MD. to autograph a set of drums that were given away in conjunction with DC101. Look at WTG's Robin Cecola (l) and Pat Rascona (r) and know these are two men who'd give anything (and we mean ANYTHING) to be able to live one of these guys' lives for just one short week—the hair, the girls, the mass adulation, playing loud music late night. Ahhh, sound like a little bit of heaven right here on earth, doesn't it?



SIGN THIS: Lucky Amy Schuett won a lithograph autographed by Jeff Beck in a contest sponsored by Down In The Valley, a three-store Minneapolis indie retailer. What owner Steve Hyland failed to tell Ms. Schuett was that they could use her likeness for promotional purposes—and that includes being seen in a rag like this! Ba-a-a-a-a-ah! Amy, next time refuse to sign the waiver to your likeness and save yourself the sort of embarrassment that cause public shunning.

BREAKOUTS

Hot new or resurging albums as reported by the nation's leading record merchandisers

Joan Jett comes exploding out of the box led by a hot 45 and even hotter video. The strong Post Modern set-up for both Peter Murphy and They Might Be Giants is paying off in the sales marketplace. And watch out for country

hotshot Ricky Van Shelton who sells records, lots of them. Also strong are the Born On The Fourth Of July soundtrack and the debut set from Alannah Myles.

WINNERS

1	JOAN JETT	(Epic/Bkhr 45473)	58%	6	ALANNAH MYLES	(Atlantic 81956)	26%
2	PETER MURPHY	(RCA 9877)	50%	7	MICHAEL PENN	(RCA 96921R)	24%
3	THEY MB GIANTS	(Elektra 60907)	34%	8	OFRA HAZA	(Sire/WB 25976)	14%
4	RICKY V SHELTON	(Col 45250)	32%	9	UB40	(Virgin 91324)	12%
5	BORN ON THE 4TH	(MCA 6340)	28%	10	LENNY KRAVITZ	(Virgin 91290)	11%

ANGOTT ONE-STOP / FRANK DAVIS / DETROIT
Tom Petty
Linda Ronstadt
3rd Bass
Ofra Haza
They Might Be Giants
Peter Murphy

CD ONE STOP / RON NICKS / CONNECTICUT
Desert Rose Band
Joan Jett
Peter Murphy
Kaoma
They Might Be Giants

HARVARD CO-OP / DAVID SIBEL / BOSTON
UB40
Bill Morrissey
Kaoma
Silencers
They Might Be Giants
Peter Murphy

NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH
Joan Jett
Alannah Myles
Ricky Van Shelton
MSG
Born On The 4th

APPLE TREE / MIKE SCHNEIDER / ILLINOIS
They Might Be Giants
Lenny Kravitz
Joan Jett
Peter Murphy

CENTRAL SOUTH / TONY ROSS / NASHVILLE
Joan Jett
Soundgarden
Born On The 4th
Michael Penn
Peter Murphy

HOUSE OF GUITARS / KIM SIMMONS / ROCHESTER
Joan Jett
Soundgarden
Britny Fox
UB40

NORTHEAST ONE-STOP / GEORGE SMITH / ALBANY
Joan Jett
Peter Murphy
They Might Be Giants
Trouble
John Wesley Harding
Alannah Myles
Shawn Colvin

ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO
Ricky Van Shelton
Joan Jett
They Might Be Giants
John Wesley Harding
Kentucky Headhunters

DOWN IN THE VALLEY / KATHY SHEDD / MPLS
Michael Penn
Lenny Kravitz
Kaoma
Tom Petty
Motley Crue
Bonnie Raitt
Janet Jackson

KARMA / DAVE WATSON / INDIANAPOLIS
Make A Difference
Wrecks-N-Effect
Kenny G
Entouch
Babyface

NOVA / JOHN UNDERWOOD / ATLANTA
Ricky Van Shelton
Joan Jett
Peter Murphy
They Might Be Giants
Desert Rose Band
Ruby Turner

ASSOCIATED ONE-STOP / ANGELA SINGER / PHOENIX
Alannah Myles
D Mob
Born On The 4th
Kaoma

FACE THE MUSIC / KEN MACIVER / ROCHESTER, MN
Voi Vod
Gorky Park
Alannah Myles
Jive Bunny
Born On The 4th
Peter Murphy
UB40

