

HITMAKERS[®]

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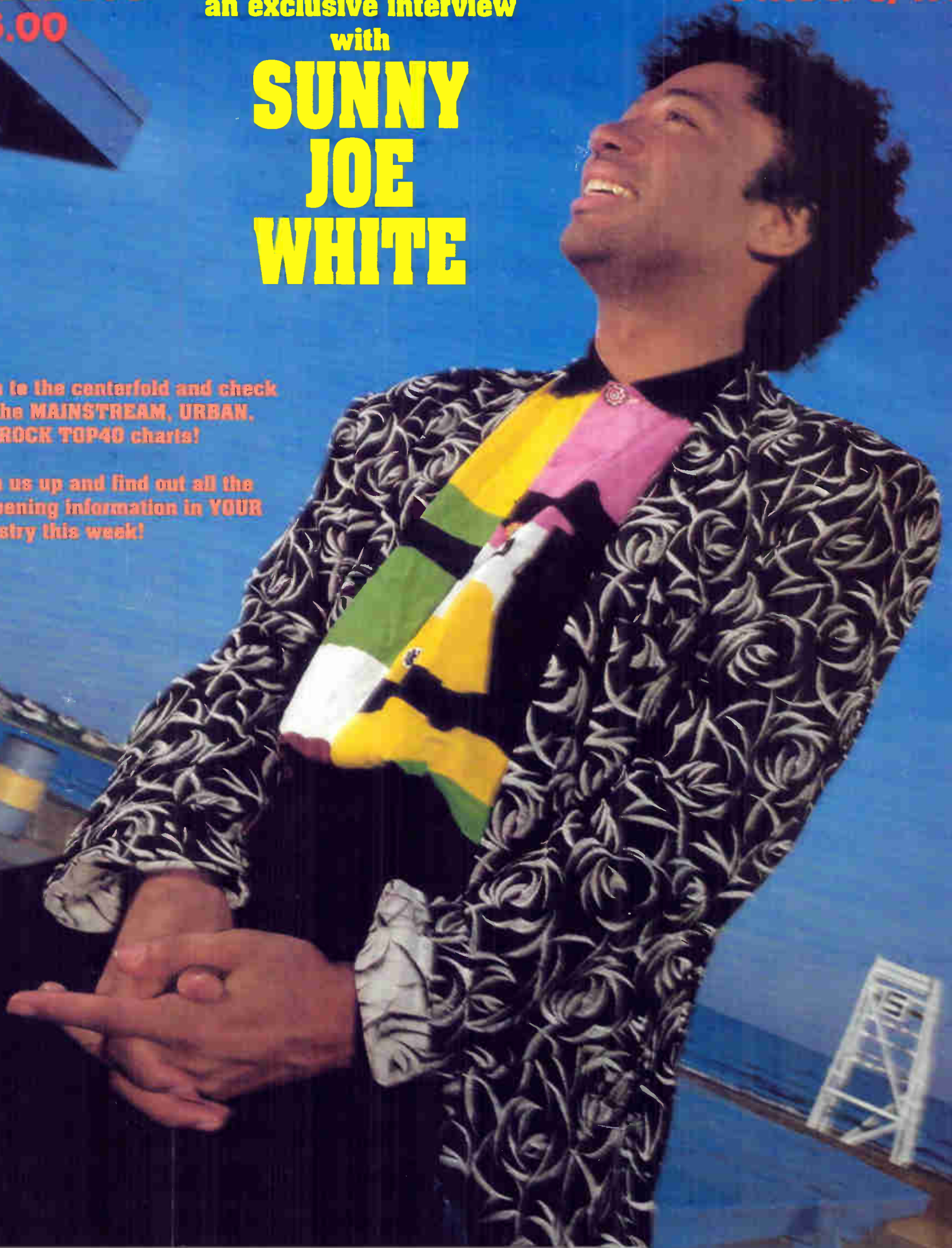
October 6, 1989

an exclusive interview
with

**SUNNY
JOE
WHITE**

open to the centerfold and check
out the MAINSTREAM, URBAN,
and ROCK TOP40 charts!

open us up and find out all the
happening information in YOUR
industry this week!



"THE ARMS" OF PRINCE

OPEN YOUR ARMS!



PRINCE

with Sheena Easton
The New Single
From B A T M A N™
Motion Picture Soundtrack
Produced and Arranged by PRINCE
Composed and Performed by PRINCE
with Sheena Easton.



HITMAKERS®

20847 Sherman Way, Suite #205, Winnetka, CA 91306 Phone: 818-887-3440 FAX: 818-883-1097

25% OF VIRGIN MUSIC SOLD TO FUJI

RICHARD BRANSON announced this week that FUJISANKEI COMMUNICATIONS GROUP of Japan has purchased a 25% interest in his VIRGIN MUSIC GROUP for a reported \$150 million, making this the largest Japanese investment ever in a European media company.

YOUR NUMBER IS UP

The HOT SUMMER'89 ARBITRON RACE is finally ready for examination...

NEW YORK...STEVE KINGSTON's Z100 moved down slightly (6.0-5.7) but it's not a close race in "The Big Apple" by any means. WPLJ did, however, move up 3.1-3.5, so we're still waiting to see if the station will do significantly better under TOP40 programming ace GARY BRYAN and his sidekick MIKE PRESTON. HOT97 down slightly 4.0-3.9.

LOS ANGELES...LYNN ANDERSON POWELL must be giving STEVE RIVERS a BIG kiss as KIIS-FM jumps 5.2-6.2 while POWER106 drops 7.2-6.1. But hold the presses everybody; PIRATE RADIO goes 4.3-5.5. And the LA RADIO WARS continue...

CHICAGO...Z95 in a holding pattern (3.7-3.7). But, what's this, WBBM-FM (B96) down 4.1-3.6? And WKQX (that's Q101 folks) up 4.0-4.4? Anyone talk to BILL GAMBLE lately?

SAN DIEGO...There's no contest in this market. As GARRY WALL takes the city by storm, his Q106 jumps 8.8-9.6. There's no doubt in our minds that someone's going to read these numbers and figure to themselves that they can get in on a good thing too. Look for Garry to have competition soon.

Also, WBLI, Long Island 5.4-5.4, KGGI in Riverside 7.0-8.5.

CLARKE INGRAM...
NAMED PROGRAM DIRECTOR AT B94, PITTSBURGH!

SHADOW STEVENS...
...NAMED OPERATIONS MANAGER AT PIRATE RADIO AS RANDY KABRICH RETURNS TO HIS FULLTIME OM POSITION AT Q105.

LARRY GROVES...
...KROQ'S LONGTIME ASSISTANT PD/MD, LEAVES THE L.A. ROCKER.

KEVIN KENNEY...
...UPPED AT KBEQ. HE'LL NOW BE OPERATIONS MANAGER AS WELL AS PROGRAM DIRECTOR.

OPEN TO THE CENTERFOLD
AND CHECK OUT OUR
NEW CHARTS

VIRGIN is the sixth largest record company in the world with 1988 revenues of well over \$400 million.

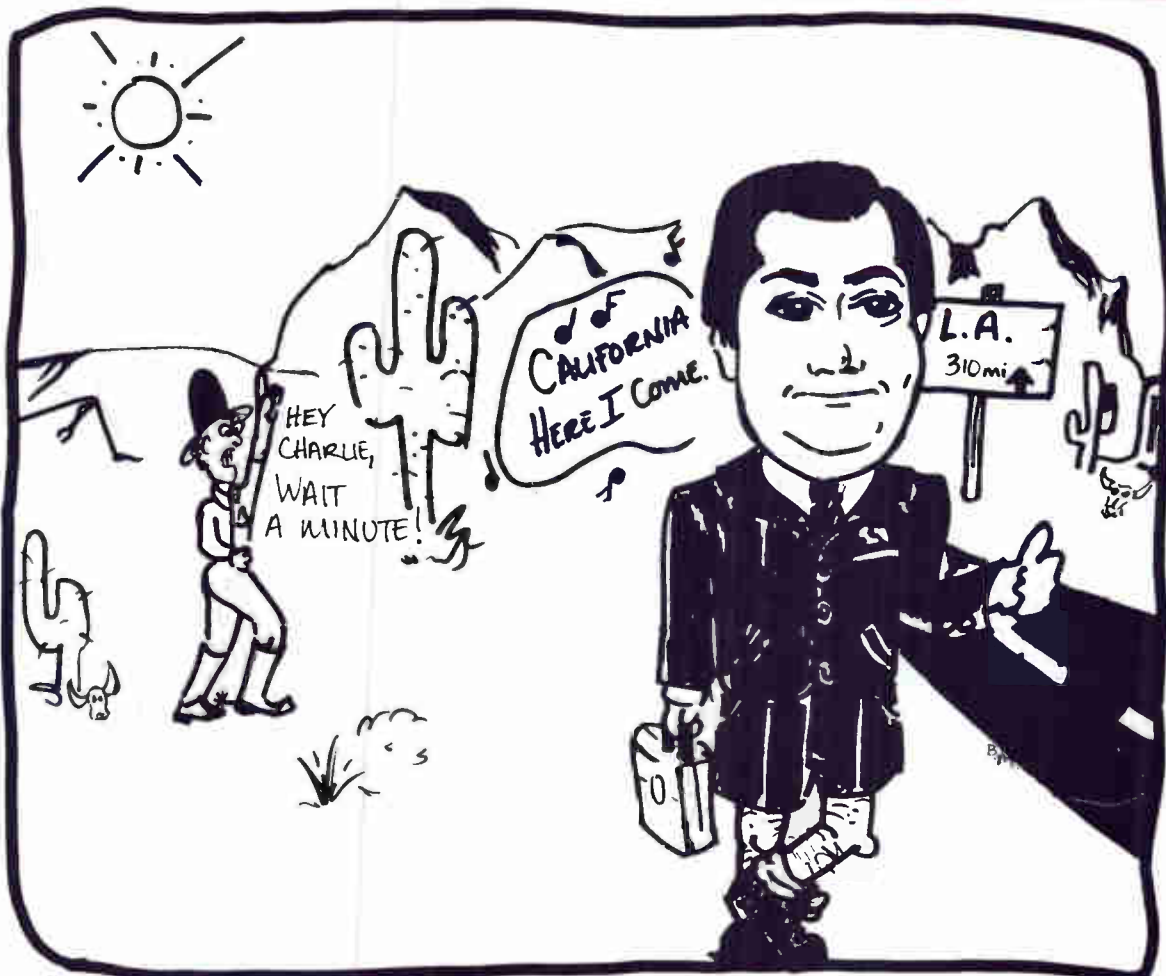
JORDAN HARRIS, VIRGIN's Co-Managing Director, told HITMAKERS, "This was a brilliant move that secures our independence. This allows VIRGIN to continue a very aggressive expansion in both North America and now Asia. We have our own record companies set up in twenty different countries, including Japan and Hong Kong.

"We will be forming a Japanese company to handle domestic Japanese artists. Japan is the second largest record market in the world and 70% of the business there is with domestic artists."

Harris added, "The whole of Asia offers a great opportunity for us because the marketplace there really looks at the American charts. Anytime we have a hit here it becomes a hit in Japan, and as that market grows, we will be well-positioned there."

All this comes in a week when our industry is awaiting the official announcement that POLYGRAM has purchased A&M Records for a close to \$500 million. It's 'Catch The Fever' time as Wall Street continues to realize the value and potential of these record company giants. Wall Street insiders tell HITMAKERS that they expect a major upswing in profits for these companies in 1990.

(See VIRGIN page 17)



CHARLIE QUINN TO Y95!

All the details
about Charlie
and
BUZZY
on the next page...



CHER

“Just Like JESSE JAMES”

The Follow-Up To
The Smash Single And Video
“If I Could Turn Back Time”

Produced by Desmond Child
Written by Desmond Child and Diane Warren
From The New Album *Heart Of Stone*,
Quickly Approaching Platinum



BILLY JOEL TAKES TOP40 BY STORM!

DON IENNER has made COLUMBIA RECORDS the talk of our business. His super energy has sparked a new era for BIG RED. Ask any programmer what the **HOTTEST** group on TOP40 radio is today and they'll tell you **NEW KIDS ON THE BLOCK**. And this week the new **BILLY JOEL** blows in with **208 HITMAKERS** adds. And a **HOT TIP** from **MARC BENESCH** to keep your eye on the **REGINA BELLE**...we agree.

KIX A KILLER

This **HOT ROCK TOP40 HIT** jumped off our conference calls weeks ago and this week was declared a **HITMAKERS NATIONAL BREAKOUT** with 110 ACTIVE REPORTS and 27 new adds. The entire ATLANTIC RECORDS team were early believers and that company is known for breaking acts like KIX. CONGRATS to **DOUG MORRIS** who told this publication this was a **HIT** record from **DAY ONE**.

MILLI VANILLI A SMASH

Another **HIT** for this **SUPERSTAR** group. **HITMAKERS NATIONAL BREAKOUT** with 169 ACTIVE REPORTS and 135 adds right out of the box. Looks like this group can do no wrong. TOP40 radio is all over this record.

BON JOVI SCORES BIG

With 123 ACTIVE REPORTS, this **HITMAKERS NATIONAL BREAKOUT** also scored 71 adds and we know everybody over at **MERCURY RECORDS** is thrilled at the huge success this record is enjoying.

CHARLIE QUINN FILLS IN AS BUZZ & Y95 PART AS FRIENDS

When we last caught sight of former Eagle 106 PD **CHARLIE QUINN**, he was jumping a red eye for Hollywood. Apparently the lure of limos and the glamour of the screen was too overpowering and the Philadelphian was compelled to make the cross-country trek to pursue a career in screenwriting - or so it seemed.

Somewhere along the way, fate beckoned and now the uprooted PD has popped up under the Evergreen Umbrella, at Dallas' Y-95, former home of **BUZZ BENNETT**.

(See **CHARLIE QUINN/Y95** page 17)

CHASE POWERS THE PIG IN TAMPA

How do you jump into a major market against a dominating Top40 giant and win? How about starting off by calling your station 'The Power Pig' and declaring war.

That's the approach Program Director **MARC CHASE** has taken at Jacor's WFLZ in Tampa, but it's going to take more than a few stones to slay the WRBQ goliath, and Chase knows it.

(See **MARC CHASE/WFLZ** page 17)

BELINDA CARLISLE ON TOP AGAIN

33 new adds and a **HITMAKERS NATIONAL BREAKOUT** with 103 ACTIVE REPORTS.

THIS WEEK'S HOT MUSIC...

YOUNG MC continues to grow. This week it's a **HITMAKERS NATIONAL BREAKOUT** with 112 ACTIVE REPORTS and 19 new adds. **SOULSISTER** gets the **HITMAKERS NATIONAL BREAKOUT** confirmation with 111 ACTIVE REPORTS. Ditto the **EURYTHMICS** who scored 101 ACTIVE REPORTS. Over on the **MOST ADDED** list, in addition to the ones we've already mentioned, you'll find **RICHARD MARX** with 75 new, **DON HENLEY** with 51, **BILLY OCEAN** with 49, **NEW KIDS ON THE BLOCK** "Didn't I" with 44, and **GLORIA ESTEFAN** with 25. And now for the specialists in our audience...

MOST ADDED URBAN TOP40

MILLI VANILLI "Blame It On The Rain" (ARISTA)
SURFACE "You Are My Everything" (COLUMBIA)
TECHNOTRONIC "Pump Up The Jam" (SBK)
SYBIL "Don't Make Me Over" (NEXT PLATEAU)
BIG NOISE "Name And Number" (ATCO)

MOST ADDED ROCK TOP40

BILLY JOEL "We Didn't Start The Fire" (COLUMBIA)
EURYTHMICS "Don't Ask Me Why" (ARISTA)
FASTER PUSSYCAT "Poison Ivy" (ELEKTRA)
GIANT "I'm A Believer" (A&M)
GREAT WHITE "The Angel Song" (CAPITOL)
MELISSA ETHRIDGE "No Souvenirs" (ISLAND)

OLYMPIA STATIONS ON THE BLOCK; FRANKLIN KXXR PD- CRUZ MD

Olympia Broadcasting Corp. has added its stable of stations to the growing list of radio properties on the open market. Olympia, based in Seattle, owns and operates **KXXR** - Kansas City, **KRZR** - Fresno, **KIAK/KQRZ** - Fairbanks, **KYAK/KGOT** - Anchorage, and **KTRW/KZZU** - Spokane.

The announcement comes on the heels of **Emmis Communications** decision to divest itself of three major market properties and **Noble Broadcasting Group's** recent plans to sell **WKCI/WAVZ** and **WBAB AM/FM**.

In another corporate announcement, close to two months after the sudden departure of **BRIAN BURNS**, Olympia has promoted **GARY FRANKLIN** to Program Director at **KXXR**.

Franklin, who has been with Olympia and **KXXR** since February 1988 as Asst. PD/MD, told **HITMAKERS** that he "feels great about the opportunity to work with such a strong airstaff and to have a GM (**Bob Gould**) who knows the value of energy and excitement on the radio. We've brought the station back to what it was intended to be - straight ahead rock 'n roll with a bad attitude."

Burns and **Franklin** have been credited with helping to awaken the nation to the potential of what has been termed "Rock Top40" radio. Since signing on last year, **KXXR** has established itself as a force in the market, although opinions differ as to the viability of the format.

"We're seeing a definite upswing at the station," stated **Franklin**. "When **Brian** left, the station was at a 5.4 trend from a 6.7 book, and our last trend was back up to a 5.6. We're hoping the trend continues when the numbers come out this week."

(See **OLYMPIA/FRANKLIN** page19)

BOB KRASNOW TO BE HONORED BY T.J. MARTELL FOUNDATION

BOB KRASNOW, Chairman of **ELEKTRA Entertainment**, has been chosen to receive the 1990 Humanitarian Award by the **T.J. Martell Foundation For Leukemia, Cancer and AIDS Research**. The **T.J. Martell Foundation** is a non-profit organization dedicated to raising the funds for research in the battle against leukemia, cancer and aids. Each year the Foundation, which was founded and is totally supported by the record industry, honors one of the music industry's leaders. This year, in a departure from previous dinners, the **T.J. Martell 15th Annual Award Presentation** will take place at a gala concert and supper in **Avery Fisher Hall, Lincoln Center**. Plans are being developed for superstar talent to perform at the event which is set for Friday evening **June 8, 1990**.

Honoree **Krasnow** is widely hailed as the man who took the helm at **ELEKTRA Records** in 1983 and turned it into a major force in the record business.

Under his direction, the label has achieved both critical acclaim (**ELEKTRA** garnered 21 Grammy

(See **BOB KRASNOW** page 19)



MARC CHASE
 Once again proving that this dear boy has a flair for creativity.

DON HENLEY

"The Last Worthless Evening"

ONE OF THE MOST ADDED!

#39 HITMAKERS ROCK CHART!

Over 40 Adds Including:

WZPL #29	100KHI #33	WNNK
KCPX	KF95 #35	WKEE
WXKS	WPRR #36	WRCK
KWSS	WWCK #37	WROQ
KLQ	WQUT #39	WKZL
KUBE	KQIZ #40	Z99
	WERZ #40	

Early Action:

WMMS(Deb#21)
KEGL(Deb#20)
KXYQ(Deb#26)
B94(Deb#28)

WZOU(Deb#33)
WPHR(Deb#33)
KXXR(35-31)

93Q(38-33)
WAZY(32-26)
Q98(Deb#25)
KCAQ(Deb#36)
WBBQ(Deb#39)

**R&R AOR Track: 14*-11*
Lp Sales Over PLATINUM!**

TESLA

"Love Song"

Top 5 Requests on MTV!

16-12 HITMAKERS Rock Top40 Chart...18% Increase In Airplay!

Exploding At:

WDFX(15-12Hot)	WOKI(15-7Hot)
KWOD(13-10Hot)	KIXY(10-3Hot)
92X(18-14Hot)	KATM(24-15Hot)
PIRATE(19-17)	OK95(20-12Hot)

FM104(17-11)
WNYP(35-27)

Just Added At:

WMMS
KXYQ
WPHR
KROY#31
FLY92
KJ103
WHHY

WPXR
WWCK
WQUT
WKEE

K106
WZYP
And Many
More!

AOR BREAKER!

Top 10 Most Requested AOR Track!

Lp Sales Over 900,000 Units!

CHRISTOPHER WILLIAMS

"Talk To Myself"

R&R Urban Contemporary: 4*

50-48 HITMAKERS Mainstream Top40 Chart!

11-7 HITMAKERS Urban Top40 Chart!

Just Added At:

Z99#32	100KHI
KOY-FM	WJAD
WLAN	KNOE
KC101	Q104
	KSMB

Active At:

WXKS(31-26)	X100(29-23)
KJMZ(5-4)	KMEL(#7)
KZZP(#8Hot)	KTFM(14-11)
HOT102(26-21)	PWR106(#26)

HOT97
KUBE

WTIC(37-31)
HOT92(11-2Hot)
KKMG(3-2Hot)

KDON(14-9)
KPRR(9-6)
WCKZ(29-22)
KZFM(24-19Hot)
B95(18-12Hot)
KZZB(20-16)

KKXX(7-5Hot)
WBBQ(39-34)
KLUC(26-21)
KNAN(31-26)
KKSS(16-13)

VITAMIN Z

"Can't Live Without You"

Just Released ! Already Added At:

KUBE

WROQ (Add)
WHHY (Add)

KF95 (Add)
KCAQ (Add)

KZZU (Add)
KQIZ (Add)

KJAD (Add)
KSMB (Add)

WPFM (Add)

FUZZBOX

"Self"

Early Action:

KITY
KUBE

K106 (Add)
WNYP(Add)
KZOZ(Add)
Z97(Add)
KFBQ(Add)

KFTZ(Add)
OK95(39-32)
KPAT(#33)
WWCK(#38)
95XIL(#39)

WZYP
KF95
KRZR
KCAQ
KZZU

WHTO
WJAD
WQID
KFMW
KMOK

KTMT

R&R NEW ROCK: 20*-16* and #4 Most Requested!





NEW KIDS 'NUKE' RECORD BOOK AS CHRISTMAS LP HITS STORES

The New Kids On The Block are the hottest thing to hit Boston since Paul Revere. The group's current LP has racked up massive sales of over four million units and its title-tune single, *Hangin' Tough*, concurrently took over the #1 album and single positions at the top of the Billboard charts.

At the same time, *Hangin' Tough* became the fourth consecutive Top 10 hit from the album, marking a unique feat in pop history. While other artists have had four Top 10 hits, The New Kids are the first teen group to accomplish the landmark feat. The chart triumphs precede the release of the Bostonians' third Columbia album, *MERRY MERRY CHRISTMAS*, which was released to stores September 19.

The new album will feature songs by the late Irving Berlin as well as an extensive set of modern day ditties such as *This One's For The Children*, *I'll Be Missing You Come Christmas* and a final tinsel-festooned nugget *Funky, Funky, Christmas*. Alright, so Bing Crosby's rolling over in his grave - the kids will love it and so will (most of) their parents; if not, they can always dust off their Mitch Miller records.

With sold out concerts, industry and community awards and block-buster legions of dedicated followers at their beck and call, the future looks bright as platinum for the loveable foursome.



ALICE SHOCKS MEGA-MAN WITH LEWD DISPLAY

Shortly before his electrocution by Alice Cooper, Megadeth's Dave Mustaine was granted a "final request:" to be photographed with the Executive Execution team from SBK, Alive, and Lippman-Kahane. SBK/Alive will release the all-metal soundtrack from Universal's *SHOCKER* shortly before the film opens in late October. Pictured at the September 23 ShockTale Party in Los Angeles are (left to right); Neil Lasher (SBK); Ron Laffitte (Lippman-Kahane); Jeff Panzer (SBK); Ken Baumstein (SBK); Alice Cooper; Dave Mustaine (of Megadeth); Ed Gerrard (Alive); Nancy Brennan (SBK); Pat Lucas (SBK); Shep Lucas (SBK); Michael Lippman (Lippman-Kahane); Terry Lippman (Lippman-Kahane).

QUINCY 'MAN OF THE YEAR' IN UPCOMING MIDEM CONVENTION

Musician, composer, producer and entrepreneur extraordinaire Quincy Jones will be named Man Of The Year by his peers in the music industry during the MIDEM show in Cannes, France.

The honor will be bestowed late January in recognition of Jones' long and distinguished career in the field; one that encompasses over two decades of distinguished service.

Jones has been the catalyst for some of the most stirring music events in the last twenty years, amongst them the production and arrangement roles in the "We Are The World" project that he organized for famine relief as well as overseeing the production end of Michael Jackson's platinum LP's, *OFF THE WALL*, *THRILLER* and *BAD*. Xavier Roy, chief executive of the Paris based MIDEM Organization, said, "Quincy Jones is a legendary figure in music. His success in any one of the areas in which he has flourished would have made him worthy of this award. His towering stature in all of them makes him an inescapable choice. We are honored that he has accepted to be the MIDEM '90 'Man of the Year.'"

CLIVE AND CO. ON THE GO TO COMBAT AIDS VIRUS IN NY BENEFIT

Once again, ARISTA Records is going the extra mile to stem the poisonous tide of AIDS. In conjunction with some of the hottest stars in the galaxy. Clive Davis will attempt to raise capital to donate to GMHC and AIDS charities.

Under the auspices of ARISTA Records' Davis, Loew's Hotels, Jonathon Tisch, Sandy Hill Pittman and Executive VP of Radio City Music Hall Productions Scott Sanders, the gathering will benefit the Gay Men's Health Crisis and AID's organizations.

The event will take place at Radio City Music Hall and will also be televised throughout the country. While the official title for the event, "A Celebration of 15 years of Joy To Help End These Years Of Sorrow" is somewhat laborious, its point is well taken to those of us who have had family or friends stricken by the disease.

In 1985, ARISTA released a tune that has almost become synonymous with AIDS support, *That's What Friends are For* that has raised a hefty one million dollars for the cause. To enlighten those on the origins and intent of GMHC, the company has a three pronged mission: to provide support services to people with AIDS, people with AIDS related complex and the love and care for them. Also, the service is attempting to educate the public at large on intricacies of the disease, and to implement fair and effective AIDS public policy. Congratulations to ARISTA for keeping abreast of the AIDS epidemic and keeping people aware of the still dangerous virus; as a people, we cannot rest until it is eradicated.

DES BARRES DOES WIFE ONE BETTER WITH RAP-CANUCK STYLE

As time goes by, it's getting increasingly difficult for actor/musician Michael Des Barres to upstage his celebrated wife Pamela. His well traveled spouse has watched her wallet and scrapbook expand recently through the revenue generated by her top selling autobiography *I'm With The Band*. The book details various bedroom encounters and exposes the seedy underbelly of the Rock Kingdom with shocking candor.

In an effort to upstage his star-struck wife recently in Canada, Michael played his last ace - a guest appearance on *21 Jump Street* where he joined forces with series star Richard Grieco on, surprisingly enough, a rap number. The whole affair took place in a

night club, and while Des Barres is not known for his urban trappings, he made the ethnic jump with help from a local band, Don Patrol.

What sparked the adventure was a chance meeting between Patrol's bass player and Des Barres in the group's dressing room back stage. When Michael discovered the bassist's preference in reading material he couldn't resist the temptation. "I found the guy propped on a sofa absorbed in my wife's book and thought I'd let the guys in the band see for themselves if I lived up to the image she painted of me." Gee Michael, let's not get carried away - we don't think they want to get to know you *that* intimately.

CLIFF'S GOT THE VISION TO WIN WITH NEW REGGAE LABEL

To purists of the specialized form of music we call Reggae, Jimmy Cliff is the acknowledged master. A look at both his illustrious track record and overpowering influence in the genre re-affirms the title. After all, just as Ziggy Marley discovered the intricacies of the ilk through the auspices of his father, so in turn did Papa Bob learn from Jimmy Cliff.

Since his hugely successful acting and composing debut in *The Harder They Come* almost fifteen years ago, the road has been rocky and sometimes unforgiving for the plucky Jamaican. In an effort to reverse the tide and gain more artistic control, Cliff recently began forging his own independent label in the states. With distribution handled by Ron Albert and Steve Alaimo through their rapidly growing VISION Records - the future for Cliff is bright indeed.

Cliff openly disagrees with skeptics who feel he has crippled his career by discarding the safety net accorded by ex-label COLUMBIA. On the contrary, the new label (called Cliff Sounds and Film) at last offers the multi-faceted Jimmy C. the creativity to really broaden his palette.

"In the past," he recently reflected via telephone from New York, "I was always told to make certain kinds of music by the label and felt oppressed. Now I can concentrate on my real love i.e., more authentic Jamaican reggae." His first album, called *IMAGES*, beautifully reflects that rootsy perspective, and should prove a capable launching pad for the newly spawned enterprise.

Cliff will also try his luck in the topsy-turvy field of A&R. "Our size will allow us to pay special attention to our artist's needs" he says, referring to his company's scaled down dimensions. "We'll never grow so big we lose control, and from experience, I've seen that happen at bigger labels."

Cliff's partners, Albert and Alaimo, are both experienced record men who are as familiar with the international market as they are with their home turf. Said Cliff brimming with optimism, "I knew it would be a harmonious relationship from our first conversation and they've both lived up to the great things everyone told me about them." The Reggae master should know - after all, he wrote the book.

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BRAINS.

BEAUTY.

TALENT.

NENEH CHERRY

WANGCHILD

The new single. From the album RAW LIKE SUSHI.



On Virgin Compact Discs, Cassettes and Records.

© 1989 Virgin Records America, Inc.

KEVIN WEATHERLY, Asst. PD/MD at Q106, San Diego sez, "**PATTI LaBELLE** *If You Asked Me To* (MCA) is performing so well! Number 5 18-24 adult requests! And, continuing her string of **SMASHES**, **PAULA ABDUL** *Opposites Attract* (VIRGIN) is **GREAT!** Also check out the next single from **BABYFACE** *Tender Lover* (SOLAR/EPIC) - it's so **GOOD!** And **TECHNOTRONIC** *Pump Up The Jam* (SBK) is **HOT!** It **JAMS!!!!**"

RICK UPTON, PD at KITY, San Antonio sez, "**TECHNOTRONIC** *Pump Up The Jam* (SBK) is **EXPLODING!** What a **SMASH!** Also, **REGINA BELLE** *Baby Come To Me* (COLUMBIA) is wonderful! A listening **MUST** for anyone not on it! **AFTER 7** *Heat Of The Moment* (VIRGIN) is a **SMASH!** Sounds like Bobby Brown! We **LOVE SHANA** *I Want You* (VISION)! A **GREAT** sounding song!"

ALEX COSPER, MD at KWOD, Sacramento sez, "**TESLA** *Love Song* (Geffen) is our #1 requested song! These guys are from Sacramento and they're **HOT!** Also, **EDGAR WINTER** *Cry Out* (RHINO) is a message song about our environment! A funky Pop song as opposed to the hard Rock he's famous for. And **ERASURE** *Drama* (SIRE/REPRISE) is **GREAT!** TONS of requests for it and **DEPECHE MODE's** *Personal Jesus* (SIRE/REPRISE)! Lastly, check this out - **DUNCAN DUH** *En Algun Lugar* (WARNER BROS.)! The song is in English, and it's an acoustic, Pop/Modern song with an obvious hispanic feel that's **VERY GOOD!** The only English single on the LP."

