

HITMAKERS[®]

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THE
FOX

9.5

THE
FOX

99

9

*An exclusive interview
with*

PAUL JACOBS

*General Manager
WDFX, Detroit*

ROD STEWART

"Downtown Train"

The Brand New Single

Produced by Trevor Horn

From *Storyteller • The Complete Anthology 1964-1990*

#1
**Top Added
Record In
America
This Week!**



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HITMAKERS®

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CAHILL TAKES 94Q HOT A/C

Atlanta radio station 94Q has changed its format from mainstream to Hot A/C as of Thursday morning, November 16, in a move that Program Director **Bill Cahill** hopes will give the station the identity it has lacked during the past four years of frequently changing formats.

"The station had done so many different formats and made so many radical changes that no one really knew what it was," said Cahill Wednesday in an exclusive interview with **HITMAKERS**. He said the station will now be known as STAR94, with call letters WSTR, explaining that it wouldn't be as effective to keep the old name and call letters.

THOMAS SIGNS DEAL; WILL STAY AT WLUM

Rick Thomas, recently rumored as a replacement for **Buddy Scott** at B96 in Chicago, has signed a new one-year contract to stay on as program director of All Pro Broadcasting's WLUM (HOT 102) in Milwaukee.

"We have a magic here that I could never find anywhere else," Thomas said, "and I'm happy to be here. It's the kind of thing you feel as soon as you step into the building."

Thomas took the helm at the Urban Top40 a year ago and lifted the station to its best ratings ever. Exhibiting a unique blend of dance and mainstream product, HOT102 is working despite forecasts that the dance oriented sound would not work in Milwaukee.

WLUM VP/GM **Steve Sinicropi** commented, "Rick has done an outstanding job at HOT102, bringing us back-to-back number one's in the Birch." He added
(See **THOMAS** page 19)

"If we came on the air and started calling it 'the New 94Q', everyone would say 'so what.' In order to really start from scratch, we need to blow up the old station," said Cahill. He said that after researching the 25-54 age bracket, it was found that a Hot A/C was the type of station most lacking in the Atlanta market.

The changeover of 94Q seems to exemplify a trend that may be taking hold. In the 1989 Arbitron ratings, adult stations made terrific gains in a number of major markets, and 94Q is not the first Top40 to switch to a more adult sound. The Nationwide chain recently changed its Orlando, FL outlet to the adult-leaning "MIX" format, and rumors persist that other outlets,

including some in the Nationwide chain, will follow.

STAR94, which is owned by Charlotte, NC-based Jefferson Pilot Communications, was to sign on at 6 a.m. November 16 with **Murphy and McKeever**, the regular 94Q morning team, kicking it off. The station will then go without disc jockeys for a week or two, said Cahill, in order to let listeners hear the new format before the personalities. Then, most of the same staff will be reintroduced, slowly but surely.

"A lot of the personalities haven't been on the air for long periods of time, so I don't believe there is an emotional attachment from the audience to the specific
(See 94Q page 19)

ANAHEIM SELLS KEZY FOR \$15 M

Jeff Salgo, vice president of Anaheim Broadcasting, announced that two of its cornerstone pullstops have been sold to M.L. Win Communications.

"As far as we know," said Salgo, "Win's plan is to keep both KORG and KEZY based in Anaheim with the latter continuing to concentrate on Top40."

Salgo said he felt that the new owners would give both stations a "well-needed shot in the arm."

KEZY PD **Craig Powers** informed **HITMAKERS** that the sale was imminent and said his station would "slightly alter its dance-heavy lean."

"I'd like to develop a format that combines the best of (Los Angeles stations) POWER106 and KIIS," Powers explained. "Obviously we now have to look at what PIRATE RADIO is doing as well, because they've obviously changed a lot of people's perceptions about Top40 in Southern California."

ELLIS HOT97 VP/GM

Judy Ellis has been awarded VP/general manager stripes at Emmis Communications' New York dance powerhouse, HOT 97. "I'm really excited to have the job," said Ellis, who previously guided the station's sales staff.

Ellis will replace longtime Emmis executive **Stuart Layne**, who has taken the VP of marketing post with Emmis CEO **Jeff Smulyan's** Seattle Mariners. It was reported in **HITMAKERS** last week that Emmis President **Doyle Rose** planned to offer Ellis the post.

"The people here are wonderful and talented and the company is the best in the country," said Ellis. "Needless to say, I'm elated."

Ellis has served the station since it hit the airwaves in 1986. However the new title poses a small dilemma for Hot 97: where to procure a suitable replacement.

"We obviously have a vacancy position and I'm keeping my eye open," said Ellis. "Hopefully, it'll be filled within a week or two."

KKBQ'S LANDER TAKES SHOW TO THE BERLIN WALL



Radio listeners in several major U.S. cities got a firsthand account of the incredible events transpiring at the Berlin Wall earlier this week, thanks to **John Lander** of KKBQ in Houston. Lander, accompanied by his wife **Patty**, KKBQ engineer **Dave Hammer** and Houston Post columnist **Ken Hoffman**, traveled to Germany Sunday, November 12 and the next morning broadcast live from the scene where thousands of

refugees were crossing through the wall.

Lander's broadcast was fed to **Rick Dees** at KIIS-FM in Los Angeles, **Ross & Wilson** at Z100 in New York, and to **KSD** in St. Louis and **KCMO** in Kansas City, thus bringing the historical magnitude of the occasion

COCKER, ETHERIDGE GIVE FREEDOM CONCERT

One of the more endearing qualities of music is how it orchestrates the changing face of our world. On November 13, in celebration of the crumbling of the Berlin Wall, **Melissa Etheridge** and **Joe Cocker** performed a free concert before the cheering masses in an indoor arena, Deutschlandhalle, and fittingly capped the celebration with gutty performances. In an exclusive **HITMAKERS** interview, Cocker's manager, **Michael Lang**, reported that "East Germans were pouring through the wall, waving flags and kissing their countrymen in unabashed joy."

Etheridge was the only American artist to perform at the concert, which was organized by the city of West Berlin in conjunction with the city's music industry. She embraced the crowd in a brief, passion-filled statement proclaiming "frieden und freiheit — jetzt und fur immer" (peace and freedom to millions of listeners in a much more personal fashion.

"We interviewed a lot of West and East Berliners who were crying in each other's arms, breaking champagne and sitting on top of the wall," Lander told

HITMAKERS in an interview from Berlin this week. He described an emotionally sobering scene of East German guards standing on the wall scowling, while just a few hundred feet to the west East Germans rejoiced.

— now and forever). The spirited crowd forgave her course German; it was the message that mattered. Once again, the reunited countrymen stood together to celebrate the moment.

Lang said that Cocker had just played a regular, paid concert on the west side of the Berlin Wall when the commotion began. He had to leave for Amsterdam to play a concert there, and he took advantage of Germany's airwaves by having the Amsterdam concert broadcast live to Germany. Lang remembered seeing "thousands of 'jung-volk' with transistor radios hanging out of windows." Cocker then returned to Germany to perform the free concert with Etheridge, as well as with German artists such as **Bap**, **Tote Hosen** and **Nina Hagen**, and Canadian **Andrew Cash**.

The free concert was also broadcast live throughout East Germany.

"The German people were so elated to actually see the other side," reported Lander. "So many have died in that effort, and the wall stands as a grim reminder." Lander said that after the initial jubilation of being

(See **LANDER** page 19)



*Aerosmith's
got another hit.*

"Janie's Got a Gun"

No. 1 Most Requested

The New Single, Track and Video

The Follow-Up to the No. 1 Track

'Love In An Elevator' from

AEROSMITH

From their new Album Pump,

Approaching double Platinum

#2 Most Added At CHR!

Over 70 Adds!

HITMAKERS Rock Top40 Chart: 46-30!

Already #1 at AOR!

1-Day Sales: 89,000 Units!

Album Sales Approaching 2 Million Units!

On MTV!



COLLINS MANAGEMENT, INC.

Produced by Bruce Fairbairn

GEFFEN ©1989 The David Geffen Company

STEWART EXPLODES... ROD GARNERS TOP ADDED SLOT AND A FIRST WEEK NATIONAL BREAKOUT!

An out-and-out blowout for **ROD STEWART** this week with 188 adds and an instant **HITMAKERS NATIONAL BREAKOUT**. Congrats to everyone at WARNER BROS! (Incidentally, the STEWART 4-CD anthology is incredible!) Other **NATIONAL BREAKOUTS** this week are...**JODY WATLEY** with 130 ACTIVE REPORTS and 30 new adds, **NEW KIDS ON THE BLOCK** with 117 ACTIVE REPORTS, 56 adds and a 35-24 move on our Mainstream chart; **TESLA** with 111 ACTIVE REPORTS, a 36-33 Mainstream move and 21 new adds; **QUINCY JONES**, (giving WARNER

BROS double NB's!) with 105 ACTIVE REPORTS and 51 adds; and **SYBIL** does it for NEXT PLATEAU with 101 ACTIVE, 15 new adds and a 22-19 jump on our chart.

Other records receiving major radio support this week include...**AEROSMITH** with 79 adds out-of-the-box, **MOTLEY CRUE** with 59 first week adds, **POCO** with 47 instant adds, **TINA TURNER** closing in on NB with 47 new adds and 71 ACTIVE REPORTS, **BABYFACE** doing the same with 38 adds and 75 ACTIVE, and **TEARS FOR FEARS** with 35 adds on their hot followup.

MOST ADDED URBAN TOP40

COVER GIRLS "We Can't Go Wrong" (CAPITOL)
PARIS BY AIR "Voices In Your Head" (COL)
ROB BASE "Turn It Out" (PROFILE)
ANGELA WINBUSH "The Real Thing" (MERC)
BABYFACE "Tender Lover" (SOLAR/EPIC)

MOST ADDED ROCK TOP40

ROD STEWART "Downtown Train" (WB)
AEROSMITH "Janie's Got A Gun" (GEFFEN)
MOTLEY CRUE "Kickstart My Heart" (ELEKTRA)
TEARS FOR FEARS "Woman In ..." (MERC)

CAPITOL, CHRYSALIS TO HELP LAUNCH COOLTEMPO IN U.S.

COOLTEMPO/CHRYSALIS, the dance/R&B label that has been so successful in the U.K. and Europe this year with acts such as **Milli Vanilli**, **Adeva** and **Monie Love**, is going to be launched in the U.S., it was announced November 13.

All records issued on COOLTEMPO will be distributed by CEMA, but U.S. promotion and marketing of each record will be handled by either CHRYSALIS or CAPITOL, depending upon the nature of the project. CAPITOL will work artists requiring the full thrust of their black music marketing promotion team, while CHRYSALIS will be releasing acts with a club orientation, as well as rap artists with Top40 crossover potential.

"CHRYSALIS has been successfully involved with black and dance music on COOLTEMPO in the U.K.

and Europe, and we've been looking for the right way to enter this market in the United States," said Chrysalis Group Chairman Chris Wright of the unique label collaboration. "The decision to build on the existing strengths of both CHRYSALIS and CAPITOL in the U.S. will enable us to develop our artists on the COOLTEMPO label. It will enable our A&R team on both sides of the Atlantic to sign black and dance-oriented artists and give them the best possible exploitation worldwide."

The first CAPITOL release will be the album by New Jersey-based Adeva, whose COOLTEMPO debut has already enjoyed four U.K. hits and passed gold status in the market. CHRYSALIS U.K. A&R Director Peter Robinson was enthusiastic about the plan to have CAPITOL back her in America.

"Adeva has developed into a phenomenon in the U.K., and I am delighted that she will be the first COOLTEMPO release in the U.S.," said Robinson. "I feel confident that the efforts of the CAPITOL team will enable her to enjoy similar success in her own country."

The first CHRYSALIS project will be an American rap artist whose album is being produced and co-written by **Young MC**. CHRYSALIS will utilize the same expertise that took **Jellybean's** *The Real Thing*, **Was (Not Was)**'s *Spy In The House Of Love*, and **Living In A Box** to the top of the dance charts in order to introduce this new artist.

WAVA MAKES DAVE ELLIOT ASSISTANT PD

Dave Elliot, music director of Washington, D.C.'s WAVA, has been given the additional title of assistant program director, it was announced last week.

Elliot, 25, was appointed to fill the newly created position, which replaces the position of program coordinator at the station. Morning man **Don Geronimo** had previously filled the program coordinator slot.

"Dave has done an incredible job in the short time

that he has been at the station," said WAVA Program Director **Matt Farber**. "I'm looking forward to his taking on additional duties."

Elliot has been at WAVA since July, and prior to coming to D.C. he worked for seven months as assistant program director at KCPW-FM in Kansas City. He started his career in radio with WNCI in Columbus, OH, where he worked as a research intern before breaking into production.

SHERWOOD FILLS NEW CBS RECORDS POST



CBS Records Division President **Tommy Mottola** announced November 15 the creation of a new executive position in the division, naming **Bob Sherwood** as senior vice president of international marketing.

Sherwood will develop strategies for the international marketing, promotion, and exploitation of records produced in the United States. He will be a liaison between the CBS Records International Headquarters marketing operation and managing directors, and heads of marketing and A&R of the various CBS Records international companies, helping to devise and implement worldwide marketing efforts for U.S. recordings. He will work closely with all the CBS Records label heads and report directly to Mottola.

"Bob has overwhelming experience and knowledge in the marketing and promotion of music," said Mottola of Sherwood's appointment. "He is uniquely qualified for this new position and we anticipate greater awareness of our domestic artists and sales objectives overseas."

Mottola added that the move is indicative of CBS Records' and CBS Records International's desire "to create a faster and more coordinated approach in the

(See SHERWOOD page 21)



Artist, label, and station make one big happy family in N.Y. as Paul Carrack visits with WPLJ's A.M. Energizers. Pictured (l-r): Greg Thompson, CHRYSALIS national dir. pop promo; WPLJ's Linda Energy, Carrack: WPLJ PD Gary Bryan; CHRYSALIS N.Y. promo rep Laura Kuntz.

BROWN & EASTON TO DO N.Y. BENEFIT SHOW

In a spirit befitting the holiday season, MCA superstars **Bobby Brown** and **Sheena Easton** will headline a special concert at New York's Madison Square Garden on December 22, to benefit the United Negro College Fund.

The event, dubbed "Celebrate - An Evening With Bobby Brown and Sheena Easton," salutes distinguished high school students from the New York area, and also raises funds for 41 private black colleges and universities represented by UNCF.

An ardent champion of education, Brown spoke out on his support and commitment to the UNCF and the importance of school at a UNCF luncheon November 8. Brown was joined by representatives of the UNCF and several local honor students.

Sheena Easton's most recent album, **LOVER IN ME**, marked the Scottish singer's MCA debut, and the title track was a number one-charting hit single. Her duet with Prince from the **BATMAN** soundtrack is currently working its way up the national Top40 charts.

WHITESNAKE

"Fool For Your Loving"

#1 Retail Bin Burner! (#1 Sales Across The Country)

#2 Most Requested Track!

R&R AOR Track: 5*-2*

HITMAKERS Rock Top40 Chart: 22-16

Exploding At:

92X(15-11Hot)

WMMS(19-14)

KSAQ(36-31)

KXXR(28-21)

B94(Deb#28)

WOKI(25-15Hot)

WTBX(Deb#24Hot)

K106(32-27)

KZZU(38-31)

Sneak Preview Video On MTV!

Album Sales Over 1.6 Million!

R&R CHR: 24*-20* Conversion +3

HITMAKERS Mainstream Top40 Chart: 25-21

HITMAKERS Rock Top40 Chart: 13-12

DON HENLEY

"The Last Worthless Evening"

Major Action:

KXXR(5-3Hot)

KXYQ(#6)

WMMS(#7)

KEGL(9-7)

KKRZ(14-11)

B94(#11)

WPHR(18-14)

Q102(31-27)

KISN(34-27)

Y95(Deb#26)

WKBQ(Add#27)

HOT92(33-19Hot)

WPXR(17-9Hot)

WROQ(9-6Hot)

WQUT(7-6Hot)

I95(#6Hot)

G105(15-9)

KSND(14-10Hot)

WZZU(16-12Hot)

WAPE(18-14)

WKEE(30-22)

MTV: World Premier November 20!

VH-1: Add in Heavy!

Album Sales Over 1.2 Million!

CHER

"Just Like Jesse James"

R&R CHR: 29*-22*!

HITMAKERS Mainstream Top40 Chart: 27-22

Major Market Action:

WPLJ(Add#29)

KUBE(Add#24)

WKBQ(Add#30)

CKOI(Add)

WLOL(Add)

KISN(9-7Hot)

KKRZ(20-15)

KRBE(20-16)

B94(21-17)

KPLZ(34-27)

KCPX(29-23)

WNVZ(28-24)

Q102(32-28)

KS104(Deb#23)

X100(Deb#27)

KIIS(Deb#29)

WPHR(Deb#32)

1-Day Sales: 71,000 Units!

Total Sales: Over 1 Million Units!

AC BREAKER!

TESLA

"Love Song"

One Of The Most Added! Over 130 Top40 Stations!

A **HITMAKERS** National Breakout This Week!

HITMAKERS Rock Top40 Chart: 2-1

R&R CHR: 39*-35*

Major Market Action:

PIRATE(5-3Hot)

WDFX(5-4Hot)

KXXR(10-5Hot)

WPHR(11-9Hot)

WHYT(#19Hot)

PWR99(Deb#29Hot)

WKBQ(27-22)

WGH(29-22)

Y95(Add)

KSAQ(Add#40)

Top 5 Requests On MTV!

Album Sales Over 1 Million!



GEFFEN

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BOSS BIDS E-STREETERS ADIEU FOR NEXT LP



If the walls of Berlin can come tumbling down, then anything's possible - even the exclusion of the prestigious **E Street Band** on the Boss's next album. Apparently Bruce took each one of his trusted colleagues aside to inform and console them of his momentous decision. "Bruce told the guys that they were all free to pursue other interests," said a Springsteen spokesman recently, barely able to contain his anguish. "He made sure each and every one of them understood it was based solely on a change in artistic direction and that their contributions in the past were appreciated to the utmost degree."

Most of the members of the band have been with the Boss for fifteen years, having paid their dues through the back doors of a thousand watering holes up and down the Eastern Seaboard. In saying goodbye to the E Street Band, the Boss is tearing out an irreplaceable page of Rock 'n Roll history.

At presstime, there was no notice of who Bruce's backup musicians would be on the next album, or even when the disc would be released.

NEW HEART PROJECT NEAR COMPLETION

Is it a coincidence that **Heart** rhymes with smart? Probably not. The group is just a couple of weeks away from putting the finishing touches on their next album, and they have recruited some of the choicest names in the business to help carve out the material. Any artist would be crazy not to feel confident with the boost that **Holly Knight, Diane Warren, Kelly Steinberg, Mutt Lange** and **Mark Spiro** could provide. They are six of the most consistent writers on the contemporary scene. **Ann** and **Nancy Wilson** have the boys ready to roll for an upcoming tour to begin in March.

March also happens to be the month the album is scheduled for release, and with all that commercial clout behind them, how can they go astray? Initially, there had been some talk about Ann recording a solo venture, but that's been put on the back burner for now. "We don't want to lose any of the momentum we generated from our last two mega-hits," says robust vocalist Ann, "and a solo album might do that, even if it were successful."

The Wilson sisters are both keeping busy at present, with Nancy about to sign with **Steven Spielberg's** Amblin Entertainment for her independent project: the animated film *Dream Friends*. Could the plot center around the singer's stunning hit of 1988, *These Dreams*? "I'm not saying at present" says Nancy, a whimsical smile belying her noncommittal attitude. "You'll just have to tune in and see."

BRAZILIAN DANCE CRAZE EXPLODES IN EUROPE; EPIC U.S. RELEASE SOON

A salsa-feeling dance sensation, *La Lambada* struck like lightning in France last summer and spread like wildfire all over Europe. Now EPIC Records is ready to release the worldwide 3.5 million-selling single stateside, and if the European reaction is any indication, get ready for an explosion.

The band is called **Kaoma**, and they are the brainchild of French producers Jean Karakos and Olivier Lorsac, who have gone so far as to register the word 'Lambada' for exclusive use.

EPIC hopes the U.S. release will elicit a response similar to the one in France, where the single sold over 1.5 million copies and stayed at the top of the charts for the better part of the summer. Other nations having spectacular success with *La Lambada* include Belgium, Switzerland, West Germany, and Holland.

EX-EAGLE HENLEY SOARING SOLO



Pictured at the completion of Don Henley's The Last Worthless Evening video in L.A. (l-r): Andy Slater, H.K. Management; Ed Rosenblatt, president of GEFEN Records; Mel Posner, director of international - GEFEN Records; and -Marko Babineau, director of promotion - GEFEN Records.

When you've hit the top with one of the most legendary bands of the '70s, what can you do for an encore? How about becoming one of the hottest solo acts of the '80s, which is exactly what former Eagle **Don Henley** has done. His latest single, *The Last Worthless Evening*, is the second smash off his *THE END OF THE INNOCENCE* LP, which promises more hits throughout the winter and spring.

JANET JACKSON LP APPROVED BY PARENTS CHOICE MAGAZINE

With so many Rock 'n Rollers riding Harleys and draining whiskey bottles, it's not easy to find role models for today's ultra impressionable youth. But according to *Parent's Choice Magazine*, **Janet Jackson** is a woman who, on her tastefully energized videos and lyric sheets, espouses the 'right stuff', and the quarterly publication is recommending her *RHYTHM NATION 1814* LP as a suitable gift for the upcoming holiday season.

"Our specific aim is to help parents find productive toys for their children that stimulate the mind and broaden intellectual horizons," states Editor-In-Chief **Diana Huss-Green**. "Trends this year indicate toy, video and book manufacturers are reflecting society's and parents' concern about their children."

It is a sign of Jackson's escalating appeal that she can now be lumped into a diverse catalogue of gifts, ranging from Disney film classics like *Great Expectations* to computer programs. Hopefully she'll refrain from raising giraffes in her backyard and slumbering in rarefied air like her eccentric sibling who, we notice, hasn't been honored by the PTA in recent times. It's food for thought.

"ELECTRIC SLIDE" DANCE CRAZE SWEEPS MID-ATLANTIC STATES

Marcia Griffith's Jamaican hit *Electric Boogie*, originally released in 1983, has re-emerged as of late and has spawned a brand new dance craze - the Electric Slide - that has spread outward from its birthplace, Washington D.C., as far south as New Orleans and as far north as Detroit.

The song was written about 10 years ago by **Bunny Wailer**, who along with **Bob Marley** co-founded the legendary reggae band **The Wailers**. Griffith herself was a backup singer for Marley, and a recent remix of her recording hit the airwaves early this year. By the summer, the song and dance had virtually taken over in the mid-Atlantic, and it appeared in other forms and under different names in Detroit, New Orleans, Memphis and Dayton. **Dave Ferguson**, PD at WPGC in Washington, D.C., says that the song became hot there about nine months ago, and was soon the number one requested record. Now, he says, it has become a power recurrent at his station.

"The dance is hot. You can't go anywhere without seeing people doing the Slide," says Ferguson. "Once you start doing it, you can't stop."

The song itself is more current in Greensboro, NC, where it has been in the top five requests for the past three weeks on WJMH. According to WJMH PD **Chris Bailey**, the dance is especially popular with more mature listeners.

"I think it's a way for adults to get out and jam," says Bailey, who points out that the Slide is quite similar to a popular dance of the early '70s - the Bus Stop. "I used to do it myself," he says. Bailey also said that other artists appear ready to capitalize on the Slide's popularity, as demonstrated by an act called **Grandmaster Slice and Dizzy Chill** of CREATIVE FUNK Records, who has recorded a song called *Shall We Dance (The Electric Slide)*.

WNVZ in Norfolk, VA added *Electric Boogie* just this week, and "It went gangbusters," says MD **Beaver Cleaver**. Beaver says he did a club date at Adam's in Virginia City last week, and when he played the song, everyone stopped talking and danced. "Even the waitresses stopped serving drinks," says Beaver. "It brought the house down. The first time I played it, those who knew how to do the Slide danced. Later when I played it again, everyone did it. There must have been 300 or 400 people out on the floor."

Beaver says that the weirdest part about the phenomenon is that it has caught on in the East first. "Stations from the midwest have called us and asked us what's going on, EPIC" says Beaver. "I just tell them to check it out. It's one of those songs anyone can play."

Even the college scene has picked up on the Slide. **Marion Jordan**, a sophomore at Delaware State University and a receptionist at WIOQ in Philadelphia, says that the song and dance have been the biggest new craze at college clubs since the semester began.

"When the song comes on, the entire place gets up and does the dance," she says. "It's not hard to learn - once you start doing it you just catch on."

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"Right And Hype"

HOSH GURELI/KMEL "It's another Teddy Riley SMASH production! This time he puts his magic on this newly-formed female group and it's happening!"

BRIAN WHITE/FM102 "Getting requests! A SMASH!!!"

LARRY MARTINO/KGGI "Teddy Riley productions always work for KGGI, and this song should follow in the footsteps of *My Fantasy*"

RICK UPTON/KITY "Sounds good on the air - incredibly FRESH! Seeing sales in the market!"

JOHN CLAY/KYNO "It's packing the clubs...a sure indicator to HOT96 that this song is 'right' for us!"

CHRIS RUH/KZOZ "This single is a BAD groove! The audience is responding to this HOT record that is HUGE in the clubs! It's totally 'right and hip!'"

A HITMAKERS CRUSADE THIS WEEK!!!

FM102 (#13)

KGGI (Add)

KMEL (#16)

KITY (28-24)

KBOS (Add)

KYNO-FM (31-28)

KZOZ (Add) and more

**A
B
S
T
R
A
C**



WILLSON-PIPER GIVES CHURCH SERMON; LP DUE IN JANUARY

No matter how many times Marty Willson-Piper brushes the hair off his forehead, the outcome is the same: the locks fall into his eyes, leaving The Church guitarist looking something like a disheveled sheep dog. So much for mind over matter.

But Willson-Piper is feeling anything but glum despite his unruly coiffure having "just laid down some funky bongos" on his group's recently completed ARISTA LP. For the first time, the Aussie quartet will release subsequent works for the same company, and this is due in part to President Clive Davis' unwavering belief in the group's often beguiling yet maddeningly uneven romps through psychedelia.

At present, things are upbeat in The Church camp as the lads are confident the new LP will eclipse its predecessor, both in artistry and sales. As STARFISH broke the 500,000 mark they have ample cause to feel optimistic about the future.



(Photo by Anna "FLASH" Luken)

"The new album is a weird synthesis of STARFISH and HEYDAY (The Church's compelling, albeit unappreciated 1985 WARNER BROS release)," says Willson-Piper from his temporary North Hollywood digs between sips of Earl Gray. "The only major difference is that on this record, the 12-string guitar I played in the past has been replaced with a six-string fitted with an ancient tremolo bar. It's great because it doesn't sound conventional at all."

While the instrumental switch provides a refreshing departure from the past, it was, ironically, a thief who forced fate's hand. "Yeah, it's weird," replied Piper after a brief pause to once again brush aside the ever present forelock. "Some guy broke into my manager's office in New York, snatched three of my guitars and vanished. At first I wanted to kill him, but now I'm thinking it might have been a blessing in disguise."