LECHMERE / DAVE CURTIS / BOSTON
Joan Jett
Peter Murphy
They Might Be Giants
Born On The 4th
David Wilcox

PEACHES MUSIC & VIDEO / JAMIE BROWN / SEATTLE
Technotronic
Seduction
Michael Bolton
Michael Penn

BUZZARD'S NEST / JIM JOHNSON / COLUMBUS
Joan Jett
Born On The 4th
They Might Be Giants
Ricky Van Shelton

GALAXY ONE-STOP / KEVIN JAKIELA / PITTSBURG
Peter Murphy
Silencers
Desert Rose Band
Joan Jett
Ricky Van Shelton
Ruby Turner

MUSIC PEOPLE / NANCY LEWIS / OAKLAND
Ofra Haza
Joan Jett
Peter Murphy
They Might Be Giants
Ricky Van Shelton

PLASTIC FANTASTIC / DAVID CASTLEMAN / PHILA
Peter Murphy
Grant Hart
They Might Be Giants

BREAKOUTS

Hot new or resurging albums as reported by the nation's leading record merchandisers

PRO ONE-STOP / PAUL JOHNSON / TEMPE

Peter Murphy
Technotronic
Warrant
Ricky Van Shelton
Silencers
UB40

Q RECORDS & VIDEO / GERALD BAIN / MIAMI

Kaoma
Peter Murphy
Smithereens
Joan Jett
Babyface

RADIO DOCTORS / KATHY STAMM / MILWAUKEE

Michael Penn
Silencers
Joan Jett
Peter Murphy
Roxette

RAINBOW / LEE NEGIP / SAN FRANCISCO

Laurie Anderson
Stone Roses
Ocean Blue
Shawn Colvin
Alannah Myles
Voi Vod

RECORD & TAPE OUTLET / LYNN BATCHECK / COLUMBUS

Born On The 4th
Smithereens
Peter Murphy
Joan Jett
Erasure

RECORD BAR / MARY BARNHILL / DURHAM

Miami Bass Express
Peter Murphy
Michael Penn
Joan Jett
Smithereens
Troop

RECORD EXCHANGE / JOHN SHAHINIAN / CLEVELAND

Peter Murphy
Silencers
Joan Jett
Ricky Van Shelton
They Might Be Giants

RECORD WORLD / DEAN FINE / NEW YORK

Joan Jett
Alannah Myles
Born On The 4th
Lenny Kravitz
Bonnie Raitt

ROUNDUP / LAURA AVERY / SEATTLE

Terence Trent D'Arby
L.A. Guns
John Lee Hooker
UB40

SCHWARTZ BROS / JEFF MOSKOW / WASH.D.C.

Joan Jett
Born On The 4th
Alannah Myles
Michael Penn
Babyface
Smithereens

SHOW INDUSTRIES / SHELLY TUCKER / LA

Egyptian Lover
Ghetto Boys
Smithereens
Good Girls
Depeche Mode

SOUND OF / LANCE KING / PHILADELPHIA

Tony Scott
Will Downey
Soul II Soul
Situation

SOUND WAREHOUSE / TRACY DONIHOO / DALLAS

When Harry Met Sally
Michael Bolton
Technotronic
Gloria Estefan
Michelle

SPECS / CINDY BARR / MIAMI

Joan Jett
Elton John
Born On The 4th
Ricky Van Shelton

STRAWBERRIES / JEFF COHEN / BOSTON

Joan Jett
Salty Dog
Desert Rose Band
Ricky Van Shelton
They Might Be Giants
Peter Murphy
Silencers

STREETSIDE / DAVE MATHES / ST. LOUIS

Jo-el Sonnier
Ofra Haza
Peter Murphy
They Might Be Giants
Ricky Van Shelton
Joan Jett

