

# HITMAKERS<sup>®</sup>

ISSUE 647

\$5.00

JULY 20, 1990

an exclusive interview with

# DAVE ROBBINS

(Pictured in suit and tie)

Program Director - WNCI, Columbus

Group PD - Nationwide Communications, Inc.





*extraordinary music from everyday people*



# *Everyday people*

*Diverse, moving and determinedly individualistic*

## *headline news*

*The new single from the forthcoming album*

*"You Wash... I'm dry"*

*Produced by Stewart Levine*

*David Massey Management - London*





# HITMAKERS®

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

## MCA NAMES SINGLETON BLACK MUSIC DIV. PRES.



ERNIE SINGLETON

Ernie Singleton has been appointed President of MCA Records' Black Music Division, it was announced this week by MCA Music Entertainment Group Chairman Al Teller.

Singleton comes over to MCA from WARNER BROS. Records, where

he was Senior VP of Black Music Marketing and Promotion. While with WARNER BROS. Singleton also headed up the promotion staff for REPRISE Records, and he previously worked for MCA as VP of Promotion, Urban and Jazz Music, leaving the label in 1987. During his career he has worked with major artists such as Quincy Jones, Prince, Pattie LaBelle, and Gladys Knight & The Pips.

Singleton began his career in the music business as a radio personality and programmer. He moved on to form his own independent promotion company,

before becoming a regional promotions manager for FANTASY, MERCURY and CASABLANCA Records. He eventually held the position of National Promotional Director for CASABLANCA, and then for POLYGRAM, which he joined in 1978. He became National Director of Marketing for POLYGRAM before moving to MCA in 1983 as National Director of Black Music Promotion.

"It is tremendously exciting to have Ernie Singleton (See SINGLETON page 36)

## Y95 LEADS DALLAS TOP40s; BOSTON RACE TIGHTENS IN SPRING ARBs

Overall, Spring '90 was a pretty uneventful period as far as Arbitron ratings go. The only major Top40 flip occurred in Dallas, where KHYI (Y95) topped Crossover KJMZ for the first time in several books, climbing to a 4.7 from winter's 4.5 while JAMZ slides 5.2-4.6. Other Dallas moves include Classic Rock KZPS jumping 3.0-3.8 and Country WBAP rebounding 4.6-5.8. AOR KTXQ moved 4.3-4.4.

Taking it from San Francisco on down, KMEL continues to lead all FM's with a 5.4 (from a 5.5), while Alternative KITS (LIVE105) tumbles 2.3-1.5.

## HITMAKERS Hosts NMS Pop Panel

An estimated 10,000 attendees packed the Marriott Marquis in Manhattan this week, making the 11th annual New Music Seminar one of the most successful to date. Among the headline attractions were Luther Campbell - leader of the much-maligned rap group 2 Live Crew - who sat on two Seminar panels, and GIANT Records President Irving Azoff, who delivered the keynote address.

HITMAKERS Magazine also made its presence felt, hosting the Pop Radio panel on Sunday. The HITMAKERS panel, moderated by Director of Music Research Pamela Jouan and Editor Richard Pastore, included some of the top Crossover Top40 programmers in the country: POWER96-Miami's Bill Tanner, FM102-Sacramento's Brian White, KMEL-San Francisco's Hosh Gureli, KJMZ-Dallas' Elroy Smith, B96-Chicago's Dave Shakes, HOT97-New York's Joel Salkowitz, Q106-San Diego's Michelle Santosuosso, and WIOQ-Philadelphia's Mark Driscoll.

The HITMAKERS panel centered on radio's responsibility in artist development and the recent influx of "disposable" music at Top40. The general consensus among the panelists was that radio's responsibility was to play what is hot and what the audience is asking for.

Rock Radio KFOG jumps 2.0-2.6, KSJO moves 1.4-1.5, and KOME drops 2.3-1.5.

In Philadelphia, Top40 leader WIOQ hangs on despite a 5.9-5.1 drop, while WEGX drops 5.4-4.9. The big news is Rocker WMMR reclaiming the top position with an 8.2 from last book's 6.9. Urban WUSL moves 6.7-6.8, while CR WYSP goes 6.2-6.4.

Detroit Top40 leader WHYT drops 5.9-5.1, but still holds on despite the rise of adult-leaning WKQI (Q95), which moves 4.4-4.8. WDFX goes 3.7-3.1, while Rockers WLLZ (3.9-4.3) and WRIF (3.7-3.4) also go opposite ways. CR WCSX drops 3.5-3.0.

The Boston FM race has tightened considerably, with but a hair now separating Rocker WBCN, which exploded with a 4.6-7.1 leap, WZOU (7.1-7.4) and WXKS-FM, with a major rebound from 5.9-7.2.

In Washington, D.C. WAVA rises from a 4.0 to a 5.1 despite having no PD, while WRQX (Q107) drops 3.4-3.2 in the midst of format-flip rumors. WPGC surrenders its #1 standing to WGAY with a 7.4-6.8 drop, while Rocker DC101 climbs 2.5-2.9.

Rounding out the top ten markets, Top40 experiences a reawakening in Houston, where KKIQ moves 3.9-5.0 and KRBE jumps 3.7-4.4.

## Thompson Named VP of Pop Promo At CHRYSALIS

Greg Thompson has been promoted to Vice President of Pop Promotion at CHRYSALIS Records, it was announced this week by CHRYSALIS Senior Vice President of Promotion Tom Gorman.

Thompson, who has been with CHRYSALIS for six years, was most recently the label's National Director of Pop Promotion. Prior to that he was the Director of Midwest Promotion.

"This promotion is the culmination of six years with the label in various positions in the midwest as well as the last 14 months in New York," commented Gorman. "Greg's determination to succeed, coupled with inspirational enthusiasm, has won him the respect of everyone at CHRYSALIS and all who deal with him."



GREG THOMPSON

## CEMA, I.R.S. ENTER DISTRIBUTION PACT

I.R.S. Records and CEMA Distribution have entered into a long-term manufacturing and distribution agreement, effective September 1, it was jointly announced this week by CEMA President Russ Bach and I.R.S. Records President Jay Boberg.

Under the agreement, CEMA will handle the manufacturing and distribution of all future I.R.S. releases. The agreement also covers all titles already released through the I.R.S. distribution deal with MCA. These titles, including current projects like Concrete Blond, Squeeze, MC 900 Foot Jesus and Pato Banton, will now shift to CEMA. The deal will not affect I.R.S. titles which remain for the duration of production agreements with MCA Records and A&M Records.

Bach called I.R.S. "a tremendous A&R source," and credited the label with signing some of the most significant artists of the last decade.

"We are proud to have I.R.S. become a member of the CEMA family and look forward to working with them to achieve new levels of success in the future," said Bach.

"CEMA's incredible chart domination this summer indicates their power and expertise in the marketplace," added Boberg. "I.R.S. is very excited about joining this winning team."

I.R.S.'s first releases through CEMA will include albums by Black Sabbath, Candi, Yen and Cry Wolf. Other upcoming I.R.S. projects will be albums by the Alarm, Timbuk 3 and Animal Logic.

### Features:

- Rantin' & Ravin'.....page 7
- Hot Radio Promotions....page 37
- Faces & Places.....pages 40, 42 & 44
- New Releases.....page 46
- Ear To The Ground.....page 54

### Charts:

- Mainstream Top40.....page 13
- Crossover Top40.....page 19
- Rock Radio.....page 31
- Alternative.....page 34
- Clubs.....page 39
- Retail.....page 53

### Radio Forum:

- The benefits of parallel reporting status (page 28)
- The HITMAKERS Interview: Dave Robbins, PD - WNCI, Columbus & Group PD, Nationwide Communications (page 9)

# GENE LOVES JEZEBEL

# “JEALOUS”



STRESS  
ROTATION ON



Alternative and Rock  
Radio Smash, Now  
Crossing At Top40!



BEGGARS BANQUET

THE FIRST SINGLE, TRACK & VIDEO FROM THE NEW ALBUM **KISS OF LIFE**

PRODUCED BY TIM PALMER/PAUL FOX. MANAGEMENT: ARNOLD STIEFEL, RANDY PHILLIPS, ANDREW HEWITT FOR STIEFEL PHILLIPS ENTERTAINMENT. ©1990 BEGGARS BANQUET LTD.



## WEA LATEST TO VOW SANCTIONS AGAINST LOUISIANA IF STICKERING LAW IS ENACTED

With Louisiana Governor Buddy Roemer still undecided on whether to sign or veto a bill requiring government-mandated warning stickers on records with "harmful" lyrics, the music industry's concerns and opposition to the bill continues to grow.

WEA is the latest to speak out against the bill and vow sanctions against the state of Louisiana should it become law. In a statement released earlier this week, WEA President Henry Droz said that if the pending bill, which would also prohibit sale, distribution or display of stickered recordings to minors, becomes law, WEA will remove New Orleans or any other city in Louisiana from consideration as the site for any future convention to be held by WEA.

"WEA Corporation joins with the rest of the music industry in deploring the restrictive, unconstitutional and wholly unnecessary record labeling legislation currently under consideration in Louisiana," said Droz. He added that the action

is taken "with sadness and regret," especially since WEA held a successful convention in New Orleans in 1988, "but with the firm belief that the protection of fundamental First Amendment rights must be backed up with actions as well as words."

Droz's comments follow similar actions by NARM and NARAS, both of which plan to boycott New Orleans if a stickering law is enacted. NARM has said it will cancel plans to hold its 1992 convention in the city, and NARAS President Michael Greene stated that New Orleans will no longer be considered as a site for the Grammy Hall of Fame. RIAA President Jay Berman has said that that organization will mount a legal challenge to the bill if it is passed into law. Last week, the North American Concert Promoters Association said it, too, would pull a convention planned for October from New Orleans if the bill becomes law.

Governor Roemer earlier this week stated that his decision on

## VIRGIN TAKES STANCE AGAINST CENSORSHIP

VIRGIN Records has officially taken a stance against censorship, announcing this week that all of the label's releases will contain stickers with an excerpt from the First Amendment and an additional anti-censorship message.

The VIRGIN sticker will read: "Congress shall make no law respecting an establishment of religion, or prohibiting the free exercise thereof, or abridging the freedom of speech, or of the press; or of the right of the people

peaceably to assemble, and to petition the government for a redress of grievances." The First Amendment gives you the right to choose what you hear, what you say and what you think. CENSORSHIP IS UN-AMERICAN. Don't let anyone take away that right. Raise your political voice....register to vote now."

The first release to contain the sticker will be the second solo album of Bob Mould, formerly of Husker Du, scheduled for an August release.

## Crump, Goldstone Gain EPIC Appointments

Trupiedo A. Crump, Jr. has been appointed VP of Black Music Promotion at EPIC Records, it was announced this week by EPIC Senior VP Black Music Hank Caldwell.



TRUPIEDO CRUMP

Also announced this week, by EPIC/Associated Records President Richard Griffiths, was the appointment of Michael Goldstone to the position of EPIC/Associated VP of A&R.



MICHAEL GOLDSTONE

Crump comes to EPIC from WARNER BROS. Records, where he has worked since 1979, most recently as Director of National Promotion. While with WARNER BROS. Crump was instrumental in the establishment of such acts as Prince, Al B. Sure, Club Nouveau, The Time, Randy Crawford and James Ingram. In his new position, Crump will be responsible for supervising all aspects of black music promotion to radio, video outlets, and clubs for all black music product. He will work closely with EPIC's pop promotion departments, maximizing crossover potential.

"I'm very pleased to have Trupiedo join us," said Caldwell. "His energy and experience will bring enhanced achievements to our black music roster."

Goldstone comes to EPIC/Associated after two years as VP of Talent Acquisition, West Coast for POLYGRAM. He had previously been West Coast Director of A&R and Marketing for MCA, and he began his career at CHRYSALIS, leaving in 1984 after holding a variety of posts, including Director of Artist Development. During his career Goldstone has been associated with Mother Love Bone, Charlie Sexton, Billy Idol, Broken Homes and Pat Benatar.

Goldstone will be working closely with Griffiths on artists signed to EPIC/Associated, and he will be instrumental in bringing new artists to the label.

"I am delighted Michael is joining us," said Griffiths. "His background and ability in judging and working with talent will help us develop a powerful roster."

## DIXON, CHRISTOPHER JOIN X106-BIRMINGHAM

Mason Dixon and Brian Christopher have been hired as Vice President of Programming and Program Director, respectively, at SunGroup Inc.'s WKXX (X106) in Birmingham, it was announced this week.

Christopher replaces former PD Mark Evans, who has been promoted to Operations Manager of X106

and Vice President of Programming for SunGroup's Top40 stations.

Dixon will also fill the morning host slot, which has been vacant for some time. Dixon told HITMAKERS that the new X106 morning show will go on the air sometime during the first two weeks of August.

"The people in Birmingham are going to get the best radio they've ever enjoyed over the next few months," said Dixon, who most recently worked as PD/OM/afternoon driver at Q105 in Tampa. Dixon said that even though he is bow in a smaller market, "The market size has nothing to do with it - it's the quality of radio in the market. (WAPI PD) Mark St. (See DIXON page 36)

## Chameleon Names Sartori Dir. Nat'l Album Promo



MAXANNE SARTORI

Maxanne Sartori has been appointed Director of National Album Promotion for the Chameleon Music Group, it was announced this week by Chameleon Vice President of Promotion Jack Hopke.

Sartori, whose position is a newly created one, was most recently Music Director and air personality at KMBY-FM in Monterey, Cal. She has also worked as MD and air talent at WNEW-FM in New York, Promotion Director and air talent at KJET-FM in Seattle, and as an air talent at WBCN in Boston for seven years. Her record industry background includes jobs as A&R Manager for ELEKTRA/ASYLUM and Regional Promotion Manager for ISLAND.

"We created this position not only to manage growth at Chameleon, but also to provide direct contact between the label and rock radio," commented Hopke. "Maxanne has long been one of the most delightful people I've enjoyed being in contact with, and I'm certain that her wit, resourcefulness, and energy will help realize both goals of the position."

## Diaz Leaves XHTZ-S.D. For Crosstown XHRM

After only four months as General Manager at San Diego's XHTZ (Z90), Ed Diaz has moved crosstown to Urban XHRM, citing an "offer I couldn't refuse" that includes an "equity" position with the Jose Luis Rivas-owned station. Diaz's official title will be Vice President/General Manager.

Diaz immediately squelched rumors about the possible involvement of consultant Jerry Clifton in the rebuilding of the station, stating that "Jerry Clifton will not be consulting, programming, or having any involvement with XHRM, and neither will Lee Maribel or Commonwealth."

Diaz also announced plans for XHRM to move the station's antenna to a new site, raising it 400 feet and increasing the wattage "considerably." He added that there is "definitely a hole for a focused Urban radio station in San Diego, and we are going to fill it."

XHRM had a 1.1 12+ in the Spring '90 Arbitron ratings released last week. Diaz's former station, Z90, scored a 1.9, from a 1.1 in its first book under Diaz.

## Hot Sheet Publishing, Inc.

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

Phone: 818-887-3440

FAX: 818-883-1097

Publisher: BARRY FIEDEL

President: BOB GREENBERG

VP/Administrator: KATHY FIEDEL

VP/Business Affairs: ANNE GREENBERG

The BIG TUNA: JOHN ANTOON

VP/Editor: RICHARD PASTORE

VP/Director Of Rock/

Alternative Radio: STEVE HOFFMAN

VP/Director Of Music Research: PAMELA JOUAN

VP/Print Coordinator: PAULA PREMIER

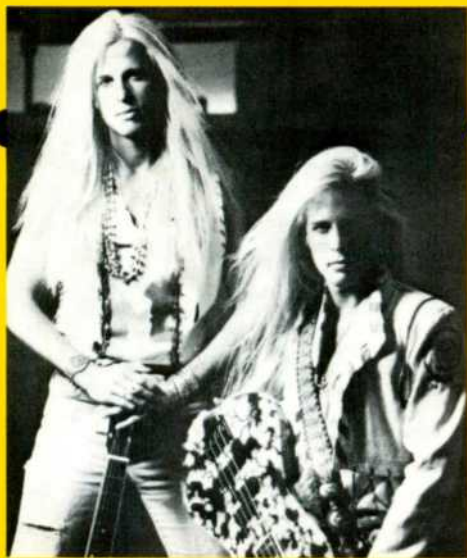
Director Of Retail: DEB FLANAGAN

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

ALL RIGHTS RESERVED © 1990

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





# NELSON

## "LOVE AND AFFECTION"

**HITMAKERS MAINSTREAM CHART: NEW#48**

**ROCK RADIO: 31-27**

**National Album Sales: NEW#47**

**A Crusade!**

**Top 5 Request MTV!**

Just Added At:

**WPLJ!!!**

**Y95!!!**

**B98**

**K106**

**KZBB**

**WLRW**

**WPRR**

**WPXR**

**WRQN**

**WTHT**

**X102**

and more

Active At:

**PIRATE (16-13)**

**KPLZ (D#30)**

**KBQ (11-7)**

**B94 (D#29)**

**WPHR (#18)**

**KXYQ (24-22)**

**KWSS (20-15)**

**Q102 (21-16)**

**WGH (28-23)**

**92X (27-21)**

**KSAQ (33-31)**

**KC101 (29-25)**

**XL106.7 (35-31)**

**WGTZ (Add)**

**93Q (35-30)**

**FM104 (23-18)**

**K92 (23-19)**

**KCHX (18-13)**

**KF95 (D#30)**

**KISR (29-24)**

**KKHT (26-20)**

**KMOK (38-29)**

**KQIZ (40-36)**

**KSND (39-35)**

**KTMT (D#38)**

**KTRS (38-34)**

**KZOZ (37-32)**

**Q104 (33-27)**

**WBBQ (37-32)**

**WQUT (20-17)**

**Z93 (40-35)**

**ZFUN (D#40)**

and more

# the SUNDAYS

## "HERE'S WHERE THE STORY ENDS"

**HITMAKERS National ALBUM Sales: 34-31**

**A Hitbound!**

**Selling Like Crazy!**

ROUGH  
TRADE



**HOT ALBUM SALES:**

Sound Warehouse-Dallas #10

Streetside-St. Louis #11

Tidlewave-Minneapolis #19

Vintage Vinyl-Fords, NJ #1

Moby Disc-Reseda #4

Paradise-Baton Rouge #7

Tower-Washington, D.C. #15

Tracks Records-Savannah #8

Tower-Hollywood #9

**HOT ACTION:**

**KSAQ (39-33)**

**99.9KHI (Add)**

**G98 (D#35)**

**KFRX (Add)**

**KFTZ (D#38)**

**KISR (D#37)**

**KSND (Add)**

**KVTI (Add)**

**WAEB-FM (Add)**

**WNYP (D#30)**

**WQUT (Add)**

**ZFUN106 (Add)**

and more



## "HEARTS IN TROUBLE"

THE FIRST SINGLE AND VIDEO FROM THE  
MOTION PICTURE SOUNDTRACK *Thunder*

**One of HITMAKERS MOST ADDED with 31 Adds!**

**A Crusade!**

**A Hitbound!**

Just Added:

**WXKS**

**KXYQ**

**Q102 #35**

**KCPX**

**WZZG**

**WKZL**

**93Q**

**97KYN**

**G98**

**KEEZ #40**

**KFTZ**

**KIQY**

**KIXS**

**KJJG**

**KKHT**

**KMOK**

**KOYE**

**KTRS**

**KWTX-FM**

**OK95**

**WDEK**

**WIFC**

**WKRZ**

**WMGV**

**WNYP**

**WOMP-FM**

**WRQN**

**WWRB**

**WYCR**

**Y104**

**Z97 and more**

Active At:

**WNCI (26-20)**

**Y107 (D#32)**

**FM104 (D#29)**

**KAGO (D#37)**

**KQIZ (32-26)**

**KQKY-FM (35-29)**

**KRNQ (D#30)**

**KZZU (D#35)**

**WAAL (D#38)**

**WBBQ (D#38)**

**WBEC-FM (D#35)**

**WDBR (D#37)**

**WHTK (D#38)**

**WIQQ (D#38)**

**WJMX (D#39)**

**WPFR (D#39)**

**WQUT (D#34)**

**WSPT (D#27)**

**WWCK (35-29)**

**WZOK (D#35)**

and more



DAVID GEFLEN COMPANY



## HITMAKERS FACE-OFF

# WILL THE ETHNIC POPULATION SURGE AFFECT MUSIC DECISIONS?

Get ready for a minor revelation! When the 1990 census report hits the streets in the next few months there is going to be a bevy of anxious radio programmers speculating on possible format overhauls. Most will have to add a vigorous dash of salsa



**JEFF WYATT:** "Much of the music we play at POWER106 is a kind of by-product of the ethnic fashion thing happening right now."



**BOBBY Z:** "Even kids in Des Moines are being caught up in (dance) music - it's not just prevalent in Miami and the urban centers."

to their playlists to accommodate the swelling latino and ethnic populations of the country. With many rhythm loving Hispanics settling in the inner cities, it's a cinch their influence will be heard on the airwaves.

Two people who acutely understand the nature of this ethnic conversion are POWER106-Los Angeles PD **Jeff Wyatt** and VIRGIN Records artist **Bobby Z. Z.**, who previously bashed the skins for Prince and is now writing material for his second album, jokingly suggested that he may have to add sampled maracas on his upcoming project to win over the mounting Latin contingent. An outrageous proposal? When

the bottom line is humming cash registers, who's to say whether or not Z would be prematurely cashing in his chips by altering his gameplan?

Many of the country's most influential airwavers concede

that dance-heavy playlists will continue to dominate the '90s. Wyatt feels the predominately spicy rhythms and saucy wordplay might be the outpouring of a definitive cultural style; a style foreign to much of the white Anglo-Saxon element in the United States.

"Much of the music we play here at POWER106 is a kind of by-product of the ethnic fashion thing happening right now," claims Wyatt, trying to make sense of the phenomenon. "With the exception of Italians, most white people feel guilty for displaying racial characteristics. With blacks and (See **FACE-OFF** page 46)

# SR. VP ANDREA GANIS LEADS ATLANTIC BLITZ

It is of little importance that **Andrea Ganis**, ATLANTIC Records' newly appointed Senior Vice President, happens to be the highest ranking female record label executive in the country. Far more noteworthy is her rapid ascent up the ATLANTIC corporate ladder, accomplished with the confident strides normally associated with an Olympic high hurdle champion. Ganis believes that label head **Doug Morris**'s unique perspective has helped solidify the company, thereby enabling her to concentrate on her forte: spreading the ATLANTIC doctrine over the airwaves of America.

"Doug has stepped out on a limb for me on numerous occasions in the past," says



Ganis. "He took the time to show me what being a great record person was all about, and he gave me room to grow within the company. Doug has been my staunchest supporter."

In turn Ganis glowed about her bluechip Top40 director, **Joey Ianello**, as having the "attitude and temperament of a pitbull. He's the best Top40 person in the country - bar none," says Andrea, before turning her attention to Ianello's subordinates - **John Weston**, **Kim Freeman** and **Cathy Burke**. "They make life a hell of a lot easier for me, and they're indispensable," says Andrea. "It's a real challenge presenting so much music to a programmer at one time."

(See **GANIS** page 36)

# SOUTH TEXAS RADIO EXPERIENCING DANCELASH

The Top40 radio logjam in Houston, Texas is causing consternation throughout the biz, with speculation that perhaps two out of the three existing Top40 outlets will eschew their dance-leaning fare for something a little more

palatable on the grand scale. At the same time the town's heritage rocker, KLCL, is gleefully rubbing a series of dazzling books into the wounds of the trio, adding a final stab of indignation and indicating that the time may

have come to re-evaluate the public's perceived insatiable appetite for dance-filled sound beams.

About 200 miles due west in the ever expanding metropolis of San Antonio, a similar situation is shaping up. Granted, the city would appear to be the quintessential beat haven, with a population comprised predominantly of latinos and blacks. But here, too, a Rock Radio station - KISS - is making things prickly for the beat purveyors, KSAQ and KITY. It remains to be seen whether this anarchy is exclusive to the land of the longhorn or the ominous shape of things to come, but three programmers in the midst of the Texas radio wars - including one from a dance station - offer some insight as to the reasons for the rock upheaval in the land of the yellow rose.

It's not often you chance upon an inner-city programmer with enough pluck to openly denounce the digi-beat tide that seems to be gradually and almost imperceptibly strangling Top40 radio. **Stef Gramm**, Music Director at San Antonio's KITY (POWER93), is enough of a square peg to openly cast a dissenting vote. Gramm, who also pulls in the

Spur-town's highest ratings during her 8 to midnight airshift, feels there is an overload of product from the Ice-Kool-MC garrison, and she is concerned about the long-term ramifications.

"I wish we could go back to the days when a station could play a variety of different kinds of music," says Gramm, harkening back to 'Golden Years' of Top40 when she was still strapping on her rollerskates in her hometown of Salina, Texas. "The worst part about the rap invasion is that so much of it sounds alike. Programmers should utilize rap as novelty balance music, but the whole lot is being hammered around the clock - it makes for pretty one-dimensional radio." Gramm feels there is a place for Digital Underground and the *Humpty Dance*, "but not 24 hours a day, and not," she gripes, "when you've already been powering the song for three months in a row. That's called overkill!"

But Gramm knows enough about economics to realize that the good old 'bottom line' is this plague's petri dish. "It's hard to overlook the fact that M.C. Hammer outsells The New Kids in San Antonio, so (See **SO. TEXAS** page 46)

# BROTHER BEYOND BRINGS THE BEAT...AND LYRICS WITH CLOUT

**Nathan Moore**, the dark-eyed adonis who fronts England's **Brother Beyond**, would almost rather you label him a raving child molester than a 'dance artist.' Okay, perhaps that's taking the point to extremes - let's just say he feels strongly about the scope of his music and its ability to reach and entertain fans beyond the strobe light and cocktail coalition. The depth of the band's new EMI album, **TRUST**, underscores the point with conviction.



Brother Beyond's Nathan Moore

Brother Beyond, which is rounded out by Moore's songwriting consort, **Carl Fysh**, guitarist **David White** and drummer **Steve Alexander**, is buoyed by the knowledge that their debut single, *The Girl I Used To Know*, is inching up the American charts in a systematic, calculated gait. In

the band's native digs, making off with a few of Uncle Sam's clams is not only desirable, it's mandatory. Anything less and you lose bragging rights at the local pub, something the delightfully bellicose Moore would find positively unfathomable.

"To be able to influence American kids, the way we were influenced by American

acts, would be an honor and a great accomplishment," says Moore, attempting to validate his thirst for domination on our shores. In actuality the lads could pull off a double coup: They could spread cultural awareness and pad their bank accounts at the same time. Now *there's* a stimulating thought! The gripe that the Bro Bees have with much of the dance music choking up the American airwaves, however, is not in the rhythm content of the music - it's in the juvenile lyrical approach.

"A group like Technotronic intrigues me in that they present such a rootsy tribal feel," intones Moore surreptitiously. "What I'd like to achieve is a blend of that kind of beat married with lyrics (See **BROTHER BEYOND** page 46)



*The Love*  
**Prince**  
*Wishes*

The new single

Produced, Arranged,

composed and performed

by Prince

From the forthcoming album

GRAFFITI BRIDGE



## DAVE ROBBINS PD, WNCI-FM, Columbus Group PD, Nationwide Communications Incorporated

by Richard Pastore

"He's the only guy I know who runs down a down escalator," says Nationwide Communications VP of Radio Mickey Franko, and if you talk with WNCI programmer Dave Robbins for more than a minute, you'll understand exactly what Mr. Franko means.

Growing up in the radio heaven that was Cleveland during the heyday of John Landecker, Robbins says he fell in love with the Top40 format at an early age. Jocking his way through Ohio and later in El Paso and Texas, he eventually hooked up with Buddy Scott at WXGT (92X) in Columbus, becoming PD there when Scott left for CBS's B96 in Chicago.

Robbins soon followed Scott to B96 as Assistant PD/MD and remained with CBS in a variety of capacities before accepting Nationwide's offer to program 'NCI in 1988. Since that day, WNCI has made record-breaking gains in the ratings and a reputation as one of the most solid Top40s in the country.

The Dave Robbins theory of programming is a simple one: "This is radio. Let's not take it too seriously." This week's cover photo is Robbins' way of showing that WNCI "doesn't have to one-up anyone. Let's all take it easy and have FUN!"

### GIVE ME THE SITUATION WHEN YOU WALKED IN AT 'NCI.

It was a very well-positioned music machine. The positioning groundwork had been laid - "Not too hard, not too light" was the positioning statement - and the station was very much Mainstream. At the time I walked in, WNCI had an 8.6 in the most recent Arbitrend, and our format competitor WXGT had a 9.3. Its been a two-year rocket ride since that period.

### AND LAST YEAR YOU HAD WNCI's BEST BOOK EVER?

Right. A 16.0 last spring was the highest it's been at WNCI. Previous to that the high was a 13.9, and that was about ten years ago. (Ed. note: WNCI broke the 16 mark in the Spring '90 ARBs released this week.)

### LET'S GO BACK. 'XGT IS AHEAD AND YOU WALK IN. WHAT DID YOU DO? HOW DID YOU LIGHT THE FUSE?

The station had been very busy up to that point selling the positioning statement - not too hard and not too light. I found that there were some great opportunities to make the station Mainstream musically, so what we did was add a lot of the songs we were getting requests for but weren't playing. We also took the station six notches higher with regard to promotion and personality. Now we have as many as ten promotions running at any single time, and two or three of these are major promotions.

### AND YOU DON'T FIND A PROBLEM WITH THAT ON THE AIR?

No, not at all. I don't believe in the clutter theory of promotion. If you've got good promotions on the air, it's not perceived as clutter. As a matter of fact I think if we were to let up on that it would create a problem for the station.

### WHERE WAS THE MUSIC WHEN YOU WALKED IN?

It was a lot of music, and a fairly tight playlist. The station musically was in very good shape; the only thing that I added to the mix was a lot of the more Mainstream records that the station was leaning away from because they had more of an adult slant.

### WHAT DO YOU THINK OF THE STATE OF MUSIC RIGHT NOW AS FAR AS TOP40 IS CONCERNED?

I think out of 40 records there's about 10 that are worth playing; there's about another ten that you can play and get away with, and the rest of them can hurt you if you don't know how to daypart correctly. In order to be a Mainstream station today and survive you have to daypart.

### CAN A MAINSTREAM STATION SURVIVE?

Yes, I believe it can, and it's done through several things, one of which is a very careful selection of music. The rest is with the injection of personality and promotion on the station. If you look back, the history of Top40 wasn't all music. It was also having fun, and we lost a lot of that in the 1970s and '80s. We're putting it back. You've got to have fun and you've got to know how to do it with brevity. The saying is "The more a man talks the less he is understood," and it's very true, and what we do is we condense the package, have a lot of fun and play the right music. It's pretty simple.

### YOU VERY WELL COULD BE ONE OF THE ONLY STATIONS, IF NOT THE ONLY STATION IN THE COUNTRY THAT PLAYED THE JANET JACKSON AND A ROCKER LIKE KISS RISE TO IT AT THE SAME TIME.

Yes, that could very well be. A lot of that has to do our competition. We're in a unique competitive situation here. We are allowed to be broad because we don't have a lot of flanking competitors. If we did not have that situation, I'm sure you would see a difference in our musical scene here at WNCI.

### YOU WERE THERE WHEN 'XGT MADE THE SWITCH TO ROCK TOP40. HOW WOULD YOU SAY THAT AFFECTED YOU?

We celebrated in the hallways, because what it did was make us the only Mainstream radio station in central Ohio. It's been that way now for almost a year, and it looks like we may break our ratings record again, if these trends are any indication.

### IF 'XGT WERE TO SWITCH BACK, AND THERE'S BEEN TALK THAT THEY ARE GOING TO, HOW WOULD THAT AFFECT YOU?

It wouldn't affect us at all. In fact, this was a head-to-head battle for the first year and a half that I was in the market. We achieved that 16.0 share when they were a direct format competitor, so you have to look at it from the standpoint that it's been tried before. I think that if they make a move like that, they will lose their core audience, which is rock fans, and we could stand to benefit even further.

### WITH ALL THE PROMOTIONS THAT YOU DO, YOU'VE GOT TO HAVE A GREAT PROMOTION STAFF.

We have the best promotion staff in America. I think our company has some of the greatest promotion directors in America because they talk and they trade ideas a lot. Our man here who coordinates the whole effort and hosts the promotional conference call that we have on a regular basis for Nationwide stations is a guy named Dan Bowen. He is without question the best promotion director in America.

### HOW ABOUT THE AIR STAFF? DO YOU GIVE THEM SOME FREEDOM TO GROW?

The only rule that the air staff has is you can't step on the intro. This is not a four-in-a-row, no-talk station. This is a station that talks every single break, and we have a lot of fun with it. We don't take ourselves too seriously, and the jocks portray that attitude. That is one of the reasons why this station is so successful. The personality just oozes out from the radio.

### DOES "TOO MUCH TALK" COME UP IN YOUR FOCUS GROUPS?

Sure, the talk image comes up, but then it comes up on all radio stations. Talk is only talk when it is offensive. We've done extensive research because we've had two or three stations come at us - WXGT on two separate occasions - trying to slam us by saying we talk too much, and it has always been ineffective. The reason is because there is a difference between good talk and bad talk.

### HOW WOULD YOU DESCRIBE THE LISTENER THAT YOU'RE TRYING TO APPEAL TO?

It is a 28-year-old female, she is married and has a job in an office. She has one to one and a half children and has a pretty good income.

### WHAT KIND OF MUSIC DOES THAT TYPE OF PERSON LIKE?

Pretty much Mainstream. She likes the Steve Winwoods, Heuy Lewis And The News - the familiar songs that she can sing along to. New music is not that important to her or to the rest of our audience.

### DOES THAT MEAN YOU PLAY A LOT OF GOLD?

We're mostly a recurrent based station. We go to great lengths and great pains to research the music that we play. (Nationwide National PD) Guy Zapoleon is an excellent music aficionado. He understands music and he understands how to place the songs back to back. We use some of his research systems, which are just incredible, and this keeps us very cutting edge and very much focused on the female target audience. We do heavy research on a weekly basis, on gold as well as currents. The recurrences actually are the most important things we play.

### WHICH RECURRENTS WORK FOR YOU?

Steve Winwood, Journey - records that are tried and true. Again, we have to follow the lead of our market, (See ROBBINS page 11)





**Tempt Me.**

**RED DRESS**—The New Single by Andrew Ridgeley from “Son Of Albert.” On Columbia.

38T-73451

C 46188



"Columbia" Reg. U.S. Pat. & Tm. Off. by CBS Records Inc. © 1990 CBS Records Inc.

MANAGEMENT LIBBYMAN KAMANE ENTERTAINMENT  
Written by Andrew Ridgeley and Gary Bromham Produced and Arranged by Andrew Ridgeley and Gary Bromham



**ROBBINS** (from page 9)

because the market dictates that it does not necessarily want a steady diet of newer music. Instead of trying to force-feed the market what we think they should hear, we simply reflect what it wants, and that's very familiar titles.

**MUCH OF THAT IS ROCK-LEANING MUSIC. WHY IS ROCK MUSIC FINDING IT SO HARD TO FIND ITS WAY ON THE AIR THESE DAYS?**

I think you're getting into a situation where the new music is being broken in markets where Urban crossovers are a very popular mainstay. Here we have to be very careful about records like Bell Biv Devoe, even M.C. Hammer. Those kind of records just do not fly here. We don't play New Kids On The Block because we're too adult, so WNCI is a very restrictive Top40 format. It's difficult for rock records to make it into the top ten because they're too polarized. The rock records out now are closer to heavy metal than Huey Lewis. I predicted a couple of years ago that eventually Top40 music will all come down to a homogenized Steve Winwood and Wilson Phillips type-feel. Wilson Phillips is one of those acts you'll see a lot coming from in the future, and this indicates the trend. Dance music is a fad, and dance music songs are the novelty records of the 1990s. Those who overly partake in those novelty songs will pay the ultimate price, and that is failure.

**YOU GUYS ARE VERY SUCCESSFUL, BUT I'M SURE YOU MUST FIND IT A LITTLE BIT TOUGH TO DEAL WITH THE RECORD LABELS.**

Yes it is, but the one thing we try to be is fair, and I think most of the labels understand the position we're in. Sometimes we can go very early on a record like a Wilson Phillips, which we hit out of the box. Those records are perfect for us. Taylor Dayne and even Janet Jackson are very good because they have a mass-appeal feel. What we want are mass-appeal feeling records, and I think that the labels are beginning to understand that's what's going to work long term for this format.

**WHAT IS YOUR RELATIONSHIP WITH YOUR MD, JOHN CLINE, AND HOW DO YOU PICK THE RECORDS THAT MAKE IT ON THE AIR?**

John Cline's primary responsibility is with the morning show. His secondary responsibility is with the promotions, and his third responsibility is music director. We spend all day Tuesday looking at the new music, looking at what's selling retail. We do a lot of research. John's been a good sounding board. He's very quick to hear when something can be accepted in this market.

**DO YOU HAVE AN URBAN COMPETITOR IN THE MARKET?**

There are actually two of them, but there doesn't seem to be much call for Urban music in this market. It doesn't test well at all here. Mainstream music tests the best, far and away.

**YOU DON'T FEEL LIKE AN ORPHAN AMONG TOP40 STATIONS WHEN YOU LOOK AT THE NATIONAL CHARTS?**

I don't think Top40 is strictly music. I think Top40 is the most popular songs for your market interspersed with information, fun and creativity. I'm in the business for that mixture, not just the music or not just the personality.

**LET'S GET DOWN TO THE PERSONALITIES NOW AND TALK ABOUT THE AIR STAFF.**

The morning show is the Morning Zoo from 6 a.m. to 10 a.m. John Cline is the leader of the show, and he's team with Shawn Ireland, the news person, and our latest addition, Dave Calin, who we just hired him from WJET in Erie, PA. It's capped off by a great producing staff and a helicopter traffic person, Dee Miller.

**HOW MUCH MUSIC WOULD YOU SAY IS INVOLVED IN MORNING DRIVE?**

About three songs an hour, sometimes less. I try and encourage the guys to try to not play music in the morning, when possible. To me music is something you play between the bits if you have a good morning show. If you have a bad morning show, you should play ten or fifteen records an hour. Do anything you can to shut them up. When you have the talent, and again that's the whole WNCI concept, you allow them the freedom to expand.

**ISN'T THREE RECORDS AN HOUR A LITTLE EXTREME?**

Again it goes back to talent. A lot of morning shows today could not get away with what we do, and the reason is because of the coaching we undergo. We have meetings daily. As soon as the show is over, at 10 a.m., I sit down with our morning crew and go over the entire show and anything we have coming up. It's critically important. From 10 a.m. to 3 p.m. is Andy Clark. He's from Central Ohio, and what he does best is be the warm and friendly guy in the midday for the office. From 3 p.m. to 7 p.m. is Mark Dantzer, and he's always having fun and is likely to do something crazy on the air during the drive home. Our 7 p.m. to midnight guy is Chris Davis, and he's your not-so-typical wild and wacky night guy.

**AFTER THE MORNING SHOW, ARE YOU MUCH MORE MUSIC INTENSIVE?**

We'll play 14 or 15 records an hour. From 6 a.m. to 10 a.m. we are plugged into the city 100 percent, but after that, it's a music station. The guys do a great job of it. All of our jocks are excellent and most of them are from Central Ohio or from the Central Ohio area and want to stay here. A couple of jocks are building houses. When you can get a jock to build a home, that says stability, and that's what we want.

**LET'S TALK ABOUT THE UPPER ECHELON AT NATIONWIDE. DO THE OTHER GROUP PD'S OFFER THEIR INPUT?**

Guy Zapoleon coordinates all of the efforts of the Group Program Directors below him. In that category are myself, Bob Moody of WPOC in Baltimore, and Steve Young at KISW in Seattle. We have a conference call on a weekly basis and talk about group issues with Guy leading the call. On Monday we have a program director conference call, where all of the program directors talk about issues that are happening in each market. Guy is the leader of that call as well, and he does a tremendous job of distributing information and making sure we stay abreast of things that are happening in the industry, including music. Above that Steve Berger is the president of the company, and he's one of the reasons I came to work for Nationwide. The guy is probably one of the few individuals left today in America that has real vision about the future and the future of broadcasting, and I've learned a great deal from him. Of the radio group, Mickey Franko is Vice President of Radio and again, he has been an outstanding guy and a great manager of people. I left CBS to come to work for Nationwide because of guys like Franko and Berger. We have the best talent programming-wise in the country.

**HOW ARE YOU GOING TO HELP GET KZZP ROLLING AGAIN?**

What we have there at KZZP is a great radio station that just needed a morning show and a boost. The perfect guy to do the job was Bob Case. He's in there now, he's entrenched, and he's starting to really get the station rolling. I feel very confident about KZZP now, and Bob's ability is amazing.

**CAN MAINSTREAM RADIO WIN IN PHOENIX?**

Mainstream radio will win in Phoenix, no question, and it's because of a guy like Bob Case, who can deliver the whole package - not just personality or not just a singular focus on music.

**WHEN YOU GREW UP LISTENING TO CLEVELAND RADIO AND THE GREAT JOHN LANDECKER, DID YOU FALL IN LOVE WITH MUSIC OR DID YOU FALL IN LOVE WITH THE FORMAT?**

I fell in love with the format and the personality of the stations. I like music and always have, but what really captivates my imagination is the show biz and the power of radio to reach people. It's a great tool for communicating and it will be even greater in the 1990s. As the world becomes more automated and computerized, people are going to be looking more and more for friends, and these stations that play ten in a row, no talk...good luck.

**ARE THE YOUNG PROGRAM DIRECTORS OUT THERE WHO PRIDE THEMSELVES ON BEING MUSIC INTENSIVE AND MUSIC LOVERS MISSING OUT ON WHAT THE FORMAT IS ALL ABOUT?**

That's a loaded question because of what we do here, but I think in the 1990s it's going to be increasingly difficult to win with a music-only identity. Programmers are going to have to incorporate other elements like marketing into the picture, and the program director of the '90s, I believe, is going to be a marketing and promotion guy who happens to play some music, too. I know that's not going to sit very well with a lot of people, but it's true.

