

# HITMAKERS<sup>®</sup>

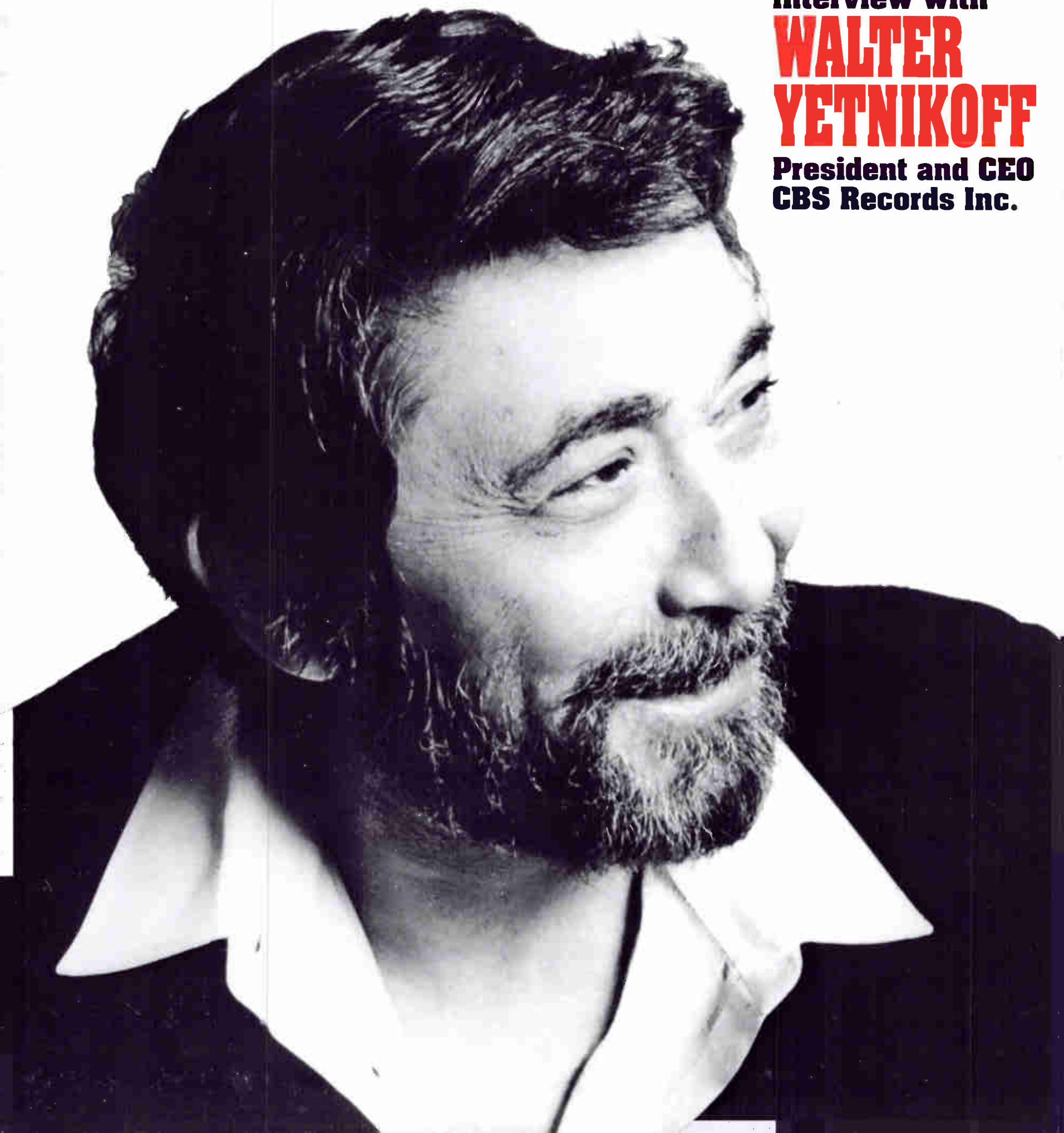
ISSUE 621  
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JANUARY 19, 1990

an exclusive  
interview with

**WALTER  
YETNIKOFF**

President and CEO  
CBS Records Inc.



# Luther Vandross

*"Here And Now"*



- WPLJ (Add)
- KMEL (2-1)
- X100 (Add)
- WIOQ (22-17)
- WUSL (#1)
- Y95 (Add)
- WXKS-FM (Add)
- WPGC (#1)
- HOT105 (#1)
- Y100 (D#26)
- Q106 (28-25)
- KOY95 (D#27)
- FM102 (11-9)
- KGGI (16-12)
- KITY (9-8)
- KTFM (29-26)
- KISN (Add)
- WKSS (D#29)
- WCKZ-FM (9-6)
- WJLK-FM (18-15)
- 98PXY (Add)
- Y107 (26-22)
- WKSI (Add)

"A KMEL Power! A Top 5 testing record for the past month. Enuff said!"

- HOSH GURELI/KMEL

"A real strong ballad - top 5 requests adult females!"

- ELVIS DURAN/WIOQ

"#1 for two weeks and still it continues to grow - no burn, and it's been in power for six weeks!"

- DENNIS REESE/HOT105

"The research gets stronger every week. By far the BIGGEST adult record we're playing!"

- KEVIN WEATHERLY/Q106

"The phones are busting wide open in middays from females for this HOT number!"

- RON PARKER/KKFR

**HITMAKERS MAINSTREAM TOP40 CHART: NEW45!**

**HITMAKERS URBAN TOP40 CHART: 11-10!**

**A HITMAKERS CRUSADE THIS WEEK!**

HOT96 (8-4)  
 KBOS (D#38)  
 KEZB-FM (Add)  
 KKMG (4-3)

KKMG (4-3)  
 KKRD (Add)  
 KNAN (25-19)  
 KOKZ (Add)

KSND (Add)  
 KWXX (Add)  
 KZFM (Add)  
 WABB (D#32)

WANS (Add)  
 WFLY (Add)  
 WHTK (#10)  
 WJAD (22-18)

WLFX (27-22)  
 X106 (25-21)  
 Z102 (23-20)  
 and more



When You Play It, Say It!

### 1. TOMMY PAGE I'll Be Your Everything (SIRE/WB)

In 1986, **TOMMY PAGE** landed a job in the Big Apple as a coat check boy at Nell's - one of the city's most exclusive and extravagant dance clubs. There he presented a demo tape of original material to the house DJ, who was so impressed that he began playing Making My Move in a regular music mix rotation at the club. Word of mouth gained **PAGE** a contract with SIRE Records, and a second minor hit, Turning Me On, became a smash dance track in early 1988. A dazzling debut LP last year confirmed **PAGE** was more than just a flash in the pan. When the LP's first single, the haunting ballad A Shoulder To Cry On, gained notable airplay along with followup A Zillion Kisses. Bobbing with enthusiasm and talent, **TOMMY PAGE** is determined to make an impression and a difference, and he has. Besides his album, **PAGE** wrote and performed the title tune to the box office smash Shag and also penned Blow Me Away, a dance hit by Paul Lekajus. He also worked with Shep Pettibone on cuts on the recent Lionel Richie LP. Ranked among the most exciting performers to enter the music world in recent memory, **PAGE** presents yet another musical endeavor, I'll Be Your Everything, and after one listen you'll know it's something special.

### 2. JANE CHILD Didn't Want To Fall In Love (WARNER BROS.)

If the list of equipment she used on her debut LP could somehow be written up as a resume, **JANE CHILD** would never fail to get any job she wanted. And yet, in a certain way, every LP she does is a resume of sorts to her listeners. And since **JANE CHILD** excels in the field of music, the future looks tremendously bright for this budding star. Born to two classical musicians/composers in Toronto, **CHILD** started to play the piano at the age of four, continuing with violin and voice two years later. After early aspirations to be a concert pianist withered, **CHILD** quit school at fifteen and hit the road as a keyboardist for a rock and roll band. Recording demos at age eighteen, **CHILD** now produces her own tapes due to her extensive background in recording technology. In fact, **JANE** is a technical genius, and has the ability to master as many as 64 tracks per song - an amazing feat for her age. While citing a wide variety of influences, from Zeppelin to Sinatra, Joplin to Tchaikovsky and Costello to Travis, **CHILD** holds true to a signature sound on her debut LP. Stunning ballad Didn't Want To Fall In Love will take you pleasantly by surprise. A splendid introduction to this artist!

### 3. UB40 Here I Am (VIRGIN)

While they are internationally noted for their magnificent number-one smash rendition of Neil Diamond's Red Red Wine, **UB40** has quite a history - and an even brighter future. An eight piece ensemble, **UB40** consists of vocalist/guitarist Al Campbell and his guitarist brother Robin, toaster/vocalist Astro, drummer James Baou, percussionist Norman Hassan, saxophonist Brian Travers, and keyboardist Mickey Virtue. With their humble beginnings forged in Birmingham, England, these local favorites soon made it big when their first single King charted in the top 10 in the U.K. Their following musical endeavors took on an advanced concern for social justice, that, coupled with an intoxicating blend of rhythm and grace under the guise of reggae, made them both exciting and unusual. LABOUR OF LOVE delivered an interesting collection of soul classics, tastefully covered in reggae fashion by the band. Current LP LABOUR OF LOVE II continues this theme with a catalogue of tunes wonderfully re-interpreted by this eclectic group. Current single Here I Am is a sparkling rendition of the Al Green classic that will have you humming in no time.

### 4. PAUL CARRACK Battlefield (CHRYSALIS)

It may only be his fourth solo effort to date, but **PAUL CARRACK** is no beginner in the music field. Indeed, a formidable artist since 1970, **CARRACK** got his start with obscure band Warm Dust, recording three albums with the group. His next outfit, Ace, racked up a worldwide smash on the first try with 1974's How Long. Three LPs later saw **CARRACK** moving on to touring and recording stints with Frankie Miller and Roxy Music. His first solo effort, NIGHTBIRD, was released in 1980. A brief

stay in Squeeze was followed by **CARRACK** teaming up with Nick Lowe to co-front a combo known by a number of different names. Second solo LP SUBURBAN VOODOO yielded the U.S. hit I Need You. In 1985, he joined the crew on the debut LP from Mike & The Mechanics as one of the two lead singers, singing the Top40 U.S. smash Silent Running. A third LP, ONE GOOD REASON, interspersed with touring for the likes of Pink Floyd, brings us almost up to date with this very talented artist. 1989 proved to be another good year for **CARRACK** with the release of his latest LP GROOVE APPROVED, which yielded Top40 smash I Live By The Groove. Now it's time to check out second single Battlefield - it's every bit as strong as you would expect from an artist of **CARRACK**'s caliber...and more!

### 5. THE ALARM Love Don't Come Easy (I.R.S.)

It's been two years since the release of an all-new material album from this classic Welsh rock 'n' roll band, but the outcome is worth the wait. CHANGE is once again a stunning showcase of **THE ALARM**'s music strength. Fourteen tracks (12 on the LP) range from soulful ballads and deft hard rockers to the bluesy riffs of the first single Sold Me Down The River and now current single, the beautiful adult ballad Love Don't Come Easy. Formed in 1981, vocalist Mike Peters, guitarist Dave Sharp, bassist Eddie MacDonald and drummer Noel Twist are responsible for several LPs and EPs filled with social and personal statements of our time that have propelled them to international fame. **THE ALARM** are equally famous for their incessant touring, the last with Bob Dylan that culminated in their first-ever collection of love songs. They were so pleased with the sound that for CHANGE, the band took painstaking efforts to recreate their live sound in a studio atmosphere via state-of-the-art, no-computer tracking digital sequencing. The result is a pleasant change, a return to the true values of rock 'n' roll coupled with powerful and pertinent lyrics for our culture. Love Don't Come Easy is something new from a band whose time to break big on the Top40 scene is now.

### 6. PAUL RUTHERFORD Oh Well (ISLAND)

In the beginning there was Frankie Goes To Hollywood, and it was with this lively bunch of "HI-N-R-G" artists that **PAUL RUTHERFORD** made his humble beginnings in the music world. Originally one of the co-vocalists in the band, **PAUL** was pushed further into a live role as the sound of Frankie progressed into more of a mainstream rock stance. One would imagine that working with a band that reached the ultimate zeniths of popularity in '83-'84 would whet one's musical appetite, but for **PAUL** it almost did the opposite. After the exhilarating success of the Frankie WELCOME TO THE PLEASURE DOME album, the internal strife began. While contemplating giving up music altogether, **RUTHERFORD** stumbled upon an exciting new genre of music in '86 - House. Caught up by the excitement of such a pure treatment of dance music, **RUTHERFORD** restored his musical visions and began to forge on as a solo artist. Several projects with the likes of Martin Fry and Mark White of ABC resulted in such singles as Get Real, released in the U.K. in '88, and later I Want Your Love. With a solo LP released last year, **PAUL RUTHERFORD** is well on the way to making a name for himself. Check out current single Oh Well and see what all the fuss is about.

### 7. BIG DADDY KANE I Get The Job Done (COLD CHILLIN' / REPRISE)

If his future is half as exciting as his past, the path to success will be smooth and sweet for this heavyweight rapper. **BIG DADDY KANE** is an innovator and a mover and he has been an instrumental part of the careers of many of the artists on the COLD CHILLIN' label, churning out the fresh material that captures the reality of the street-scene with a positive mental attitude. Inspired by such rappers as The Furious Five, Grandmaster CAV and Kool Moe Dee, **BIG DADDY KANE** also credits his development as a lyricist and performer to a label associate that he met in 1984 - Biz-Markie. Together the two performed at local high schools, and **KANE** quickly picked up on Biz's humorous sensibilities while developing a unique style of his own. After meeting Roxanne "Queen Of Rap" Shante, **KANE** went on the road with her as a deejay. Session work with other COLD CHILLIN' artists led to the eventual signing of **KANE** and a subsequent LP, LONG LIVE THE KANE. Hit single Ain't No Half Steppin' launched his solo career with a touring stint and developed his creative powers for a followup LP. The result is IT'S A BIG DADDY THING, a fresh new assortment of chart-topping rap anthems that boasts production power

# CD LINER NOTES **Volume 31**

from Prince Paul, Mister Cee and even Teddy Riley, and features his current single, the sonic sensation *I Get The Jones Done*. By the looks of things, this time KANE got the job done extremely well!

## **8. JOHN FARNHAM** ***You're The Voice*** **(RCA)**

With 13 singles and seven gold albums behind him, you could say JOHN FARNHAM's reputation precedes him. Life as a musician began at the tender age of 17 for this Aussie singer, when his first single *Sadie, The Cleaning Lady* became his first gold record. Although he has never had any formal voice training, JOHN's vocal power is strongly felt on every work he has ever performed. The '80s saw FARNHAM steadily ascend in the eyes of every Australian, from the time he won the major Australian 'Mo' award for entertainer of the year in 1980, to when he won it again in '87. In 1982, he joined another celebrated Australian group - The Little River Band, with whom he stayed for four years. But in '87 his solo career skyrocketed again. Solo LP *WHISPERING JACK* became the largest-selling domestic album in Australia, as well as a top seller in several European countries. *WHISPERING JACK* earned FARNHAM top honors, including 'Australian Artist Of The Year.' Followup LP *AGE OF REASON* continued the winning streak. But 1990 showcases a FARNHAM song off the '87 release that was voted best single in his native country and now claims exposure stateside. One listen is all it takes - *You're The Voice* is pure gold!

## **9. LEVEL 42** ***Leaving Me Now*** **(POLYDOR)**

In 1981, LEVEL 42 took the U.K. by storm with a unique sound made possible by the innovative bass-playing of frontman Mark King and the signature jazz-pop-hybrid sound of the other members. LEVEL 42 takes music to a higher level; they capture the class and sophistication of such lounge-rock groups as Hipsway, yet couple this with appropriate lyrics to bring their music down for a earthy feel. The result can only be expressed as sheer quality, packaged caringly and carefully to capture the attention of any and all listeners. After a self-titled debut LP established a fan base for the band, the rest was easy. Each successive album increased LEVEL 42's popularity and earned the band several U.K. top 20 singles, culminating in '85 with the release of *Something About You*. This single crossed the Atlantic to become a top 10 smash in the U.S., followed by Top40 charted *Lessons In Love*. Rigorous touring and more LPs followed, including some personnel changes, but LEVEL 42 still commands a tight ship and a sophisticated sound. Re-released from their third LP *WORLD MACHINE*, the heart-rending ballad *Leaving Me Now*, guaranteed to keep any listener glued to the radio.

## **10. VONDA SHEPARD** ***Don't Cry Ilene*** **(REPRISE)**

It takes extraordinary talent to create an extraordinary LP, and VONDA SHEPARD certainly possesses the wit, energy and ability. Daughter of a theatre company owner who entertained a steady stream of creative artists, VONDA grew up in an environment that nurtured her budding skills as an accomplished songwriter and musician. After paying her dues on the Los Angeles club circuit, VONDA landed a series of stints as backing vocalist/keyboardist for such artists as Rickie Lee Jones and Al Jarreau. She also enjoyed a recording date with Dan Hill that led to the smash duet *Can't We Try*. Now all the creative alchemy she has gathered over the subsequent years is synthesized on her stunning self-titled debut LP. The album features a heavy-hitting cast of supporting talent, including labelmate Gardner Cole. Eager to share the wealth of her experience, VONDA makes every cut on her album a unique experience for the listener. Current single *Don't Cry Ilene* is a perfect example of the exciting innovation of this artist, who says dedication and determination is her middle name.

## **11. BARDEUX** ***Thumbs Up*** **(ENIGMA)**

Vocalists Acacia and Melanie have a lot to offer, and BARDEUX's second LP *SHANGRI-LA* is an excellent showcase of their musical talent. After a smash debut

LP that yielded three top 10 dance hits and Top40 single *When We Kiss*, BARDEUX is back with a new band member and sound that forages on the contemporary dance and pop scene. Founding member Acacia's vocals are now complemented by the fresh energy of Melanie, and the combination makes for an impressive second outing. *SHANGRI-LA* incorporates creative input from both members of BARDEUX as well as some key players on the music scene. The first single Acacia's *I Love The Bass* (inspired by a popular rap phrase), combined the girls trade-off vocalizing with scratching and sound sampling that heralded the return of BARDEUX in triumph! Now their position is solidified by single number two, *Thumbs Up*, guaranteed to gain your seal of approval as well!

## **12. BRIDGE 2 FAR** ***Heaven On Earth*** **(WTG)**

To say that BRIDGE 2 FAR's remarkable debut has something for everyone may be an indulging cliché, but it's also a fact. The reason for the validity of such an all-encompassing statement is the musical directions of the two principal members of the band; vocalist/bassist Mark Williamson and drummer John Robinson. A native of Manchester, U.K., Williamson has worked with the likes of Steve Winwood and Roger Daltrey. His vocal proficiency is evident in his ability to hold a tender ballad, a heady anthem or a pure pop piece, such as current single *Heaven On Earth*. In BRIDGE 2 FAR, Williamson's ample talents are combined with Robinson's magnificent drumming. Robinson, who has earned a Grammy for his work, was formerly a member of Rufus, an influential R&B faction that featured Chaka Khan. Solo, Robinson has worked with Michael Jackson, Lionel Richie, Starship, Steve Winwood and Quincy Jones. Together, the duo have performed on over 200 gold and platinum albums. With that track record behind them, it's easy to understand why many say BRIDGE 2 FAR is a marriage of rock and rhythm, soul and pop, that delivers because of its unique blending of talents and ideas. Brassy, soul-injected, straight-ahead rockers, BRIDGE 2 FAR can't be placed in one category. With plenty for everyone, no one will be disappointed.

## **13. LISA STANSFIELD** ***All Around The World*** **(ARISTA)**

If you think she sounds familiar, you're right. LISA STANSFIELD, featured vocalist on Coldcut's *People Hold On* and front woman of Blue Zone U.K., struck out on her own...and struck gold. With the help of the creative-energy nucleus of Blue Zone members Ian Devaney and Andy Morris, LISA was able to launch her solo career. After a top 20 hit with *This Is The Right Time*, in the U.K., LISA released second soulful single *All Around The World*. This sophisticated mid-tempo groove, guaranteed to get you swaying to that Soul II Soul-ish beat and singing the powerfully tender lyrics, skyrocketed to number one and now awaits U.S. release so it can do likewise here. LISA vocalizes on the familiar topic of relationships throughout the *AFFECTION* LP, and you can't help but feel your way through the album with her. The recurring theme of respect of honesty also becomes a reality when focusing in on her music. *AFFECTION* offers no compromises between LISA's soulful ideals and those of commercial success. But indeed success has found LISA, just as *All Around The World* will soon find itself climbing the U.S. Top40 chart.

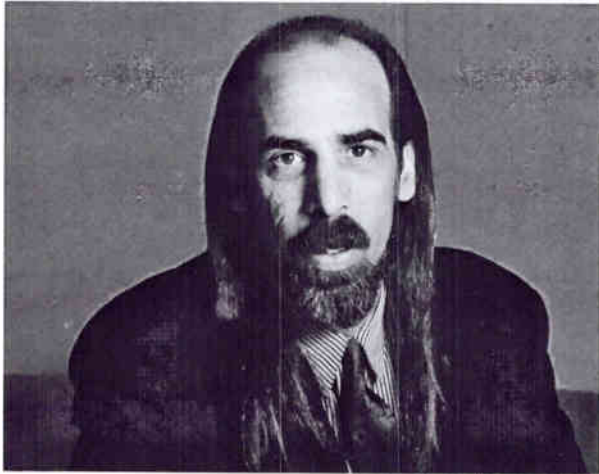
## **14. TECHNOTRONIC** ***Get Up (Before The Nite Is Over)*** **(SBK)**

First single *Pump Up The Jam* by Belgian-based pop band TECHNOTRONIC leaped up U.S. charts into the top 5, introducing Top40 to House music, and the radio world to the power of fledgling label SBK. The story of how this hot import that set the clubs on fire and continues to do so turned into a massive mass appeal smash is amazing. TECHNOTRONIC consists of lyricist and singer Manuella Kamosi and manic mixmaster Jo "Thomas De Quincy" Bogaert, and fronted by Zairean ex-model Felly, formerly with a Brussels rock band, Glamour. Together they voice a sound that is so unique and innovative, it's a natural winner; Euro-tech precision blended with congo passion. Current followup *Get Up (Before The Nite Is Over)*, which can also be found on TECHNOTRONIC's debut LP, (appropriately named *TECHNOTRONIC "PUMP UP THE JAM" THE ALBUM*) looks to replace *Pump Up The Jam* as the hottest tune to hit the dance floor. Perhaps even more mass appeal than the first, *Get Up* streamlines the signature melody of the group with relatably catchy lyrics and a hook that has tremendous staying power. Look for TECHNOTRONIC to stay around a long time.

# HITMAKERS®

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## MARC BENESCH COLUMBIA SR. VP PROMOTION



MARC BENESCH

COLUMBIA Records President **Don Ienner** announced this week that **Marc H. Benesch** has been appointed Senior Vice President of Promotion at the label, effective immediately.

Benesch, who has been COLUMBIA's Vice President of Promotion since 1987, will continue to oversee all phases of Top40, AOR, Adult Contemporary and Secondary Market Promotion for the label. He will also supervise the COLUMBIA field staff.

"I cannot overemphasize the crucial role Marc has played in a year that saw the label-making giant strides in the breaking of new and developing artists at radio, revitalizing the careers of established acts, and capturing the lion's share of chart action in every year-end poll," said Ienner. "His expert strategizing, shrewd insights into the music that flows from COLUMBIA every day, and ability to handle the finest national and

local staff in the business, all contribute to Marc's reputation as one of today's true professionals."

Benesch began his tenure with CBS in 1976 as Inventory Specialist and Single Record Coordinator at COLUMBIA's Los Angeles branch. He served as Local Promotion Manager in the Mid-Central, Midwest and Denver branches between 1978 and 1986, when he was appointed Director of National Singles Promotion. Benesch was named COLUMBIA's "Local Promotion Manager of the Year" in 1984.

## Charley Lake EPIC VP, Pop Promotion



CHARLEY LAKE

**Polly Anthony**, the recently appointed Senior Vice President of EPIC Records Promotion, announced this week that **Charley Lake** will take over the reigns of her former position, Vice President of Pop Promotion.

Lake comes to EPIC from A&M, where he was (See LAKE page 19)

## KARGOL UPPED AT EMI RECORDS



MARK KARGOL

EMI Records has named **Mark Kargol** Vice President of West Coast Pop Promotion, it was announced this week by Vice President of Promotion **Jack Satter**.

Kargol, who previously held the position of National Director of West Coast Pop Promotion for the label, will now oversee all EMI promotional activity generated from the west coast. He will be based out of EMI's Hollywood, Cal. headquarters.

Kargol began his career in 1980 in the field of college promotion, with United Artists Records. He was later appointed Local Promotion Director, Southwest for EMI.

"Mark is an invaluable member of the EMI promotion team," said Satter. "His knowledge of music, experience in the field and dedication to the company have earned him this important role. We are excited for Mark and look forward to his continued contributions as a Vice President."

## ELEKTRA NAMES NANCY JEFFRIES VP OF A&R

Elektra Entertainment Chairman **Bob Krasnow** this week announced the appointment of **Nancy Jeffries** to Vice President of A&R for the company.

Jeffries comes to ELEKTRA Records from VIRGIN Records, where she worked as Vice President of A&R as part of the label's original team from 1986-89. While at VIRGIN, she was responsible for signing **Keith Richards**, **Ziggy Marley**, **Lenny Kravitz**, **NRBQ**, and **Iggy Pop**, among others.

From 1983-86, Jeffries was East Coast A&R Director for A&M Records, where she signed **Suzanne Vega**. From 1974-83, she worked in a variety of A&R capacities for RCA Records.

"I'm very happy to have Nancy on our team," commented Krasnow. "Her track record shows that special prescient understanding of both market needs and artistic quality. She's got that ear for authenticity - both mainstream and underground - that makes A&R such an exciting field."

## Fall '89 ARB Summary

## BIG TOP40 SHAKEUPS IN TAMPA, SEATTLE

Seattle's KPLZ joined WFLZ in Tampa in forging a dramatic market turnaround during the fall 1989 Arbitron book, while Urban Top40s continued to prove that they are a force to be reckoned with.

With the majority of the fall Arbitron numbers in, it is apparent that Top40 radio has felt the effects of the unusually high number of major news stories breaking during the ratings period. The majority of News/Talk or full-service radio stations benefitted from the political and military events happening in Eastern Europe and Central America and undoubtedly pulled listeners concerned about the natural disasters in South

Turn to page 45 for the complete Top40 ARB 12+ results in the Top Fifty Markets.

Carolina and San Francisco.

In New York especially, where News/Talk has always controlled a large share of the audience, this effect appears to have been greatest.

The Adult Contemporary dominance that was so evident at the end of the summer book carried into a (See ARB SUMMARY page 19)

## Inside:

**WALTER YETNIKOFF** gives his views as the record industry enters the '90s.....page 28  
**Exclusive Interview with SAM KAISER**, Senior VP, Promo, ENIGMA Records.....page 41  
**In an Exclusive Interview, EDDIE MONEY** talks about his latest comeback.....page 43

# WHITESNAKE

"The Deeper The Love"

Top40 Most Added Again!

Over 150 Top40 Stations!

47 Debuts!

HITMAKERS ROCK TOP40 CHART: 43-35

AOR #1 Most Added Again! R&R Track: 18\*-7\*!

Album Network: Debut #6 Most Requested!!

Nationwide Tour Coming in February!

Album Sales Exploding...Over 2,000,000 Units Sold!



# AEROSMITH

"Janie's Got A Gun"

HITMAKERS ROCK TOP40 CHART: 1-1!

R&R CHR: 15\*-11\*!

Major Market Explosion:

Z100 (13-9Hot)

WAVA (10-6Hot)

B94 (11-7)

KDWB (17-13)

KBEQ (15-10Hot)

PIRATE (1-1Hot)

WHYT (1-1Hot)

KXYQ (1-1Hot)

WPLJ (14-9Hot)

WZOU (14-10Hot)

WKBQ (15-7Hot)

PWR99 (23-18)

Z95 (25-19)

WZPL (6-5Hot)

Q102 (7-5)

KPLZ (11-9)

WGH (19-13Hot)

KWSS (21-17)

Y107 (23-17Hot)

X100 (27-16)



Saturday Night Live February 17!

Album Sales Approaching 3 Million Units!

MTV: Heavy!

Now On Tour!

# KYLIE MINOGUE

"Wouldn't Change A Thing"

Already Added At:

WIOQ

KZZB (Add)

FLY92 (Add)

KKXX (Add)

KF95 (Add)

KCAQ (Add)

KFTZ (Add)

KMOK (Add)

SLY96 (Add)

WJAD (Add)

G98 (Add)

WWCK (40-36)

KJ103

WHHY

KSND

KTMT

KNOE

KWTX

WPFR



Millions Sold Worldwide!

When You Play It, Say It!

## TAYLOR DAYNE'S A KNOCKOUT...AGAIN! #1 TOP ADDED THIS WEEK! ALANNAH MYLES AND PENN CONFIRMED NATIONAL BREAKOUTS!

TAYLOR DAYNE easily earned top added honors this week with *Love Will Lead You Back*. Congrats to ARISTA Records who pulled in an amazing 176 adds and 184 active reports in all. The NATIONAL BREAKOUT list this week also includes ATLANTIC's superb vocalist ALANNAH MYLES with *Black Velvet*, grabbing 133 reports. Rounding of the list was MICHAEL PENN with *No Myth* on RCA. If you've been paying attention to our CRUSADES, you'll know that HITMAKERS has been Crusading these two artists since DAY ONE! A big congrats to both ATLANTIC and RCA with two great new acts!

In the Top Added category, JOAN JETT grabbed second place with 75 new adds this week for *Dirty Deeds*. GEFEN's WHITESNAKE followed with 58 adds, and the KISS ballad *Forever* earned MERCURY 57 Top40 adds. LINDA RONSTADT f/ AARON NEVILLE continues to build with 54 new adds, and likewise for JANET JACKSON, who pulled in 48 new adds. Superstars RICHARD MARX and KEVIN PAIGE also grabbed 48 adds this week with BELINDA CARLISLE following close behind with 46. And WARRANT continues their power ballad success with *Sometimes She Cries*, pulling 42 new adds.

### TOP ADDED URBAN TOP40

TAYLOR DAYNE "Love Will Lead..." (ARISTA)  
BIZ MARKIE "Just A Friend" (COLD/WB)  
TECHNOTRONIC "Get Up! (Before...)" (SBK)  
CALLOWAY "I Wanna Be Rich" (SOLAR/EPIC)  
THE CHIMES "1-2-3" (COLUMBIA)

### TOP ADDED ROCK TOP40

JOAN JETT "Dirty Deeds" (BLACK/EPIC)  
KISS "Forever" (MERCURY)  
ENUFF Z'NUFF "Fly High Michelle" (ATCO)  
RICHARD MARX "Too Late To..." (EMI)  
ALICE COOPER "House Of Fire" (EPIC)

## RAITT, HENLEY, HORNSBY LEAD GRAMMY NOMINEES

The Grammy nomination ballots have been cast, the votes tabulated, and the results are in. The list for 1990 bodes well for pop purists, as it seems to mollify a growing concern on the part of the voters that there is too much emphasis placed on sales, and not enough on artistic merit.

The Best Album category will as usual be a hotly-contested category, with industry veteran Bonnie Raitt and her *Don Was* (see page 9) produced NICK OF TIME emerging as an early favorite. Raitt does, however, have some formidable competition with Don Henley's *THE END OF THE INNOCENCE*; Tom Petty's *FULL MOON FEVER*; Fine Young Cannibals' *THE RAW AND THE COOKED*; and *THE TRAVELING WILBURYS VOLUME ONE*.

In the Best Record category, The Fine Young Cannibals and Don Henley surface again for their excellent *She Drives Me Crazy* and *The End of the Innocence* singles, respectively. The list is rounded out by Billy Joel's *We Didn't Start The Fire*, Mike & the Mechanics' *The Living Years*, and Bette Midler's *Wind Beneath My Wings*.

Raitt, Henley, and Bruce Hornsby, artists who have shown the ability to appeal to a wide range of musical tastes while maintaining the highest artistic standards, garnered nominations in a multitude of categories. Raitt picked up four nominations, while Henley and Hornsby grabbed posted three apiece.

HITMAKERS spoke with Hornsby's manager, Tim Neece, who said he felt his client's versatility and depth were primarily responsible for the accolades.

"I am really proud of the nominations because they reflect the industry's growing appreciation of Bruce's contributions to the industry." Neece said two days following the announcement. "The fact that he had a producer nomination and an artist nomination and a



The five acts competing for this year's Best Record Grammy are: (counter-clockwise from top right): Fine Young Cannibals, Billy Joel, Don Henley, Mike & The Mechanics and Bette Midler.



writer nomination in a year that he didn't even have an album out is really exciting, and underlines what I've always felt about him: that he's a multi talented guy that's going to be around to contribute his music for a long time to come."

As for best new artist, a wide cross section of talent is represented, from rap stylists like Neneh Cherry and Tone Loc, to the folk pop synergy of the Indigo Girls, to the effervescent dance pop of Milli Vanilli and Soul II Soul.

In the Best Song category, nominees are Barry Mann, Cynthia Weil and Tom Snow for *Don't Know*. (See GRAMMY NOMINEES page 21)

## Costello, Sawyer Gain Appointments At VIRGIN



COSTELLO

SAWYER

Phil Costello has been appointed to the position of National Promotion Director for VIRGIN Records, it was announced this week by VIRGIN Vice President of Promotion Michael Plen. Also announced, by VIRGIN Senior Vice President and General Manager Jim Swindel, was the appointment of Sue Sawyer to the position of Vice President of Publicity.

Costello joined VIRGIN in 1986 as Midwest Regional Promotion Manager. In his new position, he will be responsible for developing VIRGIN's music at radio on a national level, developing VIRGIN's field staff and integrating it with retail.

"I've been with Costello since my early days at (See COSTELLO/SAWYER page 21)

## ORLANDO STATION WHLY-FM NOW WXXL

In the second Top40 radio moniker switch to hit the Orlando market in the last few months, Taylor Communications' newly purchased WHLY-FM has changed calls to WXXL, and will go by the nickname XL106.7.

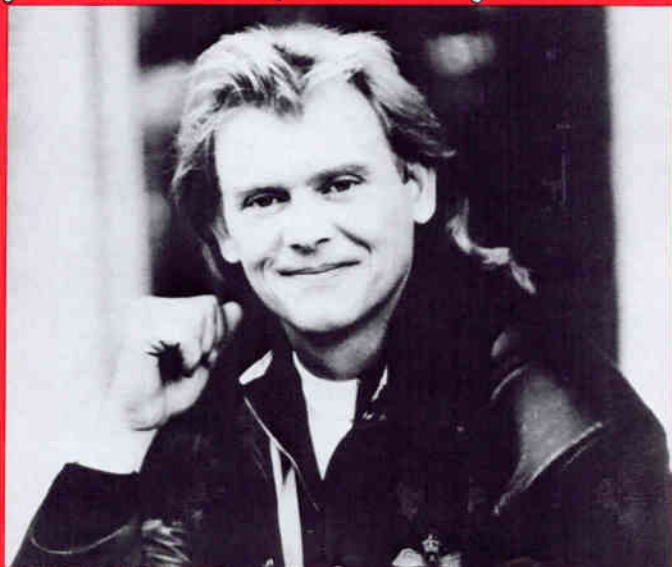
New General Manager Tom Mosher announced that as of Tuesday, January 11, the station pulled the switch to reposition itself as "Orlando's only Top40 station."

Mosher also announced that Russ Morley, formerly of WECZ in Charlotte, will be Operations Manager and Group PD, and Frank Celebre will serve as Station Manager.

In addition to the name change, WXXL introduced its new air lineup. Jay Scott from WOKV in Jacksonville will take over mornings. Rod Lauderdale (Shadow Stevens) will handle middays and the Music Director responsibilities, while former WPHR PD Big Steve Kelly slides into the afternoon drive slot. Johnny Magic, also from WECZ, will handle nights.

# JOHN FARNHAM

*"You're The Voice"*



A HITMAKERS CRUSADE THIS WEEK!

**WLOL (D# 29)**  
**HOT92FM (Add)**  
**KXYQ (Add)**  
**KSAQ (Add)**  
**Z99 (Add)**

**HOT107 (Add)**  
**K104 (D# 24)**  
**KATM (Add)**  
**KDWZ (Add)**  
**KELY (Add)**  
**KEZH (Add)**  
**KF95 (Add)**  
**KJJG (Add # 37)**  
**KJLS (Add)**  
**KOKZ (Add)**  
**KQCR (Add)**  
**KSND (Add)**  
**KTMT (Add)**  
**KTUX (Add)**  
**KWTX-FM (Add)**  
**KZBB (Add)**

**KZIO (Add)**  
**KZMC (Add)**  
**KZZU (Add)**  
**OK95 (Add # 33)**  
**Q104 (Add)**  
**WBBQ (Add)**  
**WIXX (25-21)**  
**WJAD (Add)**  
**WKOR (Add)**  
**WOVO (Add # 39)**  
**WTBX (Add)**  
**WZYP (Add) AND MORE**



Records, Cassettes, Compact Discs

# A'ME LORAIN

*"Whole Wide World"*

HITMAKERS URBAN TOP40 CHART: 25-21

**HOT97 (35-31)**  
**POWER106 (38-35)**  
**B96 (29-25)**  
**KMEL (22-18)**  
**WIOQ (18-13)**  
**WHYT (Add)**  
**WXKS-FM (32-28)**  
**ENERGY96.5 (36-29)**  
**Q106 (26-22)**  
**KKFR (D# 28)**  
**KZZP (D# 30)**  
**HOT97.7 (31-26)**  
**KITY (22-18)**  
**KTFM (30-27)**  
**WKSS (D# 28)**  
**WTIC-FM (38-33)**  
**Z98 (Add)**  
**Y107 (Add)**  
**Z99 (D# 21)**

**HOT107 (Add)**  
**HOT96 (32-28)**  
**HOT194 (D# 29)**  
**KBOS (35-32)**  
**KDON (27-22)**  
**KKMG (30-25)**  
**KKMG (30-25)**  
**KKSS-FM (21-16)**

**KKXX (Add)**  
**KOKZ (Add)**  
**KTDR (Add)**  
**KTMT (Add)**  
**KVTI (D# 33)**  
**KZFM (40-34)**  
**KZOZ (Add)**  
**POWER98 (Add)**  
**SLY96 (Add # 39)**  
**WBBQ (Add)**  
**WDLX (Add)**  
**WPFM (Add)**  
**X102 (Add) AND MORE**



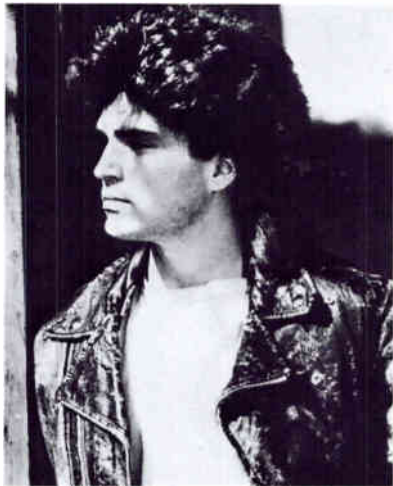
When You Play It, Say It!