When the album hits the street in mid-January, it will be interesting to hear just how the absence of the trademark guitar affects the overall sound.

"There's only one 12-string section on the album and it's played by (second guitarist) Peter Koppes," claims Marty. "We're never going to rest on our laurels and use a formula like so much of what you hear on the radio today." The outspoken axe grinder has an interesting philosophy regarding art and marketing, and feels the most interesting stretches of creativity in the business come when "labels can't figure out what's going on."

"Now you have all these heavy metal bands with Top40 hits and the A&R people are having a field day. They've got all these poseurs selling big and they think they've discovered the formula: shoulder length hair, black leather and an almost interchangeable sonic

(See WILLSON-PIPER page 21)

YOU KNOW IT'S TRUE: IT'S MILLI MANIA

An EXCLUSIVE HITMAKERS INTERVIEW by JESSE NASH

Milli Vanilli is a two-man pop group with sex appeal, exotic European accents, and rap songs you can actually hum along with. The group consists of 23-year-old Rob Pilatus, who hails from Munich, West Germany, and his 22-year-old partner, Fab Morvan, from Paris. Although the group has had plenty of success across the Atlantic, Pilatus and Morvan are now finding the success that superstars are made of in the coveted American marketplace.

Their debut album, GIRL YOU KNOW IT'S TRUE, on ARISTA Records, remains a top five smash after eight months in release. They have also savored two number-one singles off the LP: Girl You Know It's True and Girl I'm Gonna Miss You. Another track, Baby Don't Forget My Number, placed in the top five, and their current release, Blame It On The Rain, is working its way up the charts and is also headed for at least a top five placement.

WHAT IS YOUR PHILOSOPHY FOR A GROUP TO HAVE WORLDWIDE SUCCESS IN THE RECORD INDUSTRY?

ROB PILATUS: At this time in modern pop music you have to create the kind of songs that are right for the genre. It is music and image that create the right combination. There is a very aggressive image, like Guns 'N Roses has. Sometimes it works for you and sometimes it doesn't. In my opinion you have to create something in the music and image that is honest. With Guns 'N Roses, their music and look are very simple, and it is honest. The same goes for Milli Vanilli. We're pretty honest in our music and our look.

FAB MORVAN: The fact that we are not American also has something to do with it. We're something different from most artists who come from outside this country. And, of course, great songs help. We write songs you can dance to and songs you can remember. That helps. Our music is based on rap but is isn't too hard. It also mixes in the elements of pop, and that gives it a better sense of melody and helps it to be more commercial. It's a good mixture.

YOUR SONGS DO MIX RAP WITH A POP/R&B BASE. IS THIS A CONSCIOUS THING, OR IS IT A RESULT OF THE NORMAL CREATIVE PROCESS?

RP: We listen to artists like Bobby Brown, Keith Sweat, Al B Sure and Public Enemy, who leave lasting impressions that make up our influences. So our music is the result of a normal creative process that comes from listening to this music.

FRANK FARIAN IS A TOP EUROPEAN PRODUCER/SONGWRITER. HE IS RESPONSIBLE FOR THE MULTI-PLATINUM SUCCESS OF THE GERMAN BAND BONEY M. HOW DID MILLI VANILLI GET HOOKED UP WITH HIM?

FM: It was a little bit different than most bands. He got a picture of us first, before he even heard any of our music. Then we sent him a demo and he wanted to sign us on the spot. We were playing clubs in Germany under the name of Rob and Fab. We played lots of soul cover tunes - old covers. Frank saw us, and then we signed a deal with him.



BACK IN 1985 WHEN YOU FIRST GOT THE GROUP TOGETHER, DID YOU EVER EXPECT TO HAVE THE SUCCESS YOU ARE HAVING?

RP: I've always had big visions. I can't really explain specifically what those visions were, other than to say that I knew I would be successful. And this is since I was eight years old. I knew it and I was afraid to tell anybody because they would have thought I was crazy or a big egotist. And when I would talk to friends I would tell them that I felt special, and they would be polite and say that's nice. I

don't think they really believed me.

FM: Most people considered Rob a bigmouth. But we knew. We tried to tell them of our vision but most people just thought that we were full of ourselves.

IT HAS BEEN SAID THAT FAB AND ROB ARE "LADIES' MEN." IS THIS TRUE?

FM: Yes, this is true. I know the record company wrote that in our bio, but we really are very popular with the ladies all over the world. When we write we try to think about how our songs will affect a woman. It's important to us. We have a hard time keeping our own personal relationships because of our heavy touring schedules, so it is important for us to have our female fans happy with us.

RP: Success has its downside when it comes to maintaining a good relationship with a woman. You go on tour and you're away from each other for months at a time, and she doesn't know what I've been doing and I don't know what she's been doing. So you lose trust for one another.

TELL ME ABOUT ARISTA RECORDS' HEAD CLIVE DAVIS. WHAT IS YOUR WORKING RELATIONSHIP WITH HIM LIKE?

RP: It is very good. He's a genius as far as I'm concerned. And if he wants, he can make you or break you. He's the reason we've been so successful in the states. Clive came to see us perform in Germany and he liked what he saw, so he signed us. He had us add four new tracks to the U.S. release, and also had us do two hot remixes on Girl You Know It's True and Baby Don't Forget My Number. When we got our deal I knew it was the real beginning of our success.

HOW HAVE YOUR FAMILIES REACTED TO YOUR NEW-FOUND SUCCESS?

RP: I'm adopted and my parents are 64. They're happy for me but they don't really know what is happening to us and the group. They're afraid that the success will only last a short time, and they want me to watch my money carefully, which I would do with or without their advice.

FAB, YOU WANTED TO BE AN ATHLETE BUT YOU GOT INTO A VERY BAD ACCIDENT.

FM: Yeah. I was born in Guadeloupe and I moved to Paris with my mother, brother and sister. I had this dream of competing on the trampoline. I was working towards participating in the European championships and I got seriously hurt when I fell through the section of the trampoline that has the springs. I was paralyzed

(see MILLI page 21)

JOE COCKER

"WHEN THE NIGHT COMES"



PROGRAMMERS SCREAMED...

"SMASH HIT"

FROM DAY ONE!

NOW, JUST LOOK AT THE GREAT
ACTION NATIONALLY...

just added

**X100!!! Q107#29!!!
POWER99!!! WLOL-FM!!!
B94!!! WGH#24!!!
B97#30!!! WZPL#29!!!
WKSS!!! FM100!!!**

WGTZ#29, KEZY, WDJX, WLRW,
100KHI#40, KLUC, KMOK, KRQ, KZOU,
POWER108, WJAD, WKEE, WLAN#34,
WRQN#29, WZOK#32, WZYQ#32,
Z104, Z93, and more

AN "R&R" BREAKER AT #32

Q95 (24-21) WXKS-FM (#9) WZOU (23-20) WAVA (26-20) KPLZ (32-25)
KUBE (29-26) KHTK (D#29) KDWB-FM (D#24) Q105 (19-16) HOT92 (21-18)
WMMS (#2) WPHR (#2) KOY95 (27-24) KKRZ (30-24) KXYQ (23-18)
KXXR (#1) KWSS (D#29) Q102 (#3) WNVZ (30-25) KSAQ (38-34)
KISN (30-19) WROQ (19-16) MIX105.1 (D#27) WLRS (16-14) WKSI (D#37)
WKZL (D#30) CKOI (12-11) and much much more

HITMAKERS
MAINSTREAM TOP40 CHART:
37-30



**ONE OF THE TOP
ADDED RECORDS
IN AMERICA THIS WEEK**

P.J. OLSEN, MD at WLOL-FM, Minneapolis sez, "**CHICAGO** *What Kind Of Man Would I Be* (REPRISE) won three nights on our Test Press, and it looks like a HIT! Also, **EDDIE MONEY** *Peace In Our Time* (COLUMBIA) has a GREAT hook and a GREAT message for the holidays! One of his best in quite a while! Check out **ENUFF Z'NUFF** *Fly High Michelle* (ATCO) - a power ballad with HUGE potential!"

MICHAEL WAITE, Asst. PD/MD at Q95, Detroit sez, "**TINA TURNER** *Steamy Windows* (CAPITOL) is very good and will do GREAT for us once we're through with *The Best*. And the **ROD STEWART** anthology is INCREDIBLE! *Downtown Train* (WARNER BROS.) is a SMASH!"

DENA YASNER, MD at KOY-FM, Phoenix sez, "Check out the latest from **MOTLEY CRUE** *Kickstart My Heart* (ELEKTRA)! This is a KILLER record! The hook is better than *Dr. Feelgood*, so if you can get away with it, play it!"

JIM ATKINSON, MD at KBQ, St. Louis sez, "I liked it when Patty Smythe did it nearly three years ago, and now **ROD STEWART's** version of Tom Waits' *Downtown Train* (WARNER BROS.) will be a SMASH! Also, **MOTLEY CRUE** *Kickstart My Heart* (ELEKTRA) won for a week on our battle and looks like it could be even bigger than the last one! And **POCO** *Nothin' To Hide* (RCA) has a lot going for it: Randy Meisner's strong lead vocals, and the influence of Richard Marx, who wrote and produced the record and sings background vocals!"

CAROLYN ROBBINS, MD at 100.3JAMZ, Dallas sez, "I got a hold of the **MILLI VANILLI** import double album *2X2* (COOL TEMPO/CHRYSALIS) and it's HOT! It includes an as-of-yet unreleased club mix of their next single *All Or Nothing!* Also, **SALT-N-PEPA** *Expression* (NEXT PLATEAU) is a good record, and they are actually singing on it! A couple of other imports I've picked up are new mixes of current hits; I have a remix of **FINE YOUNG CANNIBALS** *I'm Not The Man I Used To Be* done by Jazzie B, and I also have an import on ARS-BELGIUM Records containing six new mixes of **TECHNOTRONIC** *Pump Up The Jam*, including mixes by David Morales. On the club side, check out **JOMANDA** *Don't You Want My Love* (BIG BEAT), a great followup to *Make My Body Rock*. Finally, **ROB BASE** *Turn It Out* (PROFILE) has a bass line that sounds like *White Lines* and chanting that reminds me of M.C. Hammer."

RUSS ALLEN, Asst. PD at WPGC, Washington, D.C. sez, "Our music researcher Sheldon Hicks disc-overed *Love Will Lead You Back* on the **TAYLOR DAYNE** LP (ARISTA), and within ten minutes of playing it for our PD it was on the air! It sounds like it fits any Top40 station perfectly! Also, I LOVE *Love On Top Of Love* by **GRACE JONES** (CAPITOL)! It's a perfect 7 p.m. to Midnight record for us. And pull out **HITHOUSE** *Jack To The Sound Of The Underground* (NEXT PLATEAU), a GREAT club record for markets where house music is accepted!"

GUY BROUILLARD, MD at CKOI, Montreal sez, "Check out **TERENCE TRENT D'ARBY** *This Side Of Love* (COLUMBIA)! This song has a '60s Credence Clearwater-ish beginning with a Motown blend - a raw sound! Also, a perfect artist for us is **KATE BUSH** with *The Sensual World* (EMI). **THE HOOTERS** *500 Miles* (COLUMBIA) is an out-of-the-box add! A perfect Top40 record that'll attract older and younger demos! Give **TRACY CHAPMAN** *Crossroads* (ELEKTRA) a listen!"

MICHAEL NEWMAN, MD at ENERGY96.5 Houston sez, "**EXPOSE** *Tell Me Why* (ARISTA) is another HOT song from this sensational trio! Also check out **KON KAN** *Move To Move* (ATLANTIC) - the remix is absolutely incredible! The piano work is GREAT, very reminiscent of Elton John's *Funeral For A Friend*. And it's nothing I'll play, but **ENUFF Z'NUFF** *New Thing* (ATCO) is a SMASH for stations that can deal with a song like this! Lastly, **SEDUCTION** *Two To Make It Right* (VENDETTA/A&M) is a HUGE reaction record! The phones are coming through as this sound soaks up the market!"

RAY KALUSA, Asst. PD/MD at KCPX, Salt Lake City sez, "**ROD STEWART** *Downtown Train* (WARNER BROS.) is a SMASH! It even sounds a little like Bob Seger! Also check out this HOT act on MERCURY Records - **CLIVE GRIFFITH** *The Way We Touch*. He sounds like a cross between Billy Ocean, Rick Astley and Michael McDonald - a mid-tempo, feel-good song! Also, **MICHAEL MORALES** does an imitation of Richard Marx...and succeeds! *I Don't Know* (POLYDOR) is along the lines of *Angelia*. Lastly, **TINA TURNER** *Steamy Windows* (CAPITOL) has a swamp-Rock Top40 feel!"

LAURA SHOSTAK, MD at Q107, Washington, D.C. sez, "**POCO** *Nothin' To Hide* (RCA) is a very good record reminiscent of the Eagles. Also, **DEPECHE MODE** *Personal Jesus* (SIRE/REPRISE) has a sound that can work at Top40!"

LARRY MARTINO, PD at KGGL, San Bernardino, CA sez, "A HUGE smash for us is **ART OF NOISE** *Moments In Love* (CHINA/POLYDOR) - in fact I'd venture to say, the BIGGEST adult record this year! Also a HUGE adult reaction record is **JIVE BUNNY & MASTERMIXERS** *Swing The Mood* (ATCO)! You can't help but play it! And we are playing *Crush* by **ROB BASE** (PROFILE). It's an L.L. Cool J *I Need Love* type record, and it definitely works!"

ALEX COSPER, MD at KWOD, Sacramento sez, "**KON KAN** *Move To Move* (ATLANTIC) is a definite must-listen-to record, so check it out! Also, **AEROSMITH** *Janie's Got A Gun* (Geffen) was my favorite cut on the LP to begin with - another SMASH! And **TEARS FOR FEARS** have done it again with *Woman In Chains* (MERCURY)!"

KEVIN WEATHERLY, Asst. PD/MD at Q106, San Diego sez, "**TONY LeMANS** *Forever More* (REPRISE) stands out on the radio - definitely different from any other record out today! Curiosity calls light up the switchboard every time! Now that VIRGIN Records has decided to go with *Heart* by **NENEH CHERRY**, check out this HOT song that has the *Buffalo Stance* street appeal! And we are playing **B-52's** *Channel Z* (REPRISE) and getting GREAT response - a very cool record!"

BOB LaBORDE, MD at KISN, Salt Lake City sez, "**POCO** *Nothin' To Hide* (RCA) sounds a lot like *Take It To The Limit* by the Eagles! Adults, adults, adults! **ROD STEWART** *Downtown Train* (WARNER BROS.) is another SMASH! It's reminiscent of Bob Seger's *Roll Me Away*. We still get requests from the old Climax Blues song *I Love You* - check out the new remake version by **H FACTOR** (I.R.S.). This is a sure-fire adult record!"

BRIAN BRIDGMAN, MD at KIIS-FM, Los Angeles sez, "We are having HUGE success with **JANET JACKSON** *Escapade* (A&M)! Also, for anyone in an eclectic market, **DEPECHE MODE** *Personal Jesus* (SIRE/REPRISE) is perfect! **MICHEL'LE** *No More Lies* (ATCO) is a listening MUST! We are playing **RICHARD MARX** *Too Late To Say Goodbye* (EMI) - check it out!"

CHUCK HOLLOWAY, MD at WKZL, Winston-Salem, NC sez, "**ROD STEWART** *Downtown Train* (WARNER BROS.) is GREAT! A smash that is immediately recognizable! And **TEARS FOR FEARS** *Woman In Chains* (MERCURY) sounds GREAT! A nice change of pace from the last single!"

BRIAN WHITE, PD/MD at FM102, Sacramento sez, "**TONY LeMANS** *Forever More* (REPRISE) is full of emotion! A dramatic sounding song filled with potential! Also, we are having GREAT success with the ballad *Soon As I Get Home* (SOLAR/EPIC) by **BABYFACE**. And a GREAT record from **JERMAINE JACKSON** is *Don't Take It Personal* (ARISTA)! It's nice to see him back on the charts!"

RICK UPTON, PD at KITY, San Antonio sez, "Another ballad SMASH from **THE COVER GIRLS** *You Can't Go Wrong* (CAPITOL)! The title says it all! Also a SMASH is **STEVIE B.** *Love Me For Life* (LMR)! This record can go far! **WINK D** with **CANDY FRESH** *Get Busy* (Import) is a listening MUST! And turn it up - **ROB BASE** *Turn It Out* (PROFILE) is good! Talking about Rob Base, check out the mix of **SEDUCTION** *Two To Make It Right* (VENDETTA/A&M) with Rob Base's *It Takes Two* sampled in it - HOT!!!"

HOSH GURELI, MD at KMEL, San Francisco sez, "**TONY LeMANS** *Forever More* (REPRISE) is a KILLER cut! I know there are lots of ballads out there, but this one supercedes them all! **ROB BASE** *Turn It Out* (PROFILE) is GREAT as he moves into more of a Pop direction - a definite listen! And lastly check out the new mix on **QUINCY JONES** *I'll Be Good To You* (WARNER BROS.)! This one features Soul II Soul and House-type remixes!"

FRANK CERAMI, MD at WIOQ, Philadelphia sez, "**BABYFACE** *Tender Lover* (SOLAR/EPIC) is HOT! This guy is among a handful of producers that make the music we really use! Now the singles are switched, so check out **NENEH CHERRY** *Heart* (VIRGIN) - it's HOT! And **GAP BAND** *All Of My Love* (CAPITOL) could be an extremely strong Urban record! Lastly, a GREAT remix on **QUINCY JONES** *I'll Be Good To You* (WARNER BROS.). This song has all the ingredients of a SMASH!"

DALE O'BRIAN, PD at WKSI, Greensboro, NC sez, "What a KILLER! **ROD STEWART** *Downtown Train* (WARNER BROS.) does it again! **QUINCY JONES** *I'll Be Good To You* (WARNER BROS.) is GREAT! **QUINCY** comes to the rescue of the Top40 glut of ballads with a strong, uptempo song! And **TINA TURNER** *Steamy Windows* (CAPITOL) is GREAT...and what a video!!!"

TECHNOTRONIC

FEATURING FELLY

"Pump Up The Jam"

HITMAKERS MAINSTREAM TOP40 CHART: 18-15
HITMAKERS URBAN TOP40 CHART: #3



just added...

Q107#28!!!

WAVA#29!!!

KUBE#30!!!

B104!!!

KOY95!!!

KKRZ!!!

WGH!!!

WKSE!!!

HOT97 (#1)

WPLJ (15-12)

Z100 (15-11)

KIIS-FM (14-10)

POWER106 (12-6)

B96 (5-2)

Z95 (18-12)

KMEL (5-3)

X100 (28-24)

WIOQ (7-5)

WHYT (#6)

WXKS-FM (6-5)

WZOU (10-6)

WPGC (8-4)

ENERGY96.5 (10-4)

KISS98.5 (28-19)

KRBE (30-24)

POWER96 (#1)

Y100 (14-12)

POWER99 (19-16)

KPLZ (33-26)

Q106 (8-6)

KEZY (27-14)

KKFR (10-9)

Y108 (25-18)

HOT102 (35-27)

PRO-FM (29-23)

KWSS (27-20)

FM102 (7-6)

B97 (17-12)

KITY (#9)

KTFM (5-3)

HOT94.9 (13-10)

MAJIC102 (D#22)

KC101 (17-11)

WKSS (15-13)

WCKZ-FM (19-11)

FM100 (27-23)

Z98 (30-25)

Y106 (8-4)

98PXY (20-15)

Y107 (D#30)

Z99 (15-13)

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MEGADETH

"No More Mr. Nice Guy"

From the *Shocker* soundtrack.

Produced by Desmond Child. Co-Produced by Dave Mustaine.

Blowing Out The Phones
At PIRATE RADIO,
HUGE sales in Detroit off
WDFX, Hot at WOKI, Hot at
WLRS, and a
MAJOR Rock40 HIT!

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WSSX OK95
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DON O'NEAL, MD at WCKZ-FM, Charlotte, NC sez, "**THE COVER GIRLS** *You Can't Go Wrong* (CAPITOL) is HOT! It's good to see these girls become really successful! Check out *Jazzie's Groove* by **SOUL II SOUL** (VIRGIN)! It has a Tone Loc feel with a HOT beat! **MILLI VANILLI** *All Or Nothing* (ARISTA) is already going well - sounds like a cross between *Girl You Know It's True* and *Baby Don't Forget My Number*. And the perfect night record is **REDHEAD KINGPIN** *Pump It Hottie* (VIRGIN) - excellent!"

KATHIE ROMERO, Asst. PD/MD at KSAQ, San Antonio sez, "**LENNY KRAVITZ** *Let Love Rule* (VIRGIN) is very Beatlesque and very good! An excellent followup is **TEARS FOR FEARS** *Woman In Chains* (MERCURY)! The first did very well for us, and this band is a GREAT image group for KSAQ! **ROD STEWART** *Downtown Train* (WARNER BROS.) is a classic! Get on it before your competition does! And **MICHAEL MORALES** *I Don't Know* (POLYDOR) is a beautiful ballad that showcases this artist's vocal versatility, and San Antonio LOVES their homeboy!"

BEAVER CLEAVER, MD at WNVZ, Norfolk sez, "**MARCIA GRIFFITHS** *Electric Boogie* (MANGO/ISLAND) is getting fantastic response in clubs and making HUGE inroads at the station, making the Top 8 At 8 every night! **ROD STEWART** has outdone himself with *Downtown Train* (WARNER BROS.)! It's SO good! And **JOE COCKER** *When The Night Comes* (CAPITOL) is a SMASH! A good response record with a fantastic sound that the adults LOVE!"

TERRI WEBER, MD at KISS98.5, Houston sez, "**MR. LEE** *Get Busy* (JIVE/RCA) makes you want to get funky - check it out! A comic-rap cut off the new **D.J. JAZZY JEFF & THE FRESH PRINCE** LP is *Then She Bit Me* (JIVE/RCA). It starts off 'in the twilight zone' and is hilarious! **SKYY** *Real Love* (ATLANTIC) is a 'hold me close baby' record. Lastly, check out **2 LIVE CREW** *Come On Babe* (SKYYWALKER). It's typically wild in their style, but clean enough to play on the radio!"

RANDY IRWIN, MD at KUBE Seattle sez, "**THE SMITHEREENS** *A Girl Like You* (CAPITOL) sounds GREAT! A straight-ahead Top40 record! **BABYFACE** *Tender Lover* (SOLAR/EPIC) sounds GREAT on the air - check it out! and **HI IMPACT** *Never Stop Loving You* (EPIC) has possibilities! Not to be pigeon-holed as an Urban Dance record! Lastly, **TEARS FOR FEARS** has another HIT on their hands with *Woman In Chains* (MERCURY)!"

DENNIS REESE, MD at HOT105, Miami sez, "**YOUNG MC** *I Let 'Em Know* (DELICIOUS VINYL/ISLAND) is doing so well for us - my audience is going crazy for this song! I hope it's released next! And check out **REGINA BELLE** *Make It Like It Was* (COLUMBIA) - perfect for quiet storm shows! Smooth, hot, soulful AC that sounds like a cross between Surface and Karyn White."

MARK JACKSON, MD at WHYT, Detroit sez, "**THE YOUNG AND THE RESTLESS** *Poison Ivy* (PANDISC) is a song breaking big in Miami! Also, **ABSTRACT** *Right And Hype* (REPRISE) sounds like a real Detroit record! A Teddy Riley hip/hop production that is pulling good requests! **MR. LEE** *Get Busy* (JIVE/RCA) is exploding in the clubs, and strong sales on **RANDY CRAWFORD** *Knocking On Heaven's Door* (WARNER BROS.)!"

STEVE OCEAN, MD at Y106, Orlando sez, "**ROD STEWART** *Downtown Train* (WARNER BROS.) is another classic for **ROD**! **TEARS FOR FEARS** has another SMASH with *Woman In Chains* (MERCURY)! And **SEDUCTION** *Two To Make It Right* (VENDETTA/A&M) is working so well - nice LP and single sales!"

DWAYNE WARD, Asst. PD/MD at WROQ, Charlotte, NC sez, "**DIVING FOR PEARLS** *Gimme Your Good Lovin'* (EPIC) is Rock Top40 purity! Check it out! **MOTLEY CRUE** *Kickstart My Heart* (ELEKTRA) is a GREAT second single - a riff monster! And **AEROSMITH** *Janie's Got A Gun* (Geffen) is probably the BEST track on the LP! **FIONA** *Everything You Do (You're Sexing Me)* (ATLANTIC) is blowing out the phones! The little bump-and-grind in the video helps, I'm sure! Lastly, look out for **BON JOVI** doing a cover of Thin Lizzy's *The Boys Are Back In Town* - soon to be released on MERCURY Records! HOT!!!"

LOU SIMON, PD at HOT94.9, Salt Lake City sez, "**MICHAEL PENN**'s LP *NO MYTH* (RCA) is excellent! It's not for every format but it makes for an interesting listen! **ROD STEWART** has another SMASH with *Downtown Train* (WARNER BROS.) - this guy does not know how to make a bad record! And check out *Nothing Changes* by **UROHAUZ** (PROFILE). It's modern music with a bit of house beat, and there's a multitude of HOT mixes!!! Lastly, give this band a break - **UNDERWORLD** *Change The Weather* (SIRE/WARNER BROS.)! A listening MUST!"

JOHN CHRISTIAN, MD at HOT97.7, San Jose sez, "**HI IMPACT** *Never Stop Loving You* (EPIC) has been top five phones for two months! Add this record, you won't regret it! Also, check out this GREAT Dance groove that is starting to show up on our phones - **CHRISTINE** *All I Need Is Your Love* (ATLANTIC)! And **NENEH CHERRY** *Heart* (VIRGIN) will pick up where *Buffalo Stance* left off!"

BRETT DUMLER, PD/MD at Z99, Oklahoma City sez, "**QUINCY JONES** *I'll Be Good To You* (WARNER BROS.) is a SMASH! Ray Charles has never sounded this funky! We are playing a cut off the **BABYFACE** LP *When I Get Home* (SOLAR/EPIC) and believe me, this is a GREAT upper demo song! And for stations that can play this, **LENNY KRAVITZ** *Let Love Rule* (VIRGIN) is HOT! In fact, the whole LP, of the same name, is very good! It has a John Lennon feel!"

A. SCOTT BURTON, MD at WRCK, Utica, NY sez, "**TEARS FOR FEARS** *Woman In Chains* (MERCURY) sounds good on the first listen! Also, **MICHEL'LE** *No More Lies* (ATCO) is a fun Dance record that can cure your ballad blues! GREAT production! And we're kicking ass with **MOTLEY CRUE** *Kickstart My Heart* (ELEKTRA)! A smash!"

DOUG SORENSON, PD at KATM, Colorado Springs, CO sez, "**FIONA** *Everything You Do (You're Sexing Me)* (ATLANTIC) is a top five phone record at the KAT! Also, **BONHAM** *Wait For You* (WTG) is not really a Zeppelin soundalike - it's a GREAT mid-tempo Rock N' Roll record with powerful drums!"

BOB BECK, PD at KYYY, Bismarck, ND sez, "**TINA TURNER** *Steamy Windows* (CAPITOL) is a SMASH! With legs like that she can steam anybody's windows!!!"