HOSH GURELI, MD at KMEL, San Francisco sez, "Check out **ARTHUR BAKER** *2 X 1* (A&M)! Don't be afraid of the rap in the beginning, listen up for the hook! Also, the **EURYTHMICS** *Don't Ask Me Why* (ARISTA) is smooth with incredible potential! I love it and wish I could give it **INSTANT** airplay but not at KMEL! And **MONEY LOVE** *Grandpa's Party* (Import) is much in the same vein as *Pump Up The Jam* - a serious club record! Lastly, **CHIMES 1, 2, 3** (CBS Import) is a **HOT**, funky song with a soulful hook!"

RICK HAYES, MD at KTFM, San Antonio sez, "**SHIRLEY LEWIS** *Realistic* (VENETTA/A&M) is **HOT!!!** Phones immediately! Also my #1 fave record is still **PARIS BY AIR** *Voices In My Head* (CBS/COLUMBIA)! A listening **MUST!** **TECHNOTRONIC** *Pump Up The Jam* (SBK) is really moving at night - I love it! And **PAJAMA PARTY** *Over And Over* (ATLANTIC) sounds **GREAT** on the radio, so **CHECK IT OUT!!**"

RICK STONE, MD at MIX105.1, Orlando sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) is a **SMASH!** Very reminiscent of his old sound! Also, **JANET JACKSON** *Rhythm Nation* (A&M) is a **VERY HOT** title track! Lastly, another biggie for **CHER** with *Just Like Jesse James* (Geffen)!!!!"

FRANK CERAMI, MD at WIOQ, Philadelphia sez, "Check out this import produced by Jazzie B...the band is **CHIMES** and the song is *1, 2, 3!* It's more of the U.K. Urban crossover invasion and it's working well! Also, **SHIRLEY LEWIS** *Realistic* (VENETTA/A&M) has a terrific hook! If the first one worked, **PAJAMA PARTY** *Over And Over* (ATLANTIC) is in the pocket! Also, we're playing the Pop vocal edit of the 12" mix of **GLORIA ESTEFAN's** *Get On Your Feet* (EPIC)! I really feel it's a better version of the song! And **ART OF NOISE** *Moments In Love* (CHINA/POLYDOR) is perfect for middays! This song deserves a second chance!"

MICHAEL NEWMAN, MD at ENERGY96.5, Houston sez, "**ERASURE** *Drama* (SIRE/REPRISE) is a little different from their past material, but it should work well wherever it can be played! **SIR MIX-A-LOT** *Beeepers* (NASTYMIX) will be a **HUGE** teen grabber! Phones guaranteed! You can page NASTYMIX for this one!"

MARK EASTERLAND, at Y95, Dallas sez, "**NEW KIDS ON THE BLOCK** *This One's For The Children* (COLUMBIA) is **HOT!** Number two requests in one day! It's blowing up the phones!!! Also, **SYBIL** *Don't Make Me Over* (NEXT PLATEAU) is a **GREAT** female song, so **CHECK IT OUT!** And lastly, a personal fave is **KEVIN PAIGE** *Anything I Want* (CHRYSALIS)! A **GREAT** LP cut from an outstanding LP!"

DON O'NEAL, MD at WCKZ, Charlotte, NC sez, "**TECHNOTRONIC** *Pump Up The Jam* (SBK) is definitely happening! Also, **ZAPP** *Ooh Baby Baby* (REPRISE) is really working! A listening **MUST!** **AFTER 7** *Heat Of The Moment* (VIRGIN) really could cross! **STRONG** upper demo females! And check out **SIR MIX-A-LOT** *Beeepers* (NASTYMIX)! If you play rap at night, this is a **MUST!**"

DENNIS REESE, MD at HOT105, Miami sez, "**NEW KIDS ON THE BLOCK** *I Only Wanna Be Loved* (COLUMBIA) is from the first LP and it's going gangbusters! **BILLY OCEAN** *Licence To Chill* (JIVE/RCA) is a bonafide **SMASH!** The more I listen to it, the more I love it! And **JANET JACKSON** *Living In A World They Didn't Make* (A&M) is a beautiful, strong ballad that will make you cry!!!!"

LYNDON ABELL, PD at KBQ, St. Louis sez, "Check out **KIX** *Don't Close Your Eyes* (ATLANTIC)! We're just playing around with it, but initial response is **INCREDIBLE!** Sales are brisk with limited play - should really take off! And **LINDA RONSTADT** featuring **AARON NEVILLE** *Don't Know Much* (ELEKTRA) has the best vocals I've heard in years! Incredible lyrics! It will go #1 A/C!!! And, I know we're late on **YOUNG MC** *Bust A Move* (DELICIOUS VINYL/ISLAND), but we don't normally play this kind of stuff. It's a **KILLER**, we're totally convinced!!!!"

BOB LaBORDE, MD at KISN, Salt Lake City sez, "**BIG NOISE** *Name And Number* (ATCO) fits the mainstream and Dance formats! A listening **MUST!** Also, I'm raving about it 'cause it's so **HOT** - **BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA)! It's an obvious **SMASH!!!!**"

GUY BROUILLARD, MD at CKOI, Montreal sez, "Check out **SHAKESPEAR'S SISTER** *You're History* (POLYDOR)! The opening throws people off but after three or four listens, it really **HITS HOME!** It's not bubble gum but **VERY** catchy! A European sound! **PARADOX** *Waterline* (MCA) has a very Pop/Rock keyboard sound! 18-35-year-old demo appeal! **ALANNAH MYLES** *Black Velvet* (WEA CANADA) is an easy top 5 record! It's a cross between Pat Benatar and Tina Turner! A **VERY** sexy and sultry song that fits the title! And **TEXAS** *I Don't Want A Lover* (MERCURY) has **GREAT** sales, and will go platinum!"

DENA YASNER, MD at KOY95, Phoenix sez, "**ERASURE** *Drama* (SIRE/REPRISE) sounds **VERY STRONG!** They work **GREAT** in Phoenix! **THE JETS** *The Same Dream* (MCA) will be **HUGE!** It feels like another *Make It Real!*"

STEVE HOFFMAN, MD at PIRATE RADIO, Los Angeles sez, "**STAGE DOLLS** *Still In Love* (CHRYSALIS) is another solid Pop/Rock record with a hook! Check out **LORD TRACY** *Out With The Boys* (MCA)! It's a male Rock N' Roll anthem!!!!"

RUSS ALLEN, Asst. PD at WPGC, Washington, D.C. sez, "The entire **SEDUCTION** LP (A&M) is **VERY** strong, and one cut in particular is **HOT**, although it's very long. The cut is *Heartbeat*, a remake of the Taanya Gardner club smash from about eight years ago. Also, if you're in the same boat as we are having already powered **PAULA ABDUL** *The Way That You Love Me* (VIRGIN), pull out the LP and listen again to *Opposites Attract!* It really sounds **GOOD!!!!**"

LORI CAMPBELL, MD at B94, Pittsburgh sez, "**KIX** *Don't Close Your Eyes* (ATLANTIC) is really starting to happen! Looks like a **HIT!**"

RICH ANHORN, PD at KWSS, San Jose sez, "**PAULA ABDUL** *Opposites Attract* (VIRGIN) is another uptempo Dance **SMASH!** Also, **BABYFACE** *Tender Lover* (SOLAR/EPIC) sounds like Karyn White's *The Way You Love Me* Part 2 with the **BABYFACE** mark! **JODY WATLEY** *Everything* (MCA) is a mid-tempo ballad that's well produced with nice vocal arrangements! And **VITAMIN Z** *Can't Live Without You* (Geffen) is **HOT!** It has a sexual beat to it, so **CHECK IT OUT!**"

MICHELLE SANTOSUOSSO, MD at KZZP, Phoenix sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) is a **SMASH!** For a slick LP cut try **BABYFACE** *Tender Lover* (SOLAR/EPIC)! Check out **MILLI VANILLI** *Blame It On The Rain* (ARISTA) for all demos! What a **SMASH!** If you need a song for your mix show, **BLACK BOX** *Ride On Time* is a **GREAT** import! Number 1 in the U.K.! And **TECHNOTRONIC** *Pump Up The Jam* (SBK) is the #1 club record in the area!"

TERRI WEBER, MD at KISS98.5 Houston sez, "**PAULA ABDUL** *Opposites Attract* (VIRGIN) is **HOT!** Check out the new re-mix, it's a **KILLER!** Also, **BISMARCKIE** *Just A Friend* (COLD CHILLIN'/WARNER BROS.) is one of our **HOTTEST** songs, and people get a kick out of it! **HUGE** nighttime record! Also, **BABYFACE** *Tender Lover* (SOLAR/EPIC) is a **GREAT** LP cut! Check out the special re-mix that has a rap by Bobby Brown in the middle! And **MICHAEL COOPER** *Turn The Lights Out* (REPRISE) is funky! It's not too black but just perfect for a mix show!"

LOU SIMON, PD at HOT94.9, Salt Lake City sez, "Everyone in the world should play **BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) - a mass appeal scorcher! Also, **TECHNOTRONIC** *Pump Up The Jam* (SBK) is a **KILLER!** **VITAMIN Z** *Can't Live Without You* (Geffen) has a strong hook! Good production - sounds like a **HIT!** And lastly, **YOUNG MC** *Principal's Office* (DELICIOUS VINYL/ISLAND) is perfect for back-to-school night play!"

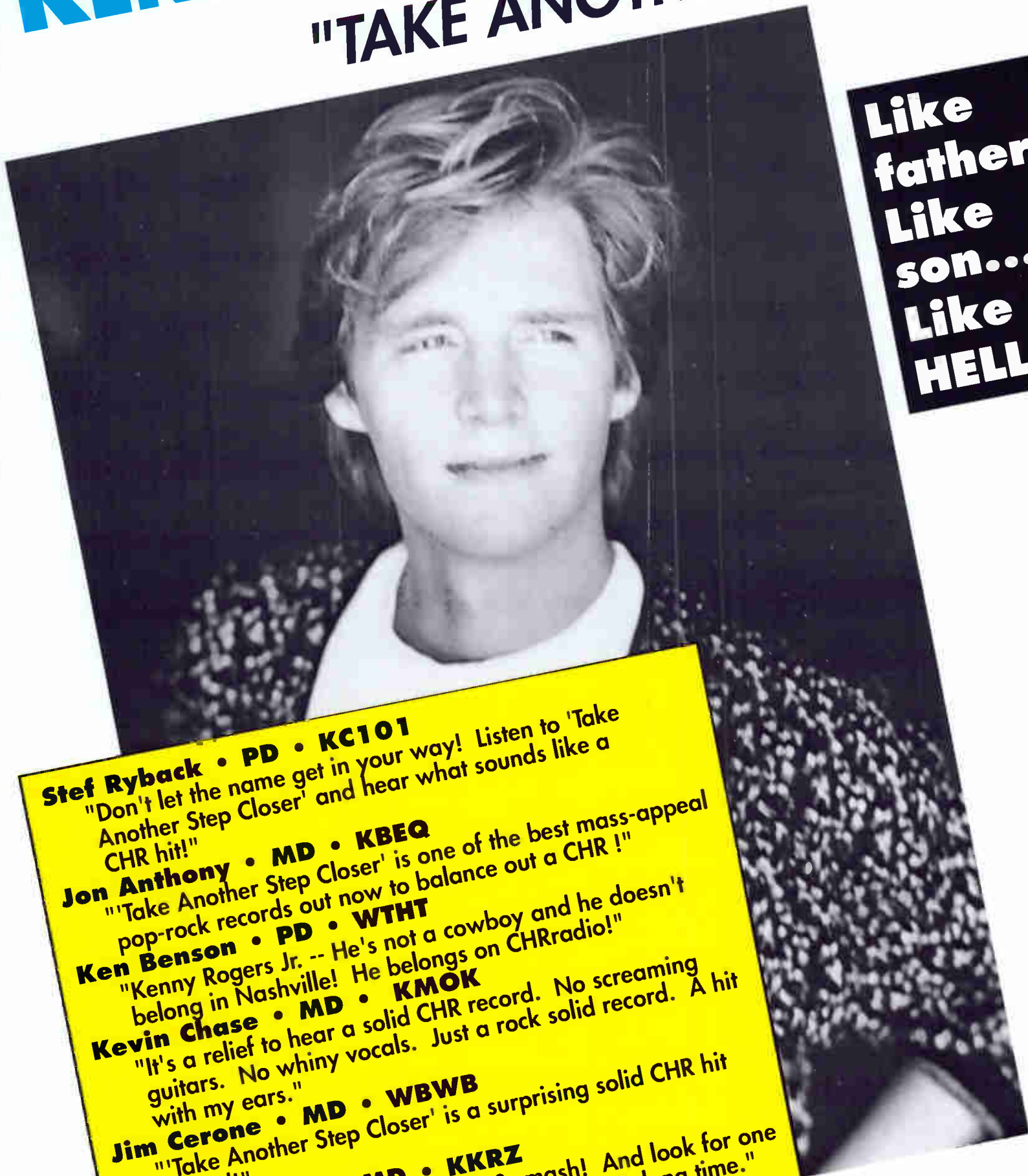
BRETT DUMLER, PD/MD at Z99, Oklahoma City sez, "**ABSTRAC'** *Right 'N' Hype* (REPRISE) is a stone cold groove! A **GREAT** crossover Dance female record! **LIL' LOUIS** *French Kiss* (COLUMBIA/CBS) is pulling **HOT** requests, especially about the breathing! And **THE JETS** *The Same Love* (MCA) is **HOT!** They're back with another **KILLER** female ballad, and it **SMOKES!!!!**"

KATHIE ROMERO, Asst. PD/MD at KSAQ, San Antonio sez, "**DON HENLEY** *The Last Worthless Evening* (Geffen) is another **SMASH** from one of the **BEST** LPs of the year! **GRAYSON HUGH** *Bring It All Back* (RCA) is **GREAT!** We are still getting requests for his last song, and it's selling very well! Excellent passive testing for this artist who sounds like Sam Cooke. **VITAMIN Z** *Can't Live Without You* (Geffen) is definitely worth the listen - a little alternative. And lastly, **ERASURE** *Drama* (SIRE/REPRISE) is **GREAT!** This will be another **SMASH** from a strong core artist for KSAQ!"

BRIAN WHITE, PD/MD st FM102, Sacramento sez, "**SHANA** *I Need You* (VISION) is working already after only a week and a half of airplay! Also, **TECHNOTRONIC** *Pump Up The Jam* (SBK) is **HOT!** I put it on after hearing about it on the Urban conference call and it pulled immediate requests! Also on the air is **ABSTRAC'** *Right 'N' Hype* (REPRISE)! I'm glad REPRISE has something perfect for our format! Lastly, **MC HAMMER** *Put Me In The Mix* (CAPITOL) is **HOT!** It's not too hard (as I first expected) and based on their popularity, this will be as **HUGE** as *Turn That Mutha Out!!!!*"

KENNY ROGERS JR.

"TAKE ANOTHER STEP CLOSER"



Like
father...
Like
son...
Like
HELL!!!

Stef Ryback • PD • KC101
"Don't let the name get in your way! Listen to 'Take Another Step Closer' and hear what sounds like a CHR hit!"

Jon Anthony • MD • KBEQ
"'Take Another Step Closer' is one of the best mass-appeal pop-rock records out now to balance out a CHR!"

Ken Benson • PD • WTHT
"Kenny Rogers Jr. -- He's not a cowboy and he doesn't belong in Nashville! He belongs on CHRradio!"

Kevin Chase • MD • KMOK
"It's a relief to hear a solid CHR record. No screaming guitars. No whiny vocals. Just a rock solid record. A hit with my ears."

Jim Cerone • MD • WBWB
"'Take Another Step Closer' is a surprising solid CHR hit record!"

Connie Breeze • MD • KKRZ
"This is a truly impressive Top 40 smash! And look for one of the best supporting videos to emerge in a long time."

Dan Stone • PD • K1OK
"We put it on the second we got it. It's testing as an across-the-board smash! Everybody loves it!"

**ON YOUR DESK
- ADD IT NOW!**

From the album 'YES-NO/MAYBE'

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KEVIN McCABE, MD at HOT97, New York sez, "Check it out! In an effort to put a little fire under **NANCY MARTINEZ** *You Got Me On Fire*, VENDETTA/A&M has serviced a club radio edit that makes the song perfect for HOT97! It sounds like *Move Out* with a house flavor! Also, check out **LONDON BOYS** *London Nights* (ATLANTIC)! It's got the potential to be a mass appeal *HIT!* It's very strong and reminiscent of When In Rome's *The Promise!* Also breaking in New York is a promising debut from **HINT OF GRAY** *Love* (DEET)! It's an interesting blend of hispanic free style with alternative vocals! Look out for a copy!"

DANA LUNDON, MD at HOT102, Milwaukee sez, "**RANDY AND THE GYPSIES** *Perpetrators* (A&M) is a kick-ass *JAM!* **SEDUCTION's** next single *To Make It Right* (VENDETTA/A&M) will work for anyone who had success with the first one! **CINDY VALENTINE** *Picking Up The Pieces Of My Heart* (ARISTA) is a very Expose-feeling cut from an original member of the group! Check out **YELLO** *The Road Race* (MERCURY), a 70 percent 'Make It' on our test! It's less novelty than *Oh Yeah*, but it still has a novelty feel with a *GREAT* beat behind it. And for guaranteed female response in all demos, play **E. G. DAILY** *Heart Don't Lie* (A&M). It's like eating potato chips, you've gotta have *MORE!*"

RICK CARTER, MD at 92X, Columbus sez, "I'm always susceptible to that Blues/Boogie feel, and **FASTER PUSSYCAT** *Poison Ivy* (ELEKTRA) really fits the 92X sound! Also, **XYZ** *Inside Outside* (ENIGMA) is a very polished, driving, mid-tempo sound! Don Dokken got this group together. And finally, **VITAMIN Z** *Can't Live Without You* (Geffen) really breaks up the repetition of the heavy metal sound in the vein of Love And Rockets and R.E.M., so *CHECK IT OUT!*"

CAROLYN ROBBINS, MD at 100.3 JAMZ, Dallas sez, "**MICHEL'LE** *No More Lies* (ATCO) is one of the *HOTTEST* records I've heard in quite a while! It should be a *SUPER-SMASH* nationally! Check it out *NOW!*"

RAY KALUSA, Asst. PD/MD at KCPX, Salt Lake City sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) is a rap record for 25+ demos! Also, **BIG NOISE** *Name And Number* (ATCO) is uptempo, clean and will lift your spirits! And lastly, **EXTREME** *Mutha (Don't Wanna Go To School Today)* (A&M) has the same feeling as Winger's *Seventeen*, and it's perfect for kids in school!"

DWAYNE WARD, Asst. PD/MD at WROQ, Charlotte, NC sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) - what a record! Also people are missing the boat on **BANG TANGO** *Someone Like You* (MCA)! What a *GREAT* song! Also, **SHOOTING STAR** *Touch Me Tonight* (ENIGMA) is HOT! A *KILLER* from these Kansas City rockers! And a *SMASH* from **DON HENLEY** with *The Last Worthless Evening* (Geffen)!"

RANDY IRWIN, MD at KUBE, Seattle sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) has mass adult appeal! This song is a real listening challenge, so check it out! Also, **THE EURYTHMICS** *Don't Ask Me Why* (ARISTA) has *GREAT* adult appeal, and it sounds *KILLER* on the air! And lastly, **THE ALARM** *Sold Me Down The River* (I.R.S.) is *HOT!* If you haven't checked it out yet, it's not too late!"

LAURA SHOSTAK, MD at Q107, Washington, D.C. sez, "**THOMPSON TWINS** *Sugar Daddy* (WARNER BROS.) is a *HIT!* And I *LOVE* **TINA TURNER** *The Best* (CAPITOL)! Definitely a strong adult appeal record!"

JOLT THE JUNIOR JOCK, Acting MD at WZOU, Boston sez, "**TESLA** *Love Song* (Geffen) really is *Stairway To Heaven* 20 years later! The video is *HOT*, the record is *HOT* - don't miss it! Also, **BIG NOISE** *Name And Number* (ATCO) is gonna be making some big noise around Boston! **THE JETS** *The Same Dream* (MCA) is a *You Got It All* again! And **DON HENLEY** *The Last Worthless Evening* (Geffen) is the *BEST* ballad on the album - it's *GREAT!!!*"

JOHN CHRISTIAN, MD at HOT97.7 San Jose sez, "**STEVIE B.** *Girl I've Been Searching For You* (LMR) sounds *GREAT* on the radio! Another *HIT* from a guy who's a core artist for HOT97.7. Also, **PAULA ABDUL** *Opposites Attract* (VIRGIN) is a *KILLER!* Two steps forward, two steps back - check out the re-mix, it's *AWESOME!* Lastly **SHIRLEY LEWIS** *Realistic* (VENDETTA/A&M) is the perfect upper demo record that is a *KILLER* on the air!"

ANDY TAYLOR, MD at KJ103, Oklahoma City sez, "**ERASURE** *Drama* (SIRE/REPRISE) is different and a nice departure for them! The mixes are *GREAT* - especially the Krucial Mix! Also, **BIG NOISE** *Name And Number* (ATCO) is a *GREAT* catchy, blue-eyed soul song! And **LIL' LOUIS** *French Kiss* (EPIC) is very cosmopolitan, but *VERY GOOD!* And **DIE WARZAU** *Welcome To America* (FICTION/MERCURY) is industrial punk/alternative and kind of a Pop Nit Zerebb! A listening *MUST!*"

STEVE OCEAN, MD at Y106, Orlando, FL sez, "**THE JETS** *The Same Love* (MCA) is a real solid ballad that has all the elements of a *HIT!* I Love it! And just an update on the success of **THE B-52's** *Love Shack* (REPRISE) - #5 requests, #2 single sales, and top 20 LP sales! If you need balance for your playlist and you're not on this, you should be!"

DAN WALKER, MD at KROY, Sacramento sez, "**SOULSISTER** *The Way To Your Heart* (EMI) is *HOT!* It's only the first week and it's already pulling phones! And I *LOVE* **KEVIN PAIGE** *Don't Shut Me Out* (CHRYSALIS)! A *GREAT* mass appeal song!"

P.J. OLSEN, MD at WLOL-FM, Minneapolis sez, "**AFTER 7** *Heat Of The Moment* (VIRGIN) is a *GREAT* record! I'm in *LOVE* with the sound, and it should be a *BIG* female reactor!!!"

BRAD KING, PD at KSKG, Salina, KS sez, "**TINA TURNER** *Undercover Agent (Of The Blues)* (CAPITOL) is a heckuva good track! Check it out! Also, **JOE COCKER** *When The Night Comes* (CAPITOL) is a *SMASH!!!* It will be featured prominently in the new Tom Selleck movie *An Innocent Man*. Don't miss this one! And check out the **BEE GEES** *You Win Again* (WARNER BROS.)! It's a *GREAT* cut off the *ONE* LP without the falsetto approach!"

A. SCOTT BURTON, MD at WRCK, Utica, NY sez, "**HUBERT KaH** *So Many People* (CURB) is a new and different sound to add to your dance mix, and it has a chance to cross! Also, **BROS** *Too Much* (EPIC) could be *BIG!!!* An uptempo production loaded with *ENERGY!!!*"

ROBIN BANKS, MD at JET-FM, Erie, PA sez, "**GIANT** *I'm A Believer* (A&M) is the perfect adult Rock record!"

JAY TAYLOR, Asst. PD/MD at KLUC, Las Vegas sez, "**SHANA** *I Want You* (VISION) is *HOT!* Also, **JAYA** *If You Leave Me Now* (LMR) is a listening *MUST!* We are still getting phones on **TERRY TATE** *Babies Having Babies* (ATLANTIC)! It just won't go away! And #1 phones on **JIVE BUNNY & MIXMASTERS** *Swing The Mood* (ATCO)! This will be a top phone record for anyone who plays it!"

JOHN STEVENS, PD at HOT104, Greenville, SC sez, "**TECHNOTRONIC** *Pump Up The Jam* (SBK) is an absolute stone-cold *MONSTER!* Two weeks of airplay and it's ringing phones off the hook! Also, **SHIRLEY LEWIS** *Realistic* (VENDETTA/A&M) is a *SMASH!* I love it! Check out **MARCIA GRIFFITHS** *Electric Boogie* (MANGO/ISLAND)! The 12" is selling like *CRAZY!* A *GREAT* novelty record! And lastly, for the adult crossover record of the year, check out **SYBIL** *Don't Make Me Over* (NEXT PLATEAU) - it's a *MUST!*"

BILL DAWSON, PD at Q124, Roseburg, OR sez, "Check out the **ESCAPE CLUB** *20th Century Fox* (ATLANTIC)! To the younger programmers, play this record and let your listeners know it's a Doors song! The kids will *LOVE* it and the adults will remember it! The perfect mix of '80s and '60s!"

DAVE ROBLE, PD at KWNZ, Reno, NV sez, "**DEPECHE MODE** *Personal Jesus* (SIRE/REPRISE) is *GREAT!* What's wrong with the title? **DEPECHE** takes a different direction and broadens their appeal into the '90s! Also **HUBERT KaH** *So Many People* (CURB) is *GREAT!* A multi-format song to be played on Top40!"

LINDA SILVER, MD at K92, Roanoke, VA sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) sounds so good on the air - *I LOVE IT!* Also, **BRIDGE 2 FAR** *I Must Be Blind* (WTG) is a super ballad! A lot of reaction from females!"

MIKE TINNES, MD at WKLQ, Grand Rapids, MI sez, "**MELISSA ETHERIDGE** *No Souvenirs* (ISLAND) is a *GREAT* adult female record for Rock Top40!!!"

KEVIN CARTER, MD at KYNO, Fresno, CA sez, "**TECHNOTRONIC** *Pump Up The Jam* (SBK) is totally different from anything else on the radio! It really stands out! I love it! Also, **NANCY MARTINEZ** *You Got Me On Fire* (VENDETTA/A&M) is *HOT!* The Pop edit is *GREAT* for the midwest, but if you want something more street-wise, check out the Dance edit, it's *HOT!* Also **MILLI VANILLI** *Money* (ARISTA) is a good secret weapon record since it's only available on import! A *GREAT* alternate cut! And **MAZE** featuring **FRANKIE BEVERLY** *Can't Get Over You* (WARNER BROS.) will go *ALL THE WAY!* Phones after a few days of airplay!"

CHRIS RUH, PD at KZOZ, San Luis Obispo, CA sez, "**SHIRLEY LEWIS** *Realistic* (VENDETTA/A&M) is a *HUGE* record! I love it! Also, **RICHARD ELLIOT & BOBBY CALDWELL** *In The Name Of Love* (ENIGMA) is *GREAT!* A midday *MUST!* **GRAYSON HUGH** *Bring It All Back* (RCA) is *H-O-T!* And **NICK PHILLIPS** *Is It Love* (PROFILE) sounds like George Michael meets Erasure - *I LOVE IT!*"

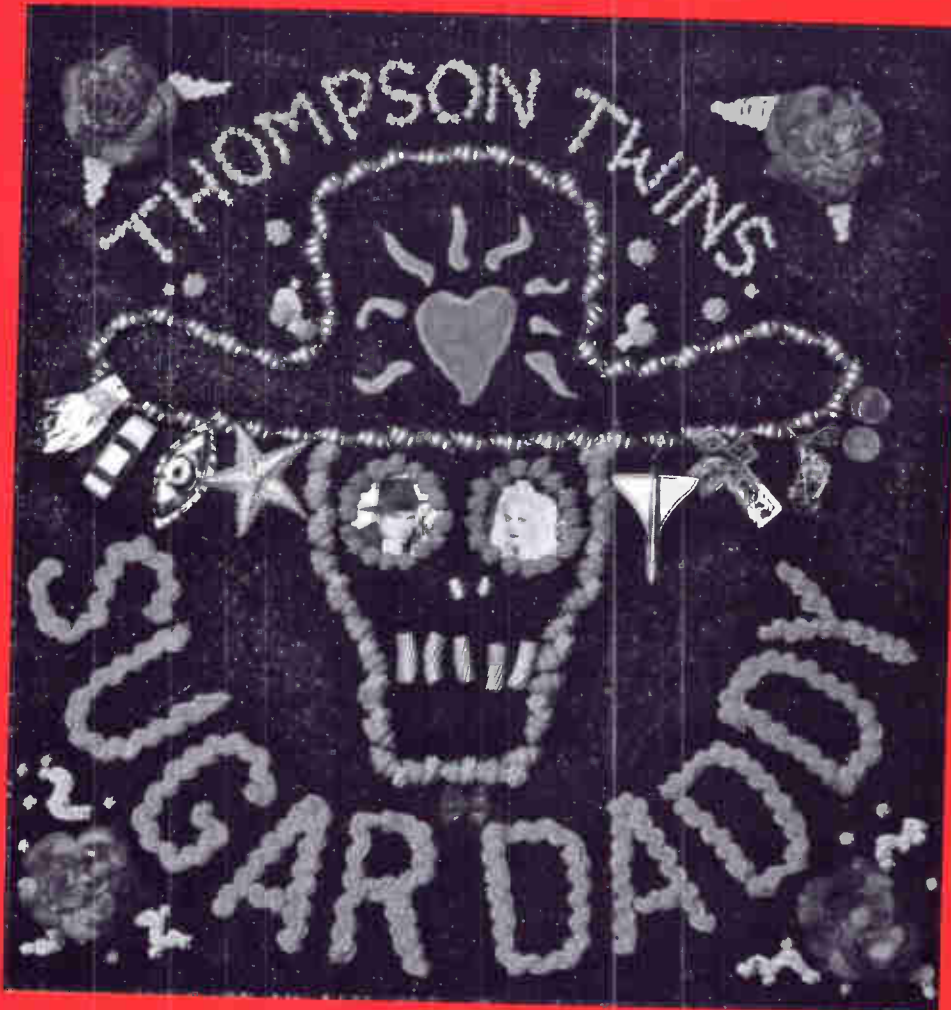
STEVE MANN, MD at WQUT, Johnson City, TN sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) is *HOT!* This song will grow on you! Also, **THE ROLLING STONES** *Rock And A Hard Place* (COLUMBIA) is a *KILLER!* An excellent LP cut and uptempo, kick-ass material! Lastly, **PAUL CARRACK** *I Live By The Groove* (CHRYSALIS) is a listening *MUST* from a guy who's a musical genius!"

JAMIE HYATT, PD at KDON, Monterey-Salinas, CA sez, "**ABSTRAC'** *Right 'N' Hype* (REPRISE) is very, *VERY HOT!* Also, **TECHNOTRONIC** *Pump Up The Jam* (SBK) is a *MUST!* Also a listening must is **NIKKI** *If You Wanna* (Geffen), and **SHANA** *I Want You* (VISION) is coming through! Check 'em out!"

ROGER SCOTT, MD at KRQ, Tucson, AZ sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) sounds like *You May Be Right* with more guts! I love it! Also, **BIG NOISE** *Name And Number* (ATCO) is a very refreshing Pop song! **PAUL CARRACK** *I Live By The Groove* (CHRYSALIS) is another *Roll With It!* A *GREAT* adult mainstream record! And a listening *MUST* is **NIKKI** *If You Wanna* (Geffen)!"

BOB BECK, PD at KYYY, Bismarck, ND sez, "**KATRINA & THE WAVES** *Rock N' Roll Girl* (SBK) sounds *VERY* good! It's got potential!!! And check out **TESLA** *Love Song* (Geffen)! I'm starting to hear a *BUZZ!*"

B96 (Add #31)
 WHYT (D#24)
 WXS (D#27)
 WZOU (24-20)
 Q107 (Add #31)
 KKBBQ (D#24)
 KRBE (29-26)
 KPLZ (31-28)
 KUBE (25-11)
 KBQ (Add #33)
 WLOL (20-16)
 KKFR (Add)
 KKRZ (30-24)
 HOT102 (34-31)
 PRO-FM (Add #33)



KROY (21-18)
 KWOD (28-23)
 WGH (D#28)
 WNVZ (Add)
 KSAQ (34-30)
 KTFM (D#30)
 HOT94.9 (26-22)
 KISN (37-34)
 MAJIC102 (30-27)
 WTIC (Add #40)
 WYXI (39-36)
 and
 MANY more

HITMAKERS MAINSTREAM TOP40 CHART: NEW46
71% Increase In Airplay!