**LET'S TALK ABOUT THE FUTURE OF DAVE ROBBINS. YOU'RE YOUNG, VERY SUCCESSFUL - WHAT MORE COULD YOU WANT?**

I want to become a club jock. Actually, these guys have given me the opportunity of a lifetime to work with a couple of radio stations in Phoenix and Orlando (WOMX), and we're going to make those radio stations highly successful. Working alongside of Guy Zapoleon and all the talent within our group, I just look forward every day to coming in. We're in this business to communicate with people and these guys above me, Franko and Berger, are very great communicators. I have a GM here, Dan Morris who is incredible. I've worked for him twice, and he believes solely in the theory of letting the program director run the programming department. I feel in the coming years this is going to be the company to work for because of this type of insight and vision.

**DO YOU SEE YOURSELF EVER LEAVING COLUMBUS?**

Maybe if there were a transfer within this company, it might be something I would entertain, however, right now with WNCI being as successful as it is, I have no desire or aspiration to go anywhere else.

**THANK YOU FOR SHARING WITH US IN THE HITMAKERS INTERVIEW.**

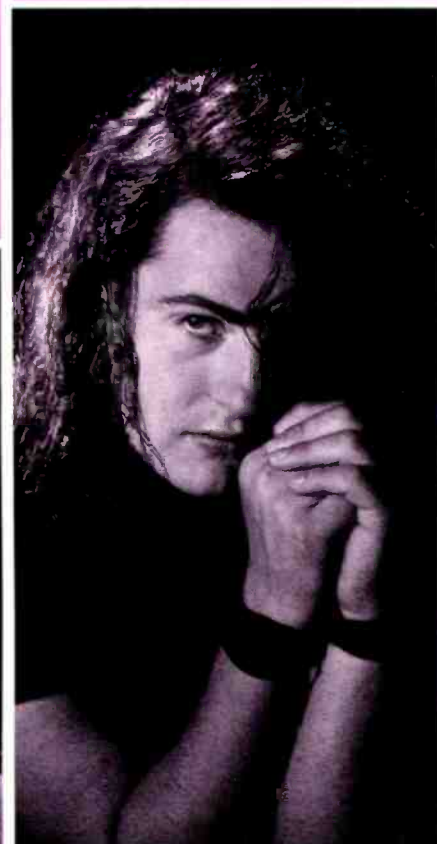
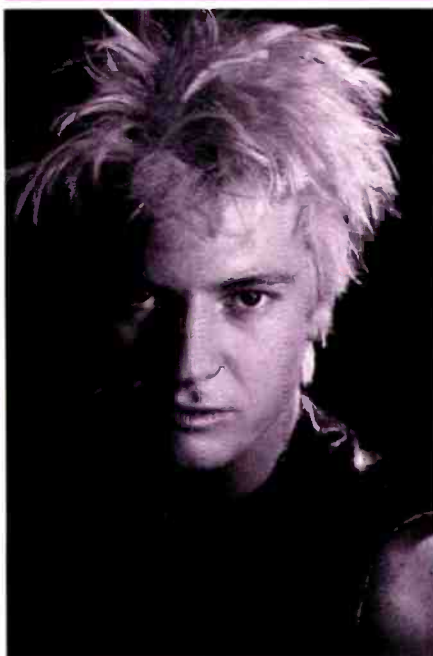
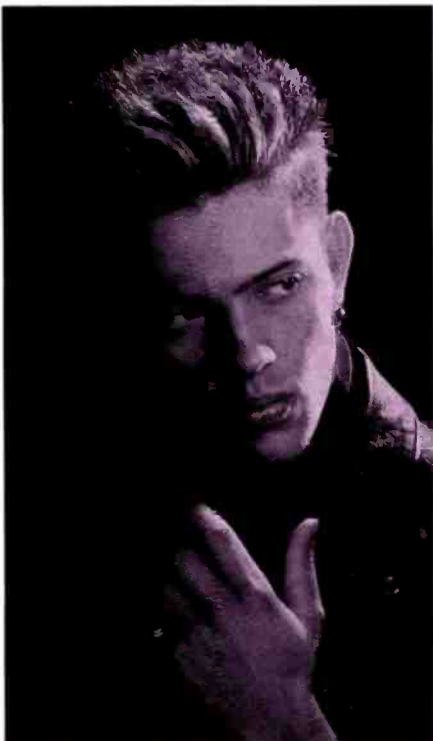
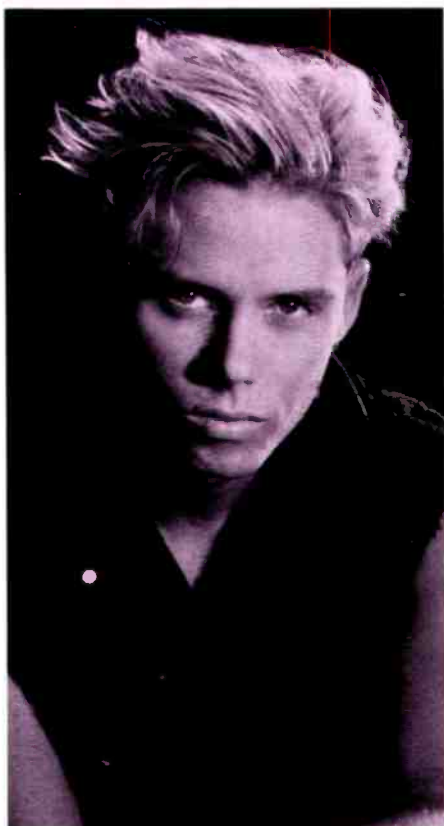


# GET OBSESSED INDECENT OBSESSION

INVADES THE U.S. FOLLOWING A MULTI-PLATINUM DEBUT IN AUSTRALIA, THREE SOLD-OUT TOURS AND A HIT SINGLE CHARTING WORLDWIDE.

**"TELL ME SOMETHING"**  
From the self-titled U.S. debut

WRITTEN AND PRODUCED BY INDECENT OBSESSION



Also produced by:  
Ian MacKenzie  
Re-mixed by:  
David Leonard  
Management:  
Amanda Peiman/  
MAP Management

**One of HITMAKERS MOST ADDED with 49 Adds!**

**CLUB CHART: NEW#44**

WXKS (D#27)  
KKBQ (Add)  
Y100 (Add)

**A Crusade!**

KBQ (37-33)  
WFLZ (Add #40)  
WGH (Add)

**A Hitbound!**

KSAQ (D#34)  
KISN (Add)  
WTIC-FM (Add)

**#1 Most Disc-overed!**

WCKZ-FM (D#36)  
Y107 (Add)  
and more

MCA RECORDS  
©1990 MCA Records, Inc.

**NOW ON A SOLD OUT WORLDWIDE TOUR**





# MAINSTREAM TOP 40

LW-TW

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

## MOST ADDED

- 68 • **CHEAP TRICK** "Can't Stop Fallin' Into Love" (EPIC)
- 62 • **NEW KIDS ON THE BLOCK** "Tonight" (COLUMBIA)
- 59 • **JUDE COLE** "Time For Letting Go" (REPRISE)
- 50 • **BILLY JOEL** "Not Her Style" (COLUMBIA)
- 49 • **INDECENT OBSESSION** "Tel Me Something" (MCA)
- 42 • **JON BON JOVI** "Blaze Of Glory" (MERCURY)
- 37 • **BELL BIV DEVOE** "Do Me" (MCA)
- 31 • **CHICAGO** "Hearts In Trouble" (DGC)
- 31 • **PAUL YOUNG** "Oh Girl" (COLUMBIA)
- 28 • **WINGER** "Can't Get Euff" (ATLANTIC)

## HITBOUNDS

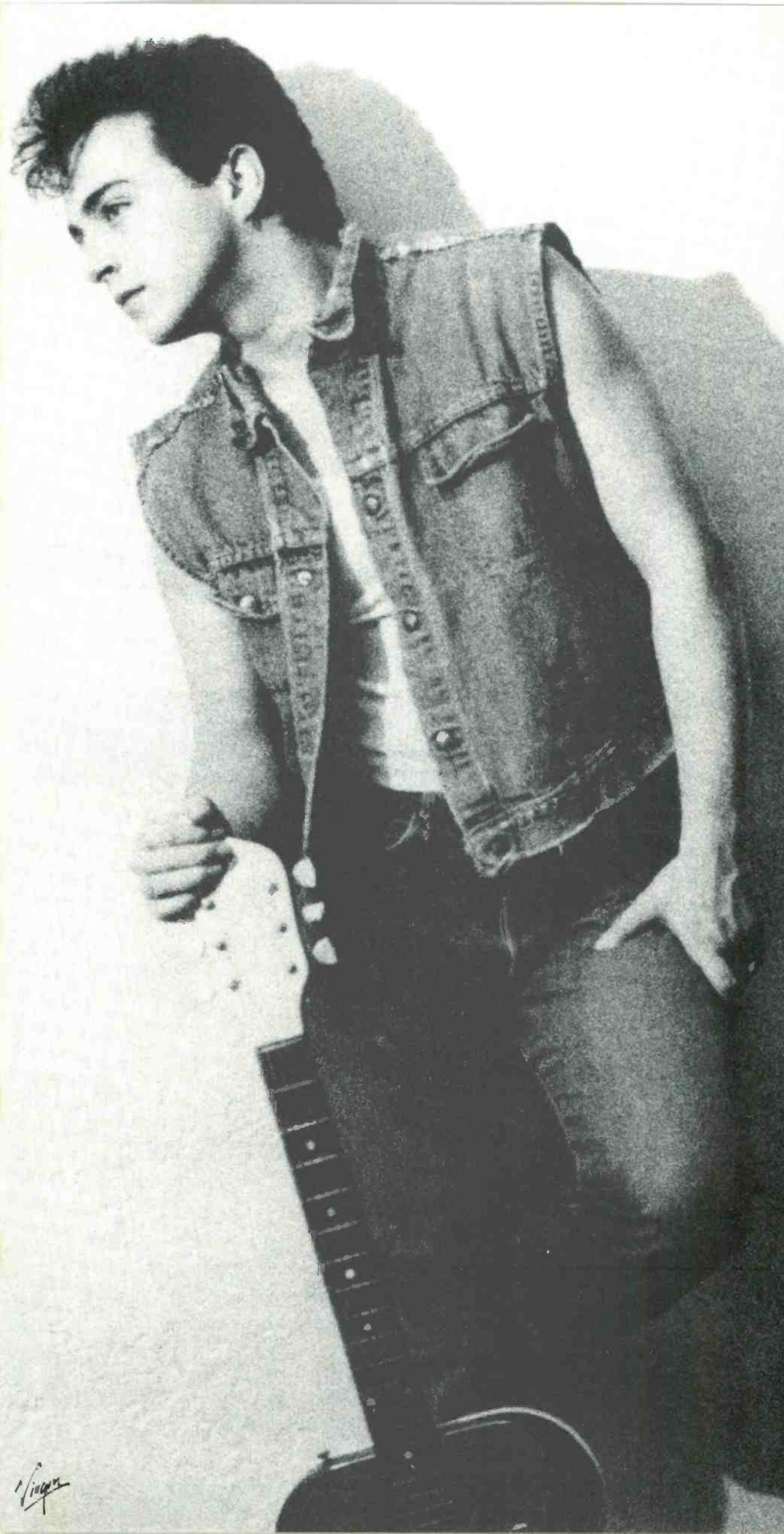
RECORDS ARE LISTED IN ORDER OF ACTIVE REPORTS. AN ACTIVE REPORT IS AN ADD, A DEBUT, A TOP 15 REPORT, OR A 3 POINT OR MORE MOVE ELSEWHERE ON THE CHART. QUALITY-NOT QUANTITY. RECORDS EXCEEDING 100 ACTIVE REPORTS ARE NATIONAL BREAKOUTS.

## NATIONAL BREAKOUTS

- 106 • **FAITH NO MORE** "Epic" (SLASH/REPRISE)
- 106 • **MAXI PRIEST** "Close To You" (CHARISMA)

- 96 • **THE LIGHTNING SEEDS** "Pure" (MCA)
- 92 • **ST. PAUL** "Stranger To Love" (ATLANTIC)
- 87 • **BELL BIV DEVOE** "Do Me" (MCA)
- 78 • **ANITA BAKER** "Talk To Me" (ELEKTRA)
- 64 • **JUDE COLE** "Time For Letting Go" (REPRISE)
- 64 • **KYPER** "Tic Tac Toe" (ATLANTIC)
- 63 • **DON HENLEY** "How Bad Do You Want It?" (Geffen)
- 56 • **INDECENT OBSESSION** "Tell Me Something" (MCA)
- 53 • **GLORIA ESTEFAN** "Cuts Both Ways" (EPIC)
- 51 • **BILLY JOEL** "Not Her Style" (COLUMBIA)
- 51 • **CHICAGO** "Hearts In Trouble" (DGC)
- 50 • **DANGER DANGER** "Bang Bang" (IMAGINE/EPIC)
- 49 • **AFTER 7** "Can't Stop" (VIRGIN)
- 48 • **LUKE** feat./2 LIVE CREW "Banned In The U.S.A." (LUKE/ATLANTIC)
- 48 • **JIMMY RYSER** "Same Old Look" (ARISTA)
- 41 • **TROOP** "All I Do Is Think Of You" (ATLANTIC)
- 41 • **WINGER** "Can't Get Euff" (ATLANTIC)
- 36 • **THE ADVENTURES OF STEVIE N.** "Dirty Cash" (MERCURY)
- 32 • **WHISPERS** "Innocent" (CAPITOL)
- 31 • **CALLOWAY** "All The Way" (SOLAR/EPIC)
- 27 • **THE PARTY** "Summer Vacation" (HOLLYWOOD)
- 26 • **ALANNAH MYLES** "Lover Of Mine" (ATLANTIC)
- 26 • **COC BOY & B. FRESH** "Slow Love" (MOTOWN)
- 26 • **ELECTRIC BOYS** "All Lips N' Hips" (ATCO)
- 25 • **ANA & JORDAN KNIGHT** "Angel Of Love" (PARC/EPIC)
- 24 • **LINEAR** "Don't You Come Cryin'" (ATLANTIC)
- 22 • **JAMES INGRAM** "I Don't Have The Heart" (WB)
- 20 • **BANG** "Holding My Heart" (A&M)
- 20 • **JOHNNY GILL** "My My My" (MOTOWN)
- 20 • **KID FROST** "La Raze" (VIRGIN)
- 20 • **THE WEST COAST RAP ALL-STARS** "We're All In The Same Gang" (WB)
- 17 • **BLACK BOX** "Everybody Everybody" (RCA)
- 17 • **BRAT PACK** "I'm Never Gonna Give You Up" (VENETTA/A&M)
- 17 • **JEFF HEALEY BAND** "I Think I Love You Too Much" (ARISTA)
- 17 • **TKA** "Won't Give Up On You" (TOMMY BOY/WB)
- 16 • **CONCRETE BLONDE** "Joey" (I.R.S.)
- 14 • **DIGITAL UNDERGROUND** "Doowutchyalike" (TOMMY BOY)
- 13 • **LONDON QUIREBOYS** "I Don't Love You Anymore" (CAPITOL)
- 12 • **HUMAN RADIO** "Me And Elvis" (COLUMBIA)
- 12 • **INDIA** "The Lover Who Rocks You (All Night)" (REPRISE)
- 12 • **THE SUNDAYS** "Here's Where The Story Ends" (DGC)
- 12 • **TIANA** "First True Love" (MICMAC)
- 11 • **43ERS** "Don't You Love Me?" (4TH & B'WAY/ISLAND)
- 11 • **CANDY FLIP** "Strawberry Fields Forever" (ATLANTIC)
- 11 • **HURRICANE** "Next To You" (ENIGMA)
- 10 • **STACYE & KIMIKO** "Wait For Me" (MCA)





# COLIN JAMES

# JUST CAME BACK

The first single.  
Already Top Ten AOR.  
From the album Sudden Stop.  
Produced by Joe Hardy. Managed  
by Homestead Productions. © 1990  
Virgin Records America, Inc.

*Virgin*



## PROGRAMMERS DISC-OVER A NEW OBSESSION

### THIS WEEK'S MOST DISC-OVERED:

1. INDECENT OBSESSION "Tell Me Something" (MCA) 14
2. JUDE COLE "Time For Letting Go" (REPRISE) 7  
BELL BIV DEVOE "Do Me" (MCA) 7
3. ALANNAH MYLES "Lover Of Mine" (ATLANTIC) 6  
WHISPERS "Innocent" (CAPITOL) 6
4. CALLOWAY "All The Way" (SOLAR/EPIC) 5

### THE UP-AND-COMERS

In a relatively short week for Disc-Overies (due to all the Conclaving and Seminar going on), INDECENT OBSESSION wins the Disc-Overy derby with an impressive week. Last week, it was our #1 U&C, and it also pulled 49 adds this week. Elsewhere, we said to watch CALLOWAY, which nabbed 17 adds, and TKA, which nailed 14, including some heavy-duty major markets.

For next week, keep keeping that eye on CONCRETE BLONDE, as the mentions continue to roll in. It's a programmers fave! Also, expect big things from WHISPERS, AFTER 7, BLACK BOX, and CANDY FLIP.

**LOUIS KAPLAN**, PD at Y107, Nashville sez, "WINGER *Can't Get Enough* (ATLANTIC) is good enough for Top40! Also, CHICAGO *Hearts In Trouble* (DGC) sounds like old CHICAGO! And TAYLOR DAYNE *Heart Of Stone* (ARISTA) should do as well as *I'll Be Your Shelter*!"

**RICH ANHORN**, MD at KWSS, San Jose sez, "JUDE COLE *Time For Letting Go* (REPRISE) is a solid followup to *Baby It's Tonight*, which is still doing great for us! JULIE CRUISE *Falling* (WARNER BROS) is getting curiosity calls everywhere! And TAYLOR DAYNE *Heart Of Stone* (ARISTA) will be a strong song! It's pure Taylor!"

**MICHAEL POWERS**, MD at WZPL, Indianapolis sez, "BELL BIV DEVOE *Do Me* (MCA) is a song that will do better than the first one! Also, ALANNAH MYLES *Lover Of Mine* (ATLANTIC) is a smash! Check out WHISPERS *Innocent* (CAPITOL)! It's no secret it's a hit! And NEW KIDS ON THE BLOCK *Tonight* (COLUMBIA) is a mature approach!"

**PAUL CHRISTY**, PD/MD at WMXD, Detroit sez, "MAXI PRIEST *Close To You* (CHARISMA) sounds good on the air! Also, LOUIE LOUIE *I Want To Get Back To You* (WTG) shows that he's back with us again - with a ballad! Another good song that's a real toe-tapper is WHISPERS *Innocent* (CAPITOL)!"

**HOLLYWOOD HENDRIX**, MD at WVIC, Lansing, MI sez, "BRUCE HORNSBY *Across The River* (RCA) is a great adult song! We've recently added it, and it's doing well! Shouldn't you?! And check out GLORIA ESTEFAN *Cuts Both Ways* (EPIC)! I love it! Give it a shot, it'll work for you!"

**WILLIE STEVENS**, MD at KZBB, Ft. Smith, AR sez, "CONCRETE BLONDE *Joey* (I.R.S.) is different, but it has a nice feel to it! And there's something about WHISPERS *Innocent* (CAPITOL)!"

**DAVID COOPER**, PD at WAFX, Bangor, ME sez, "INDECENT OBSESSION *Tell Me Something* (MCA) has lots of energy and should cover all the bases! Also, THE SUNDAYS *Here's Where The Story Ends* (DGC) is an interesting record! It's sounds somewhat like America. I like it! And LUKE feat./ 2 LIVE CREW *Banned In The U.S.A.* (LUKE/ATLANTIC) is a great song!"

**J.J. GERARD**, MD at KQCR, Cedar Rapids, IA sez, "INDECENT OBSESSIONS *Tell Me Something* (MCA) sounds like a dance version of Love And Rockets! Also, WAS (NOT WAS) *Papa Was A Rollin' Stone* (CHARYSALIS) is a great '90s version of a classic! Finally, check out AFTER 7 *Can't Stop* (VIRGIN)! It's a good uptempo followup to a Top10 smash!"

**TINA SIMONET**, Asst. PD/MD at KRRG, Laredo, TX sez, "INDECENT OBSESSION *Tell Me Something* (MCA) is reminiscent of a Top40 Depeche Mode! Also, check out REAL LIFE *God Tonight* (CURB)! Finally, if you dare play a Beatles remake, you'll flip over CANDY FLIP *Strawberry Fields Forever* (ATLANTIC)!"

**KEN SPAULDING**, MD at WERZ, Exeter, NH sez, "NEW KIDS ON THE BLOCK *Tonight* (COLUMBIA) is doing great - play it! Also, THE SUNDAYS *Here's Where The Story Ends* (DGC) is a nice Pop/Alternative record! A great sounding record is FAITH NO MORE *Epic* (SLASH/REPRISE)! And play JIMMY RYSER *Same Old Look* (ARISTA). It's doing great for us!"

**STEVE MANN**, Asst. PD/MD at WQUT, Johnson City, TN sez, "COLIN JAMES *Just Came Back* (VIRGIN) and JOHNNY VAN ZANDT *Backyard Road* (ATLANTIC) are *Freebird II: The Sequel*! Also, MARCALEX *Quick Quick* (ATCO) is a great Mainstream record that everyone can play! And BILLY JOEL *Not Her Style* (COLUMBIA) is the best cut on the album!"

**RIKKO**, MD at KSAQ, San Antonio, TX sez, "CONCRETE BLONDE *Joey* (I.R.S.) rules!!! No more need be said! Just get it! REAL LIFE *God Tonight* (CURB) is a record that must be heard! If you haven't heard it, check it out! Also check out ADAMSKI - if you don't have it...GET IT! *Killer* (MCA) is too hot to pass up! Give a listen, you won't put it down! Finally, RAILWAY CHILDREN *Every Beat Of The Heart* (VIRGIN) is a listening must! Although Alternative, it's not offensive to the listener! Give it a spin! You too can become a leader!"

**TOM POLEMAN**, Asst. PD/MD at KC101, New Haven, CT sez, "STEVIE B. *Love And Emotion* (LMR/RCA) is reacting well! It has a great sound! Stevie is becoming a legitimate Pop artist! You must listen to the new JUDE COLE *Time For Letting Go* (REPRISE)! The whole album is great! This track has good balance potential and it's worth the listen! And AFTER 7 *Can't Stop* (VIRGIN) has a good in-the-pocket groove and a nice Pop/Urban-appeal sound! A sure shot for the masses! Get it on!"

**JIM CERONE**, MD at WBWB, Bloomington, IN sez, "GIANT *It Takes Two* (A&M) sounds like *I'll See You In My Dreams*! It's a ballad with a solid, catchy hook! For you adventurous programmers, check out BLACK BOX *Everybody, Everybody* (RCA)! It has a great, fresh sound for radio! Also, watch EVERYDAY PEOPLE *Headline News* (SBK) work! And check out STEVIE B. *Love And Emotion* (RCA)! Too many stations are passing this record up!"

**ERIC STRYKER**, MD at HOT99.9, Allentown, PA sez, "DOC BOX & B. FRESH *Slow Love* (MOTOWN) is a potential power ballad for summer! Another summer strength song is THE PARTY *Summer Vacation* (HOLLYWOOD)! And ST. PAUL *Stranger To Love* (ATLANTIC) is a record that took a couple of listens, but it grew on me!"

**BURKE ALLEN**, Asst. PD at WWSR, Charleston, WV sez, "NEW KIDS ON THE BLOCK *Tonight* (COLUMBIA) is another solid hit! Also, BELL BIV DEVOE *Do Me* (MCA) is a huge phone record at night! And LUKE feat./ 2 LIVE CREW *Banned In The U.S.A.* (LUKE/ATLANTIC) just wants to make you salute!"

**DOUG MORELAND**, MD at WDLX, Washington, NC sez, "INDECENT OBSESSION *Tell Me Something* (MCA) is a great debut album! Sounds like the Culture Club! Also, JUDE COLE *Time For Letting Go* (REPRISE) could be his first number one! A big record for us is POISON *Unskinny Bop* (CAPITOL) - it's good to have 'em back! And a song that's getting big phones is FAITH NO MORE *Epic* (SLASH/REPRISE)!"

**STANTON JAY**, MD at Z102, Savannah, GA sez, "Check out GO WEST *King Of Wishful Thinking* (EMI)! It just will not go away! Also, KEITH SWEAT *Make Me Sweat* (ELEKTRA) is a soulful smash for KEITH. A great Pop song is MAXI PRIEST *Close To You* (CHARISMA)! A possible Top10 smash is CALLOWAY *All The Way* (EPIC)! BELL BIV DEVOE *Do Me* (MCA) do me another hit! And a song that will fly is INDECENT OBSESSION *Tell Me Something* (MCA)!"

**KEVIN CHASE**, MD at KMOK, Lewiston, ID sez, "Check out WHISPERS *Innocent* (CAPITOL) - it's bright and fresh, and sounds like a hit! Also, ALANNAH MYLES *Lover Of Mine* (ATLANTIC) is a smash! It only takes one listen! And JUDE COLE *Time For Letting Go* (REPRISE) will be bigger than *Baby, It's Tonight*!"

**J.J. RILEY**, MD at 95XXX, Burlington, VT sez, "Check out CONCRETE BLONDE *Joey* (I.R.S.)! It's an interesting song with a unique melody! It really grabs you, and is definitely worth a listen!"



# JAMES INGRAM



“  
I  
DON'T  
HAVE  
THE  
HEART  
”

THE NEW SINGLE

**MARK LOBEL, MD, WBLI**

*"A great sounding record for daytimes. Perfect adult-appeal hit to balance out all the dance product!"*

**JOHN CLINE, MD, WNCI**

*"Perfect upper demo record. B rotation already, all dayparts!"*

**LEO VELA, PD, KSAQ**

*"When James Ingram sings, you can hear feeling and emotion most of us only dream about. This song will touch everyone who listens!"*

**RICK UPTON, PD, KITY**

*"A beautiful ballad that I personally fell in love with!"*

**ANDREA PENTRACK, MD, FM102**

*"It sounds like a classic, quality James Ingram tune with that award-winning touch. An extremely strong ballad!"*

**A HITMAKERS CRUSADE!**

**Just Added:**

**WPLJ!!!**

**Q95!!!**

**WBLI!!!**

**WMXP!!!**

**KZZP#29!!!**

**KBEQ!!!**

**FM102!!!**

**KITY!!!**

**FM100!!!**

**KBFM**

**KEEZ**

**KJJG**

**KQMQ**

**KTRS**

**WERZ**

**Z93**

**and more**

**A HITBOUND!**

**Active At:**

**WJLK (14-11)**

**B100 (28-18)**

**WNCI (30-24)**

**WBEC (21-18)**

**WCIL (Add)**

**WCIR (D#30)**

**and more**



Produced by **THOM BELL**

(for Bellboy Productions)

and **JAMES INGRAM**

(for James Gang Productions)

From The Album **IT'S REAL**



© 1990 Warner Bros. Records Inc.





**RAY KALUSA**, PD at KWNZ, Reno, NV sez, "**WINGER** *Can't Get Enough* (ATLANTIC) is good, even for Mainstream. Also, **ST. PAUL** *Stranger To Love* (ATLANTIC) is a nice ballance record. And **HURRICANE** *Next To You* (ENIGMA) is our current nighttime champ. For instant phones, play **BELL BIV DEVOE** *Do Me* (MCA)."

**KEITH GREER**, MD at KTUX, Shreveport, LA sez, "**JAMES INGRAM** / *Don't Have The Heart* (WARNER BROS.) is doing great on our test rotation. And **GUNS N' ROSES** *Knockin' On Heavens Door* (DGC) looks like a record that everyone will love."

**TOM SCOTT**, MD at X106, Birmingham, AL sez, "**ALANNAH MYLES** *Lover Of Mine* (ATLANTIC) is a three-peat, three-peat! **JUDE COLE** *Time For Letting Go* (REPRISE) is HOT! Don't let go of this one - it's a guaranteed smash. And **INDECENT OBSESSION** *Tell Me Something* (MCA) a pretty decent cut, dude!"

**SONNY VALENTINE**, MD at KFRX, Lincoln, NE sez, "**GIANT** *It Takes Two* (A&M) is another first-class tune. Also, **BANG** *Holding My Heart* (A&M) IS Euro-pop with good vocals with a good hook. And **MARCALEX** *Quick Quick* (ATCO) has the feel of the Spinners with an irresistible hook."

**DAVID MORALES**, MD at HOT95, Jackson, MS sez, "Check out **VANILLA ICE** *Ice Ice Baby* (ICHIBAN) - call (404) 926-3377. It's a white rapper, and the song samples the Queen *Under Pressure* hook. It got over 90 percent positive reaction on our make it or break it. Also, **INDECENT OBSESSION** *Tell Me Something* (MCA) is a good pop record. **DEPECHE MODE** *Policy Of Truth* (SIRE/REPRISE) is a good followup. And **CANDY FLIP** *Strawberry Fields Forever* (ATLANTIC) is doing well in Houston, and should spread all over. And play **M.C. HAMMER** *Pray* (CAPITOL) - be adventurous!"

**RAY MILLER**, MD at WZKX, Biloxi, MS sez, "The UK 7-inch version of **49ERS** *Don't You Love Me?* (4TH & B'WAY/ISLAND) is a knockout. Also, **CHEAP TRICK** *Can't Stop Falling Into Love* (EPIC) should go #1. Another good cut off the **CHEAP TRICK** album is *When You Need Someone*. Also, **NEW KIDS ON THE BLOCK** *Tonight* (COLUMBIA) - and tomorrow night, and the next night - has been getting requests for three weeks before we added it. Also, **GIANT** *It Takes Two* (A&M) has been my favorite track for a year. And check out **BLACK BOX** *Everybody Everybody* (RCA)! Everybody should listen to this."

**J.D. DANIELS**, PD at KFBQ, Cheyenne, WY sez, "Listen to **HURRICANE** *Next To You* (ENIGMA). You thought Hugo took the country by storm? This is a Hurricane! Also, **BANG** *Holding My Heart* (A&M) is gonna hit the charts with a BANG! One of the hottest dance tunes of the year is **INDECENT OBSESSION** *Tell Me Something* (MCA). Also, **STEVIE V.** *Dirty Cash* (MERCURY) is another adventure. It'll be BIG! And **JUDE COLE** *Time For Letting Go* (REPRISE) is better than his first one."

**STEVE DAVIS**, OM/PD at WRVQ, Richmond, VA sez, "**INDECENT OBSESSION** *Tell Me Something* (MCA) is a great bouncy pop record that will be mass appeal. Also, **JUDE COLE** *Time For Letting Go* (REPRISE) is a good followup that has definite potential."

**MARTY LeGERE**, MD at 99WGY, Schenectady, NY sez, "**WHISPERS** *Innocent* (CAPITOL) is a great song from an ageless group. Also **STEVIE V.** *Dirty Cash* (MERCURY) has that familiar sound of D-Mob. **CALLOWAY** *All The Way* (SOLAR/EPIC) should be as big as *I Wanna Be Rich*. And a nice Euro-pop sound is **BANG** *Holding My Heart* (A&M)."

**JIM GRADY**, Asst. MD at KISR, Fort Smith, AR sez, "**FAITH NO MORE** *Epic* (SLASH/REPRISE) is great rock n' roll. Also, **INDECENT OBSESSION** *Tell Me Something* (MCA) is just filled with hooks. For a fun summer song play **HUMAN RADIO** *Me & Elvis* (COLUMBIA). It has a good feel. And **HURRICANE** *Next To You* (ENIGMA) is a good, chunky rocker."

**DAVE CHRISTOPHER**, PD/MD at KWTX, Waco, TX sez, "**BILLY JOEL** *Not Her Style* (COLUMBIA) will do better than his last one. Also, **INDECENT OBSESSION** *Tell Me Something* (MCA) is a nice balance record. And **CHICAGO** *Hearts In Trouble* (DGC) sounds like their old stuff."

**MIKE KASPER**, PD at KF95, Boise, ID sez, "**INDECENT OBSESSION** *Tell Me Something* (MCA) is a good summer song. And **ALANNAH MYLES** *Lover Of Mine* (ATLANTIC) is a great ballad."

**KIP TAYLOR**, MD at WQXA, York, PA sez, "**TROOP** *All I Do Is Think Of You* (ATLANTIC) has a nice Urban sound with male vocals that are very relatable. Also **STEVIE V.** *Dirty Cash* (MERCURY) has a passive hook, but it's catchy. Check out **TKA** *I Won't Give Up On You* (TOMMY BOY/WB) it's the sign of the times. A song that's really good is **WAS (NOT WAS)** *Papa Was A Rollin' Stone* (CHRYSALIS). And **AFTER 7** *Can't Stop* (VIRGIN) will be a top ten record."

**A. SCOTT BURTON**, MD at WRCK, Utica, NY sez, "**AFTER 7** *Can't Stop* (VIRGIN) is a really good song. Also, **BLACK BOX** *Everybody Everybody* (RCA) is an interesting release that has me on my feet. A song that's already doing great is **BELL BIV DEVOE** *Do Me* (MCA). **WHISPERS** *Innocent* (CAPITOL) has a strong melody with a great production. And **BROJOS** *Live Like A King* (WARNER BROS.) is a one listen song."

**MELISSA O'KELLY**, MD at 95XIL, Parkersburg, WV sez, "**JIMMY RYSER** *Same Old Look* (ARISTA) has a great sound. It's got nice acoustic guitar and violin sound. Expect it to do well. One artist I've liked for awhile and who should be coming into her own is **JANE WIEDLIN**. Her latest release *World On Fire* (EMI) is a super song. **JANE** has a fresh sound for radio and you should check it out. Another should-be hit is **DON HENLEY** *How Bad Do You Want It* (Geffen). It's a good uptempo single and should be played."

**ROGER GAITHER**, PD at WKQB, Charleston, SC sez, "Check out **LINEAR** *Don't You Come Cryin'* (ATLANTIC). This solid, uptempo second release shows some great potential to be a hot pop/rock-edged record. **CHEAP TRICK** *Can't Stop Fallin' Into Love* (EPIC) is a great new release. No excuses can be made for this record. If you're not playing it...there's no excuse! *All The Way* (EPIC) is what **CALLOWAY** is singing! An absolute statement of intent! If these guys stick to the story they're telling, they're on the way!"

**TED BRANDY**, MD at WLAN, Lancaster, PA sez, "**DON HENLEY** *How Bad Do You Want It* (Geffen) is a new twist for **DON**, shading away from the ballads this time. *Cuts Both Ways* (EPIC) from **GLORIA ESTEFAN** works. **GLORIA** is proving to be a super tester. More stations should add this record. **BRUCE HORNSBY** has made a solid mark with his latest release *Across The River* (RCA). Good response where it's being played, and is drawing listeners from all demos. And *Release Me* from the ladies of **WILSON PHILLIPS** (SBK) has a mass appeal sound and is sure to attract listener attention. A gimme for radio!"

**DOUG HUDSON**, MD at WOVV, West Palm Beach, FL sez, "*Do Me* by **BELL BIV DEVOE** (MCA) is smokin'! Station's already playing this track are getting HUGE response. **JOHNNY GILL** *My, My, My* (MOTOWN) is a great second release. You need to hear this record! Another listening must is **CALLOWAY** *All The Way* (SOLAR/EPIC). This record does some serious smokin'! Find out what your missing!"

**DAVE NORTH**, PD/MD at WPFR, Terre Haute, IN sez, "**HUMAN RADIO** *Me & Elvis* (COLUMBIA) is a smash! Also **THE SUNDAYS** *Here's Where The Story Ends* (DGC) has that 10,000 Maniacs feel. A monster record is **CHICAGO** *Hearts In Trouble* (DGC), and a record that will be big is **TAYLOR DAYNE** *Heart Of Stone* (ARISTA). Check out **JULEE CRUISE** *Falling* (WARNER BROS.). It's blowing away the phones."

**CHRIS SQUIRES**, PD at KKXX, Bakersfield, CA sez, "**CALLOWAY** *All The Way* (EPIC) goes hand-in-hand with *I Wanna Be Rich*. Also **THE WEST COAST RAP ALL-STARS** *We're All In The Same Gang* (WARNER BROS.) really has something to say. Check out **STACYE & KIMIKO** *Wait For Me* (MCA). You can't lose with this one. And **TROOP** *All I Do Is Think Of You* (ATLANTIC) only takes one listen and you're hooked."

**MARC KATRI**, Asst. MD at K106, Beaumont, TX sez, "**BELL BIV DEVOE** *Do Me* (MCA) could easily go top ten. Also, **INDECENT OBSESSION** *Tell Me Something* (MCA) could potentially become a Duran Duran of the '90s. **ALANNAH MYLES** *Lover Of Mine* (ATLANTIC) is a much slower tempo that shows another side of her. And **CANDY FLIP** *Strawberry Fields Forever* (ATLANTIC) ask anyone, it's monstrous."

**CHUCK McGEE**, MD at WOMP-FM, Wheeling, WV sez, "**CHICAGO** *Hearts In Trouble* (DGC) is a good record that should do well. Also **ALANNAH MYLES** *Lover Of Mine* (ATLANTIC) is definitely a solid daypart record. And **INDECENT OBSESSION** *Tell Me Something* (MCA) only takes one listen."



## JAMES INGRAM

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

As the story develops steadily on this single, expect *I Don't Have The Heart* to be an AC, R&B, and now Top40 smash! More major market believers this week include WPLJ, Q95, WBLI, WMXP, KZZP, KBEQ, FM102, KITY and FM100 to name a few. INGRAM is an established artist and totally familiar with those 24-34's, so don't miss the boat on this one!

## JUDE COLE

*Time For Letting Go*  
(REPRISE)

This bright new star of the '90s dazzled the nation with his stunning debut single *Baby, It's Tonight*, which proved to be a format transcending all-demo smash. Now he delivers a followup smash in the form of *Time For Letting Go*. KPLZ, KUBE, POWER 99, KXYQ, KBEQ, 98PXY and WZPL all agreed with adds this week.

## CHICAGO

*Hearts In Trouble*  
(DGC)

CHICAGO's back with an updated '90s sound and *Hearts In Trouble* has already caught the ears of enough programmers to make this one of the Most Added records at Top40 radio this week, once again, with 31 adds. Major market support includes WXKS, KXYQ, Q102, KCPX, WZZG, WKZL among others.

## NELSON

*Love And Affection*  
(DGC)

Debuting on Mainstream Top40 at #48 this week, NELSON is building a strong national picture with a debut single that is definitely putting them on the map. New adds this week include WPLJ, Y95 and WGTZ. Continuing to climb Rock radio 31-27, expect this tune to go all the way. Performing well at PIRATE, KBQ, KPLZ, B94, KWSS, Q102, 92X and more.

## CONCRETE BLONDE

*Joey*  
(I.R.S.)

Once a cult-status band, CONCRETE BLONDE has broken out of that strictly Alternative pigeon-hole and their latest LP *BLOODLETTING* is just the vehicle to vault them into the Mainstream arena. Current single *Joey* is storming up the Rock chart 34-25 this week, while remaining triumphant at #1 on the Alternative. Ready to explode Top40 NOW!

## THE LIGHTNING SEEDS

*Pure*  
(MCA)

Talk about label commitment! MCA wins the award for dedication to an artist - and THE LIGHTNING SEEDS are continuing to reap dividends with *Pure*. The reaction to this hip, fresh edged mass appeal tune has generated three points and better jumps at Q95, KBQ, B100, POWER PIG, WGH, MAJIC102, 98PXY, Y107, WKZL and more!

## INDECENT OBSESSION

*Tell Me Something*  
(MCA)

This tune has taken off like a rocket and 49 more adds this week is hi octane fuel to help it continue its journey to the top! This band from Down Under packs a pleasant surprise in this fiery, uptempo single that definitely hooks in the listener. It manages to sound both progress and mass appeal. Adds include KKBQ, Y100, WFLZ, WGH, KISN, WTIC, Y107 and more.

## WINGER

*Can't Get Enough*  
(ATLANTIC)

With a sparcity of quality Rock product in the system today, WINGER fills the void with this uptempo crowd-pleaser that's guaranteed to have the phones ringing off their hooks. Strong debuts at PIRATE and THE FOX bode well for this hook-filled, mass appeal tune. Just when you thought Rock 'N Roll was going out of style, WINGER saves the day!

## THE ADVENTURES OF STEVIE V.

*Dirty Cash*  
(MERCURY)

The story on this record originated in the import stores, spread like wildfire to the clubs and was quickly perceived by Top40 as a viable mass appeal record. *Dirty Cash* debuted at #48 on Top40 Crossover with adds at WHYT, WPGC, KRBE, KXXR, KWOD, PRO and more.

## BILLY JOEL

*Not Her Style*  
(COLUMBIA)

This superstar churns out yet another smash and that's definitely his stock-in-trade! Early adds already at KBQ, KXYQ, KCPX, Q95 and more for a total of 50 out-of-the-box adds, making it one of the Most Added records at Top40 this week. This artist never lets success prevent him from exploring new horizons. A winner!

## ST. PAUL

*Stranger To Love*  
(ATLANTIC)

This Minneapolis native is setting the rest of the country on fire with this smooth, uptempo single that is proving itself an all-demo active record. New adds this week at KUBE, KZZP, HOT102, KITY, XL106.7 among others. Already active at WXKS-FM, KBQ, KDWB, WLOL, KWSS, Q102, KSAQ, KCPX, KISN, WTIC and WCKZ. Watch this one explode on the air!

## BELL BIV DEVOE

*Do Me*  
(MCA)

One of the Most Added at Top40 this week with 37 new adds, *Do Me* is following in the footsteps of Poison all the way up the charts. Already a Crossover Top40 monster, climbing 7-3, with new adds at Z100, Y95, WZOU, POWER96, POWER99, HOT94.9, WKSS, WZZG, Z99 and more. This sizzling trio is keeping summertime radio red hot!

## ALANNAH MYLES

*Lover Of Mine*  
(ATLANTIC)

This Canadian beauty has already proven her talent as a singer and now she's back with another dazzling tune. Early adds already at KFTZ, KHOK, KMOK, KZZU, WBEC, WOMP, WOVO, Y94, Z97 and many more. With the media blitz on this artist, she's more than familiar with your listeners. Playing this record involves no risk, guaranteed reaction.

## BANG

*Holding My Heart*  
(A&M)

This Hitbound is off to a solid start with new adds this week at WXKS-FM, KUBE, KSAQ, KC101 and many more. This fresh-edged Top40 tune will keep your playlist primed for the summer. Strong male vocals play against an infectious harmony which in turn is highlighted by a techno-pop feel. *Holding My Heart* fits snugly into the Top40 groove.