ROGER SCOTT, MD at KRQ, Tucson, AZ sez, "**JOE COCKER** *When The Night Comes* (CAPITOL) is a sleeper that is coming through in a BIG way! And **ROD STEWART** *Downtown Train* (WARNER BROS.) is yet another SMASH from this bonafide artist!"

CHRIS RUH, PD at KZOZ, San Luis Obispo, CA sez, "**SKID ROW** *I Remember You* (ATLANTIC) is HOT - despite the fact that we have an over-abundance of Rock ballads, this one will FLY!!! **CHRISTOPHER MAX** *Serious Kinda Girl* (EMI) is a HIT! Time to take this record seriously! Nice melodic followup for **TEARS FOR FEARS** *Woman In Chains* (MERCURY) - it'll go FAR! And **HI IMPACT** *Never Stop Loving You* (EPIC) is a record to take note of!"

JAY TAYLOR, Asst. PD/MD at KLUC, Las Vegas sez, "Still going strong is **MICHEL'LE** *No More Lies* (ATCO) - HITBOUND! Also a SMASH is **JOE COCKER** *When The Night Comes* (CAPITOL)! What a great female record! And **DINO** *Never Too Much* (4TH & B'WAY/ISLAND) is another SMASH, so check it out!"

STEVE MANN, MD at WQUT, Johnson City, TN sez, "**AEROSMITH** *Janie's Got A Gun* (Geffen) is pulling requests without any airplay...yet! **BONHAM** *Wait For You* (WTG) is a KILLER - this is definitely awesome! Lastly, **ELTON JOHN** *Sacrifice* (MCA) is HOT! Women everywhere will love this song - definitely an upper demo record!"

EFREN SIFUENTES, MD at KDON, Monterey-Salinas, CA sez, "**SEDUCTION** *Two To Make It Right* (VENDETTA/A&M) has that '70s feel that sounds so good! A GREAT remake of *Foolish Heart* by **SHARON BRYANT** (WING/POLYDOR) - perfect for female demos! **BABYFACE** *Tender Lover* (SOLAR/EPIC) is doing very well, and **FAST EDDIE** featuring **SUNDANCE** *Git On Up* (DJ INT'L.) is a definite listening MUST! It's hip-hop rap with a housey Dance feel!"

KEVIN CARTER, MD at KYNO, Fresno, CA sez, "**ENTOUCH** with **KEITH SWEAT** *All Night* (ELEKTRA) is top five phones! Everyone thinks it's a **KEITH SWEAT** record! **HI IMPACT** *Never Stop Loving You* (EPIC) has a '60s type sound and it's reminiscent of *Promise Me* by The Cover Girls! Phones after three days! And **BABYFACE** *Tender Lover* (SOLAR/EPIC) is GREAT!"

MIKE STONE, MD at WPFM Panama City, FL sez, "**ROD STEWART** *Downtown Train* (WARNER BROS.) is going all the way to #1!!! And **POCO** *Nothin' To Hide* (RCA) is GREAT! The Richard Marx influence is written all over this song and is very noticeable in a positive way!"

SUE SHERRY, PD at WAEB-FM, Allentown, PA sez, "My favorite record right now is **THE SMITHEREENS** *A Girl Like You* (CAPITOL)! Every time I hear it I have to crank it UP! And **SHANA** *I Want You* (VISION) is great for 18-34 females!"

“WHAT
KIND
OF
MAN
WOULD
I
BE?”

Hickory



The New Single

Produced by Chas Sandford

From The Album That Features Four #1 Singles
and Seven Top 5 Hits Greatest Hits 1982-1989

Direction: Howard Kautman/H.K. Management



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BILLY THE KIDD, MD at KJ103, Oklahoma City sez, "**JANET JACKSON** *Black Cat* (A&M) is a GREAT LP cut, so check it out! It's perfect for all formats, including Rock! **ROB BASE** *Turn It Out* (PROFILE) is a KILLER! And a strong midday record is **ROD STEWART** *Downtown Train* (WARNER BROS.). It's HOT!"

KEVIN McCABE, MD at HOT97, New York sez, "**QUINCY JONES** *I'll Be Good To You* (WARNER BROS.) sounds great on the air! With the Soul II Soul mix, it has the sound that matters, and that's all you need! **TIMMY T** *Time After Time* (JAM CITY) is HOT! It sounds like a Tolga production! Another Latin sound is **MIXT COMPANY** *In The Middle Of The Night* (HOTSHOT) out of New York. And the import cut of **INNER CITY** *What You Gonna Do For Me* (VIRGIN) is a cover of the first Stephanie Mills single from the late '70s - check it out!"

RICK STONE, MD at BJ105, Orlando, FL sez, "**BONHAM** *Wait For You* (WTG) is perfect for anyone who leans a little Rock Top40! **ELTON JOHN** *Sacrifice* (MCA) is a SMASH! Reminiscent of *Goodbye Yellow Brick Road* days! **TEARS FOR FEARS** *Woman In Chains* (MERCURY) is HOT! Lastly, **JOE COCKER** *When The Night Comes* (CAPITOL) is really coming through - instant phones and always curiosity calls!"

JIMMY STEAL, Asst. PD/MD at KEGL, Dallas sez, "**FLESH FOR LULU** *Time And Space* (CAPITOL) is a very strong sounding record and a personal favorite. Also, **ROD STEWART** *Downtown Train* (WARNER BROS.) is an extraordinary cover of a Tom Waits song that was first done by Patty Smythe. And **MICHAEL MORALES** *I Don't Know* (POLYDOR) is his most mainstream offering to date!"

JOHN CLINE, MD at WNCI, Columbus sez, "**AEROSMITH** *Janie's Got A Gun* (Geffen) is the HOTTEST cut on the album! Also, I heard **ELTON JOHN** *Sacrifice* (MCA) for the first time in concert and I thought it was GREAT! Now they're working it Top40, and I think it's a SMASH! And get ready for **DAVID AND THE GIANTS** *Here's My Heart* (Benson & CO)! We put it on the air and got 300 calls within three hours...all positive!"

PAUL CANNON, PD at PRO-FM, Providence sez, "**SARAYA** *Back To The Bullet* (POLYDOR) is a good sounding Rock N' Roll record! And check out **MICHEL'LE** *No More Lies* (ATCO)! This is a HOT uptempo record that has LEGS!!!"

PAM TRICKETT, MD at B104, Baltimore sez, "**AEROSMITH** *Janie's Got A Gun* (Geffen) is a GREAT record! Also, **MICHEL'LE** *No More Lies* (ATCO) really opened our eyes in testing. Good response! And my favorite record from a lyrical standpoint is **SKID ROW** *I Remember You* (ATLANTIC)! Definitely strong female appeal!"

JON ANDERSON, MD at KQIZ, Amarillo, TX sez, "Check out **ROD STEWART** *Downtown Train* (WARNER BROS.)! It's a SMASH! Not necessarily to be classified as a power ballad, but a GREAT song! Also, **MICHAEL MORALES** *I Don't Know* (POLYDOR) is HOT! This song shows his versatility from the mid-tempo groove, and it should cross all demos! Lastly, **THE HOOTERS** *500 Miles* (COLUMBIA) is a record that might not work in every market, but it's sure worth taking a chance on!"

KEVIN ROBINSON, PD at WVIC, Lansing, MI sez, "**ROBIN BECK** *Save Up All Your Tears* (MERCURY) is a GREAT song - check it out! And for stations who can play it, **MAX Q** *Sometimes* (ATLANTIC) is worth it! Lastly, **ROD STEWART** *Downtown Train* (WARNER BROS.) is a SMASH!"

STEVE HELLER, MD at ZFUN106, Moscow, ID sez, "**ROD STEWART** *Downtown Train* (WARNER BROS.) is a natural! Top five without hesitation! Also, **AEROSMITH** *Janie's Got A Gun* (Geffen) is another SMASH! **MOTLEY CRUE** satisfies our core audience yet again with *Kickstart My Heart* (ELEKTRA)! Check it out! Lastly, **LENNY KRAVITZ** *Let Love Rule* (VIRGIN) is a record to look out for - it has possibilities!"

KEVIN CHASE, MD at KMOK, Lewiston, ID sez, "**MICHAEL MORALES** *I Don't Know* (POLYDOR) is a SMASH followup - a power ballad that's sure to please! **TEARS FOR FEARS** *Woman In Chains* (MERCURY) is another ballad that stands out among the glut of slow tempo songs right now! **ROD STEWART** *Downtown Train* (WARNER BROS.) is one of the best songs he's done! Lastly, **SHINE** *Walking On The Town* is available on the SBK Records sampler! This could be the next Breathe, in fact they're stronger!!!"

MATT KILLIAN, PD at 94TYX, Jackson, MS sez, "Our Urban fans LOVE *How Am I Supposed To Live Without You* by **MICHAEL BOLTON** (COLUMBIA)! He's one of the BEST vocalists I've heard in a while! Also, **ROD STEWART** *Downtown Train* (WARNER BROS.) can't miss with our core 18-24 audience! VERY mass appeal!!! And look for **TERENCE TRENT D'ARBY** *This Side Of Love* (COLUMBIA)!"

RON WEST, MD at Q99, El Dorado, AR sez, "**THE HOOTERS** *500 Miles* (COLUMBIA) is an instant, out-of-the-box, quality piece of music! GREAT hooks and a funky harmonica! Also, **TRACY CHAPMAN** *Crossroads* (ELEKTRA) is performing well in the daytime! I feel like it's going to be a multi-demo winner for us! **TINA TURNER** *Steamy Windows* (CAPITOL) is even better than *The Best*, which went into power rotation for us! This tune is nasty, smoky and steamy!!!"

GUY BELLO, PD/MD at KWXX, Hilo, HI sez, "Check out **JERMAINE JACKSON** *Don't Take It Personal* (ARISTA)! A very tasty song that has been in our top ten requests for a week! **SEDUCTION** *Two To Make It Right* (VENETTA/A&M) looks like it'll be as BIG as the last **SEDUCTION** single for us! We're convinced it's going to be a SMASH! And **JIVE BUNNY & MASTERMIXERS** *Swing The Mood* (ATCO) is a SMASH, so forget the novelty tag. Lastly, listen to **SHARON BRYANT** *Foolish Heart* (WING/POLYDOR)! This song works well with the females!"

STIV O'LAUGHLIN, PD/MD at MAX94, Rolla, MO sez, "We're crankin' it to the max with a HOT one from **JOE SATRIANI** *Big Bad Moon* (RELATIVITY)! Good night response and our jocks love it! And **MELISSA ETHERIDGE** *No Souvenirs* (ISLAND) is doing extremely well with the 18-34 demos!"

MATT McCANN, PD at WLRW, Champaign, IL sez, "Check out **FIONA** *Everything You Do (You're Sexing Me)* (ATLANTIC)! In only one week it's in the top ten most requested category! A lot of female calls, and when a rocker gets females it's a good sign! Also, **TOM PETTY** *Free Fallin'* (MCA) is a strong female record...of course! Males like him because of his image, and **PETTY** has a nice accessible tempo that works 'round the clock! And **PRINCE & SHEENA EASTON** *The Arms Of Orion* (WARNER BROS.) has the makings of a hit! If only people could forget their pre-conceived notions it could go all the way!"

ANNIE GALLAGHER, MD at KSMK, Flagstaff, AZ sez, "**THE HOOTERS** *500 Miles* (COLUMBIA) is one of the most awesome remakes of all time! Also, **JOE COCKER** *When The Night Comes* (CAPITOL) is getting GREAT phone response all day and night! And **TOM PETTY** just keeps belting out the great tunes! GREAT response from ALL demos on *Free Fallin'* (MCA)!!!"

DAVE ROBLE, PD at KWNZ, Reno, NV sez, "**ROD STEWART** *Downtown Train* (WARNER BROS.) is a SMASH! He belts out a sound that shows his musical power! **AEROSMITH** *Janie's Got A Gun* (Geffen) is GREAT! I love the way it builds - it doesn't sound like any other Rock product out there right now! And **SEDUCTION** *Two To Make It Right* (VENETTA/A&M) looks like it will follow in the footsteps of their first HUGE HIT!"

JIM CERONE, MD at WBWB, Bloomington, IN sez, "**TINA TURNER** *Steamy Windows* (CAPITOL) sounds like a HIT! Also, **WHITE LION** *Cry For Freedom* (ATLANTIC) has a good back beat and sounds like it can go FAR! And check out **ANGELA WINBUSH** *The Real Thing* (MERCURY)! What a HOT, uptempo record!"

PAUL JOHNSON, MD at KZIO, Duluth, MN sez, "We tested **KISS** *Hide Your Heart* (MERCURY) and picked up BIG phones right off the bat! It might be a MAJOR HIT!!!"

HITMAN, PD at 100KHI, Ocean City, MD sez, "**JODY WATLEY** *Everything* (MCA) looks like it could be a sleeper! We are starting to believe that it will be an adult SMASH!!!"

BOB MILLER, MD at WAZY, Lafayette, IN sez, "**MOTLEY CRUE** *Kickstart My Heart* (ELEKTRA) is pulling BIG requests after one week of airplay! Also, **BABYFACE** *Tender Lover* (SOLAR/EPIC) sounds like a HIT!!!"

LINDA SILVER, MD at K92, Roanoke, VA sez, "**POCO** *Nothin' To Hide* (RCA) is a MONSTER! Also a HUGE female tune is **ROD STEWART** *Downtown Train* (WARNER BROS.)! And **MICHAEL MORALES** *I Don't Know* (POLYDOR) is H-O-T! I know this is a SMASH!!!"

ABSOLUTELY ATLANTIC!

PAJAMA PARTY "OVER AND OVER"

HITMAKERS URBAN TOP40 CHART: 29-24

- | | | |
|-------------------|-----------------|--------------------|
| POWER106 (24-20) | HOT97.7 (9-8) | KDON (26-19) |
| B96 (34-30) | KITY (13-10) | KEZB-FM (18-14) |
| 100.3JAMZ (29-24) | KTFM (29-25) | KHSS (39-36) |
| WXKS-FM (D#35) | WTIC-FM (40-37) | KKSS-FM (22-17) |
| ENERGY96.5 (11-9) | WCKZ-FM (Add) | KNMQ (32-22) |
| POWER96 (33-23) | Z99 (23-18) | KPRR (22-17) |
| KKFR (D#28) | 102QQ (24-21) | KTAG (Add) |
| HOT102 (27-23) | HOT194 (18-15) | KZFM (22-19) |
| | KBOS (27-24) | KZZB (Add) |
| | | WLAN-FM (33-30) |
| | | WQXA (D#29) & more |

HITMAKERS CRUSADE!

HITMAKERS ROCK TOP40 CHART: NEW31

- | | | | |
|---------------|--------------|-------------------|---------------|
| PIRATE (D#23) | KATM (D#28) | KRZR (D#23) | WNYP (Add) |
| KXYQ (D#29) | KBAU (29-21) | KWTO (28-22) | WNYZ (Add) |
| KXXR (D#36) | KDWZ (D#33) | KXX106 (Add) | WOMP-FM (Add) |
| 92X (D#24) | KEEZ (Add) | KZZU (39-30) | WPFR (Add) |
| WROQ (D#28) | KELY (D#36) | POWER108 (D#35) | WPST (30-27) |
| WLRS (D#27) | KF95 (D#40) | POWER94.5 (32-21) | WPXR (Add) |
| 95XIL (D#37) | KFOX95 (Add) | WAAF (12-8) | WRQK (15-12) |
| JET-FM (Add) | KJLS (D#36) | WABB (Add) | WRTB (D#32) |
| K106 (38-30) | KKEG (28-11) | WBEC-FM (Add) | WSPK (40-35) |
| | KKXL (Add) | WHTO (Add) | WVKZ (D#31) |
| | KNIN (D#40) | WIQQ (Add) | WWFX (D#29) |
| | KPXI (D#31) | WKLQ (24-20) | WZZU (34-29) |
| | KPXR (Add) | WKQB (Add) | X106 (Add) |
| | KQKQ (Add) | WMHE (Add) | and more |

FIONA "EVERYTHING YOU DO (YOU'RE SEXING ME)"
(A Duet With Kip Winger)

WHITE LION "CRY FOR FREEDOM"

ON YOUR DESK NOW!!!

- Early Adds At...
KBAU KZMC OK95 WHDQ
Y104 KIOK KGOT and more

HITMAKERS MAINSTREAM TOP40 CHART: NEW47

- | | | |
|----------------|---------------|---------------------|
| WPLJ (31-23) | WPHR (D#19) | WGTZ (17-14) |
| Z100 (Add #29) | KOY95 (21-16) | WWCK (Add) |
| WEGX (Add #29) | Y108 (Add) | WOKI (Add) |
| WAVA (Add #30) | KXYQ (D#23) | WSKZ (Add) |
| KKBQ (D#28) | KWSS (D#22) | KBFM (Add) |
| KRBE (Add #25) | KC101 (19-15) | KJYO (Add) |
| B104 (D#25) | WKSS (20-17) | KATM (Add) |
| B94 (20-14) | WJRZ (D#29) | KFMW (Add) |
| WNRJ (Add) | KJ103 (Add) | WPRR (Add) |
| | | WJMX (Add) |
| | | WHTT (Add) |
| | | KGLI (Add) and more |

SKID ROW "I REMEMBER YOU"

MAX Q "SOMETIMES"
Vocals by Michael Hutchence

- Just Added At...
95XXX KJLS
KPXI WIFX
WWHB and more



HOT RADIO PROMOTIONS

HOT92-FM FIGHTS HUNGER

In an effort to fight hunger in Cleveland, HOT92 announced November 1 a campaign with TCBY (The Country's Best Yogurt) to collect food donations throughout November. Donations of canned or dry food will be made through November 23, when all items will be delivered to the Cleveland Food Bank for distribution. According to the food bank, over 14 percent of the northeast Ohio population is living at or below poverty level. "With statistics such as these, the hunger problem must have top-of-mind awareness with all of us, throughout the year," stated HOT92 General Manager Shannon Lange.

KHTK PAYS THE RENT!

KHTK in St. Louis is paying listeners' rent. Listeners are encouraged to mail or fax a copy of their monthly rent or mortgage bill. If, on a Thursday morning at 7:20, morning man Jay Cannon draws their bill on the air and they respond within the allotted time, the station pays the bill for the month. "It was a natural," says HOT97 Program Director Derek Johnson. "Reports were released that an alarming number of St. Louis residents couldn't even afford a one-bedroom apartment. We got the contest details finalized and the promos on the air by the next morning."

B104 GIVES AWAY \$80,000 DREAM HOME!

A B104/Wawa supersticker was the key to a brand new \$80,000 two-bedroom condominium for one lucky listener. Over half a million superstickers were distributed throughout the Baltimore-Washington area in the station's eighth annual contest, and cars displaying the stickers were awarded cash and prizes totaling over \$250,000. All sticker winners then qualified for the B104 Dream Home, and showed up on a recent Saturday afternoon with hopes of walking into their new house. Everyone was given a key to the front door of the condo, but only one key would open the lock. That key was held by Karen Pohorence of Essex, MD. Three weeks prior to winning the Dream Home, Karen was engaged to be married in the fall of 1990. Talk about good timing!

WLOL PRESENTS THE "ENDLESS SUMMER BAHAMAS BLAST!"

For most Minnesotans the summer is over. But for some lucky WLOL listeners, the last summer of the 80's will be endless! It's the 99.5WLOL "Endless Summer Bahamas Blast," and nearly 100 listeners will be going to the Bahamas for an EXCLUSIVE private party on the beach. On December 13, these lucky winners will be on the beach, not just enjoying the sounds of the ocean and palm trees in the breeze, but also basking in the sounds of hot music from **Expose**. Things started heating up on November 2, and two trips a day will be given away through November 30. Listeners are being encouraged to send in postcards and faxes, and to be listening for the song of the day. At 7:20 a.m., Hines and Berglund draw a name, and that person has nine-and-a-half minutes to call in and win. Then the song of the day is announced, and when it is played later in the day, the 99th caller wins. The winning package includes round trip air transportation for two, three nights hotel accommodations, and the free private concert on the beach with **Expose**.

WERZ GIVES AWAY TOLL TOKENS AND HOT TUBS

During an afternoon drive in Exeter, NH with WERZ's Tim Fontaine, listeners got the chance to beat the recent toll increase on New Hampshire's highways with a "Toll Free Ride Home." The first week the tolls went up, Tim had commuters call in to win rolls of toll tokens. Considering that tolls went up by as much as 50 percent, WERZ provided on-the-spot relief for "Toll Hike Syndrome!" WERZ also gave listeners the chance to fix up their home, their car or themselves with "Fall Fix-up Week." Listeners qualified for one of the three grand prizes by winning car washes, facials, health club memberships and more. The grand prize to fix up their home was a beautiful kitchen flooring; to fix up their car, a complete Alpine car stereo system; and to fix up themselves a Helder Mystic spa worth almost \$4,000!

WZZU SHAMELESSLY BRIBES LISTENERS

WZZU in Raleigh, NC recently presented the "Shameless Bribe Song of the Day." During their morning show, Steve and J.J. announced and played the Bribe Song at about 7:15 a.m., and then at least one more time during the day. The first time the song was played after 7:15, the 93rd caller won \$1000! Every other time it was played, the ninth caller won \$93. The contest ran through November 3.

KCPX HELPS LISTENERS IMPROVE THEIR BAD ENGLISH

KCPX in Salt Lake City had a "musical education weekend." The 19th caller at the touchtone automatically won a **Bad English** cassette, tickets to their concert and a dictionary (to help make their bad english better). The grand prize winner won a backstage pass, so he or she could take the dictionary to be signed by members of the band.

KGCI PARTIES WITH ARSENIO HALL!

KGCI in San Bernardino, CA is the first station in history to party on the Arsenio Hall Show! KGCI invites listeners to call in at the designated time, and the 16th caller is given a clue from which he or she must name a guest that appeared on Arsenio during the last four months. The correct answer gains the listener two seats in the "dog pound", where everyone will see him or her on national TV!

KMEL HOSTS EXCLUSIVE INDUSTRY PARTY

KMEL in San Francisco is throwing its annual bash in appreciation of the record industry! The exclusive party for local reps and industry personnel will be held at the station for the very first time, and will be a catered affair. In addition to throwing the party, KMEL will be handing out awards for best label of the year, best national and local rep, and many others!

KITY GIVEAWAY IS FOOD FOR THOUGHT

With **MC Hammer** in concert, Rick Upton, program director at KITY in San Antonio, decided to give away 25 pairs of tickets to the show in a very unusual way. At 7:10 a.m. KITY invited listeners to join them at McDonald's, and the first 25 people to enter would receive the tickets as well as a free McBurger. The response, of course, was overwhelming to say the least!

WIOQ'S \$1000 MAX MONEY SONG

WIOQ in Philadelphia invites listeners to pit their wit against Max the Memory Bank. Once an hour between 6 a.m. and 10 a.m., listeners can call in to try to identify the song that Max sings in a cartoonish voice with most of the lyrics taken out. If the listener correctly identifies the song, he or she wins \$1,000 instantly.

KOY-FM KICKSTARTS CRUE TOUR!

In order to get people in the rockin' spirit for the November 16 kickoff of the **Motley Crue** tour in Tucson, AZ, KOY-FM held a 'Crue Weekend.' KOY gave listeners the Crue's latest cassette, **DR. FEELGOOD** and a Motley Crue video compilation. In addition, the winners will journey to Tucson to see the Crue and **Warrant** in rehearsal on the 15th, followed by the show on the 16th. The Grand Prize will be an authentic Motley Crue motorcycle, signed by the guys in the band!

PRO-FM CONTEST: KEY 54, WHERE ARE YOU?

PRO-FM in Providence, RI recently held a contest to give away a brand new Datsun 240 SX. At 7:20 a.m., listeners would hear the "Cartune", and each time it was played caller number nine won \$92 and a key. The winners then participated in a "start-off" at a local mall, and the key that started the car was number 54, held by Brad O'Neill from Smithfield. Over 2,500 listeners showed up to witness the event!

WRQN BRINGS BACK WAR OF THE WORLDS!

Most Music WRQN in Toledo on Halloween staged its own version of Orson Welles' 1938 classic *War of the Worlds*. 93Q's Operations Manager/Morning Man Steve Mason and Program Director John O'Rourke reported of an alleged meteorite crash that sent northwestern Ohio into an uproar. The station received a phone call from the 911 supervisor as well as from local TV stations about what was happening. When the crowds arrived at the site they saw shafts of light and fog amidst a cluster of trees. After they were tricked, the masses of people enjoyed a treat - a wild Halloween party at Charley's Roadhouse near the site.

ENERGY96.5 HOLDS TEEN JAM

ENERGY96.5 in Houston caters to every demo of their audience, and after a highly successful Energy Jam for listeners over the age of 18, ENERGY is proud to present an Energy Jam for teens! To be held at local club Etcetera, the show will feature **Technotronic**, **Bobby Ross Avila** and many more. Listeners can only win tickets on Paco Lopez's night show.

WCKZ THANKS LISTENERS WITH NEW KIDS CONTEST

WCKZ-FM in Charlotte, NC is inviting all their teen listeners down to a local club to enter a drawing for a trip for two to New York City to see **The New Kids On The Block** perform at Madison Square Garden on Thanksgiving night. To qualify, the teens must bring a can of food to the club, and in return they are admitted free and receive a WCKZ special New Kids cassette, which includes special station mixes.

HOT94.9 HOT LIPS ON A HYUNDAI

HOT94.9 in Salt Lake City is giving away a brand new Hyundai to whomever can keep their lips on the car for the longest time. Thirty listeners qualified, and began smooching with the car on November 8. After 48 hours of passionate car-kissing, ten contestants were still puckered.

KYNO ENLISTS ARSENIO'S "BROTHER" FOR L.A. CONTEST

Arsenio Hall's lesser known "brother", **Chunky A**, is inviting listeners of KYNO-FM in Fresno, CA to call in and qualify for a trip for two to Los Angeles to see Chunky's brother's show and Universal Studios. Chunky, who sounds incredibly like his brother, says however that he personally prefers the Pat Sajak Show!

WVIC AIMS TO PROVE FROZEN TURKEYS CAN FLY!

WVIC in Lansing, MI plans to launch Thanksgiving by launching a few frozen birds. The station will construct a huge slingshot, by connecting a 35-foot rubber band to two of the station vans. Listeners will then compete by launching frozen turkeys into the sky via the giant catapult! The participant whose turkey flies the furthest will win \$95 and a huge frozen turkey. The shortest launch will net a listener a stack of LPs that are national stiffs - in other words, real turkeys!

J

ermaine

"Don't Take It Personal"

ACKSON



HITMAKERS URBAN TOP40 CHART: 25-19!

KMEL (D#30)

WBLZ (2-1)

102QQ (D#38)

KWXX (D#35)

WUSL (5-3)

102JAMZ (9-3)

HOT104 (Add #25)

KZFM (Add)

KISS98.5 (24-20) WJMH (21-17)

KBOS (39-35)

KZOU (D#38)

HOT105 (9-8)

KCMQ (Add)

POWER94.5 (Add)

KF95 (Add)

WAIL (Add #37)

KKMG (Add)

WCGQ (Add)

KMOK (Add)

WWHB (Add)

KNOE (Add)

WYCR (Add) & more



#1 R&B Record
R&R and Billboard!