## MARX SHOWS CURRY: HE'S NO DOOGIE HOWSER



Adam Curry



Richard Marx

Should you be throwing a cocktail party for industry big wigs in Tinseltown or the Big Apple in the near future, make sure that MTV VJ **Adam Curry** and **Richard Marx** are kept on different sides of the house. Should they bump into each other at the fete there is likely to be a major fracas, as both are feuding after a recent verbal altercation on the syndicated radio show *Hitline U.S.A.*

The show was supposed to feature an innocent interview with Marx, hosted by POWER106's **Brenda Ross** and Curry. But things began to unravel when Marx vehemently labeled Curry "a walking mousse endorsement" and a "lying scumbag" before millions of

astonished listeners across the country.

Marx's wrath stems from Curry's on-air indiscretion some months back where the blond VJ accused Marx of "trashing his bus" after the EMI recording star threw a few chairs around following a gig in Canada. According to Marx, his anger was justified because earlier that day he had been detained for seven hours at the Canadian border, causing him to almost miss his scheduled show. After the concert Marx was still piqued, and vented his aggression by "tossing some chairs around in an attempt to let off some steam. It was," he said during the *Hitline U.S.A.* interview, "a horrible experience." Marx pointed out that it was his dressing room that received the damage from his

tirade, not his bus as Curry had reported.

In covering the incident some weeks later on MTV, Curry compared Marx's outburst to "Doogie Howser going on a homicidal shooting spree." Marx was tipped off to the slur by three of his friends while he was on tour in Europe, and later confronted Curry about the comments when the two met during the MTV Music Awards. Said Marx on *Hitline U.S.A.*: "I was really irate and asked Adam 'Where do you get off trashing me on the air?' He stood there innocently and denied the entire thing, actually *swearing to God* he not only didn't say it, but that he didn't even know who Doogie

(See MARX/CURRY page 23)

## RHYTHM NATION TOUR KICKS OFF MARCH 1



Don't look now, but **JANET JACKSON'S RHYTHM NATION 1814** album is hot as a firecracker and poised to explode. At present Ms. **Jackson** is in the studio fine-tuning a sizzling batch of material before hitting the concert trail.

Beginning March 1 in the Miami Arena in Florida, the gifted singer/performer will sink her infectious dance hooks into her fan's eager ears in a tour that will traverse the continent from Florida to California. The itinerary for the first two weeks of March has been finalized, with the vocalist scheduled to hit nine venues, ending March 13 in Pittsburgh.

Janet will be backed by a razor sharp 11-piece aggregation, fronted by multi-talented ATLANTIC recording artist **Chuckii Booker**, who will also be the opening act.

Jackson's new album is nearing the three million mark in sales, and the first three singles have all hit the top five. At the dawn of the '90s, it is obvious that Janet is at her creative peak and the momentum is just beginning to build.

## Tesla Video Spawns Coast to Coast Manhunt

When **Tesla** filmed a video for their single *Love Song* during a July concert in Sacramento, little did the band know that one of their fans visible near the front of the audience was a runaway teenager whose family has been seeking her whereabouts for six months.

According to **Bryn Bridenthal**, publicity chief of GEFFEN Records, the distraught mother caught a glimpse of her runaway daughter on MTV in December, and got in touch with the label to see if they could help locate the girl.

"Apparently, the daughter's friends saw the video and called the mother, so she watched MTV until she

saw it," explained Bridenthal.

Bridenthal said that when the woman first called, the people in the video department at GEFFEN didn't know whether to take her seriously. But she has called back several times, and Bridenthal said she appears to truly be in search of her missing daughter.

"I think she's just frustrated," said Bridenthal, explaining why the woman keeps calling GEFFEN despite the label's lack of information. Bridenthal said that all they were able to tell the woman was that the video was shot in Sacramento. Apparently, the woman

(See TESLA VIDEO page 23)

## ROCK WALK ADDS FIVE SETS OF PRINTS

The Rock Walk on Sunset Boulevard in Hollywood, California represents to the Rock Music world what Sid Graumann's Chinese Theater patio is to the motion picture industry: a lasting monument to the media greats who influenced our lives.

In a special ceremony on January 17, five music industry luminaries will be inducted onto the walk. Among the honorees are **Henry Z. Steinway**, longtime President and Chairman of Steinway & Sons; **Harold Rhodes**, inventor of the world's first electric piano; **S.N. Shure**, founder and Chairman of the Board of Shure Bros. microphones; and **Hartley Peavey**, whose company, Peavey Electronics, manufactures one of the music world's most popular and reliable amplifiers. In addition to the four manufacturing titans, a venerable rocker, **Todd Rundgren** - whose versatile career has spanned three decades - will also be inducted.

Established on November 13, 1986, Rock Walk features the handprints and signatures of a wide range of notable Rock 'n Roll musicians, innovators and manufacturers. Previous inductees include **Chuck Berry**, **Bo Diddley**, **Willie Dixon**, **Buddy Holly**, **Jimi Hendrix**, and **Stevie Wonder**, among others.

## DIAMOND TO RECEIVE AWARD OF MERIT

In the course of a titanic 25-year career, **Neil Diamond** has bestowed a legacy of great heartfelt compositions and riveting concert performances upon the music fans of the world. To honor the great entertainer, the American Music Awards will present Diamond a special Award of Merit for "outstanding contributions over a long period of time, to the musical entertainment of the American public."

The award will be presented by a prior recipient, **Stevie Wonder**, on the 17th Annual American Music Awards TV special on ABC January 22. Previous honorees have been **Bing Crosby**, **Berry Gordy**, **Irving Berlin**, **Paul McCartney**, **Michael Jackson** and **Elvis Presley**, to name a few. The inscription on the tablet will read: "Beginning in the 1960's, he has written, recorded and performed his very special songs about love, loneliness, good times and his patriotic feelings about America. Because his music has delighted our ears and his words have touched our hearts...And because his consummate showmanship has made him one of the greatest concert attractions in the world today, the American Music Award of Merit is presented to Neil Diamond, January 22, 1990."

## VINYL NEARING EXTINCTION

The death knell of vinyl is sounding ominously throughout the world, as long-playing records and 45s reel from the escalating popularity of cassettes and CDs. Industry sources say that vinyl now accounts for less than five percent of sales in the marketplace, and they speculate vinyl will eventually disappear from major retail chains altogether.

Albums on cassette now account for 60 percent of sales, while in the singles category, 'casingles' outsell their vinyl counterpart at an almost six-to-one ratio.

Expect to see a myriad of backlog titles released on CD soon at discount prices, as labels attempt to boost sales for "gold" artists. The one area in which vinyl has remained strong - 12-inch dance records - will also be challenged in the near future by five-inch CD singles, which are expected to chip away at that last remaining vinyl stronghold.

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# BATTLEFIELD

The next hit single from Paul Carrack

CD on your desk now

Produced by Tom "T-Bone" Wolk and Paul Carrack

Management: Jake Riviera

Chrysalis.



PAUL CARRACK

## AT PRESENT, PRODUCER WAS IS HOT



Don and David Was at the controls.  
Photo by Anna "Flash" Luken

As any veteran of the music industry will tell you, making an impact in the producer/musician end of the biz can be an endless succession of wrong turns and dead ends. Certainly **Don Was** experienced his share of the slings and arrows of disappointment before reaching his current stature as one of the hottest song crafters in the industry. But being the resilient and plucky street fighter he is, Was was not about to let the adversity he suffered through in the early and mid-eighties make him cry uncle. When projects with **Carly Simon** and **Marshall Crenshaw** went sour from a commercial perspective, and his blue-chip status as a Hitmaker began to fray at the edges, a bluesbelter by the name of **Bonnie Raitt** surfaced and, in the nick of time, Was was back on top.

"I did an arrangement on a Walt Disney song for a compilation that a guy I knew named Hal Wiltner was putting together," said Was recently during a break in rehearsals at North Hollywood's Record Plant. "I came up with a version of an old Disney tune called *Baby Mine* and immediately envisioned Bonnie singing it. I knew it would be a perfect marriage."

It turned out that Bonnie lived a few doors down from Was in the same neighborhood, and the two clicked from the start. The duo's version on the Disney platter turned out to be one of the highlights of the compilation, and neither wanted to end the relationship. Despite the fact that Raitt was without a record label at the time, the two began recording demos in Was' home studio, and the results were so favorable that **CAPITOL Records** offered Bonnie a contract.

"At first I was afraid they would bring in a big-name producer to handle the project," offers Was thoughtfully, "but in the interim period between the Disney compilation and our demo sessions, *Walk the Dinosaur* became a hit for **Was (Not Was)** and boosted my credibility in **CAPITOL's** eyes. Not only did they let me produce the project, but I just learned the album was nominated for a Grammy."

Oh yes - interspersed between the endless extracurricular assignments, Don Was, along with his able ally **David Was**, has been guiding his own band, **Was (Not Was)**, through their paces. The group is just putting the wraps on their fourth album, and after a few false starts are finally poised to make a major impact. After all, they are one of the few unique aggregations in the dance idiom and should easily gain a foothold amongst the myriad clone bands currently glutting the airwaves. The group's first

album surfaced in 1981 on **GEFFEN Records** and was, claim's Don, "an example of what can happen when insanity reigns supreme in a creative electronic medium."

"We had a bunch of different singers do cameo vocals on the album, people like **Mel Torme** and **Ozzy Osbourne**," explains Was. "The music was something that we kind of pioneered called 'Mutant Disco,' which took what the **Bee Gees** did with *Saturday Night Fever* and trimmed down all the fat to the bare bones - no horns, no lush harmonies, just raw power and rhythm."

In addition to unveiling the unlikely duo of Torme and Osbourne, the Was Brothers also brought in a green dance singer - at the time virtually unknown - named **Madonna**. Don tells the story: "We heard her 12-inch record that had just been released and thought it was great, even though we had no idea who she was. We had her sing on the same cut that Ozzie did but felt it suited him better as a solo vocal. But knocking around somewhere is a mix of Osbourne and Madonna together on the same track, which - if my memory serves me - is the wildest thing you could imagine."

The image of the two incongruous entertainers howling together in a vocal booth brings a smile to Was' cherubic face. Being the ethical guy he is, Was adds sternly: "But we won't release the track until our band is as big as Madonna. Otherwise it would be like we were exploiting her fame, which we wouldn't dream of - at least until we get *really* desperate."

At present the Detroit native is on an incredible roll, having produced **The Rolling Stones'** 12-inch dance mix of *Rock And A Hard Place*, the **B-52's** wacky breakthrough single *Love Shack*, and the aforementioned **Bonnie Raitt**. As with Raitt, the **B-52's** were facing a critical point in their careers when Was entered the picture. The Athens, Georgia-based quartet's last album had not logged any landmark sales figures, and the group needed someone to re-focus their energies and re-define their sound. As has been the case in recent months, Was provided the inspiration for that synergy.

"Some of my most commercial songs, *Love Shack* included, came about on a lark," he says pensively. "That song was done at the end of a session when we were all feeling very loose. Nobody wanted to go home, so I asked Kate Pierson and Fred Schneider if they had any half-baked ideas that might develop into something. We kicked back, experimented with some really daffy ideas and just had a great time. I think that looseness is the key to the song's popularity, especially with younger people."

Was says the same formula was used for his own group's success in *Walk the Dinosaur*, another song that came out of the blue to titillate Top40 radio fanatics.

"That situation was very similar," Was says. "We did it for fun, and when **CHRYSALIS** said they wanted to go Top40 with it, I laughed. I didn't think it had a chance. In retrospect of course I'm glad they did, but it shows how bad I am at judging my own projects. I guess I lose perspective."

At this point Don excuses himself; after all it's time to get back to the session, and the band is getting restless. The next six months will be hectic for Was, but that's the way he prefers it - the fast lane or else broken down on the soft shoulder.

"Make sure you print a challenge to **Merle Haggard** for me in your magazine," he says walking away, pausing a moment to hitch up his black jeans. "I want him to know that I want to produce his next album and I promise to quadruple his audience without losing his essence. He's such a great writer and inspiring vocalist. Working with him would be a dream come true."

HM

## ATLANTIC'S CHUCKII BOOKER TO DIRECT JANET JACKSON'S RHYTHM NATION TOUR

Beginning March 1, the reigning Empress of the **RHYTHM NATION**, **Janet Jackson**, will take an entourage of 11 people on the road in support of her current blockbuster album. The troupe will feature three keyboard players, six dancers, a rhythm section and percussionist, and one very special music director: **ATLANTIC Records** recording artist **Chuckii Booker**.

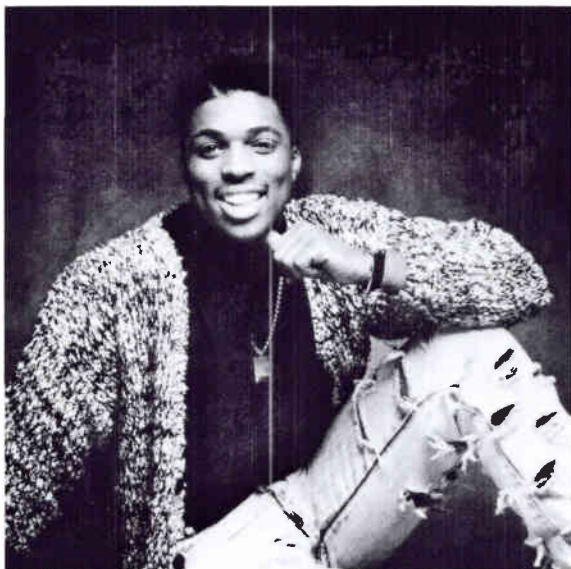
Booker, whose debut album **CHUCKII** was released last year, checked in during a break in rehearsals to update **HITMAKERS** on his progress with the mega-huge Ms. Jackson.

"We're going to try to reproduce the flavor of the LP on the road as closely as possible," stated Booker, obviously still excited at the appointment. "Janet's taking a whole troupe of people other than musicians with her to ensure that the concerts will be as exciting visually as they are sonically."

Audiences around the world will get a double dose of the multi-talented Booker, as he also holds the honor of opening for Janet.

"I'm going to be playing my own material with a group we both handpicked for their versatility, chops, and - most importantly - their ability to interact with Janet as a headliner and me as an opening act," said Booker. "Fortunately, we were able to attract some of the most in-demand musicians in the country for the group."

Chuckii laughs frequently when talking and seems to have the personality that would lend itself to harmonious relations on and off the stage. It was at an album release party for Jackson's current platter



that Janet approached the playful Chuckii B with the offer of a lifetime. It was, he says, the last thing he expected.

"I wasn't sure if Janet even knew who I was, as we had only met briefly once before," says the up-tempo songster, who in addition to keyboards also sings and plays bass and guitar. As if that weren't enough, he also writes and produces. "When Janet said she not only remembered me, but loved my album and wanted me to be her tour music director, I was completely taken aback."

(See **CHUCKII BOOKER** page 23)

# ERIC CLAPTON

## "BAD LOVE"

The new single

**R&R AOR Chart - #1 LP**

**R&R AOR Chart - #1 Track**

From The Album

JOURNEYMAN

Produced by Russ Titelman

Management: Roger Forrester



© 1990 Reprise Records



**LOU SIMON**, PD at HOT94.9, Salt Lake City sez, "**THE ALARM** *Love Don't Come Easy* (I.R.S.) is GREAT! Finally an **ALARM** song that appeals to females! This song should break them Top40! Check out **ROBIN BECK** *First Time* (MERCURY)! This song is based on the Coca-Cola jingle that sold millions of singles across Europe. It should pull instantaneous response! And **ENUFF Z'NUFF** *Fly High Michelle* (ATCO) sounds like the AOR crossover record of the winter!"

**BRETT DUMLER**, PD/MD at Z99, Oklahoma City sez, "**U-KREW** *If U Were Mine* (ENIGMA) is pulling calls - a HOT nighttime song! **SKYY** *Real Love* (ATLANTIC) is so sappy you *have* to like it! **KYLIE MINOGUE** *Wouldn't Change A Thing* (Geffen) sounds like a HIT! Lastly, what a HOT record - **CLUB NOUVEAU** *No Friend Of Mine* (WARNER BROS.) is a GREAT song!"

"**CADILLAC**" **JACK McCARTNEY**, MD at WZOU, Boston sez, "**TAYLOR DAYNE** *Love Will Lead You Back* (ARISTA) is a #1 record - check it out! **WHITESNAKE** *The Deeper The Love* (Geffen) is the best they've done since *Here I Go Again!* Check out **BIZ MARKIE** *Just A Friend* (COLD CHILLIN'/WARNER BROS.)! BIG phones! I personally can't get enough of it!"

**MARK LOBEL**, MD at WBLI, Long Island sez, "**TAYLOR DAYNE** *Love Will Lead You Back* (ARISTA) is an obvious SMASH! Also, check out **MICHAEL JEFFRIES** w/ **KARYN WHITE** *Not Thru Being With You* (WARNER BROS.)! It's very nice - good production work! **A'ME LORAIN** *Whole Wide World* (RCA) is a real catchy song, and **MICHEL'LE** *No More Lies* (ATCO) sounds like a young demo SMASH!"

**HARLEY DAVIDSON**, MD at KGGI, San Bernardino, CA sez, "**HEAVY D & THE BOYZ** *Gyrlz They Love Me* (MCA) is a fresh, uptempo groove! Also, **SKYY** *Real Love* (ATLANTIC) is a SMASH! Calls from adults, kids, passives...everyone! And **LUTHER VANDROSS** *Here And Now* (EPIC) is a HUGE adult female record - women LOVE LUTHER!"

**HOSH GURELI**, MD at KMEL, San Francisco sez, "Be on the lookout for **MC HAMMER** *Help The Children* (CAPITOL)! Don't be fooled, this is not a Rap record, it's a mid-tempo ballad dealing with the problem of children and drugs. It's not stupid, it immediately grabs your heart as Phil Collins did with *Another Day In Paradise*. For those who had success with **JAYA** *If You Leave Me Now* (LMR), then check out her LP ballad *Shadow Love*. It expands beyond her Hispanic following! And the best version of **LISA STANSFIELD** *All Around The World* (ARISTA) is the B-side of the import. It's important to hear this mix as it emphasizes her voice!"

**BRIAN BRIDGMAN**, MD at KIIS-FM, Los Angeles sez, "**PRINCE** *Scandalous* (WARNER BROS.) sounds like it's a real record! **STEVIE B.** *Love Me For Life* (LMR) is HUGE! Check out **BABYFACE** *Whip Appeal* (SOLAR/EPIC) - it's getting a lot of attention! Lastly, **BIZ MARKIE** *Just A Friend* (COLD CHILLIN'/WARNER BROS.) continues to pull HUGE calls!"

**RICK UPTON**, PD at KITY, San Antonio sez, "**KEVIN PAIGE** *Anything I Want* (CHRYSALIS) is a SMASH! Speed it up 10% and you have a Michael Jackson record! **U-KREW** *If U Were Mine* (ENIGMA) is doing unusually well! And **LISA STANSFIELD** *All Around The World* (ARISTA) sounds like a record. Lastly, **A'ME LORAIN** *Whole Wide World* (RCA) continues to build - check this record out if you're not already on it!"

**AL TAVERA**, MD at POWER106, Los Angeles sez, "**LISA STANSFIELD** *All Around The World* (ARISTA) is sure to grab your adult females - check it out! Also, **TIMMY TEE** *Time After Time* (JAM CITY) is beginning to happen! And the two biggest request records right now have to be **HI IMPACT** *Never Stop Loving You* (EPIC) and **LINEAR** *Sending All My Love* (FUTURA)!"

**JOHN CHRISTIAN**, MD at HOT97.7, San Jose sez, "Check out *Thumbs Up* by **BARDEUX** (ENIGMA)! Two thumbs up for this one! This is stronger than *I Love The Bass* with excellent production and great hooks! **YVONNE** *There's A Party Going On* (CUTTING) is getting GREAT call outs, excellent phones and sales! And **CHIMES 1-2-3** (CBS) has got that Soul II Soul funky fresh sound that's perfect for our upper demos!"

**RANDY IRWIN**, MD at KUBE, Seattle sez, "**LISA STANSFIELD** *All Around The World* (ARISTA) is a 'Can't Miss' record! Smooth and sexy, but uptempo enough to make it very exciting! **CHIMES 1-2-3** (CBS) is a cool song - much like a Soul II Soul song. And the **RICHARD MARX** *Too Late To Say Goodbye* (EMI) is shaping up to be a MONSTER!"

**CONNIE BREEZE**, MD at KKRZ, Portland sez, "**U-KREW** *If U Were Mine* (ENIGMA) is a HUGE phone record! This hi-energy Portland-based group are true musicians with an excellent record! **BELINDA CARLISLE** has a WINNER with *Summer Rain* (MCA)! **TAYLOR DAYNE** *Love Will Lead You Back* (ARISTA) is a SMASH! It's good to know she took time to make this LP sound different!"

**RUSS ALLEN**, Asst. PD at WPGC, Washington, D.C. sez, "**INNER CITY** *What You Gonna Do With Me* (VIRGIN) is HOT! I heard it and the hair on the back of my neck stood up! Just listen to this record, especially if you have a club show! Check out **LEILA K. f/ ROB 'N' RAZ** *Got To Get* (ARISTA)! It's fierce! It JAMS!!! The house mix is GREAT for the clubs, and the four-minute radio version is perfect for airplay! And grab the **MICHEL'LE** LP and check out *Niceties* (ATCO). GREAT sound!"

**PAUL CANNON**, PD at PRO-FM, Providence sez, "**ALANNAH MYLES** *Black Velvet* (ATLANTIC) is getting good phones, mainly with adults, after just one week of airplay! Also, check out **MARILU** *I Don't Like Peanuts* (WTG)! It'll surprise you!"

**MARK JACKSON**, Asst. PD/MD at WHYT, Detroit sez, "**BIZ MARKIE** *Just A Friend* (COLD CHILLIN'/WARNER BROS.) is HUGE!!! Check out **2 LIVE CREW** *Funk Shop* (ATLANTIC)! This is a clean version and a cool record with a lot of Rock N' Roll drops! **MC HAMMER** *Help The Children* (CAPITOL) might be a left-turn record for this artist, but it's a SMASH! **SEDUCTION** *Heartbeat* (VENDETTA/A&M) is a great song that I like more every time I hear it! And we're getting calls already on **SKYY** *Real Love* (ATLANTIC)!"

**MICHELLE SANTOSUOSSO**, MD at KZZP, Phoenix sez, "**LEILA K w/ ROB N' RAZ** *Got To Get* (ARISTA) is a very cool record - I LOVE IT! A SMASH - no doubt! Also, **LISA STANSFIELD** has a very classy, hip record with *All Around The World* (ARISTA)! It's like Soul II Soul with a different beat! Pay attention to **MC HAMMER** *Help The Children* (CAPITOL)! This heartfelt record will be HUGE!"

**HAWK HARRISON**, MD at Y107, Nashville sez, "**CALLOWAY** *I Want To Be Rich* (SOLAR/EPIC) is an upbeat Urban record! It has a Milli Vanilli sound and it looks HOT! Mark Chase at the Power Pig turned me on to **BOBBY JIMMY & THE CRITTERS** *Somebody Farted!* It's picking up GREAT phones and it's really out of left field! Totally reactive! Whether or not you have a ballad-heavy sound, you can't ignore **TAYLOR DAYNE** *Love Will Lead You Back* (ARISTA)! It's better than the first! We were late on **STEVIE B** *I Wanna Be The One* (LMR), but we're making amends by POWERING it extra hard! Dynamic sound - female appeal!"

**DALE O'BRIAN**, PD at WKSI, Greensboro, NC sez, "**LUTHER VANDROSS** *Here And Now* (EPIC) is perfect for any station looking at upper demos! A killer song that is guaranteed to work if it is played! A beautiful ballad from **TAYLOR DAYNE** is *Love Will Lead You Back* (ARISTA). HOT! I am playing a song that is probably about seven or eight years old, but sounds like a SMASH! I found *Always*, a GREAT ballad by **FIREFALL** (ATLANTIC) while looking through some old LPs, and I had to put it on the air! It has a hook that builds and builds!"

**MICHAEL NEWMAN**, MD at ENERGY96.5, Houston sez, "Check out **CABARET VOLTAIRE** *Hypnotized*. It's an import that has a GREAT Euro feel with MONSTROUS 12-inch sales! Also, I just want to reiterate my feelings about **MANTRONIX** *Got To Have Your Love* (CAPITOL). This is a mass appeal song! And check out the next **SHANA** record, *You Can't Get Away* (VISION)! It tested positive at night! This Latin-flavored Pop/Dance record should put her on the charts!"

**TERRI WEBER**, MD at KISS98.5, Houston sez, "**LISA STANSFIELD** *All Around The World* (ARISTA) is HOT! What a breath of fresh air - not the same bee-bop formula! **LEILA K f/ ROB N' RAZ** *Got To Get* (ARISTA) is a fun record - check it out! And another good ballad from **BABYFACE** is *Sunshine* (SOLAR/EPIC)! The **TECHNOTRONIC** *Get Up (Before The Nite Is Over)* (SBK) continues to build, and I just love the **MANTRONIX** *Got To Have Your Love* (CAPITOL)! A listening MUST!"

**ED BROWN**, MD at WPHR, Cleveland sez, "Check out **MICHAEL PENN** *No Myth* (RCA)! Don't miss this BIG HIT! **ALANNAH MYLES** is HUGE in Canada, and since we're so close, *Black Velvet* (ATLANTIC) will be HUGE here too! **TECHNOTRONIC** *Get Up (Before The Nite Is Over)* (SBK) has a very house-mix feel that moves and PUMPS over the air! If you did well with *Pump Up The Jam*, don't hesitate to give this one a spin! **JIVE BUNNY & THE MASTERMIXERS** *That's What I Like* (ATCO) is another novel phone ringer that will definitely please both old and young! Thanks to **HITMAKERS** for turning me on to **LEILA K w/ ROB N' RAZ** *Got To Get* (ARISTA)! We tested it at a couple local clubs and it burned up the floor! It translates perfectly to the airwaves! BIG sound, BIG hit!"

**CHR IS GETTING HEAVY.**

▼ **"GYRLZ, THEY LOVE ME"** ▼

**THE SMASH SINGLE NOW HIP HOPPIN' ACROSS CHR**

**HEAVY D.  
& THE BOYZ**

**THEY'VE HIT THE BIG TIME!**

**BIG TYME** THE PLATINUM-PLUS #1 ALBUM THAT WON'T BE IGNORED

**WE GOT OUR OWN THANG** THE TOP 10 HIT THAT STARTED IT ALL

**SOMEBODY FOR ME** THE 2ND TOP 10 SINGLE THAT PAVED THE WAY TO PLATINUM

**GYRLZ, THEY LOVE ME** READY TO TAKE HEAVY D. & THE BOYZ DOUBLE PLATINUM

PRODUCED BY MARLEY MARL AND HEAVY D. MANAGEMENT: UPTOWN MANAGEMENT



**GUY BROUILLARD**, MD at CKOI, Montreal sez, "**THE ALARM** Love Don't Come Easy (I.R.S.) is not as aggressive as Sold Me Down The River, but could be just as reactive! A very bluesy sound! Could have a better chance of reaching a larger portion of the audience! **FINE YOUNG CANNIBALS** I'm Not Satisfied (I.R.S./MCA) is just more proof, if you need any, that **THE RAW AND THE COOKED** is one of the deepest Pop albums of the year! This is as solid as Good Thing or She Drives Me Crazy! VERY HOT track!"

**DON O'NEAL**, MD at WCKZ-FM, Charlotte, NC sez, "Check out **IMPEDANCE** Tainted Love (EPIC)! It's a HOT nighttime record that is strange enough to happen! **LISA STANSFIELD** All Around The World (ARISTA) will be HUGE as it fits in perfectly with what is happening right now! Check it out! **SHANA** I Want You (VISION) has resurfaced and exploded again! And our #1 requested song is Somebody Farted by **BOBBY JIMMY & THE CRITTERS**. He is the morning guy at 100.3JAMZ in Dallas - get a copy!"

**CHRIS SHEBEL**, PD at WDJX, Louisville sez, "**BIZ MARKIE** Just A Friend (COLD CHILLIN'/WARNER BROS.) is getting BIG phones in testing, probably because it gives hope to every garage/rap band in the country! It reacts like CRAZY!!!"

**CAROLYN ROBBINS**, MD at 100.3JAMZ, Dallas sez, "Here it is folks...the secret record of the week! It's **MIZZ MITCHELL** Oo La La La (??), and it sounds like a female Milli Vanilli. More on this one next week. Also, **MC HAMMER** Help The Children (CAPITOL) is very different! It's a ballad, reminiscent of Band Aid, and it's done to the music of Marvin Gaye's Mercy Mercy Me. And if you're playing **RUBY TURNER** It's Gonna Be Alright (JIVE/RCA), check out the Blacksmith remixes, in particular the Brixton Bass mixes. H-O-T!!!"

**P.J. OLSEN**, MD at WLOL-FM, Minneapolis sez, "Get a hold of **LEILA K f/ ROB N' RAZ** Got To Get (ARISTA) and play it now! I just got it in and have already played it five times in my office! It's a SMASH...the next Buffalo Stance! Also, **MICHAEL PENN** No Myth (RCA) is a mass appeal record that sounds like a HIT!"

**JIM MORALES**, MD at KKFR, Phoenix sez, "**LEILA K f/ ROB N' RAZ** Got To Get (ARISTA) really JUMPS out at you! I heard it in the afternoon and we tested it that night, and it got GREAT reaction! Also, **SOUL II SOUL** Get A Life (VIRGIN) is a GREAT import...check it out! And you can't lose with **SYBIL** Walk On By (NEXT PLATEAU)!"

**TOM POLEMAN**, Asst. PD/MD at KC101, New Haven sez, "**BIZ MARKIE** Just A Friend (COLD CHILLIN'/WARNER BROS.) is getting a GREAT reaction in testing and it could happen! Also, **TAYLOR DAYNE** Love Will Lead You Back (ARISTA) is a SMASH! **A'ME LORAIN** Whole Wide World (RCA) is a very good Pop/Dance record! And I'm not sure what's going on out West, but **MARCIA GRIFFITHS** Electric Boogie (MANGO/ISLAND) is definitely a HOT record here!"

**KATHIE ROMERO**, Asst. PD/MD at KSAQ, San Antonio sez, "**JOAN JETT** Dirty Deeds (BLACKHEART/EPIC) is a Rockin' record that is totally her image! Check it out! Also, the **STAGE DOLLS** Lorraine (CHRYSALIS) sounds GREAT on the air! And **EDIE BRICKELL & NEW BOHEMIANS** have always performed well for us in the past, so Hard Rain's Gonna Fall (MCA) should continue her success in this area! Lastly, our #1 request record is Ouiji Ouiji Board by **MORRISEY** (SIRE)! 18-24 females and males LOVE it!"

**JIMMY STEAL**, Asst. PD/MD at KEGL, Dallas sez, "**BILLY JOEL** I Go To Extremes (COLUMBIA) is an extremely strong followup to We Didn't Start The Fire, featuring great thirtysomething schizo-lyrics. **AEROSMITH** What It Takes (Geffen) will be a #1 record! We've done a great edit on it, and it's perfect for Top40! And don't miss **THE B-52'S** Roam (REPRISE)! See Steve Hoffman for witty quote."

**STEVE HOFFMAN**, MD at PIRATE RADIO, Los Angeles sez, "Yes Jimmy, **THE B-52's** Roam (REPRISE) is a HIT, however since I'm on the verge of returning to AOR, the only witty quotes I'll be giving are about old Led Zeppelin records! Also, **FASTER PUSSYCAT** House Of Pain (ELEKTRA) is another record generating GREAT phones, even though it doesn't sound like Zeppelin!"

**JOHN CLINE**, MD at WNCI, Columbus, OH sez, "**TAYLOR DAYNE** Love Will Lead You Back (ARISTA) is HOT! This one will be another #1 for TAYLOR!"

**ANDREA PENTRACK**, Music Asst. at FM102, Sacramento sez, "**JANE CHILD** Don't Want To Fall In Love (WARNER BROS.) is an uptempo song that sounds HOT! **MANTRONIX** Got To Have Your Love (CAPITOL) is really good! A listening MUST! **A'ME LORAIN** Whole Wide World (RCA) and **LISA STANSFIELD** All Around The World (ARISTA) are two GREAT songs that add a lot to the station! And check out **DOUG LAZY** Let The Rhythm Pump (ATLANTIC)! It continues to perform well - very strong at night!"

**RICK STONE**, MD at MIX105.1, Orlando sez, "I love the **THOMPSON TWINS** Bombers In The Sky (WARNER BROS.)! It even has a bit of a Billy Idol flavor! Check it out! **PRINCE** Scandalous (WARNER BROS.) is an interesting song that deserves a listen! And **TAYLOR DAYNE** Love Will Lead You Back (ARISTA) is a #1 record! What a GREAT song!"

**BILLY THE KIDD**, MD at KJ103, Oklahoma City sez, "**BIZ MARKIE** Just A Friend (COLD CHILLIN'/WARNER BROS.) is a nighttime SMASH, and it's beginning to bleed into other dayparts! Also, My Secret Garden by **QUINCY JONES** (WARNER BROS.) is a stone-cold midday SMASH! And check out **THE COVER GIRLS** All That Glitters Isn't Gold (CAPITOL) - it's got a '60s-ish Pop feel, and it's very good!"

**JIM ATKINSON**, MD at KBQ, St. Louis sez, "**DEF LEPPARD** Tear It Down (MERCURY) has started out strong on our battle, and it's possible that the record will be re-done on the next LP. Right now it's available on the flip side to the Woman single released from the HYSTERIA LP. Check it out!"

**RICK THOMAS**, PD at HOT102, Milwaukee sez, "**BRAT PACK** You're The Only Woman (A&M) is HOT! It maintains the sophistication of the original while incorporating the freshness of the '90s! Also, **A'ME LORAIN** Whole Wide World (RCA) is a HIT, and I can't keep my MD Dana Lundon from dancing in the hallways when we play it! And it looks like ATLANTIC Records has really geared up for the '90s with some GREAT Dance product! **DE DE O'NEAL** Vulnerable (ATLANTIC) has definitely got the goods, and **RISSE** Chain Of Fools (ATLANTIC) is HOT!"

**STEVE HELLER**, MD at ZFUN106, Moscow, ID sez, "**KISS** Forever (MERCURY) will work BIG time for us! Early phone response indicates that this will be their BIGGEST hit in a long time! Also, **JANE CHILD** Don't Want To Fall In Love (WARNER BROS.) is different and very good - it borders on an Alternative sound! A listening MUST!"

**KEVIN CHASE**, MD at KMOK, Lewiston, ID sez, "**JIVE BUNNY & THE MASTERMIXERS** That's What I Like (ATCO) is in some respects even stronger than the first single! Another SMASH! Three days of airplay have picked up MASSIVE phones! **TAYLOR DAYNE** Love Will Lead You Back (ARISTA) is a KILLER female ballad that is just as strong as I'll Always Love You, if not stronger! And check out **U-KREW** If U Were Mine (ENIGMA)! The more I listen to it, the more I like it! It has a Cameo-ish feel with a little Rap, a little Rock and a little Dance! A sleeper!"

**MIKE TINNES**, MD at KLQ, Grand Rapids, MI sez, "**KISS** Forever (MERCURY) is getting GREAT reaction! It won four nights on our nighttime rumble, and this Michael Bolton-penned ballad could be a SMASH! Also, **JOAN JETT** Dirty Deeds (BLACKHEART/EPIC) could be a BIG record! And lay an ear on **JOHN FARNHAM** You're The Voice (RCA) - it can work!"

**DON PARKER**, MD at KBOS, Fresno, CA sez, "Check out **SEDUCTION** Heartbeat (VENETTA/A&M)! It's GREAT! We edited the LP version down to about four minutes and use it on the air! Hopefully it will be their next single! Also, **SHANA** We Can't Get Away (VISION) is a HUGE uptempo Dance song that should be BIGGER than the first! And, if you haven't already checked it out, do so now - **U-KREW** If U Were Mine (ENIGMA) is a definite SMASH! Lastly, **MANTRONIX** Got To Have Your Love (CAPITOL) is a very positive testing record! A HUGE SMASH for KBOS!"

**JADA BROWN**, PD at KRKS, Highland Park, CA sez, "Check out **SOUL II SOUL** Get A Life - it's a GREAT import...much better than Jazzie's Groove! Strong requests and sales! Also, **MANTRONIX** Got To Have Your Love (CAPITOL) is already #1 on our Top 7 at Seven! EVERYONE should jump on this one!!! And I know they're a bit controversial, but **PUBLIC ENEMY** Welcome To The Terror Dome (COLUMBIA) is #2 in research for us! It's the HOTTEST Rap record of the week!"

# B I Z M A B R I E



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**HITMAKERS MAINSTREAM TOP40 CHART: NEW43  
HITMAKERS URBAN TOP40 CHART: 20-14  
A HITMAKERS CRUSADE THIS WEEK!**

**“A HUGE reaction record! The first of the '90s!” - BRIAN BRIDGMAN/KIIS-FM  
“Big phones! I personally can't get enough of it!” -**

**“CADILLAC” JACK McCARTNEY/WZOU**

**“It will work with guaranteed phones!” - MARK JACKSON/WHYT**

**“Getting GREAT reaction in testing - it could happen!” -**

**TOM POLEMAN/KC101**

**“A nighttime SMASH, and it's beginning to bleed into other dayparts!” -**

**BILLY THE KIDD/KJ103**

**“Getting HUGE phones in testing! It reacts like CRAZY!” -**

**CHRIS SHEBEL/WDJX**

B96 (Add #30)	KRBE (Add #25)	KGGI (4-1)
KMEL (15-11)	POWER96 (13-9)	B97 (Add)
WEGX (Add #25)	Q106 (16-8)	KITY (Add #30)
WIOQ (6-4)	B104 (16-11)	WCKZ-FM (Add)
WHYT (D#22)	KKFR (Add #26)	Y107 (Add)
WZOU (Add #30)	KOY95 (D#23)	WGTZ (Add)
WPGC (19-13)	KBEQ (Add)	WDJX (Add)
KKBQ (Add)	HOT97.7 (Add)	

HOT104 (Add #29)  
HOT96 (Add #26)  
K92 (Add)  
KBFM (D#40)  
KBOS (39-35)  
KCAQ (Add)  
KEZB-FM (Add)  
KKRD (Add)

KKSS-FM (Add)  
KKYK (Add)  
KWXX (Add)  
KZOU (Add)  
POWER94.5 (30-26)  
POWER98 (Add)  
WCGQ (Add)  
WCIL (Add)

WKEE (Add)  
WPST (D#36)  
WRVQ (Add #32)  
WVSR (Add #35)  
Z102 (Add)  
Z103 (Add) and more





**STEVE MANN**, Asst. PD/MD at WQUT, Johnson City, TN sez, "What a GREAT way to start the decade with these HOT adult records! **BRIDGE 2 FAR** Heaven On Earth (WTG) is a HOT song not to be overlooked - a Rock N' Roll Restless Heart! **ALANNAH MYLES** Black Velvet (ATLANTIC) is a top ten song - reminiscent of Tina Turner Steamy Windows. And **LINDA RONSTADT** f/ **AARON NEVILLE** All My Life (ELEKTRA) is a must! Play these records for your book! **KEVIN PAIGE** Anything I Want (CHRYSALIS) has many mixes, making it perfect for any format!"