## TROOP

*All I Do Is Think Of You*  
(ATLANTIC)

Expect this all-demo ballad to explode when it collides with the airwaves. TROOP's ultra-smooth sound is perfect tonic for adults but the relevant lyrics will keep the teens requesting this tune as well. Climbing 16-13 on Crossover Top40 with hot new adds at X100 and KXXR. Already top ten at WUSL, WPGC, KKBQ, KS104, FM102 and WJMH.

## The AFTER 7 Story

*Can't Stop* (VIRGIN) With the help of L.A. & Babyface, close relatives to this talented trio, the AFTER 7 LP is chock full of hits and *Can't Stop* is a prime example. Top 50 LP sales show their mass appeal acceptance as a pop band and a jump of 36-26 on Crossover Top40 shows their wide appeal. With several mixes to choose from, including radio's favorite, the 'One World 7"' mix, there is no excuse not to play this uptempo, summer jam. New adds at X100, KHTK, KKFR, KS104, HOT102, KXXR, KWOD, Y107 and many more.

more CRUSADES on page 21



# CROSSOVER TOP 40

## NATIONAL

- LW-TW
- 1-1 **MARIAH CAREY** "Vision Of Love" (COLUMBIA)
  - 2-2 **KEITH SWEAT** "Make You Sweat" (ELEKTRA)
  - 7-3 **BELL BIV DEVOE** "Do Me" (MCA)
  - 3-4 **EN VOGUE** "Hold On" (ATLANTIC)
  - 10-5 **JANET JACKSON** "Come Back To Me" (A&M)
  - 6-6 **LISA STANSFIELD** "You Can't Deny It" (ARISTA)
  - 11-7 **SEDUCTION** "Could This Be Love" (VEN/A&M)
  - 14-8 **M.C. HAMMER** "Have You Seen Her" (CAPITOL)
  - 12-9 **SWEET SENSATION** "If Wishes Came..." (ATCO)
  - 4-10 **SNAP** "The Power" (ARISTA)
  - 5-11 **BABYFACE** "My Kinda Girl" (SOLAR/EPIC)
  - 15-12 **THE TIME** "Jerk Out" (REPRISE)
  - 16-13 **TROOP** "All I Do Is Think Of You" (ATLANTIC)
  - 17-14 **STEVIE B** "Love And Emotion" (LMR/RCA)
  - 8-15 **GLENN MEDEIROS** f./B. Brown "She Ain't..." (MCA)
  - 9-16 **TYLER COLLINS** "Girls Nite Out" (RCA)
  - 22-17 **JOHNNY GILL** "Rub You The Right..." (MOTOWN)
  - 19-18 **ANITA BAKER** "Talk To Me" (ELEKTRA)
  - 20-19 **MADONNA** "Hanky Panky" (SIRE/WB)
  - 21-20 **WEST COAST RAP ALL-STARs** "We're All..." (WB)
  - 13-21 **MELLOW MAN ACE** "Mentirosa" (CAPITOL)
  - 28-22 **KYPER** "Tic Tac Toe" (ATLANTIC)
  - 38-23 **LUKE** f./2 Live Crew "Banned In The U.S.A." (ATL)
  - 27-24 **KID FROST** "La Raza" (VIRGIN)
  - 18-25 **DEPECHE MODE** "Enjoy The Silence" (SIRE/REP)
  - 36-26 **AFTER 7** "Can't Stop" (VIRGIN)
  - 23-27 **KLYMAXX** "Good Love" (MCA)
  - 40-28 **DOC BOX & B. FRESH** "Slow Love" (MOTOWN)
  - 39-29 **MAXI PRIEST** "Close To You" (CHARISMA)
  - 24-30 **NEW KIDS ON THE BLOCK** "Step By Step" (COL)
  - NEW-31 **NEW KIDS ON THE BLOCK** "Tonight" (COLUMBIA)
  - 25-32 **GEORGE LAMOND** "Bad Of The Heart" (COL)
  - 26-33 **BELL BIV DEVOE** "Poison" (MCA)
  - 34-34 **MICHAEL BOLTON** "When I'm Back On..." (COL)
  - 44-35 **TIANA** "First True Love" (MICMAC)
  - 49-36 **DIGITAL UNDERGROUND** "Doowutchyalike" (TB)
  - 29-37 **TAYLOR DAYNE** "I'll Be Your Shelter" (ARISTA)
  - 50-38 **THE PARTY** "Summer Vacation" (HOLLYWOOD)
  - 30-39 **NIKKI** "Notice Me" (GEFFEN)
  - 31-40 **ROXETTE** "It Must Have Been Love" (EMI)
  - 43-41 **SOUL II SOUL** "A Dreams A Dream" (VIRGIN)
  - 32-42 **49ERS** "Don't You Love Me?" (4TH & B'WAY/ISLAND)
  - NEW-43 **BROTHER BEYOND** "The Girl I Used To..." (EMI)
  - 33-44 **JOHNNY GILL** "My My My" (MOTOWN)
  - NEW-45 **INDIA** "Lover Who Rocks You (All Night)" (REP)
  - 47-46 **BRAT PACK** "I'm Never Gonna Give..." (VEN/A&M)
  - 35-47 **STACYE & KIMIKO** "Wait For Me" (MCA)
  - NEW-48 **ADVENTURES OF STEVIE V** "Dirty Cash" (MER)
  - 37-49 **MIKI HOWARD** "Until You Come..." (ATLANTIC)
  - 41-50 **TONY! TONI! TONE!** "The Blues" (WING/POLYDOR)

## MOST ADDED

- TKA "I Won't Give Up On You" (TOMMY BOY/WB)
- WHISPERS "Innocent" (CAPITOL)
- BLACK BOX "Everybody, Everybody" (RCA)
- THE ADVENTURES OF STEVIE V "Dirty Cash" (MER)
- AFTER 7 "Can't Stop" (VIRGIN)
- BROTHER BEYOND "The Girl I Used To Know" (EMI)
- CALLOWAY "All The Way" (SOLAR/EPIC)

## REGIONAL BREAKOUTS

### EAST

- BASIC BLACK  
"She's Mine"  
(S.O.N.Y.)
- BELL BIV DEVOE  
"Do Me"  
(MCA)
- CALLOWAY  
"All The Way"  
(SOLAR/EPIC)
- JOHNNY GILL  
"My, My, My"  
(MOTOWN)
- PAUL YOUNG  
"Oh Girl"  
(COLUMBIA)

### SOUTH

- BASIC BLACK  
"She's Mine"  
(S.O.N.Y.)
- THE BOYS  
"Crazy"  
(MOTOWN)
- DOC BOX & B. FRESH  
"Slow Love"  
(MOTOWN)
- THE ADVENTURES OF  
STEVIE V.  
"Dirty Cash"  
(MERCURY)
- WHISPERS  
"Innocent"  
(CAPITOL)

### MIDWEST

- AFTER 7  
"Can't Stop"  
(VIRGIN)
- CALLOWAY  
"All The Way"  
(SOLAR/EPIC)
- DIGITAL UNDERGROUND  
"Doowutchyalike"  
(TOMMY BOY)
- THE ADVENTURES OF  
STEVIE V.  
"Dirty Cash"  
(MERCURY)
- TROOP  
"All I Do Is Think Of You"  
(ATLANTIC)
- WHISPER  
"Innocent"  
(CAPITOL)

### WEST

- LUKE feat./2 Live Crew  
"Banned In The U.S.A."  
(LUKE/ATLANTIC)
- AFTER 7  
"Can't Stop"  
(VIRGIN)
- BLACK BOX  
"Everybody, Everybody"  
(RCA)
- DOC BOX & B. FRESH  
"Slow Love"  
(MOTOWN)
- MAXI PRIEST  
"Close To You"  
(CHARISMA)
- TKA  
"I Won't Give Up On You"  
(TB/WARNER BROS)



# SUMMER HEAT!

## Sweet Sensation

"If Wishes Came True"



**MAINSTREAM TOP40 CHART: 16-11**  
**CROSSOVER TOP40 CHART: 12-9**  
**National SINGLE SALES: 37-28**

**ADDS AT:**  
**PWR106 (#33)**  
**Q107 (#28)**  
**KDWB(#27)**  
**KWSS**  
**WNCI (#29)**  
**WZPL**

**ACTION AT:**  
 HOT97 (14-11)  
 WPLJ (15-12)  
 Z100 (23-20)  
 KIIS-FM (29-27)  
 B96 (16-15)  
 X100 (14-10)  
 WIOQ (13-12)  
 WHYT (23-18)  
 WMXD (13-9)  
 WZOU (24-21)  
 WAVA (#18)  
 KKBQ (13-11)

KKBQ (9-8)  
 POWER96 (24-20)  
 POWER99 (#2)  
 WBLI (12-7)  
 KPLZ (11-8)  
 KUBE (20-18)  
 KBQ (16-14)  
 KHTK (13-10)  
 B100 (16-13)  
 Q106 (9-8)  
 B104 (25-23)  
 WLOL-FM (13-11)  
 WMXP (30-28)

POWER PIG (11-10)  
 Q105 (8-5)  
 WPHR (24-19)  
 KZZP (15-11)  
 KS104 (23-20)  
 KKRZ (12-10)  
 HOT102 (30-20)  
 WKTI (21-19)  
 KBEQ (30-28)  
 KXXR (15-12)  
 PRO-FM (19-17)  
 HOT97.7 (8-7)  
 FM102 (11-10)

KROY (10-8)  
 KWOD (9-8)  
 WGH (#19)  
 WNVZ (12-10)  
 B97 (#16)  
 KITY (8-7)  
 KSAQ (14-13)  
 KTFM (27-23)  
 KCPX (20-15)  
 KISN (15-13)  
 MAJIC102 (17-12)  
 WKSE (24-19)  
 KC101 (13-10)

WKSS (28-22)  
 WTIC-FM (18-14)  
 WCKZ-FM (5-4)  
 WZZG (12-9)  
 XL106.7 (26-24)  
 WJRZ (16-11)  
 98PXY (12-10)  
 Y107 (15-12)  
 KJ103 (12-11)  
 Z99 (15-12)  
 WDJX (14-12)  
 WKSI (20-14)  
 and more

## ELECTRIC BOYS



**A HITBOUND!**

*"All Lips N' Hips"*

**JUST ADDED AT:**

G98  
 KISR  
 KIXS  
 KZIO  
 WDEK  
 WIXX  
 WKPE  
 WSPT (#30)  
 WVSR  
 Z106

**HOT ACTION AT:**

**PIRATE (D#22)**  
 KFTZ (36-32)  
 KHFI (D#30)  
 KJLS (28-22)  
 KQKQ (D#30)

KQKY-FM (29-22)

KZMC (40-35)  
 WBEC-FM (36-32)  
 WDLX (D#21)  
 WKFR (36-32)  
 WOMP-FM (D#40)

WPRR-FM (D#30)

WPXR (15-14)  
 WQCM (20-17)  
 WRTB (30-27)  
 WWRB (8-7)  
 and more

## marc alex

**THE BIGGEST THING FROM SOUTH AFRICA SINCE MANDELA!**

**"Quick Quick"**

**First Week Adds:**

KROY

KSAQ

MAJIC102

KZZU

WCGQ

WJMX

WNYP

WQUT

and more

**Tricia Leigh Fisher**

**"Empty Beach"**

**CHECK OUT HITMAKERS CD VOL. 39 CUT #1  
 ... ON YOUR DESK NOW!**





## TKA

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

This song sounds so good on the air! A sizzling summer smash from a band with a proven record for delivering the hits. Uptempo and fun, *I Won't Give Up On You* garnered out-of-the-box adds at POWER106, POWER96, KMEL, WLOL, KKRZ, HOT102, KROY, KTFM, HOT94.9, WKSS, WCKZ and many more. Expect this tune to break TKA big time!

## WHISPERS

*Innocent*  
(CAPITOL)

They're back in full force and radio has accepted them with open arms. Hot new adds this week at POWER106, WIOQ, KRBE, KUBE, POWER PIG, KS104, Y108, HOT97.7, KROY, KITTY, Z99 and more, as well as early action at WUSL, KISS98.5, HOT105, Z90 and 102JAMZ. Perfect for summertime radio, *Innocent* hits the sweet spot and audiences agree.

## KID FROST

*La Raza*  
(VIRGIN)

With a whole new market for Spanglish lyrics in humorous rap melodies, *La Raza* is a must. This Hitbound jumped 27-24 on Crossover Top40 with key moves of three points or more at KISS-FM, KKFR, KOY95, KWOD, KTFM, WCKZ and more. Don't be afraid to play this action record that will have all demos calling your request line.

WEA (from page 5)

whether or not to sign the bill, which passed both the State Senate and House of Representatives, "is definitely a close call." The governor has until July 31 to sign or veto the bill; if he takes no action, it will automatically become a law.

"As a parent, I want to sign the bill," stated Gov. Roemer in a July 16 impromptu press conference. "As a citizen, I have to take a very close look at it. If the bill can, as we did with the movies, give (parents) some information without infringing on (First Amendment) rights, I'd love to proceed."

The Louisiana bill is the current center of attention in the debate over mandatory record sticker. Similar bills were proposed in over a dozen other states earlier this year, but were defeated or abandoned after the RIAA implemented a standardized parental advisory sticker to be used at the discretion of the individual record companies. Proponents of the Louisiana bill say that the voluntary system doesn't work, since the RIAA doesn't have enough control of its members.

New Orleans Mayor Sidney Barthelemy, whose city stands to suffer severe economic losses should the bill pass and the music industry cancel conventions and other functions planned there, told HITMAKERS through a spokesman that he is against the bill.

"I think it's oppressive, I don't agree with it, and I would not have been in support of it," said Mayor Barthelemy of the bill. "In fact, I spoke with some of the legislators about voting against it. Unfortunately, Baton Rouge does not always listen to what New Orleans says.

## BLACK BOX

*Everybody Everybody*  
(RCA)

This European sensation is beginning to create quite a buzz in the States with a hi-energy, dance tune packed with a fresh edge. Instant adds at KMEL, WIOQ, Z90, WNVZ, HOT94.9, WKSE, WCKZ and 102JAMZ to name a few. Phenomenal vocals sets this song in a class of its own and one listen will confirm it's radio ready.

## THE PARTY

*Summer Vacation*  
(HOLLYWOOD)

With new adds this week at WPGC and KRBE, HOLLYWOOD Records debut project continues to ride the summer wave of success. Topical and uptempo, *Summer Vacation* is not only a musical must, but a perfect programming tool with an anthem like feel. Key major market moves at B96, KKQB, Q106, WLOL, POWER PIG, HOT102, HOT97.7, and WCKZ.

## LINEAR

*Don't You Come Cryin'*  
(ATLANTIC)

This hot Miami trio are getting ready for a National tour and by the time they hit your town, your audience will be anxious to hear *Don't You Come Cryin'*. After a phenomenal debut, LINEAR continues to rack up the requests with an uptempo followup that is already performing well at WIOQ, KKQB, POWER99, WLOL, HOT102, KXXR, HOT97.7 and more.

SOUTH TEXAS (from page 7)

we know there is a huge market for this kind of music," says Gramm. She has a point. But for a lot of us who don't find two-inch wide gold chains derigueur at cocktail parties and discotheques, the scenerario spells real tedium - POWER93 notwithstanding.

Another Texan who brandishes words with hatchet-like intensity is KISS-San Antonio MD/legend Joe Anthony who, it may be noted, has spent only slightly less time entrenched in the Texas sod than the Alamo. Despite the fact that its marketplace is composed primarily of hispanics, KISS has managed to hold its ethnic leaning competitors, KSAQ and KITTY, at bay with a diet of what Anthony deems 'tiger music' - music geared towards the city's often overlooked and sonically undernourished males.

"It's just a matter of using your instincts and not instantly submitting to the stuff that the labels tell you is hot," says Anthony. "More often than not they miss the boat on what's really creating excitement on the street."

Just when the smoke began to dissipate from the hot tempered Texan's tonsils did he level the barrels for a parting shot. "I love it," he bellows, "when some guy comes up to my office with an armful of records and tells me 'You're going to love this one Joe; it sounds just like Boston.' We've already had one Boston, so why do we need another?" The dance despots of San Antonio should cower with fear knowing that Mighty Joe Anthony is drawing a bead on their butts. The combination of Joe's rock acumen, KISS's high male profile, and 'tiger music' may yet prove the dance mawlers' downfall.

## KYPER

*Tic Tac Toe*  
(ATLANTIC)

This reaction record is currently taking the country by storm and one listen will tell you why. Its novelty aspect in terms of lyrics is cleverly juxtaposed to a familiar guitar riff from a Yes classic and the combination is unbeatable. Currently 28-22 on Crossover Top40 with new adds at Y95, POWER96, KBQ, WKSS and more.

## DOC BOX & B. FRESH

*Slow Love*  
(MOTOWN)

As a national picture begins to solidify, *Slow Love* looks good to be a huge Crossover record with a goldmine of Top40 potential. Major market adds this week include WXKS, HOT105, KXXR and 102JAMZ, along with debuts at HOT97, WHYT, Q106, HOT97.7, KJ103 and more. In the vein of *I Need Love* by LL Cool J, *Slow Love* is a summer jam!

## CALLOWAY

*All The Way*  
(SOLAR/EPIC)

After a sparkling debut that made this band a radio staple, CALLOWAY is back and *All The Way* is definitely headed for the top. Key adds at WUSL, HOT105, HOT102, FM102 and WGTZ among others, along with hot moves at WLOL, KXXR, HOT94.9, WTIC, X100, POWER PIG, WCKZ, Y107 and more. Familiarity is definitely a plus and in this case, no problem.

In Houston, upstart rock bastion KLOL is easily outdistancing its Top40 competition. MD Patti Martin attributes her station's good fortune to a versatile music roster and upbeat air talents who strive for listener involvement.

"We are very calculated in the kind of music we play, but we're perceived by the community as being a pack of hell raisers," says Martin, obviously pleased with the misconception. "At night we pump up our current music on our 'Outlaw Radio' program. Our night jock, Grego, is a little eccentric. People never know what to expect." The show sports the kind of conceptual hijinx that only natives of the Lone Star State could fully appreciate. One of the features, 'Hit or Lynch', showcases the tortured gasp of a guy croaking on the end of a rope - just the kind of stuff that would go over big in Charlie Manson's living room.

With the possible exception of a flat Lone Star beer, nothing makes Martin more irritable than complacency, but who can blame her? Being perched atop the Houston heap with no one to give her a run for her money can certainly breed a queasy contentment.

"If any of the dance stations had a clue, they'd start to see that the public here wants a change," Martin intimates, trying to give her misguided competition a constructive nudge. "People in Houston are danced out of their minds - they want to get a little cerebral again."

With rock radio sages like Martin and Anthony leading the revolution and shaking the foundations of the land of gold filigree and strobe lights, it's time for the Longhorn disco kids to sit up and listen to the music.



# TROOP

"All I Do Is Think Of You"

HITMAKERS CROSSOVER TOP40: 16-13

National SINGLE Sales: New#42

Major Market Action:

Bay Area

X100 (Add)  
KMEL (4-2 hot)  
HOT97.7 (34-19)

Texas

KITY (13-12)

KTFM (D#29)

KJMZ (13-12)

B93 (35-30)

K98 (Add)

K106 (D#40)

KPRR (D#24)

KBFM (On)

Denver

KS104 (8-7)

Y108 (24-22)

Phoenix

KKFR (21-17)

KOY95 (23-20)

Sacramento

FM102 (12-8)

KWOD (27-19)

KROY (27-21)

Washington, DC

WPGC (2-2 hot)

New York

HOT97 (D#35)

Oklahoma City

Z99 (D#32)

KJ103 (D#29)

LP Sales 600,000 Plus! Single Sales Over 200,000!



# KYPER

"Tic Tac Toe"

HITMAKERS CROSSOVER TOP40: 28-22

National Single Sales: 42-39

**A Crusade!**

**A Hitbound!**

**Top 10 Requests Nationwide!**

PRO-FM (D#35)  
Y95 (Add#30 hot)  
PWR PIG (19-16 hot)  
B96 (17-11 hot)  
WDFX (2-1 hot)  
WHYT (2-2 hot)

WKBQ (Add#28)  
KS104 (13-9 hot)  
Q106 (4-2 hot)  
WIOQ (25-19)  
HOT102 (35-28)  
PWR106 (32-26)

KKFR (23-19 hot)  
KOY95 (19-12 hot)  
KGGI (Add#25)  
HOT97.7 (D#29)  
Y107 (7-6)  
KXXR (27-23)

KHTK (23-13)  
KROY (D#29)  
KWOD (26-22)  
X100 (D#28)

# ST. PAUL

"Stranger To Love"

**HITMAKERS Crusade!**

**A Hitbound!**

**Breaker Bound!**

Major Market Action:

WXKS (D#35)  
KSAQ (#36)  
Q102 (22-14 hot)  
KDWB (23-19)  
WLOL (24-21)

WKBQ (14-12)  
KXYQ (D#26)  
KCPX (24-22)  
KISN (30-25)  
KUBE (Add)  
KITY (Add)

HOT102 (Add)  
WTIC (D#40)  
KZZP (Add#30)  
KWSS (30-27)

Breaking At:

KEGL  
KKBQ  
KKRZ



# WINGER

"Can't Get Enuff"

HITMAKERS ROCK CHART: 15-9

**A Crusade!**

**A Hitbound!**

MTV Exclusive! Summer Tour Soon!

HUGE Crossover Record!

WDFX (D#22)

PIRATE (D#23)

KRZR (17-12)

Hot Adds At:

KXYQ  
WNNK  
WKRZ  
KZ106

WZYP  
WQUT  
KQKQ  
WNYP  
KQIZ  
Q104

KNOE  
KWTX  
WBNQ  
99KG  
KPAT  
WPFR

WIFC  
KTRS  
KFBQ  
OK95



# LINEAR

"Don't You Come Cryin'"

**HITMAKERS Hitbound!**

**BIG Reaction Record!**

Summer Tour with Tommy Page and Sweet Sensation!

PWR99 (26-19)

KKBQ (27-24)

KRBE (D#29)

PWR PIG (21-19)

Q102 (29-25)

WDFX (On)

WLOL (30-25)

Q106 (27-26)

HOT97 (On)

WIOQ (D#29)

KITY (On)

HOT102 (D#34)

HOT94.9 (20-12 hot)

KROY (On)

X100 (Add)

Q104 (31-23 hot)



# ALANNAH MYLES

"Lover Of Mine"

**HITMAKERS Crusade!**

**A Hitbound!**

**#4 Most Disc-overed!**

Summer Tour with Robert Plant!

Just Added:

WERZ

KC105#33

KF95

KRZR#22

KZZU

WNYP

WOMP

Y94

Z97

KFTZ

KMON

KTMT





## # 1 ◇ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE ◇ (212) 840-1035 ADDS: ALISHA (#30),

WPLJ • PD: TOM CUDDY / MD: MIKE PRESTON ◇ (212) 613-8900 ADDS: JON BON JOVI (#26), NELSON, ALISHA, JAMES INGRAM,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ◇ (212) 239-2300 ADDS: BELL BIV DEVOE (#24), BABYFACE (#25),

## # 2 ◇ Los Angeles

KHIS-FM • PD: GERRY DeFRANCESCO / MD: MIKE MARTIN ◇ (213) 466-8381 ADDS: MAXI PRIEST, POISON,

PIRATE RADIO • PD: SCOTT SHANNON / MD: DENISE LAUREN ◇ (213) 469-1631 ADDS: DON HENLEY, CONCRETE BLONDE,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ◇ (818) 953-4200 ADDS: SWEET SENSATION (#33), WHISPERS, TKA,

## # 3 ◇ Chicago

B96 • PD: DAVE SHAKES / MD: TODD CAVANAH ◇ (312) 944-6000 ADDS: NO ADDS THIS WEEK,

Z95 • PD/MD: BRIAN KELLY ◇ (312) 984-0890 ADDS: CHEAP TRICK, JON BON JOVI,

## # 4 ◇ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ◇ (415) 391-1061 ADDS: EN VOGUE (#25), BLACK BOX, DEEE-LITE, X-CLAN, TKA,

X100 • PD: DAN O'TOOLE / MD: MIKE REILY ◇ (415) 362-8800 ADDS: SNAP (#25), TROOP, 2 LIVE CREW, AFTER 7, LINEAR,

## # 5 ◇ Philadelphia

EAGLE106 • PD: TODD FISHER / MD: JAY BEAU JONES ◇ (215) 667-3939 ADDS: AEROSMITH (#26), FAITH NO MORE (#27), TYLER COLLINS (#28),

WIOQ • PD: JOHN ROBERTS / MD: RUSS 'THE HAMMER' ALLEN ◇ (215) 667-8100 ADDS: KEITH SWEAT (#35), NEW ORDER, WHISPERS, BLACK BOX,

WUSL • PD: DAVE ALLAN / MD: OPEN ◇ (215) 483-8900 ADDS: MELBA MOORE, PERFECT GENTLEMEN, CALLOWAY, BASIC BLACK, TEDDY PENDERGRASS (#28), KOOL SKOOL (#29), GEOFF McBRIDE (#30),

## # 6 ◇ Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE ◇ (313) 967-3750 ADDS: JAMES INGRAM, SEDUCTION (#23), BILLY JOEL (#24), BAD ENGLISH (#25),

THE FOX • PD: CHUCK BECK / ASST. PD/MD: JOHN MCFADDEN ◇ (313) 398-1100 ADDS: CANDY FLIP (#23), KEITH SWEAT, THE LIGHTNING SEEDS,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ◇ (313) 871-3030 ADDS: DEPECHE MODE, THE ADVENTURES OF STEVIE V,

WMXD • PD/MD: PAUL CHRISTY ◇ (313) 569-8000 ADDS: GLEN JONES,

## # 7 ◇ Dallas

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

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL ◇ (214) 869-9700 ADDS: JANET JACKSON, SNAP,

Y95 • PD: OPEN / MD: MIKE EASTERLIN ◇ (214) 263-3695 ADDS: KYPER, BELL BIV DEVOE, NELSON,

## # 8 ◇ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA ◇ (617) 396-1430 ADDS: NEW KIDS ON THE BLOCK, DOC BOX & B. FRESH, BANG, CHICAGO, JON BON JOVI, DEPECHE MODE,

WZOU • PD: STEVE RIVERS / MD: CADILLAC JACK McCARTNEY ◇ (617) 290-0009 ADDS: BELL BIV DEVOE (#28), 2 LIVE CREW (#29), FAVORITE ANGEL (#30),

## # 9 ◇ Washington, DC

Q107 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ◇ (202) 686-3252 ADDS: GO WEST (#27), SWEET SENSATION (#28), SEDUCTION (#29), NEW KIDS ON THE BLOCK (#30),

WAVA • PD: OPEN / MD: DAVE ELLIOT ◇ (703) 534-0320 ADDS: THE LIST IS FROZEN THIS WEEK,

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. ◇ (301) 441-3500 ADDS: TONY! TONI! TONE!, THE ADVENTURES OF STEVIE V, THE PARTY, NAYOBE,

## # 10 ◇ Houston

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

KKBQ • PD: BILL RICHARDS / MD: MIKE SNOW ◇ (713) 961-0093 ADDS: STEVIE B, POISON, CHEAP TRICK, INDECENT OBSESSION, BRUCE HORNSBY,

KRBE • PD: ADAM COOK / MD: CHERYL BROZ ◇ (713) 266-1000 ADDS: DEPECHE MODE (#28), THE PARTY (#30), THE ADVENTURES OF STEVIE V, WHISPERS,

## # 11 ◇ Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE ◇ (305) 445-5411 ADDS: ISLEY BROS, TERRY STEELE, CALLOWAY, TONY! TONI! TONE!, DOC BOX & B. FRESH (#35),

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS ◇ (305) 653-6796 ADDS: TKA, SECRET SOCIETY, KYPER, BELL BIV DEVOE,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ◇ (305) 925-7117 ADDS: BROTHER BEYOND, INDECENT OBSESSION, DEPECHE MODE, BABYFACE,

## # 12 ◇ Atlanta

POWER99 • PD: RICK STACY / ASST. PD/MD: LEE CHESNUT ◇ (404) 266-0997 ADDS: GO WEST (#21), AEROSMITH, JUDE COLE, JON BON JOVI, BELL BIV DEVOE,

STAR94 • PD: BILL CAHILL / MD: CINDY GLENN ◇ (404) 261-2971 ADDS: DID NOT REPORT THIS WEEK,

## # 13 ◇ Long Island

WBLL • PD: BILL TERRY / MD: MARK LOBEL ◇ (516) 732-1061 ADDS: JAMES INGRAM, GLORIA ESTEFAN, BABYFACE, CHEAP TRICK, ANITA BAKER, PAUL YOUNG, POISON,

## # 14 ◇ Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN ◇ (206) 223-5700 ADDS: MAXI PRIEST, JUDE COLE, SNAP, PAUL YOUNG, MC HAMMER, COLIN JAMES,

KUBE • PD: TOM HUTYLER / MD: RANDY IRWIN ◇ (206) 322-1622 ADDS: JON BON JOVI, WHISPERS, DON HENLEY, BOOM CRASH OPERA, BANG, JUDE COLE, ST. PAUL,

## # 15 ◇ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ◇ (314) 644-1380 ADDS: JON BON JOVI (#25), KYPER (#28), BILLY JOEL (#35), ANDREW RIDGELY (#40),

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT ◇ (314) 727-0808 ADDS: AFTER 7, ANITA BAKER, MAXI PRIEST (#29),

## # 16 ◇ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ◇ (619) 292-7600 ADDS: CHEAP TRICK, JEFF LYNN,

Q106 • PD: KEVIN WEATHERLY / MD: MICHELLE SANTOSUOSSO ◇ (619) 565-6006 ADDS: THE WEST COAST RAP ALL-STAR (#19), JOHNNY GILL, BEATS INTERNATIONAL,

Z90 • PD/MD: RICK THOMAS ◇ (619) 585-9090 ADDS: 2 LIVE CREW (#20), BLACK BOX (#25), EN VOGUE (#29), KOOL SKOOL (#31), CORINA (#34), FIVE STAR (#35),

## # 17 ◇ Baltimore

B104 • PD: STEVE PERUN / ASST. PD/MD: PAM TRICKETT ◇ (301) 466-9272 ADDS: BAD ENGLISH, ANITA BAKER,

## # 18 ◇ Minneapolis

KDWB-FM • PD: BRIAN PHILLIPS / MD: MR. ED LAMBERT ◇ (612) 340-9000 ADDS: WILSON PHILLIPS (#24), MC HAMMER (#25), SWEET SENSATION (#27), FAITH NO MORE, DON HENLEY,

WLOL-FM • PD: GREG STRASSELL / MD: OPEN ◇ (612) 340-9565 ADDS: TKA, EN VOGUE (#12), 2 LIVE CREW (#35),

## # 19 ◇ Pittsburgh

B94 • PD: DANNY CLAYTON / MD: LORI CAMPBELL ◇ (412) 381-8100 ADDS: DON HENLEY,

WMXP • PD: RICH HAWKINS / MD: PAUL CRAMER ◇ (412) 821-6140 ADDS: ANITA BAKER, STEVIE B, BROTHER BEYOND, JAMES INGRAM, KYPER, PAUL YOUNG,

## # 20 ◇ Anaheim

KEZY • PD: CRAIG POWERS / MD: OPEN ◇ (714) 774-9600 ADDS: DID NOT REPORT THIS WEEK, GLORIA ESTEFAN, CHEAP TRICK, JON BON JOVI, POISON,

## # 21 ◇ Tampa

POWER PIG • PD: MARC CHASE / MD: JEFF KAPUGI ◇ (813) 839-9393 ADDS: BROTHER BEYOND (#34), WHISPERS (#39), INDECENT OBSESSION (#40),

Q105 • PD/MD: OPEN ◇ (813) 287-1047 ADDS: NO ADDS THIS WEEK,

## # 22 ◇ Cleveland

WPHR • PD: CAT THOMAS / MD: ED BROWN ◇ (216) 348-0108 ADDS: WILSON PHILLIPS,

## # 23 ◇ Phoenix

KKFR • PD: STEVE SMITH / MD: JIM MORALES ◇ (602) 258-6161 ADDS: DIGITAL UNDERGROUND (#21), TIANA, AFTER 7,

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ◇ (602) 258-8181 ADDS: MAXI PRIEST,

KZZP • PD: BOB CASE / MD: DARCY SANDERS ◇ (602) 964-4000 ADDS: BILLY IDOL (#28), JAMES INGRAM (#29), ST. PAUL (#30),

## # 24 ◇ Denver

KS104 • PD: DAVE VAN STONE / ASST. PD/MD: STACY CANTRELL ◇ (303) 427-7700 ADDS: WHISPERS, KIPPER JONES, AFTER 7, BILLY IDOL, MICHAEL BOLTON,

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ◇ (303) 989-1075 ADDS: GO WEST, WHISPERS, ANITA BAKER, CHEAP TRICK, MAXI PRIEST, JOHNNY GILL,

## # 25 ◇ Portland

KKRZ • PD: MARK CAPPS / MD: BILL KEZLEY ◇ (503) 226-0100 ADDS: POISON (#29), TKA, CHEAP TRICK,

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA ◇ (503) 226-6731 ADDS: JUDE COLE, BILLY JOEL, WINGER, CHICAGO, WILSON PHILLIPS, NEW KIDS ON THE BLOCK,

## # 26 ◇ Milwaukee

HOT102 • PD: GREG CASSIDY / MD: DANA LUNDON ◇ (414) 785-1021 ADDS: TKA, ST. PAUL, THE ADVENTURES OF STEVIE V, CALLOWAY, AFTER 7 (#30), BROTHER BEYOND (#31), PAUL YOUNG (#35),

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

## # 27 ◇ Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY ◇ (816) 531-2535 ADDS: HEART, MC HAMMER, JAMES INGRAM, JUDE COLE, 2 LIVE CREW,

KXXR • PD: GARY FRANKLIN / MD: STEVE DOUGLAS ◇ (816) 421-1065 ADDS: NEW KIDS ON THE BLOCK, THE ADVENTURES OF STEVIE V, DOC BOX & B. FRESH, AFTER 7, TROOP,

## # 28 ◇ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ◇ (401) 433-4200 ADDS: THE ADVENTURES OF STEVIE V, MAXI PRIEST (#33), CHEAP TRICK (#34),

## # 29 ◇ San Jose

HOT97.7 • PD: KEN RICHARDS / MD: JOHN CHRISTIAN ◇ (415) 948-0977 ADDS: WHISPERS, BLACK FLAMES, YVONNE (#16),

KWSS • PD: LARRY MORGAN / MD: RICH ANHORN ◇ (408) 297-5977 ADDS: DON HENLEY, SWEET SENSATION, POISON (#28),

## # 30 ◇ Sacramento

FM102 • PD/MD: BRIAN WHITE ◇ (916) 920-1025 ADDS: JAMES INGRAM, CALLOWAY,

KROY • PD: JEFF McCARTNEY / ASST. PD/MD: THE ICEMAN ◇ (916) 446-5769 ADDS: WHISPERS, TKA, MARCALEX,

KWOD • PD: WILLY B. / MD: PAM GRUND ◇ (916) 929-5000 ADDS: THE ADVENTURES OF STEVIE V (#33), AFTER 7 (#34), BROTHER BEYOND (#35),

## # 31 ◇ Cincinnati

Q102 • PD: DAVE ALLEN / ASST. PD/MD: BRIAN DOUGLAS ◇ (513) 763-5500 ADDS: JANET JACKSON (#30), MOTLEY CRUE (#31), BAD ENGLISH (#32), AEROSMITH (#33), STEVIE B (#34), CHICAGO (#35),

## # 32 ◇ Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU ◇ (804) 826-1310 ADDS: BROTHER BEYOND, INDECENT OBSESSION,

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ◇ (804) 497-1067 ADDS: NEW KIDS ON THE BLOCK (#24), TAYLOR DAYNE, BLACK BOX,

## # 33 ◇ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ◇ (714) 889-2651 ADDS: THE BOYS, MC HAMMER (#15), BABYFACE (#24),

## # 34 ◇ Columbus

92X • PD/MD: TOM GILLIGAN ◇ (614) 221-7811 ADDS: NO ADDS THIS WEEK,

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ◇ (614) 224-9624 ADDS: SWEET SENSATION (#29), BABYFACE (#30),

## # 35 ◇ New Orleans

B97 • PD: GREG ROLLING / MD: JOEY GIOVINGO ◇ (504) 581-7002 ADDS: GO WEST, 2 LIVE CREW, ANA,

## # 36 ◇ San Antonio

KITY • PD: RICK UPTON / MD: STEPHANIE GRAMM ◇ (512) 225-5111 ADDS: WHISPERS, ST. PAUL, ACE, JAMES INGRAM,

KSAQ • PD: LEO VELA / MD: RIKKO ◇ (512) 271-9600 ADDS: CONCRETE BLONDE (#40), REAL LIFE, THE RAILWAY CHILDREN, BANG, MARCALEX, BOOM CRASH OPERA, M.C. HAMMER,

KTFM • PD: RICK HAYES / MD: ROSS KNIGHT ◇ (512) 655-5500 ADDS: TKA, KEITH SWEAT, NEW KIDS ON THE BLOCK, CYNTHIA & JOHNNY O,

## # 37 ◇ Indianapolis

WZPL • PD: DON LONDON / MD: MICHAEL POWERS ◇ (317) 637-8000 ADDS: MC HAMMER (#25), STEVIE B (#29), CHEAP TRICK (#30), SWEET SENSATION,

## # 38 ◇ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ◇ (801) 359-9536 ADDS: 2 LIVE CREW (#18), BELL BIV DEVOE, BLACK BOX, TKA,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: BOB LABORDE ◇ (801) 485-6700 ADDS: CHICAGO, BILLY JOEL, SEDUCTION,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ◇ (801) 262-9797 ADDS: INDECENT OBSESSION,

## # 39 ◇ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ◇ (716) 876-0930 ADDS: PAUL YOUNG (#29), THE ADVENTURES OF STEVIE V (#30), 2 LIVE CREW, MARCALEX,

WKSE • PD: MIKE EDWARDS / MD: MIKE MCGOWAN ◇ (716) 884-5101 ADDS: BABYFACE, STARLET, WILSON PHILLIPS, BLACK BOX,



# FAITH NO MORE



And the "Epic" Continues...!

- ◆ "Epic" Top 5 phones everywhere!
- ◆ "Epic" MTV Video Music Award Nominee—in Heavy Rotation on MTV!
- ◆ 250,000 albums sold in just the last ten days—  
The Real Thing is headed for Platinum!