THE WIZ / JAY ROSENBERG / NEW YORK

Smithereens
Born On The 4th
Depeche Mode
Michael Penn
Alannah Myles

TOWER / KELLE GEIDT / SHERMAN OAKS

Peter Murphy
UB40
They Might Be Giants
Ricky Van Shelton
Michael Penn

TOWER / JIM HENDERSON / WESTWOOD

Peter Murphy
Ofra Haza
Joan Jett
Adam Ant

TRANSWORLD / DAVE ROY / ALBANY

Alannah Myles
Joan Jett
Born On The 4th
Michael Penn
Depeche Mode
Lenny Kravitz

TURTLES / ROBIN SHANNON / ATLANTA

Alannah Myles
After 7
Stacy Lattisaw
Seduction
Born On The 4th
Michael Penn

UNIVERSAL ONE-STOP / DEBBO HOUGHTON / PHILADELPHIA

Lenny Kravitz
Michael Penn
Peter Murphy
Erasure
Joan Jett
Ofra Haza
Ricky Van Shelton

VINYL VENDORS / VALERIE ELLIOTT / KALAMAZOO

Peter Murphy
They Might Be Giants
Trouble
Ricky Van Shelton
Ofra Haza

WALL TO WALL / BEN BRENT / PHILA

Born On The 4th
Danger Danger
Cover Girls
Fiona
Primitives
Alannah Myles
Biz Markie

WAX WORKS / HAROLD GUILFOIL / OWENSBORO

Kevin Paige
Janet Jackson
Joan Jett
Alannah Myles
XYZ

WESTERN MERCHANDISERS / KEN GRAHAM / AMARILLO

Joan Jett
Alannah Myles
Ricky Van Shelton
9" Nails

WHEREHOUSE / BOB BELL / LA

Ricky Van Shelton
Joan Jett
Peter Murphy
They Might Be Giants
Ofra Haza
Desert Rose Band
Salty Dog

WILMI SALES CORP / MICHAEL SMITH / NEW YORK

Glory (Soundtrack)
Rain Dogs

ZIPS / RICK ANDRADE / TUCSON

Joan Jett
Michael Penn
Jungle Bros
Lenny Kravitz
Elton John
Kentucky Headhunters
By All Means



TOP FIFTY ALBUMS

Based on sales of albums, tapes and CD'S from the nation's leading record merchandisers

After 3,987,078,978 weeks in the Top Ten, Virgin's dance Queen **Paula Abdul** jumps into the #1 position. Paula, whose latest single is skyrocketing (so, what's new?) up the chart, is now appearing on Coke commercials,

Reebok commercials, Awards shows, and attending maternity visits, Laker games, manhole openings, envelope openings and is making house calls to make sure everyone has her record. Her task is nearly complete.

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
2	1	PAULA ABDUL	FOREVER YOUR GIRL	Virgin 90943	Finally	106.5
1	2	MILLI VANILLI	GIRL YOU KNOW	Arista 8592	Top 20 single leads	95.0
3	3	PHIL COLLINS	...BUT SERIOUSLY	Atlantic 82050	New single shipping	89.0
4	4	BILLY JOEL	STORM FRONT	Columbia 44366	"Extremes" hot	81.9
7	5	JANET JACKSON	RHYTHM NATION	A&M 3920	Monster single leads	78.7
5	6	AEROSMITH	PUMP	Geffen 24254	Top 10 45 leads	72.3
8	7	B-52'S	COSMIC THING	Reprise 25854	Hot tour, hot single	71.6
6	8	NEW KIDS ON THE	HANGIN' TOUGH	Col FC 40985	Steady sales	63.7
9	9	QUINCY JONES	BACK ON THE BLOCK	Qwest/WB 26020	Solid sales	59.4
11	10	TOM PETTY	FULL MOON FEVER	MCA 6253	Top 10 single leads	53.1
15	11	BOBBY BROWN	DANCE...	MCA 6342	Dance mixes	46.7
14	12	YOUNG MC	STONE COLD	D.Vin/IsI 791309	Hot video	45.4
13	13	LINDA RONSTADT	CRY LIKE A...	Elektra 60872	45 smokin'	44.8
12	14	SKID ROW	SKID ROW	Atlantic 81936	Top 10 single leads	44.5
10	15	MOTLEY CRUE	DR. FEELGOOD	Elektra 60829-1	Slipping some	42.5
16	16	ERIC CLAPTON	JOURNEYMAN	Reprise 26074	Solid sales	41.2
25	17	BABYFACE	TENDER LOVER	Solar 45288	Top 15 single leads	38.1
27	18	MICHAEL BOLTON	SOUL PROVIDER	Columbia 45012	#1 single leads	37.1
18	19	SOUL II SOUL	KEEP ON MOVIN'	Virgin 91267	Up for Grammy	35.7
20	20	KENNY G	LIVE	Arista 13-8613	Live package	35.9
23	21	2 LIVE CREW	AS NASTY AS	L Skywalker XR107	Up this week	33.7
24	22	LUTHER VANDROSS	BEST OF	Epic 45320	45 developing	33.6
17	23	ROLLING STONES	STEEL WHEELS	Col 45333	New single shipping	32.9
21	24	CHER	HEART OF STONE	Geffen 24239	Steady	32.1
19	25	NEW KIDS	NEW KIDS	Columbia 40475	Peaking	28.2