**STEVE DAVIS**, PD at KSKG, Salina, KS sez, "**KISS** Forever (MERCURY) sounds GREAT on the air, and the video is FANTASTIC! It's a HIT! Also, **KEVIN PAIGE** Anything I Want (CHRYSALIS) looks like it could go FAR! And **ENUFF Z'NUFF** Fly High Michelle (ATCO) is a GREAT record!"

**LARRY HUGHES**, MD at 95XIL, Parkersburg, WV sez, "**WHITESNAKE** The Deeper The Love (Geffen) is very good! The thing that hit me is that it's so Mainstream! It should be BIG!"

**BOB LEWIS**, MD at KRNO, Des Moines, IA sez, "**PAUL JANZ** Rocket To My Heart (A&M) is a GREAT record! It sounds like a cross between Rick Springfield and Bon Jovi! A SMASH! Also, **TAYLOR DAYNE** Love Will Lead You Back (ARISTA) is another Diane Warren-written HIT! **MADONNA** Keep It Together (SIRE/WARNER BROS.) is good and different! It sounds like a Soul II Soul record! And **MOTLEY CRUE** Without You (ELEKTRA) will be their biggest record EVER!"

**WAYNE COY**, PD at WIXX, Green Bay, WI sez, "**PHIL COLLINS** I Wish It Would Rain Down (ATLANTIC) is an absolute SMASH! 100% positive response in our new music test! Also **PAUL CARRACK** Battlefield (CHRYSALIS) is pure Pop for now people! And check out **UB40** The Way You Do The Things You Do (VIRGIN) - a classic treatment of a classic song!"

**ROGER SCOTT**, MD at KRQ, Tucson, AZ sez, "**TAYLOR DAYNE** Love Will Lead You Back (ARISTA) is an absolute SMASH! Check it out! **MICHAEL PENN** No Myth (RCA) is a good, clean Pop record that sounds perfect in the Tucson market! Check out **JANE CHILD** Didn't Want To Fall In Love (WARNER BROS.)!"

**CADILLAC JACK**, PD/MD at KKSS, Albuquerque, NM sez, "**U-KREW** If U Were Mine (ENIGMA) is working so well - good phone response on this song! **A'ME LORAIN** Whole Wide World (RCA) is shaping up to be a HUGE reaction record! And **D'MOB** C'mon And Get My Love (FFRR/POLYDOR) sounds perfect on the air!"

**CHRIS RUH**, PD at KZOZ, San Luis Obispo, CA sez, "**LISA STANSFIELD** All Around The World (ARISTA) is a unique record! Not too many songs have this combination of GREAT melody and hook lines with excellent vocals! Sounds like an Anita Baker record, (if Anita did a Danbe record)! **WHITESNAKE** The Deeper The Love (Geffen) is a MONSTER, and check out **LEILA K.** f/ **ROB 'N' RAZ** Got To Get (ARISTA)! It's street-wise and HOT! Lastly, keep your eye on **U-KREW** If U Were Mine (ENIGMA)!"

**EFREN SIFUENTES**, MD at KDON, Monterey-Salinas, CA, "Check out **LEILA K.** f/ **ROB 'N' RAZ** Got To Get (ARISTA)! It's a GREAT club track: Neneh Cherry meets House! Check out **TONY MORAN** The Concept Of One (CUTTING)! A GREAT freestyle track with more of a crossover appeal! Who said the Latin sound was dead? **TERENCE TRENT D'ARBY** To Know Someone Deeply Is To Know Someone Softly (COLUMBIA) is a solid track and more accessible! My favorite track for more than a month is You're The Only Woman by **BRAT PACK** (A&M)! One of the strongest covers I've heard in a while! Solid across-the-board appeal!"

**JOHN CLAY**, PD at HOT96, Fresno, CA sez, "**SKYY** Real Love (ATLANTIC) has been on the air exactly one week, and it's #1 adult females! Check out the longer version of the song, it's under four minutes, but it includes an important white rap segment that will melt women's hearts - a HOME RUN! **LEILA K.** f/ **ROB 'N' RAZ** Got To Get (ARISTA) is going to be a HUGE record! GREAT hooks! Lastly, I'll turn you on to a local artist named **COLIN**, who is doing well with his third single on HOT96! It's a duet with **GREGORY MONK**, another local talent, called Always. Top three adult female requests! This guy has charisma, charm and style!!!"

**MIKE STONE**, MD at WPFM, Panama City, FL sez, "Check out **FLIES ON FIRE** Baptize Me Over Elvis Presley's Grave (ATCO)! It's a cross between early Rolling Stones, Credence Clearwater Revival and The Hollies! It makes for an interesting listen! Also, **ENUFF Z'NUFF** Fly High Michelle (ATCO) is a GREAT song! And **EDIE BRICKELL & NEW BOHEMIANS** Hard Rain's Gonna Fall (MCA) is a good rendition of a familiar song!"

**SUNNY VALENTINE**, MD at KFRX, Lincoln, NE sez, "**BRIDGE 2 FAR** Heaven On Earth (WTG) is a GREAT, crunchy, Midwestern record with strong melodic vocals! A perfect sound for us! Also, **BELINDA CARLISLE** Summer Rain (MCA) has a very tasty and sophisticated sound! A lot of GREAT production adds up to a SMASH! It'll do better for us than the last single! And **TAYLOR DAYNE** Love Will Lead You Back (ARISTA) is very smooth and romantic! It should be one of the most powerful female ballads of the year! Easy #1!"

**J.J. RILEY**, MD at 95XXX, Burlington, VT sez, "Check out **JIVE BUNNY & THE MASTERMIXERS** That's What I Like (ATCO)! A real interesting rhythm with some GREAT Hawaii Five-O Jack Lord dialogue! A real cute song! And Personal Jesus by **DEPECHE MODE** (SIRE/REPRISE) has a unique sound! We have a lot of college listeners who really dig this sound, so don't be put off if you don't hear it after the first listen!"

**GUY BELLO**, MD at KWXX, Hilo, HA sez, "**XYMOX** Imagination (WING/POLYDOR) is a GREAT Euro-Pop song that we've been playing and it's happening BIG! **ENTOUCH** All Nite (ELEKTRA) is a personal fave of mine that our listeners LOVE! A very funky sound that fits what we're doing perfectly! And **UB40** The Way You Do The Things You Do (VIRGIN) is reggae, but don't let that scare you! It's got a real world-beat sound that will work everywhere! Get HIP for the '90s!"

**SCOTT CAMPBELL**, PD at KYRK, Las Vegas sez, "**MADONNA** Keep It Together (SIRE/WARNER BROS.) is a SMASH! It gets back to her mainstream strengths! A/Cs and Top40s will go WILD for this one! **TAYLOR DAYNE** Love Will Lead You Back (ARISTA) is a female, all daypart KILLER! It'll be MASSIVE! Check out **KEVIN PAIGE** Anything I Want (CHRYSALIS)! His first song was a work record that mid-charted for us, but this one will establish **KEVIN** and break him on a retail level! Overpowering response! And **WHITESNAKE** The Deeper The Love (Geffen) has very strong lyric imagery that's perfect for our females!"

**MATT McCANN**, PD at WLRW, Champaign, IL sez, "**BELINDA CARLISLE** Summer Rain (MCA) is a top 15 record that's really smooth! GREAT vocals and nice production! **BELINDA** is BIG here - nice cheekbones too! And check out **KEVIN PAIGE** Anything I Want (CHRYSALIS)! The first cut did okay here, but this one is much stronger with a straight-ahead sound! This hook-laden song should establish **KEVIN** as a bonafide star! And **WHITESNAKE** The Deeper The Love (Geffen) is definitely stronger than the last! Good lyrics and nice tempo! Beginning to build into a MONSTER!"

**JON ANDERSON**, PD/MD at KQIZ, Amarillo, TX sez, "**MICHAEL PENN** No Myth (RCA) is a HOT song! If you don't play it, Sean might have something to say about that! Check out The Boys Are Back In Town by **BON JOVI** (MERCURY)! It's off the HIGHWAY TO HEAVEN - STAIRWAY TO HELL LP and it JAMS! **JOAN JETT** Dirty Deeds (BLACKHEART/EPIC) is a GREAT remake! A definite listen!"

**KEN BENSON**, PD at WTHT, Portland, ME sez, "I was driving around New England this week, and I heard **DINO** Never 2 Much Of U (4TH & B'WAY/ISLAND) on the air in Providence, Hartford and Boston, and it sounds GREAT! Also, **WHITESNAKE** The Deeper The Love (Geffen) is a SMASH! And check out **NEW KIDS ON THE BLOCK** My Favorite Girl (COLUMBIA)! It's been getting #1 calls for two weeks here! An absolute MONSTER!"

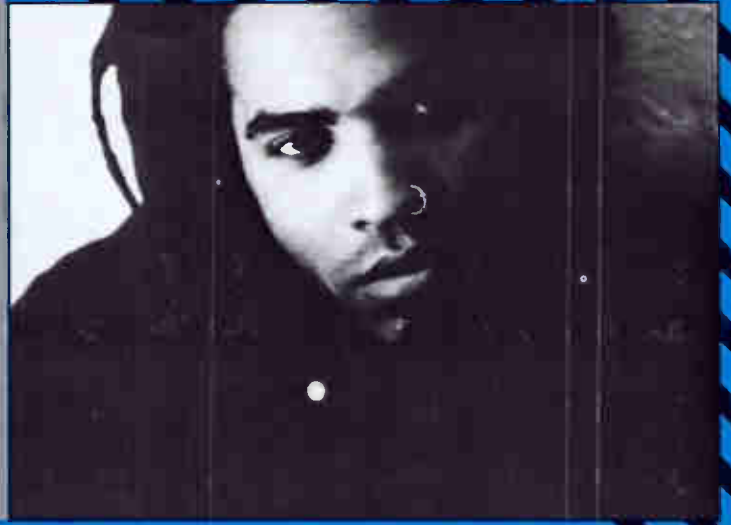
**JACK LUNDY**, PD at Y94, Fargo, ND sez, "**BRIDGE 2 FAR** Heaven On Earth (WTG) is a very good record! Also, **JOHN FARNHAM** You're The Voice (RCA) sounds like a SMASH! And check out **LINDA RONSTADT** f/ **AARON NEVILLE** All My Life (ELEKTRA)! It's an excellent followup that should work well!"

**LEO DAVIS**, PD at Q104, Gadsden, AL sez, "**JOAN JETT** Dirty Deeds (BLACKHEART/EPIC) is requesting well, all demos! This remake is doing so well! And **A'ME LORAIN** Whole Wide World (RCA) is a catchy song! Pay attention to the beginning, it has the same chord progression as Dino I Like It!"

**GREG GEARY**, MD at KZZU, Little Rock, AR sez, "**BIZ MARKIE** Just A Friend (COLD CHILLIN'/WARNER BROS.) is our #2 most requested song! It has extremely relatable teen lyrics! Also, check out the LP cut Nothing Could Be Better by **THE COVER GIRLS** (CAPITOL)! It's uptempo and reminiscent of early Bananarama! And check out **QUINCY JONES** Back On The Block (WARNER BROS.)! It's hip Rap from **QUINCY** and it's HOT!"

# LENNY KRAVITZ

**"Let Love Rule"**



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

WPHR (Add)  
KXXR (31-27)  
99.9KHI (Add)  
CKXY (11-9)  
G98 (D#38)  
K106 (9-5)  
KDWZ (25-19)

KJLS (33-27)  
KQIZ (37-31)  
KSKG (Add)  
KSMK (D#29)  
KTUX (D#37)  
KZBB (Add)  
KZZU (D#37)  
OK95 (11-5)

Q104 (Add)  
WAAL (25-21)  
WAZY (D#37)  
WCLG (10-8)  
WDEK (32-27)  
WJMX (Add)  
WKLQ (Add #35)  
WOVO (23-19)

WPFM (19-15)  
WPST (37-34)  
WRQK (16-16)  
WZZU (35-32)  
Y104 (39-36)  
Z93 (38-29)  
ZFUN106 (31-24)  
And More.



# UB40

**"Here I Am"**

**ON YOUR DESK  
NOW!!**

if you  
play it,  
say it.

FROM THE "LABOUR OF LOVE II" L.P.



# HOT RADIO PROMOTIONS

## KRNQ SAYS "HASTA LUEGA, NORIEGA"

When you're a ruthless dictator in an oppressed, depressed nation who keeps yourself locked away with drugs, pornography, and pictures of Adolf Hitler, of course you're going to be missed when you finally pack it in. Problem was, due to the suddenness of old Manuel Noriega's departure, the good folk down in Panama didn't have time to throw him the type of going-away bash that would accurately reflect just *how much* they were going to miss their old pal. KRNQ in Des Moines, Iowa decided to rectify this gross oversight with their own tribute to the General - the Q102 Hasta Luega Noriega Weekend! The station is giving away a pineapple, tubes of OXY-10, and three-packs of "Manny's favorite Rock N' Roll" to lucky listeners who call in after hearing the deposed despot's denials of wrongdoing. KRNQ production director Bill Bradee handles the task of sounding like Noriega, who's one of the few Panamanians who could ever get upset over receiving an all-expenses paid trip to Miami, not to mention the prospect of lifetime accommodations. Oh well, you can't please everyone.

## NEW KIDS FANS DRESS TO IMPRESS

WCKZ-FM in Charlotte, N.C. was the sole promoter of a recent **New Kids on the Block** concert there. Since the station was not allowed to invite listeners to come to the show with WCKZ banners, they told them to wear the most outrageous costumes possible displaying the station's call letters. Thousands of fans appeared at the show in crazy attire, and the craziest costume of all earned that fan and a guest front row tickets and backstage passes.

## KJ103 IS PUMPED UP FOR THE '90s

KJ103 in Oklahoma City was pumped up for the new decade and decided to share the excitement. Designated callers won a cassette of **Aerosmith's PUMP**, another of **Technotronic's PUMP UP THE JAM**, and a pair of Nike Pumps. All winners qualified for the grand prize: a year of pumping iron at an All American Fitness Center.

## POWER PIG'S "MENU OF MADNESS"

The POWER PIG (WFLZ in Tampa) is proud to announce it's newest piglet: the Menu of Madness. It'll be hoggin' the airwaves with excitement. Contestants participate by listening to POWER93 and finding out what stunts are contained on the Menu of Madness. Listeners then call the station and say which stunt they'll perform. Participants receive up to \$1000 for each stunt completed in front of a POWER93 employee. Some of the entrees on the Menu of Madness include snorting an oyster (\$100), eating a can of Alpo dog food (\$100), drinking milk from a live cow (\$100), or sitting in a tub of beanie weenies for 93 minutes (\$100). A great contest? Yes. Appetizing? It depends.

## WJLK-FM PUTS LISTENERS ON ROAD TO NEW ORLEANS

WJLK-FM in Asbury Park, NJ and Bud Light are kicking off the decade by giving listeners the chance to win two tickets to Super Bowl XXIV January 28 in New Orleans. Listeners can enter simply by stopping at a participating retailer and filling out an entry blank. The grand prize winner will be announced January 18, and once the winner's name is announced on the air, he or she has a certain amount of time to call in and claim the prize. In addition to the tickets, the winner will receive a five-day, four-night stay in New Orleans, round trip airfare, and \$500 spending money. The contest is just part of the football excitement on WJLK. Each weekend leading up to the Super Bowl, the station is giving away Bud Light Super Bowl Party Packs. The prizes include Eagle Snacks, a painter's cap, bottle toppers and a Spuds McKenzie corduroy cap. In order to win, listeners are invited to call in when they hear the special Bud Light kickoff sound.

## Y95 PAYS OFF YOUR MARRIAGE OR DIVORCE

On December 28, Sonny Fox and the Breakfast Club of Y95 in Dallas opened up a :24-hour Marriage & Divorce Hotline." Connected to an answering machine, the M&D Hotline allows Y95 listeners the chance to call in and leave the most outrageous reason that they want Y95 to pay \$1000 toward their marriage or divorce bills. Several calls are aired each weekday morning, and every Thursday morning at 7:20 a.m., the best is picked and the cash awarded. In addition to the cash, each winner gets a trip for two to London, and may take their choice of spouse, ex, or lover. V.I.P. seats for the local **Rod Stewart** concert have also been included. On January 4, **Mike Woodyard** of Wylie, Texas became the first weekly winner when he called the M&D Hotline to tell the sad tale of how his wife tied him to a bed and used an Epi-lady to remove every hair from his body. Mike won \$1000 towards his pending divorce and will take the time prior to his London trip to remedy his hair loss.

## WKSI SENDS LISTENER TO MTV NEW YEAR'S BASH

WKSI in Greensboro started the New Year right by giving away a trip for two to New York for the MTV New Year's celebration. The 10th caller at the touchtone automatically won a trip through the station's music prize vault and qualified for the drawing the following Monday on **Dale O'Brian's** morning show. The prize included airfare, hotel accommodations, and tickets to the New Year's Eve bash that featured the **B-52's**, **Neneh Cherry** and others.

## KQIZ's "NAME THAT NOISE"

It started as a lark on New Year's Eve when KQIZ in Amarillo, Texas invited listeners to call in and discern what party favors were making which noises on the morning show. The game was such a hit that KQIZ decided to turn it into a full-fledged promotion. Listeners call in to identify the mystery noise and can win music prizes and/or breakfast or free dinners, depending on when the promotion is running. KQIZ's noises include coins dropping in a parking meter and vitamins shaken in a plastic bottle.

## KZZP's PICK-A-TRIP WEEKEND

KZZP in Phoenix is qualifying listeners for two hot trips to L.A. The seventh caller at the touchtone wins a cassette from a Grammy nominee and a chance to choose between a trip to the American Music Awards and a live taping of the Arsenio Hall Show. The trip to the American Music Awards also includes tickets to a pre-show party and dinner to meet **Rod Stewart!**

## KTFM SCAVENGER HUNT

San Antonio station KTFM's afternoon and night jocks, **Dwaine Luna** and **The Jammer**, recently decided to make Friday night in Texas an adventure with a wild scavenger hunt. The two invited listeners to pick up a list of 15 items at a local McDonald's. The participants then had four hours to collect the items, including **Bobby Brown's** name in a phone book, a part of a Christmas tree, an '88 high school annual, a picture of themselves in front of the Alamo, and a 16-ounce convenience store cup filled with river water. KTFM tied seven local McDonald's into the promotion, and by the end of the night ended up with 70 listeners vying for a grand prize of season tickets to the San Antonio Spurs.

## MARK AND BRIAN VISIT KEZB-FM

Morning team **Mark and Brian** of KLOS in Los Angeles were recent on-air guests of the Bad Boys of KEZB-FM in El Paso. While en route to Graceland to deliver a giant 16-foot head of **Elvis Presley** in honor of the King's birthday, the pair stopped over in El Paso. When KEZB morning guys **Raymond Mesa** and **Pat Allen** found out that Mark and Brian were in town, they hopped in the B94 FM Bee-van and continued their show while cruising down the interstate in search of the L.A. team. Mark and Brian were gracious enough to go on the air and explain that they were taking the giant Elvis head to Memphis as part of the 55th birthday celebration that was planned for January 8. It was also their way of apologizing to the folks in Memphis for an earlier run-in they'd had at the former digs of the King.

## HERE'S EGG ON NORIEGA'S FACE

MIX105.1 in Orlando kept up with current affairs by creating a six-foot by six-foot mug shot of **General Manuel Noriega**. Listeners could come by the station and throw three eggs at the picture for one dollar. If they hit Noriega's face, they won a MIX105.1 T-shirt. All proceeds were donated to a local anti-drug center.

## Q104 SENDS MOTLEY FANS TO SEE THE CRUE

Q104 in Gadsden, Alabama gave away 30 pairs of tickets to see **Motley Crue** at a local venue, and one grand prize ticket giveaway to see the band in Atlanta. Spread out over three weeks, listeners could win a pair of tickets every day in two different ways: either by calling up after the Top 10 at Ten and correctly naming all the artists in the list, or by entering and winning the Q104 nighttime talent search for either singing or playing an instrument of their choice.

## KSAQ SUPER BOWL BET

KSAQ in San Antonio's morning team **Scott and Kathie** decided to raise some food through a little bet on the Super Bowl. Scott picked the Broncos, and Kathie picked the 49'ers. The loser has to sit on top of one of the station's billboards until he/she has raised a designated number of pounds of canned food, to be given to the San Antonio Food Bank.

## KBFM's TRIP AROUND THE BLOCK

KBFM in McAllen-Brownsville, Texas is sending a busload of winners to see **New Kids on the Block** in concert in Houston. Listeners can sign up at various locations, including clubs and pizza parlors. While most winners have to endure the bus ride before seeing the concert, one lucky grand prize winner will be flown out for the event!

## Q101 AND HUMBLE BILLY HAYES CELEBRATE DISNEY ANNIVERSARY

Q101/WRQX-FM's evening air personality, Humble Billy Hayes, put his Mickey Mouse ears on and took his show to Disneyland in Anaheim, CA. He broadcasted live from the park January 11-12. He then flew to Walt Disney World in Orlando, FL for the debut of the new space-flight "Star Tours" attraction and the majestic Disney Swan Hotel. He will return to Disneyland in California January 22-26 to broadcast live, 7-11 p.m. daily. He will take his listeners through some of the park's main attractions such as "Pirates of the Caribbean" and the new "Splash Mountain." To accompany the special broadcasts, Q101 has revived the "Murphy's Money and Mickey Song" for all of January. Winners can call in daily and win \$1000 plus a trip for four to Disneyland.

# MICHAEL PENN

## "NO MYTH"

STAR94 (22-17)  
 KPLZ (Add)  
 KUBE (D#30)  
 KBQ (35-31)  
 B100 (17-12)  
 WLOL-FM (Add)  
 Q105 (Add)  
 HOT92FM (D#25)  
 WPHR (33-29)  
 KXYQ (D#30)  
 KXXR (35-31)



KWSS (D#30)  
 KROY (Add #30)  
 WGH (Add #29)  
 WNVZ (Add)  
 KCPX (Add)  
 KSAQ (29-24)  
 HOT94.9 (24-21)  
 KISN (29-24)  
 FM100 (Add)  
 MIX105.1 (D#29)  
 Z99 (D#33)

*"We're taking this one all the way and it's generating GREAT daytime phones from ALL demos! Outstanding image record that sounds GREAT on the air - test it and you'll ADD it!" - LYNDON ABELL/KBQ*  
*"Michael Penn bridges the gap from teens to adults, offering the hip edge the kids love plus the musical substance adults demand!" - LEO VELA/KSAQ*  
*"This is what adult Top40 radio is about! It retails and requests 25+ - PLAY IT!" - LOU SIMON/HOT94.9*

**A HITMAKERS NATIONAL BREAKOUT with 126 Active Reports!**

**HITMAKERS MAINSTREAM TOP40 CHART: NEW50**

**HITMAKERS ROCK TOP40 CHART: 37-32**

98PXY (Add)  
 Y107 (D#30)  
 Z99 (D#33)  
 WKZL (Add)  
 93Q (Add)  
 95XIL (D#34)  
 95XXX (39-33)  
 99.9KHI (27-22)  
 JET-FM (D#35)  
 KBFM (36-28)  
 KDWZ (31-23)  
 KF95 (D#31)  
 KFBD (34-26)

KFOX95 (D#40)  
 KGRS (D#33)  
 KHFI (Add)  
 KJLS (31-25)  
 KKBG (38-29)  
 KMOK (40-36)  
 KMON (Add)  
 KNAN (33-28)  
 KNIN (12-10)  
 KRZR (24-21)  
 KSKG (33-27)  
 KTDR (D#33)  
 KTRS (37-32)

KWTO (Add)  
 KZMC (D#36)  
 KZOU (D#39)  
 KZZU (30-19)  
 OK95 (21-17)  
 Q104 (30-25)  
 WAZY (Add)  
 WBBQ (26-21)  
 WBNQ (D#34)  
 WBWB (Add)  
 WCGQ (D#40)  
 WCLG (16-11)  
 WDBR (Add)

WHDQ (37-33)  
 WHHY-FM (26-22)  
 WHTK (31-27)  
 WKDD (Add)  
 WKOR (Add #34)  
 WLRW (D#32)  
 WLZ (26-23)  
 WNYP (31-23)  
 WOMP-FM (Add)  
 WPFM (32-27)  
 WPRR (25-21)  
 WPST (39-35)  
 WRCK (D#40)

WRTB (17-8)  
 WSPT (24-19)  
 WTBX (25-18)  
 WVKZ (38-32)  
 WVSR (Add)  
 WAFX (30-26)  
 WZOK (D#30)  
 WZYP (38-30)  
 Y104 (40-34)  
 Y94 (28-24)  
 Z104 (38-31)  
 ZFUN106 (37-32)  
 and more



## MICHAEL PENN

*No Myth*  
(RCA)

The adds continue to speak for themselves as *No Myth* jumps on at KPLZ, WLOL, Q105, KROY, WGH, WNVZ, KCPX, FM100, 98PXY and WKZL this week. A National Breakout with a 126 active mentions, PENN debuts on the Mainstream Top40 chart at #50 while continuing to climb (37-32) on the Rock Top40 chart.

PENN has slowly but surely convinced programmers of the potential of this quirky tune. The sound of the future combines with the flavors of the past and the result is creative and impressive. Check request sheets wherever this record is played and you'll be convinced that RCA has a real smash with *No Myth*.

## LUTHER VANDROSS

*Here And Now*  
(EPIC)

LUTHER VANDROSS takes his appeal one step further in this smash ballad that shows definite mass appeal. Just added at WPLJ, X100, Y95, WXKS-FM, KISN, 98PXY and WKSI this week, and already working well at WIOQ, KMEL, WUSL, WPGC, HOT105, Y100, Q106, KOY95, FM102, KGGI and many, many more.

LUTHER's core audience might have been crossover in the past but this tune will definitely bust him wide open across the board. If you're looking for a song that will continue to be a hot recurrent in many years to come, *Here And Now* fits the bill. "Six weeks in power rotation and no burn," says Dennis Reese, MD at HOT105 in Miami. How do you beat that!

## ALANNAH MYLES

*Black Velvet*  
(ATLANTIC)

One listen and programmers everywhere are reporting that they're hooked. Can you imagine what a record like this will do to adult female numbers? ALANNAH is definitely on a winning streak with this hot number and why not? Incredible vocals blend with a melody that's catchy and lyrics that grab and hold you throughout the song.

A National Breakout this week with 133 active mentions, ALANNAH debuts on **HITMAKERS** Mainstream chart at #48 and also takes an impressive jump from 30-15 on the Rock chart. Don't overlook this record. A test rotation will prove that you're playlist can't do without ALANNAH MYLES, so why take the chances!

## ELTON JOHN

*Sacrifice*  
(MCA)

Number one AC and headed to the top of the Top40 chart as well, ELTON can add up another smash to his long list with *Sacrifice*. Incredibly smooth in ELTON's tradition, this ballad is ready to prove itself a multi-format hit. Added this week at Y100, KUBE, WPHR, Y108, FM100, MIX105.1 and already huge at Q101, Q95, WXKS-FM, STAR94, KXYQ, KXXR, KSAQ, KCPX, KISN, WKSI and many more. By the look of these stations, *Sacrifice* is already making its move on all formats.

Debuting on **HITMAKERS** Mainstream Top40 chart at #49, *Sacrifice* is another smash from an artist who is core at many stations.

## KEVIN PAIGE

*Anything I Want*  
(CHRYSALIS)

Among one of the most added records at Top40 this week with 48 adds, *Anything I Want* by KEVIN PAIGE looks like an out-and-out smash. Added this week at KUBE, KKRZ, PRO-FM, WGTZ and many more.

This young man who turned heads in '89 with his debut single *Don't Shut Me Out*, is proving his talents as a musician with a record destined for national success. KEVIN PAIGE has the makings of a star and this single will verify that.

Early believers are well pleased with the response from *Anything I Want*. Already huge at X100, ENERY96.5, KBQ, B94, Y108, Q102, KITY, KSAQ, FM100 and many more.

## LENNY KRAVITZ

*Let Love Rule*  
(VIRGIN)

VIRGIN Records is determined not to let this budding star slip through their fingers. And how can you blame them? LENNY KRAVITZ displays creativity, excitement and energy captured in a sound that is unique and exquisite. This record is a listening must, and it'll only take one listen before you determine it has to go on the air.

Added this week at WPHR in Cleveland, 99.9KHI, KSKG, KZBB, Q104, WJMX, WKLQ and more, *Let Love Rule* is making definite inroads in many markets. Continuing to perform well at KXXR, K106, KDWZ, KQIZ, KTUX, OK95, WPFM, Y104, ZFUN106 and many others.

### LAKE (from page 3)

Director of National Pop Promotion since 1986. In his new position, he will assist Anthony in overseeing the promotion of EPIC and Associated Label artists. He will also coordinate the campaigns of the national promotion directors.

Lake has worked in both radio and records, beginning his career at WOL in Washington, D.C. as an announcer. He then served as National Program Director for the Bartell Radio Chain in New York, before shifting to record promotion in 1979, when he joined WARNER BROS. as a National Promotion Director. He later moved into independent promotion, working with acts such as Men At Work, Z.Z. Top and Larry Graham, among others.

"I'm confident that Charley's wide range of experience in music promotion and radio will be of invaluable assistance in keeping EPIC's artists at the top of the charts," commented Ms. Anthony.

### ARB SUMMARY (from page 3)

number of markets this fall, most notably Indianapolis and Buffalo, where A/Cs WIBC and WBEN, respectively, grabbed the overall 12+ lead. But in Los Angeles, where KOST had completed its drive to the top three months ago, Top40 POWER106 reclaimed market dominance.

The biggest news as far as Top40 is concerned is the massive leap taken by JACOR's WFLZ in Tampa. The 2.6-11.6 move placed them number one in the market overall, topping longtime market-leading combo WRBQ AM-FM. A similar situation, although on not nearly as grand a scale, developed in Seattle over the course of the fall sample. KPLZ claimed the top spot overall 12+ in Seattle, moving from a 7.2 in the summer to a 9.1.

In the arena of crossover Top40s, the news continued to be bright for Urban/Dance leaning stations, with Cook-Inlet's WPGC in Washington, D.C.

leading the way with a jump from 5.8-6.7. Others in this category continuing to lead their respective Top40 wars are KJMZ in Dallas, KMEL in San Francisco, KGGI in San Bernardino (with their highest number ever, a 10.1), HOT105 in Miami, and WJMH in Greensboro. WJHM in Orlando also had an impressive showing, moving 7.3-9.6, while Milwaukee's WLUM also continued to climb.

And while there was industry-wide speculation that this book would sound the death knell for Rock Top40, the ratings indicated otherwise in a number of markets, most notably Louisville and Columbus. WXGT in Columbus, one of the latest to attempt the format, continued its upward movement with a 7.6-8.5 jump. (Market leader WNCI also showed an increase, 13.7-13.9.) In Louisville, aggressive Rock Top40 WLRS moved 6.3 to 7.4.

Finally, the back-with-a-bang award has to go to Steve Perun, who took Baltimore's WBSB from a 5.2 to a 6.6.



# ▶ Erasure ◀

## ▶ "BLUE SAVANNAH" ◀

The New Single  
From The Album WILD!

**A HITMAKERS HITBOUND!**

**KNRJ (26-22)**

**KKBQ (D#24)**

**KRBE (D#24)**

**KHTK (Add)**

**KSAQ (36-27)**

**HOT94.9 (D#20)**

**KISN (Add)**

**102QQ (Add)**

**KBHT (Add)**

**KFBD (Add)**

**KRRG (26-23)**

**KSND (Add)**

**KWTX (Add) & more**



# ▶ Depeche Mode ◀

## ▶ "PERSONAL JESUS" ◀

The New Single

**HITMAKERS MAINSTREAM TOP40 CHART: 43-39**

**HITMAKERS ROCK TOP40 CHART: #10**

**A HITMAKERS CRUSADE!**

**PIRATE (14-11)**

**WIOQ (#14)**

**KEGL (Add)**

**POWER96 (34-29)**

**KHTK (D#25)**

**Q106 (27-19Hot)**

**KDWB-FM (D#27)**

**WLOL-FM (D#30)**

**HOT92FM (D#29)**

**WPHR (12-11Hot)**

**KOY95 (17-15)**

**KS104 (9-6Hot)**

**Y108 (Add)**

**KXYQ (16-14)**

**KXXR (D#39)**

**98PXY (19-16)**

**Z99 (D#31)**

**WDJX (Add)**

**CKOI (14-10)**

**95XXX (D#39)**

**HOT107 (Add)**

**K106 (12-8Hot)**

**KBFM (9-2Hot)**

**KCAQ (D#39)**

**KDWZ (34-26)**

**KELY (25-14)**

**KFBD (19-12)**

**KISR (Add)**

**KKSS (19-13Hot)**

**KNIN (14-12)**

**KQKY-FM (20-15)**

**KRRG (7-5)**

**KTDR (D#35)**

**KZUZ (28-24)**

**KZZU (37-34)**

**POWER98 (13-12)**

**WAPI (Add)**

**WLXR (D#30)**

**WPST (18-11Hot)**

**WQXA (28-20)**

**WRTB (33-23)**

**WVZ (37-24)**

**WWCK (21-15Hot)**

**WZYP (Add)**

**WZYQ (Add #30)**

**X102 (Add)**

**Z104 (D#32)**

**ZFUN106 (18-10Hot)**

**and more**



# ▶ Vonda Shepard ◀

## ▶ "DON'T CRY ILENE" ◀

The New Single  
From The Album VONDA SHEPARD

**R&R A/C: 23-20\***

Management: Patricia Rains & Associates, Los Angeles

## BELINDA CARLISLE

*Summer Rain*  
(MCA)

Forty-six Top40 adds this week makes *Summer Rain* one of the most added records as well as a bonafide smash. BELINDA CARLISLE has been making her mark on the music scene since the early '80s when she was a member of the pioneering all-female rock band The Go-Go's. Today BELINDA combines her musical experiences with graceful style and the result is yet another smash solo album. *Summer Rain* is a beautiful mid-tempo tune that catches your ear with its soulful harmonies and excellent string section.

Just added this week at X100, KUBE, WLOL-FM, WPHR, KKRZ, KWSS, KSAQ, MAJIC102, CKOI and many others.

## KISS

*Forever*  
(MERCURY)

Fifty-seven adds this week places *Forever* among one of the most added records this week. KISS is back with a ballad guaranteed to pull a few heartstrings on the first listen. This classic quartet look like they will be making it big on the music scene once again with a single that can't go wrong. MERCURY Records has always believed in the power of this band; they were right before and it looks like they're right again.

Debuting on **HITMAKERS** Rock Top40 chart at #38 and added this week at WPHR, KXYQ, KXXR, PRO-FM, 92X, KSAQ, WLRS and a host of other stations.

## D'MOB

*C'mon & Get My Love*  
(FFRR/POLYDOR)

If you're not on this record, you should be. D'MOB has taken the States by storm with this Dance/Pop tune that fits perfectly on any station format. Featuring talented vocalist Cathy Dennis, D'MOB contrasts her energized vocals with interspersing rap melodies that makes this song both unique and exciting to listen to.

Taking a healthy jump from 34-26 on **HITMAKERS** Mainstream Top40 chart and jumping 10-8 on the Urban chart, *C'mon & Get My Love* doesn't need to prove itself anymore. Retail and requests confirm this is an active record that deserves airplay. The combination of melodic strains used in this record makes it totally mass appeal!

## ENUFF Z'NUFF

*Fly High Michelle*  
(ATCO)

PIRATE RADIO, KLBQ, KBQ, WLOL-FM, KXXR and WLRS are all hip to a hot, new ATCO band that is making its mark with an excellent power ballad *Fly High Michelle*. After some initial success with debut single *New Thing*, ENUFF Z'NUFF is now ready to hit hard with this musical endeavor. *Fly High Michelle* demonstrates to the listener the raw talent of this band shaped by perception of their time and a style of the '90s.

Additional adds this week: K106, KF95, KTRS, KZOU, WAPE, WHY-FM, WPFR, Z97, ZFUN106 and many others. Take a chance and be a Hitmaker - the research will speak for itself.

## BIZ MARKIE

*Just A Friend*  
(COLD CHILLIN'/WB)

A hot debut on **HITMAKERS** Mainstream Top40 chart at #43 is a clear indication that this record has definite potential. Programmers and music directors are screaming SMASH due to the amazing explosive action of this record, especially at nights. Others report *Just A Friend* is beginning to bleed into other dayparts, making this a real record for all demos.

Added this week at B96, EAGLE106, WZOU, KKBQ, KRBE, KKFR, KBQ, HOT97.7, B97 and many other major market stations. Do not underestimate the potential of this unique rap-like tune or the power of the diabolical BIZ MARKIE! Give it a shot - you won't be sorry.

## JOHN FARNHAM

*You're The Voice*  
(RCA)

Voted Australian of the Year two years ago, it's obvious that when you're dealing with JOHN FARNHAM, you're talking about a class act. After four years of singing lead vocals with celebrated Aussie group, The Little River Band, FARNHAM decided to pursue his solo career once again. *You're The Voice* is from the 1987 album, *AGE OF REASON*, which skyrocketed to the top of charts in Australia, Canada, and across Europe. Re-released in the States, it has already proven itself a monster in sales and on the charts in the above-mentioned countries.

Instantaneous hook makes this a guaranteed female monster. Play this one and you won't be disappointed!

### GRAMMY NOMINEES (from page 5)

*Much*; Henley and Hornsby for *The End of the Innocence*; Mike Rutherford and Brian A. Robertson for *The Living Years*; Billy Joel for *We Didn't Start the Fire*; and Larry Henley and Jeff Silbar for *Wind Beneath My Wings*.

Female Pop Vocal nominees are Linda Ronstadt for *Cry Like A Rainstorm - Howl Like the Wind*; Gloria Estefan for *Don't Wanna Lose You*; Bonnie Raitt for *Nick of Time*; Paula Abdul for *Straight Up*; and Midler for *Wind Beneath My Wings*. Male Pop Vocal nominees are Prince for *Batman - Motion Picture Sound Track*; Michael Bolton for *How Am I Supposed to Live Without You*; Richard Marx for *Right Here Waiting*; Joel for *We Didn't Start the Fire*; and Roy Orbison for *You Got It*.