**A NATIONAL BREAKOUT WITH 106 Active Reports!**

**HITMAKERS Mainstream Top40: 43-31**

**Rock Radio: 22-20**

**Alternative: 41-33**

**National Single Sales: #21**

**National Album Sales: #15**

PIRATE RADIO (9-6)  
Z95 (18-12)  
EAGLE106 (Add #27)  
THE FOX (4-3)  
WHYT (#5)

KEGL (14-12)  
Y95 (16-15)  
POWER99 (23-20)  
KPLZ (12-10)  
KUBE (16-15)

KDWB-FM (Add)  
WPHR (13-12)  
Y108 (30-26)  
KXYQ (20-18)  
KBEQ (28-25)

WGH (35-32)  
92X (7-3)  
KSAQ (9-8)  
WCKZ-FM (Add)  
WZZG (20-18)

98PXY (25-20)  
Y107 (23-20)  
WGTZ (25-22)  
WKZL (14-13)  
and more

# JUDE COLE



"Time For Letting Go"

The Follow-Up Single To The Across The Board Smash "Baby, It's Tonight"

**One of the Most Added with 59 Adds!**

**#2 Most Disc-overed**

**A HITBOUND!**

**A CRUSADE!**

**Just Added At...**

**KPLZ**

**KUBE**

**KXYQ**

**KBEQ**

**POWER 99**

**98PXY**

**WKZL**

**and more**

VIDEO DIRECTED BY KIEFER SUTHERLAND



©1990 Epic Records



©1990 Slash Records



## # 40 ◊ Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ◊ (203) 776-4012 ADDS: BANG, PAUL YOUNG, POISON,

WKSS • PD: JEFFERSON WARD / MD: CHRIS WALSH ◊ (203) 249-9577 ADDS: PAUL YOUNG, KEITH SWEAT, BELL BIV DEVOE, TKA, KYPER, GO WEST (#25), NEW KIDS ON THE BLOCK (#28),

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST ◊ (203) 522-1080 ADDS: KEITH SWEAT (#36), INDECENT OBSESSION, PAUL YOUNG,

## # 41 ◊ Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: ERIK BRADLEY ◊ (704) 342-4102 ADDS: BLACK BOX, CANDY FLIP, FAITH NO MORE, TKA, JOHNNY GILL,

WZZG • PD: DWAYNE WARD / MD: RAY MARINER ◊ (704) 392-6191 ADDS: GO WEST (#28), CHICAGO, BELL BIV DEVOE, BROTHER BEYOND,

## # 42 ◊ Memphis

FM100 • PD/MD: STEVE CONLEY ◊ (901) 726-0468 ADDS: JAMES INGRAM, NEW KIDS ON THE BLOCK,

## # 43 ◊ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◊ (407) 788-1400 ADDS: BLACK BOX, PERFECT GENTLEMEN, DOC BOX & B. FRESH, THE ADVENTURES OF STEVIE V,

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◊ (407) 629-5105 ADDS: TYLER COLLINS, DEPECHE MODE, JOHNNY GILL,

XL106.7 • PD: STEVE KELLY / MD: ROD LAUDERDALE ◊ (407) 339-1067 ADDS: CHEAP TRICK, PAUL YOUNG, NEW KIDS ON THE BLOCK, ANA, ST. PAUL, SNAP,

## # 44 ◊ Monmouth-Ocean, NJ

WJLK-FM • PD: BRAD HOLCOMB / MD: GARY GUIDA ◊ (201) 774-7700 ADDS: LISA STANSFIELD (#27), DION (#29),

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◊ (609) 597-1100 ADDS: THE TIME, BRUCE SPRINGSTEEN, SEDUCTION, STEVIE B, SLYCE,

## # 45 ◊ Rochester

98PX • PD: KEVIN KENNY / MD: CAT COLLINS ◊ (716) 325-5300 ADDS: SNAP, HEART, KEITH SWEAT, JUDE COLE,

## # 46 ◊ Nashville

Y107 • PD: LOUIS KAPLAN / MD: HAWK HARRISON ◊ (615) 256-6556 ADDS: CHEAP TRICK, INDECENT OBSESSION, AFTER 7, 2 LIVE CREW,

## # 47 ◊ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◊ (405) 840-5271 ADDS: WILSON PHILLIPS, JOHNNY GILL,

Z99 • PD/MD: BRETT DUMLER ◊ (405) 942-3399 ADDS: BELL BIV DEVOE, WHISPERS,

## # 48 ◊ Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS ◊ (513) 294-5858 ADDS: CHEAP TRICK, BILLY IDOL, CALLOWAY, NELSON,

## # 49 ◊ Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER ◊ (502) 589-4800 ADDS: NEW KIDS ON THE BLOCK,

## # 50 ◊ Greensboro/Winston-Salem

WJMH • PD: CHRIS BAILEY / MD: KELLY MASTERS ◊ (919) 855-6500 ADDS: NAYOBE, VANILLA ICE, MILIRIA,

WKSI • PD: OPEN / MD: GREG STEVENS ◊ (919) 275-9895 ADDS: JANET JACKSON (#25), BAD ENGLISH, POISON, JON BON JOVI,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◊ (919) 759-2316 ADDS: MC HAMMER, CHICAGO, KEITH SWEAT, CHEAP TRICK, JUDE COLE, AEROSMITH,

## Montreal, Canada

CKOI • PD: BOB LÉBOURD / MD: GUY BROUILLARD ◊ (514) 766-2311 ADDS: NEW KIDS ON THE BLOCK, JEFF HEALEY BAND (#40),

# THE TOP TRENDSSETTERS

93Q / Syracuse ◊ PD: NEIL SULLIVAN / MD: GARY DUNES ◊ (315) 446-9090 • ADDS: BILLY JOEL (#38), BELL BIV DEVOE (#39), INDECENT OBSESSION (#40), CHICAGO,

93QH / Alexandria ◊ PD: HOLLYWOOD HARRISON / MD: TERRY KNIGHT ◊ (318) 445-1234 • ADDS: AFTER 7, WHISPERS, CHEAP TRICK, ANA & JORDAN KNIGHT,

95SX / Charleston ◊ PD/MD: WALT SPECK ◊ (803) 849-9500 • ADDS: THE TIME (#28), M.C. HAMMER (#29), STEVIE B (#30), JON BON JOVI, PAUL YOUNG, CHEAP TRICK,

97KYN / St. Mary's ◊ PD: GARY MITCHELL / MD: DREW DERSHIMER ◊ (814) 834-9700 • ADDS: AEROSMITH (#25), BROTHER BEYOND (#26), PAUL YOUNG, CHICAGO, NELSON, CHEAP TRICK, DON HENLEY, JIMMY RYSER,

99.9KH / Ocean City ◊ PD: HITMAN / MD: KEVIN OCEAN ◊ (301) 289-3456 • ADDS: BELL BIV DEVOE, BILLY JOEL, SEDUCTION, THE SUNDAYS,

99WGY / Schenectady ◊ PD: TOM PARKER / MD: MARTY LEGERE ◊ (518) 381-4800 • ADDS: BILLY JOEL, WHISPERS, BELL BIV DEVOE, INDECENT OBSESSION, AFTER 7,

89B / Kaitiaki ◊ PD/MD: BENNY B. JR. ◊ (406) 862-5565 • ADDS: CHEAP TRICK, NELSON, JUDE COLE, BILLY JOEL,

CHED / Edmonton, Alberta ◊ PD: WAYNE BRYANT / MD: JAMES STEWART ◊ None • ADDS: ANDY CURRAN, SUE MEOLEY, THE JITTERS, WINGER, AND WHY NOT, DEVO, M.C. HAMMER, WILSON PHILLIPS, HEART (#24), LISA STANSFIELD (#25), GOWAN (#27), POISON (#28), FAITH NO MORE (#29), PAULA ABDUL (#30),

FM104 / Modesto ◊ PD: GARY DeMARONEY / MD: ERIC HOFFMAN ◊ (209) 572-0104 • ADDS: BABYFACE, JEFF HEALEY BAND,

G105 / Raleigh ◊ PD: BRIAN PATRICK / MD: JIM HARRISON ◊ (919) 683-2055 • ADDS: NEW KIDS ON THE BLOCK (#30), BELL BIV DEVOE (#33), CHEAP TRICK (#34),

G98 / Portland ◊ PD: JIM RANDALL / MD: JON BRYANT ◊ (207) 775-6321 • ADDS: NEW KIDS ON THE BLOCK, BILLY JOEL, CHICAGO, JUDE COLE, CONCRETE BLONDE, ELECTRIC BOYS,

H01104 / Greenville ◊ PD: JOHN STEVENS / MD: STEVE DAVIS ◊ (919) 830-1110 • ADDS: 2 LIVE CREW (#27), NEW KIDS ON THE BLOCK (#28), ANA & JORDAN KNIGHT (#29), BLACK BOX, THE ADVENTURES OF STEVIE V., THE BOYS,

H0195 / Jackson ◊ PD: AUBREY PRINCE / MD: DAVE MORALES ◊ (601) 366-1989 • ADDS: BANG (#31), WILSON PHILLIPS (#32),

H0199.9 / Easton ◊ PD: JIM SCHAEFER / MD: ERIC STRYKER ◊ (215) 258-6155 • ADDS: JANET JACKSON, TIANA, SPUNKYDELIC, MARIAH CAREY,

H01194 / Honolulu ◊ PD: ALAN ODA / MD: JAMES BENDER ◊ (808) 531-4602 • ADDS: KYPER, DOC BOX & B. FRESH,

JET-FM / Erie ◊ PD: JIM COOK / MD: ROBIN BANKS ◊ (814) 455-2741 • ADDS: NO ADDS THIS WEEK,

K104 / Erie ◊ PD/MD: CHRIS SQUIRES ◊ (814) 452-2041 • ADDS: BILLY IDOL, JANET JACKSON, BAD ENGLISH,

K106 / Beaumont ◊ PD: NEIL HARRISON / MD: PAM PACE ◊ (409) 769-2475 • ADDS: BELL BIV DEVOE, NELSON, AFTER 7, BLACK BOX, HURRICANE,

K92 / Roanoke ◊ PD: EDDIE HASKELL / MD: DAVID LEE MICHAELS ◊ (703) 774-9200 • ADDS: EN VOGUE, DON HENLEY,

KAGO / Klamath Falls ◊ PD: MIKE GARRARD / MD: CINDY STARR ◊ (503) 884-0661 • ADDS: TAYLOR DAYNE (#38), DION, ALANNAH MYLES (#40), BILLY JOEL, ST. PAUL, BEACH BOYS, REGINA BELLE, JUDE COLE, JON BON JOVI,

KAYI / Tulsa ◊ PD: JAN DEAN / MD: OPEN ◊ (918) 492-2020 • ADDS: PAUL YOUNG, NEW KIDS ON THE BLOCK, M.C. HAMMER,

KBFM / McAllen-Brownsville ◊ PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO ◊ (512) 383-4961 • ADDS: JON BON JOVI, JAMES INGRAM, THE LIGHTNING SEEDS, CHEAP TRICK,

KBOS / Fresno ◊ PD: JEFF DAVIS / MD: DON PARKER ◊ (209) 737-9361 • ADDS: NEW KIDS ON THE BLOCK (#35), JOHNNY GILL (#38), BLACK BOX, THE ADVENTURES OF STEVIE V., 2 LIVE CREW,

KBOZ / Bozeman ◊ PD: DUANE BARNHART / MD: ROGER NELSON ◊ (406) 586-5466 • ADDS: KEITH SWEAT, BILLY JOEL,

KBTS / Austin ◊ PD: LISA TONACCI / MD: TRACY AUSTIN ◊ (512) 345-9300 • ADDS: JON BON JOVI (#33), CHEAP TRICK (#35), MAXI PRIEST (#36), NEW KIDS ON THE BLOCK (#37),

KCAQ / Oxnard ◊ PD: ROOSTER RHODES / MD: ANNIE SAGE ◊ (805) 483-1000 • ADDS: BELL BIV DEVOE (#40), PERFECT GENTLEMEN, TKA, INDECENT OBSESSION, WHISPERS, THE ADVENTURES OF STEVIE V.,

KCHX / Midland ◊ PD/MD: CRAIG ROBERTS ◊ (915) 561-8833 • ADDS: STEVIE B (#39), BELL BIV DEVOE, INDECENT OBSESSION, MAXI PRIEST, BILLY JOEL,

KCLD / St. Cloud ◊ PD: BRIAN WRIGHT / MD: CHARLIE DOUGLAS ◊ (612) 251-1450 • ADDS: NEW KIDS ON THE BLOCK (#28), CHEAP TRICK (#32), JON BON JOVI (#33),

KCMA / Columbia ◊ PD: BRIAN HANSON / MD: OPEN ◊ (314) 449-2433 • ADDS: ST. PAUL, INDECENT OBSESSION, PAUL YOUNG, NEW KIDS ON THE BLOCK, DON HENLEY,

KDON / Salinas ◊ PD: JAMIE HYATT / MD: EFRÉN SIFUENTES ◊ (408) 422-3365 • ADDS: WHISPERS, DOC BOX & B. FRESH,

KEEZ / Mankato ◊ PD: MARK SEGER / MD: MIKE MURPHY ◊ (507) 345-4646 • ADDS: FLEETWOOD MAC, JAMES INGRAM, CONCRETE BLONDE, CHICAGO (#40), JON BON JOVI (#39), CHEAP TRICK (#38),

KEWB / Redding ◊ PD/MD: SIMON DE LA ROSA ◊ (916) 243-5392 • ADDS: JON BON JOVI (#28), CHEAP TRICK (#29),

KEZB-FM / El Paso ◊ PD: BOB WEST / MD: ANGEL GONZALES ◊ (915) 533-9400 • ADDS: NEW KIDS ON THE BLOCK, THE ADVENTURES OF STEVIE V.,

KE95 / Boise ◊ PD/MD: MIKE KASPER ◊ (208) 888-4321 • ADDS: JUDE COLE, PAUL YOUNG, DON HENLEY, AFTER 7, ALANNAH MYLES,

KE80 / Waynesville ◊ PD: STEVEN GREENLEE / MD: TIM McLUTT ◊ (314) 336-3133 • ADDS: SINEAD O'CONNOR (#33), LONDON QUIREBOYS, OINGO BOINGO, ALANNAH MYLES, GIANT, BILLY JOEL,

KEBQ / Cheyenne ◊ PD: J.D. DANIELS / MD: MICHAEL GAMBY ◊ (307) 634-4461 • ADDS: JUDE COLE, WINGER, BANG, NEW KIDS ON THE BLOCK, INDECENT OBSESSION, BELL BIV DEVOE, KYPER,

KEFM / Yakima ◊ PD/MD: GREG ADAMS ◊ (509) 248-1460 • ADDS: NEW KIDS ON THE BLOCK, JON BON JOVI, CHEAP TRICK, STEVIE B,

KEFX / Lincoln ◊ PD: J.J. COOK / MD: SUNNY VALENTINE ◊ (402) 433-5100 • ADDS: JON BON JOVI, THE SUNDAYS, STEVIE B, BILLY JOEL,

KFTZ / Idaho Falls ◊ PD: RICH SUMMERS / MD: MINDY KARY ◊ (204) 523-3722 • ADDS: CHICAGO, ALANNAH MYLES, INDECENT OBSESSION, JUDE COLE, TYLER COLLINS (#27), BOOM CRASH OPERA,

KG95 / Sioux City ◊ PD: DENNY ANDERSON / MD: KEVIN KOLLINS ◊ (712) 258-5595 • ADDS: JON BON JOVI, THE TIME, WINGER, CHEAP TRICK, FAITH NO MORE, NEW KIDS ON THE BLOCK, SLYCE, HURRICANE,

KGGG / Rapid City ◊ PD: RICK ALLEN / MD: SCOTT BRADLEY ◊ 605 348-1100 • ADDS: BROTHER BEYOND, JUDE COLE, NEW KIDS ON THE BLOCK,

KHFI / Austin ◊ PD/MD: SELBY EDWARDS ◊ (512) 474-9233 • ADDS: POISON, CALLOWAY, TROOP, INDECENT OBSESSION,

KHOK / Great Bend ◊ PD/MD: DARREL BIEKER ◊ None • ADDS: JUDE COLE, BILLY JOEL, NEW KIDS ON THE BLOCK, ALANNAH MYLES, TAYLOR DAYNE, GIANT,

KHSS / Walla Walla ◊ PD: THOMAS HODGINS / MD: CHUCK STEVENS ◊ (509) 522-5412 • ADDS: GIANT, LONDON QUIREBOYS, JON BON JOVI, CHEAP TRICK, KEITH SWEAT, MAXI PRIEST, NEW KIDS ON THE BLOCK, JUDE COLE,

KHTT / Santa Rosa ◊ PD: JEFF COCHRAN / MD: GLENN MITCHELL ◊ (707) 545-3313 • ADDS: NEW KIDS ON THE BLOCK (#38), DON HENLEY (#39), ALANNAH MYLES (#40),

KIQY / Lebanon ◊ PD/MD: MIKE SHANNON ◊ (503) 457-743 • ADDS: TAYLOR DAYNE, CANDY FLIP, WHISPERS, CHICAGO, JUDE COLE,

KISR / Fort Smith ◊ PD/MD: KEN WALL ◊ (501) 785-2526 • ADDS: NEW KIDS ON THE BLOCK, DON HENLEY, KYPER, CHEAP TRICK (#38), ELECTRIC BOYS,

KIXR / Ponca City ◊ PD/MD: T. MORGAN ◊ (405) 765-5471 • ADDS: CHEAP TRICK, WINGER,

KIXS / Killeen ◊ PD: CHUCK BAKER / ASST. PD/MD: GARY RICHARDS ◊ (817) 699-5000 • ADDS: CHEAP TRICK, CHICAGO, ELECTRIC BOYS, ST. PAUL, THE ADVENTURES OF STEVIE V.,

KIXY / San Angelo ◊ PD/MD: JEFF GARRISON ◊ (915) 653-3387 • ADDS: NEW KIDS ON THE BLOCK, FAITH NO MORE,

KJUG / Spencer ◊ PD: BRIAN NEWCOMB / MD: JIMMY MAI ◊ (712) 262-6393 • ADDS: JEFF HEALEY BARD, CHICAGO, CALLOWAY, WINGER, OINGO BOINGO, JAMES INGRAM, FLEETWOOD MAC, ALANNAH MYLES, LONDON QUIREBOYS, BILLY JOEL, BANG, THE SKAM, CONCRETE BLONDE,

KJLS / Hays/Great Bend ◊ PD: JACK CREESE / MD: DARRIN BUTLER ◊ (913) 628-1064 • ADDS: OINGO BOINGO, CONCRETE BLONDE, CHEAP TRICK, JUDE COLE, LONDON QUIREBOYS, BAD COMPANY, HEART, ALANNAH MYLES, BILLY JOEL,

KKBG / Hilo ◊ PD/MD: DANNY AUSTIN ◊ (808) 961-0651 • ADDS: THE LIST IS FROZEN THIS WEEK,

KKHT / Springfield ◊ PD: DAVE ALEXANDER / MD: TIM ALSTIN ◊ (417) 883-9000 • ADDS: BILLY JOEL, CHICAGO, INDECENT OBSESSION, BABYFACE, MAXI PRIEST,

KKKS / Concord/San Francisco ◊ PD: JADA BROWN / MD: JEFF MANN ◊ (707) 428-5134 • ADDS: JANET JACKSON, TKA, ICE CUBE (#32),

KKMG / Colorado Springs ◊ PD: SCOOTER B. STEVENS / MD: TREVOR CAREY ◊ (719) 576-1100 • ADDS: WHISPERS (#34), THE ADVENTURES OF STEVIE V., BLACK BOX, NEW KIDS ON THE BLOCK,

KKRC-FM / Sioux Falls ◊ PD: BILL DANIELS / ASST. PD/MD: DEB CHRISTI ◊ (605) 335-6500 • ADDS: POISON (#34), JON BON JOVI (#35) DEL AMITRI,

KKRD / Wichita ◊ PD: JACK OLIVER / MD: GREG WILLIAMS ◊ (316) 265-0721 • ADDS: HEART, ST. PAUL,

KKSS-FM / Albuquerque ◊ PD/MD: JOHN JAYNES ◊ (505) 265-1431 • ADDS: BILLY IDOL (#27), NEW KIDS ON THE BLOCK, THE PARTY,

KKXX / Bakersfield ◊ PD/MD: CHRIS SQUIRES ◊ (805) 322-9929 • ADDS: CALLOWAY, STACYE & KIMIKO, TROOP, THE WEST COAST RAP ALL-STARS, GLORIA ESTEFAN,

KKYK / Little Rock ◊ PD: BRIAN BRIDGMAN / MD: CHRISTY ROBERTS ◊ (501) 661-7570 • ADDS: PAUL YOUNG (#28), BELL BIV DEVOE (#29) CHEAP TRICK (#30), STEVIE B, SNAP (#10),

KLBO / El Dorado ◊ PD: MICHAEL STEEL / MD: RON WEST ◊ (501) 863-5121 • ADDS: NEW KIDS ON THE BLOCK, BILLY JOEL, FLEETWOOD MAC, CALLOWAY, DON HENLEY, LINEAR, M.C. HAMMER (#36),

KLUC / Las Vegas ◊ PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR ◊ (702) 739-9383 • ADDS: THE LIST IS FROZEN THIS WEEK,

KLYK / Longview/Kelso ◊ PD: BOB HART / ASST. PD/MD: MIKE STONE ◊ (206) 425-1500 • ADDS: JON BON JOVI, BILLY JOEL, ALANNAH MYLES, JUDE COLE, THE LIGHTNING SEEDS,

KLYV / Dubuque ◊ PD: JEFF DAVIS / MD: TIM JANSEN ◊ (519) 557-1040 • ADDS: NEW KIDS ON THE BLOCK, JON BON JOVI, DON HENLEY, INDECENT OBSESSION, BANG, CHEAP TRICK,

KAKK / Lewiston ◊ PD: KEITH HAVENS / MD: KEVIN CHASE ◊ (208) 746-5056 • ADDS: NEW KIDS ON THE BLOCK (#24), ALANNAH MYLES, CHICAGO, BELL BIV DEVOE, JUDE COLE, BILLY JOEL,

KAMN / Great Falls ◊ PD: DAVE LEVIN / MD: P.J. MILLER ◊ (406) 761-1000 • ADDS: THE TIME, POISON, PAUL YOUNG, GLORIA ESTEFAN, M.C. HAMMER, NEW KIDS ON THE BLOCK,

KMYZ / Tulsa ◊ PD: MEL MEYERS / MD: TIM SMITH ◊ (918) 665-3131 • ADDS: DEPECHE MODE (#23), POISON,

KNEN / Norfolk ◊ PD: DOUG KOEHN / MD: TODD MICHAELS ◊ (402) 379-3300 • ADDS: BILLY JOEL, NEW KIDS ON THE BLOCK,

KOKZ / Waterloo/Cedar Rapids ◊ PD: KATT SIMON / MD: RON NEWMAN ◊ (319) 233-3371 • ADDS: CHEAP TRICK (#39), FAITH NO MORE, INDECENT OBSESSION, MILLI VANILLI,

KOYE / Laredo ◊ PD/MD: STEVE CHASE ◊ (512) 723-4396 • ADDS: BILLY JOEL, CHEAP TRICK, CANDY FLIP, CHICAGO,

KPAT / Sioux Falls ◊ PD: SCOTT MAQUIRE / MD: COREY WARD ◊ (605) 339-9999 • ADDS: WINGER, HURRICANE, BOOM CRASH OPERA, JUDE COLE (#30),

KPRR / El Paso ◊ PD/MD: ELI MOLANO ◊ (915) 532-6515 • ADDS: WHISPERS, TROOP (#24), THE PARTY (#25), DOC BOX & B. FRESH (#29),

KPTI / Mt. Pleasant ◊ PD: STEVE BAILEY / ASST. PD/MD: MICK FULGHAM ◊ (214) 572-8726 • ADDS: CHEAP TRICK (#40), STEVIE B, JUDE COLE, LONDON QUIREBOYS, GIANT,

KPXR / Anchorage ◊ PD/MD: STEVE KNOLL ◊ (907) 243-3141 • ADDS: WILSON PHILLIPS (#29), NEW KIDS ON THE BLOCK (#30), SWEET SENSATION (#34), GLORIA ESTEFAN (#35),

KQCR / Cedar Rapids ◊ PD: GARY DIXON / MD: J.J. GERARD ◊ (319) 363-2061 • ADDS: NELSON, INDECENT OBSESSION, MAXI PRIEST,

KQHT / Grand Forks ◊ PD: RAY BELL / MD: JAY MURPHY ◊ (701) 746-1413 • ADDS: TYLER COLLINS, CHEAP TRICK, JUDE COLE (#25), ST. PAUL (#27),

KQIZ / Amarillo ◊ PD/MD: JON ANDERSON ◊ (806) 353-6663 • ADDS: BELL BIV DEVOE, BILLY JOEL, WINGER, STEVIE B, HURRICANE,

KQKQ / Omaha ◊ PD/MD: DREW BENTLEY ◊ (402) 342-2000 • ADDS: BILLY JOEL, CHEAP TRICK, INDECENT OBSESSION, WINGER,

KORY-FM / Kearney ◊ PD/MD: MITCH COOLEY ◊ (308) 236-6464 • ADDS: ALANNAH MYLES (#34), CHEAP TRICK (#35), JUDE COLE, BILLY JOEL,

KQLA / Manhattan ◊ PD: MIKE TEMAT / MD: None ◊ (913) 776-0104 • ADDS: TAYLOR DAYNE, SWEET SENSATION,

KQHQ / Honolulu ◊ PD: KIMO AKANE / ASST. PD/MD: KRISS HART ◊ (808) 539-9369 • ADDS: BLACK BOX, PAUL YOUNG, JAMES INGRAM,

KRNO / Des Moines ◊ PD: CHUCK KNIGHT / MD: BOB LEWIS ◊ (515) 280-1350 • ADDS: POISON (#28),

KRO / Tucson ◊ PD: JOHN PEAKE / ASST. PD/MD: ROGER SCOTT ◊ (602) 323-9400 • ADDS: BILLY IDOL, MC PILLSBERRY, GO WEST, AFTER 7,

KRRG / Laredo ◊ PD: KIRK DAVIDSON / MD: TINA SIMONET ◊ (512) 724-9800 • ADDS: PAUL YOUNG, CANDY FLIP, CHEAP TRICK, INDECENT OBSESSION,

KSAG / Salina ◊ PD/MD: RUSTY KEYES ◊ (913) 825-4631 • ADDS: INDECENT OBSESSION, WINGER, WHISPERS, BILLY JOEL, CONCRETE BLONDE,

KSMB / Lafayette ◊ PD: STEVE SMALL / MD: "FAST EDDIE" NELSON ◊ (318) 232-1311 • ADDS: NEW KIDS ON THE BLOCK (#32), JUDE COLE, NELSON,

KSND / Eugene ◊ PD: BWANA JOHNNY / MD: LOLITA VELEZ ◊ (503) 686-9123 • ADDS: BOOM CRASH OPERA, JUDE COLE, THE SUNDAYS, CONCRETE BLONDE, STEVIE B, ANA & JORDAN KNIGHT, COLIN JAMES, THE PARTY,



# maxi priest

"CLOSE TO YOU"...

THE DEBUT SINGLE FROM THE ALBUM, BONAFIDE.

**A NATIONAL BREAKOUT with 106 Active Reports!**  
**Crossover Top40: 39-29**

Just Added at...	Action At...			
<b>KIIS</b>	HOT97 (D#35)	Q106 (#24)	HOT97.7 (#32)	WKSS (23-13)
<b>KPLZ</b>	X100 (28-23)	WLOL-FM (18-16)	FM102 (#26)	WTIC (32-29)
<b>KHTK #29</b>	WMXD (D#26)	PWR PIG (22-20)	KROY (25-22)	WCKZ (#34)
<b>KOY95</b>	WXKS (28-23)	Q105 (25-23)	KWOD (30-26)	Y107 (D#33)
<b>Y108</b>	KKBQ (D#30)	WPHR (#22)	KITY (#18)	KJ103 (D#30)
<b>PRO#33</b>	KRBE (29-26)	KZZP (27-23)	KSAQ (34-30)	Z99 (23-21)
	POWER99 (27-24)	KKRZ (24-22)	HOT94.9 (#17)	and more
	KUBE (27-22)	HOT102 (37-26)	KISN (35-29)	
	B100 (25-21)	KXXR (D#28)	MAJIC102 (18-16)	

DARCY SANDERS, MD, KZZP - "This record surprisingly gets requests from all ages. It cools you down on a hot summer day. Soul II Soul influence gives it instant familiarity."  
KEN RICHARDS, PD, HOT97.7 - "CHARISMA's off to a great start with MAXI PRIEST. Good early call-out on this excellent, mass appeal record for HOT97.7."  
ROSS KNIGHT, MD, KTFM - "Starting to kick in nicely. Smooth, the Soul II Soul beat really attracts the upper demos."  
JEFF McCARTNEY, PD, KROY - "Requests since the very beginning and now the retail picture is developing."  
ANDREA PEMTRAK, MD FM102 - "Jams in middays with tons of adult appeal."

**5 Star Rotation VH-1!**

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



# The Top Trendsetters In America TOP40 ADDS

KTMT / Medford PD: MITCH STEWART / MD: GRANT TRESSEL O (503) 779-1550 = ADDS: JUDE COLE, STEVIE B, BILLY JOEL, ALANNAH MYLES, BANG,

KTRS / Casper O PD: PETER MASSE / MD: OPEN O (307) 235-7000 = ADDS: CHICAGO, CHEAP TRICK, BILLY JOEL, WINGER, JAMES INGRAM,

KTUX / Shreveport O PD: KEN SHEPHERD / MD: KEITH GREER O (318) 635-9999 = ADDS: KEITH SWEAT, STEVIE B, ST. PAUL, JUDE COLE, BILLY JOEL,

KTXY / Jefferson City O PD: BOBBY JACKSON / MD: KEVIN MICHAELS O (314) 893-5696 = ADDS: THE LIST IS FROZEN THIS WEEK,

KUUB / Bozeman O PD: JIM DIAMOND / MD: STEVE JACKSON O (406) 586-2343 = ADDS: GIANT, WINGER, NEW KIDS ON THE BLOCK, JON BON JOVI, WILSON PHILLIPS (#30), FAITH NO MORE, CHEAP TRICK, M.C. HAMMER (#34), NELSON (#37), PAUL YOUNG, DON HEMLEY,

KVTI / Tacoma O PD/MD: JOHN MANGAN O (206) 756-5884 = ADDS: JANE WIELOUN, MAXI PRIEST, THE SUNDAYS,

KWNZ / Reno O PD: RAY KALUSA / MD: RICK CARTER O (702) 323-0123 = ADDS: SWEET SENSATION, FAITH NO MORE, ST. PAUL, GEORGE LAMON,

KWTF-FM / Waco O PD: DAVE CHRISTOPHER / MD: OPEN O (817) 776-1330 = ADDS: NEW KIDS ON THE BLOCK, CHICAGO, SEDUCTION, WINGER,

KXOQ / Bend O PD/MD: GREGG LENNY O (503) 382-5611 = ADDS: NEW KIDS ON THE BLOCK (#23), AEROSMITH (#32), MAXI PRIEST (#24), FAITH NO MORE (#30), BROTHER BEYOND (#40), GLORIA ESTEFAN, POISON (#31),

KYRK / Las Vegas O PD: OPEN / MD: CORY RICHARDS O (702) 731-9797 = ADDS: WILSON PHILLIPS (#23), POISON, TROOP, JOHNNY GILL, TAYLOR DAYNE, BELL BIV DEVOE,

KYYA / Billings O PD: JACK BELL / MD: CHARLIE FOX O (406) 652-2280 = ADDS: BROTHER BEYOND, MAXI PRIEST, NELSON, GLORIA ESTEFAN, AEROSMITH,

KYYY / Bismarck O PD/MD: BOB BECK O (701) 224-9393 = ADDS: M.C. HAMMER, BANG, JUDE COLE,

KZ103 / Tupelo O PD: REX HOLLIDAY / ASST. PD/MD: LISA LANDAU O (601) 844-3808 = ADDS: NEW KIDS ON THE BLOCK (#36), AEROSMITH (#38), CHEAP TRICK (#40),

KZ93 / Peoria O PD: KEITH EDWARDS / MD: GENE STERN O (309) 688-3131 = ADDS: SEDUCTION, M.C. HAMMER, JUDE COLE,

KZBB / Ft. Smith O PD: TOM BROWNE / MD: WILLIE STEVENS O (501) 646-2000 = ADDS: NELSON, KEITH SWEAT, DON HEMLEY, M.C. HAMMER,

KZFM / Corpus Christi O PD: J.D. GONZALES / ASST. PD/MD: DANNY D O (512) 883-3516 = ADDS: DIGITAL UNDERGROUND, WHISPERS, ANA & JORDAN KNIGHT, AFTER 7, THE ADVENTURES OF STEVIE B,

KZB / Lubbock O PD/MD: CHUCK LUCK O (806) 794-7979 = ADDS: NO ADDS THIS WEEK,

KZ10 / Duluth O PD: JOHN MICHAELS / MD: TOMMY B O (218) 728-6406 = ADDS: BANG, ELECTRIC BOYS, JUDE COLE, INDECENT OBSESSION, STEVIE B,

KZMC / McCook O PD: CATHY CARTWRIGHT / MD: STEVE LEPPER O (308) 345-1981 = ADDS: LONDON QUIREBOYS, ALANNAH MYLES, RAINDOGS, BILLY JOEL, OINGO BOINGO, AND WHY NOT,

KZOR / Hobbs O PD: HARRY HARLAN / MD: PHIL HOUSTON O (505) 397-4969 = ADDS: JON BON JOVI, TAYLOR DAYNE, CHEAP TRICK,

KZOU / Little Rock O PD: PETER STEWART / MD: GREG GEARY O (501) 661-0150 = ADDS: ANA & JORDAN KNIGHT (#34), FAITH NO MORE (#39), AEROSMITH (#40), BELL BIV DEVOE, CHEAP TRICK,

KZ02 / San Luis Obispo O PD: CHRIS RUH / MD: RICK ANDREWS O (805) 489-1280 = ADDS: JON BON JOVI, JUDE COLE, AFTER 7, BROTHER BEYOND,

KZTB / Beaumont O PD: JJ JACKSON / MD: BRANDON SHAW O (409) 833-0774 = ADDS: DON HEMLEY, JON BON JOVI, BABYFACE, NEW KIDS ON THE BLOCK, THE PARTY, BELL BIV DEVOE, ANA & JORDAN KNIGHT, STEVIE B, CHEAP TRICK,

KZLU / Spokane O PD: KEN HOPKINS / MD: CHUCK MATHESON O (509) 536-5555 = ADDS: JUDE COLE, NEW KIDS ON THE BLOCK, HURRICANE, ALANNAH MYLES, COUN JAMES, MARCALEX, PAUL YOUNG,

MAX94 / Rialto O PD: TIM FLOYD / MD: ANGIE V O (314) 346-1590 = ADDS: MARTIN JORDAN (#29), CONCRETE BLONDE (#27), JOHNNY VAN ZANT (#25),

OK95 / Tri-Cities O PD: PAUL WALKER / MD: GREG DELANGE O (509) 586-2151 = ADDS: WINGER, JUDE COLE, BILLY JOEL, CHICAGO,

POWER108 / Gulfport O PD: STEVE SPILLMAN / MD: RAY MILLER O (601) 832-5111 = ADDS: NEW KIDS ON THE BLOCK, ANA & JORDAN KNIGHT, POISON, CHEAP TRICK,

POWER94.5 / Junction City O PD: JAMES PHELPS / MD: KEVIN COLLINS O (913) 776-9494 = ADDS: ST. PAUL (#34), NELSON (#35), STEVIE B (#36), JON BON JOVI (#37),

POWER98 / Myrtle Beach O PD: BARRY RICHARDS / MD: STEVIE "ROCKER" RICHARDS O (803) 236-9800 = ADDS: CANDY FLIP, BELL BIV DEVOE (#25), PAUL YOUNG, CALLOWAY, 2 LIVE CREW, BROTHER BEYOND, GO WEST (#10),

Q104 / Godsden O PD: LEO DAVIS / MD: JEFF DONAVAN O (205) 543-3246 = ADDS: BELL BIV DEVOE, JUDE COLE, AFTER 7, STEVIE B, WINGER,

SLY96 / San Luis Obispo O PD: JONATHAN HARTE / MD: DEAN CLARK O (805) 543-9400 = ADDS: TROOP, JUDE COLE,

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

WAEB-FM / Albion O PD: RICK RYDER / MD: ERIC JOHNSON O (215) 434-4424 = ADDS: M.C. HAMMER (#37), JANET JACKSON (#39), BILLY JOEL, THE SUNDAYS,

WANS / Greenville O PD: BILL CATCHER / MD: HOLLYWOOD JOE O (803) 224-3424 = ADDS: KYPER, BELL BIV DEVOE,

WAPE / Jacksonville O PD/MD: BILL PASHA O (904) 725-9273 = ADDS: WILSON PHILLIPS, PAUL YOUNG, MAXI PRIEST,

WAPI / Birmingham O PD: MARK ST. JOHN / ASST. PD/MD: SCOTT BOHANNON O (205) 933-9274 = ADDS: DON HEMLEY, PAUL YOUNG, JUDE COLE,

WAYS / Macon O PD: RICK WOODLELL / MD: SCOTT TYLER O (912) 741-9999 = ADDS: INDECENT OBSESSION, DON HEMLEY, PAUL YOUNG, JUDE COLE,

WAZY / Lafayette O PD: MARK GALLAGHER / MD: JIM CERONE O (317) 474-1410 = ADDS: THE LIST IS FROZEN THIS WEEK,

WBBO / Augusta O PD/MD: BRUCE STEVENS O (803) 279-6610 = ADDS: BELL BIV DEVOE, BILLY JOEL, CALLOWAY, INDECENT OBSESSION, AFTER 7,

WBEC-FM / Pittsfield O PD/MD: RYAN WALKER O (413) 499-3338 = ADDS: LONDON QUIREBOYS, TAYLOR DAYNE, ALANNAH MYLES, BILLY JOEL, GIANT, ANA & JORDAN KNIGHT, CALLOWAY, INDECENT OBSESSION,

WBNO / Bloomington O PD: J.D. SCOTT / MD: JOHN WEIS O (309) 829-1221 = ADDS: WINGER, JUDE COLE, CALLOWAY,

WBWB / Bloomington O PD: MARK CALLAGHAN / MD: JIM CERONE O (812) 332-9292 = ADDS: NO ADDS THIS WEEK,

WCGQ / Columbus O PD: CHUCK HARRIS / MD: LEE McCARD O (404) 327-1217 = ADDS: MARCALEX, WHISPERS, AFTER 7, JUDE COLE, ST. PAUL,

WCIL-FM / Carbondale O PD/MD: TONY WALTERS O (618) 457-0114 = ADDS: FAITH NO MORE, JAMES INGRAM, BABYFACE, ANA & JORDAN KNIGHT (#14),

WCIR / Beckley O PD: BOB SPENCER / MD: JEFF DAVIS O (304) 752-6421 None = ADDS: JUDE COLE, ANITA BAKER, BILLY JOEL, SWEET SENSATION,

WDBR / Springfield O PD: JIM MOORE / MD: TERRENCE LEE O (217) 753-5400 = ADDS: CHEAP TRICK (#39), BELL BIV DEVOE (#40), INDECENT OBSESSION, NEW KIDS ON THE BLOCK, BANG, KYPER,

WDEK / DeKalb O PD: DAVE BAVIDO / MD: GAIL HENNING O (815) 756-9250 = ADDS: ALANNAH MYLES, CHICAGO, JEFF HEALEY BAND, LONDON QUIREBOYS, ELECTRIC BOYS, THE TIME,

WDLX / Washington O PD: GARY JACKSON / MD: DOUG MORELAND O (919) 946-0162 = ADDS: NELSON, DEPECHE MODE, POISON, FAITH NO MORE,

WERZ / Exeter O PD: PETER FALCONI / MD: OPEN O (603) 772-4757 = ADDS: NEW KIDS ON THE BLOCK (#36), JON BON JOVI (#38), INDECENT OBSESSION, CHEAP TRICK, ALANNAH MYLES, JAMES INGRAM, SNAP,

WEYQ / Marietta O PD: MARK ST. JOHN / MD: JIM HOLLEWAY O (614) 373-0873 = ADDS: GUNS N' ROSES, BELL BIV DEVOE, ST. PAUL,

WFY / Albany O PD/MD: TODD PETTINGILL O (518) 456-1144 = ADDS: CHEAP TRICK, ST. PAUL,

WFFX / Williamsport O PD/MD: TOM GALLAGHER O (717) 323-3608 = ADDS: JUDE COLE, AFTER 7, THE LIGHTNING SEEDS, WHISPERS, INDECENT OBSESSION,

WGOR / Dewitt O PD: CURT SPAIN / MD: ANDY TAYLOR O (517) 669-8361 = ADDS: BELL BIV DEVOE (#35), KEITH SWEAT, CHEAP TRICK, ALANNAH MYLES,

WGRD / Grand Rapids O PD: OPEN / MD: RON BRANDON O (616) 459-4111 = ADDS: SEDUCTION (#24), BAD ENGLISH (#25), GLORIA ESTEFAN, KYPER,

WHQO / Claremont O PD: KEN BARLOW / MD: DAVID ASHTON O (603) 542-7735 = ADDS: EN VOIGUE (#31), JUDE COLE, WINGER, BILLY JOEL, ALANNAH MYLES, AFTER 7, CALLOWAY,

WHYFM / Montgomery O PD: LARRY STEVENS / MD: NIKKI STEWART O (205) 264-2288 = ADDS: MADONNA, INDECENT OBSESSION, MAXI PRIEST, BILLY JOEL, JUDE COLE, THE ADVENTURES OF STEVIE B,

WHOT / Youngstown O PD/MD: DICK THOMPSON O (216) 783-1000 = ADDS: CHEAP TRICK, KEITH SWEAT, BILLY JOEL,

WHTK / Hilton Head/Savannah O PD: RALPH WIMMER / MD: CLARE WIMMER O (803) 757-9485 = ADDS: BILLY JOEL, INDECENT OBSESSION, JUDE COLE, FAITH NO MORE,

WIBW / Topeka O PD: DAVE ALEXANDER / MD: MARY O'CONNOR O (913) 272-3456 = ADDS: JON BON JOVI, POISON, THE LIGHTNING SEEDS, M.C. HAMMER, MARIAH CAREY,

WIFC / Wausau O PD/MD: DUFF DAMOS O (715) 842-1672 = ADDS: CHICAGO, PAUL YOUNG, WINGER, BILLY JOEL,

WIFX / Jenkins O PD: G.C. KINCEP / ASST. PD/MD: CHRISTAL TACKETT O (703) 796-4653 = ADDS: JON BON JOVI, RAINDOGS, LONDON QUIREBOYS, JUDE COLE, HURRICANE,

WIKZ / Chambersburg O PD: RICK ALEXANDER / MD: ANDY SHANE O (717) 263-0813 = ADDS: THE LIST IS FROZEN THIS WEEK,

WILI / Williamstown O PD/MD: JEFF SPENCER O (203) 456-1111 = ADDS: KEITH SWEAT, WINGER, FAITH NO MORE, CALLOWAY,

WINK / Ft. Myers O PD: CHRIS CLUE / MD: RANDY SHERWYN O (813) 337-2346 = ADDS: JON BON JOVI, BROTHER BEYOND,

WIQO / Greenville O PD/MD: LARRY THOMAS O (601) 378-2642 = ADDS: INDECENT OBSESSION, MAXI PRIEST, CONCRETE BLONDE, CHEAP TRICK, GIANT,

WITZ / Jasper O PD/MD: WALT FERBER O (812) 482-2131 = ADDS: ANITA BAKER (#23), DON HEMLEY (#24),

WJXX / Green Bay O PD: WAYNE COY / ASST. PD/MD: STEVE LOUZOS O (414) 435-3771 = ADDS: SEDUCTION, PAUL YOUNG, JOHNNY GILL, DANGER DANGER, ELECTRIC BOYS,

WJZM / LaCrosse O PD: Open / MD: CARL CROSS O (608) 782-1230 = ADDS: L.A. GUNS (#20), PAUL YOUNG (#37),

WJAD / Albany O PD: JOHN DAWSON / MD: CHRIS ST. JOHN O (912) 246-1650 = ADDS: NELSON, M.C. HAMMER, BROTHER BEYOND, NEW KIDS ON THE BLOCK (#26),

WJDO / Meriden O PD: JOHN ANTHONY / MD: JAY RANDALL O (601) 693-2381 = ADDS: POISON, JON BON JOVI, DON HEMLEY, CHEAP TRICK, INDECENT OBSESSION,

WJMX / Florence O PD: DAVE BAKER / MD: BOB CHASE O (803) 665-0970 = ADDS: JUDE COLE, ANA & JORDAN KNIGHT, MARCALEX, POISON, ST. PAUL,

WJZZ / Kanesha O PD/MD: TERRY HAVEL O (414) 694-7800 = ADDS: CANDY FLIP, JUDE COLE, EVERYDAY PEOPLE, FAITH NO MORE, LONDON QUIREBOYS, WINGER, 2 LIVE CREW,

WKDD / Alton O PD: JEFF CLARK / MD: DAVE NICHOLAS O (216) 836-4700 = ADDS: CHEAP TRICK, HEART,

WKEE / Huntington O PD: PAT PAXTON / MD: OPEN O (304) 525-7788 = ADDS: STEVIE B, ANA & JORDAN KNIGHT, NELSON, BELL BIV DEVOE, MAXI PRIEST,

WKFR / Kalamazoo O PD: PHIL BRITTON / MD: GLENN DILLON O (616) 344-0111 = ADDS: CHEAP TRICK (#39), WILSON PHILLIPS, BROTHER BEYOND,

WKPE / Cape Carl O PD/MD: KEITH LEAURE O (508) 771-3998 = ADDS: BELL BIV DEVOE, JUDE COLE, ELECTRIC BOYS, NEW KIDS ON THE BLOCK, DON HEMLEY,

WKQB / Charleston O PD/MD: MARY RUSSELL O (803) 744-1779 = ADDS: STEVIE B, POISON, DON HEMLEY,

WKQD / Huntsville O PD: JAY HASTINGS / MD: BOBBY KWIGHT O (205) 721-9393 = ADDS: POISON, M.C. HAMMER, MAXI PRIEST, JON BON JOVI,