THE ALARM

A strong new entry at Hit Radio - A mass appeal sound from
a band whose time has come !

From the smash LP *CHANGE* - their biggest album ever!

(IRS-82018)



CKOI	add			
KRZR	add	KTUX	deb	36
KDWZ	add			
WKLQ	add	OK95	38-27	
KSKG	add	KFMW	37-28	
KOKZ	add	KNIN	40-37	

BREAKING AT:
HOT94.9
KZZU
KFBQ



Next Up: H-Factor "I Love You"

Already exploding at: KJ103 & KOY!

ON YOUR DESK NOW!

Produced by Tony Visconti Direction: Elliot Roberts, Lookout Management

TOP FIFTY ALBUMS

Based on sales of albums, tapes and CD'S from the nation's leading record merchandisers

LAST WEEK	THIS WEEK	ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
26	26	RICHARD MARX	REPEAT OFFENDER	EMI 90380	New 45 smokin'	27.7
29	27	TECHNOTRONIC	PUMP UP THE JAM	SBK 93422	New single breaking	27.5
33	28	DON HENLEY	END OF THE ...	Geffen 24217	Grammy nominee	23.4
30	29	GLORIA ESTEFAN	CUTS BOTH WAYS	Epic 45217	Top 25 single leads	23.1
22	30	WHITESNAKE	SLIP OF THE TONGUE	Geffen 24249	New 45 going at Top 40	23.1
35	31	JIVE BUNNY	SWING THE MOOD	Atco 91322	Up this week	22.6
31	32	BAD ENGLISH	BAD ENGLISH	Epic 45083	Top 30 single leads	19.7
28	33	RUSH	PRESTO	Atlantic 82040	Falling	18.7
39	34	LITTLE MERMAID	SOUNDTRACK	Walt Disney 6403B	Hot box office	18.3
40	35	ROXETTE	LOOK SHARP	EMI 91098	"Dangerous" hot	18.1
34	36	TESLA	THE GREAT RADIO..	Geffen 24224	Steady this week	17.9
37	37	CHICAGO	GREATEST HITS	Reprise 26080	Top 10 single leads	14.8
--	38	HARRY CONNICK JR.	WHEN HARRY MET...	Col 45319	Video out now	14.2
42	39	HEAVY D	BIG TYME	MCA 42302	Back up	14.1
36	40	ALICE COOPER	TRASH	Epic 45137	Single developing	13.1
32	41	TRACY CHAPMAN	CROSSROADS	Elektra 60888	Peaking	12.7
38	42	BARBRA STREISAND	A COLLECTION...	Columbia 45369	Hits package	12.7
41	43	SCORPIONS	GREATEST HITS	Mercury 842002-1	Hits package	12.6
43	44	TEARS FOR FEARS	THE SEEDS OF LOVE	Mer/Font 838730	Steady sales	11.2
44	45	JOE SATRIANI	FLYING IN A	Relativity 1015	Rock	11.2
48	46	3RD BASS	CACTUS ALBUM	Def Jam/Col 45415	Hot videos	10.6
--	47	CLINT BLACK	KILLIN' TIME	RCA 9668	Over a million already	9.8
45	48	TAYLOR DAYNE	CAN'T FIGHT FATE	Arista 8581	45 breaking	8.7
49	49	WARRANT	DIRTY ROTTEN..	Columbia 44383	Hot new 45 leads	8.3
--	50	JOAN JETT	THE HIT LIST	Epic Bk Hrt 45473	Hot remake leads	8.2