Nominees in the category of Pop Vocal by Duo or Group are Linda Ronstadt and Aaron Neville for *Don't Know Much*; Simply Red for *If You Don't Know Me By*

*Now*; the B-52's for *Love Shack*; Fine Young Cannibals for *She Drives Me Crazy*; and Mike & The Mechanics for *The Living Years*. In the Rap category, Young MC is nominated for *Bust A Move*; Public Enemy for *Fight the Power*; Tone Loc for *Funky Cold Medina*; DJ Jazzy Jeff and the Fresh Prince for *I Think I Can Beat Mike Tyson*; and De La Soul for *Me, Myself and I*.

In the Female Rock Vocal category, Melissa Etheridge is nominated for *Brave and Crazy*; Tina Turner for *Foreign Affair*; Cyndi Lauper for *I Drove All Night*; Pat Benatar for *Let's Stay Together*; and Bonnie Raitt for *Nick of Time*. Male Rock Vocal nominees are Don Henley for *The End of the Innocence*; Tom Petty for *Free Fallin'*; Neil Young for *Freedom*; Lou Reed for *New York*; and Joe Cocker for *When the Night Comes*.

The Grammy Awards will be held February 21 in the Shrine Auditorium in Los Angeles.

### COSTELLO/SAWYER (from page 5)

I.R.S. and have seen him develop into a successful promotion leader in those five years," commented Plen on the appointment. "Now is his time to lead within VIRGIN Promotion."

Sawyer, who previously was POLYGRAM Records' Director of Publicity on the West Coast, is responsible for conceiving, implementing and overseeing all aspects of the label's publicity campaigns. She will also work closely with VIRGIN's marketing team, as well as the label's artists and their management.

Said Swindel: "Sue brings with her a great love of music as well as the experience to lead VIRGIN's publicity department into the '90s. From our first meeting it was obvious that she was a VIRGIN person. We are thrilled to have her."

Sawyer will be based in the company's Los Angeles headquarters.

# The Brat Pack

**“YOU'RE THE ONLY WOMAN”**

**“Two weeks of airplay generated tons of curiosity call.  
Play it and find out for yourself!”**

**Dom Testa MD/Y108 - Denver**

**“It maintains the sophistication of the original while  
incorporating the freshness of the '90's”**

**Rick Thomas PD/HOT102 - Milwaukee**

**“The older demos remember it and love it, and the  
younger demos seem to be soaking it up as well.”**

**John Christian MD/HOT97.7 - San Jose**

**Y108 (Add)**

**HOT102 (Add #34)**

**HOT97.7 (Add)**

**HOT107 (Add)**

**HOT96 (Add)**

**KDON (Add)**

**KKMG (Add #26)**

**KZFM (Add)**

**POWER98 (Add)**

**And More.**



**RECORDS**

**Produced and Arranged by Robert Clivilles and David Cole  
for Cole/Clivilles Music Enterprises**

**Executive Producers: Larry Yasgar and Bruce Carbone**

**AM RECORDS**



## U-KREW

*If U Were Mine*  
(ENIGMA)

ENIGMA Records has been screaming about this Portland, Oregon-based act for weeks and now the national picture is beginning to take shape. Added this week at WIOQ in Philadelphia, HOT105 in Miami, KUBE in Seattle and FM102 in Sacramento, U-KREW is making its mark in key major markets Stateside. This tune blends rap appeal with hooks galore for a can't miss concoction. Phone action and sales attest to the strength of this quirky tune that interfuses Rap, Rock and Dance into a mass appeal record. Already working well at KMEL in San Francisco, KKRZ in Portland, HOT97.7 in San Jose, KITV in San Antonio, HOT94.9 in Salt Lake City, Z99 in Oklahoma City and more.

## DEPECHE MODE

*Personal Jesus*  
(SIRE/REPRISE)

Holding steady at #10 on the Rock chart, *Personal Jesus* is crossing to Top40 now. A strong indication is its jump from 43-39 on the Mainstream chart this week.

Added at KEGL, Y108, WDJX and more, DEPECHE MODE commercial success is beginning to catch up with what millions of core fans have been hip to for ages. Retail sales testify DEPECHE MODE is a super group, soldout concert venues on both sides of the Atlantic indicate they are an international smash and finally airplay Stateside will conclude that DEPECHE MODE is more than just a novelty. Already huge at PIRATE RADIO, POWER96, Q106, KDWB and more.

## SKYY

*Real Love*  
(ATLANTIC)

The Surface success story of '89 is about to be repeated with this new and happening group. *Real Love* is a tender ballad guaranteed to set your phone on fire with otherwise passive upper demo calls. Already proving itself where it is being played, programmers and music directors are hailing this as the next big Urban crossover ballad. Already picking up major airplay at Mainstream stations, such as WHYT, KOY95, Z99 and many others.

Climbing steadily up **HITMAKERS** Urban Top40 chart 16-13 this week, just watch as SKYY begins to break wide open at Top40 NOW! This is a must-listen-to record!

## THE BRAT PACK

*You're The Only Woman*  
(VENETTA/A&M)

Early believers testify that this record has huge potential. Added at Y108, HOT102, HOT97.7, HOT96, KDON, KKMG, KZFM and many more, the buzz is strong on this tasty remake.

Dom Testa, MD at Y108 in Denver was amazed by the number of curiosity calls on this record. Rick Thomas, PD at HOT102 in Milwaukee concludes the key to the success of this record is contained in its ability to "maintain the sophistication of the original while incorporating the freshness of the '90s."

THE BRAT PACK combines innovative melody with familiar lyrics to create a single that's popular with upper demos and yet fresh enough to turn the heads of younger listeners as well.

## BRIDGE 2 FAR

*Heaven On Earth*  
(WTG)

The title of this song indeed personifies its content. Hearing *Heaven On Earth* is a listening paradise, as a strong, melodic hook catches you from the first bar and continues throughout the song. BRIDGE 2 FAR deserves national attention for this outstanding musical effort. While some stations are already familiar with this band via a debut release *I Must Be Blind*, this record should make their name a household one. Early believers include HOT94.9, KISN, G98, KAGO, KELY, KMON, KNIN, KOKZ, KTUX, WBNQ, WOMP-FM, Y94 and many more. These smart programmers know BRIDGE 2 FAR has the goods to make their record happen in a big way.

## TECHNOTRONIC

*Get Up! (Before The Nite Is Over)*  
(SBK)

TECHNOTRONIC has a veritable stranglehold on the top spots on playlists from San Diego to Portland, Maine with their debut single *Pump Up The Jam*, and now *Get Up! (Before The Nite Is Over)* shows every sign of repeating its predecessor's success. This sizzling blend of hip-house and electric funk has programmers screaming that this song will work even better than the first - and that's no easy feat. Already climbing up **HITMAKERS** Urban Top40 chart 39-25 and just added at POWER106, WUSL, KKFR, KJ103, WJMH and more. Already performing well in New York, San Francisco, Washington, Houston, Atlanta, Salt Lake City and more major markets.

MARX/CURRY (from page 7)

Howser was."

Unfortunately for Curry, Marx went down to MTV studios "for the hell of it" and viewed the tape of the controversial show. He was not amused. Said Marx: "There was Adam saying word for word what he had been accused of and denied." He then went on to call Curry "a scumbag liar" on the air and advised him to shut his mouth for the remainder of the *Hitline U.S.A.* interview.

**HITMAKERS** reached executive producer of *Hitline U.S.A.* Dana Miller, who claimed "the exchanges were even more vehement off the air than on.

"I don't think this is going to turn into the Hatfields and the McCoys, but at the same time I don't think they'll be having Thanksgiving dinner together in the near future either," said Miller. "One thing is certain though - it sure made for entertaining radio!"

TESLA VIDEO (from page 7)

has contacted Sacramento police, but they have no record of picking the girl up.

Bridenthal said the woman has never left her name or address, thus preventing GEFEN from being able to send her a copy of the video so she can identify the person in the audience who is her daughter. All GEFEN knows is that the calls come from South Carolina, Bridenthal said.

"So we are sort of stuck until we hear back from her," said Bridenthal. She added that GEFEN can at least put out the story, and it will appear on MTV news in the next few days.

In an interesting sidebar to the development, it turns out the renegade's sister is also trying to locate her, unbeknownst to her mother.

"It sounds like the sister is trying to locate her before mom," said Bridenthal. "The sister asked us if her sister is found, would they be able to meet Tesla."

CHUCKII BOOKER (from page 9)

Fans of Ms. J.J. will be happy to know that Chuckii regained his composure in time to agree to the proposition.

"In addition to directing the tour," said Booker, "I'll also be hauling along my own recording equipment and doing some tracking in motel rooms along the way for my own album, which will be due out in late May."

Suffice it to say that in addition to Chuckii's growing legions of fans, he'll have another old faithful, Janet Jackson, eager to hear the results as well.

"Having someone with her talent appreciate your work is the highest compliment a musician can achieve," he said. "She's a real professional, and it would be great to record with her one day."



# THESE HITS ARE NOTHING TO SNEEZE AT!



**LINDA RONSTADT**  
featuring Aaron Neville  
"All My Life"

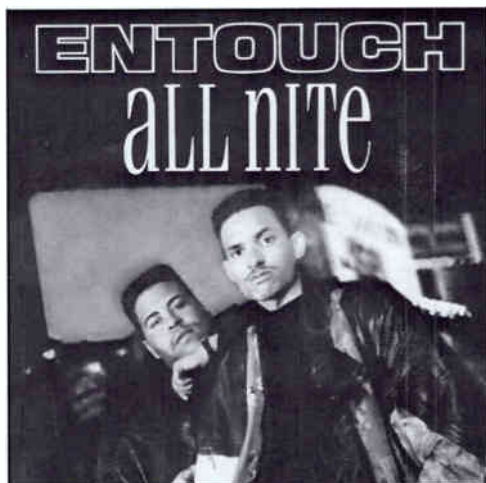
the single and video  
from the PLATINUM PLUS

CRY LIKE A RAINSTORM, HOWL LIKE THE WIND album.

**One of HITMAKERS Top Added  
This Week with 54 Adds!**  
**HITMAKERS MAINSTREAM  
TOP40 CHART: NEW47!**

X100 (D#30)  
WXKS (D#35)  
WZOU (29-26)  
STAR94 (D#18)  
WBLI (Add)  
B100 (32-28)  
Q106 (Add)  
B94 (D#30)  
HOT92FM (Add)  
WPHR (35-32)  
KKRZ (Add #27)  
WKTJ (1-1)  
KBEQ (Add)

Q102 (Add #35)  
WNVZ (Add)  
B97 (6-2)  
KSAQ (39-35)  
KCPX (27-23)  
WTIC (Add #37)  
WCKZ (Add #30)  
WJLK (27-19)  
Y107 (D#32)  
Z99 (D#24)  
WGTZ (Add #29)  
WKSI (D#31)  
WKZL (D#28) & more



**ENTOUCH**  
featuring Keith Sweat  
"All Nite"

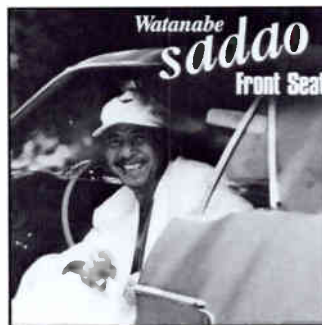
the single and video from the ALL NITE album.



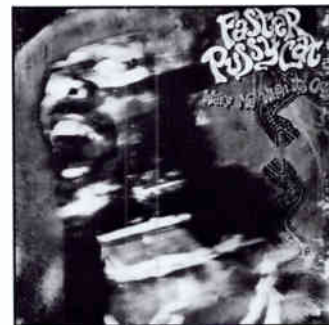
**A HITMAKERS HITBOUND!**

X100 (Add)  
WUSL (20-17)  
Y108 (29-19)  
HOT97.7 (35-32)  
FM102 (14-12)  
MAJIC102 (Add)  
WTIC-FM (39-34)  
HOT96 (3-2)  
KCAQ (37-34)  
KWXX (Add)  
WANS (Add)  
and more

*When you play it, say it!*



**SADAO WATANABE**  
featuring Patti Austin  
"Any Other Fool"  
the single and video from the  
FRONT SEAT album.



**FASTER PUSSYCAT**  
"House of Pain"  
the single and video from the  
WAKE ME WHEN IT'S OVER album.

**ON YOUR  
DESK NOW!**

**WJLK-FM (32-26)**  
**KBHT (Add)**  
**KWXX (Add)**  
and more

**A  
HITMAKERS  
HITBOUND!**

**Just Added:**

**KATM**  
**KRZR**  
**KSND**  
**KTDR**  
**KZMC**  
**KZZU**  
**OK95**  
**WIFX**  
**WPFM**  
**Z93**  
and more

DAN QUAYLE COUNTDOWN:  
1083 days to go

*If it snot a hit, it isn't... on Elektra cassettes,  
compact discs and records.*

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**Elektra**

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

181 • TAYLOR DAYNE "Love Will Lead You..." (ARISTA)

133 • ALANNAH MYLES "Black Velvet" (ATLANTIC)

126 • MICHAEL PENN "No Myth" (RCA)

96 • MICHEL'LE "No More Lies" (ATCO)

90 • KEVIN PAIGE "Anything I Want" (CHRYSALIS)

82 • JOAN JETT "Dirty Deeds" (BLACKHEART/EPIC)

72 • BELINDA CARLISLE "Summer Rain" (MCA)

68 • TEARS FOR FEARS "Woman In Chains" (MERCURY)

64 • ELTON JOHN "Sacrifice" (MCA)

62 • KENNY G "Going Home" (ARISTA)

59 • KISS "Forever" (MERCURY)

57 • ALICE COOPER "House Of Fire" (EPIC)

56 • DEPECHE MODE "Personal Jesus" (SIRE/REPRISE)

47 • BIZ MARKIE "Just A Friend" (COLD CHILLIN'/WB)

46 • LUTHER VANDROSS "Here And Now" (EPIC)

44 • DINO "Never 2 Much Of U" (4TH & B'WAY/ISLAND)

43 • SARAYA "Timeless Love" (SBK)

43 • THE SMITHEREENS "A Girl Like You" (CAPITOL)

42 • A'ME LORAIN "Whole Wide World" (RCA)

41 • POCO "Nothin' to Hide" (RCA)

36 • JAYA "If You Leave Me Now" (LMR)

36 • SA-FIRE "I Will Survive" (MERCURY)

33 • JOHN FARNHAM "You're The Voice" (RCA)

31 • LENNY KRAVITZ "Let Love Rule" (VIRGIN)

30 • MARCIA GRIFFITHS "Electric Boogie" (MANGO/ISLAND)

29 • SKYY "Real Love" (ATLANTIC)

28 • PHIL COLLINS "I Wish It Would Rain Down" (ATLANTIC)

27 • JIVE BUNNY & THE MASTERMIXERS "That's What I Like" (ATCO)

27 • STEVIE B "Love Me For Life" (LMR)

26 • ENUFF Z'NUFF "Fly High Michelle" (ATCO)

24 • TECHNOTRONIC "Get Up (Before The Nite Is Over)" (SBK)

22 • U-KREW "If U Were Mine" (ENIGMA)

21 • SYBIL "Walk On By" (NEXT PLATEAU)

20 • TERENCE TRENT D'ARBY "To Know Someone..." (COLUMBIA)

19 • THE ALARM "Love Don't Come Easy" (I.R.S.)

19 • BRIDGE 2 FAR "Heaven On Earth" (WTG)

15 • EDIE BRICKELL "A Hard Rain Is Gonna Fall" (MCA)

15 • ENTOUCH "All Nite" (ELEKTRA)

15 • KYLIE MINOGUE "Wouldn't Change A Thing" (Geffen)

14 • JERMAINE JACKSON "Don't Take It Personal" (ARISTA)

13 • ERASURE "Blue Savannah" (SIRE/REPRISE)

13 • MADONNA "Keep It Together" (SIRE/WB)

13 • SCORPIONS "I Can't Explain" (MERCURY)

12 • FINE YOUNG CANNIBALS "I'm Not Satisfied" (I.R.S./MCA)

11 • FASTER PUSSYCAT "House Of Pain" (ELEKTRA)

11 • PAUL McCARTNEY "Figure Of Eight" (CAPITOL)

11 • THOMPSON TWINS "Bombers In The Sky" (WB)

10 • THE BRAT PACK "You're The Only Woman" (A&M)

10 • CHIMES "1-2-3" (COLUMBIA)

10 • HI IMPACT "Never Stop Loving You" (EPIC)

9 • LINEAR "Sending All My Love" (FUTURA)

8 • ANIMAL LOGIC "There's A Spy (In The House)" (I.R.S.)

8 • CALLOWAY "I Want To Be Rich" (SOLAR/EPIC)

8 • MANTRONIX f/WONDRESS "Got To Have Your Love" (CAPITOL)

8 • McCAULEY SCHENKER GROUP "Anytime" (CAPITOL)

7 • BY ALL MEANS "Let's Get It On" (ISLAND)

7 • LISA STANSFIELD "All Around The World" (ARISTA)

7 • MC HAMMER "Help The Children" (CAPITOL)

7 • ROB BASE "Turn It Out" (PROFILE)

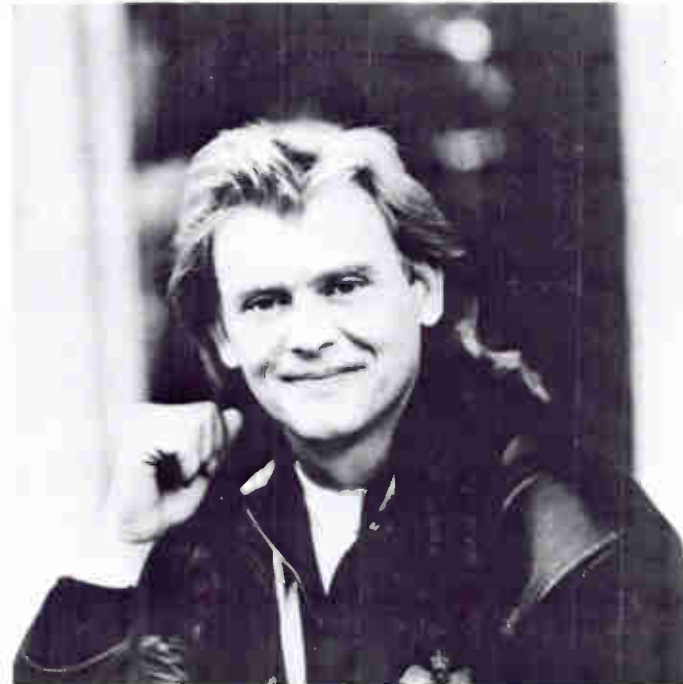
7 • TONY LEMANS "Forever More" (REPRISE)

## JOHN FARNHAM (RCA)

The hook is instantaneous and the staying power of this tune testifies to its hit potential.

*You're The Voice*

is an upper-demo female record that has already proven itself a #1 record across Europe and Australia.



✓ JOHN FARNHAM's road to success began in 1967 at the tender age of 17, when his first single *Sadie, the Cleaning Lady* also became his first gold record. It was then that this former plumber's apprentice found his true vocation as a musician. In the next ten years he produced 13 singles and seven albums - all certified gold. Voted Australia's "King Of Pop," FARNHAM's talents also extended into numerous theatrical and musical projects, including national television shows in his native Australia.

✓ In 1980, FARNHAM received the major Australian "Mo" award for Entertainer Of The Year. Two years later he joined the popular Australian group, The Little River Band, as the replacement for departed lead vocalist Glenn Shorrock. He toured the United States only to return to Australia to receive yet another celebrated "Mo" award for Best Male Vocalist. After a four-year stint with the band, FARNHAM reclaimed his solo roots.

✓ Soon his career was skyrocketing again with the 1987 release *WHISPERING JACK*. The largest-selling domestic LP in Australia, it earned FARNHAM six awards at the following Australian Recording Industry Awards (ARSIAS), as well as charting in the top five in Canada and several European countries. Success upon success culminated in 1988, when he was named "Australian Of The Year" by the prime minister.

✓ Current single *You're The Voice* is in fact a re-release from the '87 LP that was already awarded best and highest selling single plateaus in his native country. Now the future looks great for it stateside, too!

### RADIO SEZ:

**P.J. OLSEN - MD, WLOL-FM - MINNEAPOLIS**

"It's definitely HOT! After two weeks it is already lighting up the phones with females 18-29!"

**WAYNE COY - PD, WIXX - GREEN BAY, WI**

"In case you didn't read the DISC-OVERY columns when I was screaming about the record in December, then listen NOW!"

**BOB LEWIS - MD, KRNO - DES MOINES, IA**

"Gregg Swedberg turned me on to this one and it's very, very good!"

# HITMAKERS

ISSUE 621

January 19, 1990

## MAINSTREAM TOP40

LW-TW

- 4-1 ROD STEWART "Downtown Train" (WB)
- 2-2 JODY WATLEY "Everything" (MCA)
- 6-3 SEDUCTION "Two To Make It Right" (A&M)
- 5-4 LOU GRAMM "Between You And Me" (ATLANTIC)
- 1-5 MICHAEL BOLTON "How Am I Supposed..." (COL)
- 12-6 PAULA ABDUL "Opposites Attract" (VIRGIN)
- 8-7 CHICAGO "What Kind Of Man Would..." (REP)
- 9-8 EDDIE MONEY "Peace In Our Time" (COL)
- 3-9 TECHNOTRONIC "Pump Up The Jam" (SBK)
- 11-10 TOM PETTY "Free Fallin'" (MCA)
- 18-11 MILLI VANILLI "All Or Nothing" (ARISTA)
- 13-12 SKID ROW "I Remember You" (ATLANTIC)
- 14-13 AEROSMITH "Janie's Got A Gun" (Geffen)
- 17-14 BABYFACE "Tender Lover" (SOLAR/EPIC)
- 30-15 JANET JACKSON "Escapade" (A&M)
- 21-16 GLORIA ESTEFAN "Here We Are" (EPIC)
- 20-17 EXPOSE "Tell Me Why" (ARISTA)
- 26-18 ROXETTE "Dangerous" (EMI)
- 25-19 THE COVER GIRLS "We Can't Go Wrong" (CAP)
- 27-20 BAD ENGLISH "Price Of Love" (EPIC)
- 7-21 JANET JACKSON "Rhythm Nation" (A&M)
- 10-22 JOE COCKER "When The Night Comes" (CAP)
- 24-23 MICHAEL DAMIAN "Was It Nothing..." (CYP/A&M)
- 37-24 BILLY JOEL "I Go To Extremes" (COL)
- 36-25 B-52'S "Roam" (REPRISE)
- 34-26 D'MOB "C'mon And Get My Love" (FFRR/POL)
- 31-27 MICHEL'LE "No More Lies" (ATCO)
- 28-28 MOTLEY CRUE "Kickstart My Heart" (ELEKTRA)
- 15-29 PHIL COLLINS "Another Day In Paradise" (ATL)
- 16-30 TAYLOR DAYNE "With Every Beat Of..." (ARISTA)
- NEW-31 RICHARD MARX "Too Late To Say Goodbye" (EMI)
- 19-32 SOUL II SOUL "Back To Life" (VIRGIN)
- 22-33 TESLA "Love Song" (Geffen)
- 40-34 JAYA "If You Leave Me Now" (LMR)
- 49-35 WARRANT "Sometimes She Cries" (COL)
- 41-36 TEARS FOR FEARS "Woman In Chains" (MERC)
- 23-37 QUINCY JONES "I'll Be Good To You" (WB)
- 29-38 LINDA RONSTADT "Don't Know Much" (ELEK)
- 43-39 DEPECHE MODE "Personal Jesus" (SIRE/REP)
- 32-40 NEW KIDS ON THE BLOCK "This One's..." (COL)
- 47-41 SA-FIRE "I Will Survive" (MERCURY)
- 42-42 MARCIA GRIFFITHS "Electric..." (MANGO/ISLAND)
- NEW-43 BIZ MARKIE "Just A Friend" (COLD/WB)
- 44-44 POCO "Nothin' To Hide" (RCA)
- NEW-45 LUTHER VANDROSS "Here And Now" (EPIC)
- 50-46 KENNY G "Going Home" (ARISTA)
- NEW-47 LINDA RONSTADT f/A. Neville "All My Life" (ELEK)
- NEW-48 ALANNAH MYLES "Black Velvet" (ATLANTIC)
- NEW-49 ELTON JOHN "Sacrifice" (MCA)
- NEW-50 MICHAEL PENN "No Myth" (RCA)

## HOTTEST

UP & COMING  
SONGS THIS WEEK!

## MAINSTREAM TOP40

170% LINDA RONSTADT

*All My Life (ELEKTRA)*

146% RICHARD MARX

*Too Late To Say Goodbye (EMI)*

130% ALANNAH MYLES

*Black Velvet (ATLANTIC)*

82% MICHAEL PENN

*No Myth (RCA)*

70% JANET JACKSON

*Escapade (A&M)*

## URBAN TOP40

68% U-KREW

*If U Were Mine (ELEKTRA)*

45% JANET JACKSON

*Escapade (A&M)*

44% TECHNOTRONIC

*Get Up! (Before The Nite...) (SBK)*

38% GOOD GIRLS

*Your Sweetness (MOTOWN)*

## ROCK TOP40

132% RICHARD MARX

*Too Late To Say Goodbye (EMI)*

91% B-52'S

*Roam (REPRISE)*

78% ALANNAH MYLES

*Black Velvet (ATLANTIC)*

60% WARRANT

*Sometimes She Cries (COL)*

# 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 SEDUCTION "Two To Make It Right" (A&M)
- 2-2 PAULA ABDUL "Opposites Attract" (VIRGIN)
- 3-3 THE COVER GIRLS "We Can't Go Wrong" (CAP)
- 4-4 MICHEL'LE "No More Lies" (ATCO)
- 15-5 JANET JACKSON "Escapade" (A&M)
- 8-6 EXPOSE "Tell Me Why" (ARISTA)
- 9-7 MICHAEL BOLTON "How Am I Supposed..." (COL)
- 10-8 D'MOB "C'mon And Get My Love" (FFRR/POLYD)
- 5-9 JANET JACKSON "Rhythm Nation" (A&M)
- 11-10 LUTHER VANDROSS "Here And Now" (EPIC)
- 14-11 MILLI VANILLI "All Or Nothing" (ARISTA)
- 17-12 SYBIL "Walk On By" (NEXT PLATEAU)
- 16-13 SKYY "Real Love" (ATLANTIC)
- 20-14 BIZ MARKIE "Just A Friend" (COLD/WB)
- 6-15 BABYFACE "Tender Lover" (SOLAR/EPIC)
- 18-16 SA-FIRE "I Will Survive" (MERCURY)
- 7-17 QUINCY JONES "I'll Be Good To You" (WB)
- 22-18 DINO "Never 2 Much Of U" (4TH/ISLAND)
- 19-19 JERMAINE JACKSON "Don't Take It..." (ARISTA)
- 12-20 PHIL COLLINS "Another Day In Paradise" (ATL)
- 25-21 A'ME LORAIN "Whole Wide World" (RCA)
- 32-22 GLORIA ESTEFAN "Here We Are" (EPIC)
- 13-23 JODY WATLEY "Everything" (MCA)
- NEW-24 STEVIE B "Love Me For Life" (LMR)
- 39-25 TECHNOTRONICS "Get Up! (Before..." (SBK)
- 26-26 ENTOUCH "All Nite" (ELEKTRA)
- 28-27 KENNY G "Going Home" (ARISTA)
- 33-28 SALT 'N PEPA "Expression" (NEXT PLATEAU)
- NEW-29 MICHAEL DAMIAN "Was It Nothing..." (CYP/A&M)
- 21-30 NEW KIDS ON THE BLOCK "This One's..." (COL)
- 36-31 LINEAR "Sending All My Love" (FUTURA)
- NEW-32 ROD STEWART "Downtown Train" (WB)
- 23-33 TAYLOR DAYNE "With Every Beat Of..." (ARISTA)
- 34-34 PRINCE "Scandalous" (WB)
- 37-35 CLUB NOUVEAU "No Friend Of Mine" (WB)
- NEW-36 B-52'S "Roam" (REPRISE)
- 24-37 TECHNOTRONIC "Pump Up The Jam" (SBK)
- NEW-38 RUBY TURNER "It's Going To Be..." (RCA)
- NEW-39 YVONNE "There's A Party Going On" (CUTTING)
- 40-40 HI IMPACT "Never Stop Loving You" (EPIC)
- 42-41 MARCIA GRIFFITHS "Electric..." (MANGO/ISLAND)
- 45-42 ROB BASE "Turn It Out" (PROFILE)
- 43-43 CALLOWAY "I Wanna Be Rich" (SOLAR/EPIC)
- 46-44 SEDUCTION "Heartbeat" (VENDETTA/A&M)
- 27-45 ABSTRAC' "Right And Hype" (REPRISE)
- 29-46 NENEH CHERRY "Heart" (VIRGIN)
- 49-47 TONY LEMANS "Forever More" (REPRISE)
- NEW-48 GOOD GIRLS "Your Sweetness" (MOTOWN)
- 31-49 BY ALL MEANS "Let's Get It On" (ISLAND)
- NEW-50 U KREW "If U Were Mine" (ENIGMA)

## ROCK TOP40

LW-TW

- 1-1 AEROSMITH "Janie's Got A Gun" (Geffen)
- 2-2 ROD STEWART "Downtown Train" (WB)
- 3-3 EDDIE MONEY "Peace In Our Time" (COL)
- 4-4 THE SMITHEREENS "A Girl Like You" (CAP)
- 9-5 WARRANT "Sometimes She Cries" (COL)
- 7-6 ROXETTE "Dangerous" (EMI)
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- 11-9 CHICAGO "What Kind Of Man Would..." (REP)
- 10-10 DEPECHE MODE "Personal Jesus" (SIRE/REP)
- 5-11 LOU GRAMM "Between You And Me" (ATLANTIC)
- 6-12 FIONA "Everything You Do..." (ATLANTIC)
- 29-13 RICHARD MARX "Too Late To Say Goodbye" (EMI)
- 8-14 CHER "Just Like Jesse James" (Geffen)
- 30-15 ALANNAH MYLES "Black Velvet" (ATLANTIC)
- 25-16 BILLY JOEL "I Go To Extremes" (COLUMBIA)
- 12-17 PHIL COLLINS "Another Day In Paradise" (ATL)
- 13-18 TESLA "Love Song" (Geffen)
- 28-19 SCORPIONS "I Can't Explain" (MERCURY)
- 26-20 ALICE COOPER "House Of Fire" (EPIC)
- 15-21 BILLY JOEL "We Didn't Start The Fire" (COL)
- 17-22 MOTLEY CRUE "Kickstart My Heart" (ELEK)
- 18-23 TOM PETTY "Free Fallin'" (MCA)
- 24-24 KISS "Hide Your Heart" (MERCURY)
- 19-25 GREAT WHITE "The Angel Song" (CAPITOL)
- 27-26 TEARS FOR FEARS "Woman In Chains" (MERC)
- 20-27 BONHAM "Wait For You" (WTG)
- 21-28 BON JOVI "Living In Sin" (MERCURY)
- 22-29 JOE COCKER "When The Night Comes" (CAPITOL)
- 32-30 POCO "Nothin' To Hide" (RCA)
- 34-31 RUSH "Show Don't Tell" (ATLANTIC)
- 37-32 MICHAEL PENN "No Myth" (RCA)
- 45-33 PHIL COLLINS "I Wish It Would Rain Down" (ATL)
- 39-34 PAUL McCARTNEY "Figure Of Eight" (CAPITOL)
- 43-35 WHITESNAKE "The Deeper The Love" (Geffen)
- 23-36 ROLLING STONES "Rock And A Hard..." (COL)
- NEW-37 JOAN JETT "Dirty Deeds" (BLACKHEART/EPIC)
- NEW-38 KISS "Forever" (MERCURY)
- 46-39 ACE FREHLEY "Do Ya" (ATLANTIC)
- 40-40 TINA TURNER "Steamy Windows" (CAPITOL)
- 31-41 DON HENLEY "The Last Worthless..." (Geffen)
- 33-42 THE CURE "Lullaby" (ELEKTRA)
- 35-43 ERIC CLAPTON "Pretending" (REPRISE)
- 38-44 LOVERBOY "Too Hot" (COLUMBIA)
- NEW-45 THE CULT "Sweet Soul Sister" (REPRISE)
- NEW-46 McCAULEY SCHENKER GROUP "Anytime" (CAP)
- 42-47 BAD ENGLISH "When I See You..." (EPIC)
- NEW-48 SARAYA "Timeless Love" (SBK)
- 44-49 B-52'S "Love Shack" (REPRISE)
- 47-50 KIX "Don't Close Your Eyes" (ATLANTIC)

## WALTER YETNIKOFF President and CEO, CBS Records Inc.

*He put together the \$2 billion sale of CBS RECORDS to SONY, and kept his position of power within the record industry. He orchestrated the \$3.4 billion sale of COLUMBIA PICTURES and the hiring of Hollywood's hot production duo, GUBER & PETERS, to run the studio. He's a friend of the artists on his various labels and the guy everyone wants to know. One cold and blustery afternoon just this past December, HITMAKERS own Barry Fiedel and Bob Greenberg dropped in on WALTER YETNIKOFF at his office high atop "the Black Tower" - also known as the CBS Building - with their Sony cassette player in tow.*

*Walter noticed it immediately and said, "I see you have a Sony. Terrific."*

### **WE RAN ALL OVER TOWN TO FIND ONE.**

I can't work SONY equipment. It's too complicated. I'm a technological klutz.

### **FIRST OF ALL, CONGRATULATIONS ON FINALIZING THE MOVE WITH GUBER & PETERS.**

That's better than what Malcolm Forbes said about me. What Malcolm Forbes doesn't realize is that I have an apartment on 12th Street and he has a townhouse on 12th Street about 50 feet away, right next door to the Forbes building, and he's got a very upset neighbor.

### **LET'S TALK ABOUT THE RECORD BUSINESS AND WHAT YOU SEE HAPPENING IN 1990.**

I see people who have come from marketing or promotion doing well - their day is coming around now. You look around and you see a lot of these guys. Jerry Moss is obviously a prime example of a promotion kid from Brooklyn doing a Horatio Alger story, but I think you'll see more and more of that now. The record business seems to be more concentrated than before, and I can see further concentration possibly occurring. I see an MCA, a BMG and a POLYDOR, two out of the three doing something with each other. It's certainly not inconceivable, because you have the two biggies - WARNER BROS. and CBS - to compete with on a grand scale for that all-important market share. You could see that two of those three might get together on something which would give them more market share. I don't know that for a fact and no one has told me that, but it's certainly possible. Despite all of that you still see a lot of niche labels around, like RELATIVITY and DELICIOUS VINYL. There are niche labels that are re-appearing again, quite strongly actually. I'm not trying to exclude anybody - I've just picked two drastically different examples. I see RELATIVITY in one area and DELICIOUS VINYL in another area. In that sense we're getting back the feel of the older business - the way it used to be 15 to 20 years ago. There are more entrepreneurial things going on. You have the majors on the upper level all playing for position, and the smaller independent labels trying to make a place for themselves on a lower level. Though some of these labels are already distributed by larger ones, it still doesn't matter. There's more activity than we've seen in years, especially in the \$20 to \$30 million dollar range - like it used to be.

I think you're going to see more people with a "creative" marketing background running record companies. The Charlie Minors, Tommy Mottolas, and Don Ienners of our business are now moving into the big management jobs. Dave Glew is a perfect example of today's creative manager who was brought up through the ranks and learned all the ins and outs of

**"We're repeating a cycle that occurred 20 to 25 years ago when the business exploded. The power was then moved to accountants and lawyers, but (this time) you're going to see it go the other way. Everybody's chasing the good promotion man."**

running a record company. There'll be less accountant/lawyer types running the show. By the way, I don't know what "creative genius" or "street" means, although we use those terms all the time. You're going to see more of those people, however, moving up into senior positions. We're repeating a cycle that occurred 20 to 25 years ago, when the business exploded. It was a big explosion from a little business into this gigantic business. The companies grew bigger, the artists became what we like to call "superstars", and the deals got bigger. The power was then moved to the accountants and lawyers, but we didn't know music or marketing - we only knew how to make deals.

I think you're going to see it go the other way. Most of us today chase executives, at least at my level. I'm too old to chase artists. People at my level will be around five, ten, 20 years, but not forever, and we're more interested in personnel because we ourselves aren't going to chase artists anymore. I can't hear the young music - I'm too old. I think there's a shortage of executive talent around today, and I'm using the word "executive" in a very broad sense. Everybody's chasing the good promotion man, like Phil Quartararo, and giving him a label. Frank DiLeo is a promotion man, and he managed the biggest artist in the world.

### **SOME SAY OUR BUSINESS IS ONLY LOOKING FOR THAT QUICK FIX.**

I don't disagree with you that there are things like the quick fix. Acts that may not be here for the long haul. Here at CBS we've always had pride in ourselves that we waited 12 years as Springsteen developed from BORN TO RUN to BORN IN THE USA. Billy Joel had a lot of big hits and now is experiencing a major renaissance. We've just had a number one record with him which was one of the most unique singles I think I've ever heard. Barbra Streisand has been with us for 25 years - she probably even precedes me. Michael Jackson I met personally for the first time when he was 17 years old - that's a long time ago. George Michael is another major success who'll be with us for a long time, as well as Eddie Money and Luther Vandross, just to name a few. We've always prided ourselves on the long haul of artist development and it's still probably our main philosophy. We want an artist. Our basic interest is not one song, one hit record, even one hit album - it's a career of building an artist. That's basically the background of this company. Our major thrust will probably continue in the traditional way of artist development, which I think we're the best at. At least we've produced the biggest of the big superstars. We'll also do the quick fixes if there is a particular sound, like Rap. I don't mean to say that Rap will disappear, but I do think it will change. You're starting

to see white rap artists coming up, other than The Beastie Boys. Although Rap started as a black phenomenon, both in terms of the language and rhythms, I think it's now a crossover. I think that genre will evolve into something else the same way Disco evolved into Dance music. No one uses the term Disco now and we don't use the term Disco Break, but it's still Dance music. Nevertheless, there are certain areas where you have a quick fix. You have an artist you really don't think will go on for long. We're trying to do both. We're trying to be CBS Records in the way we always have, and we're also trying to be more of what is loosely termed as a "street label". If there's a particular sound and trend that is now, and it's very immediate and contemporary, we want that too. We're not adverse to making money. We have spiritual and historical values, but they don't exclude making money. This is America, and I'm Jewish. A Jewish capitalist is not averse to making money (just ask Fiedel and Greenberg), and neither is an Italian capitalist (just ask Mottola or Ienner). We're trying to do both.

### **IS THE BUSINESS IN BETTER CONDITION NOW THAN IT WAS A FEW YEARS AGO?**

I think so. Very much so. And there are a bunch of reasons. My point is that peoples' tastes in pop music are becoming more selective. Pop music today consists really of many different styles and tastes. Whatever you want. There are opportunities for all sorts of new things happening now - things which record companies have yet to make up names for.