WKRZ / Wilkes Barre O PD: KEN MEDEK / MD: JERRY PADDOEN O (717) 823-5000 = ADDS: CHICAGO, WINGER, ANA & JORDAN KNIGHT,

WKSF / Asheville O PD: BRIAN MALONEY / MD: GLENN TRENT O (704) 255-0603 = ADDS: THE TIME, CHEAP TRICK, NEW KIDS ON THE BLOCK, MAXI PRIEST, STEVIE B, INDECENT OBSESSION,

WKSM / Ft. Walton Beach O PD: MIKE BRIDGES / MD: PHIL DAVIS O (904) 243-7676 = ADDS: MAXI PRIEST, CHEAP TRICK (#39), NEW KIDS ON THE BLOCK (#25), 2 LIVE CREW,

WKZQ / Myrtle Beach O PD: JOHNNY D / MD: RUSS THOMPSON O (803) 448-8212 = ADDS: SINEAD O'CONNOR, NELSON,

WLAF-FM / Lancaster O PD: DAVE MARINO / MD: TED BRADBURY O (717) 394-7261 = ADDS: DON HEMLEY (#30), BILLY JOEL (#31), GEORGE LAMON (#32), JON BON JOVI, WILSON PHILLIPS,

WLAF-FM / Lexington O PD: BARRY FOX / MD: MIKE GRAMES O (606) 293-0563 = ADDS: THE TIME (#26), M.C. HAMMER (#27), POISON (#28), JON BON JOVI (#29), NEW KIDS ON THE BLOCK (#30), CHEAP TRICK (#31),

WLRF / Champaign O PD: MATT McCANN / MD: JOHN McCUGHAN O (217) 352-4141 = ADDS: NEW KIDS ON THE BLOCK, NELSON, ST. PAUL,

WLXR / LaCrosse O PD: GARRETT MICHAELS / ASST. PD/MD: CHAD BRUESKE O (608) 782-8335 = ADDS: AEROSMITH (#30), ANA & JORDAN KNIGHT, BILLY JOEL,

WMEF / Ft. Wayne O PD: TONY RICHARDS / ASST. PD/MD: JEFF DAVIS O (219) 447-5511 = ADDS: FAITH NO MORE, NELSON, PAUL YOUNG,

WMG / Appleton/Oshkosh O PD: DAN STONE / MD: BILL HINDY O (414) 426-3239 = ADDS: WAS (NOT WAS), JUDE COLE, WHISPERS, CHICAGO,

WNNK / Harrisburg O PD: BRUCE BOND / MD: ED AUGUST O (717) 238-1402 = ADDS: WINGER, DON HEMLEY, STEVIE B,

WNOK-FM / Columbia O PD: JONATHAN RUSH / MD: JEFF McHUGH O (803) 771-0105 = ADDS: NH ADDS THIS WEEK,

WNYF / Ithaca O PD: KURT MONDAY / MD: JIM MEECH O (607) 756-2828 = ADDS: ALANNAH MYLES, CHEAP TRICK, CHICAGO, CONCRETE BLONDE, MARCALEX, SNAP, THE PARTY, WINGER,

WOKI / Knoxville O PD/MD: CLAY GISH O (615) 531-2000 = ADDS: MADONNA, NEW KIDS ON THE BLOCK, CHEAP TRICK, JANET JACKSON,

WOMP-FM / Wheeling O PD: BOB FORSTER / MD: CHUCK McGEE O (614) 676-5661 = ADDS: CHICAGO, INDECENT OBSESSION, WHISPERS, ALANNAH MYLES,

WOVO / Glasgow O PD: DAVE BARRICK / MD: DR. RICK FALKNER O (502) 651-8375 = ADDS: JON BON JOVI, LONDON QUIREBOYS, RAINDOGS, JUDE COLE, DAVE STEWART & THE SPIRITUAL COWBOYS, ALANNAH MYLES, AFTER 7, CHEAP TRICK,

WOVW / W. Palm Beach O PD: KRIS KLAUS / MD: DAVE HILDSON O (407) 659-2111 = ADDS: HEART, CALLOWAY, 2 LIVE CREW,

WPFM / Panama City O PD: LOU CLERY / MD: MIKE STONE O (904) 234-8859 = ADDS: BILLY JOEL, CONCRETE BLONDE, JUDE COLE, WHISPERS,

WPFY / Terre Haute O PD/MD: DAVE NORTH O (812) 232-1400 = ADDS: M.C. HAMMER, WINGER, TIA, JULIE CRUISE/ANGIELO BADALAMENTI, GLORIA ESTEFAN, JUDE COLE,

WPRR-FM / Altoona O PD/MD: SCOTT ST. JOHN O (814) 946-9456 = ADDS: GLORIA ESTEFAN, M.C. HAMMER, NELSON, MAXI PRIEST, JIMMY RYSER, PAUL YOUNG,

WPST / Trenton O PD: DAVE HOEFFEL / MD: TRISH MERELO O (609) 924-3600 = ADDS: DON HEMLEY, BILLY JOEL, INDECENT OBSESSION,

WPXR / Doverport O PD: DAN KENNEDY / MD: LARRY "HAMMER" DAVIS O (309) 786-1800 = ADDS: SWEET SENSATION, NELSON, WILSON PHILLIPS,

WQCM / Hagerstown O PD: DAVID MILLER / MD: WILL KAUFMAN O (301) 797-7300 = ADDS: WINGER, BILLY JOEL, JUDE COLE, ALANNAH MYLES,

WQID / Bixby O PD: TODD MARTIN / MD: None O (601) 388-2323 = ADDS: JON BON JOVI, INDECENT OBSESSION, MAXI PRIEST, ST. PAUL, BABYFACE, GEORGE LAMON,

WQUT / Johnson City O PD: RUFUS HURT / MD: STEVE MAHY O (615) 477-3127 = ADDS: BANG, FLEETWOOD MAC, MARCALEX, THE SUNDAYS, WINGER, BILLY JOEL,

WQXA / York O PD: MARK FEATHER / MD: KP TAYLOR O (717) 757-9402 = ADDS: TROOP, NEW KIDS ON THE BLOCK,

WRCK / Uica O PD: JIM REITZ / MD: SCOTT BURTON O (315) 797-1330 = ADDS: BELL BIV DEVOE, DON HEMLEY, FAITH NO MORE, CALLOWAY,

WRON / Toledo O PD: KEN BENSON / ASST. PD/MD: TROY S. EXANDER O (419) 891-1551 = ADDS: CHICAGO, KYPER, NEW KIDS ON THE BLOCK, JIMMY RYSER, NELSON,

WRTB / Vincennes O PD: DANNY WAYNE / MD: MIKE LAUF O (812) 254-4300 = ADDS: BILLY JOEL, ALANNAH MYLES, AEROSMITH, EN VOIGUE, ANITA BAKER,

WRVQ / Richmond O PD: STEVE DAVIS / MD: LISA MCKAY O (804) 649-9151 = ADDS: PAUL YOUNG, CHEAP TRICK, INDECENT OBSESSION, MAXI PRIEST, NEW KIDS ON THE BLOCK (#28), JON BON JOVI (#29),

WSKZ / Charlevoix O PD: SCOTT CHASE / MD: JAY SCOTT O (615) 756-6141 = ADDS: JANET JACKSON (#18), WILSON PHILLIPS (#19), JUDE COLE, THE LIGHTNING SEEDS, WINGER,

WSPK / Poughkeepsie O PD: STEW SCHANTZ / MD: CHRIS ST. JAMES O (914) 831-8000 = ADDS: WILSON PHILLIPS, POISON, THE PARTY, BANG,

WSPT / Stevens Point O PD/MD: D.J. HALL O (715) 341-1300 = ADDS: CHEAP TRICK, BILLY JOEL, THE LIGHTNING SEEDS, ALANNAH MYLES, WINGER, ELECTRIC BOYS (#30),

WSTO / Evansville O PD: BARRY WITHERSPOON / MD: OPEN O (502) 685-2991 = ADDS: JON BON JOVI (#27), THE LIGHTNING SEEDS (#28), MARIAH CAREY (#29), POISON (#30), M.C. HAMMER,

WTBX / Hibbing/Duluth O PD/MD: JOE CRAIN O (218) 262-4545 = ADDS: INDECENT OBSESSION, DANGER DANGER, SWEET SENSATION,

WTVT / Portland O PD: ZIGGIE / MD: FREDIE COLEMAN O (207) 797-0780 = ADDS: NELSON, INDECENT OBSESSION, BROTHER BEYOND,

WVBS / Wilmington O PD: DAVE ALLEN / MD: GLASGOW HICKS O (919) 763-6611 = ADDS: BELL BIV DEVOE, CHEAP TRICK, ANA & JORDAN KNIGHT,

WVVC / Lansing O PD: KEVIN ROBINSON / MD: HOLLYWOOD HENDRIX O (517) 487-5986 = ADDS: JON BON JOVI,

WVKS / Toledo O PD/MD: MIKE WHEELER O (419) 531-1681 = ADDS: THE LIST IS FROZEN THIS WEEK,

WVSR / Charleston O PD/MD: BILL SHAHAN O (304) 342-3136 = ADDS: INDECENT OBSESSION, NEW KIDS ON THE BLOCK, ELECTRIC BOYS, BANG,

WVWC / Fire O PD: LEE ST. MICHAELS / MD: BOB O'DELL O (313) 744-1570 = ADDS: NEW KIDS ON THE BLOCK (#30), ALANNAH MYLES (#33), DEPECHE MODE (#36), AFTER 7 (#38), FAITH NO MORE (#39), JOHNNY GILL (#40), WHISPERS,

WVFX / Bangor O PD: DAVID COOPER / MD: KIDO KELLY O (207) 338-2290 = ADDS: FAITH NO MORE (#39), ANITA BAKER (#40),

WVWB / Princeton O PD/MD: JENNIFER STARR O (717) 655-6893 = ADDS: GIANT, CHICAGO, ST. PAUL, THE TIME,

WVYC / York O PD/MD: DAVEY CROCKETT O (717) 637-3831 = ADDS: INDECENT OBSESSION, CHICAGO,

WVYS / Gainesville O PD: JERI BANTA / MD: JIM FOX O (904) 375-2200 = ADDS: NEW KIDS ON THE BLOCK, BELL BIV DEVOE, INDECENT OBSESSION, AFTER 7,

WVYS / Columbia O PD/MD: CHUCK FINLEY O (803) 796-8896 = ADDS: NEW KIDS ON THE BLOCK (#37), BELL BIV DEVOE, JUDE COLE, ANA & JORDAN KNIGHT,

WZOK / Rockford O PD: STEVE SUMMERS / MD: JESSE GARCIA O (815) 399-2233 = ADDS: INDECENT OBSESSION, BILLY JOEL, INDECENT OBSESSION, BILLY JOEL,

WZYQ / Frederick O PD: NED FERRIS / MD: MICHAEL LUCE O (301) 663-5000 = ADDS: TAYLOR DAYNE, INDECENT OBSESSION, JON BON JOVI (#40), CHEAP TRICK, BILLY JOEL,

WZZU / Raleigh O PD: JACK LAWSON / MD: JOE LARSON O (919) 787-9390 = ADDS: VIXEN (#29), JOHNNY VAN ZANT (#32), HURRICANE (#35),

X102 / Reno O PD: CAREY EDWARDS / MD: MIKE ABRAMS O (702) 356-8000 = ADDS: NELSON (#26), 2 LIVE CREW, AFTER 7,

X106 / Birmingham O PD/MD: MARK EVANS O (205) 591-7171 = ADDS: STEVIE B, JUDE COLE, INDECENT OBSESSION,



# THE HITMAKERS

**"DO RECORD COMPANIES TREAT NON-PARALLEL REPORTING STATIONS AS SECOND-CLASS CITIZENS? DOES THE SYSTEM NEED TO BE RE-EVALUATED?"**

## **MARK DRISCOLL**

OM, WIOQ - Philadelphia

I think there are some very smart record company local, national and regional representatives of particular record companies, and I don't necessarily think any particular company sets the precedent. I think it behooves a good, solid promotion man on whatever level to establish contact with that a new radio station, although that radio station may not be a parallel reporter recognized by R&R yet. The rep should understand and treat the radio station just as if it were a parallel reporter. This is a business of professional relationships, and recognizing the fact that a radio station may very well be a parallel reporter soon, once it meets the criteria of the publication, will make it much easier for the local person to walk in the station and be recognized. Not that the rep is going to receive any special favors, but it'll be easier and he or she will already have a professional relationship with the radio station. The idea of ignoring a radio station because it's not a parallel is absolutely ridiculous. I've faced it hundreds of times and I've always taken the attitude of, "That's okay by me. If it's a hit I can always go out and buy it." I'm going to get this radio station to the highest level I can with or without recognition by any record company that won't recognize us simply because we're not listed as an "important" radio station by a trade publication.

*DO YOU FEEL THE SYSTEM NEEDS TO BE RE-EVALUATED?*

I'm not the person to answer that, but I think the entire parallel/point system has created a monster. It's unfortunate that radio stations can't just be productive and play songs. Obviously, the record companies appreciate radio stations for playing those records because it creates profit for them and it creates ratings, hopefully, for the stations. The two industries, radio and records, have had a peculiar relationship since I got into the business. I certainly do not have the answer. I don't know why I can pick up 15 to 20 trade publications that publish good solid information and they don't seem to mind whether or not you're number one, or dominant in your format. It seems to me the idea would be to collect as much information as possible to benefit everybody. Get the airplay! Maybe we're talking about paper space - I never claimed to be an economic wizard!

## **DANNY CLAYTON**

PD, B94 - Pittsburgh

Not that I see. In Milwaukee I did notice a bit of a difference when WLUM went from a P2 to a P1A; they would mention them more. It depends on how close another radio station in the market is to your format. HOT102 in Milwaukee was very different from WLUM. In Pittsburgh, WMXP is different from B94. But the record company will take advantage of any way they can sell their records.

*SO DOES THE PARALLEL STATUS HAVE ANY SPECIAL VALUE OR BENEFIT?*

As far as a station's relationship with the record company goes, it is a benefit. I've worked at a P3 and a P1. If the station is good enough it will be given parallel status, and then it will count in the decision-making. You're made a parallel because you have a certain cume or an average rating.

## **WAYNE COY**

PD, WIXX - Green Bay, WI

Yes and no. I've been both a parallel and non-parallel, and when I was programming a non-parallel reporter there were certain record reps - not companies - that definitely treated us like we didn't matter. There were others who went out of their way to help us. Eventually, when we did get status, we didn't forget those people who didn't make an effort in the first place. It's not right that this should happen, but it does. Sometimes it has more to do with the program director than the parallel status. If you're aggressive, if you make noise, take chances, play records, most record companies treat you fairly. But there are some reps who were trained with an R&R mentality, and so they end up working that way all the time. It's partly the record companies' fault, and partly the fault of those working for the labels.

*DO YOU THINK NON-PARALLEL STATIONS ARE PENALIZED?*

Yes I do. Some stations obviously don't have as much influence as others, but

there are a lot of good radio stations which aren't parallels. Therefore, they don't get the same treatment from the record companies. Are they penalized? Yes, because they're not able to as efficiently promote the artists they're playing, and they suffer. Having been on both sides of the fence, I can say I definitely felt that way. It's amazing how much it changes once you get parallel stations. People who would have never stepped foot in Hibbing, Minnesota were making the drive with a smile on their face a month later. But there were other reps who were coming to WTBX even when we were just reporting to Gavin and Hitmakers. It's unfortunate, but I think it has to do with the way they're trained. The radio stations do suffer, and I think the artists do as well. A lot of great records break out of those smaller markets.

*IS THERE ANYTHING ABOUT THIS SYSTEM YOU'D LIKE TO SEE CHANGED?*

I would suggest to the record companies that they put a little more effort into their secondary promotion field staffs. Make sure the national secondary person has the wherewithall to work with a radio station playing their records that a local rep does. For example, if I'm in Wampaton, South Dakota and I add a record, I'll call the record company to give feedback and let them know the record's working. They, in turn, should be able to support that record promotionally. But as it's set up now, that doesn't happen unless you're a parallel. Why shouldn't the guy in Wampaton get a box of cassettes to give away to support the record he's playing? There should be a little larger budget for secondary promotion and, more importantly, more followup with secondaries to make sure they have the record and they get the promotions - bigger budgets and more elbow grease. A lot of times a program director is sitting at an R&R parallel station six months or a year down the road, and we tend to not forget those things - especially when it's all one-way communication. I remember calling some record labels to let them know I added their record and their response was, "Okay, so what?" Now those same people are flipping cartwheels. The only difference is the call letters and that's a shame. Airplay is airplay, and record sales are record sales.

## **RUSTY KEYS**

PD, KSKG - Salina, KS

I was PD for two years at KJLS in Hays, a minor station, and I would say the priority lies with the parallel stations. When they're trying to build a base they seem to go for a few things with the minor stations that they don't necessarily go for with the big stations. But when it comes time to back it up with awards and accolades, or just promotions, it just isn't there with the smaller stations. That's a sad thing.

*DESCRIBE THE DIFFERENCE BETWEEN BEING IN HAYS AND BEING AT A P3.*

When I was in Hays the record companies were very good at getting product to us, they were very good with giveaways, and they did take our best interests to heart. But the big difference is they seem to care a little bit more when it comes to a P3 station, and they get more involved with the station and treat you a little better especially when it comes to promotions. I know when I worked in Hays, it was harder to get concert tickets for giveaways. I could get all the cassettes I wanted to back it up, but in the smaller market, we had to buy tickets to give away.

## **KEN RICHARDS**

PD, HOT97 - San Jose

Sadly enough, there are individuals - not record companies - who treat non-reporting radio stations as lesser class stations. Before coming to San Jose I was at KIKX in Colorado Springs, which had been suspended from reporting status, and I experienced problems as a result of the lack of reporting status. There were several occasions when my competition had records earlier than I did, and they definitely had many promotions I was not privileged to participate in. Thankfully, there are people in the industry who like to maintain relationships regardless of what reporting status you have. Mark Gorlick, with ATCO Records, remained a true friend while I was in Colorado Springs without status. In all honesty, there were only one or two people who I had a roadblock with; the rest of the Denver locals still treated me as a valuable radio station. But there was still the problem of not being able to do the high dollar promotions that record companies give you if you have P2 or P1 status. In San Jose, with a radio station and market of this magnitude, things are obviously a lot different. When I was on the other side of the fence I hated the parallel reporter situation, because I wasn't able to get the nice promotions and the



# Radio Forum

respect. Now that I'm here I'm able to do terrific promotions because of our P1A status. Economically speaking, I can see why they focus all their promotional dollars and attention on the large markets, because obviously they're getting more.

*BUT HOW MANY HITS MIGHT THEY BE MISSING?*

That's a good point. In Colorado Springs, I was playing plenty of records but not getting the attention or the respect that I would have gotten with the reporting status. Record companies should be able to have their promotion people develop relationships with stations regardless of their reporting status, especially because nowadays you never know where someone's going to end up. Now it's more a reflection of the person who maintains that relationship rather than of the company. I would like to see the same attention given to all the markets and stations. Competitively, though, I enjoy something I'm not willing to give up now, and I'm very happy we have the reporting status we do.

## JAMIE HYATT

PD, KDON - Salinas, CA

I don't know if I'd call it "second-class citizens," but non-parallel stations certainly don't get anywhere near the service, promotions or product that a P1, P2 or P3 gets. I worked at a P2 in Oregon before I went to a non-parallel station in a much bigger market - Richmond, Virginia - and we were treated a lot differently being a station without R&R status. As soon as I got back on the west coast, all these friends suddenly popped out of nowhere. It's weird, because in a bigger market with a much larger audience than a P3 R&R reporter, you're treated as a lesser station than a little town in the middle of America.

*ARE RECORD COMPANIES OVERLOOKING AN IMPORTANT DIMENSION OF THESE NON-REPORTING STATIONS? MAYBE INDIVIDUALLY THEY'RE NOT THAT POWERFUL, BUT COLLECTIVELY THEY COULD BREAK A RECORD?*

I think record companies are missing out, because a lot of these new stations are playing new artists and songs. It's a great way to get exposure in a marketplace, rather than on a station that's very stale and plays the same records all day. When I was in Richmond, WRVQ was very stale and played very few records. They'd wait until things were at number 25 on the R&R chart before they'd add them. But the station I was at played a lot of new music, and I thought that by ignoring us, the record companies were missing out on a chance to expose new music. They should try to get non-parallel stations to play records so they could help break them in that market. After those non-parallel stations become R&R reporters, they'll remember the people who remembered them when they were non-parallel.

## TOM GORMAN

Senior VP of Promotion, Chrysalis Records

I can't speak for the entire recording industry, but I can tell you what I look for in a station we service. I look for a go-getter, a trendsetter who develops strong relationships with various retail accounts to find out what's selling, someone who spikes records at night and monitors the phone lines closely - an aggressive programmer. I look for someone who is receptive towards inventive and creative promotions, and someone who will be able to tell me whether or not I have a hit record or a record that's worth putting further resources into. If I find a programmer like that I'll service the station regardless of the market size or what trade paper they report to, because they're a real valuable resource to me and my promotion team.

## KEVIN ROBINSON

PD, WVIC - Lansing, MI

There are certain labels that track and service only parallel stations, but there are a few labels that track Billboard and Gavin stations. The thing we have to remember as programmers is that the parallel system doesn't mean anything to the listener. What the label can bring to the party does mean something. It's too bad that the record companies place so much emphasis on the parallel reporting status, but I just bear in mind that it doesn't matter to my listeners.

*WHAT DIFFERENCES DID YOU NOTICE BETWEEN BEING AT A PARALLEL AND NON-PARALLEL STATION?*

I'm a big believer in attempting to return every phone call every day. Guess what? When you're a parallel, it can't happen. When I wasn't a parallel I was able to spend real quality time with the labels who were treating us very fairly. But now it's

like I have 10,000 new best friends, and it's a lot easier to get product, promotions, and tickets for giveaways. I won't say the difference is black and white, because it's a label-by-label situation.

## MARC CHASE

PD, POWER PIG - Tampa

The first six months we were on the air we didn't report because we had to prove ourselves. There were a few people I had known from Y107 in Nashville who called with support, but we pretty much bought the records we went on with, or brought them with us from Y107. If we needed something new we had to buy it. When I think about it, stations ought to at least be given service right off the bat. It was January before we got service from all labels. I've not only been on both sides; I've been a P1, a P2, and I've been nothing. This is a business of relationships, and they're not made or broken over one record. Most people in record promotions and radio programming are in it for the long haul; they won't say "We're done. You're history, because you didn't do this for me this time." It's not a one-time thing. For the most part, I think a little bit too much attention is given to your parallel stations, especially when you might have a station that's giving your record more exposure in a smaller market.

*SHOULD RECORD COMPANIES RE-THINK THEIR POSITION IN THEIR TREATMENT OF SMALLER MARKETS, SINCE THOSE STATIONS CAN COLLECTIVELY HELP BREAK A RECORD?*

There has always been the grass roots movement for records. If you can't get the P1s on it right out of the box, then you try to work it up through the Gavin stations and the P2s and P3s. As far as a system goes, I sometimes wonder if they're going to break it down according to size of cume or shares. The Arbitron demographics are outdated, so maybe they should be updated. I don't see why there shouldn't be a re-evaluation. It's something that's created more for the record side of the business, not the audience side or the sales side.

## DUFF DAMOS

PD, WIFC - Wausau, WI

I don't think "second-class citizen" is the right terminology. In the past five years it's gotten to the point where R&R is the bible. I was on the other side of the fence at one time when I was only a Gavin reporter, and sometimes I'd have to beg for service. When I became an R&R reporter the phone calls got to the point where I couldn't handle them all. There are a lot of good radio stations out there, and it boggles my mind that if you aren't a reporter you don't come into the record companies' view. When I was a non-reporter I sometimes asked myself what we were doing wrong, but it wasn't anything we were doing wrong - it's just that not everybody can be in R&R. I don't know where all the record labels' decisions come from regarding non-reporters, but it's obviously not the record reps who make them. Being at WIFC for so many years and having good relationships sure helps, because there were record reps that helped us out even though we weren't a reporter.

*SHOULD THE RECORD COMPANIES TREAT NON-PARALLEL RADIO STATIONS AS EQUALS?*

I think so. You can't serve everybody and not everybody is going to be happy, but I think the decision-makers at the labels ought to get together and point out the good stations that sell a lot of records for them and should be taken care of. When I was a Gavin reporter I had a wonderful relationship with a lot of people, and I still do. The labels did take care of us, and hopefully they do the same for the rest of the stations. But it's frustrating to have such a good station and not be recognized for it, and I would be willing to bet there are a lot of stations in similar positions. I've been here for 13 years and I've seen it all, and if being a parallel is what it takes nowadays, then I'm glad for our station, because we fought for it and won. It boggled my mind trying to figure out what it would take for people to see what a great station this was. That's where the record reps came in, because they knew we had a good station and they helped us. The standbys from the old days, when I first started here, were always there for me. Though I really didn't have much of a problem, there were a couple of companies that asked me if I was an R&R reporter when I called them for service, and then I never heard from them. That really ticked me off, and, for a while after I became an R&R reporter I wouldn't accept their calls. I thought if I wasn't good enough for them back then, I can't be good enough for them now.

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



SWEET F.A.



**HARD ROCK  
FROM THE HEARTLAND**

**THE DEBUT ALBUM  
STICK TO YOUR GUNS**

FEATURING

**"PRINCE OF THE CITY", "RHYTHM OF ACTION"  
AND "STICK TO YOUR GUNS"**

**CATCH SWEET F.A. ON TOUR THIS SUMMER!**

**PRODUCED BY HOWARD BENSON  
MANAGEMENT BOB McCUTCHEON AND ROCKMASTER**

**MCA**  
THE SPOTLIGHT '80s

© 1990 MCA RECORDS, INC.



# ROCK RADIO

## NATIONAL

- LW-TW
- 1-1 AEROSMITH "The Other Side" (Geffen)
  - 7-2 JON BON JOVI "Blaze Of Glory" (Polygram)
  - 4-3 POISON "Unskinny Bop" (Enigma/Capitol)
  - 5-4 ALLMAN BROS. BAND "Good Clean Fun" (Epic)
  - 2-5 DAMN YANKEES "Come Again" (WB)
  - 8-6 COLIN JAMES "Just Came Back" (Virgin)
  - 10-7 JOHNNY VAN ZANT "Brickyard Road" (ATL)
  - 3-8 BAD COMPANY "Holy Water" (ATCO)
  - 15-9 WINGER "Can't Get Enough" (Atlantic)
  - 16-10 CHEAP TRICK "Can't Stop Fallin' Into .." (Epic)
  - 13-11 HEART "I Didn't Want To Need You" (Capitol)
  - 14-12 BLACK CROWES "Twice As Hard" (Def/Geff)
  - 21-13 DON HENLEY "How Bad Do You Want It" (Geff)
  - 6-14 BRUCE HORNSBY "Across The River" (RCA)
  - 18-15 QUEENSRYCHE "Last Time In Paris" (Elektra)
  - 17-16 ALIAS "Haunted Heart" (EMI)
  - 9-17 MOTLEY CRUE "Don't Go Away Mad" (Elek)
  - 12-18 GARY MOORE "Oh Pretty Woman" (Charisma)
  - 11-19 JEFF HEALEY BAND "I Think I Love .." (Arista)
  - 22-20 FAITH NO MORE "Epic (What Is It)" (Slash/Rep)
  - 26-21 GUNS N' ROSES "Knockin' On Heaven's" (DGC)
  - 28-22 SANTANA "Mother Earth/Third Stone" (Col)
  - 25-23 RIVERDOGS "Toy Soldier" (Epic)
  - 38-24 GENE LOVES JEZEBEL "Jealous" (Geffen)
  - 34-25 CONCRETE BLONDE "Joey" (I.R.S.)
  - 29-26 BRUCE DICKINSON "Tattooed Millionaire" (Col)
  - 31-27 NELSON "Love And Affection" (DGC)
  - NEW-28 VIXEN "How Much Love" (EMI)
  - 23-29 KILLER DWARFS "Doesn't Matter" (Epic)
  - NEW-30 GUNS 'N ROSES "Civil War" (WB)
  - 32-31 JOHN HIATT "Child Of The Wild.." (A&M)
  - 36-32 HOTHOUSE FLOWERS "Give It Up" (Lon/Poly)
  - 24-33 BILLY IDOL "Cradle Of Love" (Chrysalis)
  - 35-34 STEVE VAI "Audience Is Listening" (Relativity)
  - 30-35 ELECTRIC BOYS "All Lips N' Hips" (ATCO)
  - NEW-36 SLAUGHTER "Fly To The Angels" (Chrysalis)
  - 19-37 ROBERT PLANT "Your Mama Said You .." (ATL)
  - 40-38 HUMMAN RADIO "Me and Elvis" (Columbia)
  - 20-39 JEFF LYNNE "Every Little Thing" (Reprise)
  - NEW-40 MIDNIGHT OIL "King Of The Mountain" (Col)

## MOST REQUESTED

- JON BON JOVI
- POISON
- JOHNNY VAN ZANT
- GUNS N' ROSES / Civil War
- QUEENSRYCHE
- FAITH NO MORE
- WINGER
- GUNS N' ROSES / Knockin'
- CONCRETE BLONDE
- CHEAP TRICK

## MOST ADDED

- VIXEN
- SLAUGHTER
- MR. BIG
- JOHNNY VAN ZANT
- CONCRETE BLONDE
- GUNS 'N ROSES / Civil War
- BILLY IDOL
- STEELHEART
- COMPANY OF WOLVES
- RED HOUSE / HURRICANE / BILLY JOEL

## REGIONAL

### EAST

- 1-1 AEROSMITH
- 2-2 ALLMAN BROTHERS
- 6-3 JON BON JOVI
- 7-5 POISON
- 13-7 JOHNNY VAN ZANT
- 9-8 CHEAP TRICK
- 10-9 WINGER
- 15-11 DON HENLEY
- 16-13 GARY MOORE
- 17-14 ALIAS
- 27-17 G N' R / Knockin'
- 26-20 LITTLE FEAT
- 40-21 GENE LOVES JEZEBEL
- 28-22 SANTANA
- 31-24 BRUCE DICKINSON
- 36-25 G N' R / Civil War
- 43-27 QUEENSRYCHE
- 33-29 HUMAN RADIO
- 58-31 CONCRETE BLONDE
- 53-40 GIANT

### MIDWEST

- 2-1 AEROSMITH
- 3-2 DAMN YANKEES
- 6-3 POISON
- 9-6 JOHNNY VAN ZANT
- 12-7 JON BON JOVI
- 13-8 HEART
- 10-9 QUEENSRYCHE
- 11-10 WINGER
- 22-12 COLIN JAMES
- 21-14 CHEAP TRICK
- 23-19 HURRICANE
- 38-21 SLAUGHTER
- 25-22 FAITH NO MORE
- D-23 VIXEN
- 48-26 NELSON
- D-30 G N' R / Civil War
- 36-31 STEVE VAI
- 57-33 CONCRETE BLONDE
- 55-39 ROBERT PLANT
- 71-40 GENE LOVES JEZEBEL

### SOUTH

- 7-1 JON BON JOVI
- 2-2 POISON
- 5-3 ALLMAN BROTHERS
- 8-4 JOHNNY VAN ZANT
- 11-5 WINGER
- 10-7 HEART
- 12-10 FAITH NO MORE
- 19-14 QUEENSRYCHE
- 20-15 CHEAP TRICK
- D-16 VIXEN
- 27-18 RIVERDOGS
- 24-20 NELSON
- 26-21 G N' R / Knockin'
- D-23 G N' R / Civil War
- 33-25 SANTANA
- 30-26 GENE LOVES JEZEBEL
- 34-29 ERIC JOHNSON
- 76-35 MIDNIGHT OIL
- 40-34 EVERY MOTHER'S
- 45-36 SLAUGHTER

### WEST

- 1-1 BAD COMPANY
- 6-2 POISON
- 4-3 ALLMAN BROTHERS
- 9-4 JON BON JOVI
- 10-7 BLACK CROWES
- 12-9 CONCRETE BLONDE
- 14-11 QUEENSRYCHE
- 18-12 WINGER
- 20-13 JOHNNY VAN ZANT
- 26-15 DON HENLEY
- 22-17 SANTANA
- 26-21 BRUCE DICKINSON
- 32-22 HOTHOUSE FLOWERS
- 32-24 GENE LOVES JEZEBEL
- D-31 VIXEN
- 44-32 G N' R / Knockin'
- 46-34 STEVE EARLE
- 47-38 MIDNIGHT OIL
- 52-40 NELSON
- 58-41 ERIC JOHNSON



## MARKETING THE "CULT OF PERSONALITY"

Every time a new programmer comes to Los Angeles to ply his or her craft, that programmer ends up asking everyone within earshot the same question: "What was it that made KMET so successful? How did that particular Rock Radio station create magic that still lives on in the minds of L.A. listeners?"

The non-answer to that question lies in the realization that winning radio stations that endure - particularly Rock Radio stations - have a cult of personality that takes them beyond the realm of a radio station and makes them a way of life for a large core of consumers. We talked about one aspect of that magic last week in the discussion about station presentation.

This week, let's move on to another key aspect of stationality - marketing. Just for the halibut, we talked to the program directors and promotions directors of several Rock Radio outlets that have made major imprints on their markets by taking promotions and marketing beyond simple forced-listening contests and into the realm that creates cult of personality. You'll notice how quickly and often the topic of community service comes up.

### Community Service And Fun In One

One of the most promotionally active Rockers is Arizona dynasty KUPD/Phoenix. You may recall from the **HITMAKERS** interview they did a while back that this station does plenty of community-oriented and lifestyle promotions. We hooked up with Promotions Director Tami G. for more details.

Says Tami, "Almost everything we do is community service. We just finished our first-ever Food Drive in July. We raised \$25,000 in cash. We filled two 20-foot U-Hauls with food from Monday through Friday. It was a 24-hour food drive. All the equipment we needed for the drive was donated—the tents, the labor, the risers, the U-Hauls—everything."

KUPD has also managed to take a generic Rock giveaway, that Budweiser/Stones in Moscow shebang, and build on it. Explains Tami, "When it's said and done, it will have been a two-and-a-half month promotion. We added several new faces to it so that it wouldn't crash and burn. Basically - it sounds silly but it worked - we had a word search puzzle in the *New Times* (a local lifestyle weekly) and pulled a qualifier from there. We played a Budman game on the air. Then we had people register for a Budweiser Rock & Roll Guitar. We'll have four finalists on the morning show. (Morning man) Dave Pratt will ask them Jeopardy-style Stones trivia questions, and the winner will go to Moscow as the Ambassador for KUPD. The beauty of it is that it's ever-changing."

Always striving to be where their listeners are having fun, KUPD is readying for a field trip. "We've got our River Float coming up," Tami says. "People go (150 miles) to the Colorado River to rent tubes and go floating down the river. We do it on a Friday, and the guy who rents the tubes says we triple his business. We're the only radio station that does that. We'll also

be cleaning up the river, which Moosehead Beer is very involved with, donating \$10,000 worth of merchandise. We'll give everybody garbage sacks. We'll litter the river with prize coupons in KUPD envelopes, and when you find one, you go to the station later to redeem your prize. The river is on government property, and we highly stress river safety as well, which makes the United States Forest Service very happy to work with us."

### Larger Than Life In Media Central

Cutting through media overload in L.A. is like trying to win a World Series in Chicago—you're better off waiting for the next Ice Age. However, hard rocker KNAC has done it for years, and it's not just their music. This is a radio station that knows how to market an outrageous image to the fullest.

PD Pam Edwards relates KNAC's latest hijinks: "One of our morning guys just jumped off a major bridge near L.A. harbor on a bungi cord. He broadcast it live with a wireless mike taped to his chin. He did it three times: forward, backward, and then they strapped it to his feet and he did it upside down. We got Caltrans, the Port Authority and the Fire Department to give us the permits. We had the *L.A. Times*, the NBC TV affiliate and all kinds of video crews on hand. We had two helicopters overhead. All the boats in the harbor were honking when he jumped. It was wild.

## ROCK SCHLOCK

It's time to play career roulette as the Spring ARBs come cascading in to Rock Radio central. All numbers below are 12+.

Apparently, no one in Northern California listens to Rock anymore. In San Francisco, KFOG jumps 2.0-2.6 and KSJO rises 1.4-1.5, but KRQR dips 2.9-2.6 and KOMA stumbles 2.3-1.5. San Jose shows starker results as KFOG inches up 1.6-1.7, while KSJO drops 4.0-3.6 and the KOMESpot collapses 6.8-3.9. Even Sacramento looks a little dippy as KRXQ is flat at 8.7 but KZAP drops 6.5-5.2.

The bulk of those longhairs must have moved to Chicago, where the Loop (FM) goes 4.0-4.5, Classic WCKG rises 3.8-4.4 and eclectic WXRT soars 2.5-3.3. The rest of them relocated to Philly, where WMMR is again #1, leaping 6.9-8.2 and Classic WYSP nabs a 6.2-6.4 gain.

Elsewhere, trends continue in Detroit, where it's WLLZ 3.9-4.3, WRIF 3.7-3.4 and Classic WCSX 3.5-3.0. Trends reverse a bit in D.C. as Classic WCXR goes 4.3-3.9 and DC101 moves 2.5-2.9. Down the road in Baltimore, WIYY gains 6.2-6.7 while Classic WGRX drops 2.4-1.8. Alternative WHFS drops 3.1-2.9 in DC and rises 1.4-2.4 in Baltimore. In Boston, WBCN goes boom with a 4.6-7.1 explosion, while Classic WZLX moves 3.0-3.9 and Rock40 WAAF is back in the game at 1.5-1.8. It's a crapper in Providence as WHJY goes 8.0-7.2 and classic WWRX moves 3.8-3.1. In Pittsburgh, things go well as WDVE goes 9.3-9.8 and Classic WMYG 3.4-4.2. In Dallas, KTXQ is up 4.3-4.4 and Classic KZPS rises 3.0-3.8.

In the beautiful Midwest, WEBN jumps 9.0-10.1 while Classic WOFX dips 4.9-3.7. In

(See **ROCK SCHLOCK** page 33)

"We focus on lifestyle promotions," Pam elaborates, "so the bulk of what we do is with concerts and clubs. We try to do a lot of public service events. We do recycling things. We're getting into a lot of clean-and-sober parties. We also do a lot of morning show things, everything from doughnut eat-offs to scavenger hunts in interesting places. We really like to serve the audience and keep the attitude on the radio irreverent and fun."

Given the nature of KNAC's listenership, they have different needs in terms of community service. Explains Pam, "Every year we hook up with Children of the Night, which gets teen and pre-teen kids off the streets. Unfortunately, most of those kids are on the street hooking for drugs. Every year, in conjunction with the big local concert promoter, we do a concert

and an auction over a weekend that raises a lot of money. Right now we're doing Pure Rock Search '90, which is a local band competition, at a local club. All the proceeds from the door, as well as from the cassette we're going to sell, will go to Children of the Night. We're also quite involved with the T.J. Martell Foundation."

### Rockin' Rochester In A Big Way

WCMF/Rochester is one the few Rockers that constantly dominates the 12+ numbers in their market. We talked to Promotions Director Rena LaBue about WCMF's marketing niche. "As far as merchandising goes, we just got some stuff in that's great," Rena says. "We've gotten Wayfarers-type sunglasses. They have "WCMF" written down one side and "The Home of Rock & Roll" down the other. We're selling them for \$4.96, with proceeds going to the Association for the Blind and Visually Impaired of Greater Rochester. It's a cool rock & roll kind of promotion that also ties in with the community."

In the world of giveaways, 'CMF has taken a tried and true Rock contest and made it larger than life. "One of the big things we're just starting now is our Ticket To Rock Marathon," Rena reports. "It's an all-out week-long party. The listener will start out with a trip to Milwaukee to see Eric Clapton, who'll be playing with Robert Cray and Stevie Ray Vaughan. From there, they head to Los Angeles. They have a

couple days to play in L.A., including a Hard Rock Cafe dinner and Universal Studios Tour, and then they see the Moody Blues in Los Angeles. The day after that, they head back to Rochester for the Little Feat concert. It just comes across as a lot of fun and a real neat thing to do."

Naturally, this being Rock Radio and summertime, 'CMF has their van out and about. "Since we're right on one of the Great Lakes - and we have some beachfront area - we'll send our van down to the beach to give away CDs and cassettes. We play it up on the air, and it's a great way to get ourselves out every day," Rena informs us.

'CMF will jump at any opportunity to expand on the traditional uses for the station vehicle. Rena relates, "We had a real hot spell a couple weeks ago, so we hooked

up with Coca Cola. We called our van the Coke Relief Van for a couple of days. We filled it up with coke on ice, and went out into the community. We have a tremendous construction project going on in town right now, so we cruised over and tossed out some cold Cokes to the guys who were working. Any road crews or landscapers we saw, or anybody who was just out and about, we tossed a nice, cold Coke, and we're their pals. It gets our name out there, it makes us look good, and it makes our listeners happy because they don't have to do too much to get involved."

### Tales Of Modesto

KDJK/Modesto is a great success story with a refreshing approach. PD Mark Davis confides, "On the air we keep things really low-key. We don't do

(See **MARKETING** page 33)



**CFOX (Vancouver)**  
 PD: Jim Johnston  
 MD: Brenda White ◊ 604-684-7221  
 ADDS • Medium: ALLMAN BROS. BAND, HEART.

**KATM (Colorado Springs)**  
 PD: open  
 MD: Jennifer Bell  
 ◊ 719-548-1528  
 ADDS • Light: CONCRETE BLONDE, FAITH NO MORE, HURRICANE, BILLY JOEL, QUEENSRYCHE.

**KATT (Oklahoma City)**  
 PD: Doug Sorenson  
 MD: Cindy Scull ◊ 405-848-0100  
 ADDS • Medium: CONCRETE BLONDE, ROBERT PLANT, SANTANA, VIXEN.

**KBPI (Denver)**  
 PD: Bill Betts  
 MD: open ◊ 303-572-6200  
 ADDS • Light: BAD COMPANY, BATON ROUGE, GUNS N' ROSES, VIXEN, JOHNNY VAN ZANT.

**KDJK (Modesto)**  
 PD: Mark Davis  
 MD: Randy Maranz ◊ 209-869-2594  
 ADDS • Medium: MR. BIG, BILLY IDOL, Light: ERIC JOHNSON, Medium: ALANNAH MYLES, Light: VIXEN.