ARISTA

EDDIE MONEY

Peace In Our Time
(COLUMBIA)

With the international picture in Berlin still fresh in our minds, *Peace In Our Time*, with its topical lean and social conscience, is too right to ignore.

EDDIE MONEY gives us his best on this heart-warming and emotionally stimulating piece of music; not only does it flow in true MONEY fashion, but the timing is perfect.

When it comes to ballads EDDIE MONEY has the formula down, and this song is no exception. *Peace In Our Time* can only enhance your playlist by pulling in those upper demo females that every station wants. The ingredients of this smash are so tasty and provocative, that you will be instantly captivated by its million-dollar hook!

ERIC CLAPTON

Pretending
(REPRISE)

45-41 on **HITMAKERS** Rock Top40 chart this week, ERIC CLAPTON is living up to his usual level of success. *Pretending* is the perfect upper demo record guaranteed to work on the Top40 format.

Already working at WMMS(20-17), KXYQ(29-22), KXXR(40-37), WROQ(22-18), K106(D#38), OK95(D#33) and many, many more. The foundation has been laid and the wheels are in motion...let CLAPTON's music do the talking and the response should be immediate. Rich Fitzgerald knows this record is a smash and so do all the smart programmers. *Pretending* is a playlist must!

TINA TURNER

Steamy Windows
(CAPITOL)

One of the top added records this week, TINA TURNER shows the Top40 world that she can still steam up the windows! A superstar that is a core artist for many stations, TINA TURNER never compromises her quality - time and time again she presents music that showcases her endless talents encompassed in her signature world-renounced vocals.

Out of the box adds from WXYQ, Q102#35, KCPX#31, KISN, 102QQ#40, KAGO#34, KBFM, KIXR, KWNZ and many, many more illustrates that when it comes to this stunning artist, programmers and music directors everywhere welcome her singles with open arms!

MICHEL'LE

No More Lies
(ATCO)

The picture on this ATCO artist just keeps getting better as MICHEL'LE enjoys another successful week at Top40 radio. This record is already a huge phone reactor and sales monster at these key stations that have reflected their research with healthy moves this week: HOT 97(30-26), KMEL(25-21), WPGC(27-24), 100.3JAMZ(19-16), Q106(29-24), FM102(25-21), WTIC(38-35), WCKZ-FM(35-29) and many more.

At the tender age of 18, MICHEL'LE has a voice that rings with maturity and an attitude that is unmistakably hip. This is a multi-format, mass appeal smash that can no longer be overlooked. Dance oriented without being overbearingly rap, it moves 39-32 on our Urban chart.

CHRISTOPHER MAX

Serious Kinda Girl
(EMI)

What better indication that a record is destined to be a smash than airplay in the major markets in the states. *Serious Kinda Girl* has already hit the air waves in New York, Los Angeles, Boston, Philadelphia, Houston and many other key markets. Adds this week include WIOQ, WXKS-FM, KITY, HOT94.9, Y107 and many more.

This budding star showcases his musical abilities handily in this R&B flavored Pop track! CHRISTOPHER MAX is a Top40 artist that sings soul with the best of them. If you're looking for a Top40 smash, look no further. CHRISTOPHER MAX has the sound and image that will spruce up any playlist.

SHOOTING STAR

Touch Me Tonight
(ENIGMA)

Lyndon Abell at KBQ jumped on this smash this week because he knows a mass appeal flavored monster when he hears one. KCPX in Salt Lake City and Z99 in Oklahoma City follow suit along with many more stations this week on a record that will not die. Why - simply because radio always wants the records that sound this great to succeed!

Take a hook that is guaranteed to pull upper demo requests, add a feel-good sound and a band name that rings with familiarity and you've got the ingredients for a hit...*Touch Me Tonight* fills the slot.

Holding steady at #10 on the Rock Top40 chart, *Touch Me Tonight* is proving itself a multi-demo record as the Top40 adds keep rolling in...

94Q (from page 3)

personalities and their names," said Cahill. "So the people we have on the air now will be switching over. The people who remain, which will probably be most of the staff, will make some name changes." He added that Murphy and McKeever, however, would remain on the morning show as "wise guys."

"But they'll also be doing a lot of positive things for the community in addition to poking fun at everything and everybody," said Cahill. "We're trying to put on an A/C station that's fun. We're not going on the air with the overused 'We're building a new radio station - please call us and tell us what to play, blah blah blah'."

Cahill spoke critically of radio stations that always claim to play "a better mix of music," comparing that to a TV station saying "We play the best reruns."

"We're just going to come on with more of a strong, fun attitude, and not take ourselves too seriously," he said.

LANDER (from page 3)

reunited with family members they hadn't seen in 28 years, many of the East Berliners returned to their homes on the east side at the end of the weekend.

KKBQ promo director **Joe Pogge** said the broadcast "brought the Berlin Wall closer to our listeners." He added that Lander even invited listeners to call in and win a piece of the wall. "When you think of a cume listening audience of 650-700,000 listeners, all of a sudden it's a pretty cheap promotion," said Pogge.

Lander said KKBQ kept their regular morning show format Monday morning, interspersing his live reports with music and commercials. They even added a little comedy, incorporating Lander's fictitious sidekick, Mr. Leonard. "Mr. Leonard would have been here too," explained Lander. "But he accidentally ended up at the wrong wall - the Great Wall of China!"

In Los Angeles, KIIS-FM Promotion Director **Karen Tobin** told **HITMAKERS** that she thought the promotion was a very positive one, saying that "It brought our listeners closer to what happened in Germany, making them even more aware."

Lander summed up the significance of his broadcast to his station, and to radio in general.

"If Rock 'n Roll is a part of history, why not make history a part of Rock 'n Roll," he said. "It was certainly four hours of radio history for KKBQ."

THOMAS (from page 3)

that he expects the "best books are yet to come."

Thomas said that working with Steve Sinicropi "has been a dynamic experience, and we formed that rare alliance between GM and PD that allows us to execute a well focused market attack."

Thomas indicated that he is interested in pursuing further career opportunities with All Pro, which also owns stations in Denver and Los Angeles.



QUINCY

JONES

"I'LL BE GOOD TO YOU"

Featuring Ray Charles and Chaka Khan



The lead-off single
from the most anticipated album
of the decade.

A HITMAKERS NATIONAL BREAKOUT THIS WEEK!

ONE OF HITMAKERS TOP ADDED with 51 ADDS! HITMAKERS URBAN TOP40 CHART: NEW33

HOT97 (Add)	WUSL (D#28)	Q107 (29-25)	Q105 (Add)	Y108 (Add)	FM102 (D#25)
KMEL (D#28)	WHYT (D#25)	WPGC (D#28)	WPHR (Add)	KKRZ (D#23)	KTFM (D#26)
X100 (Add)	WJAMZ (Add)	KUBE (D#28)	KKFR (Add)	PRO-FM (Add)	and more



From The Album *Back On The Block* • Produced by



© 1989 Qwest Records.

POCO

Nothin' To Hide
(RCA)

No doubt about it POCO is back to reestablish their reign as Top40 mega artists. *Call It Love* primed the pump and *Nothin' To Hide* will break on through.

One of the top added records this week with 47 Top40 stations, POCO definitely has another hit on their hands.

With a greater interest around the country in 'rural flavored rock,' perhaps as a reaction to the glut of same-sounding product, *Nothin' To Hide* stands out as a pleasant alternative to the abundance of formula rock 'n roll today.

Out of the box adds at KRBE, KUBE, KDWB-FM, WMMS, KCPX, KISN, Y107 and WKSI to name a few reaffirm the early indications that this record is headed to the top!

BONHAM

Wait For You
(WTG)

Jason Bonham's brazen four piece band is just the vehicle to captivate cumes and bowl over programmers. The key to *Wait For You* is the chorus, which sports the same exotic allure that worked for Led Zeppelin. It should be noted that the range of influences that have formed the sound that BONHAM voices today vary from several key electronic guitarists in the '70s.

Making its way up **HITMAKERS** Rock Top40 chart in leaps and bounds, 25-19 this week, BONHAM has captivated their audiences wherever the song is played. Already performing well at WMMS(26-15), WXXR(11-8), WROQ (33-19), WLRS(13-7) and many more, and ready to cross Top40 now!

FIONA

Everything You Do (You're Sexing Me)
(ATLANTIC)

Nothing is more essential to a hit record's success than chemistry, and this record bristles with it. Debuting on the Rock Top40 chart at #31 this week FIONA is steaming up the charts everywhere. Already hot debuts at PIRATE#23, WXYQ#29, 92X#24, KXXR#36, WROQ#28, WLRS#27 and many more.

Rock Top40 stations have started the ball rolling on a song that is an across-the-board format burner. The station reports confirm what we've known all along - that *Everything You Do* not only sells but hammers phones off the wall as well. When you consider the infectious hook and the intriguing video, it's easy to see why!

ABSTRAC'

Right And Hype
(REPRISE)

Produced by Teddy Riley, one of the most gifted artists in his field, ABSTRAC' is much more than your typical female dance band. *Right And Hype* is proof of this being all 'right' without the 'hype.'

This talented trio blends a sound that is all the rage right now with vocals that are seductive and infectious. Early sales are a good indicator of this mass appeal song's potential and early calls reflect likewise. Already doing well at KMEL, FM102, KGGI, KITY, KBOS, KYNO-FM, KZOZ and many more, ABSTRAC' is a substantial hit. If you're looking for a sound that's as smooth as silk and as catchy as the best of them, ABSTRAC' definitely fits the bill. Check it out on **HITMAKERS** CD sampler #29.

TEARS FOR FEARS

Woman In Chains
(MERCURY)

Time to pose a question to the Top40 music world. Is there anyone in the country who wasn't blown out of the water by *Sowing The Seeds Of Love*? The answer is surely No because the success track of this band has been such a phenomenal one. From early success as a cult/underground alternative band to a core Top40 group, rarely does a band sound so unique yet so accessible. *Woman In Chains* is lighting a fire under both listeners and programmers with its controversial attitude and picture-perfect hooks. Early believers include KKBQ, KPLZ, WMMS, KXYQ, KXXR, KISN, KC101, Z99 and many more. One of **HITMAKERS** most added records this week.

SHANA

I Want You
(VISION)

The major market adds this week confirm that SHANA is well on the way to having her debut single become a smash. *I Want You* was just added this week at B96, EAGLE106#26, WKSE, WKSS#29, 98PXY, with hot moves at Z100(25-19), POWER106(21-18), WIOQ(4-3), Q106(11-10), KKFR(11-10), HOT102(25-18), HOT97.7(8-6), KITY(7-6) and WTIC-FM(32-27).

Holding steady at #16 on the Urban Top40 chart and making a debut at #26 on the Mainstream chart, SHANA is ready to cross now. Check out the hard-edged hook to this dynamite club hit. Add in the raw power of the lyrics to her seductive gritty vocals and you can't go wrong with this 18-year-old starlet.

SHERWOOD (from page 5)

marketing of domestic releases overseas.

Sherwood had been senior vice president of marketing for COLUMBIA Records since 1986, and he was vice president of marketing from 1981-86. He had also worked as national promotion manager at COLUMBIA from 1973 to 1978, when he began a three-year stint with POLYGRAM, where he was president of Phonogram/Mercury, Inc., and later executive vice president and general manager of POLYGRAM Records.

Before joining COLUMBIA in 1973, Sherwood was affiliated with many radio stations, including KROY in Sacramento, WRIT in Milwaukee, WYSL in Buffalo and WGCL in Cleveland. He has received various industry awards. Among the honors bestowed upon Sherwood have been the Billboard National Promotion Director of the Year Award, the Gavin Report Music Director of the Year Award, and the Poe Award for Record Company President of the Year.

MILLI (from page 9)

for two months and I had to wear a neckbrace for about half a year. I tried again but it didn't work out, and then I turned my attention to dancing. That's how I met Rob. I was into break dancing and we met at a club in Los Angeles. So it was only a matter of time before we found out that we both enjoyed music. We also found out that we both didn't speak good English but that the girls liked this. That got us going. There was one night when he had a girl, but then she came to me.

RP: After I had a relationship with the girl, he had one with her. Sloppy seconds. So we'd go out with the same girls and to the same clubs. Then we found out that we got along really well, and things just happened. Before I knew it I was inviting Fab back to Munich with me and Milli Vanilli began to take shape.

FM: Some things are just meant to happen. Rob and I met at the right time and I truly believe it was an act of fate - our getting together was truly meant to be.

That's how I look at our future - as something that is meant to be.

WILLSON-PIPER (from page 9)

approach. It's almost like they've started an assembly line - churning out one after the other like transistor radios."

Those who would like to explore the inner workings of The Church with greater scrutiny need only drop by their nearest record outlet and pick up any of the Willson-Piper, bassist/vocalist Steve Kilbey or Koppes solo projects. The shrewd people at RYKO-DISC have picked up the rights to the trio's works of which, Willson-Piper's new release *RHYME* is one of the more inviting.

"Our solo projects let us flex our muscles outside the parameters of the group," he says. "As long as we can 'exorcise the demons' on our individual LPs, we'll continue to mesh as a fourpiece. It's good for our mental health as well."

starship

"i didn't mean to stay all night"

A HITMAKERS HITBOUND THIS WEEK!

WMMS (D#29)	KHTT (D#35)	KTDR (D#36)	WJAD (D#33)
KXXR (D#40)	KISR (Add)	KTUX (D#39)	WNOK (Add #38)
KISN (40-36)	KJLS (31-22)	KWIN (D#28)	WNYP (Add)
100KHI (38-29)	KKBG (D#38)	KZBB (Add)	WPFR (D#39)
102QQ (Add)	KLAZ (D#39)	KZZU (D#32)	WSPK (D#38)
KAGO (31-22)	KLYK (Add)	Q104 (Add)	WWHB (D#40)
KATM (D#30)	KMON (D#31)	WAEB-FM (Add)	WYCR (Add)
KDWZ (D#34)	KNEN (Add)	WBEC-FM (Add)	Y104 (40-33)
KEEZ (Add)	KNMQ (Add)	WBNQ (40-35)	and more
KFTZ (D#35)	KRNQ (31-28)	WDBR (D#38)	KXYQ (On)
	KSKG (D#40)	WDNL (Add)	KCPX (On)
	KSND (D#37)	WIXX (31-25)	



poco

"nothin' to hide"

ONE OF THE TOP ADDED RECORDS with 47 ADDS!

A HITMAKERS CRUSADE THIS WEEK!

KRBE (Add)	100KHI (Add)	KNOE (Add)	WANS (Add)
KUBE (Add)	K106 (Add)	KOKZ (Add)	WBBQ (Add)
KDWB (Add)	K92 (Add)	KQCR (Add)	WBNQ (Add)
WMMS (Add)	KBLQ (Add #40)	KSKG (Add)	WDLX (Add)
KCPX (Add)	KCMQ (Add)	KSND (Add)	WIGY (Add)
KISN (Add)	KFTZ (Add)	KTAG (Add)	WJAD (Add)
Y107 (Add)	KGWY (Add)	KTUX (Add)	WJMX (Add)
WKSI (Add)	KHOK (Add)	KWNZ (Add)	WKOR (Add)
WPHR (Add)	KHSS (Add)	KWTO (Add)	WPFM (Add)
	KJLS (Add)	KWTX-FM (Add)	WPFR (Add)
	KKRD (Add)	KZBB (Add)	Y104 (Add)
	KLAZ (Add)	KZIO (Add)	Y107 (Add)
	KMON (Add)	MAX94 (Add)	Y94 (Add)
	KNEN (Add)	OK95 (Add)	and more



bobby ross avila

"music man"

A HITMAKERS HITBOUND THIS WEEK!

KMEL (23-20)	KITY (33-30)	KEZB-FM (18-15)
KNRJ (36-33)	Z99 (22-19)	KKSS-FM (Add)
KKFR (D#32)	93QID (Add)	KNMQ (Add)
	KDON (33-30)	KKMG (D#35)
		KPRR (32-25)
		KZOZ (D#40) and more



When You Play
It, Say It!





Famous artists get "Loc'd" after the concert! Backstage after his concert at the Atlanta Civic Center in Georgia, **TONE LOC** is joined by his booking agents (L-R): **JOHN ADE**, **RICHARD WALTERS** and **JERRY ADE**.



CHRYSALIS Records recently threw a party for **PAUL CARRACK** at the Blue Willow in downtown Manhattan to celebrate the release of his new LP. (L-R): **CHRIS WRIGHT**, Chairman, CHRYSALIS; **JOE KIENER**, Exec. VP, CHRYSALIS plc; **PAUL CARRACK**; **MIKE BONE**, President, CHRYSALIS.



They packed New York's Pockets Cafe & Billiards for a special listening preview of **TAYLOR DAYNE's** new ARISTA Records album. (L-R): **ROY LOTT**, Exec. VP/Operations, ARISTA; **JON SYKES**, Champion Entertainment; **TAYLOR DAYNE**; **CLIVE DAVIS**, President, ARISTA; "Downtown" **JULIE BROWN**, VJ/MTV; **BILL BERGER**, Exec. VP, ARISTA.



EPIC Recording artist **GLORIA ESTEFAN** gets CRAZY with KPLZ-Seattle jocks! (L-R): **RIC HANSEN**, KPLZ midday personality; **KENT PHILLIPS**, KPLZ morning personality; **ALAN BUDWELL**, KPLZ morning personality; **GLORIA ESTEFAN**.



EPIC Recording artists **BROS** performs for Seattle! Pictured before their performance with the staff from KUBE (L-R): **RANDY IRWIN**, KUBE MD; **LUKE GOSS** of BROS; **TOM HUTYLER**, KUBE PD; **TERRI HUTYLER** with daughter **KELSEY**; **DEBI LIPETZ-HOLMAN**, EPIC Local Promo.; **MATT GOSS** of BROS; **COURTNEY HUTYLER** with friend.



EMI Records' **CHRISTOPHER MAX** visits Philadelphia! Pictured at WIOQ (L-R): **FRANK CERAMI**, WIOQ MD; **CHRISTOPHER MAX**; **ELVIS DURAN**, WIOQ PD; **MARK DRISCOLL**, WIOQ OM; **RICH TAMBURRO**, Dir. Nat'l. Promo. EMI.

"THE ARMS" OF PRINCE

OPEN YOUR ARMS!



PRINCE

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

HITMAKERS MAINSTREAM
TOP40 CHART: 48-40
(33% Increase In Airplay)

Q101 (Add #28)
KPLZ (22-18)
KUBE (18-15)
KBQ (26-12)
KHTK (#15)
B100 (23-17)
Q106 (30-25)
WLOL-FM (31-26)
KKRZ (21-16)
HOT102 (7-4)
KWSS (Add)
WGH (Add #23)
WNVZ (6-5)

KISN (32-25)
WKSS (27-22)
98PXY (D#30)
Y107 (21-18)
Z99 (34-31)
WDJX (D#30)
95XIL (Add)
CKXY (Add)
JET-FM (Add)
K106 (20-14)
KAGO (37-27)
KHSS (D#39)
KHTT (Add)
KPXI (Add #27)
and more!



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. ONLY RECORDS WITH 99 ACTIVE REPORTS OR LESS ARE LISTED BELOW FOR YOUR REFERENCE.

NATIONAL BREAKOUTS

- 188 • ROD STEWART "Downtown Train" (WB)
- 130 • JODY WATLEY "Everything" (MCA)
- 117 • NEW KIDS ON THE BLOCK "This One's..." (COL)
- 111 • TESLA "Love Song" (Geffen)
- 105 • QUINCY JONES "I'll Be Good To You" (WB)
- 101 • SYBIL "Don't Make Me Over" (NEXT PLATEAU)
- 84 • SEDUCTION "Two To Make..." (VENDETTA/A&M)
- 82 • AEROSMITH "Janie's Got A Gun" (Geffen)
- 81 • JIVE BUNNY & MASTERMIXERS "Swing..." (ATCO)
- 75 • BABYFACE "Tender Lover" (SOLAR/EPIC)
- 71 • TINA TURNER "Steamy Windows" (CAPITOL)
- 66 • MOTLEY CRUE "Kickstart My Heart" (ELEKTRA)
- 65 • ERIC CLAPTON "Pretending" (REPRISE)
- 52 • MICHAEL DAMIAN "Was It..." (CYPRESS/A&M)
- 52 • SKID ROW "I Remember You" (ATLANTIC)

- 47 • FIONA "Everything You Do (You're Sexing Me)" (ATLANTIC)
- 47 • POCO "Nothin' to Hide" (RCA)
- 45 • SARAYA "Back To The Bullet" (POLYDOR)
- 43 • BONHAM "Wait For You" (WTG)
- 42 • STARSHIP "I Didn't Mean To Stay All Night" (RCA)
- 39 • THE ALARM "Sold Me Down The River" (I.R.S.)
- 37 • KISS "Hide Your Heart" (MERCURY)
- 37 • SHOOTING STAR "Touch Me Tonight" (ENIGMA)
- 36 • FINE YOUNG CANNIBALS "I'm Not The Man" (I.R.S./MCA)
- 35 • MICHEL'LE "No More Lies" (ATCO)
- 35 • TEARS FOR FEARS "Woman In Chains" (MERCURY)
- 31 • THE CURE "Lullaby" (ELEKTRA)
- 31 • YOUNG MC "Principal's Office" (DELICIOUS VINYL/ISLAND)
- 30 • HOOTERS "500 Miles" (COLUMBIA)
- 30 • PAJAMA PARTY "Over And Over" (ATLANTIC)
- 28 • SHANA "I Want You" (VISION)
- 26 • ENUFF Z'NUFF "New Thing" (ATCO)
- 25 • MICHAEL MORALES "I Don't Know" (POLYDOR)
- 24 • AFTER 7 "Heat Of The Moment" (VIRGIN)
- 24 • DIVING FOR PEARLS "Gimme Your Good Lovin'" (EPIC)
- 24 • JERMAINE JACKSON "Don't Take It Personal" (ARISTA)
- 23 • ROBIN BECK "Save Up All Your Tears" (MERCURY)
- 21 • CHUNKY A "Owwwww!" (MCA)
- 21 • WARRANT "Big Talk" (COLUMBIA)
- 19 • CHRISTOPHER MAX "Serious Kinda Girl" (EMI)
- 19 • THE SMITHEREENS "A Girl Like You" (CAPITOL)
- 18 • THE COVER GIRLS "We Can't Go Wrong" (CAPITOL)
- 17 • GRAYSON HUGH "Bring It All Back" (RCA)
- 17 • MELISSA ETHERIDGE "No Souvenirs" (ISLAND)
- 13 • ANGELA WINBUSH "The Real Thing" (MERCURY)
- 13 • BOBBY ROSS AVILA "Music Man" (RCA)
- 13 • LENNY KRAVITZ "Let Love Rule" (VIRGIN)
- 13 • RED HOT CHILI PEPPERS "Higher Ground" (EMI)
- 13 • TRACY CHAPMAN "Crossroads" (ELEKTRA)
- 12 • GAP BAND "All Of My Love" (CAPITOL)
- 12 • PARIS BY AIR "Voices In Your Head" (COLUMBIA)
- 11 • ELTON JOHN "Sacrifice" (MCA)
- 10 • BY ALL MEANS "Let's Get It On" (ISLAND)
- 10 • LUTHER VANDROSS "Here And Now" (EPIC)
- 10 • SHARON BRYANT "Foolish Heart" (WING/POLYDOR)
- 10 • SURVIVOR "Desperate Dreams" (SCOTTI BROS)
- 9 • HI IMPACT "Never Stop Loving You" (EPIC)
- 9 • D.J. JAZZY JEFF & THE FRESH PRINCE "Mike Tyson" (JIVE/RCA)
- 9 • MEGADETH "No More Mr. Nice Guy" (SBK)
- 8 • ABSTRAC' "Right And Hype" (REPRISE)
- 8 • DANGEROUS TOYS "Scared" (COLUMBIA)

BONHAM (WTG)

The name might ring a bell, but the sound will definitely blow you away as this quartet makes rock and roll history with current single

Wait For You.

The vocals are haunting, the instrumentals are phenomenal, and this debut single sounds and feels like a professional hit!



✓ At the tender age of four, **JASON BONHAM** received a scaled down Ludwig drum kit from his father John, the legendary Led Zeppelin drummer. Thus started **JASON'S** long initiation into the music world. Highly talented and dedicated, he cut his teeth in two bands before going on to record and tour with Jimmy Page. He garnered notice for a performance with Led Zeppelin at the 40th anniversary celebration for ATLANTIC Records' at New York's Madison Square Garden last year. Now, at age 22, **JASON** is ready to strike out on his own.

✓ **BONHAM** spells teamwork - and that's exactly how the four members view their band. English guitarist Ian Hatton was a natural to join, having worked with with Robert Plant in the original Honeydrippers. Canadian vocalist Daniel MacMaster was brought to **JASON'S** attention by Brian Howe of Bad Company, who had heard his demo. English keyboardist/bassist John Smithson rounds out the lineup. **BONHAM** strives to present an LP filled with emotional intensity as well as technical electricity, and they achieve this goal handily.

✓ **THE DISREGARD OF TIMEKEEPING** was recorded in Los Angeles and produced by the highly acclaimed Bob Ezrin. Showcasing energy and brilliance in a controlled style, the LP has the flair of a mature band. The tracks are flavored with a variety of influences - from blues, to various electric guitarists of the '70s and '80s, to, of course, Led Zeppelin. While this influence is particularly strong on the LP, **BONHAM** still manages to coin a distinctive sound all its own. First single *Wait For You* is already leaping up Rock Top40 charts everywhere and is ready to cross in a big way...now!

GARY FRANKLIN - PD, KXXR - KANSAS CITY

"The phones are as heavy as a Led Zeppelin and it's showing strong sales already. Play it before your competition does - they won't wait for you!!"

BRAD HARDIN - MD, WLRS - LOUISVILLE

"It continues to grow with support from the kids as well as diehard Zeppelin fans."

DOUG SORENSON - PD, KATM - COLORADO SPRINGS

"Not really a Zeppelin soundalike - just a great midtempo Rock'N'Roll record with powerful drums."

MIKE STONE - MD, WPFM - PANAMA CITY, FL

"This song is doing extremely well with teens and is being accepted by adults, too! Good calls and plenty of sales."

