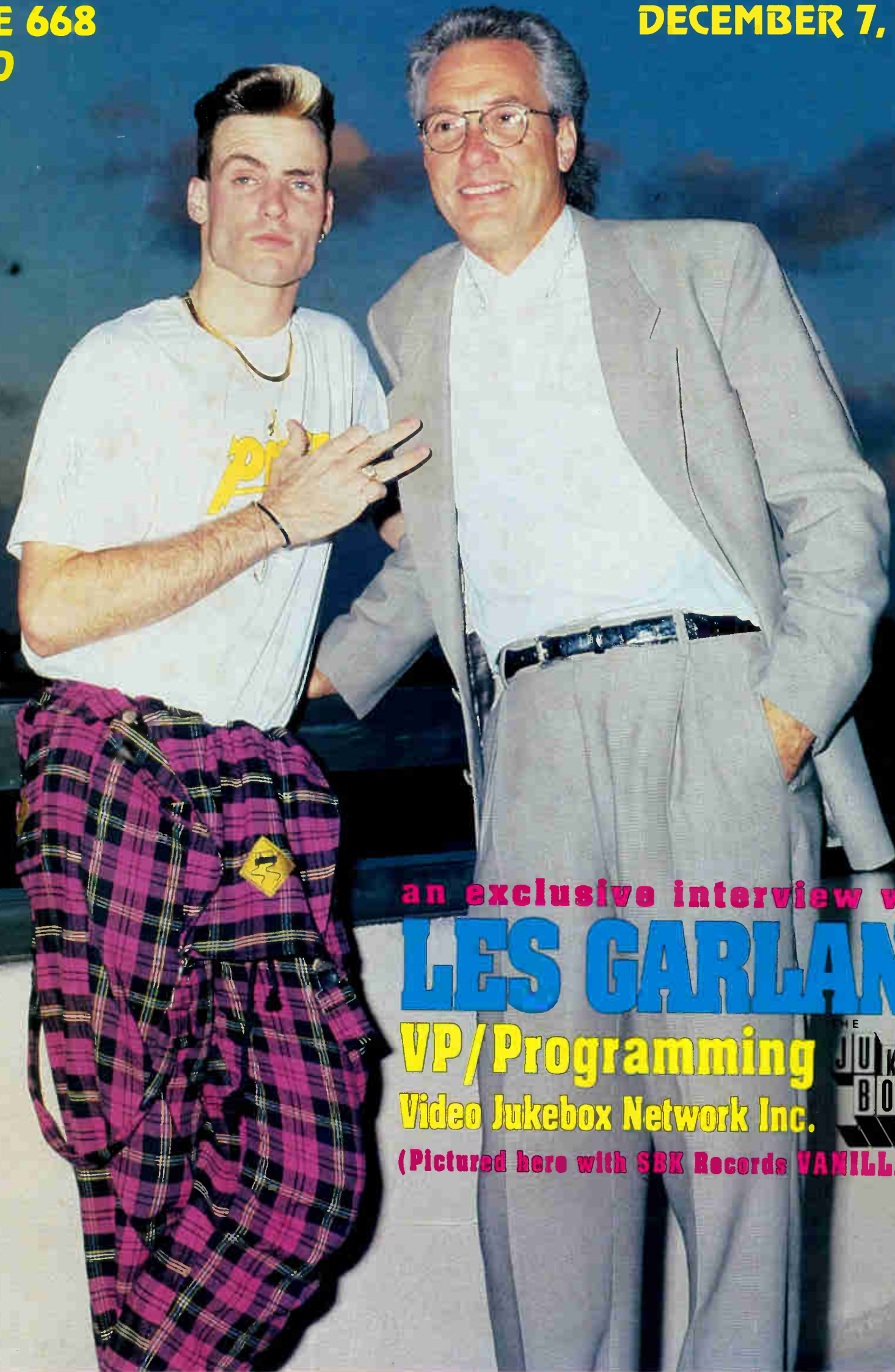


HITMAKERS[®]

ISSUE 668
\$5.00

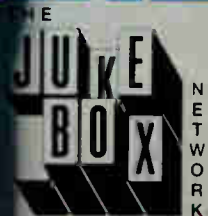
DECEMBER 7, 1990



an exclusive interview with

LES GARLAND

VP/Programming
Video Jukebox Network Inc.



(Pictured here with SBK Records **VANILLA ICE**)

WE COULDN'T HOLD IT BACK ANY LONGER!

Whitney
Houston

All The Man
That I Need



The new single radio couldn't wait to play,
hot on the heels of her #1 POP and R&B smash
"I'm Your Baby Tonight."
Album sales are already over 2 million copies
and soaring.

Produced by Narada Michael Walden
Vocal Arrangement by Whitney Houston
Executive Producer: Clive Davis

HITMAKERS®

CUTTING EDGE LEADERSHIP FOR TODAY'S MUSIC RADIO
Mainstream, Crossover, and Adult Top40 - Clubs/Imports - Retail

GLASS EXEC. VP/GM AT SBK

After achieving significant success in less than 18 months of its existence, SBK Records appointed **Daniel Glass** Executive Vice President/General Manager. Based in New York, Glass will report directly to SBK Records Group Chairman/CEO **Charles Koppelman** and President/COO **Martin Bandier**, who jointly made the announcement.

In his previous position as Sr. VP Promotion, a position he has held since the debut of SBK in April, 1989, Glass's Promotion staff scored three number-one singles and one number-one album, making SBK one of the most successful new label in years. SBK is basking in the crossover success of **Vanilla Ice**, **Technotronic** and **Wilson Phillips**. Just beginning to catch fire is teen sensation, **Guys Next Door**.

"The growth of SBK as a significant force in the recorded-music industry is, to a great extent, directly related to Daniel Glass and the leadership qualities he has demonstrated," Bandier noted.

In turn, Glass told **HITMAKERS** that SBK's success can be attributed to its emphasis on breaking all kinds of music into the mainstream. "We learned not to categorize or pigeonhole music," he stated. "If we like something, we make sure it's mass appeal, and we get it out to everybody we can."

Glass also credited **HITMAKERS** for helping SBK break out of the box so quickly. "I remember playing a cassette of Wilson Phillips demos and Technotronic mixes for Barry Fiedel last August, and his comments were very valuable to us," he recalled. "They were

among the first believers in SBK. We started something less than 18 months ago, and like **HITMAKERS**, we support the fresh, the new, the cutting edge and the underdogs. I hope they and SBK continue in that spirit."

"The record business needed a company that had a lot of attitude and fun evolving around great music," Glass continued. "Because of that, people like to be
(See **GLASS**, page 32)



Daniel Glass (center) with Charles Koppelman (left) and Martin Bandier (right).

Joe Galante Predicts RCA "Consistency"

After a year that President **Joe Galante** laughingly referred to as a whirlwind, RCA Records held its annual convention Dec. 5-8 at the Registry in Scottsdale, AZ in an effort to re-energize the re-vamped staff and artist roster. Their task for '91 is to increase the label's market share through consistency in the marketing and the full development of the artist roster.



JOE GALANTE

In an exclusive interview, Galante told **HITMAKERS** of the label's two primary goals: "To broaden the base of our roster and become a more active player in other segments of the business, and

to build the staff by giving them the tools, information and training to be better at their jobs."

In terms of talent, "We've cut the roster in half at RCA, and I don't see us signing a lot more acts," Galante noted. "I do see us improving the quality, making sure our albums are deeper in terms of formats or tracks we're trying to pursue, and achieving any possible crossover from AOR to Top40, Urban to Top40 and so on"

Galante stressed the importance of developing consistent marketing and promotion strategies in breaking their talent. "People have to understand that we're a company that's capable of marketing records on a quality and consistent basis," he said. "It's not that people don't believe we can do that, but doing it on a more consistent basis will take a lot of guesswork out of what we accomplish."

For the moment, RCA will continue its push of the **House of Lords**, **Stevie B** and **Black Box**. Although a new Starship record is expected in early '91, Galante noted that the lion's share of the roster is comprised of up-and-coming talent. "Most of our
(see **RCA**, page 32)

Terry Ellis Returns: Joint Label With BMG

After a brief fling with retirement, **CHRYSALIS RECORDS'** co-founder **Terry Ellis** is returning to the label wars in a big way, as he will head up The **IMAGO** Record Company, a joint venture with The **BERTELSMANN MUSIC GROUP (BMG)**.

"I am very pleased to announce my return to the business of making records in the company of people I have known and worked with for more than 20 years," Ellis noted. "I have watched the growth of BMG into a company of exceptional international strength, and I am proud of their involvement with Imago, our past history, BMG's strong business ethic
(See **ELLIS**, page 32)

JAY COOK ASSUMES KIIS PRES/GM

GANNETT GROUP President **Jay Cook** will be filling the recently departed **Lynn Anderson**'s position as President/GM of **KIIS AM/FM** in Los Angeles. "I'll just be running the station in addition to my job as President of the radio division," he told **HITMAKERS**. "I'm just adding on the responsibility of the hands-on operations of **KIIS**."

Cook downplayed the dual responsibilities of the new position. "Since I've been the headquartered here over the last three years, with my office

connected to the **KIIS'** offices, I've already been involved with the station to some degree. It will be a time management challenge, but I certainly feel that I'm up to accomplishing that."

No major changes are expected in **KIIS'** programming or overall direction. "The station is in excellent condition," Cook said. "We have good solid department heads and staff. I look forward to working with them, and hope I can make a contribution."

New This Issue...