**KDWZ (Des Moines)**  
 PD: T.J. Martens  
 MD: open ◊ 515-266-6060  
 ADDS • Light: CHICAGO, BLACK CROWES, BILLY JOEL.

**KFMQ (Lincoln)**  
 PD: Gabe Baptiste  
 MD: Joe Skare  
 ◊ 402-489-6500  
 ADDS • Light: DEL AMITRI, Medium: DON HENLEY, Light: ERIC JOHNSON, Medium: NELSON, Light: RED HOUSE.

**KILO (Colorado Springs)**  
 PD: open  
 MD: Craig Koehn  
 ◊ 719-634-4896  
 ADDS • Light: DAVID BAERWALD, BRUCE HORNSBY, PRETENDERS, SLAUGHTER, Medium: VIXEN.

**KISS (San Antonio)**  
 PD: Tim Parker  
 MD: Joe Anthony ◊ 512-342-4999  
 ADDS • Light: MR. BIG, Medium: BILLY IDOL, MIDNIGHT OIL, Light: MOTLEY CRUE, Medium: VIXEN.

**KLOL (Houston)**  
 PD: Ken Anthony  
 MD: Patty Martin ◊ 713-526-6855  
 ADDS • Medium: VIXEN.

**KLOS (Los Angeles)**  
 PD: Carey Curelop  
 MD: Stephanie "Moose" Mondello  
 ◊ 213-840-4836  
 ADDS • Light: STEEL HEART, VIXEN, Medium: JOHNNY VAN ZANT.

**KNAC (Los Angeles)**  
 PD: Pam Edwards  
 MD: Bryan Schock  
 ◊ 213-437-0366  
 ADDS • Medium: MR. BIG, BRUCE DICKINSON, KINGS OF THE SUN, Light: SLAUGHTER.

**KRSP (Salt Lake City)**  
 PD: Steve Carlson  
 MD: Kelly Monson ◊ 801-262-5541  
 ADDS • Medium: BABYLON A.D., JON BON JOVI, QUEENSRYCHE, STEEL HEART, STEVE VAI, Heavy: WINGER.

**KRXQ (Sacramento)**  
 PD: Judy McNutt  
 MD: Pamela Roberts  
 ◊ 916-334-7777  
 ADDS • Light: MR. BIG, Medium: JUDE COLE, Light: VIXEN.

**KRZQ (Reno)**  
 PD: Max Volume  
 MD: Steve Funk ◊ 702-827-0965  
 ADDS • Medium: FLEETWOOD MAC, MOTLEY CRUE, ROBERT PLANT, VIXEN, Light: SLAUGHTER, STEEL HEART, HOTHOUSE FLOWERS

**KRZR (Fresno)**  
 PD/MD: E. Curtis Johnson  
 ◊ 209-252-8994  
 ADDS • Medium: JON BON JOVI, Light: CHICAGO, Medium: CONCRETE BLONDE, Light: BILLY JOEL.

**KTYD (Santa Barbara)**  
 PD: Doug Ingold  
 MD: Brice Kendall ◊ 805-967-4511  
 ADDS • Medium: MIDNIGHT OIL, ROBERT PLANT, POISON, SANTANA, JOHNNY VAN ZANT.

**KUPD (Phoenix)**  
 PD: Curtiss Johnson  
 ASST. PD/MD: J. David Holmes  
 ◊ 602-838-0400  
 ADDS • Medium: BAD COMPANY, ERIC CLAPTON, HEART, Heavy: POISON, Light: SLAUGHTER, Medium: VIXEN.

**KWHL (Anchorage)**  
 PD: Radio Phil  
 MD: Dan Thomas ◊ 907-344-9622  
 ADDS • Light: DEL AMITRI, Heavy: GIANT, GUNS & ROSES, Light: BILLY IDOL, Medium: IGGY POP, Light: MICHAEL PENN, Medium: VIXEN.

**KXRX (Seattle)**  
 PD: Brew Michaels  
 MD: Dean Carlson  
 ◊ 206-283-5979  
 ADDS • Light: CHEAP TRICK, FAITH NO MORE, Medium: PRETENDERS, Light: WORLD PARTY, Medium: JOHNNY VAN ZANT.

**WAAF (Worcester-Boston)**  
 PD: Ron Valeri  
 MD: Rick MacKenzie  
 ◊ 508-752-5611  
 ADDS • Light: SLAUGHTER.

**WAZU (Dayton)**  
 PD: open  
 MD: Kevin Cox ◊ 513-223-9445  
 ADDS • Medium: MR. BIG, Heavy: GUNS N' ROSES, Medium: L.A. GUNS, SLAUGHTER, VIXEN.

**WBCN (Boston)**  
 PD: Oedipus  
 MD: Carter Alan ◊ 617-266-1111  
 ADDS • Light: BEL CANTO, JULEE CRUISE, GUNS & ROSES, RED HOUSE, ULTRA VIVID SCENE, ROGER WATERS.

**WCMF (Rochester)**  
 PD: Stan Main  
 MD: Dave Kane ◊ 716-262-4330  
 ADDS • Medium: HURRICANE, BILLY IDOL, R.E.O. SPEEDWAGON.

**WDHA (Denver)**  
 PD/MD: Andy Dean  
 ◊ 201-328-1055  
 ADDS • Light: AZTEC CAMERA, BAD COMPANY, HURRICANE, IGGY POP, MASTERS OF REALITY, MICHAEL PENN, DAVE STEWART, MARSHALL TUCKER, Medium: VIXEN, WORLD PARTY.

**WDVE (Pittsburgh)**  
 PD: Gene Romano  
 MD: Herschel ◊ 412-937-1441  
 ADDS • Heavy: GUNS N' ROSES, Light: SANTANA, SLAUGHTER, Medium: TOY MATINEE.

**WEBN (Cincinnati)**  
 PD: Tom Owens  
 MD: Tony Tolliver ◊ 513-621-9326  
 ADDS • Medium: GUN, Light: MASTERS OF REALITY, Medium: NELSON.

**WHJY (Providence)**  
 PD: Bill Weston / MD: Chris Herrmann ◊ 401-438-6110  
 ADDS • Medium: COLIN JAMES, Light: SLAUGHTER, Medium: JOHNNY VAN ZANT.

**WHTQ (Orlando)**  
 PD: Ken Carson / MD: Annie Summers ◊ 407-295-3990  
 ADDS • COMPANY OF WOLVES

**WKLO (Grand Rapids)**  
 PD: Jim Owen  
 MD: Mike Tinnes ◊ 616-774-8461  
 ADDS • Light: ALIAS, GUNS & ROSES, BILLY IDOL, VIXEN, QUEENSRYCHE, SLAUGHTER.

**WLRS (Louisville)**  
 PD: Lisa Lyons / ASST. PD/MD: Brad Hardin ◊ 502-585-5178  
 ADDS • Light: MR. BIG, Heavy: GUNS N' ROSES, Medium: MOTLEY CRUE, BURNING TREE, VIXEN.

**WLZR (Milwaukee)**  
 PD: Greg Ausham / MD: Greg Fitzgerald ◊ 414-453-4130  
 ADDS • Medium: JON BON JOVI, Light: HERICANE ALICE, COLIN JAMES, L.A. GUNS, D'MOLLS, VIXEN, MR. BIG.

**WMAD (Madison)**  
 PD: John Duncan  
 MD: Pat Gallagher ◊ 608-249-9277  
 ADDS • Heavy: CONCRETE BLONDE.

**WMMS (Cleveland)**  
 PD: Michael Luczak  
 MD: Brad Hanson ◊ 216-781-9667  
 ADDS • Light: GUNS & ROSES, POISON, DAVE STEWART, WINGER.

**WNEW (New York)**  
 PD: Dave Logan / MD: Lorraine Caruso ◊ 212-286-1027

ADDs • Medium: LITTLE FEAT, DON HENLEY, BILLY JOEL, JOHNNY VAN ZANT Light: RED HOUSE.

**WRQK (Canton)**  
 PD: Scott Hughes / MD: Debbie Vincent ◊ 216-492-5630  
 ADDS • Medium: CHEAP TRICK, BLACK CROWES, Heavy: GUNS N' ROSES, Medium: BRUCE HORNSBY, SLEEZE BEEZ, VIXEN.

**WSHE (Miami)**  
 PD: Brian Krysz  
 MD: Mark Cruz ◊ 305-581-1580  
 ADDS • Light: COMPANY OF WOLVES, RAINDOGS, SANTANA.

**WTPA (Harrisburg)**  
 PD: Jeff Kauffman  
 MD: Chris James ◊ 717-697-1141  
 ADDS • Heavy: CONCRETE BLONDE, JEFF HEALEY, Medium: SLAUGHTER, VIXEN.

**WWWV (Charlottesville)**  
 PD: Jay Lopez  
 MD: Debbie Gilbert ◊ 804-971-4057  
 ADDS • Light: JUDE COLE, FLEETWOOD MAC, MIDNIGHT OIL, PRETENDERS, SANTANA, DAVE STEWART.

**WXTB (Tampa)**  
 PD/MD: Greg Mull ◊ 813-227-9808  
 ADDS • Medium: BAD COMPANY, COMPANY OF WOLVES, Light: ELECTRIC BOYS, Medium: EVERY MOTHER'S NIGHTMARE, Light: IGGY POP, SLAUGHTER, STEEL HEART, Medium: VIXEN.

**Z-ROCK 50**  
 PD: Pat Dawsey ◊ 800-527-4892  
 ADDS • ELECTRIC ANGELS, KILLER DWARVES, VIXEN.

Frozen This Week:  
 WIYY/Baltimore  
 KBOY/Medford

## MARKETING THE CULT (from page 32)

cash giveaways. I like to give the audience credit for having some intelligence. You can lay low-key and uncluttered and still come out smelling like a rose. The classic rock station here just spent probably twice as much money in the last book as we've spent in five years, and we doubled them in their key demos, including 25-54. I think that says a lot for current-intensive AOR. If you come out sounding mature on the air, you don't have to buy them off to win."

Referring to the bane of many a smaller-market PD, Mark says, "We basically shy away from sales-oriented remotes. The only people you're stroking there are clients, not your listeners. The only time we go live anywhere is at community events, where we'll always try to be visible. In terms of going out on the streets, we'll go out and hand out product, bumper stickers, even helium balloons. It's amazing how many adults will come by with kids, and they just eat that stuff up. Anytime you can occupy kids, you make their parents very happy.

While staying low-key, KDJK does get out and about. Mark comments, "We have a basketball hoop and a putting rig that we rotate. We'll take one out and charge people a buck to take a shot. If they're successful, they get a CD, a cassette, or a KDJK t-shirt—their choice. All the money goes to charity, which helps give the station a good image. We'll do that kind of stuff to keep out on the streets."

**Passing Gas In Oklahoma**  
 Another heritage rock titan marketing creatively is Oklahoma City's KATT. PD Doug Sorenson tells us about the KATT's latest summer fun: "We just gave away a thousand gallons of gas in a little town called Shawnee. We did it in conjunction with a PUMP promotion for Aerosmith. We said, 'The KATT is gonna pump you up.' We gave it away with one mention at 4:50 in the afternoon, and packed the place. People were making u-turns wherever they were and racing to get there."

In a nighttime hotspot like Oklahoma City, the KATT makes a point of presenting movie screenings with great frequency. "At times, we've averaged two a week," says Doug. "I think we once did three. Generally, we do about five a month. We literally have every movie screening in town. This weekend, we're doing a backyard barbecue with Steve Miller and the KATT. We do regular club nights with the big rock club in town."

For KATT, and many others, promotions are not a matter of forcing increased TSL, but a way of reinforcing an image and building awareness. Doug says he believes that "AOR is not a mass-appeal format. The rock stations that have done the best over the years have outstanding cume. If I can get you to go into 7-11 and get a KATT nifty-neon cup, if I can get you to sample the station, you'll enjoy it. I want to make you know the KATT is more than just a rock station."

## ROCK SCHLOCK (from page 32)

Cleveland, Michael Luczak inherits a 8.5-7.6 move at WMMS, while Classic WNCX rises 4.9-5.3. Minneapolis sees KQRS rise 8.3-10.3 while eclectic KTCZ drops 4.4-3.3. KSHE continues strong in St. Louis going 8.8-8.7 while Classic KSD drops big 6.7-4.9.

In the humid South, KLCL still owns Houston after a 7.6-7.4 dip, as Classic KZFX goes 3.4-3.7. In Florida, WSHE reaps early rewards from WGTR's demise gaining 2.2-2.9 with Classic WZTA off 2.3-2.2. Both Tampa rockers are up—WXTB 4.4-4.5 and WYNF 6.4-6.8. WHTQ still leads Orlando, rising 6.4-6.6 with WDIZ up 5.1-5.2.

Out West, KBPI returns to Denver glory with a 4.6-6.3 jump to pass KBCO at 6.2-6.1 while KAZY dumps 4.2-3.7. In Seattle KXRX and KISW are tied at 5.0, up from 4.2 and 4.4 respectively.

You'll soon be receiving one of the most brilliant musical creations you've heard in a long time. The band is called **JELLYFISH**, and they're on CHARISMA. Word is Phil Q. and Irving Azoff had a serious bidding war over these guys. This is not a one-listener type deal. However, if you give the album a nice, long, loud listen without lots of distractions, it will suck you in and utterly captivate you. The first single is The King is Half Undressed, however the promo push will be album-oriented. The personal favorite here is She Still Loves Him.

If you want a funny record that should cause a solid buzz, check out **DREAD**

**ZEPPELIN** on I.R.S. When Bonzo, Elvis and Bob Marley jam in heaven, this is what it sounds like. The first single is Heartbreaker Hotel. Remember that a cappella Zep medley that the Beat Farmers did a couple years ago? This is just as cool.

Geez, the whole **POISON** album is as solid as the first track. You had to know FLESH & BLOOD would sell a ton, but could anyone have expected it to go to #1 at the whole Musicland chain out of the box? Holy @!%(\*%! If you're looking for depth tracks, check out the title track and Valley Of Lost Souls.

**EXTREME** are back for A&M, and like Poison, their new project shows tremendous growth. The first single, Decadence Dance has both a great guitar riff and a superb hook that'll get listener's attention. Darned if J.B. hasn't put together one of the more amusing promo packages of late for this one to boot.

A bard that has been piling up critical raves and kicking up dust at Alternative, **24-7 SPYZ**, are starting to make noise at Rock Radio. After touring Europe with Alice, they are about to kick off a West Coast swing. Don't Break My Heart is an accessible record that will definitely stand out on the air.

The *real* huge **SLAUGHTER** tune is now on the charts. That would be Fly To The Angels. Yeah, it's a power ballad, but CHRYSALIS will have an enormous run with it.



# ALTERNATIVE

## ALBUM

- LW-TW
- 1-1 **CONCRETE BLONDE** "Bloodletting" (IRS)
  - 3-2 **GENE LOVES JEZEBEL** "Kiss Of Life" (Geffen)
  - 2-3 **DEPECHE MODE** "Violator" (Sire/Reprise)
  - 4-4 **BOOM CRASH OPERA** "These Here Are..." (Giant/WB)
  - 5-5 **WORLD PARTY** "Goodbye Jumbo" (Chrysalis)
  - 9-6 **NEW ORDER** "World In Motion" (Qwest/WB)
  - 7-7 **MIDNIGHT OIL** "Blue Sky Mining" (Columbia)
  - 8-8 **HOTHOUSE FLOWERS** "Home" (LON/Polydor)
  - 6-9 **PRETENDERS** "Packed!" (Sire/WB)
  - 18-10 **HAPPY MONDAYS** "Step On" (Elektra)
  - 16-11 **DAVID J.** "Songs From Another ..." (Beggars/RCA)
  - 13-12 **JESUS JONES** "Liquidizer" (SBK)
  - 10-13 **SOMETHING HAPPENS** "Stuck Together" (Charisma)
  - 22-14 **RAILWAY CHILDREN** "Native Place" (Virgin)
  - 20-15 **AZTEC CAMERA** "Stray" (Reprise)
  - 12-16 **LIGHTNING SEEDS** "Cloudcuckooland" (MCA)
  - 17-17 **PETER MURPHY** "Deep" (Beggars/RCA)
  - 11-18 **THE SUNDAYS** "Reading, Writing..." (DGC)
  - 27-19 **REAL LIFE** "Lifetime" (Curb)
  - 29-20 **IGGY POP** "Brick By Brick" (Virgin)
  - 21-21 **KATYDIDS** "The Katydids" (Reprise)
  - 15-22 **STRANGLERS** "10" (Epic)
  - 38-23 **DEVO** "Smooth Noodle Maps" (Enigma)
  - 25-24 **SONIC YOUTH** "Goo" (DGC)
  - 24-25 **MODERN ENGLISH** "Pillow Lips" (TVT)
  - 26-26 **CHRISTIANS** "Colour" (Island)
  - 14-27 **REVENGE** "One True Passion" (Capitol)
  - 19-28 **ADRIAN BELEW** "Young Lions" (Atlantic)
  - 30-29 **JANE WIEDLIN** "Tangled" (EMI)
  - 34-30 **BILLY IDOL** "Charmed Life" (Chrysalis)
  - 33-31 **JOHN HIATT** "Stolen Moments" (A&M)
  - 43-32 **THAT PETROL EMOTION** "Chemicrazy" (Virgin)
  - 41-33 **FAITH NO MORE** "The Real Thing" (Reprise)
  - 23-34 **JOHN DOE** "Meet John Doe" (DGC)
  - 35-35 **PATO BANTON** "Wize Up!" (IRS)
  - 37-36 **STRAWBERRY ZOTS** "Cars, Flowers..." (Acid Test)
  - 34-37 **LLOYD COLE** "Lloyd Cole" (Capitol)
  - 40-38 **BLUE AEROPLANES** "Swagger" (Ensi/Chrysalis)
  - 39-39 **SCATTERBRAIN** "Here Comes Trouble" (In-Effect)
  - 45-40 **HUNTERS AND COLLECTORS** "Ghost Nation" (ATL)
  - 28-41 **THE ORIGIN** "The Origin" (Virgin)
  - NEW-42 **MICHAEL PENN** "March" (RCA)
  - 47-43 **WILD SWANS** "Space Flower" (Sire/Reprise)
  - 46-44 **ENERGY ORCHARD** "Energy Orchard" (MCA)
  - NEW-45 **ULTRA VIVID SCENE** "Joy: 1967-1990" (4AD/Col)
  - 32-46 **STEVE WYNN** "Kerosene Man" (Rhino)
  - NEW-47 **STEVE EARLE** "The Hard Way" (MCA)
  - NEW-48 **DAVE STEWART** "Flatliners ST" (Arista)
  - 31-49 **SINEAD O'CONNOR** "I Do Not Want..." (Chrysalis)
  - NEW-50 **CANDY FLIP** "Strawberry Fields..." (Atlantic)

## TRACKS

- |                |               |                |
|----------------|---------------|----------------|
| JOEY           | BLOODLETTING  | DAYS/CAROLINE  |
| JEALOUS        | TWO SHADOWS   |                |
| POLICY OF      | HALO          | ENJOY          |
| ONION SKIN     |               |                |
| MESSAGE        | WAY DOWN NOW  | IS IT TOO LATE |
| WORLD IN       |               |                |
| KING OF THE    |               |                |
| GIVE IT UP     | MOVIES        |                |
| CANDLE         | NEVER DO THAT | NO GUARANTEE   |
| STEP ON        |               |                |
| CHAUFFER       |               |                |
| MOUNTAINS      | NEVER ENOUGH  | IREAL/13/INFO  |
| HELLO HELLO    | WHAT NOW      |                |
| EVERY BEAT     | MUSIC STOP    | YOUR YOUNG     |
| CRYING         | GOOD MORNING  |                |
| ALL I WANT     | PURE          | JOY            |
| STRANGE KIND   |               |                |
| HERE'S WHERE   | CAN'T BE SURE | MY FINEST      |
| GOD TONIGHT    |               |                |
| HOME           | PUSSY POWER   |                |
| HEAVY          |               |                |
| SWEET SMELL    |               |                |
| POST MODERN    | CHANGE IS     |                |
| KOOL           |               |                |
| BEAUTIFUL      | CARE / MELT   | TAPESTRY       |
| I FOUND OUT    | ALL TALK      |                |
| PINNEAPPLE     |               |                |
| HELICOPTERS    | PRETTY PINK   |                |
| WORLD ON       |               |                |
| L.A. WOMAN     | CRADLE OF     | STEEL/BLUES    |
| CHILD OF       |               |                |
| SENSITIZE      |               |                |
| EPIC           |               |                |
| MAD            | MY OFFERING   |                |
| SPIRITS IN THE | WIZE UP       |                |
| GET ME TO THE  | PRETTY        |                |
| NO BLUE SKIES  | DOWNTOWN      |                |
| AND STONES     | LOVE COME     |                |
| DON'T CALL     |               |                |
| WHEN THE       | BLIND EYE     | LOVE ALL OVER  |
| GROWING OLD    | LAST DAY      |                |
| BRAVE NEW      |               |                |
| MELTING BLUE   | MAGIC         |                |
| BELFAST        | KING OF LOVE  |                |
| STARING AT THE | IT HAPPENS    |                |
| CAROLINE       | TEARS WON'T   |                |
| OTHER KIND     |               |                |
| PARTY TOWN     |               |                |
| EMPEROR'S      |               |                |
| STRAWBERRY     |               |                |

### MOST REQUESTED

CONCRETE BLONDE  
 GENE LOVES JEZEBEL  
 FAITH NO MORE  
 SOMETHING HAPPENS / DEPECHE MODE

### MOST ADDED

DAVE STEWART  
 HEARTTHROBS  
 CANDY FLIP  
 CREEPS / PLAN B



# A LITTLE SUPER-MARKETING

It doesn't take Einstein to figure out that marketing Alternative radio isn't quite like marketing Adult Contemporary. On the other hand, it isn't that different. You've still gotta worry about imaging your station, building cume and extending time spent listening.

With that in mind, we took the roving **HITMAKERS** camera to a local supermarket to ask several housewives to sample different brands of marketing and give us their opinion. All that's missing is Robin Leach.

## Stuck Up In Salt Lake City

In the frozen foods section, we found a housewife from Salt Lake City who has a tight budget to cope with. KJQN PD Mike Summers responds to budgetary constraints, saying, "Probably the one thing we spend the most time on is stickers, which we use in a much different fashion than a lot of places. We actually try to put them on the cars ourselves. We also carefully regulate the outlets where we place our stickers. We'll drive around completely unannounced and pull people over and give them lots of stuff. With the amount of stickers we give out and the amount that actually end up on cars, we have about the best ratio I've ever seen."

"Our stickers actually stay on cars," Mike continues, "With stations that give out lots of cash, they stay on for a while, and then they're gone. A lot of times you see cars with stickers from all the stations we've been on here (four total). It's getting to be like a badge of honor to a lot of people. Our last load of stickers ended up fading in the sun, and we got complaints. We just said, 'Sorry, those stickers look kind of stupid on your car. We'll put a new one on, and we'll give you something.' You'd be amazed how many people did it. At this stage, it's reinforcing our image to the people who are advertising for us, and they know they are too. When you have a limited budget, you better make sure those people really love you."

As for club and concert stuff, Mike says, "We do a lot of nights in clubs and teen clubs. Those are always good draws. If we go too long without doing one, people begin asking for them. If we don't get a big band to come to town, we do a bus ride. We just took three busloads of people all the way to Denver to see the Cure. We got a great price on the whole thing, and Elektra threw in a whole lot of tickets, so it was all pretty cheap."

## Hanging With The Desert Dogs

In the produce section, we ran into a happy homemaker from Phoenix, KUKQ Promotions Director Tami G. She informs us about KQ's promotions philosophy: "Basically, what happens is we talk to the audience, and we ask them, 'What are you guys into? What do you like doing? What would you like to have?' That's probably where our street feel comes from. We get it because we talk to the audience. Whenever we have events, we sit down with people, have a brew and discuss what they like to do, and when they do it. Our attitude is, 'Hey, come and join us.'"

That attitude of personal closeness with their audience affects the way KUKQ handles promotions. Tami comments, "Due to that feedback, we schedule our bar promotions to begin anywhere from 10-11 p.m. We send the jock out with a lot of station paraphernalia which everybody loves. We have found that the KQ audience loves music, so I order as many copies of product as I can get from the

record companies, and they always give them to us. Our pickup rate on product we give away is 100%."

In terms of larger-scale events and giveaways, we are informed that, "Ironically, we've been very experimental with our audience. Any type of trip that we give away is very successful. We did our very first trip as a mail-in contest to see B.A.D. in Boston and got 1500 entries in ten days."

In terms of concerts in Phoenix, KQ's presence has changed the Phoenix marketplace in a big way. Tami explains, "Because of KUKQ, promoters now have an outlet for alternative music coming to town. Right now, I've got five major concerts on our calendar. In fact, news about the station has been traveling the nation. I literally have band's agents calling me directly telling me they'd like to bring their bands to town, and I end up referring them to a local concert promoter. The record reps have also helped out tremendously with their support. Every concert we've done, and remember this is an AM station, has sold out. We're presenting Depeche Mode July 27, and they sold out the Memorial Coliseum in six hours."

## Excitement In D.C.

Next, we popped by the Liquor department for a sixer of Amstel Light and a bottle of Thunderbird for the college students who live upstairs. We immediately bumped into a tourist from near our nation's capitol—WHFS OM Tom Calderone. After the traditional tastes great/less filling argument, Tom told us, "Because this format is based on TSL, that is a very important factor to take care of. However, our station just moved up in power, and we still haven't maxed out on our cume yet. In the last book, we had our highest numbers ever. The main thing for us right now is to underscore our call letters and the image of WHFS."

"This has to be a radio station that reflects the lifestyles of both the Washington and Baltimore markets," Tom continues, "We have to be very careful to not give the impression that we are, quote, selling out. We don't do cash giveaways. We do trip contests, but they're always flyaways to go see a band in another city that are time spent listening promotions. We're doing Depeche Mode currently, and now we're doing a trip to see Hothouse Flowers in San Francisco."

WHFS is one of several stations that has continued to tie into Earth Day. Tom says, "One of the things we did recently was to broadcast live from a billboard in Baltimore. We collected five tons of recyclable material while we were there. Anybody can stand on a billboard and do a promotion, but if you can tie it in to a good cause, it will help you even more."

"We did a free Fourth of July concert that drew 26,000 people," Tom continues, "We're just creating excitement with everything we do. We want it to sound on the air like if you weren't at the Fourth of July concert, you were in the wrong place. At the same time, it's real important to us not to have sales dictate our promotions, and our sales department is very good about that. Unfortunately, that's not true for lots of radio stations."

## Tall Tales From Texas

At the deli counter, we met a gentleman in a ten-gallon hat. It turned out to be KDGE/Dallas PD Larry Nielson. Larry believes that, "For this format, time spent listening is so very important. We're not a station that gives away lots of cash. We do lots of lifestyle things—trips out of town to see Depeche

## NEWS & SCHMOOZE

While the Houston situation continues to be anything but promising, the story circulating at the New Music Seminar last week was anything but accurate. KNRJ has not flipped to Hot A/C yet, but that situation stills appears likely to change. Nationwide apparently flew in all the same GMs into Houston that they flew into Orlando before making the Mix move there...

In Norfolk, the news is even bleaker. The ownership of Alternative outlet WOFM has chosen to flip formats and carry satellite-delivered Z-Rock. The switch went down last Monday at midnight, leaving most of the WOFM staff looking for work. You can reach OM Art Williamson at (804) 420-0137.

Ahh...the bountiful fun of Spring ARBS continues. In a lousy book for Bay Area rockers, Live 105 drops 2.3-1.5 in the City and 2.6-2.3 in San Jose. Mixed results for WHFS as they rise big in Baltimore, going 1.4-2.4, while dipping 3.1-2.9 in Washington as heritage AOR DC101 draws even with a 2.5-2.9 move. WFNX/Boston jumps 1.6-2.0. That new stick KDGE/Dallas fired up as of Memorial Day is already paying dividends, as the Edge leaps 1.3-1.7. KJJO/Minneapolis drops 2.4-1.6. It wasn't a great book for rock in Denver either, and KTCL/Fort Collins falls 1.6-0.5 there.

As for the "eclectic" crowd, WXRT/Chicago jumps 2.5-3.3. KTCZ/Minneapolis drops 4.4-3.3 as PD Alan Lawson steps down. Denver's eclectic twosome get mixed results as the KBCO combo dips a hair 6.2-6.1, while upstart KDHT improves 0.9-1.7.

Kudos to WHFS. As morning sidekick Neci moves to nights, she fires up a nightly reggae block under the handle of "Get The Dread Out."

It's not often we write up the same album in Alternative and Rock the same week, but this one deserves it. The album is **BELLY BUTTON** from CHARISMA's **JELLYFISH**. This is one compelling album, from start to finish. Schedule an hour at home, fire up the old lava lamp, down an Amstel Light and enjoy. It's pop; it's rock; it's a floor wax and a dessert topping. The lead track is *The King Is Half Undressed*. The personal favorites are *She Still Loves Him* and *I Wanna Stay Home*. Steve McDonald from Redd Cross guests on one track,

(See **NEWS & SCHMOOZE** page 36)

Mode and so on. We've done some CD player giveaways in conjunction with a song of the day. Generally, our giveaways are built on forced listening."

Spontaneity has its role at the Edge. Says Larry, "We've had large quantities of concert tickets, and we've just gone out into the street and gotten on the air and told people where we were. We just gave away 94 tickets to Tears For Fears that way. Of course, we're real heavy with t-shirts and bumper strips and that kind of street-level merchandising. We have a 30-foot RV we take out, called the Edge Party RV."

Shockingly, when asked if they'd broken into any more hotel rooms of the rich & famous since we wrote about their auction of Robert Smith's underwear last month, Larry says nothing else like that has gone on in Dallas recently. Of course,

(See **SUPERMARKET** page 36)



# ALTERNATIVE REPORTS

**91X (San Diego)**  
**PD: Kevin Stapleford**  
**MD: Mike Halloran 619-291-9191**  
 ADDS • Light: MICHAEL PENN,  
 DEL AMITRI  
**KDGE (Dallas)**  
**PD: Larry Nielson / MD:**  
**George Gimarc 214-580-9400**  
 ADDS • Medium: DAVE  
 STEWART, ENERGY ORCHARD,  
 Light: WIRE,  
**KITS (San Francisco)**  
**PD: Richard Sands / MD: Steve**  
**Masters 415-626-1053**  
 ADDS • Light: KATYDIDS,  
 WORLD PARTY,  
 SOUPDRAGONS, DAVE  
 STEWART, STRANGLERS,  
**KJJO (Minneapolis)**  
**PD: Mike Stapleton**  
**MD: Lori Kelly 612-941-5774**  
 ADDS • Heavy: WORLD PARTY,  
 Medium: SOMETHING

HAPPENS, AZTEC CAMERA,  
 ALLMAN BROTHERS, DAVE  
 STEWART, DAVID J., BRUCE  
 HORNSBY, Light:  
 SIDEWINDERS, RAILWAY  
 CHILDREN, HAPPY MONDAYS,  
 CONCRETE BLONDE,  
 SMITHEREENS,  
**KJQN (Ogden)**  
**PD: Mike Summers**  
**MD: Biff Raffe 801-392-7535**  
 ADDS • Medium: STONE ROSES,  
 DAVE STEWART, Light: HEART  
 THROBS, ORIGIN,  
**KNRJ (Houston)**  
**PD: Guy Zapoleon / MD:**  
**Michael Newman 713-790-0965**  
 ADDS • Light: WORLD PARTY,  
 DEL AMITRI, HUMAN RADIO,  
 PROPOGANDA,  
**KUKQ (Phoenix)**  
**PD: Ern Gladden / MD:**  
**Jonathan L. 602-838-0400**

ADDS • Medium: DAVE  
 STEWART, Light: CANDY FLIP,  
 HEART THROBS, LILAC TIME,  
 WBRU (Providence)  
**PD: Karyn Brynat / MD: Dexter**  
**Schwartz 401-272-9550**  
 ADDS • Medium: ADRIAN BELEW  
**WDRE (Long Island)**  
**PD: Denis McNamara**  
**MD: Sue/Robert 516-832-9400**  
 ADDS • Medium: HEART  
 THROBS, CANDY FLIP, DEVO,  
 BILLY IDOL,  
**WHFS (Washington)**  
**PD: open / MD: Weasel**  
**301-306-0991**  
 ADDS • Light: BEAT FARMERS,  
 ADRIAN BELEW, HEART  
 THROBS, HUMAN RADIO,  
 PRETENDERS, DAVE STEWART,  
 TOY MATINEE, WORLD PARTY,  
**WHTG (Asbury Park)**  
**PD: Rich Robinson**

**MD: Chopper 201-542-1410**  
 ADDS • Heavy: WORLD PARTY,  
 Medium: CANDY FLIP, Light:  
 JESUS JONES, PLAN B,  
 BOOTSAUCE, REVENGE,  
**WMDK (Peterborough)**  
**PD: Janice Bailey / MD: Mike**  
**Thomas 603-924-7165**  
 ADDS • Medium: HUNTERS AND  
 COLLECTORS, JOHN MAYALL &  
 BLUES BREAKERS, RAILWAY  
 CHILDREN, DROWNING NOT  
 WAVING, STEWART/GASKIN,  
 AQUANETTAS, YO LA TENGO,  
 CREEPS, Light:  
 HUMMINGBIRDS, THE WAY  
 MOVES,  
**WOXY (Cincinnati)**  
**PD: Phil Manning 513-523-4114**  
 ADDS • Heavy: DEPECHE  
 MODE, Medium: AZTEC  
 CAMERA, BURNING SPEAR,  
 DEVO, Light: HEART THROBS,

**WRSI (Greenfield) PD/MD: Jim**  
**Olson 413-774-2321**  
 ADDS • Light: MAZZY STAR,  
 BLUESIANA TRIANGLE,  
**WTKX-AM (Pensacola) PD/MD:**  
**Elvis Jones 904-438-7543**  
 ADDS • Medium: REAL LIFE,  
 TOO MUCH JOY, PLAN B,  
 CANDY FLIP,  
**WXVX (Pittsburgh) PD/MD:**  
**Dave Calabrese 412-856-6846**  
 ADDS • Light: MIDNIGHT OIL,  
 WORLD PARTY, CREEPS,  
 Frozen Dis Week:  
 KROQ/Lost Angeles  
 WFNX/Boston  
 KRCK/Omaha  
 KTCL/Fort Collins  
 KTOW/Tulsa  
 Deceased:  
 WOFM/Norfolk

## SUPERMARKET STOP (from page 35)

that's what Nixon said about Watergate too.

### Environmental Concerns

Finally, as we snuck into the ten-item express lane with eleven items, we ran across WKXL/Concord PD Renee Blake. She says WKXL's promotions are intended to help position the station. Renee believes, "It's our identity, our feel of the radio station. We want people to think of us as a concerned, aware kind of radio station. We're involved in our community and in the global community as well."

Getting into specifics, Renee describes some recent doings: "After a two-year effort, we brought the moving wall, the half-size replica of the Vietnam Memorial Wall to town for a week. We got together with the local Vietnam Veterans chapter to bring it here."

Before that, WKXL took on a long-term promotion centered on the cornerstone issue of the environment. Renee tells us about it, saying, "We did a three-month promotion, from Valentine's Day to Earth Day, based on that old poster that says, 'Love your mother.' It was called This Island Earth. We started by asking environmental questions on the air, and gave people lists of things they could do to help the environment when

they picked up their prizes."

That's when the real work began. Renee tells us, "If they did the things on the list and could prove it, they scored points. We gave away grand prizes. We gave away a whale watch to a school class, we gave away a guided tour of the White Mountains to the winning individual, and we gave away catered lunch for an entire office to the winning office. We gave out lots of other appropriate prizes. We've followed that up with a twice-daily feature we run called Planetary Architect. We've gotten some good community feedback. People appreciate the fact that a radio station cares."

WKXL is also doing an interesting concert promotion that you might not expect. Renee reports, "We have a jazz program on Sunday mornings, so we do a lot of jazz giveaways. Now, we're doing a Super Summer Concert Series in another town just south of us. We've been taking people down there in limos for dinner and the concert, and the lineup has been phenomenal. At the last one we had Tracy Chapman and Johnny Clegg & Savouka.

Until next week, champagne wishes and Arbitron dreams...

## NEWS 4 SCHMOOZE (from page 35)

which has Dawn Hood far too excited, if you know what we mean.

This week's two most added continue to be our two favorites here at the fun farm. Those, of course, would be **DAVE STEWART's Party Town** (ARISTA) and **The HEARTTHROBS Dream Time** (ELEKTRA). Where the Dave Stewart is great straight-ahead, uptempo rock, the Heartthrobs record is gripping, ethereal music.

At the same time, last week's two big adds are still racing upward. **IGGY POP's VIRGIN** debut kicks up a 29-20 move this week behind *Home*, and Rock Radio action is falling into place as well. The return of **DEVO** leaps 38-23 as *Post Post-Modern Man* continues to do its thing for ENIGMA.

The KJQ gang returned from their annual trek to Ireland last month raving about a band called **AN EMOTIONAL FISH**. Having finally gotten a copy of *Celebrate*, they are continuing to rave. ATLANTIC will be releasing the project domestically sometime around September.

Speaking of ATLANTIC, the **CANDY FLIP** record continues to generate a big buzz, and not just at Alternative, where their *Strawberry Fields* cover

charts this week. Our roving ear has overheard a few Top40 PDs saying interesting things about it.

GEFFEN's **NITZER EBB** made a big splash in Houston, where they are bigtime dudes. *Fun To Be Had* is big fun too, and the album has been selling consistently for a while.

In conversionland, **THAT PETROL EMOTION** (VIRGIN) are heading back up as *Sensitize* has now kicked in. Ditto **HUNTERS & COLLECTORS** (ATLANTIC) as *Blind Eye* does the same. The comparison to Midnight Oil two years ago is an obvious and accurate one for them. About to return to the top 10 are **SOMETHING HAPPENS** (CHARISMA), behind *What Now* and yet another ATLANTIC act: **ADRIAN BELEW** with *Men In Helicopters*.

A couple interesting developments at retail this week, as **SUICIDAL TENDENCIES** (EPIC) climb 47-42. It's too bad they don't have a loyal following or anything. Besides the album title, **LIGHTS...CAMERA...REVOLUTION** is still too cool. Another band with a loyal following, **SONIC YOUTH** (DGC) debut at #44 this week. With *Goa*, they're continuing to expand their base quite nicely.

### SINGLETON (from page 3)

return to MCA," commented Teller. "Ernie is the consummate music business executive, and his appointment to the presidency of the Black Music Division ensures the pre-eminence of MCA Records in this area."

Singleton said he is delighted to be returning to MCA Records.

"The Black Music Division of MCA has always set a standard of excellence in the industry," said Singleton. "I look forward to working with such a rich and diverse artist roster."

Singleton recently received the 1990 Executive of the Year Award from the Urban Network, Impact and Black Radio Exclusive. He is a founding member of the Young Black Programmers Coalition, and he received that organization's Award of Excellence in 1987. In 1985 he won the Bobby Poe Urban Executive of the Year Award.

### DIXON (from page 5)

John has got a real good radio station over there with I-95, and I can guarantee you we're going to have a real good radio station."

Christopher, who also last worked at Q105 as assistant PD and air talent, told **HITMAKERS** he is "excited to be working for a company that is making such a huge commitment to be a winner again.

"All the things I learned at Q105 with Mason Dixon and (former Q105 OM) Randy Kabrich should help me out a whole lot here in bringing back the legendary status to this once-great and soon-to-be-great-again station," said Christopher.

Evans, whose OM duties also include SunGroup's WERC-AM, told **HITMAKERS** that "It's a tremendous shot for SunGroup to be able to bring two people of Mason's and Brian's stature into the company.

"It's going to be a full-scale war in Birmingham now," added Evans.

### GANIS (from page 7)

What A.G. is referring to is the multiple releases her ambidextrous promotional crew are continually balancing. And if this lady loves to gloat over anything, "It's pulling in the big call letters on our up-and-coming bands," which, she confides, is what keeps her job a challenge.

"We had to really hammer the first **En Vogue** single, as radio resisted it at first despite a retail blowout," vexes Ganis, recalling the frustration. "Fortunately they've caught on in a big way now." The Ganis group are also working miracles with Florida wunderkinds **Linear**, dance purveyors **Troop** (who took root on the **HITMAKERS** chart this week, debuting at number 42), and **2 Live Crew**, who are also Crews-ing up the charts.

Under the Ganis gaze, ATLANTIC Records has all their bases covered, which brings up another of her  
 (See **GANIS** page 46)



# HOT RADIO PROMOTIONS

## KIIS-FM's \$1,000,000 SUPERSTICKER CAMPAIGN #2

KIIS-FM in Los Angeles supes up the summer with another Million Dollar Supersticker Campaign. KIIS-FM has already given away one million dollars in cash, cars, trips and prizes, and now they are starting on million #2. Listeners pick up their KIIS-FM Superstickers at any Jack-In-The-Box restaurant and stick it on their car bumper, and if they are spotted by the KIIS Prize Vans, which will be patrolling the streets of Southern California Monday through Friday, they can win \$10,000, trips to Hawaii, or a host of other great prizes. If a car is stopped by a Prize Van, the driver gets to choose between four envelopes: 1, 0, 2 or 7, and they win the prize in the envelope they pick. Others can win when they hear their license number called out over the air, by calling KIIS-FM within 15 minutes and choosing their envelope on the air.

## KMEL's SUMMER JAM PROMOTES PEACE

KMEL in San Francisco is presenting Summer Jam 1990, a benefit concert to promote peace on the streets of Northern California, on August 5 at the Shoreline Amphitheater in Mountain View. Tickets for the event sold out in 31 minutes on July 12. The concert will include performances by M.C. Hammer, En Vogue, Troop, Michelle, After 7, Mariah Carey, Tony! Toni! Tone!, Howard Hewett, Whistle, Paris, Tyler Collins, Rodney O and Joe Cooley, Mellow Man Ace, Snap, and several other surprise guests. Proceeds will benefit various anti-drug foundations as well as organizations promoting peace on the streets of Northern California. Last year the concert raised \$150,000 for the fight against crack abuse.

## ZOO98 MAKES FRIDAY THE 13TH LUCKY FOR JAN JAX FAN

For the second straight Friday the 13th, ZOO98 in Little Rock has sent a lucky listener and guest to see Janet Jackson in concert. On Friday, April 13, ZOO98 contest winners were sent to Fort Worth to see Janet, and on Friday, July 13, ZOO98 sent a listener and guest all the way to Orlando. The prize includes air fare, hotel accommodations, tickets to the show, and even tickets to Disneyworld. Qualifiers who didn't win the grand prize picked up a copy of Janet's RHYTHM NATION 1814 cassette or CD.