The New Single
 Written, Performed and Produced by Tom Bailey and Alannah Currie. From Their Warner Bros. Debut **Big Trash**
 Management: Gary Kurfirst



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STEVE HELLER, MD at ZFUN106, Moscow, ID sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) is terrific! I'm glad to see him doing good ol' Rock N' Roll again! Also, **BANG TANGO** *Someone Like You* (MCA) is getting GREAT response! It falls in the same vein as erotic cult-like music! And lastly, a straight-ahead Pop record for **DEBORAH HARRY** is *I Want That Man* (SIRE/REPRISE)! A HIT!"

JON ANDERSON, MD at KQIZ, Amarillo, TX sez, "**PAUL CARRACK** *I Live By The Groove* (CHRYSALIS) is a tasty piece from a voice everyone knows! It's bigger than *Don't Shed A Tear*. Also, **WATERFRONT** *Move On* (POLYDOR) is a GREAT mid-tempo song - gives great sax! A BIG surprise is **KENNY ROGERS, JR.** *Take Another Step Closer* (CYPRESS/A&M)! The only thing that he has in common with his dad is his name - a listening MUST! And a GREAT ballad from **MICHAEL DAMIAN** *Was It Nothing At All* (A&M) was written by **MICHAEL** himself! Check it out!

NICKI STEWART, MD at WHHY, Montgomery, AL sez, "**KATRINA AND THE WAVES** *Rock N' Roll Girl* (SBK) is a solid Top40 rocker! It's much better than *That's The Way*. Also, **BIG NOISE** *Name And Number* (ATCO) is GREAT! This new band is getting a buzz, and at a time like this with so much product out that's good! Lastly, **PRINCE & SHEENA EASTON** *Arms Of Orion* (WARNER BROS.) is a beautiful ballad!"

KEVIN CHASE, MD at KMOK, Lewiston, ID sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) is HOT! No powder puff lyrics here, simple and to the point! **BILLY**'s starting a BIG fire with this song! Also, **KATRINA AND THE WAVES** *Rock N' Roll Girl* (SBK) is a get-up-and-dance song that has a catchy hook! An out-of-the-box SMASH!!! And **KENNY ROGERS, JR.** *Take Another Step Closer* (CYPRESS/A&M) is SOLID and smooth! The more you hear it, the more you'll LOVE it!"

DEAN CLARK, MD at SLY96, San Luis Obispo, CA sez, "**WATERFRONT** *Move On* (POLYDOR) is the HIT followup on the LP! Check it out! Also, **GIANT** *I'm A Believer* (A&M) is a Pop/Rock record, and I AM a believer! And **GRAYSON HUGH** *Bring It All Back* (RCA) - BOY what a record - is a classic from **GRAYSON**! Lastly, he's back and the man stays hip - **BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA)! Phenomenal! Read the lyrics, it's a prerequisite!"

ANGEL GONZALES, MD at KEZB, El Paso, TX sez, "I can't emphasize it enough...2 **LIVE CREW** *Me So Horny* (SKYYWALKER) is a SMASH! We had been hearing about it for a while, and at first it was slow, but after two weeks of play, it's the TOP SELLING 12" in town and the requests are HUGE! Have faith, this one WILL WORK!"

PAUL JOHNSON, MD at KZIO, Duluth, MN sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) has enough hook to carry it through at Top40, AOR, and probably A/C as well! A GREAT record!"

DOUG SORENSON, PD at KATM, Colorado Springs, CO sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) is a GREAT Rock-oriented record! There won't be any Dance mixes on this one! Also, check out **SHOOTING STAR** *Touch Me Tonight* (ENIGMA). It sounds a lot like Abacab and it should be a good adult response record!"

BRUCE STEVENS, PD at WBBQ, Augusta, GA sez, "**BARBRA STREISAND** *We're Not Makin' Love* (COLUMBIA) is an adult female KILLER! A GREAT daytime record, and the stores are already reporting BIG demand! Will be a BIG seller!"

CHUCK MCGEE, MD at WOMP-FM, Wheeling, WV sez, "Don't let the name scare you - after all, remember Donny Osmond and the Bee Gees? For those PDs who say there are no straight ahead Top40 records out there, take **KENNY ROGERS, JR.** *Take Another Step Closer* (CYPRESS/A&M) out of the case and put it on the air! It's got GREAT horns and an incredible hook, and if everyone gives it a chance, it'll be a top ten SMASH guaranteed! Shoot me if it doesn't pull top ten phones!"

CLAY GISH, PD at WOKI, Knoxville, TN sez, "**ALICE COOPER** *Poison* (EPIC) has #1 phones! Teens and males are VERY strong on this BIG record! Also, **TESLA** *Love Song* (GEFFEN) is a nice, mid-tempo power ballad that debuted at #15 after one week! Number 1 requests after four days, and stayed #1 after nine days! Lastly, **WHITE LION** *Radar! Love* (ATLANTIC) is a GREAT Rock Top40 song! The audience supports this one like CRAZY, especially 18-24 males!"

CHRIS MURRAY, MD at WLAN, Lancaster, PA sez, "**DEBORAH HARRY** *I Want That Man* (REPRISE/SIRE) proves that she is BACK! Now play the record! Also, **TECHNOTRONIC** *Pump Up The Jam* (SBK) is a HIT! **AFTER 7** *Heat Of The Moment* (VIRGIN) is a GREAT record that you don't have to wait till after 7 to play - play it all day! **KATRINA AND THE WAVES** *Rock N' Roll Girl* (SBK) sounds like a straight-ahead HIT to me, and don't shy away from **SQUEEZE** *If It's Love* (A&M). If The Cure can work, so can this one!"

MIKE STONE, MD at WPFM, Panama City, FL sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) is HOT! It's different and it's by a familiar artist, so check it out! Also, **PAUL CARRACK** *I Live By The Groove* (CHRYSALIS) sounds like a HIT from an artist who gave us '80s classics! And lastly, **THE ALARM** *Sold Me Down The River* (I.R.S.) is so good! It's a cross between U2 and Powerstation!"

RIC SANDERS at KDON, Monterey-Salinas, CA sez, "**ARTHUR BAKER** *2 X 1* (A&M) is an outright, no doubt, straight-to-the-top SMASH! One of our biggest records of the fall! Also, **CHUCKII BOOKER** *Don't You Know I Love You* (ATLANTIC) is HOT! I'm not sure if it's the next single, but it's a mass appeal followup if it isn't! Also, lastly, check out the Giants and the A's for the World Series...now that's HOT!!!"

MATT McCANN, PD at WLRW, Champaign, IL sez, "Check out the **THOMPSON TWINS** *Sugar Daddy* (WARNER BROS.)! It's generating good phones and it has a GREAT hook! And a GREAT local band is **LAST GENTLEMEN** *Goodbye Kisses*! Top ten sales! They're well established and have been around a long time. Their first single went #3 here, and this one threatens to do even better! If anyone wants a copy call me at (217) 357-4141."

MATT KILLION, PD at 94TYX, Jackson, MI sez, "**2 LIVE CREW** *Me So Horny* (SKYYWALKER) is a SMASH with teens, and we're dayparting it at night! **SYBIL** *Don't Make Me Over* (NEXT PLATEAU) is a SEXY ballad! This record really reacts well, especially with adult females!"

FLETCHER KEYES, MD at Z104, Madison, WI sez, "**BILLY JOEL** *We Didn't Start The Fire* (COLUMBIA) is GREAT! A definite HIT! Also, **MILLI VANILLI** *Blame It On The Rain* (ARISTA) looks like an obvious one!"

JIM CERONE, MD at WBWB, Bloomington, IN sez, "Check out **B.J. NELSON** *Evidence Of Love* (EMI)! She sang back-up for Robert Palmer on *Tell Me I'm Dreaming* and she was the back-up singer on his last three tours! The record is a good, female appeal Pop song! Also, **PAUL CARRACK** *I Live By The Groove* (CHRYSALIS) sounds like a straight-ahead Pop HIT!"

J.J. McKAY, PD at KWTO, Springfield, MO sez, "**KENNY ROGERS, JR.** *Take Another Step Closer* (CYPRESS/A&M) has a legitimate shot at Top40 success! Play it as a mystery artist ala Donny Osmond and watch it work! Also, **GRAYSON HUGH** *Bring It All Back* (RCA) will be an instant SMASH with 18+ women!!!"

BOB LEWIS, MD at KRNQ, Des Moines, IA sez, "**PRINCE & SHEENA EASTON** *Arms Of Orion* (WARNER BROS.) is a KILLER! **KATRINA AND THE WAVES** *Rock N' Roll Girl* (SBK) is gonna be a MUTHA of a HIT! and get ready...the next **KEVIN PAIGE** *Anything You Want* (CHRYSALIS) is a brilliant followup to a #1 record for KRNQ! You've got to be dumb not to play this record!"

DAVE DeANDREA, MD at KYNG, Coos Bay, OR sez, "Want a recipe for INSTANT phones? Take three and a half minutes, add **MICK JONES** *Just Wanna Hold* (ATLANTIC), and wait! Also, **DEBORAH HARRY** *I Want That Man* (REPRISE/SIRE) is one of her strongest performances ever! If you don't like that song, listen to *Maybe, For Sure*."

JACK LUNDY, PD at Y94, Fargo, ND sez, "**PETER FRAMPTON** *Holding On To You* (ATLANTIC) is a very contemporary sounding record! **PETER** has evolved with the times, and the record is very mass appeal!!! Also, **TINA TURNER** *The Best* (CAPITOL) is doing well in our call-out across the board! 21-13 this week and HOT!!!"

CARL CROSS, MD at WIZM, LaCrosse, WI sez, "The **ESCAPE CLUB** *20th Century Fox* (ATLANTIC) is now...and then! Produced by Ray Manzarek, it has the old Doors sound, but with the current feel of the **ESCAPE CLUB**! It's the perfect blend of retro-rock and NOW!!!"

GIANT

"I'm A Believer"



HITMAKERS ROCK TOP 40 CHART: 31-19 (55% Increase In Airplay)!

PIRATE (Add)
THE FOX (Add)
WMMS (D#23)
KXXR (30-26)
92X (24-21)
WROQ (25-18)
WLRS (23-20)
95SX (Add)
K104 (D#21)
KBFM (Add)
KDWZ (29-24)
KELY (35-32)
KF95 (Add)

KFBD (31-27)
KFTZ (Add)
KHSS (D#35)
KJLS (31-28)
KKBG (39-35)
KKEG (3-1)
KMOK (Add)
KQCR (Add)
KQKY-FM (31-26)
KTAG (Add)
KTUX (D#34)
KWNZ (30-26)
KZZU (D#35)
OK95 (28-20)
SLY96 (Add #36)

WABB (D#30)
WBNQ (Add)
WCLG (11-9)
WJZQ (Add)
WKSM (Add)
WNYP (D#35)
WPFM (D#39)
WQUT (22-17)
WRQK (Add)
WWHB (34-30)
Y104 (24-16)
Y94 (Add)
Y97 (28-24)
Z93 (35-30)
and more



SHIRLEY LEWIS

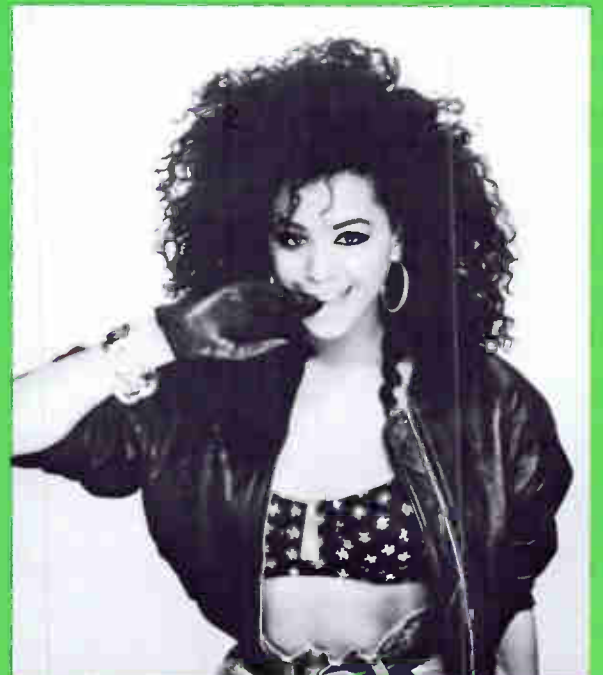
"Realistic"

Produced by Shep Pettibone, Steve Harvey,
Eric T., and Jay F.

A HITMAKERS CRUSADE THIS WEEK!

KMEL (D#25)
WIOQ (D#27)
WPGC (Add)
KKFR (Add)
HOT102 (Add #39)
HOT97.7 (D#31)
FM102 (Add)
KITY (D#32)
WCKZ-FM (37-32)

HOT104 (D#29)
KBOS (32-28)
KDON (Add)
KKSS-FM (Add)
KLUC (Add)
KYNO-FM (34-31)
KZFM (Add)
KZOZ (Add)
WANS (Add)
and more



When You Play It, Say It!

AM RECORDS

HOT RADIO PROMOTIONS

KEGL TROTS OUT THE STARS

Everyone loves to get the book off to a quick start by bringing one or two big name acts to town, but what the folks at KEGL, Dallas have put together gives a whole new meaning to getting a jump on the competition. KEGL Asst. PD/MD Jimmy Steal is calling it a 'major party,' which is probably the biggest understatement of the '80s. How about **Roxette, Billy Squire and David Coverdale**? OK, let's add **Boston, Fine Young Cannibals and Chicago**. Not enough? Then throw in **Michael Morales, Steve Stevens, Eddie Money, Paul Carrack, Poco, Bad English**, and one of the hottest Texas bands around, **Omar And The Howlers**. Put them all together at the Starplex, the premiere concert venue in Dallas, add 1,000 guests who've won invites by listening to KEGL, and you've got one helluva 'major party.' It all happened last Monday night and the city won't soon forget it

Y106 MILLION DOLLAR DASH FOR CASH!

Y106 in Orlando, FL is qualifying listeners for \$1,000,000! Listen for the key song of the day and the 16th caller instantly wins \$106. On December 5 all qualifiers will gather at a vault, and a winner will have 106 seconds to run in and out of the vault, carrying as much of the \$1,000,000 that he/she can!

SLY96 MAKES YOUR 'BLOOD RUN!'

SLY96 in San Luis Obispo, CA sez run for your life for the local blood bank. SLY96 is encouraging listeners to enter in this marathon, the entry fee to which is two pints of blood. Participants are asked not to raise money, but blood from donators. SLY96's incentive to listeners is that all participants will qualify for a drawing to win a trip to Disneyworld in Orlando, FL.

WKSI 'SQUEALING' GIVEAWAY

WKSI in Greensboro/Winston-Salem, NC has the Dixie Classic Fair in town so that listeners can enjoy the festivities, they are giving away passes to the fair to designated callers. One interesting event at the fair is a pig race - that's right, Robison Racing Pigs will race for Oreo cookies! To win tickets to the fair, be the tenth caller at the sound of the squealing pig!

JET-FM BREAKS DOWN FOR STONES TICKETS

JET-FM in Erie, PA is your official **Rolling Stones** station! JET-FM is giving listeners tickets to see the concert in Cleveland during their appropriately named afternoon drive 'road' show with 'Cook & Calin.' Listeners at work are invited to participate in this 'at work network' by being the tenth caller at the touchtone. All he/she has to do to obtain a pair of tickets is break something on his/her desk! This promotion sounds great on the air and really gets the momentum going!

WCKZ MAKES "DOING TIME" EASY FOR BAKKER

WCKZ/KISS102 is helping to send Jim Bakker off to prison prepared and in style. On September 25, the KISS102 morning team of Rick Jensen and Kevin McGowan began giving away "Jim Bakker Prison Survival Kits." The package includes everything the defrocked televangelist will need to make his anticipated jail stay a pleasant one: a lifetime membership to the North Carolina Department of Corrections, a Twinkie with a file in it (Rick and Kevin couldn't afford a cake), a metal cup to rattle on the bars, a KISS102 license plate (Jim should work to familiarize himself with license plates, as they will provide gainful employment for him for years to come), a cassette of *Jailhouse Rock*, an album of recorded music sung by his wife Tammy Faye, a PTL pin, and a bar of soap inscribed "Don't Drop!" With the success of the "Jim Bakker Prison Survival Kit," Rick Jensen and Kevin McGowan have already started work on their next project, "The Jim Bakker Pardon, Parole and Probation Prayer Pamphlet."

WLOL AND KIDFEST '89

October 7 marks the date for WLOL's KIDFEST '89 at the Rosedale Mall in Minneapolis. All day long, kids and their parents will enjoy entertainment with an educational edge. A local department store has also planned a children's fashion/talent show, with Luvs and Cub Foods sponsoring the second annual Diaper Derby Crawl. (This is only an exhibition - please, no wagering). Former Minnesota Twins slugger **Harmon Killebrew** will also stop by in the afternoon to sign autographs and show his expert diaper fastening technique.

KEY TO THE NINETIES AT WZOU

On Monday, September 25, WZOU introduced "The Key to the '90s" contest...the single largest giveaway in Boston radio history. Listeners have the chance to win a key to the 1990s lifestyle that could instantly change their life. The grand prize winner will enter the new decade with a prize package consisting of a luxurious waterfront condo, a 1990 sports car, a new speedboat and \$10,000 in cash! WZOU94.5 will count down the last 94 days of the eighties by showcasing music from the eighties as well as feature information time capsules of events that occurred around the world. In mid-December, one lucky listener will become the recipient of this 1990s lifestyle prize package. A great way to start a new decade, to say the least.

KQIZ's BILL COSBY LUNCHEON!

With Bill Cosby in town to do a benefit concert for underprivileged children, KQIZ in Amarillo, TX did a tie-in promotion. Listeners were invited to call or fax in entries in order to win lunch with Bill. A great midday promotion.

Q106 Q-JAM '89

On October 7, Q106 in San Diego will host a spectacular jam featuring **Sweet Sensation, The Jets, Seduction, Jazzy Jeff**, and, oh yes, **New Kids On The Block!** Throughout the day, listeners can win tickets by being the designated caller. On the morning show, you'll have to use imagination to win!

KYNO CELEBRATED CHRISTMAS IN SEPTEMBER

The **New Kids On The Block** have generated excitement in the past but this is ridiculous. Upon the release of their **A VERY MERRY CHRISTMAS** LP, KYNO in Fresno ran around to each retailer, buying up all the cassettes and LPs they could lay their hands on. That weekend KYNO gave away the product on the air. At the sound of the sleigh bells listeners called up to win!

WIOQ SURVIVAL KITS

In anticipation of Hurricane Hugo, WIOQ in Philadelphia gave away survival kits to their listeners, consisting of life-jackets, cans of Spam, bottled water and any other food products with a shelf-life of 1000 days! Designated callers won the kits. (The promotion was tastefully done before Hugo hit Charleston).

WHYY's BIG BLACK BOX

WHYY (Y102) in Montgomery, AL has suspended a huge black box with Y102 call letters on it painted in white. At a local car dealership in a busy intersection, via a crane. During the day, Y102 gives out clues to what is in the box, and the tenth caller at the designated time can call to guess. So far Y102 has given away a large Sony TV, 102 gallons of gas, mens and ladies watches, ten-speed bikes and so forth!

KITY'S GOOD DEED IS A 'POWERHOUSE'

KITY in San Antonio, TX recently had their Powerhouse party featuring **Michael Morales, Sandra, Kevin Paige, Seduction, Red Flag** and **TKA** - who incidentally stole the show. A comedian, Ruddy Serma opened the show. KITY gave away over 3,000 tickets for the event to designated callers. In order to get into the concert, winners had to bring a bag of old clothing to the event to benefit Goodwill!

KWSS CREW LISTENERS ARE WINNERS

Kelly and Kline, KWSS's morning team in San Jose, took a bus load of "Houston Harassers" to the September 23 Giants game vs the Houston Astros. All lucky winners got a pair of tickets to the game, a limited edition KWSS "Houston Harasser Hooter" (megaphone), plus a KWSS baseball cap and a trip to the game on the "Beat Houston or Bust" KWSS party bus. But KWSS not only made listeners winners, they were winners themselves. Taking home the "Most Spirited Competitors" in the seventh annual Fireman's chili cook-off, KWSS head chef, AE. George Moody, spiced up this year's concoction with Cuervo Gold, ground sirloin and some other "secret ingredients." More than 20,000 people came by the event to test chili. All proceeds went to the Santa Clara County food bank.

Q95-FM SET FOR "CLOSING DAY"

"Opening Day" at Tiger Stadium is always a big event in Detroit. But this year, Tiger fans had even more reason to celebrate the last home game of the season on Wednesday, September 27. Q95 (WKQI-FM) wasn't about to let the Tigers last place finish in the American League East spoil the baseball season. What better reason for a party? The station, in conjunction with S.C.P. Enterprises, took a bus load of listeners down to Tiger Stadium for the last home game of the season against the pennant winning Toronto Blue Jays. Morning personality Dick Purtan says the "Closing Day" bash is a good-natured way to let the players know that they're not the only ones who're glad the season's over. "Besides," noted Purtan, "spring training is only five months away."

KMEL BUSTING OUT THE BIG CASH

KMEL in San Francisco, CA sez the birthday payoff is back. 7:10 a.m. each Thursday for the next five weeks, KMEL will announce their birthday date for the big payoff. Week one the first person through with a matching birthday will receive \$5,000, week two the payoff is doubled to \$10,000, then \$15,000, \$20,000 and finally \$25,000!

HOT 92 HAS RALEIGH FOR PAYDAY

Cleveland's HOT92 (WRQC) had homegrown talent Kevin Raleigh on hand at a local nightclub to present the winner of their "Every Day is Pay Day" promotion with a check for \$2000. The payoff was the final phase of the sweepstakes for which hundreds of entries were received. The winner's name was selected by HOT92's Hollywood Haze.



MELISSA ETHERIDGE

BRAVE AND CRAZY



**A HITMAKERS CRUSADE THIS WEEK!
A HITMAKERS HITBOUND!**

GARY FRANKLIN, PD, KXXR "Melissa always gives us quality music and the fact that we can't keep product in the stores is proof! Take home a Melissa Souvenir today!"

**PIRATE (Add)
WMMS (Add)
KXXR (25-22)**

- | | |
|-----------------------|-----------------------|
| 102QQ (D#40) | KWXX (Add) |
| 95XIL (D#37) | WAIT (Add #30) |
| G98 (Add) | WDEK (Add) |
| K104 (20-16) | WKLG (Add) |
| KATM (Add) | WKOR (21-16) |
| KBAU (Add) | WKSP (D#34) |
| KDWZ (D#34) | WOVO (Add) |
| KHOK (Add) | WRTB (Add) |
| KJLS (Add) | WVKZ (30-25) |
| KKBG (Add) | WWHB (D#26) |
| KKEG (11-5) | Z93 (Add) |
| KKRC (Add #33) | and more |
| KMON (D#29) | |

STEVE HOFFMAN, MD, PIRATE "A superb adult record for PIRATE!"

BB LP CHART: 69* - 30*

Her new album
featuring the single
"No Souvenirs"

Produced by Kevin McCormick,
Niko Bolas, Melissa Etheridge

Management: W. F. Leopold Management
Available now on Island Compact Disc, Cassette and Record



© 1991 Island Records

GIANT

I'm A Believer
(A&M)

Absolutely **EXPLODED** at Rock Top40 radio this week, 31-19 on **HITMAKERS** ROCK TOP40 chart and ready to cross to Mainstream **NOW!!**

With adds at PIRATE RADIO in Los Angeles and THE FOX in Detroit and a hot debut at #23 at WMMS in Cleveland, the major market airplay is sure to open many eyes at Top40 radio.

Programmers on our Rock Top40 conference call are totally convinced that this record will work. **GIANT** moves at KXXR (30-26), 92X (24-21), WROQ (25-18) and WLRS (23-20) testify to this fact.

Charlie Minor and A&M Records are totally committed to breaking this **HOT** new act, let **GIANT** make YOU a believer too!

TECHNOTRONIC

Pump Up the Jam
(SBK)

More than just your typical club record in the cosmopolitan markets, our Urban Top40 conference call participants sniffed this one out and have turned it into the biggest **BUZZ** record at Top40 for the past two weeks.

Now spreading to Mainstream with adds this week at KIIS-FM at #28, WHYT, WXKS-FM, PRO-FM, KC101 and many others.

Other major adds this week include 100.3JAMZ, POWER96 at #32, FM102, KGGI and 102JAMZ.

With all this action, your reaction should be obvious: Pull this record out, listen to it, and then get it on the air. When something is this **HOT**, why wait?

KIX

Don't Close Your Eyes
(ATLANTIC)

A **HITMAKERS** National Breakout this week and **NEW** at #49 on our Mainstream Top40 chart for a record that ATLANTIC Records and **HITMAKERS** have both believed in from day one.

Another Most Added week with Mainstream giants like KBQ in St. Louis, WZOU in Boston, WZPL in Indianapolis, WKSE in Buffalo and KOY95 in Phoenix deciding to join the club and play this proven Top40 hit!

It had to be moves like PIRATE RADIO (17-14), KWOD (31-20), WROQ (15-10), WLRS (18-12) and a host of others that did most of the convincing.

Thanks to this action KIX moves 9-6 on **HITMAKERS** RockTop40 chart this week!

KEVIN PAIGE

Don't Shut Me Out
(CHRYSALIS)

A healthy 47-44 move on **HITMAKERS** Mainstream chart this week and major adds at Q106#30, KZZP, KKRZ, KXYQ, WBLZ, KROY#30, KISN and WKSI indicate that this 'record that won't go away' is on the verge of busting out **BIG!**

KEVIN PAIGE has been one of our most major Crusades of 1989, and the commitment from CHRYSALIS Records has been nothing short of incredible!

Now it's all paying off as *Don't Shut Me Out* starts to come home. A move of 37-32 on our Urban Top40 chart is a reflection of **HOT** moves at POWER106 (28-25), KITY(32-28), Q102(17-13), FM100(21-18) and many more.

SOUL II SOUL

Back To Life
(VIRGIN)

48-42 on **HITMAKERS** Mainstream Top40 chart this week shows that this followup smash is on its way to equaling and possibly topping the success of its predecessor.

Michael Plen and the staff at VIRGIN Records are all-out to carry this record all the way to the top and we believe!

Hot adds at key stations like EAGLE106#28, WIOQ#30, KKQB, KRBE and Y100 give notice that this is an all-demo, all-format, across-the-board hit record.

Strong moves at WPLJ(32-21), POWER106(31-28), WXKS-FM(29-21), POWER96(32-27), HOT97.7(32-27), WTIC-FM(18-10) and 98PXY(29-19).

REGINA BELLE

Baby Come To Me
(COLUMBIA)

25-23 on our Urban Top40 chart this week and ready to cross. Major market action testifies to the strength of this beautiful ballad: WUSL(5-3) in Philadelphia, 100.3JAMZ (26-21) in Dallas, HOT105(23-20) in Miami, 102JAMZ(19-10) in Orlando and KITY(D#20) in San Antonio.

A highly talked about record on our Urban conference calls, REGINA BELLE is an obvious cross-over ballad. Put it on the air and let your audience decide.

Major adds at WZOU in Boston, Y100 in Miami, B100 in San Diego, Y107 in Nashville and WKSI in Greensboro. This is just the beginning of another COLUMBIA Records smash.

VIRGIN (from page 3)

RICHARD BRANSON is quoted as saying, "his company consciously chose a partnership that would not only ensure our future independence under existing management but would provide a springboard for our ambitions to become the world's No. 1 music group."

BERTELSMANN bought RCA Records in 1986 for \$300 million (for 75% of the stock, they already owned 25%), Sony bought CBS Records in 1988 for \$2 billion (Sony just bought COLUMBIA Pictures for \$3.4 billion), and MCA Records and Boston Ventures bought MOTOWN Records for \$61 million. This year ISLAND Records was purchased by POLYGRAM for \$300 million.

As you can see, where there's smoke there's fire. Look for the buying trend to continue and profits at record companies to skyrocket as we enter the next decade.

CHARLIE QUINN/Y95 (from page 5)

As for the unexpected vacancy, GM David Spence commented that "Buzz and I aren't mad at each other—we just couldn't agree on which course the station was to take." Spence was quick to approve of the contributions that Bennett had made, stating, "Buzz brought the station a long way and has laid a strong foundation for continued growth"

While the move to Dallas is not as westerly as Quinn had planned, it is, he stated, "a hell of a long way from Philadelphia. "I am very pleased to stay in the broadcasting business", stated Charlie from L.A., one day prior to heading back to Texas. "It will be great to be able to work for Evergreen with Scott Ginsburg and Jim De Castro." Both Spence and Quinn wanted to stress that the official title of his new position is "interim PD." Spence explained, "We'll work Charlie in slowly for 30 days to see if he can work well with us and vice-versa. Once the trial period has elapsed, we'll take a closer look at long term picture."

MARC CHASE/WFLZ (from page 5)

"Right now the format is Southern cookin', smokin' 24 hours a day with no dayparting," Chase told HITMAKERS, "and our focus now is to play as much music as possible." Chase compared his new station, which is playing everything from Motley Crue to Paula Abdul, to an "eight-day-old baby" that will look very different as it grows, but he reiterated that the music is the key.

"Q105 really is a great radio station, but one of the things they've forgotten is the music," stated CHASE, adding, "Tampa Bay's been starving for the Power Pig, and we're gonna make some bacon, fry up some ham, and feed it to Tampa."

Q105 OM RANDY KABRICH, who was summoned to Q105 from PIRATE RADIO in Los Angeles told HITMAKERS, "In all honesty, we listened the first day and we haven't listened since." Let the battle begin.

GRAYSON HUGH

"BRING IT ALL BACK"

#2 MOST ADDED A/C!!!

ON HITMAKERS CD SAMPLER VOLUME 27!



KISN (Add)	100KHI (Add)	KZOZ (Add)	WPFM (Add)
Z99 (Add)	KAGO (Add)	POWER98 (Add)	WQSM (Add)
Y107 (Add)	KCAQ (Add)	WAEB-FM (Add)	and more
WKSI (Add)	KIXY (Add)	WBBQ (Add)	
WKZL (Add)	KWNZ (Add)	WIFX (Add)	
	KWTO (Add)	WKSP (Add)	

BILLY OCEAN

"LICENCE TO CHILL"

ONE OF THE TOP ADDED THIS WEEK with 49 ADDS!!!