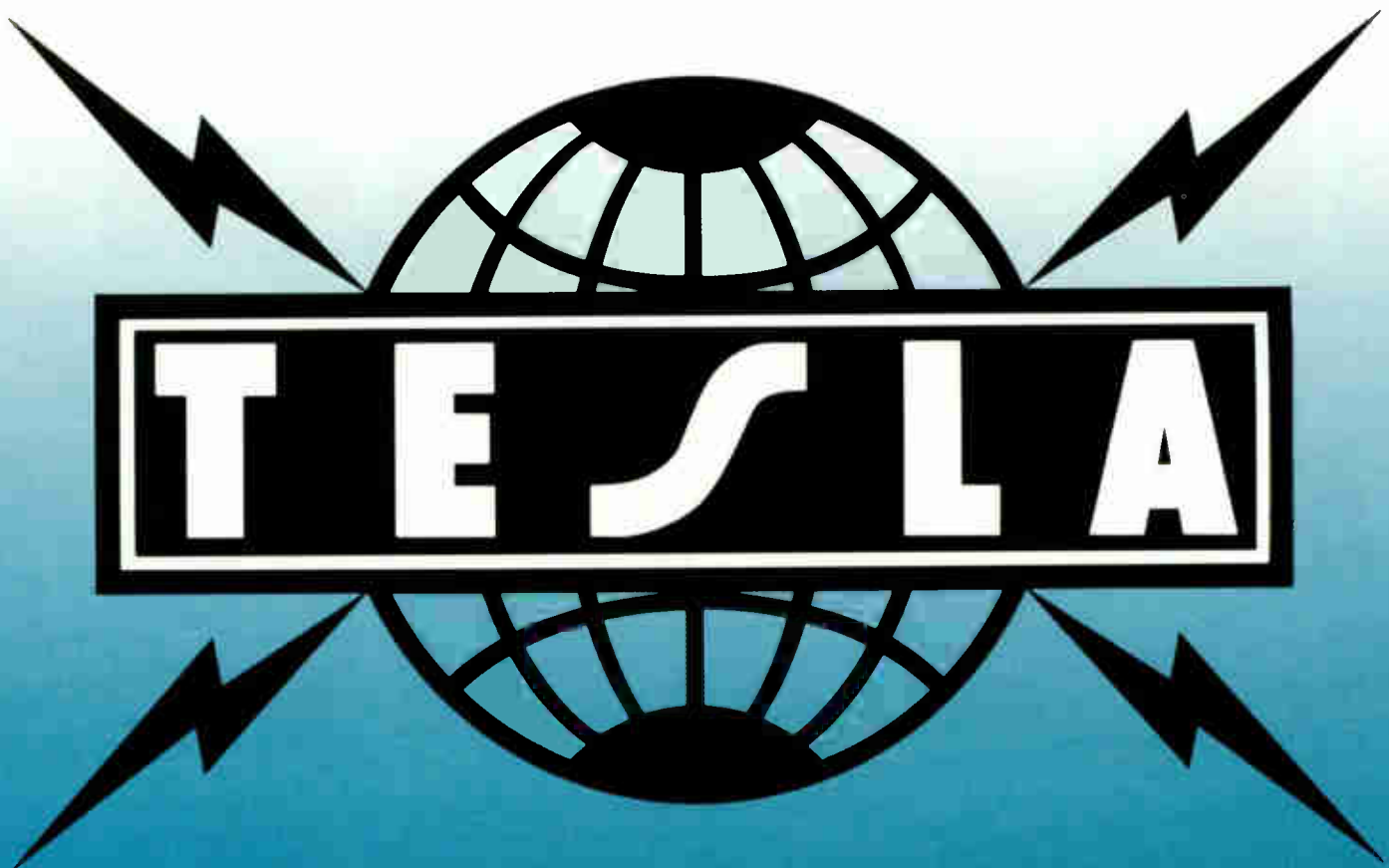
HITMAKERS is proud to announce several exciting new features in this issue. An exclusive regional video chart compiled by **VIDEO JUKEBOX NETWORK** debuts on page 13. **Tom Shovan** returns to these pages with his column, **Programmers Think Tank**, and Editor **Jeff Silberman** weighs in with the debut of **Shooting From the Lip**. Catch both columns on page 7.

Features:

- Top40 Column.....page 15
- Breakouts.....page 19
- Discovery Club.....page 28
- Hot Radio Promotions...page 32
- Faces & Places.....page 24
- Egr To The Ground.....page 46

- Retail Chart.....page 9
- Mainstream Top40.....page 17
- Crossover Top40.....page 23
- Club Chart.....page 25
- Adult Top40 Chart.....page 27

The **HITMAKERS** Interview:
LES GARLAND, Video Jukebox...page 39



All Live. All Acoustic. Already A Hit.

"SIGNS"

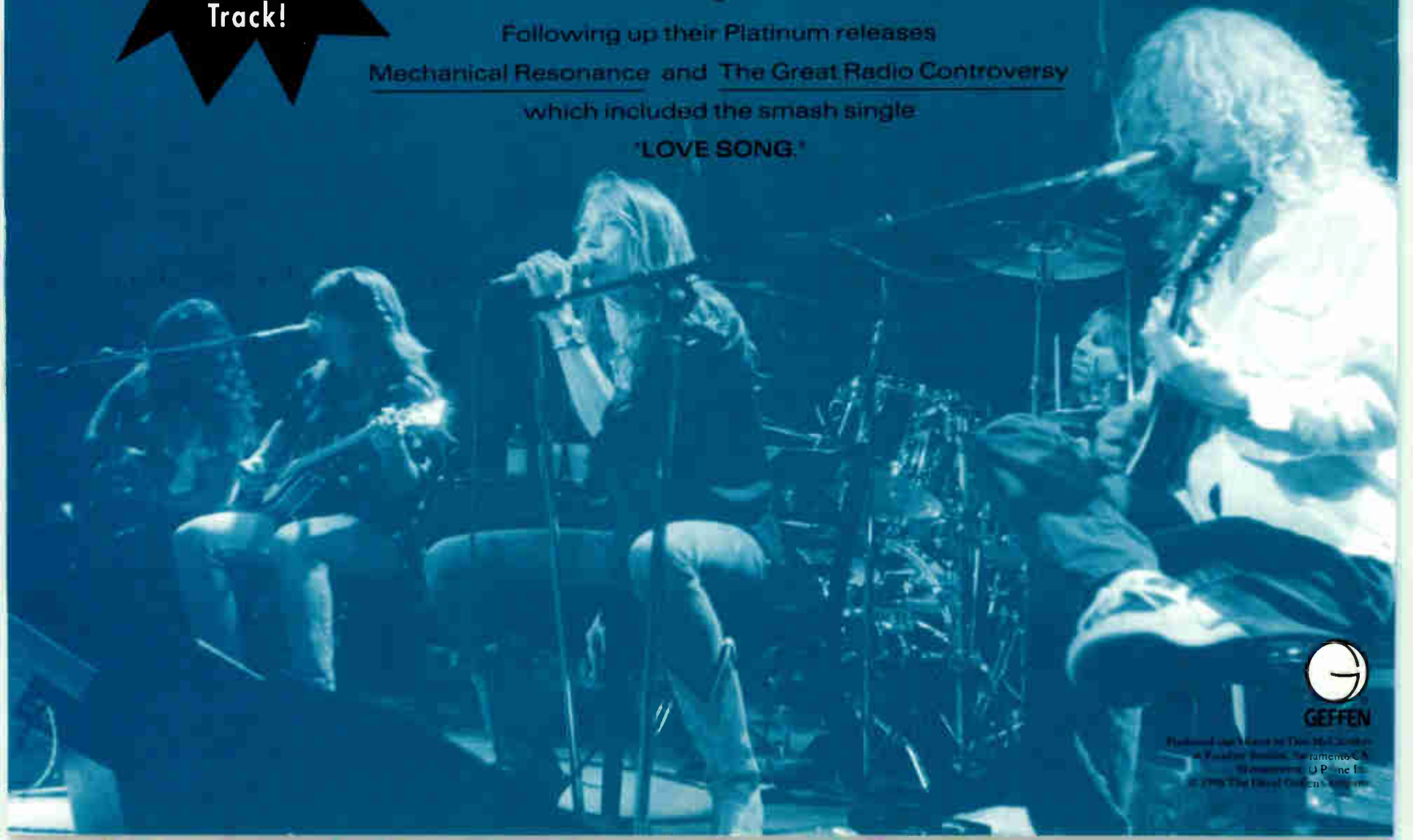
Already In Active Rotation On MTV

The first single, track and video from the album
Five Man Acoustical Jam



Following up their Platinum releases
Mechanical Resonance and The Great Radio Controversy
which included the smash single
"LOVE SONG."

1 Most Requested Track!



Produced and Mixed by Dave McCluskey
at Fantasy Studios, Sacramento, CA
Manufactured by U.P. Inc. Inc.
© 1993 The Island Def Jam Music Group

BEDFORD BUYS KFRC-AM

BEDFORD BROADCASTING has left its mark in San Francisco by purchasing its second Bay Area station in two months. KFRC-AM was purchased from RKO GENERAL, INC. for \$8 million in cash and notes; the transaction is expected to be completed in late February or early March.

KFRC, aka MAGIC-61, has long been a San Francisco stalwart on the AM side; currently it programs American classics of the 1940s, '50s and '60s, complemented by well-known longtime air personalities. Although **Tim Preece**, Sr. VP of Bedford's non-real estate division, refrained from going into any detail regarding possible programming changes, he did note that KFRC will be coupled with KXXX-FM, which Bedford bought in September. FCC approval on that station is expected in January.

In an exclusive interview, Preece told **HITMAKERS** that the recent purchases are just part of an extensive longterm plan to acquire a chain of radio

stations in the western United States. "We're looking at all the major cities in the west," he said. "That includes California, Arizona, Oregon and Washington." Their first acquisitions were KSSK-AM and FM in Honolulu last May.

President **Peter Bedford** initially made his mark in real estate; Bedford Properties has been active in California for 25 years and now maintains operations in 18 states. His first move into media came with the acquisition of Community News Network, a chain of nine weekly newspapers in Riverside County, CA.

"He wants to diversify out of real estate and into businesses related to it," Preece said. "Newspapers and radio stations are part of the communities he serves through real estate. They can provide an ear to what's going on in the community. Plus, we do a lot of advertising in the media for our residential housing and commercial leasing."