## Y107 PAYS LISTENERS COOLING BILLS

Y107 is helping Nashvillians beat the heat with the "Power Payoff." Y107 is asking listeners to mail, fax, or bring a copy of the summer cooling bill to Y107. Every Thursday, beginning with Coyote McCloud and the Zoo Crew in the morning, Y107 will call out names and give people 10 minutes to call the station. If the person whose name is announced calls back within the allotted time, Y107 will reimburse them for the amount of their electric bill. The "Power Payoff" will continue until mother nature gives Nashville a break from the heat.

## WRQN ZOO PUMPS GAS

93Q (WRQN-Toledo) Q-Morning Zoo members Diane Scribner and Jim "Flipdawg" Filipiak spent part of a recent morning show as gas attendants at a local Amoco station. The location of the station was announced over the air, and the first 93 cars to enter received 9.3 gallons of free gas, pumped personally by the Q-Morning Zoo members. There was only one stipulation: cars receiving the gas had to have a 93Q bumper sticker. But if they didn't have one when they arrived, it was no problem - Diane and Jim provided them with one and then pumped the gas.

## Q107 HOSTS JETSONS PREMIERE



Q107 in Washington, D.C. hosted the premiere of *Jetsons: The Movie* on July 2, and the station managed to secure the presence of two of the movie's stars: George and Astro, pictured here with some of Q107's listeners that attended the premiere.

## WL0L LISTENERS GO CRAZY FOR NEW KIDS TICKETS

99.5 WL0L in Minneapolis gave away over 400 reserved seats for the *New Kids on the Block* concert on July 4, which was both good news and dangerous news for New Kids fans. Night jock Alan Kabel found out about the plentitude of tickets and turned maniacal, having listeners do outrageous and different things every night to win tickets. Parents showed up at the station wearing boxer shorts, women came in bikinis, and listeners were calling in to "bitch for tickets." Kids even emptied vacuum cleaner bags in their parents' refrigerator, but as we all know, dust and lint in butter is a small price to pay for New Kids tickets.

## WUSL's POWER PICK HELPS NON-PROFIT ORGANIZATIONS

WUSL (POWER99-Philadelphia) Promotions Director Angela High has created "Power Pick," a game designed to generate money for non-profit organizations. A donation of one dollar by a listener buys them the power envelope of their choice (numbered from one to twenty), and the envelopes are stuffed with prizes ranging from bubble gum, instart cash, trips, gift certificates and Power T-shirts. The promotion is not only a great investment for listeners, but a great return for the organizations that need help.

## Q95's "PURTAN'S PEOPLE PLAYHOUSE"

Q95 in Detroit recently presented "Purtan's People Playhouse" to benefit The Salvation Army. Dick Purtan's morning show came to life on the Boblo Boat, where Purtan's People performed a variety of skits and comedy routines based on characters from the show. The Boblo Boat, an historic steamship, cruised the Detroit River during the entire three-hour event.

## JET-FM's JAY-BO GETTING AROUND

Night Jock Jay Bohannon of JET-FM in Erie, Pennsylvania has been getting around lately. Jay-Bo recently loaded up a bus full of winners of tickets for the Kiss/Slaughter concert in Pittsburgh, and he boarded the bus himself for the ride to the Steel City. Then Jay-Bo spent a day at Waterworld Water Park, where in an effort to make new friends he even paid for some listeners' admission. Jay-Bo even raced on the waterslides against listeners for prizes. Jay-Bo reportedly was able to make a friend or two during the course of the day.

## HOT97, KISS-FM JOIN TOGETHER FOR RACIAL HARMONY IN N.Y.

HOT97 in New York is teaming up with KISS-FM for a show of unity. On July 22 at 8 a.m., the two stations will gather at Columbus Circle and walk all the way down Broadway to Union Square Park in a show of support for racial harmony in New York. The two stations are putting their on-air competition aside for something bigger and more important, and they are urging listeners to join in by showing up and walking down Broadway together.

## 92X CELEBRATES BEING THE WORST

For the fourth consecutive year, 92X in Columbus has been picked by Columbus Monthly Magazine as the worst radio station. To celebrate the achievement, Tom Kelly and Company hosted the "worst" party of the year at a Columbus dance bar during the July 20 morning show, and they invited everyone else that received worst honors to join them. Breakfast was served for only 92 cents, prizes were given away, and party goers got to meet the worst celebrities, taste the worst food, and watch the worst TV commercial - and then tell 92X whether they really thought everything was as bad as the magazine said it was.

## Z106's BIKINI CONTEST



Z106 (WSRZ) in Sarasota recently held a bikini contest at a local club. Pictured with some of the contestants is Z106 jock Tony Compton and mascot "Hungry Howie." Obviously the girl in the middle didn't win - she forgot her Z106 bumper sticker!





"Don't You Love Me?"



# HITMAKERS CLUB CHART: 6-2 A HITBOUND!

THE #1 DANCE RECORD IN THE COUNTRY!  
THE FOLLOWUP  
TO THE WORLDWIDE #1 DANCE SMASH "TOUCH ME"  
OVER 300,000 SOLD IN THE UK!

HOT ACTION AT...  
B96 (20-18)  
HOT102 (29-22)  
KXXR (D#29)  
HOT97.7 (25-21)

ALSO ON...  
HOT97 (#26)  
POWER106 (#16)  
WLOL-FM (#18)  
WKSS (#18)

Z99 (#25)  
KKIS (13-11)  
and more



# The **C**hristians

"I Found Out"



HITMAKERS ALTERNATIVE: #26

ONE OF THE BIGGEST HITS IN EUROPE TODAY!  
A MUST LISTEN . . . THE LYRICS WILL CLOSE YOU!

ON YOUR DESK NOW - READY FOR AIRPLAY

**And Why Not?**

"The Face"





# CLUB CHART

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

LW-TW

- 1-1 SNAP "The Power" (ARISTA)
- 6-2 49ERS "Don't You Love Me?" (4TH & B'WAY/ISL)
- 4-3 LISA STANSFIELD "You Can't Deny it" (ARISTA)
- 16-4 BLACK BOX "Everybody, Everybody" (RCA)
- 2-5 EN VOGUE "Hold On" (ATLANTIC)
- 12-6 SOUL II SOUL "A Dreams A Dream" (VIRGIN)
- 17-7 DEPECHE MODE "Policy Of Truth" (SIRE/REP)
- 13-8 INDIA "The Lover That Rocks You..." (REP)
- 5-9 MADONNA "Vogue" (SIRE/WB)
- 8-10 GEORGE LAMOND "Bad Of The Heart" (COL)
- 3-11 MC HAMMER "U Can't Touch This" (CAPITOL)
- 21-12 KEITH SWEAT "Make You Sweat" (ELEKTRA)
- 10-13 TECHNOTRONIC "This Beat Is Techno..." (SBK)
- 11-14 JOHNNY GILL "Rub You The Right..." (MOTOWN)
- 7-15 MR LEE "Pump That Body" (JIVE/RCA)
- 40-16 MIX MASTERS "Grand Piano" (PANDISC)
- 19-17 FAX YOURSELF "I Feel Love/Sunshine" (DCC)
- 23-18 NEW KIDS... "Step By Step" (COLUMBIA)
- 20-19 ALISHA "Bounce Back" (MCA)
- 33-20 DOUG LAZY "Can't Hold Back (U No)" (ATLANTIC)
- 14-21 BELL BIV DEVOE "Poison" (MCA)
- NEW-22 THE ADVENTURES OF STEVIE V "Dirty..." (MERC)
- 9-23 D-MOB f/ C. DENNIS "That's The..." (FFRR/POLY)
- 18-24 MELLOW MAN ACE "Mentiroso" (CAPITOL)
- 42-25 ELECTRIIBE 101 "Talking With Myself" (MERCURY)
- NEW-26 REVENGE "Pineapple Face" (CAPITOL)
- 22-27 JUNGLE BROTHERS "What 'U' Waitin' 4" (WB)
- 48-28 REBEL MC "Street Tuff" (MERCURY)
- 15-29 MICHEL'LE "Nicety" (RUTHLESS/ATCO)
- 29-30 CELEBRATE THE NUN "Will You Be..." (ENIGMA)
- NEW-31 BELL BIV DEVOE "Do Me" (MCA)
- NEW-32 TIANA "First True Love" (MIC MAC)
- 52-33 MISTER MIXI & SKINNY... "I Can Handle It" (SBK)
- NEW-34 KID FROST "La Raza" (VIRGIN)
- 24-35 LOUIE LOUIE "Sittin' In The Lap Of..." (WTG/EPIC)
- 41-36 ANYTHING BOX "Jubilation" (EPIC)
- NEW-37 ANNETTE TAYLOR "I Don't Love You..." (ACTIVE)
- 26-38 DIGITAL UNDERGROUND "Humpty Dance" (TB)
- 30-39 HI TEK3 "Spin That Wheel" (SBK)
- 28-40 THE CREW "Get Dumb (Free...)" (VEN/A&M)
- NEW-41 ADEVA "Warning" (CAPITOL)
- 31-42 PAULA ABDUL "Shut Up And Dance" (VIRGIN)
- NEW-43 MIDNIGHT STAR "Do It" (SOLAR/EPIC)
- NEW-44 INDECENT OBSESSION "Tell Me..." (MCA)
- 50-45 A GUY CALLED GERALD "Fx" (COLUMBIA)
- 25-46 DEPECHE MODE "Enjoy The Silence" (SIRE/REP)
- NEW-47 BRAT PACK "I'm Never Gonna ..." (A&M)
- 44-48 JANE CHILD "Don't Wanna Fall In Love" (WB)
- 36-49 WHITE KNIGHT "Get Crazy" (JIVE)
- 32-50 JANET JACKSON "Alright" (A&M)
- 46-51 KLYMAXX "Good Love" (MCA)
- NEW-52 REAL LIFE "God Tonight" (CURB)
- 35-53 3RD BASE "Brooklyn Queens" (COLUMBIA)
- NEW-54 CORINA "Loving You Like Crazy" (CAPITOL)
- NEW-55 ERIC B & RAKIM "Let The Rhythm Hit 'Em" (MCA)

## BREAKOUTS

- BEATS SYSTEM "Walk On The Wild Side" (4TH & B'WAY)
- JOVVAN "Running" (WARNER BROS)
- LAURIE SANDERS "I'll Admit It" (EPIC)
- BARDEUX "Shangri La" (ENIGMA)
- MAXI PRIEST "Close To You" (CHARISMA)
- NAYOBE "I Love The Way You Love Me" (WTG/EPIC)
- THEY WHO MCVE "Sounds Underground" (PROFILE)

## CLUB REPORTERS

### NEW YORK

FOR THE RECORD • New York ♦  
 Danny Pucciarelli (212) 598-417-  
 CANDY FLIP, D HOLLOWAY, RICH  
 RODGERS, R. OWENS, VALERIE  
 INGRAM,

SURE RECORD POOL • Bronx ♦  
 Bobby Davis (212) 904-0500-  
 BLAZE, GRAVE 3 CHILL, THE  
 ADVENTURES OF STEVIE V,

### LOS ANGELES

AMERICAN MUSIC POOL • Beverly  
 Hills ♦ Jeff Fishman / Jimmy Kim  
 (213) 659-7852 • CAMEO, EN VOGUE,  
 K. SWEAT, STACYE & KIMIKO, THE  
 TIME,

IMPACT RECORD POOL • Los  
 Angeles ♦ Fut (213) 292-6611 • THE  
 AFROS, THREE TIMES DOPE,

RESOURCE RECORD POOL • Los  
 Angeles ♦ Randy Sills (213) 651-  
 2085 • ADAM ANT, BELL BIV DEVOE,  
 NEW ORDER, SHE ROCKERS,  
 TONY SCOTT,

### CHICAGO

CHICAGO RECORD POOL •  
 Chicago ♦ Sean Knight (312) 876-  
 0909 • THE FAMILY STAND, NEW  
 KIDS..., REVENGE, TACKHEAD,  
 UMO DETIO,

### SAN FRANCISCO

BAY AREA DANCE ASSOC. • San  
 Francisco ♦ Nick Lygzios (415) 882-  
 9700 • ATOOZI, BEATS SYSTEM,  
 JOVVAN, LAURIE SANDERS,  
 STEVIE B,

### PHILADELPHIA

PHILADELPHIA METRO POOL •  
 Philadelphia ♦ Martin Keown (215)  
 732-7949 • AME LORRAIN, CANDY  
 FLIP, D HOLLOWAY, DESKEE,  
 JASMINE,

### DETROIT

DETROIT DANCE • Ferndale ♦  
 Steve Nader (313) 541-4323 • BANG,

MADONNA, NEW ORDER, THE TIME  
 , WAS NOT WAS,

### DALLAS

NORTH TEXAS DANCE POOL •  
 Dallas ♦ Karen Kennedy (214) 826-  
 6832 • ADAMSKI, BELL BIV DEVOE,  
 FAN CLUB, NEW ORDER, THE  
 ADVENTURES OF STEVIE V,

### BOSTON

BOSTON RECORD POOL • Boston  
 ♦ Robin Springer (617) 325-7665 •  
 BABYFACE, BARDEUX, M. PRIEST,  
 NAYOBE, THEY WHO MOVE,

### WASHINGTON D.C.

OUR MID-ATLANTIC POOL •  
 Washington ♦ Bill Keart (202) 483-  
 8880 • BABYFACE, CARLTON,  
 NAYOBE, NEW ORDER, THE  
 ADVENTURES OF STEVIE V,

### HOUSTON

MUSIC INFORMATION EXCHANGE •  
 Houston ♦ Sam Meyers (713) 667-  
 2734 • 54 46, BANG, BARDEUX, THE  
 WHISPERS,

### MIAMI

FLORIDA WEST URBAN  
 CONNECTION • Tampa ♦ Oliver  
 Crawford (813) 963-1170 • BABY  
 FACE, BLACK BOX, ROBBIE  
 MICHAELS, TODAY, Z'LOOKE,

### ATLANTA

DIXIE DANCE KINGS • Alpharetta ♦  
 Dan Miller (404) 740-0356 • BRAT  
 PACK, FAN CLUB, KLYMAXX,  
 REVENGE, WHITE KNIGHT,

### SAN DIEGO

SOLID PRODUCTIONS RECORD  
 POOL • San Diego ♦ Monre Greer  
 (619) 470-3111 • 2 LIVE CREW, LIZ  
 TORRES, NAYOBE, NEW ORDER,  
 THREE TIMES DOPE,

### PHOENIX

DESERT WEST RECORD POOL •  
 Phoenix ♦ Terry Gilson (602) 249-  
 9214 • BARDEUX, BIG WHEELS,  
 DOC BOX & B. FRESH, MADONNA,



# FACES & PLACES



A rose by another name. **GYPSY ROSE**, the latest signing to RCA/Simmons Records, came by RCA offices to meet everyone. Pictured with band members are RCA Records President **Bob Buziak** (center), **Gene Simmons** (left), and band manager **Tom Tremuth** (right).



Together again, the fabulous seven (aka **THE TIME**) are on the charts with their latest hit, *Jerk Out*. Pictured are (L-R): **Terry Lewis**; **Jimmy Jam**; Warner Bros. VP of Black Music A&R **Benny Medina**; **Jellybean Johnson**; **Morris Day**; **Jesse Johnson**; Warner Bros. Sr. VP of A&R **Michael Ostin**; **Jerome Benton** and **Monte Moir**.



MODERN/ATLANTIC recording group **VENICE** recently gave a showcase performance at The China Club in New York. Pictured backstage are (L-R front row): **Scott Crago**, **Michael Lennon** and **Monroe Jones** of Venice. (L-R back row): Atlantic Sr. VP/GM **Mark Schulman**; **Mark Lennon** and **Pat Lennon** of Venice; **Glen Parrish**, manager; **Kip Lennon** of Venice; and Atlantic Sr. VP of Promotion/Marketing **Vince Faraci**.



**ICE M.C.** visits HOT97 in New York. Pictured are (L-R): HOT97 MD **Kevin McCabe**; **Robyx**; **Ice M.C.**; HOT97 PD **Joel Salkowitz**; and **Chrysalis Laura Kuntz**.



HOT103 (KTFM) presents **2 LIVE CREW** in concert in San Antonio! Pictured with 2 LIVE CREW members are KTFM PD **Rick "Big Dog" Hayes** (back, second from left); AM driver **Sonny Melendrez** (back, center); AM driver **Mark Allen** (back, right); AM driver **Anna Deharo** (front, left); and KTFM OM **Bob Perry** (front, right).



A&M recording artist **Janet Jackson** visits with KMEL MD **Hosh Gureli**.



# STEVE B

**"Love And Emotion"**

**LMR Records**

## THE SINGLE IS SELLING!

Tower-Northridge #5  
Tower-Honolulu #14  
Strawberries (Main)-Milford, MA #16  
Everette Music-Everette, MA #16  
Topline O.S.-Woodside, NY #16  
Budget Albuquerque #16

Jayem O.S.-Providence #18  
Independent Records-Col. Springs #19  
Norwalk O.S.-Anaheim #20  
Tower-W. Covina #20  
McCallum's/Twisters-Lincoln, NE #20  
Universal O.S.-Philadelphia #20

### Hot Album Sales:

Show Ind.-Los Angeles #4  
Everette Music-Everette, MA #9  
Strawberries-Milford, MA #11

S.W. Distributors-Houston #17  
Tower-Honolulu #17  
Peter's O.S.-Norwood, MA #19

### HITMAKERS MAINSTREAM CHART: 33-29 CROSSOVER TOP40: 17-14

HOT97 (18-16)  
WPLJ (21-14)  
Z100 (22-19)  
PWR106 (23-20)  
B96 (#27)  
X100 (27-22)  
KMEL (#26)  
WIOQ (#28)  
WHYT (#16)  
WMXD (#29)  
WXKS-FM (13-9)

WZOU (17-15)  
KKBQ (Add)  
KRBE (30-27)  
POWER99 (8-6)  
KBQ (34-32)  
KHTK (27-24)  
Q106 (23-21)  
WLOL-FM (19-17)  
WMXP (Add)  
WFLZ (16-13)  
Q105 (19-17)

KKFR (18-16)  
KOY95 (22-18)  
KZZP (25-22)  
KS104 (18-16)  
Y108 (#24)  
KKRZ (26-24)  
HOT102 (36-25)  
KXXR (19-17)  
PRO-FM (22-19)  
HOT97.7 (11-9)  
FM102 (#25)

KROY (26-24)  
KWOD (23-20)  
Q102 (Add #34)  
WGH (D#34)  
B97 (24-20)  
KITY (#15)  
KTFM (15-13)  
WZPL (Add #29)  
HOT94.9 (#23)  
WMJQ (27-24)  
WKSE (20-16)

WKSS (26-24)  
WTIC-FM (20-17)  
WCKZ-FM (12-11)  
WZZG (30-24)  
102JAMZ (#26)  
WJRZ (Add)  
Y107 (21-17)  
Z99 (#28)  
KKBQ (On)  
WNVZ (On)  
KDWB (On)

KISN (On)  
KUBE (On)  
WPGC (On)  
PWR96 (On)  
KGGI (On)  
KC101 (On)  
and more

# BRUCE HORNSBY

*"Across The River"*

**HITMAKERS MAINSTREAM CHART: 24-19**  
**Top 25 National Album Sales!**



# & THE RANGE

WPLJ (25-23)  
Z95 (27-24)  
WEGX (18-16)  
Q95 (15-10)  
Q107 (23-19)  
KKBQ (Add)  
Y100 (27-23)  
WBLI (25-19)  
KPLZ (26-23)  
KUBE (18-16)

KBQ (23-19)  
B100 (27-22)  
B94 (28-26)  
WPHR (#21)  
KKRZ (25-23)  
KXYQ (9-8)  
WKTI (13-11)  
KBEQ (32-30)  
KWSS (21-18)  
Q102 (11-7)

WGH (18-15)  
WNVZ (#25)  
92X (21-19)  
WNCI (18-14)  
KSAQ (17-15)  
WZPL (20-18)  
KCPX (12-8)  
KISN (13-12)  
KC101 (26-23)  
WZZG (22-15)

FM100 (17-15)  
MIX105.1 (20-16)  
XL106.7 (20-16)  
WJLK-FM (4-3)  
WJRZ (19-16)  
98PXY (27-24)  
Y107 (16-13)  
WGTZ (15-12)

WDJX (27-26)  
WKSI (19-15)  
WKZL (12-10)  
CKOI (40-35)  
X100 (On)  
and more

# BLACK BOX

**"Everybody Everybody"**

## HITMAKERS CLUB CHART: 16-4

**A Crusade! A Hitbound!**

**RUSS ALLEN, Asst. PD/MD, WIOQ**

*"An infectious groove, great vocals! Sounds like a smash coming from the street!"*

**RICK UPTON, PD, KITY**

*"A nice change of pace! Up-dance and FUN! Everybody, everybody play this song!"*

**JEFF McCARTNEY, PD, KROY**

*"This is one of those records that's generating switchboard calls - and there's only been three of those this month: Mariah Carey, After 7 and Black Box - SIZZLING HOT!"*

**Just Added:**

KMEL  
WIOQ  
Z90 #25  
WNVZ  
HOT94.9  
WKSE  
WCKZ

**102JAMZ**

HOT104  
K106  
KBOS  
KKMG  
KQM  
WYYS  
and more

**Active At:**

HOT97 (28-22)  
WFLZ (39-35)  
KITY (D#30)  
KROY (On)





# FACES & PLACES



Dave Stewart (center) stopped by ARISTA's corporate headquarters in New York City recently to "party" with some of the staff. He was in town to promote his first single, *Party Town* from his upcoming lp with his new band, **Dave Stewart & The Spiritual Cowboys**, to be released later this summer. The single will be featured in the new Keifer Sutherland/Julia Roberts film *Flatliners*.



POLYGRAM recording artists **L.A. GUNS** celebrate backstage at Irvine Meadows Amphitheater with label executives after receiving gold albums for *COCKED AND LOADED*. Pictured are (L-R): **Kelly Nickels**; Polydor Nat'l Dir. AOR/Alternative Promo **Billy Cox**; **Tracii Guns**; VP A&R West Coast **Bob Skoro**; **Phillip Lewis**; **Steve Riley**; Manager Alternative College Promotion **Sean Renet**; **Mick Cripps**; VP Product Development West Coast **Cliff O'Sullivan**.



WPHR-Cleveland (Power 108) meets a **GIANT!** Pictured meeting and greeting after a concert at Blossom Music Center are (L-R): Giant's **David** and **Dan Huff**; POWER108 MD **Ed Brown**; Giant's **Alan Pasqua** and **Mike Brignardello**.



WMEE in Fort Wayne, IN gets down to the bare facts with its own version of the Indy 500 - the **Undy 500**. Men and women sprinted .3 miles in their underwear in hopes of winning a total of \$250 dollars in cash. WMEE's **Tony Richards** gives some last minute instructions to the men before the green flag.



ISLAND recording artist **Young MC** visits Tower Records with KOY95-Phoenix. Pictured are (L-R): KOY95 MD **Dena Yasner**; **Young MC**; Island Records West Coast Promotion Director **Dave Darius**; and **Kevin Columbus**.



POLYDOR/POLYGRAM recording artists **DIRTY WHITE BOY** after a showcase at SIR studio. Pictured are (L-R): DWB lead singer **David Glen Eisley**; DWB drummer **Ken Richards**; Polygram Exec. VP Talent & Creative Affairs and Wing Records GM **Ed Eckstine**; DWB guitarist **Earl Slick**; DWB bassist **F. Kirk Alley**; VP A&R **Jim Lewis**; and VP Product Mgmt. **Steve Pritchitt**.





**"I Didn't Want To Need You"**

**National ALBUM SALES: TOP 20**  
**National SINGLE SALES: NEW 41**  
**MAINSTREAM TOP40 CHART: 36-32**  
**ROCK CHART: 13-11**

# HEART

Produced by: RICHIE ZTO  
Management: TRUDY GREEN/HK Mgmt.

WPLJ (#29)  
PIRATE (#18)  
WXKS-FM (32-30)  
Q107 (24-20)  
Y100 (#25)  
POWER99 (#23)  
KPLZ (27-24)  
KKBQ (30-28)  
KUBE (#13)  
KKRZ (#17)

KXYQ (#4)  
KBEQ (Add)  
KBQ (#13)  
KWSS (14-11)  
Q102 (20-11)  
B94 (22-19)  
WGH (#18)  
B97 (#15)  
92X (17-12)  
KSAQ (16-12)

WZPL (30-28)  
KCPX (10-9)  
KISN (D#31)  
WZZG (31-20)  
MIX105.1 (21-19)  
XL106.7 (24-20)  
WJRZ (D#29)  
98PXY (Add)  
Y107 (34-30)  
WGTZ (#9)

WKZL (34-30)  
CHED (Add #24)  
KJLS (Add)  
KKRD (Add)  
KZOR (D#38)  
MAX94 (7-5)  
WBNQ (27-24)  
WKDD (Add)  
WOVV (Add)  
Z106 (Add)  
and more

# W H I S P E R S

**"Innocent"**

Produced by: ROBERT BROOKINS for Sac/Boy Productions  
Co-produced by: GORDON JONES for Flash Productions  
Mgmt: Mike Gardner for the Gardner Company

## A HITBOUND!

## A CRUSADE!

POWER106 (Add)  
WIOQ (Add)  
WUSL (30-25)  
KISS98.5 (D#27)  
KRBE (Add)  
HOT105 (34-21)  
KUBE (Add)  
Z90 (35-27)  
POWER PIG (Add #39)  
KS104 (Add)  
Y108 (Add)  
HOT97.7 (Add)

KROY (Add)  
KITV (Add)  
102JAMZ (#27)  
Z99 (Add)  
93QID (Add)  
99WGY (Add)  
HOT95 (31-28)  
KCAQ (Add)  
KDON (Add)  
KIQY (Add)  
KKMG (Add #34)  
KPRR (Add)

KSKG (Add)  
KZFM (Add)  
WCGQ (Add)  
WFXX (Add)  
WMGV (Add)  
WOMP-FM (Add)  
WPFM (Add)  
WWCK (Add)  
and more



On Capitol CDs, Cassettes and Records



# FACES & PLACES



RCA/NOVUS recording artist **Marcus Roberts** backstage after his Bottom Line engagement. Pictured are (L-R): RCA/Novus Series Director **Steve Backer**; Roberts' co-manager **Vernon Hammond**; RCA Exec. VP/GM **Rick Dobbis**; **Marcus Roberts** and RCA President **Bob Buziak**.



ARISTA President **Clive Davis** presents **Lisa Stansfield** with her first platinum album. Pictured are (L-R): Arista Sr. Nat'l Dir. Sales **Lauren Moran**; Arista Exec. VP **Roy Lott**; **Clive Davis**; co-writer/producer/bandmember **Ian Devaney**; **Lisa Stansfield**; co-writer/producer/bandmember **Andy Morris**; Big Life Management's **Jazz Summers**; Arista VP R&B Promo. **Tony Anderson**; Arista Sr. VP/Promo **Rick Bisceglia**; and Arista Exec. VP **Bill Berger**.



ATLANTIC's **Adrian Belew** and KUKQ-Phoenix MD **Jonathon L.** share an intimate moment backstage at Dodger Stadium after the recent David Bowie concert.



Following a standing-ovation concert in Minneapolis, film star/GEFFEN recording artist **Cher** graciously took time out to schmooze backstage with a few retail friends and fans. Pictured are (L-R): Lieberman Sr. Buyer **Dusty Bouting**; Cher; Lieberman VP/Purchasing **Van Vanyo**; and WEA National Account Executive **Warren Schulstad**.



Writer-producer and VIRGIN recording artist **Bobby Z** signs with Warner/Chappell Publishing. Pictured are (L-R): Chappell Creative Managers **Jon Bonci** and **Jennifer O'Sullivan**; VP Creative Operations **Michael Sandoval**; Z's Manager **Mike Gormley**; **Bobby Z**; Director of Creative Services **Kenny MacPherson**; Creative Manager **Jocelyn Cooper**; and VP Creative Services **Rick Shoemaker**.



**Pauly Shore** welcomes **Brandy** (Nikki Sixx's lady), **Nikki Sixx** (Mötley Crüe) and **Robin Crosby** (Ratt) at the wild launch party held at the Comedy Store in L.A. for his MTV show *Totally Pauly*.



# RADIO



# NEEDS

**HITMAKERS  
CLUB CHART: 13-8  
A HITBOUND!**

**HOT97 (#8)  
WPLJ (#27)  
PWR 106(25-22)  
PWR96 (25-22)  
Z90 (34-32)  
HOT97.7 (#30)  
HOT94.9 (D#25)  
WKSS (D#30)  
HOT99.9 (D#30)  
KKIS (28-25)  
and more**

# STAMINA.

JOEL SALKOWITZ, PD, HOT97

"A huge record for New York. Top ten sales attributed to HOT airplay."

## RADIO NEEDS

MIKE PRESTON, MD, WPLJ

"A monster seller in New York. The top five request action from our airplay warrants anyone looking at this record."

AL TAVERA, Asst. PD, POWER106

"Over the past few months INDIA has proved itself a very hot street record. KYZE adds a nice touch with the rap!"

RICK THOMAS, PD, JAMMIN' Z90

"A super strong groove that sounds very fresh. Already in our Top 7 at 7! Play this one and watch your females react!"

KEN RICHARDS, PD, HOT97.7

"Flows with our station groove. This artist has proven herself in the past."

JIM SCHAEFER, PD, HOT99.9

"A great nighttime tune with lots of potential. It could easily help break the abundance of male vocalists that are crowding our playlist right now. Sizzles on the air!"

# India

**"THE LOVER WHO ROCKS YOU  
(ALL NIGHT)"**

Produced by Winston Jones and David Shaw for Scorpion Music Productions, Ltd.

From the debut album **BREAKING NIGHT**

Management: Scott Mehno/Bang Communications



©1999 Reprise Records



# NEW RELEASES

## TOP 40

THE BEACH BOYS "Problem Child" (RCA)  
CAMEO "I Want It Now" (MERCURY)  
PHIL COLLINS "Something Happened" (ATLANTIC)  
TAYLOR DAYNE "Heart Of Stone" (ARISTA)  
EVERYDAY PEOPLE "Headline News" (SBK)  
FAVORITE ANGEL "Only Women Bleed" (COLUMBIA)  
GENE LOVES JEZEBEL "Jealous" (GEFFEN)  
COLIN JAMES "Just Came Back" (VIRGIN)  
NICK KAYEM "I Promised Myself" (ATLANTIC)  
KID FROST "La Raza" (VIRGIN)  
L.A. GUNS "I Wanna Be Your Man" (POLYDOR)

LONDON QUIREBOYS "I Don't Love You ..." (CAPITOL)  
LOUIE LOUIE "I Wanna Get Back ..." (WTG/EPIC)  
ELVIS PRESLEY "My Happiness" (RCA)  
PRINCE "Thieves In The Temple" (WARNER BROS)  
ANDREW RIDGELEY "Red Dress" (COLUMBIA)  
LINDA RONSTADT "Adios" (ELEKTRA)  
TIMES TWO "Set Me Free" (EMI)  
VENICE "People Laugh" (CAPITOL)  
WAS (NOT WAS) "Papa Was A Rollin' Stone" (CHRY)  
RICK WES "North South East West" (EPIC)

## ROCK

DIO "Born On The Sun" (REPRISE)  
DREAM COMMAND "Fire On The Moon" (ISLAND)  
ELECTRIC BOYS "Into The Woods" (ATCO)  
EXTEME "Decadence Dance" (A&M)  
LITA FORD "Lisa" (DREAMLAND/RCA)  
GYPSY LOVE "Poisoned By Love" (RCA)

GUTTERBOY "A Rainy Day On Mulberry St." (DGC)  
JANATA "Lock 'Em Up" (MERCURY)  
MICHELLE MALONE "Big Black Bag" (ARISTA)

## ALTERNATIVE

4 Of US "Mary" (COLUMBIA)  
DREAM COMMAND "Fire On The Moon" (ISLAND)

GUTTERBOY "A Rainy Day On Mulberry St." (DGC)  
WAS (NOT WAS) "Papa Was A Rollin' Stone" (CHRY)

### FACE-OFF (from page 7)

Latinos you hear a track and can figure out how it's going to fit in with their lifestyle. With the white element in this country, finding music that ties in with them culturally poses a much greater problem."

While Wyatt carefully scours his desk for platters that will excite his audience, Bobby Z faces the unenviable task of trying to craft music for this burgeoning new demographic. Z feels that the trend is not indigenous to the large metros, and he credits (or discredits) MTV as being a major factor in the dance tide dispersing from cities to the rural areas of the country.

"Even kids in Des Moines are being caught up in this music - it's not just prevalent in Miami and the urban centers," says Bobby. "The REO Speedwagon and Crosby, Stills & Nash roots music that used to make up the backbone of radio has now become a recessive gene." But Bobby also feels that there will always be a need for the Jude Coles of the world, too. "It's just a question of finding the proper balance," he says.

Wyatt took the issue a step further, saying that minority groups are making an impact in other genres too.

"Even Adult stations in Los Angeles are pulling in increasingly hefty numbers of Latinos and blacks," he says. "KOST and KBIG have, respectively, 33 percent and 25 percent minorities in their cume." Does this mean that the ethnic population will soon be gravitating towards quiche lorraine and sun-roof equipped BMWs? Wyatt fears the osmosis may manifest itself in even more heinous configurations in the future.

"What's really sobering," he says, a hint of humor in his voice, "is that it proves that low energy formats can make Latinos as boring as white people are."

Jeff has a point - that could be the cruelest reality of all.

### BROTHER BEYOND (from page 7)

reminiscent of early Paul Simon."

Sounds like a harmonious juxtaposition; something akin to mixing Betty Crocker cake batter and Valvoline. But Nathan Moore has grown accustomed to turning the unlikely into the sublime, and if anyone can pull off such an incongruous hybrid, it's the rantin' reverend with the million dollar tonsils. There is so much positive stuff bubbling in the emotional oceans of TRUST, it won't be long before the group is a fixture on American pop horizons. The record is a broad-ranging cornucopia of hits, with powerful ballads like Just A Heartbeat Away, and majestic, sweeping dance tracks like Trust.

While you may have only recently taken notice of the group and their dazzling repertoire, they are anything but an overnight success. On the contrary, Moore says they paid their dues and then some, hauling secondhand gear up and down the coast of Britain in a van that spent as much time in the repair shop as it did on the thoroughfares of the U.K.

"We couldn't buy our way onto English radio at the beginning," he pines, "and only through a backbreaking series of tours that spanned about two and a half years did we finally break through. I think what distinguishes us from a lot of other pop acts is that we try to deliver a spontaneous live show, with music that you can enjoy on the dance floor and off."

All the success that Brother Beyond is experiencing at the moment can be partially credited to another road warrior of sorts, EMI's promotion kingpin **Jack Satter**.

"He's been great to us," says Moore, "and having him as a member of the team is just as important as having a smash record at our disposal. One isn't much good without the other."

Brother Beyond is clearing away the deadwood of orthodox pop and moving confidently into a new frontier.

### GANIS (from page 36)

myriad abilities: juggling the label's arsenal of Top40 product.

"We frequently have a lot of records on the charts at a given time, as you probably know," she says. "Our secret has been to ram our superstars home as fast as possible while continuing to stress the importance of our new groups."

Ganis has learned that her people skills often make the difference in bringing a record home.

"I discovered early on that I perform best adhering to a set schedule," says Ganis, who often intermingles anecdotes in her conversations. One of those yarns involved REPRISE Director of Singles Promotion, **Marc Ratner**.

"Marc had a call schedule that closely paralleled my own, and frequently the PD or MD I got on with would say, 'Oh, I knew you'd be calling soon - I just got off the phone with Ratner!'"

As she spends more time on the phone than the average AT&T operator, it was almost inevitable that Andrea would be playing phone tag with her peers at some point during the day. "Getting to really know the people you talk with on a weekly basis is so important," she chirps, stressing the obvious. "Some programmers would want to hear a bunch of call letters, and others would talk my ear off about how the Yankees were doing that year." In either case Ganis was more than up to the task. "I could roll off the daily adds or Steve Sax's batting average, depending upon who was on the phone."

Ganis, a self-described "tortured Yankee fan," apologized for having to bolt to yet another corporate get-together. But so industrious is the lady that I considered it a minor coup scoring ten minutes with her on the touchtone. Ganis has enough skill to make the world grapple at her feet, but rest assured, she'll do it with a smile on her face and a song in her heart.



# Cheap Trick

"Can't Stop Fallin' Into Love"



Added At...  
Z95!!!  
KKBQ!!!  
WBLI!!!  
B100!!!

KEZY!!!  
Y108!!!  
KKRZ!!!  
PRO-FM#34!!!  
WZPL#30!!!

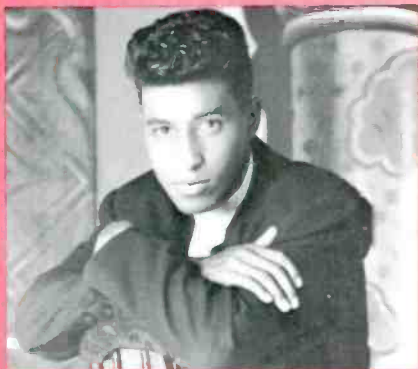
XL106.7!!! and more  
Y107!!!  
WGTZ!!!  
WKZL!!!



**#1 MOST ADDED**  
**with 68 Adds!**  
**MAINSTREAM CHART: NEW#49**  
**ROCK RADIO: 16-10**

R&R CHR Breaker! Video MTV Active!  
Active At...  
PIRATE (D#21)  
PWR99 (D#29)  
KPLZ (D#29)  
KBQ (27-21)  
B94 (D#32)  
WPHR (D#30)  
KWSS (27-24)  
WGH (D#33)

92X (D#22)  
WNCI (27-21)  
B97 (D#29)  
KSAQ (D#39)  
KISN (D#33)  
WZZG (D#30)  
MIX105.1 (D#20)  
98PXY (D#23)  
and more



# Babyface

"My Kinda Girl"

**HITMAKERS MAINSTREAM CHART: 32-28**

Multi-Platinum Album! R&R Urban 9\*-7\*! R&R CHR Breaker!  
Video on MTV "Street Party" and night tracks!



WPLJ (27-24)  
Z100 (Add #25)  
PVR106 (17-15)  
X10C (#8)  
WIOQ (#22)  
WUOL (18-15)

WHYT (#24)  
KJMZ (#18)  
WXKS-FM (27-22)  
WAVA (#17)  
WPGC (#19)  
KKBQ (23-20)

KRBE (12-11)  
HOT105 (21-14)  
Y100 (Add)  
PWR99 (25-22)  
WBLI (Add)  
KUBE (17-14)

KBQ (40-38)  
KHTK (#25)  
Q106 (#22)  
KDWB (#20)  
WLOL-FM (23-19)  
POWER PIG (6-4)

Q105 (9-8)  
KKFR (11-10)  
KS104 (#19)  
Y108 (19-16)  
KKRZ (22-20)  
HOT102 (28-23)

KBEQ (D#32)  
KXXR (16-14)  
HOT97.7 (#22)  
FM102 (8-7)  
KROY (23-19)  
KWOD (19-17)

WNVZ (23-20)  
KGGI (Add #24)  
WNCI (Add #30)  
KTFM (#22)  
WZPL (4-2)  
WKSE (Add)

WTIC-FM (24-21)  
WCKZ-FM (#18)  
Y107 (8-7)  
KJ103 (17-13)  
Z99 (13-11)  
and more

## HITMAKERS HITBOUND!

Z95 (16-15)  
WDFX(24-20)  
WHYT (D#20)  
KHTK (6-5)  
Y108 (28-14)  
B97 (Add)  
XL106.7 (Add)

93QID (Add)  
HOT104 (Add #29)  
KSND (Add)  
KYVA (11-8)  
KZFM (Add)  
KZOU (Add #34)  
KZZB (Add)  
POWER108 (Add)  
WBEC-FM (Add)

WBEC-FM (D#34)  
WCIL-FM (Add #14)  
WCIR (7-6)  
WJMX (Add)  
WKEE (Add)  
WKRZ (Add)  
WLXR (Add)  
WVBS (Add)  
WYYS (Add) and more

# Ana

"Angel Of Love"

PARC RECORDS



STEVE KELLY, PD, XL106.7

"Sure-fire teen rating grabber with tons of adult potential. Instant phone record!"



# Gloria

"Cuts Both Ways"



**HITMAKERS**  
**MAINSTREAM**  
**CHART: 45-41**  
**A CRUSADE!**  
**A HITBOUND!**



# Estefan

R&R AC 1\*! Double Platinum album!  
Video on VH-1 HITMAKERS, #13 on Top 21  
Countdown and on Night Tracks!

KIIS-FM (30-28)  
Q95 (16-14)  
WZOU (20-18)  
PWR96 (28-25)  
Y100 (1-1)  
WBLI (Add)  
B100 (26-23)  
B104 (19-13)  
KEZY (Add)

PWR PIG (35-33)  
KXYQ (#3)  
PRO-FM (30-28)  
KWSS (16-13)  
KWOD (34-31)  
WNCI (22-18)  
KSAQ (#24)  
KTFM (#27)  
KCPX (4-3)

KISN (31-26)  
WCKZ-FM (36-29)  
MIX105.1 (10-7)  
WJLK-FM (#5)  
Y107 (24-21)  
Z99 (21-18)  
WDJX (#24)  
and more



# Calloway

"All The Way"



**HITMAKERS CRUSADE!**

R&R Urban Breaker!