WIOQ (Add)	WNVZ (Add)	KBOS (D#40)	KRNQ (29-26)	WHDQ (Add #40)
WZOU (D#35)	WNCI (28-24)	KBTS (39-34)	KSND (Add)	WHYY-FM (Add)
KISS98.5 (33-28)	KITY (35-31)	KELY (D#39)	KTDR (Add #38)	WLAN-FM (40-34)
KRBE (Add)	KISN (D#29)	KEZB-FM (Add)	KWTO (Add)	WLXR (Add #33)
HOT105 (Add)	WTIC (Add #39)	KHFI (Add)	KWTX-FM (Add)	WPFM (D#37)
KUBE (Add)	Z99 (D#29)	KHSS (Add)	KYNO-FM (Add)	WQXA (Add)
WPHR (D#36)	100KHI (Add #39)	KHTT (Add)	KZFM (Add)	WRCK (Add)
KKFR (D#31)	102QQ (Add)	KIXY (Add)	KZIO (D#40)	and more
KWSS (Add)	93QID (Add)	KKBG (Add)	KZOR (Add)	
WBLZ (Add)	95XXX (Add)	KMGZ (Add)	KZOU (Add)	
KROY (29-25)	97KYN (Add #29)	KNAN (Add #40)	WANS (D#40)	
	B98 (Add)	KPXI (Add #39)	WAPE (Add)	
	JET-FM (Add)	KQIZ (Add #38)	WFLY (Add)	
		KQKQ (Add)	WFXX (Add #39)	



POCO

"CALL IT LOVE"

HITMAKERS MAINSTREAM TOP40 CHART: 37-26 (23% Increase In Airplay)!

HITMAKERS ROCK TOP40 CHART: 13

Q101 (18-14)	KBQ (15-9)	KKRZ (D#28)	WNVZ (23-20)	98PXY (D#30)
Q95 (15-14)	WNRJ (Add #30)	KXYQ (17-13)	KSAQ (29-25)	WJLK (19-13)
WXKS (D#35)	WLOL (30-27)	KXXR (19-15)	WZPL (17-15)	WJRZ (24-21)
WZOU (20-17)	Q105 (D#25)	PRO-FM (27-24)	KCPX (26-23)	Y107 (13-11)
KEGL (10-9)	WMMS (8-7)	Q102 (Add #34)	KISN (10-8)	WDJX (29-24)
Q107 (29-26)	WPHR (30-23)	KWOD (19-15)	MAJIC102 (11-10)	and more
KUBE (21-17)	Y108 (D#29)	WGH (13-8)	WROQ (8-5)	



HOODOO GURUS

"COME ANYTIME"

**#1 ALTERNATIVE RECORD
4 WEEKS IN A ROW!**



Z99 (33-26)

KDUX (39-36)	WKLQ (Add)
KFBD (D#40)	WOVO (39-35)
	WPST (D#35)
	Y104 (D#36)
	and more



SHOOTING STAR

Touch Me Tonight
(ENIGMA)

PIRATE RADIO in Los Angeles put this record in a test rotation and the response was so overwhelming that they had to give it an add!

Our Rock Top40 mavens are really ravin' about the mass-appeal of this straight-ahead pop hit, and you can bet that, as the word spreads, this record will become a major success at Mainstream Top40 as well.

Major moves at KXXR(11-9), KDWB(17-11), OK95(34-24), Y104(40-32) and WPFM(34-28) started the train rolling, and now adds at PIRATE RADIO and WROQ will serve to keep it moving at an ever-faster pace. Better hop aboard while you can still catch it.

THE ALARM

Sold Me Down The River
(I.R.S.)

With their most mass-appeal effort to date, THE ALARM have been a hot commodity at Album radio and are ready to cross to Top40 with a bang.

A huge jump of 41-24 on our Rock Top40 chart indicates that the crossover has already begun.

Barry Lyons and I.R.S. Records know they've got a major hit on their hands and they won't rest until the Top40 world knows it too.

Hot moves at KXXR(36-32), KWOD(D#34), WROQ(D#13), KDWZ(D#31), KKRC-FM(20-17), KNIN(35-31), KRXR(27-23), KDUX(D#38), OK95(33-28), WOMP-FM(D#40), WOKI(D#30) and many more.

TESLA

Love Song
(Geffen)

This one's blowing 'em away at Rock Top40 with great research and requests in some of the largest markets in America.

HITMAKERS is getting reports of strong sales and great female response wherever this record is played.

A hot **HITMAKERS** Rock Top40 chart move (16-12), and major adds at WMMS, WPHR, KXYQ, KROY#31 and KJ103.

Big moves at THE FOX(15-12), KWOD(13-10), 92X(18-14), WROQ(28-25) and WLRS(21-15) all attest to the fact that TESLA will react. Put it on the air and you won't be disappointed!

MELISSA ETHERIDGE

No Souvenirs
(ISLAND)

She's selling out shows in major U.S. cities everywhere, and from all indications she is on her way to superstardom.

This record is certain to react with upper demo females, and its broad appeal will spread to all demos in a flash.

Major adds at PIRATE RADIO in Los Angeles and WMMS in Cleveland prove that some of the most respected programmers in America are hip to the buzz and ready to commit now.

Bob Catania has one of the most talked about acts in the nation on his hands and this record will be huge!

SHIRLEY LEWIS

Realistic
(VENDETTA/A&M)

She's one of the hottest up-and-coming Urban/Mainstream artists today and that's about as real as it gets! This uptempo jam has already debuted on charts around the country: KMEL#25 in San Francisco, WIOQ#27 in Philadelphia, HOT97.7#31 in San Jose and KITY#32 in San Antonio, and was just added at WPGC in Washington, HOT102 in Milwaukee and FM102 in Sacramento.

The buzz is big at Urban Top40 where the record is already getting huge airplay, and now it's ready to cross!

DEBORAH HARRY

I Want That Man
(REPRISE/SIRE)

She's back with a hot hit that's generating tons of interest at Top40 radio.

Audiences everywhere are sure to react to one of the most recognizable voices and faces of the 1980s.

Out-of-the-box adds include KPLZ in Seattle, K104, KAGO, KDUX, KMDX, KTAG, WIGY, Y104 and ZFUN106.

If you haven't taken the time to listen to this pop smash, sit down with your **HITMAKERS** Top40 CD Sampler Volume 27 and feel the groove.

REPRISE wants this record as bad as DEBORAH HARRY wants that man!

BOB KRASNOW (from page 5)

nominations) and commercial success with a roster that includes Tracy Chapman, Anita Baker, Metallica and Linda Ronstadt.

An industry veteran, Krasnow has been in the music business since 1957 when he was a sales representative for Decca Records. He has been crucially involved in the signing and development of a broad spectrum of recording artists, from Captain Beefheart to personally signing Anita Baker, Tracy Chapman and Teddy Pendergrass to ELEKTRA.

Mr. Krasnow is a member of the Board of Directors of The Black Music Association and the Board of the Recording Industry Association of America. He was instrumental in the creation of the Rock N' Roll Hall of Fame, and is Chairman of its annual awards dinner. He has served as a National Committee Member of The March of Dimes and in 1981 was the winner of its Personality Cook-Off. In 1984 he was honored as AMC Cancer Research's "Man Of The Year."

OLYMPIA/FRANKLIN (from page 5)

"We're seeing a definite upswing at the station," stated Franklin. "When Brian left, the station was at a 5.4 trend from a 6.7 book, and our last trend was back up to a 5.6. We're hoping the trend continues when the numbers come out this week."

Night talent Mark Cruz has been named Music Director at the station. Franklin told **HITMAKERS**, "He's very instrumental in the music we play, and he has an especially good ear for rock and roll."

COMING
NEXT WEEK
IN
HITMAKERS



an
exclusive
interview
with
KMEL
music director
**HOSH
GURELI**



DINO

"Sunshine"

44-33 **HITMAKERS** MAINSTREAM Top40 CHART
 31% INCREASE IN AIRPLAY
 #23-14 **HITMAKERS** URBAN Top40 CHART
 26% INCREASE IN AIRPLAY

- | | | |
|-------------------|-----------------|-----------------|
| WPLJ (Add) | WBLZ (D#39) | KZFM (33-26) |
| POWER106 (33-30) | KROY (17-14) | KZMC (37-33) |
| B96 (21-18) | KGGI (D#22) | KZOU (25-17) |
| KMEL (19-16) | KITY (29-26) | SLY96 (24-17) |
| WIOQ (Add) | KISN (32-25) | WANS (30-25) |
| WHYT (Add) | WCKZ-FM (22-16) | WBBQ (36-31) |
| WXKS-FM (33-30) | Z99 (17-13) | WBNQ (D#39) |
| WZOU (28-22) | Y107 (D#29) | WCIL-FM (Add) |
| 100.3JAMZ (29-25) | WKSI (D#38) | WDBR (35-28) |
| KUBE (Add #30) | ...and | WDEK (37-34) |
| KBQ (16-14) | KBFM (Add) | WDNL (30-23) |
| WLOL-FM (Add) | KCAQ (18-15) | WFLY (38-34) |
| KEZY (D#25) | KELY (30-26) | WFXX (D#40) |
| KKFR (12-11) | KFTZ (D#40) | WKEE (D#34) |
| KZZP (D#29) | KGWY (Add #35) | WKRZ (D#33) |
| KKRZ (26-20) | KKXL (Add) | WLAN-FM (35-27) |
| HOT102 (30-26) | KMOK (38-35) | WOMP-FM (32-27) |
| PRO-FM (30-27) | KNEN (40-34) | WPXR (D#32) |
| KWSS (24-21) | KNOE (31-29) | WRCK (D#38) |
| | KSKG (40-35) | WRQN (Add) |
| | KYRK (16-11) | WWHB (35-28) |
| | | WYCR (Add #29) |
| | | Z104 (36-28) |
| | | Z97 (Add #39) |

YOUNG MC

"BUST A MOVE"

#24-18 **HITMAKERS** MAINSTREAM Top40 CHART
 16% INCREASE IN AIRPLAY
 #8 **HITMAKERS** URBAN Top40 CHART

- | | | |
|------------------|------------------|-----------------|
| HOT97 (15-12) | KBQ (38-32) | WGH (Add) |
| Z100 (27-24) | KHTK (19-15) | WNVZ (Add #24) |
| KIIS-FM (1-1) | Q106 (3-2) | KGGI (7-6) |
| POWER106 (5-5) | B94 (D#27) | KITY (6-4) |
| Z95 (Add) | WLLOL-FM (27-20) | KTFM (6-3) |
| X100 (2-2) | KEZY (4-3) | HOT94.9 (27-20) |
| EAGLE106 (29-20) | Q105 (24-18) | MAJIC102 (2-1) |
| WIOQ (4-3) | WPHR (16-11) | KC101 (19-12) |
| WXKS-FM (10-6) | KKFR (2-1) | WTIC-FM (5-4) |
| WAVA (Add) | KS104 (23-15) | 98PXY (9-8) |
| ENERGY96.5 (7-3) | KKRZ (D#25) | Y106 (10-2) |
| POWER96 (26-21) | HOT102 (7-4) | KJ103 (23-15) |
| Y100 (D#30) | PRO-FM (11-5) | Z99 (4-4) |
| WBLI (Add) | HOT97.7 (3-1) | Y107 (Add) |
| POWER99 (12-10) | KWSS (5-4) | WGTZ (22-19) |
| KPLZ (Add) | FM102 (2-2) | WKZL (Add) |



Remember
 When You
 PLAY IT,
 SAY IT!





WTG Records recently welcomed **BEAU NASTY** to the roster. Celebrating are (L-R front): bandmembers **MIKE TERRANA**, **DOUG BAKER**, **GEORGE BERNHARDT**, **MARK ANTHONY FRETZ** and **BRIAN YOUNG**. (L-R back): **TERRY GLADSTONE**, Mgr./A&R, WTG; **MYRON ROTH**, Sr. VP/GM, CBS Records West Coast; **JERRY GREENBERG**, Sr. VP/GM, WTG.



Jamaica's **JIMMY CLIFF** has formed his own record label, **CLIFF SOUNDS** and **FILM** - first album, now shipping, is a new **CLIFF LP, IMAGES** - via a distribution deal with Miami-based **VISION Records**. Seen here finalizing the deal are (L-R standing): **VISION VP HOWARD ALBERT** and **VISION VP RON ALBERT**. (L-R sitting): **VISION President STEVE ALAIMO** and **JIMMY CLIFF**.



Albuquerque's finest Music Director/air personality KFMG's **NICKY GARDNER** (center) shines brightly next to **JANI LANE** (left) of **WARRANT** and **KENNY RYBACK** (right) of the KFMG promotion department.



WAPI (195) Birmingham, AL evening personality and Birmingham's only surfer **JEFF KELLY**, makes his television debut on ABC affiliate channel six. **JEFF** co-hosted *The Morning Show*, which featured a video yearbook to sum up the '88-'89 high school year.



GUMBY goes from clay to vinyl with **GUMBY (The Green Album)** on **BUENA VISTA Records**. The album offers a feast for alternative music lovers, featuring many Gummy songs including *We All Are Gummy* by **FLO & EDDIE**, produced by **SHEPARD STERN**. (L-R): **MARK VOLMAN** of **FLO & EDDIE**, **SHEPARD STERN**, **GUMBY** and **HOWARD KAYLAN** of **FLO & EDDIE**.



One of the new TV season's most in-demand guests seems to be none other than **CHRYSALIS** recording artist **KEVIN PAIGE**. **PAIGE** (right) started his September TV blitz by helping talk show host **BYRON ALLEN** (left) kick off his new syndicated chat fest.

FACES & PLACES



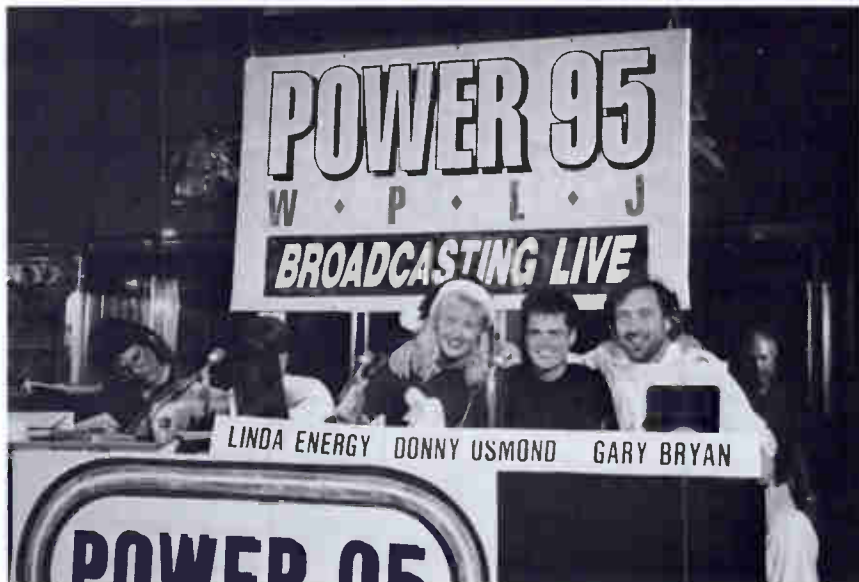
Members of the entertainment and business worlds announced their involvement in ARISTA Records' 15th Anniversary/Aids Benefit concert at Radio City Music Hall. (L-R): actor **MICHAEL DOUGLAS**, co-chairperson; **SANDY PITTMAN**, co-chairperson; ARISTA recording artist **TAYLOR DAYNE**; **CLIVE DAVIS**, President, ARISTA; **JONATHAN TISCH**, co-chairperson; **SCOTT SANDERS**, Radio City Music Hall, co-chairperson.



JASON BONHAM visits **HITMAKERS**. (L-R): **DANIEL MACMASTER**, lead singer; **BOB GREENBERG**, **HITMAKERS** President; **JASON BONHAM**; **ROGER SMITH**, Director Top40, WTG records; **BARRY FIEDEL**, **HITMAKERS** Publisher.



MCA artists **CRIMSON GLORY** bask in the glow of victory after sweeping the People's Choice Tampa Bay Music Awards. (L-R front): bassist **JEFF LORDS**; guitarist **BEN JACKSON**; Def Leppard's **RICK ALLEN**; singer **MIDNIGHT** and lead guitarist **JOHN DRENNING**. (L-R back): **CHARLIE LOGAN**, MD, WYNF-FM, Tampa; drummer **DANA BURNELL**.



New York's WPLJ Morning Show Energizer's **LINDA ENERGY** and **GARY BRYAN** (PD as well) light up Radio City Music Hall with CAPITOL recording artist **DONNY OSMOND**.



STARSHIP's own **CRAIG CHAQUICO** and **MICKEY THOMAS** (right) take a break after appearing on the syndicated radio show *Hitline USA*. With **CRAIG** and **MICKEY**: RCA VP of Album Promotion **JIM McKEON** and San Francisco radio personality "**SUPER SNAKE**" from X100.



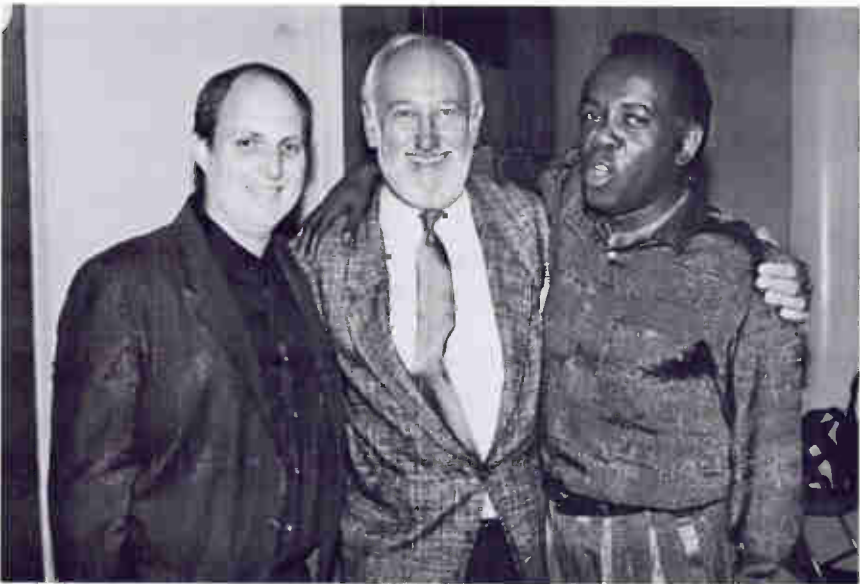
Premiere Radio Networks' head honcho's President **STEVE LEHMAN** (left), and Executive VP/Programming **TIM KELLY** (left) get a chance to take a shot with superstar **WILLIAM SHATNER** during Live From Hollywood at the Sheraton Universal.



EMI Records staff visit **NATALIE COLE** backstage after her performance at the Beacon Theatre in New York City. (L-R): **RON URBAN**; **GERRY GRIFFITH**; **SAL LICATA**; **VARNELL JOHNSON**; **NATALIE COLE**; **JACK SATTER**; **ROBERT SMITH**; **RICH TAMBURRO**; **IRA DERFLER**; **RON FAIR**.



CAPITOL's **GREAT WHITE** visits Phoenix, AZ. (L-R): **AUDIE DESBROW** and **MICHAEL LARDIC** of **GREAT WHITE**; **TASHA MACK**, CAPITOL local promo mgr.; **J. DAVID HILMS**, Asst. PD/MD at KUPD, Phoenix.



Gathered backstage after **BLUE NOTE** Records **LOU RAWLS'** L.A. Universal Amphitheatre (L-R): **BILLY VERA**, co-producer of **AT LAST**; **BRUCE LUNDVALL**, East Coast GM, CAPITOL Records and President **BLUE NOTE** Records; **LOU RAWLS**.



Led by **ARISTA** Records President **CLIVE DAVIS**, **ARISTA's** New York office raise their hands to toast **MILLI VANILLI's** recent simultaneous achievement of having the country's #1 song, *Girl I'm Gonna Miss You* and the triple platinum **GIRL YOU KNOW IT'S TRUE**, the country's #1 album.



EMI Records announced the signing of the colorful rocker **TIM KARR**. **KARR's** debut album, produced by **RICK NEIGHER** is scheduled for release in Jan. 1990. Gathered at **KARR's** signing, from left: **GERRY GRIFFITH**, Sr. VP/A&R, EMI; **TIM KARR**; and **SAL LICATA**, President & CEO, EMI



B97/New Orleans winners join **KATRINA & THE WAVES** backstage at a recent Club/MTV airing in New York City. (L-R): **ALEX COOPER** and **VINCE DE LE CRUZ** of **THE WAVES**; **B97** winners **STEVE KIEFF** and **TANYA MAYEUX**; **KIMBERLY REW** of **THE WAVES**; **KATRINA**.

HITMAKERS

ISSUE 608

October 6, 1989

MAINSTREAM TOP40

- 2-1 JANET JACKSON "Miss You Much" (A&M)
- 7-2 ROXETTE "Listen To Your Heart" (EMI)
- 3-3 MADONNA "Cherish" (SIRE/WB)
- 6-4 BABYFACE "It's No Crime" (EPIC)
- 10-5 NEW KIDS ON THE BLOCK "Cover Girl" (COL)
- 11-6 TEARS FOR FEARS "Sowing The..." (MERCURY)
- 8-7 THE CURE "Love Song" (ELEKTRA)
- 9-8 EXPOSE "When I Looked At Him" (ARISTA)
- 14-9 BOBBY BROWN "Rock Wit'cha" (MCA)
- 13-10 ROLLING STONES "Mixed Emotions" (COLUMBIA)
- 16-11 AEROSMITH "Love In An Elevator" (Geffen)
- 1-12 MILLI VANILLI "Girl I'm Gonna Miss You" (ARISTA)
- 4-13 WARRANT "Heaven" (COLUMBIA)
- 5-14 CHER "If I Could Turn Back Time" (Geffen)
- 18-15 NEW KIDS ON THE BLOCK "Didn't I..." (COLUMBIA)
- 25-16 BAD ENGLISH "When I See You Smile" (EPIC)
- 21-17 MOTLEY CRUE "Dr. Feelgood" (ELEKTRA)
- 24-18 YOUNG MC "Bust A Move" (DELICIOUS/ISLAND)
- 22-19 PAULA ABDUL "The Way That You..." (VIRGIN)
- 17-20 STARSHIP "It's Not Enough" (RCA)
- 29-21 B52'S "Love Shack" (REPRISE)
- 26-22 ELTON JOHN "Healing Hands" (MCA)
- 28-23 MARTIKA "I Feel The Earth Move" (COLUMBIA)
- 12-24 GLORIA ESTEFAN "Don't Wanna Lose You" (EPIC)
- 15-25 SKID ROW "18 And Life" (ATLANTIC)
- 37-26 POCO "Call It Love" (RCA)
- 38-27 TINA TURNER "The Best" (CAPITOL)
- 36-28 RICHARD MARX "Angelia" (EMI)
- 49-29 GLORIA ESTEFAN "Get On Your Feet" (EPIC)
- 40-30 LIVING COLOUR "Glamour Boys" (EPIC)
- 46-31 MILLI VANILLI "Blame It On The Rain" (ARISTA)
- 39-32 SHARON BRYANT "Let Go" (WING/POLY)
- 44-33 DINO "Sunshine" (ISLAND)
- 43-34 2 LIVE CREW "Me So Horny" (SKYYWALKER)
- 33-35 PAULA ABDUL "Cold Hearted" (VIRGIN)
- 23-36 SEDUCTION "(You're My One..." (VENDETTA/A&M)
- 34-37 MICHAEL MORALES "What I Like..." (POLYDOR)
- 30-38 JEFF HEALEY "Angel Eyes" (ARISTA)
- 19-39 FINE YOUNG CANNIBALS "Don't ..." (I.R.S./MCA)
- 31-40 BEE GEES "One" (WARNER BROS)
- 45-41 COVER GIRLS "My Heart Skips A Beat" (CAPITOL)
- 48-42 SOUL II SOUL "Back To Life" (VIRGIN)
- NEW43 ALICE COOPER "Poison" (EPIC)
- 47-44 KEVIN PAIGE "Don't Shut..." (CHRYSALIS)
- NEW45 SYBIL "Don't Make Me Over" (NEXT PLATEAU)
- NEW46 THOMPSON TWINS "Sugar Daddy" (WB)
- NEW47 LINDA RONSTADT "Don't Know Much" (ELEKTRA)
- 50-48 CHRISTOPHER WILLIAMS "Talk To Myself" (GEF)
- NEW49 KIX "Don't Close Your Eyes" (ATLANTIC)
- NEW50 SOULSISTER "The Way To Your Heart" (EMI)

HOTTEST

UP & COMING
SONGS THIS WEEK!

MAINSTREAM TOP40

- 173% LINDA RONSTADT
Don't Know Much (ELEKTRA)
- 157% RICHARD MARX
Angelia (EMI)
- 94% GLORIA ESTEFAN
Get On Your Feet (EPIC)
- 81% MILLI VANILLI
Blame It On The Rain (ARISTA)
- 55% ALICE COOPER
Poison (EPIC)

URBAN TOP40

- 309% TECHNOTRONIC
Pump Up The Jam (SBK)
- 124% THE D.O.C.
It's Funky Enough (ALTANTIC)
- 100% MILLI VANILLI
Blame It On The Rain (ARISTA)
- 69% STEVIE B
Girl I'm Searching For You (LMR)

ROCK TOP40

- 750% DON HENLEY
The Last Worthless... (Geffen)
- 220% GREAT WHITE
The Angel Song (CAPITOL)
- 144% GORKY PARK
Bang (MERCURY)
- 140% WHITE LION
Radar Love (ATLANTIC)

NATIONAL CHARTS

THE CHARTS ARE COMPILED FROM INDIVIDUAL RADIO STATION REPORTS WE RECEIVED THIS WEEK. CHART POSITION IS BASED ON A POINT SYSTEM. THE "HOTTEST" UP & COMING SONGS SHOWS THE RECORDS WITH THE GREATEST PERCENTAGE INCREASE IN POINTS THIS WEEK OVER LAST WEEK.

URBAN TOP40

- 1-1 JANET JACKSON "Miss You Much" (A&M)
- 5-2 BOBBY BROWN "Rock Wit'cha" (MCA)
- 3-3 BABYFACE "It's No Crime" (EPIC)
- 6-4 2 LIVE CREW "Me So Horny" (SKYYWALKER)
- 9-5 SYBIL "Don't Make Me Over" (NEXT PLATEAU)
- 14-6 NEW KIDS ON THE BLOCK "Didn't I..." (COL)
- 11-7 CHRISTOPHER WILLIAMS "Talk To..." (GEF)
- 8-8 YOUNG MC "Bust A Move" (DELIC/ISLAND)
- 12-9 SOUL II SOUL "Back To Life" (VIRGIN)
- 13-10 EXPOSE "When I Looked At Him" (ARISTA)
- 1-11 MILLI VANILLI "Girl I'm Gonna..." (ARISTA)
- 18-12 NEW KIDS ON THE BLOCK "Cover Girl" (COL)
- 16-13 COVER GIRLS "My Heart Skips A Beat" (CAP)
- 23-14 DINO "Sunshine" (ISLAND)
- 29-15 PAULA ABDUL "The Way That..." (VIRGIN)
- 6-16 SHARON BRYANT "Let Go" (WING/POLY)
- 4-17 MADONNA "Cherish" (SIRE/WB)
- 20-18 TEDDY RILEY f/Guy "My Fantasy" (MOTOWN)
- 19-19 VESTA "Congratulations" (A&M)
- 24-20 PATTI LaBELLE "If You Ask Me To" (MCA)
- 30-21 BARDEUX "I Love The Bass" (ENIGMA)
- 45-22 MILLI VANILLI "Blame It On The..." (ARISTA)
- 25-23 REGINA BELLE "Baby Come To Me" (COL)
- 28-24 THE CURE "Love Song" (ELEKTRA)
- 26-25 MARTIKA "I Feel The Earth Move" (COL)
- 32-26 AFTER 7 "Heat Of The Moment" (VIRGIN)
- 43-27 JODY WATLEY "Everything" (MCA)
- 15-28 PRINCE "Partyman" (WARNER BROS)
- 10-29 SEDUCTION "(You're My..." (VENDETTA/A&M)
- 17-30 GLORIA ESTEFAN "Don't Wanna..." (EPIC)
- 22-31 PAULA ABDUL "Cold Hearted" (VIRGIN)
- 37-32 KEVIN PAIGE "Don't Shut..." (CHRYSALIS)
- 46-33 SURFACE "You Are My Everything" (COL)
- 34-34 MAZE f/Frankie Beverly "Can't Get..." (WB)
- 50-35 GLORIA ESTEFAN "Get On Your Feet" (EPIC)
- 41-36 B52'S "Love Shack" (REPRISE)
- NEW37 SHANA "I Want You" (VISION)
- NEW38 TECHNOTRONIC "Pump Up The Jam" (SBK)
- 21-39 SOUL II SOUL "Keep On Movin'" (VIRGIN)
- 31-40 NEW KIDS "Hangin' Tough" (COLUMBIA)
- 27-41 SURFACE "Shower Me With Your Love" (COL)
- 33-42 NENEH CHERRY "Kisses On..." (VIRGIN)
- NEW43 THE D.O.C. "It's Funky Enough" (ATLANTIC)
- NEW44 JAYA "If You Leave Me Now" (LMR)
- NEW45 TINA TURNER "The Best" (CAPITOL)
- NEW46 BIG DADDY KANE "Smooth..." (COLD/REPRISE)
- NEW47 STEVIE B "Girl I'm Searching For You" (LMR)
- NEW48 PERRI "Feels So Good" (MOTOWN)
- 44-49 TERRY TATE "Babies Having Babies" (TRUMP/ATL)
- 39-50 JODY WATLEY/ERIC B. & RAKIM "Friends" (MCA)

ROCK TOP40

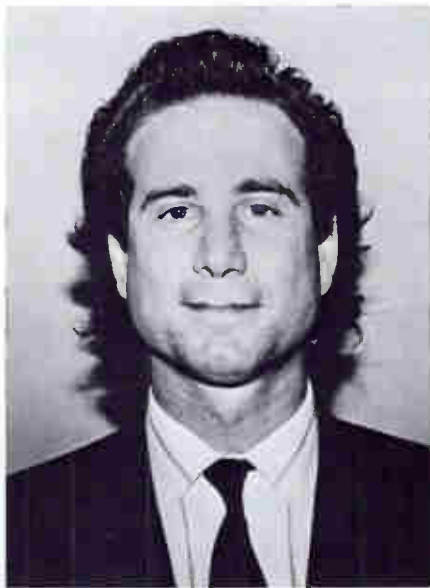
- 2-1 AEROSMITH "Love In An Elevator" (Geffen)
- 1-2 MOTLEY CRUE "Dr. Feelgood" (ELEKTRA)
- 3-3 ROLLING STONES "Mixed Emotions" (COLUMBIA)
- 5-4 TEARS FOR FEARS "Sowing The..." (MERCURY)
- 7-5 BAD ENGLISH "When I See You Smile" (EPIC)
- 9-6 KIX "Don't Close Your Eyes" (ATLANTIC)
- 11-7 ALICE COOPER "Poison" (EPIC)
- 12-8 LIVING COLOUR "Glamour Boys" (EPIC)
- 13-9 ROXETTE "Listen To Your Heart" (EMI)
- 4-10 THE CURE "Love Song" (ELEKTRA)
- 6-11 WARRANT "Heaven" (COLUMBIA)
- 16-12 TESLA "Love Song" (Geffen)
- 14-13 POCO "Call It Love" (RCA)
- 24-14 B52'S "Love Shack" (REPRISE)
- 18-15 THE CULT "Edie (Ciao Baby)" (SIRE/REPRISE)
- 19-16 ELTON JOHN "Healing Hands" (MCA)
- 8-17 STARSHIP "It's Not Enough" (RCA)
- 10-18 SKID ROW "18 And Life" (ATLANTIC)
- 31-19 GIANT "I'm A Believer" (A&M)
- 29-20 MICHAEL MORALES "What I Like..." (POLYDOR)
- 47-21 WHITE LION "Radar Love" (ATLANTIC)
- 35-22 BANG TANGO "Someone Like You" (MCA)
- 26-23 SKID ROW "I Remember You" (ATLANTIC)
- 41-24 THE ALARM "Sold Me Down The River" (I.R.S.)
- 30-25 WINGER "Hungry" (ATLANTIC)
- 50-26 ICEHOUSE "Touch The Fire" (CHRYSALIS)
- 32-27 JOE COCKER "When The Night Comes" (CAPITOL)
- 20-28 JEFF HEALEY "Angel Eyes" (ARISTA)
- NEW29 GREAT WHITE "The Angel Song" (CAPITOL)
- 36-30 D.A.D. "Sleeping My Day Away" (WB)
- 27-31 CHER "If I Could Turn Back Time" (Geffen)
- 28-32 GREAT WHITE "Mista Bone" (CAPITOL)
- 17-33 UNDERWORLD "Stand Up" (SIRE/WB)
- 25-34 STAGE DOLLS "Love Cries" (CHRYSALIS)
- 21-35 TREVOR RABIN "Something To Hold..." (ELEKTRA)
- 43-36 BON JOVI "Living In Sin" (MERCURY)
- 38-37 TINA TURNER "The Best" (CAPITOL)
- 40-38 MICK JONES "Just Wanna Hold" (ATLANTIC)
- NEW39 DON HENLEY "The Last Worthless Evening" (GEF)
- 44-40 LOVE & ROCKETS "No Big Deal" (RCA)
- 45-41 BILLY SQUIER "Tied Up" (CAPITOL)
- 42-42 THE CALL "Let The Day Begin" (MCA)
- NEW43 RICHARD MARX "Angelia" (EMI)
- NEW44 SHOOTING STAR "Touch Me Tonight" (ENIGMA)
- NEW45 GORKY PARK "Bang" (MERCURY)
- 15-46 FINE YOUNG CANNIBALS "Don't..." (I.R.S./MCA)
- 33-47 BILLY SQUIER "Don't Say You Love Me" (CAPITOL)
- 37-48 MOVING PICTURES "What About Me" (Geffen)
- NEW49 ENUFF Z'NUFF "New Thing" (ATCO)
- 39-50 JUNK YARD "Hollywood" (Geffen)

FACES & PLACES



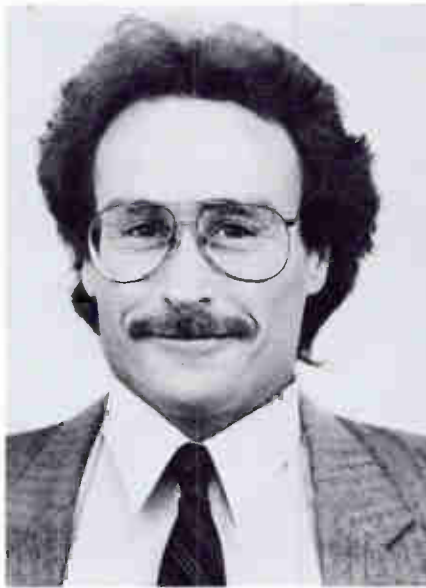
**SBK RECORDS GROUP
NAMES STEVE FRET!**

STEVE FRET has been named Senior VicePresident of Finance/Chief Financial Officer.