HITMAKERS

ISSUE 614

November 17, 1989

MAINSTREAM TOP40

LW-TW

- 1-1 MILLI VANILLI "Blame It On The Rain" (ARISTA)
- 3-2 PAULA ABDUL "The Way That You..." (VIRGIN)
- 4-3 RICHARD MARX "Angelia" (EMI)
- 5-4 BILLY JOEL "We Didn't Start The Fire" (COL)
- 6-5 B52'S "Love Shack" (REPRISE)
- 7-6 PHIL COLLINS "Another Day In Paradise" (ATL)
- 8-7 GLORIA ESTEFAN "Get On Your Feet" (EPIC)
- 10-8 SOUL II SOUL "Back To Life" (VIRGIN)
- 11-9 LINDA RONSTADT "Don't Know Much" (ELEK)
- 2-10 BAD ENGLISH "When I See You Smile" (EPIC)
- 14-11 TAYLOR DAYNE "With Every Beat Of..." (ARISTA)
- 15-12 BELINDA CARLISLE "Leave A Light On" (MCA)
- 17-13 BON JOVI "Living In Sin" (MERCURY)
- 16-14 ALICE COOPER "Poison" (EPIC)
- 18-15 TECHNOTRONIC "Pump Up The Jam" (SBK)
- 24-16 JANET JACKSON "Rhythm Nation" (A&M)
- 9-17 ROXETTE "Listen To Your Heart" (EMI)
- 21-18 KIX "Don't Close Your Eyes" (ATLANTIC)
- 22-19 SYBIL "Don't Make Me Over" (NEXT PLATEAU)
- 23-20 KEVIN PAIGE "Don't Shut..." (CHRYSALIS)
- 25-21 DON HENLEY "The Last Worthless..." (Geffen)
- 27-22 CHER "Just Like Jesse James" (Geffen)
- 26-23 LOU GRAMM "Between You And Me" (ATLANTIC)
- 35-24 NEW KIDS ON THE BLOCK "This One's..." (COL)
- 12-25 JANET JACKSON "Miss You Much" (A&M)
- 13-26 NEW KIDS ON THE BLOCK "Didn't I..." (COLUMBIA)
- 20-27 YOUNG MC "Bust A Move" (DELICIOUS/ISLAND)
- 31-28 JODY WATLEY "Everything" (MCA)
- 19-29 BOBBY BROWN "Rock Wit'cha" (MCA)
- 37-30 JOE COCKER "When The Night Comes" (CAP)
- 39-31 MICHAEL BOLTON "How Am I Supposed..." (COL)
- 40-32 MADONNA "Oh Father" (SIRE/WB)
- 36-33 TESLA "Love Song" (Geffen)
- 28-34 NEW KIDS ON THE BLOCK "Cover Girl" (COL)
- 29-35 TEARS FOR FEARS "Sowing The Seeds..." (MERC)
- 30-36 AEROSMITH "Love In An Elevator" (Geffen)
- NEW-37 ROLLING STONES "Rock And A Hard..." (COL)
- 49-38 PAUL CARRACK "I Live By The Groove" (CHRY)
- NEW-39 GREAT WHITE "The Angel Song" (CAPITOL)
- 48-40 PRINCE w/Sheena Easton "The Arms Of..." (WB)
- 34-41 2 LIVE CREW "Me So Horny" (SKYYWALKER)
- 43-42 LIL' LOUIS "French Kiss" (EPIC)
- 33-43 DINO "Sunshine" (4TH & B'WAY/ISLAND)
- NEW-44 SEDUCTION "Two To Make It Right" (A&M)
- NEW-45 JIVE BUNNY & THE... "Swing The Mood" (ATCO)
- NEW-46 SHANA "I Want You" (VISION)
- NEW-47 SKID ROW "I Remember You" (ATLANTIC)
- 32-48 THOMPSON TWINS "Sugar Daddy" (WB)
- 45-49 CHRISTOPHER WILLIAMS "Talk To Myself" (GEF)
- 47-50 POCO "Call It Love" (RCA)

HOTTEST

UP & COMING SONGS THIS WEEK! MAINSTREAM TOP40

- 67% MICHAEL BOLTON
How Am I Supposed To ... (COL)
- 65% ROLLING STONES
Rock And A Hard Place (COL)
- 64% SEDUCTION
Two To Make It Right (VEN/A&M)
- 52% JANET JACKSON
Rhythm Nation (A&M)
- 50% NEW KIDS ON THE ...
This One's For The... (COL)

URBAN TOP40

- 338% QUINCY JONES
I'll Be Good To You (WB)
- 51% BABYFACE
Tender Lover (SOLAR/EPIC)
- 43% PHIL COLLINS
Another Day In Paradise (ATL)
- 36% JANET JACKSON
Rhythm Nation (A&M)

ROCK TOP40

- 138% AEROSMITH
Janie's Got A Gun (Geffen)
- 62% PAUL CARRACK
I Live By The Groove (CHRY)
- 62% KISS
Hide Your Heart (MERCURY)
- 50% DANGEROUS TOYS
Scared (COLUMBIA)

NATIONAL CHARTS

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

URBAN TOP40

LW-TW

- 1-1 MILLI VANILLI "Blame It On The Rain" (ARISTA)
- 2-2 SOUL II SOUL "Back To Life" (VIRGIN)
- 3-3 TECHNOTRONIC "Pump Up The Jam" (SBK)
- 4-4 PAULA ABDUL "The Way That You..." (VIRGIN)
- 6-5 JODY WATLEY "Everything" (MCA)
- 10-6 JANET JACKSON "Rhythm Nation" (A&M)
- 9-7 B52'S "Love Shack" (REPRISE)
- 8-8 GLORIA ESTEFAN "Get On Your Feet" (EPIC)
- 7-9 SURFACE "You Are My Everything" (COLUMBIA)
- 13-10 LIL' LOUIS "French Kiss" (EPIC)
- 14-11 TAYLOR DAYNE "With Every Beat Of..." (ARISTA)
- 24-12 BABYFACE "Tender Lover" (SOLAR/EPIC)
- 20-13 NEW KIDS ON THE BLOCK "This One's..." (COL)
- 17-14 LUTHER VANDROSS "Here And Now" (EPIC)
- 15-15 AFTER 7 "Heat Of The Moment" (VIRGIN)
- 16-16 SHANA "I Want You" (VISION)
- 5-17 JANET JACKSON "Miss You Much" (A&M)
- 28-18 SEDUCTION "Two To Make It Right" (A&M)
- 25-19 JERMAINE JACKSON "Don't Take It..." (ARISTA)
- 18-20 SYBIL "Don't Make Me Over" (NEXT PLATEAU)
- 21-21 STEVIE B "Girl I'm Searching For You" (LMR)
- 22-22 KEVIN PAIGE "Don't Shut..." (CHRYSALIS)
- 23-23 SHIRLEY LEWIS "Realistic" (VENDETTA)
- 29-24 PAJAMA PARTY "Over And Over" (ATLANTIC)
- 30-25 HEAVY D & THE BOYS "Somebody For Me" (MCA)
- 27-26 JAYA "If You Leave Me Now" (LMR)
- 36-27 PHIL COLLINS "Another Day In Paradise" (ATL)
- 35-28 LINDA RONSTADT "Don't Know Much" (ELEK)
- 12-29 YOUNG MC "Bust A Move" (DELICIOUS/ISLAND)
- 11-30 BOBBY BROWN "Rock Wit'cha" (MCA)
- 19-31 NEW KIDS ON THE BLOCK "Didn't I..." (COLUMBIA)
- 39-32 MICHEL'LE "No More Lies" (ATCO)
- NEW-33 QUINCY JONES "I'll Be Good To You" (WB)
- 31-34 NEW KIDS ON THE BLOCK "Cover Girl" (COL)
- NEW-35 STEPHANIE MILLS "Home" (MCA)
- 45-36 RANDY CRAWFORD "Knocking On..." (WB)
- 44-37 ANGELA WINBUSH "The Real Thing" (MERCURY)
- 38-38 LISA LISA "Kiss Your Tears Away" (COLUMBIA)
- 42-39 PATTI LABELLE "If You Asked Me To" (MCA)
- 46-40 CHUNKY A "Owww!" (MCA)
- 41-41 BILLY OCEAN "Licence To Chill" (JIVE/RCA)
- 37-42 2 LIVE CREW "Me So Horny" (SKYYWALKER)
- 26-43 THOMPSON TWINS "Sugar Daddy" (WB)
- 32-44 DINO "Sunshine" (4TH & B'WAY/ISLAND)
- 33-45 REGINA BELLE "Baby Come To Me" (COLUMBIA)
- 34-46 BABYFACE "It's No Crime" (EPIC)
- 40-47 CHRISTOPHER WILLIAMS "Talk To Myself" (GEF)
- NEW-48 GAP BAND "All My Love" (CAPITOL)
- NEW-49 SHARON BRYANT "Foolish Heart" (WING/POLY)
- 43-50 BARDEUX "I Love The Bass" (ENIGMA)

ROCK TOP40

LW-TW

- 2-1 TESLA "Love Song" (Geffen)
- 4-2 BILLY JOEL "We Didn't Start The Fire" (COL)
- 1-3 BAD ENGLISH "When I See You Smile" (EPIC)
- 5-4 B52'S "Love Shack" (REPRISE)
- 6-5 KIX "Don't Close Your Eyes" (ATLANTIC)
- 7-6 THE ALARM "Sold Me Down The River" (I.R.S.)
- 9-7 BON JOVI "Living In Sin" (MERCURY)
- 12-8 GREAT WHITE "The Angel Song" (CAPITOL)
- 16-9 ROLLING STONES "Rock And A Hard..." (COL)
- 10-10 SHOOTING STAR "Touch Me Tonight" (ENIGMA)
- 11-11 JOE COCKER "When The Night Comes" (CAP)
- 13-12 DON HENLEY "The Last Worthless..." (Geffen)
- 14-13 RICHARD MARX "Angelia" (EMI)
- 15-14 LOU GRAMM "Between You And Me" (ATLANTIC)
- 20-15 TOM PETTY "Free Fallin'" (MCA)
- 22-16 WHITESNAKE "Fool For Your Lovin'" (Geffen)
- 23-17 PHIL COLLINS "Another Day In Paradise" (ATL)
- 24-18 SARAYA "Back To The Bullet" (POLYDOR)
- 25-19 BONHAM "Wait For You" (WTG)
- 3-20 ALICE COOPER "Poison" (EPIC)
- 8-21 GIANT "I'm A Believer" (A&M)
- 17-22 ENUFF Z'NUFF "New Thing" (ATCO)
- 18-23 MELISSA ETHERIDGE "No Souvenirs" (ISLAND)
- 19-24 WINGER "Hungry" (ATLANTIC)
- 31-25 PAUL CARRACK "I Live By The Groove" (CHRYS)
- 26-26 WHITE LION "Radar Love" (ATLANTIC)
- 29-27 DANGER DANGER "Naughty Naughty" (EPIC)
- 30-28 GORKY PARK "Bang" (MERCURY)
- 21-29 AEROSMITH "Love In An Elevator" (Geffen)
- 46-30 AEROSMITH "Janie's Got A Gun" (Geffen)
- NEW-31 FIONA "Everything You Do..." (ATLANTIC)
- 34-32 HONEYMOON SUITE "What Does It Take" (WB)
- 38-33 WARRANT "Big Talk" (COLUMBIA)
- NEW-34 MOTLEY CRUE "Kick Start My Heart" (ELEKTRA)
- 18-35 ROXETTE "Listen To Your Heart" (EMI)
- 27-36 D.A.D. "Sleeping My Day Away" (WB)
- 28-37 FASTER PUSSYCAT "Poison Ivy" (ELEKTRA)
- 42-38 MEGADETH "No More Mister Nice Guy" (SBK)
- 41-39 LENNY KRAVITZ "Let Love Rule" (VIRGIN)
- 43-40 DANGEROUS TOYS "Scared" (COLUMBIA)
- 45-41 ERIC CLAPTON "Pretending" (REPRISE)
- 49-42 KISS "Hide Your Heart" (MERCURY)
- 48-43 DIVING FOR PEARLS "Gimme Your..." (EPIC)
- 44-44 L.A. GUNS "Rip And Tear" (POLYDOR)
- NEW-45 THE SMITHEREENS "A Girl Like You" (CAPITOL)
- NEW-46 BILLY SQUIER "Tied Up" (CAPITOL)
- NEW-47 WARRANT "Heaven" (COLUMBIA)
- NEW-48 DEPECHE MODE "Personal Jesus" (SIRE/REP)
- 32-49 TEARS FOR FEARS "Sowing The Seeds..." (MERC)
- 36-50 BANG TANGO "Someone Like You" (MCA)

FACES & PLACES



Most Music 93Q Toledo's #1 Hit Music Station's Morning Show featuring **STEVE MASON** and **DIANE SCRIBNER** along with musical maestro **JIM FILIACK** are pictured here with **MARTIKA**. Most Music 93Q had sponsored a show featuring **MARTIKA** and **RICK ASTLEY** the night before and provided dinner backstage for **MARTIKA** and 30 listeners.



WAPI (195), Birmingham, AL congratulates **JOEL GILBERT**, the grand prize winner of "95 Days Of Summer" giveaway. (L-R): **JOEL's** wife, **PAMELA**; 195 air personality **JEFF KELLY**; grand prize winner **JOEL GILBERT**.



SA-FIRE flew in to Portland for three hours to perform live at the Fourth Annual Z100 "Last Chance Summer Dance" an event attended by over 20,000 listeners, raising over \$43,000 for the Muscular Dystrophy Assoc. (L-R): Z100 overnighiter **KIM MATTHEWS**, **SA-FIRE**, afternoon driver **JIM ALLAN** and Z100 PD **MARK CAPPS**.



POWER106 and **INFORMATION SOCIETY** "JAM" Los Angeles' Great Western Forum at **POWERJAM '89** (the final Club MTV Concert Tour performance). (L-R): **TODD PARKER**, 1-4 p.m. **POWERJOCK**; **DREW GITLIN**, **REPRISE** Records Promo. Mgr.; **JAMES CASSIDY** of **INFORMATION SOCIETY**; **JEFF WYATT**, **POWER106** PD; **PAUL ROBB** of **INFORMATION SOCIETY**; **RICK MEHNO**, **INFORMATION SOCIETY** Mgmt.



ATLANTIC recording artist **PETER FRAMPTON** visits Z100, New York! (L-R): Z100 afternoon drive **Z-Jay JO JO MORALES** and **PETER FRAMPTON**.



Q104's **KRIS KELLY** of mornings with **SWEET SENSATION** as they visit the studios in Gadsden, AL and performed at a local nightclub **The Jungle**. Over 2000 people showed up for the show!

BY • ALL • M E A N S

A T R I B U T E T O M A R V I N G A Y E

LET'S GET IT ON



Produced by Stan Sheppard and Jimmy Varner

From the album 'Beyond A Dream'
on Island Compact Discs, Cassettes and Records

FACES & PLACES



Pictured at the signing of **BONHAM** to CBS Music Publishing are, from left: **PATI DeVRIES**, Creative Manager, CBS Music Publishing; **JASON BONHAM**; **CHERIE FONOROW**, VP/Creative Affairs; **DANIEL MacMASTER** of BONHAM; **MEL ILBERMAN**, Exec. VP/CBS Records Div.; **MARISA SABOUNGHI**, Dir./Administration.



After EPIC Records **BAD ENGLISH** performed at the L.A. Whisky A Go-Go (Kneeling): **KEN KOMISAR**, EPIC Sr. Dir./A&R; **NEAL SCHON** & **JOHN WAITE**, BAD ENGLISH; **DON GRIERSON**, EPIC Sr. VP/A&R; **TRUDY GREEN**, Mgr. BAD ENGLISH. (Standing): **LARRY STESSEL**, EPIC VP West Coast Op.; **JOHN SCHUCH**, CBS Dir./A&R Admin.; **PATRICIA BOCK**, EPIC Local Promo. Mgr.; **RICKY PHILLIPS**, BAD ENGLISH; **DIANE WARREN**; **GLEN BRUNMAN**, EPIC VP/Media & Artist Development; **LARRY DOUGLAS**, EPIC VP/Promo. & Nat'l. Trades; **JEAN JOHNSON**, EPIC Dir. Top 40 Promo.; **POLLY ANTHONY**, EPIC VP/Pop Promo.; **SKY DANIELS**, EPIC Sr. Dir./AOR Promo.; **JONATHAN CAIN**, BAD ENGLISH; **DIARMUID QUINN**, EPIC Dir. Product Mktg.; **RICHE ZITO**, Producer; **DEEN CASTRONOVO**, BAD ENGLISH.



EPIC recording artists **JEFFERSON AIRPLANE** are greeted by CBS Records Division President **TOMMY MOTTOLA** following their sold-out concert at Radio City Music Hall in New York. (L-R): **TOMMY MOTTOLA**; **JEFFERSON AIRPLANE** members, **GRACE SLICK**, **PAUL KANTNER**, **JORMA KAUKONEN**, **JACK CASADY**, and **MARTY BALIN**.



ATLANTIC recording artist **BILLY JOE ROYAL** performed at the Greek Theatre in L.A. From left: **ATLANTIC** Country Promo. Mgr./Western Region **SAM HARRELL**; **KZLA** Music Director **NORM VISGER**; **BILLY JOE ROYAL**; **KZLA** Air Personality **BARBARA BARRI**; **ATLANTIC** Sr. VP/West Coast GM **PAUL COOPER**.



CHARLES KOPPELMAN and **MARTIN BANDIER** congratulate MCA Recording artists **LAW AND ORDER**, who have signed an exclusive co-publishing and administration agreement with EMI Music Publishing. (L-R): **SHANE**, vocalist; **ROB STEELE**, drummer; **CHARLES KOPPELMAN**, Chairman & CEO EMI Music Publishing; **SEAN CARMODY**, bassist; **PHIL ALLOCCO**, guitarist; **SCOTT KOENIG**, band mgr. Rush Artists Mgmt.; **MARTIN BANDIER**, Vice Chairman EMI Music Publishing.



A&M Records newest British import, **SHIRLEY LEWIS**, has scored with her debut album and first single, and recently visited Phoenix. (L-R): **TAMI SHAWN**, Local Promotion Manager, A&M; **SHIRLEY LEWIS**; **DENA YASNER**, MD at KOY95.



JOURNEYMAN

The Forthcoming Album From

ERIC CLAPTON

Featuring The Single

"PRETENDING"



#1 Album Track in "R&R"

45-41 HITMAKERS Rock Top40 Chart
MTV World Premiere Video 11/15/89
(Heavy Rotation)

VH-1 - 5 Star Rotation

- | | | |
|---------------|---------------|--------------|
| KBQ (Add) | KSKG (35-32) | WIBW (D#40) |
| WMMS (20-17) | KSND (39-30) | WIGQ (37-28) |
| KXYQ (29-22) | KTDR (37-33) | WKDD (Add) |
| KXXR (40-37) | KTUX (32-27) | WKFR (39-35) |
| WROQ (22-18) | KWNZ (Add) | WKLG (D#35) |
| 95XIL (39-33) | KZ106 (29-22) | WKRZ (38-33) |
| G98 (D#39) | KZ88 (D#28) | WKSM (Add) |
| JET-FM (D#33) | KZZU (D#39) | WQKI (29-25) |
| K106 (D#38) | OK95 (D#33) | WPFM (D#36) |
| KF95 (Add) | Q101 (Add) | WPFR (D#37) |
| KFRX (D#37) | Q104 (Add) | WQCM (25-22) |
| KJLS (40-33) | StY96 (Add) | WRTB (D#35) |
| KKEG (16-10) | WBEC (Add) | WSPT (Add) |
| KKRC (28-20) | WBNQ (D#36) | WVKZ (28-22) |
| KMOK (Add) | WCOQ (36-31) | WWFX (Add) |
| KMON (38-29) | WCLG (D#20) | WYKS (Add) |
| KNIN (D#39) | WDBR (Add) | WZYP (40-34) |
| KOKZ (D#39) | WFLY (D#35) | |



PAUL JACOBS GM, WDFX (THE FOX), Detroit

YOU MUST BE THE YOUNGEST GENERAL MANGER IN THE COUNTRY. HOW OLD ARE YOU?

I am 35. Some days I feel that I am 40 and most days I dream that I am 30.

IN TODAY'S BUSINESS WORLD, BEING YOUNG OR AT LEAST THINKING YOUNG IS A GREAT BENEFIT. HOW DO YOU FEEL ABOUT IT?

I think you're right. I have been pretty lucky because my career has jumped up and up over the past few years. Youth has not been a barrier because I have worked for good people through my career who have helped me smooth out the rough spots and have pushed me to succeed at whatever level I have been. Also, being young is great in the sense that I don't have the set guidelines and the traditional way of doing things. I think that one of the things that we were able to bring to this radio station is kind of a new, young way of looking at management and looking at creating radio stations.

YOU ARE A NATIVE OF DETROIT AND GRADUATED FROM MICHIGAN STATE UNIVERSITY IN 1976 WITH A BA IN ADVERTISING. WHAT MADE YOU WANT TO GET INTO RADIO?

My brother was really the inspiration. He was teaching radio at Michigan State and I was in my fifth major, and I figured, Okay, I have finally found something that doesn't require math or a foreign language or science. I was lucky enough to get a job right out of school, and both my brother and I have stuck with it for the last 15 years. It has worked out pretty well for both of us.

GIVE A BRIEF BACKGROUND OF YOUR EXPERIENCE IN RADIO.

I started right out of school, the day after I graduated, by selling time at WNIC here in Detroit, which was a brand new soft rock station in 1976. I worked there for two years, and it was a great experience because the station was growing. Working for Ed Christian was good because he taught me a lot about the business, which was like graduate school. I took a year off from radio right after that and worked for a marketing/advertising company in Chicago. In a way this was bad because I left radio, but it was great because I learned a lot about marketing. I represented Phillip Morris and Vivitar Cameras, and working with two good marketing companies like that helped me learn a lot that I have been able to apply back to radio. My biggest break was right after that, when Jay Hoker, who was the GM at WRIF in Detroit, brought me back to his station in a selling capacity. I sold there for four years and that's where my career really took off. Working for Jay was really critical. During that period he moved down to Dallas and became GM of KZEW and KRQX, and he brought me down there in 1982 to be his local sales manager. Within a year I was promoted to general sales manager. In August of 1986 a very big opportunity popped up when Scott Ginsburg hired me to be the GM of a brand new Top40 station down there, Y95. I was able to build a real dynamic station that is still doing pretty well, and within a year and a half of that Jay Hoker called me up. He had gone on to build his own radio company and had just purchased WDTX in Detroit, and he made me an incredible offer to go back to my hometown and create a station. He's given me the opportunity to just take this thing and run with it. I've been lucky to work for a

guy like Jay three times.

GIVE US A PICTURE OF THE DETROIT MARKET.

Like in any big market, it's dog-eat-dog. You have so many options as a radio consumer it's frightening, and it has made Detroit into a real good radio market. You have two AORs in WRIF and WLLZ who, over the course of time, have really evolved into classic rockers. Sixty to 75 percent of their music is classic rock. They're doing that because a couple of years ago WCSX, the classic rock station, came in and quite candidly kicked their butt in older demos. So they have responded to that. When we came into the market we had two Top40 competitors, WCZY and WHYT. The two stations were fairly similar musically, but WCZY skewed a little softer and WHYT skewed a little more rhythm. That was the configuration we saw in contemporary music. We saw that we had two rockers playing a lot of classic rock and two Top40s really not doing much of anything, and as we discovered, both stations had their own set of image problems. So we set out to come into the market and exploit the weaknesses of the rock stations and the Top40 stations, and it seemed to work.

SOME GMS AROUND THE COUNTRY SAY THAT RADIO IS A BUSINESS AND SOME SAY THAT RADIO IS AN ART FORM. HOW DO YOU SEE RADIO?

My job is to deliver profit to Jay, to protect the license and all that fun stuff, and we've been successful at that. If I didn't enjoy it I wouldn't be here, because I work way too hard and my staff works way too hard. If there wasn't a certain art form to this thing and a certain excitement and happiness, it wouldn't be worth the money we make. I enjoy it for the art, to be candid. To create something out of nothing, as we did with this radio station, and to take it to the top with the resources that we had available to us, it's got to be art. Very few people would have done what we did if it was strictly a business. When we started this station, many people whom I respect in the industry and whom I will not name, told Jay Hoker and me that we were crazy for going with this format. I believe they were looking at it only from a business perspective, but Jay and I and subsequently Chuck Beck were looking at it from a little more creative, breathtaking, entrepreneurial perspective. And, again we see what has happened.

ARE WE IN SOME KIND OF A RENAISSANCE IN RADIO? ARE NEW IDEAS EVOLVING IN THE MINDS OF BROADCASTERS EVERYWHERE?

I think the audience is bored, quite candidly. I think they have been inundated with cash calls and lotteries and \$100-bill give-aways and ten-in-a-rows and commercial-frees. We have barraged them with buzz words. Also, anybody can play Aerosmith, anybody can play Richard Marx - there hasn't been anything unique in radio. Why is that? Is it because the banks have in the past five to ten years taken a real strong grasp of our industry? Is their sense of conservatism keeping radio stations from taking the sort of risks that we have taken here? I think so. I think "playing it safe" is where a lot of people are at. What's interesting is that in our business we've defined risk-taking in the past as playing new wave music, new age music - going to the extremes of formats. I believe that you can take a lot of risks and still play the hits. What we did was just repackage the whole thing and take a

more outrageous attitude. Look what's happening. All of a sudden you have radio stations all over the country emulating what we have done because we've made it okay for them. But as I travel around the country, I still hear this jingle package on ten different radio stations, and the same buzz words on 15 different stations, and it does get real boring. Quite candidly, we can generally tell what one of our competitors is going to do because we hear that another station and another market is doing it. Everything is a ripoff from other markets. A great example of that was the yes/no campaign which went up and flamed out real quick.

DO YOU SEE RADIO'S RESPONSIBILITY AS CREATING THE HITS, PLAYING THE HITS, OR BOTH?

Both. Chuck is tremendous at listening to music and knowing what will be a hit, but another thing he will do is let the audience tell us by putting a record on at night and seeing how the audience reacts. It's a combination. There are times a song will just jump off the turntable and you'll go, God, that's a hit. Then there are weeks when you have absolutely nothing, so you just throw a few things on and see what happens, and the audience tells you. There has got to be a percentage - and unfortunately it's a small percentage - of adventuresome risk-taking with music. You have to have a Siouxsie and the Banshees in there every once in a while, or just something that's going to take the audience and hit them over the head. If all we're doing is playing Richard Marx and Aerosmith, we're all going to sound the same.

WHAT IS YOUR RELATIONSHIP LIKE WITH THE OTHER TEAM PLAYERS IN THE CHAIN?

Interestingly enough, our company's Cincinnati and Kansas City stations are both called The Fox also, but that's more of a marketing coincidence than a format coincidence. As we speak, we are in the process of selling our Jacksonville stations, which are Country. Cincinnati is classic hits and Kansas City is classic rock with somewhat of a sports lean, having picked up the Kansas City Chiefs, so at times it is really difficult to discuss music with them because we're just in two different arenas. We do, however, talk a lot about marketing and risk-taking, and how we can do things differently. One of the nice things about this company is that Jay lets each one of us operate the station independently. I get no dictates from corporate about music and formats. As a matter of fact, when Jay comes to town he deals with us totally differently than he deals with the other stations, because our needs are different. Our relationship is probably more social with the other radio stations than anything else.

WHO DO YOU REPORT TO?

I report to Jay, the president and owner of the company.

WHAT IS YOUR RELATIONSHIP LIKE WITH YOUR PROGRAM DIRECTOR, CHUCK BECK?

Chuck and I are best friends. We worked together in Dallas. I like the heck out of the guy as a person. There are very few people I would rather spend a lot of time with than Chuck. We've got a highly integrated relationship, and I respect Chuck to the point where he makes a lot of the major decisions for the radio station.



WE'D GIVE YOU THE SHIRT OFF OUR BACK. NOW LOOK WHAT WE'VE GOT UP OUR SLEEVES:



MÖTLEY CRÜE

"Kickstart My Heart"

the single and video from the DOUBLE PLATINUM PLUS *DR. FEELGOOD* album.