**A HITBOUND!**

**#5 Most Disc-overed!**

X100 (D#29)  
WUOL (Add)  
HOT105 (Add)  
PWR PIG (28-26)  
HOT102 (Add)  
FM102 (Add)  
WCKZ-FM (22-20)

Y107 (33-29)  
WGTZ (Add)  
WLOL (D#32)  
KXXR (D#30)  
HOT94.9 (22-21)  
WTIC (D#39)  
HOT104 (23-18)  
HOT95 (30-26)

HOT194 (D#28)  
KCAQ (D#37)  
KFBO (D#38)  
KHFI (Add)  
KJJG (Add)  
KKMG (31-23)  
KKXX (Add)  
KLBQ (Add)  
KZFM (39-35)  
POWER98 (Add)  
WBBQ (Add)

WBEC-FM (Add)  
WBNQ (Add)  
WHDQ (Add)  
WILI (Add)  
WJMX (35-31)  
WKRZ (39-33)  
WOVV (Add)  
WQXA (D#26)  
WRCK (Add)  
and more





★ ★ ★ **The West Coast Rap All-Stars**

*"We're All In The Same Gang"*

**CROSSOVER TOP40 CHART: 21-20**  
**National SINGLE SALES: TOP 25**  
**A HITBOUND!**

- |                 |               |                 |              |
|-----------------|---------------|-----------------|--------------|
| 100.3JAMZ (#19) | KKFR (16-26)  | KWOD (20-18)    | KBOS (27-21) |
| WPGC (29-22)    | KOY95 (11-14) | KGGI (5-2)      | KKXX (Add)   |
| KISS98.5 (#4)   | KS104 (#10)   | KITY (#13)      | and more     |
| KKBQ (12-10)    | HOT97.7 (#10) | WCKZ-FM (#28)   |              |
| HOT105 (24-22)  | FM102 (#22)   | 102JAMZ (30-22) |              |
| Q106 (Add #19)  | KROY (18-16)  | WJMH (23-21)    |              |

**Fleetwood**

**Mac**

*"Skies The Limit"*



- |                 |              |              |
|-----------------|--------------|--------------|
| WJLK-FM (26-20) | KLBQ (Add)   | Y104 (40-35) |
| KEEZ (Add)      | WHTK (40-37) | and more     |
| KJJG (Add)      | WQUT (Add)   |              |
| KJLS (40-34)    | WRTB (32-29) |              |



*"Onion Skin"*

**Boom  
Crash  
Opera**

**HITMAKERS  
ALTERNATIVE: #4**

- |            |             |               |
|------------|-------------|---------------|
| KUBE (Add) | KPAT (Add)  | ZFUN106 (Add) |
| KSAQ (Add) | KSND (Add)  | and more      |
| KFTZ (Add) | Y104 (D#39) |               |





# RETAIL REPORTERS

## SOUTH CENTRAL

BE BOP RECORDS (Jackson) • Ann Lampe (601) 977-0899  
CENTRAL SOUTH ONE-STOP (Nashville) • Tony Ross (615) 833-5960  
DIRECT HITS (Dallas) • Kelly Keys (213) 826-5222  
HOG WILD (San Antonio) • Frank Lugo (512) 733-5354  
MOTHERS (Louisville) • Bart Brown (502) 896-1608  
MUSIC CITY ONE-STOP (Nashville) • Hayes Karlock (615) 255-7315  
RECORD BAR (Arlington) • Sue DeRammelaere (817) 649-8895  
RECORD BAR (Baytown) • Sandy McKie (713) 421-2574  
SOUND WAREHOUSE (Dallas) • Cindy Smith (214) 343-4700  
SOUNDWAVES (Houston) • Carlos Garza (713) 445-7900  
SOUTHWEST DISTRIBUTORS (Houston) • Norman Nassis/Terry Braden/Rene N (713) 464-6507  
TOP TEN RECORDS (Dallas) • Mike Polk (214) 942-7595  
VINYL EDGE (Houston) • Chuck Roast (713) 537-2575  
WAREHOUSE RECORDS (Metairie) • Cindy Cliatt/Paul (504) 888-6130  
WATERLOO RECORDS (Austin) • Gordon Myers (512) 474-2500  
WAX WORKS (DISC JOCKEY) (Owensboro) • Harold Guilfoil/Debbie Cox (800) 825-8558  
WESTERN MERCHANDISERS (Amarillo) • John Rose (806) 376-6251

## MID ATLANTIC

ALWILK RECORDS (Livingston) • Ron Decore (201) 994-3555  
GALAXY ONE-STOP (Pittsburgh) • Kevin Jakiela (412) 481-8600  
GALLERY OF SOUND (Wilkes-Barre) • Joe Nardone, Jr. (717) 829-3603  
J&R MUSIC WORLD (New York) • B.J. LOEBERMAN (212) 732-8600 x2  
J.E.K. (Baltimore) • Stan Knefel (301) 675-7300  
MUSIC FACTORY (Brooklyn) • Lisa Adler (718) 998-0518  
MUSIC FACTORY (Staten Island) • Michael Shepard (718) 984-0667  
MUSIC MERCHANT (Hasbrouck Heights) • Tom Schlapak (201) 288-4444  
MUSIC MERCHANTS (Mechanicsburg) • Tom Becker (717) 766-1432  
NATIONAL RECORD MART (Pittsburgh) • Doug Smith/Bill Galeza (412) 441-4100  
PAT'S MUSIC (Philadelphia) • Bob Damonico (215) 743-2259  
RECORD CITY (Bethlehem) • Ed Demyanovich (215) 395-1348  
RECORD EXPLOSION (New York) • Alan "Rock" Rockefeller/Teddy Allweil (212) 736-5624  
RECORD REVOLUTION (King of Prussia) • Rob/Larry Causak (215) 265-7476  
RECORD THEATRE (Baltimore) • Roberta Cowan (301) 944-4525  
RECORD WORLD (Garden City) • Tom Franzene (516) 747-7299

RECORD WORLD (Huntington) • Ron Tedesco (516) 351-4888  
EL ROY DIST. (Port Washington) • Dean Fine/Kathy Haltigan (516) 621-2500  
RICHMAN BROS. (Pennsauken) • Tim "Pigman" Comerford/Woody Dyer (609) 665-8085  
ROLL & ROCK DIST. (Plainview) • Gary Guttman (516) 942-7625  
SCOTTI'S (Summit) • Joe Ciccarelle (201) 277-3893  
SOUNDTRACKS OF HUNTINGTON (Huntington) • Derek/Bob Stanford (516) 427-1313  
STERLING SALES (Bergenfield) • (201) 385-8101  
THE WIZ (MAIN) (Maspeth) • Jay Rosenberg  
THE WIZ/DOUGLAS TV (Beltsville) • Lou Rosenfeld (202) 595-2400  
TOPLINE ONE-STOP (Woodside) • Ron Rothman/Mitch Abosch (718) 278-6211  
TOWER RECORDS (Philadelphia) • Tony Thomas (215) 574-9888  
TOWER RECORDS (Washington) • Suci Taylor/Bob Zimmerman (202) 331-2400  
TOWER RECORDS (New York) • Will Langolf/Ed Vega (212) 799-2500  
UNIQUE MUSIC CORP. (New Hyde Park) • Irv (516) 294-5900  
UNIVERSAL ONE-STOP (Philadelphia) • Debbo Houghton (215) 426-3333  
VINTAGE VINYL (Fords) • Rob Roth (201) 225-7717  
WALL TO WALL (Cinnaminson) • Ben Brent (609) 786-8300  
WEE THREE (Cherry Hill) • Steve Millenbach (609) 662-5020  
WILMI SALES (Carle Place) • Michael Smith (516) 333-0275  
WIN RECORDS (Elmhurst) • Cheryl Creed (718) 335-2112x344

## MIDWEST

ACTION ONE-STOP (St. Louis) • John Gavin (314) 535-5811  
BEST BUY (Bloomington) • Jeff Abrams/Kathy McLarty (612) 896-2300  
CML One-Stop (Maryland Heights) • Scott Freeman (314) 291-0608  
COOP RECORDS (Bettendorf) • Bill Sharp (319) 355-4976  
Dart One Stop (Minneapolis) • Joel Coryell/Tom Prenevoste (612) 529-9571  
DISC CONNECTION (St. Louis,) • Phil Steinberg (314) 644-5174  
DOWN IN THE VALLEY RECORDS (Golden Valley) • Kathy Shadd(612)544-0033  
ELECTRIC FETUS (MINNEAPOLIS) • Joe Steinger (612) 870-1747  
FACE THE MUSIC (Rochester) • Ken MacGyver / Doug MacGyver (507) 281-4883  
LIEBERMAN ENTERPRISES (Bloomington) • Dusty Bowling (800) 328-2960  
McCALLUM'S / TWISTERS (Lincoln) • Ken Adams (402) 434-5208  
MUSIC VISION (Bridgeton) • Steve Diesel / Bob Love (314) 739-4321  
MUSICLAND (MAIN) (Minneapolis) • Dick Odette/Ray Schnepf (612) 932-7000  
NAVARRE ONE-STOP (Brooklyn Center) • Eric Benson (612) 535-8333

R.T.I. (Omaha) • Jody Pankaqurst (402) 330-3013  
RECORD BAR (Norman) • Cathy McGill (405) 321-3353  
RECORD SHOP (MAIN) (Minneapolis) • Jeff Loudon (612) 545-2877  
STREETSIDE RECORDS (St. Louis) • Dave Mathes (314) 426-2388  
STREETSIDE RECORDS (Kansas City) • Barbara Robertson (816) 941-3970  
TARGET/JETCO (Minneapolis) • Scott Levine (612) 370-8273  
TITLE WAVE (Plymouth) • Jody Peterson (612) 553-2893

## NORTH CENTRAL

AMBAT/RECORD THEATRE (Cincinnati) • Sara Fitzpatrick (513) 531-8877  
ANGOTT ONE-STOP (Detroit) • Dave Marchioni (313) 341-1053  
BAKER & TAYLOR (Niles) • Steve Harkins (708) 647-0800 x402  
BELIEVE IN MUSIC (Grand Rapids) • Mark Benzenber (616) 530-7600  
BOOGIE (Toledo) • Debbie Marinik (419) 536-5683  
BUZZARD'S NEST WAREHOUSE (Columbus) • Jim Johnson (614) 262-6073  
COCONUTS (Cincinnati) • Beth Powell/Steve Beckman (513) 385-7267  
CROW'S NEST (Crest Hill) • Rene Ferguson (815) 725-9196  
DEARBORN MUSIC (Canton) • Rick Leannais (313) 981-7530  
DOG EAR (Glenview) • Rick Johnson (708) 362-4060  
EEI KARMA RECORDS (Carmel) • Dave Watson (317) 844-6271  
FLIPSIDE (Arlington Heights) • Dave Slania (708) 392-8930  
GALGANO ONE-STOP (Chicago) • Keith Medin (312) 327-4160  
HARMONY HOUSE (Troy) • Sandy Bean (313) 524-2800  
MUSIC WAREHOUSE (Downer's Grove) • Al Raci (312) 963-3410  
RADIO DOCTORS (Milwaukie) • Kathy Stamm (414) 276-6422  
RECORD & TAPE OUTLET (Columbus) • Lynn Batcheck (614) 785-9600  
RECORD EXCHANGE (Mayfield Village) • John Shahinian (216) 449-4430  
RECORD REVOLUTION (Cleveland Heights) • Bob (216) 321-7661  
RECORD THEATRE (Mayfield Heights) • Mike Popovic (216) 461-6240  
ROLLING STONE (Norridge) • Wally Symanski (708) 456-0861  
ROSE RECORDS (Chicago) • Tommy Jacobson (312) 281-8444  
ROSE RECORDS (Chicago) • Frank Youngworth (312) 987-9044  
SCOTT'S ONE-STOP (Indianapolis) • Cheryl Gregory/"TC" Coombs  
STATE WIDE DIST. (Pottsville) • Mark Martens (517) 645-8044  
THE SHOPPE (Berea) • Laura Lee Wondrack (216) 234-7998  
VINYL VENDORS (Kalamazoo) • Valerie Elliot (616) 323-0131

(CONTINUED ON NEXT PAGE)



# RETAIL REPORTERS

CONTINUED FROM PAGE 49

## NORTHEAST

CENTRAL RECORDS (Windsor) • Gary Gilmore (203) 528-2171  
EVERETT MUSIC (Everett) • Steve Currier (617) 389-1220  
EXILE ON MAIN STREET (Barre) • Sandy Thurston (802) 979-3107  
HOUSE OF GUITARS (Rochester) • Kim Simmons (716) 544-9928  
JAYEM ONE-STOP (Providence) • Mark Pine (401) 723-6195  
LECHMERE RECORDS (Woburn) • Dave Curtis (617) 935-8320  
NORTHEAST ONE-STOP (Albany) • Rob Carl (518) 438-6153  
NOTEWORTHY (Nashua) • Robert Marrinucci (603) 883-0082  
PETER'S ONE-STOP (Norwood) • Don (617) 769-8340  
RECORD ARCHIVE (Rochester) • Jim Huie (716) 473-3820  
RECORD GIANT (Utica) • Debbie (315) 724-1770  
RECORD THEATRE (Rochester) • Helen Timberlake (716) 325-3390  
RECORD THEATRE (Buffalo) • Jim Primerano/Tony Sbriglia (716) 881-0654  
SOUND BARRIER (Rutland) Jeff Sanborn • (802) 775-4754  
STRAWBERRIES (MAIN) (Milford) • Jeff Cohen (508) 478-2031  
TITUS OAKS/CD O.S. (Bethel) • Gene Robbins (203) 798-6590  
TOWER RECORDS (Boston) • Michael Evans/Skyla Fay (617) 247-5900  
TRANSWORLD (Albany) • Dave Roy (518) 452-1242

## PACIFIC NORTH

BUDGET TAPES & RECORDS (Butte) • Beth McKenzie (406) 723-7554  
DJ'S SOUND CITY (Spokane) • Kevin Alridge/Kevin Kelly (509) 489-7859  
EVERYBODY'S RECORDS (Portland) • Gail (503) 286-9841  
FOR WHAT IT'S WORTH (Beaverton) • Donn Steinhilber/John Gregos (503) 644-7505  
General Record Service (Seattle) • Kevo Thompson/Scott (206) 767-7444  
MUSIC MILLENIUM (Portland) • Dave Benedette/Terry Currier (503) 231-8926  
MUSIC PEOPLE INC. (Oakland) • Greg Shaver (415) 653-5812  
PEACHES (Seattle) • Jamie Brown (206) 545-8136  
RAINBOW RECORDS (Union City) • Lee Negip (415) 487-6300 x131  
ROUND-UP DIST. (Kent) • Laura Avery/Chuck Holstrom (206) 395-1202  
SEAPORT ONE-STOP (Portland) • Vicki Olivera/Wilton Merritt (503) 287-0868  
SIGHT & SOUND (Wilsonville) • Kathy Baxter (503) 682-2770  
Tower Records (Campbell) • Ira Bernstein 408 371-5400  
TOWER RECORDS (Portland) • Jeff Johnson (503) 777-8460  
TOWER RECORDS (Sacramento) • Bob Marcelis (916) 482-9191  
TOWER RECORDS (Seattle) • Cindy Chinn

(206) 283-4456  
TOWER RECORDS (Fresno) • Tim Stobie (209) 431-4700  
TOWER RECORDS (Mt. View) • Pat Crane (415) 941-7900  
TOWER RECORDS (San Francisco) • Jason Adajian/Katrina (415) 885-0500  
TOWER RECORDS (San Mateo) • Chris Ota (425) 570-4600  
TOWER RECORDS (Beaverton) • Dave Williams/Karen Leye (503) 626-2600  
VALLEY RECORDS (Woodland Hills) • Jim Collier (916) 661-6600

## PACIFIC SOUTH

ABBEY ROAD DIST. (Santa Ana) • Craig Doucette (714) 546-7177  
ASSOCIATED ONE-STOP (Phoenix) • Bob Fenti (602) 278-5584  
BUDGET TAPES & RECORDS (Albuquerque) • Tony May (505) 255-2225  
CANTERBURY RECORDS (Pasadena) • Cynthia (818) 792-7184  
CIRCLES (Phoenix) • Tom Anderson (602) 254-4765  
INDEPENDENT RECORDS (Colorado Springs) • Judy Negley (719) 473-0882  
MIDDLE EARTH (Downey) • Tim Carter (213) 869-2581  
MOBY DISC (Reseda) • Bob Say (818) 881-9906  
NORWALK ONE-STOP (Anaheim) • Robert Brown (714) 995-8111  
ODYSSEY RECORDS (Las Vegas) • Michael Jackson/Michael Beard (702) 384-4040  
PACIFIC COAST ONE-STOP (Chatsworth) • Lori Shaw (818) 709-3640  
SHOW INDUSTRIES (Los Angeles) • Shelly Tucker (213) 234-3336  
Tower Records (Sherman Oaks) • Ron Feddor (818) 789-0500  
TOWER RECORDS (Los Angeles) • Jim Henderson (213) 208-3061  
TOWER RECORDS (Panorama City) • Manny Moreno (818) 893-7800  
TOWER RECORDS (Northridge) • John Boudlard (818) 993-4911  
TOWER RECORDS (El Cajon) • Chris Sullivan (619) 579-9701  
TOWER RECORDS (San Diego) • Janet Greenhalah (619) 224-33  
TOWER RECORDS (Honolulu) • Kaz Ghavami (808) 941-7774  
TOWER RECORDS (Hollywood) • Howard Krumholtz (213) 657-7300  
TOWER RECORDS (Tempe) • Dan Shepherd (602) 968-7774  
TOWER RECORDS (Anaheim) • Kerri Fox (714) 995-6600  
TOWER RECORDS (W. Covina) • Ty Knox/Stephanie (818) 962-8707  
WAX TRAX (Denver) • Chris Steel (303) 831-7246  
WESTERN MERCHANDISERS (Salt Lake City) • Ginger Lippoener (801) 972-3800  
WHEREHOUSE (San Diego) • Kevin Hebner (619) 286-5011  
WHEREHOUSE ENTERTAINMENT (Torrance) • Bob Bell/Bob Morrison (213) 538-2314  
ZIPS WAREHOUSE (Tucson) • Rick Andrade (602) 722-5976

## SOUTHEAST

BASSIN'S DIST. (Miami) • Bunky Wilson (305) 621-0070  
BIBB ONE-STOP (Charlotte) • Bill Norman (704) 527-0440  
BIRDLAND (Virginia Beach) • Barry Friedman (804) 495-8506  
CATS (Knoxville) • Les Hendrix (615) 584-2933  
CHAPTER 3 (Norcross) • Jimmy Vining (404) 449-4982  
H.L. DISTRIBUTING (Miami) • Jorge Suarez (305) 262-7711  
HORIZON (Greenville) • Gene Berger/Ronnie (803) 235-7922  
JUSTIN ENTERPRISES (Atlanta) • Jim Ogletree (404) 448-7772  
NOVA DIST. (Norcross) • Bud Libman (404) 447-1591  
PARADISE (Baton Rouge) • Sam Irwin (504) 389-9562  
PEACHES (Richmond) • Bill Kennedy (804) 276-2424  
PEACHES ENTERTAINMENT (Hialeah Gardens) • Mark Michel (305) 558-0324  
Q RECORDS (Miami) • Gerald Bain (305) 264-2744  
RECORD BAR (Portsmouth) • Anthony Torres (804) 488-4130  
RECORD BAR (Main) (Durham) • Mary Barhill (919) 383-7473  
SCHOOL KIDS (Wilmington) • Jim Seawell (919) 791-0860  
SID'S RECORDS (Coral Springs) • Skip Asbury (305) 345-7111  
SOUNDS FAMILIAR (Columbia) • Sharon (803) 798-2889  
SPEC'S MUSIC (Miami) • Cindy Barr (305) 592-7288  
STARSHIP (Norcross) • Mike Goldwasser/Tim (404) 448-9520  
TOWER (Nashville) • Michael Tannen (615) 327-3722  
TRACKS (Neptune Beach) • Bobby Kaiser (912) 352-9530  
TRACKS (Savannah) • Greg Norton (912) 352-9530  
TRACKS (Norfolk) • Donna Agresto (804) 480-2851  
VARIETY DIST. (Chesapeake) • Maureen Woods (804) 547-0491

**GOT SOME  
RETAIL NEWS?**

*CALL*

**HITMAKERS'  
DEB FLANAGAN  
WITH THE HOT  
SCOOP...  
SHE WANTS IT!  
818 887-3440**



# KID FROST



**"La Raza"**

**CROSSOVER TOP40 CHART: 27-24**  
**National SINGLE SALES: #31**  
**CLUB CHART: NEW AT 34**  
**A HITBOUND!**  
**A CRUSADE!**

KIIS-FM (27-24)	KWOD (32-25)
PWR106 (19-17)	KGGI (1-1)
KJMZ (30-28)	KITY (17-16)
KKBQ (17-15)	KTFM (25-20)
Q106 (#13)	WCKZ (34-31)
Z90 (#7)	KCHX (32-27)
KKFR (8-5)	KKIS (24-19)
KOY95 (26-22)	KKSS-FM (D#26)
HOT97.7 (7-6)	KPRR (16-14)
FM102 (14-13)	and more
KROY (D#27)	



## after 7

*"Can't Stop"*

**CROSSOVER TOP40 CHART: 36-26**  
**National ALBUM SALES: TOP 45**  
**A HITBOUND! A CRUSADE!**

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

RICK THOMAS, PD, JAMMIN' Z90 - "A very smooth, uptempo groove - strong with adults and hip with the kids!"

ANDREA PENTRAK, MD, FM102 - "Another hit from an album packed full smashes! Performing well on FM102!"

**HOT ADDS AT:**

**X100**  
**KHTK**  
**KKFR**  
**KS104**  
**HOT102 (#30)**  
**KXXR**  
**KWOD (#34)**  
**Y107**  
 KF95  
 KRQ  
 KZFM  
 KZOZ  
 Q104  
 WBBQ  
 93QID  
 99WGY  
 K106  
 WCGQ  
 WFXX  
 WHDQ  
 WOVO  
 WWCK (#38)  
 WYKS  
 X102 and more

**HOT ACTION AT:**

**WUSL (10-6)**  
**WMXD (#22)**  
**100.3JAMZ (#14)**  
**WPGC (27-23)**  
**KISS98.5 (D#30)**  
**KKBQ (23-18)**  
**HOT105 (12-9)**  
**Z90 (35-33)**  
**WMXP (18-13)**  
**POWER PIG (#29)**  
**KOY95 (D#30)**  
**FM102 (#27)**  
**KROY (30-25)**  
**KITY (D#29)**  
**WTIC-FM (40-38)**  
**WCKZ-FM (D#35)**  
**102JAMZ (#24)**  
**Z99 (27-24)**  
**WJMH (#8)**  
 HOT95 (29-24)  
 HOT194 (38-23)  
 KBOS (D#36)  
 WBEC-FM (D#38)  
 WKSM (D#28)  
 and more





# "I WON'T GIVE UP ON YOU"

## A HITBOUND!

HOT97 (33-25)  
POWER106 (Add)  
KMEL (Add)  
POWER96 (Add)

WLOL (Add)  
KKRZ (Add)  
HOT102 (Add)  
KROY (Add)

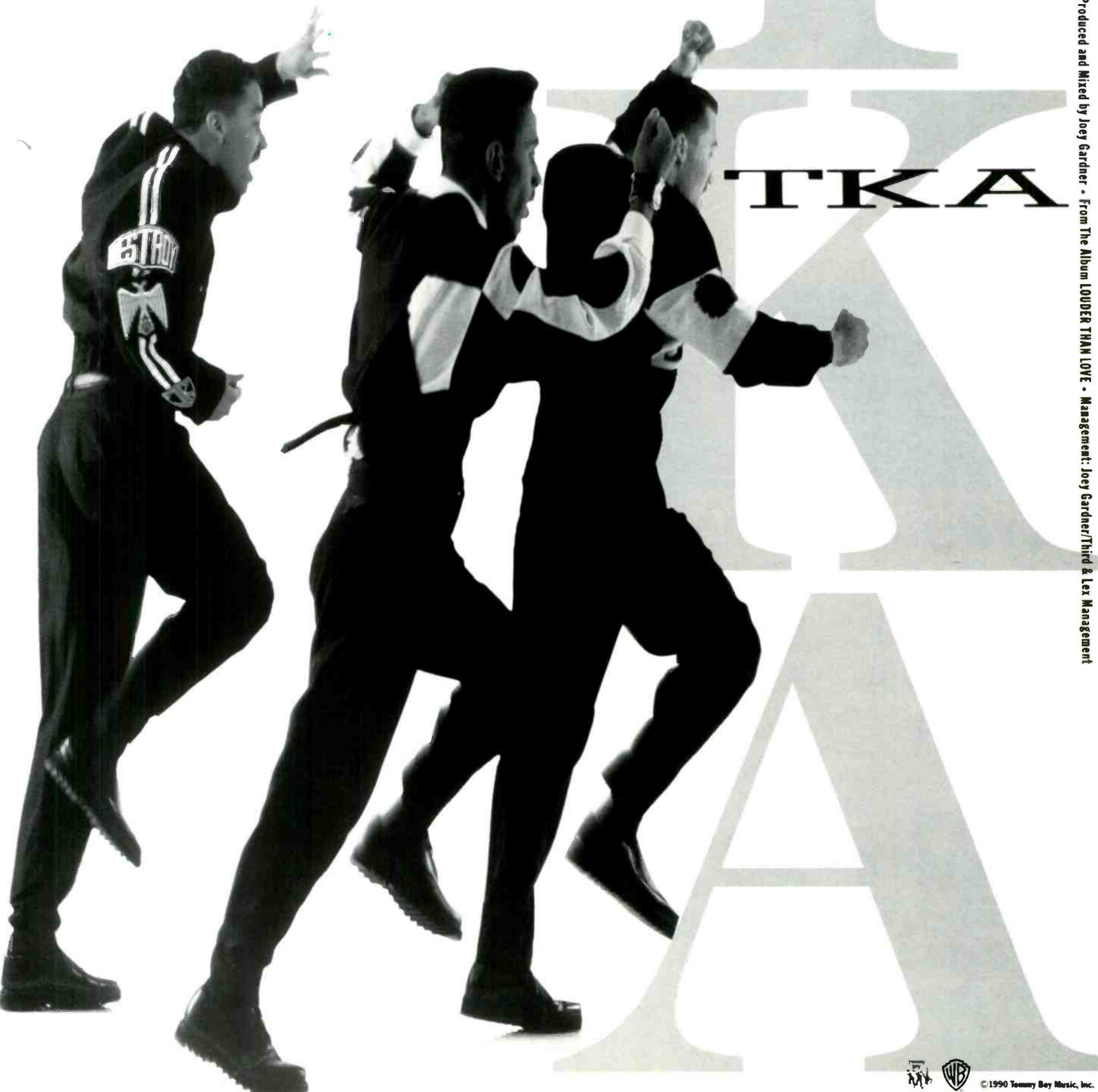
## A CRUSADE!

KITY (28-23)  
KTfM (Add)  
HOT94.9 (Add)  
WKSS (Add)

WCKZ (Add)  
KCAQ (Add)  
KKIS (Add)  
WPFR (Add)  
and more

AL TAVERA, Asst. PD, POWER 106 - "Sure sounds like a smash on the POWER station - a great mass appeal Top40 hit!"  
JEFF McCARTNEY, PD, KROY - "Immediate phones, sounds great on the air! We expect this record to be huge!"

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





# NATIONAL RETAIL CHART

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

## TOP SELLING ALBUMS

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

LW-TW	
1-1	M.C. HAMMER "Please Hammer" (CAPITOL)
2-2	MADONNA "I'm Breathless" (SIRE/WB)
4-3	WILSON PHILLIPS "Wilson Phillips" (SBK)
3-4	NEW KIDS ON THE BLOCK "Step By Step" (COL)
6-5	KEITH SWEAT "I'll Give All My Love" (ELEKTRA)
13-6	ANITA BAKER "Compositions" (ELEKTRA)
5-7	BELL BIV DEVOE "Poison" (MCA)
10-8	JOHNNY GILL "Johnny Gill" (MOTOWN)
7-9	DEPECHE MODE "Violator" (SIRE/REPRISE)
8-10	PRETTY WOMAN "Soundtrack" (EMI)
9-11	SINEAD O'CONNOR "I Do Not Want ..." (CHRY)
11-12	2 LIVE CREW "As Nasty As They..." (LUKE'S REC)
20-13	MARIAH CAREY "Mariah Carey" (COLUMBIA)
NEW-14	POISON "Flesh & Blood" (ENIGMA/CAPITOL)
16-15	FAITH NO MORE "The Real Thing" (SLASH/REP)
12-16	HEART "Brigade" (CAPITOL)
14-17	MICHAEL BOLTON "Soul Provider" (COLUMBIA)
19-18	BILLY IDOL "Charmed Life" (CHRYSALIS)
15-19	ICE CUBE "Amerikkka's Most Wanted" (PRIORTY)
18-20	STEVE VAI "Passion And Warfare" (RELATIVITY)
17-21	PHIL COLLINS "...But Seriously" (ATLANTIC)
23-22	BRUCE HORNSBY "A Night On The Town" (RCA)
26-23	LISA STANSFIELD "Affection" (ARISTA)
24-24	EN VOGUE "Born To Sing" (ATLANTIC)
41-25	HARRY CONNICK, JR "We Are In Love" (COL)
NEW-26	THE TIME "Pandemonium" (PAISLEY PARK)
25-27	DIGITAL UNDERGROUND "Sex Packets" (TB)
22-28	PAULA ABDUL "Shut Up And Dance" (VIRGIN)
29-29	JEFF HEALEY "Hell To Pay" (ARISTA)
21-30	ERIC B & RAKIM "Let The Rhythm Hit 'Em" (MCA)
34-31	THE SUNDAYS "Reading, Writing" (DGC)
32-32	DANZIG "Danzig II - Lucifuge" (Geffen)
27-33	SOUL II SOUL "Vol. II/1990/New Decade" (VIRGIN)
31-34	AEROSMITH "Pump" (Geffen)
37-35	VAN MORRISON "The Best Of" (MERCURY)
33-36	JANET JACKSON "Rhythm Nation" (A&M)
39-37	DON HENLEY "The End Of The ..." (Geffen)
30-38	SLAUGHTER "Stick It To Ya" (CHRYSALIS)
36-39	BONNIE RAITT "Nick Of Time" (CAPITOL)
35-40	BAD COMPANY "Holy Water" (ATCO)
38-41	AFTER 7 "After 7" (VIRGIN)
47-42	SUICIDAL TENDENCIES "Lights, Camera..." (COL)
NEW-43	SNAP "World Power" (ARISTA)
NEW-44	SONIC YOUTH "Goo" (DGC)
28-45	PUBLIC ENEMY "Fear Of A Black Planet" (COL)
45-46	JOHN HIATT "Stolen Moments" (A&M)
NEW-47	NELSON "After the Rain" (DGC)
NEW-48	ALLMAN BROTHERS "Seven Turns" (EPIC)
43-49	TONY! TONE! TONE! "The Revival" (WING/POLYD)
50-50	SANTANA "Spirits Dancing In The Flesh" (COL)

## TOP SELLING SINGLES

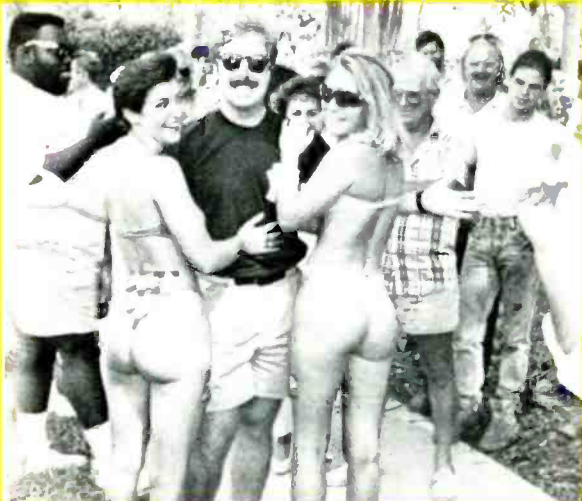
### #1 SNAP "THE POWER" (ARISTA)

LW-TW	
2-1	SNAP "The Power" (ARISTA)
1-2	EN VOGUE "Hold On" (ATLANTIC)
7-3	MARIAH CAREY "Vision Of Love" (COLUMBIA)
4-4	BILLY IDOL "Cradle Of Love" (CHRYSALIS)
3-5	GLENN MEDEIROS f./B. Brown "She Ain't..." (MCA)
5-6	JOHNNY GILL "Rub You The Right Way" (MOT)
8-7	MELLOW MAN ACE "Mentiroso" (CAPITOL)
6-8	NEW KIDS ON THE BLOCK "Step By Step" (COL)
9-9	TYLER COLLINS "Girls Nite Out" (RCA)
11-10	KEITH SWEAT "Make You Sweat" (ELEKTRA)
23-11	POISON "Unskinny Bop" (ENIGMA)
14-12	DEPECHE MODE "Enjoy the Silence" (SIRE/REP)
29-13	MICHAEL BOLTON "When I'm Back..." (COL)
13-14	LISA STANSFIELD "You Can't Deny It" (ARISTA)
15-15	MADONNA "Vogue" (SIRE/WB)
25-16	BELL BIV DEVOE "Do Me" (MCA)
12-17	BELL BIV DEVOE "Poison" (MCA)
13-18	ROXETTE "It Must Have Been Love" (EMI)
23-19	MADONNA "Hanky Panky" (SIRE/WB)
24-20	THE TIME "Jerk Out" (REPRISE)
22-21	FAITH NO MORE "Epic (What Is It)" (SLASH/REP)
10-22	TAYLOR DAYNE "I'll Be Your Shelter" (ARISTA)
17-23	WILSON PHILLIPS "Hold On" (SBK)
21-24	WEST COAST RAPPERS "We're All In..." (WB)
27-25	GO WEST "King Of Wishful Thinking" (EMI)
25-26	THE LIGHTNING SEEDS "Pure" (MCA)
31-27	MOTLEY CRUE "Don't Go Away Mad..." (ELEK)
37-28	SWEET SENSATION "If Wishes..." (ATCO)
32-29	GEORGE LAMOND "Bad Of The Heart" (COL)
30-30	ANITA BAKER "Talk to Me" (ELEKTRA)
33-31	KID FROST "La Raza" (VIRGIN)
34-32	JANET JACKSON "Come Back To Me" (A&M)
20-33	DIGITAL UNDERGROUND "Humpty Dance" (TB)
NEW-34	LUKE f./ 2 LIVE CREW "Banned In..." (LUKE/ATL)
35-35	JOHNNY GILL "My My My" (MOTOWN)
15-36	PHIL COLLINS "Do You Remember" (ATLANTIC)
50-37	M.C. HAMMER "Have You Seen Her" (CAPITOL)
NEW-38	JON BON JOVI "Blaze of Glory" (MERCURY)
42-39	KYPER "Tic Tac Toe" (ATLANTIC)
19-40	AFTER 7 "Ready Or Not" (VIRGIN)
NEW-41	HEART "I Didn't Want To Need You" (CAPITOL)
NEW-42	TROOP "All I Do Is Think of You" (ATLANTIC)
33-43	HEART "All I Wanna Do Is Make Love..." (CAP)
41-44	LINEAR "Sending All My Love" (ATLANTIC)
NEW-45	NEW ORDER "World in Motion" (FACTORY/MCA)
NEW-46	SEIKO & DONNIE WAHLBERG "Right ..." (COL)
NEW-47	SEDUCTION "Could This Be..." (VENDETTA/A&M)
45-48	TONY! TONE! TONE! "The Blues" (WING/POLY)
NEW-49	WILSON PHILLIPS "Release Me" (SBK)
47-50	TROOP "Spreading My Wings" (ATLANTIC)





**One for the fellas..**



**Here he is folks, Z106-Sarasota morning man Sam Malone, the King of the G-Strings, enjoying the company of a couple of lovely listeners while a number of high art appreciators look on. Are those guys concentrating, or what!**

The clock is ticking in Houston, and that spells the end for Nationwide's short-lived Alternative experiment/smokescreen at KNRJ. THE EAR hears that on Friday, (7-20), KNRJ will make the move to an "upbeat contemporary radio station for adults." Meanwhile, the only thing on the air as of presstime is a ticking clock with identifiers at the top of the hour. Looks like CLANCY and the ZAPPER are gonna make one helluva battery in the Houston ballgame!

ROSS BRITTAIN tells THE EAR that the Z100 lucky seven birthday blowout on August 1 will include AEROSMITH, TAYLOR DAYNE, BILLY IDOL, RICHARD MARX, and a host of others. On August 2, the ZOO will hold its traditional six-hour morning show with guest DJ SCOTT SHANNON, who will fly in for a day. "It wouldn't be an anniversary without him," says ROSS. Could GARY BRYAN be far behind?

In other Big Appple doings, HOT97 and WRKS (KISS) are joining forces for a "Unity Walk" June 22 to promote racial harmony in the City. The walk will be led by air personalities from both stations.

The Albany ARB tiff is a simple case of WFLY and WGY crossing the line on the recent Arbitron "write-it down" guidelines. WGY PD TOM PARKER tells THE EAR that the 'FLY infraction was "much more obvious and ran longer than ours" as the explanation for the ARB ruling that listed only 'FLY below the line. 'GY will only be mentioned on the sticker and page 5b of the book along with 'FLY. The WGY infraction was "Right now, before you forget, the radio station you're hearing all day at work is ELECTRIC 99." Arbitron VP RHODEY BOSLEY tells THE EAR 'FLY's liners said "if anyone asks, either over the phone or through the mail, tell them your listening to WFLY," which is "sufficient suggestion that it refers to the survey process."

If memory serves, when KGB-San Diego last had a Music Director, FDR was President, candy bars cost a nickel, milk was brought to your door, and Doctors made house calls. Now, that situation has changed as WIXV-Savannah PD VIRGIL THOMPSON assumes that role. Ahh, but is that just a temporary situation? THE EAR hears that the real long-term plan is to groom Mr. Thompson for the PD chair at KGB, with current PD TED EDWARDS moving into a corporate programming role with parent company Brown Broadcasting. No time frame has been set for that move.

Even those psychics at the *National Enquirer* coulda nailed this one: As MICHAEL LUCZAK settles into the WMMS-Cleveland PD role, OM RICH PIOMBINO hands in his resignation. With call letters like 'MMS and KMET on his resume, lots of potential suitors have already come calling, but word is, he may leave the biz entirely.

Lots of other rockers are looking for new PDs at this hour. ALAN LAWSON hands over the conn at eclectic KTCZ-Minneapolis. Two Classic Rock programmers also step down, both after up books: WCKG-Chicago's TIM KELLY and KZFX-Houston's PAUL CHRISTY.

Meanwhile, at WHFS-Washington/Baltimore, OM TOM CALDERONE is still looking for that perfect PD to complete the team, while handling that job himself for the moment. WHFS has also shuffled the airstaff a bit, with AM sidekick NECI moving to nights and introducing a charming new feature named "Get the Dread Out."

For all the Rock and Alternative ratings info you could possibly care about, see pages 32 and 35 of this here magazine.

Chi-Tex Communications President DON DONOVAN called to say that the situation reported here last week at KISQ-Corpus Christi was "greatly exaggerated. The ratings were bad, so I let the guys go. The rest was just sour grapes."

Our pal THE HITMAN has been named VP of Programming Baltimore Radio Show Inc. The 99.9KHI PD will now oversee the chain's KISS107 and WBVP in Beaver Falls, PA.

KC101 wants America's best morning drive news personality! Females encouraged - contact STEF RYBAK, Box KC, New Haven, CT 06510. EOE M/F.

LISA NICOLE BREETVELD has been appointed CAPITOL manager of Crossover promotion.

Speaking of the label-in-the-Tower, how about that POISON album - - number one at the Musicland chain first week out!

JON BRYANT will exit as G98-Portland MD.

SID FARBSTEIN is the new Promotions Director at KTFM-San Antonio from KNRJ APD.

SBK's takin it to the tube: A major coup for the young label as WILSON PHILLIPS guests on the premiere of RICK DEES' *Into The Night*. If that's not enough, didja notice the heavy push NBC is giving *Guys Next Door*, the new Monkees-ish show featuring the SBK group of the same name? The first single, *I Was Made For You*, ships August 6.

MARK SHANDS says he is not leaving WCKZ-FM unless somebody puts a BIG offer on the table.

Contrary to all the gossip, nothing's up at WJMH in Greensboro.

ED DIAZ is in as VP/GM at XHRM-San Diego, and he has squelched the JERRY CLIFTON rumors. At DIAZ's former station, JAMMIN' Z90, they're in need of an energetic, street-hip night guy. Send T&R and photo to RICK THOMAS, Z90 1229 Third Ave. Chula Vista, CA 92011.

Former KRBE and 92X PD ADAM COOK is ready to make a station click. Call him at 713 493-3676.

BEN HAMILTON has been upped from APD to PD at 95XXX-Burlington, VT.

WOVV-West Palm Beach PD CHRIS MAC exits for Law School. The new PD is KRISS KLAUSS, who is on an immediate search for weekend talent. Send T&R to 706 North, W. Palm Beach, FL 34950.

STEVE KELLY is upped to PD at XL106.7-Orlando, succeeding RUSS MORLEY, who is now Taylor Corporate PD.

Our sincere wishes for recovery go out to KKIS-Walnut Creek (CA) PD STEVE FOX and his wife after a high-speed auto accident Monday (7-16).

WVIC- Lansing MD HOLLYWOOD HENDRIX exits,- Contact PD KEVIN ROBINSON.

THE BEAT (KKBT) in L.A. snares former KIIS-FM sports guy "THE COACH" CHARLEYE WRIGHT. THE COACH was the KIIS sports director for nine years until being replaced by VIC "THE BRICK" JACOBS three weeks ago.

CONCLAVE BIT: WL0L OM GREGG SWEDBERG, KRNO APD/MD BOB LEWIS, and KXSS-St. Cloud PD ADAM NORTH did a poolside rendition of *Du Ya Think I'm Sexy* at the Radisson. Early word is that a bootleg tape is pulling major phones from Lansing to OK City.

**...and one for the ladies**



**KCAQ-Oxnard morning sidekick CUB PHILLIPS shows a couple of admiring co-workers his good side (to raise money for the Santa Barbara fire victims). Now this is really THE END. Sorry.**





# TWO HOT TO HANDLE



## "I WANNA GET BACK WITH YOU"

Follow-up to the Smash Single  
"SITTIN' IN THE LAP OF LUXURY"

Produced by Les Pierce  
and Frankie Blue

From the album  
THE STATE I'M IN

WILLIAM MORRIS AGENCY. < XXX

K N M  
Kelly Newby Management

N  
A  
Y  
O  
B  
E



## "I LOVE THE WAY YOU LOVE ME"

Special 12" Remix Version  
by David Morales

**FAMOUS**  
FAMOUS ARTISTS AGENCY, INC.



Written and Produced by Teddy Riley  
From the album PROMISE ME





Added to VH-1 on 5 Star Rotation!

PAPA PA

WAS

AA

ROLLIN' STONE

WAS (NOT WAS)

WAS (NOT WAS)  
PAPA WAS A  
ROLLIN' STONE



Don't miss Was (Not Was) on the *Arsenio Hall Show* airing July 27th  
and on *Into The Night with Rick Dees* airing July 30th!

Chrysalis.