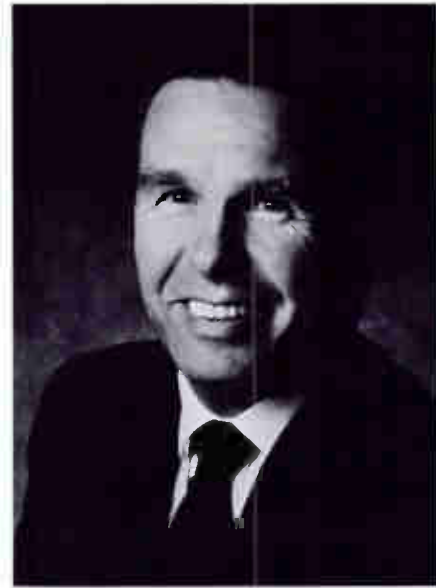
**SBK RECORDS GROUP
NAMES LAWRENCE H. KATZ!**

LAWRENCE H. KATZ has been appointed Vice President of Business Affairs.



**CHAMELEON MUSIC GROUP
NAMES JERRY FOLLIS!**

JERRY FOLLIS was appointed to the newly-created position of National Sales Manager.



BUDD CARR and ED PRESSMAN have concluded negotiations for CARR (above) to supervise the music for three features, *Waiting For The Light*, *To Sleep With Anger* and *Reversal* for Pressman Films.



**ARISTA RECORDS
APPOINTS MARY MOORE!**

MARY MOORE has been appointed to National Director, R&B Artist Development.



**VIRGIN RECORDS
NAMES LINDSEY CIPCIC!**

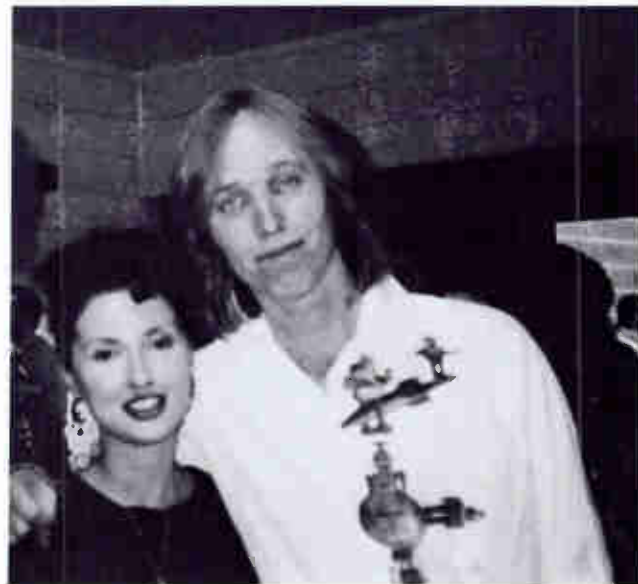
LINDSEY CIPCIC has been named Northwest Regional Promotion Manager, based in Seattle.



ATLANTIC's ADRIAN BELEW performed at The Roxy in L.A. Front row, from left: CASSANDRA STEPP of Umbrella Artists; ADRIAN BELEW; ATLANTIC West Coast Promo. rep/Progressive Music ILENE BARG; ATLANTIC local promo. rep MARY TRIPODI; ATLANTIC West Coast Dir./Media Relations KATHY ACQUAVIVA; ATLANTIC West Coast Promo. Asst. LEAH YOUNG. Back row: ATLANTIC Sr. VP/GM PAUL COOPER; BELEW's Mgr. STAN HERTZMAN; DIANE MERRICK; ATLANTIC West Coast Sr. Dir./Artist Relations/TV TONY MANDICH; ATLANTIC West Coast Reg'l. Pop Promo. Dir. BOB CLARK; ATLANTIC West Coast A&R rep JOHN AXELROD.



ATLANTIC recording artist DEBBIE GIBSON visits Z100, New York. (L-R, top): STEVE KLEIN, ATLANTIC Promotions; FRANKIE BLUE, Z100 MD; DEBBIE GIBSON, superstar; STEVE KINGSTON, Z100 VP/Director of Operations & Programming. (Bottom): Z100 Z-Jay KID KELLY.



MCA recording artist TOM PETTY (right) visits LORI CAMPBELL, MD/B94, Pittsburgh (left) at the A.J. Palumbo Center, Pittsburgh.

ATLANTIC BRINGS YOU AN OCEAN OF HITS

KIX "DON'T CLOSE YOUR EYES"

HITMAKERS MAINSTREAM TOP40 CHART: NEW 49 (34% Increase In Airplay)
HITMAKERS ROCK TOP40 CHART: 9-6 (18% Increase In Airplay)

PIRATE (17-14)
 THE FOX (#1)
 WHYT (D#22)
 WZOU (Add)
 KBQ (Add #31)
 WMMS (D#22)
 WPHR (38-26)
 KOY95 (Add)
 KXXR (7-6)
 KWOD (31-20)
 WGH (D#26)

92X (#3)
 KSAQ (Add)
 WZPL (Add)
 KCPX (D#37)
 WKSE (Add)
 WROQ (15-10)
 WLRS (18-12)
 WCGQ (Add)
 100KHI (2-4)
 95SX (D#30)
 95XIL (Add)
 95XXX (33-24)
 G98 (37-24)

HOT107 (35-28)
 JET-FM (24-28)
 K104 (2-14)
 K106 (22-14)
 KATM (23-25)
 KBAU (24-14)
 KBPM (D#19)
 KCMO (34-31)
 KDWZ (6-5)
 KELY (28-21)
 KFBD (34-28)
 KFTZ (D#15)
 KHOK (D#26)
 KIVA-FM (D#22)
 KIXR (D#37)
 KJLS (36-24)
 KLYK (Add #32)
 KMDX (Add #16)

KMOK (D#38)
 KNIN (8-5)
 KNOE (Add)
 KPXI (20-10)
 KQCR (Add)
 KQZ (Add #39)
 KRNG (Add)
 KSKG (4-3)
 KTUX (25-19)
 KWNZ (Add)
 KWTO (D#21)
 KYYY (36-33)
 KZMC (13-9)
 KZOU (Add)
 KZZU (11-9)
 WAAL (Add)
 WABB (Add)
 WAEB-FM (40-36)

WANS (Add)
 WBBO (D#40)
 WDBR (32-27) WFLY
 (D#35)
 WHHY-FM (D#27)
 WIKZ (18-11)
 WILI (Add)
 WJXX (31-22)
 WKEE (Add)
 WKPE (23-17)
 WKSM (Add)
 WNYF (Add)
 WOKI (Add)
 WOMP-FM (27-20)
 WPFM (36-25)
 WPST (Add)
 WQCM (#1)
 WQUT (19-15)

WRQK (D#27)
 WRTS (28-24)
 WSPK (25-20)
 WSNX (Add)
 WTHT (Add)
 WVIC (18-18)
 WVKZ (7-5)
 WWFX (D#33)
 WYCR (31-24)
 WYKS (Add)
 WZOK (Add)
 WZZU (5-3)
 WXIL (Add)
 Y104 (28-17)
 Y97 (21-17)
 Z104 (35-29)
 Z93 (Add)
 and more

WHITE LION "RADAR LOVE"

HITMAKERS ROCK TOP40 CHART: 47-21 (140% Increase In Airplay)

PIRATE (D#18)
 THE FOX (Add)
 WPHR (34-29)
 KXYQ (13-10)
 KXXR (17-14)

92X (D#26)
 WLRS (30-22)
 B98 (Add)
 G98 (32-29)
 KBAU (30-24)
 KFTZ (D#38)
 KLYK (Add #25)

KPXI (28-22)
 OK95 (3-5)
 WAAF (12-7)
 WAZY (40-36)
 WGGZ (Add)
 WHHY-FM (20-17)
 WIXX (D#33)
 WKFR (Add #40)
 WKLQ (18-14)

WKPE (30-27)
 WOKI (29-25)
 WPFM (24-19)
 WQUT (34-31)
 WRQK (13-10)
 WSPK (31-27)
 WSNX (Add)
 WVKZ (D#40)
 WWFX (27-24)

WZZU (25-15)
 Y104 (33-29)
 Y97 (19-15)
 and more

THE ESCAPE CLUB/THE WONDER YEARS "TWENTIETH CENTURY FOX"

KWOD (Add)!!!

93QID (Add)
 KDWZ (D#33)
 KMON (D#30)
 KPAT (Add)

KZMC (Add)
 OK95 (Add)
 SLY96 (D#38)
 WAIT (Add #33)

WMGZ (D#40)
 WWCK (Add)
 WOVO (Add #31)
 and more

DONNA SUMMER "BREAKAWAY"

KITY (Add)!!!

KISN (Add)!!!

WDJX (Add)!!!

102QQ (Add)
 KAGO (Add)
 KKMG (Add)

WLFX (Add)
 and more

PAJAMA PARTY "OVER AND OVER"

ENERGY96.5 (37-32) KITY (Add #33)
HOT97.7 (Add #35) HOT97 (Add)

and more

When you play it, say it.



ON ATLANTIC RECORDS, CASSETTES AND COMPACT DISCS.

INTERVIEW

SUNNY JOE WHITE PD, WXKS-FM, Boston

TELL US ABOUT YOUR BACKGROUND AND WHY ON EARTH WOULD YOU WANT TO GET INTO A CRAZY BUSINESS LIKE RADIO?

I started listening to radio as a kid and by the age of nine I knew I wanted to be a radio announcer. What sparked my interest was taking a tour of a local radio station in Charlotte. At age 12 I started hanging around a local radio station, WGIV which stood for, I think, 'We grow in value'. They had some legendary jocks there who are now inducted in the Black Radio Hall of Fame, including Chattie Hattie, Genial Gene and Rockin' Ray, who worked for WBT in Charlotte. I had a chance to work in a completely different environment where they walked into the studio with a sack of records and there was no format or guidelines to follow. That was around 1966, the tail end of "hang out and party" radio. These announcers were unbelievable. I got a chance to really see radio from the entertainment side and that always stayed with me. In 1968 they changed ownership and the big Drake era began. I was an intern there from 1966-1968, when format radio was introduced. Then the station became much tighter, with nonstop music and jingles between every record. That was interesting. Some of the old legends were fired during that transition but I'll never forget the "old style days" of entertainment radio. By 1972 I had been hanging around that radio station for four years not getting paid so they finally decided to give me a job at WGIV as a part time announcer. I had a chance to work with some great people during the transition of format radio. Our chief programming officer, Jim Randolph, used to work with Bill Drake and he programmed KGFJ in Los Angeles. I got great training from Jim at WGIV. He got to work inside the big L.A. radio scene and KGFJ was every bit as good as KHJ is today. After high school, I went to KWK in St. Louis and then WHAT in Philadelphia; that was real Top40 training. I learned a lot about WFIL even though I didn't work there. I studied that radio station like an English student studies an English book. Hanging out in the studio, I picked up the fine points of radio programming. Jay Cook never knew, but I was there practically every night studying George Michael and learning radio from the Top40 side. After Philadelphia I did morning drive in Boston at WILD around 1974. That was my only stint doing mornings - everywhere else I did afternoon drive. Then I left WILD in 1979 and came to KISS.

HOW DID YOU GET TOGETHER WITH WXKS?

Richie Balsbaugh worked for an advertising agency down the hall from me at WILD and used to come down and get records. I in turn was always going to his office to borrow his arbitron. We developed a nice working relationship and when he eventually became GM at KISS, he asked me if I would come work with him at this radio station. He wouldn't tell me which station, only that it was an FM, and I consented because I was at an AM and didn't want to be there. I resigned that day not knowing where I was going and met with Kent Burkhart that next day down in New York and we hit it off right away. He and Richie agreed that I

should come to work right away at KISS as program director and I've been here since day one.

WHAT WOULD YOU SAY IS THE MOST IMPORTANT ASPECT TO PROGRAMMING A RADIO STATION?

I considered myself very lucky to be on the tail end of the true radio legends days. I still believe in those people, since one of them, Chattie Hattie, gave me my first job in one of her record stores. Today's radio really hasn't lived up to what they started. I feel that being an entertainer is the key to longevity in this business. When we got so formatted that we lost the entertainment aspect, we did ourselves irreparable damage. It's very hard to find a morning man in this business today. In the early days morning guys might be on for only an hour and a half but it was totally live and spontaneous. They had no format to fall back on, so they took more chances. They just had their records, their creativity and many of them didn't even use the phones as we do now. They may have had bad equipment but they made it all magic. You didn't want to turn your radio off. I think it is sad that we have forgotten how to be entertainers; that we rely on mechanics and ignore the essence of the medium. The most important thing a radio station can do is present air talents who stir people's imaginations. That's what we try and do here, develop entertainers.

IS THAT A GOD-GIVEN TALENT, OR CAN YOU DEVELOP IT THROUGH TRAINING?

I think it's a combination of gift and development. I think the rap of today borrowed something from the early radio days. We used to call it rap and rhyme. The sad part is that there are only a handful of pure entertainers in this business. You have Jay Thomas, Matty Siegel, Scott Shannon and Rick Dees and a few others, but the list is not that long. When you look at it realistically, these guys have been around a long time. I listened to Scott and Jay as a kid, Scott at 'NOX in Knoxville and Jay at the big ape (WAPE) in Jacksonville. They had talent then that held my attention. Personally, I was hungry for radio and searched the dial every night trying to find somebody. People today have to learn on their own because their program directors are too busy pushing paper and being business men to really have the time to show them the ropes. I wish that we could do that. At this radio station I have realigned it so that that's what I'm going to do now to be truly creative. We have a great assistant program director, Dale Dorman, that will handle the management side of it while I stick to the creative side. I'm going to spend time nurturing talent, developing great production and doing the things that I really do best. I think Scott has done that at PIRATE RADIO; he is a creative man and that's what PDs should be. That's where we should channel our time and energy.

LET ME ASK YOU ABOUT YOUR TALENT LINEUP, STARTING OUT WITH THE MORNING SHOW. WHO ARE YOUR PEOPLE AND HOW DO THEY FIT IN WITH THE OVERALL SCHEME OF THINGS?

In the morning from 6-10 a.m. we have Matt Siegel and he has a crew of tons of people. His producer is Rocky, who is an on-air voice as well, and the news director is Mat Schaffer. In addition to those guys there's sports reporter Jim Colony, and traffic lady Judy Paparelli. This morning crew is fantastic, and they're number one in almost every book. Matt Siegel is a lot like David Letterman, very low key with a dry sense of

humor. He's a legend in this town and everyone loves him - we have research to prove it. He's got a great sense of wit and is very funny. He's been here for seven years and his numbers are consistently good. He came from WBCN (Boston's AOR) and used to do an all-night television show called "Five All Night." He's a real celebrity. I do the 10 a.m. to noon show and it concentrates on music. I learned from George Michael and he is, without a doubt, one of the finest music DJs in the country. It's a very flexible music show: I'll play anything from Billie Holiday to the Rolling Stones. From noon-3 p.m. we have J.J. Wright, who used to be at WRKO and has a real big voice. He's a good afternoon midday type guy, very entertaining. Then from 3-6 p.m. we have another 'RKO veteran named Dale Dorman, who has been in the city for over 25 years. Dale is still one of the biggest personalities in the city, and we're lucky to have him. Then from 6-9 p.m. we have Ed McMann, who is a native Bostonian and has worked around the country at Y100 (Miami), KBLX in San Francisco and Q105 in Tampa. He is a production voice as well, and a real entertaining guy; very music and night-life intensive. If you listen to that radio show you know everything that's happening in the night including a sixty second report every hour called "Night People" where he fills people in on everything around the country. He's very up-to-date with the music scene and knows what's happening with artists and concerts around the country. From 9 p.m.-1 a.m. we have the real Diana Steel, who we named after Real Don Steele, and she's got incredible energy. We started her out here and she's one of the hottest jocks in the country. She is wonderful, gets offers almost every week and is one of the most talented ladies in the country. After Diana we have Lisa Lipps, who used to work as Matty's sidekick. She wanted to do her own show so we're giving her overnights to refine her skills. She researches as the third strongest talent in the city and is developing beautifully. As you can see, there isn't a single weak link in that whole lineup.

COULD YOU GIVE YOUNG PEOPLE SOME TIPS ON GETTING THROUGH TO YOU. I KNOW YOU'RE ALWAYS ON THE LOOKOUT FOR NEW TALENT.

I'm always on the lookout for creativity in the presentation. I want to know that this person is imaginative and does things in a unique fashion. Just because you send a bunch of balloons to the station doesn't tell me anything. There are a couple of guys who caught our eyes who we think are maniacs. I won't say their names because they are working for other stations but they got our attention and we love them. We get at least 20 tapes a day and yet we've only found two people who knock us out. We listen to everything we get but if it's not happening in the first couple breaks, then forget it. If you put together a tape and show us some talent, we'll get you up here and put you to the test. Go ahead and send us a studio tape if you want but you'd better be able to reproduce it here. If not, you have a problem. Maybe your PD won't let you be crazy on the air. I don't mind somebody who relies on a studio produced tape as long as it is hot.

ANY WAY TO DEFINE HOT?

If it holds my attention past the first break it's a good sign. If Jay Thomas says one word, we're laughing - that's the key. I'm going to know in the first few breaks and it doesn't take more to know if a person is good.

(Continued on page 30)



YOU BETTER SCRUB YOUR PLAYLIST

(unless these hits are on it!)

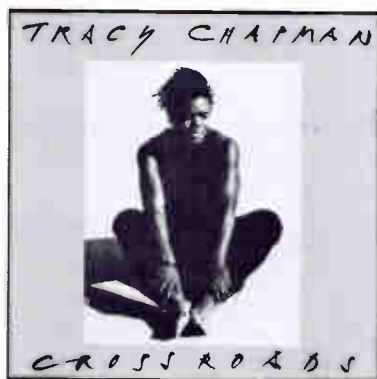


LINDA RONSTADT
featuring Aaron Neville
"Don't Know Much"
the single and video
from the *CRY LIKE A RAINSTORM, HOWL LIKE THE WIND* album.

TOP40 BREAKER!

- | | | |
|----------------|------------------|--------------|
| B96 (30-27) | Q102 (Add #35) | WJLK (D#24) |
| WXKS (Add) | WGH (Add #27) | KJ103 (Add) |
| KRBE (D#32) | WNVZ (D#30) | Z99 (D#28) |
| KPLZ (D#32) | WNCI (25-21) | Y107 (D#26) |
| B100 (6-2) | KITY (Add) | WKSI (37-27) |
| B94 (D#29) | KCPX (D#40) | WKZL (D#32) |
| Q105 (D#24) | KISN (D#27) | and more |
| WPHR (39-31) | WMJQ (29-26) | |
| KZZP (D#28) | KC101 (D#30) | |
| Y108 (Add) | WTIC (39-35) | |
| HOT102 (36-29) | FM100 (32-29) | |
| KWSS (D#28) | MIX105.1 (25-20) | |

SHIPPED PLATINUM!



TRACY CHAPMAN
"Crossroads"
the single and video
from the *CROSSROADS* album.

- | | |
|--------------|---------------|
| WXKS(D#31) | KQKY-FM (Add) |
| KXYQ (Add) | KTUX (Add) |
| WNVZ (Add) | SLY96 (Add) |
| WKSI (Add) | WJAD (Add) |
| 100KHI (Add) | WKSP (D#35) |
| 95XXX (Add) | WOVO (D#34) |
| KF95 (Add) | WPFM (Add) |
| KJLS (Add) | WWFX (Add) |
| KKEG (D#38) | and more |

**SHIPPED OVER 2
MILLION WORLDWIDE!**

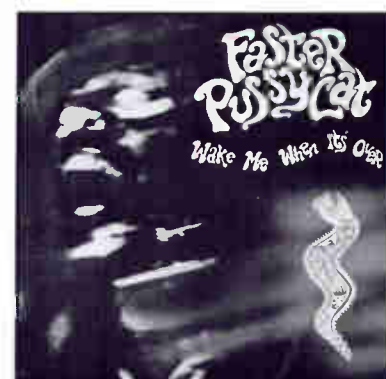


SIMPLY RED
"You've Got It"
the single and video
from the soon-to-be PLATINUM *A NEW FLAME* album.

TOP 10 A/C!

- | | |
|--------------|--------------|
| KEEZ (37-30) | KWNZ (D#35) |
| KELY (40-34) | WHDQ (34-31) |
| KF95 (D#37) | WIBW (35-32) |
| KFRX (31-27) | WWHB (22-16) |
| KJUG (37-34) | Y104 (29-22) |
| KMON (21-17) | and more |
| KQKY (28-25) | |
| KTUX (Add) | |

VH-1 MED



FASTER PUSSYCAT
"Poison Ivy"
the single and video
from the *WAKE ME WHEN IT'S OVER* album.

**KXXR (Add)
92X (Add)**

OK95 (40-30)
Y104 (D#35)
and more

**OVER 275,000
LPs SOLD!
MTV BREAKOUT!**

When you play it, say it!

*It's either soft soap or no soap, radio... from Elektra Cassettes,
Compact Discs and Records*

DAN QUAYLE COUNTDOWN:

1202 days to go

YOU TALKED A LOT ABOUT ENTERTAINMENT. DO YOU APPLY THIS TO ALL DAY PARTS OR JUST THE MORNING SHOW?

Every day part has its own approach to entertainment. Richie Balsbaugh and I set up the radio station to entertain. The key to it is when your numbers are down there's nothing to fall back on like Jonathan Brandmyer in Chicago. His numbers can be at a five but the man is so legendary in that city, the show sells. Cecil Heftel used to tell me when he was sole owner of KISS that's what he wanted us to do. Cecil wanted his guys to be entertaining the moment they hit the air. I've had good owners who have allowed me to give my jocks some freedom on the air, and that has allowed them to develop a unique style. Dale Dorman did morning drive and afternoons and Jay Thomas beefed up my ratings 'cause no one wanted to turn him off.

OKAY, SO YOU'VE GOT TALENTED JOCKS. HOW DO YOU KEEP THEM PUMPED UP ALL THE TIME, EVEN THROUGH THEIR DOWN CYCLES?

Number one you keep the music fresh. All my people love music. Elton John's lyricist, Bernie Taupin, came in to the studio one time and told me I was the only radio guy he'd ever known who played the music loud. Imagine going into a studio and the jock doesn't have the music turned up. This is what Bernie said he ran into all across the country. There isn't a person that I have on the air who is not into the music that we're playing. If you're not into the music, I'm not going to hire you. My main thing is getting people in here who love music and like to crank it out. Number two is that we've got the best promotion department in the country. Beverly Tilden is our promotion manager and she's got something new and exciting happening every day. You keep them pumped with that. Our jocks know what's topical because we give them a "hot sheet" that they can refer to every day. The music is laid out ahead of time so they can prepare phone bits if they need to. You give them as much to work with as possible.

YOU TALKED ABOUT THE MUSIC. HOW WOULD YOU DESCRIBE YOUR MUSIC PHILOSOPHY? ARE YOU AGGRESSIVE, LATE OR CAREFUL?

We have Todd Morris' research to support any chances we take. We believe in the research aspect of it. If we go out on a limb, we try and make sure our choices pan out. I look at the station as an aggressive, Top40 station. We add records the way that Top40 radio used to play music in the earlier days. We play oldies from the Supremes *Back In My Arms Again* to Otis Redding to The Rolling Stones *Under My Thumb*. All that seems to work because these kids are into that kind of music. They are into early rock 'n' roll because it's rawer than what's out today. I want to give younger listeners a chance to hear the really great stuff from yesterday. If you do that, you'll make older demos happy too. We rule the 25-54-years-olds because we play such a broad base of music. I want my station to play what's hot, regardless of what era it comes from. Whether it's 50 records or 35 depends on how much hot product is out at the time.

ARE YOU PLAYING A LOT OF IMPORTS TO KEEP AHEAD OF THE AMERICAN MARKET?

Yes. We have several import stores here in Boston. Before Jerry McKenna, our music director, worked for us, he used to write me letters from a listener's view, telling me what he thought we were doing wrong and what we should play. Finally he got a job at the radio station. The people I hire need to be into their jobs, I don't care if they worked at the biggest station in the country. What matters to me is that Jerry McKenna cared enough about this radio station as a listener to

write me a letter. That means that he wanted to get involved with what we were doing. That's the kind of people we want around here.

DO YOU HAVE ANY FAVORITE POSITIONING STATEMENTS OVER THE YEARS?

We're not into the boring ten in a row stuff. We're into keeping the music fresh and exciting. If that's what you want in a station, you'll find it here. So far I haven't been hurt by the ten in a row stations, and even if they got to fifteen or thirty songs in a row, the key to winning is entertaining and fresh music. I used to be around jocks in the sixties who had eighteen minutes of commercials an hour and do you think that people turned off the radio? You still talk about these legends like Joe Niagara and the Philly legends. Today Philly happens to be the biggest ten in a row city in the country. There was no way that WFIL would have settled for just playing ten in a row - they concentrated on personality above everything.

DO CONTESTS AND PROMOTIONS PLAY A BIG ROLE?

They play a very big role. We believe in big money contests and entertaining contests, and we put a lot of them on the air. There are major and sub-priority contests that we run constantly on the station.

FROM YOUR EXPERIENCE, WHAT IS IT THAT MAKES THE GREATEST CONTEST OR PROMOTION?

We strive to generate a lot of listener participation and word-of-mouth excitement. The black box contest is an example. People talk about it at work or school because everyone wants to know what it is. That kind of stuff works because you get the word of mouth. Getting people to participate is the key.

HOW DO YOU DEAL WITH PERSONAL FAILURES AT KISS108 WHEN SOMEONE YOU HIRE OR A PROMOTION FLOPS?

You just move on. We were talking about that the other day, because if you take a chance there's always a risk involved. You look at that and learn a lesson from it, number one. You look at what went wrong, and gain experience from your mistakes. We've had our share of turkeys like the KISS108 "Time Spent Listening" promotion. We'd start a gong and when it finished, listeners had to tell us how much time had elapsed. We thought it was great because it increased TSL (time spent listening) and everybody in radio goes for longer TSL. It was a boring promotion, no doubt about it, although the concept was good. Who knows, we might bring it back in a different form one day. That's the beauty about taking a chance, if it flops you can always bail out of it in a week or two. People don't change radio stations in a week's time if you're established. But a new station might not want to try something like that.

A MAJOR PART OF SUCCESS IS LEARNING FROM MISTAKES - IS THAT WHAT YOU'RE SAYING?

Lionel Richie's last album didn't do great. I'm sure he's analyzing what went wrong and will remedy the problem when the next one comes out. It happens in this business and it happens to a lot of artists. Why are we too good in radio to take chances? If we make mistakes, great, learn from them and move on.

HOW IMPORTANT ARE PRODUCTION AND SOUND TO A RADIO STATION'S SUCCESS? DO YOU TAKE AN ACTIVE ROLE IN THE MARKETING DEPARTMENT OF KISS?

Yes, I'm very involved in those ends. When it comes to marketing, few people are as brilliant as Scott Shannon. He knows how to paint a picture of a station before it's completely crystalized. He's got the industry talking about it and he walks in and it comes through. Most people are not aware that a radio station's got to be constantly marketed and that doesn't just mean billboards or TV, it means reinforcing the station's image on the air. You need to develop word-of-mouth to get the station talked about and generate momentum. That can start with a great morning show that promotes a specific thing about the station. Marketing is real important and we're going to concentrate on that even more in the future.

EVERYONE AT THE STATION MUST BE FOCUSED ON A PARTICULAR OBJECTIVE. HOW, AS PD, DO YOU CO-ORDINATE YOUR SALES, TRAFFIC, AIR TALENT, ETC. IN YOUR PURSUIT OF THAT OBJECTIVE?

It's not run that way some times. Part of the key to the station is that we have weekly production meetings and everyone is encouraged to contribute, from the promotion department to the music director. We have two representatives from the sales department.

ARE PEOPLE ON YOUR STAFF ALLOWED TO DISAGREE WITH YOU? ARE THEY ALLOWED TO BE CONTRARY?

On Tuesday we have production meetings and if any one in the meeting doesn't agree on something, we work it out. We go over problems carefully at these meetings and I often discover a lot of interesting things about what people are really feeling. Nobody's ideas are perfect, but we'll iron out the flaws together and generate some very productive brainstorming. None of us are so sensitive we can't adopt somebody else's idea.

YOU'RE MAKING A TRANSITION NOW, FROM A GREAT RADIO PERSONALITY TO A RECORDING ARTIST WITH YOUR FIRST SINGLE, "JACKIE LUCKY." HOW DO YOU FEEL ABOUT THIS?