### **HOW DO YOU RATE THE GROWTH OF THE INDUSTRY - AND IN PARTICULAR CBS RECORDS - OVER THE LAST FIVE YEARS?**

Great men like me are supposed to have some historical references. I always found that if you look empirically at the record business, it seems to be the leading economic indicator. When business gets bad in the record industry, the economy seems to go within six months. We're six months ahead of it. We've followed the economic cycle. We had research and surveys when we were trying to get CBS to be sold to SONY, and we followed the cycle. While the trend line was always up, and has been up for many years now, there were these ups and downs which almost followed the business cycle. We came out of it six months before the economy came out of a minor recession. We took our chart and WARNER'S chart and put them side by side, and both looked like a bad dental job. It almost went up and down; not to the same degrees upward and downwards, but the basic ups and downs looked almost the same. The trend line was always up at a fairly rapid angle, so I think the economy has a lot to do with it. There always seems to be a conjunction of factors that come at the same time. When the economy turned off in the late '70s early '80s, the record business went pretty seriously into the toilet. People spent their time and money on video games. At the same time, the music got boring in general. It's all changed now. The economy got good for a number of years, the technology changed with CDs, and is continuing to expand. And the music has become very interesting in the last couple of years.

If you look at industry statistics, for the first six months of last year you didn't see any growth because the summertime was boring in terms of sales. People speculated that this was due to all the hit movies. That

(continued on page 30)

# LOOK WHAT'S HAPPENING HERE!



## ALANNAH MYLES

### "BLACK VELVET"

**HITMAKERS MAINSTREAM TOP40 CHART: NEW48**  
**HITMAKERS ROCK TOP40 CHART: 30-15**  
**A HITMAKERS NATIONAL BREAKOUT THIS WEEK!**  
**A HITMAKERS CRUSADE**

PIRATE (D#17)	HOT92FM (D#30)	KISN (36-28)	98PXY (Add)
POWER99 (Add)	WPHR (D#33)	WMJQ (29-26)	Z99 (28-25)
STAR94 (20-13)	KXYQ (D#22)	WTIC (Add#38)	WLRS (Add#29)
KPLZ (Add)	KXXR (23-19)	WROQ (#8)	WKZL (Add)
KBQ (Add)	KSAQ (35-32)	FM100 (28-22)	CKOI (36-25)
B100 (D#18)	HOT94.9 (D#25)	Z98 (D#25)	and more

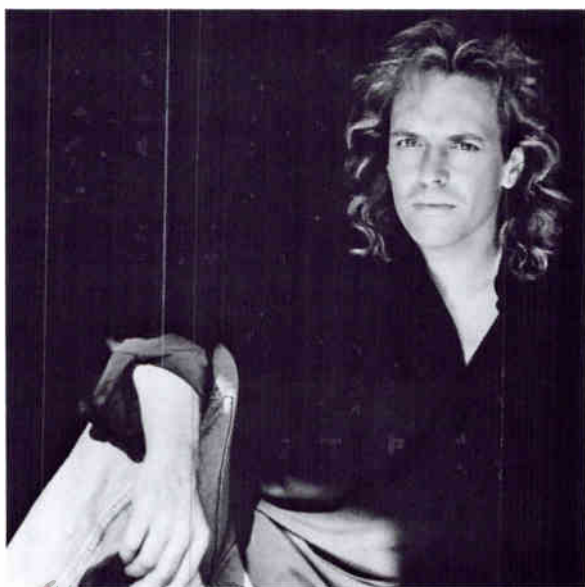


## SKYY

### "REAL LOVE"

**HITMAKERS URBAN TOP40 CHART: 16-13**  
**A HITMAKERS CRUSADE THIS WEEK!**

KMEL (27-21)	HOT97.7 (Add)	KKMG (32-28)
WIOQ (Add)	KKGI (12-8)	KKXX (Add)
WUSL (26-15)	Z99 (Add)	KOKZ (Add)
WHYT (Add)	102QQ (Add #35)	KZFM (Add)
100.3JAMZ (27-16)	HOT104 (26-17)	POWER98 (Add)
WPGC (8-4)	HOT107 (Add)	WKQB (Add)
KISS98.5 (8-5)	HOT96 (29-22)	WPRR (31-28)
Q106 (20-17)	KBOS (36-33)	and more
KOY95 (Add)	KDON (Add)	



## PETER FRAMPTON

### "MORE WAYS THAN ONE"

See Peter Frampton on  
*The Arsenio Hall Show* and  
*Good Morning America*,  
 in 'People' Magazine, and as  
 guest DJ on MTV and VH-1!



## DOUG LAZY

### "LET THE RHYTHM PUMP"

KMEL (17-15) HOT97 (13-11)  
 FM102 (20-19) B95 (24-22)  
 and more

**ON YOUR DESK NOW!**



On Atlantic Records, Cassettes and Compact Discs

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# INTERVIEW

WALTER YETNIKOFF (FROM PAGE 28)

was probably true, because the yearly cycles aren't as pronounced as they used to be. No one would have dreamed of releasing a record in June 15 years ago, but there's no problem with it now. And yes, Michael Jackson would rather have his Greatest Hits released at Christmas time, but there's no problem with releasing it in June. When you look back to '81, most of us were looking over the edge of a precipice and had to build another warehouse to hold all the returns. The same thing happened in 1978. I think I helped make it a lousy year. I said to Paul Smith at the time, "Business feels real great. We're short of capacity. You tell those customers they'd better take it now because if they don't take it we're going to run out." I was a genius. They took it because we told them to take it. But then they gave it all back. First quarter of 1979 was another time when I thought I should build another warehouse because I couldn't handle all the returns.

## **BUT ALL THAT'S CHANGED FOR THE BETTER, RIGHT?**

I think most of the record business is doing spectacularly well, and we are going through a tremendous resurgence. We've got a bunch of young guys who are very aggressive executives, and they're finding the artists. Under the Sony management we're able to take care of executives in terms of environment and finances. When we were under CBS corporate rule, I was limited as to how well I could take care of an executive. My genius was simply in bringing Tommy Mottola to CBS Records at a time when people thought, "You're out of your mind because he's a manager." Well, he's done quite well here. So he's a manager - that's not bad. Besides, I know this guy. Tommy's real smart. He was probably first in his class at college but he won't admit it. He's very aggressive. The resurgence is really more Tommy and his people than me. I obviously have participated in it, but it's too large. Actually, I'll take the credit - I decided to have him.

Our current success owes a great deal to artists including New Kids On the Block, Eddie Money, Bad English, Babyface, Michael Bolton, Living Colour, Basia, Martika, Midnight Oil, Warrant, as well as Gloria Estefan, Billy Joel, The Rolling Stones, Barbra Streisand and Bob Dylan. I hope I haven't forgotten anyone, or Tommy will come storming into my office. There's a lot of business stuff going on as well as record stuff. The return rate is way down, we're watching expenses and all this is coming together.

## **WHAT BIG CHANGES HAPPENED WHEN SONY WENT INTO BUSINESS WITH YOU?**

We are independent from Sony. I said it, and nobody believes me, but it happens to be true. There is the DAT in some form coming. There is also - hopefully not, but maybe - some form of copyable CD on the way. There's this whole new future. And of course there's the whole video part of the business. A couple of years ago, people said music videos don't sell - and they didn't. Now music videos are starting to be quite significant. There are some real sales on videos. First of all the price is a little higher than records, so there's more profit in there. We're starting to see what we would call gold and platinum record kind of numbers for videos. A couple of years ago you didn't see that. We have had the difficulty of not being associated with a studio for theatrical videos. We didn't have the luxury of having any of that. We still don't have it because there's an existing deal on Columbia Pictures with RCA. Music videos are starting to be a real business right now. WARNER BROS. Distribution company had a leg up on us because they had the theatrical videos so they were already in the stores. It gives you different kinds of negotiating possibilities with your customers. Obviously our competitor has

always been WARNER BROS., because they had the ability to distribute and we didn't, and we're still not up to speed there.

What I thought was missing when we started up this whole resurgence was, if our superstars delivered we always did one to ten in the charts assuming we got the product, and occasionally we'd break through new things. WARNER BROS. was way ahead of us for a number of reasons including they took better care of their people, they had videos, and a bunch more reasons. I don't think that's what the charts look like now. If you count up what we have in Billboard's Top100, and you count up what they have that they own, we're ahead. If I look at the top ten I know we're ahead. I'm not trying to knock WARNERS. I want to keep peace, for the moment anyhow. Steve Ross and I are smiling at each other and I happen to like that.

## **HOW ARE YOU DOING OVERSEAS?**

Overseas we've been doing very well. Incredible amounts of money. When 1992 comes, I'm one of those people who believes that it will blow up even bigger when the government changes take place in broadcasting and television. We're doing a whole bunch of interesting experiments overseas. Our French company owns a piece of a television and radio station. Under CBS it would've driven me crazy for days and days as to whether Dan Rather would like it that our French company owned it. The video business is - and will be - bigger overseas. We still have a long way to go with our publishing. We sold our publishing company and we're now rebuilding it again. We're making more money overseas than I ever thought possible. Our companies are very strong over there, and we've always been on the quasi-autonomist thing that each company is part of their local culture and they're doing business in their particular environment. A French company acts like a French company just as an American company acts like an American company.

## **HOW CLOSE ARE WE TO OPENING THE COMMUNIST BLOCK COUNTRIES?**

We have been dealing with the communists for a long time. I allegedly made the first deal with a license when I was working internationally. We've been actively trying to negotiate with the Russians. We sold some records to China - that was Michael Jackson's idea. Michael Jackson literally called me from Hong Kong to tell me that he didn't see his records on mainland China. So we shipped some records there, and lo and behold we sold a million Michael Jackson albums in communist China. The big problem with dealing in Eastern Europe or Russia is that they don't have a hard currency.

There's a major market in Russia for Bob Dylan albums and also Heavy Metal albums. There's an immense market there, but if you want me to guess about the future, I can't. I don't think the American government can guess. As soon as Bob Summer, our head of International, returns from his current European trip, the next item on the agenda is that big piece of the world over there with its doors open. What do we do? Do we supply technology? We'd be happy to do that. Do we want to open factories? We could do that. I don't know that they're ready to open CD factories because I don't think they have the hardware. Vinyl, by the way, is doing better overseas than it is here. The vinyl thing just hasn't slipped like it has here. In Europe and England, the vinyl situation is a lot healthier than it is here.

## **LET'S TALK ABOUT THE SONY ACQUISITION OF COLUMBIA PICTURES.**

I always wanted to be involved in some way in movies. I always felt there was a marriage of movie and music people. All the movie people want to be with the

musical artists and all the music people want to be with movie stars. I remember when I first realized the direct correlation. I said, "You know, the Eagles do something other than play great music, they look good. Kids want to see them." When you go to a concert, even more so today with the visual and production of the show, the artist has to look a certain way. Even then you had to look a certain way. Remember Jim Morrison? He looked great if you've ever seen those old tapes. His attitude was very exciting. The artists have to look right and project a certain attitude. There is going to be a marriage here, and I was saying that a long time ago, but Robert Stigwood beat me to the punch by 15 years when he did *Saturday Night Fever*. That was, I think, probably the first real marriage between music and visuals. A lot of things happened after that with *Urban Cowboy* and MTV. Clearly the visual and movie thing are married to a certain extent. Soundtracks are very important. Unfortunately Stigwood and MTV beat me to what I originally wanted to do.

## **SO NOW YOU'RE GOING TO DO IT AFTER ALL?**

Remember that Columbia Pictures is run by Guber and Peters, not by Walter Yetnikoff. I don't know how to do it, and they do. They'd better know how to do it. I don't want to upset them by having anything in print that might mean they somehow report to me. They're independent the same way I'm independent. SONY doesn't tell me what to do. They never did interfere. My involvement was two-fold with the movie thing. I always encouraged SONY and CBS to get into the movie business. I tried to encourage them to buy any movie company, and it would have been a lot cheaper then. You could have bought FOX for \$60 million. This is a very fast, bright, intelligent, world-class company, but I was the one pushing them in that area. My involvement was obviously in trying to persuade them, although the decision was theirs. I'm the guy who picked up the phone - the newspaper and legal accounts are partially correct - and called Guber and Peters and said, "Are you doing anything this weekend? Would you like to come to New York? I can't discuss it on the phone." Guber said, "Do you know what our dream is?" And I said, "Yes I do. I think you ought to spend the money and come to New York." I'm the one who put my hand on them. I made the initial contact. They're old friends of mine. I guess it was sort of my idea, and SONY's decision to do it.

## **SO YOU'RE ENJOYING YOURSELF?**

We're all having a lot of fun. I could hardly ask for more. I guess I could ask for more money - it would be easy to do that. SONY is terrific and they understand the business. If I need ten promotion men, I don't have to explain what promotion men are. If I call Akio Morita, the Chairman of SONY, and say he's got to call Michael Jackson, he will call and do a very good job of it. They're very good at this thing. Can you imagine me asking Tom Wyman to call one of my guys who's crazy and having a problem? I wouldn't dream of it. I did not get that kind of corporate help or involvement before.

## **NOW THAT SONY HAS THE FILM COMPANY AND GUBER & PETERS RUN IT AND YOU'RE CHAIRMAN OF THE STEERING COMMITTEE, ARE YOU EXCITED ABOUT THE POSSIBILITIES?**

Yes. I'm very excited. Do I know what I'm doing? No, they do. I stress the fact that they run the company, because that's true.

## **YOU'RE OBVIOUSLY A GREAT RECORD MAN, A GREAT BUSINESSMAN, A TREMENDOUS ENTREPRENEUR WITH GREAT VISION, AND ABOVE ALL YOU'RE JEWISH. HOW DO YOU WANT HISTORY TO REMEMBER YOU?**

Let them say *He was a great fuck!*

HM





## Charter members of the U-KREW:

**KMEL (D#30)**  
**WIOQ (Add)**  
**HOT105 (Add)**  
**KUBE (Add)**  
**KKRZ (29-25)**

**HOT97.7 (24-21)**  
**FM102 (Add)**  
**KITY (25-22)**  
**HOT94.9 (D#24)**  
**Z99 (D#32)**

**HOT96 (D#30)**  
**KBOS (37-34)**  
**KBTS (Add #39)**  
**KCAQ (35-24)**  
**KEZB-FM (Add)**  
**KKMG (Add)**  
**KKSS-FM (D#23)**

**KMOK (Add)**  
**KQIZ (Add)**  
**WANS (Add)**  
 And More.

**Hosh Gureli MD /KMEL - San Francisco**

“Across the board appeal. Mid-tempo groove with male vocals currently lacking in the system!”

**Ron Parker PD/ KKFR - Phoenix**

“This record sounds great on the air - try it - you'll love it! Starting to break at nights.”

**Connie Breeze MD /KKRZ - Portland**

“A huge phone record! This high-energy Portland-based group are true musicians with an excellent record.”

**John Christian MD/ HOT97.7 - San Jose**

“It's got that funky fresh Milli Vanilli feel that is good for our street sound! Pulling phones and starting to sell!”



**WHEN YOU PLAY IT, SAY IT.**

## "CAN THE HOT A/C OR ADULT TOP40 FORMAT BE MORE THAN A BORING TOP40?"

### **BILL CAHILL**

PD, STAR94 - Atlanta

The challenge is to make Hot A/C an exciting format, which isn't that difficult to do. I think there are various approaches to make it work. Some of them are more '80s exclusive oriented. Ours is not '80s exclusive. We do feature some oldies from the '70s and '80s in our music mix. What makes it a hot A/C is the elimination of some of the standard A/C fare such as the Lionel Richie and Barbra Streisand oldies that bring the format into a softer sound overall. By using basic Top40 formatics and approach we can keep the excitement and energy of the radio station. We do eliminate the hard Rock and hard Dance that would make it more of a teen appeal station. One of the good things about Top40 is that by having both the Dance and the Rock elements mixed in with the Pop element, you get a great variety and sound. When you eliminate some of that you have to make up for that lack of variety. We've decided to do some very strongly tested music from the '70s and '80s so there is some of that "Oh wow" appeal when you hear *Hotel California* or a Jackson Browne oldie. That makes up for the fact that we're not playing the latest Janet Jackson record. That approach also works for adults who grew up listening to those sounds.

#### **WHAT IS THE COMPOSITION AND PERCENTAGE STRUCTURES OF YOUR MUSIC?**

Counting the first level of recurrents, which are never more than six months old, we're 50% current and 50% gold. That's probably a little more heavily current than a standard A/C station would be.

#### **HOW DO YOU DEFINE GOLD?**

Meaning anything older than six months.

#### **OUT OF THE 50% WHICH ARE CURRENT, DO YOU TRY TO GO AGGRESSIVELY FOR CREATING HIT RECORDS IN THAT GENRE OF A/C APPEAL?**

Rotation is a little slower than a Top40 would be in order to stretch the music out and keep the repetition down. Certain artists, like Billy Joel, *I Go To Extremes*, we go out of the box on. As a matter of fact we were on the record a week or two early. A lot of that was because of the lack of product out around the holidays. Other similar artists would be Linda Ronstadt, Richard Marx, Phil Collins or any of the well known superstars. We'll go on the air without waiting for another station to establish the song. A lot of A/Cs wait until a Top40 establishes a record before they add it. We'll add it with the rest of the country right out of the box if it's a major act. And if it's an unknown, we'll wait to make sure it's a hit.

#### **WOULD YOU COMPARE YOURSELF TO ANY OTHER STATIONS AROUND THE COUNTRY?**

I don't think so because each of the stations doing this have a different approach. I know Gary Berkowitz's station at times leans a little more Rock than we do. I know that MIX105.1 in Orlando is a little more Top40 than we are, plus the fact that we are adding some of the '70s music which a lot of the hot A/Cs are not doing. I don't think you can compare us to another station.

#### **SO WITHIN THE CONSTRAINTS AND BOUNDARIES, YOU CAN ACCURATELY FOCUS ON A SPECIFIC DEMO?**

Correct. The major thing is to find out what the market needs. We're pretty well-targeted toward a 25-34 core audience. We're really coming in with a specific target, and not just going in with the whole 25-54 base. In another market we might go for that approach, but here we just came in with that target at first.

#### **CARE TO PREDICT HOW WELL YOU'LL DO IN THE NEXT THREE MONTHS?**

Unlike coming in and starting up a blowtorch Dance-oriented or Rock Top40 approach that just smashes into a market because of the sound, we're dealing with an age bracket that reacts more slowly. If we were going for a 12-24 format we could probably come in and get instant results. However, going after the 25-34 main target, we'll take a little more time. We're expecting that by summer we should have some decent demographics.

#### **HOW ABOUT YOUR LINERS ON THE AIR? DO YOU CALL YOURSELF A HOT A/C ON THE AIR?**

We don't present ourselves that way because the label Hot A/C is so ambiguous.

We're just trying to match up the name of the station, which is STAR94, toward the music we play and also the type of treatment we give our listeners. We play the stars and we treat you like a star. We were fortunate enough to be able to obtain the call letters WSTR. I know there are other stations called STAR across the country, but we'll be the only one that actually has the call letters WSTR. That helps the whole image of the station. We're really calling it STAR94 FM and we do have some promos on the air which explain the type of music we have. It's unlike an AOR where you could just come on and say, "Rock N' Roll." Or a soul station which can exactly define their music mix in their name. We can't do that. We're explaining to people that we're playing the best music of the '70s, '80s and '90s. We do run attitude promos that most A/Cs don't run. These are humorous self-effacing promos, showing we don't take ourselves too seriously. You'll find that some of the television cable networks like VH-1 and Nick At Night are aimed at 18-34 or 25-34 year olds seem to have no problem in putting together humorous promos and identifiers. We feel that's an important element to this format; to introduce that element of fun on your station. Our debut promotion was on New Year's Eve when we had 150,000 at Underground Atlanta. Having one of the biggest city-wide events in the history of the city as our debut wasn't too bad. We're running a star treatment Superbowl promotion. With this you win the big screen TV which you get to keep after the promotion. You win the catered food, plus we will limo drive two or three of your friends to your house to watch the game on your new big screen TV. This promotion is again on that same theme of, "We treat you like a star."

### **HANK NEVINS**

PD, MAJIC102 - Buffalo

Hell yes. It's all in the way you present the product over the air. You can do it with hot jocks and effective promotions, strong marketing strategies, and getting out on the street and into people's faces. The music in that kind of an instance is almost secondary to the presentation.

### **MIKE NOVAK**

PD, B100 - San Diego

Of course it can. It's interesting you should ask me that question, because in the last two or three days we have made B100, which is a Hot A/C situation, even a little more fun to listen to. We put the excitement back into it. In this kind of format, if you rely strictly on the music, you're in trouble. By the nature of the core of this situation it isn't the most exciting, for the most part, music in the world. You need to spice it up by being a little adventurous with the music. Part of the problem this station might have had in the recent past is that the market in this town got a little too conservative. That isn't what people expected of this particular facility. That may not be true in other parts of the country, but as far as this one goes, you have to be a little bit adventurous musically while the main core and focus is kept. Secondly you've just got to have fun on the radio. This isn't major brain surgery. If you have fun doing what you're doing, then people are going to have fun listening to you. You make the promotions fun and entertaining to listen to. The pay off we're finding isn't as important as the methodology. The methodology should be entertaining, and we all know this, but sometimes we want to make it too complicated. Again, if it's fun to listen to and take part in then they'll have a great time with you. The fun element of the jocks and promotions and the overall ambiance of the radio station is just as important as the music in this particular type of format. If I get into a juke box war, I'm going to lose. I can't stand on my own - I've got to have other things on my radio station. That's what sets us apart from everybody else.

#### **WHAT KIND OF LINERS DO YOU USE?**

Mainly around positioning. Things that I want to say about the radio station. First of all, I'd rather have a listener say it than myself. Secondly, if we do say it, it's done in a produced manner, meaning we don't let the jocks do it because it then takes them out of their entertainment role into a straight sell role. We have those positioning type liners produced for us. We don't refer to the station as being anything other than "We play the hits. We play the music you want to hear."

#### **WHAT'S YOUR TARGET AGE GROUP?**

Ignoring Arbitron categories, probably 20-40.

#### **WHAT ARE THE COMPOSITION PERCENTAGES OF YOUR MUSIC?**

It depends on the daypart. The least current is close to 50% current, 50% oldies. The most current is probably 70% current, 30% oldies.

#### **HOW DO YOU MAINTAIN A FRESHNESS? DO YOU GO AFTER AND LOOK FOR BREAKING RECORDS?**



# MICHEL'LE

## "NO MORE LIES"

### Over 300,000 Sold!

**HITMAKERS MAINSTREAM TOP40 CHART: 31-27**

**HITMAKERS URBAN TOP40 CHART: #4**



Y108 (1-1)

HOT97 (8-6)

WPLJ (Add #29)

POWER106 (21-17)

KMEL (3-2)

WIOQ (#5)

WUSL (14-11)

100.3JAMZ (8-7)

WXKS-FM (21-15)

KISS98.5 (15-13)

KRBE (Add)

POWER99 (14-12)

KUBE (29-26)

Q106 (3-2)

KOY95 (Add #24)

KS104 (15-13)

HOT102 (33-30)

HOT97.7 (20-17)

FM102 (8-6)

KWOD (28-22)

WNVZ (D#26)

KITY (5-2)

WKSE (24-21)

WKSS (8-6)

WTIC-FM (7-5)

WCKZ (Add #29)

Z98 (Add)

Y107 (21-16)

KJ103 (30-23)

WDJX (Add)

WJMH (7-2)

KGGI (Add)

WRVQ (Add)

B93 (Add) & more!

# ENUFF Z'NUFF

## "FLY HIGH MICHELLE"

Added MTV!

Won the battle of WLOL, WAPI and WKBQ 5 nights in a row!

PIRATE (Add)

KBQ (Add #39)

WLOL (Add)

KXXR (D#38)

WLRS (Add)

**A HITMAKERS CRUSADE THIS WEEK!**

K106 (Add)

KATM (30-26)

KF95 (Add)

KISR (Add)

KNIN (39-36)

KSKG (D#34)

KTRS (Add)

KTUX (D#38)

KZOU (Add)

OK95 (D#30)

WAPE (Add)

WHHY-FM (Add)

WKFR (Add)

WKRZ (D#35)

WPFR (Add)

WQCM (Add #30)

WVKZ (D#35)

WWCK (Add #38)

WZYP (D#37)

Z97 (Add)

ZFUN106 (Add)

and more



# JIVE BUNNY & THE MASTERMIXERS

## "THAT'S WHAT I LIKE"

Over 1.4 Million Sold!

If you missed the first one - don't make the same mistake twice!

**A HITMAKERS HITBOUND THIS WEEK!**



**DANCE**

KHTK (Add #27)

KS104 (Add)

KITY (Add)

KCPX (Add)

KISN (Add)

WMJQ (Add #30)

WKSI (Add)

CKOI (Add)

POWER99 (Add)

B98 (Add)

HOT107 (Add)

KBTS (Add #38)

KEZB-FM (Add)

KMOK (Add)

KOKZ (Add)

KQCR (Add)

KTUX (Add)

KZBB (Add)

POWER98 (Add)

WBBQ (Add)

WHHY-FM (Add)

WKRZ (Add)

WNYP (Add)

WOKI (Add)

WPFR (Add)

WWCK (Add #39)

WYYS (Add)

Z104 (Add) and more



# FLIES ON FIRE

## "Baptize Me Over Elvis Presley's Grave"

## "CAN THE HOT A/C OR ADULT TOP40 FORMAT BE MORE THAN A BORING TOP40?"

Again, we'd almost have to go on a title per title basis. Our job is not to break current music because we have found through a lot of perceptual study of the average listener to this radio station we know about where their perceptual level comes in of new music. We judge adding it on that basis.

### SO IT'S NOT AN EXCITABILITY FACTOR THEN?

No, music is not a mainstay in our listener's life. It is part of the radio station, but it is not the sole reason they listen to us.

### HOW DO YOU FIND OUT IF IT'S AN EXCITABILITY FACTOR IN THE AGE GROUP YOU'RE PLAYING TO?

We try and stay as much in touch with the listener as we can. We do ongoing perceptual studies year round. We have a B100 30-foot tall huge hot air balloon that we have at remotes. When we do an event like that, all of our people, from the on-air staff to the promotion department to the sales department, talk to people. We don't waste our time at those events just handing out stuff and saying thanks for listening. If we run into somebody who fits our target or somebody who is either a marginal or perfect fan, we'll bring them over and talk to them for a while. We'll ask them what they like and don't like, and what their favorite record they heard in the last week was.

### DOES THE 20-40 YEAR OLD IN SAN DIEGO WHO LISTENS TO B100 DIFFER FROM THE 20-40 YEAR OLD WHO WOULD LISTEN TO Q106?

Psychographically they're much different. Qualitatively they're miles apart, we've proven that. Even our advertisers know that. This is the question we've been asking ourselves. First of all you have to realize there is a difference between the two people, for the most part because you will find people who go both ways. Then you have to ask yourself where the shared number of bodies are in a quantitative sense, and then you make a decision on how much you can bend your format to go after them. It's real interesting. When I programmed KYNO and KYUU years ago, it really wasn't such a thin slice of the pie that you get now. Now you're talking about demographically knowing who your audience is which is not nearly enough anymore. Now you've got to know what route they drive to work and why. You've got to know what kind of car they drive and what influenced them to buy it. What's the last record they bought? What movies do they like to see and how long did they stand in line to see it? There is so much more to this than before. What they don't like is more important than what they do like. This station hasn't made its living for all these years by being boring. It has always been a very involved, bright, up sounding, enthusiastic radio station.

### WHAT ARE YOU PLANNING TO DO FOR SUPERBOWL?

We're having a Superbowl party on the beach front. We'll have a bunch of wide screen TVs and serve food. We're becoming more actionary in the sense of, if it's something that's happening we're going to respond to it or cause it. I want to get the station even more top of mind. If I want to know what's hip today with what people in my particular strata are talking about, I'm going to check out B100 because they're going to be talking about it.

## GARY BERKOWITZ

VP/Programming, Q95 - Detroit

I don't necessarily consider us a Hot A/C, we're an Adult Top40. I think there's a difference in the presentation of the music. Basically you're aiming yourself at a very specific audience of adults, versus adults and kids. It can be more because you do all the exciting things traditional Top40s do, except you direct everything at your adult audience. You take out the things that will irritate them and put in the things that will excite them. We are very adult, but we're certainly not boring by any stretch of the imagination. I don't think there's any need for an adult driven Top40 to be boring at all. As a matter of fact, you can almost make it more exciting because you're dealing with an exciting age group of listenership.

### WHAT'S YOUR RATIO OF GOLD TO CURRENT AND TARGET AGE GROUP?

Right now we're probably 60% current and 40% gold and recurrent. We aim for the 25-54 year old demo.

### ARE THE 25-54 YEAR OLDS IN DETROIT WHO LISTEN TO YOUR STATION DIFFERENT FROM THE 25-54 YEAR OLDS WHO LISTEN OTHER STATIONS?

We're the only Contemporary station in the top five. The bottom line in this day and age is that the old mass appeal Top40 stations we grew up with and loved are no

longer a fact of life for the most part. There are certain records that just don't mix well with each other in the big markets because one appeals to one specific group and the other to the other group. There are some records I find at our station that are mid-chart Top40 records at best, but are killer records for us. Tina Turner *The Best* was not a hit record by national standards, although it was a humungous power record for me. Elton John *Sacrifice* may not be a power record for the rest of the country but it sure is for me.

### WHAT ARE THE THINGS ON YOUR LIST THAT YOU DO TO HELP IT NOT BE A BORING ADULT TOP40 STATION?

We play the records we feel will appeal to adults, and if a record doesn't have adult appeal, we won't play it no matter how big it is. When nobody in the country was playing Joe Cocker, we were wailing with it here because it's a big adult record.

### WITH THAT PERCENTAGE OF CURRENTS, DO YOU GO AFTER THOSE RECORDS TRYING TO MAINTAIN A FRESH, EXCITING SOUND?

Absolutely. It's sometimes difficult, but of course. We're always looking for exciting music. Adult Top40 stations are far from dead. I think our station cooks. In Detroit, we have three Top40 stations. The other two lean very young, one leaning Rock and the other Dance, and then the third, being ours, leans adult. I think we are all doing what we intended to do. The young ones are doing fine in the younger demos, and in the adult demos, we are beyond dominant, we're considerably dominant. I'm the #2 radio station 18-49 in Detroit. That's pretty heavy.

## STEVE PERUN

PD, B104 - Baltimore

No question about it. An Adult Top40 is one that maybe removes the extreme records like Rap and Heavy metal, but those aren't the only "exciting" records you can play. The presentation can still be adult without being boring. I don't necessarily think you have to have screamers to make it sound exciting. That's pretty much what this station does, although we do still play some of the extreme records, primarily at night.

### WHAT'S YOUR RATIO OF CURRENTS TO GOLD?

About 70% current to 30% recurrents and gold. But again, it depends on who is defining current.

### WHAT KIND OF LINERS DO YOU HAVE TO MAKE THE STATION EXCITING?

It's not necessarily liners, it's production and disc jockeys who can relate to people in other ways besides reading liners. We are a Top40 and we focus on adult listeners, but that doesn't mean we have to be boring. During the day this is what we do and at night we get a little younger. You can still have compelling disc jockeys who aren't necessarily boring. Maybe a white A/C is boring, but a Hot A/C is by no means boring.

### DO YOU GO AFTER NEW MUSIC THAT FITS WITHIN THE CATEGORY?

Yes, if it's the right new music we'll play it. Hot A/C doesn't mean you have to play exclusively safe records, you just have to play the right records and still lean Adult Top40. There's a difference between familiar and stale.

### HAVE YOU FOUND A TRANSLATION BETWEEN YOUR PROGRAMMING CONCEPTS AND RATINGS YET?

Hopefully we have. We just had the best book we've had in a year and a half going from 5.2 to 6.6. It's a nice start but we've have a way to go.

## BOB CASE

PD, KZZP - Phoenix

If it's a boring Adult Top40 radio station, then they're doing the format incorrectly. Just because they're adults, doesn't mean they're ready for bed all hours of the day. An Adult Top40 format needs to be totally exciting and compelling so it can get young people as well as older people. If the music is skewing a little older in appeal, then the rest of the things on the radio station have to cover the areas that are appealing to the younger demo. You've got to do all the theatre of the mind, show biz stuff to get the whole audience involved. Otherwise you're just going to end up with a bunch of sleepy, passive adults. Adult Top40 is not a background format, it's an aggressive, young format that's alive and on top of trends and reflecting trends. The format is into what people are buzzing about - there's nothing boring about it.

# BRIDGE 2 FAR

# "HEAVEN ON EARTH"



## A HITMAKERS CRUSADE!

**HOT94.9 (Add)**

**KISN (Add)**

G98 (Add)

KAGO (Add #39)

KELY (Add)

KMON (Add)

KNIN (Add)

KOKZ (Add)

KQKY-FM (Add)

KRRG (Add)

KTUX (Add)

KWTX-FM (D#37)

KZMC (Add)

WBEC-FM (Add)

WBNQ (D#37)

WJMX (D#35)

WOMP-FM (Add)

WRTB (Add #33)

Y94 (Add)

and more

**LOU SIMON PD/HOT94.9 - Salt Lake City**

"Great hook, great harmony, great production! It sounds killer in upper demos!"

**MIKE JUSTIN PD/WBNQ - Bloomington**

"It's reminiscent of a good Toto tune. I have confidence in it's performance as a good adult record."

**JAY MICHAELS PD/KNIN - Wichita Falls**

"A first-listen record that has that Pop sound we were looking for! It's a perfect morning/midday song! Strong initial phones!"

**KEN SHEPHERD PD/KTUX - Shreveport**

"We added it because it sounds very mass appeal! Looks like it'll be a huge female record!"

**MIKE LAUF MD/WRTB - Vincennes**

"This song will introduce the band to Top40! Excellent response in only the second week!"

**BOB CHASE MD/WJMX - Florence**

"Great song that's active on the phones! Sounds good on the turntable but even better on the air!"

**WTF**

RECORDS

## ARISTA RECORDS '89 CONVENTION A VICTORY AT SEA!

ARISTA Records took to the Caribbean seas to hold its annual convention aboard the luxurious *Sea Goddess I*. The theme of this year's convention was "ARISTA '89: Sailing Toward A Record Breaking Year," and as they set sail it was time to look at both the history making success of the last year and the bright future, including the lift-off of ARISTA's La Face Records.



Key ARISTA personnel, including representatives from the new Nashville division and BMG, met in the port of St. Thomas to embark on five days of intensive inter- and intra-departmental meetings.



ARISTA Sr. VP/Sales & Dist. **JIM CAWLEY** (Standing, 3rd from left) welcomes BMG Dist. President **PETE JONES** (standing, 4th from left) and his "crew" to ARISTA's Convention. Standing: **JIM KELLY**, BMG; **BARRY LEVINE**, BMG; **JIM CAWLEY**; **PETE JONES**; **RICHIE GALLO**, BMG; **RICK COHEN**, BMG; **BOB MORELLI**, BMG. Up front: **KIRK BONIN**, Dir./R&B Mktg., ARISTA; **LAUREN MORAN**, Sr. Dir., Nat'l. Sales, ARISTA.

ARISTA VP/R&B Promo. **TONY ANDERSON** (2nd from right) hands out awards and promotions to **CONNIE JOHNSON**, Nat'l. Dir., R&B Promo. (2nd from left) and **C.C. McCLENDON**, Reg'l. Promo. Dir. (center). Joining them are **BILL BERGER**, Exec. VP/ARISTA (left) and **ROY LOTT**, Exec. VP/Operations, ARISTA (right).



ARISTA President **CLIVE DAVIS** receives a platinum plaque from (L-R): **TONY ANDERSON**, VP/R&B Promo., **RICK BISCEGLIA**, VP/Pop Promo. and **JIM CAWLEY**, Sr. VP/Sales, to commemorate ARISTA Recording act Milli Vanilli's incredible multi-platinum performance in 1989.



ARISTA's Nashville staff at their first company convention (L-R): **ALLEN BUTLER**, Nat'l. Promo. Dir.; **MIKE OWENS**, Reg'l. Promo. Mgr.; **PHRAN SCHWARTZ**, Dir., Sales & Artist Development; **TIM DuBOIS**, Exec. VP/GM; **ANNE WEAVER**, Reg'l. Promo. Mgr.



ARISTA President **CLIVE DAVIS** (left) presents awards to the company's newest inductees into the "10 Year Hall Of Fame." (L-R): **CLIVE DAVIS**; Exec. VP/Operations, **ROY LOTT**; Reg'l. Promo. Dir. **JEFF BACKER**; VP/Law **MICHAEL POLLACK**.

Cats that make it happen - g  
ARISTA Records' Vice Presidents (L-R): **PHIL WILD**, VP/Business Admin.; **MILTON SINCOFF**, VP/Prod.; **MELANI ROGERS**, VP/Publicity; **ERIK NURI**, VP/R&B/A&R; **RICK BISCEGLIA**, VP/Pop Promo.; **AL KICZALES**, VP/Finance; **JIM CAWLEY**, Sr. VP/Sales; **ELIZA BROWNJOHN**, VP/Int'l.; **MICHAEL POLLACK**, VP/Law; **MARTY DIAMOND**, VP/Artist Development & Video; **TIM DuBOIS**, Exec. VP/GM, Nashville Div.; **ROY LOTT**, Exec. VP/Operations; **MITCHELL COHEN**, VP/A&R, East Coast; **BILL BERGER**, Exec. VP; **KEN LEVY**, VP/Creative Services; **SEAN COAKLEY**, VP/Rock Promo. Kneeling: **TONY ANDERSON**, VP/R&B Promo.



ARISTA Sr. VP/Sales & Dist. **JIM CAWLEY** announces his staff's sales awards and promotions. (L-R): **KEN ANTONELLI**, Dir., West Coast Sales and Mktg.; **DAVE SANTANIELLO**, Mgr., Video Mktg & Sales; **ROBERTA ROTBERG**, Assoc. Dir., Sales & Advertising; **JIM CAWLEY**; **LAUREN MORAN**, Sr. Dir., Sales; **KIRK BONIN**, Dir., R&B Mktg.



ARISTA VP/Rock Promotion **SEAN COAKLEY** (2nd from left) announces Rock promotion awards and promotions for his staff. (L-R): **JAY ZISKROUT**, Dir., Rock Promo.; **SEAN COAKLEY**; **JONELLE BURKE**, Nat'l. Rock Coordinator; **DIANE GENTILE**, Assoc. Dir., Rock Promo.; **HILAIRE BROSIO**, Dir., West Coast Rock Promo.



ARISTA VP/Pop Promo. **RICK BISCEGLIA** (3rd from left) announces Pop Promotion awards and promotions. (L-R): **GEORGE HESS**, Dir., Nat'l. Dance Promo.; **JOHNNY POWELL**, Reg'l. Promo. Dir.; **RICK BISCEGLIA**; **LINDA ALTER**, Nat'l. Promo. Dir.; **JEFF BACKER**, Reg'l. Promo. Dir. **GREG FELDMAN**, Assoc. Dir./Promotion.