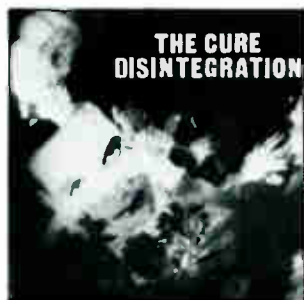
"We've been banging it since the album's release and it's pulled solid phones all the way. "Kickstart" sounds kickass on Pirate!"
— Shadow Steele/PIRATE RADIO

"I think "Kickstart" will be bigger for us than "Dr. Feelgood."
— Jay Stevens/Y95 PHOENIX

"Killed on battle of new music for a week, so it goes right in."
— Jim Atkinson/Q106 ST. LOUIS

HITMAKERS
ROCK TOP40 CHART: NEW34
#3 TOP ADDED THIS WEEK
with 59 ADDS!!!

PIRATE (Add) **WMMS (D#26)**
WDFX (D#20) **KXYQ (Add)**
KEGL (Add) **KXXR (Add #39)**
KPLZ (Add) **92X (D#26)**
KUBE (Add) **WROQ (Add)**
KBQ (D#39) **WLRS (Add #33)**
KHTK (Add) **AND MUCH MORE!**



THE CURE

"Lullaby"

the single and video
from the PLATINUM PLUS *DISINTEGRATION* album

KNRJ (26-22) **100KHI (36-33)**
KKBQ (16-12) **KFTZ (Add)**
KRBE (27-23) **KHFI (Add)**
KKFR (Add) **KJLS (D#35)**
KOY95 (Add) **KNMQ (Add)**
KSAQ (21-16) **KRRG (34-29)**
HOT94.9(D#23) **KTUX (35-31)**
WROQ (31-27) **KWNZ (D#34)**
KZHT (D#23)
WPFR (Add) & more



LINDA RONSTADT

featuring Aaron Neville

"Don't Know Much"

from the SOON TO-BE PLATINUM
CRY LIKE A RAINSTORM. HOWL LIKE THE WIND album

HITMAKERS MAINSTREAM
TOP40 CHART: 11-9
HITMAKERS URBAN
TOP40 CHART: 35-28
BB LP: 18"-15"
Added At:
Z100!!! WLOL!!! KDWB!!!
KTFM!!! PRO-FM!!!
and more



FASTER PUSSYCAT

"Poison Ivy"

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

BREAKING AT...
PIRATE RADIO!!!
WDFX!!!
WLRS (22-19)

When you play it, say it!

The best things in jackets... come from Elektra Cassettes,
Compact Discs and Records

DAN QUAYLE COUNTDOWN:
1153 days to go

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INTERVIEW

He respects me in that he allows me to sit in while he's making the decisions. We talk music a lot and he doesn't do it in a vacuum. There have been times when I have brought in music that I've picked up somewhere, and nine times out of ten he'll at least give me the opportunity and listen to it. He does have a saying that if I like it, it's definitely a stiff. We spend a lot of time together every day. We start off the day at 9 a.m. with coffee, talk about the morning show, talk about plans, and then we dream about being on the golf course together. It's a strong relationship.

HOW DO YOU HANDLE CONFLICT IN YOUR RELATIONSHIPS?

I'm the type of manager who only likes to manage when it's necessary. I don't need to walk around the station and go, Hey, I'm the boss so do it my way. I prefer the conflict be resolved without me, because if all I am is a referee, then I'm really not doing my job. If everybody has a good handle on what it is we're trying to accomplish, it usually defuses conflict pretty quickly. There are times though, where I have to look Chuck and the sales manager in the eye and say, Okay guys, here's what we need to do. Hopefully they respect me to the point where they know that it's not a personal decision, but a decision that I feel is best for the radio station.

DO YOU SEE TENSION AND CONFLICT AS SOMETHING GOOD IN RELATIONSHIPS?

Yes, but tension and conflict are pretty strong words. There needs to be a push in the radio station always. I hate when things are boring and quiet. There shouldn't be fighting, but there should definitely be a constructive generation of ideas, and what's good for sales is not always good for programming.

WHAT HAPPENS WHEN EGO REARS ITS UGLY HEAD?

We've been lucky that way. I said earlier that Chuck is one of my best friends. Our first sales manager, whose last day was Friday, is also a great friend of mine. The three of us got along famously, and there was sort of a "Three Musketeers" atmosphere. We've kept egos to a real, real minimum. There really is no turf battle in the radio station as compared to other places where I've worked. Why, I don't know. Maybe it's because I allow them to play football in the halls. Quite candidly, I hate BS-ing because it takes us off our game. It is so competitive, and in some ways our competitors have such an advantage over us with the amount of dollars they have to spend with their legacy in the marketplace. The enemy isn't on the fifth floor of the Washington Square Plaza Building. What we need to do is stop focusing inwardly and start using the talents that we've got to create this radio station. What I try to do is keep everybody really busy. I walk around to our managers and our whole staff and I just ask lots of questions. I do it to stimulate thought, to keep them on track, and to try to show them that there are a lot of other ways to think about things - that they don't have all the answers. And most importantly, that I don't have all the answers - I just have lots of questions.

HOW WOULD YOU COMPARE AND CONTRAST RADIO'S MARKETING CREATIVITY WITH THAT OF OTHER INDUSTRIES, LIKE SOAP, SODA POP, PEANUT BUTTER, ETC.? YOU SEEM TO BE MORE AGGRESSIVE IN MARKET PENETRATION THAN OTHERS IN RADIO. HOW DO YOU FEEL ABOUT THAT?

Radio is so much more emotional than dish soap. We have the opportunity to touch our audience if we so choose, and to motivate the audience. We need to

recognize that our product is the most disposable product out there. There is no cause for buying our product, and it's easily returnable by pushing a button. As long as we respect that, we can see where the need is for the right type of marketing and the right type of promotion. We've done very little advertising and very little giveaways on this radio station. We have opted for much more of a street-orientation, for much more emotion - be it outrageous emotion or charity emotion - whatever it will take to get the audience to relate to our product. I don't think Procter & Gamble has the ability to do that with Tide.

ARE YOU SATISFIED WITH THE WAY RADIO IS DOING CONTESTS AND PROMOTIONS TODAY?

I just think there has to be more than that. I think buying an audience is one dimensional radio. Only a small percentage of the audience participates in contests, and let's face it, if your music sucks, a contest isn't going to save you. If you're marketing package sucks, a contest isn't going to save you. WHYT has proven that. Those guys have spent more money than any radio station I've seen in a long time. And the fact is, that's not the way that you're going to motivate an audience. With THE FOX, people need to think, they need to get a quick image in their mind, and nothing as disposable as \$100 is going to stay in their mind.

WHAT DISCIPLINES DID YOU HAVE TO ACQUIRE ALONG THE WAY TO BECOME AN EFFECTIVE GENERAL MANAGER?

I tend to be fairly opinionated and one thing I had to learn was that even if I felt my opinion was valid, there are times when you have to let employees take the risks, make the mistakes, and learn from the mistakes. I had to learn that I can't do it all myself. I am only as good as the 30 employees that I have and if they fall short, I fall short. I had an opportunity to work for Jay with Hoker Broadcasting several years ago and I had one fault - I was very cocky. That is a downside to being young and somewhat successful in our business, so Jay slapped me around and told me I was cocky and that I needed to grow up. Before he allowed me to run this radio station, he and I had a long talk about it. That's why I love the guy - because he has made me better with his guidance.

WHAT I HEAR YOU SAYING IS THAT YOU COULD BE ENERGETIC AND ENTHUSIASTIC WITHOUT BEING EGOTISTICAL.

Well, I hope so. Chuck Beck, for example, is a guy who is one of the top programmers in the country. His ego is totally in check. He knows who he is and that's why he is so respected by his staff. I learned that from him, too. He shows me how to be successful and keep your head screwed on in the right place. Also, even though we're on top right now and it's wonderful, it could disappear in a day. Who knows when the next Fox or Eagle or reptile or whatever is going to sneak up and do a new format and kick our butts? So you can't afford to just celebrate and say, Hey, we're number one, isn't this cool? Chuck and I are probably more neurotic today than when we put the station on the air.

ARE THERE SOME TIPS THAT YOU CAN OFFER OUR READERS WHO MAY ASPIRE TO BE A GENERAL MANAGER?

Number one, work for good people, not for jerks. I wouldn't be where I am if it wasn't for the people that I've worked for in the past. Keep the ego in check. It's amazing when you go to these conventions, and half the people you see are jerks because they just had a great monthly. Long term success is where it's at. THE

FOX has been successful now for 15 months, but that's a speck of time in the continuum of radio. Knowing our product correctly and ourselves correctly is what is going to make longterm success, because I'm sure we've got a longterm bank loan on this radio station. So we better make sure that we do a little bit better than an October monthly.

WHAT IS THE ONE THING YOU ARE MOST GRATEFUL FOR THAT YOU WOULD LIKE TO SHARE WITH ALL OF THE HITMAKERS OUT THERE?

It's real personal stuff. I'm grateful that I've got a brother in the business who has been a great guide, and that I work for a guy like Jay who is wonderful. In regards to this radio station, the thing I am grateful for is that we've put our necks on the line by taking risks, and it paid off. I would hope that programmers will throw the long ball once in awhile. That's a great analogy because it gets real boring just running it up the middle and playing the back page. If all I keep hearing is the same music on my station, I go nuts, and if I hear the same promos over and over, I go nuts. The thing I'm grateful for is that I was taught a long time ago to push myself in new directions. Fortunately I have the ability and the staff where I can look at them everyday and go, Okay, what are you going to do? If everybody is looking at the problem straight on, I'll say lets make a left turn and look at the problem through a new perspective. Or as Gallagher says, "look at with new eyes," and that's what I hope I can pass along to our staff. They seem to have accepted it pretty well because they push me.

YOU AND YOUR WIFE LORI RECENTLY HAD A BABY GIRL, NATALIE JACOBS, AND I'M SURE THAT'S A BRIGHT NEW LIGHT IN YOUR LIFE?

It's been a remarkable year. Natalie was born May 24. That was the good news. The bad news is, she was due August 24. For the past five months we've been living at the hospital as we've watched her develop from a very tiny premature baby into a full-sized one. This is our first child after many years of trying, and I know it's a chiche, but it does add a little bit of perspective. It's wonderful to see her and when she sees me she kind of smiles - but only if I have a good monthly.

ANY LONG TERM PLANS FOR YOU DOWN THE ROAD?

Yes, I would very much like to own my own radio company. Again, that is easier said than done, given the business conditions out there. I happen to love running radio stations and Jay and I have had many conversations in which I've said that the next step for me, even though I am kind of young, is to own my own. Jay looks at me and asks why, and sometimes I think he might be right. I think I would much rather deal with guys like Big Tuna and record people and clients than with bankers. Owning a station sounds like it's the thing to do, but I want to make sure that it's something I enjoy. One thing I definitely love is running radio stations.

THANK YOU SO MUCH FOR SHARING WITH US IN THE HITMAKERS INTERVIEW. IT WAS VERY ENJOYABLE.

HITMAKERS WILL BE CLOSED ON THURSDAY, NOVEMBER 23 AND FRIDAY, NOVEMBER 24. HAVE A HAPPY AND SAFE THANKSGIVING HOLIDAY.

Pull These Hits From Our Hat!



"SWING THE MOOD"

Jive Bunny *and the Mastermixers*

**HITMAKERS MAINSTREAM TOP40 CHART: NEW45
PULLS HUGE ADULT PHONES AND SALES!**

Adds:
KKRZ
WERZ
93Q
WTHT

B93
K106
KZZB
WKSI
WDJX

KTUX
KQIZ
KISR
WGRD
WKFR

KSND
KKXX
KCAQ
and more

86% Charted! 17 Hots!

Y100 (29-21)
WMJQ (26-20)
POWER96 (25-19)
WAEB (40-26Hot)
G105 (30-19Hot)
KYYY (38-24Hot)

KJ103 (27-17Hot)
WHYT (15-8)
KOY (24-18Hot)
KISN (19-11)
WVSR (29-17Hot)
WXLK (D#30Hot)

WTBX (17-10Hot)
KKSS (6-5Hot)
KGGI (D#15)
KUBE (D#23Hot)
KITY (18-16Hot)
X106 (5-5Hot)

KBFM (13-13Hot)
Z104 (20-13Hot)
KMOK (11-8Hot)
and more

Already #1 in Germany, Finland, Denmark, Belgium,
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BIGGEST selling single in the U.S.!!!



MICHEL' LE

"NO MORE LIES"

HITMAKERS URBAN TOP40 CHART: 39-32
with a 35% Increase In Airplay This Week!
NO LIE - IT'S A HIT!!!

Adds:
WKQB #34!
98PXY

K106
KZFM
KKMG

KQMQ
KLUC
and more!

86% Charted!

Y108 (D#27)
KMEL (25-21)
KJMZ (19-16)
G105 (35-30)
Q106 (29-24)
FM102 (25-21)

KNRJ (D#37)
WCKZ (35-29)
KITY (D#31)
KKFR (D#31)
WPGC (27-24)
KYNO (26-20)

HOT97 (30-26)
HOT97.7 (D#35)
KDON (30-20)
KNMQ (40-33)
and more!



A HITMAKERS CRUSADE THIS WEEK!

On Atco Compact Discs, Cassettes and Records
Division of Atlantic Recording Corporation

ON IN ALL OF THE TOP 12 MARKETS!
PROGRAMMERS PICK!

"ARE YOU USING A NEWSLETTER TO MORE EFFECTIVELY MARKET YOUR RADIO STATION?"

KEVIN McCABE

PD, HOT97 - New York

It's not exactly a newsletter, however we do have what is known as a 'hotsheet.' Hotsheet is basically our printed playlist. It has 35 songs of our playlist that is sent to the trades, only it's published for the public. It features this week, last week, the names of the people on the air staff and any of the hot promotions going on. It's a street sheet that's available in all New York City record retail outlets. It is not mailed, however from time to time when we have a special promotion going on, we will use past mailing lists and mail it out. What's really nice about the hotsheet is that it's printed in-house. We include information about American Dance Tracks, our weekly dance party, New York Hot Tracks which is a countdown of the ten hottest selling 12-inches in New York. Record companies will sponsor it. For a fee they will buy the back of the hotsheet and that pays for the printing costs. For instance EPIC or CBS Records will buy the back and say Lil Louis' *French Kiss* is the hottest selling single in New York. It's great because the people who read it are all potential buyers. Suffice to say that it's the hottest street sheet in New York.

CHUCK BECK

PD, THE FOX (WDFX) - Detroit

We're in the developmental stages right now, and we have been talking about this. I believe it is an effective way to increase your time spent listening by hitting your core and letting them know what's going on as far as promotions and activities at the station. By informing listeners about what you're doing, it peaks their interest.

GREGG SWEDBERG

OM, WLOL-FM - Minneapolis

We use an in-house newsletter to make sure everybody here is caught up on things that we're doing here at the station. That involves promotions and unique events as well as new employees and format changes. I know our sales people use that to take to the clients to keep people better informed about what we're doing. We don't do one of those that is mailed out en masse to our listeners.

DOES THE IN-HOUSE LETTER INCLUDE YOUR CHART?

No it doesn't. We have used sheets like that in Musicland and Great American Music here. We've used the one sheet item with our chart on it and pictures of our disc jockeys, but we're not currently doing that.

HAVE YOU EVALUATED THE MERIT OF A NEWSLETTER FOR MARKET PENETRATION LIKE ESTABLISHING BRAND LOYALTY?

We've taken a look at it, and to get any sort of market penetration, it would be difficult to get it in the hands of a significant percent of your listeners - unless you wanted to spend a lot of money on a weekly or monthly basis. That's why we have used the charts that go into the record stores because you keep active consumers aware of the station which is important. We've explored frequent listeners type programs, where you make a database of all the contest winners you've had in the last two to three months, and then do a mailing to them when you have a major promotion. It's not a newsletter, it's more a way of identifying those frequent listeners in the quest to develop brand loyalty. But the problem there is that contest players traditionally have no loyalty other than to play where they can win something. That means they're just as aware of other stations as mine.

HAVE YOU EXPLORED THE CONCEPT OF HOW THE FINGERPRINT SYSTEM CAN IDENTIFY WHERE THE CLUSTERS ARE CREATING BRAND LOYALTY?

I think there's some validity to it, but I also think it's more of an outdoor advertising or marketing thing that you can do off the air. You can always increase your ads in areas you're strong in or saturate an area where there are a lot of Top40 listeners who may not be aware of your station. Hopefully it'll cause some sort of bump in your ratings at least in brand loyalty. I think that's one of the things Fingerprint has shown that it's real important to be #1 in the brand.

BRIAN WHITE

PD, FM102 - Sacramento

No we're not currently doing one. I really haven't thought about it lately either, but it sounds interesting. Of course we use the traditional ways to increase audience awareness through actual on-air exposure and outside promotions in the marketplace. We're very visible in the marketplace, probably as visible a station as you could find anywhere, and then we use extensive television towards our target demo. A newsletter is a new idea for me and I have yet to use anything of that nature, but I'm certainly not close-minded. I will certainly search out the opportunities to see if one would work for me.

DAN ACREE

Publisher, Promotion & Marketing Monthly, N. California
(415) 676-7881

I think if you have a huge budget for television and outdoor, and also have access to those mediums, than that's great. In many markets today there isn't the access to outdoors that there was ten years ago because of new municipal rules and billboards are coming down all across the country for environmental reasons. That's a real problem in some markets, especially where I am, so you'd better find some other ways to market to the consumer base. If you do direct mail right, meaning a newsletter project, it can be very effective for you. It's not a scattered-gun approach. The programmers who get ahead of the pack will figure out ways to promote off-air. Using newsletters and databases are some ways to do that. If one of your clients is a sporting goods store, you can help them out by using your database to mail out VIP invitations for the sale. That way you don't have to use up a lot of air time - you can alert listeners to a special promotion and make the sponsor happy too. You use your mailing list at the same time to reinforce things that are going on the air and things that aren't happening on the air. If you're able to tap into your retail clients' database, do it. That way you can acquire new names and people who haven't listened to you. Make that trade.

ONE OF THE BIGGEST FEARS IS THE COST?

That's one small thing. It's like anything else, if you're going to make a commitment to it you'd better know what it's going to cost. The postage is the primary overhead because you can always find a merchant somewhere to sponsor it. Also, get a printer who's efficient, reliable and responsible because there are a lot of loose ends to keep track of. It can't be done in somebody's spare time - it's a major project if you're going to do it well. It's not cheap, but I'd say postage is your biggest cost. It's like a lot of advertising. Who knows whether it's really worth the effort? If a lot of people respond, you know it's working on some level.

YOU HAVE TO SIT DOWN AND SPEND THE TIME BRAINSTORMING SO YOU CAN COME UP WITH THE IDEAS THAT WILL HELP RADIO INTO THE '90s. THE SOAP AND SODA POP PEOPLE ARE SPENDING ENORMOUS DOLLARS, WHAT IS RADIO DOING?

It's really changing. For one thing, the age and experience of the marketing and promotional people is increasing: we're attracting more and more blue-chip marketers. The level of pay is amazing, as opposed to last year. They really do know a lot about in-house publishing, direct mail, how to buy and place media and creatively how to put it together, and they know a lot about retail synergy. Radio has a tremendous opportunity.

MARK DRISCOLL

OM, WIOQ - Philadelphia

That's been going on ever since I got into radio in 1967 where these little news magazines would insert call letters and the local disc jockeys would write little bits with pictures. But I never put much stock in it. If you really want to make an instant hit to your hot zips or central core audience areas, a real good direct mailing piece would be the thing to do. I don't think people get that involved with a newsletter. I wouldn't spend promotional dollars on that.

SHARON KENNEDY

Sales Manager, Data Express, Tallahassee, FL
(800) 359-5993 Fax (904) 386-3299

We're a newsletter publishing company. What we mainly do is publish newsletters for radio stations and also some peripheral companies like Turner Broadcasting. We get information from our radio station clients each month and we take their stories, promotions, and success stories and whatever they want to get out to their clients and we edit it, lay it out and do the design work. We fax them back a draft of the letter before it's printed so they can make corrections. We make the corrections and then we handle all the printing and mailing from their mailing list. We do that in a 6-day turnaround which is important because it's timely information that needs to get out there very quickly. We do this for 70 or 80 radio station clients around the country, and we've been doing this for almost four years now so we've gotten a lot of the bugs worked out of the system. We have people who work here who have journalism backgrounds so it's very matter of fact. It's written from a very strict straight point of view. If there's any kind of style you want, like a gossip column, we can do that too. We have clients who are on their fourth volume with us. That says more than anything about our effectiveness that people keep renewing with us.

WHAT ARE THE PROS AND CONS WHEN A STATION HAS TO DECIDE WHETHER OR NOT TO USE A NEWSLETTER? THEN IF THEY DO DECIDE TO

SHOOTING STAR

"TOUCH ME TONIGHT"

FROM THE ALBUM 'TOUCH ME TONIGHT'
THE BEST OF SHOOTING STAR



MAKE NO MISTAKE! THIS STAR IS GOING ALL THE WAY!

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92X (17-14)
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Z99 (Add)

93QID (Add)
KATM (19-15)
KDWZ (4-4)
KFRX (D#38)
KHSS (36-32)
KKXL (11-5)

KMOK (34-31)
KQIZ (37-34)
KQKQ (Add)
KQKY-FM (#10)
KSND (30-24)
KTAG (27-24)

KWTO (14-11)
KZZU (33-28)
MAX94 (#3)
OK95 (35-28)
WANS (Add)
WCIL (D#34)

WCLG (7-4)
WDBR (D#40)
WKFR (26-22)
WOKI (Add)
WOMP-FM (D#36)
WPXR (#4)

WRQK (6-3)
WVKZ (18-11)
Y104 (24-19)
Y97 (Add)
AND MORE.

ON YOUR DESK NOW!
FIRST ADDS NOV. 21.



"INSIDE OUT"
THE FIRST WORD IN ROCK!

ON ENIGMA RECORDS



"ARE YOU USING A NEWSLETTER TO MORE EFFECTIVELY MARKET YOUR RADIO STATION?"

DO ONE, THEY HAVE TO DECIDE WHETHER TO DO IT IN-HOUSE OR WITH A COMPANY LIKE YOURS.

To my thinking, it's the perfect kind of thing to farm out because there are so many different aspects of doing a newsletter. You could be a good writer and that doesn't mean you're going to know how to do a mailing system and get things out quickly so it will stay timely. You might be a good proofreader but that doesn't mean you have a good design sense so it will look professional. There are so many different steps in doing a newsletter that it's the perfect thing to farm out to specialist. It's sort of like you wouldn't want to do your own jingles in-house. You might have equipment, people that can sing but you're not going to be able to do it the same way as a service which does that for a living. We have a way of correcting all the zip codes before they go out in the mailing. That's an important aspect of our service. Also, we've got it more organized than station hands. Their job is to pull in ratings, not to write and edit news. Most importantly, it's affordable for stations in smaller markets.

DO YOU CREATE ANY OF THE GUTS OF THE NEWSLETTER FOR YOUR CLIENTS?

We do come up with creative ideas. Sometimes we'll have someone call up and tell us they want to put a coupon in and ask if we could do some kind of graphic. We have the capability to add illustrations and stories. There's a lot we can do and we pride ourselves in being flexible to what the client wants. We want to get the newsletter as close to what they exactly want.

IS IT PRICED ACCORDING TO THE MARKET?

No, the newsletter that's produced for New York costs the same as New Haven. We put the same amount of work into every newsletter as the price stays consistent.

DO YOU JUST DO NEWSLETTER OR DO YOU ALSO PUT OUT OTHER TYPES OF DIRECT MARKETING FOR RADIO STATIONS?

We also market a product called Radio Ammo. This isn't really direct marketing because this is just a one shoot which goes straight to the station and then they take it out. It's beautiful stuff called Radio Ammo all on four color photography and on specific categories. There's one that's all on automotive, which includes research on car washes, automobiles and everything related to that business. It'll be personalized to your station's format and demo. This is a brand new product for us which is a market exclusive product. We've had a lot of good response on that too.

DAVE ROBBINS

PD, WNCI - Columbus

Yes we are currently using a newsletter which goes out once a month. It includes all of the information about the jocks, the morning show, the morning show's band and we send it to major clients, major record store accounts so they have a good feeling for what's going on at the radio station. It's all part of the package of the image that you produce in your market to be #1. It projects a #1 image because here's this radio station that's putting out a great classy piece every month that tells you what's happening.

DO YOU DO IT IN-HOUSE OR DO YOU USE A SERVICE?

We lay it out ourselves, and then after we lay it out, we send it to a printing company. Then we shoot it out to our 600 to 800 core listeners.

HOW DEEP SHOULD WE TAKE THIS MARKETING CONCEPT BECAUSE YOUR GOAL IS TO IDENTIFY THE CLUSTERS IN EACH MARKET BY ZIP CODE AND TRY TO BUILD THE CUME AND DEVELOP BRAND LOYALTY?

The way to develop brand loyalty is much the same as the way Ford, Coca-Cola, and IBM developed brand loyalty: through customer service. If you do a research product or build a database like we have, you can access this database at any time and talk to any of your listeners. We could send a birthday card to our listeners because we know when their birthday is and what they do for a living. When you know that kind of information you can't help but apply it properly.

K.C. ENDSLEY

Managing Editor, Tune-In Publications, Houston
(713) 444-8036

The types of publications we provide to radio stations are of national quality and scope as far as entertainment coverage. The publications we offer are broken down into generic styles that will translate into a radio station format. For example, we

have Tune-In Magazine which is formatted for Country music stations, Rhythm & News formatted for Urban stations, we have our new FM which stands for Face The Music which is an AOR slick magazine style. Then we have Airplay which is our Top40 oriented publication. The way these are targeted is the same way a radio station is targeted. The artists we put on the cover and interview inside are the artists found on the playlists of those stations. It allows the station to more closely identify with the music because these are music stations and their music playlist is their identification to their listener. It shows they are the music leader in their market because they not only play the music but they also have interviews with the artists. The more listeners know about the artists they hear, the stronger the bond is and the greater the loyalty. The nice part about a promotion like this is that of course we do look at this as a radio promotion, but on the other hand because it's an additional advertising vehicle, the stations get a number of pages within the magazine which is customized locally including the cover with their logo. They could put promotion news, contest winners' pictures, community involvement activities, special events, air personality photos along with profiles. The more a listener feels he knows the jock, the better the link. That way when the voice comes across the speaker, a visual image pops up in that person's mind. The loyalty factor is increased tenfold. We've found a lot of stations that have been effectively including print advertising with their on-air sales packages. They sell and air schedule and include an ad in their publication with that, it ups the amount of the sale they get. Obviously the sales managers and bottom line oriented folks at the station are happy to see that when it happens. It's a win-win situation.

DO YOU DO NEWSLETTERS TOO?

Instead of a newsletter, we put out a magazine, designed specifically for the individual format of the station. Our publication works because it's attractive, informative and can be used in a number of different ways. Again, it seems to increase that important three-way link between station, artist and listener.

WHAT DOES THE MAGAZINE INCLUDE?