It's a little weird, but I wanted to do it. There was about a two year period where I realized that I was listening to a lot of music for different people. Artists would send me stuff to listen to before it was mixed down. In a way, I was acting as both an A&R man and producer to other artists. I think I have a good set of Pop ears so I thought the best way to test myself was to go in and record a single myself. I went into the studios and started playing around and decided to go all the way and put a record out. I've cut about five songs and between recording and radio, I use up every available minute in the day. I'm real excited about it because I think there is a void in Top40 music; everything is overproduced. When you get something good like classic Elton John, you're excited about it and those are the kind of things I want to do. *Jackie Lucky* is the most commercial cut that we've done so far, but I know that other program directors won't touch it unless they think it'll work. The fact that we might be friends won't mean a damn. I'm hoping we can develop a strong base out there and some credibility so we can get more experimental in the future. Who knows, maybe we can fill the void that's happening on Top40 radio. When you get so over-produced that the music sounds sterile, you're completely missing the mark. Luckily we've gone back to the basics and are now producing some of the best music that's been out in quite awhile.

THE RECORD IS FANTASTIC, AND WE CERTAINLY WISH YOU WELL. THANKS FOR SHARING WITH US IN HITMAKERS.

SOUL II SOUL

"BACK TO LIFE"

HITMAKERS MAINSTREAM TOP40 CHART :48-42

HITMAKERS URBAN TOP40 CHART:12-9

HOT97 (3-3)
WPLJ (32-21)
Z100 (14-8)
POWER106 (31-28)
KMEL (8-5)
X100 (D#29)
EAGLE106 (Add #28)
WIOQ (Add #30)
WUSL (3-2)
WHYT (D#23)
WXKS-FM (29-21)
100.3JAMZ (16-15)

WPGC (8-4)
KISS98.5 (1-1)
KKBQ (Add)
KRBE (Add)
HOT105 (D#33)
POWER96 (32-27)
Y100 (Add)
Q106 (29-22)
KKFR (31-16)
HOT102 (38-28)
HOT97.7 (32-27)
WBLZ (1-1)

FM102 (19-15)
B97 (D#27)
KITV (25-18)
KTFM (20-14)
KISN (D#39)
WTIC-FM (18-10)
WCKZ-FM (32-25)
98PXY (29-19)
102JAMZ (17-4)
Z99 (25-18)
WJMH (8-4)

102QQ (30-27)
HOT104 (3-2)
HOT107 (D#34)
JET-FM (Add)
K106 (D#38)
KBFM (Add)
KBOS (20-16)
KCAQ (D#37)
KDON (20-16)
KFOX95 (Add)
KHOK (Add)
KKBG (D#40)
KKMG (20-12)
KNMQ (D#33)

KNOE (Add)
KPRR (28-21)
KTDR (40-32)
KWXX (28-19)
KYNO-FM (32-29)
POWER94.5 (Add)
WDNL (Add #40)
WJAD (D#40)
WKSP (Add)
WPFM (Add)
WSPK (D#39)
WWHB (D#32)
Z97 (Add)
and more

AFTER 7

"HEAT OF THE MOMENT"

HITMAKERS URBAN TOP40 CHART:32-26

KMEL (26-19)
WIOQ (24-20)
KISS98.5 (8-7)
FM102 (Add)
WCKZ (D#39)
WJMH (20-13)

HOT104 (Add #13)
HOTI94 (10-10)
KAGO (Add)
KBOS (22-17)
KKMG (D#31)
KMDX (Add)
KTAG (Add)
KYNO-FM (18-15)
WAPE (Add)
and more

NRBQ

"IT'S A WILD WEEKEND"

ON HITMAKERS CD SAMPLER VOLUME #27

KFBD (Add)
KPXI (Add)
WCLG (Add)

WHDQ (Add)
WOVO (Add)
and more



"HOW WOULD YOU ASSESS THE IMPACT OF ROCK TOP40 STATIONS?"



JEFF WYATT

Reg. VP/Emmis Broadcasting,
PD, POWER106 - Los Angeles

Rock Top40 is still in its formative period; it needs a bit more refining. What people think Rock Top40 is now is not exactly what it will end up being. Record industry people all tell me that Rock Top40 will evolve into the AORs of the '90s. And what we call AOR today - the KLOS, WNEW and KLSX type stations

-- will be more or less lumped together as "Classic Rock" stations.

WHICH MEANS WE'VE GONE FULL CYCLE?

Yes. And again, I don't know if at that point it'll be called Rock Top40. How many experts are out there at Rock Top40 right now, once you get past Brian Burns and a few others who have developed it? There are a handful of guys out there, and believe me, they're still learning.

HAS THERE BEEN ANY IMPACT FROM PIRATE RADIO IN LOS ANGELES?

They epitomize what the industry is now calling Rock Top40. How long have we been saying in Los Angeles that somebody ought to do a current intensive AOR, and do it well? One could confuse present day Rock Top40 with AOR because it doesn't sound like one. It minimizes the negatives of talk and self-indulgence and plays the music. '70s AOR talked too much and was too self-serving. Rock Top40 utilizes formatics that conventional Top40 developed. Top40 puts music on the radio and tries to stay the hell out of the way. The idea is to project fun and image but with as few words as possible. Rock Top40 has given some people who have grown disenchanted with traditional AOR something exciting. Essentially this is what all of us here said Los Angeles needed years ago. Shannon's the programmer, Kabrich and Shadow are in on it and they're Top40 people, so suddenly it's a Top40 station. Rock Top40 is providing what we all knew was here, a hole for current AOR music. The 18-34-year-old rockers are doing handsprings that they're here.

PIRATE RADIO HAS GONE OVER A 4 SHARE IN THE BOOK. DO YOU SEE ANY UPSIDE POTENTIAL LEFT IN THE CLIMB OF THAT FORMAT?

It's tough to say. I'm watching that as much as they are to see where it tops out. I think their big question is where does the snowball stop rolling down the hill. Does it stop halfway or does it keep rolling? I'm sure everybody's watching exactly how big Rock Top40 can be. It can be a force in the marketplace if it's programmed well musically and maintains all the elements of a good radio station. It can be a long term product in the market, there's no question about that. If PIRATE RADIO falters down the line maybe someone else can do it right and keep those people. A very well marketed radio station playing essentially AOR music is the answer. People didn't respond to KMPC-FM

because they were using all the old AOR crap and weren't that special or different. They were spinning their wheels too much. It wasn't fresh, nor was it very well marketed. Most importantly, it didn't rock. KNAC is an exciting radio station to listen to for what they do. They've got bad-ass attitudes and music and people are responding. KNAC isn't for everybody, it's a little bit specialized.



CHARLIE QUINN

Hollywood Screenwriter

I would have to say that Rock Top40 has, more than anything, thrown a curve ball into the Top40 mix. I'm not sure that I really believe that it's a long term format by itself, as much as it is a way of keeping a radio station that has very large numbers in the marketplace honest. I think its primary interest is among young males. It's a fact that Top40 traditionally has been a female skewed format. When you suddenly design a format slanting towards males, and also call it a Top40 radio station, you're creating something of a dichotomy. I think it's an ironic twist of a format which could prevent it from succeeding in the long term.

YOU'VE BEEN HIT BY AN URBAN TOP40 IN PHILLY, HOW WOULD YOU ASSESS WIOQ'S IMPACT ON THE MARKET?

They've definitely had an impact in the marketplace, with respect to a very Dance-oriented market. Philadelphia, the whole area including the suburbs, is a very non-ethnic Dance area. The station has attracted two very diverse groups of people who are very serious about the station.

WIOQ IS HITTING A LITTLE OVER 4.8 IN THE LAST ARBITRON BOOK. DO YOU SEE ANY UPSCALE PUNCH LEFT?

They've stabilized at a 4.8 share. They've now had one Arbitron book and two Arbitrends, which have shown 4.8, three books in a row. That radio station has bottomed out, and that's an accurate assessment. I think they've found the top end of their number.



GARY BERKOWITZ

VP/Programming, Q95 - Detroit

Rock Top40s have had a tremendous impact because they're playing product that was not being played. It's good product and the people wanted to hear it, so there's been a terrific impact.

WDFX IN DETROIT HAD A 4.5 SHARE IN THE LAST BOOK. DO YOU FEEL THAT'S THEIR TOP OR IS THERE MORE TO COME?

They've been much higher than that, and now they're leveling off a bit. They're a great radio station and they sound great. They're very strong with teens, but that seems to be their focus.

DEBORAH HARRY

THE NEW SINGLE

KPLZ (Add) !!!
HOT94.9 (28-25)

K104 (Add)
KAGO (Add)
KCMQ (Add)
KDUX (Add)
KHTT (Add)

KMDX (Add)
KNMQ (Add)
KTAG (Add)
WHDQ (Add)
WIGY (Add)
Y104 (D#37)
ZFUN106 (Add)
and more



**'I WANT
THAT
MAN'**

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"HOW WOULD YOU ASSESS THE IMPACT OF ROCK TOP40 STATIONS?"

DO YOU THINK THE ROCK TOP40 STATIONS WILL HAVE TO BROADEN THEIR DEMOS TO SURVIVE IN THEIR EXISTING FORM?

Well, I hope they stay just where they are.



CHRIS SHEBEL

PD, WDJX - Louisville, KY

The Rock Top40 in this market hasn't had much impact so far. They've been doing it for six months and haven't shown significant growth. However, if you look around nationally it's been having some strong impact in some markets, usually where the AOR station isn't serving the younger end of the 18-34 demo. Usually, they're concentrating too hard on the 25-54 sell. There's a market, especially with males, for a Rock intensive current station. Rock Top40 is AOR for the baby boomers. The demos shifted up and these Rock stations are finding a good niche in a number of markets. It should be a stable format for them for a few years. Whether it's going to cross over and become mass appeal is a tough question because a lot of the music sounds pretty much the same. You could make the same case for an all Dance station in that the beat is so constant. There's definitely potential and future for it.

IN LOUISVILLE, WLRS SCORED A 5.5 IN THE LAST BOOK AND WDJX A 15.3. DO YOU ESTIMATE ANY MORE UPSIDE LEFT FOR THE ROCK TOP40?

Yes, I think so. In the trends they've been pretty much the same. In some dayparts things are slowly starting to build, and I think eventually there will be an increase in share there. I don't know how high it will go because there are so many factors in radio today besides the music you play. There is personality and marketing to consider as well. How well those facets are presented will determine, to a large degree, how well the station does. I feel that's a universal principle of radio. When you finally get your personalities and marketing together, things really start to fly. The music on our station has not changed significantly for at least two and a half years. What's made the difference in our station has been more effective marketing and promotion strategies.



KEVIN KENNEY

PD, KBEQ - Kansas City

Initially they had a strong impact. Now things are starting to settle down a bit and I think we'll see them in the future as more of an AOR format than a new Top40. In Kansas City right now, KXXR is tapering off somewhat. I don't know how they'll do in the summer book. While they were at a 7 share at one point, now they're back in the 5s. I'm not sure whether that's due to lack of

product or their change in program directors. In any event, it's a viable format and any smart Top40 programmer should know that it's going to pull from all demos.

WHEN THEY CHANGED PROGRAM DIRECTORS FROM BRIAN BURNS TO GARY FRANKLIN, WAS THERE A PERCEPTIBLE CHANGE IN THE SOUND OF THE STATION?

Yes. Gary added a whole bunch of records, and the station became more current intensive. So there was a perceptible change from the current to recurrent and oldie ratio. I don't know if the average listener would pick up the change right away because the texture of the station is much the same.

MARK SHANDS

PD, WCKZ - Charlotte, NC

There are many different versions. The one I'm up against is more of an AOR station that also plays Top40 hits. Rating-wise we've done quite well against them. When the latest Birch ratings came in, we went 15.6 to 17 and the Rock Top40, WROQ, went 7.0 to 6.1. That pretty much sums it up. All you'll hear on KISS are the big hits and it's paying off.

HOW WOULD YOU ASSESS THEIR IMPACT? DO YOU FEEL THEY'VE TOPPED OUT NOW?

Actually they've made it easier for us to play Cher and Warrant, so within the world of music, Rock Top40 is useful in helping build hits just like we are. While they're pumping different types of records than we are, they're still generating more hits and increasing sales. In that aspect, they're just like the clubs. We're picking up things from other stations and they're playing records we break. For instance, we just turned the Urban station onto the New Kids two weeks ago. I know it's easy to think of them as your competition and all, but really, we're all factors in the Charlotte music scene and we all have our part. WROQ's presence makes it possible for us to play more records and gives us a wider spectrum.



RICK UPTON

PD, KITY - San Antonio

They've gone in a lot of different directions in the last few years. We have a Rock station in town, but it hasn't had much of an impact yet. Of course, we keep our eye on everything. You have to have a consistency and focus with anything you do in radio. Until our competition accomplishes that, I'm not too concerned. We have our target and we go after it and they have theirs. We're just going to keep doing what we do. The competition may force us to focus more and ultimately may have a positive effect on what we do.

THE ALARM

“SOLD ME DOWN THE RIVER”

**HITMAKERS ROCK TOP40 CHART: 41-24 (85% increase in airplay)
47 ACTIVE RADIO REPORTS this week!!! CHARTED 48% after two weeks!!!
adds/debuts**

KWOD#34 WROQ#13 CKOI#35

**95XIL#33 G98#40 KDUX#40 KDWZ#31 KELY#38 KFBD#31
KFOX KIXY KKBG KMOK KQKY#33 KSND KTDR#40 KTUX#38
KWIN KWNZ KZMC KZZU WAAF#20 WAYS WBBQ#36
WCLG#15WDEK WKDD WKFR WOKI#30 WOMP-FM#40
WVKZ#38 WWHB Z93#40 99WGY#37 KFBQ#34**

FM104#29 and more

**KXXR (36-32) KEGL (19-17) WRQK (30-26) KRZR (27-23)
KNIN (35-31) 99KG (35-30) KFMW (39-29) KPAT (39-36)
OK95 (33-28) KJLS (35-32) KKEG (19-13) KKRC (20-17)
KPXI (40-34) WJZQ (36-32) WKOR (26-20) and more**

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LOOKOUT MANAGEMENT



1 ◇ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE ◇ (212) 840-1035
ADDS: MILLI VANILLI (#33),

WPLJ • PD: GARY BRYAN / MD: MIKE PRESTON ◇ (212) 613-8900
ADDS: BIG NOISE, BILLY JOEL, DINO, MILLI VANILLI (#26),

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ◇ (212) 239-2300
ADDS: NEW KIDS ON THE BLOCK (#27), COVER GIRLS (#28), BILLY JOEL (#29), MILLI VANILLI (#30),

2 ◇ Los Angeles

KIIS-FM • PD: STEVE RIVERS / MD: BRIAN BRIDGMAN ◇ (213) 466-8381
ADDS: B52'S (#27), TECHNOTRONIC (#28),

KROQ • PD: ANDY SCHUON / ASST. PD/MD: LARRY GROVES ◇ (818) 567-1067
ADDS: DAVID BURNS, RED HOT CHILI PEPPERS, SMITHEREENS, DEPECHE MODE,

PIRATE RADIO • PD: SCOTT SHANNON / MD: STEVE HOFFMAN ◇ (213) 469-1631
ADDS: GIANT, SHOOTING STAR, MELISSA ETHERIDGE,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ◇ (818) 953-4200
ADDS: MILLI VANILLI (#31), TEDDY RILEY f/Guy (#32), JODY WATLEY (#33), SYBIL (#34), JOEY KID,

3 ◇ Chicago

B96 • PD: BUDDY SCOTT / MD: JOE BOHANNON ◇ (312) 944-6000
ADDS: NEW KIDS ON THE BLOCK (#25), SYBIL (#29), RICHARD MARX (#30), THOMPSON TWINS (#31), MILLI VANILLI (#32), BARDEUX (#33), LIL' LOUIS (#34), THE JETS (#35),

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS ◇ (312) 861-7959
ADDS: PAULA ABDUL (#25), DON HENLEY (#30),

Z95 • PD/MD: BRIAN KELLY ◇ (312) 984-0890
ADDS: BELINDA CARLISLE, YOUNG MC,

4 ◇ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ◇ (415) 391-1061
ADDS: THE D.O.C. (#22), THE JETS, LIL' LOUIS, ZAPP,

LIVE105 • PD: RICHARD SANDS / MD: STEVE MASTERS ◇ (415) 626-1053
ADDS: EURYTHMICS (#27), THE THE (#28),

X100 • PD: BILL RICHARDS / MD: GENE BAXTER ◇ (415) 362-8800
ADDS: NO ADDS THIS WEEK,

5 ◇ Philadelphia

EAGLE106 • PD: OPEN / MD: JAY BEAU JONES ◇ (215) 667-3939
ADDS: BILLY JOEL (#27), SOUL II SOUL (#28), SYBIL (#29),

WIOQ • PD: ELVIS DURAN / MD: FRANK CERAMI ◇ (215) 667-8100
ADDS: DINO, STEVIE B, MILLI VANILLI, MARCIA GRIFFITHS, BILLY OCEAN, RICHARD ELLIOTT w/Bobby Caldwell, SOUL II SOUL (#30),

WUSL • PD: DAVE ALLAN / MD: JOHN MONDS ◇ (215) 483-8900
ADDS: LUTHER VANDROSS, NATALIE COLE, ISLEY BROTHERS, ALYSON WILLIAMS, DAVID PEASTON, SHARON BRYANT,

6 ◇ Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE ◇ (313) 967-3750
ADDS: BILLY JOEL,

THE FOX • PD: CHUCK BECK / ASST. PD/MD: JOHN MCFADDEN ◇ (313) 398-1100
ADDS: STARSHIP, D.A.D., HONEYMOON SUITE, WHITE LION, GIANT, KIX (#1),

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ◇ (313) 871-3030
ADDS: ALICE COOPER, DINO, MILLI VANILLI, TECHNOTRONIC,

7 ◇ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA ◇ (617) 396-1430
ADDS: LINDA RONSTADT, DON HENLEY, PAULA ABDUL, TECHNOTRONIC, EXTREME, BILLY JOEL,

WZOU • PD: TOM JEFFRIES / MD: OPEN ◇ (617) 267-9090
ADDS: BILLY JOEL, EXTREME, KIX, REGINA BELLE, NEW KIDS ON THE BLOCK (#32), EXPOSE (#34),

8 ◇ Dallas

100.3JAMZ • PD: ELROY SMITH / MD: CAROLYN ROBBINS ◇ (214) 348-3800
ADDS: TECHNOTRONIC, NEW KIDS ON THE BLOCK (#26), PAULA ABDUL (#28), MICHELLE (#30), YOUNG MC, MAZE f/Frankie Beverly,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL ◇ (214) 869-9700
ADDS: BILLY JOEL, BANG TANGO,

Y95 • PD: CHARLIE QUINN / ASST. PD/MD: JOHN SCOTT ◇ (214) 263-3695
ADDS: THE LIST IS FROZEN THIS WEEK,

9 ◇ Washington, DC

Q107 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ◇ (202) 686-3252
ADDS: TINA TURNER (#28), NEW KIDS ON THE BLOCK (#29), B52'S (#30), THOMPSON TWINS (#31),

WAVA • PD: MATT FARBER / MD: DAVE ELLIOT ◇ (703) 534-0320
ADDS: BILLY JOEL, BON JOVI, YOUNG MC,

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. ◇ (301) 441-3500
ADDS: SURFACE, SHIRLEY LEWIS, JODY WATLEY,

10 ◇ Houston

ENERGY96.5 • PD: STEVE SMITH / MD: MICHAEL NEWMAN ◇ (713) 790-0965
ADDS: GINA GO-GO, MILLI VANILLI, SYBIL, BIG NOISE,

KISS98.5 • PD: STEVE HEGWOOD / MD: TERRI WEBER ◇ (713) 622-0010
ADDS: ABSTRAC, SPECIAL ED,

KKBQ • PD: RANDY BROWN / MD: JOHN COOK ◇ (713) 961-0093
ADDS: MILLI VANILLI, SOUL II SOUL, BILLY JOEL, PAULA ABDUL (#17),

KRBE • PD: ADAM COOK / MD: CHERYL BROZ ◇ (713) 266-1000
ADDS: BILLY OCEAN, SOUL II SOUL, BON JOVI, MILLI VANILLI (#33), BILLY JOEL (#34),

11 ◇ Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE ◇ (305) 445-5411
ADDS: FULL FORCE, BILLY OCEAN, PAUL LAURENCE,

POWER96 • PD: BILL TANNER / MD: (OPEN) ◇ (305) 653-6796
ADDS: NEW KIDS ON THE BLOCK, MARTIKA, KOOL MOE DEE, TECHNOTRONIC (#32), MILLI VANILLI (#33), STEVIE B (#34),

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ◇ (305) 925-7117
ADDS: REGINA BELLE, BON JOVI, SOUL II SOUL, MILLI VANILLI (#28),

12 ◇ Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL ◇ (516) 732-1061
ADDS: RICHARD MARX, GLORIA ESTEFAN, BILLY JOEL, YOUNG MC,

13 ◇ Atlanta

94Q • PD: BILL CAHILL / MD: (OPEN) ◇ (404) 261-2971
ADDS: THE LIST IS FROZEN THIS WEEK,

POWER99 • PD: RICK STACY / ASST. PD/MD: STEVE WYROSTOK ◇ (404) 266-0997
ADDS: RICHARD MARX, BON JOVI,

14 ◇ Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN ◇ (206) 223-5700
ADDS: BELINDA CARLISLE, YOUNG MC, PRINCE w/Sheena Easton, MILLI VANILLI, BILLY JOEL, DEBORAH HARRY, NEW KIDS ON THE BLOCK (#24),

KUBE • PD: TOM HUTYLER / MD: RANDY IRWIN ◇ (206) 322-1622
ADDS: ALICE COOPER (#29), DINO (#30), BILLY JOEL, DON HENLEY, DONNY OSMOND, GREAT WHITE, BILLY OCEAN, MILLI VANILLI, VITAMIN Z,

15 ◇ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ◇ (314) 644-1380
ADDS: KIX (#31), THOMPSON TWINS (#33), B52'S (#36), BILLY JOEL (#39),

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT ◇ (314) 727-6500
ADDS: B52'S (#30),

16 ◇ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ◇ (619) 292-7600
ADDS: BOBBY BROWN (#28), JANET JACKSON (#37), EURYTHMICS, REGINA BELLE,

Q106 • PD: GARRY WALL / ASST. PD/MD: KEVIN WEATHERLY ◇ (619) 565-6006
ADDS: NEW KIDS ON THE BLOCK (#28), JODY WATLEY (#29), KEVIN PAIGE (#30),

17 ◇ Baltimore

B104 • PD: OPEN / ASST. PD/MD: PAM TRICKETT ◇ (301) 466-9272
ADDS: DID NOT REPORT THIS WEEK,

18 ◇ Pittsburgh

B94 • PD: OPEN / MD: LORI CAMPBELL ◇ (412) 381-8100
ADDS: BON JOVI, MILLI VANILLI, BILLY JOEL,

WNRJ • PD: OPEN / ASST. PD/MD: RICH ANTON ◇ 412-362-2144
ADDS: POCO (#30), ELTON JOHN, NEW KIDS ON THE BLOCK, B52'S, SEDUCTION,

19 ◇ Minneapolis

KDWB-FM • PD: BRIAN PHILIPS / MD: MR. ED LAMBERT ◇ (612) 340-9000
ADDS: DID NOT REPORT THIS WEEK,

WLOL-FM • PD: GREGG SWEDBERG / MD: P.J. OLSEN ◇ (612) 340-9565
ADDS: DINO, BON JOVI, LIVING COLOUR, BILLY JOEL, MICHAEL DAMIAN, ENUFF Z'NUFF,

20 ◇ Anaheim

KEZY • PD: CRAIG POWERS / MD: OPEN ◇ (714) 774-9600
ADDS: BAD ENGLISH (#30),

21 ◇ Tampa

Q105 • PD: RANDY KABRICH / MD: BOBBY RICH ◇ (813) 287-1047
ADDS: GLORIA ESTEFAN, RICHARD MARX, MILLI VANILLI, BILLY JOEL,

22 ◇ Cleveland

WMMS • PD: RICH PIOMBINO / MD: BRAD HANSON ◇ (216) 781-9667
ADDS: MELISSA ETHERIDGE, LENNY KRAVITZ, BILLY JOEL, DANGER DANGER, GREAT WHITE, TESLA,

WPHR • PD: CAT THOMAS / MD: ED BROWN ◇ (216) 348-0108
ADDS: SOULSISTER, TESLA, MILLI VANILLI, EXTREME, ENUFF Z'NUFF,

23 ◇ Phoenix

KKFR • PD: RON PARKER / MD: JIM MORALES ◇ (602) 258-6161
ADDS: TEARS FOR FEARS (#33), SHANA, SHIRLEY LEWIS, THOMPSON TWINS,

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ◇ (602) 258-8181
ADDS: CHRISTOPHER WILLIAMS, NEW KIDS ON THE BLOCK, KIX, BILLY JOEL,

KZZP • PD: BOB CASE / MD: MICHELLE SANTOSUOSSO ◇ (602) 964-4000
ADDS: BELINDA CARLISLE (#30), BILLY JOEL, KEVIN PAIGE, ELTON JOHN,

24 ◇ Denver

KS104 • PD: DAVE VAN STONE / MD: CINDY ROSE ◇ (303) 427-7700
ADDS: MILLI VANILLI (#24), RICHARD MARX (#25), STEVIE B, MARTIKA,

KEVIN PAIGE

"Don't Shut Me Out"

HITMAKERS MAINSTREAM TOP40 CHART: 47-44...

16% Increase In Airplay!

HITMAKERS URBAN TOP40 CHART: 37-32...

17% Increase In Airplay!

- | | | |
|-------------------|----------------|--------------|
| POWER106 (28-25) | KISN (Add) | KZFM (16-14) |
| 100.3JAMZ (13-10) | FM100 (21-18) | KZOU (12-7) |
| ENERGY96.5 (6-5) | KJ103 (6-4) | MAX94 (D#37) |
| KISS98.5 (29-24) | Z99 (7-6) | WAPE (7-5) |
| POWER99 (D#30) | WKSI (Add) | WAZY (19-15) |
| Q106 (Add #30) | G105 (Add #32) | WHDQ (33-27) |
| KZZP (Add) | G98 (9-6) | WIBW (D#38) |
| KS104 (D#22) | HOT107 (5-3) | WMGZ (28-22) |
| KKRZ (Add) | KBOS (24-20) | WNYP (Add) |
| KXYQ (Add) | KF95 (Add) | WPXR (14-11) |
| WKTJ (16-15) | KFBD (29-26) | WQUT (30-27) |
| Q102 (17-13) | KHSS (17-14) | and more |
| WBLZ (Add) | KISR (Add) | |
| KROY (Add #30) | KIXY (35-32) | |
| KITY (32-28) | KLUC (16-15) | |
| | KMDX (11-9) | |
| | KSKG (37-32) | |



ICEHOUSE

"Touch The Fire"



HITMAKERS ROCK TOP40 CHART: 50-26

(127% Increase In Airplay!)