ATLANTIC Recording artist **PHIL COLLINS** visits the Z100 New York Morning Zoo! (L-R): **ROSS BRITAIN**, Z100 Zoo Keeper; **PHIL COLLINS**; **BRIAN WILSON**, Z100 Zoo Keeper.



**RUSS BACH**, President, CEMA Distribution announced that CEMA Distribution and CURB Records have signed an exclusive five-year manufacturing and distribution agreement. (L-R): **DICK WHITEHOUSE**, President, Country Div., CURB; **MIKE CURB**, Chairman, CURB; **JOE SMITH**, President & CEO, CAPITOL-EMI Music, Inc.; **DAVID KRONEMYER**, VP/Business Affairs, CEMA Dist.; **RUSS BACH**, President, CEMA Dist.



New Haven's KC101 hosted a Halloween party and we finally found the picture! (L-R): **TOM POLEMAN**, KC101 MD (dressed as Indiana Jones); **FELLY** of SBK Records' Technotronic; **STEF RYBAK**, KC101 PD (dressed as a woman); **MICHELE BLOCK**, SBK Records (dressed as herself).



There were lots of familiar faces at RCA Records Promotion Dept. holiday party. Back row from left: RCA Field Promo. Mgr. **RAY CARLTON**; RCA Sr. Pop Promo. Dir. **GEARY TANNER**; **BUSTER POINDEXTER**; RCA AOR Dir. **JOHN SIGLER**; Starship's **CRAIG CHAUICO**; **MICHAEL PENN** and collaborator **PATRICK WARREN**; **D.J. JAZZY JEFF & the FRESH PRINCE**; RCA Pop Promo. Dir. **SKIP BISHOP**; Exec. VP/GM **RICK DOBBIS**. Front row: Poco's **GEORGE GRANTHAM**; Starship's **MICKEY THOMAS**; **GRAYSON HUGH**; Poco's **RANDY MEISNER**; RCA Promo. Dir. **BONNIE GOLDNER**; RCA Nat'l. Promo. VP **BUTCH WAUGH**.



ATCO Records took over the Lone Star Roadhouse in New York for a showcase party for the **RAINDOGS**, the label's newest act from Boston. Pictured with the band, front row: **MARGO KNESZ**, VP/Operations; **JOHNNY CUNNINGHAM & MARK CUTLER** of the Raindogs; **HARRY PALMER**, VP/GM; **DEREK SHULMAN**, President; **EMERSON TORREY** of the Raindogs; **CRAIG LAMBERT**, ATCO VP/Nat'l. Promo.; **JIMMY REILLY** of the Raindogs. Back row: **DARREN HILL** of the Raindogs; **STEVE GETT**, Dir. A&R/Artist Development; **TED GREEN**, Exec. VP/Administration & Operations.



**ELEKTRA** Recording artists **THE BLACK VELVET BAND** performed to a sell-out crowd at the Roxy in Los Angeles. (L-R back row): **MAUREEN GUINAN**, Mgr. Nat'l. Top40; **DAVE HORNER**, Black Velvet Band; **SUKI SUR**, Nat'l. Dir. Sales & Mktg.; **GREG VERNON**, Mgr./Music Video Promo.; **RAY GMEINER**, VP/AOR Promo. (Middle row): **JAN TEIFELD**, Dir. Nat'l. Top40 Promo.; **LINDA INGRISANO**, Nat'l. Dir. Video Promo.; **MARIA DOYLE**, **RONAN JOHNSTON & KIERAN KENNEDY**, Black Velvet Band; **ROB SIDES**, Reg'l. Dir. Sales; **SHAY FITZGERALD**, Black Velvet Band. (Front row): **DIANE PAVLO**, Mgr. Nat'l. Promo.; **JIMMY SMITH**, Black Velvet Band.

# FACES & PLACES



ATLANTIC recording artist **PHIL COLLINS** appeared on *The Arsenio Hall Show* with vocalist **DAVID CROSBY** and bassist **LELAND SKLAR**. From left, standing: ATLANTIC local promo. rep **MARY TRIPODI**; **PHIL COLLINS**; **ARSENIO HALL**; ATLANTIC VP/Nat'l. Promo. **ANDREA GANIS**; **DAVID CROSBY**; **LELAND SKLAR**; Phil Collins' Mgr. **TONY SMITH**. Kneeling: ATLANTIC Sr. Dir./Artist Relations & TV/West Coast **TONY MANDICH**.



COLUMBIA artist **BILLY JOEL** began his sold-out North American tour with five nights at the Centrum in Worcester, MA. The company celebrated **JOEL's** #1 'triple crown' achievement: #1 LP, #1 single and #1 video. Surrounding **BILLY** (holding plaque) from left: **JOHN DOYLE**, Dir./Sales; **AMY STRAUSS**, Dir./Product Mktg.; **TOMMY MOTTOLA**, CBS Div. President; **RICH KUDOLLA**, VP/Sales; **KID LEO**, VP/Artist Development; **DON IENNER**, COLUMBIA President; **CRAIG APPLEQUIST**, VP/Sales; **JACK ROVNER**, VP/Mktg.; **JEFF SCHOCK**, Maritime Music Inc., Billy's Mgmt.; **DANNY YARBROUGH**, Sr. VP/Sales; **SANDIE MINASIAN**, Assoc. Dir. Single Sales; **PAUL SMITH**, President CBS Dist.; **WALTER YETNIKOFF**, President & CEO CBS Records Inc.



During a Tavern On The Green dinner for CBS Records branch managers in New York, EPIC artist **BASIA** and her long-time musical partner **DANNY WHITE** were presented with platinum albums for **BASIA's** debut LP *TIME AND TIDE*. Pictured from left: **TOMMY MOTTOLA**, President, CBS Records Div.; **WALTER YETNIKOFF**, President & CEO, CBS Records Inc.; **BASIA**; **DANNY WHITE**; **ALAN SEIFERT**, Mgr. for Basia; **DAVE GLEW**, President, EPIC Records; **PAUL SMITH**, President, CBS Records Distribution.



Here's SBK Records Senior Vice President of Promotion **DANIEL GLASS** (left), **HITMAKERS** Publisher **BARRY FIEDEL** and SBK Records Cleveland Regional Rep. **CHRIS WOLTMAN** enjoying themselves at the WXKS-FM Anniversary Party a few weeks ago.



Cleveland's WMMS welcomed ENIGMA recording artist **DON DIXON** and his wife, **MARTI JONES** as guests on their 'The Scene Breakout Show' Sunday night hosted by **MATT THE CAT**, a veteran jock on WMMS, **MARK HOLAN** from Scene Magazine and produced by **DANIELLE PAUER**. (L-R): **MARK HOLAN**, Scene Magazine, **MATT THE CAT**, WMMS, **MARTI JONES** and **DON DIXON**.



ARISTA Records President **CLIVE DAVIS** has announced the signing of former Byrds guitarist/vocalist **ROGER MCGUINN** to a long-term recording contract. **MCGUINN** will begin recording his first album for ARISTA Records in the spring in Los Angeles. Seen welcoming **ROGER MCGUINN** to ARISTA Records are (L-R): Executive Vice President **ROY LOTT**, **CLIVE DAVIS** and Director of A&R **RANDY GERSTON**.



# FACES & PLACES



COLUMBIA artists **NEW KIDS ON THE BLOCK** visit Sacramento's KWOD! (L-R): **JEFF THOMAS**, middays; New Kids' **DANNY WOOD**; **WILLY B.**, PD; **ADAM SMASHER**, night rocker.



ELEKTRA Recording artist **TREVOR RABIN** recently performed at the Bottom Line in New York. On hand to help celebrate (L-R): **KENNY HAMLIN**, VP/Sales; **RAY GMEINER**, VP/AOR Promo.; **TREVOR RABIN**; **BOB KRASNOW**, Chairman ELEKTRA Entertainment; **GARY CASSON**, Sr. VP/Business Affairs.



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# STATION REPORTS

The TOP50 Markets In America

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA ◊ (503) 226-6731  
ADDS: JOAN JETT, KISS, JOHN FARNHAM, BRITNY FOX,

## # 26 ◊ Milwaukee

HOT102 • PD: RICK THOMAS / MD: DANA LUNDON ◊ (414) 785-1021  
ADDS: TAYLOR DAYNE (#33), THE BRAT PACK (#34), INNER CITY (#39), B-52'S (#40),

WKTI • PD: OPEN / ASST. PD/MD: DANNY CLAYTON ◊ (414) 332-9611  
ADDS: B-52'S,

## # 27 ◊ Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY ◊ (816) 531-2535  
ADDS: TOM PETTY (#22), LINDA RONSTADT f/Aaron Neville, ROXETTE, BIZ-MARKIE,

KXXR • PD: GARY FRANKLIN / MD: MARK CRUZ ◊ (816) 421-1065  
ADDS: KISS, EDIE BRICKELL, THOMPSON TWINS,

## # 28 ◊ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ◊ (401) 433-4200  
ADDS: TAYLOR DAYNE, KEVIN PAIGE, KISS,

## # 29 ◊ San Jose

HOT97.7 • PD: KEN RICHARDS / MD: JOHN CHRISTIAN ◊ (415) 948-0977  
ADDS: BIZ-MARKIE, STEVIE B, SKYY, THE BRAT PACK, CALLOWAY,

KWSS • PD: LARRY MORGAN / MD: RICH ANHORN ◊ (408) 297-5977  
ADDS: B-52'S, RICHARD MARX, BELINDA CARLISLE, STEVIE B (#13), D'MOB (#22),

## # 30 ◊ Sacramento

FM102 • PD/MD: BRIAN WHITE ◊ (916) 920-1025  
ADDS: THE CHIMES, U KREW, TAYLOR DAYNE (#30),

KROY • PD: SEAN LYNCH / ASST. PD/MD: THE ICEMAN ◊ (916) 446-5769  
ADDS: WARRANT (#28), ALICE COOPER (#29), MICHAEL PENN (#30),

KWOD • PD: WILLY B. / MD: GERRY CAGLE ◊ (916) 929-5000  
ADDS: BILLY JOEL (#29), RICHARD MARX (#30),

## # 31 ◊ Cincinnati

Q102 • PD: DAVE ALLEN / MD: BRIAN DOUGLAS ◊ (513) 763-5500  
ADDS: THE COVER GIRLS (#32), JANET JACKSON (#33), WARRANT (#34), LINDA RONSTADT f/Aaron Neville (#35),

## # 32 ◊ Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU ◊ (804) 826-1310  
ADDS: JOAN JETT, BILLY JOEL (#20), RICHARD MARX (#22), B-52'S (#24), TAYLOR DAYNE (#25), MICHAEL PENN (#29),

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ◊ (804) 497-1067  
ADDS: WHITESNAKE, MICHAEL PENN, D'MOB, LINDA RONSTADT f/Aaron Neville,

## # 33 ◊ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ◊ (714) 889-2651  
ADDS: QUINCY JONES (#18), HEAVY DEE, BOBBY ROSS AVILA, D'MOB,

## # 34 ◊ Columbus

92X • PD: MARK TODD / MD: CHRISTY ROBERTS ◊ (614) 221-7811  
ADDS: KISS (#23), THE CULT (#25),

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ◊ (614) 224-9624  
ADDS: GLORIA ESTEFAN (#19), ROXETTE (#20), BAD ENGLISH (#21), SKID ROW (#22),

## # 35 ◊ New Orleans

B97 • PD: BOB MITCHELL / MD: JOEY GIOVINGO ◊ (504) 581-7002  
ADDS: TAYLOR DAYNE, BIZ-MARKIE, EXPOSE,

## # 36 ◊ San Antonio

KITY • PD: RICK UPTON / MD: OPEN ◊ (512) 225-5111  
ADDS: JIVE BUNNY, STEVIE B (#15), TAYLOR DAYNE (#29), BIZ-MARKIE (#30), B-52'S (#34), MANTRONIX (#35),

KSAQ • PD: LEO VELA / ASST. PD/MD: KATHIE ROMERO ◊ (512) 271-9600  
ADDS: JOAN JETT, KISS, BELINDA CARLISLE, MORRISSEY (#36), TAYLOR DAYNE (#39), JOHN FARNHAM, McCAULEY SCHENKER GROUP,

KTFM • PD: JEFF McCARTNEY / MD: RICK HAYES ◊ (512) 655-5500  
ADDS: STEVIE B (#25), TAYLOR DAYNE (#30),

## # 37 ◊ Indianapolis

WZPL • PD/MD: SCOTT WHEELER ◊ (317) 637-8000  
ADDS: JANET JACKSON (#29), ALICE COOPER (#30),

## # 38 ◊ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ◊ (801) 359-9536  
ADDS: TECHNOTRONICS (#15), BRIDGE 2 FAR, THE ALARM,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: BOB LABORDE ◊ (801) 485-6700  
ADDS: MICHAEL PENN, FINE YOUNG CANNIBALS, JIVE BUNNY, TAYLOR DAYNE, TEARS FOR FEARS (#35),

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ◊ (801) 262-9797  
ADDS: ERASURE, BRIDGE 2 FAR, LUTHER VANDROSS, JIVE BUNNY, TAYLOR DAYNE,

## # 39 ◊ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ◊ (716) 876-0930  
ADDS: BELINDA CARLISLE, ENTOUCH, JIVE BUNNY (#30),

WKSE • PD: MIKE EDWARDS / MD: MIKE McGOWAN ◊ (716) 884-5101  
ADDS: BAD ENGLISH, BILLY JOEL, STEVIE B,

## # 40 ◊ Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ◊ (203) 776-4012  
ADDS: WARRANT, D'MOB, TAYLOR DAYNE, WHITESNAKE,

WKSS • PD: JEFFERSON WARD / MD: OPEN ◊ (203) 249-9577  
ADDS: TAYLOR DAYNE, RICHARD MARX,

WTIC-FM • PD: OPEN / MD: MIKE WEST ◊ (203) 522-1080  
ADDS: LINDA RONSTADT f/Aaron Neville (#37), ALANNAH MYLES (#38), TAYLOR DAYNE (#39), PHIL COLLINS (#40), FINE YOUNG CANNIBALS,

## # 41 ◊ Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: DON O'NEAL ◊ (704) 342-4102  
ADDS: MICHELLE (#29), LINDA RONSTADT f/Aaron Neville (#30), BIZ-MARKIE, TAYLOR DAYNE,

WROQ • PD: RANDY C. BLISS / MD: DWAYNE WARD ◊ (704) 392-6191  
ADDS: THE LIST IS FROZEN THIS WEEK,

## # 42 ◊ Memphis

FM100 • PD/MD: STEVE CONLEY ◊ (901) 726-0468  
ADDS: ELTON JOHN (#31), RICHARD MARX, JANET JACKSON, MICHAEL PENN,

Z98 • PD/MD: HOWIE CASTLE ◊ (901) 529-0098  
ADDS: BILLY JOEL, RICHARD MARX, TAYLOR DAYNE, B-52'S, MICHELLE, A'ME LORAIN,

## # 43 ◊ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◊ (407) 788-1400  
ADDS: MC HAMMER, LISA STANSFIELD, KENNY G, SMOKEY ROBINSON, THE CHIMES, STEVIE B, SURFACE (#30),

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◊ (407) 629-5105  
ADDS: ELTON JOHN (#28), TAYLOR DAYNE,

XL106.7 • PD: OPEN / MD: ROD LAUDERDALE ◊ (407) 339-1067  
ADDS: THE LIST IS FROZEN THIS WEEK,

## # 44 ◊ Monmouth-Ocean, NJ

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◊ (609) 597-1100  
ADDS: RICHARD MARX, GLORIA ESTEFAN, BAD ENGLISH,

## # 45 ◊ Rochester

98PX • PD: TOM MITCHELL / MD: CAT COLLINS ◊ (716) 325-5300  
ADDS: TAYLOR DAYNE, WARRANT, MICHAEL PENN, ALANNAH MYLES, LUTHER VANDROSS,

## # 46 ◊ Nashville

Y107 • PD/MD: LOUIS KAPLAN ◊ (615) 256-6556  
ADDS: A'ME LORAIN, CALLOWAY, BIZ-MARKIE, MICHAEL DAMIAN, TAYLOR DAYNE,

## # 47 ◊ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◊ (405) 840-5271  
ADDS: JAYA (#30), STEVIE B, TECHNOTRONICS,

Z99 • PD/MD: BRETT DUMLER ◊ (405) 942-3399  
ADDS: JOHN FARNHAM, SYBIL, JANET JACKSON, SKYY, TAYLOR DAYNE,

## # 48 ◊ Dayton

WGTV • PD: JEFF BALLENTINE / MD: RANDY ROSS ◊ (513) 294-5858  
ADDS: BIZ-MARKIE, KEVIN PAIGE (#27), TAYLOR DAYNE (#28), LINDA RONSTADT f/Aaron Neville (#29), ALICE COOPER (#30),

## # 49 ◊ Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER ◊ (502) 589-4800  
ADDS: BIZ-MARKIE, DEPECHE MODE, TAYLOR DAYNE, MICHELLE, PHIL COLLINS (#30),

WLRS • PD: LISA LYONS / MD: BRAD HARDIN ◊ (502) 585-5178  
ADDS: RICHARD MARX (#23), JOAN JETT (#24), DON HENLEY (#28), ALANNAH MYLES (#29), AEROSMITH, ENUFF Z'NUFF, KISS,

## # 50 ◊ Greensboro/Winston-Salem

WJMH • PD: CHRIS BAILEY / MD: KELLY MASTERS ◊ (919) 855-6500  
ADDS: ALYSON WILLIAMS, QUEEN LATIFAH, SMOKEY ROBINSON, DE LA SOUL, EARTH, WIND & FIRE, RANDY CRAWFORD, BILLY OCEAN, TECHNOTRONICS,

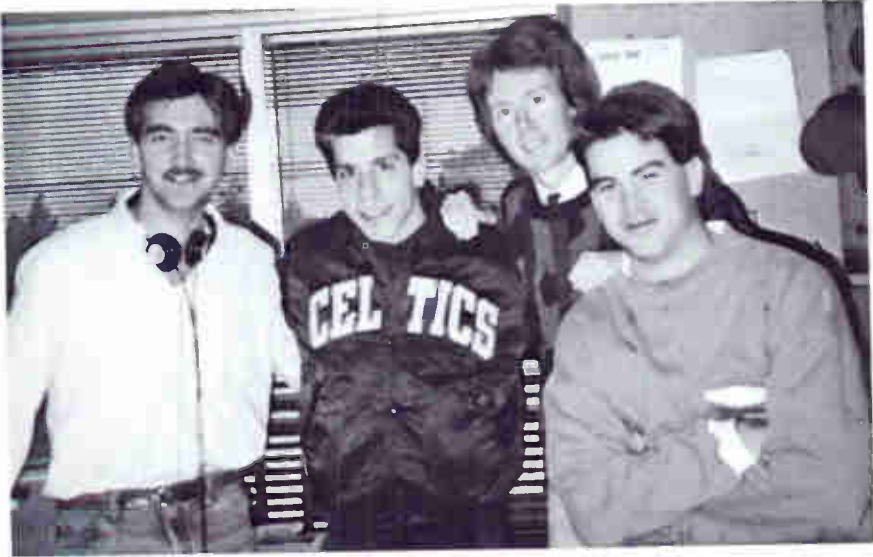
WKSI • PD: DALE O'BRIAN / MD: GREG STEVENS ◊ (919) 275-9895  
ADDS: LUTHER VANDROSS, TAYLOR DAYNE, JIVE BUNNY,

WKZI • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◊ (919) 759-2316  
ADDS: MICHAEL PENN, TAYLOR DAYNE, ROXETTE, D'MOB, ALANNAH MYLES,

## Montreal, Canada

CKOI • PD: BOB LEBOURD / MD: GUY BROUILLARD ◊ (514) 766-2311  
ADDS: KIM MITCHELL (#38), JIVE BUNNY, WHITESNAKE, BELINDA CARLISLE, FINE YOUNG CANNIBALS, JANET JACKSON,

# FACES & PLACES



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# FACES & PLACES



**MCA MUSIC ENTERTAINMENT  
NAMES LANCE GRODE!**

LANCE GRODE was appointed Senior Vice President Business & Legal Affairs for MCA Music Entertainment Group.



**VIRGIN RECORDS  
PROMOTES JIM SWINDEL!**

JIM SWINDEL was appointed Senior Vice President and General Manager of VIRGIN Records.



**RCA RECORDS  
PROMOTES ROBBIE SNOW!**

ROBBIE SNOW was promoted to Product Manager, West Coast for RCA Records.



**RCA RECORDS  
PROMOTES BENNETT KAUFMAN!**

BENNETT KAUFMAN was promoted to Director, A&R, West Coast for RCA Records.



**POLYGRAM RECORDS  
NAMES HOWARD PAAR!**

HOWARD PAAR was named West Coast Publicity Director for POLYGRAM Records.



**CAPITOL RECORDS  
NAMES JOY BAILEY!**

JOY BAILEY was appointed Manager, A&R, Black Music Division for CAPITOL Records.



**BLUE NOTE & CAPITOL JAZZ  
NAME MATT PIERSON!**

MATT PIERSON has been appointed Manager, Production, A&R for BLUE NOTE Records and CAPITOL JAZZ.



**RCA RECORDS  
PROMOTES RON STRICKER!**

RON STRICKER has been promoted to Regional Sales Director-Northeast for RCA records.



**BMG ENTERS VENTURE WITH  
MIKE OMSKY!**

MIKE OMSKY entered into an agreement with BMG for the formation of a new entertainment marketing company, Worldwide Entertainment Marketing.



**POLYGRAM RECORDS  
NAMES MICHELLE TAYLOR!**

MICHELLE TAYLOR was named Manager, National Jazz Promotion for POLYGRAM Records



**COLUMBIA HOUSE PROMOTES  
RICHARD A. CAPOSSELA!**

RICHARD A. CAPOSSELA was appointed Vice President, Video Club Advertising at COLUMBIA House.



**COLUMBIA HOUSE PROMOTES  
DESPINA GURLIDES!**

DESPINA GURLIDES was promoted to Vice President, Video Sales & Programming for COLUMBIA House.

## ENIGMA'S SAM KAISER: THE JOURNEY CONTINUES

An Exclusive **HITMAKERS** Interview By Jesse Nash

Introduction by Jesse Nash and George Flowers

*For Sam Kaiser, Senior Vice President of Promotion at ENIGMA Records, it all began in 1971 at a college radio station on the campus of St. Louis Community College. He had a love for music that kept drawing him closer and closer to its source, and that fondness eventually led him from the airwaves to the heart of the music industry - working for a record company.*

*Kaiser describes his nearly 20 years in the music business as a "journey." It's a fitting description, considering he has gone from heartland radio stations to becoming Vice President of Promotion for ATLANTIC Records, to MTV, to UNI/MCA, and finally to Culver City, California, and the executive suite at ENIGMA Records.*

*Though his journey is far from over, today Kaiser is helping to upgrade one of the hottest and most respected of the independent labels to a major label operation.*

### **WHAT IMPACT WILL THE RESIGNATION OF WESLEY HEIN AS PRESIDENT OF ENIGMA RECORDS HAVE ON THE LABEL?**

I think that's part of the continuing evolution of the label. There's an old adage that I find truer the longer I stay in the business: no person is irreplaceable, and one person doesn't make an operation a true major league operation. I'm sad because I really have a great personal affection for Wesley, and I also recognize his talents. He's one of the main reasons I came to ENIGMA. He has a certain ability to recognize talent at an early stage that he brings to the table, and we're definitely going to miss that. But I think the in-house talent in personnel can certainly fill that gap.

### **WHO SELECTS THE NEW PRESIDENT?**

Jim Martone, who was holding the position of Executive Vice President and Chief Financial Officer, will be named the new president of ENIGMA Records. He is also a partner in the company with the Hein brothers, and he's a guy that I've worked very closely with in the last six months, and who I've grown to like tremendously. I respect his ability a great deal.

### **SO THERE'S NO POWER STRUGGLE?**

Absolutely none at all. This is a very small, tight-knit organization, which is another reason why we're all attracted to this operation - there are no corporate layers. There is a very friendly, family oriented, casual atmosphere where important decisions are made collectively. Everybody who works here - be it an associate director of promotion, or a director of marketing, or a project director, and even up to the executive suite - is in some way, shape or form involved in the decision making process. It's a very healthy atmosphere of growth and opportunity.

### **WHAT'S THE MOST PERSONALLY EXCITING PART OF WORKING FOR ENIGMA RECORDS?**

It's a small group of highly dedicated, highly motivated, professional people who have built and maintained a unique, independent attitude towards music. I'm one of the few people in a senior position who brings



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**-Sam Kaiser**

corporate experience to the company, and what's refreshing and rewarding to me is to see the other side of the coin - that renegade, independent spirit, which is something I very much want to be a part of.

### **WERE YOU UNHAPPY IN MORE CORPORATE SETTINGS?**

It's not that I was ever unhappy or upset with the corporate side of the business. But the direct, shooting-from-the-hip decision making and the aggressive attitudes make it easier to move the ENIGMA machine than it is to move the ATLANTIC machine or the MCA machine. It's easier and more rewarding to see your plans and strategies take shape and bear fruit. ENIGMA is a company where you walk down the halls and everybody knows each other's name and function. We rely on each other as a family.

### **SO THERE ARE A LOT OF BENEFITS TO WORKING AT A SMALLER COMPANY?**

I think what's more rewarding to me is that there's this philosophy that I wanted to pursue in the music business - the lost art of artist development and long-term commitment. This is not to say that all companies lack them, but in situations where you have a high volume of releases and a large artist roster, you're not always able to spend the time and give the attention to minute details of a project. Whereas with a smaller company and a smaller roster, our commitments are very long-term and well thought out.

### **WHAT KINDS OF PROBLEMS ARISE IN LARGER COMPANIES?**

I see in certain areas of the industry what I consider to be a distressing pattern - where records are slapped together and artists are given one, possibly two shots off of an album, and then they're put aside if they don't immediately hit. I grew up in the rich tradition at ATLANTIC, where if you believed the artist had it, and could make the music, you backed him. It may take one album, it may take three albums. It may take one year, it may take five years.

### **SO YOU HAVE TO BE PATIENT?**

You have to have the courage of your convictions. In this day and age, with the expense and the absolutely crazy competition that exists in our business, it's very difficult to maintain that commitment. There's a tangible cost to that commitment in terms of the time spent by the company, the expense of promotion and marketing, the expense of recording and re-mixing, and bringing in the proper producers and sometimes the proper players. It's not something where you can just say freely, 'Gee, we're going to stay committed.' And the majority of your decisions must be right or your company is going to lose money. But the pay-off from commitment - and I learned this at ATLANTIC Records - is unbelievable when it happens. So you hope that your instincts are right. But that's what ENIGMA Records brings - it brings the philosophy of long-term commitment and artist development.

### **WHY DID YOU LEAVE RADIO TO GO INTO THE RECORD BUSINESS?**

I got into radio because I loved music and wanted to be close to it. But I found that to be closer to music I could actually join in the process and be part and parcel of the medium - a proactive part of it, as opposed to being a reactive part.

### **WHAT WAS IT ABOUT ATLANTIC RECORDS THAT ENTICED YOU TO MAKE THE MOVE?**

Frankly, I had tried for two or three years to make the jump from radio to records, and this was the first position where I was seriously considered. In 1976, they had what were called "double-" and "triple-baggers," which were basically branch promotion people who were assigned label responsibility - and in this particular case it was ATLANTIC and ELEKTRA. And if it had been COLUMBIA or WARNER BROS., or whoever, I would have taken the opportunity and run with it. To my incredible good fortune it happened to be ATLANTIC and ELEKTRA Records, which is something I thank my lucky stars for every day.

### **WHAT WAS THE MOST IMPORTANT THING YOU LEARNED DURING YOUR TENURE AT ATLANTIC?**

Being a part of the process and learning from start to finish of how to find and develop a hit record. That's fundamental to anything you do in this business. I got that from Doug Morris, Ahmet Ertegun, Dave Glew and Vince Faraci, who were very important in my development in this business. It's something I will be eternally grateful for.

HM

### # 1 ◇ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE ◇ (212) 840-1035  
 ADDS: FASCINATION (#32), MADONNA (#35), TAYLOR DAYNE, SEDUCTION, ROXETTE,

WPLJ • PD: GARY BRYAN / MD: MIKE PRESTON ◇ (212) 613-8900  
 ADDS: RICHARD MARX (#25), STEVIE B (#28), MICHEL'LE (#29), TAYLOR DAYNE (#30), LUTHER VANDROSS,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ◇ (212) 239-2300  
 ADDS: MADONNA (#26), KYZE (#28), STEVIE B (#29), LOU GRAMM (#30),

### # 2 ◇ Los Angeles

KIIS-FM • PD: GERRY DeFRANCESCO / MD: BRIAN BRIDGMAN ◇ (213) 466-8381  
 ADDS: B-52'S (#26), SYBIL (#29),

KROQ • PD: ANDY SCHUON / MD: LEWIS LARGENT ◇ (818) 567-1067  
 ADDS: JESUS & MARY CHAIN, ADAM ANT, THE SUGAR CUBES, CRAMPS, KAMPER VON BEETHEHOVEN,

PIRATE RADIO • PD: SCOTT SHANNON / MD: STEVE HOFFMAN ◇ (213) 469-1631  
 ADDS: ALICE COOPER, JOAN JETT, ENUFF Z'NUFF,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ◇ (818) 953-4200  
 ADDS: CALLOWAY, TAYLOR DAYNE, TECHNOTRONICS,

### # 3 ◇ Chicago

B96 • PD: DAVE SHAKES / MD: PAUL DONOVAN ◇ (312) 944-6000  
 ADDS: TAYLOR DAYNE (#29), BIZ-MARKIE (#30),

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS ◇ (312) 527-8348  
 ADDS: PAULA ABDUL (#16), BILLY JOEL (#29),

Z95 • PD/MD: BRIAN KELLY ◇ (312) 984-0890  
 ADDS: RICHARD MARX,

### # 4 ◇ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ◇ (415) 391-1061  
 ADDS: BJ NELSON (#28), MADONNA, SMOKEY ROBINSON, TAYLOR DAYNE, THE CHIMES,

LIVE105 • PD: RICHARD SANDS / MD: STEVE MASTERS ◇ (415) 626-1053  
 ADDS: SILENCERS (#24), PETER MURPHY (#25), KAMPER VON BEETHEHOVEN (#26), SMITHEREENS (#27),  
 THE SUGAR CUBES (#28), FLESH FOR LULU (#29),

X100 • PD: BILL RICHARDS / MD: TIM WATTS ◇ (415) 362-8800  
 ADDS: ENTOUCH, BELINDA CARLISLE, RICHARD MARX, LUTHER VANDROSS,

### # 5 ◇ Philadelphia

EAGLE106 • PD: TODD FISHER / MD: JAY BEAU JONES ◇ (215) 667-3939  
 ADDS: JANET JACKSON (#24), BIZ-MARKIE (#25), MICHAEL DAMIAN (#26),

WIOQ • PD: ELVIS DURAN / MD: OPEN ◇ (215) 667-8100  
 ADDS: TERENCE TRENT D'ARBY, KYLIE MINOGUE, SKYY, U KREW, TAYLOR DAYNE, RICHARD MARX (#23),  
 STEVIE B (#22),

WUSL • PD: DAVE ALLAN / MD: JOHN MONDS ◇ (215) 483-8900  
 ADDS: EARTH, WIND & FIRE, GOOD GIRLS, TECHNOTRONICS,

### # 6 ◇ Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE ◇ (313) 967-3750  
 ADDS: PHIL COLLINS (#24), TAYLOR DAYNE (#25),

THE FOX • PD: CHUCK BECK / ASST. PD/MD: JOHN MCFADDEN ◇ (313) 398-1100  
 ADDS: TECHNOTRONIC (#6), RICHARD MARX (#20), B-52'S (#21), BILLY JOEL (#22), JANET JACKSON  
 (#24),

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ◇ (313) 871-3030  
 ADDS: EXPOSE, SKYY, JOAN JETT, A'ME LORAIN,

### # 7 ◇ Dallas

100.3JAMZ • PD: ELROY SMITH / MD: CAROLYN ROBBINS ◇ (214) 348-3800  
 ADDS: MIZZ MITCHELL,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL ◇ (214) 869-9700  
 ADDS: DEPECHE MODE, JOAN JETT,

Y95 • PD: CHARLIE QUINN / MD: MIKE EASTERLIN ◇ (214) 263-3695  
 ADDS: LUTHER VANDROSS, RICHARD MARX, TAYLOR DAYNE, THE COVER GIRLS,

### # 8 ◇ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY McKENNA ◇ (617) 396-1430  
 ADDS: TAYLOR DAYNE, WHITESNAKE, LUTHER VANDROSS, EDIE BRICKELL, THE CHIMES,

WZOU • PD: STEVE RIVERS / MD: CADILLAC JACK McCARTNEY ◇ (617) 267-9090  
 ADDS: LOU GRAMM (#27), BAD ENGLISH (#28), TAYLOR DAYNE (#29), BIZ-MARKIE (#30),

### # 9 ◇ Washington, DC

Q107 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ◇ (202) 686-3252  
 ADDS: SEDUCTION (#28), PAULA ABDUL (#29), RICHARD MARX (#30),

WAVA • PD: MATT FARBER / MD: DAVE ELLIOT ◇ (703) 534-0320  
 ADDS: NO ADDS THIS WEEK,

WPGC • PD: DAVE FERGUSON / MD: ALBIE D. ◇ (301) 441-3500  
 ADDS: TYLER COLLINS, REGINA BELLE, SOUL II SOUL, PAULA ABDUL, D'MOB,

### # 10 ◇ Houston

ENERGY96.5 • PD: STEVE SMITH / MD: MICHAEL NEWMAN ◇ (713) 790-0965  
 ADDS: CALLOWAY, TAYLOR DAYNE, EILEEN FLORES,

KISS98.5 • PD: STEVE HEGWOOD / MD: TERRI WEBER ◇ (713) 622-0010  
 ADDS: USA STANSFIELD (#28), MC HAMMER (#29), QUEEN LATIFAH,

KKBQ • PD: RANDY BROWN / MD: JOHN COOK ◇ (713) 961-0093  
 ADDS: TAYLOR DAYNE, BIZ-MARKIE, T 4 2, ELECTRONIC,

KRBE • PD: ADAM COOK / MD: CHERYL BROZ ◇ (713) 266-1000  
 ADDS: MICHEL'LE, XYMOX, THE SMITHEREENS, TAYLOR DAYNE (#21), BILLY JOEL (#23), BIZ-MARKIE (#25),

### # 11 ◇ Miami

HOT105 • PD: KEITH ISLEY / MD: DENNIS REESE ◇ (305) 445-5411  
 ADDS: 2 LIVE CREW, DINO (#34), SKIPWORTH & TURNER, MC HAMMER, U KREW, MANTRONIX, STACY  
 LATTISAW, ALYSON WILLIAMS,

POWER96 • PD: BILL TANNER / MD: [OPEN] ◇ (305) 653-6796  
 ADDS: 2 LIVE CREW, EILEEN FLORES, TAYLOR DAYNE, KAMOA, MISSY MIST, GLORIA ESTEFAN (#32), INDIA  
 (#33), JAYA (#34),

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ◇ (305) 925-7117  
 ADDS: ELTON JOHN, TAYLOR DAYNE,

### # 12 ◇ Atlanta

POWER99 • PD: RICK STACY / ASST. PD/MD: STEVE WYRSTOK ◇ (404) 266-0997  
 ADDS: BILLY JOEL (#30), JAYA, WHITESNAKE, ALANNAH MYLES,

STAR94 • PD: BILL CAHILL / MD: KIRK PATRICK ◇ (404) 261-2971  
 ADDS: TAYLOR DAYNE,

### # 13 ◇ Long Island

WBLI • PD: BILL TERRY / MD: MARK LOBEL ◇ (516) 732-1061  
 ADDS: ROXETTE (#28), TAYLOR DAYNE, THE COVER GIRLS, LINDA RONSTADT f/Aaron Neville,

### # 14 ◇ Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN ◇ (206) 223-5700  
 ADDS: ALICE COOPER, TAYLOR DAYNE, JOAN JETT, MICHAEL PENN, D'MOB, ALANNAH MYLES,

KUBE • PD: TOM HUTYLER / MD: RANDY IRWIN ◇ (206) 322-1622  
 ADDS: ELTON JOHN, BELINDA CARLISLE, KEVIN PAIGE, U KREW, TAYLOR DAYNE, WHITESNAKE, D'MOB,

### # 15 ◇ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ◇ (314) 644-1380  
 ADDS: FINE YOUNG CANNIBALS, ALANNAH MYLES, TEARS FOR FEARS, ALICE COOPER (#33), MADONNA  
 (#38), ENUFF Z'NUFF (#39),

KHTK • PD: DEREK JOHNSON / MD: COLETTE GILBERT ◇ (314) 727-6500  
 ADDS: JIVE BUNNY (#27), GLORIA ESTEFAN (#29), ERASURE, JOAN JETT,

### # 16 ◇ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ◇ (619) 292-7300  
 ADDS: JANET JACKSON (#26), TEARS FOR FEARS (#29), THE COVER GIRLS (#30),

Q106 • PD: GARRY WALL / ASST. PD/MD: KEVIN WEATHERLY ◇ (619) 565-6006  
 ADDS: TIMMY T (#24), LINDA RONSTADT f/Aaron Neville, B-52'S, YOUNG AND RESTLESS,

### # 17 ◇ Baltimore

B104 • PD: STEVE PERUN / ASST. PD/MD: PAM TRICKETT ◇ (301) 466-9272  
 ADDS: B-52'S, MADONNA, BAD ENGLISH,

### # 18 ◇ Minneapolis

KDWB-FM • PD: BRIAN PHILLIPS / MD: MR. ED LAMBERT ◇ (612) 340-9000  
 ADDS: SKID ROW (#20), ELTON JOHN (#30), TAYLOR DAYNE, WHITESNAKE,

WLOL-FM • PD: GREGG SWEDBERG / MD: P.J. OLSEN ◇ (612) 340-9565  
 ADDS: BILLY JOEL, BELINDA CARLISLE, MICHAEL PENN, ENUFF Z'NUFF,

### # 19 ◇ Pittsburgh

B94 • PD: CLARKE INGRAM / MD: LORI CAMPBELL ◇ (412) 381-8100  
 ADDS: MICHAEL DAMIAN, TAYLOR DAYNE,

### # 20 ◇ Anaheim

KEZY • PD: CRAIG POWERS / MD: OPEN ◇ (714) 774-9600  
 ADDS: THE LIST IS FROZEN THIS WEEK,

### # 21 ◇ Tampa

Q105 • PD: RANDY KABRICH / MD: BOBBY RICH ◇ (813) 287-1047  
 ADDS: TAYLOR DAYNE (#23), WARRANT, RICHARD MARX, MICHAEL PENN,

### # 22 ◇ Cleveland

HOT92FM • PD: TOM KENT / MD: MIKE GALLAGHER ◇ (216) 371-3534  
 ADDS: D'MOB, LINDA RONSTADT f/Aaron Neville, JOHN FARNHAM,

WPHR • PD: CAT THOMAS / MD: ED BROWN ◇ (216) 348-0108  
 ADDS: TAYLOR DAYNE (#34), THE COVER GIRLS (#35), LENNY KRAVITZ, ELTON JOHN, BELINDA CARLISLE,  
 JOAN JETT, KISS,

### # 23 ◇ Phoenix

KKFR • PD: RON PARKER / MD: JIM MORALES ◇ (602) 258-6161  
 ADDS: BIZ-MARKIE (#26), TECHNOTRONICS (#27), TAYLOR DAYNE, TIMMY T,

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ◇ (602) 258-8181  
 ADDS: JAYA (#21), SHANA (#22), MICHEL'LE (#24), TAYLOR DAYNE, SKYY,

KZZP • PD: BOB CASE / MD: MICHELLE SANTOSUOSSO ◇ (602) 964-4000  
 ADDS: AEROSMITH, TAYLOR DAYNE,

### # 24 ◇ Denver

KS104 • PD: DAVE VAN STONE / MD: CINDY ROSE ◇ (303) 427-7700  
 ADDS: STEVIE B (#15), JAYA (#25), SHANA, EXPOSE, JIVE BUNNY,

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ◇ (303) 989-1075  
 ADDS: BILLY JOEL, WHITESNAKE, ELTON JOHN, DEPECHE MODE, THE BRAT PACK,

### # 25 ◇ Portland

KKRZ • PD: MARK CAPPS / MD: CONNIE BREEZE ◇ (503) 226-0100  
 ADDS: KEVIN PAIGE, WHITESNAKE, LINDA RONSTADT f/Aaron Neville (#27), BELINDA CARLISLE (#28),

## EDDIE MONEY NOW CASHING IN ON NEW, CLEANER LIFESTYLE

An Exclusive **HITMAKERS** Interview by Jesse Nash

Introduction by Jesse Nash and George Flowers

**CBS recording artist Eddie Money openly discusses his past problems with alcohol and cocaine, admitting he even recorded music while stoned. Now he has a brand new little girl, and Eddie says he's going straight.**

Brooklyn-born Eddie Mahoney, better known in music circles as Eddie Money, was probably the New York City Police Department's only moonlighting rocker. An Irishman full of New York blarney, he was a cop by day and an entertainer by night. He finally broke this exhausting Jeekyll and Hyde routine, hung up his dress blues, and began singing professionally, moving west after winning a battle of the bands in Bill Graham's Winterland Club.