(See **BEDFORD**, page 32)

Bill Thomas' New Firm To Develop PDs

Bill Thomas, former Sr. VP/Programming of CAPITOL BROADCASTING, has formed a new broadcasting and marketing consultation firm. In an exclusive interview, Thomas told **HITMAKERS** that SHAREPOINT MANAGEMENT will specialize in developing and training quality Program Directors from the General Managers' perspective.

"We'll be more focused on improving the people investment in terms of developing superior time management and an absolute understanding of the fundamental principles of programming," he said. "A lot of programmers are elevated from a disc-jockey position without ever really understanding what makes a station win. Other programmers possess intuitive skills but not the management expertise, or they're not able to master moving within the political environment at the station. I'm trying to supplement those weaknesses."

He'll be able to rely on his experience at Capitol Broadcasting to help train the PDs. "Coming from the corporate side, I've been directly responsible for hiring quite a few PDs," Thomas said. "Smokey Rivers and Doug McGuire were PDs here before they went on to bigger things."

Although SharePoint only started on November 30, Thomas already has several clients, including AC WMJJ and news/talk WERC, both in Birmingham. "With the diversity of my experience, I'm not categorized into just one particular format. Capitol had all the different formats from MOR to Top40."

Thomas stressed the importance in developing a quality Program Director as the key to a station's success in the '90s. "Everybody does research and promotions," he said. "With the economic situation in the '90s, buying markets with big promotions will be less of a factor; it'll be coming down to who wins the programming battle."

"So the investment in programmers becomes just like every other investment at the statio," Thomas continued. "Since every nickel and dime is going to be watched in the '90s, you have to make sure you get a good return on your investment in programmers and the people who report to them."



BILL THOMAS

CBS Pushes Connick For Godfather III ST

COLUMBIA Records is girding up for a lengthy push on *The Godfather Part III* soundtrack. Preceding the Dec. 18 release is the single, *Promise Me You'll Remember*, sung by Harry Connick, Jr.

The Connick single will initially be sent to AC stations. "We're going straight ahead to serve AC radio," National AC Promotion Director Jerry Lembo told **HITMAKERS**. "We don't make a distinction between Hot AC and Soft AC."

The label expects the song to cross-over to Top40 on the strength of Connick's appeal. "He appeared on the Morning Zoo and completely blew out the phones," he said. "Z100 is not your typical AC station; this proved how big he is in terms of appeal."

"Lucky" Madonna's Ban-Aid Video

In yet another brilliant career move, **Madonna**, her management and the WARNER BROS. staff have turned MTV's banning of her *Justify My Love* video into a public-relations bonanza featuring nationwide, full-court press exposure, increased sales of the aforementioned single, her *IMMACULATE COLLECTION* LP and full-length compilation video, and the first-ever release of a single video for sale.

An initial shipment of 250,000 for the single video, priced at \$9.95, should be hitting retail stores today (12/7). And if all that isn't enough, radio stations around the country have concocted promotions to showcase the banned video as well.

"All of our efforts over the last week have been to hurry up and get this out," Vic Faraci, Sr. VP for WARNER/REPRISE VIDEO told **HITMAKERS**. "As soon as we heard that MTV wasn't going to play the clip, we got together and talked about ways to market the clip. Almost immediately we all agreed that the only thing to do was to sell it."

Meanwhile, MTV's banishment created an avalanche of national publicity, from CNN coverage to Madonna's appearance on *Nightline*. Radio stations across the country also jumped on it. HOT97 New York has stocked a van with nine video monitors, which will be placed in a variety of shopping malls, record stores and dance clubs in the tri-state area. In Sacramento, personnel from FM102 and KWOD practically came to blows when both stations set up video screening booths at a local Tower Records.

"Radio has always been supportive of Madonna,"

Radio Gives Quake Hype A Good Shake

As the New Madrid earthquake scare came and went on December 3 without incident, area radio stations took a two-pronged approach in responding to the needs of their listeners. While the quake prediction became the butt of many jokes, pranks and promotions, area programmers complemented that nonsense with serious discussions and promotions related to earthquake safety.

As FM100 Memphis PD **Steve Conley** told **HITMAKERS**: "We went silly with the prediction, but we were serious about the consequences of an earthquake." On the lighter side, they played a take-off of Vanilla Ice's *Ice Ice Baby* called *Earthquake Baby*, which became their most-requested song for two weeks, and they staged a "Quake Watch" broadcast from a billboard. They also gave away 20 trips to Cancun in a "Earthquake Escape Weekend."

On the somber side, they ran pieces on earthquake preparation, and they also got hold of emergency provisions, extra transmitters and antennas just in case the earthquake did hit. To be sure, not everyone in Memphis took this quake threat lightly. "We've got some pretty paranoid people here," Conley said. "The Peabody Hotel handed out whistles and flashlights to all its employees."

The scene in Louisville was quite similar. KISS104 mentioned a few earthquake survival tips amidst a largely satiric perspective on its morning show. "For the most part, we played off the lighter side," noted PD **Joel Widdows**. "We stuck the serious pieces of the earthquake on our news programs in our morning show, but for the balance of the show, we played up the entertainment value of the specific prediction."

Widdows blamed the media crush for fomenting the paranoia about the earthquake. "After the San Francisco quake last year, we realize there is a serious side to his," he said. "But they got out of hand. It got to the point where one caller thanked us

(See **QUAKE**, page 32)

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NOTORIOUS

"The Swalk"



HOT95 (D#33)
KFBQ (D#40)
KG95 (38-30)
KISR (39-35)
KIXR (Add)
KQHT (Add)
KQIZ (D#32)
KTRS (37-32)

KZMC (Add)
KZZB (40-35)
KZZU (40-37)
WCGQ (D#35)
WHHY-FM (D#35)
WJMX (D#40)
WOMP (36-33)
and more

MEDIUM ROTATION ON



Management By:
Stewart Young & Steve Barnett
For Hard To Handle Management

NELSON

"After The Rain"



HITMAKERS MAINSTREAM TOP40 CHART: 26-25
ADULT TOP40 CHART: NEW #37

National Single Sales: 45-36

WPLJ (28-25)	KBQ (3-3)	KISN (19-16)
PIRATE (13-12)	KDWB-FM (D#29)	KC101 (D#30)
X100 (13-12)	KEZY (22-16)	WJRZ (23-19)
WEGX (25-20)	KKRZ (17-15)	WAPI (16-12)
THE FOX (8-6)	KXYQ (14-11)	WFLY (21-16)
WZOU (27-24)	KBEQ (33-28)	WRVQ (Add)
POWER99 (17-14)	KWSS (12-10)	WZZG (30-27)
KPLZ (17-14)	WZPL (26-19)	B94 (15-12)



JEFF SILBERMAN → SHOOTING FROM THE LIP

The Glass Doll House

This... is the Business. Radio. Music.
There are umpteen record companies looking for the next big thing, and a few thousand radio stations wanting to play it over and over again.

I write about it. It's practically a living.
It was a typical production-week morning, and I was sifting through the usual array of record-company faxes on employee promotions, radio-station format and personnel changes, and miscellaneous industry what-not that cross my desk. My job is to decide what stories are worthy of the news pages in this publication, to keep you, the reader, well-informed with the pressing issues of the day.

Then I saw it: "Rincon Recording Signs Mattel's "Superstar" Barbie as Recording Artist...Barbie Single, A Duet With Shari Belafonte, Will Be Premiered at Barbie Children's Summit in New York City..."

As a hard-news hound, several questions crossed my mind: Wouldn't it be difficult for her to sign a record deal when the average pen is as tall as she is?... What of the rumors of her being a stiff performer?... Since her lips don't move, will they promote her as the first ventriloquist rock star?... Will NARAS offer a new Grammy category for best performance by an anatomically incorrect female singer?... What if there's a contract dispute—will the label opt for arbitration or just throw her in a drawer?... And what of Ken—is he her Svengali or just cheap dime-store groupie?... A duet with Shari Belafonte must've been hard, considering how difficult it would be to pull Barbie's string so she sings in time to the music.



Visual proof of anatomically -corrected Barbie signing record deal with Rincon Records. What store sells her?

I needed answers, so I called her PR firm. To wit: Barbie's vocals on the album are handled by an unnamed female singer. Actually, three different Barbies sang live with the kids at the Children's Summit, where they also tackled subjects such as hunger and the homeless. (She might get a Cabinet post out of this...)

Of course, there will be a video. And watch out, Teenage Mutant Ninja Turtles, there will be a tour, too. "Kinda Milli Vannilli-esque," the publicist explained.

Which conveniently brings us to the lip-stynch wonders. In an era where our troops are posed for battle in the Arabian desert, higher taxes are raising the price of gas, booze and cigarettes, and a recession is looming on the horizon, Rob and Fab's exploits, or lack thereof, have given morning-drive DJs and radio stations across the country the fattest target for ridicule since Jim and Tammy.

It's a tempting target, but a few nagging doubts linger. Should radio stop playing anything by The Monkees and The Archies as well? More than a few artists use taped vocals to enhance their on-stage performance. Ditto their drummers. Electronic drums are neatly hidden within the kits of many of the biggest beatmeisters. Should that be printed on the tickets or the concert ads?

Rhythm machines are commonplace on tour and in the studio. A great guitar might be several lead guitar solos surgically spliced together to sound like one long, inspired lead break. Are artists obligated to state where drum machines, double-tracking and other studio tricks were used on each cut on an album?

The question of "The Real Thing And Nothing But The Real Thing" pervades all aspects of the business. Are packaged comedy bits aired as if they're homemade creations? Have stations ever ran "Dream Concert" Woodstocks that featured Zeppelin, the Beatles, the Stones, et al. on the same stage? Have labels sent out party-line announcements on the happenings within their organization? Has certain elements of the media blown incidents out of proportion to make them more attention-getting? With all that in mind, should we think twice about reaming Milli Vannilli for perpetuating the ultimate scam of style over substance?