NEXT UP

SMITHEREENS (Enig/Cap)
SEDUCTION (A&M/Vendetta)

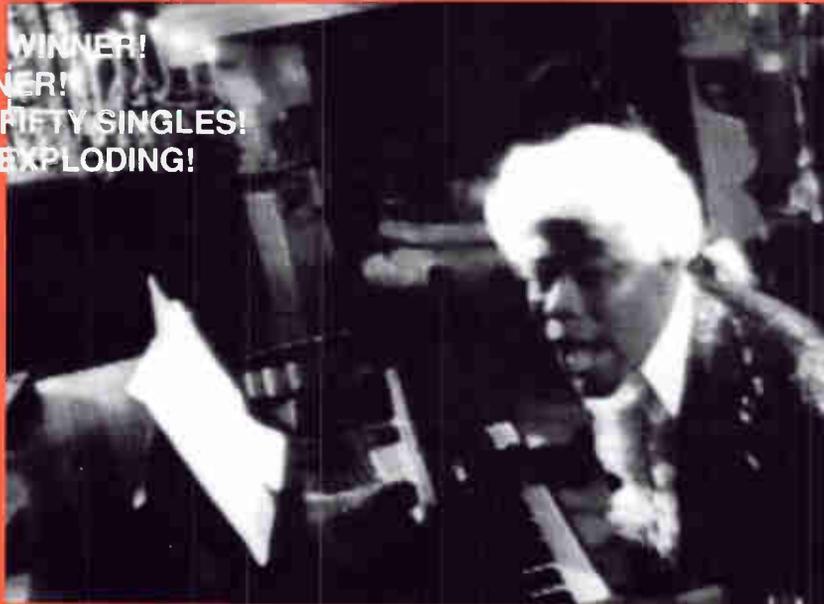
UB40 (Virgin)
MICHEL'LE (Atco)

KAOMA (EPIC)
BONNIE RAITT (Capitol)

EDDIE MONEY (Columbia)
ALANNAH MYLES (Atlantic)

THE DIABOLICAL BIZ MARKIE

FLASHMAKERS WINNER!
 EARPICKS WINNER!
49-36 HITS TOP FIFTY SINGLES!
 SINGLE SALES EXPLODING!



HOT97 add
 B94 add
 X100 add
 HOT102 add
 WPHR add
 KS104 add
 WKSS add
 KTFM add
 WKSE add
 KHTK add
 HOT94.9 add
 WAPI add
 B93 add
 K98 add
 KJ103 add
 WAEB add
 KQKQ add
 KPRR add
 WMHE add
 K106 add
 WANS add
 WKRZ add
 KKMGM add
 KQMQ add
 WQXA add
 G98 add
 KC101 add
 KDON add
 KTXY add
 WHHY add

KBEQ deb 25
 KZOU deb 26
 KKKBQ deb 28
 B97 deb 28
 WCKZ deb 29
 WCIL deb 29
 Z102 deb 29
 KKYK deb 29
 Y107 deb 33
 WKEE deb 35
 Z103 deb 37
 WCGQ deb 40

KGGI 1-1
 WIOQ 4-4
 WPGC 13-5
 B104 11-6
 PWR96 9-7
 Q106 8-7
 KMEL 11-10
 WHYT 22-12
 FM102 27-15
 KOY 23-16
 B96 30-17
 KKFR 26-17
 WRVQ 25-17
 HOT99.9 28-17
 KYNO 26-18
 KBOS 35-19
 KRBE 25-21
 WEGX 25-22
 WYCR 35-24
 KITY 30-25
 WVSR 35-25
 WZOU 30-26
 KBFM 40-33

“JUST A FRIEND”

From The Album The Biz Never Sleeps
 Produced and Mixed by
 The Diabolical Biz Markie
 Management: Superstar Artist Management

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	45 SALES (1 to 10)
4.35	21	7	3	10	8