Graham became his manager and Eddie's self-titled debut album took the music industry by storm, spinning off two smash singles: *Baby, Hold On* and *Two Tickets To Paradise*. The LP was certified Platinum, and over the next six years he released *LIFE FOR THE TAKING*, *PLAYING FOR KEEPS*, *NO CONTROL* (which has turned Platinum), *WHERE'S THE PARTY* and *CAN'T HOLD BACK*.

*CAN'T HOLD BACK*, produced by Richie Zito, was a spectacular success, with the song *Take Me Home Tonight* in particular providing a sizzling duet with the wonderful Ronnie Spector.

Recently, Eddie Money released his seventh album on CBS Records, entitled *NOTHING TO LOSE*. The first single, *Walk on Water*, was a top 10 hit. In a revealing interview, Money felt he had nothing to lose in speaking with Jesse Nash. He should have known better.



**ON THE LAST ALBUM, *CAN'T HOLD BACK*, MANY OF THE SONGS DEAL WITH THE TOPIC OF LONELINESS. DO YOU SOMETIMES FEEL THAT AS AN ENTERTAINER IT IS DIFFICULT TO LIVE A SO-CALLED "NORMAL" LIFE?**

Well, when I'm not working I hang around with the same crowd that I've been hanging around with for years. As you probably know, I worked undercover for the Police Department - I was an undercover typist. My father was Patrolman of the Year...I got into a little bit of trouble. I could not stand being in a suit and tie. When I'm on MTV and everybody recognizes who I am and stuff it can get a little crazy. But basically I hang out with the same people. I don't go to Rod Stewart parties. I only go to the Grammy Awards if I'm nominated.

**YOU WERE RECENTLY AT THE MTV MUSIC AWARDS AND YOU WEREN'T NOMINATED.**

Yeah, I was there. That's true. I went and I wasn't nominated for anything. I wasn't presenting an award either. Actually, to tell the truth, I fell asleep for three hours, woke up and went home.

**WHAT IS YOUR RELATIONSHIP WITH RICHIE ZITO?**

Richie Zito? The first record we did together...well, we fought a lot on the last record. I was still getting loaded and stuff. It was a successful record because...when I need a hit record I go in the studio and make it. I'm great at comebacks. *CAN'T HOLD BACK* was very successful. I hated *Take Me Home Tonight*. If I didn't have Ronnie Spector on it I never would've done it. It was my idea to get Ronnie to sing on the record. My last record was great but I forgot that I had to pay for *WHERE'S THE PARTY*, which was the last record I made with Tom Daud. That cost me something like three-quarters of a million dollars. On the *CAN'T*

**"It took me three months to get used to not getting a buzz on. I'm a lot sharper. I made this record straight. I went back and re-did the vocals I did when I was stoned."**  
- Eddie Money

*HOLD ME BACK* album all I did was break even. If it was up to me I never would have paid anybody back. I had outstanding royalties because *WHERE'S THE PARTY* stiffed. The last record was very successful but I owed Bill Graham a lot of money and I owed CBS Records a lot of money. So now they're telling me that I broke even with *CAN'T HOLD BACK*.

**YOU SOUND VERY FRUSTRATED.**

Damn right! But then again on *NOTHING TO HIDE* I spent a year making it. An entire year. *Dancing With Mr. Jitters* is an old song and *Bad Boys* is an old song. The rest of the material that Richie and I picked we spent a long time on...we did about 25 cuts. The record company said to me, 'Whatever you don't use on this record you can use on the next one.' Well, that's like the Chinese food you got in the refrigerator from the day before. Who wants to eat it? On this record I also met a girl from Nashville. And, well...my wife and I were pretty much on the outs. Richie Zito says to me that if I don't change my ways my wife was going to leave me. I said, 'Honey, I'm gonna miss ya!' So, anyway, I got a new girlfriend. I just had a baby girl - Jessica. I was going to call her Alota - Alota Money!

**THAT'S A TERRIBLE JOKE. DON'T GIVE UP YOUR DAY JOB MAN.**

And if it was a boy...Owen Money!! Anyway, I started the new album about five days before the baby was born. She went into false labor and it was then that I

stopped to think...I was still putting some vodka away...so I thought and decided that I can't be in a room loaded out with a kid on the way. So I kind of straightened my life out. I'm on the wagon.

**YOU HAD A MAJOR DRINKING PROBLEM?**

I had a problem with booze. I had a problem with women. I had a problem with a lot of things.

**WHAT DO YOU THINK GOT YOU TO THE POINT WHERE YOU ALWAYS WANTED TO GET WASTED? USUALLY, GETTING HIGH IS A SYMPTOM OF A MORE COMPLEX PROBLEM THAT YOU DON'T WANT TO DEAL WITH.**

Maybe so. Everything is related. I used to like to get a buzz on. Hey, when you're having fun...well, you're having fun. It took me three months to get used to not getting a buzz on. I feel good about it. Everybody is a lot happier with me. I'm a lot sharper. I made this record basically straight. I went back in and re-did the vocals I did when I was stoned. Not that I was that loaded...I don't plan on doing any Rock Against Drugs ads in the future, that's for sure. I'm a big enough hypocrite as it is! *Dancing With Mr. Jitters* which is about quitting drugs.

**WHAT PERSONAL EXPERIENCE DID YOU HAVE THAT MADE YOU WRITE THIS SONG?**

Cocaine, baby...big time. I was rehabilitated once before. I know what it was like. I was in a rehab center...I don't care if you print this or not...I've been down this road before. Anyway, the only reason I used to do cocaine was so I could keep drinking. I am an Irishman, you know. I didn't do cocaine to get loaded. I did cocaine so I didn't get drunk. I was a vodka addict.

**DIANNE WARREN WROTE *Boardwalk Baby* FOR YOU FOR THE ALBUM.**

Yeah. The only reason I did the song was because it reminded me of a Roy Orbison song. In fact, I played it for Roy before he died. Dianne is a great writer.

**WHY DO YOU CALL THE RECORD *NOTHING TO LOSE*?**

Well, I'm in the middle of a divorce. My ex-wife has got the house. She's got the dogs. She just bought a new car. I'm renting a house...hey, I've certainly got "nothing to lose".

**ARE YOU PRESENTLY HAPPY WITH YOUR LIFE?**

Yeah, I'm happy. What's happy? I mean, I'm not constipated, that's all I can say. Life is simple. You either laugh about it or you complain about it.

**COMMENTS ON YOUR FUTURE?**

I've got a little girl. I'm trying to quit smoking. I'm working with weights so that I'll get a little leaner and meaner like I was when I was 27. I'm 39, but you can tell the readers I'm 36. (Laughs) Listen, I partied my ass off for so many years. I've sang drunk and stoned. Now I'm going straight. I want my little girl to have a healthy dad. I want to be there for her.

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA ◊ (503) 226-6731  
 ADDS: JOAN JETT, KISS, JOHN FARNHAM, BRITNY FOX,

### # 26 ◊ Milwaukee

HOT102 • PD: RICK THOMAS / MD: DANA LUNDON ◊ (414) 785-1021  
 ADDS: TAYLOR DAYNE (#33), THE BRAT PACK (#34), INNER CITY (#39), B-52'S (#40),

WKTI • PD: OPEN / ASST. PD/MD: DANNY CLAYTON ◊ (414) 332-9611  
 ADDS: B-52'S,

### # 27 ◊ Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY ◊ (816) 531-2535  
 ADDS: TOM PETTY (#22), LINDA RONSTADT f/Aaron Neville, ROXETTE, BIZ-MARKIE,

KXXR • PD: GARY FRANKLIN / MD: MARK CRUZ ◊ (816) 421-1065  
 ADDS: KISS, EDIE BRICKELL, THOMPSON TWINS,

### # 28 ◊ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ◊ (401) 433-4200  
 ADDS: TAYLOR DAYNE, KEVIN PAIGE, KISS,

### # 29 ◊ San Jose

HOT97.7 • PD: KEN RICHARDS / MD: JOHN CHRISTIAN ◊ (415) 948-0977  
 ADDS: BIZ-MARKIE, STEVIE B, SKYY, THE BRAT PACK, CALLOWAY,

KWSS • PD: LARRY MORGAN / MD: RICH ANHORN ◊ (408) 297-5977  
 ADDS: B-52'S, RICHARD MARX, BELINDA CARLISLE, STEVIE B (#13), D'MOB (#22),

### # 30 ◊ Sacramento

FM102 • PD/MD: BRIAN WHITE ◊ (916) 920-1025  
 ADDS: THE CHIMES, U KREW, TAYLOR DAYNE (#30),

KROY • PD: SEAN LYNCH / ASST. PD/MD: THE ICEMAN ◊ (916) 446-5769  
 ADDS: WARRANT (#28), ALICE COOPER (#29), MICHAEL PENN (#30),

KWOD • PD: WILLY B. / MD: GERRY CAGLE ◊ (916) 929-5000  
 ADDS: BILLY JOEL (#29), RICHARD MARX (#30),

### # 31 ◊ Cincinnati

Q102 • PD: DAVE ALLEN / MD: BRIAN DOUGLAS ◊ (513) 763-5500  
 ADDS: THE COVER GIRLS (#32), JANET JACKSON (#33), WARRANT (#34), LINDA RONSTADT f/Aaron Neville (#35),

### # 32 ◊ Norfolk

WGH • PD: TONY MACRINI / MD: JEFF MOREAU ◊ (804) 826-1310  
 ADDS: JOAN JETT, BILLY JOEL (#20), RICHARD MARX (#22), B-52'S (#24), TAYLOR DAYNE (#25), MICHAEL PENN (#29),

WNVZ • PD: CHRIS BAILEY / MD: BEAVER CLEAVER ◊ (804) 497-1067  
 ADDS: WHITESNAKE, MICHAEL PENN, D'MOB, LINDA RONSTADT f/Aaron Neville,

### # 33 ◊ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ◊ (714) 889-2651  
 ADDS: QUINCY JONES (#18), HEAVY DEE, BOBBY ROSS AVILA, D'MOB,

### # 34 ◊ Columbus

92X • PD: MARK TODD / MD: CHRISTY ROBERTS ◊ (614) 221-7811  
 ADDS: KISS (#23), THE CULT (#25),

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ◊ (614) 224-9624  
 ADDS: GLORIA ESTEFAN (#19), ROXETTE (#20), BAD ENGLISH (#21), SKID ROW (#22),

### # 35 ◊ New Orleans

B97 • PD: BOB MITCHELL / MD: JOEY GIOVINGO ◊ (504) 581-7002  
 ADDS: TAYLOR DAYNE, BIZ-MARKIE, EXPOSE,

### # 36 ◊ San Antonio

KITY • PD: RICK UPTON / MD: OPEN ◊ (512) 225-5111  
 ADDS: JIVE BUNNY, STEVIE B (#15), TAYLOR DAYNE (#29), BIZ-MARKIE (#30), B-52'S (#34), MANTRONIX (#35),

KSAQ • PD: LEO VELA / ASST. PD/MD: KATHIE ROMERO ◊ (512) 271-9600  
 ADDS: JOAN JETT, KISS, BELINDA CARLISLE, MORRISSEY (#36), TAYLOR DAYNE (#39), JOHN FARNHAM, McCAULEY SCHENKER GROUP,

KTFM • PD: JEFF McCARTNEY / MD: RICK HAYES ◊ (512) 655-5500  
 ADDS: STEVIE B (#25), TAYLOR DAYNE (#30),

### # 37 ◊ Indianapolis

WZPL • PD/MD: SCOTT WHEELER ◊ (317) 637-8000  
 ADDS: JANET JACKSON (#29), ALICE COOPER (#30),

### # 38 ◊ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ◊ (801) 359-9536  
 ADDS: TECHNOTRONICS (#15), BRIDGE 2 FAR, THE ALARM,

KCPX • PD: JERRY LOUSTEAU / ASST. PD/MD: BOB LABORDE ◊ (801) 485-6700  
 ADDS: MICHAEL PENN, FINE YOUNG CANNIBALS, JIVE BUNNY, TAYLOR DAYNE, TEARS FOR FEARS (#35),

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ◊ (801) 262-9797  
 ADDS: ERASURE, BRIDGE 2 FAR, LUTHER VANDROSS, JIVE BUNNY, TAYLOR DAYNE,

### # 39 ◊ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ◊ (716) 876-0930  
 ADDS: BELINDA CARLISLE, ENTOUCH, JIVE BUNNY (#30),

WKSE • PD: MIKE EDWARDS / MD: MIKE McGOWAN ◊ (716) 884-5101  
 ADDS: BAD ENGLISH, BILLY JOEL, STEVIE B,

### # 40 ◊ Hartford-New Haven

KC101 • PD: STEF RYBAK / ASST. PD/MD: TOM POLEMAN ◊ (203) 776-4012  
 ADDS: WARRANT, D'MOB, TAYLOR DAYNE, WHITESNAKE,

WKSS • PD: JEFFERSON WARD / MD: OPEN ◊ (203) 249-9577  
 ADDS: TAYLOR DAYNE, RICHARD MARX,

WTIC-FM • PD: OPEN / MD: MIKE WEST ◊ (203) 522-1080  
 ADDS: LINDA RONSTADT f/Aaron Neville (#37), ALANNAH MYLES (#38), TAYLOR DAYNE (#39), PHIL COLLINS (#40), FINE YOUNG CANNIBALS,

### # 41 ◊ Charlotte

WCKZ-FM • PD: MARK SHANDS / MD: DON O'NEAL ◊ (704) 342-4102  
 ADDS: MICHEL'LE (#29), LINDA RONSTADT f/Aaron Neville (#30), BIZ-MARKIE, TAYLOR DAYNE,

WROQ • PD: RANDY C. BLISS / MD: DWAYNE WARD ◊ (704) 392-6191  
 ADDS: THE LIST IS FROZEN THIS WEEK,

### # 42 ◊ Memphis

FM100 • PD/MD: STEVE CONLEY ◊ (901) 726-0468  
 ADDS: ELTON JOHN (#31), RICHARD MARX, JANET JACKSON, MICHAEL PENN,

Z98 • PD/MD: HOWIE CASTLE ◊ (901) 529-0098  
 ADDS: BILLY JOEL, RICHARD MARX, TAYLOR DAYNE, B-52'S, MICHEL'LE, A'ME LORAIN,

### # 43 ◊ Orlando

102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◊ (407) 788-1400  
 ADDS: MC HAMMER, LISA STANSFIELD, KENNY G, SMOKEY ROBINSON, THE CHIMES, STEVIE B, SURFACE (#30),

MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◊ (407) 629-5105  
 ADDS: ELTON JOHN (#28), TAYLOR DAYNE,

XL106.7 • PD: OPEN / MD: ROD LAUDERDALE ◊ (407) 339-1067  
 ADDS: THE LIST IS FROZEN THIS WEEK,

### # 44 ◊ Monmouth-Ocean, NJ

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◊ (609) 597-1100  
 ADDS: RICHARD MARX, GLORIA ESTEFAN, BAD ENGLISH,

### # 45 ◊ Rochester

98PX • PD: TOM MITCHELL / MD: CAT COLLINS ◊ (716) 325-5300  
 ADDS: TAYLOR DAYNE, WARRANT, MICHAEL PENN, ALANNAH MYLES, LUTHER VANDROSS,

### # 46 ◊ Nashville

Y107 • PD/MD: LOUIS KAPLAN ◊ (615) 256-6556  
 ADDS: A'ME LORAIN, CALLOWAY, BIZ-MARKIE, MICHAEL DAMIAN, TAYLOR DAYNE,

### # 47 ◊ Oklahoma City

KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◊ (405) 840-5271  
 ADDS: JAYA (#30), STEVIE B, TECHNOTRONICS,

Z99 • PD/MD: BRETT DUMLER ◊ (405) 942-3399  
 ADDS: JOHN FARNHAM, SYBIL, JANET JACKSON, SKYY, TAYLOR DAYNE,

### # 48 ◊ Dayton

WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS ◊ (513) 294-5858  
 ADDS: BIZ-MARKIE, KEVIN PAIGE (#27), TAYLOR DAYNE (#28), LINDA RONSTADT f/Aaron Neville (#29), ALICE COOPER (#30),

### # 49 ◊ Louisville

WDJX • PD: CHRIS SHEBEL / MD: JILL MEYER ◊ (502) 589-4800  
 ADDS: BIZ-MARKIE, DEPECHE MODE, TAYLOR DAYNE, MICHEL'LE, PHIL COLLINS (#30),

WLRS • PD: LISA LYONS / MD: BRAD HARDIN ◊ (502) 585-5178  
 ADDS: RICHARD MARX (#23), JOAN JETT (#24), DON HENLEY (#28), ALANNAH MYLES (#29), AEROSMITH, ENUFF Z'NUFF, KISS,

### # 50 ◊ Greensboro/Winston-Salem

WJMH • PD: CHRIS BAILEY / MD: KELLY MASTERS ◊ (919) 855-6500  
 ADDS: ALYSON WILLIAMS, QUEEN LATIFAH, SMOKEY ROBINSON, DE LA SOUL, EARTH, WIND & FIRE, RANDY CRAWFORD, BILLY OCEAN, TECHNOTRONICS,

WKSI • PD: DALE O'BRIAN / MD: GREG STEVENS ◊ (919) 275-9895  
 ADDS: LUTHER VANDROSS, TAYLOR DAYNE, JIVE BUNNY,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◊ (919) 759-2316  
 ADDS: MICHAEL PENN, TAYLOR DAYNE, ROXETTE, D'MOB, ALANNAH MYLES,

### Montreal, Canada

CKOI • PD: BOB LEBOURD / MD: GUY BROUILLARD ◊ (514) 766-2311  
 ADDS: KIM MITCHELL (#38), JIVE BUNNY, WHITESNAKE, BELINDA CARLISLE, FINE YOUNG CANNIBALS, JANET JACKSON,



# 1989 FALL ARB 12+

1. NEW YORK  
Z100 5.7-4.3  
HOT97 (WQHT) 3.9-4.0  
WPLJ 3.5-3.0
2. LOS ANGELES  
POWER106 6.1-6.2  
KOST 6.8-5.7  
KIIS AM-FM 6.2-5.4  
PIRATE RADIO 5.5-3.8  
KROQ 2.5-2.5  
KKBT 7.4
3. CHICAGO  
B96 (WBBM-FM) 3.6-4.0  
Z95 (WYDZ) 3.7-3.8  
Q101 (WKQX) 4.4-3.1
4. SAN FRANCISCO  
KMEL 4.8-4.9  
X100 (KXXX) 2.7-2.7  
K101 3.6-2.6  
LIVE105 (KITS) 2.3-1.8
5. PHILADELPHIA  
WUSL 5.7-5.8  
EAGLE106 (WEGX) 4.3-5.5  
WIOQ 4.8-5.3
6. DETROIT  
WHYT 4.3-5.0  
WDFX 4.4-4.2  
Q95 (WKQI-FM) 4.2-4.2
7. DALLAS  
KJMZ 5.4-4.7  
KEGL 4.0-3.4  
Y95 (KHYY) 4.2-3.2
8. BOSTON  
WXKS-FM 8.0-6.2  
WZOU 5.6-5.5
9. WASHINGTON, D.C.  
WPGC 5.8-6.7  
WAVA 5.3-4.8  
Q107 (WRQX) 4.7-4.0
10. HOUSTON  
KKBQ AM-FM 6.4-6.1  
KRBE 4.6-3.5  
ENERGY96.5 (KNRJ) 3.3-2.6  
KISS98.5 (KHYS) 1.4-2.2
11. MIAMI  
HOT105 (WHQT) 8.3-8.0  
POWER96 (WPOW) 4.4-5.1  
Y100 (WHYY) 3.8-3.6
12. ATLANTA  
POWER99 (WAPW) 9.5-8.1  
94Q/WSTR 4.5-3.6
13. LONG ISLAND  
WBLL 5.4-5.8
14. SEATTLE  
KPLZ 7.2-9.1  
KUBE 8.7-6.0
15. ST. LOUIS  
KBQ 8.5-6.7  
KHTK 0.6-1.0
16. SAN DIEGO  
Q106 (KKLQ AM-FM) 9.6-9.0  
B100 (KFMB-FM) 5.4-4.1
17. BALTIMORE  
B104 (WBSB) 5.2-6.6
18. MINNEAPOLIS-ST. PAUL  
KDWB-FM 6.6-7.4  
WLOL-FM 5.8-6.1
19. PITTSBURGH  
B94 (WBZZ) 9.3-8.7  
WNRJ 2.4-2.4
20. ANAHEIM-SANTA ANA  
KEZY 1.3
21. TAMPA  
POWER93 (WFLZ) 2.6-11.6  
Q105 (WRBQ AM-FM) 13.9-8.8
22. CLEVELAND  
WMMS 7.6-8.2  
WPHR 5.6-5.4  
HOT92 (WRQC) 2.2
23. PHOENIX  
KZZP AM-FM 7.3-6.5  
POWER92 (KKFR) 3.9-5.7  
KOY95 (KOY-FM) 4.8-3.1
24. DENVER  
Y108 (KRXY AM-FM) 7.5-7.5  
KS104 (KQKS) 5.1-5.3
25. PORTLAND  
KKRZ (Z100) 9.2-10.7  
KXYQ (Q105) 7.0-6.6
26. MILWAUKEE  
WKTI 9.8-9.3  
HOT102 (WLUM) 7.9-8.1
27. KANSAS CITY  
KBEQ 8.2-10.1  
KXXR 5.1-4.9
28. PROVIDENCE  
PRO-FM 13.0-9.9
29. SAN JOSE  
HOT97.7 (KHQT) 6.2-4.5  
KWSS 4.2-3.6
30. SACRAMENTO  
FM102 (KSFM) 7.1-7.1  
KROY 3.3-3.3  
KWOD 3.4-2.5
31. CINCINNATI  
Q102 (WKRQ) 9.7-10.5  
WBLZ 4.5-3.8
32. NORFOLK  
WNVZ 5.3-6.2  
WGH-FM 4.9-4.1
33. RIVERSIDE-SAN BERNARDINO  
KGGI 8.5-10.1
34. COLUMBUS  
WNCI 13.7-13.9  
92X (WXTG) 7.6-8.5
35. NEW ORLEANS  
B97 (WEZB) 11.1-10.8
36. SAN ANTONIO  
KTFM 6.6-7.7  
KITY 7.6-6.5  
KSAQ 4.4-4.8
37. INDIANAPOLIS  
WZPL 10.0-9.7
38. SALT LAKE CITY  
KISN 8.0-6.8  
KCPX 6.9-4.9  
HOT94.9 (KZHT) 4.9-2.3
39. BUFFALO  
WKSE 11.3-9.1  
MAJIC102 (WMJQ) 5.9-5.1
40. HARTFORD  
WTIC-FM 12.7-11.2  
WKSS 5.9-6.3  
KC101 (WKCI-New Haven) 13.3-14.7
41. CHARLOTTE  
WCKZ AM-FM 8.7-8.0  
WBCY 3.8-4.8  
WROQ 5.6-4.3
42. MEMPHIS  
FM100 (WMC-FM) 6.8-8.2
43. ORLANDO  
102JAMZ (WJHM) 7.3-9.6  
MIX105.1 (WOMX) 7.6-6.1  
Y106 (WHLY) 4.6-4.2
44. MONMOUTH-OCEAN, NJ  
WJLK-FM 2.5  
WJRZ 1.9
45. ROCHESTER  
98PXY (WPXY AM-FM) 10.9-11.1
46. NASHVILLE  
Y107 (WYHY) 17.3-11.8
47. OKLAHOMA CITY  
KJ103 (KJYO) 8.7-9.2  
Z99 (KZBS) 5.9-7.7
48. DAYTON  
WGTZ 7.3-9.7
49. LOUISVILLE  
WDJX AM-FM 13.6-11.3  
WLRS 6.3-7.4
50. GREENSBORO-WINSTON SALEM  
WJMH 7.1-  
WKZL 5.6-  
WKSI 3.4-

# STATION REPORTS

## The Top Trendsetters In America

102QQ / Saratoga Springs/Albany ◊ PD/MD: KEN McGRAIL ◊ (518) 584-1610 • ADDS: SKYY (#35), TAYLOR DAYNE, ERASURE, MADONNA, LISA STANSFIELD,

103CIR / Beckley ◊ PD: BOB SPENSER / MD: JEFF DAVIS ◊ (304) 252-6452 • ADDS: BABYFACE, TAYLOR DAYNE, ELTON JOHN, JANET JACKSON (#29), TECHNOTRONIC (#30),

93Q / Syracuse ◊ PD: NEIL SULLIVAN / MD: GARY DUNES ◊ (315) 446-9090 • ADDS: TAYLOR DAYNE, JOAN JETT, MICHAEL PENN, SYBIL, BELINDA CARLISLE,

93QID / Alexandria ◊ PD: HOLLYWOOD HARRISON / MD: DEACON JONES ◊ (318) 445-1234 • ADDS: WARRANT, JANET JACKSON, STEVIE B, LINDA RONSTADT,

95SX / Charleston ◊ PD: RICH PANAMA / MD: SHADOW STEPHENS ◊ (803) 556-5660 • ADDS: BAD ENGLISH (#22), MICHAEL DAMIAN (#23), MILLI VANILLI (#25), KISS, JANET JACKSON, BON JOVI, B-52'S,

95XIL / Parkersburg ◊ PD/MD: LARRY HUGHES ◊ (304) 485-7425 • ADDS: COVER GIRLS, B. CARLISLE, D'MOB, K. PAIGE, L. RONSTADT, MOTLEY CRUE,

95XXX / Burlington ◊ PD: WALT SPECK / MD: J.J. RILEY ◊ (802) 655-9530 • ADDS: JANET JACKSON, WHITESNAKE, D'MOB, TAYLOR DAYNE, BELINDA CARLISLE, EDIE BRICKELL, ALICE COOPER,

97KYN / St. Mary's ◊ PD: DAVE MICHAELS / MD: DREW DERSHIMER ◊ (814) 834-9700 • ADDS: RICHARD MARX,

99.9KH / Ocean City ◊ PD: HITMAN / MD: KEVIN OCEAN ◊ (301) 289-3456 • ADDS: JOAN JETT (#40), KEVIN PAIGE, TERENCE TRENT D'ARBY, FINE YOUNG CANNIBALS, TAYLOR DAYNE, LENNY KRAVITZ, THE SMITHEREENS,

B98 / Kaiserslautern ◊ PD/MD: BENNY B. JR. ◊ (406) 862-5565 • ADDS: TAYLOR DAYNE, BELINDA CARLISLE, LINDA RONSTADT, JIVE BUNNY & THE MASTERMIXERS, ALICE COOPER, KEVIN PAIGE, D'MOB (#37), MICHEL'LE (#38), ALANNAH MYLES (#25),

CKXY / Vancouver ◊ PD: PAUL McKNIGHT / MD: MIKE OLSTROM ◊ (604) 669-1040 • ADDS: CHALK CIRCLE, THE CULT, GIANT, DON HENLEY, BILLY JOEL, RICHARD MARX, ALANNAH MYLES, THE TRAGICALLY HIP, VOGEN,

G105 / Raleigh ◊ PD: BRIAN PATRICK / MD: JIM HARRISON ◊ (919) 683-2055 • ADDS: LINDA RONSTADT (#34), KISS (#35),

G98 / Portland ◊ PD: JIM RANDALL / MD: JON BRYANT ◊ (207) 775-6321 • ADDS: TAYLOR DAYNE (#32), WHITESNAKE, JOAN JETT, MARCIA GRIFFITHS, TERENCE TRENT D'ARBY, KYLIE MINOGUE, BRIDGE 2 FAR,

H01104 / Greenville ◊ PD: JOHN STEVENS / MD: STEVE DAVIS ◊ (919) 830-1110 • ADDS: THE COVER GIRLS (#24), JANET JACKSON (#25), SA-FIRE (#26), BIZ-MARKIE (#29), TECHNOTRONIC (#30), MARCIA GRIFFITHS,

H01107 / Houma-New Orleans ◊ PD: KEVIN BONNER / MD: LARRY HYATT ◊ (504) 851-1020 • ADDS: SARAYA, ELTON JOHN, A'ME LORAIN, TECHNOTRONIC, JIVE BUNNY & THE MASTERMIXERS, FREESTYLE, TERENCE TRENT D'ARBY, D'MOB, POCO, MICHEL'LE, THE ALARM, THE BRATPACK, SKYY, JOHN FARNHAM, TAYLOR DAYNE, DEPECHE MODE, STAGE DOLLS,

H0796 / Fresno ◊ PD: JOHN CLAY / MD: KEVIN CARTER ◊ (209) 255-8383 • ADDS: BIZ-MARKIE (#26), TAYLOR DAYNE, MANTRONIX, THE BRATPACK, ENTOUCH (#2),

H07194 / Honolulu ◊ PD: JIMMY CHRISTOPHER / MD: ALAN ODA ◊ (808) 531-4602 • ADDS: CALLOWAY, TAYLOR DAYNE, MC HAMMER, MANTRONIX, DAIZE,

JEFM / Erie ◊ PD: JIM COOK / MD: ROBIN BANKS ◊ (814) 455-2741 • ADDS: LINDA RONSTADT, JOAN JETT, FINE YOUNG CANNIBALS, TAYLOR DAYNE, BELINDA CARLISLE, KEVIN PAIGE,

K104 / Erie ◊ PD: BERNIE KIMBLE / ASST. PD/MD: STEVE ROSEN ◊ (814) 452-2041 • ADDS: PHIL COLLINS, BELINDA CARLISLE, WHITESNAKE,

K106 / Beaumont ◊ PD: NEIL HARRISON / MD: PAM PACE ◊ (409) 769-2475 • ADDS: JOAN JETT, TAYLOR DAYNE, EDIE BRICKELL, KISS, ENUFF Z'NUFF,

K92 / Roanoke ◊ PD: EDDIE HASKELL / MD: LINDA SILVER ◊ (703) 774-9200 • ADDS: BIZ-MARKIE, EXPOSE, WARRANT, LINDA RONSTADT, SEDUCTION, BILLY JOEL,

KAGO / Klamath Falls ◊ PD/MD: MIKE GARRARD ◊ (503) 884-0661 • ADDS: JANET JACKSON (#33), BELINDA CARLISLE (#34), TAYLOR DAYNE (#38), BRIDGE 2 FAR (#39), CROSBY, STILLS & NASH (#40), XYMOX,

KATM / Colorado Springs ◊ PD: DOUG SORENSEN / MD: TOM FRICKE ◊ (719) 548-1528 • ADDS: JOHN FARNHAM, FASTER PUSSYCAT,

KAY / Tulsa ◊ PD: JAN DEAN / MD: OPEN ◊ (918) 492-2020 • ADDS: THE COVER GIRLS, D'MOB, WARRANT,

KBAU / Golden Meadow ◊ PD/MD: DAVE MARTIN ◊ (504) 475-5141 • ADDS: JOAN JETT, KISS, TERENCE TRENT D'ARBY, TAYLOR DAYNE,

KBFM / McAllen-Brownsville ◊ PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO ◊ (512) 383-4961 • ADDS: KAOMA, ALANNAH MYLES, WHITESNAKE, KEVIN PAIGE,

KBHT / Crockett ◊ PD/MD: DON STEED ◊ (409) 544-9694 • ADDS: MILLI VANILLI (#39), POCO (#37), G. ESTEFAN (#23), KEVIN PAIGE, L. RONSTADT, ERASURE, SADAO WATANABE, MICHAEL PENN, P. CARRACK, KENNY G (#38),

KBOS / Fresno ◊ PD: JEFF DAVIS / MD: DON PARKER ◊ (209) 237-9361 • ADDS: TAYLOR DAYNE (#39), MC HAMMER (#40), JANE CHILD, SHANA, RICHARD ROGERS,

KBOZ / Bozeman ◊ PD/MD: DUANE BARNHART ◊ (406) 586-5466 • ADDS: KISS, BABYFACE,

KBTS / Austin ◊ PD: LISA TONACCI / MD: TRACY AUSTIN ◊ (512) 345-9300 • ADDS: CHICAGO (#35), RICHARD MARX (#36), MICHEL'LE (#37), JIVE BUNNY & THE MASTERMIXERS (#38), U-KREW (#39),

KCAQ / Oxnard ◊ PD: ROOSTER RHODES / MD: GREG WILLIAMS ◊ (805) 488-0901 • ADDS: WHITESNAKE, LINDA RONSTADT, KEVIN PAIGE, BELINDA CARLISLE, MADONNA, BIZ-MARKIE, KYLIE MINOGUE, TAYLOR DAYNE, CHIMES,

KCMQ / Columbia ◊ PD: BRIAN HANSON / MD: OPEN ◊ (314) 449-2433 • ADDS: TAYLOR DAYNE (#37), KEVIN PAIGE (#38), ELTON JOHN, MICHEL'LE,

KDON / Salinas ◊ PD: JAMIE HYATT / MD: EFREN SIFUENTES ◊ (408) 422-3365 • ADDS: GLORIA ESTEFAN (#24), SKYY, THE BRATPACK, FINE YOUNG CANNIBALS, TAYLOR DAYNE,

KDWZ / Des Moines ◊ PD: DAN KIELEY / MD: ANDY HALL ◊ (515) 266-6060 • ADDS: EDIE BRICKELL, JOHN FARNHAM, JOAN JETT,

KEEZ / Mankato ◊ PD: MARK SEGER / MD: MIKE MURPHY ◊ (507) 345-4646 • ADDS: JANET JACKSON, TERENCE TRENT D'ARBY, WARRANT (#37), WHITESNAKE, TAYLOR DAYNE, LINDA RONSTADT,

KELY / Ely ◊ PD/MD: DARIN PEARSON ◊ (702) 289-3963 • ADDS: GLORIA ESTEFAN (#39), WARRANT, JOAN JETT, TAYLOR DAYNE, THE ALARM, KYLIE MINOGUE, JOHN FARNHAM, KINKS, BRIDGE 2 FAR,

KEWB / Redding ◊ PD/MD: SIMON DE LA ROSA ◊ (916) 243-5392 • ADDS: THE COVER GIRLS (#24), MICHAEL PENN (#27), RICHARD MARX (#28), JANET JACKSON (#29), WARRANT (#30),

KEZB-FM / El Paso ◊ PD: PAT MC MAHON / MD: ANGEL GONZALES ◊ (915) 544-9400 • ADDS: BIZ-MARKIE, ROD STEWART, LUTHER VANDROSS, U-KREW, JIVE BUNNY & THE MASTERMIXERS, TAYLOR DAYNE (#18), STEVIE B (#19),

KEZH / Hastings ◊ PD/MD: MIKE WILL ◊ (402) 463-1314 • ADDS: ARTHUR BAKER feat. Al Green, CROSBY, STILLS & NASH, BILLY JOEL, JOHN FARNHAM,

KF95 / Boise ◊ PD/MD: MIKE CASPER ◊ (208) 888-4321 • ADDS: THOMPSON TWINS, JOHN FARNHAM, ENUFF Z'NUFF, ELTON JOHN, KYLIE MINOGUE, TAYLOR DAYNE,

KFBD / Waynesville ◊ PD: STEVEN GREENLEE / MD: TIM McNUTT ◊ (314) 336-3133 • ADDS: ALARM, KEVIN PAIGE, JANET JACKSON (#39), ERASURE,

KFOX95 / Lublin ◊ PD: RICK SPIRES / MD: STEVE ST. JOHN ◊ (409) 634-5596 • ADDS: WHITESNAKE, ALICE COOPER, BON JOVI, TERENCE TRENT D'ARBY,

KFRX / Lincoln ◊ PD: J.J. COOK / MD: SUNNY VALENTINE ◊ (402) 483-5100 • ADDS: ALANNAH MYLES, JANET JACKSON, WHITESNAKE, LINDA RONSTADT, D'MOB,

KFTZ / Idaho Falls ◊ PD: RICH SUMMERS / MD: MINDY KARY ◊ (208) 523-3722 • ADDS: THE COVER GIRLS (#34), KISS, TAYLOR DAYNE, ALICE COOPER, BELINDA CARLISLE, KYLIE MINOGUE, THOMPSON TWINS, RICH SUMMERS,

KGGG / Rapid City ◊ PD: RICK ALLEN / MD: STEVE RYAN ◊ 605 348-1100 • ADDS: LINDA RONSTADT, WHITESNAKE, MICHAEL PENN, ALICE COOPER; BELINDA CARLISLE,

KGRS / Burlington ◊ PD/MD: COSMO LEONE ◊ (319) 752-2701 • ADDS: WARRANT (#39), D'MOB, LINDA RONSTADT, BELINDA CARLISLE, KEVIN PAIGE,