- | | |
|---------------|--------------|
| WMMS (D#24) | KZZU (37-31) |
| KXXR (27-21) | MAX94 (Add) |
| KWOD (30-26) | WAZY (Add) |
| WROQ (D#28) | WBNQ (29-26) |
| WGTV (29-23) | WJAD (D#39) |
| 95XIL (34-27) | WJZQ (D#38) |
| K104 (D#18) | WPST (34-26) |
| KDWZ (#3) | WSPK (D#40) |
| KGWY (39-24) | WVKZ (27-23) |
| KHSS (D#39) | WWHB (39-34) |
| KKEG (D#35) | and more |
| KRZR (16-14) | |



Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ◊ (303) 989-1075
ADDs: ALICE COOPER, LINDA RONSTADT, BON JOVI,

25 ◊ Portland

KKRZ • PD: MARK CAPPS / MD: CONNIE BREEZE ◊ (503) 226-0100
ADDs: DONNY OSMOND, KEVIN PAIGE, MILLI VANILLI,

KXYQ • PD: JIM RYAN / MD: OPEN ◊ (503) 226-6731
ADDs: TESLA, TRACY CHAPMAN, DANGER DANGER, KEVIN PAIGE, BILLY JOEL (#27), NEW KIDS ON THE BLOCK (#28),

26 ◊ Milwaukee

HOT102 • PD: RICK THOMAS / MD: DANA LUNDON ◊ (414) 785-1021
ADDs: NEW KIDS ON THE BLOCK (#30), SHIRLEY LEWIS (#39),

WKTI • PD: TODD FISHER / ASST. PD/MD: DANNY CLAYTON ◊ (414) 332-9611
ADDs: BILLY JOEL, TEARS FOR FEARS (#25),

27 ◊ Kansas City

KBEQ • PD: KEVIN KENNY / ASST. PD/MD: JON ANTHONY ◊ (816) 531-2535
ADDs: NEW KIDS ON THE BLOCK (#19), RICHARD MARX (#24),

KXXR • PD: OPEN / ASST. PD/MD: GARY FRANKLIN ◊ (816) 421-1065
ADDs: BILLY JOEL, BODEANS, FASTER PUSSYCAT, PAUL CARRACK, TORA TORA, BOB DYLAN,

28 ◊ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: (OPEN) ◊ (401) 433-4200
ADDs: MILLI VANILLI (#32), THOMPSON TWINS (#33), NEW KIDS ON THE BLOCK, TECHNTRONIC, BILLY JOEL,

29 ◊ San Jose

HOT97.7 • PD: KEN RICHARDS / MD: JOHN CHRISTIAN ◊ (415) 948-0977
ADDs: SYBIL, PAJAMA PARTY (#35),

KWSS • PD: MARK ST. JOHN / MD: RICH ANHORN ◊ (408) 297-5977
ADDs: DON HENLEY, ALICE COOPER, BILLY OCEAN, BILLY JOEL (#30),

30 ◊ Cincinnati

Q102 • PD: DAVE ALLEN / MD: BRIAN DOUGLAS ◊ (513) 763-5500
ADDs: BILLY JOEL (#32), MOTLEY CRUE (#33), POCO (#34), LINDA RONSTADT (#35),

WBLZ • PD/MD: TONY FIELDS ◊ (513) 321-8900
ADDs: ZIGGY MARLEY, NATALIE COLE, MAIN INGREDIENT, L.L. COOL J, BILLY OCEAN, RANDY & THE GYPSYS, A.C. KELLY, SPECIAL ED, DEZI PHILLIPS, KEVIN PAIGE, WALTER BEASLEY,

31 ◊ Sacramento

FM102 • PD/MD: BRIAN WHITE ◊ (916) 920-1025
ADDs: SURFACE (#25), GLORIA ESTEFAN, TECHNTRONIC, SHIRLEY LEWIS, AFTER 7,

KROY • PD: SEAN LYNCH / ASST. PD/MD: THE ICEMAN ◊ (916) 446-5769
ADDs: NEW KIDS ON THE BLOCK (#21), BAD ENGLISH (#29), KEVIN PAIGE (#30), TESLA (#31),

KWOD • PD: JEFF HUNTER / MD: ALEX COSPER ◊ (916) 929-5000
ADDs: BELINDA CARLISLE, MILLI VANILLI, THE ESCAPE CLUB, BILLY JOEL,

32 ◊ Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU ◊ (804) 826-1310
ADDs: YOUNG MC, ELTON JOHN (#22), MILLI VANILLI (#24), LINDA RONSTADT (#27),

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ◊ (804) 497-1067
ADDs: BILLY OCEAN, PRINCE w/Sheena Easton, THOMPSON TWINS, TRACY CHAPMAN, EURYTHMICS, YOUNG MC (#24), GLORIA ESTEFAN (#28),

33 ◊ Columbus

92X • PD: MARK TODD / MD: RICK CARTER ◊ (614) 221-7811
ADDs: BILLY JOEL, FASTER PUSSYCAT,

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ◊ (614) 224-9624
ADDs: BILLY JOEL (#26),

34 ◊ New Orleans

B97 • PD: BOB MITCHELL / MD: JOEY GIOVINGO ◊ (504) 581-7002
ADDs: MILLI VANILLI (#17), COVER GIRLS (#28), SYBIL (#29), BILLY JOEL (#30),

35 ◊ Riverside

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ◊ (714) 889-2651
ADDs: ROB BASE, TECHNTRONIC,

36 ◊ San Antonio

KITY • PD: RICK UPTON / MD: SHANA ROSE ◊ (512) 225-5111
ADDs: DONNA SUMMER, PRINCE w/Sheena Easton, BIG NOISE, LINDA RONSTADT, MILLI VANILLI (#21), PAJAMA PARTY (#33), SURFACE (#34),

KSAQ • PD: LEO VELA / ASST. PD/MD: KATHIE ROMERO ◊ (512) 271-9600
ADDs: DON HENLEY, KIX, GREAT WHITE, MILLI VANILLI, BILLY JOEL,

KTFM • PD: OPEN / MD: RICK HAYES ◊ (512) 655-5500
ADDs: EURYTHMICS, PRINCE w/Sheena Easton, STEVIE B, SURFACE, CYNTHIA, MILLI VANILLI (#28),

37 ◊ Indianapolis

WZPL • PD: SCOTT WHEELER / ASST. PD/MD: JOHN TROUT ◊ (317) 637-8000
ADDs: BILLY JOEL (#25), DON HENLEY (#29), KIX, HENRY LEE SUMMER,

38 ◊ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ◊ (801) 359-9536
ADDs: MILLI VANILLI (#27), ERASURE (#29), BILLY JOEL, VITAMIN Z, BIG NOISE,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: RAY KALUSA ◊ (801) 485-6700
ADDs: MILLI VANILLI (#35), BILLY JOEL (#30), NEW KIDS ON THE BLOCK, GLORIA ESTEFAN, DON HENLEY,

KISN • PD: GARY WALDRON / MD: BOB LaBORDE ◊ (801) 262-9797
ADDs: THE JETS, MILLI VANILLI, DONNY OSMOND, DONNA SUMMER, GRAYSON HUGH, NEW KIDS ON THE BLOCK, PAULA ABDUL, KEVIN PAIGE,

39 ◊ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ◊ (716) 876-0930
ADDs: GLORIA ESTEFAN, EXTREME, EURYTHMICS, WATERFRONT, BILLY JOEL (#30),

WKSE • PD: MIKE EDWARDS / MD: MIKE McGOWAN ◊ (716) 884-5101
ADDs: SEDUCTION (#26), PAULA ABDUL (#27), RICHARD MARX, KIX,

40 ◊ Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ◊ (203) 776-4012
ADDs: BILLY JOEL, TECHNTRONIC, BELINDA CARLISLE, CHRISTOPHER WILLIAMS,

WKSS • PD: JEFFERSON WARD / MD: CADILLAC JACK ◊ (203) 249-9577
ADDs: DID NOT REPORT THIS WEEK,

WTIC-FM • PD: DAVE SHAKES / MD: MIKE WEST ◊ (203) 522-1080
ADDs: BAD ENGLISH (#34), BILLY OCEAN (#39), THOMPSON TWINS (#40),

41 ◊ Charlotte

WBCY • PD: MARY JUNE ROSE / MD: MIKE DONOVAN ◊ (704) 374-3774
ADDs: DID NOT REPORT THIS WEEK,

WCKZ-FM • PD: MARK SHANDS / MD: DON O'NEAL ◊ (704) 342-4102
ADDs: MILLI VANILLI (#30), BAD ENGLISH, SURFACE,

WROQ • PD: RANDY C. BLISS / MD: DWAYNE WARD ◊ (704) 392-6191
ADDs: BILLY JOEL (#32), DON HENLEY, VITAMIN Z, EURYTHMICS, SHOOTING STAR, ENUFF Z'NUFF, EXTREME,

42 ◊ Memphis

FM100 • PD/MD: STEVE CONLEY ◊ (901) 726-0468
ADDs: RICHARD MARX, BILLY JOEL, MILLI VANILLI, KATRINA & THE WAVES,

43 ◊ Rochester

98PX • PD: TOM MITCHELL / MD: CHRIS LEARY ◊ (716) 325-5300
ADDs: BILLY JOEL, MILLI VANILLI, NEW KIDS ON THE BLOCK,

44 ◊ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◊ (407) 788-1400
ADDs: JERMAINE JACKSON, BOBBY BROWN, MILLI VANILLI, RHONDA CLARK, MOTHER'S FINEST, TECHNTRONIC,

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◊ (407) 629-5105
ADDs: BILLY JOEL (#29), LIVING COLOUR, TINA TURNER, SOULSISTER,

Y106 • PD: SHADOW STEVENS / MD: STEVE OCEAN ◊ (407) 339-1067
ADDs: BILLY JOEL, BON JOVI,

45 ◊ Monmouth-Ocean, NJ

WJLK-FM • PD/MD: RAY ST. JAMES ◊ (201) 774-7700
ADDs: BILLY JOEL,

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◊ (609) 597-1100
ADDs: NEW KIDS ON THE BLOCK, BON JOVI, GLORIA ESTEFAN, BILLY JOEL, DON HENLEY, BELINDA CARLISLE, BILLY JOEL (#30),

46 ◊ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: ANDY TAYLOR ◊ (405) 840-5271
ADDs: RICHARD MARX (#39), TESLA, SYBIL, LINDA RONSTADT,

Z99 • PD/MD: BRETT DUMLER ◊ (405) 942-3399
ADDs: WATERFRONT, EURYTHMICS, MILLI VANILLI (#33), DON HENLEY, CHRISTOPHER WILLIAMS (#32), GRAYSON HUGH,

47 ◊ Nashville

Y107 • PD/MD: LOUIS KAPLAN ◊ (615) 256-6556
ADDs: GRAYSON HUGH, REGINA BELLE, NATALIE COLE, MILLI VANILLI, YOUNG MC,

48 ◊ Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS ◊ (513) 294-5858
ADDs: MILLI VANILLI (#27), ALICE COOPER (#28), GLORIA ESTEFAN (#29), BILLY JOEL (#30),

49 ◊ Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER ◊ (502) 589-4800
ADDs: GLORIA ESTEFAN, MILLI VANILLI, BILLY JOEL, DONNA SUMMER,

WLRS • PD: LISA LYONS / MD: BRAD HARDIN ◊ (502) 585-5178
ADDs: GREAT WHITE (#25), ROLLING STONES (#29),

50 ◊ Greensboro/Winston-Salem

WJMH • PD: CHRIS BAILEY / MD: KELLY MASTERS ◊ (919) 855-6500
ADDs: SKYY, LUTHER VANDROSS, MILLI VANILLI, ANGELA WINBUSH, RANDY CRAWFORD, JERMAINE JACKSON, LISA-LISA,

WKSJ • PD: DALE O'BRIAN / MD: GREG STEVENS ◊ (919) 275-9895
ADDs: NEW KIDS ON THE BLOCK (#40), MILLI VANILLI, BON JOVI, BILLY JOEL, GRAYSON HUGH, TRACY CHAPMAN, WATERFRONT, KEVIN PAIGE, REGINA BELLE,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◊ (919) 759-2316
ADDs: BILLY JOEL, GRAYSON HUGH, YOUNG MC, BON JOVI, DON HENLEY,

RECORDS ARE LISTED IN ORDER OF ACTIVE REPORTS. AN ACTIVE REPORT IS AN ADD, A DEBUT, A TOP 15 REPORT, OR A 3 POINT OR MORE MOVE ELSEWHERE ON THE CHART. QUALITY, NOT QUANTITY. RECORDS EXCEEDING 100 ACTIVE REPORTS ARE NATIONAL BREAKOUTS AND ONLY RECORDS WITH 99 ACTIVE REPORTS OR LESS ARE LISTED BELOW FOR YOUR REFERENCE.

- 90 • DON HENLEY "The Last Worthless..." (Geffen)
- 83 • SHARON BRYANT "Let Go" (Wing/Polydor)
- 75 • BILLY OCEAN "Licence To Chill" (Jive/RCA)
- 64 • SOUL II SOUL "Back To Life" (Virgin)
- 62 • GREAT WHITE "The Angel Song" (Capitol)
- 54 • KEVIN PAIGE "Don't Shut Me Out" (Chrysalis)
- 51 • CHRISTOPHER WILLIAMS "Talk To Myself" (Geffen)
- 47 • THE ALARM "Sold Me Down The River" (I.R.S.)
- 46 • TESLA "Love Song" (Geffen)
- 44 • 2 LIVE CREW "Me So Horny" (Skyywalker)
- 44 • MOVING PICTURES "What About Me" (Geffen)
- 42 • GIANT "I'm A Believer" (A&M)
- 42 • SYBIL "Don't Make Me Over" (Next Plateau)
- 38 • REGINA BELLE "Baby Come To Me" (Columbia)
- 34 • BARDEUX "I Love The Bass" (Enigma)
- 34 • DONNY OSMOND "Hold On" (Capitol)
- 32 • WHITE LION "Radar Love" (Atlantic)
- 31 • VESTA "Congratulations" (A&M)
- 28 • TECHNOTRONIC "Pump Up The Jam" (SBK)
- 27 • MELISSA ETHERIDGE "No Souvenirs" (Island)
- 26 • ICEHOUSE "Touch The Fire" (Chrysalis)
- 24 • DEBBIE GIBSON "We Could Be..." (Atlantic)
- 24 • JODY WATLEY "Everything" (MCA)
- 24 • KATRINA & THE WAVES "Rock N' Roll Girl" (SBK)
- 24 • STEVIE B "Girl I'm Searching For You" (LMR)
- 23 • THE CULT "Edie (Ciao, Baby)" (Sire/Reprise)
- 22 • SHOOTING STAR "Touch Me Tonight" (Enigma)
- 20 • AFTER 7 "Heat Of The Moment" (Virgin)
- 20 • PATTI LABELLE "If You Asked Me" (MCA)
- 20 • WINGER "Hungry" (Atlantic)
- 19 • GRAYSON HUGH "Bring It All Back" (RCA)
- 18 • SHIRLEY LEWIS "Realistic" (A&M)
- 18 • SIMPLY RED "You've Got It" (Elektra)
- 17 • JOE COCKER "When The Night Comes" (Capitol)
- 17 • LOVE & ROCKETS "No Big Deal" (RCA)
- 17 • TRACY CHAPMAN "Crossroads" (Elektra)
- 15 • DAN REED NETWORK "Make It Easy" (Mercury)
- 15 • THE JETS "The Same Love" (MCA)
- 15 • PETER FRAMPTON "Holding On To You" (Atlantic)
- 15 • RICHARD ELLIOTT "In the Name Of Love" (Enigma)
- 15 • SURFACE "You Are My Everything" (Columbia)
- 14 • BANG TANGO "Someone Like You" (MCA)
- 14 • DEBRA HARRY "I Want That Man" (Reprise/Sire)
- 14 • ENUFF Z'NUFF "New Thing" (Atco)
- 14 • MICHAEL DAMIAN "Was It Nothing At All" (A&M)
- 14 • VITAMIN Z "Can't Live Without You" (Geffen)
- 13 • SHANA "I Want You" (Vision)
- 13 • SKID ROW "I Remember You" (Atlantic)
- 12 • STEPHEN BISHOP "Walking On Air" (Atlantic)
- 11 • EXTREME "Mutha (Don't Wanna Go To...)" (A&M)
- 11 • MAZE with F. BEVERLY "Can't Get Over..." (WB)
- 10 • THE ESCAPE CLUB "20th Century Fox" (Atlantic)
- 10 • GORKY PARK "Bang" (Mercury)
- 9 • ZAPP "Ooh Baby Baby" (Reprise)
- 7 • D.A.D. "Sleeping My Life Away" (WB)
- 7 • HOODOO GURUS "Come Anytime" (RCA)
- 6 • BIG NOISE "Name And Number" (Atco)
- 6 • DONNA SUMMER "Breakaway" (Atlantic)

SURFACE

(COLUMBIA)

Take mind-blowing lyrics saturated in a beautifully composed harmony, add the incredible vocals of Bernard Jackson with a little extra sensual help from Regina Belle, and you have the ingredients for another smash ballad,

You Are My Everything.



✓ Formed six years ago, this dynamic trio blends talent, experience and artistry into a top-notch sound. **SURFACE** is already hitting hard with their second LP 2ND WAVE that balances an A-side of romantic ballads with a B-side of power-packed dance tracks. And this is just the beginning...

✓ Dave Pic Conley, co-founder of **SURFACE** with David Townsend in 1983, played sax and flute for Mandrill, a '70s funk band. For **SURFACE** he serves as flutist, bassist, drum programmer, keyboardist, engineer, composer/producer and background vocalist. David Townsend, former guitar player for the Isley Brothers, also has a multi-purpose role in **SURFACE**; synthesizers, guitars, composer/producer, background vocals and drum programming. Last, but not least, Bernard Jackson, one of the most gifted and distinguished lead vocalists around, is also a writer/producer and plays guitars, electric bass and synthesizer for the band. Together the three are much 'closer than friends,' working as a single entity as they emerge on the music front as an unstoppable force with their signature smash ballad sound.

✓ 2ND WAVE is a serious followup to **SURFACE**'s self-titled debut LP, which featured the #1 smash single Happy. 2ND WAVE has already yielded the recent Top 5 smash Shower Me With Your Love, and is well on the way to repeating the performance with another irresistible love song, You Are My Everything. But **SURFACE** does not come to a halt once they are out of the studio. As well as tours throughout the country with the likes of The System, Levert, Debbie Gibson, and many more, the **SURFACE** team has been composing material for New Edition, Sister Sledge, Rebbie Jackson and other top artists. Just watch as **SURFACE** continues their wave into the '90s!

RADIO SAYS:

HOSH GURELI - MD, KMEL - SAN FRANCISCO

"Immediate phones! A huge adult record - believe me, this is a smash! Give it some airplay and it will take care of itself!"

TERRI WEBER - MD, KISS98.5 - HOUSTON

"Another great female record from **SURFACE**. We've been on it three weeks and it's kicking in now. This tune has the potential of the last - a smash!"

JAMIE HYATT - PD, KDON - SALINAS/MONTEREY, CA

"This one has 'everything' Shower Me With Your Love had. Top 5 phones and top 5 callout in just the first couple of weeks!"

BILL DAWSON - PD/MD, Q124 - ROSEBURG, OR

"Any **SURFACE** tune means instant females 18-34. I feel this is a stronger record than the last. Perfect to temper the dance music."

STATION REPORTS

The Top Trendsetters In America

100KH / Ocean City PD: HITMAN / MD: BOB STEELE (301) 289-3456 • ADDS: DON HENLEY (#33), BILLY JOEL (#36), BILLY OCEAN (#39), MILLI VANILLI (#40), TRACY CHAPMAN, CHRISTOPHER WILLIAMS, GRAYSON HUGH, DAN REED NETWORK,

1020Q / Saratoga Springs/Albany PD/MD: KEN McGRAIL (518) 584-1610 • ADDS: BILLY OCEAN, MILLI VANILLI (#22), PRINCE w/Sheena Easton, DONNA SUMMER, MAZE with FRANKIE BEVERLY, KATRINA & THE WAVES, MOTLEY CRUE, BILLY JOEL,

93QD / Alexandria PD: HOLLYWOOD HARRISON / MD: DEACON JONES (318) 445-1234 • ADDS: NEW KIDS ON THE BLOCK, THE ESCAPE CLUB, RICHARD MARX, BRUCE WILLIS, BILLY JOEL, BILLY OCEAN, BON JOVI, MILLI VANILLI,

95SX / Charleston PD: DAVE ALLEN / MD: SHADOW STEPHENS (803) 556-5660 • ADDS: POCO (#28), BOBBY BROWN (#29), GIANT,

95XIL / Parkersburg PD: DOUG NEVIL / MD: LARRY HUGHES (304) 485-7425 • ADDS: TESLA, RICHARD MARX, KIX, BON JOVI, BILLY JOEL,

95XXX / Burlington PD: WALT SPECK / MD: J.J. RILEY (802) 655-9530 • ADDS: BILLY JOEL, DON HENLEY, BILLY OCEAN, TRACY CHAPMAN, MICHAEL DAMIAN, TESLA,

97KYM / St. Mary's PD: DAVE MICHAELS / MD: DREW DERSHIMER (814) 834-9700 • ADDS: BILLY OCEAN (#29), BELINDA CARLISLE,

898 / Kalspell PD/MD: BENNY B. JR. (406) 862-5565 • ADDS: THE LIST IS FROZEN THIS WEEK, RICHARD MARX (#29), DON HENLEY (#30), BELINDA CARLISLE, ALICE COOPER, BILLY OCEAN, BILLY JOEL, MILLI VANILLI,

6105 / Raleigh PD: BRIAN PATRICK / MD: JIM HARRISON (919) 683-2055 • ADDS: BILLY OCEAN (#31), KEVIN PAIGE (#32),

698 / Portland PD: ERIC CHANEY / MD: JON BRYANT (207) 775-6321 • ADDS: BON JOVI, MELISSA ETHERIDGE, BILLY JOEL, DON HENLEY, REGINA BELLE, EXTREME,

HOT104 / Greenville PD: JOHN STEVENS / MD: STEVE DAVIS (919) 830-1110 • ADDS: AFTER 7 (#13), BILLY OCEAN (#30), STEVIE B, GLORIA ESTEFAN, MARTIKA,

HOT107 / Houma-New Orleans PD: KEVIN BONNER / MD: LARRY HYATT (504) 851-1020 • ADDS: BILLY JOEL, SHARON BRYANT, KENNY ROGERS,

HOT194 / Honolulu PD: JIMMY CHRISTOPHER / MD: ALAN ODA (808) 531-4602 • ADDS: PARIS BY AIR, GLORIA ESTEFAN, TEDDY RILEY f/GUY,

JET-FM / Erie PD: JIM COOK / MD: ROBIN BANKS (814) 455-2741 • ADDS: BILLY JOEL, SOUL II SOUL, BILLY OCEAN, NEW KIDS ON THE BLOCK,

K104 / Erie PD: BILL MALLERY / ASST. PD/MD: STEVE ROSEN (814) 452-2041 • ADDS: BILLY JOEL (#24), DON HENLEY, GREAT WHITE, DEBRA HARRY,

K106 / Beaumont PD: NEIL HARRISON / MD: PAM PACE (409) 769-2475 • ADDS: MILLI VANILLI (#37), TESLA, FUZZBOX, DEBBIE GIBSON, BILLY JOEL, REGINA BELLE,

K92 / Roanoke PD: EDDIE HASKELL / MD: LINDA SILVER (703) 774-9200 • ADDS: BILLY JOEL, BON JOVI, ALICE COOPER,

KAGO / Klamath Falls PD/MD: GEORGE FEOLA (503) 884-0661 • ADDS: KEVIN RALEIGH, AFTER 7, BILLY JOEL, DEBRA HARRY, KATRINA & THE WAVES, DONNA SUMMER, GRAYSON HUGH, BELINDA CARLISLE, MILLI VANILLI (#39),

KATM / Colorado Springs PD: DOUG SORENSEN / MD: TOM FRICKE (719) 548-1528 • ADDS: BILLY JOEL, MELISSA ETHERIDGE,

KAYI / Tulsa PD: JAN DEAN / MD: OPEN (918) 492-2020 • ADDS: RICHARD MARX (#34), THOMPSON TWINS (#35), NEW KIDS ON THE BLOCK (#31), GLORIA ESTEFAN, BON JOVI, BILLY JOEL,

KBAU / Golden Meadow PD/MD: DAVE MARTIN (504) 475-5141 • ADDS: BILLY JOEL (#29), MELISSA ETHERIDGE, JOE COCKER, PETER FRAMPTON, DONNY OSMOND, ALICE COOPER,

KBFM / McAllen-Brownsville PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO (512) 383-4961 • ADDS: TINA TURNER, MILLI VANILLI, BILLY JOEL, SOUL II SOUL, DINO, SHARON BRYANT, BON JOVI, GIANT, TECHNTRONIC,

KBOS / Fresno PD: JEFF DAVIS / MD: DON PARKER (209) 237-9361 • ADDS: NEW KIDS ON THE BLOCK (#31), NATALIE COLE, NANCY MARTINEZ, THE JETS,

KBTS / Austin PD: LISA TONACCI / MD: TRACY AUSTIN (512) 345-9300 • ADDS: BAD ENGLISH (#37), RICHARD MARX (#38), MILLI VANILLI (#39), BILLY JOEL (#40),

KCAQ / Oxnard PD: ROOSTER RHODES / MD: GREG WILLIAMS (805) 488-0901 • ADDS: EURYTHMICS, GRAYSON HUGH, TECHNTRONIC, VITAMIN Z,

KCMQ / Columbia PD: BRIAN HANSON / MD: OPEN (314) 449-2433 • ADDS: BILLY JOEL, MILLI VANILLI, GREAT WHITE, DEBRA HARRY, REGINA BELLE, TINA TURNER (#34), BON JOVI (#35),

KDON / Salinas PD: JAMIE HYATT / MD: RIC SANDERS (408) 422-3365 • ADDS: SHIRLEY LEWIS, TECHNTRONIC, SYBIL, D'ATRA HICKS, PARIS BY AIR,

KDUX / Aberdeen PD: STU BLACK / MD: BILL BAKER (206) 533-1320 • ADDS: BILLY JOEL, DEBRA HARRY, LIVING COLOUR, DON HENLEY, RICHARD MARX, PETER FRAMPTON, RICHARD ELLIOTT,

KDWZ / Des Moines PD: DAN KIELEY / MD: ANDY HALL (515) 266-6060 • ADDS: DON HENLEY, BILLY JOEL, TANGIER,

KEEZ / Mankato PD: MARK SEGER / MD: RICK JAMES (507) 345-4646 • ADDS: RICHARD MARX (#37), LINDA RONSTADT Feat. AARON (#38), BELINDA CARLISLE (#39), BILLY JOEL (#40),

KELY / Ely PD/MD: DARIN PEARSON (702) 289-3963 • ADDS: RICHARD MARX, DON HENLEY, STEPHEN BISHOP, BILLY JOEL, B52'S, MILLI VANILLI, KATRINA & THE WAVES,

KEZB-FM / El Paso PD: PAT MC MAHON / MD: ANGEL GONZALES (915) 544-9400 • ADDS: TECHNTRONIC, BILLY OCEAN,

KEZH / Hastings PD/MD: MIKE WILL (402) 463-1314 • ADDS: GLORIA ESTEFAN (#7), TEARS FOR FEARS (#27), BONNIE RAITT (#28),

KF95 / Boise PD/MD: JACK ARMSTRONG (208) 888-4321 • ADDS: R.E.M., VITAMIN Z, RICHARD MARX (#21), PAULA ABDUL (#24), DON HENLEY (#35), BILLY JOEL (#39), JOHN CAFFERTY, MILLI VANILLI, BON JOVI, DEBBIE GIBSON, GIANT, TRACY CHAPMAN, REGINA BELLE, KEVIN PAIGE,

KFBD / Waynesville PD: STEVEN GREENLEE / MD: TIM McNUTT (314) 336-3133 • ADDS: SQUEEZE, NRBO, SHAKESPEAR'S SISTER, DON HENLEY, BILLY JOEL, MILLI VANILLI, RICHARD MARX (#37),

KFFM / Yakima PD/MD: GREG ADAMS (509) 248-1460 • ADDS: RICHARD MARX (#29), GLORIA ESTEFAN, LINDA RONSTADT Feat. AARON, MILLI VANILLI, RICHARD ELLIOTT,

KFOX95 / Lufkin PD: JEFF GARRISON / MD: STEVE ST. JOHN (409) 634-5596 • ADDS: BILLY JOEL, BON JOVI, SOUL II SOUL, KATRINA & THE WAVES, THE ALARM,

KFRX / Lincoln PD: J.J. COOK / MD: ROD MEYER (402) 483-5100 • ADDS: DON HENLEY, BILLY JOEL, MILLI VANILLI, BON JOVI, TRANSVISION VAMP, NEW KIDS ON THE BLOCK,

KFTZ / Idaho Falls PD: RICH SUMMERS / MD: MINDY KARY (208) 523-3722 • ADDS: MICHAEL DAMIAN, GIANT, SHARON BRYANT, FUZZBOX, TESLA, BILLY JOEL, MILLI VANILLI,

KG6G / Rapid City PD: RICK ALLEN / MD: STEVE RYAN (605) 348-1100 • ADDS: B52'S, JANET JACKSON, RICHARD MARX,

KGLI / Sioux City PD/MD: DUKE WILLIAMS (712) 258-5595 • ADDS: STEPHEN BISHOP,

KGRS / Burlington PD/MD: COSMO LEONE (319) 752-2701 • ADDS: RICHARD MARX, BILLY JOEL, NEW KIDS ON THE BLOCK (#39),

KGWY / Gillette PD: MICHAEL BERRY / MD: MARTHA STEELE (307) 686-2242 • ADDS: DINO (#35), RICHARD MARX (#37), BELINDA CARLISLE, YOUNG MC (#38), ALICE COOPER (#39), BILLY JOEL (#40),

KHFI / Austin PD/MD: SELBY EDWARDS (512) 474-9233 • ADDS: MILLI VANILLI, BELINDA CARLISLE, PATTI LABELLE, BIG NOISE, BILLY OCEAN,

KHOK / Hoisington/Great Bend, KS PD/MD: DARREL BIEKER (316) 792-3647 • ADDS: RICHARD MARX, GLORIA ESTEFAN, BON JOVI, MELISSA ETHERIDGE, BILLY JOEL, DON HENLEY, KATRINA & THE WAVES, STEPHEN BISHOP, SOUL II SOUL, LINDA RONSTADT Feat. AARON,

KHSS / Walla Walla PD: THOMAS HODGINS / MD: CHRIS GALLOWAY (509) 522-5412 • ADDS: ICEHOUSE, B52'S, BON JOVI, LINDA RONSTADT Feat. AARON, DON HENLEY, TESLA, BILLY OCEAN,

KHTT / Santa Rosa PD: JEFF COCHRAN / MD: MARK THOMAS (707) 545-3313 • ADDS: MILLI VANILLI, ALICE COOPER, BILLY JOEL, BILLY OCEAN, DEBRA HARRY, SHARON BRYANT, BON JOVI,

KIMN / Ft. Collins PD: KEN PAYNE / MD: ALLEN POWERS (303) 482-5991 • ADDS: BILLY JOEL (#28), RICHARD MARX (#30), LIVING COLOUR (#31), B52'S (#32),

KISR / Fort Smith PD: FRED BAKER / MD: DENNIS SNOW (501) 785-2526 • ADDS: BON JOVI, DONNY OSMOND, ALICE COOPER, MILLI VANILLI, NEW KIDS ON THE BLOCK, TESLA, KEVIN PAIGE, WATERFRONT,

KIVA-FM / Albuquerque PD: DOC BROCK / MD: KAT MICHAELS (505) 243-1400 • ADDS: BILLY JOEL, RICHARD MARX, SOULSISTER, BON JOVI,

KIXR / Ponca City PD/MD: T. MORGAN (405) 765-5491 • ADDS: PAULA ABDUL (#31), MILLI VANILLI, SHARON BRYANT, BILLY JOEL, THOMPSON TWINS,

KIXY / San Angelo PD/MD: JOHN RAYMOND (915) 653-3387 • ADDS: BILLY OCEAN, MILLI VANILLI, BILLY JOEL, THE ALARM, GRAYSON HUGH,

KJUG / Spencer PD: BRIAN NEWCOMB / MD: STEVE KELLEY (712) 262-6393 • ADDS: BILLY JOEL (#31), RICHARD MARX (#38), SOULSISTER, SQUEEZE, PAUL CARRACK, NATALIE COLE, MILLI VANILLI, TRANSVISION VAMP,

KJIC / Corpus Christi PD/MD: JONATHAN KEYES (512) 888-5555 •

ADD5: JANET JACKSON (#18), ROXETTE (#19), TEARS FOR FEARS (#20), NEW KIDS ON THE BLOCK (#21), NEW KIDS ON THE BLOCK (#22), PAULA ABDUL (#23), GLORIA ESTEFAN (#24), RICHARD MARX (#25), CHRISTOPHER WILLIAMS (#16),

KJLS / Hays/Great Bend PD: RUSTY KEYS / MD: OPEN (913) 628-1064 • ADDS: VITAMIN Z, BILLY JOEL, STEPHEN BISHOP, RICHARD MARX, TRACY CHAPMAN, PRINCE w/Sheena Easton, MELISSA ETHERIDGE, 1927,

KK8G / Hilo PD/MD: DANNY AUSTIN (808) 961-0651 • ADDS: BON JOVI, RICHARD MARX, THE ALARM, BILLY OCEAN, BILLY JOEL, MELISSA ETHERIDGE, MILLI VANILLI,

KK6G / Fayetteville PD/MD: GINGER MACKENZIE (501) 521-5566 • ADDS: DEL FUEGOS, STARSHIP, HUNTER/RONSON, THE CALL, BILLY JOEL, RICHARD MARX, L.A. GUNS,

KKMG / Colorado Springs PD: MAX MILLER / MD: BRENT STEVENS (719) 576-1100 • ADDS: MILLI VANILLI (#34), THE JETS, ZAPP, BILLY JOEL, RICHARD ELLIOTT, MICHAEL DAMIAN, DONNA SUMMER,

KKQV / Wichita Falls PD/MD: DAVE LANDRY (817) 322-5545 • ADDS: MILLI VANILLI, BON JOVI, BILLY JOEL, RICHARD MARX,

KKRC-FM / Sioux Falls PD: BILL DANIELS / ASST. PD/MD: DEB CHRISTI (605) 335-6500 • ADDS: BILLY JOEL (#23), JETHRO TULL (#30), DOOBIE BROTHERS (#32), MELISSA ETHERIDGE (#33), CHRIS HERRIGES (#35),

KKRD / Wichita PD: JACK OLIVER / MD: GREG WILLIAMS (316) 265-0721 • ADDS: BILLY JOEL, NEW KIDS ON THE BLOCK, REGINA BELLE, COVER GIRLS, MILLI VANILLI,

KKSS-FM / Albuquerque PD/MD: BRUCE COOLEY (505) 265-1431 • ADDS: MILLI VANILLI, 2 LIVE CREW, RICHARD MARX, SHIRLEY LEWIS, TECHNTRONIC,

KKXL / Grand Forks PD/MD: MICHAEL RIGHT (701) 775-0575 • ADDS: BELINDA CARLISLE, BON JOVI, BILLY JOEL, SARAYA, DINO, ENUFF Z'NUFF,

KKYK / Little Rock PD: GREG ROLLING / MD: JIMMY EDWARDS (501) 661-7570 • ADDS: SKID ROW, NEW KIDS ON THE BLOCK, MILLI VANILLI,

KLAZ / Hot Springs, Little Rock PD/MD: JAY HARVEY (501) 525-4600 • ADDS: BILLY JOEL, DON HENLEY, THE JETS, KATRINA & THE WAVES,

KLUC / Las Vegas PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR (702) 739-9383 • ADDS: BON JOVI (#37), BILLY JOEL (#38), 2 LIVE CREW (#39), THOMPSON TWINS, SHIRLEY LEWIS,