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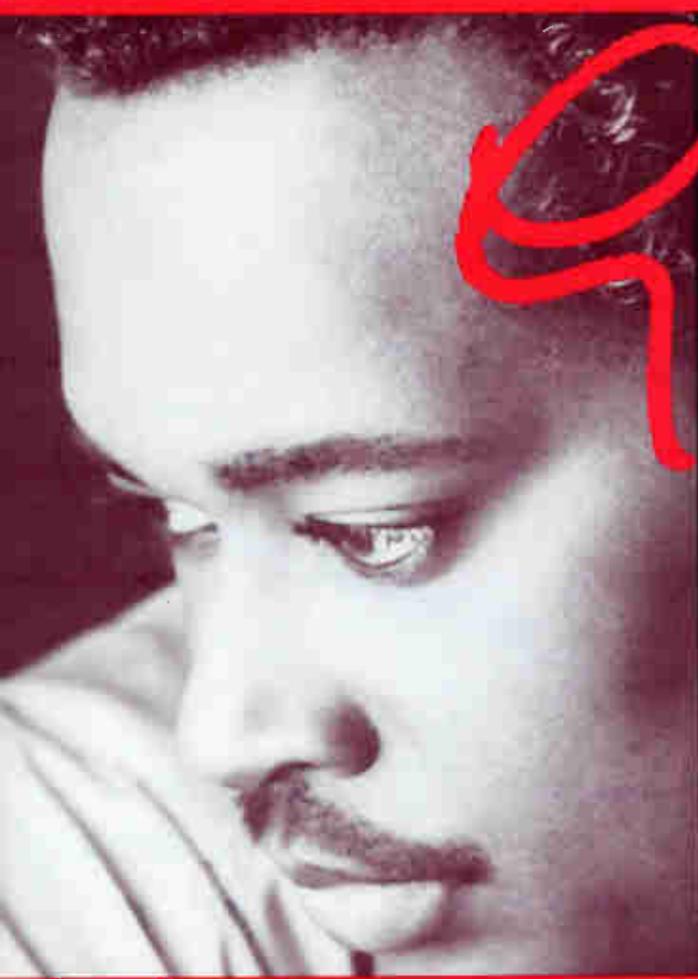
Thompson Twins

“Bombers In The Sky”

HOT94.9 add
 KSND add
 WOKI add
 KFTZ deb 37
 KZZU deb 38
 KXXR deb 39
 KITS 13
 OK95 40-36



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Luther Vandross

V A N D R O S S

HERE AND NOW Produced by Luther Vandross & Marcus Miller.

From the album The Best of Luther Vandross...The Best of Love

CROSSOVER!

DEBUT 40 HITS TOP FIFTY SINGLES!

24-22 HITS TOP FIFTY ALBUMS!

KRBE	add	WXKS	deb	27	KMEL	1-1	Z102	20-15
Q95	add	WPLJ	deb	28	KKMG	3-2	Y100	26-18
PWR96	add	KISN	deb	39	KYNO	4-3	KTFM	26-18
Q105	add				WCKZ	6-4	X106	21-18
KS104	add				KITY	8-5	Y107	22-18
					FM102	9-8	B96	26-20
					KKSS	21-13	Q106	25-22

Alive

Epic

HITS

WAVELENGTH

by Lenny Beer & Mike Murphy

Sometimes in life all your dreams do come true, and this week's winner is Randy Kabrich who signs on as Station Manager at Evergreen's Y95 in Dallas with all departments under his aegis. Bob Waterman has been named GSM and Cameron Smith LSM. Charlie Quinn has exited and Randy is seeking a PD..... Rick Dees has moved from DIR to Unistar..... The entire staff at HOT92 Cleveland is out..... WROQ Charlotte switches calls to WZZG (Z95.1 Gorilla) with a straight Top 40 format..... What talented and controversial East Coast programmer could be nearing the end of his current situation?..... Lorrin Palagi upped to OM at Q107 Washington..... Cadillac Jack exits KDWB

Minnyc for afts at WZOU Boston. Also, former WANS Greenville MD Dallas Kincaid moves in to 10pm to 2am at WZOU..... KKRZ Portland names Bill Kezley MD replacing Connie Breeze who remains on air..... At WXKS Boston, GM John Madison moves to corporate with current GSM Lisa Fell taking over. Also at Pyramid, 98PXY Rochester is on the block..... At KIIS in LA, Andrew Uris named LSM and Wendy from Y95 Dallas set to join air staff..... In Phoenix, Monsoon Eddie upped to Asst. PD at KOY..... Scott Bohannon named MD at WAPI Birmingham..... PD Kevin Morton is out at WAZY Lafayette with newly promoted chain VP Programming Mark Callahan

looking for a replacement..... Despite rumors, there is no format change at KEZB El Paso..... GM Gary Goodell resigns at KKMGM Colorado Springs..... KWTO Springfield changes calls to KKHT..... Z106 Sarasota's Tom Evans about to make a move..... Chris Collins upped to MD at K104 Erie..... GSM Lee Colman upped to GM at KIKI Honolulu..... Frank Turner fills out his promo staff by naming Mark Westcott to Assoc. Dir. National Promo: Chicago. Turner's direct line is 213-468-3580 and his first projects are Joyce Irby and Smokey Robinson..... Ron "Jetson" Poor moves from IRS LA to Atco LA as Assoc. Dir. Natl. Albums..... Will there be a new Top 40 outlet in New Orleans?..... Chris Walsh up-

ped to MD at WKSS Hartford..... Blowin' In The Wind: Sean Lynch, Scott Chase & Chris Shebel..... And here's a happy Randy Kabrich, duded up and ready for the management lifestyle.



**THE CAPITOL COMMITMENT
CONTINUES!!**



CROSSOVER!
TOP 10 POST MODERN!
ON HEADLINE TOUR NOW!

'NOW OVER 100 STATIONS' TESTIFYING!!!

SMITHEREENS

From the album **11**
One more time for those of you in the Cheap Seats!
Another Double Digit Week!!!

Q102	add	KHTY	deb	30	WKDD	19-8
KSND	add	B98	deb	33	WSSX	10-9
WAPE	add	WPRR	deb	35	PIRATE	14-11
WERZ	add	999KHI	deb	38	KSAQ	23-17
JET-FM	add	ZFUN	deb	40	KITS	27-21
G98	add				WPHR	28-22
KWTX	add	KXXR		7-4	K106	26-22
KYYY	add	KNIN		5-4	WXKS	30-23
WHOT	add	KDWZ		6-4	95XXX	30-26
WJMX	add	KATM		8-5	KZZU	33-30
WKSF	add	92X		7-6	WPFM	39-35

Another Incredible Sales Week!!

- | | |
|------------------------|-----------------------------|
| APPLETREE #6 | BAKER & TAYLOR ONE-STOP #18 |
| MOBY DISC #7 | ROSE RECORDS #18 |
| RTI ONE-STOP #8 | PEACHES #20 |
| PLASITIC FANTASTIC #11 | SCWARTZ BROS. #21 |
| TRACKS #13 | SOUTH TEXAS WAREHOUSE #24 |
| VINYL VENDORS #15 | PRO ONE-STOP #25 |

COVER GIRLS

"We Can't Go Wrong"

From the album
WE CAN'T GO WRONG

**HEADING FOR TOP 10
NOW!!**



"Got To Have Your Love"

From the album
THIS SHOULD MOVE YA

KCAQ	add		
KDON	add		
KYNO	deb	29	
HOT105	deb	34	
KNRJ	deb	35	
KMEL		29-22	
KITY		35-31	
KBOS		37-33	

MANTRONIX



MC HAMMER "Help The Children"

From the album
PLEASE HAMMER DON'T HURT 'EM
"Help the Children"

Winner of two
American Music Awards!!

FM102	add		
KYNO		29-24	
KBOS		40-36	
BREAKING AT: HOT105			



"Juicy Gotcha Crazy"

From the album
WILD & LOOSE

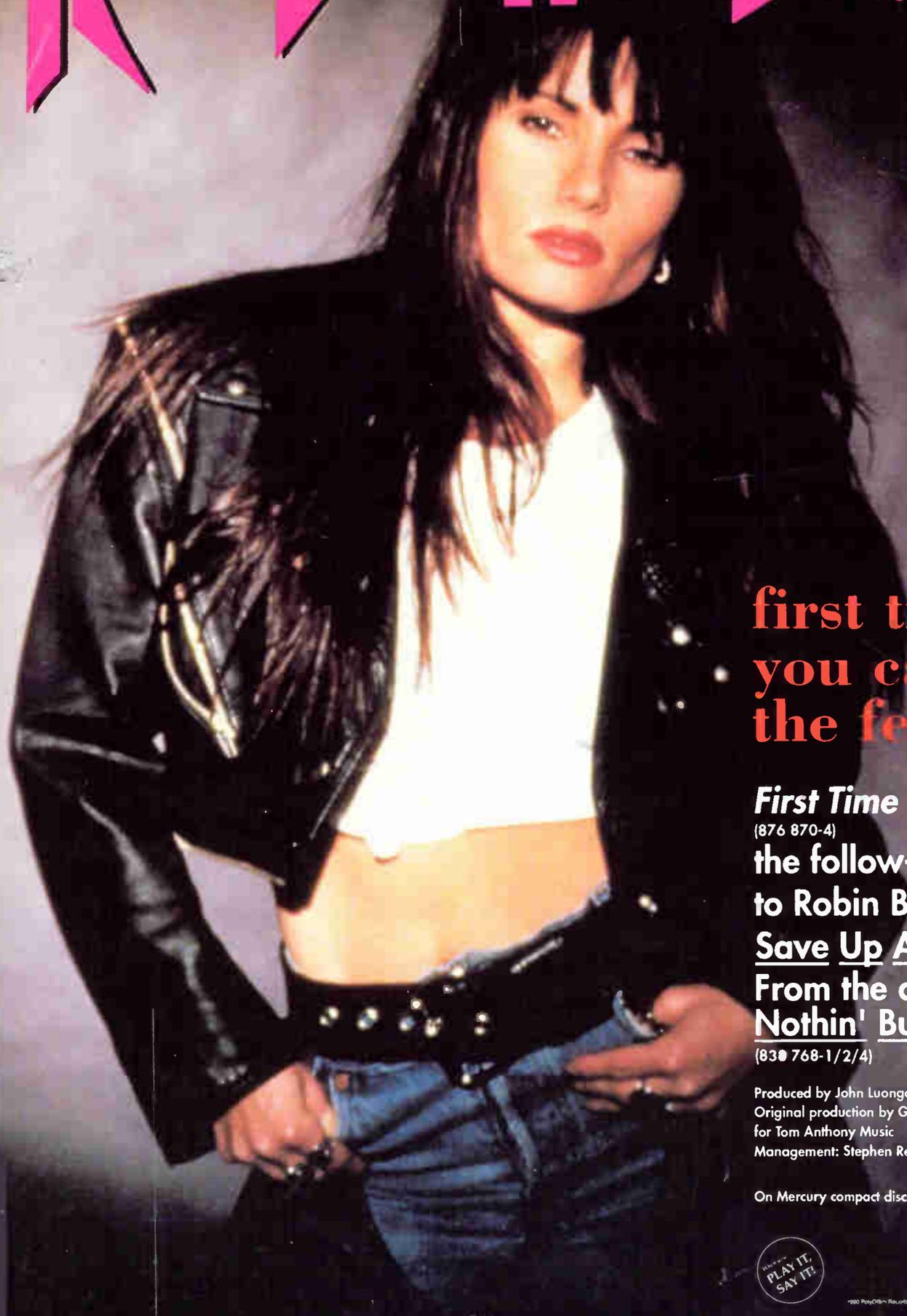
HOT97.7	add		
FM102	add		
KBOS	add		
KYNO	add		
KMEL		3-3	

OAKTOWN 3-5-7

**DO YOU WANT
YOUR PHONES TO
EXPLODE?**
All you have to do
is test this record at
night and **STAND
BACK!**



ROBIN BECK



**first time
you can't beat
the feeling**

First Time

(876 870-4)

**the follow-up track
to Robin Beck's**

**Save Up All Your Tears
From the debut album
Nothin' But Trouble**

(830 768-1/2/4)

Produced by John Luongo for The Office Inc.
Original production by Gavin Spencer and Tom Anthony
for Tom Anthony Music
Management: Stephen Reed

On Mercury compact discs, chrome cassettes and records.



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