KGWY / Gillette ◊ PD: MICHAEL BERRY / MD: MARTHA STEELE ◊ (307) 686-2242 • ADDS: JANET JACKSON (#27), BILLY JOEL (#30), WHITESNAKE (#39), ALANNAH MYLES (#40), SARAYA,

KHFI / Austin ◊ PD/MD: SELBY EDWARDS ◊ (512) 474-9233 • ADDS: MICHAEL PENN, TAYLOR DAYNE, BAD ENGLISH,

KHOK / Hoisington/Great Bend, KS ◊ PD/MD: DARREL BIEKER ◊ (316) 792-3647 • ADDS: LINDA RONSTADT, TAYLOR DAYNE, CINDY VALENTINE, WHITESNAKE, ANIMAL LOGIC, JANET JACKSON, THE ALARM,

KHSS / Walla Walla ◊ PD: THOMAS HODGINS / MD: CHRIS GALLOWAY ◊ (509) 522-5412 • ADDS: THE COVER GIRLS (#28), LINDA RONSTADT, TAYLOR DAYNE, ELTON JOHN, ALANNAH MYLES (#40),

KHTT / Santa Rosa ◊ PD: JEFF COCHRAN / MD: MARK THOMAS ◊ (707) 545-3313 • ADDS: WHITESNAKE, JANET JACKSON, PHIL COLLINS,

KISR / Fort Smith ◊ PD/MD: KEN WALL ◊ (501) 785-2526 • ADDS: LINDA RONSTADT (#30), TAYLOR DAYNE, KISS, BILLY JOEL, ALICE COOPER, ENUFF Z'NUFF, DEPECHE MODE,

KIXR / Ponca City ◊ PD/MD: T. MORGAN ◊ (405) 765-5491 • ADDS: BILLY JOEL, JANET JACKSON (#32),

KIXS / Kilgus ◊ PD: CHUCK BAKER / ASST. PD/MD: GARY RICHARDS ◊ (817) 699-5000 • ADDS: MOTLEY CRUE, AEROSMITH, BABYFACE, RICHARD MARX, JANET JACKSON,

KJIG / Spencer ◊ PD/MD: BRIAN NEWCOMB ◊ (712) 262-6393 • ADDS: JOHN FARNHAM (#37), THE ALARM, TERENCE TRENT D'ARBY, TAYLOR DAYNE, JANET JACKSON,

KJJC / Corpus Christi ◊ PD/MD: JONATHAN KEYES ◊ (512) 888-5555 • ADDS: KENNY G, D'MOB, MICHEL'LE, TEARS FOR FEARS, EDDIE MONEY, RING LEADER,

KJLS / Hays/Great Bend ◊ PD: JACK CREES / MD: RANDY WEST ◊ (913) 628-1064 • ADDS: TERENCE TRENT D'ARBY, KISS, TORA TORA, ALANNAH MYLES, JANET JACKSON, JOHN FARNHAM, TAYLOR DAYNE, QUESTIONEERS, THE ALARM,

KKBG / Hilo ◊ PD/MD: DANNY AUSTIN ◊ (808) 961-0651 • ADDS: D'MOB, WARRANT, WHITESNAKE, TAYLOR DAYNE, THE ALARM,

KKMG / Colorado Springs ◊ PD: SCOOTER B. STEVENS / MD: TREVOR CAREY ◊ (719) 576-1100 • ADDS: TAYLOR DAYNE, THE BRATPACK, U-KREW, CHIMES, TAYLOR DAYNE, THE BRATPACK (#26), U-KREW, CHIMES,

KKQV / Wichita Falls ◊ PD/MD: DAVE LANDRY ◊ (817) 322-5545 • ADDS: TAYLOR DAYNE, JANET JACKSON, KEVIN PAIGE, JOAN JETT, SARAYA, WARRANT,

KKRC-FM / Sioux Falls ◊ PD: BILL DANIELS / ASST. PD/MD: DEB CHRISTI ◊ (605) 335-6500 • ADDS: JOAN JETT, STEVIE RAY VAUGHN, DIVING FOR PEARLS, GREAT WHITE, BRITNY FOX,

KKRD / Wichita ◊ PD: JACK OLIVER / MD: GREG WILLIAMS ◊ (316) 265-0721 • ADDS: TAYLOR DAYNE, KISS, LUTHER VANDROSS, BELINDA CARLISLE, BIZ-MARKIE,

KKSS-FM / Albuquerque ◊ PD/MD: CADILLAC JACK ◊ (505) 265-1431 • ADDS: TAYLOR DAYNE, ROXETTE, BIZ-MARKIE, B-52'S, KEVIN PAIGE,

KKXX / Bakersfield ◊ PD: CHRIS SQUIRES / MD: DAVE CHRISTOPHER ◊ (805) 322-9929 • ADDS: A'ME LORAIN, KYLIE MINOGUE, SKYY, KEVIN PAIGE,

KKYK / Little Rock ◊ PD: GREG ROLLING / MD: JIMMY EDWARDS ◊ (501) 661-7570 • ADDS: TAYLOR DAYNE, BIZ-MARKIE,

KLAZ / Hot Springs, Little Rock ◊ PD/MD: PAUL BRYAN ◊ (501) 525-4600 • ADDS: ELTON JOHN, JOAN JETT, KISS,

KLBO / El Dorado ◊ PD: MICHAEL STEEL / MD: RON WEST ◊ (501) 863-5121 • ADDS: JANET JACKSON, ALANNAH MYLES, WHITESNAKE, D'MOB (#34),

KLUC / Las Vegas ◊ PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR ◊ (702) 739-9383 • ADDS: AEROSMITH (#22), TOM PETTY (#24), MADONNA (#29), D'MOB,

KLYK / Longview/Kelso ◊ PD: BOB HART / ASST. PD/MD: MIKE STONE ◊ (206) 425-1500 • ADDS: JANET JACKSON (#29), KISS,

KMGZ / Lawton ◊ PD: LES MICHAELS / MD: DAVE HUNTER ◊ (405) 536-9530 • ADDS: JOAN JETT, TAYLOR DAYNE, WARRANT,

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KMON / Great Falls ◊ PD: AL DECKER / MD: DAVE LEVIN ◊ (406) 761-1000 • ADDS: JOAN JETT, THE ALARM, RICHARD MARX, THOMPSON TWINS, MICHAEL PENN, TERENCE TRENT D'ARBY, BRIDGE 2 FAR,

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After the great double digit add week on The Smithereens,  
**PLEASE DON'T READ OUR AD AGAIN!!!**

# THE SMITHEREENS

## "A GIRL LIKE YOU"

**We won't hype you on "A Girl Like You" Let Your Peers:**



**RADIO** - Top 5 AOR track for 6 weeks -  
#5 requests

Top 5 Alternative for 3 months - #1 CMJ

12 adds at TOP40!!! Great moves and debuts!!!

**PRESS** -

*Rolling Stone* 4 Star Lead Review!!!

"SMITHEREENS 11 is as delicious an album as you will hear in this or any other year." *Rolling Stone*

"The Smithereens will be hard-pressed to make a better album than this one...the band's music is fresher than ever." *Chicago Sun Times*

"One of the most exciting, creative bands on the Pop music scene..this one is a winner." *New York Daily News*

**VIDEO** - Buzz Bin MTV for six weeks!!

**SALES** -

Apple Tree #4, Moby Disc D#6, RTI One Stop D#6, CML One Stop #11, Michigan Warehouse #12, Plastic Fantastic #14, Radio Doctor #15, Rose Records #16, Kempmeu #16, Peaches Seattle #19, Northern Lights #16, Harvard Co-op #22, Streetside #22, Vinyl Vendors #23, Turtles #26, Tracks #28, Strawberries #29, Baker & Taylor One Stop #31, Sound Warehouse #32, Galeano One Stop #40, S.W. Wholesale #43, Q Records and Video #46, Zips #48, Navappe #49, Buzzard's Nest #49, Billboard CD sales chart #25, Billboard Album chart 95\*-74\*-65\*

**RADIO TESTIFIES!!!**

"Researching well, showing the potential to explode." Steve Hoffman/Pirate Radio

"Straight-ahead rock & roller that will fry your phones." Marc Cruz/KXXR

"Call out across-the-board. Male, female all ages." Tim Smith/KMYZ

"Top ten selling album for the past three weeks. Smash." Kevin Chase/KMOK

"Good request and sales. A Top40 hit record." John Travis/OK95

"Getting solid phones and very hip. You should be playing it." Marc Hansen/KFMW

"Performing well in all demos. Great sales." Neil Harrison/KIOC

"Phenominal response. Can't miss." Steve Davis/KG99

"Best record I've heard in the last ten years." Elvis Presley

"Good phones & sales, young adults love it." Tony Waitekus/WCIL-FM

"Testing top 5 call out. Big phones. Big sales." Doug Sorenson/KATM

"Damned if you do, Damned if you don't." Bart Simpson

"Truly great radio song. Phones & sales kicking in." Jim Owen/WKLQ

Radio, Request, Moves, Debuts, Research, Video, Press and Humongous Sales prove this is a Hit record!!!



# The Capitol Commitment Continues!!!

MANAGEMENT: FREDDY DE MANN AND BURT STEIN FOR DE MANN ENTERTAINMENT.

PRODUCED BY ED STASIUM

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KZIO / Duluth PD: JOHN MICHAELS / MD: TOMMY B ◊ (218) 728-6406  
• ADDS: BELINDA CARLISLE, D'MOB, KISS, TAYLOR DAYNE, JOHN FARNHAM,

KZMC / McCook PD: CATHY CARTWRIGHT / MD: STEVE LEPPER ◊ (308)  
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KEVIN PAIGE

KZOU / Little Rock PD: PETER STEWART / MD: GREG GEARY ◊ (501) 661-  
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KZZU / Spokane PD: KEN HOPKINS / MD: CHUCK MATHESON ◊ (509)  
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JOEL (#33), TAYLOR DAYNE (#34), KISS (#35),

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WKRZ / Wilkes-Barre PD: KEN MEDEK / MD: JERRY PADDOEN ◊ (717) 823-  
5000 • ADDS: ELTON JOHN (#40), JOAN JETT, JIVE BUNNY & THE  
MASTERMIXERS, MICHEL'LE, KEVIN PAIGE, TAYLOR DAYNE,

WKSM / Ft. Walton Beach PD: MIKE BRIDGES / MD: PHIL DAVIS ◊ (904)  
243-7676 • ADDS: WARRANT, WHITESNAKE, BELINDA CARLISLE (#39),  
D'MOB (#38), LINDA RONSTADT (#36), B-52'S (#32), KYLIE MINOGUE  
(#31), RICHARD MARX (#30), TAYLOR DAYNE (#27), JANET JACKSON (#21),  
BILLY JOEL (#24), KEVIN PAIGE,

WLAN-FM / Lancaster PD: DAVE MARINO / MD: CHRIS MURRAY ◊ (717)  
394-7261 • ADDS: B-52'S (#29), BAD ENGLISH (#33), BILLY JOEL (#34),

WLAB-FM / Lexington PD: BARRY FOX / MD: MIKE GRAVES ◊ (606) 293-  
0563 • ADDS: THE COVER GIRLS,

WLFX / Lexington PD: INDY JONES / MD: MICHAEL LEE WEBB ◊ (606)  
231-7939 • ADDS: TAYLOR DAYNE, ALANNAH MYLES, PHIL COLLINS,

WLRW / Champaign PD: MATT McCANN / MD: JOHN McKEIGHAN ◊ (217)  
352-4141 • ADDS: LINDA RONSTADT, TAYLOR DAYNE,

WLXR / LaCrosse PD: GARETT MICHAELS / ASST. PD/MD: TOM COLLINS ◊  
(608) 782-8335 • ADDS: B-52'S, TAYLOR DAYNE,

WLZ / Cadillac PD: BOB SPEAR / MD: SHANE McINTOSH ◊ (616) 775-  
1263 • ADDS: THE COVER GIRLS (#25), WARRANT (#34),

WMEE / Ft. Wayne PD: TONY RICHARDS / ASST. PD/MD: JEFF DAVIS ◊  
(219) 447-5511 • ADDS: PHIL COLLINS, JOAN JETT, B-52'S, TAYLOR DAYNE,

WNNK / Harrisburg PD: BRUCE BOND / MD: ED AUGUST ◊ (717) 238-  
1402 • ADDS: TAYLOR DAYNE, WHITESNAKE, KEVIN PAIGE,

WNOK-FM / Columbia PD: JONATHAN RUSH / MD: JEFF McHUGH ◊ (803)  
771-0105 • ADDS: ALANNAH MYLES (#34), TAYLOR DAYNE (#35), JOAN  
JETT (#36), LINDA RONSTADT (#37), WARRANT (#38),

WNYP / Ithaca PD: STEVE CHRISTIAN / MD: RICK PENDLETON ◊ (607)  
756-2828 • ADDS: JANET JACKSON (#33), RICHARD MARX (#34), SARAYA  
(#35), ALICE COOPER, JIVE BUNNY & THE MASTERMIXERS, JOAN JETT, KISS,  
SEDUCTION, THE SMITHEREENS, TAYLOR DAYNE, ALANNAH MYLES (#24),  
BILLY JOEL (#27),

WOKI / Knoxville PD/MD: CLAY GISH ◊ (615) 531-2000 • ADDS: JIVE  
BUNNY & THE MASTERMIXERS, WHITESNAKE, KISS, RICHARD MARX, THE  
COVER GIRLS,

WOMP-FM / Wheeling PD: BOB FORSTER / MD: CHUCK McGEE ◊ (614)  
676-5661 • ADDS: LINDA RONSTADT, MICHAEL PENN, BRIDGE 2 FAR, ALICE  
COOPER, TAYLOR DAYNE, KISS,

WVOV / Glasgow PD: DAVE BARRICK / MD: DR. RICK FAULKNER ◊ (502)  
651-8375 • ADDS: QUESTIONEERS, JOHN FARNHAM (#39), THE ALARM,  
TAYLOR DAYNE, LINDA RONSTADT,

WPFM / Panama City PD: KEITH RICHARDS / MD: MIKE STONE ◊ (904)  
234-8859 • ADDS: EDIE BRICKELL, JOAN JETT, FASTER PUSSYCAT, A'ME  
LORAIN, TAYLOR DAYNE, CHIMES,

WPFY / Terre Haute PD: CHRIS NEWTON / MD: DAVE KING ◊ (812) 232-  
1300 • ADDS: WARRANT, KEVIN PAIGE, ALICE COOPER, EDIE BRICKELL, ENUFF  
Z'NUFF, JIVE BUNNY & THE MASTERMIXERS,

WPRR / Altoona PD/MD: SCOTT ST. JOHN ◊ (814) 944-9456 • ADDS:  
TAYLOR DAYNE (#32), WHITESNAKE (#33), LINDA RONSTADT (#34),  
MICHAEL DAMIAN, KISS, FINE YOUNG CANNIBALS, ALICE COOPER,

WPST / Trenton PD: DAVE HOEFFEL / MD: TRISH MERELO ◊ (609) 924-  
3600 • ADDS: JOAN JETT, KISS, JAY, EDIE BRICKELL, TAYLOR DAYNE,

WPKR / Davenport PD: DAN KENNEDY / MD: THE JAMMER ◊ (309) 786-  
1800 • ADDS: KEVIN PAIGE,

WQCN / Hagerstown PD: DAVID MILLER / MD: WILL KAUFMAN ◊ (301)  
797-7300 • ADDS: WHITESNAKE (#28), ENUFF Z'NUFF (#30), KISS,

WQIO-FM / Mt. Vernon PD: JOEL RILEY / MD: SHERI WHARTON ◊  
(614) 397-1000 • ADDS: JANET JACKSON, PHIL COLLINS (#38),

WQUT / Johnson City PD: RUFUS HURT / MD: STEVE MANN ◊ (615) 477-  
3127 • ADDS: RICHARD MARX (#30), WHITESNAKE (#31), TEARS FOR  
FEARS, ALANNAH MYLES, LINDA RONSTADT, MICHEL'LE, KEVIN PAIGE, BELINDA  
CARLISLE,

WQXA / York PD: MARK MCKENZIE / MD: MARK FEATHER ◊ (717) 757-  
9402 • ADDS: MADONNA (#29), KEVIN PAIGE, LISA STANFIELD, JOAN JETT,

WRCK / Ulica PD: JIM REITZ / MD: SCOTT BURTON ◊ (315) 797-1330 •  
ADDS: BELINDA CARLISLE, LINDA RONSTADT, FINE YOUNG CANNIBALS, ALICE  
COOPER, TAYLOR DAYNE,

WRQK / Canton PD: SPACEMAN SCOTT HUGHES / MD: CHI CHI  
COVERDALE ◊ (216) 492-5630 • ADDS: PHIL COLLINS (#30), WHITESNAKE,

WRON / Toledo PD/MD: JOHN O'ROURKE ◊ (419) 874-1548 • ADDS:  
RICHARD MARX, WHITESNAKE, WARRANT, D'MOB,

WRTB / Vincennes PD: DANNY WAYNE / MD: MIKE LAUF ◊ (812) 254-  
4300 • ADDS: GLORIA ESTEFAN (#39), POCO (#38), STAGE DOLLS (#37),  
KYLIE MINOGUE (#36), RICHARD MARX (#35), WHITESNAKE (#34), BRIDGE  
2 FAR (#33), LINDA RONSTADT (#31),

WRVQ / Richmond PD: STEVE DAVIS / MD: LISA McKAY ◊ (804) 649-  
9151 • ADDS: BIZ-MARKIE (#32), JOAN JETT, B-52'S, MICHEL'LE, ALANNAH  
MYLES,

WSPK / Poughkeepsie PD: STEW SCHANTZ / MD: CHRIS ST. JAMES ◊  
(914) 831-8000 • ADDS: PHIL COLLINS, TAYLOR DAYNE, JOAN JETT,

WSPT / Stevens Point PD: JAY BOULEY / MD: JERRY STEFFEN ◊ (715)  
341-1300 • ADDS: JOAN JETT, KISS, WHITESNAKE,

WSTO / Evansville PD: BARRY WITHERSPOON / MD: OPEN ◊ (502) 685-  
2991 • ADDS: RICHARD MARX, JANET JACKSON, THE COVER GIRLS,

WTBX / Hibbing/Duluth PD/MD: JOE CRAIN ◊ (218) 262-4545 • ADDS:  
JOHN FARNHAM, TAYLOR DAYNE, PHIL COLLINS, WHITESNAKE, ALICE COOPER,

WTHT / Portland PD: KEN BENSON / MD: TONY PERKINS ◊ (207) 797-  
0780 • ADDS: THE COVER GIRLS (#29), B-52'S (#30),

WVVC / Lansing PD: KEVIN ROBINSON / MD: MONICA HARRIS ◊ (517)  
487-5986 • ADDS: RICHARD MARX,

WVKZ / Schenectady PD: TOM KELLY / MD: SHAWN SCOTT ◊ (518) 370-  
5386 • ADDS: WHITESNAKE (#33), KISS, THE CULT, FLYS ON FIRE,

WYSR / Charleston PD: BILL SHAHAN / MD: MIKE EDWARDS ◊ (304)  
342-3136 • ADDS: BIZ-MARKIE (#35), WARRANT, JOAN JETT, MICHAEL PENN,

WWCK / Flint PD: LEE ST. MICHAELS / MD: BOB O'DELL ◊ (313) 744-  
1570 • ADDS: BELINDA CARLISLE (#37), ENUFF Z'NUFF (#38), JIVE BUNNY  
& THE MASTERMIXERS (#39), THE SMITHEREENS (#40),

WVFX / Bangor PD/MD: TODD MARTIN ◊ (207) 338-2290 • ADDS:  
KEVIN PAIGE, JOAN JETT, KISS, TAYLOR DAYNE,

WYKS / Gainesville PD: JERI BANTA / MD: JIM FOX ◊ (904) 375-2200 •  
ADDS: D'MOB, WHITESNAKE, KEVIN PAIGE, BELINDA CARLISLE, TAYLOR DAYNE,  
THE SMITHEREENS,

WYYS / Columbia PD/MD: CHUCK FINLEY ◊ (803) 796-8896 • ADDS:  
RICHARD MARX, TAYLOR DAYNE, JOAN JETT, BELINDA CARLISLE, JIVE BUNNY &  
THE MASTERMIXERS, TERENCE TRENT D'ARBY,

WZOK / Rockford PD: STEVE SUMMERS / MD: JESSE GARCIA ◊ (815)  
399-2233 • ADDS: PHIL COLLINS (#25), WHITESNAKE (#27), ELTON JOHN,  
JOAN JETT,

WZYP / Huntsville PD/MD: CHRIS ANDREWS ◊ (205) 830-8300 • ADDS:  
TAYLOR DAYNE, WARRANT, MICHEL'LE, KEVIN PAIGE, JOHN FARNHAM, ELTON  
JOHN, DEPECHE MODE, FINE YOUNG CANNIBALS,

WZYQ / Frederick PD: NED FERRIS / MD: MICHAEL LUCE ◊ (301) 663-  
5400 • ADDS: BAD ENGLISH (#37), JANET JACKSON (#29), DEPECHE MODE  
(#30), WARRANT (#33),

WZZU / Raleigh PD: STEVE BRILL / MD: AL BUNCH ◊ (919) 787-9390 •  
ADDS: PHIL COLLINS, THE SMITHEREENS (#34), ALICE COOPER (#35), KISS  
(#36),

X102 / Reno PD: CAREY EDWARDS / MD: MIKE ABRAMS ◊ (702) 356-  
8000 • ADDS: BELINDA CARLISLE, STEVIE B, A'ME LORAIN, KEVIN PAIGE,  
DEPECHE MODE, TECHNOTRONIC, PHIL COLLINS,

X106 / Birmingham PD/MD: MARK EVANS ◊ (205) 591-7171 • ADDS:  
KEVIN PAIGE, ALANNAH MYLES, LINDA RONSTADT, TAYLOR DAYNE,

Y104 / Hattiesburg-Laurel PD/MD: CHARLIE DARREN ◊ (601) 545-1230 •  
ADDS: MICHAEL JEFFRIES / X'KARYN WHITE, TAYLOR DAYNE, KISS, JANET  
JACKSON, KYLIE MINOGUE, JIMMY CLIFF,

Y94 / Fargo PD/MD: JACK LUNDY ◊ (701) 241-5376 • ADDS:  
WHITESNAKE, JANET JACKSON, BRIDGE 2 FAR, LINDA RONSTADT,

Z102 / Savannah PD: BRADY MCGRAW / MD: RAY WILLIAMS ◊ (912)  
233-8807 • ADDS: JANET JACKSON (#28), RICHARD MARX (#29), BILLY  
JOEL (#30), BIZ-MARKIE, ALANNAH MYLES, TAYLOR DAYNE, ELTON JOHN,

Z103 / Tallahassee PD: BRIAN DOUGLAS / MD: OPEN ◊ (904) 386-5141  
• ADDS: WARRANT, BABYFACE, ALANNAH MYLES, BIZ-MARKIE,

Z104 / Madison PD: TOM LOCKWOOD / MD: FLETCHER KEYES ◊ (608)  
274-2720 • ADDS: JOAN JETT, THE COVER GIRLS, JIVE BUNNY & THE  
MASTERMIXERS, TAYLOR DAYNE,

Z106 / Sarasota PD: TOM EVANS / ASST. PD/MD: SCOTT CHASE ◊ (813)  
388-3936 • ADDS: WARRANT, RICHARD MARX, ALANNAH MYLES, LINDA  
RONSTADT, TAYLOR DAYNE, ALICE COOPER, D'MOB (#28), BILLY JOEL (#29),

Z93 / Kokomo PD/MD: SCOTT ALAN ◊ 317 453-1212 • ADDS: KEVIN  
PAIGE, JOAN JETT, WHITESNAKE, TERENCE TRENT D'ARBY, D'MOB, LINDA  
RONSTADT, FASTER PUSSYCAT, TAYLOR DAYNE,

Z97 / Billings PD: CRAIG SULLIVAN / MD: PETER MASSE ◊ (406) 248-  
2681 • ADDS: TAYLOR DAYNE (#40), WHITESNAKE (#39), KISS, B-52'S  
(#36), ENUFF Z'NUFF,

ZFUN106 / Moscow PD: GARY CUMMINGS / MD: STEVE HELLER ◊ (208)  
882-2551 • ADDS: ELTON JOHN, ENUFF Z'NUFF, D'MOB, EXPOSE, KISS,  
JOAN JETT, LINDA RONSTADT,

# KEVIN PAIGE

PRODUCED BY: KEVIN PAIGE  
MANAGEMENT : DAVID PAIGE



# “ ANYTHING I WANT ”

**A HITMAKERS CRUSADE!!!  
ONE OF HITMAKERS  
MOST ADDED THIS WEEK  
WITH 48 ADDS!!!**

X100 (D#29)

KNRJ (25-21)

KUBE (Add)

KBQ (30-26)

B94 (30-27)

Y108 (D#30)

KKRZ (Add)

PRO-FM (Add)

Q102 (29-25)

KITY (30-27)

KSAQ (D#37)

FM100 (D#30)

Z98 (8-6)

Z99 (D#22)

WGTZ (Add #27)

WKSI (D#32)

93Q (35-32)

95XIL (Add)

95XXX (D#37)

97KYN (D#30)

99.9KHI (Add)

B98 (Add)

HOT107 (39-29)

JET-FM (Add)

KBFM (Add)

KBHT (Add)

KCAQ (Add)

KCMQ (D#38)

KFBD (Add)

KFRX (D#35)

KGGG (31-26)

KGRS (Add)

KISR (D#28)

KKMG (D#32)

KKQV (Add)

KKSS-FM (Add)

KKXX (Add)

KPXR (Add #32)

KQCR (Add)

KQKQ (Add)

KRNQ (20-12)

KRQ (D#25)

KTDR (D#37)

KWTO (Add)

KWTX-FM (Add)

KWXX (D#22)

KYRK (Add #39)

KYYY (Add)

KZFM (D#36)

KZOU (31-25)

SLY96 (38-32)

WANS (Add)

WAPE (26-20)

WAZY (D#39)

WBNQ (D#33)

WCGQ (D#39)

WDBR (Add #34)

WDEK (Add)

WDLX (Add)

WFLY (Add)

WFMF (Add #32)

WFX (40-34)

WHDQ (Add)

WHY-FM (Add)

WINK (Add)

WIQQ (Add)

WJMX (37-30)

WKEE (Add)

WKRZ (Add)

WKSM (Add)

WNNK (Add)

WNOK-FM (21-14)

WOVO (D#31)

WPFR (Add)

WPRR (D#30)

WPXR (Add)

WQUT (Add)

WQXA (Add)

WSPK (D#40)

WWCK (38-32)

WAFX (Add)

WYKS (Add)

WZYP (Add)

X102 (Add)

X106 (Add)

Y104 (D#39)

Z93 (Add)

And More.

**Michael Newman MD/ENERGY96.5 - Houston**

**“Everything you want and more! This record rips! Guaranteed to burn up your playlist!”**

**Tim Watts acting MD/X100 - San Francisco**

**“ A first listen record that is pulling great phones at X100 - a great dance tune with a positive attitude, reminiscent of Michael Jackson.”**

**Lou Simon PD/HOT94.9 - Salt Lake City**

**“It Scorches!”**

**Kathie Romero asst.PD/MD/KSAQ - San Antonio**

**“A great follow up - an uptempo smash that sounds great on the radio.”**

  
**Chrysalis.**

# NEW RELEASES

BIG AUDIO DYNAMITE "Free" (WTG) from the *Flashback* soundtrack  
BONHAM "Guilty" (WTG)  
PAUL CARRACK "Battlefield" (CHRYSALIS)  
ERIC CLAPTON "Bad Love" (REPRISE)  
PHIL COLLINS "I Wish It Would Rain Down" (ATLANTIC)  
ACE FREHLEY "Do Ya" (ATLANTIC)  
GIANT "Innocent Days" (A&M)  
HEAVY D & THE BOYZ "Gyrlz They Love Me" (MCA)  
HIROKO "My Love's Waiting" (ENIGMA)  
HOOTERS "Brothers, Don't You Walk Away" (COLUMBIA)

KIX "Cold Blood" (ATLANTIC)  
KYZE "Stomp" (WARNER BROS.)  
L.A. GUNS "Never Enough" (POLYDOR)  
MADONNA "Keep It Together" (SIRE/WARNER BROS.)  
MANTRONIX f/ WONDRESS "Got To Have Your Love" (CAPITOL)  
SADAO WATANABE f/ PATTI AUSTIN "Any Other Fool" (ELEKTRA)  
SUBDUDES "Need Somebody" (ATLANTIC)  
TECHNOTRONIC "Get Up (Before The Nite Is Over)" (SBK)  
UB40 "Here I Am" (VIRGIN)

## TUNA TALK

### WHO'S THE BIGGEST NEW KIDS FAN?



As you can see, Z100's night jock **BILL KEZLEY** is flooded with entries for *Portland* listeners telling why they are the biggest *New Kids On The Block* fans!

CONGRATULATIONS to our good buddy **HAROLD BERKMAN**, President & CEO of Music Express Limousine Service! Music Express was chosen the 'Limousine Operator of the Year' by the National Limousine Association in Washington, D.C. last week! Thanks for the GREAT service **HAROLD**!

**RICH ANTON**, former Asst. PD/MD at WNRJ in Pittsburgh announced that as of Tuesday, January 15, the station changed formats from Top40 to Easy Listening due to a sale to Salem Broadcasting. As a result, all disc jockeys are now available and looking for radio opportunities! Call (412) 362-2144 for more information.

CONGRATS to **BOB LaBORDE** who, as we announced last week, was named Asst. PD/MD at KCPX, Salt Lake City! Former Asst. PD/MD **RAY KALUSA** has lined up a PD gig at KWNZ, Reno, NV as of January 23. Assisting **RAY** will be MD **RICK CARTER**, formerly MD at 92X in Columbus. Good luck to the new team at KWNZ!

The name **JOHN BETANCOURT** is brought up on the phone every day. There's a big buzz out there that's saying he's going back to the POLYGRAM Organization and in a BIG way! Stay tuned for details!

We hear that Powerhouse Entertainment in Washington, D.C. is going to make a film out of the book "He's A Rebel" (the unauthorized biography of Phil Spector). Word is that industry legend **DANNY DAVIS** will be consultant and is being characterized in the movie! Watch out **DANNY DeVITO**...there's a new **DANNY** on the horizon!

Q101 sends night jock **HUMBLE BILLY HAYES** to broadcast live from Disneyland and also Disneyworld! New phone number at Q101 in Chicago is (312) 527-8348. Also, PD **BILL GAMBLE** welcomes Chicago radio vet **DOUG BAIR** from crosstown Z95!

Didja hear...**STEVE & PATTY KINGSTON** and **FRANK & JAMI BLUE** shared a hot tub with **MICHAEL JACKSON** at The Good Floridian in Orlando? It seems that **STEVE** and **FRANK** decided to take a hot tub and wouldn't you know it, **MICHAEL JACKSON** walks in and sits down for one hour! **STEVE** wouldn't say if **MICHAEL** was wearing a surgical mask or not.

CONGRATS to WPGC PD **DR. DAVE FERGUSON** who tied the knot with "super-bad" **SANDRA** in a quiet ceremony last week! Now that the Doc has a wife, he's looking for some HOT talent! Send T&R and photo to **DAVE** at P.O. Box 10239, Washington, D.C. 20018. No calls!

The B104 Baltimore Record Company Appreciation Party was held last week, and many record company luminaries attended including **ANDREA GANIS**, **RICK BISCEGLIA**, **JEFF BACKER**, **MARC BENESCH**, **JACK SATTER**, **POLLY ANTHONY**, **LISA FRANK** and all the local reps! The highlight of the party was the "Pop A Shot" basketball game. B104 PD **STEVE PERUN** threw out the challenge..."Beat me for an add!" Out of 21 challenges, there were no adds! **STEVE PERUN**, you're TOO tough!!!

HOT102 is expanding, and PD **RICK THOMAS** is looking for the BEST talent in the areas of promotions, news, and air talent! You've got to be aggressive and willing to do whatever it takes to win! Send T&R to **RICK** at 12800 W. Bluemound Rd., Elm Grove, WI 53122!

**AL BRADY LAW**, KKQB President and General Manager announced that **JIM MARCHYSHYN** has joined KKQB as Dir. of Promotion and Marketing!

Reports at presstime indicate that **STEVE LEAVITT**, ISLAND Records Nat'l Promo. Dir., will be leaving for a post at ASYLUM Records. Meanwhile, ISLAND Records Sr. VP/Promotion **BOB CATANIA** has asked for a release from his contract to free him to pursue other interests. More details on the story next week!

CONGRATS to good buddy **CHARLIE WALK** who just graduated from Boston University! **CHARLIE** produces **SUNNY JOE's** show on WXKS and he just finished the college rep training at CBS. **CHARLIE** says he'd love to get into promotion. With his background there are record companies

who should check him out! Call **CHARLIE WALK** (617) 254-8889. He'll make you look good!

Didja hear that Q102 in Philly is doing "commercial free" Mondays?"

**ANNA de HARO** will join the KTFM Morning Show in San Antonio as co-host on January 22. **ANNA** formerly co-hosted KPRR mornings in El Paso.

CONGRATS to our good buddies **MARK KARGOL**, **CHARLIE LAKE** and **MARC BENESCH**! All three were promoted officially this week! (See page 1).

BIG DOINGS in Miami...**JANET JACKSON** starts touring in Miami March 1, and **DENNIS REESE** sez HOT105 will broadcast live from the Miami Arena!

**MIKE McCOY**, PD at KJ103 in Oklahoma City sez, "We've got **CATFISH** for breakfast (5:30-9 a.m.), myself from 9-11 a.m., **TIM WEST** is the midday man (11 a.m.-3 p.m.) and production director, **KIM CARSON** will do 3-7 p.m., **RONNIE ROCKET** doing 7 p.m.-Midnight, and Midnight-5:30 a.m. is **BILLY THE KIDD**, who is also the MD. Weekends and Promotions Director is **ANDY RUSSELL**. **SHAWN ELLIOTT** and **CHUCK DAVID** also do weekends."

HOT jock available is our good buddy **RAFI CONTIGO**! Give **RAFI** a call at (407) 273-1161.

CONGRATS to **KQIZ**, Amarillo's afternoon driver **ERIC STEVENS** who has been upped to the Asst. PD post by PD **JON ANDERSON**.

Why are **MIKE & TERRI PRESTON** all smiles??? They are expecting their first child in September!

The Power Pig's **JON 'Rock N' Roll' ANTHONY** is marrying **BELINDA GRANDA** Jan. 20!



Here's lovely new Program Director at **KBEQ** in Kansas City - **KAREN BARBER**

# MADONNA



## “KEEP IT TOGETHER”

*The New Single*

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

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

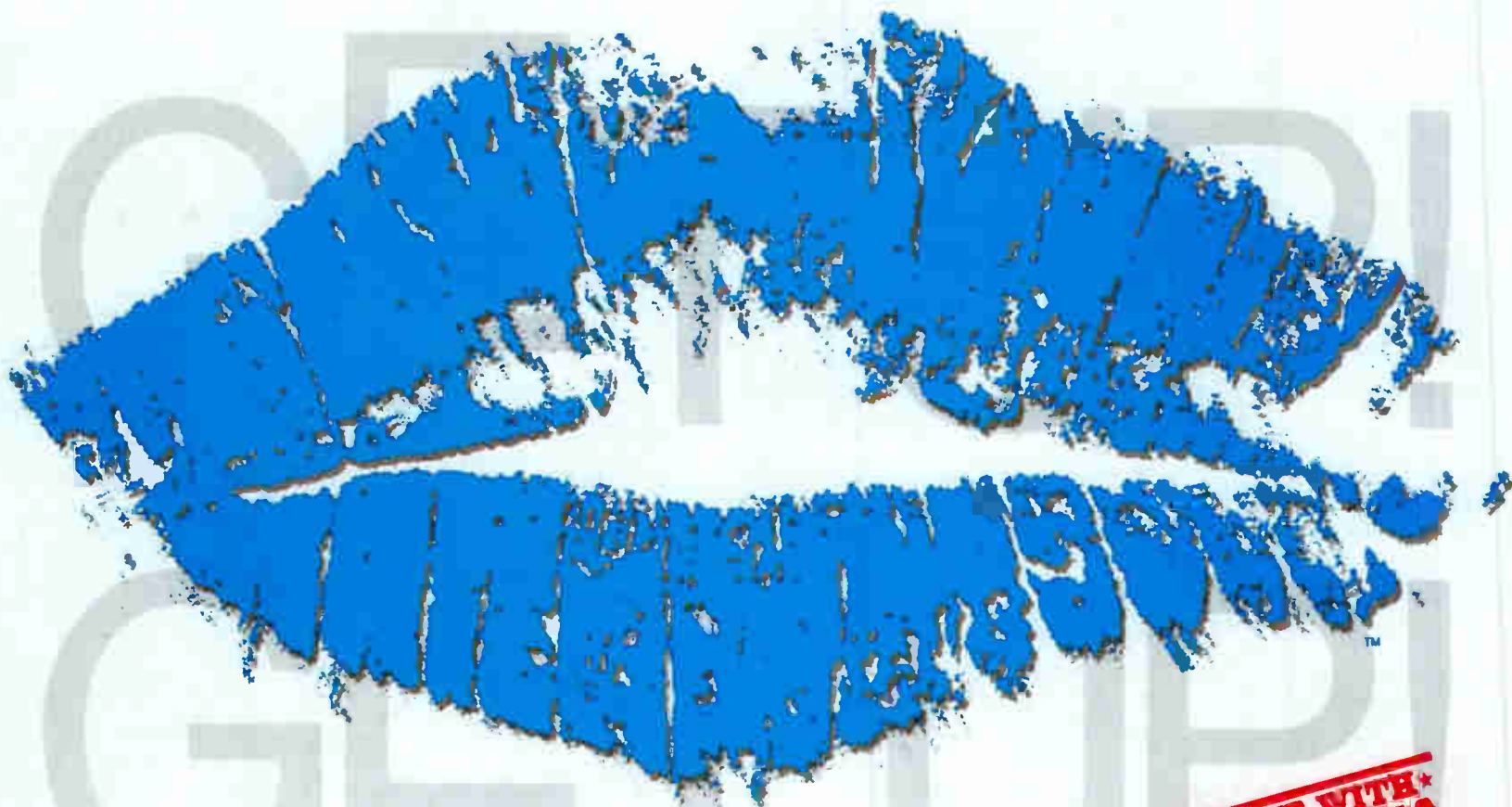
We've Got To Take A Stand Now That We're In Demand.

We're A Million Singles Strong On *Pump Up The Jam*.

# Technotronic

So Party All Night, Cut The Fight, And You Just Might...

# GET UP!




The Fresh New Single And Video From  
Technotronic's Instant – Gold Debut Album,  
**Pump Up The Jam.**

**\*ON TOUR WITH  
MADONNA  
\*THIS SPRING!\***

Technotronic Is: Jo Bogaert, Ya Kid K., Felly, and MC Eric.

Produced By Jo Bogaert

U.S. Representation – *SBK Management* 

**\*Before The Night Is Over**

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