There's the four color photo of the artist on the cover, the station's call letters at the top of the publication and in some cases in two different places on the cover. The things we're most noted for are the artist interviews and profiles. We do have our own editorial department. It's not canned features directly from the record companies. We have an editorial staff and we engage freelance writers and rock writers from around the country to provide the interviews. We also have record reviews, and a page on film or video reviews. It's a well-rounded publication. It's also user friendly. Each station gets four pages inside the cover to use as they like. They can publicize whatever they like be it local advertising, promotions or whatever.

IS THIS A VERY EXPENSIVE PROPOSITION FOR A STATION TO LAUNCH THIS PROGRAM?

It's not really expensive at all. The Rock magazine is a slick magazine and anybody who knows the price of printing knows it's a lot more expensive to do it that way as opposed to a newsprint style. The Top40, the Country and the Urban magazines are very affordable generally because we provide all production and printing. We have stations that literally send us their information on napkins and we've produced ads that are top quality professional graphics. That's all included. Generally for about ten thousand copies of one of those publications it's in the ballpark of 2500 to 3000 dollars a month. And of course our clients can sell advertising, so if they're out there hustling, they can make a nice profit. And of course higher circulation is available and the higher the circulation the less costly per thousand it becomes. We have stations doing 50,000 magazines in their markets.

DO THE STATIONS GIVE AWAY THESE MAGAZINES FREE TO THEIR LISTENERS?

Yes they do. They're distributed in a number of ways. Generally they'll make agreements with retail chains, record stores, convenience stores and grocery stores. They'll provide the publication to those operations and distribute them to the various locations. In return for that they'll sometimes get advertising and radio plugs. Generally the stations will promote the magazine throughout the month on the station with live liners and recorded spots telling where they can pick up their latest copy. A distribution deal then becomes a sales deal and you're creating more business relationships because now you've got your magazines in a hundred Safeway locations, and you're promoting Safeway on the air, and in return for that Safeway is distributing your magazine and undoubtedly buying an air schedule. There's a lot of inter relationship between both the station and the listeners and the station and their client that are created, extended and strengthened through this type of activity. Call me at (713) 781-0781 if you need any more information.

Janet Jackson

"RHYTHM NATION"

Produced by Jimmy Jam & Terry Lewis **HITMAKERS MAINSTREAM TOP40 CHART: 24-16**

HITMAKERS URBAN TOP40 CHART: 10-6



Z100 (29-26)
KIIS-FM (26-22)
POWER106 (35-31)
B96 (30-16)
KMEL (21-12)
X100 (25-18)
EAGLE106 (25-22)
WUSL (28-22)
100.3JAMZ (9-6)
Y95 (30-21)
WXKS-FM (23-20)
WZOU (30-24)
Q107 (22-18)
WAVA (D#26)
WPGC (24-21)
ENERGY96.5 (31-27)

KISS98.5 (8-6)
KKBQ (D#30)
KRBE (26-21)
HOT105 (D#30)
POWER96 (35-29)
POWER99 (31-25)
WBLI (30-27)
KPLZ (31-22)
KUBE (27-22)
KBQ (24-16)
Q106 (21-18)
KDWB-FM (24-19)
WLOL-FM (29-24)
B94 (28-23)
KEZY (30-24)
Q105 (D#24)

HOT92FM (D#28)
WPHR (33-29)
KKFR (30-20)
KOY95 (28-25)
KS104 (25-22)
Y108 (26-19)
KKRZ (23-13)
HOT102 (36-30)
PRO-FM (35-28)
KROY (15-14)
Q102 (28-24)
WGH (23-20)
KITV (32-25)
KSAQ (39-30)
KTFM (20-15)
HOT94.9 (15-13)

KCPX (D#32)
KISN (D#37)
MAJIC102 (27-21)
WKSE (D#28)
KC101 (D#22)
WKSS (34-24)
WTIC-FM (29-10)
FM100 (D#29)
Z98 (28-23)
MIX105.1 (27-22)
Y106 (28-20)
98PXY (19-14)
KJ103 (D#24)
WDJX (D#29)
WKSI (38-28)
AND MORE.

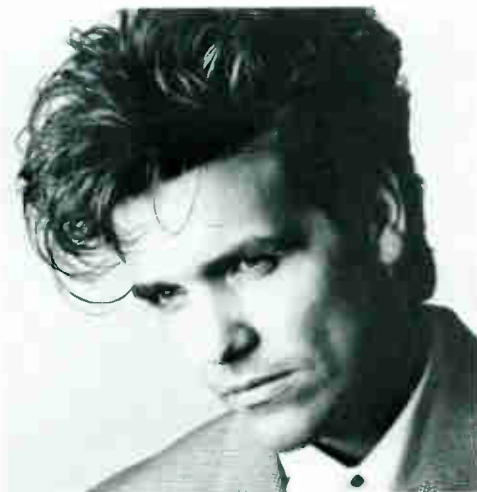
Michael Damian

"WAS IT NOTHING AT ALL"

Produced by Larry Weir, Michael Damian & Tom Weir



A HITMAKERS HITBOUND!



KRBE (Add)
KUBE (12-11)
WLOL-FM (14-12)
HOT92FM (34-26)
KS104 (Add)
Y108 (14-6)
KKRZ (28-22)
WKTJ (D#23)
Q102 (33-29)
KSAQ (D#39)
KCPX (Add)
KISN (21-14)

WTIC-FM (17-15)
WCKZ-FM (Add)
FM100 (26-22)
MIX105.1 (24-21)
WDJX (Add)
WKZL (30-27)
95XIL (Add)
KAGO (36-32)
KBTS (22-18)
KHOK (28-23)
KISR (D#34)
KKRD (D#32)
KKSS-FM (Add)

KLAZ (29-25)
KMOK (25-22)
KOKZ (Add)
KQCR (37-32)
KRNQ (13-10)
KSND (D#35)
KTDR (D#39)
KWTX-FM (39-36)
KYVA (D#29)
KZOU (20-17)
OK95 (24-21)
Q124 (40-35)
SLY96 (D#36)

WAZY (Add)
WBNQ (31-28)
WCIL (Add)
WERZ (39-32)
WFLY (38-33)
WKEE (Add)
WKQB (Add)
WLRW (Add)
WPFM (25-22)
Z104 (Add)
ZFUN106 (Add)
AND MORE.

Seduction

"TWO TO MAKE IT RIGHT"

Produced by David Cole & Robert Clivilles for Cole/Clivilles Ent.



HITMAKERS MAINSTREAM TOP40 CHART: NEW44

HITMAKERS URBAN TOP40 CHART: 28-18

HOT97 (35-30)
WPLJ (24-21)
POWER106 (34-29)
B96 (32-29)
KMEL (14-9)
WIOQ (12-9)
100.3JAMZ (24-20)
WXKS-FM (Add)
WZOU (Add #31)
KKBQ (D#26)
KRBE (D#29)

POWER96 (D#35)
POWER99 (D#27)
Q106 (20-13)
KKFR (25-18)
Y108 (Add #29)
HOT102 (26-17)
HOT97.7 (26-21)
KWSS (D#30)
KROY (Add #30)
WNVZ (Add)
KITV (24-21)

KTFM (28-24)
MAJIC102 (Add)
KC101 (30-24)
WKSS (D#28)
WTIC-FM (35-29)
Z98 (27-24)
Y107 (Add)
KJ103 (Add)
WKZL (Add)
AND MORE.

MAJIC102



RECORDS

1 ◇ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE ◇ (212) 840-1035
 ADDS: BABYFACE (#31), QUINCY JONES, MICHAEL RODGERS, MARCIA GRIFFITHS,

WPLJ • PD: GARY BRYAN / MD: MIKE PRESTON ◇ (212) 613-8900
 ADDS: ROD STEWART (#25), CHER (#29),

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ◇ (212) 239-2300
 ADDS: LINDA RONSTADT (#28), SKID ROW (#29),

2 ◇ Los Angeles

KIIS-FM • PD: GERRY DeFRANCESCO / MD: BRIAN BRIDGMAN ◇ (213) 466-8381
 ADDS: NO ADDS THIS WEEK,

KROQ • PD: ANDY SCHUON / ASST. PD/MD: OPEN ◇ (818) 567-1067
 ADDS: THE LIST IS FROZEN THIS WEEK,

PIRATE RADIO • PD: SCOTT SHANNON / MD: STEVE HOFFMAN ◇ (213) 469-1631
 ADDS: AEROSMITH, MOTLEY CRUE, ROD STEWART,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ◇ (818) 953-4200
 ADDS: FINE YOUNG CANNIBALS, PARIS BY AIR,

3 ◇ Chicago

B96 • PD: BUDDY SCOTT / MD: PAUL DONOVAN ◇ (312) 944-6000
 ADDS: SHANA, BABYFACE, MADONNA, KEVIN PAIGE, BILLY JOEL,

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS ◇ (312) 861-7959
 ADDS: PRINCE w/Sheena Easton (#28), ROD STEWART (#30),

Z95 • PD/MD: BRIAN KELLY ◇ (312) 984-0890
 ADDS: LOU GRAMM, SOUL II SOUL,

4 ◇ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ◇ (415) 391-1061
 ADDS: TONY LEMANS (#26), ANGELA WINBUSH, PHIL COLLINS, D'MOB,

LIVE105 • PD: RICHARD SANDS / MD: STEVE MASTERS ◇ (415) 626-1053
 ADDS: THE PRIMITIVES (#29), A FLOCK OF SEAGULLS (#30),

X100 • PD: BILL RICHARDS / MD: GENE BAXTER ◇ (415) 362-8800
 ADDS: JAYA (#22), NEW KIDS ON THE BLOCK (#27), YOUNG MC (#28), QUINCY JONES, JOE COCKER,

5 ◇ Philadelphia

EAGLE106 • PD: OPEN / MD: JAY BEAU JONES ◇ (215) 667-3939
 ADDS: SHANA (#26), ROD STEWART (#27), SKID ROW (#29), HOOTERS (#30),

WIOQ • PD: ELVIS DURAN / MD: FRANK CERAMI ◇ (215) 667-8100
 ADDS: REDHEAD KINGPIN, HI IMPACT, PARIS BY AIR, CHRISTOPHER MAX, SOUL II SOUL (#13), BILLY JOEL (#26), PHIL COLLINS (#28), BAD ENGLISH (#30),

WUSL • PD: DAVE ALLAN / MD: JOHN MONDS ◇ (215) 483-8900
 ADDS: TEMPTATIONS, BY ALL MEANS, BISMARCKIE,

6 ◇ Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE ◇ (313) 967-3750
 ADDS: ROD STEWART, TOM PETTY, ELTON JOHN, HOOTERS,

THE FOX • PD: CHUCK BECK / ASST. PD/MD: JOHN MCFADDEN ◇ (313) 398-1100
 ADDS: PHIL COLLINS, BON JOVI,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ◇ (313) 871-3030
 ADDS: NO ADDS THIS WEEK,

7 ◇ Dallas

100.3JAMZ • PD: ELROY SMITH / MD: CAROLYN ROBBINS ◇ (214) 348-3800
 ADDS: BABYFACE, JAYA (#30), BOBBY BROWN, QUINCY JONES, ANGELA WINBUSH, ROB BASE, NEW KIDS ON THE BLOCK, NENEH CHERRY, PRINCE, STEVIE B, SAFIRE,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL ◇ (214) 869-9700
 ADDS: ROD STEWART, MOTLEY CRUE, MICHAEL MORALES,

Y95 • PD: CHARLIE QUINN / MD: MIKE EASTERLIN ◇ (214) 263-3695
 ADDS: BELINDA CARLISLE (#25), TESLA, BABYFACE,

8 ◇ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA ◇ (617) 396-1430
 ADDS: NEW KIDS ON THE BLOCK, ROD STEWART, SEDUCTION, AEROSMITH, CHRISTOPHER MAX, BONNIE RAITT,

WZOU • PD: STEVE RIVERS / MD: OPEN ◇ (617) 267-9090
 ADDS: TAYLOR DAYNE (#28), ROLLING STONES (#29), ROD STEWART (#30), SEDUCTION (#31), BY ALL MEANS,

9 ◇ Washington, DC

Q107 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ◇ (202) 686-3252
 ADDS: ROD STEWART (#26), KEVIN PAIGE (#27), TECHNOTRONIC (#28), JOE COCKER (#29), SARAYA (#30),

WAVA • PD: MATT FARBER / MD: DAVE ELLIOT ◇ (703) 534-0320
 ADDS: ROD STEWART (#28), TECHNOTRONIC (#29), SKID ROW (#30),

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. ◇ (301) 441-3500
 ADDS: SHARON BRYANT, SKYY, ROB BASE, YVONNE,

10 ◇ Houston

ENERGY96.5 • PD: STEVE SMITH / MD: MICHAEL NEWMAN ◇ (713) 790-0965
 ADDS: THE COVER GIRLS, BABYFACE, KON KAN,

KISS98.5 • PD: STEVE HEGWOOD / MD: TERRI WEBER ◇ (713) 622-0010
 ADDS: REGINA BELLE (#21), SYBIL (#25), ROB BASE (#27), SALT 'N PEPA (#29),

KKBQ • PD: RANDY BROWN / MD: JOHN COOK ◇ (713) 961-0093
 ADDS: THE BIG SUPREME, ROD STEWART, JODY WATLEY, MADONNA, XYMOX, TEARS FOR FEARS, THE COVER GIRLS,

KRBE • PD: ADAM COOK / MD: CHERYL BROZ ◇ (713) 266-1000
 ADDS: MICHAEL DAMIAN, MICHAEL MORALES, POCO, TOM PETTY, SKID ROW (#25), NEW KIDS ON THE BLOCK (#30),

11 ◇ Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE ◇ (305) 445-5411
 ADDS: REGINA BELLE, STEPHANIE MILLS, TEMPTATIONS, REDHEAD KINGPIN, YOUNG MC,

POWER96 • PD: BILL TANNER / MD: [OPEN] ◇ (305) 653-6796
 ADDS: B52'S (#32), BAD ENGLISH (#34), BREEZY BEAT MC, EXPOSE, CHICAGO, SKYY,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ◇ (305) 925-7117
 ADDS: ROD STEWART (#25), JODY WATLEY (#30),

12 ◇ Atlanta

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

POWER99 • PD: RICK STACY / ASST. PD/MD: STEVE WYRSTOK ◇ (404) 266-0997
 ADDS: NEW KIDS ON THE BLOCK, SYBIL, JOE COCKER, ROD STEWART,

13 ◇ Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL ◇ (516) 732-1061
 ADDS: PAUL CARRACK, LOU GRAMM, ROD STEWART, MICHAEL BOLTON,

14 ◇ Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN ◇ (206) 223-5700
 ADDS: TOM PETTY, MOTLEY CRUE, TEARS FOR FEARS, ROD STEWART, SOUL II SOUL,

KUBE • PD: TOM HUTYLER / MD: RANDY IRWIN ◇ (206) 322-1622 ADDS: PAUL CARRACK, ROD STEWART, MOTLEY CRUE, POCO, CHER (#24), LOU GRAMM (#29), TECHNOTRONIC (#30),

15 ◇ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ◇ (314) 644-1380
 ADDS: ROD STEWART (#25), SHOOTING STAR, BABYFACE, ERIC CLAPTON, MICHAEL BOLTON,

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT ◇ (314) 727-6500
 ADDS: ROD STEWART, MOTLEY CRUE,

16 ◇ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ◇ (619) 292-7600
 ADDS: MILLI VANILLI (#20), BEACH BOYS (#27), ROD STEWART (#31),

Q106 • PD: GARRY WALL / ASST. PD/MD: KEVIN WEATHERLY ◇ (619) 565-6006
 ADDS: TONY LEMANS (#29), YOUNG MC,

17 ◇ Baltimore

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

18 ◇ Minneapolis

KDWB-FM • PD: BRIAN PHILIPS / MD: MR. ED LAMBERT ◇ (612) 340-9000
 ADDS: ROD STEWART, LINDA RONSTADT, POCO,

WLOL-FM • PD: GREGG SWEDBERG / MD: P.J. OLSEN ◇ (612) 340-9565
 ADDS: LINDA RONSTADT, ROD STEWART, JOE COCKER, CHER,

19 ◇ Pittsburgh

B94 • PD: CLARKE INGRAM / MD: LORI CAMPBELL ◇ (412) 381-8100
 ADDS: JOE COCKER, JODY WATLEY, ROD STEWART,

WNRJ • PD: DAVE LoBROZZI / ASST. PD/MD: RICH ANTON ◇ 412-362-2144
 ADDS: SKID ROW, NEW KIDS ON THE BLOCK,

20 ◇ Anaheim

KEZY • PD: CRAIG POWERS / MD: OPEN ◇ (714) 774-9600
 ADDS: PAUL CARRACK, JOE COCKER, KIX, NEW KIDS ON THE BLOCK (#27), YOUNG MC (#30),

21 ◇ Tampa

Q105 • PD: RANDY KABRICH / MD: BOBBY RICH ◇ (813) 287-1047
 ADDS: ROD STEWART, QUINCY JONES,

22 ◇ Cleveland

HOT92FM • PD: TOM KENT / MD: MIKE GALLAGHER ◇ (216) 371-3534
 ADDS: SOUL II SOUL, SURVIVOR, ROLLING STONES, MICHAEL BOLTON,

WMMS • PD: RICH PIOMBINO / MD: BRAD HANSON ◇ (216) 781-9667
 ADDS: AEROSMITH (#30), TEARS FOR FEARS, ROD STEWART, POCO,

WPHR • PD: CAT THOMAS / MD: ED BROWN ◇ (216) 348-0108
 ADDS: ROD STEWART, QUINCY JONES, NEW KIDS ON THE BLOCK, POCO, BONHAM,

23 ◇ Phoenix

KKFR • PD: RON PARKER / MD: JIM MORALES ◇ (602) 258-6161
 ADDS: QUINCY JONES, FINE YOUNG CANNIBALS, THE CURE,

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ◇ (602) 258-8181
 ADDS: ROD STEWART, TECHNOTRONIC, BABYFACE, THE CURE, NEW KIDS ON THE BLOCK (#27), MADONNA (#28), MICHAEL BOLTON (#29),

KZZP • PD: BOB CASE / MD: MICHELLE SANTOSUOSSO ◇ (602) 964-4000
 ADDS: LOU GRAMM, ROD STEWART, TOM PETTY,

24 ◇ Denver

KS104 • PD: DAVE VAN STONE / MD: CINDY ROSE ◇ (303) 427-7700
 ADDS: MICHAEL DAMIAN, CHUNKY A,

TINA TURNER "STEAMY WINDOWS"

ONE OF HITMAKERS TOP ADDED THIS WEEK WITH 47 ADDS!
RADIO AGREES: "STEAMY" is better than "THE BEST" and that went Top 15!! Most added second Week!! 16 AOR adds!! Video 5 star rotation VH1- added MTV!! This is the hit that radio wanted!! Twenty debuts first week!!



HITMAKERS ROCK TOP40 CHART: NEW45

RADIO: Why is Capitol Records so committed to breaking

THE SMITHEREENS ???

1. Because THE SMITHEREENS are a Top 5 record at AOR.
2. Because THE SMITHEREENS are a Top 5 record at alternative.
3. Because THE SMITHEREENS sell - Last album sold 350,000 units. This album at 200,000 in two weeks.
4. Because THE SMITHEREENS are a butt-kicking fun live band who sell out 200 dates a year.
5. Because THE SMITHEREENS video goes into active rotation on MTV.
6. Because JOHN FAGOT is one psychotic mother for ya.

RADIO: CAPITOL WILL BREAK THE SMITHEREENS !!!



Management by Freddy DeMarr and Burt Stein for the Demarr entertainment co.
Produced by Ed Stasiom

GREAT WHITE "ANGEL SONG"

HITMAKERS MAINSTREAM TOP40 CHART:NEW39

HITMAKERS ROCK TOP40 CHART:12-8

All this record does is perform!! R&R chart 36*-34*!! MTV heavy rotation!!

Bust some moves: KBEQ (ADD) WZPL (ADD) 92X (#3) KRBE (13-10) KISN (31-23)

KXXR(13-10) WKBQ (33-29) WMMS (27-22) KATM (8-4) KDWZ (7-5) KEGL (17-15)

95XIL (30-26) KFMW (29-25) KLYV (23-18) KQIZ (35-28) KTMT (22-16) KTXV (31-25)

OK95 (5-3) Q104 (6-5) SLY96 (37-30) WNYP (22-10) WANS (33-27) WAYS (31-27) WERZ (36-29) WGTZ (28-

19) WGH (10-9) WHTO (25-19) WIBW (35-30) WIXX (16-12) WKDD (19-14) WKRZ (39-34) WLRS (8-5)

WPFM (8-7) WQUT (8-7) WSSX (23-19) WTBX (26-18) WVBS (19-15) WWCK (29-23) Y108 D#28 Z106 (20-8)

ON:PIRATE, KUBE, WHYT



FEVER MANAGEMENT
PO BOX219 YONKERS,
NEW10710

COVER GIRLS "WE CAN'T GO WRONG"

Major double digit adds out-of-the-box!!

KITY-BOOM!! KKBQ-BOOM!! KNRJ-BOOM!!

HOT97.7-BOOM!! KTFM-BOOM!! WTIC-BOOM!!

WCKZ-BOOM!!

Try some early believers: **KKMG, POWER98,**

KTMT, KEZB, KZZB, B95, KDON, KZFM,

I94, WFME.

BONNIE RAITT "NICK OF TIME"

750,00 ALBUMS SOLD -

100 CITY TOUR SOLD OUT -

4 VIDEOS IN 5 STAR ROTATION -

SUNNY JOE BELIEVES: ADD WXKS - BOSTON



Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ◊ (303) 989-1075
 ADDS: SEDUCTION (#29), BABYFACE (#30), MADONNA, QUINCY JONES, MICHAEL MORALES, SKID ROW,

25 ◊ Portland

KKRZ • PD: MARK CAPPS / MD: CONNIE BREEZE ◊ (503) 226-0100
 ADDS: JIVE BUNNY & THE MASTERMIXERS, ROD STEWART, SYBIL, TECHNOTRONIC,

KXYQ • PD: JIM RYAN / MD: OPEN ◊ (503) 226-6731
 ADDS: MOTLEY CRUE, AEROSMITH, ROD STEWART, TEARS FOR FEARS, TINA TURNER,

26 ◊ Milwaukee

HOT102 • PD: RICK THOMAS / MD: DANA LUNDON ◊ (414) 785-1021
 ADDS: PARIS BY AIR (#39), ROD STEWART (#40),

WKTI • PD: TODD FISHER / ASST. PD/MD: DANNY CLAYTON ◊ (414) 332-9611
 ADDS: TAYLOR DAYNE, JODY WATLEY,

27 ◊ Kansas City

KBEQ • PD: KEVIN KENNEY / ASST. PD/MD: JON ANTHONY ◊ (816) 531-2535
 ADDS: GREAT WHITE, ROD STEWART, SOUL II SOUL,

KXXR • PD: GARY FRANKLIN / MD: MARK CRUZ ◊ (816) 421-1065
 ADDS: ROD STEWART, TEARS FOR FEARS, AEROSMITH, UNDERWORLD, MOTLEY CRUE (#39),

28 ◊ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ◊ (401) 433-4200
 ADDS: SARAYA, QUINCY JONES, LINDA RONSTADT, YOUNG MC,

29 ◊ San Jose

HOT97.7 • PD: KEN RICHARDS / MD: JOHN CHRISTIAN ◊ (415) 948-0977
 ADDS: THE COVER GIRLS, PAULA ABDUL,

KWSS • PD: MARK ST. JOHN / MD: RICH ANHORN ◊ (408) 297-5977
 ADDS: ROD STEWART, PRINCE w/Sheena Easton,

30 ◊ Sacramento

FM102 • PD/MD: BRIAN WHITE ◊ (916) 920-1025
 ADDS: GAP BAND, PARIS BY AIR,

KROY • PD: SEAN LYNCH / ASST. PD/MD: THE ICEMAN ◊ (916) 446-5769
 ADDS: QUINCY JONES (#26), KIX (#27), BABYFACE (#28), YOUNG MC (#29), SEDUCTION (#30),

KWOD • PD: GERRY CAGLE / MD: ALEX COSPER ◊ (916) 929-5000
 ADDS: THE LIST IS FROZEN THIS WEEK,

31 ◊ Cincinnati

Q102 • PD: DAVE ALLEN / MD: BRIAN DOUGLAS ◊ (513) 763-5500
 ADDS: ROD STEWART (#32), SOUL II SOUL (#33), AEROSMITH (#34), TINA TURNER (#35),

WBLZ • PD/MD: TONY FIELDS ◊ (513) 321-8900
 ADDS: MICHAEL JEFFRIES, MILLI VANILLI, EU, CHUNKY A, AFTER 7, DENIECE WILLIAMS, NEWKIRK, JAMES INGRAM, RENA SCOTT,

32 ◊ Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU ◊ (804) 826-1310
 ADDS: PRINCE w/Sheena Easton (#23), JOE COCKER (#24), TECHNOTRONIC,

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ◊ (804) 497-1067
 ADDS: ROD STEWART, BABYFACE, HOOTERS, SEDUCTION, MARCIA GRIFFITHS,

33 ◊ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ◊ (714) 889-2651
 ADDS: ABSTRAC, JODY WATLEY,

34 ◊ Columbus

92X • PD: MARK TODD / MD: RICK CARTER ◊ (614) 221-7811
 ADDS: AEROSMITH, ROD STEWART, KISS,

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ◊ (614) 224-9624
 ADDS: DAVID & THE GIANTS (#21), CHICAGO (#22),

35 ◊ New Orleans

B97 • PD: BOB MITCHELL / MD: JOEY GIOVINGO ◊ (504) 581-7002
 ADDS: JOE COCKER (#30), ROD STEWART (#31), BABYFACE (#32),

36 ◊ San Antonio

KITY • PD: RICK UPTON / MD: OPEN ◊ (512) 225-5111
 ADDS: THE COVER GIRLS, SHARON BRYANT, BY ALL MEANS, CHRISTOPHER MAX, JOHNNY O (#35),

KSAQ • PD: LEO VELA / ASST. PD/MD: KATHIE ROMERO ◊ (512) 271-9600
 ADDS: BONHAM, DIVING FOR PEARLS, SARAYA, LENNY KRAVITZ, PARIS BY AIR, ROD STEWART (#38), TESLA (#40),

KTFM • PD: OPEN / MD: RICK HAYES ◊ (512) 655-5500
 ADDS: THE COVER GIRLS, ANGELA WINBUSH, PARIS BY AIR, LINDA RONSTADT (#30),

37 ◊ Indianapolis

WZPL • PD: SCOTT WHEELER / ASST. PD/MD: JOHN TROUT ◊ (317) 637-8000
 ADDS: GREAT WHITE (#24), KEVIN PAIGE (#28), JOE COCKER (#29),

38 ◊ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ◊ (801) 359-9536
 ADDS: BIG AUDIO DYNAMITE (#22), UNDERWORLD, CHRISTOPHER MAX,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: RAY KALUSA ◊ (801) 485-6700
 ADDS: ROD STEWART, SHOOTING STAR, MICHAEL DAMIAN, POCO, MICHAEL MORALES,