Naaaah....

Meanwhile, I leave Barbie with her kids at The Children's Summit, so they can come up with the solutions to hunger and the homeless. Me, I got bigger fish to fry, as yet another hot press release crosses my desk: "In a giant act of generosity, Donald Trump has agreed to perform a featured role in the new video for all-girl band Precious Metal, portraying the title character for the song, "Mr. Big Stuff," with his performance fees going to charity."

God, I love this business...

TOM SHO VAN PROGRAMMERS' THINK-TANK

Programming: Back To The Basics

It's great to be back in the pages of **HITMAKERS**. I've missed the opportunity to spin a few yarns that can get the folks in this wonderful industry thinking about what they're doing—and why.

We're in a pretty screwed-up era right now. Broadcast groups we all thought of as mainstays of the industry are refinancing, filing for bankruptcy or making widescale cuts. Who would have thought that a cornerstone broadcaster like Group W would order deep cutbacks at every station? Today, when programmers get a job offer, not only do they consider the job, the market, the competition and all the usual criteria, but they have to figure out whether the company has enough money to stay in business, stay on course, and let them get the job done. Stef Rybak told me that one important consideration in going to KZZP/Phoenix was that station owner Nationwide was financially sound, well-financed and backed by a major insurance giant with a strong commitment to radio.

As programmers, we're all under a lot of pressure. Media buyers are looking at 25-43 and even 25-49 demos. Sales managers, under heavy pressure from owners and GMs who are trying to meet massive debt service they incurred when purchasing the stations, are shooting for every available dollar. After a session with a time buyer, they'll scream, "We've got to skew older. Drop the dance product! Cut back the rock product! Go for power ballads and recurrences!"

So what do we do? We go off course. We try to put a square peg in a round hole. One very skilled PD landed a good job with a well-known station after being out of work for several months. He got the target numbers rising very nicely when the meddlesome GM pressured him to modify the sound to a more "Hot AC" direction. Afraid of losing his job, the PD complied. Now the 18-24 core as well as the 12+ ratings are starting to dip—as is the guy's reputation. The rest of the industry doesn't know that it's not his philosophy at work, yet he'll take the fall.

Let's get back to the basics—back to Todd Storz listening to certain songs being played over and over again on a barroom jukebox and inventing a format based on the 40 most-played records. Top40 is a hit-based format, and let the chips fall where they may. Every time we try to out-think the public and deny them certain chart-topping songs because they're "not acceptable," or overemphasize weaker songs simply "for the benefit of the hybrid target cell," we kill the very premise upon which the format is built: *raw popularity in repetition*.

Of course, there are still artistic touches to be made: picking the right hit songs, dayparting and plotting rotations for sound and available audience. There is a subjective involvement with your product. If that feel is compromised by pressure to deliver a core audience uncharacteristic of your basic format, your product gets spoiled. When a station moves away from mainstream hits and towards some hybrid that only pleases the sales department and investment bankers, it gets in trouble. A Top40 station reaches an audience of teens and young, active adults. When we deny this fact, we set ourselves up for failure. That's why Top40 took such a hit in the last couple of books.

"Top40 is a hit-based format, and let the chips fall where they may."

Isn't it time we learned from history? We've been through era like this before. When the format has strayed from its basic intent, the ratings take a massive nosedive. Great institutional stations have even died. Bill Drake saw his Top40 empire fall apart when he started mixing AOR album cuts into his very pure Top40 stations. This purist should have known better.

Every time this format supposedly dies, along comes Mike Joseph to re-invent it as if it's a new idea. Most recently it was called "Hot Hits"—basically pure Top40—and its success would return the industry back to where it belongs. Yet some people are still amazed when stations that play the hits grab such big numbers.

Sometimes management tests us. Unsure of themselves, they try to get us to program "their way." If we don't have the courage of our convictions, they'll walk all over us. If we do our homework, present an orderly and defensible rationale and stick to our guns, they'll back down. Too often, however, we lose our confidence, back down and buy all this fractionalization stuff.

Certainly format hybrids will disprove the straightahead theory at a few stations. Some will work for a while and some will stick. These exceptions to the rule will increase the pressure to destroy your station.

Top40, though, will never die. The format's principles are sound: *raw popularity*. People still play the same songs over and over on the jukebox, just as they did in Todd Storz' day. To paraphrase Gertrude Stein, "A hit is a hit is a hit." We can't afford to lose sight of that. If we do, then Mike Joseph will probably have to reinvent a format based on playing the hits. Again.

THIS WEEK: **HITMAKERS #1 CRUSADE!**

TRACIE SPENCER

"My House"

HITMAKERS HITBOUND!



JUST ADDED...

WCKZ!!! 102JAMZ #34!!!

93QID 99.9KHI #38 HOT101.5 K106 KFBD
KG95 KKMGM #40 KQCR KTRS KWIN #36
KYRK KZOZ POWER102 SLY96 #35 WDBR
WOMP-FM WQGN WWCK and more

Radio Sez Tracie Is A Superstar Of The '90s!

JEFF KAPUGI, MD, PWR PIG - "I'm thoroughly impressed by this young talent who makes a big statement for a 15-year-old in this song. Totally accessible for Mainstream Top40, give this one a shot because she's definitely a superstar of the future!"

TODD PETTENGILL, PD/MD, WFLY - It has a holiday message that garners instant response. Here's an artist definitely worth developing in the '90s!"

LOU SIMON, PD, HOT94.9 - "Relevant lyrics, great production, this lady should be a star!"

EARLY ACTION... **WKSS (24-20)**

KBOS (D#39) KDON (9-6) KZFM (D#35) WRTB (D#38) & more



"Go For It (Heart And Fire)"

featuring **JOEY B. ELLIS** and **TYNETTA HARE**

The First Single and Video From The Motion Picture, ROCKY V

HITMAKERS HITBOUND!

Early Action...

WHYT (Add) HOT105 (Add) KXXR (D#33)

KZZB (34-31) POWER102 (D#39) WPFR (Add)

WWCK (36-33) and more



NATIONAL RETAIL CHART

Published Weekly By **HITMAKERS MAGAZINE** And Compiled From Surveys Reported To Us By A Retail Panel Comprised Of Record Stores, Chains, And Distributors Including Over 2000 Individual Stores And 48 One Stops.

TOP SELLING ALBUMS

#1 VANILLA ICE "TO THE EXTREME" (SBK)

LW-TW	ARTIST	TITLE	LABEL / STOCK #
1-1	VANILLA ICE	"To The Extreme"	(SBK) 95325
2-2	PAUL SIMON	"The Rhythm of the Saints"	(WARNER BROS) 26078
7-3	MADONNA	"The Immaculate Collection"	(SIRE/WB) 26440
3-4	M.C. HAMMER	"Please Hammer..."	(CAPITOL) 92857
4-5	WHITNEY HOUSTON	"I'm Your Baby Tonight"	(ARISTA) 8616
5-6	MARIAH CAREY	"Mariah Carey"	(COLUMBIA) 45202
6-7	TRAVELING WILBURYS	"Volume 3"	(WILBURY/WB) 26324
11-8	GEORGE MICHAEL	"Listen Without Prejudice"	(COLUMBIA) 46898
9-9	BETTE MIDLER	"Some People's Lives"	(ATLANTIC) 82129
10-10	ZZ TOP	"Recycler"	(WARNER BROS.) 26265
8-11	AC/DC	"The Razor's Edge"	(ATCO) 91413
13-12	GUY	"The Future"	(MCA) 10115
14-13	WILSON PHILLIPS	"Wilson Phillips"	(SBK) 93745
12-14	THE CURE	"Mixed Up"	(ELEKTRA) 60978
29-15	RALPH TRESVANT	"Ralph Tresvant"	(MCA) 10166
19-16	PHIL COLLINS	"Serious Hits-Live"	(ATLANTIC) 82157
17-17	THE VAUGHAN BROS	"Family Style"	(EPIC) 56225
14-18	INXS	"X"	(ATLANTIC) 82140
18-19	LED ZEPPELIN	"Led Zeppelin"	(ATLANTIC) 82144
23-20	POISON	"Flesh & Blood"	(ENIGMA/CAP) 91813
27-21	GARTH BROOKS	"No Fences"	(CAPITOL) 93866
24-22	BELL BIV DEVOE	"Poison"	(MCA) 6387
20-23	DEEE-LITE	"World Clique"	(ELEKTRA) 60957
28-24	TOO SHORT	"Short Dogs In The House"	(JIVE/RCA) 1348-2-J
25-25	WARRANT	"Cherry Pie"	(COLUMBIA) 46929
26-26	CLINT BLACK	"Put Yourself In My Shoes"	(RCA) 2372
31-27	VARIOUS ARTISTS	"Red, Hot & Blue"	(CHRYSALIS) 21799
33-28	CINDERELLA	"Heartbreak Station"	(MERCURY) 848018
30-29	STEVE WINWOOD	"Refugees Of The Heart"	(VIRGIN) 91405
21-30	BLACK CROWES	"Shake Your Money..."	(DEF AM/GEFF) 24278
16-31	PAUL MCCARTNEY	"Tripping the Live Fantastic"	(CAPITOL) 94778
22-32	TESLA	"Five Man Acoustical Jam"	(GEFFEN) 24311
32-33	JON BON JOVI	"Blaze Of Glory..."	(MERCURY) 846473
NEW-34	CARRERAS, DOMINGO...	"3 Tenors-In Concert"	(LONDON) 430433
NEW-35	NEW KIDS ON THE BLOCK	"No More Games (Remix)"	(COLUMBIA) 46959
NEW-36	YANNI	"Reflections Of Passion"	(PRIVATE MUSIC) 2067
37-37	PRETTY WOMAN	"Soundtrack"	(EMI) 93492
48-38	FREDDIE JACKSON	"Do Me Again"	(CAPITOL) 92217
34-39	VAN MORRISON	"Enlightenment"	(MERCURY) 847100
47-40	CANDYMAN	"Ain't No Shame In My Game"	(EPIC) 46947
RE-41	JANET JACKSON	"Rhythm Nation"	(A&M) 3920
40-42	EDIE BRICKELL & NEW...	"Ghost Of A Dog"	(GEFFEN) 24304
43-43	DAMN YANKEES	"Damn Yankees"	(WARNER BROS) 26159
36-44	SCORPIONS	"Crazy World"	(MERCURY) 846908
35-45	AL B. SURE!	"Private Times..And The..."	(WARNER BROS.) 26005
38-46	MORRISSEY	"Bona Drag"	(SIRE/REPRISE) 26221
NEW-47	RUN D.M.C.	"Back From Hell"	(PROFILE) 1401
NEW-48	ROBERT JOHNSON	"Complete Recordings"	(COLUMBIA) 46222
44-49	LL COOL J	"Mama said Knock You Out"	(DEF JAM/COL) 46888
41-50	PET SHOP BOYS	"Behavior"	(EMI) 94310