KLYK / Longview/Kelso PD: BOB HART / ASST. PD/MD: MIKE STONE (206) 425-1500 • ADDS: BILLY JOEL, BON JOVI, WHITE LION (#25), PAULA ABDUL (#27), KIX (#32), RICHARD MARX (#33), LINDA RONSTADT Feat. AARON,

KMDX / Parker PD/MD: KERRY GRAY (602) 669-6176 • ADDS: 2 LIVE CREW, KIX (#15), RICHARD MARX (#24), DONNY OSMOND (#27), DEBBIE GIBSON (#29), EXPOSE (#30), SOULSISTER (#31), DEBRA HARRY, AFTER 7, JODY WATLEY, PAULA ABDUL, VITAMIN Z,

KMGZ / Lawton PD: RICK WALKER / MD: None (405) 536-9530 • ADDS: RICHARD MARX, BON JOVI, BILLY OCEAN, MILLI VANILLI,

KMOK / Lewiston PD: KEITH HAVENS / MD: KEVIN CHASE (208) 746-5056 • ADDS: NEW KIDS ON THE BLOCK (#34), MILLI VANILLI, JOHN CAFFERTY, SHOOTING STAR, BILLY JOEL, THE ALARM, DON HENLEY, GIANT,

KMON / Great Falls PD: AL DECKER / MD: DAVE LEVIN (406) 761-1000 • ADDS: BILLY JOEL, KATRINA & THE WAVES, RICHARD ELLIOTT, KEVIN RALEIGH, PETER FRAMPTON,

KNAN / Monroe PD: STEVE CANNON / MD: PAUL PYRO (318) 387-3922 • ADDS: ROXETTE (#17), BILLY JOEL (#34), RICHARD MARX (#38), SOULSISTER (#39), BILLY OCEAN (#40), MAZE with FRANKIE BEVERLY,

KNEN / Norfolk PD: DOUG KOEHN / MD: TODD MICHAELS (402) 379-3300 • ADDS: BILLY JOEL, KATRINA & THE WAVES, DON HENLEY, BON JOVI,

KNIN / Wichita Falls PD: BOB RAY / MD: HOLLYWOOD HAZE (817) 855-6924 • ADDS: STEVIE NICKS (#40), DOOBIE BROTHERS, BANG TANGO, BILLY JOEL,

KNMQ / Albuquerque PD: TOMMY RIVERS / MD: THE CRUISER (505) 247-2381 • ADDS: SYBIL, DEBRA HARRY, MILLI VANILLI,

KNOE / Monroe PD: RUSS MITCHELL / MD: TODD CHAMBLESS (318) 388-8888 • ADDS: KIX, BILLY JOEL, REGINA BELLE, SOUL II SOUL, NATALIE COLE, CHRISTOPHER WILLIAMS, MILLI VANILLI,

KOIZ / Waterloo/Cedar Rapids PD: SCOTT LEE / MD: RICK PALLISTER (319) 233-3371 • ADDS: BILLY JOEL (#40),

KPRR / El Paso PD: BOB PERRY / MD: ELI MULANO (915) 532-6515 • ADDS: THE JETS, MILLI VANILLI (#33), SYBIL (#34),

KPXI / Mt. Pleasant PD: STEVE BAILEY / ASST. PD/MD: MICK FULGHAM (214) 572-8726 • ADDS: BELINDA CARLISLE (#32), LINDA RONSTADT Feat. AARON (#38), MILLI VANILLI (#40), BILLY OCEAN (#39), GLORIA ESTEFAN, BILLY JOEL, NRBO, KATRINA & THE WAVES,

KQCR / Cedar Rapids PD: GARY DIXON / MD: J.J. GERARD (319) 363-2061 • ADDS: NEW KIDS ON THE BLOCK (#29), ELTON JOHN, MILLI VANILLI, GIANT, KIX, PETER FRAMPTON,

KQIZ / Amarillo PD: STU SMOKE / MD: JON ANDERSON (806) 353-6663 • ADDS: MILLI VANILLI (#35), BILLY JOEL (#37), BILLY OCEAN (#38), KIX (#39), DON HENLEY (#40), DEBBIE GIBSON, VITAMIN Z,

KQKQ / Omaha PD/MD: DREW BENTLEY (402) 342-2000 • ADDS: B52'S, BILLY OCEAN, DON HENLEY, BELINDA CARLISLE, MILLI VANILLI, EURYTHMICS,

KQKY-FM / Kearney PD/MD: MITCH COOLEY (308) 236-6464 • ADDS: RICHARD MARX (#34), BON JOVI, BILLY JOEL, THOMPSON TWINS, TRACY CHAPMAN,

KQLA / Manhattan PD: KEVIN WAGNER / MD: None (913) 776-0104 • ADDS: NEW KIDS ON THE BLOCK (#23), RICHARD MARX (#27), MILLI VANILLI, BON JOVI, BILLY JOEL,

KQMQ / Honolulu PD: KIMO AKANE / MD: LILIA MULLER (808) 946-2869 • ADDS: BILLY JOEL, RICHARD MARX,

KRNQ / Des Moines PD: CHUCK KNIGHT / MD: BOB LEWIS (515) 280-1350 • ADDS: PAULA ABDUL (#28), MILLI VANILLI (#34), KATRINA & THE WAVES (#35), KIX, NEW KIDS ON THE BLOCK, BILLY JOEL,

KRQ / Tucson PD: CLARKE INGRAM / ASST. PD/MD: ROGER SCOTT (602) 323-9400 • ADDS: BABYFACE (#27), 2 LIVE CREW (#29), BILLY JOEL, HONEYMOON SUITE,

KRRG / Laredo PD: KIRK DAVIDSON / MD: TINA SIMONET (512) 724-9800 • ADDS: MILLI VANILLI, TINA TURNER, BILLY JOEL, LINDA RONSTADT Feat. AARON,

KRZR / Fresno PD: E. CURTIS JOHNSON / MD: BRIAN DEGEUS (209) 252-8994 • ADDS: BON JOVI, BILLY JOEL, CAMPER VAN BEETHOVEN, DON HENLEY, RICHARD MARX, BILLY SQUIER,

KSKG / Salina PD: BRAD KING / MD: JEFF TRAVIS (913) 825-4631 • ADDS: BON JOVI, JOE COCKER, BILLY JOEL, NEW KIDS ON THE BLOCK, VESTA, BIG NOISE,

KSMK / Flagstaff PD: SEAN MARX / MD: ANNIE GALLAGHER (602) 634-3693 • ADDS: SKID ROW (#23), RANDY CRAWFORD (#24), BANG TANGO (#26), BELINDA CARLISLE (#27), STARSHIP (#28),

KSND / Eugene PD: BWANA JOHNNY / MD: LOLITA VELEZ (503) 686-9123 • ADDS: PETER FRAMPTON, BILLY JOEL, KATRINA & THE WAVES, BILLY OCEAN, NEW KIDS ON THE BLOCK, THE ALARM,

KTAG / Cody PD: ROB HAMILTON / MD: AARON LEE PALMER (307) 527-6444 • ADDS: MILLI VANILLI (#33), RICHARD MARX (#39), SYBIL (#40), BON JOVI, KATRINA & THE WAVES, OEBRA HARRY, EURYTHMICS, GIANT, AFTER 7,

KTDR / Del Rio PD/MD: J.C. CRISP (512) 775-6291 • ADDS: BON JOVI (#37), BILLY OCEAN (#38), MILLI VANILLI (#31), KATRINA & THE WAVES, TRANSVISION VAMP, MAX Q, COVER GIRLS, STEPHEN BISHOP, YOUNG MC,

KTUX / Shreveport PD: KEN SHEPHERD / MD: KEITH GREER (318) 635-9999 • ADDS: TRACY CHAPMAN, SIMPLY RED, GREAT WHITE, BILLY JOEL,

KWIN / Stockton PD: MIKE KASPER / MD: MAX MICHAELS (209) 951-8165 • ADDS: THE ALARM, GREAT WHITE, BOB DYLAN, PETER FRAMPTON,

KWNZ / Reno PD: DAVE ROBLE / MD: DAN DEWENT (702) 323-0123 • ADDS: THE ALARM, REGINA BELLE, ALICE COOPER, GRAYSON HUGH, KIX, MILLI VANILLI,

KWTO / Springfield PD: J.J. MCKAY / MD: TIM AUSTIN (417) 883-9000 • ADDS: NEW KIDS ON THE BLOCK (#23), BILLY JOEL, DOOBIE BROTHERS, GRAYSON HUGH, BILLY OCEAN, EURYTHMICS, MOTLEY CRUE,

KWTX-FM / Waco PD: CHRIS LING / MD: LORI SCOTT (817) 776-1330 • ADDS: REGINA BELLE, BILLY OCEAN, SARAYA, BILLY JOEL, NEW KIDS ON THE BLOCK, RICHARD MARX, MILLI VANILLI, EXTREME,

KWXX / Hilo PD/MD: GUY BELLO (808) 935-5461 • ADDS: RICHARD MARX, BELINDA CARLISLE, STEPHEN BISHOP, PAUL CARRACK, MELISSA ETHERIDGE,

KXX106 / Birmingham PD/MD: MARK EVANS (205) 591-7171 • ADDS: THE CURE (#6), RICHARD MARX (#27), MOTLEY CRUE (#20), POCO (#28), BAD ENGLISH (#22), MILLI VANILLI (#30), BON JOVI, BILLY JOEL, THOMPSON TWINS,

KYNG / Coos Bay PD: TYLER SCOTT / MD: DAVID DEANDREA (503) 267-7056 • ADDS: SYBIL, EURYTHMICS, BILLY JOEL, BOBBY BROWN, PRINCE w/Sheena Easton,

KYND-FM / Fresno PD: JOHN CLAY / MD: KEVIN CARTER (209) 255-8383 • ADDS: THE JETS, BILLY OCEAN, REGINA BELLE, SYBIL, 2 LIVE CREW,

KYRK / Las Vegas PD: ANTHONY MILES / MD: KEITH RICHARDS (702) 731-9797 • ADDS: BILLY JOEL (#34), RICHARD MARX (#38),

KYYY / Bismarck PD/MD: BOB BECK (701) 224-9393 • ADDS: NEW KIDS ON THE BLOCK, YOUNG MC, DON HENLEY, BILLY JOEL,

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KTFM(29)!!! WHYT!!! KC101!!!

POWER96(32)!!! 100.3JAMZ!!!

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Debuts at...WPGC#30 KMEL#18 ENERGY96.5#39

KKFR#32 WJMH#29 HOT104#28 HOT107#39

KKMG#32 KZZB#39 and BLOWING down the walls at...

KITY (31-22) HOT97 (18-13)

WIOQ (29-22)

PUMP UP YOUR AUDIENCE...PUMP UP THE BOOK

PUMP UP THE JAM



KZFM / Corpus Christi ◊ PD: J.D. GONZALES / ASST. PD/MD: TODD TUCKER ◊ (512) 883-3516 • ADDS: SHIRLEY LEWIS, BILLY OCEAN, MILLI VANILLI, SHANA, SYBIL,

KZNO / Duluth ◊ PD: JOHN MICHAELS / MD: PAUL JOHNSON ◊ (218) 728-6406 • ADDS: MICHAEL DAMIAN, BILLY JOEL, BON JOVI, MILLI VANILLI,

KZMC / McCook ◊ PD: CATHY CARTWRIGHT / MD: STEVE LEPPER ◊ (308) 345-1981 • ADDS: BILLY JOEL, KATRINA & THE WAVES, THE ESCAPE CLUB, MILLI VANILLI, DEADRINGER, THOMPSON TWINS (#38),

KZOR / Hobbs ◊ PD: HARRY HARLEN / MD: PAT MORGAN ◊ (505) 397-4969 • ADDS: SHARON BRYANT, NEW KIDS ON THE BLOCK (#34), RICHARD MARX (#4D), MILLI VANILLI (#37), BILLY OCEAN,

KZOU / Little Rock ◊ PD: PETER STEWART / MD: GREG GARY ◊ (501) 661-0150 • ADDS: MILLI VANILLI, KIX, TINA TURNER, BILLY OCEAN, MICHAEL DAMIAN, ALICE COOPER,

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MAX94 / Roka ◊ PD/MD: STIV O'LOUGHLIN ◊ (314) 364-1590 • ADDS: THOMPSON TWINS, ICEHOUSE, BON JOVI, DON HENLEY, DEBBIE GIBSON, SHOTGUN, D.A.D., R.E.M., DAN REED NETWORK,

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POWER108 / Gulfport ◊ PD: RICK JAMES / MD: DARREN MICHEALS ◊ (601) 832-5111 • ADDS: BILLY JOEL (#31), MOVING PICTURES (#33), MILLI VANILLI (#29),

POWER94.5 / Junction City ◊ PD: JAMES PHELPS / MD: KEVIN COLLINS ◊ (913) 776-9494 • ADDS: NEW KIDS ON THE BLOCK (#31), MILLI VANILLI, SOUL II SOUL, SOULSISTER, CHRISTOPHER WILLIAMS, EURYTHMICS, 2 LIVE CREW, DON HENLEY,

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Q104 / Godsden ◊ PD/MD: LEO DAVIS ◊ (205) 543-3246 • ADDS: MILLI VANILLI, BILLY JOEL, TESLA, CHRISTOPHER WILLIAMS, BON JOVI, COVER GIRLS,

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WHYY-FM / Montgomery ◊ PD: LARRY STEVENS / MD: NIKKI STEWART ◊ (205) 264-2288 • ADDS: BILLY OCEAN, BILLY JOEL, LINDA RONSTADT Feat. AARON, BON JOVI, MILLI VANILLI, TESLA, VITAMIN Z,

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WKLQ / Grand Rapids ◊ PD: JIM OWEN / MD: MIKE TINNES ◊ (616) 774-8461 • ADDS: M. ETHERIDGE, D. HENLEY, HOODOO GURUS, B. JOEL, EURYTHMICS,

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GET
OVER YOU”

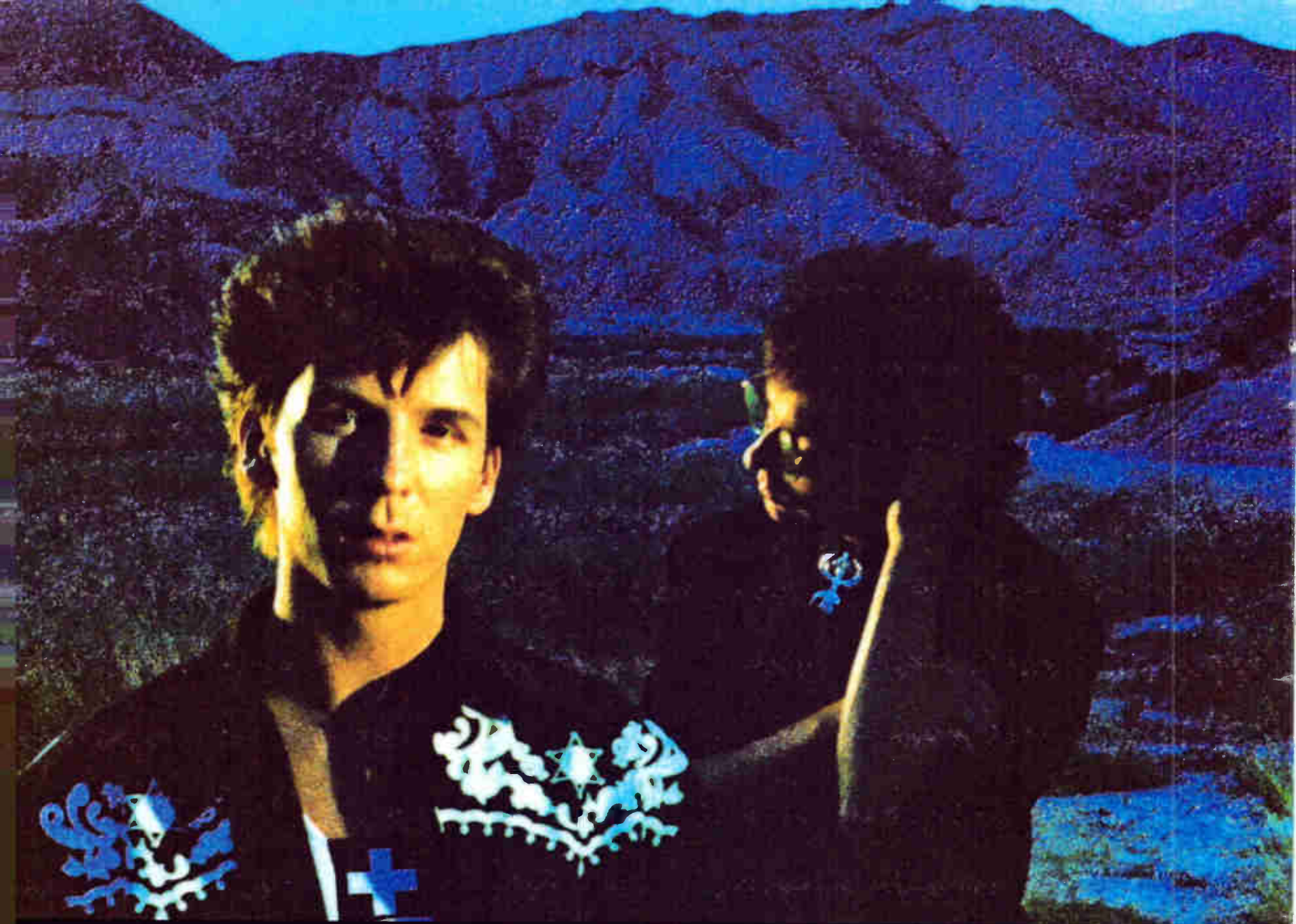


THE NEW SINGLE FROM THE ALBUM SILKY SOUL

Produced by Frankie Beverly for Amazement Music



© 1989 Warner Bros. Records Inc.



TINA TURNER

“The Best”

WOW!!! WHAT A PERFORMANCE!!!

1. 34*-27*-22*!!! 12 Point Chart Jump In 2 Weeks!!!
2. Four Straight Weeks of Better Than 3 Point Average Moves-This Week +3.55!!!
3. 98% of the Stations Playing Tina Turner have Charted It and Are Moving It Up!!!
4. A Top Five Records in 13 Countries Worldwide!!! Platinum Sales!!!
5. Major Album Sales: Billboard 86*-36* A Fifty Point Jump
Hits Album Chart Top 20 47*-20*
6. Major Upper Demo, 25+ Female Requests!!!



THE ONLY THING THIS RECORD DOES IS PERFORM ON THE AIR!!!



THE CAPITOL

Climie Fisher

FACTS OF LOVE (44464)



The debut single
from the new album
COMING IN FOR THE KILL (93005)

Produced by Climie Fisher/Neil Dorfsman
Management—Dee Harrington/Brilliant Management

Capitol

©1989 EMI RECORDS, LTD.



GREAT WHITE "The Angel Song"



DO WE HAVE TO PROVE IT AGAIN???

1. After A Gold Single That Won't Go Away???
2. After 2.5 Million Album Sales To Your Core Audience???
3. After A Second Video That Is Getting Top Ten Phones In 2 Weeks???
4. After Over A Hundred Sold-Out Tour Dates???

ALL RIGHT - HERE'S PROOF:

KRBE (35-31)
KUBE (Add)
WMMS (Add)
WPHR (36-30)

KXXR (D#35)
KWOD (32-21)
KSAQ (Add)
WROQ (D#21)

KJ103 (40-36)
WLRS (Add #25)
95XXX (D#37)
HOT107 (D#40)
JET-FM (30-23)

K104 (Add)
KATM (D#28)
KBAU (28-21)
KCMQ (Add)
KDWZ (31-25)
KELY (36-31)

KF95 (37-29)
KFTZ (D#37)
KGWY (38-33)
KHOK (D#28)
KKEG (26-22)
KKRC-FM (28-21)

KKXL (D#37)
KKYK (D#28)
KMOK (40-36)
KMON (D#36)
KNIN (12-10)
and more

REQUESTS AND SALES ARE ALL THE PROOF ANYONE NEEDS!

COMMITMENT CONTINUES!!!

NEW RELEASES

ANDERSON, BRUFORD, WAKEMAN & HOWE "It's Alive" (ARISTA)
MICHAEL BOLTON "How Am I Supposed To Live Without You" (COLUMBIA)
PAUL CARRACK "I Live By The Groove" (CHRYSALIS)
CHER "Just Like Jesse James" (Geffen)
NENEH CHERRY "Manchild" (VIRGIN)
CLIMIE FISHER "Facts Of Love" (CAPITOL)
TAYLOR DAYNE "With Every Beat Of My Heart" (ARISTA)
JASON DONOVAN "Everyday" (ATLANTIC)
THE GRACES "Perfect View" (A&M)

D.J. JAZZY JEFF &... "I Think I Can Beat Mike Tyson" (JIVE/RCA)
PAUL McCARTNEY "Ou Est Le Soleil" (CAPITOL)
PRINCE AND SHEENA EASTON "Arms Of Orion" (WARNER BROS)
NEW KIDS ON THE BLOCK "Didn't I Blow Your Mind" (COLUMBIA)
STEVIE NICKS "Whole Lotta Trouble" (ATLANTIC)
KENNY ROGERS, JR. "Take Another Step Closer" (CYPRESS/A&M)
TIMBUK 3 "National Holiday" (I.R.S.)
WARRANT "Big Talk" (COLUMBIA)

TUNA TALK

Q101 Chicago PD BILL GAMBLE upped to Regional VP of Programming at EMMIS Broadcasting! GAMBLE will work closely with RICK CUMMINGS on various projects within the chain, much like an 'in-house consultant.' "It's not another level of management per se, but if there are any problems within the company that RICK feels I can be of help with, then I will be contacted," said GAMBLE. "I'm really excited, and it's a great company to be associated with," added GAMBLE, who will continue in his duties as Q101 Program Director.

Speculation runs WILD about the future plans of BUZZ BENNETT. We hear that BUZZ has already turned down two in-house programming positions. There is a story going 'round that BUZZ may even hook up with LEE ABRAMS in a big-big deal! Stay tuned for more revelations!

POLLACK Media Group announced the addition of LARRY LONDON to its programming staff in the position of Programming/Music Coordinator. LONDON's experience covers a variety of formats in Boston, St. Louis, Detroit and Lansing, encompassing on-air, MD and PD positions. JEFF POLLACK sez, "LARRY's multi-format experience is very appealing and will be of GREAT benefit to our clients who represent diverse formats. We were looking for someone with unique qualifications and were very impressed with LARRY's track record, versatility and enthusiasm!" In addition, LONDON will act as liaison with the record community.

BRETT DUMLER, PD/MD at Z99, Oklahoma City gives a BIG welcome to their new afternoon disc jockey MAGIC CHRISTIAN! CONGRATS and GOOD LUCK at Z99!!!

DON LONDON, OM at WZPL, Indianapolis sez, "We're on the move here at WZPL, the hottest Top40 station! We're promoting CHRIS DAVIS, a very enthusiastic young broadcaster who's been here a little over a year, to Research Director. STEPHANIE BLAKE will become our Promotions Director. Both started as interns here, and they're very hard-working individuals! They wear many hats."

CRAIG COBURN from GEFLEN Records sez, "There's a new CHER single - *Just Like Jesse James* - shipped this week. Being a followup to a top three single and gold plus album, the single is destined to go to the TOP! Along with this single there will be new artwork on her album *HEART OF STONE*, which is very close to platinum at this point."

RICK THOMAS, PD at WLUM, Milwaukee sez, "We're celebrating at HOT102! After our changes here in October, we set a five year record high in the Fall Birch. In the winter book it showed us tying that all-time record and more importantly growing demographically 18-34 and 25-54. This is all a credit to every member of the team here at HOT102! We're Milwaukee's HOTTEST radio station, and we're constantly thinking of exciting new ways to thrill our audience. For opening day, we teamed up with Victor's Express Frozen Yogurt stores and The Milwaukee Brewers, broadcasted live throughout the day from the stadium and gave away 56,000 frozen yogurt cones free!"

JIM FOX has not hired a PD yet for B104 in Baltimore. He is down to the final candidates, so please stay tuned!

BLAKE THUNDER, one the nation's hottest air personalities is looking for a new challenge. BLAKE has dominated the airwaves in Atlanta at POWER99 and is now interested in discussing an afternoon drive slot (evenings considered). Call BLAKE THUNDER at (404) 993-1959!!!

JAY ARN in the HOT new morning show at KROY in Sacramento sez, "It's everything I dreamed it would be and MORE! We're playing the 97,000 dollar free money birthday game! We're playing Name That Meat, and the mayor has been on with me playing Sports Blues where I play the harmonica and sing sports scores. We've got Pet Dateline. We've got Orientals doing the weather for us from a Winchell's Donut house. Joining me is MISS LARDOS who does traffic and DAVE DIAMOND who does news. We're shaking up the mornings in Sacramento!!!!"

Rick Dees Ventures/The Weekly Top40 Countdown announces the promotion of DANNY LEMOS from Head Writer to Producer! Staff writer LON WEYLAND is promoted to fill the Head Writer position.

ATTENTION MAJOR MARKET DUDES...Morning DJ available...DAVE SHROPSHIRE, who has done morning Top40 in Orlando, San Antonio and Austin. Call DAVE at (512) 346-2927.

CONGRATS to KITS (LIVE105) for winning several Billboard Awards: Radio Station of The Year; RICHARD SANDS, who won Program Director of The Year; STEVE MASTERS, who won Music Director of The Year and JULIE BRUZZONE, who won Promotion Director of The Year!!!

CONGRATS to the new midday guy at WPGC in Washington, D.C., ROBERT SCORPIO! SCORPIO comes to the Capitol City from WINX in Rockville, MD.

HITMAKERS heard that the WNCI Morning Team did a parody of THE JEFF HEALEY BAND *Angel Eyes* called 'Jeff Helium Band,' and it sounds like the chipmunks! Of course, you have to inhale the helium from the balloon first!

SANDY CHIN resigns MD post at K101 in San Francisco. HITMAKERS hears she's up for an ELEKTRA Records Promotion slot...

RICH PANAMA from 95SX in Charleston, SC sez, "We need some HOT night and morning talent! We've got mega bucks for the right people! Where are you, I need you today! Things are getting back to normal, and it looks like we'll be basking on the beaches in a month! We're looking for broadcasters who can meet the challenge!" Interested parties can call RICH at (803) 556-5660.

BOB MAJORS, former morning man at KATM, Colorado Springs sez, "I'm looking for a slot, preferably in a top 25 market. I'm a hard worker who will go the extra mile, and I've got a good air shift! I'd like a shot at YOUR radio station! Call me at (719) 599-3143."

CONGRATS to CHRIS ST. JAMES, who was upped to MD and middays at WSPK, Poughkeepsie, NY. PD STEW SCHANTZ will continue to take calls from Noon-2 p.m. ET, Tues-Fri.

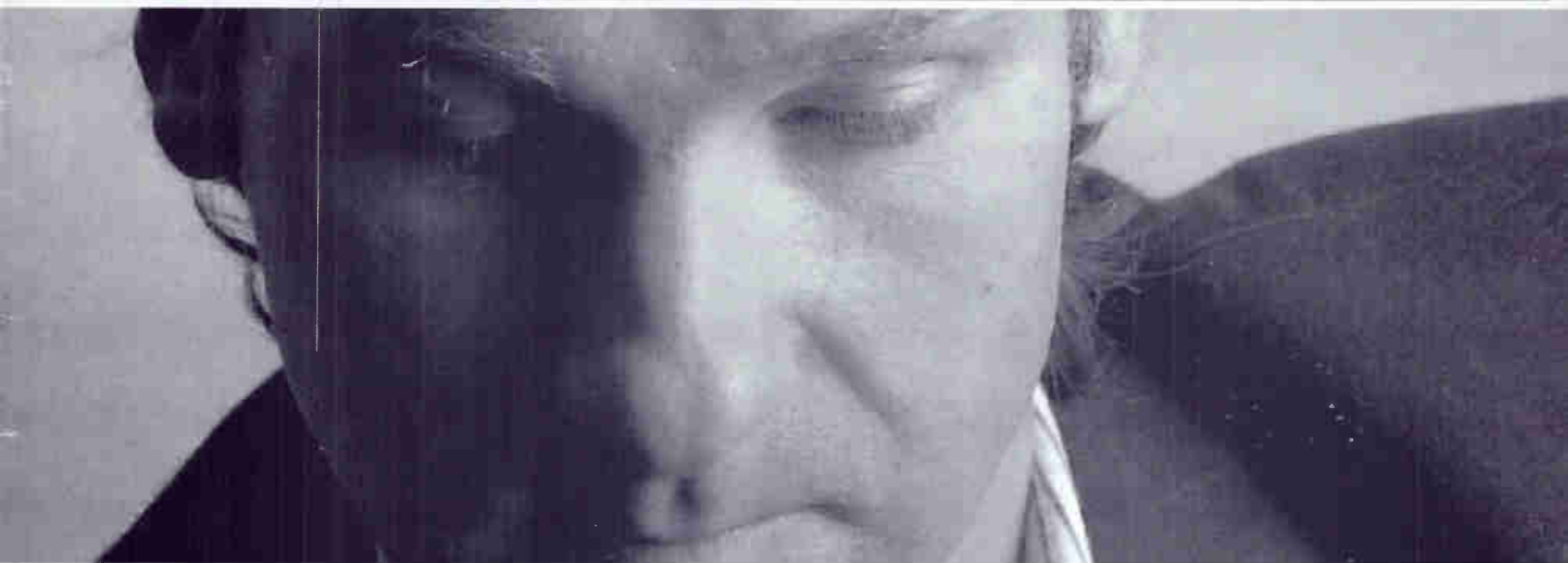
LISA TONACCI, MD at B93, Austin, TX sez, "We recently had DEBBIE GIBSON on our morning show to accept her keys to the city. We awarded a lucky listener a B93/ DEBBIE GIBSON college scholarship. Each high school recommended one student who would be an aspiring songwriter. We have 50 winners who are going backstage to meet DEBBIE at a B93/DEBBIE GIBSON pizza party."

TUNA TIPS:
CHER *Just Like Jesse James* (GEFFEN)
With her album topping 800,000 units this hot new single will certainly continue to boost the LP. GREAT UP-TEMPO record!!!

BOSTON DAWN *Playtoy* (OUTPOST ENTERTAINMENT)
A GREAT Dance/Urban feel with a solid chance to be a crossover Pop SMASH! Need a copy? Call this new record company at (818) 500-0090!!!

NOW THE VOICE BEHIND

MIKE ^{AND} _{THE} MECHANICS
#1 SINGLE "THE LIVING YEARS"



**PAUL
CARRACK**



Chrysalis.

HAS A SOLO SMASH ALL HIS OWN

**'I LIVE BY THE
GROOVE'**

THE FIRST MULTI-FORMAT HIT FROM HIS FORTHCOMING ALBUM

GROOVE APPROVED

PRODUCED BY PAUL CARRACK AND T BONE WOLK

THE HEAVYWEIGHT MATCH OF THE CENTURY.

D.J. JAZZY JEFF AND THE FRESH PRINCE TAKE ON MIKE TYSON.



"And In This Corner..." ^{1188-1-J} the new album from Grammy Award champs D.J. Jazzy Jeff and the Fresh Prince. They're the hardest-hitting, most popular rappers around, with a knockout 3 million albums sold last year alone.

Now they take on the other heavyweight with their new single and video (featuring Mike Tyson and Don King), "I Think I Can Beat Mike Tyson."

On Jive/RCA Records cassettes, compact discs and albums.



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