KISN • PD: GARY WALDRON / MD: BOB LaBORDE ◊ (801) 262-9797
 ADDS: TEARS FOR FEARS, ROD STEWART, TINA TURNER, POCO,

39 ◊ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ◊ (716) 876-0930
 ADDS: SYBIL, SEDUCTION, ROD STEWART (#25), MADONNA (#29), TOM PETTY (#30),

WKSE • PD: MIKE EDWARDS / MD: MIKE McGOWAN ◊ (716) 884-5101
 ADDS: MICHAEL BOLTON, TECHNOTRONIC, SHANA,

40 ◊ Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ◊ (203) 776-4012
 ADDS: ROD STEWART, TEARS FOR FEARS, LOU GRAMM, BABYFACE,

WKSS • PD: JEFFERSON WARD / MD: CADILLAC JACK ◊ (203) 249-9577
 ADDS: JOE COCKER, TESLA, JODY WATLEY, SHANA (#29), AEROSMITH,

WTIC-FM • PD: DAVE SHAKES / MD: MIKE WEST ◊ (203) 522-1080
 ADDS: ROD STEWART (#40), THE COVER GIRLS, SHARON BRYANT, BABYFACE,

41 ◊ Charlotte

WBCY • PD: FLEETWOOD GRUVER, III / MD: MIKE DONOVAN ◊ (704) 374-3774
 ADDS: THE LIST IS FROZEN THIS WEEK,

WCKZ-FM • PD: MARK SHANDS / MD: DON O'NEAL ◊ (704) 342-4102
 ADDS: RICHARD MARX (#38), MICHAEL DAMIAN, THE COVER GIRLS, PAJAMA PARTY, REDHEAD KINGPIN,

WROQ • PD: RANDY C. BLISS / MD: DWAYNE WARD ◊ (704) 392-6191
 ADDS: AEROSMITH (#35), MOTLEY CRUE, RUSH, ALLANAH MILES, ROD STEWART,

42 ◊ Memphis

FM100 • PD/MD: STEVE CONLEY ◊ (901) 726-0468
 ADDS: KIX, JOE COCKER, CHER, ROD STEWART,

Z98 • PD/MD: HOWIE CASTLE ◊ (901) 529-0098
 ADDS: BON JOVI, ROD STEWART,

43 ◊ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◊ (407) 788-1400
 ADDS: SHARON BRYANT, KASHIF, STEPHANIE MILLS, FREESTYLE, YVONNE, BISMARCKIE, CLAY D,

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◊ (407) 629-5105
 ADDS: DON HENLEY, ROD STEWART,

Y106 • PD: SHADOW STEVENS / MD: STEVE OCEAN ◊ (407) 339-1067
 ADDS: NEW KIDS ON THE BLOCK (#26), ROD STEWART (#30),

44 ◊ Monmouth-Ocean, NJ

WJLK-FM • PD/MD: RAY ST. JAMES ◊ (201) 774-7700
 ADDS: THE LIST IS FROZEN THIS WEEK,

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◊ (609) 597-1100
 ADDS: TOM PETTY, THE SMITHEREENS, GREAT WHITE, NEW KIDS ON THE BLOCK, PAUL CARRACK (#30),

45 ◊ Rochester

98PX • PD: TOM MITCHELL / MD: CHRIS LEARY ◊ (716) 325-5300
 ADDS: ROD STEWART, SHANA, KEVIN PAIGE, MICHEL'LE, KIX,

46 ◊ Nashville

Y107 • PD/MD: LOUIS KAPLAN ◊ (615) 256-6556
 ADDS: TOM PETTY, KISS, ROD STEWART, MICHAEL MORALES, NEW KIDS ON THE BLOCK, SEDUCTION, CHRISTOPHER MAX, POCO,

47 ◊ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◊ (405) 840-5271
 ADDS: SEDUCTION, SKID ROW, ROB BASE, ROD STEWART,

Z99 • PD/MD: BRETT DUMLER ◊ (405) 942-3399
 ADDS: TEARS FOR FEARS, ANGELA WINBUSH, CHUNKY A, JODY WATLEY, BONHAM, SHOOTING STAR,

48 ◊ Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS ◊ (513) 294-5858
 ADDS: JOE COCKER (#29), ROD STEWART (#30), MICHAEL BOLTON,

49 ◊ Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER ◊ (502) 589-4800
 ADDS: JOE COCKER, MICHAEL DAMIAN, TECHNOTRONIC, JIVE BUNNY & THE MASTERMIXERS,

WLRS • PD: LISA LYONS / MD: BRAD HARDIN ◊ (502) 585-5178
 ADDS: MOTLEY CRUE (#33), ROD STEWART (#34), SKID ROW, ACE FREHLEY, TOM PETTY,

50 ◊ Greensboro/Winston-Salem

WJMH • PD: CHRIS BAILEY / MD: KELLY MASTERS ◊ (919) 855-6500
 ADDS: SYBIL, ISLEY BROTHERS, CALLOWAY, RANDY JACKSON, YOUNG AND RESTLESS, TYLER COLLINS, SEDUCTION, CLUB NOUVEAU, THE COVER GIRLS, EU, ROB BASE, TEMPTATIONS,

WKSI • PD: DALE O'BRIAN / MD: GREG STEVENS ◊ (919) 275-9895
 ADDS: JIVE BUNNY & THE MASTERMIXERS (#40), KIX, ROD STEWART, AEROSMITH, POCO,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◊ (919) 759-2316
 ADDS: ROD STEWART (#31), JODY WATLEY, SEDUCTION,

Montreal, Canada

CKOI • PD: BOB LEBOURD / MD: GUY BROUILLARD ◊ (514) 766-2311
 ADDS: AEROSMITH, CHER, QUINCY JONES, ROD STEWART, LIZA MINILLI W/PET SHOP BOYS,

LENNY KRAVITZ

"Let Love Rule"

HITMAKERS ROCK TOP40 CHART: 41-39

A HITBOUND THIS WEEK!

KSAQ (Add) !!!

102QQ (D#30)

K106 (Add)

KPXI (Add)

KQIZ (Add)

MAX94 (Add)

WCLG (Add #19)

WDEK (Add)

WIGY (Add)

WRTB (Add)

WVKZ (37-27)

Z93 (Add)

and more

WIOQ (Add)

KNRJ (35-30)

HOT105 (Add)

WCKZ (Add)

KELY (Add) WIFX (Add)

WOVO (Add) and more

REDHEAD KINGPIN & THE F.B.I.

"Pump It Hottie"

NENEH CHERRY

"Heart"

From the album RAW LIKE SUSHI.

**ON YOUR
DESK NOW!**



When You Play It, Say It!



Bonhoo

"WAIT
FOR
YOU"

From the album
THE DISREGARD OF TIMEKEEPING

IS A MONSTER!

SUPER HOT ON MTV - MAJOR NORTH AMERICAN TOUR NOW UNDER WAY!

**HUGE
SALES!**

WMMS (26-15)
WPHR (Add)
KXYQ (25-21)
KXXR (11-8)
KSAQ (Add)
WROQ (33-29)
Z99 (Add)
WLRS (13-7)
100KHI (40-30)
95XIL (D#39)

G98 (D#34)
KEEZ (Add)
KELY (Add)
KHOK (Add)
KHSS (37-34)
KJLS (D#34)
KKEG (14-8)
KKXL (D#40)
KNIN (33-29)
KPXI (Add #39)
KQKY-FM (Add)

KRZR (D#28)
KSMK (29-24)
KSND (Add)
KTAG (Add)
KTDR (Add)
KTUX (D#35)
MAX94 (Add)
OK95 (D#31)
SLY96 (Add)
WAAF (9-9)
WCLG (14-11)

WDBR (Add)
WIFX (Add)
WKLQ (D#34)
WKOR (35-32)
WNYP (Add)
WOVO (Add)
WPFR (Add)
WRTB (Add)
WZZU (Add #34)
AND MORE.



RECORDS

WHEN YOU PLAY IT, SAY IT!!

Sharon Bryant

"Foolish Heart"

HITMAKERS

URBAN

TOP40

CHART:

NEW49



W I N G
RECORDS



**A HITBOUND
THIS WEEK!**

ON YOUR DESK NOW!!!

Pre-Out-Of-The-Box Stations...

WTIC!!! KITY!!! KMEL#27!!! HOT102#33!!!

WBLZ#13!!! 102JAMZ!!! WJMZ!!! WPGC!!!

KDON WWCK 93QID and more

FACES & FISHES



IT'S NO FISH TALE THAT OUR OWN PUBLISHER BARRY FIEDEL WON THE THIRD ANNUAL EAST-WEST FISHING TOURNAMENT LAST WEEK IN CABO SAN LUCAS. AS YOU CAN SEE, BARRY CAUGHT A BLUE MARLIN THAT WEIGHED IN AT 283 POUNDS! Pictured next to the poor fish are (l-r) Barry, DAVID CHACKLER-Sounds Of Film Ltd., WTG RECORDS SENIOR VP/GM JERRY GREENBERG

PICTURED HERE IS THE 220 POUNDER PULLED IN BY EPIC RECORDS PRESIDENT AND EXPERT FISHERMAN DAVE GLEW. DAVE CAME IN SECOND IN THE COMPETITION!

Pictured here (l-r) are BILLY CARLSON-Head East Coast Fish Maven, DAVE GLEW, BARRY FIEDEL, and kneeling at the feet of his masters is KENNY KOMISAR-West Coast Senior Director Of A&R at EPIC RECORDS. By the way, Barry and Dave were the only guys to catch marlin. Beginners luck, right?





PAUL CARRACK

"I Live By The Groove"

HITMAKERS MAINSTREAM TOP40 CHART: 49-38

HITMAKERS ROCK TOP40 CHART: 31-25

CASEY KEATING, PD/KPLZ "Showing excellent phones. There's a great demand for people to get into the groove!"

LYNDON ABELL, PD/KBQ "A great sounding, uptempo record good for all dayparts, sounds great on the air!"

BOB LABORDE, MD/KISN "The phones indicate this is an adult song! A good uptempo groove amidst the glut of ballads!"

PRODUCED BY
PAUL CARRACK, EDDIE
SCHWARTZ AND
T-BONE WOLK.

WRITTEN BY PAUL
CARRACK AND EDDIE
SCHWARTZ.

Q95 (16-13)

KEGL (14-12)

WXKS-FM (31-26)

KKBQ (D#29)

KRBE (25-22)

WBLI (Add)

KUBE (Add)

KBQ (19-15)

KHTK (29-25)

WLOL-FM (D#30)

KEZY (Add)

WMMS (D#19)

KKRZ (D#25)

WKTJ (D#21)

KXXR (35-32)

PRO-FM (D#32)

WNCI (11-10)

KSAQ (D#35)

WZPL (29-26)

KISN (33-29)

KC101 (D#30)

WTIC-FM (D#39)

WROQ (24-20)

MIX105.1 (18-14)

WJRZ (Add #30)

Z99 (12-10)

WKSI (34-29)

KCOI (37-33) and more



KEVIN PAIGE

"Don't Shut Me Out"

HITMAKERS MAINSTREAM TOP40 CHART: 23-20

HITMAKERS URBAN TOP40 CHART: #22

CO-PRODUCED BY
FRED MAHER AND
KEVIN PAIGE

B96 (Add)

Y95 (4-3)

WZOU (#14)

Q107 (Add #27)

ENERGY96.5 (#3)

POWER99 (13-10)

KPLZ (19-16)

KUBE (17-14)

KBQ (16-10)

WLOL-FM (12-7)

B94 (D#29)

WNRJ (23-18)

KKFR (14-12)

KOY95 (23-20)

KS104 (9-8)

KKRZ (15-12)

HOT102 (16-14)

WKTJ (10-9)

KBEQ (D#24)

PRO-FM (26-22)

KROY (13-13)

KITY (15-14)

KSAQ (12-8)

WZPL (Add #28)

HOT94.9 (21-18)

KCPX (39-33)

KISN (20-17)

MAJIC102 (23-16)

WKSE (D#30)

FM100 (7-6)

Z98 (#5)

Y106 (27-24)

WJRZ (D#25)

98PXY (Add)

Y107 (17-15)

WDJX (20-17)

WKSI (23-19)

and more



STAGE DOLLS

"Still In Love"

KXXR (26-23) WROQ (On)

KJLS (37-29) KKEG (20-16) KKRC-FM (6-5) OK95 (40-29) SLY96 (D#40)

Y104 (D#37) WSSX (On) KRZR (On) KZZU (On) KQIZ (On) WQID (On)

KWTX (On) WKFR (On) and more



PAT BENATAR

"One Love"

On...KXXR!!!

Watch for the Pat Benatar Special
on VH-1 This December!



Chrysalis®

When You Play It, Say It!

Produced by PETER COLEMAN &
NEIL GERALDO
Management: DANNY GOLDBERG for
Gold Mountain Entertainment

NEW RELEASES

ABSTRAC' "Right And Hype" (REPRISE)
NENEH CHERRY "Heart" (VIRGIN)
CHICAGO "What Kind Of Man Would I Be" (REPRISE)
COMPANY B "Boogie Woogie Bugle Boy" (ATLANTIC)
KON KAN "Move To Move" (ATLANTIC)
LOVERBOY "Too Hot" (COLUMBIA)

MAZE featuring FRANKIE BEVERLY "Silky Soul" (WARNER BROS.)
STEPHANIE MILLS "Home" (MCA)
EDDIE MONEY "Peace In Our Time" (COLUMBIA)
SCORPIONS "I Can't Explain" (MERCURY)
XYZ "Inside Out" (ENIGMA)

TUNA TALK

WARRANT RECENTLY TOOK CONTROL - SHOWN HERE KIDNAPPING KXXR'S NIGHT KILLER MARK CRUZ AND TAKING OVER THE STATION!



(L-R): KENNY RYBACK of the promotion department; ERIK TURNER of Warrant; JOE SCHULD of CBS Records; JOEY ALLEN and STEVEN SWEET of Warrant; fit to be tied MARK "CRUZZER" CRUZ, KXXR MD.

THANKS to WARNER BROS. Records promo ace GREG LEE for that GREAT ROD STEWART anthology! Four CDs of ROD's HITMAKING...! LOVE all you guys at WARNER BROS. Records - you're the BEST!!!

Just to clarify: GERRY DeFRANCESCO's official title is Station Manager for KIIS-FM, Los Angeles, and Executive VP/Programming for GANNETT Broadcasting. GERRY's official duties at KIIS-FM are programming with expanded responsibilities in the area of marketing.

WNCI's Music Director JOHN CLINE sez, "We were sitting with our VIRGIN Records rep and popped in what was supposed to be the latest Soul II Soul single. It turns out the CD was misprinted, and instead it was a full LP by a mystery group. DAVE ROBBINS and I were really struck by the sound of the sixth cut, so we did some investigating and found out the group was DAVID AND THE GIANTS. We put the cut, *Here's My Heart*, on the air and within three hours we received 300 calls - all positive! The band hails from Mississippi and the drummer is - get this - the former Little Ricky from *I Love Lucy*!" DAVE and JOHN have spread the word to all the Nationwide stations, so get ready!

CONGRATULATIONS to DANIEL GLASS and everyone at SBK Records on their first Gold record! TECHNOTRONIC *Pump Up The Jam* has pumped up the radio AND retail charts scoring the Gold medal! You may remember that the first mention of this record came off one of the HITMAKERS Conference Calls months ago.

THANKS to JOHN LANDER for calling me all the way from the Berlin Wall! (See story on page 3.)

DAVID NOLL, GM at EAGLE106, Philadelphia sez, "I'm not going to make a decision on the PD until the week after Thanksgiving!"

SHAZAM!!! L.A. RADIO Stretches out! Keep the radio on POWER106 and the TV on Channel 7 with Steve Edwards! Yes folks, HITMAKERS JAY THOMAS and MONICA BROOKS simulcast their morning show at POWER106 at 9:02 a.m. and did some GREAT bits with Steve Edwards. I've been saying for years to owners, general managers and program directors, as we head into the 1990s we must kill our fears and free our Creative Spirit! Why not think of simulcasting your morning show on local cable TV - food for thought!

THANKS to ENERGY96.5 PD STEVE SMITH for sending a cassette of their HOT new station promos! Who's voice is that STEVE???

Alright folks, check out that HOT MD in Dallas, CAROLYN ROBBINS! Our people say she's tough...meaning GREAT, of course!

Outstanding opportunity to join one of the highest rated Top40s in the country. Our afternoon drive personality is on his way to Houston - can you fill his shoes? Group owned station with state-of-the-art facilities in major college city. Rush T&R to: MATT McCANN, PD, WLRW, Box 3369, Champaign, IL 61826. EOE. No Calls please!

WMMS Cleveland PD RICH PIOMBINO sez, "WMMS is taking listeners to 'The Edge Of Rock N' Roll' with our new Sunday Night Line-Up! 'Scene Breakout' is now four hours long from 6-10 p.m. Hosted by MD BRAD HANSON and Scene Magazine's MARC HOLAN, the show features the best in new and alternative music."

JOHN GORMAN of GORMAN Media sez, "WRQK in Akron-Canton, OH has a new GM, LARRY GUTHROB, formerly Sales Mgr. of WMJI, Cleveland. Now the owner, JOHN EMBRESCIA, can concentrate on buying properties. The new PD at WAAF in Worcester-Boston is RON VALERI!"

KELLY & KLINE kicked off their new morning show at X100, San Francisco, recently coming from a seven year stint at KWSS in San Jose where they built the city's highest-rated morning show! PD BILL RICHARDS sez, "PETER B. COLLINS and MICHAEL KNIGHT did a great job for us but their 90-day interim contract expired, and through incredible timing, KELLY & KLINE became available! These guys belong on X100 because they are indeed totally outrageous!!!"

Could the new KRQ PD be coming in from the cornfields?

Changes at KJ103, Oklahoma City: new morning man is JIM 'CATFISH' PREWITT, former PD at HOT97.7 in San Jose; middays/production director is TOM WEST (from KCPX); and new promotions director is ANDY RUSSELL (from KNMQ).

Los Angeles POWER106 morning zookeeper JAY THOMAS survives Zamboni accident! POWER106 briefly mourned the quick and painless death of JAY THOMAS as Eddie Lebec in the NBC TV series *Cheers*. While appearing in an ice show, he was run over by a Zamboni machine. JAY THOMAS can now be seen as Jerry Gold, an ultra-conservative talk show host on CBS TV's *Murphy Brown*.

THANKS to VIRGIN Records JOHN BOULOS for the NENEH CHERRY t-shirts!!! You knew BIG TUNA's size or was that lovely LISA, the mystery girl? Eh, BOULOS? Send me some kibbee or fatayeh or bayouette - just kiddin' JOHN!

LYNNE ZALEWSKI, former afternoon newscaster at WIXX, Green Bay is on the loose looking for a morning news/sidekick gig. Call (414) 465-6553.

X102, Reno welcomes new morning guy ERIC SHAW!!!

MIKE CASPER sez, "I've got my new programming challenge that I've just accepted at KF95 in Boise ID! I'll be doing morning drive as well. It'll be a great challenge and a lot of hard work, but with the help of the great staff we can get to #1!!!"

DOUG DANIELS, competent program director and afternoon driver, is available for small to medium market opportunity! Interested parties can call DOUG at (614) 436-0113.

KZIO MD PAUL JOHNSON seques to KIKX, Colorado Springs for nights under PD JEFF DAVIS. KZIO PD JOHN MICHAELS is accepting T&Rs now at 1105 E. Superior, Duluth, MN 55802.

K104, Erie, PA welcomes BERNIE KIMBLE as the new Program Director and afternoon drive host! BOB MALLERY is now Corporate Director of Operations! GOOD LUCK to you both!

A special hello to my friend TAMRA GORMAN, lovely wife of CHRYSALIS VP/Promotion TOM GORMAN, who is at St. Joseph Hospital in great spirits waiting for their new arrival!

HAPPY BIRTHDAY to RCA Records' BUTCH WAUGH!!!

BIG TUNA TIP:

ABSTRAC' *Right And Hype* (REPRISE)
How can you go wrong with this Teddy Riley produced, all-female trio that captures the sound of the '90s in a single that fits into the Soul II Soul/Seduction genre. It's silky-smooth, infectious and perfect for Top40!

YOUNG MC

"PRINCIPAL'S OFFICE"

From the album Stone Cold Rhymin'
Produced, arranged and mixed by
Matt Dike and Michael Ross



A **HITMAKERS** HITBOUND THIS WEEK!

X100 (Add #28)

KNRJ (D#31)

HOT105 (Add)

KHTK (25-21)

Q106 (Add)

KBQ (14-8)

KEYZ (Add #30)

PRO-FM (Add)

KROY (Add #29)

HOT94.9 (16-12)

WMJQ (D#26)

Y107 (D#29)

HOT97 (On)

POWER96 (On)

KJMZ (#25)

HOT97.7 (#27)

KC101 (On)

WCKZ (On)

HOT107 (D#40)

KDON (13-10)

KFFM (Add)

KKSS-FM (D#23)

KMOK (Add)

KNMQ (30-23)

KQCR (7-7)

KYYA (Add)

KZOZ (D#38)

POWER94.5 (29-24)

WKEE (Add)

WLAN-FM (37-32)

WNOK-FM (Add #40)

WPXR (Add)

WQXA (D#28)

WRCK (Add)

WWHB (Add)

WERZ (On)

WCGQ (D#40)

WANS (On)

KBFM (On)

Y107 (D#29)

WWCK (25-18)

WMHE (E#34)

WRQN (On)

KKMG (On)

KIKI (#19)

WKPE (On)

KTXV (Add)

and more!



MARCIA GRIFFITHS

"ELECTRIC BOOGIE"

Steve Perun, PD, B104 - Baltimore

"A tune that has been huge in this area for months...I heard about the song just after I arrived here, and it's one of those records that comes around every now and then and really gets the ratings!"

Dave Ferguson, PD, at WPGC - Washington D.C.

"This song started about 8 or 9 months ago, burn't off, and now it's back as a power recurrent...You can't go anywhere in D.C. without seeing people doing the SLIDE!"

Beaver Cleaver, MD, WNVZ - Norfolk

"It went gangbusters this week - absolutely cooking! Bringing down the house in the clubs!"

Chris Bailey, PD, WJMH - Greensboro

"It works! The SLIDE is a way for adults to get out and dance! Requests are across-the-board!"

Steve Davis, PD, WRVQ - Richmond

"It's pulling Top 5 phones and single sales. After one week as an official add it's already a nighttime power force!"

Bill Shahan, PD, WVSR - Charleston, WV

"Island's got a winner! It's so different - you've gotta play it! The reaction's incredible!"

HOT97 (Add)

Q107 (26-21)

B104 (26-22)

WNVZ (Add)

WJMH (4-2)

Z106 (Add)

WVSR (Add)

WRVQ (33-19)

and more!



Paul McCartney

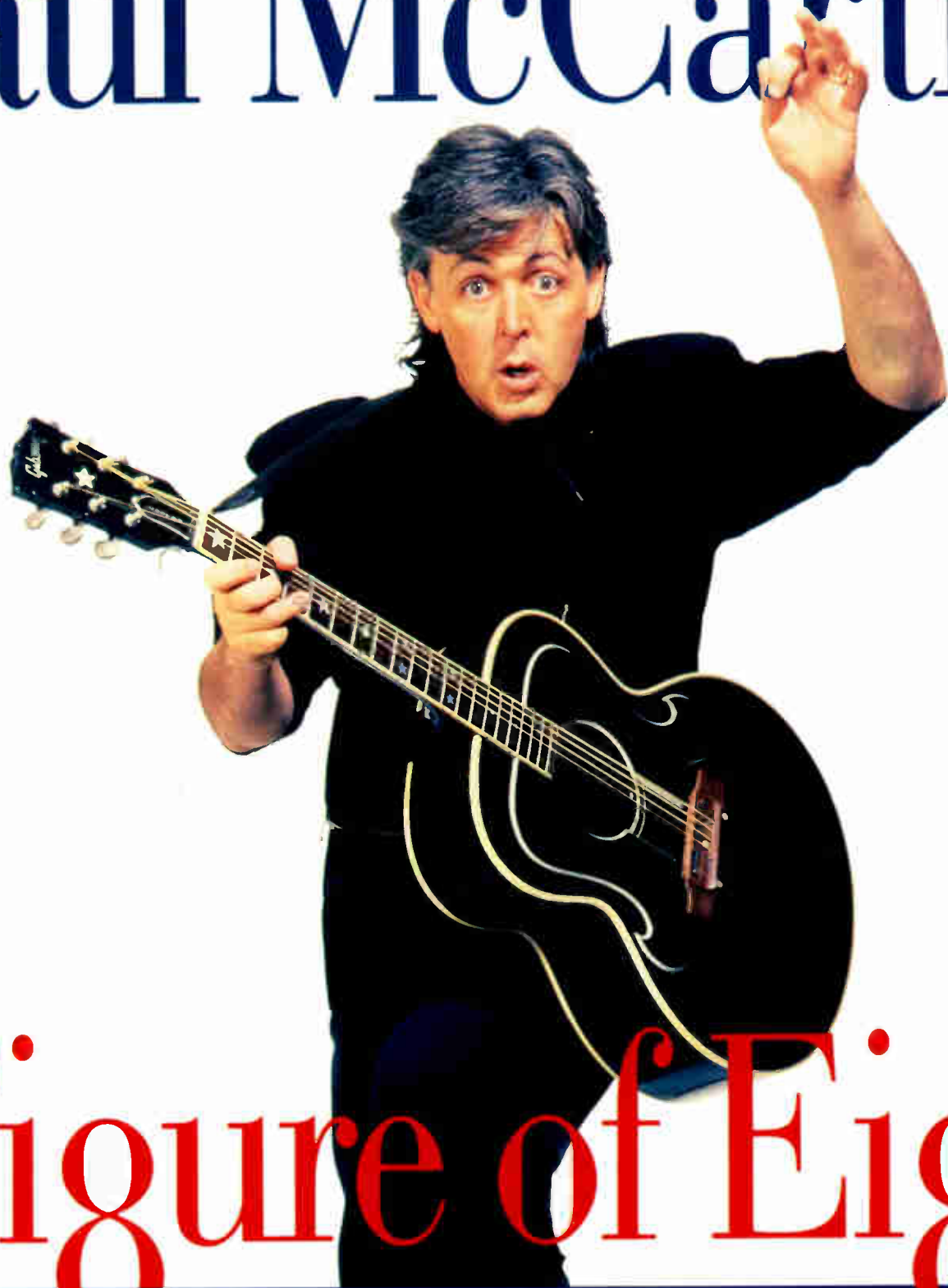


Figure of Eight

THE NEW SINGLE FROM THE "FLOWERS IN THE DIRT" ALBUM
Produced by Paul McCartney • Mixed by Chris Hughes • Remixed by Bob Clearmountain • Composed by Paul McCartney

THE McCARTNEY NORTH AMERICAN TOUR

LOS ANGELES, THE FORUM—NOV. 23, 24, 27, 28, 29

CHICAGO, ROSEMONT HORIZON—DEC. 3, 4, 5

NEW YORK, MADISON SQUARE GARDEN—DEC. 11, 12, 14, 15

**SOLD OUT IN
ONE HOUR!**
**SOLD OUT IN
ONE HOUR!**
**SOLD OUT IN
ONE HOUR!**

Capitol

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