TOP SELLING SINGLES

#1 BETTE MIDLER "FROM A DISTANCE" (ATLANTIC)

LW-TW	ARTIST	TITLE	LABEL / STOCK #
3-1	BETTE MIDLER	"From A Distance"	(ATLANTIC) 87820
2-2	STEVIE B	"Because I Love You..."	(LMR/RCA) 2724
6-3	d.n.a. f/SUZANNE VEGA	"Tom's Diner"	(A&M) 1529
1-4	WHITNEY HOUSTON	"I'm Your Baby Tonight"	(ARISTA) 2108
11-5	MADONNA	"Justify My Love"	(SIRE/WB) 19485
8-6	2 IN A ROOM	"Wiggle It"	(CUTTING/CHAR) 98887
9-7	RALPH TRESVANT	"Sensitivity"	(MCA) 10116
10-8	UB40	"The Way You Do..."	(VIRGIN) 98978
15-9	WILSON PHILLIPS	"Impulsive"	(SBK) 7337
4-10	DEEE-LITE	"Groove Is In The Heart"	(ELEKTRA) 64934
5-11	POISON	"Something To Believe In"	(ENIGMA/CAP) 44617
14-12	GEORGE MICHAEL	"Freedom"	(COLUMBIA) 73559
16-13	DAMN YANKEES	"High Enough"	(WARNER BROS) 19595
7-14	MARIAH CAREY	"Love Takes Time"	(COLUMBIA) 73455
20-15	JON BON JOVI	"Miracle"	(MERCURY) 878392
25-16	JANET JACKSON	"Love Will Never Do..."	(A&M) 1538
13-17	CANDYMAN	"Knockin' Boots"	(EPIC) 73450
19-18	HEART	"Stranded"	(CAPITOL) 44621
17-19	ALIAS	"More Than Words Can Say"	(EMI) 50324
18-20	SOHO	"Hippy Chick"	(ATCO) 98908
24-21	RIGHTEOUS BROTHERS	"Unchained Melody"	(POLYDOR) 76842
22-22	TONY! TONI! TONE!	"Feels Good"	(WING/PLYDR) 877436
29-23	C&C MUSIC FACTORY	"Make You Sweat..."	(COL) 73604
12-24	HALL & OATES	"So Close"	(ARISTA) 12085
35-25	WINGER	"Miles Away"	(ATLANTIC) 87824
21-26	BELL BIV DEVOE	"BBD (I Thought It Was Me?)"	(MCA) 53897
30-27	STEVE WINWOOD	"One And Only Man"	(VIRGIN) 4-98892
28-28	JOHNNY GILL	"Fairweather Friend"	(MOTOWN) 2049
31-29	TOO SHORT	"The Ghetto"	(JIVE/RCA) 1414
23-30	MC HAMMER	"Pray"	(CAPITOL) 15614
37-31	DONNY OSMOND	"My Love Is A Fire"	(CAPITOL) 44634
33-32	SURFACE	"The First Time"	(COLUMBIA) 73502
43-33	ELISA FIORILLO	"On The Way Up"	(CHRYSALIS) 23497
49-34	LL COOL J	"Around The Way Girl"	(DEF JAM/COL) 73609
44-35	CATHY DENNIS	"Just Another Dream"	(POLYDOR) 87462
45-36	NELSON	"After The Rain"	(DGC) 4161
47-37	THE OUTFIELD	"For You"	(MCA) 53935
27-38	GUY	"I Wanna Get With U"	(MCA) 53928
39-39	DEPECHE MODE	"World In My Eyes"	(SIRE/REP) 19580
34-40	MAXI PRIEST	"Close To You"	(CHARISMA) 98951
32-41	TONY! TONI! TONE!	"It Never Rains..."	(WING/PLYDR) 879068
NEW-42	VANILLA ICE	"Play That Funky Music..."	(SBK) 7339
41-43	WARRANT	"Cherry Pie"	(COLUMBIA) 73510
NEW-44	BLACK CROWES	"Hard To Handle"	(GEFFEN) 19668
NEW-45	FATHER MC	"I'll do 4 You"	(MCA) 53914
36-46	JAMES INGRAM	"I Don't Have The Heart"	(QUEST/WB) 19911
RE-47	TEVIN CAMPBELL	"Round and Round"	(PAISLEY PRK/WB) 19748
NEW-48	WILL TO POWER	"I'm Not In Love"	(EPIC) 73636
NEW-49	DEBBIE GIBSON	"Anything Is Possible"	(ATLANTIC) 87793
NEW-50	IGGY POP f/KATE PIERSON	"Candy"	(VIRGIN) 98900



DEBBIE GIBSON

"Anything Is Possible"
HITMAKERS
MAINSTREAM TOP40: 33-30

ADULT TOP40: 39-33

A CRUSADE!

The Majors Just Keep On Coming:
Just Added:

Q102 (#33)!!! KBEQ!!!
Z95!!! X100!!! KWOD!!!

Z100 (15-12)	WXKS (25-22)
WPLJ (16-13)	PWR99 (26-23)
WBLI (20-16)	KIIS-FM (30-27)
WEGX (26-21)	Y108 (D#29)
KPLZ (25-21)	WNVZ (D#27)

Sales exploding - National Single Sales: New #49
LP Gold Plus! MTV - Medium Rotation!
Look for early 1991 tour dates!

INXS

"Disappear"

HITMAKERS
MAINSTREAM TOP40: NEW#39

Haven't You Noticed,
INXS is Appearing
Everywhere!



Added At:

KIIS-FM!!! B96!!! WXKS!!!
WZPL#26 WEGX #27 WMJQ #30

WKBQ (25-19) WPHR (D#20)
Y100 (D#26) Q105 (D#30)
X100 (D#30 hot) PRO-FM (D#33)
and too much more to mention!

Sales 1.2 Million - Top 20 Album Sales Nationally!
MTV - Heavy Rotation!
Major U.S. tour begins January 13th!
HOT CLUB MIX ON YOUR DESK NEXT WEEK!

2 N U

(Pronounced 2-NEW) "This Is Ponderous"

Not Much To Ponder Here...
Look What's Happening!

POWER99 (30-18 hot) #1 Requests!
WDFX (24-20 hot) #2 Requests!
KKBQ (33-25) PWR104 (29-27)
OK95 (18-16 hot)

Adds:

KPLZ KISN KRQ (Top10 Requests)
B93 WZOK K106

RICK STACY, LEE CHESNUT,
LESLIE FRAMM-POWER99

"Number four requests from all
demos after only one week of
airplay. We think that speaks
for itself!"

NATASHA'S BROTHER & RACHELE CAPPELLI

"Always Come Back To You"

This is a consensus pick...
the commitment is there!

Put it on in middays
and watch it react!

STAR93 (Add)!
WHHY-FM (Add)
KAKS (Add)



WILL MADONNA MELT THE ICE??

HOTTEST SELLING ALBUMS: VANILLA ICE, PAUL SIMON, MADONNA, GUY, RALPH TRESVANT, AC/DC

HOTTEST SELLING SINGLES: STEVIE B, BETTE MIDLER, MADONNA, WHITNEY HOUSTON, d.n.a. f/SUZANNE VEGA

NORTHEAST	MID ATLANTIC	NORTH CENTRAL	SOUTHEAST
TOP 5 ALBUMS VANILLA ICE PAUL SIMON MARIAH CAREY MADONNA M.C. HAMMER HOT TIPS: RED, HOT & BLUE RALPH TRESVANT RUN D.M.C. FREDDIE JACKSON TRIXTER TOP 5 SINGLES STEVIE B d.n.a. f/SUZANNE VEGA BETTE MIDLER WHITNEY HOUSTON 2 IN A ROOM HOT TIPS: CATHY DENNIS TKA f/MICHELLE VISAGE WILL TO POWER	TOP 5 ALBUMS VANILLA ICE PAUL SIMON MADONNA M.C. HAMMER MARIAH CAREY HOT TIPS: CINDERELLA FREDDIE JACKSON NEW KIDS ON THE BLOCK LOOSE ENDS DEBBIE GIBSON TOP 5 SINGLES BETTE MIDLER STEVIE B WHITNEY HOUSTON d.n.a. f/SUZANNE VEGA MADONNA HOT TIPS: C & C MUSIC FACTORY DEBBIE GIBSON BLACK CROWES	TOP 5 ALBUMS VANILLA ICE WHITNEY HOUSTON PAUL SIMON M.C. HAMMER AC/DC HOT TIPS: RALPH TRESVANT TESLA ERIC JOHNSON LL COOL J RUN D.M.C. TOP 5 SINGLES STEVIE B WHITNEY HOUSTON BETTE MIDLER MADONNA 2 IN A ROOM HOT TIPS: TOO SHORT ANOTHER BAD CREATION BLACK CROWES	TOP 5 ALBUMS VANILLA ICE MADONNA MARIAH CAREY M.C. HAMMER PAUL SIMON HOT TIPS: FREDDIE JACKSON LEVERT CANDYMAN LOOSE ENDS FATHER M.C. TOP 5 SINGLES MADONNA BETTE MIDLER STEVIE B d.n.a. f/SUZANNE VEGA WHITNEY HOUSTON HOT TIPS: TEVIN CAMPBELL ANOTHER BAD CREATION DEBBIE GIBSON
CENTRAL SOUTH	MIDWEST	PACIFIC NORTH	PACIFIC WEST
TOP 5 ALBUMS VANILLA ICE M.C. HAMMER MADONNA PAUL SIMON MARIAH CAREY HOT TIPS: TESLA FREDDIE JACKSON KING'S X CANDYMAN RALPH TRESVANT TOP 5 SINGLES BETTE MIDLER MADONNA WHITNEY HOUSTON d.n.a. f/SUZANNE VEGA STEVIE B HOT TIPS: TEVIN CAMPBELL PEBBLES/BABYFACE CINDERELLA	TOP 5 ALBUMS VANILLA ICE PAUL SIMON M.C. HAMMER WHITNEY HOUSTON AC/DC HOT TIPS: RALPH TRESVANT YANNI TOO SHORT TRIXTER RUN D.M.C. TOP 5 SINGLES BETTE MIDLER WHITNEY HOUSTON STEVIE B DEEE-LITE d.n.a. f/SUZANNE VEGA HOT TIPS: WARRANT FREDDIE JACKSON AC/DC	TOP 5 ALBUMS VANILLA ICE PAUL SIMON MARIAH CAREY MADONNA M.C. HAMMER HOT TIPS: RALPH TRESVANT TESLA RUN D.M.C. FREDDIE JACKSON DEBBIE GIBSON TOP 5 SINGLES STEVIE B d.n.a. f/SUZANNE VEGA BETTE MIDLER WHITNEY HOUSTON 2 IN A ROOM HOT TIPS: TKA f/MICHELLE VISAGE WILL TO POWER DEBBIE GIBSON	TOP 5 ALBUMS MADONNA PAUL SIMON VANILLA ICE GUY RALPH TRESVANT HOT TIPS: RED, HOT & BLUE CINDERELLA RUN D.M.C. NEW KIDS ON THE BLOCK THE SIMPSONS TOP 5 SINGLES d.n.a. f/SUZANNE VEGA RALPH TRESVANT STEVIE B MADONNA BETTE MIDLER HOT TIPS: IGGY POP f/KATE PIERSON WILL TO POWER VANILLA ICE

NATIONAL ANALYSIS & COMMENTS

MADONNA "THE IMMACULATE COLLECTION" on SIRE/WB moves swiftly in its third week of release, driving past M.C. HAMMER and WHITNEY HOUSTON, to become the nation's #3 hottest selling album. VANILLA ICE "TO THE EXTREME" on SBK, enjoying its sixth week as the #1 album in the country, may be starting to thaw, as the 'media-hyped' controversy this week over MADONNA's steamy "JUSTIFY MY LOVE" video creates a sales frenzy and turns up the heat one more notch...

CARRERAS, DOMINGO, PAVORATTI "3 TENORS - IN CONCERT" on LONDON enters our National Album Chart at #34. "3 TENORS - IN CONCERT" currently holds the #2 spot at TOWER RECORDS in N.Y. and Washington, D.C. and holds the #3 spot at TOWER RECORDS Boston. Maria Wibbels, Merchandise Purchaser for TOWER RECORDS in N.Y. sez, "The 3 TENORS really are a 'Pop Sensation'. From young to old, people are buying this record..."

NEW KIDS ON THE BLOCK "NO MORE GAMES" on COLUMBIA debuts out of the box at #35 on our National Album Chart. According to our panel of reporting buyers across the country, this remix collection should fare very well amongst the other collections available this holiday season. "NO MORE GAMES" debuts in the #2 spot at VINYL VENDORS in Kalamazoo, #5 at NATIONAL RECORD MART in Pittsburgh and #6 at H.L.DISTRIBUTING in Miami.

YANNI "REFLECTIONS AND PASSIONS" on PRIVATE MUSIC debuts on our National Album Chart at #36. YANNI has been a sales phenomenon since his recent appearances on *OPRAH* and on the cover of *People* with his current mate, Linda Evans. YANNI debuts in the #1 spot at VINYL VENDORS in Kalamazoo, #4 at TITLE WAVE in Plymouth and #6 at R.T.I. in Omaha and WESTERN MERCHANDISERS in Salt Lake City.

Other strong new entries this week include, RUN D.M.C. "BACK FROM HELL" on PROFILE debuting at #47 on our National Album Charts, with strong breakout reports in the NORTHEAST, NORTH CENTRAL, MIDWEST, PACIFIC NORTH and PACIFIC WEST regions. ROBERT JOHNSON "COMPLETE RECORDINGS" on COLUMBIA enters our National Album Chart at #48. One of the first 'Box-Sets' to be released this holiday season, it has been steadily attracting buyers and climbing the charts.

Our panel of singles buyers advises us to keep a watchful eye on these singles; VANILLA ICE "PLAY THAT FUNKY MUSIC WHITE BOY" on SBK entering our National Singles Chart at #42, with early breakout reports in the PACIFIC WEST region, BLACK CROWES "HARD TO HANDLE" on GEFLEN entering our National Singles Chart at #44, with strong breakout reports in the NORTH CENTRAL region, FATHER MC "I'LL DO 4 YOU" on GEFLEN entering our National Singles Chart at #45, WILL TO POWER "I'M NOT IN LOVE" on EPIC entering our National Singles Chart at #48, with strong breakout reports in all regions, DEBBIE GIBSON "ANYTHING IS POSSIBLE" on ATLANTIC entering our National Singles Chart at #49, with breakout reports in the MID ATLANTIC, SOUTHEAST and PACIFIC NORTH regions, and IGGY POP f/KATE PIERSON "CANDY" on VIRGIN entering our National Singles Chart at #50, with strong action in the PACIFIC WEST region. Jim Laspesa, singles buyer for TOWER RECORDS in Hollywood sez, "IGGY POP is happening...in BIG numbers!!". TEVIN CAMPBELL "ROUND AND ROUND" on PAISLET PARK WB re-enters our National Singles Chart at #47, with strong breakout reports in all regions, as it continues to build the radio support it deserves... **EYE ON ALBUMS:** New this week, THE SIMPSONS "THE SIMPSONS SING THE BLUES" on GEFLEN.

W STEVE I N W O O D

"ONE AND ONLY MAN"

MAINSTREAM TOP40: 16-11 ADULT TOP40: 7-5

NAT'L SINGLE SALES: 30-27

MUSIC CITY ONE-STOP, Nashville (14)
SOUNDWAVES, Houston (13)
WAX WORKS (DISC JOCKEY), Owensboro (17)
SCOTTI'S, Summit (18)
WEE THREE, Cherry Hill (11)

NAT'L ALBUM SALES: 30-29

MUSIC PEOPLE INC., Oakland (8)
LIEBERMAN ENTERPRISES, Bloomington (9)
GALGANO ONE-STOP, Chicago (9)
TOWER RECORDS, Portland (9)
BAKER & TAYLOR, Niles (11)



CHECK OUT THESE STRONG MAJOR MARKET MOVES!!

WPLJ (23-19)	PWR99 (24-21)	WPHR (19-14)	MIX105.1 (25-21)
Q101 (#14)	WBLI (13-9)	KXYQ (11-6)	KJ103 (21-17)
Z95 (26-22)	B94 (18-14)	KISN (11-6)	WKZL (21-17)
X100 (11-9)	B104 (15-14)	WZZG (#9)	WKSI (15-12)
MIX107.3 (12-10)	WMXP (10-8)	FM100 (16-13)	KISS104 (15-13)
MIX96.5 (16-14)	WNVZ (14-12)	WJLK-FM (14-10)	WDJX (14-12)
Y100 (11-9)	WNCI (9-7)	98PXY (8-7)	KIX106 (18-15)
STAR94 (18-15)	KC101 (19-16)	WGTZ (15-13)	WFLY (11-9)
KPLZ (14-11)	WKSS (26-23)	Z99 (11-4)	WRVQ (24-20)
KBQ (13-11)	WTIC-FM (28-25)	WAPE (16-14)	WZZG (9-7)



after 7 "HEAT OF THE MOMENT"



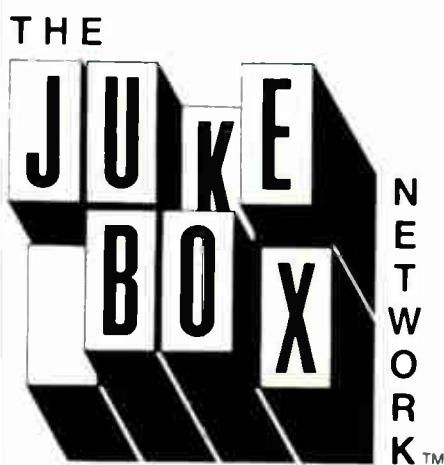
CROSSOVER TOP40: 40-32

Just added:

KKRZ!! KXXR!!

K96.7, KCHX, KIXY, KISR, KPRR, KSMB, KZOU,
WCGQ, WHDQ, WKEE, WOMP, WPRR

HOT97 (22-18)	KOY95 (23-20)	KGGG (21-18)
KIIS-FM (22-19)	KS104 (7-6)	KLUC (26-22)
PWR104 (D#32)	Y108 (13-9)	KOYE (35-31)
PWR99 (28-25)	KJ103 (27-24)	KRRG (39-32)
KDWB-FM (D#30)	KHTK (26-24)	KSND (28-25)
WLOL-FM (20-17)	99.9KHI (D#27)	KYRK (D#36)
WFLZ (21-15)	G105 (33-30)	PWR102 (26-23)
KKFR (23-20)	HOTI94 (17-14)	SLY96 (31-26)
	KBFM (36-33)	WABB (D#32)
		WIQQ (D#38)
		WSPK (33-28)



THE REGIONAL VIDEO CHARTS

PREPARED EXCLUSIVELY FOR HITMAKERS

NATIONAL ANALYSIS

New clips from Another Bad Creation, LL Cool J, and Too Short are getting the strongest response nationally. Janet Jackson and 2 In A Room are also showing strong initial response. Another Bad Creation is strongest at Jukebox outlets in San Francisco (#1 most requested), Philadelphia (#2) and Indianapolis (#2). Too Short is particularly strong in Shreveport (#1), Atlanta (#1), San Francisco (#3), Ft. Wayne (#3), Indianapolis (#2). 2 In A Room is tied for second most requested in the New York area. K-Solo is #2 in Philadelphia, Special Generation is #2 in Rochester, second only to LL Cool J's *Around The Way Girl*. The Geto Boys are most requested in Memphis. Faster Pussycat is our most requested clip in Anchorage. Adds on the Jukebox include new clips from 2 Kings In A Cipher; A Tribe Called Quest; Anthrax; Billy Idol; Billy Joel; Cher; Chimes; Cure; Father MC; Frontline Assembly; Grady Harrell; Great Kat; Kon Kan; MC Supreme; Main Source; Neneh Cherry; Notorious; Paul Lekakis; The Pogues; Public Enemy *Burn Hollywood Burn*; REM; Ten City; Tesla; Thelma Houston; Unity 2; and Vanilla Ice *Play That Funky Music*.

EAST

LW-TW

- 7-1 LL COOL J "Around-The-Way-Girl" (DEF JAM/COLUMBIA)
- 1-2 ANOTHER BAD CREATION "Iesha" (MOTOWN)
- 23-3 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- 2-4 K-SOLO "Your Mom's In My Business" (ATLANTIC)
- 20-5 STEVIE B "Because I Love You..." (LMR/RCA)
- 6-6 TONY! TONI! TONE! "It Never Rains..." (WING/POLYDOR)
- 30-7 JANET JACKSON "Love Will Never Do..." (A&M)
- 4-8 SALT-N-PEPA "Independent" (NEXT PLATEAU)
- 3-9 KEITH SWEAT "Merry Go Round" (ELEKTRA)
- 10-10 BELL BIV DeVOE "B.B.D. (I Thought...)" (MCA)
- 8-11 N.W.A. "100 Miles & Runnin'" (PRIORITY)
- 15-12 CANDYMAN "Knockin' Boots" (EPIC)
- 9-13 JASMINE GUY "Try Me" (WARNER BROS.)
- 14-14 LUKE f/ 2 Live Crew "Mama Juanita" (LUKE/ATLANTIC)
- 11-15 WHITNEY HOUSTON "I'm Your Baby Tonight" (ARISTA)
- 12-16 MC HAMMER "Pray" (CAPITOL)
- 13-17 MARIAH CAREY "Love Takes Time" (COLUMBIA)
- 5-18 MILIRA "Go Outside In The Rain" (MOTOWN)
- 17-19 TEVIN CAMPBELL "Round And Round" (PAISLEY PARK/WB)
- 47-20 THE BOYS "Thing Called Love" (MOTOWN)

BREAKOUTS

- TOO SHORT "The Ghetto" (JIVE/RCA)
- YZ G-ROCK "Thinking Of A Master Plan" (TUFF CITY)
- FREDDIE JACKSON "Love Me Down" (CAPITOL)
- SUICIDAL TENDENCIES "Give Me Your Money" (EPIC)
- YOUNG BLACK TEENAGERS "Nobody Knows Kelli" (SOUL/MCA)

MIDWEST

LW-TW

- 1-1 VANILLA ICE "Ice Ice Baby" (SBK)
- 2-2 ANOTHER BAD CREATION "Iesha" (MOTOWN)
- 4-3 CANDYMAN "Knockin' Boots" (EPIC)
- 3-4 N.W.A. "100 Miles & Runnin'" (PRIORITY)
- 8-5 TOO SHORT "The Ghetto" (JIVE/RCA)
- 9-6 KEITH SWEAT "Merry Go Round" (ELEKTRA)
- 7-7 M.C. HAMMER "Pray" (CAPITOL)
- 23-8 JANET JACKSON "Love Will Never Do..." (A&M)
- 6-9 TONY! TONI! TONE! "It Never Rains..." (WING/POLYDOR)
- 20-10 LL COOL J "Around-The-Way-Girl" (COLUMBIA)
- 5-11 SALT-N-PEPA "Independent" (NEXT PLATEAU)
- 11-12 BELL BIV DeVOE "B.B.D. (I Thought...)" (MCA)
- 39-13 STEVIE B "Because I Love You..." (LMR/RCA)
- 19-14 K-SOLO "Your Mom's In My Business" (ATLANTIC)
- 10-15 LUKE f/ 2 Live Crew "Mama Juanita" (LUKE/ATLANTIC)
- 12-16 WHITNEY HOUSTON "I'm Your Baby Tonight" (ARISTA)
- 18-17 JASMINE GUY "Try Me" (WARNER BROS.)
- 21-18 TEVIN CAMPBELL "Round And Round" (PAISLEY PARK/WB)
- 45-19 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- 16-20 SPECIAL GENERATION "Love Me Just For Me" (BUST IT/CAPITOL)

BREAKOUTS

- THE BOYS "Thing Called Love" (MOTOWN)
- SUICIDAL TENDENCIES "Send Me Your Money" (EPIC)
- DINO "Gentle" (ISLAND)
- FREDDIE JACKSON "Love Me Down" (CAPITOL)
- UB40 "The Way You Do The Things You Do" (VIRGIN)

SOUTH

LW-TW

- 1-1 VANILLA ICE "Ice Ice Baby" (SBK)
- 12-2 TOO SHORT "The Ghetto" (JIVE/RCA)
- 3-3 LUKE f/ 2 Live Crew "Mama Juanita" (LUKE/ATLANTIC)
- 2-4 CANDYMAN "Knockin' Boots" (EPIC)
- 4-5 N.W.A. "100 Miles & Runnin'" (PRIORITY)
- 7-6 M.C. HAMMER "Pray" (CAPITOL)
- 6-7 MARIAH CAREY "Love Takes Time" (COLUMBIA)
- 28-8 STEVIE B "Because I Love You..." (LMR/RCA)
- 11-9 BELL BIV DeVOE "B.B.D. (I Thought...)" (MCA)
- 19-10 JANET JACKSON "Love Will Never Do..." (A&M)
- 8-11 KEITH SWEAT "Merry Go Round" (ELEKTRA)
- 5-12 ANOTHER BAD CREATION "Iesha" (MOTOWN)
- D-13 LL COOL J "Around-The-Way-Girl" (DEF JAM/COLUMBIA)
- 9-14 SALT-N-PEPA "Independent" (NEXT PLATEAU)
- 48-15 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- 13-16 WHITNEY HOUSTON "I'm Your Baby Tonight" (ARISTA)
- D-17 THE BOYS "Thing Called Love" (MOTOWN)
- 20-18 TONY! TONI! TONE! "It Never Rains..." (WING/POLYDOR)
- 32-19 BETTE MIDLER "From A Distance" (ATLANTIC)
- 23-20 THE GETO BOYS "Do It Like A G.O." (DEF AMERICAN)

BREAKOUTS

- AC/DC "Thunderstruck" (ATCO)
- FREDDIE JACKSON "Love Me Down" (CAPITOL)
- DINO "Gentle" (ISLAND)
- FASTER PUSSYCAT "You're So Vain" (ELEKTRA)
- EN VOGUE "You Don't Have To Worry" (ATLANTIC)

WEST

LW-TW

- 1-1 VANILLA ICE "Ice Ice Baby" (SBK)
- 2-2 LUKE f/ 2 Live Crew "Mama Juanita" (LUKE/ATLANTIC)
- 10-3 STEVIE B. "Because I Love You..." (LMR/RCA)
- 4-4 N.W.A. "100 Miles & Runnin'" (PRIORITY)
- 3-5 CANDYMAN "Knockin' Boots" (EPIC)
- 30-6 JANET JACKSON "Love Will Never Do..." (A&M)
- 6-7 ANOTHER BAD CREATION "Iesha" (MOTOWN)
- 7-8 M.C. HAMMER "Pray" (CAPITOL)
- 17-9 SUICIDAL TENDENCIES "Send Me Your Money" (EPIC)
- 8-10 BELL BIV DeVOE "B.B.D. (I Thought...)" (MCA)
- D-11 TOO SHORT "The Ghetto" (JIVE/RCA)
- 5-12 MARIAH CAREY "Love Takes Time" (COLUMBIA)
- 34-13 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- 23-14 AC/DC "Moneytalks" (ATCO)
- 9-15 KEITH SWEAT "Merry Go Round" (ELEKTRA)
- 22-16 JASMINE GUY "Try Me" (WARNER BROS.)
- D-17 LL COOL J "Around-The-Way-Girl" (DEF JAM/COLUMBIA)
- 19-18 SLAUGHTER "Fly To The Angels" (CHRYSALIS)
- 11-19 MEGADETH "Holy Wars" (CAPITOL)
- 33-20 SPECIAL GENERATION "Love Me Just For Me" (BUST IT/CAPITOL)

BREAKOUTS

- FASTER PUSSYCAT "You're So Vain" (ELEKTRA)
- BETTE MIDLER "From A Distance" (ATLANTIC)
- THE BOYS "Thing Called Love" (MOTOWN)
- K-SOLO "Your Mom's In My Business" (ATLANTIC)
- SAM KINISON "Mississippi Queen" (WARNER BROS.)



CELINE DION

"WHERE DOES MY HEART BEAT NOW"

One of **HITMAKERS**
MOST ADDED with **46 Adds!!!**

ADULT TOP40: 33-25 **A Crusade!** **A Hitbound!**



JEFF McCARTNEY, WAPE - "Generates more and more requests with each and every play. This song is going to be one of the **MONSTER** hits of the holidays!"

LOU SIMON, HOT94.9 - "Exposure on our competitor proved to us that this single has legs! Females of all ages become familiar with this song immediately and can not turn it off!"

GUY ZAPOLEON, MIX96.5 - A perfect ballad for the Christmas season!"

BILL PASHA, STAR105 - "The latest gift from Canada is already an adult smash in Dallas!"

KRISS HART, KQMQ - "I loved it the first time I heard it. I laughed, I cried...the feel-good song of the year!"

Just Added...

WPLJ!!!

X100!!!

KKBQ!!!

MIX96.5 #22!!!

KWOD!!!

HOT94.9!!!

KC101!!!

MIX105.1!!!

FM100!!!

KIX106 #30!!!

WAPE!!!

and MORE!

HOT Action...

STAR105 (13-9)

WFLZ (40-36)

Y108 (28-24)

KKRZ (D#30)

PRO-FM (D#35)

KWSS (D#30)

STAR93 (14-12)

KISN (30-27)

WJLK-FM (12-9)

and MORE!

CANDYMAN

"MELT IN YOUR MOUTH"

HITMAKERS
CROSSOVER TOP40: NEW #48
National Album Sales: 47-40



JEFF KAPUGI, MD, POWER PIG -

"Great phones on this followup that we've been playing forever! Expect this single to do as well as *Knockin' Boots!*"

AL TAVERA, Asst. PD/MD, POWER106 -

"A natural follow-up...already generating phones!"

Just Added...

PWR106 #35!!!

KMEL!!!

100.3JAMZ!!!

KISS98.5!!!

WFLY!!!

KBOS

KPRR

KZFM

POWER94.5 #40

and MORE!

HOT Action...

WHYT (D#23)

WPGC (D#25)

WFLZ(32-27)

KKFR (17-14)

HOT97.7 (19-16)

KKMG (40-34)

KKXX (D#23)

and MORE!

THE TOP40 COLUMN...

by Pamela Jouan



How Effective Are Clubs In Breaking New Music Today And Tomorrow

"In the seventies, few radio stations played club music. During this disco era, people essentially went to the clubs to hear music you couldn't hear on the radio. *Saturday Night Fever* came along and made this music accessible to everybody, but once everyone had experienced it, it got old...and disco died. Or did it?

"Today we see a similar cycle. The music in the progressive clubs will never be embraced by radio, and the clubs that play pop radio hits aren't aggressive enough..." (Johnny Coppola, Club/Crossover Promotion, COLUMBIA Records.)

Who's Breaking The Club Hits?

It's a vicious cycle, and the truth of the matter is, while the clubs have the potential to expose a lot of new music and develop artists, it's not happening as often as it should...or is it?

It's a given that the major cosmopolitan markets break a ton of records via the club scene - or do they? 2 In A Room broke in New York and was quickly observed by the keen programming team at HOT97 who helped get the ball rolling on translating it to radio. Likewise for artists such as Snap, C&C Music Factory, Deee-lite, Black Box, Technotronic and so forth. In fact, when you glance at the whole picture, 1990 has spawned many influential club hits. However, when you take a closer look, all might not be what it seems.

"C&C Music Factory was a dual effort between radio and the clubs. When a club record is that strong, radio has to embrace it. The clubs had it first, but then it only took three weeks to cross to radio," notes Coppola. Iris Dillon, Director Of Crossover Promotion at VIRGIN Records, recognizes the influence of the street but credits this year's bumper-crop of club/Crossover records to a small but effective handful of Crossover Top40 PDs and MDs: "MDs like Michael Martin, Hosh Gureli, Kevin McCabe and Michelle Santosousso, who are often club jocks as well, will find a record, put it on at the clubs themselves, get a feel for it, and put it straight on the air."

As radio gets more aggressive in some markets, the clubs get more lax, while just the opposite is happening in other regions of the country. Why?

Radio Dominates Conservative Markets

"This is not a dance-oriented market," explains Chuck Holloway, OM/PD at WKZL in Winston-

Salem, NC. "Going to a club is not a part of the lifestyle, people go to bars to hear live music..." However, for a conservative market, Holloway is having extremely good success with the club hit by Pat & Mick. "We got #1 phones after four days of airplay, and when you get reaction like that, you can't ignore it. In a market like this, radio breaks club hits, and sometimes MTV, as in the case of Soho, I



Johnny Coppola - COLUMBIA Records breaks a lot of records in the clubs. The Chimes did, and that's with no radio support..



Chuck Holloway - This is just not a dance-oriented community and so radio breaks club hits and sometimes MTV...

believe." Kevin Chase, MD at KMOK in Lewiston, ID, concurs: "We had one club in town but it went out of business quickly. If we're going to play a dance record it will be unsupported, so we just don't play many."

The club records that are breaking in smaller markets, due to the aggressiveness of programmers, are being well accepted. However, lack of club influence is not always the fault of the DJs...

A Need To Educate Club Management In Smaller Markets

Bob Lewis, PD at KGGG in Rapid City, SD and previously MD at KRNO in Des Moines, IO, brings up a good point: "Even in Des Moines, which has over 300,000 residents, there really weren't any clubs. With no intention of sounding prejudice, I would say that most bar-owners in the Midwest feel club music attracts a predominately minority market - and this is a great handicap on their part."

With the growing influence of such media outlets as MTV, more markets have the potential to be more musically aggressive, but are held back by that reason. Kevin Jones, Director of North West Dance Music Pool elaborates: "We do break new music, and our charts reflect that. In a market like Seattle or Portland, where Top40 is very Rock-Oriented, the dance product is broken in the clubs... when it can be. Unfortunately, many times what my DJs can play is dictated by club management for fear of attracting the wrong crowd. But, as a black DJ in a predominately white club, I play a lot of R&B as requested by my audience. As for the Crossover hits, if it breaks in the clubs, it often stays there, unless it is so powerful that it will catch the attention of an audience who will force radio on it, the way Snap did, and hopefully C&C Music Factory too."

Record companies are going to have to recognize the potential to break club records in areas outside of the major market and obvious club reaction areas.

Ohio Breaking Records - Surprise!

"Two years ago we took Paula Abdul *Knocked Out* to #1, I believe we were the only pool to do that," said Joe Dillion, Director Of Central Ohio Record Pool. "Currently Betty Boo is #1 on our club chart, and the only radio support is WNCI's hot mix show - but you can bet they're pulling phones on it!" Assistant MD at WNCI and C.O.R.P. member Tim Kennedy affirms this: "The clubs in this market have a definite influence in terms of phone requests at the station on records that show up out of the blue. Another example is Pat & Mick, that we are now playing on weekends, and Jane Child and Tyler Collins over the past summer." Dillion reasons that in areas such as

Ohio, where the club scene is getting stronger, the industry is beginning to recognize the influence of a pool such as his. "It's still in the infant stage, but a city like Columbus is your average Midwest town. The listeners are pretty conservative, but we are trying to change their attitudes...and it's happening. Lisa Stansfield broke in the clubs as far back as the release *Jackie*; d.n.a. f/Suzanne Vega is a huge club hit even though WNCI hasn't added it yet; Snap was huge but only the Urban station picked it up. This pool's philosophy is believing in up-and-coming artists, like Paul Lekakis and Erin Cruise. Who knows, Cruise might be the next Donna Summer!" While Dillion recognizes that a station like WNCI can't support club music due to their conservative stance, he is happy to note that the pool has secured a relationship with 'NCL. "The music director John Cline always listens to what we have to say." However, the ratings game is a hinderance in some markets..."

Playing The Ratings Game

Coppola states "People are afraid to be aggressive due to ratings - it's a fact of life." Director of KYOVHA, a record pool that services Kentucky, Ohio and West Virginia, Lewis Gasper is quick to translate that effect at the club level: "I'm tired of talking to a radio station programmer whose response to looking at a record is, "Who else is playing it?" Instead, they should be able to say - "Wow, if it's hot for us, let's play it!" It's the same way with the club owners. A lot of my DJs would be more aggressive if the owners put less emphasis on what's on the radio. But as a whole, this is a viable and active club market, and maintaining a good relationship with the stations helps. For example, in Louisville, one of my DJs did an edit of Pat & Mick for WDJK and it's a great success."

Next Week...

Working hand in hand, clubs and radio can be a very potent combination. Next week we'll explore cross-promotion and the state of the club scene in 1991.

New Releases

BELL BIV DEVOE "When Will I See You Smile Again" (MCA)

THE BOYS "Thing Called Love" (MOTOWN)

DEEE-LITE "Power Of Love" (ELEKTRA)

WHITNEY HOUSTON "All The Man That I Need"" (ARISTA)

LYNCH MOB "Wicked Sensation" (ELEKTRA)

SWEET SENSATION "One Good Man" (ATCO)

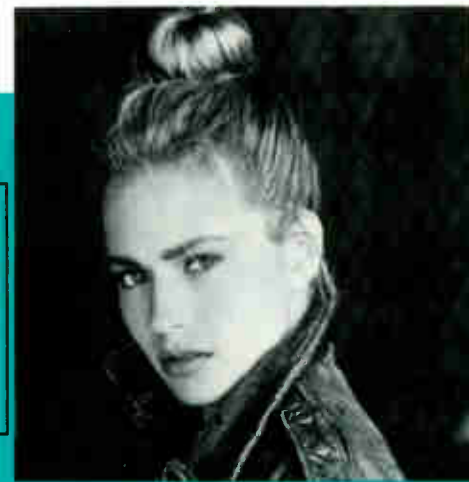
TESLA "Signs" (GEFFEN)

THE TIME "Shake" (PAISLEY PARK/WB)

ELISA FIORILLO

"ON THE WAY UP"

Produced by DAVID Z
Mgmt: Lippman
Entertainment



MAINSTREAM TOP40: 24-23 National Single Sales: 43-33

Hot Single Sales:

ALWILK RECORDS, Livingston (18), UNIVERSAL 1-STOP, Philly (18), WALL TO WALL, Cinnaminson (13), RICHMAN BROS., