



#FIRST CLASS  
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SCOTT LINDSAY  
 GOLDFY RECORDS  
 272 THAYER ST.  
 PROVIDENCE, RI 02906

**Gala Spectacular  
 Gavin Convention Issue with  
 (who else?) GAVIN MacLEOD!**

## WINNERS

**FLASHMAKERS**  
**T CAMPBELL P PK/WB**  
 STEVIE B LMR/RCA  
 ROBERT PALMER EMI  
 RICK ASTLEY RCA

**CROSSOVERS**  
**REMBRANDTS** Atco  
 ENIGMA Charisma  
 A B CREATION Motown  
 BINGOBOYS Atlantic

**EARPICKS**  
**GREAT WHITE** Capitol  
 ESCAPE CLUB Atlantic  
 RALPH TRESVANT MCA  
 ELISA FIORILLO Chrysalis

**BREAKOUTS**  
**QUEEN** H'wood  
 DIVINYLS Virgin  
 GERARDO Inter/E-W  
 STEVE MORSE MCA

**WILDCARD**  
**GERARDO** Inter/E-W  
 See Page 10 For Details

## HOT NEW RELEASES

**BOOK OF LOVE**  
*Alice Everyday*  
 WB 4-19550

**C&C MUSIC FACTORY**  
*Here We Go*  
 Col 38T-73690

**CATHY DENNIS**  
*Touch Me*  
 Poly 879-466-4

**DIGITAL UNDERGROUND**  
*Same Song*  
 T. Boy Rep TB 975

**AMY GRANT**  
*Baby, Baby*  
 A&M 75021

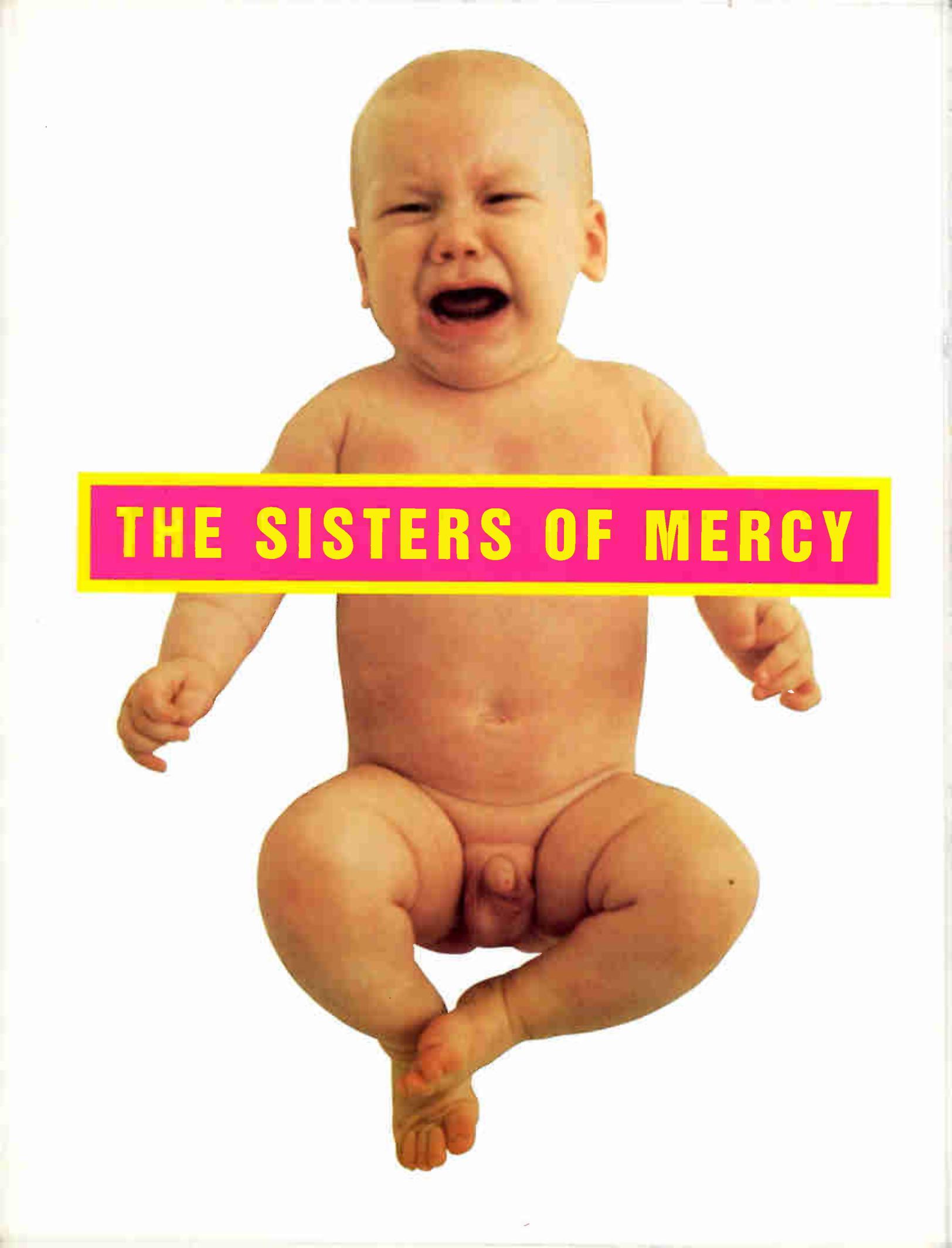
**JELLYFISH!**  
*Baby's Coming Back*  
 Charisma 4-98837

**QUEEN**  
*Headlong*  
 H'wood 64920

**ROXETTE**  
*Joy Ride*  
 EMI 50342

**RUDE BOYS**  
*Written All Over...*  
 Atlantic 4-87805

**BART & HOMER SIMPSON**  
*Deep, Deep Trouble*  
 Geffen 21633

A photograph of a baby crying, with a pink banner across the middle containing the text "THE SISTERS OF MERCY".

**THE SISTERS OF MERCY**

"AN AWESOME STATEMENT"

RAW

DETONATION

BOULEVARD:

THE

SINGLE

THE SISTERS OF MERCY: VISION THING



#1

ALTERNATIVE RECORD

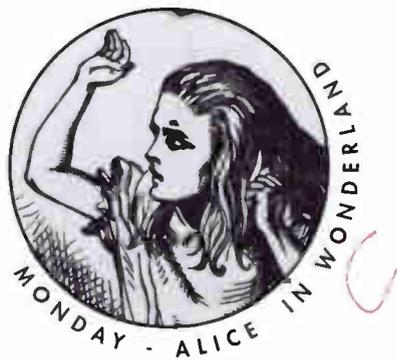
IN U.S.

DESIGN AND CONCEPT: BUREAU, N.Y.



Elektra

# Can You Match The Correct Alice With His/Her Everyday Routine



- A) Writing superb novels with Whoopi in mind.
- B) Serving up chow with Mel, Flow and Vera.
- C) Jumping through the looking glass.
- D) Bringing sunshine to your house most everyday.
- E) Stroking boa constrictors at high decibels.
- F) Bowling with "Sam The Butcher."
- G) Procuring recipes for mind-altering delicacies.

## "ALICE EVERYDAY"

The New Single From

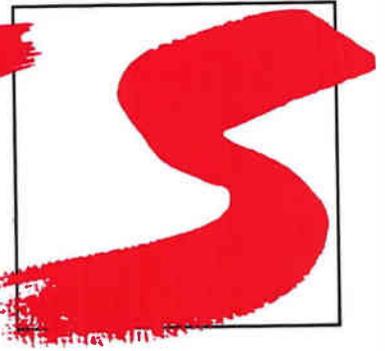
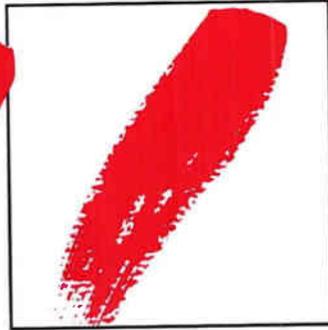
## BOOK OF LOVE

Produced by Ted Ottaviano and Ben Grosse

Management: Steve Wax/Garry Kief STILETTO Management



© 1991 Sire Records Company



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**SINGLES**

Whitney soars to the top, just holding off the fast charge of Mariah Carey. Nice one-two punch, eh?

6

**DIALOGUE**

Leading PDs Bill Richards, Keith Naftaly, Brian Philips and Steve Kingston analyze Top 40's current doldrums for HITS' resident drone Mike Murphy, who's pretty down himself.

34

WCKZ PD Mark Shands says nothing could be finer than to be in Carolina, as long as he doesn't have to speak to HITS' version of a splitting headache, Danny Ostrow.

44

KKMG PD/GM Scooter B. is one of the youngest radio execs in the country, while HITS' broadcast bozo Todd "The Mod" Hensley is merely one of the sorriest.

47

**POST MODERN**

Sting holds at the top, but watch out for red-hot Jesus Jones and fast-charging Daniel Ash.

49

**JAMS**

Motown's Another Bad Creation sings "Iesha," while JAMS' Worse Creation, Graham Armstrong, inspires a chorus of "EEESH!"

69

**ALBUMS**

Gloria Estefan surges into the top ten, but Ice is still at the top.

86

**Flashmakers** 26 **Earpicks** 38  
 Campbell & Palmer lead. Great White & Escape.

**Crossovers** 30 **Top Tens** 80  
 Rembrandts & Enigma lead. Sting still rules.

**Requests** 32 **Breakouts** 84  
 Tesla and Gerardo smoke. Queen returns.

**Front Page** 11 **Post Toasted** 49  
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**Far Truths** 23 **Rerap** 78  
**Letters** 23 **Mini-Mugs** 78  
**Contest** 46 **Wavelength** 74

**Grateful Heads**



*Those who claim six heads are better than one obviously haven't come across these numbskulls. HITS' own version of talking heads hit the Gavin this week, as Mike Murphy, Karen Glauber, Danny Ostrow, Graham Armstrong, Darryl Lindsey and Todd Hensley will be among the conventioners scamming free drinks and running around the hallways with lampshades over their noggins. When you see these yahoos coming, run the other way — or better yet, offer them a job.*

**On The Cover**

Since Bill Gavin wasn't available for this year's "Gala Spectacular Gavin Convention Issue" cover, we went to the next legendary Gavin — Mr. MacLeod, of course. Luckily the Gav-man's had an illustrious career, because after this Jeff Kravitz-photo, it's all downhill from here.



# HITS TOP FIFTY SINGLES

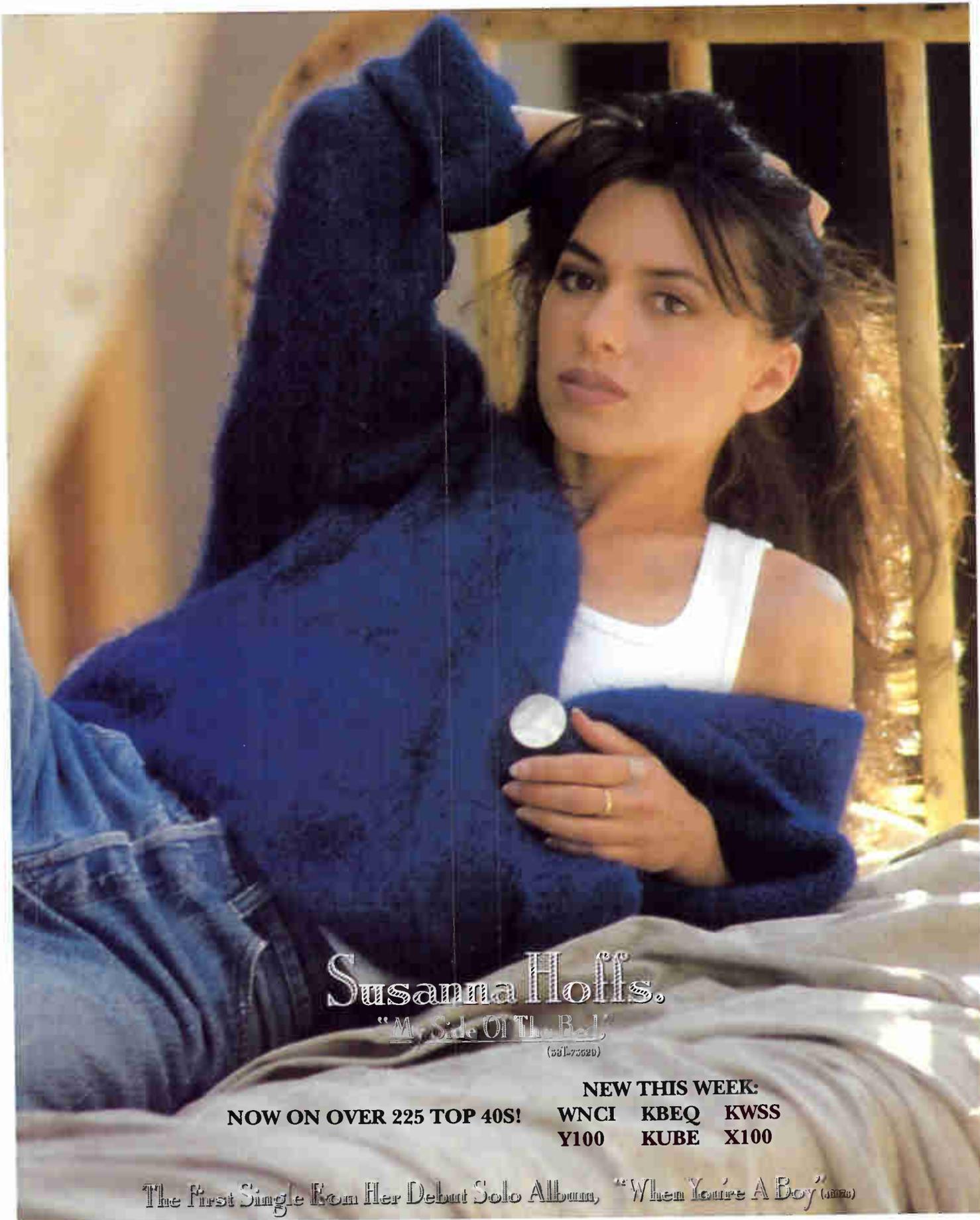
2 L T  
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S I S  
  
W W  
A E E  
G E E  
O K K

*Whitney Houston* climbs into the #1 position this week as another ballad makes it to the top of the heap. As the single sales explode, *Oleta Adams* jumps 8 points to #16. *Londonbeat* has another landmark week moving from #35 to

#28 and already getting calls. The highest debut of the week goes to former Wildcard *Enigma*, coming on at #35. *Gerardo* debuts at #40 with big phones, early sales and is this week's Wildcard.

			ARTIST	TITLE	LABEL	COMMENTS
5	2	1	<b>W HOUSTON</b>	ALL THE MAN I NEED	Arista 2156	From Top 10 Lp
6	4	2	MARIAH CAREY	SOMEDAY	Columbia 73560	Leading Top 3 Lp
7	5	3	TIMMY T	ONE MORE TRY	Quality 4JM-15114	Hot ballad
1	1	4	C&C MUSIC FACTORY	GONNA MAKE YOU	Columbia 73604	New single shipping
2	3	5	SURFACE	THE FIRST TIME	Columbia 38T-73502	Slipping now
8	7	6	CELINE DION	WHERE DOES MY HEART	Epic 73536	Multi-format smash
4	6	7	VANILLA ICE	PLAY THAT FUNKY...	SBK 07339	New single starting
19	14	8	LL COOL J	AROUND THE WAY GIRL	D Jam/Col 73609	Sales
12	9	9	KEITH SWEAT	I'LL GIVE ALL MY...	Elektra 64915	Leading Top 40 Lp
24	22	10	STYX	SHOW ME THE WAY	A&M 1536	Exploding
26	20	11	GLORIA ESTEFAN	COMING OUT OF THE...	Epic 34T-73666	Lp jumps to #8
15	13	12	MADONNA	RESCUE ME	Sire/WB 19490	45 shipping soon
22	17	13	STING	ALL THIS TIME	A&M 1541	Lp solid at #2
17	15	14	WARRANT	I SAW RED	Columbia 38T-73597	Continues gaining
20	16	15	CHRIS ISAAK	WICKED	Reprise 19704	Leading Top 20 Lp
27	24	16	OLETA ADAMS	GET HERE	Fon/Mercury 878-476	Lp debuts at #48
10	10	17	INXS	DISAPPEAR	Atlantic 87784	Falling now
21	19	18	GEORGE MICHAEL	MOTHER/WAITING...	Columbia 73663	B-side leading now
23	21	19	PEBBLES	LOVE MAKES THINGS...	MCA 53973	Selling
34	26	20	<b>TARA KEMP</b>	HOLD YOU TIGHT	Giant 19458	Going both Urban and Pop
30	25	21	TEVIN CAMPBELL	ROUND AND ROUND	P.Park/WB 19481	Building Top 40
31	28	22	TRACIE SPENCER	THIS HOUSE	Capitol 44652	Exploding at Top 40
25	23	23	BAD COMPANY	IF YOU NEEDED...	Atco 98872	Crossing from Album Rock
3	8	24	RALPH TRESVANT	SENSITIVITY	MCA 53932	New single starting
9	11	25	NELSON	AFTER THE RAIN	DGC 19667	Peaked

(Based on a combination of sales and airplay)



Susanna Hoffs

"My Side Of The Bed"  
(581-73628)

**NEW THIS WEEK:**  
**NOW ON OVER 225 TOP 40S!**    **WNCI    KBEQ    KWSS**  
**Y100    KUBE    X100**

The first single from her debut solo album, "When You're A Boy" (13076)

"My Side Of The Bed," written by Susanna Hoffs, Tom Kelly and Billy Steinberg

On Columbia.

Produced by David Kahne

STIEFEL PHILLIPS  
ENTERTAINMENT

"Columbia" Reg. U.S. Pat. & TM. Off. Maresa Registrada © 1991 Sony Music Entertainment Inc. Photo: Jeff Dunas



# HITS TOP FIFTY SINGLES

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	ARTIST	TITLE	LABEL	COMMENTS		
36	29	26	TESLA	SIGNS	Geffen 19653	Leading Top 12 Lp
37	30	27	ANOTHER BAD CREATION	IESHA	Motown 20704	Crossing
43	35	28	LONDONBEAT	I'VE BEEN THINKING..	R.ACT/MCA 12-53992	Exploding
35	31	29	ALIAS	WAITING FOR LOVE	EMI 50227	Developing at Top 40
--	43	30	JANET JACKSON	STATE OF THE WORLD	A&M n/a	Not out commercially
11	12	31	CATHY DENNIS	JUST ANOTHER DREAM	Polydor 877962	New single shipping
41	37	32	URBAN DANCE SQUAD	DEEPER SHADE OF SOUL	Arista 2026	Sales
38	34	33	FATHER MC	I'LL DO 4 YOU	Uptown/MCA 53914	Steady
46	40	34	WILSON PHILLIPS	YOU'RE IN LOVE	SBK 07343	Breaking big time
--	--	35	<b>ENIGMA</b>	<b>SADENESS PART 1</b>	<b>Charisma 4-98864</b>	<b>Unusual smash</b>
45	38	36	SUSANNA HOFFS	MY SIDE OF THE...	Columbia 38-75329	Lots of MTV
18	18	37	AFTER 7	HEAT OF THE MOMENT	Virgin 99204	Falling
13	27	38	JANET JACKSON	LOVE WILL NEVER...	A&M 1538	Over now
32	32	39	TONY! TONI! TONE!	IT NEVER RAINS...	Wing/Mer 879068	Falling now
--	--	40	GERARDO	RICO SUAVE	Interscope 94-98871	Smash
16	36	41	DAMN YANKEES	HIGH ENOUGH	Warner Bros 19595	Peaked
--	48	42	STEVIE B	I'LL BE BY YOUR SIDE	LMR/RCA 2758	Gaining quickly
50	46	43	DONNY OSMOND	SURE LOOKIN'	Capitol 44670	Developing each week
14	33	44	WILL TO POWER	I'M NOT IN LOVE	Epic 34T 73636	Falling
44	44	45	BLACK BOX	I DON'T KNOW	Decon/RCA 2751	Steady
--	--	46	WINGER	EASY COME, EASY GO	Atlantic 74-87773	Breaking at Top 40
--	--	47	RICK ASTLEY	CRY FOR HELP	RCA 2774-4	First single from new Lp
--	--	48	REMBRANDTS	JUST THE WAY IT IS	Atco 74-98874	Tons of MTV
--	49	49	DEEE-LITE	POWER OF LOVE	Elektra 66587	Steady
--	--	50	ROBERT PALMER	MERCY, MERCY ME	EMI 4714	Tons of Top 40

(Based on a combination of sales and airplay)

**NEXT UP**

BINGOBOYS (Atlantic)  
COVER GIRLS (Epic)

MICHEL'LE (Atco)  
AMY GRANT (A&M)

ESCAPE CLUB (Atlantic)  
RALPH TRESVANT (MCA)



**Take  
It  
To  
The  
Top**

**FOR YOU**

**FLASHMAKER!**

**ALREADY ON OVER 30 TOP 40s INCLUDING:**

WKBQ	add	KFMW	add	BREAKING AT:
Z99	add	KZOZ	add	OK95
KZZU	add	Q104	add	SLY96
KZZB	add	WAYS	add	KF95
KISR	add	WCGQ	add	
YES97	add	WJMX	add	
99KG	add	WQUT	add	
KBFM	add	WWFX	add	
KFFM	add			

**"TAKE IT ALL"**

The Follow-Up Single to the Top 10 Hit "For You"

From the MCA Debut **Diamond Days**  
Produced by John Spinks  
Management: Kip Kronos

**MCA**

**FLASHMAKER!**  
**BREAKOUTS WINNER!**  
**DEBUT 40 HITS TOP FIFTY SINGLES!**

WPLJ add  
B94 add  
KXXR add  
WTIC add  
WKSS add  
KJ103 add  
XL106 add  
KZZU add  
WAPE add  
WCKZ add  
KF95 add  
HOT95 add  
KKRD add  
KZII add  
WAAL add  
WABB add  
WJAD add  
WRHT add  
ZFUN add

WDFX deb 23  
HOT102 deb 24  
Q105 deb 25  
KMEL deb 30

KCHX 12-7  
KKFR 15-10  
G98 33-13  
PWR106 18-14  
WHYT 23-15  
KMOK 23-16  
KZFM 21-16  
Q106 21-18  
KG95 36-21  
KZOZ 33-21  
B96 27-22  
Z95 27-24  
KBFM 33-24

**HOT SINGLE SALES AT:**

- #6 Tower-Sunset/L.A.
- #6 Tower-Sherman Oaks/L.A.
- #6 Norwalk One Stop/L.A.
- #9 City One Stop/L.A.
- #11 Music Plus/L.A.
- #13 Specs/Florida
- #13 Tower-Westwood/L.A.
- #17 Strawberries/Boston
- #17 Streetside/St.Louis
- #18 RTI One Stop/Omaha
- #19 S.W. Wholesale/Houston

Management/Direction - Peter Lopez

*"Don't miss out on this record, a hit is a hit in any market."*

Lori Campbell/MD  
B94, Pittsburgh, PA

*"Huge phones, Top 10 and Top 20 sales... looks like a big record!!!"*

John Rogers/MD  
PWR 96, Miami, FL

*"Top 10 requests and it's smoking!"*

Jeff McCartney/PD  
WAPE, Jacksonville, FL

**WILDCARD!**

# GERARDO

RICO  
SUAVE



...at

HITS

# FRONT PAGE



divinyls

they love the  
Gavin Convention

February 18, 1991

Volume 5

Issue 229

\$5.00

Jeff Pollack To Take Control Of Current-Based Album Rocker

# PIRATE PETERS OUT!

## Catching Flacks

Last week's issue of HITS featured an interview with NARAS President **Mike Greene** by HITS official urinal scrubber **Bruce Matzkin**. In the introduction to said interview, Matzkin referred to "a bunch of reporters wanting the scoop on his firing of publicity firm **Solters/Roskin/Friedman**."

Not so, said the publicity firm in question. According to the PR firm, it was they who did the firing. In a letter that had to be slowly read to Matzkin, the firm stated: "Because our repeated polite requests and appeals over a long period of time for an equitable fee that would fairly reflect our wide-ranging international and national responsibilities, were adroitly deflected, while the extensive workload continued, we were left with no choice but to regretfully and reluctantly tender our resignation as a matter of principle, via fax and simultaneous messenger delivery to Mr. Greene on the morning of January 11, 1991."

We certainly hope this correction will entitle us to continue receiving the mountains of useless press releases churned out by the esteemed PR company every week.

## A Gavin Amy Grant Photo



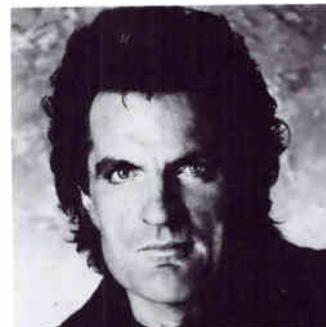
**Amy Grant:** This former Gospel chart ruler is now inspiring Top 40 playlists as "Baby Baby" flies on the air at KIIS, WPGC, KEGG, KHMV and more. According to A&M's VP of Marketing **Jim Guerinot**: "Who's Amy Grant?" Thanks Jim.

By the time you read this, **Scott Shannon** will have done his last morning show for **Westwood One's Pirate Radio** in Los Angeles.

As of Wednesday (2/13) Shannon and just about his entire team are gone from the station, as **Jeff Pollack** and his media group step in to guide the current-based Album Rocker.

As for Shannon, who told HITS he's been "reassigned to his house," future plans are still undetermined. "My main priority was beating my pal **John Lander** off the air." (Lander's last morning show at Houston's **KKBQ** was skedded for Thursday.)

**Shadow Steele**, who with Shannon and Evergreen's **Randy Kabrich**, pioneered the "Pirate" format, ran his last afternoon drive show on Tuesday the 12th, and his future plans are the object of much industry speculation.



**Scott Shannon:** Taking a breather before dealing with the future.



PIC OF THE WEEK



**Love -- Gavin Style**

No two people personify the sense of love, admiration and respect between the record and radio communities better than Epic Promotion Wizard **Barbara Seltzer** and Z100 Programming guru **Steve Kingston**. May the feelings that these two share for each other represent the true spirit of this great Gavin Convention. And speaking of feelings — have you ever wondered what it might feel like to be a pair of **Ron Fell's** jockey shorts? (Yo Ron, that was just a joke. Ron? Ron? Are you there Ron?)

**Quick Hits**

MTV adds **Londonbeat** (Radioactive/MCA), **Warrant** (Columbia), **Vanilla Ice** (SBK), **Monie Love** (WB), **Traveling Wilburys** (WB), **Doors** (Elektra), **Queen** (Hollywood), **Happy Mondays** (Elektra), **Enigma** (Charisma), **Material Issue** (Mercury) and **Daniel Ash** (RCA). **Jane's Addiction** (WB) receives a rotation increase and there are no changes in **Buzz Bin**.

**WILD CARD**  
**GERARDO**  
 (Interscope/East-West)

New label comes out smokin' with this Spanglish rap/dance sensation that pulls HUGE PHONES and sells, sells, sells. Check out these moves: **WHYT 23-15**, **G98 33-13**, **PWR106 18-14**, **KG95 36-21**, **KKFR15-10**, **KZ02 33-21**, **KCHX 12-7** and **Q106 21-18**. The video's a smash at both Video Jukebox and MTV. **Marc & Sean** are closing quick, help them, help yourself!

**Sigerson Opens Polydor**

In an industry first, a one-time rock critic-turned recording artist-turned songwriter-turned producer-turned gun-and-cigar enthusiast has turned into a record company president. Gather round, children, and you shall hear the incredible tale of how one **Davitt Sigerson** ended up being named President of Polydor Records U.S. by **Alain Levy** himself, President PolyGram N.V. and CEO PolyGram U.S.

Polydor Records U.S. will be based in New York and, like London and Smash, be marketed through PLG. Along with sister labels A&M, Island and Mercury, PLG will be distributed through PGD. Got that? Good, there'll be a test at the end of the story.

Mr. Sigerson will be responsible for all creative functions on each Polydor release in the U.S., reporting directly to Levy via two cans and a piece of string laid out across the Atlantic.

The 33-year-old Sigerson

grew up in New York and London and graduated from Oxford University with a Master's Degree in modern history, so he's way over-qualified for this gig. He has contributed to several publications, including *Jugs & Speed* and *Shepherd's Weekly*.

Commented Sigerson: "Working with new music has been my greatest professional love, aside from myself, that is. This opportunity was too exciting to miss — even at the cost of getting a real job."



**Davitt Sigerson:** Yanked from Oxford.

**A Gavin Gulf Shot**



It was an apparent case of heat stroke that caused this brave member of the U.S. Army's 82nd Airborne Division to don his "KMEL Summer Jam 1990" shirt during his time in the Gulf. Incidentally, copies of HITS are also being utilized by our boys in the Middle East, however this cannot be verified as the U.S. military has banned photos of enlisted personnel using the bathroom.

## AC/DC Suit

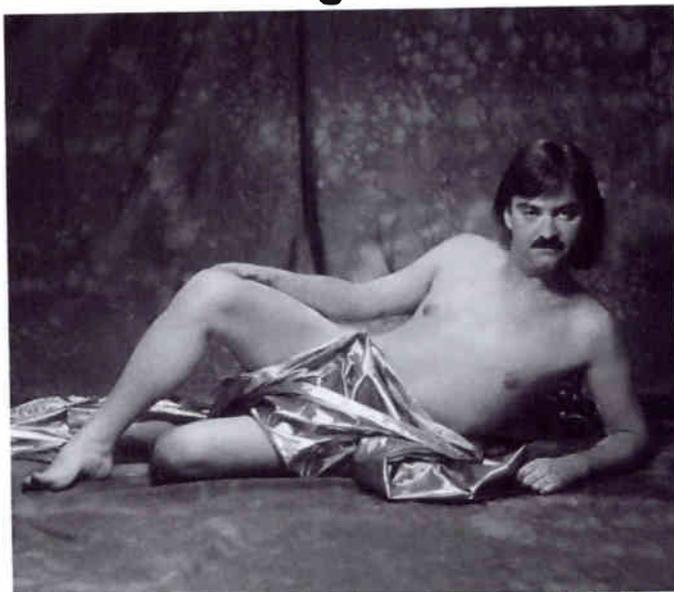
The father of one of the three teens crushed to death at the January 18 **AC/DC** concert in Salt Lake City has filed an \$8 million lawsuit against the band, their managers and agents, as well as promoters and managers of the Salt Palace. Meanwhile, local police investigators announced they have found no criminal negligence in the incident.

**Bruce Child**, father of 14-year-old **Curtis Child**, filed the suit February 4 in Third District Court in Utah, claiming his son died because of

"willful malicious conduct on the part of the defendants." Named in the suit are **AC/DC**, the band's management **Hart to Handle Ltd.**, booking agents **CAA**, Salt Palace management **Spectacor**, concert promoters **J.C. McNeil**, **United Concerts Inc.** and **KBER-FM**, along with station owner **Devine Media Corp.**

The concert used festival seating, which was outlawed in Cincinnati following the deaths of 11 fans in a similar incident at a **Who** concert in 1979.

## A Nauseating Gavin Photo



This is a photo of new **WAPE** afternoon driver **Chris Trane** displaying the exact reason he never went into television. Aren't you glad you're not **Chris Trane**? We'd like to take this moment to pose the question: "Would this photo be any less horrifying if that sheet were covering his face?" Hey, just asking. (Ed. Note: General consensus is that when **Chris** was born, it was the doctor who shoulda been smacked.)

## Quick Hits

The Most Added singles of the week at Top 40 radio are #1 **Escape Club** (Atlantic), #2 **Robert Palmer** (EMI), #3 **Rick Astley** (RCA), #4 **Amy Grant** (A&M) and #5 **Janet**

**Jackson** (A&M). **Firehouse** (Epic), **Great White** (Capitol) and **Ralph Tresvant** (MCA) come out of the box with strong weeks.

## Two Gavin Photos Of Kiki We Ran Together



The special Gavin Convention photo on the left is **MCA Sr. VP of Promotion Billy Brill's** girlfriend, **Kiki Hall**, in an outfit designed by those nutty little leather freaks, **Ron Fell** and **Dave Sholin**. The photo on the right shows the **Kik-Woman**



with **MCA Music Entertainment Chairman Al Teller** and **Billy**, whose face we've covered not only for your viewing comfort, but because it represents our first thoughts after looking at the photo on the left. Thank you.



## Our Guys At Gavin



As always, HITS' intrepid radio geniuses, Sr. Broadcast Editor **Mike Murphy** and Broadcast Editor **Danny Ostrow**, will be extremely visible at this year's **Gavin** confab. That's Mike on the left, tidying the room of a major market programmer as



only he can do. Meanwhile, our guy **Danny** on the right, loyally serving as **Ron Fell's** intrepid organ grinder. Said Danny, "And what an organ he's got!!!" (That's a joke, Ron. You know, humor. Ron? Ron? Ron, are you there?)

## He's Ba-a-a-a-acker

**Steve** "He Sure Doesn't Look Like A Middle Line" **Backer** has been promoted to VP Alternative and Video Promotion, Epic Records, it was announced by "Good Golly Miss" **Polly Anthony**, Senior Vice President Promotion, Epic Records. He was Director National Pop and Video Promotion since 1988.

In his new position, he'll continue to defend acts like **Living Colour** and **Front 242** to PoMo geeks who claim they've sold out because they're on a major label. He'll start to feel real guilty and lie awake nights wondering if he did the right thing



**Steve Backer:** Convinced **Gloria Estefan** to cover a **Butthole Surfer** tune.

by not taking that B.A. in Political Science and Marketing Management from Skidmore College and going to law school, like his parents told him to. He'll even turn to **Ivana B. Adored** for career consultation.

After dashing some cold water on his face, he'll come to and find himself responsible for coordinating and implementing promotional and marketing strategies on behalf of Epic's alternative roster, including the coordination of the **Indigo Girls'** wardrobe. He'll be the main contact with the growing number of alternative commercial radio stations throughout the country who are only interested in the next **Shonen Knife** album. He'll create successful marketing campaigns for the alternative roster and continue to oversee the video promotion department. And if not, he can always go into his parents' business.

Commented **Polly Anthony** from the sidelines: "Who the hell is Steve Backer, and why the hell would I promote him?"

## War -- Here's What It's Good For

**Arco** has reported record profit for 1990, in part because of sharply higher earnings late in the year as Iraq's invasion of Kuwait

drove up the price of oil.

Also posting significantly higher earnings were **Unocal**, **Phillips Petroleum**, **Pennzoil** and **Amerada Hess Corp.**

## Hollywood Looks Stupid In This Gavin Photo



God bless the U.S.A.! Not only are we the land of the free and home of the brave, but we're the only country in the world where a schnook like **KIIS-FM's Hollywood Hamilton** can get the major dead prezies to infect the already seriously infected airwaves of L.A. Shown starring in their own version of "Ish-tar" by inking **Hamilton** to a new three-year deal are (l-r): **Gannett President** and **KIIS-FM GM Jay Cook**, **KIIS-FM PD Bill Richards**, **Hollywood, Hollywood's Producer Samantha Stander** and **Hollywood's agent Richard Lawrence.**

# LITTLE CAESAR



## "In Your Arms"

FLASHMAKER!

OVER 150,000 ALBUMS SOLD!

ALREADY ON OVER 55 TOP 40's!

KISN	add	WCGQ	add			
Z99	add	WCIL	add	KQKQ	deb	30
KKYK	add	WIFC	add	KISR	deb	35
G98	add	WNYP	add	WKRZ	deb	39
KFBQ	add	WOMP	add	WJMX	deb	40
KMOK	add	WVSR	add	WPST	deb	40

KFMW	18-12
WSKZ	17-13
PIRATE	22-19
KAKS	28-24
KTUX	30-26
KNIN	33-30
WWFX	36-33
KZZU	40-33
YES97	37-34

BREAKING AT:	
KEGL	99KG
K96.7	999KHI
KF95	KBOZ
WRQN	KFTZ
K106	KG95
KATM	KIXY
KQIZ	KKHT
WQID	KLYV

KTRS
KZII
PWR92
WAAL
WHHY
WHTO
WILN
WYKS
Y97



DAVID GEFFEN COMPANY

# Two More Gavin Photos



This being the Gavin and all, we're more than honored to be presenting these glorious Gavin photos. The photo on the left is legendary actor and former U.S. Ambassador to Mexico John Gavin, while the photo on the right shows equally legendary thespian Darren McGavin. Naturally, we sincerely hope you enjoy both these special Gavin photos. (John Gavin's cod piece provided exclusively by the Ron Fell collection.)

# AIRHEAD

KISSING IS A NORMAL FORM OF EXPRESSION AT THE GAVIN...



WISE CRACKING ASIDE, THIS CARTOON COULD BE THE KISS OF DEATH.

# RANTING AND RAVING By Ray Dio

## Top 19 Things To Do At The Gavins

- \*8) Have sex with yourself while watching the show at the Mitchell Brothers theater.
- \*7) Start a pool to guess how long it will take you to get an outside line and actually complete a long-distance call from the St. Francis.
- \*6) Order a huge room-service breakfast for 6:15 a.m. delivery and send it to someone you really don't like.
- \*5) Get Charlie Minor and Rich Balsbaugh to take you in their limo on a whirlwind tour of San Francisco's live sex clubs. These guys get the best tables.
- \*4) Stumble around the hallways at 4 a.m., totally unaware that you're in the wrong wing of the hotel.
- \*3) Invite people off the street to come on in — they'll get to see our industry at its best.
- \*2) Do not attend any of the seminars, panels or speeches. That would totally defeat the purpose of being there.
- \*1) Plan to leave for home before the awards dinner Saturday night. Nobody cool stays until the end. Trust me!
- \*14) Record people: Give radio geeks the wrong room number for that "private" cocktail party with your superstar artist you have conned into this mess.
- \*13) Scam free drinks and meals from anyone who works at one of the 743 new labels. Most of these people may not be around next year, so score now.
- \*12) Get drunk and shamelessly beg for a job.
- \*11) Get drunk and fire someone.
- \*10) Get a drink in every suite you attend, even if you don't need one. Hey, it's free!
- \*9) Have sex with people you would never consider touching back home.



Ray Dio: This is not Ray Dio.



# BINGOBOYS

FROM THE UPCOMING ALBUM  
THE BEST OF BINGOBOYS.

Look what they're saying about "How To Dance":

"Continues to explode in all dayparts and is spreading quickly to all demos!" —WTIC, Tom Mitchell PD

"Just the kind of fun, upbeat record that radio is in big need of." —WRVQ, Steve Davis PD

"Just wacky enough to work—check it out." —WAVA, Chuck Beck PD

**CROSSOVERS WINNER!**

NOW ON OVER 65 TOP 40s WITH 22 NEW INCLUDING:

Z100	B96	B94	WIOQ
WPLJ	Z95	WHYT	PRO-FM

## "HOW TO DANCE"

## THE ESCAPE CLUB

## "CALL IT POISON"



FROM THE ALBUM  
DOLLARS AND SEX.

### #1 NATIONAL MOST ADDED!

83 NEW OUT OF THE BOX INCLUDING:

PIRATE	KRBE	KXYQ	WMJQ
B94	KPLZ	KBEQ	Y107



## "WRITTEN ALL OVER YOUR FACE"

FROM THE ALBUM RUDE AWAKENING.

### HUGE SALES MARKETS INCLUDE:

Cleveland	Washington, D.C.
Dallas	Cincinnati
Atlanta	Detroit
Los Angeles	Minneapolis
Pittsburgh	Houston
Chicago	New Orleans
Boston	New York
Charlotte	Miami
Nashville	Philadelphia

# m a r c c o h n

## "WALKING IN MEMPHIS"

FROM HIS SELF-TITLED DEBUT ALBUM.

"This is a melodic, mood song that really paints a beautiful picture. An instant request for us since we put it on the air." —FM100, Steve Conley APD

"My personal pick of the week. What a sound! Give this one your best ear!" —WAYS, Rick Woodell PD

"Be on the lookout for this song. A great tribute to Elvis!" —STAR 93, Michael Newman PD



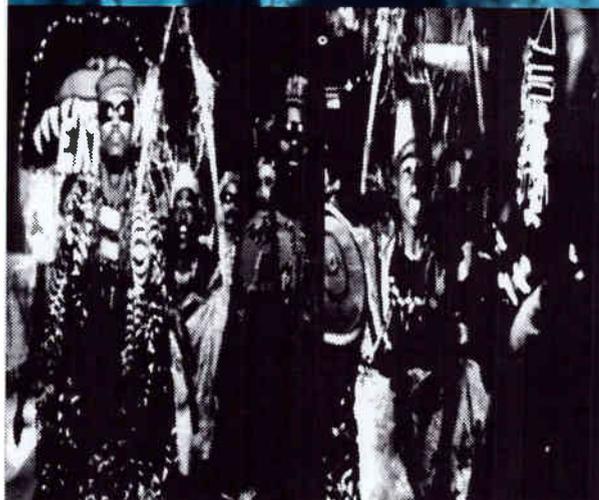
**27-21 HITS TOP FIFTY ALBUMS!**

**WLOL**    **add**  
**KPRR**    **deb 27**  
**WCKZ**    **deb 32**  
  
**KMEL**    **10-7**  
**FM102**   **18-14**  
**KS104**   **22-19**  
**PWR106** **33-26**  
**WNVZ**   **33-30**  
**B95**      **39-36**

**HOT SALES AT:**  
**#1 City One Stop/L.A.**  
**#2 Nova/Atlanta**  
**#3 Streetside/St.Louis**  
**#4 Music Plus/L.A.**  
**#4 Sound Of/Phila**  
**#5 Warehouse/L.A.**  
**#6 Sea Port/Portland**  
**#7 Nat'l Record Mart/Pitts**  
**#8 Record Theater/Buffalo**  
**#9 Kemp Mill/Washington**  
**#11 Record Bar/Natl**  
**#14 Vinyl Vendors/Detroit**  
**#14 S.W. Wholesale/Houston**  
**#16 Music People/Oakland**  
**#21 Transworld/Natl**

**Hot on the heels**  
**of their platinum-**  
**plus debut album**  
**and the smash hit**  
**"Humpty Dance"!**

# digital underground



## "same song"

produced by  
 greg jacobs

### the new single

From the forthcoming  
 motion picture  
 soundtrack "Nothing  
 But Trouble" starring  
 Chevy Chase, Dan  
 Aykroyd, John Candy  
 and Demi Moore.





# Mr. Smith Goes To Mercury

"Mony Mony" **Tony Smith** has been named Vice President Top 40 Promotion for Mercury Records, based in New York, it was announced by **David "Eat A" Leach**,



**Tony Smith:** Chubbier than Roy Trakin?

Senior Vice President Promotion, Mercury Records.

Smith previously endeared himself to radio programmers nationwide as a top executive with *Monday Morning Replay*.

According to Leach, Smith will "strategize, set up and execute all promotions pertaining to Top 40 radio with extreme prejudice." In addition, "He'll learn never to wear a checked shirt with a plaid jacket because it's simply too busy."

Smith is the designated radio specialist in major markets and key secondaries, which means you can find him staying at the local Motel 6 with the lights on.

Said Leach: "Tony's the only guy who makes ME appear handsome."

## Quick Hits

VH-1 adds this week include **Whitney Houston** ("Star Spangled Banner")

(Arista), **Dave Koz** (Capitol), **Traveling Wilburys** (WB) and **Bobby McFerrin** (EMI).

# MOVIE SCORES

TITLE	WEEKEND GROSS	PER SCREEN AVERAGE	TOTAL GROSS	SOUND TRACK
3 SLEEPING WITH...	13.8m	9799	13.8m	—
2 L.A. STORY	6.6m	6065	6.6m	—
3 HOME ALONE	6.0m	3022	222.2m	Sony
4 NEVERENDING STORY 2	4.9m	4135	4.9m	—
2 DANCES WITH WOLVES	3.9m	2523	103.9m	Epic
6 AWAKENINGS	2.8m	2148	36.5m	—
7 WHITE FANG	2.7m	2157	20.1m	—
8 ONCE AROUND	2.6m	3520	9.0m	—
9 KINDERGARTEN COP	2.4m	1540	75.7m	—
10 GREEN CARD	2.4m	3331	18.7m	—

## The Ladder

a rundown of executives on the move



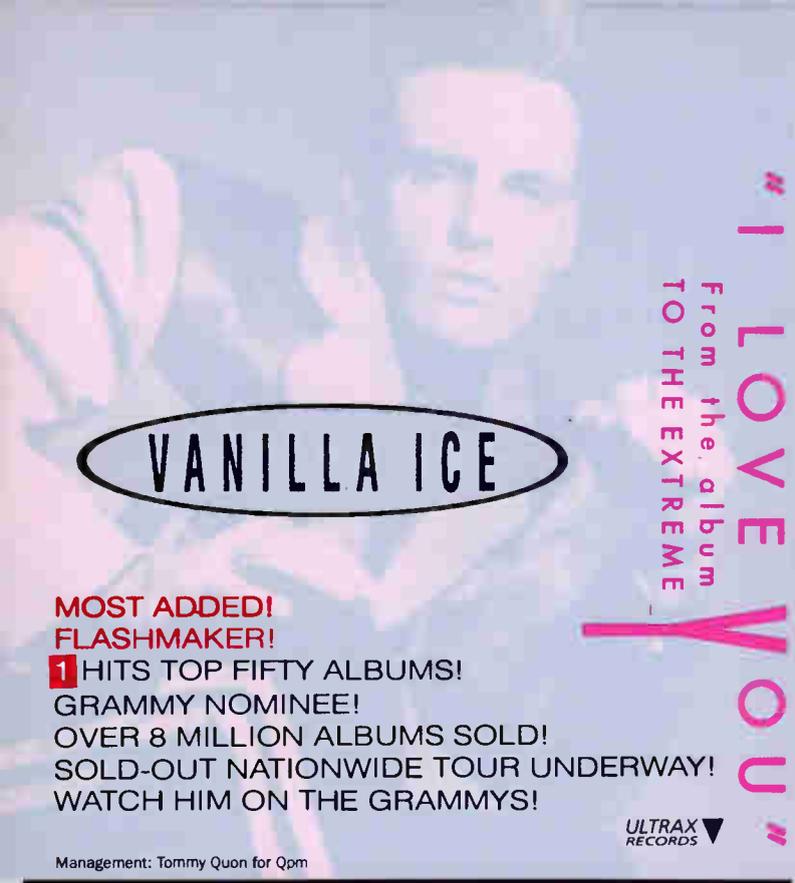
**Nicklaus** **Hey** **Cohen** **Robinson**  
**Randy "Golden Bear" Nicklaus** was named Sr. VP of A&R for Impact Records by President **Jeff "Don't Call Me Sylvia" Sydney**. His first job will be finding the next **Richard Marx** and then the **Richard Marx** after that. Sometimes he wears a ponytail... Also at Impact Records, **John Hey "Joe, Where You Goin' With That Gun In Your Hand?"** has been appointed VP Album Promotion, it was announced by **Bruuuuuuce Tenenbaum**, Sr. VP Promotion for the company. Hey is for horses. Neigh.... **David "Sno" Cohen** has been named Head of Business Affairs, Finance and Administration for Interscope Records, it was announced by the label's co-helmers **Jimmy "E-I-E-" Iovine** and **Ted "Playing The" Field**. Cohen was most recently VP Business Affairs for CBS Records, where he approved **Bob Pfeifer's** weekly expense reports.... "**Marvelous**" **Marvin Robinson** has been appointed Nat'l. Dir. R&B Music, Zoo Entertainment, it was announced by **Jesus "Alou" Garber**, VP R&B Music for the company. Marvin joins the BMG-distributed label from KSOL-FM in San Francisco, where he was PD in charge of not knowing who the hell **Graham Armstrong** was...



**Naumann** **Dillon** **Rhinehart** **Streicker**

# NEAR TRUTHS

By I. B. Bad, Los Angeles



## VANILLA ICE

**MOST ADDED!  
FLASHMAKER!**

**1** HITS TOP FIFTY ALBUMS!  
GRAMMY NOMINEE!  
OVER 8 MILLION ALBUMS SOLD!  
SOLD-OUT NATIONWIDE TOUR UNDERWAY!  
WATCH HIM ON THE GRAMMYS!

Management: Tommy Quon for Qpm

ULTRAX  
RECORDS

#1 LOVE YOU  
From the album  
TO THE EXTREME

## "YOU'RE IN LOVE"

From the album WILSON PHILLIPS



## Wilson Phillips

THREE #1 SINGLES!  
OVER 4 MILLION ALBUMS SOLD!  
FIVE GRAMMY NOMINATIONS!  
ON TOUR THIS SUMMER!

**9** HITS TOP FIFTY ALBUMS!  
**40-34** HITS TOP FIFTY SINGLES!

Produced by: Glen Ballard  
Management: Arma Andon and Peter Lopez  
Executive Producer: Charles Koppelman

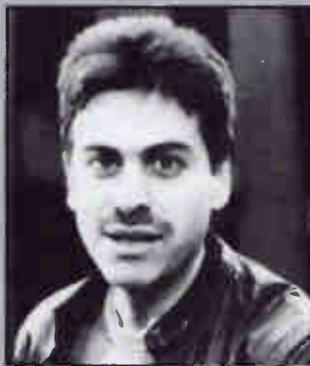


© 1991 SBK Records

Major rumblings of the week come from the East Coast, where a *major* internal realignment of a label's A&R team is going down. Look for the current talent scout topper to exit with the throne being assumed by an in-house gunslinger who will be adding to an already-impressive list of duties.... The Ira Sokolov-owned **Great Southern** merchandising firm is the object of desire of a number of companies, most notably the John Scher-run **Poly**, which would use it as a launching pad for its merchandising endeavors, and **Winterland**, which would absorb it into an already-thriving merch biz.... Speaking of **MTV**, the network just posted the best January in their history.... **Clive Davis'** annual Pre-Grammy soiree is steadily establishing itself as one of the premiere bashes of the year. This year's schmooze-fest is at the Plaza.... **GQ** supposedly doing a feature on Manager **Doc McGhee** with early reports indicating the story's emphasis will not be on wardrobe.... Lots of action in management land, as the names of **Frank Dileo** and **Roger Davies** are being most frequently mentioned in the **Cyndi Lauper** derby.... Meanwhile, is all not candy and nice in the management situation of

**Vanilla Ice?** Stay tuned....**Basia** is searching for representation.... Manager **Bill Ham** understandably ecstatic over the job **RCA** did with his client **Clint Black**. Does this mean **Nipper** will be at the top of his shopping list when it comes time to negotiate a new deal for **ZZ Top?**.... **Jive** and **Silvertone** are saying the **Stone Roses** are very much still with the label. Is there a possible legal battle shaping up in the future?.... **Peter Baumann's** hot indie, **Private Music** is reportedly on the block. Look for major interest in this one.... Meanwhile, two new labels, **Giant** and **Interscope**, have their first hit records with **Tara Kemp** and **Gerardo** respectively.... **Hollywood's** new **Queen** project racking up unexpected big sales during its first week on the street... Look for the forthcoming paperback version of **Fredric Dannen's** *Hit Men* to feature some new chapters bringing the situation up to date.... People who watch these things are getting ready to watch the **Grammy** duel between **Wilson Phillips** and **Mariah Carey**, who face off in three major categories.... A red-hot **SBK Records** — which is a joint venture between **EMI** and **Koppelman/Bandier** — puts the two music moguls in an excellent position for any renegotiating that may occur. Action to come?.... The traditional pre-T.J. Martell dinner **Radio Roast** has become a "Media" Roast with easy target **Abbey Konowitch** grabbing this year's honoree slot. It's interesting to note that past honorees **Kid Leo**, **Sunny Joe White** and **Scott Shannon** now find themselves at different gigs than they had when they were roasted.... Names in the **Rumor Mill** this week: **Rob Kahane**, **Taylor Dayne**, **Budd Carr** and **Matt Farber**.... and the beat goes on.

### Freddy's Back



Fredric Dannen — Updates "Hit Men" for paperback.

SBK gives good love!

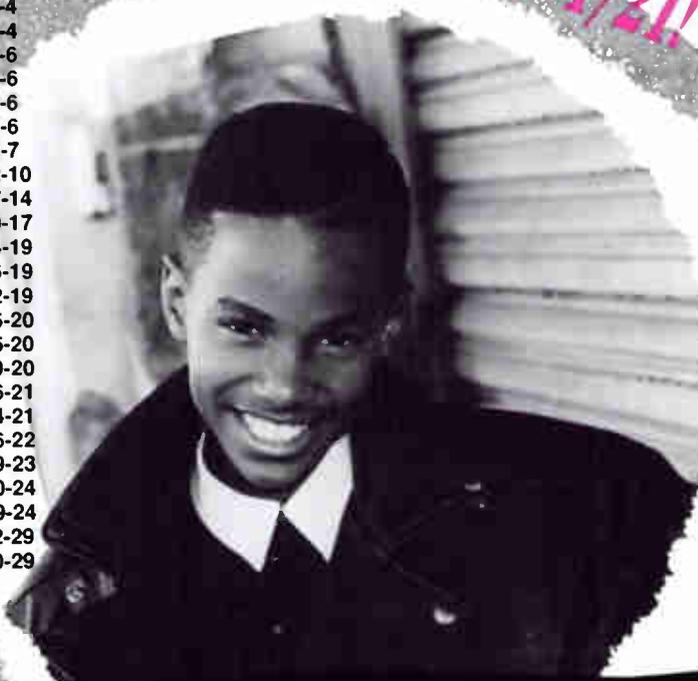
**FLASHMAKERS WINNER!**

**25-21 HITS TOP FIFTY SINGLES!**

Y95	add	KDWB	2-1
KUBE	add	KIIS	5-4
KPLZ	add	PWR106	4-4
WIOQ	add	Y107	6-4
KZZP	add	B95	5-4
WKSS	add	WCKZ	5-4
I95	add	KYRK	6-4
WGTZ	add	Z95	9-6
WKSI	add	KMEL	6-6
KRQ	add	FM102	6-6
Z102	add	KS104	6-6
KF95	add	WXKS	12-7
K106	add	WAVA	12-10
WKRZ	add	Q105	17-14
KIKX	add	HOT102	20-17
B98	add	WDFX	24-19
95XXX	add	KKRZ	26-19
HOT95	add	Q106	22-19
KBOZ	add	KHTK	25-20
KC101	add	KFBQ	25-20
KFRX	add	WKQB	29-20
KZOZ	add	KXXR	26-21
Q101	add	Y108	24-21
WCGQ	add	WZOU	26-22
WFMY	add	KBEQ	29-23
WHHY	add	KEGL	30-24
WILN	add	B94	29-24
WLRW	add	KWOD	32-29
WYKS	add	WBBQ	40-29

KAY107	deb	26
WQXA	deb	27
KOY	deb	28
WMJQ	deb	28
WJAD	deb	29
Y97	deb	29
JET-FM	deb	30
KMCK	deb	31
KNOE	deb	31
PWR99	deb	32
WBXX	deb	33
KGOT	deb	33
KQIZ	deb	33
KZZU	deb	34
WTFX	deb	34
KCMQ	deb	35
KTMT	deb	35

**WILDCARD 1/21!**



AVERAGE MOVE	AGGRESSIVES (4 or more)	45 SALES (1 to 10)
3.35	47	7

**HOT SINGLES SALES AT:**  
 Tower/Natl  
 Central South/Nashville  
 Justin Entertainment/Atlanta  
 Strawberries/Boston  
 Tower-Sunset/L.A.  
 Music Plus/L.A.  
 Streetside/St.Louis  
 Record Exchange/Cleveland  
 Music People/Oakland  
 Northeast One Stop/Albany

**TEVIN CAMPBELL**

**“round  
 and  
 round”**

# ANOTHER BAD CREATION

AVERAGE MOVE	AGGRESSIVES (4 or more)	TOP 10	TOP 5	REQUESTS (1 to 10)	45 SALES (1 to 10)
3.34	19	13	7	10	10

**CROSSOVERS WINNER!**  
**30-27 HITS TOP FIFTY SINGLES!**

**30% OF STATIONS MOVE  
4 POINTS OR MORE!**

Z95	add	KQKQ	add	KS104	2-1	Q106	18-12
WZOU	add	WRCK	add	KKMG	1-1	WCKZ	18-15
WAVA	add	KFBQ	add	WPGC	5-2	WDFX	22-18
WIOQ	add	KLUC	add	KOY	5-2	WXKS	26-20
WKSS	add	WVSR	add	FM102	3-3	WTIC	30-20
KHTK	add	WBRR	add	KKFR	7-4	PWR106	31-24
				KMEL	7-5	KWOD	36-30
				WHYT	25-8	WLOL	35-31
				HOT97.7	9-8		

"I wanted to beat B96 to another great reaction record, besides I knew it must be an important record because Frank Turner called me."

Ric Lippincott, Z95

"Consistent Top 5 request from the first play! Top 5 sales!"

Dana Lundon, HOT102

"#1 phone record with strong 12-24 female call out. #3 most requested with 18-34 females. It's a huge record!"

Dave Van Stone, KS104

"This record is huge for us. Top 5 phones for the last eith weeks. Don't ignore this one any longer!"

Dena Yasner, KOY-FM

"Major requests blowing the phones off the wall. Sounds different and really sticks out."

Jerry Dean, KLUC

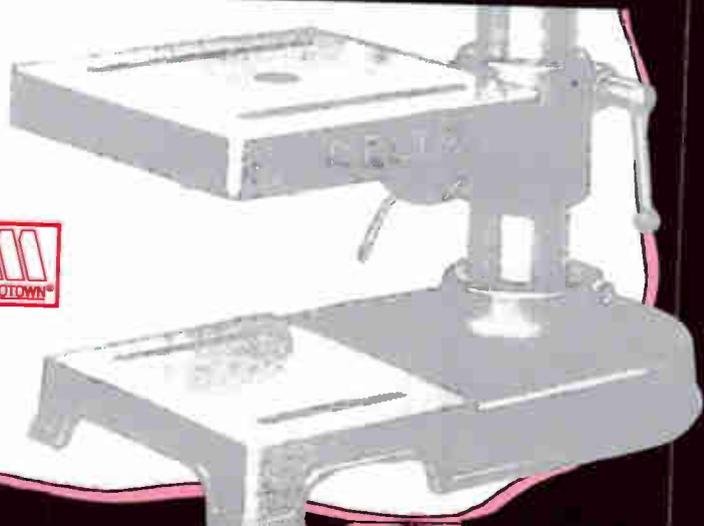
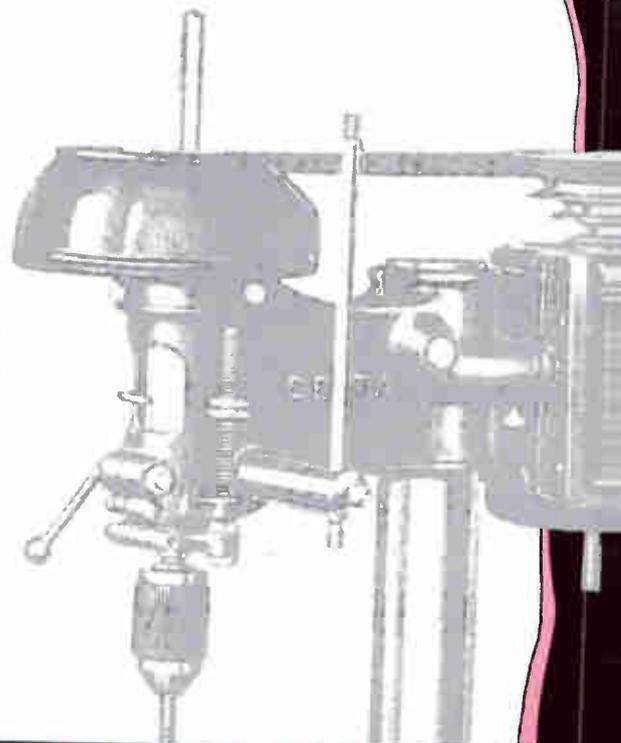
"The first time I heard 'lesha' I didn't get it. Now it's growing on me. People are singing it in the halls. It's a good reaction record. Pulls great phones!"

Pam Grund, WIOQ

"An instant phone record after the first play! 'lesha' is ready to explode!"

Jeff Ballentine, WGTZ

# "iEShA"



# LETTERS

## Food For Naught

Dear HITS:

Not that I truly enjoy the "earth-shattering" goings-on in "Near Truths" or "Far Truths," but has anyone else made this observation?

Whereas the West Coast pitifully attempts to expose who's shaking up what company, the Eastern counterpart seems obsessed to stuff the column with a detailed, item-by-item recount of the food served at their so-called "events." Does anyone really care what's on the menu?

Either very little is happening musically in the red, delicious Big Apple, or Danny Fields needs to stock up on groceries so he doesn't have to depend on listening parties.

Tastefully yours,  
Gary Helsinger  
Chrysalis Music (with basil & pesto in a light wine sauce)  
LA, CA

*HITS replies: Nice observation Gar, but if there weren't any jumping salmonfish mousse for us to eat, there'd be no executive names to boldface and that's just the facts of life in the food chain. What's more important anyway? Devouring a juicy cheeseburger or a communications conglomerate? We sure know what George Foreman would say.*

## Blue Beard

Dear David:

We recently viewed the photo in HITS of John Kalodner with Nelson. After disposing of the contents in our barf bags, we were thinking... his beard's ugly enough, and now we're exposed to his legs! Why doesn't he just grow his beard a little longer so he doesn't have to wear any clothes at all!?

Regards,  
Two Girls Who Hate Facial Hair

*David replies: If John grew his beard any longer, it'd get entangled in his codpiece, and we all know how painful that can be. Anyway, that's not really his hair. It's on loan from the guys in ZZ Top. John bathes in Nair every night and is actually as hairless as a Mexican chihuahua. Oh, those wacky, wacky A&R guys!!*

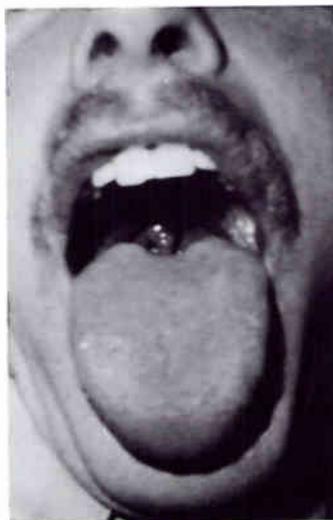
## Tongue-Bashing

Dear HITS:

Please find enclosed a beautiful photograph of the mouth of our wonderful APD/MD and Nite-Jock Brent O'Brien. We at KFTZ would like to submit this fine, fine photo for use in your "Front Page" section. We read your rag every week and have come to realize that you truly do know how to waste good paper. Lots and lots of it. Year after year. Keep up the good work. Oh, and bite me.

Sincerely,  
Z-103.3 Staff  
Idaho Falls, ID

*HITS replies: We may waste paper, but from the looks of it, you people are wasting your lives. Why don't you all just become potato farmers and leave us alone? Or disappear down Brent's throat? It looks big enough to fit the whole state of Idaho anyway.*



# FAR TRUTHS

By Danny Fields, New York

The fortnight-long N.Y. Grammy season hit the ground running with a massive gala at Bloomingdale's, so spectacular that it very nearly stole the spotlight from a simultaneous visit by George Bush just a few blocks away. Grammy Host Committee Chairperson Edwin Cooperman of American Express introduced Bloomie's president Marvin Traub, who in turn intro'ed our beloved and well-traveled mayor, David Dinkins, who talked about the joys of having the Grammys in Gotham. Among the marveling minglers were ad mogul Jay Chiat, MJI's Josh Feigenbaum, pub queen Susan Blond, mgr. Linda Goldstein and Atlantic's Patti Conte. Simo Doe, Bob Kaus and Linda Moran, there to support and applaud a performance by label artistes En Vogue, who did a dynamite 20-min. set. The food — trust me on this — consisted of hors d'oeuvres named for Grammy-nominated songs of years past, including "Beyond Belief" ham biscuits with honey mustard, "Let's Get Cajun" chicken with creole dipping sauce, and "I Remember Mama" smoked salmon and leek turnover, all served on replicas of vintage LPs. And we didn't make this up.... Mick Jagger's rep, the eminently brilliant Tony King, paid a visit to Don Ienner's office to play him the Stones' very topical new single, "Highwire," just recorded in London, and marked for the group's otherwise live LP, due April.... Gobs of DGC and Gefen-ites came to town for a dual event, comprising a party for the Throbs at the Palladium, and a show by Tyketto at L'Amour's. Label overlords flown in for the bash included Bryn Bridenthal, Marko Babineau, Hugh Surratt, Robin Sloane, Robert Smith, Christina Rood and Jason Wittington.... SBK's Riff, cur-

## So Spectacular!!



En Vogue: Ushered in N.Y. Grammys with leek turnovers.

rently on tour with Vanilla Ice, sang their new single, "My Heart Is Failing Me," a capella for the press all over town. At AP, war-weary workers rose from their word-processors for a standing-O.... IRS hosted a traditional keg + listening party at their Soho offices for the debut release from Havana 3AM. Dining on Sacramento perch mousse were group members Paul Simonon and Gary Myrick, joined by FBI's Ian Copland and Steve Ferguson, and label staffers Meredith Hayes, Lori Blumenthal, Derek Graham, Steve Karas and Barbara Bolan, in from L.A. for the celebration.... Windham Hill composer/pianist Liz Story enthralled audiences at the Bottom Line with piano compositions from her latest LP, "Escape of the Circus Ponies." Among the enthrallees were CD 101.9's Ray White, BMG's Larry Feldstein, John Conway and Marc Zimet, APA's Joe Brauner and Geary Rindels, and pubsters Jody Miller and Fern Johnson.... Limelight was the scene of the Anthrax/Iron Maiden pre-concert party, and seen being VIP-ish were members of Chrysalis up-and-comers Trouble Tribe, plus greats from Witch Doctor, Danger Danger, Crown the Good, Sexx Camp, L.A. Guns, Mindfunk and Spread Eagle.

# 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)
WILSON PHILLIPS	5.20	116	0	0	3	10	5
LONDONBEAT	5.16	131	6	1	7	1	3
JANET JACKSON	4.68	90	2	0	4	9	-
ENIGMA	4.52	24	2	0	7	-	5
GLORIA ESTEFAN	4.42	123	20	2	6	10	7
TARA KEMP	4.14	88	14	1	2	1	7
GUY	3.85	12	3	2	3	9	-
STING	3.85	102	48	7	3	10	8
TESLA	3.70	64	24	12	9	9	9
TRACIE SPENCER	3.68	69	28	10	4	1	9
WINGER	3.66	43	2	0	9	1	1
MADONNA	3.64	98	16	34	7	10	-
SUSANNA HOFFS	3.62	67	1	0	4	1	2
OLETA ADAMS	3.59	65	29	7	3	6	9
REMBRANDTS	3.52	51	1	0	5	1	1
GERARDO	3.41	25	2	0	10	1	6
STEVIE B	3.40	60	1	0	8	4	1
TEVIN CAMPBELL	3.35	47	16	8	4	1	7
ALIAS	3.35	71	23	2	3	1	7
GEORGE MICHAEL	3.34	25	10	2	7	8	6
ANOTHER BAD C	3.34	19	13	7	10	-	10
STYX	3.24	80	108	51	9	2	8
POISON	3.11	33	3	1	1	7	5
HEART	3.04	28	1	0	2	1	1
LISETTE MELENDEZ	2.90	8	5	2	3	-	3
ROBERT PALMER	2.86	31	0	0	1	1	-
CHICAGO	2.71	30	4	1	5	4	1
BINGOBOYS	2.68	13	0	0	5	-	3
FATHER M.C.	2.64	18	9	4	7	5	9
ALABAMA	2.60	3	1	0	3	1	1
DIGITAL UNDERGROUND	2.38	3	2	1	3	8	-
URBAN DANCE SQUAD	2.25	14	5	1	5	4	9
DONNY OSMOND	2.21	24	1	0	1	1	1
MICHEL'LE	2.19	3	4	3	1	1	9
ALEXANDER O'NEAL	2.17	7	0	0	2	7	2
BETTE MIDLER	2.14	18	0	0	3	9	1
PEBBLES	2.13	29	27	10	2	3	10
BAD COMPANY	2.05	46	69	37	7	2	8

**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.

ELISA  
FIORILLO

FLASHMAKER!

HOT97	add	WRCK	add
KDWB	add	KISR	add
WLOL	add	KYRK	add
WTIC	add	G98	add
WNVZ	add	HOT95	add
KZZU	add	KFFM	add

KIXY	add
Q104	add
WCGO	add
WJAB	add
WJMX	add
WLAN	add

Cook This! Need

Written & Produced by Prince

# FLASHMAKERS

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

Young newcomer, **Tevin Campbell** leads the pack this week with his Crossover smash that continues to gain Top 40 momentum, and **Stevie B.** comes back with ballad #2 that's proving just as strong. Also ahead this week

is **Robert Palmer** whose cover of the **Marvin Gaye** classic is winning with programmers everywhere, and **Rick Astley** gets a warm reception as he returns with a new single that's possibly his best yet!

**TEVIN CAMPBELL ROUND & RO PP/WB**

**Singles: 21\*** **Albums: —** **Avg Move: 3.35** **Aggrsv: 47**  
 This Crossover winner has made serious moves at Top 40 as he gains with phones, single sales and hot new adds at Y95, KPLZ, KUBE, WIOQ, KZZP, WKSS, I95, WKSI, WGTZ, 95XXX, KBOZ, KFRX, KZOZ, Q101, WCGQ, WFMF, WHHY, WILN, WLRW, WYKS, HOT95, KC101, KRQ, Z102, KF95, K106, WKRZ, KIKX and B98. Gaining 5-4 at KIIS, 9-6 Z95, 12-7 WXKS, 12-10 WAVA, 2-1 KDWB, 6-4 Y107, 5-4 B95, 5-4 WCKZ, 6-4 KYRK, 11-10 I94, 24-19 WDFX, 26-22 WZOU, 30-24 KEGL, 29-24 B94, 26-19 KKRZ, 29-23 KBEQ, 26-21 KXXR, 25-20 KHTK, 32-28 B93, 21-17 KXX106, 31-27 XL106 and 39-29 99KG.

**STEVIE B I'LL BE BY LMR/RCA**

**Singles: 42\*** **Albums: —** **Avg Move: 3.40** **Aggrsv: 60**  
 The follow up to his still hot "Because I Love You" scores this week with early phones and solid adds at WBLI, KPLZ, WIOQ, X100, KKRZ, PRO-FM, 93Q, KYYY, WRHT, WINK, WPST, Z104 and KIKX. Jumping at KGGI 8-7, WZOU 22-17, WHYT 21-16, WXKS 28-24, KDWB 24-20, PWR99 26-22, WTIC 28-23, I95 28-22, KXX106 25-21, KISN 35-30, WGTZ 26-22, 95XXX 34-23, KMCK 32-24, WPRR 25-17, KCHX 33-26, KNOE 32-25, WJMX 27-20, 999KHI 27-21, HOT95 40-34 and KFBQ 37-31.

**ROBERT PALMER MERCY EMI**

**Singles: 50\*** **Albums: —** **Avg Move: 2.86** **Aggrsv: 31**  
 This single is one of the Most Added two weeks in a row, and programmers agree that it's killer! This brilliant cover goes on this week for HOT97, WBLI, WKXS, WZOU, KPLZ, B94, WIOQ, KDWB, KZZP, KBEQ, KXXR, KWSS, PRO-FM, B104, HOT102, WGTZ, WKDD, WKZL, KJ103, KFRX, KFTZ, KLUC, KWNZ, KWTX, PWR92, Q101, WAZY, WBWB, WCIL, WDBR and WFMF. Moving at Y100 29-24, PWR99 29-24, WNCI 28-20, B93 31-26, KFMW 36-28, KQCR 36-29, WQUT 38-32, WAYS 39-34, WHTO 38-33, WWFX 40-36, 98PXY 29-24, G105 35-30, KZZB 40-34, KKMg 40-29 and KYRK 39-33.

**RICK ASTLEY CRY FOR RCA**

**Singles: 42\*** **Albums: —** **Avg Move: 3.09** **Aggrsv: 23**  
 The debut ballad from his new album continues to pick up major adds this week including WBLI, KRBE, WPGC, Y100, KDWB, I95, WKZL, Z99, 95XXX, KBOZ, KCMQ, KIXY, KKHT, KNIN, KTMT, KZ93, KZII, KZIO, KZOZ, PWR92, Q101, SLY96, WFMF, WIFC, WNYP, WOVV, WPFR, WPRR, WQGN, Y97 and ZFUN. Gains include WLOL 29-24, PRO-FM 34-28, B93 30-25, KC101 30-26, WLAN 30-26, KTUX 33-27 and KKMg 38-27.

**GERARDO RICO SUAVE INTER/E-W**

**Singles: 40\*** **Albums: —** **Avg Move: 3.41** **Aggrsv: 25**  
 The killer video has been getting heavy MTV rotation and BIG phones at Top 40. The Wild Card pick continues its hot streak with hot new adds at WPLJ, B94, KXXR, WKSS, WTIC, XL106, KJ103, KKRZ, KZII, WAAL, WABB, WJAD, WRHT, ZFUN, HOT95, KZZU, WCKZ, KF95 and WAPE. Jumping 15-10 at KKFR, 12-7 KCHX, 18-14 PWR106, 27-22 B96, 23-15 WHYT, 35-31 PWR96, 28-24 KHTK, 33-13 G98, 36-21 KG95, 33-21 KZOZ, 33-24 KBFM, 23-16 KMOK, 40-36 KTRS, 28-24 WQGN, 32-28 WVBS, 21-16 KZFM, 26-22 KKMg and 35-30 KYRK.

**WINGER EASY COME ATLANTIC**

**Singles: 46\*** **Albums: —** **Avg Move: 3.66** **Aggrsv: 43**  
 These guys are getting great action at Top 40 with this one, including early requests and adds like KBEQ, KXX106, WZPL, KBFM, KKHT, KZIO, WNYP, WSNX, WYKS, WZOK, Y94, WLAN, KSND, WAPE, Z102, G105, KAY107, KQHT and WKQB. Gaining 16-8 at KATM, 34-29 WPLJ, 34-24 WCIL, 38-30 KFBQ, 33-25 WIFC, 29-22 999KHI, 35-28 KWNZ, 28-21 WJMX, 32-26 KFMW, 26-20 KNIN, 33-27 OK95, 38-32 WPFR, 24-19 WQUT and 31-26 WWFX. Big MTV support.

**POISON RIDE THE CAPITOL**

**Singles: —** **Albums: 35** **Avg Move: 3.11** **Aggrsv: 33**  
 Top 40's favorite rockers are at it again with a hot new one that is already picking up killer support with adds at WKXS, KCMQ, KYYY, WAZY, WKSF, WNYP, WLAN, KTUX, WOKI, XL93 and others. Solid jumps include PIRATE 13-9, KMYZ 3-1, I95 29-23, WHHY 31-21, KBOZ 33-24, 999KHI 32-24, ZFUN 34-26, KFBQ 36-29, KKRD 26-19, KFMW 40-34, WPRR 32-26, KWTX 34-29, WWFX 30-25, WKEE 35-31, WYKS 35-31, WNNK 30-23, KZZU 30-24, KKYK 26-22, K106 37-30, KZZB 31-26, WKRZ 36-29 and JET-FM 24-19.

**CHICAGO CHASIN THE REPRISE**

**Singles: —** **Albums: —** **Avg Move: 2.71** **Aggrsv: 30**  
 Their latest album "Twenty-One" is already selling well and this single is beginning to light up request lines. New adds: KUBE, KPLZ, 999KHI, CK105, KQIZ and more. Moving 7-5 at WKQB, 12-8 Q104, 10-9 WCIL, 30-26 KZZP, 21-16 WKZL, 16-12 FM100, 33-20 KZIO, 27-18 KCHX, 32-25 KIXY, 25-18 WBNQ, 28-22 OK95, 27-21 Y94, 26-21 KFBQ, 38-33 KFMW, 25-21 KCMQ, 26-22 KFTZ, 33-29 KG95, 29-25 KYYY, 23-19 KZII, 35-31 PWR92 and 22-18 WCGQ.

the  
REMBRANDTS

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**CROSSOVERS WINNER!**

**SALES OVER 150,000!**

**MTV BUZZ BIN!**

**AVG. MOVE 3.52!**

KRBE	add						
KZZP	add						
WRVQ	add						
WZPL	add	KKRZ	deb	28			
Y107	add	Y108	deb	29	WSKZ	12-7	
KZOU	add	KWSS	deb	30	WOKI	21-12	K106 35-28
93Q	add	I95	deb	30	KISN	25-20	WKBQ 37-31
WLRW	add	PWR99	deb	31	WKZL	30-24	WAAL 38-33

**ON TOUR WITH THE ROLLING STONES!**





# FLASHMAKERS

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

**ESCAPE CLUB CALL IT ATLANTIC**

If this one performs half as well as expected it should soar! Programmers have been talking about it for weeks. Out of the box adds include PIRATE, KRBE, KPLZ, B94, KXYQ, KBEQ, K96.7, WMJQ, WGTZ, Y107, 95XXX, 99KG, 999KHI, G98, KBFM, KC101, KCHX, KCMQ, KFFM, KFTZ, KG95, KIXY, KKR, KMCK, KMOK, KNIN, KNOE, KTMT, KTRS, KWNZ, KWTX and many more! The video was added to MTV last week and is in power rotation. Former Wildcard!

**AMY GRANT BABY BABY A&M**

*Singles: — Albums: — Avg Move: 4.25 Aggrsv: 6*  
She cleaned up pretty well last week and now (in the first official week) she scores again with major support for her latest effort. Adds include WXKS, Q95, Y95, KMEL, KXYQ, KKRZ, KXXR, FM102, WTIC, Y108, WNVZ, I95, KXX106, KISN, WOMX, Y107, FM100, WKZL, 999KHI, KBOZ, KWTX, KZ93, KZOZ, SLY96, WBWB, WCGQ, WHHY, WILN, WJAD, WJMX and WNYP. Gaining early 24-17 at KHM and debuting at KEGL, WPGC, KUBE, KZZP, KWSS, PWR99, Q105, Q106 and KLUC.

**VANILLA ICE I LOVE YOU SBK**

*Singles: — Albums: 1\* Avg Move: 3.25 Aggrsv: 2*  
Back again with his newest from the #1 selling album in the country and it scores immediately with adds like B96, WZOU, KEGL, HOT97.7, Q105, WKSS, WTIC, WNVZ, KXX106, 999KHI, KBFM, KCHX, KFFM, KKR, KMCK, KNOE, KWNZ, KZII, KZOZ, Q104, WCGQ, 103CIR, WFMF, WHHY, WVSR, WAAL, KZOU, KPRR, KZFM, KKM and KAY107. Moving at WHYT 22-18 and WKBQ 36-20.

**PARTY THAT'S WHY HOLLYWOOD**

The second single from this Disney Channel favorite is starting off strong with support from PWR106, Z95, WIOQ, Y108, WMJQ, G98, KFBQ, KKSS, KTMT, KTRS, WWFX, B95, KQKQ, KZZU and WBBQ. Moving 29-24 at B96 and starting at Y107, KFFM, WSPK and KAKS. Pulls phones!

**LITTLE CAESAR IN YOUR DGC**

This one is scoring for programmers who like this catchy tune. New adds include KISN, Z99, G98, KFBQ, KMOK, WCGQ, WCIL, WIFC, WNYP, WOMP, WVSR and KKYK. Gains at KFMW 18-12, KZZU 40-33, WSKZ 17-13, KTUX 30-26 and KAKS 28-24.

**ELISA FIORILLO OOH THIS! CHRYSALIS**

Her last single did very well at Top 40 and this one is hot on its heels. Going on already for HOT97, KDWB, WLOL, WTIC, WNVZ, G98, KFFM, KIXY, Q104, WCGQ, WJAD, WJMX, HOT95, WLAN, KZZU, WRCK, KISR and KYRK.

**JEFF HEALEY HOW LONG ARISTAL**

Lots of programmers agree that this a great ballad and he scores this week with adds at KFBQ, KMCK, KNIN, XL93 and more. Jumping at WHHY 34-24, WCGQ 37-29, WJMX 37-32, KFMW 39-35, WSKZ 20-16 and KTUX 32-28.

**OUTFIELD TAKE IT MCA**

The first week is a good one for this single as they pick up strong support from the folks at WKBQ, Z99, 99KG, KBFM, KFFM, KFMW, KZOZ, Q104, WAYS, WCGQ, WJMX, WQUT, WWFX, KZZU, KZZB, KISR and YES97. Moving 40-36 at KF95.

**ALABAMA FOREVER'S RCA**

*Singles: — Albums: — Avg Move: 2.60 Aggrsv: 3*  
The kings of Country music are embarking on a serious crossover not seen in that area for some time. Their hot new single scores adds this week at WRVQ and WLAN. Jumping 16-10 at K92, 29-19 103CIR and 26-19 Q104.

**D. UNDERGROUND SAME SONG T.BOY/REP**

*Singles: — Albums: 21\* Avg Move: 2.38 Aggrsv: 3*  
They're back with a killer groove that is already scoring at Top 40 and selling tons of albums with an add this week at WLLOL. Nice moves include KMEL 10-7, PWR106 33-26, FM102 18-14 and debuts at WCKZ and KPRR. Watch this one!

**BOOM CRASH OPERA TALK ABOUT GIANT**

What more could you ask for, a killer mass appeal single and an incredibly sexy lead singer! Check this one out now on Y107, WHHY, WJMX, WPF, ZFUN, WWFX, WRHT, WBBQ and others. Debuts include 999KHI, OK95, KFFM, KZZU, KTUX and KISR.

**CATHY DENNIS TOUCH ME POLYDOR**

The follow up to her debut single is starting strong with immediate support at B96, WLLOL, KOY, KXXR, WTIC, KS104, HOT102, 95XXX, KZOZ and WQXA. Gaining 27-21 at WKSS and 28-24 SLY96.

**TOMMY PUETT WILL YOU SCOTTI BROS**

This fresh young stud has an up tempo hit in the making and it scores with adds this week at KHTK, XL106, KCHX, KKSS, KTRS, WJMX, WOMP, WCKZ and KQIZ.

# THE PARTY



Featuring:

## "That's Why"

Produced by Steve Bray.

Additional Production and

Mixing by Steven Thompson

and Michael Barbiero.

Management: Dave Kaplan

Sales approaching 300,000

### FLASHMAKER!

PWR106 add  
 Z95 add  
 WIOQ add  
 Y108 add  
 WMJQ add  
 B95 add  
 KQKQ add  
 KZZU add  
 WBBQ add  
 G98 add  
 KFBQ add  
 KKSS add  
 KTMT add  
 KTRS add  
 WWFX add  
 WFHN add  
 KOKZ add

Y107 deb 34  
 KFFM deb 38  
 WSPK deb 40  
 KAKS deb 40

B96 29-24

### BREAKING AT:

WLWL	KJ103	KLYV
HOT97.7	KCAQ	Q104
HOT102	KYRK	WAAL
WNVZ	KFTZ	WOMP

"Why did we come to the 'Party?' We listened to it, we liked it and we added it. 'THAT'S WHY.'"

— Al Tavera, PWR106

"Disney Channel promotion has been very beneficial as you can see by the album sales.

Besides that, the song just sounds good on the radio!"

— Ric Lippincott, Z95

"Really good reaction from our 'Jam of the Day' feature. Lots of phones and sales!"

— Dana London, HOT 102



# CROSSTOVERS

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

**Rembrandts** lead this section with lots of airplay and some early phones while former Wildcard **Enigma** is pulling big requests with major markets leading the way. **Another Bad Creation** is Top 10 single sales with

big phones where played while **Bingoboyz** is making gains with MTV rotation helping. Watch **Guy and Hi-Five** — they are ready for Top 40 hits!!

## BLACK/DANCE

### ANOTHER BAD CREATION IESHA MOTOWN

**Singles:** 27\* **Albums:** — **Avg Move:** 3.41 **Aggrsv:** 19  
Single sales lead with lots of Top 10s and adds at Z95, WZOU, WAVA, WIOQ, KHTK, WKSS, KFBQ, WWSR, KLUC, KQKQ and WRCK. Jumps 25-8 WHYT, 5-2 WPGC, 7-5 KMEL, 5-2 KOY, 7-4 KKFR, 9-8 HOT97.7, 2-1 KS104, 15-7 KDON, 12-8 CK105, 12-9 WBXX, 9-8 B95, 31-24 PWR106, 26-20 WXKS and 22-18 WDFX.

### BINGOBOYS HOW TO DANCE ATLANTIC

**Singles:** — **Albums:** — **Avg Move:** 2.68 **Aggrsv:** 13  
Majors lead with new support in NYC. New for WPLJ, Z100, B96, Z95, WHYT, B94, WIOQ, PRO-FM, XL106, 999KHI, KBFM, WABB and WOVV. Jumps 21-16 PWR106, 19-13 WLOL, 28-24 KKFR, 29-25 KS104, 16-12 WKSS, 39-29 CK105, 38-30 WQGN, 40-36 WVBS, 29-25 KPRR, 40-26 KYRK and 28-24 I94.

### RALPH TRESVANT STONE COLD MCA

**Singles:** — **Albums:** 30  
New single goes right on Top 40 radio with adds at PWR106, HOT97, WPGC, WAVA, WLOL, KKFR, WKSS, KS104, KXX106, B93 and more. Moves 12-10 Z95, 36-32 B95 and 22-18 I94.

### HARRIET TEMPLE OF LOVE EAST-WEST

First single for new label is building with more airplay from KZZP, KOY, KISN, KJ103, KCHX, KDON, KG95, KLUC, KMCK, WAYS, WCIL, WJMX, WPFM and WQID. Moving 32-28 WNCI, 31-27 WLAN, Deb 28 KXX106, Deb 30 93Q and Deb 32 WGRD.

### ALEXANDER O'NEAL ALL TRUE MAN EPIC/TABU

**Singles:** — **Albums:** 32\* **Avg Move:** 2.17 **Aggrsv:** 7  
Big Lp sales from Black radio play are helping with new adds at Q105, KWSS, KTFM, WNVZ, Y107, 99KG, KBOZ, KMCK, KZOZ, WAAL, WJMX, WPFM, WVBS, WWSR, B95, KISR and KQIZ. Moves 32-28 WLOL, 40-35 WTIC, 39-32 KKMG and Deb 23 KMEL.

### COVER GIRLS FUNK BOUTIQUE EPIC

Pulling requests with major action in LA & NYC. Adds include PWR106, Z100, KRBE, WKSE, KBFM, KDON, KMCK, WRHT, B95, WAPE, K106, KPRR and WRCK. Jumps at WPLJ 32-24, PWR99 27-23, WNVZ 34-26, XL106 32-28, KKMG 37-31 and WHYT Deb 24.

### FATHER M.C. I'LL DO 4 YOU MCA

**Singles:** 33 **Albums:** — **Avg Move:** 2.67 **Aggrsv:** 18  
Selling with more action this week at WXKS, WDFX, WIOQ and XL106. Jumps at PWR106 14-10, Z95 13-8, KMEL 3-2, KKFR 12-9, KS104 9-3, WNVZ 6-5, WQXA 14-9, WHYT 18-14, PRO-FM 30-24, Q105 23-18, KTFM 25-21, B93 22-18 and Y107 31-27.

### LISETTE MELENDEZ TOGETHER DJ-RAL/COL

**Singles:** — **Albums:** — **Avg Move:** 2.90 **Aggrsv:** 8  
Spreading with new radio at WPLJ, WLOL, HOT97.7, HOT102, WKSE, KDON and KAKS. Moves 10-6 WIOQ, 14-7 WTIC, 8-6 WKSS, 6-5 Q106, 34-29 PWR106, 30-26 Q105 and 26-22 KTFM.

### GUY LET'S CHILL MCA

**Singles:** — **Albums:** 15 **Avg Move:** 3.89 **Aggrsv:** 12  
Huge at Black radio with new support at 999KHI, WABB, WCIL, KKMG and others. Moves for WPGC 12-8, KMEL 16-12, KKFR 24-19, KS104 28-20, WBXX 31-27, B95 23-16 and WCKZ 27-23.

### SA-FIRE MADE UP MY MERCURY

Good week out of the box with reports from B96, PWR96, WLOL, HOT97.7, KXXR, WTIC, HOT102, KJ103, KFFM, KKRD, WHHY, WSPK, WAEB, KPRR, KKMG, KAKS and KYRK.

### SHAWN CHRISTOPHER ANOTHER ARISTA

**Singles:** — **Albums:** — **Avg Move:** 2.24 **Aggrsv:** 2  
Big in the clubs with new radio play from WLOL, KTFM, Y107, KKSS, WSPK, KPRR, KZFM and KISR. Moves at B96 11-8, WIOQ 29-25, KDON 30-18, PWR106 Deb 33 and KMEL Deb 29.

### MICHEL'LE SOMETHING ATCO

**Singles:** — **Albums:** — **Avg Move:** 2.27 **Aggrsv:** 3  
Top 5 at Black radio with adds at Q105, KDON and KKMG. Moves 4-3 KMEL, 17-13 KKFR, 39-33 KZFM and 37-31 KYRK.

## ROCK/POST MODERN

### REMBRANDTS THAT'S JUST ATCO

**Singles:** 48\* **Albums:** — **Avg Move:** 3.52 **Aggrsv:** 51  
Closing fast with action at KRBE, KZZP, WRVQ, Y107, WZPL, 93Q, KCHX, Q101, WGRD, WILN, WLRW, WYKS, HOT95, WRQN and WYCR. Moves for WSKZ 12-7, WKBQ 37-31, K96.7 28-23, KISN 25-20, WKZL 30-24, KFMW 26-17 and 99KG 35-28.

### ENIGMA SADENESS CHARISMA

**Singles:** 35\* **Albums:** — **Avg Move:** 4.52 **Aggrsv:** 24  
Giant jumps and phones with new reports from B96, WHYT, WXKS, KEGL, WAVA, KPLZ, KXYQ, KHTK, Y108, B93, KISN, Z99, 95XIL, KBFM and KFQX. Moves 8-6 PWR99, 8-6 Q106, 23-19 KIIS, 26-18 HOT97, 24-19 Z100, 30-26 WZOU, 18-14 KRBE, 29-23 WPGC and 28-22 Q105. Former Wildcard!!

### HAPPY MONDAYS STEP ON ELEKTRA

Huge PoMo with a strong first week showing. Adds at KRBE, 999KHI, KFBQ, KFMW, KG95, KNOE, KTMT, KTRS, KYYY, WJMX, WKSF, WPFM, WRHT, WWSR, WHTO, KAKS, KISR, KQIZ and more.

### FIREHOUSE DON'T TREAT EPIC

Top 20 at Album Radio with first week adds at WRVQ, KCMQ, KKHT, KNIN, KNOE, KTRS, KWTX, KYYY, Q104, WHHY, WIFC, WJMX, WKSF, WOMP, WQUT, WRHT, Y94, ZFUN and more.

### GREAT WHITE CALL IT ROCK CAPITOL

First single goes right on the air at PIRATE, B94, WKDD, 99KG, KFBQ, KG95, KIXY, KMCK, KMOK, KNIN, KATM and others.

### TRIXTER ONE IN A MILLION MCA

**Singles:** — **Albums:** 41  
Pulling good phones where played with steady Lp sales. New for 99KG, KFMW, KTMT, KTRS, OK95, WWFX, ZFUN and KMYZ.

**BEST ALBUM & SINGLE OF 1990**  
**NME**  
**Melody Maker**  
**Sounds**  
**Q Magazine**

**“...the most significant group to emerge from Britain’s working class...”**  
**—THE NEW YORK TIMES**

**PLATINUM ALBUM IN THE U.K.**

# **HAPPY MONDAYS ‘STEP ON’**

**MTV ADD!  
MOST ADDED!  
CROSSOVER!**

KRBE	add
KCAQ	add
WPST	add
KF95	add
KZFM	add
KIKX	add
KAKS	add
KISR	add
KQIZ	add
WKQB	add
WYCR	add
WZKX	add
YES97	add
999KHI	add

**the single and video  
from *Pills 'N' Thrills And Bellyaches***

KFBQ	add
KFMW	add
KG95	add
KNOE	add
KTMT	add
KTRS	add
KYYY	add
WHTO	add
WJMX	add
WKSF	add
WLAN	add
WPFR	add
WRHT	add
WVSR	add
Y97	add

**Now the Mondays Step On the U.S....courtesy of Elektra cassettes and compact discs.**

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# REQUESTS

*Timmy T maintains his two-to-one lead over number two Tesla, who also makes big gains this week in requests, with programmers reporting great research. Chalk up another smash for Mariah as the third single explodes to*

*number two this week on the Top Fifty Singles Chart. Winger debuts in requests this week as this one picks up momentum at Top 40. Watch out for The Rembrandts as programmers report an increase in calls.*

**TIMMY T ONE MORE TRY QUALITY**

Unstoppable ballad continues to dominate the airwaves from coast to coast with huge sales and heavy phones at stations such as KEGL, KS104, WIOQ, WLOL, Y108, 98PXY, 99KG, 99KHI, HT999, K967, KBIU, KGOT, KHTK, KISM, KKMKG, KKRD, KKYK, KOKZ, KQCR, KSND, KWIN, KWNZ, KWOD, KYYY, KZFM, KZIO, KZOU, Q104, WAEB, WAPE, WBNQ, WBPR, WCIL, WGTZ, WILN, WJAD, WQGN, WQID, WQXA, WRCK, WRHT, WSTO, WZKS, WZOK, Z102, ZFUN and PIRATE telling the story.

**TESLA SIGNS GEFFEN**

Hot cover continues to develop at Top 40 with programmers reporting good research. Hot mentions this week come in from 99KG, 99KHI, JETFM, KEWB, KFQX, KG95, KGOT, KTRS, KYYY, Q104, WAAL, WCIL, WLRW, WOMP, WQCM, WQID, WQUT, WRCK, WSNX, WSTO, WWFX, ZFUN and PIRATE.

**STYX SHOW ME... A&M**

Heavy airplay continues to lead the way with single sales telling the story. "Desert Shield" mix is igniting the phones this week at WAVA, 99KHI, JETFM, KCAQ, KG95, KHTK, KMCK, KNIN, KYYY, WAEB, WAPE, WCKZ, WJMX, WLRW, WPRR, WQCM, WRCK, WSPT, WZKS, ZFUN and PIRATE.

**CHRIS ISAAK WICKED GAME REPRISE**

Sales continue to explode this week as this one continues to light up the phones at Y108, 99KG, G98, K967, KISM, KKYK, KNIN, KTMT, KZIO, WAAL, WCIR, WLRW, WQUT, WRCK, WRQK, WRQN, WSKZ, WSPT, WZKS, WZOK and PIRATE.

**MARIAH CAREY SOMEDAY COLUMBIA**

This grammy nominee continues to have great success on the airwaves as well as the cash register. Hots this week include: 93Q, HOT94, JETFM, KCAQ, KKYK, KOKZ, KTMT, KWOD, WAAL, WCIL, WCKZ, WJMX, WLRW, WSPT, WSTO, WZKS and PIRATE.

**WINGER EASY COME... ATLANTIC**

Third single off the latest album is building at Top 40 with hot mentions this week coming from KATM, KEWB, KGOT, KNIN, KRLC, KYYY, OK95, WBNQ, WILN, WLRW, WPRR, WQCM, WQUT, WRQK, WWFX, WZOK and PIRATE.

**LL COOL J AROUND THE... COLUMBIA**

Solid single sales and MTV continue to lead the way as this dance-rap track is working wherever played. Heavy phones reported this week at KS104, WLOL, HOT999, KCAQ, KHTK, KKRD, KKSS, KZFM, WAPE, WBPR, WPRR, WQGN, WQXA and PIRATE.

**GERARDO RICO SUAVE INTERSCOPE**

Tons of calls continue to pour in wherever played with a solid rotation on MTV lending support. This week's hots include: G98, HOT94, KG95, KIKX, KRCL, KTRS, KWOD, KYRK, KZFM, WAEB, WAPE, WILN, WQGN and PIRATE.

**LONDONBEAT I'VE BEEN... MCA**

Hot pop/dance track continues to explode at radio as it sets the switchboards on fire this week at KEGL, HOT94, KFQX, KOKZ, KQCR, KYRK, KYYY, WLRW, WOKI, WQUT, WZOK, ZFUN and PIRATE.

**ANOTHER BAD CREATION IESHA MOTOWN**

Killer urban crossover continues to work where played with Top 10 status this week at Video Juke Box. Monster single sales are leading as KS104, KCAQ, KISM, KKMKG, KKSS, KWIN, KWOD, WAPE, WBPR, WBXX, WGTZ, WJAD and PIRATE report tons of calls.

**WARRANT I SAW RED COLUMBIA**

Smokin' power ballad is performing at radio as well as retail with as hot reports roll in this week from B94, HOT999, JETFM, KMCK, KZIO, WBNQ, WCIL, WGTZ, WJMX, WQID, Z102 and PIRATE.

**POISON RIDE THE WIND CAPITOL**

Hot rocker continues to build at radio with MTV rotation helping. JETFM, KATM, KBIU, OK95, WOMP, WRHT, WWFX, WZOK, ZFUN and PIRATE are reporting an increase in calls.

**BAD COMPANY IF YOU NEEDED... ATCO**

Top 30 single sales are telling the story with huge airplay paving the way for this killer rock ballad. Hot mentions this week include: 99KG, KG95, KQCR, KWNZ, WCIL, WLRW, WPRR, WSKZ, WSNX, WZOK and PIRATE.

**ALSO GAINING REQUEST MOMENTUM**

**CELINE DION  
REMBRANDTS  
G ESTEFAN**

**WHERE DOES... EPIC  
THAT'S JUST... ATCO  
COMING OUT... EPIC**

**STEVIE B  
ENIGMA  
T. CAMPBELL**

**I'LL BE BY... LMR/RCA  
SADENESS CHARISMA  
ROUND AND... P PK/WB**

# ARISTA PACKED SOLID WITH HITS.

## URBAN DANCE SQUAD

"Deeper  
Shade of Soul"

From the album *Mental Floss for the Globe*

**TOP 15 NATIONAL SINGLE SALES!**  
**37 32 HITS TOP FIFTY SINGLES!**

KBOZ	add		B94	18-15
OK95	add		K96.7	22-17
WVBS	add		WCKZ	22-18
			KPLZ	27-18
KIIS	deb	29	WBXX	25-18
Q101	deb	29	KZZU	24-18
WKZL	deb	34	KAKS	22-19
			KUBE	24-21
KCHX		7-4	WXKS	30-24
KRBE		7-6	KTRS	28-24
WRVQ		9-6	KFBQ	32-28
I95		11-9	WHHY	38-30
Y107		12-10	ZFUN	34-32
KYRK		17-11	WKEE	40-32
WPLJ		16-13	WFLY	
XL106		17-14		
KKBQ		20-15		

## JEFF HEALEY

"How Long Can  
A Man Be Strong"

From the album *Hell to Pay*

**FLASHMAKER!**

XL93	add	WSKZ	20-16
KFBQ	add	WHHY	34-24
KMCK	add	WQUT	29-26
KNIN	add	KTUX	32-28
WPXR	deb 27	WCGQ	37-29
KQHT	deb 28	WJMX	37-32
KGOT	deb 40	KFMW	39-35
KISR	deb 40		

## Shawn Christopher

"Another Sleepless Night"

**CROSSOVER!**

**97 BB DANCE SALES!**  
**#1 IN THE CLUBS!**

KKSS	add	KMEL	deb 29
WSPK	add	PWR106	deb 33
WLLOL	add	WQGN	deb 40
KTFM	add		
Y107	add	B96	11-8
KPRR	add	WXKS	8-8
KZFM	add	KDON	30-18
KISR	add	WIOQ	29-25
		HOT97	30-27
		B95	38-35

ARISTA

SIERRA CLUB  
700 Park St., San Francisco, CA 94109

RIBBEA

AUS

# DAYS OF WHINE & LOSSES

Is Top 40 on the verge of collapse or is news of the venerable format's demise greatly exaggerated? Darned if we know, but there's no disputing the fact that Top 40 has experienced a noticeable down trend in the last two books, and while opinions vary on how significant the dropoff is, it's at least significant enough for us to waste a coupla pages and some long-distance phone calls to let you know what a few so-called experts think. Are we faced with a mass exodus in search of a new slant that'll suck in the 25+ demos that everyone seems to covet these days? Or should the affected stations just sit it out, adjust their strategy a little, and have faith that the trend will reverse itself? HITS' own ratings disaster Mike Murphy managed to get through to KIIS-FM PD Bill Richards, KMEL PD Keith Naftaly, KDWB PD Brian Phillips and Z100 PD Steve Kingston in search of answers, only to be put on hold while we made up the following reponses.



**Does the ratings drop of the last few books mean that Top 40 is on its way out as a dominant radio format?**

**Can this trend be reversed, and if so, how?**

### **Keith Naftaly, PD, KMEL, San Francisco:**

Top 40 is still, by all means, a viable format. We're just experiencing some temporary confusion. Once programmers stop worrying about whether they're "niche" or "mainstream" or "mix," maybe

they'll find time to zero in on the lifestyles and music trends of the 18-34s living in their own individual markets. Add some reality, show-biz and soul, and your sales department will have a nice marketable package to hustle. A 28-year-old woman in San Francisco wants to hear Father MC. In Columbus, she wants to hear Elton John. Let's all panic. I think a well-programmed, streetwise Top 40 station can thrive and rule in any market in the United States with a pulse.



### **Brian Philips, PD, KDWB, Minneapolis:**

My immediate recommendation to anyone having problems is to help your direct format competitor go out of business. This has worked well for us, and I would recommend it for anybody. That's my recipe for Top 40 success; it's a great short-term solution. I also think it's more than just radio being open to records of different textures — which we really always have been, because in Minnesota you don't have these ethnic concerns pulling the station too far in one direction or another. Last year in the middle of summer, I was saying, "Top 40 is devouring itself." Even before the summer and fall books began coming back, I was getting a sense that we weren't in good shape. We'd just come off of New Kids and then we went into the all-rap thing. I'm just now realizing that there's not only a better variety, but all of a sudden the floodgates seem to have opened up and we really have some good records to play again. It's probably time to stop bashing the industry and asking where all the good records are. All of a sudden I'm hearing a few of 'em on my station again. My only indication that things are better is how easy it is to fill those slots. It has gotten much easier to do music since about the second week of January. There's a nice variety — you have everything from an explosive Timmy T. record, to a good uptempo Mariah Carey record and a Sting record that sounds real good on the radio. All of a sudden, it just got easier to do music again. It's as simple as that. But it was a nightmare for the last six months.

It's not only the music that's out at any given time, but how we rotate that music. In analyzing that period, we certainly can make an argument for doing anything other than what we did. One of the things we are seeing with Top 40 is that a lot of 25+ formats are getting really adept at exploiting Top 40's weaknesses in their advertising. All the Album Rock stations here are advertising variations on the "no repeat" theme. The Adult outlets are sort of taking the "station you can listen to all day at work because it's not too hard, not too soft" approach. These people are smart enough to key in on our weaknesses, so you have to fight twice as hard to overcome that. Maybe the other formats have gotten good at neutralizing Top 40, and we have to fight back by being aware-sounding and having a leading-edge attitude with new

**"[Top 40]'s real claim to fame is a freshness that sets the format apart from everything else on the dial."  
- Brian Philips, KDWB**



music trends that those other formats simply can't deliver. Our real claim to fame is a freshness that sets the format apart from everything else on the dial.

If you're an Adult station somewhere and you're watching two Top 40s beating each other up over the head with positioning and negative advertising, and one guy is calling the other guy a wimp and a dweeb, believe me — the people in the other formats are laughing all the way to the bank at that kind of stuff. It's completely unproductive. Listeners are only listening for things they can use — like concert and artist info or entertainment, but they're quick to realize that negative comments about a competing radio station serve no purpose at all. There is no consumer benefit, and they tune it out the way they tune out everything else that has no bearing on them. Maybe there was a point where you could develop some kind of loyalty that would make people cheer for your station vs. a competitor the way they cheer for a favorite team. But with fragmentation and so many signals on the dial, they're looking out for their immediate concerns — which is to find a good song and a good station to listen to. You can't ask them to get caught up in your battle with a competitor. It's unproductive and always has been. I think the fact that trend has been bad for the format has been verified by diary comments people are making.

## Steve Kingston, PD, Z100, New York:

The only way to answer this question is to rephrase it. There's no Top 40 deficiency. There are more stations, consultants and researchers now, so there are more formats. We're in an age of fragmentation, but this won't go on forever. There is a period of reconsolidation ahead, and that's good for Top 40 radio.

The strong will survive and the weak will perish. It's that simple. Guess what? If you're the number two Top 40 in your market today, you're dead. The shakeout is just getting started and the "mother of all battles" is about to begin. Z100 is a year ahead of the industry in addressing Top 40's challenges. This whole thing started in New York and will end here, because this market is so competitive.

If you want to be a leader you've got to act like one. We have to stop thinking that market segmentation is the answer. It isn't. The only way we can make Top 40 work is by building audience coalitions between different market segments. Stations that obsessed themselves with a niche approach will be the first to fall. Top 40 has never been a niche format. This isn't easy to do, but nobody ever said it would be easy.



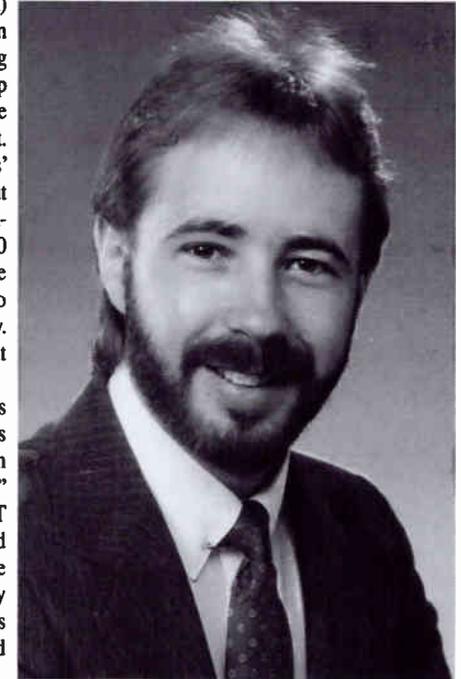
**So there you have it. Maybe Top 40 is going to survive after all. Maybe the in-your-face, blast-the-competition approach is not the answer. Perhaps some of the time and effort spent belittling the Top 40 across the street could be tempered with a marketing approach that would attack and reposition other formats as well. As for the music, we keep coming back to one point: Play the hits that work for you, regardless of the national picture.**

## Bill Richards, PD, KHIS-FM, Los Angeles:

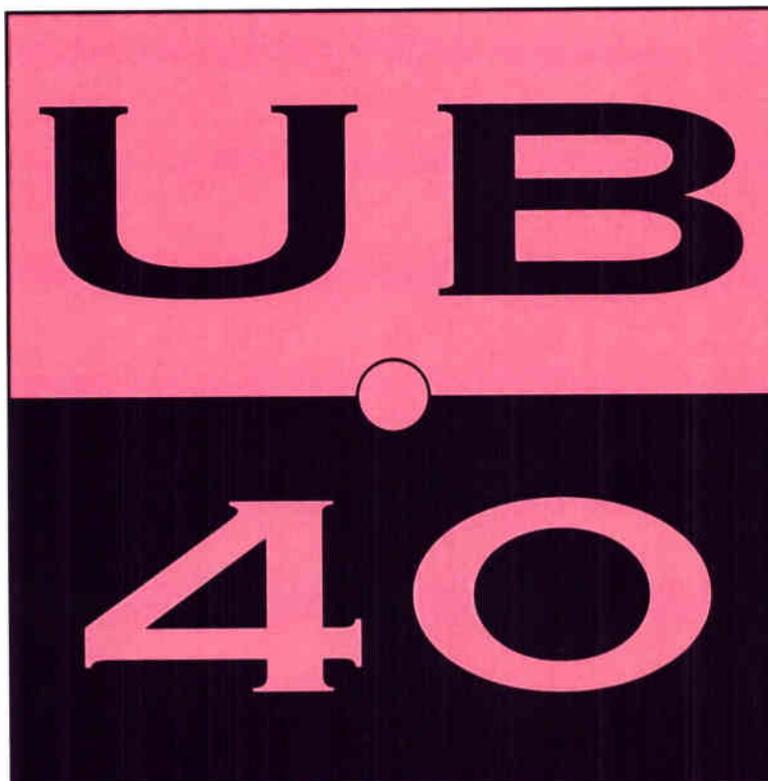
The loss of shares nationwide (no pun intended) would indicate that this is true, but I think the problem with Top 40 is that we've gotten off the track by trying to be so ultra-hip that we've forgotten what true Top 40 is all about — being mass appeal. I think we've kind of screwed ourselves by niching our own format. People keep forgetting that you can play Genesis' "That's All" or something similar that tests well but doesn't necessarily fit the "sound current" of the station. But we forget that the sound current of Top 40 has always been variety. Too many programmers have gotten caught up in just trying to be hip — trying to find the newest, freshest song to out-hip the other guy. That's good for the format to a certain extent, but it can be overdone.

There is plenty of good music available for Top 40s right now. One of my biggest pet peeves, though, is the mentality that, for example, "I shouldn't add Damn Yankees now because it's fallen off the charts." Bullshit. You know Power106 never played it. KOST never played it. KBIG never played it. PIRATE and KLOS played it, but only a portion of our listeners are familiar with it. If we add it now, people will say we're adding a recurrent. Once again, bullshit. If it's valuable to your station, it's never too late. We added Alias way late, and now it's in a power rotation.

Another example is UB40's "The Way You Do the Things You Do." It was dead on the national charts when we added it at KKQB, but that didn't mean it wasn't a viable record for us. You can't let the national charts dictate what is good for your station and what isn't. There is plenty of good music around — you just have to quit looking at the Back Page. The format is certainly polarizing like I've never seen it as a PD. It's getting harder and harder to be all things to all people — to be that mass appeal station during the day and at night play what's hot, because what's hot is rap and that sort of stuff.



One of the things you see with successes like Mix in Houston is people thinking that there must have been a big hole in the market for the music they play. And a lot of that may be true, but they don't realize that it's marketing that gets the job done. It has little to do with the music. The Mix stations find key buzz words and things to attack a Top 40 on, which may or may not be vulnerable. Marketing is important like never before. A good example is what's going on with B96 and Z95 in Chicago. That's going to be nothing but an imaging and marketing war. It's going to have very little to do with music.



HERE I AM (COME & TAKE ME)

**IT'S HAPPENING AGAIN!  
HOUSTON BREAKOUT!**

**KHMX ADD KRBE 21-16 KKBQ 28-24**

**ALSO ON THESE MAJORS: WKBQ DEB 38 WNVZ ON KISN ON**

**OTHER ACTION INCLUDES:**

**KYRK DEB 22  
WABB DEB 31  
Z99 22-17  
Y97 28-25  
KTUX**

**KZFM  
I94  
KQMQ  
G98  
KKSS**

**KNOE  
KZOZ  
Q104  
SLY96  
WJMX**

# EARPICKS

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

*Great White* is back strong with the first cut off their upcoming project, proving once again that Rock and Roll will never die. Next up is the *Escape Club* and there's a big buzz on this one to go Top 10. *Ralph Tresvant* comes with his

second single, it's a duet with an old teammate and you know what that means, bye bye. The new *Elisa Fiorillo* is also well received at Top 40 with production credits from his *Purple Badness*. *Harriet* continues to develop.

## WINNERS

- |                         |                       |                       |                            |
|-------------------------|-----------------------|-----------------------|----------------------------|
| <b>1</b> GREAT WHITE    | CALL IT ROCK (Cap)    | <b>6</b> ENIGMA       | SADENESS (Charisma)        |
| <b>2</b> ESCAPE CLUB    | CALL IT POISON (Atl)  | <b>7</b> RICK ASTLEY  | CRY FOR HELP (RCA)         |
| <b>3</b> R. TRESVANT    | STONE COLD... (MCA)   | <b>8</b> AMY GRANT    | BABY, BABY (A&M)           |
| <b>4</b> ELISA FIORILLO | OOOH THIS... (Chrys)  | <b>9</b> HARRIET      | TEMPLE OF LOVE (East-West) |
| <b>5</b> FIREHOUSE      | DON'T TREAT... (Epic) | <b>10</b> VANILLA ICE | I LOVE YOU (SBK)           |

**HITMAN** /99.9KHI/OCEAN CITY  
E Club/R Tresvant/G White

**J ABRAMSON/TOWER-SUNSET/LA**  
E Club/G White/R Tresvant/E Fiorillo

**BOBBI AKERS/KGOT/ANCHORAGE**  
Harriet/B Boys/R Astley/R Palmer

**ROGER ALLEN/K96.7/AUSTIN, TX**  
Book Of Love/Enigma/Father MC/I Society

**K ALTOMARE/RHINO RECORDS/LA**  
Havana 3AM/29 Palms/B Worrell

**ERICK ANDERSON/G98/PORTLAND**  
E Club/Rembrandts/R Palmer

**SCOOTER B/KKMG/COL SPRINGS**  
Guy/Sa-Fire/R Astley

**DANNY B/KZFM/CORPUS CHRISTI**  
J Gill/Hi-Five/C Dennis/S Christopher

**TOMMY B/KZIO/DULUTH**  
A Grant/E Club/E Fiorillo

**G BAIN/Q RECORDS & VIDEO/MIAMI**  
V Ice/R Tresvant/Outfield/Snap

**A BANNING/B IN MUSIC/G RAPIDS**  
E Brickell/R Tresvant/Firehouse/G White

**CINDY BARR/SPECS/MIAMI**  
M Hicks/R Tresvant/P Perry/E Fiorillo

**L BATCHECK/REC & TAPE/COLUMB**  
D Academy/H Mondays/E Brickell/I Society

**S BEAN/HARMONY HOUSE/DETROIT**  
E Fiorillo/I Society

**J BELL/KATM/COLORADO SPRINGS**  
Firehouse/G White

**ERIC BRADLEY/WCKZ/CHARLOTTE**  
L Colour/A Grant

**T BRENNER/ARROW DIST/SOLON, OH**  
J Healey/Judybats/Havana 3AM/B C Opera

**BRIAN BRIDGMAN/KHTK/ST. LOUIS**  
C Girls/D Gibson/Digital U./C & Johnny O

**GUY BROUILLARD/CKOI/MONTREAL**  
J Jones/Snap/INXS

**MIKE BROWNE/Y102/READING**  
A O'Neal/E Club/S Christopher

**LORI CAMPBELL/B94/PITTSBURGH**  
Gerardo/G White/E Club/Enigma

**STACY CANTRELL/KS104/DENVER**  
Riff/R Astley/Hi-Five/Michel'le

**DAVE CARROLL/CD ONE-STOP/CONN**  
D Ash/M Issue/S Trees/B Marley

**S CHALFANT/WALL TO WALL/PHILA**  
C&C Music/Cinderella/V Ice/G White

**J CHAMETTI/ROSE RECORDS/CHIC**  
S Generation/EPMD/B New Heavies

**MIKE CHASE/KMCK/FAYETTEVILLE**  
R Tresvant/E Club/Harriet

**BOB CHASE/WJMX/FLORENCE**  
A Grant/E Fiorillo/E Club/R Tresvant

**SCOTT CHASE/WSKZ/CHATANOOGA**  
R McGuinn/M Cohn

**S CHRISTIAN/WILN/PANAMA, FLA**  
E Club/Rembrandts/B Boys/H Hewitt

**BRIAN COE/SWEETS/ARVADA, CO**  
Knack/L Caesar/Divinyls/A-Ha

**J COHEN/STRAWBERRIES/BOSTON**  
W Toups/E Brickell/H Mondays/Sa-Fire

**T COLEMAN/TOWER/LAS VEGAS**  
D Academy/H Mondays/Snap/R Tresvant

**J COLLIER/VALLEY REC/WOODLAND**  
C Girls/R Palmer/Londonbeat/Rembrandts

**STEVE CONLEY/FM100/MEMPHIS**  
R Astley/E Club

**DAVE COOPER/WWFX/BANGOR**  
Firehouse/R Astley/Harriet

**JEFF DAVIS/103CIR/BECKLEY**  
V Ice/G Moore/D Osmond

**LEO DAVIS/Q104/GADSDEN**  
Knack/Firehouse/E Fiorillo/Riff

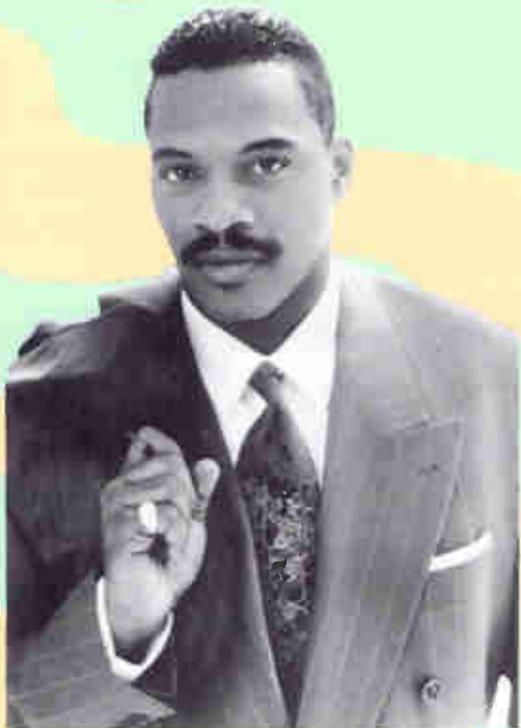
**CHUCK DAVIS/WQGN/NEW LONDON**  
C Dennis/Enigma/T Cans Sinatras/R Tresvant

**JOE DAWSON/WBXX/BATTLE CREEK**  
L Melendez/Firehouse/Party/B Boys

# Alexander O'Neal

## "ALL TRUE MAN"

From the album ALL TRUE MAN



**CROSSOVER!**

**BREAKOUTS WINNER!**

**DEBUT 32 HITS TOP FIFTY ALBUMS!**

**16 JAMS SINGLES!**

**14 R&R URBAN!**

**NOW ON OVER 45 TOP 40's  
WITH 20 NEW INCLUDING:**

Q105	add	KMEL	deb	23	WLOL	32-28
KWSS	add	KDWB	deb	25	WTIC	40-35
KTFM	add	WKSS	deb	28	<b>BREAKING AT:</b>	
WNVZ	add	KXXR	deb	30	PWR106	
Y107	add				KKRZ	

### TOP 10 RETAIL

S.W. WHOLESALE/HOUSTON  
RECORD THEATER/BUFFALO  
ANGOTT ONE-STOP/DETROIT  
NORTHERN LIGHTS/MPLS  
NAVARRE/MPLS  
WIZ/N.Y.



# THE COVER GIRLS

## "FUNK BOUTIQUE"



"Top 5 phones — huge buzz in the clubs and that's why we added it!"

Al Tavera, Power 106, L.A.

"Play the Cover Girls 'Funk Boutique!' Anything else is a Scud."

Todd Cavanah, B96, Chicago

"If you don't hit this Funk Boutique your listeners won't have a thing to hear."

Dana London, Hot 102, Milwaukee

**NOW ON OVER 60 TOP 40's!**

PWR106	add	WHYT	deb	24	WLOL	deb	35
Z100	add	WCKZ	deb	28	KKFR	deb	37
KRBE	add	PRO-FM	deb	30	PWR99	27-23	
WKSE	add	KTFM	deb	30	WPLJ	32-24	
		WXKS	deb	35	WNVZ	34-26	

### BREAKING AT:

HOT97	PWR96	Q106
B96	HOT97.7	HOT102
KKBQ	FM102	WTIC
KMEL	KXXR	KHTK



# EARPICKS

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

**RICK DEAM/HEGEWISCH/CHICAGO**  
Londonbeat/W Phillips/C Girls/Jellybean

**JOEY DEEE/WJAD/BAINBRIDGE**  
I Society/R Tresvant/E Fiorillo

**JOHNNY DIVE/WRHT/WASHINGTON**  
Londonbeat/B Crash Opera/Father MC

**B DUMLER/WAVA/WASHINGTON DC**  
Enigma/G Next Door/R Tresvant

**J FARKAS/TAPE WORLD/OHIO**  
Outfield/K Kan/D Academy/A Grant

**MARK FEATHER/WQXA/YORK**  
E Club/Guy/Snap/C Dennis

**B FENTY/ASSOC 1-STOP/PHOENIX**  
R Tresvant/G White/E Fiorillo/Outfield

**S FREEMAN/CML 1-STOP/ST. LOUIS**  
E Fiorillo/G White/K Kan/E Club

**JJ GERARD/KQCR/CEDAR RAPIDS**  
G White/E Club/A Grant

**CLAY GISH/WOKI/KNOXVILLE, TN**  
G White/E Club

**T GJERDRUM/WZOK/ROCKFORD IL**  
Firehouse/Triplets

**PAM GRUND/WIOQ/PHILLY**  
Bingoboy/Sa-Fire

**S GUNNER/Y97/SANTA BARBARA**  
R Astley/G White/Divinyls

**STEVE MANN/WQUT/JOHNSON CITY**  
G White/E Club

**KIM HAYES/STREETSIDE/ST. LOUIS**  
K Of The Hill/S Kicks/W America

**STEVE HELLER/ZFUN/MOSCOW**  
Harriet/A Grant/E Club/G White

**JJ HEMINGWAY/KIKX/COL SPRINGS**  
Triplets/A Grant/R Astley/R Palmer

**C HOLMSTROM/ROUND UP/KENT WA**  
Enigma/R Palmer/Judybats/B Eno & J Cale

**SCOTT HUGHES/WRQK/CANTON**  
G White/B Crash Opera/INXS/E Club

**JOHN IVEY/98PXY/ROCHESTER**  
A Grant

**CADILLAC JACK/WAEB/ALLENTOWN**  
Enigma/H Hewitt/V Ice/C&C Music Factory

**K JAKIELA/GALAXY/PITTSBURGH**  
Trixter/W To Power/Gerardo/R Astley

**JIMMY JAMM/HT999/ALLENTOWN**  
R Astley/L Melendez

**J JOHNSON/BUZZ'S NEST/COLUMB**  
V Ice/H Mondays/Trixter/G White

**P JOHNSON/PRO ONE-STOP/TEMPE**  
T Matinee/Front 242/Enigma/M Stuart

**RAY KALUSA/KWNZ/RENO**  
R Astley/R Palmer/D Lee Roth/Poison

**STEVE KELLEY/WJLQ/PENSACOLA**  
E Club

**JOHN KELLY/KYYY/BISMARCK**  
Firehouse/A Grant/G White

**RUSTY KEYS/99KG/SALINA, KS**  
B Crash Opera/E Club/G White

**THE KIDD/KJ103/OKLAHOMA CITY**  
Triplets/Sa-Fire/R Tresvant

**MJ KIRBY/KISM/BELLINGHAM**  
Gerardo/V Ice/A Bad Creation/P Simon

**ROSS KNIGHT/KTFM/SAN ANTONIO**  
Sheila E/TJ Knights/C&C Music Factory

**KEVIN KOLLINS/KG95/SIOUX CITY**  
G White/E Club/A Bad Creation/B Crowes

**GREGG LENNY/KYRK/LAS VEGAS**  
Sa-Fire/E Fiorillo/E Club/B George

**RIC LIPPINCOTT/Z95/CHICAGO**  
S Christopher/L Melendez

**MARK LOBEL/WBLI/LONG ISLAND**  
R Tresvant/Harriet/V Ice

**J LUTTSCHWAGER/ZIA'S/PHOENIX**  
S Trees/Divinyls/S Side/D Buds

**K MACIVER/F THE MUSIC/ROCH, MN**  
Outfield/H Mondays/G White/D Academy

**MAD MAX/KKSS/ALBUQUERQUE**  
Party/A Bad Creation/Sa-Fire

**CHUCK MCGEE/WOMP/WHEELING**  
L Caesar/T Puett/C Dennis

**MARK MCGILL/WSNX/MUSKEGON**  
G White/E Club

**MIKE MCGOWAN/WKSE/BUFFALO**  
A O'Neal/Sa-Fire/E Club/Party

**JJ MCKAY/KNIN/WICHITA FALLS**  
G White/E Club/Firehouse/E Fiorillo

**JIM MEECH/93Q/SYRACUSE**  
E Club/Ms Adventures/G White/Firehouse

**W MERRITT/SEA PORT/PORTLAND**  
D Gibson/R Tresvant/L Ends/E Fiorillo

**SEAN MICHAELS/KTRS/CASPER**  
H Mondays/E Club/Trixter/Party

**JOHNNY MILFORD/KWIN/STOCKTON**  
L Melendez/J Guy/Father MC

**K MILLER/NORTH LIGHTS/ST PAUL**  
11th Dream Day/BBD/Digital U./B Nubian

**S MORGAN/KWOD/SACRAMENTO**  
Guy/A Grant/Rembrandts/R Palmer

**D MORGAN/WAAL/NEW YORK**  
A O'Neal/Enigma

**C MORRISON/ROSE RECORDS/CHIC**  
T Rundgren/DJ Quick/PWEI/Havana 3AM

**JACK OLIVER/KKRD/WICHITA**  
R Palmer/R Astley

**V OLVEIRA/SEA-PORT/PORTLAND**  
E Club/E Brickell/H Mondays/Outfield

**J PALMER/ARC DIST/CINCINNATI**  
Rembrandts/ZZ Top/Jellybean

**J PANKHURST/RTI 1-STOP/OMAHA**  
E Fiorillo/G White/Outfield/Rembrandts

**BILL PRESSLY/KKYK/LITTLE ROCK**  
Enigma/G White/B Boys

**JIM REITZ/WRCK/UTICA**  
E Fiorillo/E Club/Firehouse

**JJ RILEY/WRQN/TOLEDO**  
R Astley/Enigma/Firehouse/R Tresvant

**J ROSE/WESTERN MERCH/AMARILLO**  
Outfield/G White/Firehouse/Trixter

**T ROSS/CENTRAL SO/NASHVILLE**  
Outfield/E Brickell/G White/I Society

NOW OVER 170 TOP 40's STRONG  
INCLUDING 15 NEW THIS WEEK:

WBLI add  
KPLZ add  
WIOQ add  
PRO-FM add  
X100 add  
KKRZ add

33 NEW DEBUTS!

KHTK deb 27  
KKBQ deb 28  
KTFM deb 29  
WLOL deb 33  
WPLJ deb 34

AVERAGE MOVE 3.40!

KGGI 8-7	WMJQ 24-21
WHYT 21-16	PWR99 26-22
KKFR 19-16	WTIC 28-23
KLUC 21-16	WXKS 28-24
WZOU 22-17	Y107 28-25
KS104 20-17	KEGL 29-26
KDWB 24-20	KISN 35-30
KIIS 24-21	WBBQ 33-30

# STEVIE B

"I'll Be By Your Side"

from the album STEVIE B

BREAKING AT:

HOT97  
B96  
PWR96  
HOT97.7  
KBEQ  
FM102  
KOY  
KXXR  
Q106  
HOT102  
Y108  
WNVZ



LEFRANK-MOELIS RECORDS



**48-42** HITS TOP FIFTY SINGLES!



# RICK ASTLEY

"Cry For Help"

from the album FREE

MOST ADDED! (2 Weeks)

DEBUT **47** HITS TOP FIFTY SINGLES!

ALREADY 120 TOP 40's  
WITH 48 NEW INCLUDING:

WBLI add  
KRBE add  
WPGC add  
KDWB add  
Y100 add  
I95 add

FIRST WEEK DEBUTS INCLUDE:

KHMX	deb	22
KZZP	deb	28
KWSS	deb	29
WZOU	deb	30
KKRZ	deb	30
KISN	deb	31
Y107	deb	35
WTIC	deb	38
WBBQ	deb	40

AVG. MOVE 3.04!

WLOL 29-24  
B93 30-25  
KC101 30-26  
KKMG 38-27  
PRO-FM 34-28  
WXKS 35-32

BREAKING AT:

KKBQ  
KUBE  
KPLZ  
Q102  
WNVZ  
KHTK

"I Like The Way (Kissing Game)"

from the album HI - FIVE

# HI - FIVE

**20-14** JAMS SINGLES!

AVG. MOVE 4.25!

EARLY ACTION INCLUDES!

KOY	add
KS104	add
KZFM	add
I94	add
WPGC	deb 24
WCKZ	deb 26

KMEL	20-17
B95	25-17
FM102	23-20
KGCI	24-21
KKFR	32-29



delivered.

# AMY GRANT

# baby baby

### FLASHMAKER!

WXKS	add	98PXY	add	WCGQ	add
Q95	add	KCAQ	add	WHHY	add
Y95	add	KGGI	add	WILN	add
KMEL	add	KRQ	add	WJAD	add
KKRZ	add	KSND	add	WJMX	add
KXYQ	add	WBBQ	add	WNYP	add
FM102	add	WCKZ	add	WPXR	add
KXXR	add	Z102	add	WQGN	add
WTIC	add	K106	add	WSPK	add
Y108	add	KZFM	add	KWSS	deb 22
WNVZ	add	WNOK	add	KEGL	deb 23
I95	add	999KHI	add	KZZP	deb 23
KXX106	add	KBOZ	add	PWR99	deb 26
KISN	add	KWTX	add	WPGC	deb 27
WOMX	add	KZ93	add	Q105	deb 29
Y107	add	KZ0Z	add	Q106	deb 29
FM100	add	SLY96	add	KLUC	deb 29
WKZL	add	WBWB	add	KUBE	deb 30

On your desk February 13--going for adds  
Monday the 18th!

Produced by Keith Thomas for Yellow Elephant Music, Inc. Executive  
Producers: Amy Grant and Mike Blanton Exclusive Management and  
Direction: Blanton / Harrell, Inc. "Baby Baby," the first single from the  
forthcoming album Heart In Motion [75021-5321-1/4/2]



# EARPICKS

<b>RANDY ROSS/WGTZ/DAYTON</b> E Club/G White/Party	<b>RICK SIMON/KEWB/REDDING</b> G White	<b>GRANT TRESSEL/KTMT/MEDFORD</b> E Club/G White/R Palmer
<b>ANNIE SAGE/KCAQ/OXNARD</b> E Club/A Grant/J Gill/Enigma	<b>KATT SIMON/KOKZ/WATERLOO</b> E Fiorillo/G White/Harriet/Enigma	<b>RICK UPTON/KAY107/TULSA</b> R Tresvant/T Campbell
<b>DARCY SANDER/KZZP/PHOENIX</b> DiVinyIs/SaFire/UB40	<b>SANDY SKETER/CEMA/BURBANK</b> Snap/I Society/Firehouse/D Academy	<b>T WAITEKUS/WCIL/CARBONDALE</b> Guy/A Grant/Triplets/B Crowes
<b>T SBRIGLIA/TRANSCONT/BUFFALO</b> E Fiorillo/H Mondays/Firehouse/G White	<b>M SMITH/WILMI SALES CORP/N Y</b> V Ice/Snap/D Academy/E Brickell	<b>PAUL WALKER/OK95/TRI CITIES</b> Cinderella/Scorpions/G White
<b>J SHAHINIAN/RECORD EXCH/CLEVE</b> A O'Neal/Trixter/Firehouse/G White	<b>STEVE SPILLMANN/WZKX/BILOXI</b> Harriet/W To Power/Enigma	<b>D WATSON/KARMA/INDIANAPOLIS</b> Queenryche/King's X/Queen
<b>MARK SHANDS/WCKZ/CHARLOTTE</b> A Grant/R Astley/J Martin/Hi-Five	<b>SCOTT ST.JOHN/WPRR/ALTOONA</b> Southgang/G White/E Club	<b>L WEBB/MUSIC CITY/NASHVILLE</b> Outfield/Trixter/G White/V Ice
<b>JAY SHANNON/KFQX/ABILENE</b> E Club/Enigma/G White/Firehouse	<b>K STAMM/RADIO DOC'S/MILWAUKEE</b> V Ice/Snap/G White/Trixter	<b>JOHN WEIS/WBNQ/BLOOMINGTON</b> Harriet/Trixter/Extreme/Enigma
<b>NEIL SHARPE/JET-FM/ERIE</b> Rembrandts/Harriet/E Club	<b>P STEWART/KZOU/LITTLE ROCK AR</b> Michel'le/Alabama	<b>JOEL WIDDOWS/WZKS/LOUISVILLE</b> A O'Neal/R Palmer/Harriet
<b>G SHAVER/MUSIC PEOPLE/OAKLAND</b> D Underground/A Grant/Z Richard/P Simon	<b>R SUMMERS/HOT94.9/SLC, UT</b> E Club/I Society/Enigma/D Academy	<b>RALPH WIMMER/Z102/SAVANNAH</b> Winger/S Winwood/J Healey/L Caesar
<b>K SHEDD/D IN THE VALLEY/MPLS</b> Queen/Londonbeat/S Doctors/U D Squad	<b>G SWEDBERG/WLOL/MINNEAPOLIS</b> C Dennis/E Fiorillo	<b>DENA YASNER/KOY/PHOENIX</b> Harriet/R Astley/Hi-Five
<b>D SIBEL/HARVARD CO-OP/BOSTON</b> PWEI/M Issue/11th Day Dream/Judybats	<b>DOM TESTA/Y108/DENVER</b> R Astley/Harriet/Jellyfish/A Grant	<b>G ZOLAN/WHEREHOUSE/STUDIO CITY</b> DivinyIs/Father MC/J Jones/O Adams

Try Us, You'll Hate Us. →→→→→



NAME \_\_\_\_\_ TITLE/POSITION \_\_\_\_\_

COMPANY NAME \_\_\_\_\_ TYPE OF BUSINESS \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_



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# CHARLOTTE'S WEB



AN EXCLUSIVE HITS INTERVIEW WITH MARK SHANDS BY DANNY OSTROW

Mark Shands was born in Elvis Presley's birthplace of Tupelo, Mississippi and went on to attend Mississippi State University. His first radio gig was back in 1968 working part-time at WKOR in Starkville in his home state, where his boss was Bill Tanner, himself a first-time PD. After stints in Jackson and Naches, Mississippi, Shands hooked up with the Lee Abrams-formatted WRNO in New Orleans as an on-air personality and researcher. He then segued to Y100 in Miami, rising to MD in 1974. The following year, he went to Pittsburgh's 13Q as MD and morning man. His first PD gig was at 1100 in Daytona, Florida, then he went back to Miami at 195/WINZ as Ass't. PD. In 1985, he moved over to Ass't. PD at PWR96 in the same town before returning to the PD ranks at WHKW in Tuscaloosa, Alabama the following year. He joined KISS102 in Charlotte as PD, where nothing could be finer than to be in Carolina.... until HITS' radio gem Danny "Slapper" Ostrow called, that is.

**Do you deal directly with the talent on WCKZ?**

Yes, and I really enjoy it. When you're dealing with talent and egos, you should always try to remember how it was when you were a jock. I'm lucky to have real strong talent because Charlotte is such a happening market. A great many people want to come here. I work with them the way I like to be worked with. I try to let the talent be their own PD. I just try to convey the philosophy and the reasons we do things, then I hand it over to the talent and let them go at it in their own way. In most cases, it works really well.

**What is your philosophy regarding on-air talent?**

That they shouldn't be an announcer, but a person. We really don't want d.j.s or celebrities on the air; we want someone who's like a friend. We want to avoid all those radio clichés—we don't want those big egos up front. We want our people to relate to the listener one-

on-one — as though he or she is our personal friend.

**Has WCKZ been responsible for breaking any records nationally in the last year or so?**

The Boys' "Crazy" started out here as well as Another Bad Creation's "Iesha." Actually there have been way too many, and it would take much too long to tell you all of them. Just kidding.

**Why has such a premium been put on WCKZ to get a record started within the Clifton chain?**

We have a real good situation in our market. It translates well to other cities because we have a big city style make-up. The market is about 50/50 as far as northerners and southerners or blacks and whites go. We're able to try just about any kind of music. If it's a hit, it'll work here. If it works here, we spread that information to the other 20 or so Clifton stations, most of which are in major markets. Because of that, we can make a hit happen in about four

days. [Laughs.]

**How much input does Clifton have as to what records you play?**

He doesn't generally give us a per-record approval or disapproval. He does help us decide how to attack the market. Which changes all the time. Just recently, we lost our direct competition in WZZG, which became an automated oldies station. We've been talking to Jerry about how to react to the situation of not having a direct Top 40 competitor. But the situation's always changing. When we first started this station about three years ago, we came on as an urban station, filling a hole in the market. But since then, WPEG has really gone back to serving its listeners much better, so we evolved into more of a Top 40. When I first got here 18 months ago, our audience was 77% black and now it's 28% black. So we've gone from being an urban station to a crossover Top 40 and where we go now is the next phase.

single-handedly, y'know. Just kidding. It happened the way you always want it to happen. The club scene is so strong there and we really aligned ourselves with the clubs and the stores. It was one of those times the clubs, the stores and radio all worked together. We really teamed up and found out where that market was. And to prove it, I've got her panties right here.

**Do you foresee a rap backlash after all the down books nationally?**

I think there already has been. We see a very distinct line between what people under and over 25 think of as good music. I think it's very similar to what happened when Elvis or the Beatles came on the scene. Rap is controversial to folks that are not part of the youth culture. When it comes to the street and rap, people over 25 just don't get it. It will spread out a little bit, but whether or not the baby boomers will make it an upper-demo phenomenon remains to be seen.

***"If it wasn't for the overwhelming humor of Ron Fell & Dave Sholin, [the Gavin] would be just another convention."***

**Does the Clifton philosophy differ market to market?**

Definitely. Each market is looked at as a separate entity. He doesn't put the same format in each market. If you take a look at the markets, the stations are custom-made to fit every one and he's constantly fine-tuning them.

**Do you have any good Miami stories?**

The first thing that always comes to mind is breaking Madonna. I did it

The main thing going on with the stations is survival in the recession. It's tough selling enough advertising. So stations are going to drop back and play it safe — deciding they are adult outlets in order to grab those dollars.

**What do you think of the Gavin Convention?**

If it wasn't for the overwhelming humor of Ron Fell & Dave Sholin, it would be just another convention.

# Chicago

# 1 TWENTY

## FLASHMAKER!

### HOT SALES AT:

Nat'l Record Mart/Pitts  
 Wall To Wall/Phila  
 Turtles/Atlanta  
 Specs/Florida  
 Peaches/Miami  
 Lechmere/Boston  
 Navarre/Mpls  
 Rose Records/Chicago  
 S.W. Wholesale/Houston  
 Sea Port/Portland  
 RTI One Stop/Omaha  
 Music City One Stop/Nashville  
 Streetside/St.Louis

## "Chasin' The Wind"

From the album TWENTY ONE

KUBE	add	WQUT	17-14	KQKQ	29-21
KPLZ	add	KXYQ	18-15	WKRZ	29-21
KQIZ	add	Q95	19-16	WOKI	29-21
999KHI	add	WKZL	21-16	OK95	28-22
CK105	add	KZZU	23-17	KFTZ	26-22
		KCHX	27-18	KIXY	32-25
WVKS	deb 19	WBNQ	25-18	KYYY	29-25
WYCR	deb 27	WCGQ	22-18	WFLY	30-25
WQID	deb 32	WHHY	22-18	KZZP	30-26
		K106	22-18	KG95	33-29
WKBQ	7-5	KZII	23-19	PWR92	35-31
Q104	12-8	KAY107	29-19	KFMW	38-33
WCIL	10-9	KZIO	33-20		
WJMX	9-9	YES97	26-20		
WHTO	14-11	Y94	27-21		
Y102	14-11	KFBQ	26-21		
FM100	16-12	KCMQ	25-21		
WLRW	17-14	WVBS	25-21		

AVERAGE MOVE	AGGRESSIVES (4 or more)
2.71	30



Produced & Engineered by Roni Nevison  
 Mixed by Humberto Garcia

Direction: HK Management, Howard Karifman, Peter Schivarelli



# CHRIS ISAAK

## "Wicked Game"

From the album HEART SHAPED WORLD

MTV EXCLUSIVE WORLD PREMIERE!

TOP 5 NATIONAL SINGLE SALES!

16-15 HITS TOP FIFTY SINGLES!

20-16 HITS TOP FIFTY ALBUMS!

KIIS	add	Z102	7-4	KSND	8-8
Z100	add	Z104	5-4	WFLY	9-8
WZOU	add	WERZ	4-4	KZZP	12-9
		KZZB	10-4	G98	10-9
WNYP	10-1	KISR	6-4	95XIL	9-9
103CIR	2-1	K96.7	12-5	KZZU	10-9
ZFUN	2-1	Q101	5-5	KZOU	9-9
WMJQ	4-2	WHHY	5-5	WTHT	10-9
99KG	5-2	WLRW	5-5	KQIZ	9-9
KIXY	3-2	KGOT	7-5	WYKS	11-10
WIFC	3-2	KUBE	9-6	KQKQ	12-10
Q106	3-3	KXYQ	8-6	WNNK	10-10
WKZL	6-3	KBFM	13-6	WBXX	19-11
Y102	7-3	KMOK	10-6	KZ93	15-11
KCHX	5-3	KKYK	7-6	WOVV	15-11
KBOZ	4-3	WYCR	14-6	WSPK	20-12
KTMT	3-3	YES97	8-6	KLUC	15-12
Y97	3-3	Y107	7-7	X100	24-16
98PXY	4-3	WCIL	12-7	B104	19-16
WOKI	9-3	WBNQ	10-7	KBEQ	24-17
B98	4-3	WAYS	10-8	WXKS	25-22
WQID	4-3	WCGQ	10-8	KWOD	40-34
KHMX	4-4	G105	10-8		

© 1991 Reprise Records

# AAAAARGH!!!

(Pronounced With Extra Phlegm)

**HITS**

and



reprise Present

## THE FIFTH ANNUAL DUMB GRAMMY® CONTEST

WIN PORTABLE CELLULAR PHONES, VCRs, CD PLAYERS  
& OF COURSE, ABUSE!!!

The folks at Reprise have joined with us to present the Fifth Annual Dumb Grammy® Contest. They're obviously too delirious about nominees THE B52s, NEIL YOUNG, FAITH NO MORE and THE REPLACEMENTS. As always, we're awarding three sets of prizes in the "RADIO," "RETAIL" & "OTHER VERMIN" categories.

All you lowlife, scumsucking readers have to do to scam the free goods is give better answers than these losers:

**RANDY ROSS, WGTZ, DAYTON**  
Record Of The Year: Bette Midler  
Album Of The Year: Phil Collins  
Song Of The Year: "From A Distance"  
Best New Artist: Mariah Carey  
Pop Vocal Male: James Ingram  
Pop Vocal Female: Whitney Houston  
Pop Vocal Group: Wilson Phillips  
R&B Vocal Male: Luther Vandross  
R&B Vocal Female: Janet Jackson  
Country Vocal Male: Garth Brooks  
Country Vocal Female: Kathy Mattea  
Best Alternative: Sinéad O'Connor  
Producer Of The Year: Quincy Jones

**AAAAARGH!**  
(pronounced with extra phlegm)  
**I'm being eaten  
by a Grammy!**

**LISA BICA**  
**HARMONY HOUSE, BERKLEY, MI**  
Record Of The Year: MC Hammer  
Album Of The Year: Mariah Carey  
Song Of The Year: "Nothing Compares..."  
Best New Artist: Wilson Phillips  
Pop Vocal Male: Michael Bolton  
Pop Vocal Female: Janet Jackson  
Pop Vocal Group: Wilson Phillips  
R&B Vocal Male: Babyface  
R&B Vocal Female: Janet Jackson  
Country Vocal Male: Garth Brooks  
Country Vocal Female: Carlene Carter  
Best Alternative: Sinéad O'Connor  
Producer Of The Year: Quincy Jones

**DANIEL MARKUS, ALIVE, L.A.**  
Record Of The Year: Sinéad O'Connor  
Album Of The Year: MC Hammer  
Song Of The Year: "Nothing Compares..."  
Best New Artist: Mariah Carey  
Pop Vocal Male: Phil Collins  
Pop Vocal Female: Mariah Carey  
Pop Vocal Group: Wilson Phillips  
R&B Vocal Male: Luther Vandross  
R&B Vocal Female: Janet Jackson  
Country Vocal Male: Garth Brooks  
Country Vocal Female: K.T. Oslin  
Best Alternative: Replacements  
Producer Of The Year: Hugh Padgham



Rich Fitzgerald, Reprise  
VP/Director of Promotion

**Rules Of The Contest Are Simple:**  
Deadline is the day before  
the Grammys.  
One entry per person.  
You can call us (818 501-7900),  
FAX us (818 789-0259),  
or write us (look it up  
yourself bozo).

At 22 years old, Scooter B. is one of the youngest PDs and GMs in the country, and y'know he'd have to be with a name like that. The Scoot-guy got his start while still in high school at a small station in Watsonburg, Colorado, which was country in the morning, adult in the afternoon and rock at night. He attended college for a semester at the University of Southern Colorado in Pueblo, where he worked at the campus radio station. The Scootmeister went on to do overnights at country station KCCY, before Max Miller offered him a gig at KKMG in Colorado Springs in April '87. From there, the Scoot-a-doodle-doo's rise was meteoric — from overnights to nights to afternoons to afternoon/MD to PD to GM/PD/middays, an upward trajectory which only began plummeting that fateful day the phone rang and HITS' radio rube Todd "Pack-in' A Rod" Hensley got on the line.



# SCOOTER B. Good

**Do you face any prejudice on account of your age?**

I feel like a baby dealing with all these 40- and 50-year-old people, but I try not to let it show. Besides, a great many people think I'm older than I am. I never bring it up because I wouldn't want to get labeled as a stupid kid. But I've never had a major problem with it. The staff here is also very young, so that helps. Anyway, people deal with prejudice all the time — sometimes because you're 40 and short.

**Where did the name Scooter B. come from?**

The "B" stands for Bret. Which is my first name, but Scooter is a lot easier to remember. Scooter is the Muppet with the goofy hair. I've been told the "B" stands for the "Bambino" of radio.

people from Citadel and they've been great to work with. They're also doing this somewhere in Montana with a country station and a Top 40 and they're seeing fantastic results. However, the economy is much better there than here. It's pretty crummy right now. But we're making history.

**Are you setting an FCC precedent with this arrangement?**

There have been some similar instances, but for this exact situation, we are the first, yes.

**How does it work revenue-wise?**

A fee is paid to us from them and they are allowed to sell the time as they want. I meet with them and let them know what will and won't fly. A classic rock audience is much different than ours. It's not a great idea to advertise a rock & roll bar on our station. But

Academy, and a great many people are gone right now because of the war. There are very few businesses which are booming, with those aimed at the military - like care stereo places and furniture outlets - especially affected. They said it would get better, but we've yet to see that.

**What about the families of the military?**

Most of them are still here; they just aren't spending their money. They're home watching the war waiting for their spouses to come home. The nightclubs are actually doing quite well, though. I guess people are trying to get away from it, even if just for a little bit.

**What's the future of dance-oriented Top 40 radio?**

It's going to be around for quite a while — that's what I see. Some stations have had

**"It's every programmer's ideal — not to have to deal with sales people running around all the time."**

**Tell us about the station's unique sales situation.**

It's sort of a brokerage. KKFM, the classic rock station, sells our advertising for us. We just make sure the product numbers stay great. That's the agreement. We are two separate entities that happen to sell our advertising together, sort of like an AM/FM combo. They can sell one or the other or both. It's just starting to kick in. I knew it wouldn't happen overnight. These are the

we have no in-house sales force at all. It's every programmer's ideal — not to have to deal with sales people running around all the time.

**You're obviously being affected, like everyone else, by the recession.**

It has affected every station here. There are over 20 signals in this area, and this is a big military town. We have Peterson Air Force base, Fort Carson and the Air Force

down books, but just wait until summer and it'll be as hot as ever.

**Anything you'd like to talk about?**

Let's talk about what I had for breakfast. Coffee and popcorn. The breakfast of champions.

**So you go for taste over nutrition in breakfast foods?**

Definitely. ■ ■ ■ ■ ■ ■ ■ ■ ■ ■

"Let's talk about  
the way I feel.  
The whole wide world's  
become unreal."



**The Godfathers. "Unreal World." No bullshit rock 'n' roll. Epic.**



EPIC

# POST MODERN

(Based on a combination of airplay and sales.)

LW	TW	ARTIST-LABEL	COMMENTS
1	1	STING - A&M Various	#1 Everything
3	2	JESUS JONES - SBK Right Here, Right Now	MTV BUZZ BIN
4	3	CHARLATANS UK - BB/RCA Then/White Shirt	Bring 'shrooms
2	4	CHRIS ISAAK - Reprise Wicked Game	#1 w/Ivana
5	5	DRIVIN-N-CRYIN - Island Fly Me Courageous	Mondo Tour!!!
15	6	DIVINYLS - Virgin I Touch Myself	#1 HOTS!!!
8	7	TRASH CAN SINATRAS - London/Pol Obscurity...	REAL SALES!!!
7	8	SISTERS OF MERCY - Elektra Detonation Blvd.	New cut comin'
6	9	HAPPY MONDAYS - Elektra Various	MTV ADD!!!
10	10	REPLACEMENTS - Sire/Reprise When It Began	MTV Breakthru!
11	11	POP WILL EAT ITSELF - RCA X Y & ZEE	Swell jacket
9	12	RIDE - Sire/Reprise Taste	Awesome LP!!!
13	13	LUSH - 4AD/Reprise Sweetness And Light	Steady...
19	14	FRONT 242 - Epic Various	POMO SALES!
21	15	SCREAMING TREES - Epic Bed Of Roses	We Adore them
12	16	JANE'S ADDICTION - WB Been Caught Stealing	Huge pop sales
17	17	THEY EAT THEIR OWN - Relativity Like A Drug	Sales kick in
14	18	INXS - Atlantic Bitter Tears	Playing Gavin?
20	19	MEAT BEAT MANI... - Mute/Elektra Psyche-Out	Sales leap!!!
--	20	ENIGMA - Charisma Sadness Part 1	MTV ADD!!!
18	21	POGUES - Island Sunny Side...	Still groovy
25	22	DANIEL ASH - BB/RCA This Love	MTV ADD!!!
--	23	BOOK OF LOVE - Sire/WB Alice Everyday	Early Sales!!!
--	24	BLUE RODEO - East/West Til I Am...	Radio Fave!!!
--	25	11TH DREAM DAY - Atlantic Rose of Jericho	POMO SALES

## POST TOASTED By Ivana B. Adored

"EACH MAN KILLS THE THINGS HE LOVES": OK, all you PoMo geniuses, am I actually quoting someone relevant, or have I just had a stressful week? Could it be a reference to the GAVIN Convention? Could this possibly be the title to Virgin Prunes leader, GAVIN Friday's solo LP? Could I come up with a more depressing album title? How 'bout "If I Die, I Die?" Hey, I don't even like the Virgin Prunes.....Maybe you would prefer a quote from my "Co-Dependent No More" desk calender: "Feelings aren't good or bad; they're just feelings. It's okay for me to have my feelings - all of them." I feel violently ill that Sting is still at #1, when Jesus Jones, Drivin-N-Cryin and the Divinyls are clearly the "hottest" records on the chart.....Steve Backer, the loneliest guy in the world, is doing brilliantly with Front 242 and the Screaming Trees. Chalk this up to his non-existent social life.....Only ONE of four chart debuts, Blue Rodeo, have an ad in this week's issue. Just trying to trip you up a bit, or maybe I was too busy creating the PoMo retail chart.....For the record, the Post Modern Chart is a function of reports from 100 trend accounts and 100 radio stations. The retail chart is combined with the radio chart (are you with me so far) and that's how we arrive at our PoMo chart numbers.....All of the fabulous perks afforded us tip-sheet weasels, including long hours, abuse from vitriolic record geeks (like yourself), thrilling conventions (thanks for the free meal), loads of support from our bosses, the occasional full page ad, and the once-in-a-blue-moon trip serve to make me feel good about myself. Because, "How I feel about myself makes a difference. What I tell myself makes a difference".....Tim Hyde thinks I don't like the Chickasaw Mudd Puppies. Au Contraire! I love the 'Puppies, it's Tim I can't stand.....Mega-way-huge congrats to MTV's genius-in-residence Rick Krim on the birth of Justin Alexander. Will the video of the blessed event find its way into Buzz Bin? Will Jellyfish be playing the briss?.....The incredible, god-like Alex Miller is segueing from Virgin to Island. How about impersonating Shirley Bassey singing "Fly Me Courageous"?.....I spent the weekend with Isquith and family in the wilds of Portland, OR. A great city made greater by Powell's, the finest bookstore I've ever seen. Yes, some of us can and/or do read: "I can trust my mind and my ability to think. I can take my brains with me wherever I go." Except to the Gavin Convention.....I'll be avoiding you soon.

POMO GOD: GAVIN FRIDAY



Won't Be At His Convention

# POST MODERN

## HOTS

1. **DIVINYLS** (Virgin)
2. **JESUS JONES** (SBK)
2. **STING** (A&M)
4. **CHRIS ISAAK** (Reprise)
4. **DANIEL ASH** (BB/RCA)
6. **ENIGMA** (Charisma)

## ADDS

1. **FRAZIER CHORUS (Single)** (Charisma)
2. **JOHN WESLEY HARDING (Single)** (Sire/Rep)
3. **ENIGMA (LP)** (Charisma)
3. **FIXX (Single)** (Impact)
5. **FRONT 242 (LP)** (Epic)
5. **JUDY BATS (LP)** (Sire/WB)

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

### WHFS / WEASEL / ANNAPOLIS

Daniel Ash  
Divinyls  
INXS  
Chris Isaak  
Replacements

### ATLANTA CD (PEACHTREE) /

#### JIM ENGEL / ATLANTA

Blue Rodeo  
Book of Love  
Dream Academy  
A-Ha  
Darling Buds

### CHAPTER 3 / JIM VINING / AT-

#### LANTA

Daniel Ash  
JudyBats  
Dinosaur Jr.  
Rembrandts  
Jesus Jones

### TURTLES / THOM DRAM / AT-

#### LANTA

Sting  
Chris Isaak  
JudyBats  
Divinyls  
Front 242

### CD ONE STOP / DAVE CARROLL

#### / BETHEL

Enigma  
Graham Parker  
Daniel Ash  
Material Issue  
Darkside

### WFNX / BRUCE MCDONALD /

#### BOSTON

Enigma  
Divinyls  
Sting  
Chris Isaak  
Jesus Jones

### KBCO / DOUG CLIFTON /

#### BOULDER

Chris Isaak  
Robert Palmer  
Martin Stephenson  
Northern Pikes  
Toy Matinee

### WXYC / RANDY BULLOCK /

#### CHAPEL HILL

Death of Vinyl  
Polzo  
Lightnin Hopkins  
Lonnie Johnson  
Screaming Trees

### WAX TRAX / PAUL HIEGER /

#### CHICAGO

Daniel Ash  
Darkside  
William Orbit  
808 State  
Dust Devils

### WXRT / PAUL MARSZALEK /

#### CHICAGO

Replacements  
Charlatans UK  
Living Colour  
Robert Cray  
Vaughan Brothers

### CD101 / KELLI GATES /

#### COLUMBUS

Divinyls  
Enigma  
Royal Crescent Mob  
Pop Will Eat Itself  
Drivin-N-Cryin

### MAGNOLIA THUNDERPUSSY /

#### RICH WITHERSPOON /

#### COLUMBUS

Jesus Jones  
Sting  
Divinyls  
Queen  
Pain Teens

### KDGE / GEORGE GIMARC /

#### DALLAS

Primal Scream  
Chris Isaak  
Cocteau Twins  
Inspirat Carpets  
They Eat Their Own

### SOUND FUTURE / KEN COX /

#### DALLAS

Queen  
Sting  
Front 242  
Jesus Jones

### MIDDLE EARTH / BRIAN

#### ROSSER / DOWNEY, CA

Boo Radleys  
Ride  
Chris Isaak  
My Bloody Valentine  
EMF

### LOU'S RECORDS / ANARCHY &

#### DANIELLE / ENCINITAS, CA

Lemonheads  
Gang of Four  
Wartime  
Jello Biafra  
Pop Will Eat Itself

### WNUR / ROB M./MARY T. /

#### EVANSTON, IL

Bongwater  
Jesus Lizard  
Azalea Snail  
Rutles  
Satyricomp.

### KTCL / JOHN HAYES / FT. COL-

#### LINS

Sting  
Charlatans UK  
Sisters of Mercy  
Jesus Jones  
Divinyls

### WBAU / JOHN ROSENBLAT/TOM

#### DRESCHER / GARDEN CITY, NY

Nova Mob  
Maelstrom  
Front 242  
Darkside  
11th Dream Day

### WRSI / JIM OLSEN /

#### GREENFIELD

Sting  
Blue Rodeo  
Graham Parker  
Roger McGuinn  
Indigo Girls

### KTRU / H.K. / HOUSTON

Godflesh  
Bayou Pigs  
Ween  
Screaming Trees  
Heaven & Hell

### WBFR / ANDREW CHINNICI /

#### KENFIELD

Enigma  
Cause & Effect  
Umo Detic  
Ride  
Jesus Jones

### WKSJ / STEVE SHUMAKER /

#### KENT, OH

Divinyls  
Drivin-N-Cryin  
Parachute Men  
Blue Rodeo  
Ellen James Society

### KUNV / JOEL HABBESHAW / LAS

#### VEGAS

Pop Will Eat Itself  
11th Dream Day  
Hollow Men  
Front 242  
Meat Beat Manifesto

### ODYSSEY / MICHAEL JACKSON /

#### LAS VEGAS

Judybats  
Ride  
Jesus Jones  
Screaming Trees  
Divinyls

### CUT CORNER RECORDS / JACK

#### KIRK / LEXINGTON, KY

Ride  
Strangemartin  
Screaming Trees  
Bastro  
Heaven & Hell

### ARONS RECORDS / DOUGLAS

#### WILLIAMS / LOS ANGELES

Jesus Jones  
Lush  
Divinyls  
Replacements  
Morrissey

### KCRW / RICK LAMM / LOS AN-

#### GELES

Ambitious Lovers  
Stella Chiweshe  
Mouth Music  
Sting  
JB's Funky People



# SOUP DRAGONS

## Achievements Thus Far:

- Soup Dragon's Debut "Lovegod" Over 250,000! •
- "Lovegod" Went To #1 Twice On Alternative Charts! •
  - First U.S. Tour Sold Out! •
- Major Press Coverage In Major Music Publication! •
  - Reorders Through The Roof! •
  - On Tour with INXS Through April! •
- Appearance on Letterman Feb. 15th, 12:30 AM. Be There! •

On Your Desk: Newly remixed versions of "Mother Universe" and "Sweet Meat," plus live version of "Softly."



PolyGram

# POST MODERN



## LINDA RYAN GAVIN REPORT

WELCOME to the 138th Annual Gavin Convention. Here's your PoMo host, **Linda Ryan**, who will be happy to pass around **complementary** convention passes, **drink tickets** to the cocktail party, and you can count on her to rat on you to your boss when you **bail big-time** on the Awards Dinner. Is Linda hoping to follow **Peter Standish's** path and spend the convention shmoozing for a *major label gig*? But first, could she introduce me to the **Zimmerman** twins and the **Galliani** brothers?

**KLA / ERIC LAWRENCE / LOS ANGELES**

Ween  
Ride  
Stetsasonic  
Yo La Tengo

**KROQ / TRIP REEB / LOS ANGELES**

Sting  
Jesus Jones  
Charlatans UK  
EMF  
Depeche Mode

**RHINO RECORDS / BOB KUHLMAN / LOS ANGELES**

Urban Dance Squad  
Material Issue  
Bad Religion  
Ice Cube  
11th Dream Day

**RADIO DOCS / KATHY STAMM / MILWAUKEE**

Front 242  
Chris Isaak  
Jesus Jones  
Pop Will Eat Itself

**CROW'S NEST / DENISE BRUESSEL/PAM ZUSPANN / NAPERVILLE, IL**

Sting  
Cyclone Temple  
Saigon Kick  
Badlands  
Daniel Ash

**CHEAP THRILLS / URI / NEW BRUNSWICK**

Divinyls  
Chickasaw Mudd...  
Maggie's Dream  
Ride  
Darkside

**ST. MARKS SOUND / JOE RANDIS / NEW YORK**

Bob Marley  
Enigma  
Gibson Brothers  
KLF

**WDRE / TOM CALDERONE / NEW YORK CITY**

Sting  
Concrete Blonde  
EMF  
Chris Isaak  
INXS

**WOXY / PHIL MANNING / OXFORD, OH**

Enigma  
They Eat Their Own  
Jesus Jones  
Divinyls  
Daniel Ash

**WHEREHOUSE / NIKKI BASQUE / PACIFIC BEACH**

Lush  
Enigma  
Daniel Ash  
Samples  
Ride

**JIMS RECORD & TAPES / JIM SPITZNAGEL / PITTSBURGH**

11th Dream Day  
Perfect Disaster  
Boiled in Lead  
Lush  
Ride

**KRRC / KATRINA MILLER / PORTLAND**

Butthole Surfers  
Heaven & Hell  
Smashing Pumpkins  
C & C Music Factory  
Girl Trouble

**WBUR / DEXTER SCHWARTZ / PROVIDENCE**

Enigma  
Jesus Jones  
They Eat Their Own  
Chris Isaak  
Havana 3 A.M.

**SMOKEY'S / SMOKEY KOELSCH / SALT LAKE CITY**

Sting  
Divinyls  
Chris Isaak  
Susanna Hoffs  
Front 242

**91X / MIKE HALLORAN / SAN DIEGO**

Sting  
Divinyls  
Chris Isaak  
Jesus Jones  
Replacements

**BLUE MEANIE / SHARON HOLLINGHAUSEN / SAN DIEGO**

Psychotic Waltz  
Divinyls  
Sting  
Redd Kross  
Daniel Ash

**KITS / STEVE MASTERS / SAN FRANCISCO**

EMF  
Enigma  
Divinyls  
Material Issue  
An Emotional Fish

**C89 / SHELLIE HART / SEATTLE**

Daniel Ash  
LL Cool J  
Timmy Tee  
Cure

**KCMU / KATHY FENNESSY / SEATTLE**

Heaven & Hell  
Boiled in Lead  
Inspiral Carpets  
Meat Beat Manifesto  
Rutles

**WUSO / CHRIS WEINRICH / SPRINGFIELD**

Sting  
They Eat Their Own  
Jesus Jones  
Jellyfish  
Love Cowboys

**KWUR / BRY GRIMES / ST. LOUIS**

KMFDM  
Butthole Surfers  
Pop Will Eat Itself  
Wedding Present  
Heaven & Hell

**WMNF / PETER WOHELSKI / TAMPA**

Forgotten Apostles  
Orb  
Jesus Jones  
Front 242  
Bitch Magnet

**KTAO / BRAD HOCKMEYER / TAOS**

Sting  
Blue Rodeo  
Graham Parker  
Daniel Ash  
Children

**WFDU / JERRY RUBINO / TEANECK, NJ**

Hard-Ons  
Material Issue  
Sleepyhead  
Teenage Fan Club  
Parasites

**WTSR / JEN BRIDGE / TRENTON**

Lunar Bear Ensemble  
11th Dream Day  
Screaming Trees  
Gibson Brothers  
Godflesh

**PARK AVE. CD'S / STEVE ALLEN / WINTER PARK, FL**

Buffalo Tom  
Front 242  
Divinyls  
Screaming Trees  
11th Dream Day

**VALLEY RECORD DIST. / JIM COLLIER / WOODLAND, CA**

Material Issue  
Jesus Jones  
Daniel Ash  
Divinyls

**WDST / JEANNE ATWOOD / WOODSTOCK**

Frazier Chorus  
Raw Youth  
Graham Parker  
Sting  
Enigma

# WITH THIS CASINO, YOU CAN'T LOSE



Featuring  
"Til I Am  
Myself  
Again."



**blue  
rodeo**

91X  
WHFS  
KDGE  
WDRE  
KJJO

KBCO  
WXRT  
WWCD  
KACV  
WDET

KTCL  
WRAS  
WHTG  
WBNY  
WDST

KOTR  
X15  
CIMX  
KTAO  
CFNY

WNCS  
WMDK  
WBCN

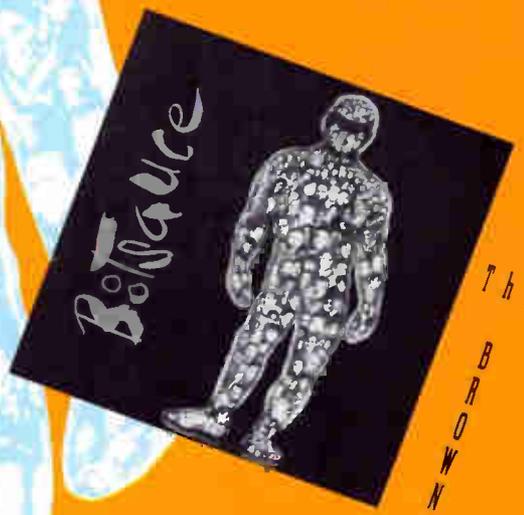
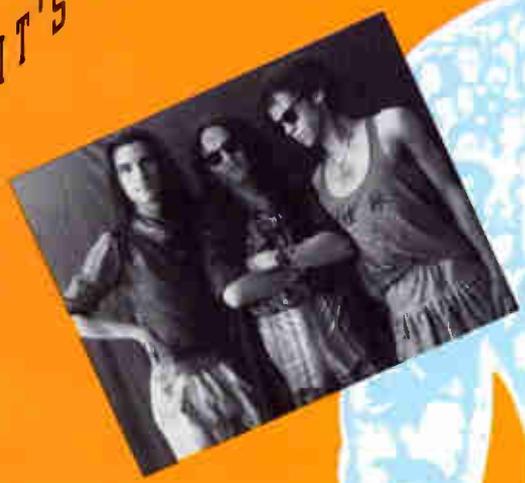
1991 Atlantic Recording Corp. A Time Warner Company



Atlantic Recording Corp.

IT'S THE RIGHT THING TO DO, AND A TASTY WAY TO DO IT  
NOW ON MTV'S 120 MINUTES

# BoTsaUCE



The  
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"I GOT THE TAPE AS A CANADIAN IMPORT LAST SUMMER AND REALLY PLAYED THE HELL OUT OF IT. IT'S BOTTOM HEAVY, IT'S FUNKY, IT'S FUN. EVERY TIME I HEAR "SCRATCHING THE WHOLE" I TURN MY STEREO UP TO 11."  
**PAUL MARSZALEK, WXRT**

"KJQ'S OVERNIGHT JOCK, DOM CASUAL, IS RESPONSIBLE FOR STARTING THE BOOTSAUCE BUZZ AT KJQ. HIS OVERNIGHT PLAY STARTED THE INTEREST IN BOOTSAUCE, AND IT'S CONTINUING TO GROW IN ALL DAYPARTS."  
**MIKE SUMMERS, KJQ**

"BOOTSAUCE IS ONE OF THOSE RARE, REFRESHING RECORDS THAT SPARKLES THE AIRWAVES EVERY TIME IT'S PLAYED."  
**DOM CALDERONE, WDRE**

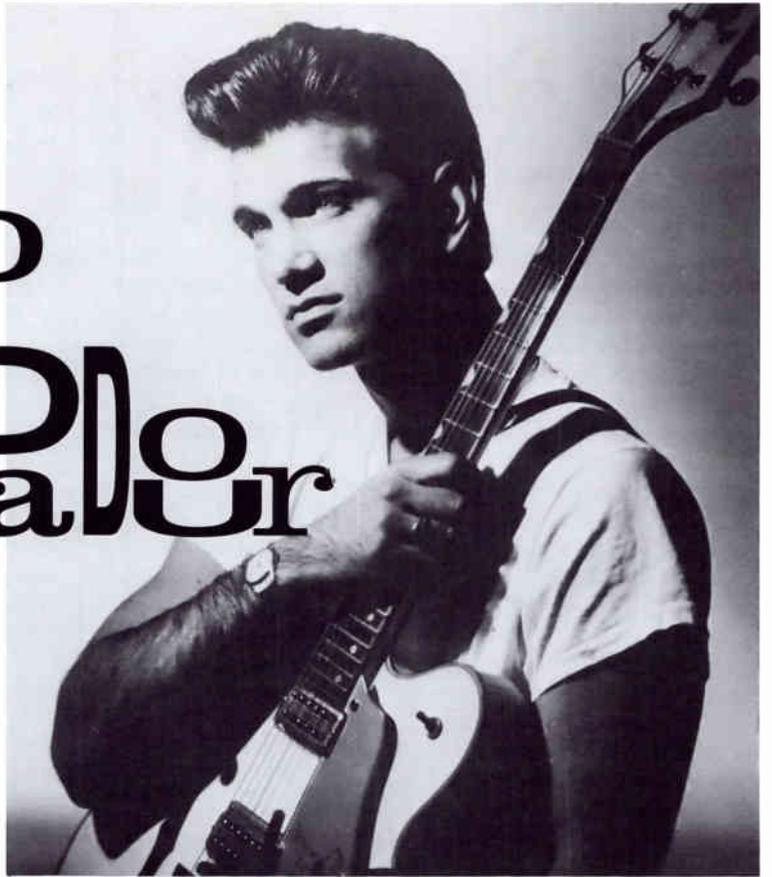
## SCRATCHING

the next plateau  
of  
THE  
WHOLE'

on: CFNY WDRE WFNX WHFS WHTG WWCD  
KITS KJQ KTCL WBER WXRT WXCI

Call Chris Isak a critical darling and he won't disagree. But he still thinks his label should give free records to regular folk instead of rock writers to broaden his listenership. Actually, it might not be necessary anymore because "Wicked Game," the single from his third album, "Heart Shaped World," has suddenly taken off. Which is all the more ironic because the record was originally released last fall to little response, but its inclusion in director David Lynch's controversial "Wild At Heart" and a TV movie about the N.Y.C. preppy murder case has given it a second life. The Stockton, California native, who now makes his home in San Francisco, seems to be taking it all in stride. Heck, he still lets his mom pick out his stage duds. His influences are wide — from Vaughan Monroe and Marty Robbins to Roy Orbison and Pat Boone. With a glorious pompadour and a rockabilly attitude, Isak seems custom-made for his pal Lynch's skewed vision, as is HITS' own Ben Horne wannabe Brian "Don't Call Me Andy" Griffith.

# BMO BMPAder



**You must be gratified by the resurgence of "Wicked Game."**

It happened in a real nice way. It kinda came out of Atlanta. A guy down there by the name of Lee Chestnut [Power 99 M.D.] just said, "Damn the job, let's play the song." And I was glad he did. I was just sitting on my couch watching "Hawaii Five-O" and [Warner's Atlanta promo rep] Warren Hudson called and said they're playing the record. I was so happy, I called my mom. After awhile, I got calls from Canada, then England. I had already gone out on tour and done all the work and was home working on the next record, when all of a sudden, they're playing the last one.

**The instrumental version of "Wicked Game" was used in "Wild At Heart," but the vocal was included on the soundtrack.**

I can see why David [Lynch] used the tracks without the vocals in the film. I usually don't like pop songs in films, either. There are only a few people whose vocals I would like to hear under a film — Connie Francis being one. The problem with having any kind of vocal is the words comment on what's going on, so it's very hard to just take a song and use it in a scene. These days, producers are more interested in using artists who may have nothing to do with the film, but who are selling records, so they can have a Top Ten soundtrack. It's a marketing thing. I understand they're trying to make money, but

don't expect me to buy a ticket.

**How did you meet David Lynch?**

We worked together on "Blue Velvet." We get along pretty well. He's a real straight guy, not weird at all. Everybody seems to think he eats live mice, but he's really easy-going and soft-spoken. He doesn't have a big ego. His success didn't come that quick, so he doesn't buy into that "boy genius" stuff. He was broke long enough to understand what it is to work and to deal with people on a realistic level.

**You've studied filmmaking. Do you come into video shoots with your own ideas?**

I'd like to make films someday. I work with directors on my videos, but I drive them

"I had already gone out on tour and done all the work and was home working on the next record, when all of a sudden, they're playing the last one."

crazy. I not only bring storyboards, but I bring videotape. I'll take bits and pieces of various films, and tell them stuff like, I want the light to look like this, I want this scene to look like that. See how the camera moves here? If you get with a good director, they make it all happen and more. I've been lucky

working with people like Mary Lambert. She looks great bending over a camera.

**You've done some film soundtrack work, haven't you?**

Well, I've written some background music for TV shows. The door opens and you see the body, that kinda stuff.

**You've also appeared as an actor, most notably in Jonathan Demme's "Married To The Mob." Any desire to do more of that?**

I'm in there for all of 12 seconds or something. I play an assassin in a clown suit who works at a Burger King. It's based on a true story. Just kidding. I just did another one with Jonathan called "The Silence Of The Lambs." I haven't seen it yet. I play a cop who finds a body with its face all chewed off, covered with blood. I get to be revolted. I have great lines like, "He's down here!" and "Let the girl go!" I think it'll be a good film. It really looks spooky. It's about a cannibal and a murderer, so it's gotta be good.

**And now you've finally got a hit record.**

It's great and I'm really happy, but in a way, I'm so into making the next record and working with the band, things haven't changed that much. It's not like I was waiting for this to happen and didn't know what I was gonna be doing. I've worked with the same people for years and years. I live in the same place and drive the same car. My life hasn't been turned upside-down; the only thing it does is make me real happy. ★

# JESUS CROSSES OVER

Most of rock's control freaks like to pretend their veneer of democracy/social skills are something other than the emperor's new skivvies. Jesus Jones' Mike Edwards, however, rides proud on the computerized steed he (and he alone) guides through the cobblestone PoMo streets. As a follow-up to their virulently sterile debut LP "Liquidizer," Mike has decided to spread his gospel in a decidedly more user-friendly manner. "Doubt," the second Jesus Jones sermon on the mount, is more pacific than the pounding strains of "Info Freak," displaying an almost vulnerable side, especially on the alternative hit and crossover hopeful, the haunting "Right Here, Right Now." Still, if you believe Jesus Jones leader Mike Edwards' spiel about self-doubt, you'd probably also be interested in some waterfront property on the Persian Gulf from HITS' own used camel salesman, David "Spritz" Sprague.

**In the U.K., people tend to call you a metal band using technology. Here in the U.S., you've been cast as a tech-band with wattage. Who's right?** Because we use so much, we are all things to all people. Certainly, we have some very confused people reviewing us. The word that seems to crop up the most is "expect." People seem to expect all sorts of things from us, none of which I think we've given them.

**Does that excite you?**

Very much so. It's important to be unpredictable. That's why we got together — because there was a gap. I don't mean that in a marketing sense, either. I continue to see gaps everywhere and we'll fill them when we feel like it.

**There's much more range and a lot more texture on this album.**

I'd agree with that. We had one central idea with "Liquidizer," which we wanted

tend to be a complete control maniac. You'll notice I've written all the songs again, but this time I've produced most of them as well. I have total control of our video scripts and of who supports us on tour. I have to have that total control. Not that I can be trusted.

**The samples you use aren't readily recognizable.**

I deliberately seek to pervert the samples because I'm more interested in the sounds than the sources. I see it as being an artistic crime to take an old hit, chop out a bit and go. The examples are too obvious to mention.

**How about an instance of doing it your way?**

It's inherently thrilling to be able to loop a sample round and round, backwards, then three octaves below its original pitch so that it becomes unrecognizable. An actual example of that method is our

**"There are times when bullshit is useful, but honesty seems to startle people even more."**

to hammer home — that we could mix dance and rock music in a way that had never been done before. Remember, this was 1988, long before the infamous Manchester scene. With "Doubt," we wanted to make an album of extremes — a very eclectic record — and I think we have.

**Why have you tempered the aggression so much?**

We're just showing different facets. I don't want to consider myself a one-dimensional character and the same goes for the band. It's a very personal record; it deals with a lot of uncertainty I have about my own abilities and indeed, the very concept of doubt.

**The first song on the album is "Trust Me." Who do you trust?**

Me. That's pretty much it. That's why I

ambient house track, "Blissed." It's very slow, sedate and pacific — and we used a sample of the Sex Pistols' "Pretty Vacant" on it, which is a bit of an ironic juxtaposition.

**Is there a downside to using all that technology?**

To an extent. The typical idea is that the machines can take over, which can only happen if you have a limited imagination. You can either get a machine and see what it does or come up with an idea and figure out how to implement it.

**Have you kept abreast of your fellow Jesus bands, like MC 900-Foot Jesus, the Jesus Lizard or Creaming Jesus?**

None that I'd go to see based on name alone. I've heard the Jesus Lizard and they're quite good. It worries me, though. If something becomes common,

I tend to shy away from doing it.

**Have you received flak about the name from religious groups?**

Not yet, but we'll see what happens as we get bigger. It does worry me, especially since we're not called Jesus Jones for religious reasons; technically, we're called [with hispanic accent] Chay-Zoos Jones. People who've got a problem with it better address thousands of Latin Americans who had the name first.

**Your hit from last year bore the line, "Happy is never enough." Is that how you feel?**

Absolutely. I'm never satisfied, and I think that's good. We've just had a Top Ten single, and I said, "Great, #7 — six to go." I'm sure if we reach #1, we'll start counting how many weeks we stay

there. A lack of satisfaction is essential to improvement.

**How much of the band's image is real and how much is bullshit?**

Well, there are times when bullshit is useful, but honesty seems to startle people even more. There's a lot of encouragement in this country to live a ludicrous, excessive, cliched lifestyle a la Guns 'N' Roses. We don't do that, but we're not shy to make fun of ourselves — and others.

**What forms of excess do you approve of?**

Control. I'm quite dictatorial. Even the bio refers to me as megalomaniacal, but then again, I had final approval on that, too, didn't I?



In a world full of doubt  
There is rhythm

In a world full of doubt  
There is meaning

In a world full of doubt  
There is vision

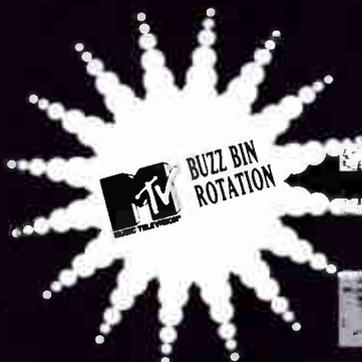
In a world full of doubt  
There is . . .

2 HITS POST MODERN

# JESUS JONES



## doubt



The new album from Jesus Jones. Featuring the powerful first track and video,  
"RIGHT HERE, RIGHT NOW"

Also includes Real, Real, Real / International Bright Young Thing / Welcome Back Victoria



© 1991 SBK Records

WATCH FOR UPCOMING NATIONAL TOUR IN APRIL



Produced by Mike Edwards  
GAILFORCE MANAGEMENT, LTD.



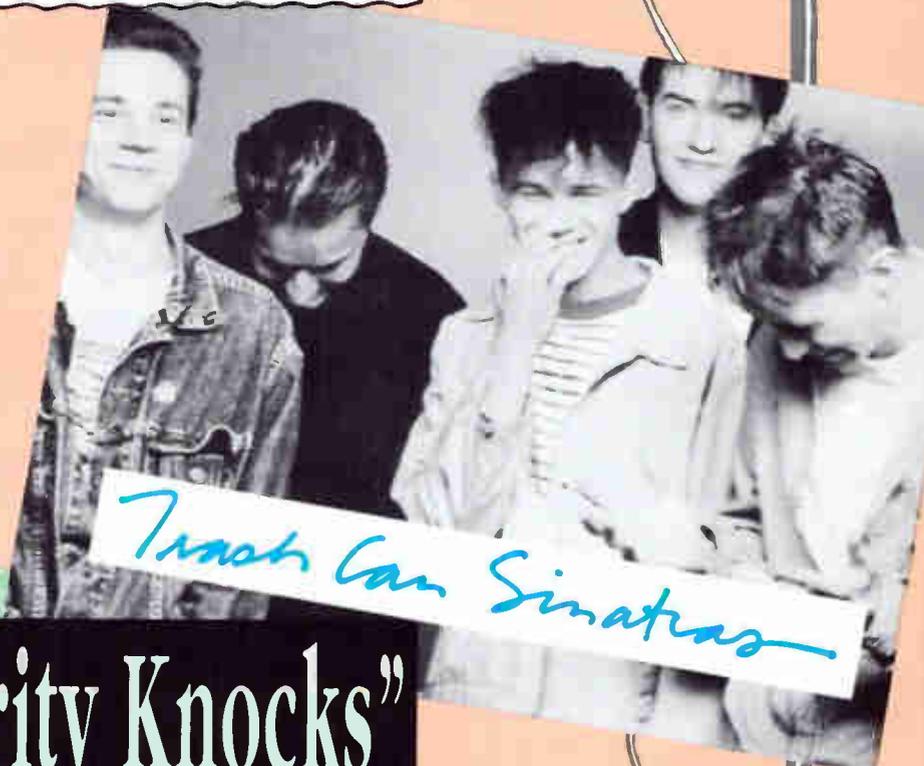
# The Times, They Are A Changin'



176	182	192	3	<b>THE TRASH CAN SINATRAS</b> (LONDON 28201* PLG (8-98))	CAKE
177	137	131	9	VARIOUS ARTISTS (MCA 5339* (8-98))	JAM HARDER
178	177	179	4	VICIOUS BASE FEATURING D.J. MAGIC MIKE (CHRISTIAN MCA REPRISE (9-98))	BACK TO HAUNT YOU
179	173	178	13	BOBBY MCFERRIN (MCA 92048* (10-98))	MEDICINE MUSIC
180	178	189	3	WILL TO POWER (EPIC 46051 (9-98 EQ))	JOURNEY HOME
181	157	139	13	ELTON JOHN (MCA 10110* (9-99))	TO BE CONTINUED...
182	175	—	13	HANK WILLIAMS, JR. (WARNER CLUB 26453*/WARNER BROS. (9-98))	AMERICA (THE WAY I SEE IT)
183	161	153	14	BIG DADDY KANE (COLD CHILLY 26303*/REPRISE (9-98))	TASTE OF CHOCOLATE
184	171	167	18	IRON MAIDEN (EPIC 46905 (9-98 EQ))	NO PRAYER FOR THE DYING
185	181	164	20	JUDAS PRIEST (COLUMBIA 46891 (9-98 EQ))	PAINKILLER
186	186	—	8	MARK CHESNUTT (MCA 10032* (9-98))	TOO COLD AT HOME
187	179	171	8	PARIS TOMMY BOY 1030 (9-98)	DEVIL MADE ME DO IT
188	<b>NEW</b>	▶	1	DIANE SCHUUR (GRP 9628 (9-98))	PURE SCHUUR
189	<b>NEW</b>	▶	1	DIVINYLS (VIRGIN 91397 (9-98))	DIVINYLS
190	<b>NEW</b>	▶	1	TODD RUNDGREN (WARNER BROS. 26478* (9-98))	2ND WIND
191	165	145	25	N.W.A. (RUTHLESS 7224: PRIORITY (6-98))	100 MILES AND RUNNIN'
192	164	157	68	BILLY JOEL (COLUMBIA 46905 (9-98 EQ))	STORM FRONT
193	176	169	11	<b>FRANK SINATRA</b> (CAPITOL 94777 (9-98))	THE CAPITOL YEARS
194	190	163	—	FRANK SINATRA (REPRISE 28201* (9-98))	THE REPRISE COLLECTION



*Frank Sinatra*



*Trash Can Sinatras*

## "Obscurity Knocks"

From CAKE, the blindingly successful debut album from the Trash Can Sinatras.

**7\*** HITS POST MODERN!

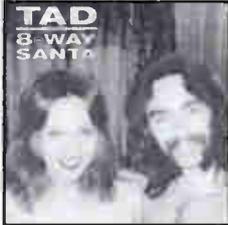
See the Sinatras at Gavin Feb. 15 at the Paradise Lounge, S.F.



# POST MODERN

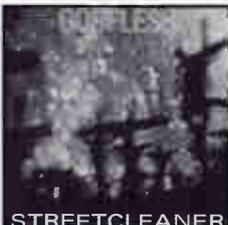
## POMO PICKS

Edited by Karen Glauber



**Tad, "8-Way Santa" (Sub Pop):** Anyway you look at it, this album is truly massive. The single "Jinx" only hinted at the impact that "8-Way" is going to have on the PoMo/Metal audience. Most of the songs cover the usual redneck territory of drinking, driving and drinking while driving. But there's a difference. The Tad Band are gifted musicians and songs such as "Delinquent," "Trash Truck" and "3-D Witch Hunt" have all the power and cultural iconography of "Institutionalized" or "Epic," but with irony. Turn up the fat!

**Todd Rundgren, "2nd Wind" (WB):** For at least the last 15 years, few artists have wielded the influence that Todd has had over musicians and fans alike. Recorded live, enlisting many of the musicians he's used in his touring band (with the return of Roger Powell), "2nd Wind" opens with "Change Myself," a pop song that showcases Todd at his finest. Unfortunately, the uneven nature of this album is felt with the inclusion of 3 "show tunes," songs written for the failed Broadway play "Up Against It." Still, well worth a place in your collection.



STREETCLEANER

**Godflesh, "Streetcleaner" (Earache/Combat):** Huge and relentless is the best way to describe this Birmingham group, formed from two seminal UK industrial combos. Now available through a new deal between Earache/Relativity, "Streetcleaner" is death metal at its finest: unrelenting percussion, slashing guitars and some of the most guttural, angst-ridden vocals this side of Live Skull. This "sense-surround" of despair and paranoia is best found in "Pulp," "Like Rats," and "Wound," one of the 4 extra tracks on the CD.

**Robert Forster, "Danger In The Past" (BB/RCA) :** After 12 years in the Go-Betweens, co-founder Robert Forster has "part company," with a solo debut that could be described as the indie/import version of John Hiatt's "Bring the Family." Yes, Robert has married and relocated to Germany, where fellow Aussie expatriot and Bad Seed, Mick Harvey, gathered past and present members of Nick Cave's group for this LP. "Danger" reflects Robert's expansive, celebratory outlook braced by Mick's melancholy piano and Robert's precise lyrics, reminding us that there is always a price to pay for happiness.



## POMO MUGS



**WHY CAN'T I TOUCH IT:** Here's the suave and debonair Joe Ely exposing a well kept trade secret as he discovers the place where HITS finds its new writers. While Joe was in town he wisely kept away from our cesspool in Sherman Oaks, despite repeated impassioned offers from Ivana to come up and see her Gold Record collection. Oh well, it didn't work on John Loscalzo either. But then again, neither did Kayla. Aren't inside jokes great?



**HARMONY IN MY HEAD:** It could never be said that conflict of interest doesn't make this industry go around. Here we see SBK's agile Staci Slater wielding a double-edged sword as she introduces PoMo gods Jesus Jones to her management client, KROQ's Poorman. Staci sure knows how to dip her fingers into the pie. Now if she could get me a double date with Chris Isaak and Julian Cope, we could seriously talk about a heftier chart jump for these boys. This PoMo business lesson was brought to you by the Tim Hyde Charm School, and in no way reflects the opinions of our staff. Then again, we're too stupid to have opinions.



**SUAVE RICO:** Yes, Epic PoMo god Steve Backer (I) is the loneliest guy in the world. He just can't get a break. (I'm using material from second-rate Catskills comedians? I need a break!) Here Steve shows us Katmandu, Epic's latest hopefuls. Also note A&R god and Brian Wilson lookalike Don Grierson on the right. Hey Don, if you see Eugene Landy ask him if he could a) Get Steve a date. b) Get me a decent date. c) Get WBNY mega-super weasel Mike Parrish a date with two legs.

# We Do Like Mondays

Remember popping the top on your first can of Silly String? Pressin' that ol' aerosol button and unleashing a veritable fireworks of multi-colored fun? That's sort of the same feeling you get listening to Mancunian psychedelophiles Happy Mondays' new release, "Pills 'n' Thrills and Bellyaches." From its bongo-fury rhythm section on up through its goose-stepping funk guitarwork, the record sounds like one non-stop dance party. The PoMo smash "Kinky Afro" is a kaleidoscope of the sextet's more prominent influences (the "Yippy yippy ya ya yay yay" chorus was lifted from LaBelle's "Lady Marmalade" while the lyrical theme was borrowed directly from Hot Chocolate's take on Stories' "Brother Louie"), bumping and grinding like a seamless house hit. It's both fiendishly serpentine and typical of the dance-'til-dawn nightlife the band has christened 'Madchester.' The band's soulfulness has become evident in the growing range of 28-year-old vocalist Shaun Ryder, a great R&B shouter who needed every bit of lung power to break through to HITS' tone-def Bay Area pedant Tom Lanham.



#### How'd you publicize the events?

Word of mouth and later on, we'd just hand out tickets in the clubs. Because we were in a band, the journalists used to come on down to see us.

#### That couldn't have been very lucrative.

#### How did you make a living?

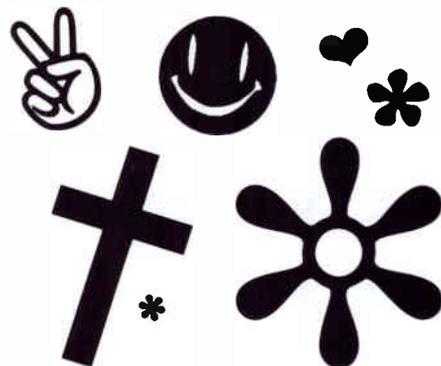
We sold Ecstasy. That's how we used to get our money because we didn't have jobs. We used to sell [Ecstasy] to the journalists and the ones who'd never had it before would start writing good reviews of us and our parties. Some of the gigs we did were pure shit, but because the atmosphere was pretty wild from us selling everybody Ecstasy, we got good write-ups.

#### How much did drugs figure into the songwriting and the concerts?

We've all gone onstage playing on E.; it's really good fun. But only if everybody else is on it in the audience so no one can tell how bad you are. But now we have loads more equipment, like sequencers and things. Once I get used to this expensive equipment, I'll probably start doing it again. That'll put some fun back into things!

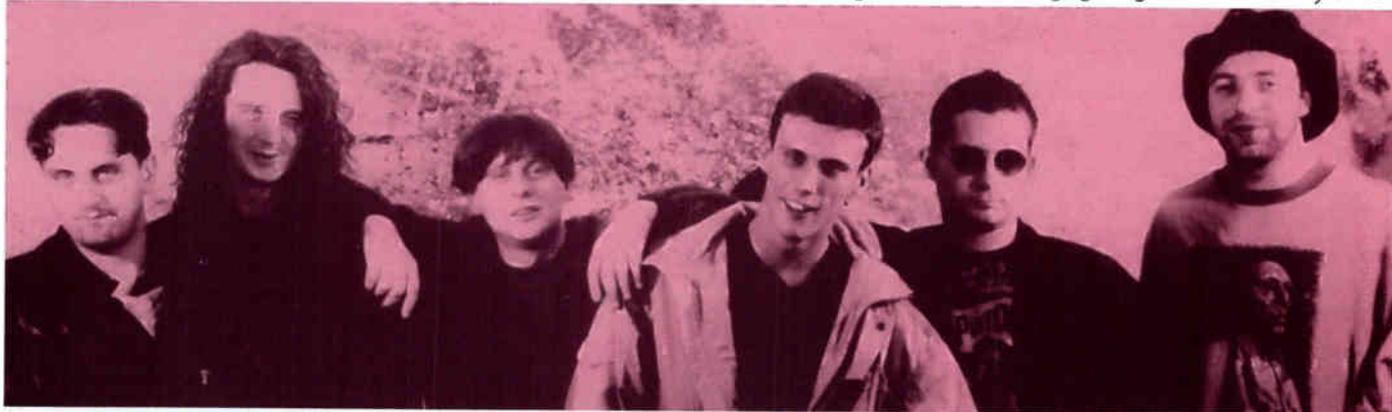
#### Amid all the soul and house sounds on the album, there's actually a Donovan tribute!

We got asked last year what tape we listened to most on tour. So we told 'em, about 8 o'clock in the morning, after we had been listening to that electronic stuff all night, we used to put on Donovan's greatest hits because it was dead mellow and everyone really got into it. We had him support us over here on tour. As far as we were concerned, he wasn't there for the audience — we wanted to see Donovan ourselves, so we got him to open for us.



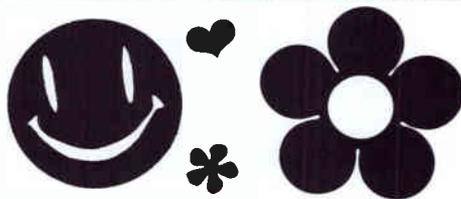
#### Did you always want to be in a rock group?

We only started the band because we liked getting stoned. When I was 20, we were sitting in a room banging bongo drums and totally off our



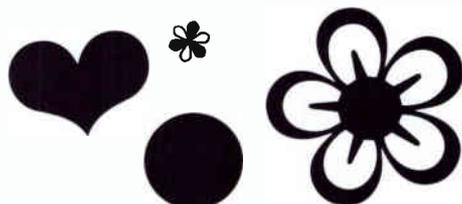
#### Your band has become closely associated with the Manchester scene. Has that been a help or a hindrance in trying to break the States?

When [the Manchester scene] started off, it had nothing to do with bands like Inspiral Carpets, the Stone Roses or us. In 1987, a load of Ecstasy came into Manchester, and it became the big capital for the drug in England. We put on loads of illegal parties by breaking into old, abandoned warehouses. In London, police busted those parties, but in Manchester they just left every-one alone.



**"Some of the gigs we did were pure shit, but because the atmosphere was pretty wild from us selling everybody Ecstasy, we got good write-ups."**

boxes. We were only doing it for ourselves, just having fun. Nobody was interested in signing us. We got a deal with Factory Records in 1985 because of this rich geezer who owned a shop in a mall. We used to sell pot to him and he'd sell us jeans cheap, but he knew a guy at Factory, so he just told him, "I want you to do these lads a favor. They want to make a record."



# THE BEAUTIFUL SOUTH

# HAPPY MONDAYS

# THE SISTERS OF MERCY

"MY BOOK"

"LOOSE FIT"

"DETONATION BOULEVARD"

HUGE  
\*!@\$\_-IN'  
PHONES!

THE BRAND NEW  
SINGLE FROM

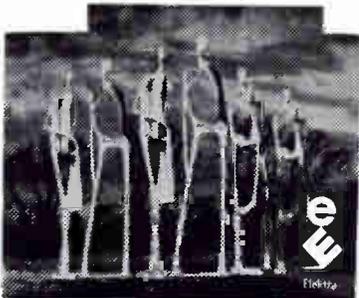
NME, MELODY  
MAKER,  
SOUNDS, & Q'S

"BEST ALBUM  
OF THE YEAR"

FIRST U.S. TOUR  
IN 5 YEARS!

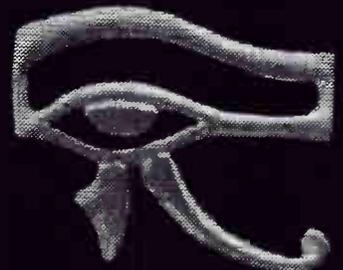
COMING  
MARCH - APRIL

## THE BEAUTIFUL SOUTH CHOKE



## HAPPY MONDAYS PILLS N' THRILLS AND BELLIES

## THE SISTERS OF MERCY: VISION THING



#9 - POST MODERN

#8 - POST MODERN

With the gloriously gloomy Andrew Eldritch helming its dark sonic ride, post-punk pop stars Sisters of Mercy first started blazing the doom-rock trail in England in the early '80s. Guitarist Wayne Hussey and bassist Craig Adams defected in '86 to form Mission UK, leaving leadman Eldritch and the drummer — a rhythm machine dubbed "Doktor Avalanche" — to "their" own happy devices. Residing in and out of Germany, Eldritch calls the band's previous album, "Floodland," "lyrically a very wet record... Hamburg is a very wet place, it's got a lot of canals." Theatrical, ironic and uncontrollable, his newest, "Vision Thing," juxtaposes tactile prose with roaring rock, and is to Eldritch, "a very bright record in a very dark world." Permitting the light to fall across his razor-sharp cheek bones, the Brit-born Eldritch smokes cigarettes, quaffs a beer and lets loose his tongue on the state of Sisters, as HITS' own Goth-gal Sharl "Arrivederci" Roman laps it up.



**Sisters of Mercy has carried some pretty weighty labels — among them Goth Rock, Danceable Doom Rock and Dance Floor Apocalypse. How do you feel about it?**

[Groaning.] Ugh. Goth rock. The G-word. It feels like a milestone, a dead albatross. I don't know how much it's helped. I do know how much it's hurt. They don't play our records on the radio because they think no matter how good the records are, we just don't fit into "their format." I see no reason why the kind of people that buy a Heart record shouldn't like our records. If people don't wish to be bothered with all the subtext, ignore that and it's still a good record — just straight-ahead rock music. I'd like to have people think of Sisters as REM, only a little louder.

**You're planning to tour in the spring. Didn't you once say that you would never tour the United States because it was unworthy of Sisters?**

What I said was, I'd never tour again period. I never said the U.S. was unworthy, but it's true. Why? I don't know. You tell me why in such a huge country no one buys our records. People have also said, "How can you tour when you don't have a drummer? How can you be a serious band?" Well, I say, "What about Depeche Mode?" — who I think are a great rock band, by the way. They're so wonderfully, wonderfully pervy. If I sang half that shit, I'd be banned everywhere.

**You sound pissed off.**

I won't pretend that I'm happy to be considered alternative or the G-word.

**It's been two years between "Floodland" and "Vision Thing."**

**Why so long?**

Basically, I didn't feel like making a record. There are a lot of people who make records every year just because their accountants tell them to. I think that if you've got nothing to say for a while, you should shut the fuck up. Or if you've got something to say and you can't work out a way to say it — you should shut the fuck up. Records have got to be about life, and if you just keep making records and never take time off to live a little, what the fuck are you going to write about?

**What did you want to say with "Vision Thing"?**

I don't see why I should have to explain the subtext — but there are quite a few references to my favorite leisure pursuit.

**And what would that be?**

Sorry state troopers everywhere, I'm not putting that on tape. As far as subtext goes... there's a wonderful kind of arrogance to this record that I really like. Retribution, sex, violence, politics and religion are common themes. All of them fun things.

**Are you arrogant, or is it that you're just perceived as such?**

I don't suffer fools gladly. People think just because you wear leather trousers you have to be dumb. If people treat me with respect, I treat them with respect. If they don't, yeah, I give them a hard time and I make no apologies for that.

**You wear a wedding ring. Are you married? It's sort of difficult to envision you as a family man.**

No, I'm not married. This ring on my finger is a lesson to me.

**Something dark and unfathomable?**

No. Something dark and about five foot nine. ♣

**spooner : tomorrow never comes**

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KUNV 41-26  
KUKQ 36-29 (Heavy)  
WECI 35-29  
WXRT 52-32  
KTAO 46-33  
X15 41-38  
KSJS Deb 38  
WWCD 41-44  
KACV Deb 49  
WHTG 66-51  
KTCL Deb 51  
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KUCI Med  
KUT Med  
WWVU Med  
WMAD Med

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KJHH  
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*"Love the sound... this band will sell some music."*

**Jim Eskew/PD  
WRLT-FM, Nashville**

*"Doug Erikson is probably one of the best songwriters in the mid-west... they are genuinely nice guys and that shouldn't go un-noticed."*

**Paul Marszalek/MD  
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*"Instantly accessible! When I hear this record I stop whatever I'm doing and listen!"*

**Jami Karr/PD  
KACV, Amarillo**

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**CHAMELEON  
RECORDS**

# POST MODERN

## POMO PICKS

Edited by Karen Glauber

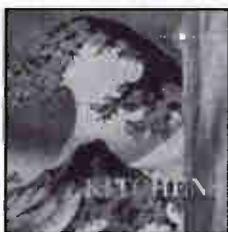


**Butthole Surfers, "Piouhgd" (Rough Trade):** At last, the long awaited "sell out" record from one of the most consistently uncompromising bands in life. And guess what? "Piouhgd" (pronounced P.O.-ed) is completely brilliant. Radio has been quick (relatively) to jump on the "Hurdy Gurdy Man"

bandwagon, but it's the rest of the album that showcases Gibby and Co. at their finest. Hearing "Golden Showers" and "Lonesome Bulldog (parts I-IV)" is like grabbing for the brass ring on a carousel moving at warp speed. Awesome.

**Kitchens Of Distinction, "Strange Free World" (A&M):**

The buzz on this band has far exceeded anything since the release of the first domestic Sugarcubes LP. "Drive That Fast," the first single, has utterly enraptured the PoMo world, and other tracks such as "Railwayed" and "Asprayed," with their chiming guitar melodies countered against a storm of feedback, recall the finest of Echo and other UK faves. "Strange Free World" is a romantic and brilliant soundtrack to the state of suspended animation. This is a distinctive record from a splendid group.



**Book Of Love, "Candy Carol" (Sire/WB):** On their third LP, Book of Love still displays the breezy melodies and rhythm that endeared them to the PoMo and Dance world, but the music has evolved into a denser, layered miasma of keyboards and vocals. "Wall Song" is a perfect example of the band's

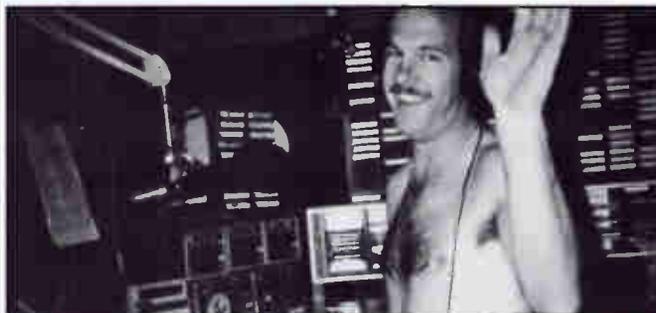
ever-expanding growth. Still, sunshine and love are the themes that persevere, setting up "Alice Everyday" to be the "feel-good" hit of the year and the LP, "Candy Carol," to fill the bright void left by those other New Yorkers, the B-52's.

**Gerardo, "Mo' Ritmo" (Interscope) :**

You may think I'm kidding when I assert that Gerardo is preternaturally Post Modern. Produced by that "maniac" Michael Sembello, "Mo' Ritmo" is kitsch, it's cool, and it has some of the most inventive lyrics since Robyn Hitchcock saw his first crustacean. To wit, "My addiction has to do with the female species/I eat 'em raw like sushi." More macho than Big Dipper, more explicit than G.G. Allin, and sexier than Sting, Gerardo is a multilingual PoMo hero for the Nineties. Suave.



## POMO MUGS



**IVANA'S GUT OF THE WEEK, PT II:** After the terrific initial response to the shot of **First Warning** geek **Doug Schoemer** in all his gluttonous glory, we present the second in what hopefully won't become a regular feature. This week's Twinkie stuffing, vomit-inducing stud is **91X** morning man **Mike Berger**, who certainly could make a few heads turn, couldn't he ladies? Anyone got any shots of **Tad** in his skivvies?



**KIDS WON'T FOLLOW WHEN THEY'RE TORN APART:** Hey! Look kiddies! A **Mats** reference and a **Goo Goo Dolls** reference in the same kicker! I went to college for this? Here's the **Posies** again. (Hey **John**, is that a stack of quarters in your hand, or are you just happy to see **Barb Bausman**?) I know. This gag is as old as my-boyfriend-took-this-photo schtick, but you don't mind, do you? Would you rather see another photo of **Leshay**?



**BEV CHIN MADE ME RUN THIS PHOTO THAT MY BOYFRIEND DIDN'T TAKE:** You know, **Bev** and me go way, way back. I remember how happy she was when **Karen Glauber** signed old **Robyn Hitchcock** to his deal at **A&M**. Many thought she was crazy, but old **Bev** just knew **Karen** would turn out to be a genius! So as a favor to **Bev** and **Karen**, I just had to run this great trade shot of **Mr. Hitchcock** visiting the fine folks at **WHFS**. Isn't it lovely? Rumor has it that **Karen** changed her name to **Ivana B. Alone** and hasn't been seen in ages.

"THEY'RE THE BEST MENTAL HEALTH MONEY CAN BUY. AND I SHOULD KNOW."

--REV. DR. NEON FLESHBISCUIT

ORDAINED MINISTER, CHURCH OF THE SUBGENIUS

LAME MONKEY MANIFESTO



# THE JUDYBATs

## "NATIVE SON"

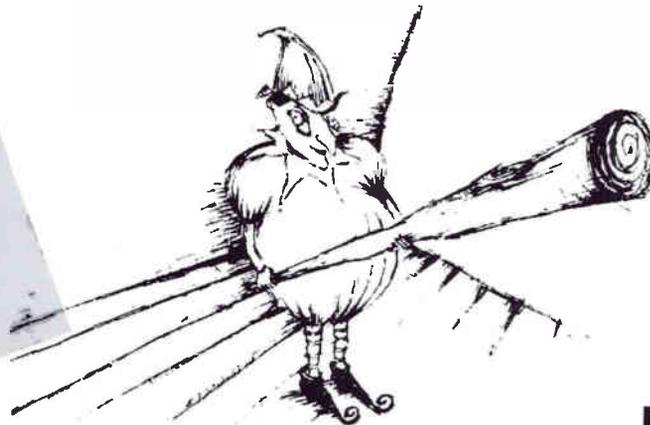
PRODUCED BY RICHARD GOTTEHRER CO-PRODUCED AND ENGINEERED BY JEFFREY LESSER  
FROM THE ALBUM NATIVE SON

ALSO FEATURING THE TRACK

"SHE LIVES (IN A TIME OF HER OWN)"

2nd Week MOST ADDED!  
Already Up At Bat:

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WHFS, WRAS, WMDK, WRSI,  
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91X, KJJO, KUNV, KTCL,  
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# LUSH

**"I didn't know what the hell I was gonna do — I figured I'd have to get a really bad job as a waitress or something."**

# L I F E

Miki Berenyi, the waifish 23-year-old frontwoman of U.K. sensation Lush, is onstage at a San Francisco soundcheck, staring blankly at her out-of-tune guitar. "I don't know what the fuck I'm doing," she bleats like a lost lamb, and a helpful soundman quickly gets the instrument ready. Minutes later, the four-piece group breaks into a rhapsodic, ringing readout of one of its more upbeat numbers, and Berenyi — eyes closed, her short red hair bobbing to and fro over her parka hood — is suddenly singing and strumming like an arena pro. This night-and-day switch neatly sums up Lush's short Cinderella career. Three years ago, Berenyi and her pal Emma Anderson were just a couple of English Lit majors dreading their eventual emergence into the London rat race. Their solution? To form a band. Now, after two EPs for the British 4AD label, Lush's music has finally been released stateside in a Reprise collection called "Gala." With much of the material buffeted by the Cocteau Twins' Robin Guthrie, it's easy to hear why Berenyi wound up an overnight celebrity in the British pop press. Sloppy though Lush may claim to be, there's some twisted primeval spark at work in their music. Anderson and the rhythm section of drummer Chris Acland and bassist Steve Rippon worked out on another tune while Berenyi, as animated as a snack-hungry chipmunk and puffing nervously on a cigarette, explained her wacky history in boldface terms to **HITS'** own NoCal SloMo PoMo Tom "One If By" Lanham "Two If By Sea."

**Okay, an obvious one — why form a band at all if you didn't know how to play?**

Nearly everyone I knew in London was in a band, and ever since I was 13, I was going out to see bands all the time. Plus there was this phase in British music where they touted the so-called "Shambling Bands," like us and the Shop Assistants. It was groups who weren't very good musicians — playing three chords not very properly — but we still went up and did it. **None of the original members were musicians?**

Chris could actually play, but when we asked Steve to play bass, he'd never played the instrument in his life.

He had six weeks before our first gig to learn to play all the songs. I didn't want to sing — I couldn't sing. We used to have this girl singing for us and she left, so we advertised for singers and they were all just complete lunatics. We figured one of us would have to sing, and Emma immediately said, "I'm not fuckin' singing!," so I had to.

**Did you ever think you'd get this far?**

We just wanted to be in a band. We saw as far as getting a record out on an independent label, but I never dreamed we'd be on 4AD.

**What was the group's big break in the early going?**

By February of '89, we'd gotten a lead review in *Melody Maker*. Of course, all the major record companies started phoning and coming to see us, so we got a lot of coverage suddenly. But we were really bad live — absolutely abysmal. A couple of people who came to see us could see that we actually had songs — we just couldn't play them very well.

**So when did [4AD head] Ivo finally see you?**

We'd made a demo that 4AD was interested in. At the time, we played a London concert with the Pale Saints, who went on first and just completely blew us away. They were so perfect and there we were — out of tune, amps not turned on and vocals all over the place. Ivo came to see us about three or four more times before he was convinced to sign us — and even then he wasn't so sure. He only agreed to let us do a demo, so we did three songs and that was the first side of our debut EP, "Scar." Then we did three more and he put it out. So really, our first record was just demos. I still don't think Ivo's very sure about whether he likes us or not.

**Aside from the accent on heavy guitar, what exactly is a Lush song?**

You know, we find it quite difficult to write. I've heard Charles from the Pixies will tour, and then he'll write 30 songs really quickly. I could never do that, but I still don't think we've found the formula for what our songs are yet.

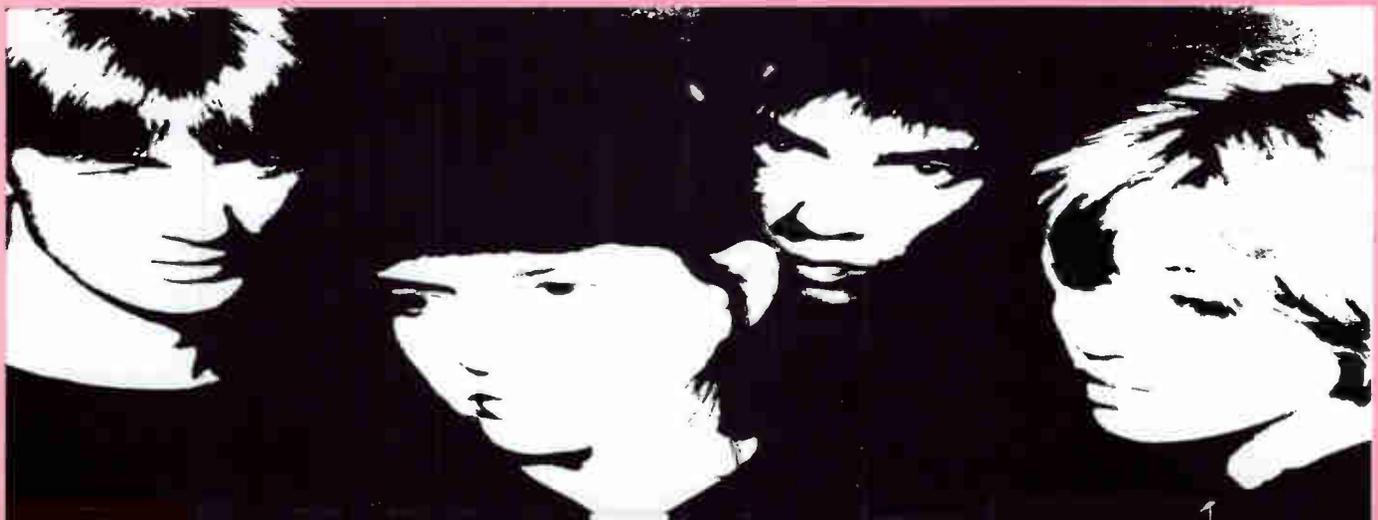
Other bands have played together for years and had a chance to develop, but we never had that. We had six songs and suddenly 4AD put them on a record. Maybe when we've done a proper album, we'll have more of a trademark sound.

**It's very hard to pinpoint your influences. What are they?**

All four of us are into completely different sorts of music. Emma was into airy music like the Cocteau Twins, Chris is totally into punk bands, Steve's into '60s types like Bob Dylan and the Byrds. I used to be into all that punky garage stuff.

**It sounds like you're gradually developing your own voice as a singer. I don't like listening to it very much. It's just a necessity when I go onstage. But I don't think I'll ever think of myself as a singer.**

**What would you have done after graduation if Lush hadn't taken off?** I've never had a job in my life. I refuse to work — and that's why I went to college. Then I thought, "Oh God... I can't make a living out of this band," because we weren't doing anything really, just playing little gigs. I didn't know what the hell I was gonna do — I figured I'd have to get a really bad job as a waitress or something. But I was really lucky, because as soon as I finished, that's when we did "Scar." Which was just totally brilliantly timed.



**UN BELIEVABLE**

**EMERSON**

DOMESTIC 12" AND CD5 RUSH RELEASED FEBRUARY 18TH.

© 1991 EMI Records USA

**EMI**

*All I want is you* 387-7084



Surface

The new hit and follow-up to their No. 1 gold smash, From

**The First Time.**

**3 DEEP**

45772

a collection of songs to last a lifetime.

All you need is SURFACE.

On Columbia.

Produced by Surface  
Direction: Cole Classic Management



# JAMS

**#1 BLACK SINGLE**  
BEL BIV DEVOE "When Will..." MCA

**#1 BLACK ALBUM**  
MARIAH CAREY "Mariah Carey" Col

**#1 RAP ALBUM**  
LL COOL J "Mama Said..." Def Jam/Col

**#1 QUIET STORM**  
KEITH SWEAT "I'll Give..." Elek

Motown Kiddies Burn With "Iesha"

# ANOTHER SMASH!



On the 19,876th day, God made HITS. The people wept, and pleaded "Do we really need ANOTHER BAD CREATION?"

Obviously the folks at Motown think so. They're bettin' that these little tykes will follow in the footsteps of the Jacksons and New Edition and make them very, very rich.

Like half the wax on the charts, "Iesha" has a New Edition connection. The group was formed by Michael Bivins, and have the trademark BBD New Jack in-your-face attitude.

The record is gettin' over like Rover, propelled by the early buzz they created at BET that enabled Motown Promo kingpin Paris Eley and his team to pump it hard across the lower 48, leavin' a trail of Top 10s in their wake. It's also been workin' in the clubs, indicating an appeal that reaches beyond their natural teen base.

Now that they have executed the set-up perfectly, the folks at Motown are ready for the slam dunk. Initial orders for the LP have tripled since the single's release, and ABC look poised to do serious damage at the registers. Besides wanting to stuff them in her purse and take them home, Arleen Peoples of Bernard's in Atlanta reports gettin' a slew of advance requests for the disc.

This one's outta' here!

## HOT NEW RELEASES

**B. N. HEAVIES**  
*Dream Come...*  
Delicious Vinyl 6653

**C&C MUSIC**  
*Here We Go*  
Col CSK 73690

**SHEILA E.**  
*Sex Cymbal*  
WB 4651

**LA RUE**  
*Serious*  
RCA 2760-2

**L. GROUP**  
*The Real Deal*  
H'Wood HB 610-50-2

**MOVEMENT EX**  
*United Snakes Of...*  
Col CSK 2268

**MICA PARIS**  
*Contribution*  
Island 6652

**PEBBLES**  
*Backyard*  
MCA 45-1182

**PENDERGRASS**  
*It Should've Been...*  
Elektra 8300-2

**SOCIALISTIKS**  
*You Are My...*  
Priority 07297

# BLACK SINGLES

## THE TOP THIRTY

2W	LW	TW	ARTIST	TITLE	LABEL	2W	LW	TW	ARTIST	TITLE	LABEL
9	4	1	BELL BIV DEVOE	<i>When Will I See...</i>	MCA	22	19	16	ALEXANDER O'NEAL	<i>All True Man</i>	Epic/Tabu
5	3	2	MICHEL'LE	<i>Something...</i>	Atco/Atlantic	20	18	17	ANITA BAKER	<i>Fairytales</i>	Elektra
12	7	3	WHITNEY HOUSTON	<i>All The Man That...</i>	Arista	27	23	18	TARA KEMP	<i>Hold You Tight</i>	Giant
1	2	4	C&C MUSIC FACTORY	<i>Gonna Make You Sweat</i>	Columbia	30	22	19	FREDDIE JACKSON	<i>Do Me Again</i>	Capitol
2	1	5	KEITH SWEAT	<i>I'll Give...</i>	Vin/Elektra	15	14	20	BLACK BOX	<i>I Don't Know...</i>	Decon/RCA
11	10	6	RUDE BOYS	<i>Written All Over...</i>	Atlantic	18	17	21	TONY TERRY	<i>Head Over Heels</i>	Epic
4	5	7	EN VOGUE	<i>You Don't Have...</i>	Atlantic	-	24	22	JOHNNY GILL	<i>Wrap My Body Tight</i>	Motown
10	9	8	ANOTHER BAD CREATION	<i>Iesha</i>	Motown	29	25	23	HOWARD HEWETT	<i>I Can't Tell You....</i>	Elektra
3	6	9	LL COOL J	<i>Around The Way Girl</i>	Def Jam/Columbia	-	28	24	GUY	<i>Let's Chill</i>	Uptown/MCA
8	8	10	OLETA ADAMS	<i>Get Here</i>	Fon/Mercury	-	27	25	M.C.HAMMER	<i>Here Comes The .....</i>	Capitol
17	13	11	TRACIE SPENCER	<i>This House</i>	Capitol	-	30	26	RALPH TRESVANT	<i>Stone Cold Gentleman</i>	MCA
16	15	12	LEVERT	<i>All Season</i>	Atlantic	-	29	27	DIGITAL UNDERGROUND	<i>Same Song</i>	Tommy Boy/Rep
25	16	13	O'JAYS	<i>Don't Let Me Down</i>	EMI	-	-	28	B.D.KANE/B.WHITE	<i>All Of Me</i>	Cold Chillin/Rep
26	20	14	HI-FIVE	<i>I Like The Way...</i>	Jive/RCA	-	-	29	GERALD ALSTON	<i>Getting Back To Love</i>	Motown
23	21	15	MARIAH CAREY	<i>Someday</i>	Columbia	28	26	30	SAMUELLE	<i>Black Paradise</i>	Atlantic

(Based on a combination of radio airplay and retail sales)

BOYS *Motown*  
TEDDY PENDERGRASS *Elektra*

SURFACE *Columbia*  
LA RUE *RCA*

### MOST ADDED

MICA PARIS *Island*  
AL B. SURE! *WB*

SPECIAL GENERATION *Capitol*  
HERB ALPERT *A&M*

**LESS CHATTER, MORE PLATTER:** The record companies are rollin' out the JAMS in record numbers these days, but despite fears of over-saturation, radio seems to be both responsive and elated at their many choices. The soundtrack to "New Jack City" (*Giant*) is EXTRA-HYPE, and is creating a genuine buzz around the industry. The first single, Christopher Williams' "I'm Dreaming," looks like a potential TOP 10 HIT, and hot on its heels will be the rapid-fire rhyming of Ice-T's "New Jack Hustler," which is sure to ignite dancefloors. The list of participants on the LP is AMAZING, with Johnny Gill, Al B. Sure, Levert, Troop, Guy, 2 Live Crew, Keith Sweat and Queen Latifah all checking in. Put simply, a SMASH.... Radio is all over the latest Teddy

## THE 411

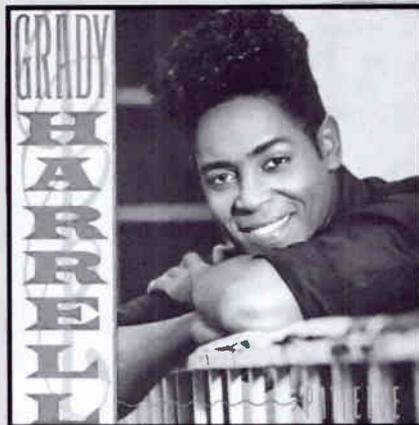


By Graham Armstrong

Pendergrass JAM "It Should've Been You," as well as Surface's "All Of You," Phil Perry's on time cover of Aretha's classic "Call Me," and Motown continues to live up to its "Sound Of Young America" tag as the Boys "Thanx 4 The Funk" is the Most Added JAM at radio this week.... Mica Paris is holding her own with "Contribution," and radio seems to be getting an early jump on La Rue's "Serious," Special Generation's "Spark Of Love," Loose Ends' "Cheap Talk," Al B. Sure's "No Matter What You Do" and Janet Jackson's "State Of The World".... On the LP tip, Alex O'Neal's "All True Man" has MEGA-HIT written all over it. Our favorites include the PERFECT Quiet Storm JAM "Hang On," "Sentimental," and "Shame." Later.

# THIS PAGE HAS HITS WRITTEN ALL OVER IT

GRADY HARRELL



**"PATIENCE"** Here's the Grady Harrell single you've been waiting for. It's called "Patience" and it has lots of virtues. Simmering, soulful vocals, a captivating lyric, and grooves so seductive you can't wait to play "Patience"—from the album "Romance Me,"—again and again.

HI-FIVE



**"I LIKE THE WAY (KISSING GAME)"** This is HI-Five's hit, produced by Teddy Riley. It's one of the most added singles at Urban radio, and the song that's going to drive their premiere album, "Hi-Five," to platinum and beyond.

LA RUE



**"SERIOUS"** La Rue has a serious hit on their hands with their new single, "Serious," remixed by Vassal Benford and W.B. Smooth. It's a song with a serious beat and a serious groove, from their new album everyone will be taking seriously, "Do It For Love."

ON THE RCA RECORDS LABEL  
CASSETTES, COMPACT DISCS AND ALBUMS.

THE RCA RECORDS LABEL—IT ALL ADDS UP TO ONE.



# ALBUMS

## BLACK ALBUMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	<b>MARIAH CAREY</b>	<i>Mariah Carey</i>	Columbia
2	2	2	<b>MC HAMMER</b>	<i>Please Hammer...</i>	Capitol
3	3	3	<b>WHITNEY HOUSTON</b>	<i>I'm Your Baby...</i>	Arista
5	4	4	<b>C&amp;C MUSIC FACTORY</b>	<i>Gonna Make You Sweat</i>	Columbia
4	5	5	<b>GUY</b>	<i>The Future</i>	Uptown/MCA
6	6	6	<b>JANET JACKSON</b>	<i>Rhythm Nation</i>	A&M
12	8	7	<b>BELL BIV DEVOE</b>	<i>Poison</i>	MCA
7	7	8	<b>RALPH TRESVANT</b>	<i>Ralph Tresvant</i>	MCA
9	11	9	<b>EPMD</b>	<i>Business As Usual</i>	RAL/Columbia
10	12	10	<b>ICE CUBE</b>	<i>Kill At Will</i>	Priority
11	9	11	<b>DIGITAL UNDERGROUND</b>	<i>This Is An E.P...</i>	Tommy Boy/Rep
14	13	12	<b>KEITH SWEAT</b>	<i>I'll Give All...</i>	Vin/Elektra
-	-	13	<b>ALEXANDER O'NEAL</b>	<i>All True Man</i>	Epic/Tabu
15	14	14	<b>TONY, TONI, TONE</b>	<i>The Revival</i>	Wing/Mercury
-	-	15	<b>OLETA ADAMS</b>	<i>Circle Of One</i>	Fon/Mercury

(Based on retail sales)

## RAP ALBUMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	2	1	<b>LL. COOL J</b>	<i>Mama Said Knock...</i>	Def Jam/Columbia
4	1	2	<b>DIGITAL UNDERGROUND</b>	<i>This is an E.P...</i>	Tommy Boy/Rep
2	3	3	<b>EPMD</b>	<i>Business As Usual</i>	RAL/Columbia
3	4	4	<b>ICE CUBE</b>	<i>Kill At Will</i>	Priority
5	5	5	<b>CANDYMAN</b>	<i>Ain't No Shame...</i>	Epic
7	6	6	<b>FATHER M.C.</b>	<i>Father's Day</i>	Uptown/MCA
9	9	7	<b>MAGIC MIKE &amp; ROYAL</b>	<i>Bass Is The Name...</i>	Cheetah
-	-	8	<b>STETSASONIC</b>	<i>Blood Sweat...</i>	T.Boy
8	8	9	<b>THE 2 LIVE CREW</b>	<i>Live In Action</i>	Effect/Luke
11	12	10	<b>RUN DMC</b>	<i>Back From Hell</i>	Profile
10	10	11	<b>NWA</b>	<i>100 Miles And...</i>	Ruthless/Priority
6	7	12	<b>TOO SHORT</b>	<i>Short Dogs In The...</i>	Jive/RCA
13	11	13	<b>VICIOUS BASE</b>	<i>Back To Haunt You</i>	Cheetah
12	13	14	<b>D.J. KOOL</b>	<i>The Music Ain't...</i>	Creative Funk
-	-	15	<b>GANGSTARR</b>	<i>Step In The Arena</i>	Chrysalis

(Based on retail sales)

**FUN IN THE SUN:** We sincerely hope that everybody has recovered from the **Power Jam II** convention. There were lots of stories, but the juiciest dirt definitely occurred away from the main convention hall, and involved *three* women and a certain exec.... Ah, we can't print **THOSE** stories in this fine family periodical. Congrats go out to award winners **Sylvia Rhone**, **Ernie Singleton**, **Hank Spann**, **Jack The Rapper**, **Frankie Crocker**, and the many others that went home with plaques.... Now that we've juiced the competition, let us take this opportunity to reiterate that we **STILL** are the worst... Speaking of **Sylvia**, we have to wonder whether her first **MAJOR** coup as a label President looms over the horizon.... Is it a matter of days before a hot young promo gunslinger gives in to the advances of a hot new label? Negotiations and schmoozing sessions were going down almost daily during the convention.... It looks like upcoming indie Rap promo man **Jeff Trotter** is high on the list of desirable

## INSIDE DOPE

rap execs these days. Look for action soon.... **Teddy Riley** is working on a new **Soul Train** theme. Look for a possible debut on their awards show.... **Bobby Brown** will be touring Japan with **Whitney** and a number of other heavies.... **Juanita Stephens** will **NOT** be working with **Heavy D** as previously reported. Sorry about that. We've already shot our source.... In Radioland, **KACE** goddess **Lisa Lipps** puckers up and blows into the Big Apple to do mornings at **WBLS**. No word on a replacement yet. **Tony Gray** is consulting the New York powerhouse.... **Gary Young** busts out of Richmond's **WCDX** to take the PD job at **WHJX** Jacksonville.... At Philly's **WDAS**, **Tanya Byrd** is the new Music Asst. to **Pat Jackson**.... **Ramone Hervey** and **Bill Hammond's** Los Angeles nightclub **R&B Live** is **BOOMIN'** every Wednesday night, jampacked with celebs and industry weasels. Make reservations in advance.... **EVERYBODY'S TALKIN'** — **Keith Willis**, **Manny Bella** and **Frankie Crocker**.

# Get behind this

or get out  
of the way...

## b angie b

has come to  
urban radio  
and now there's  
no lookin' back

"I don't want to lose your love"

**B Angie B** steps out from M. C. Hammer's posse to give you a taste of her vocal punch and r&b style on this remake of the Emotions classic hit. The first single and sizzling video from her debut album **B Angie B**.

On Bust It/Capitol cassettes, compact discs and records

Produced by James Earley Executive producers:  
M. C. Hammer and Louis K. Burrell



© 1991 Capitol Records

# QUIET STORM

## ALBUMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	<b>WHITNEY HOUSTON</b>	<i>I'm Your Baby...</i>	Arista
2	2	2	<b>GUY</b>	<i>The Future</i>	Uptown/MCA
-	5	3	<b>BELL BIV DEVOE</b>	<i>Poison</i>	MCA
4	4	4	<b>KEITH SWEAT</b>	<i>I'll Give All...</i>	Vin/Elektra
6	7	5	<b>OLETA ADAMS</b>	<i>Circle Of One</i>	Fon/Mercury
7	8	6	<b>FREDDIE JACKSON</b>	<i>Do Me Again</i>	Capitol
13	11	7	<b>SURFACE</b>	<i>3 Deep</i>	Columbia
8	10	8	<b>LEVERT</b>	<i>Rope A Dope Style</i>	Atlantic
-	-	9	<b>RUDE BOYS</b>	<i>Rude Awakening</i>	Atlantic
5	6	10	<b>TONY, TONI, TONE</b>	<i>The Revival</i>	Wing/Mercury
9	9	11	<b>ANITA BAKER</b>	<i>Compositions</i>	Elektra
-	14	12	<b>WHISPERS</b>	<i>More Of The Night</i>	Capitol
11	12	13	<b>PEBBLES</b>	<i>Always</i>	MCA
3	3	14	<b>RALPH TRESVANT</b>	<i>Ralph Tresvant</i>	MCA
-	-	15	<b>ALEXANDER O'NEAL</b>	<i>All True Man</i>	Epic/Tabu

(Based on retail sales)

## SOFT & WARM



**STORM WATCH:** Ladies and gentlemen, meet KKDA Dallas' Peter Arnell (p). The poor guy hasn't had a decent laugh in years (*and you can bet we aren't going to change that!*). The only thing that gets him excited are Quiet Storm records, and talkin' about local bands that are gettin'

over on his station, so who are we to suggest another topic? (*Actually, we really wanted to talk about body hair, but that's another story.*) KKDA was all over the warm and sensitive Vanilla Ice early, and Arnell tipped us to the newly-signed Fingerprints, along with local successes the Wooten Brothers, Mac Band, and his favorite, S & S, an unsigned duo that has been constantly pullin' in #1 phones on the merit of their demo "It Was You." If you can make Peter laugh, call him at the station. Then call us. Please.

## RADIO AIRPLAY

2W	LW	TW	ARTIST	TITLE	LABEL
2	1	1	<b>KEITH SWEAT</b>	<i>I'll Give All...</i>	Vin/Elektra
5	3	2	<b>BELL BIV DEVOE</b>	<i>When Will I See...</i>	MCA
7	5	3	<b>MICHEL'LE</b>	<i>Something In My...</i>	Atco/Atlantic
9	7	4	<b>WHITNEY HOUSTON</b>	<i>All The Man...</i>	Arista
10	9	5	<b>LEVERT</b>	<i>All Season</i>	Atlantic
15	8	6	<b>RUDE BOYS</b>	<i>Written All Over...</i>	Atlantic
1	2	7	<b>PEBBLES/BABYFACE</b>	<i>Love Makes...</i>	MCA
4	6	8	<b>OLETA ADAMS</b>	<i>Get Here</i>	Fon/Mercury
11	10	9	<b>TONY TERRY</b>	<i>Head Over Heels</i>	Epic
12	11	10	<b>ANITA BAKER</b>	<i>Fairytales</i>	Elektra
3	4	11	<b>TEENA MARIE</b>	<i>If I Were...</i>	Epic
18	18	12	<b>GUY</b>	<i>Let's Chill</i>	Uptown/MCA
16	12	13	<b>FREDDIE JACKSON</b>	<i>Do Me Again</i>	Capitol
21	13	14	<b>HOWARD HEWETT</b>	<i>I Can't Tell...</i>	Elektra
22	19	15	<b>GERALD ALSTON</b>	<i>Getting Back To Love</i>	Motown
-	25	16	<b>B.D.KANE/B.WHITE</b>	<i>All Of Me</i>	Cold Chillin/Rep
-	-	17	<b>WHISPERS</b>	<i>Is It Good To You</i>	Capitol
6	17	18	<b>SURFACE</b>	<i>The First Time...</i>	Columbia
-	20	19	<b>TROOP</b>	<i>I Will Always...</i>	Atlantic
-	23	20	<b>GEOFF MCBRIDE</b>	<i>Doesn't That...</i>	Arista
23	21	21	<b>O'JAYS</b>	<i>Don't Let Me Down</i>	EMI
-	24	22	<b>ALEXANDER O'NEAL</b>	<i>All True Man</i>	Epic/Tabu
-	-	23	<b>MARION MEADOWS</b>	<i>Real Thing</i>	RCA
-	-	24	<b>AL B.SURE!/D.ROSS</b>	<i>No Matter What...</i>	WB
-	-	25	<b>BLACK FLAMES</b>	<i>Let Me Show You</i>	OBR/ Columbia

(Based on radio airplay)

# FLIX



**MO' BETTER BLUES:** When legendary bluesman Roy "Guitar" Gaines stopped by the new ultra-chic L.A. nightspot R&B Live, he expected glitter and glitz. Instead, all he saw was the JAMS staff hunched over our tables praying for more free drinks. We have no shame, and as the rounds kept flowing, we kept promising more and more editorial space. The club thought it was gettin' a great deal. Please don't tell them that we don't really work for Jack The Rapper.



**BLEW BY YOU:** Here's the lovely journalist Pascale Lanfranchi sandwiched between the big winners at the American Music Awards. Hammer picked up too many awards to mention, but our own JAMS supremo Graham Armstrong didn't do so bad himself. He picked up three parking tickets, a stray dog, and was the lucky recipient of at least a half-dozen spilled drinks. Graham loves parties! Why not invite this industry titan to your next event?



**BLUE MAGIC:** Yet another shot of the wonderful performers that graced the stage of R&B Live. Joe Sample's in the house! Randy Crawford's in the house! The Earth, Wind, & Fire Horns are in the house! And the JAMS staff are.... under the table with blank expressions on our faces. Boy are we havin' fun! Want to party with us? C'mon. We'll pay you!



**BLUES IN G:** When legendary crooner Al Jarreau stopped by at R&B Live, you knew it was an event. When you found out that we were there, you knew someone was bribed. BIG TIME!



**GETTIN' THE BLUES:** Just look at how happy these fine, fine young men in Hi-5 are to be visiting the legendary Mr. Blues Record Shop in beautiful downtown Dallas, Texas. When owner Maurice Perry snaps his fingers, the stars come running. They have so much juice that Senators, Presidents, and Kings all stop by when they're in town. Do they come there for the excellent music selection? Nope. The low, low prices? Nah. They come here because they know that the people at this fine store talk to the industry giants here at HITS, and they want to absorb some of our greatness! If you believe that, we've got a fine, fine piece of land in downtown Sherman Oaks to sell you. It's real cheap. Like us.

# NEOBILLY

## ALBUMS

2W	LW	TW	ARTIST	TITLE	LABEL
1	1	1	<b>GARTH BROOKS</b>	<i>No Fences</i>	Capitol
2	2	2	<b>CLINT BLACK</b>	<i>Put Yourself In...</i>	RCA
4	3	3	<b>GARTH BROOKS</b>	<i>Garth Brooks</i>	Capitol
3	4	4	<b>REBA MCENTIRE</b>	<i>Rumor Has It</i>	MCA
5	5	5	<b>GEORGE STRAIT</b>	<i>Livin' It Up</i>	MCA
7	6	6	<b>VINCE GILL</b>	<i>When I Call...</i>	MCA
-	7	7	<b>KEITH WHITLEY</b>	<i>Greatest Hits</i>	RCA
8	8	8	<b>ALAN JACKSON</b>	<i>Here In The...</i>	Arista
13	12	9	<b>CLINT BLACK</b>	<i>Killin' Time</i>	RCA
10	15	10	<b>RICKY VAN SHELTON</b>	<i>RVS III</i>	Columbia
15	16	11	<b>MARK CHESNUTT</b>	<i>Too Cold At...</i>	MCA
12	11	12	<b>JUDDS</b>	<i>Love Can Build A...</i>	Curb/RCA
11	13	13	<b>SAWYER BROWN</b>	<i>Greatest Hits</i>	Curb/Capitol
-	-	14	<b>LEE GREENWOOD</b>	<i>Greatest Hits</i>	MCA
-	-	15	<b>GENE WATSON</b>	<i>At Last</i>	WB
-	-	16	<b>HANK WILLIAMS SR</b>	<i>40 Greatest Hits</i>	Polydor
-	20	17	<b>K.T. OSLIN</b>	<i>Love In A Small Town</i>	RCA
16	19	18	<b>PAM TILLIS</b>	<i>Put Yourself In...</i>	Arista
6	9	19	<b>PAUL OVERSTREET</b>	<i>Heroes</i>	RCA
-	18	20	<b>KATHY MATTEA</b>	<i>A Collection Of Hits</i>	Mercury

Based on retail sales.

## NEXT UP

- MIKE REID (Columbia)
- ATKINS/KNOPFLER (Columbia)
- AARON TIPPIN (RCA)
- MARTY STUART (MCA)

## HOLLYVILLE

### ALL THE NEOBILLY NAMES FIT TO DROP

by Holly Gleason, Nashville

Yo! The sincerest form of flattery is outright sucking up — and MCA's marketing mavens **Walt Wilson** and **John Day** have it cold, dropping the goddess' name and refusing to pick it up. But obscure references to me aren't the reason to call the "Use It, It's Free" product information line at 800-755-6671. Nah, call 'cuz they tease you with music and news with a truly "Twin Peaks" approach. Plus, they let you — *yes, you* — talk back... **Ray Benson's** trapped **Dolly Parton** at Nightengale Studios, where they're working on the soundtrack for "The Big T," the t.v. movie where Parton plays the girl singer in a Western swing band called The

**Texas Wheel.** Based loosely on their reality, ABC's hit paydirt... Parton's "Eagle As She Flies" is due 3/12. It's a return to the Appalachian charm of her early solo work... Valentine nuptials for Arista's **Pam Tillis** and songwriter/**Billy Hill** guy **Bob DiPiero.** Eeesh! How romantic... Moving & Shaking: RCA's **Ron Howie** to NYC; **Dave Wheeler** becomes **Howie**; A&R babe **Mary Martin** moves on... Radio weasels in Dallas report: **KSCS' Bill Reed** thinks

### Parton Parcel



**Dolly Parton:** Wraps up two killer projects.

**Gary Morris'** "Miles Across The Bedroom" will put him back on track, while **KPLX's Mac "I'm Gonna Be A Daddy Any Minute"** Daniels is totally down for the **Gene Watson** and in a real daring move, goes out on a limb with **Vince Gill's** "Pocket Full Of Gold"... **Marty Stuart's** rockin' "Tempted" was #1 over **Vanilla Ice** at **Western Merch...** **Ky. Headhunters'** next is "Electric Barnyard." Watch **Poly's Paul Lucks** and **Bobby Young** "E-I-E-I-O" to the bank... **Billy Dean,** whose "Only Here For A Little While" is exploding, signs with mgt. powerhouse **Ken Stilts...** **Capitol** thinks "Feed Jake" is the pay-off track for **Pirates of the Mississippi.** The vid is a mini-movie *without* the band... **Arista czar Tim DuBois** goes fishing with **Donny Lowery.** **Nimitz** then takes him to **Tackle Anonymous...** Grammy showcases in NYC: **Mary-Chapin Carpenter,** **Shawn Colvin** and **Don Henry** at the **Bottom Line** and **Matraca Berg** at the **Lonestar Roadhouse** on Monday; **Joe Ely** — with exiting guitarist **David Grissom** — at the **Bottom Line** and the **Headunters** at the **Lonestar Roadhouse** on Tuesday... As for me, I gotta figure out which pair of stilettos I'm wearing to the Grammys to peak over **Ray Benson's** elbow.

# NEOBILLY

## NEOBILLY PICKS

by Holly Gleason, Nashville



**Mike Reid, "Turning For Home" (Columbia):** His voice is a soulful growl, reminiscent of **James Taylor** at his funkier. He writes warm, comforting songs and he delivers them with an ease that wraps itself around the listener. With "Walk On Faith," his first single, Mike Reid establishes himself as a progressive country force who takes those traditional values and casts them in a slightly R&B tone. The title track is timely, given world events, but look for the sensitively teary "Everything To Me But Mine" to be a major sleeper.

**Marsha Thornton, "Maybe the Moon Will Shine" (MCA):** Hard country thrush Marsha Thornton hones in on her old-time barroom roots as producer **Steve Fishell** places the emphasis on her bending and breaking twang. Drawing on material from **Steve Earle** ("A Far Cry From You") to **Buck Owens** ("In The Palm Of Your Hand"), she's heartbreak personified — and those sentiments are buoyed by restrained playing from **Albert Lee**, **Glen D. Hardin**, **Mark O'Connor**, **Carl Jackson**, **Willie Weeks** and **Jerry Douglas**.



**Martin Delray, "Get Rhythm" (Atlantic):** With "Get Rhythm," Neobilly newcomer Martin Delray offers a musical combo plate that touches on several idioms within country's vast framework, be it a rousing rockabilly treatment of the **Johnny Cash**-penned title track or "The Very Thought of You," which marries the heavy jazz influence of the late '60s to a solid vocal performance. Produced by **Blake Melvis** and **Nelson Larkin**, Delray also tosses off the pleasing "Who What Where When Why How" and "One In A Row."

**Sawyer Brown, "Buick" (Curb/Capitol Nashville):** Sawyer Brown's been a high-energy act that entertained their fans. The formula: uptempo ditties balanced with big gut-busting ballads resulting in pure frenzy. "Buick" will accelerate the pandemonium generated by **Mark Miller** and Co. as they attack jumpers like "Superman's Daughter," "Mama's Little Baby Loves Me," "When You Run From Love" and the title track. On the slower side, "The Walk" serves as a ponderous coming-of-age ballad.



## NEO-MUGS



**GETTING A GRIP ON PATTY:** During a break in filming for "I'm That Kind of Girl," the third single from **Patty Loveless'** "On Down The Line" LP, Director **John Lloyd Miller** is a. finding out once and for all whether women do have adam's apples; b. saving Patty from choking to death on a **Jolly Rancher** watermelon candy; or c. reacting to the news that Patty invited **Holly Gleason** to the shoot.



**HE'S POWERFUL, BUT CAN HE ACT?:** Neobilly Goddess **Linda Davis**, hard at work on her debut Capitol Nashville disc, "In A Different Light," took time out to pose with producer and Capitol Nashville President **Jimmy Bowen**, who later in the day auditioned for the **Marlon Brando** role in a revival of "The Wild One." After this shot Linda asked the immortal question, "Are you **God**, or are you Jimmy Bowen? I sure hope you're Jimmy Bowen — I want somebody with some juice behind this record."



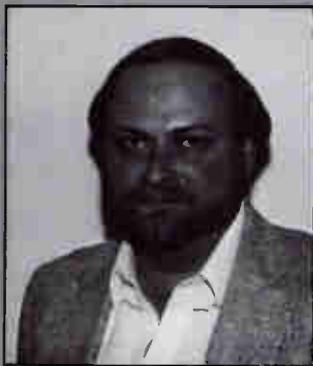
**ROCHE TRAP:** When PolyGram's **Kathy Mattea** (r) told producer **Allen Reynolds** she was bringing the **Roches** into the studio to help out on "Whole Lotta Holes," a **Jon Vezner/Don Henry** composition to be included on her upcoming "Time Passes By" LP, Reynolds said, "I'll bring plenty of **Black Flag**, but I sure hope we can find an exterminator if we need to."

# RERAP

by Mitch Perliss & Sue Kelley

With the Gulf War raging, Whitney Houston's fantastic Super Bowl version of "The Star Spangled Banner" was scheduled to arrive in stores this past week. Unfortunately, due to the incredible demand, BMG is unable to ship any orders complete, promising a minimum 20% of the original order on street date and the other 80% within seven days. Wilmi in New York was one of the few one-stops that mounted an aggressive pre-order campaign. Although there's no deal being offered on the song, Wilmi's Michael Smith says he is selling the cassette single at \$2.00 instead of his normal \$2.25 because "[I] don't need to make a lot of money on this title." Wilmi will ship all pre-orders before any new orders are fulfilled. Smith feels Whitney's version is "the new Kate Smith" and "could easily go to #1 even without heavy radio rotation." He thinks accounts downplaying the title will get caught short because "Whitney's people are going to see that she stays out in the forefront." Show Industries' Roger Dennis is concerned he is going to "blow out of [his] initial allocation well before the second shipment" and may never pick up the lost sales. **Q**

## Q Waves Banner



Gerald Bain: Oh say he can see sales on Whitney's Anthem.

Records' Gerald Bain reports getting "lots of calls" for the cassette single, but did not mount any special campaign in his Miami-based stores. Most other retailers and one-stops are somewhat leary of the sales potential of the video, which does not yet have a confirmed release date.... In other war-related news, Kathy Shedd of Down In The Valley in Minneapolis reports increased sales of Oleta Adams' "Get Here" since WLOL and TV station CARE 11 began playing their own mix of the song, which includes names of some of the local broadcasters and residents stationed in the Gulf. Two other songs which have received "tremendous sales increases" are Bette Midler's "From A Distance" and George Michaels' "Mother's Pride".... Patricia Moreland, President of City One Stop and '90-91 NARM President, is this year's recipient of the American Jewish Committee's Human Relations Award, to be presented at a dinner in N.Y.C. March 9. Choosing to describe herself with a Bob Dylan quote ("She never stumbles, she's got no place to fall"), Pat is one of the most respected and beloved individuals to receive this award.... All children's record companies should be aware of sales increases resulting from Radio AAHS, a 24-hour kids' station in Minneapolis. Down In The Valley has seen a rise of over 200% in children's music sales. Their new 4,000-square foot store has a large area devoted to children's product with an endcap featuring kiddie CDs. Even relatively unknown songs such as Joe Scruggs' "Bahamas Pajamas" and the Atomic Fireballs' "Kids Go Crazy" are getting requests. Just another example of why retailers should always listen and pay attention to their customers.... Ai!

# MINI MUGS

More Hits Mini Mugs



**OKIE DOKIE DOKKEN:** Employees of Sound Warehouse in Midwest City, Oklahoma and members of Geffen Records act **Dokken** join together to sing a medley from **Rodgers & Hammerstein's** classic musical "Oklahoma," shortly before striking oil, quitting the business and opening a mineral spa in Tulsa. Seen discussing where to put the mud bath are (l-r): **Lilli Bassett**, S. Warehouse Reg'l. Adv't. Mgr. (kneeling); the retail chain's **John Gooden** and **Karen Ellyson**; the band's **Peter Baites**; **Liz Moore**, store mgr.; the group's **Billy White**, **Mikkey Dee** and **John Norum**; **Steve Clarke**, S. Warehouse; **Don Dokken**; and **David Moore**, store mgr.



**MIXED BLESSING:** MCA recording artists **The Blessing** wonder what they did to deserve having the following bunch of freeloaders show up at their special *Wiltshire Theater* showcase. Beating them to the hors d'oeuvres and salmonella mousse are (l-r): **Rick Riccobono**, VP, BMI; **William Topley**, singer/songwriter, *The Blessing*; bassist **Kevin Hime-Knowles**; **Al Teller**, Chmn., MCA Music Ent. Group; guitarist **Luke Brightly**; **Barbara Cane**, Ass't. VP, BMI; band mgr. **Robert Tauro**; **Danny Strick**, VP/IGM, BMG Music Publishing; **Richard Palmese**, President, MCA Records; and keyboardist **Mike Westergaard**.



**FOR MIKI'S MANTLE:** Giant executives surprise recently-inked label artist **Miki Howard** at her sold-out *Roxy* performance in Hollywood with a telegram from the late **Tom Carvel**, congratulating her on her recent American Music Award nomination (l-r): **Irv Azoff**, label owner; Howard; **John Brodey**, Giant Head of Prom. & Mktg.; **Cassandra Mills**, Giant A&R; and **Jeff Wald**, mgr.

# Oleta Adams

## "Get Here"

From the album CIRCLE OF ONE

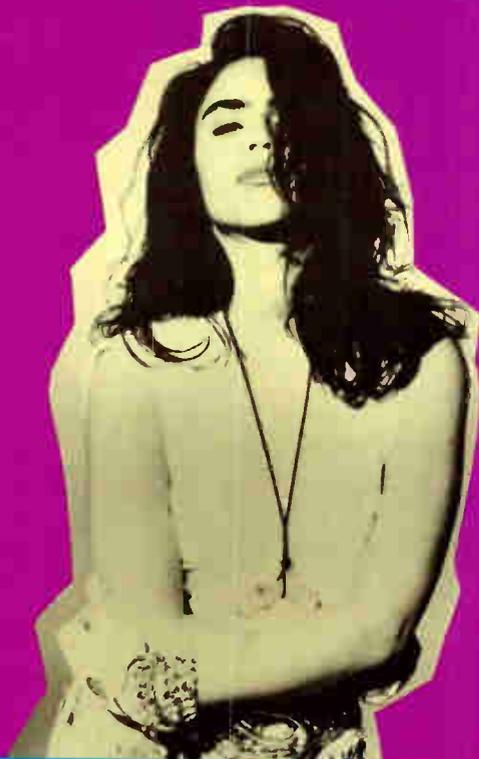
**OVER 20 NEW ADDS AND DEBUTS!**  
**#12 NATIONAL SINGLE SALES!**  
**DEBUT 48 HITS TOP FIFTY ALBUMS!**  
**24-16 HITS TOP FIFTY SINGLES!**

AVERAGE MOVE	AGGRESSIVES (4 or more)
3.59	65

PWR99	add	Q95	4-4	KZZP	15-11
KKRZ	add	Y100	5-4	Z100	21-15
KOY	add	Q105	5-5	KWSS	18-15
WPHR	add	WKBQ	8-6	WBLI	23-17
		Q106	7-7	WL0L	20-17
		KMEL	9-8	WPLJ	25-18
B104	deb 19	KBEQ	11-9	WEGX	24-19
WIOQ	deb 20	X100	13-10	KWOD	39-33



produced by: roland orzabel and david bascombe  
 management: david wernham



# SAFIRE

## "Made Up My Mind"

From the album I WASN'T BORN YESTERDAY

### CROSSOVER!

B96	add	KPRR	add
PWR96	add	KKMG	add
WL0L	add	KAKS	add
HOT97.7	add	KYRK	add
KXXR	add	KFFM	add
HOT102	add	KKRD	add
WTIC	add	WHHY	add
WAEB	add	WSPK	add

Featuring remixes by Dave Morales, Bruce Carbone,  
 Mark Liggett & Chris Barbosa Produced by Mark Liggett & Chris Barbosa

# SCORPIONS

## "Don't Believe Her"

From the album CRAZY WORLD

### ALREADY ON THESE STATIONS!

KZZU	KFTZ
KTUX	OK95
KATM	YES97



Produced by Keith Olsen and Scorpions

# TOP TENS

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

## WINNERS



### MOST #1's

1. STING
2. VANILLA ICE
3. MARIAH CAREY

### MOST TOP 5's

1. STING
2. MARIAH CAREY
3. VANILLA ICE

### MOST TOP 10's

1. MARIAH CAREY
2. STING
3. VANILLA ICE

**Lieberman Enterprises** *DUSTY BOWLING*  
2400 Racked Accounts (MPLS)

#### LIEBERMAN NATIONAL

1. VANILLA ICE
2. SIMPSONS
3. M.C. HAMMER
4. GARTH BROOKS
5. WILSON PHILLIPS
6. POISON
7. CLINT BLACK
8. BETTE MIDLER
9. WHITNEY HOUSTON
10. CINDERELLA

**Trans World Music Corp.** *DAN CROCE*  
500 Retail Stores (Albany)

#### TRANSWORLD

1. MARIAH CAREY
2. VANILLA ICE
3. SIMPSONS
4. STING
5. BLACK CROWES
6. GLORIA ESTEFAN
7. M.C. HAMMER
8. WILSON PHILLIPS
9. TESLA
10. LL COOL J

**WALL 5 WALL SOUND & VIDEO** *BEN BRENT*  
120 Retail Stores (Philadelphia)

#### WALL TO WALL

1. TESLA
2. MARIAH CAREY
3. VANILLA ICE
4. STING
5. GLORIA ESTEFAN
6. BLACK CROWES
7. AC/DC
8. BETTE MIDLER
9. DAMN YANKEES
10. MADONNA

*There's no end to the music*  
**MUSIC PLUS** *SHELLY TUCKER*  
82 Retail Stores (Los Angeles)

#### MUSIC PLUS

1. STING
2. CHRIS ISAAK
3. MARIAH CAREY
4. DIGITAL UNDERGROUND
5. VANILLA ICE
6. GLORIA ESTEFAN
7. WILSON PHILLIPS
8. M.C. HAMMER
9. C&C MUSIC FACTORY
10. QUEEN

**Record Bar** *RON PHILLIPS*  
184 Retail Stores (Durham)  
*The latest findings in music and video*

#### RECORD BAR

1. STING
2. MARIAH CAREY
3. VANILLA ICE
4. TESLA
5. GUY
6. CHRIS ISAAK
7. C&C MUSIC FACTORY
8. BLACK CROWES
9. GLORIA ESTEFAN
10. CANDYMAN

**NRM MUSIC** *DOUG SMITH*  
110 Retail Stores (Pittsburgh)  
NATIONAL RECORD MART

#### NAT'L RECORD MART

1. MARIAH CAREY
2. STING
3. VANILLA ICE
4. GLORIA ESTEFAN
5. TESLA
6. BLACK CROWES
7. DIGITAL UNDERGROUND
8. M.C. HAMMER
9. BETTE MIDLER
10. DAMN YANKEES

**TURTLE'S** *ROBIN SHANNON*  
116 Retail Stores (Atlanta)  
RECORDS-TAPES-MOVIES

#### TURTLES

1. MARIAH CAREY
2. STING
3. VANILLA ICE
4. GUY
5. GLORIA ESTEFAN
6. BLACK CROWES
7. WHITNEY HOUSTON
8. M.C. HAMMER
9. SIMPSONS
10. WILSON PHILLIPS



*BYRON RUSSELL*  
200 Accounts (Cincinnati)

#### ARC DISTRIBUTORS

1. MARIAH CAREY
2. VANILLA ICE
3. MADONNA
4. SIMPSONS
5. M.C. HAMMER
6. WHITNEY HOUSTON
7. STING
8. BETTE MIDLER
9. PAUL SIMON
10. DAMN YANKEES



*CINDY BARR*  
56 Retail Stores (Miami)

#### SPEC'S

1. GLORIA ESTEFAN
2. STING
3. MARIAH CAREY
4. MADONNA
5. INXS
6. WHITNEY HOUSTON
7. VANILLA ICE
8. M.C. HAMMER
9. CARRERAS/DOMINGO
10. GEORGE MICHAEL

**ROCKLINE<sup>®</sup>**

**is**

**coming**

# TOP TENS

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



**TOM TUOMELA**  
200 Accounts  
(Mpls)

**NAVARRE**

1. STING
2. DAVID LEE ROTH
3. TESLA
4. VANILLA ICE
5. CHRIS ISAAK
6. MARIAH CAREY
7. EPMD
8. GLORIA ESTEFAN
9. ALEXANDER O'NEAL
10. WHITNEY HOUSTON



**FRANK DAVIS**  
373 Accounts  
(Detroit)

**ANGOTT ONE-STOP**

1. O'JAYS
2. ALEXANDER O'NEAL
3. GUY
4. WHITNEY HOUSTON
5. MARIAH CAREY
6. JOHNNY GILL
7. LOOSE ENDS
8. OLETA ADAMS
9. BLACK BOX
10. JEFFREY OSBORNE



**KATHY STAMM**  
600 Accounts  
(Milwaukee)

**RADIO DOCTOR'S**

1. TESLA
2. BLACK CROWES
3. STING
4. C&C MUSIC FACTORY
5. MARIAH CAREY
6. QUEEN
7. ICE CUBE
8. DAMN YANKEES
9. VANILLA ICE
10. TIMMY T



**JOHN GRANDONI**  
16 Retail Stores  
(Buffalo)

**CAVAGES**

1. STING
2. MARIAH CAREY
3. VANILLA ICE
4. GLORIA ESTEFAN
5. INXS
6. BLACK CROWES
7. WHITNEY HOUSTON
8. HARRY CONNICK JR/WE
9. WILSON PHILLIPS
10. TESLA



**ANDREW KLEIN**  
700 Accounts (New York)

**WIN RECORDS INC.**

1. VANILLA ICE
2. LL COOL J
3. WHITNEY HOUSTON
4. MARIAH CAREY
5. M.C. HAMMER
6. WILSON PHILLIPS
7. GUY
8. SIMPSONS
9. BETTE MIDLER
10. EPMD



**CHRIS MORRISON**  
27 Retail Stores  
(Chicago)

**ROSE RECORDS**

1. STING
2. ANDREW LLOYD WEBER
3. VANILLA ICE
4. MARIAH CAREY
5. PHANTOM HIGHLIGHTS
6. CHRIS ISAAK
7. M.C. HAMMER
8. WHITNEY HOUSTON
9. PAUL SIMON
10. MADONNA



**GREG MARSHALL**  
20 Stores (St. Louis)

**STREETSIDE**

1. STING
2. MARIAH CAREY
3. DIGITAL UNDERGROUND
4. GLORIA ESTEFAN
5. QUEEN
6. CHRIS ISAAK
7. JANE'S ADDICTION
8. OLETA ADAMS
9. INDIGO GIRLS
10. VANILLA ICE



**LARRY WEBB**  
14 Retail Stores,  
500 One-stop acct's  
(Nashville)

**MUSIC CITY RECORD DIST.**

1. C&C MUSIC FACTORY
2. QUEEN
3. MARIAH CAREY
4. BLACK CROWES
5. STING
6. TESLA
7. GUY
8. RUDE BOYS
9. DIGITAL UNDERGROUND
10. GLORIA ESTEFAN



**MICHAEL SMITH**  
250 Accounts (Carle Place)

**WILMI SALES**

1. VANILLA ICE
2. MARIAH CAREY
3. WHITNEY HOUSTON
4. MADONNA
5. SIMPSONS
6. BETTE MIDLER
7. M.C. HAMMER
8. C&C MUSIC FACTORY
9. TRIXTER
10. WILSON PHILLIPS



**SCOTT FREEMAN**  
400 Accounts (St. Louis)

**CML ONE-STOP**

1. QUEEN
2. VANILLA ICE
3. MARIAH CAREY
4. STING
5. AC/DC
6. GLORIA ESTEFAN
7. DAMN YANKEES
8. BLACK CROWES
9. MADONNA
10. ICE CUBE



**TED SINGER**  
4 Stores  
(Minneapolis)

**TITLE WAVE**

1. STING
2. ANDREW LLOYD WEBER
3. MARIAH CAREY
4. C&C MUSIC FACTORY
5. REMBRANDTS
6. PAUL SIMON
7. TESLA
8. CARRERAS/DOMINGO
9. DAVID LEE ROTH
10. BETTE MIDLER



**MIKE SCHNEIDER**  
7 Retail stores  
(Illinois)

**APPLE TREE**

1. STING
2. C&C MUSIC FACTORY
3. CHRIS ISAAK
4. QUEEN
5. FRONT 24-2
6. TESLA
7. PAUL SIMON
8. JESUS JONES
9. JANE'S ADDICTION
10. GLORIA ESTEFAN

# BREAKOUTS

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

Hollywood Records leads the pack this week with **Queen**. **Divinyls** jump from the #10 to the #2 spot as they cross from Post Modern. **Londonbeat** makes an out-of-the-box debut as their Top 30 single continues to perform at Top 40

radio. The first Interscope project **Gerardo**, getting lots of help from MTV, comes in at #3. **Jesus Jones**, which hit the British charts at #1, is starting to show good numbers as it crosses from Post Modern.

## WINNERS

<b>1</b>	<b>QUEEN</b>	(H'wood 61020)	82%	<b>6</b>	<b>A. O'NEAL</b>	(Epic 45349)	22%
<b>2</b>	<b>DIVINYLS</b>	(Virgin 91397)	30%	<b>7</b>	<b>BOB MARLEY</b>	(T Gong/Isi 848 243)	20%
<b>3</b>	<b>GERARDO</b>	(Inter/E-W 91619)	28%	<b>8</b>	<b>SUSANNA HOFFS</b>	(Col 46076)	18%
<b>4</b>	<b>LONDONBEAT</b>	(MCA 10192)	24%	<b>9</b>	<b>JESUS JONES</b>	(SBK 95714)	16%
<b>5</b>	<b>STEVE MORSE</b>	(MCA 10112)	23%	<b>10</b>	<b>ROGER McGUINN</b>	(Arista 8648)	14%

**ARC DISTRIBUTORS / BYRON RUSSELL / CINCINNATI**

Queen  
Timmy T  
Bob Marley  
Rembrandts  
Trouble

**ARROW DISTRIBUTORS / TONY BRENNER / SOLON, OHIO**

Queen  
Digital Underground  
Chris Isaak  
Londonbeat  
Timmy T

**ASSOCIATED ONE-STOP / ANGELA SINGER / PHOENIX**

Queen  
Stetsasonic  
Alexander O'Neal  
Divinyls  
Todd Rundgren

**BELIEVE IN MUSIC / AMY BANNING / GRAND RAPIDS**

Queen  
A-ha  
Front 242  
B52's  
Chicago

**BEST BUY / JEFF ABRAMS / MPLS**

Rembrandts  
Guy  
C&C Music Factory  
Digital Underground  
Oleta Adams  
Trixter  
Gloria Estefan

**BUZZARD'S NEST / JIM JOHNSON / COLUMBUS**

3 Tenors  
Rude Boys  
Bob Marley  
Queen

**CAVAGES / JOHN GRANDONI / BUFFALO**

Queen  
Winger  
Guy  
Gerardo  
O'Jays  
Alexander O'Neal

**CD ONE-STOP / DAVE CARROLL / CONN**

Queen  
Kane Roberts  
Steve Morse  
Material Issue  
Londonbeat

**CENTRAL SOUTH / TONY ROSS / NASHVILLE**

Queen  
Chicago  
Todd Rundgren  
Divinyls  
Susanna Hoffs

**CML ONE-STOP / SCOTT FREEMAN / ST. LOUIS**

Queen  
Jesus Jones  
Steve Morse  
Knack  
Van Morrison  
Front 242  
Drivin' N' Cryin'

**DOWN IN THE VALLEY / KATHY SHEDD / MPLS**

Pantera  
Alexander O'Neal  
Divinyls  
Londonbeat  
Queen

**FACE THE MUSIC / KEN MACIVER / ROCHESTER, MN**

Bob Marley  
Queen  
Gloria Estefan  
Londonbeat  
Steve Morse  
Material Issue  
Green Card (ST)

**GALAXY ONE-STOP / KEVIN JAKIELA / PITTSBURGH**

Queen  
Londonbeat  
Steve Morse  
Omar Chandler  
Junior  
Stetsasonic  
Lifer's Group

**HARMONY HOUSE / SANDY BEAN / DETROIT**

Queen  
Gerardo  
Timmy T  
Oleta Adams  
Celine Dion  
Divinyls  
Byron MacGregor

**HARVARD CO-OP / DAVID SIBEL / BOSTON**

Gloria Estefan  
Roger McGuinn  
C&C Music Factory  
Chieftains  
Charlatans UK  
Boy George  
Jesus Jones

**KARMA / DAVE WATSON / INDIANAPOLIS**

Sting  
Queen  
Gloria Estefan  
Whitney Houston

**LECHMERE / DAVE CURTIS / BOSTON**

Queen  
Chicago  
Judds  
David Koz  
James Galway & Chieftains  
Susanna Hoffs

**MUSIC CITY RECORD DIST / LARRY WEBB / NASHVILLE**

Queen  
Londonbeat  
Steve Morse  
Alexander O'Neal  
Divinyls

**MUSIC PEOPLE / GREGG SHAVER / OAKLAND**

Alexander O'Neal  
Queen  
Bob Marley  
Gerardo  
Susanna Hoffs

**NATIONAL RECORD MART / DOUG SMITH / PITTSBURGH**

Queen  
Styx  
Lee Greenwood  
Gerardo  
Roger McGuinn  
Hi-Five  
Cathy Dennis

**to**



**February 26th  
10 PM E.T./7 PM P.T.**

# BREAKOUTS

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

**NAVARRÉ / TOM TUOMELA / MPLS**

Queen  
Chicago  
They Eat Their Own  
Todd Rundgren  
Divinyls  
Jesus Jones  
Londonbeat

**NORTHEAST ONE-STOP / GEORGE SMITH / ALBANY**

Queen  
Bob Marley  
Steve Morse  
Gloria Estefan  
Jesus Jones  
Gerardo  
Stetsasonic

**NORTHERN LIGHTS / KIRK MILLER / ST PAUL**

Divinyls  
Judybats  
Book Of Love  
Dream Academy

**NOVA / JOHN UNDERWOOD / ATLANTA**

O'Jays  
Alexander O'Neal  
Sting  
Chicago  
Todd Rundgren  
Queen  
Susanna Hoffs

**PACIFIC COAST ONE-STOP / RICH LOCKWOOD / CHATSWORTH**

Queen  
Bob Marley  
Londonbeat  
Material Issue  
Front 242

**PRO ONE-STOP / PAUL JOHNSON / TEMPE**

Bob Marley  
Gerardo  
Drivin' N' Cryin'  
Front 242  
Jesus Jones

**Q RECORDS & VIDEO / GERALD BAIN / MIAMI**

Queen  
Tara Kemp  
Steve Morse  
Iggy Pop

**RADIO DOCTORS / KATHY STAMM / MILWAUKEE**

Queen  
Front 242  
Steve Morse  
Londonbeat

**RECORD & TAPE OUTLET / LYNN BATCHECK / COLUMBUS**

Queen  
Oleta Adams  
Divinyls  
Gerardo  
Chris Isaak

**RECORD EXCHANGE / JOHN SHAHINIEN / CLEVELAND**

Queen  
Bob Marley  
Alexander O'Neal  
Divinyls  
Junior

**RECORD WORLD / DEAN FINE / NEW YORK**

Queen  
Susanna Hoffs  
Divinyls  
Gerardo  
Alexander O'Neal

**ROSE RECORDS / CHRIS MORRISON / CHICAGO**

Andrew Lloyd Weber  
Chris Isaak  
Jane's Addiction  
O'Jays  
Chicago

**ROUNDUP / LAURA AVERY / SEATTLE**

Styx  
Cinderella  
Barbie  
Susanna Hoffs  
Queen

**SEA-PORT ONE-STOP / VICKI OLIVEIRA / PORTLAND**

Queen  
Stetsasonic  
Professor X  
Steve Morse  
Timmy T

**SHOW INDUSTRIES / SHELLY TUCKER / LA**

Gloria Estefan  
Divinyls  
Susanna Hoffs  
Chicago  
Rembrandts  
Michel'le

**SPECS / CINDY BARR / MIAMI**

Queen  
Susanna Hoffs  
Diane Schuur  
Steelheart

**STRAWBERRIES / JEFF COHEN / BOSTON**

Queen  
Londonbeat  
Jesus Jones  
Todd Rundgren  
Brand Nubian  
Cathy Dennis

**STREETSIDE / KIM HAYES / ST. LOUIS**

Queen  
Shooting Star  
O'Jays  
Tesla  
Bob Marley

**TOWER / LOUIE ANTHONY / LAS VEGAS**

Queen  
Steve Morse  
Throbs  
Lifer's Group  
Divinyls

**TOWER / MIKE FAUE / NORTHRIDGE**

Mark Whitfield  
Sting  
Divinyls  
Alexander O'Neal  
Chris Isaak  
Toy Matinee  
Queen

**TOWER / MICHELLE ERICKSON / SHERMAN OAKS**

Queen  
Celine Dion  
Replacements  
Steve Morse  
Tesla

**TOWER ATLANTA / SARA DEEL / ATLANTA**

Queen  
Diane Schuur  
Roger McGuinn  
Oleta Adams

**TRANS WORLD / DAN CROCE / ALBANY**

Queen  
Gerardo  
Timmy T  
Roger McGuinn  
Alexander O'Neal

**TURTLES / ROBIN SHANNON / ATLANTA**

Queen  
Celine Dion  
Mike Reid  
Steelheart  
Styx  
Hi-Five  
Gerardo

**VALLEY RECORD DIST / JIM COLLIER / WOODLAND**

Queen  
Londonbeat  
Material Issue  
DJ Quik  
Roger McGuinn

**WALL TO WALL / STEVE CHALFANT / PHILADELPHIA**

Timmy T  
Queen  
Gerardo  
Tesla

**WESTERN MERCHANDISERS / JOHN ROSE / AMARILLO**

Sting  
Roger McGuinn  
Gerardo  
INXS

**WHEREHOUSE / BOB BELL / LA**

Queen  
DJ Quik  
Jesus Jones  
Front 242  
Gerardo  
Sara Hickman  
Londonbeat

**WILMI SALES CORP / MICHAEL SMITH / NEW YORK**

Gloria Estefan  
EPMD  
Cathy Dennis  
Roger McGuinn

**ZIA'S / JEFF LUTTSCHWAGER / PHOENIX, AZ**

Front 242  
Divinyls  
Maggie's Dream

**ZIPS / RICK ANDRADE / TUCSON**

Queen  
Celine Dion  
Divinyls  
Gerardo  
Susanna Hoffs  
Jesus Jones  
Alexander O'Neal

TOP  
50

# HITS TOP FIFTY ALBUMS

2 L T  
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G O K K

Biggest jump this week is **Gloria Estefan** from #30 to #8, with her Top 20 single leading the way. **Chris Isaak**, **Digital Underground** and **C&C Music Factory** all make nice moves in a pretty stagnant Top 25. **Queen's** new comeback

album makes **Breakouts** winner as well as the highest debut of the week at #31. **Alexander O'Neal** debuts at #32. **Oleta Adams** comes in at #48 with a Top 25 single crossing from **Jams Singles**.

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ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
<b>VANILLA ICE</b>	TO THE EXTREME	SBK 95325	"I Love You" going Top 40	87.7
STING	THE SOUL CAGES	A&M 6405	Top 15 single leads	82.3
MARIAH CAREY	MARIAH CAREY	Columbia 45202	Monster cut leading	75.4
MC HAMMER	HAMMER DON'T HURT...	Capitol 92857	Back up	52.6
SIMPSONS	THE SIMPSONS SING...	Geffen 24308	New single shipping	51.1
WHITNEY HOUSTON	I'M YOU'RE BABY...	Arista 8616	Gigantic single leads	47.7
MADONNA	IMMACULATE COLL	Sire/WB 26440	"Rescue Me" shipping soon	44.0
<b>GLORIA ESTEFAN</b>	INTO THE LIGHT	Epic 46829	Strong 45 leads	43.4
WILSON PHILLIPS	WILSON PHILLIPS	SBK 93745	Fueled by another 45	42.2
BLACK CROWES	SHAKE YOUR MONEY	Def Am/Rep. 24278	Solid MTV action	39.1
BETTE MIDLER	SOME PEOPLE'S...	Atlantic 82129	New single developing	37.3
TESLA	FIVE MAN ACOUSTICAL	Geffen 24311	Smash single leads	36.0
C & C MUSIC FACTORY	GONNA MAKE YOU...	Columbia 47093	New single shipping	35.7
AC/DC	THE RAZOR'S EDGE	Atco 91413	Falling	34.5
GUY	THE FUTURE	MCA 10115	New single starting	31.5
CHRIS ISAAK	HEART SHAPED WORLD	Reprise 25387	Smash single leads	31.3
PAUL SIMON	RHYTHM OF SAINTS	Warner Bros 26078	Still on tour	29.8
DAMN YANKEES	DAMN YANKEES	Warner Bros 26159	Ready for new single	29.2
JANET JACKSON	RHYTHM NATION	A&M 3920	New single exploding	25.0
PHIL COLLINS	SERIOUS HITS...LIVE	Atlantic 82157	Live package	23.7
DIGITAL UNDERGROUND	THIS IS AN EP...	T Boy 964	Smokin'	23.6
GARTH BROOKS	NO FENCES	Capitol 93866	#1 Neobilly	23.6
DAVID LEE ROTH	A LITTLE AINT' ...	Warner Bros 26477	Falling now	22.1
L L COOL J	MAMA SAID KNOCK...	DJ/Col 46888	Top 15 single leads	21.2
EPMD	BUSINESS AS USUAL	DJ/RAL/Col 47067	Rap mavens	21.1

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

# SOMETHING BIG IS SURFACING.

"Call It Rock N' Roll"

**MOST ADDED TOP 40!  
OVER 30 STATIONS OUT OF THE BOX!**

**#1 MOST ADDED ALBUM ROCK!  
DEBUT 12\* BREAKER OUT OF THE BOX!**

Capitol  

© 1991 Capitol Records, Inc.

TOP  
50

# HITS TOP FIFTY ALBUMS

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48	47	42
33	35	43
41	43	44
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40	48	50

ARTIST	TITLE	LABEL	COMMENTS	POWER INDEX
INXS	X	Atlantic 82140	Top 10 single leads	20.7
BELL BIV DEVOE	POISON	MCA 6387	Up and down	20.7
GEORGE MICHAEL	LISTEN WITHOUT...	Columbia 46898	Double-sided single leads	19.7
NELSON	AFTER THE RAIN	DGC 24290	Ready for new single	19.2
RALPH TRESVANT	RALPH TRESVANT	MCA 10166	Single going on the radio	18.8
<b>QUEEN</b>	<b>INNUENDO</b>	<b>Hollywood 61020</b>	<b>Hot comeback effort</b>	<b>16.8</b>
ALEXANDER O'NEAL	ALL TRUE MAN	Epic/Tabu 45349	Contains multi-format 45	15.1
ICE CUBE	KILL AT WILL	Priority 7230	Rap	14.7
CLINT BLACK	PUT YOURSELF IN...	RCA 2372	#2 Neobilly	14.4
POISON	FLESH & BLOOD	Capitol/Enig 91813	Single developing	14.4
JANE'S ADDICTION	RITUAL DE LO...	Warner Bros 25992	Hot tour, video	14.2
SLAUGHTER	STICK IT TO YA	Chrysalis 21702	Up this week	13.2
HARRY CONNICK JR.	WE ARE IN LOVE	Columbia 46146	Simmering now	13.2
DEEE-LITE	WORLD CLIQUE	Elektra 60957	Single breaking	12.5
KEITH SWEAT	I'LL GIVE ALL MY...	Vin/Elektra 60861	Top 10 single leads	12.2
TRIXTER	TRIXTER	Mech/MCA 6389	Hot rock	11.7
THREE TENORS	DOMINGO, CARRERAS..	London 430-433	Steady increases	11.3
CINDERELLA	HEARTBREAK STATION	Mercury 848-018	Ready for new single	11.0
TONY! TONI! TONE!	REVIVAL	Wing/Mer 841-902	Steady	10.9
ZZ TOP	RECYCLER	Warner Bros 26265	Single starting	10.8
WARRANT	CHERRY PIE	Columbia 46929	Added to MTV	10.6
TOO SHORT	SHORT DOG'S IN THE...	Jive/RCA 1348	Back up	9.7
OLETA ADAMS	CIRCLE OF LOVE	Fon/Mer 846-346	Contains smash 45	8.6
PETER GABRIEL	SHAKING THE TREE	Geffen 24326	Hits package	8.4
CANDYMAN	AIN'T NO SHAME...	Epic 46947	Up and down	8.4

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

**NEXT UP**

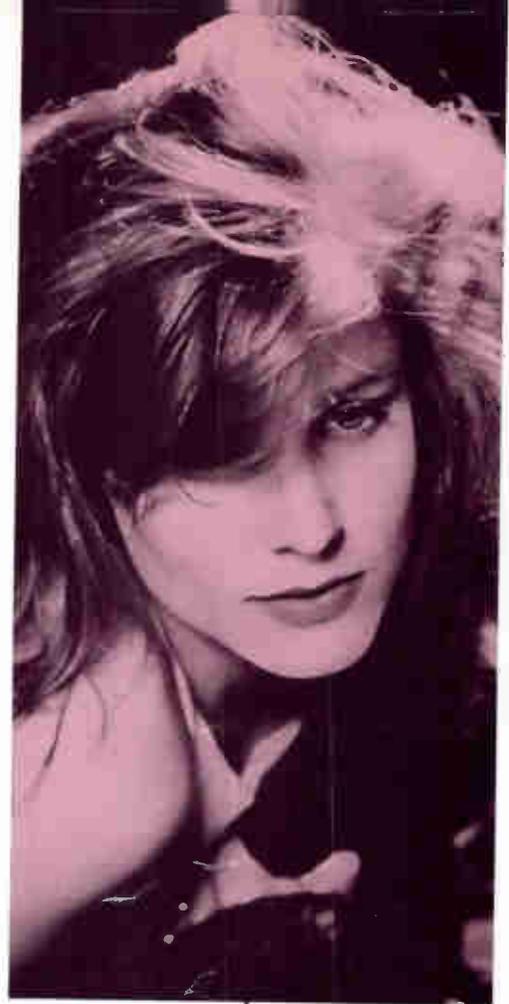
OJAY'S (EMI)  
R MCGUINN (Arista)  
FATHER M C (MCA)

QUEENSRYCHE (EMI)  
CHICAGO (Reprise)  
TIMMY T (Quality)

STEELHEART (MCA)  
RUDE BOYS (Atlantic)  
FRONT 242 (Epic)



*"talk about it"*



TARA KEMP

*"hold you tight"*

MTV ADD!  
**26-20** HITS TOP FIFTY SINGLES!  
**25-18** JAMS SINGLES!  
 25\*-17\* R & R CHR!  
 20\*-16\* R & R URBAN!  
 12\*-7\* MMR!  
 MOST ADDED A/C!



**FLASHMAKER!**  
 THESE STATIONS DIDN'T JUST "TALK ABOUT IT!"

Y107	add	KTUX	deb 33	BREAKING AT:
WBBO	add	999KHI	deb 37	WPST
WHY	add	KISR	deb 37	KF95
WJMX	add	KZZU	deb 38	K106
WPFR	add	OK95	deb 39	99KG
WRHT	add	KFFM	deb 40	KFTZ
WWFX	add			KNIN
ZFUN	add			KNOE
WROK	add			KTMT
				WCGO
				WKPE

# FIREHOUSE

**CROSSOVER!  
EARPICKS WINNER!**

**TOP 40 MOST ADDED!  
19\*-15\* R&R ALBUM TRACKS!**

**DON'T  
TREAT  
ME BAD**

“Our '90s Boston. Heavy adult phones! A great pop rock up tempo record in the midst of this ballad hell we're living in.”

— *Darren Stone, KSND, Eugene, OR*

“We hadn't heard a pure pop mid-tempo rocker like Firehouse in ages! And when our audience reacted with Top 10 phones by the second night, we knew we had a smash.”

— *Greg Delange, OK95, Tri Cities, WA*

“You wouldn't treat your Fire Department badly, so don't treat Firehouse badly. One play instant phones!”

— *Jeff Donovan, Q104, Gadsden, AL*

“Real rock & roll for Top 40 radio. Take it for a spin and see the instant curiosity calls. Try this or bite me!”

— *Brent O'Brien, KFTZ, Idaho Falls, ID*



**HITS**

## WAVELENGTH

by **Lenny Beer & Mike Murphy**

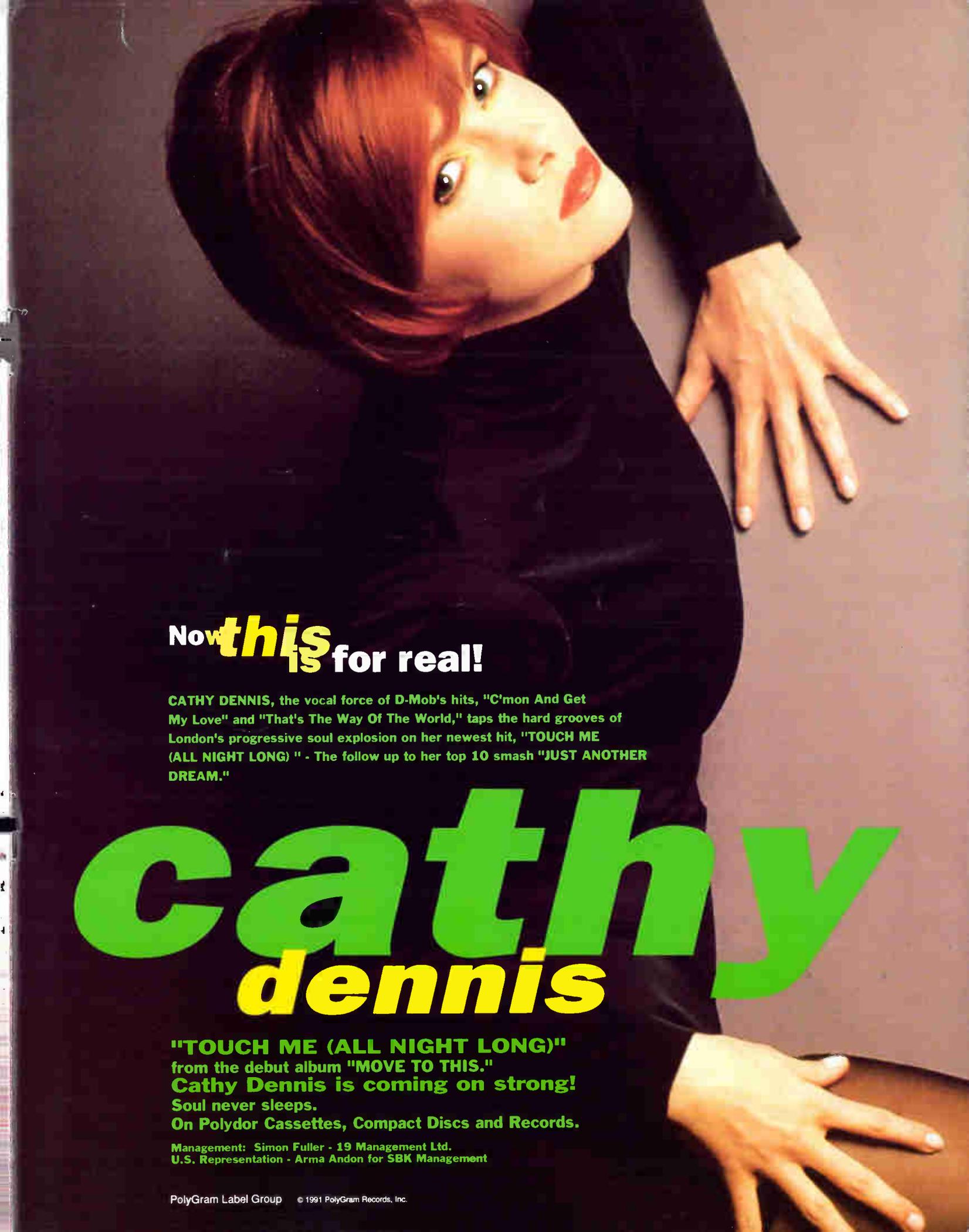
While the format change at **Pirate** and **Scott Shannon's** exit take up this week's lead story, we feel it important to make some comments. First, **Pirate** was a great marketing concept which suffered from lack of format hits, not from lack of programming ability. Second, there are many artists whose careers were advanced by the station, an obvious place to begin and break rock product. They will be missed. And finally, anyone betting against **Shannon's** return to **Z100** could be in for lost dineros. Also, look for **Shadow Steele** to surface quickly with a big job. As for **Mark Todd**, is there an **EZ** position in his future?..... Look for **John Lander's** exit from **93Q** Houston at a lawyer type meeting 2/14,

with **Cleveland Wheeler** as his replacement..... **Ray Dio** is back, Page 16..... In Philly, things are weirder than ever. **Mark Driscoll** has re-assumed control at **WIOQ**, **John Roberts** is on vacation (?) and may be heading to another **EZ** market or elsewhere. Across the street, **Rick Gillette** has passed on the **WEGX** opening, **John Lander** remains a contender for mornings and even for **PD**, and others may also be involved..... **Y95** Dallas GM **John Martin** continues to show a recession proof interview strategy, paying to fly in tons of contenders for the **PD** position. **Boom Boom Cannon** interviewed this past weekend, but has taken himself out of consideration. Don't bet against interim **PD Frank Miniaci**, possession is 90% of the

law..... **UB40** happening again in Houston, hmmm..... **Marc Chase** upped to **Dir. FM Ops** and **BJ Harris** upped to **PD** at **PWR PIG** Tampa..... **WFYR** Chicago sold to **Major Bdcstg** (20M?) and may change format..... **Jack Silver** named exec producer “**Rick Dees Weekly Top 40**”..... Rumors of **WAEB** Allentown switching to **Hot AC**..... **WPST** Trenton **PD Dave Hoeffel** upped to **OM**, replacing **Trish Merelo** who exits for **Promo/Mktg** position at **Impact**. Also, **Jeff Davis** and **Pat Morris** join the **Impact** team..... **Marianne O'Hare** joins **Jeremy Savage** for mornings at **WKSS** Hartford..... **PD Steve Gunner** upped to **OM** at **Y97** Santa Barbara with **Abby Bonnell** named **APD**..... **Happy Mondays** crossing quickly from **Pomo**,

with **Divinyls** waiting in the wings..... **Blowin' In The Wind**: **Mason Dixon**, **Magic Matt**, **Matt Farber**, **Richard Spires**, **Randy Lane** and **Michael Steele**..... And here's **Mark Driscoll**, he's back, no joke.





Now **this** is for real!

CATHY DENNIS, the vocal force of D-Mob's hits, "C'mon And Get My Love" and "That's The Way Of The World," taps the hard grooves of London's progressive soul explosion on her newest hit, "TOUCH ME (ALL NIGHT LONG)" - The follow up to her top 10 smash "JUST ANOTHER DREAM."

# cathy dennis

"TOUCH ME (ALL NIGHT LONG)"  
from the debut album "MOVE TO THIS."  
**Cathy Dennis is coming on strong!**  
Soul never sleeps.  
On Polydor Cassettes, Compact Discs and Records.

Management: Simon Fuller - 19 Management Ltd.  
U.S. Representation - Arma Andon for SBK Management



After

100,000 Albums Sold

MTV Buzz Bin Exposure

Top 10 Alternative Play

The First Single

# BABY'S COMING BACK

from the debut album

**"Bellybutton"**

Management: Industrial management  
Produced by: Alby Galuten  
Co-produced and mixed by: Jack Joseph Puig



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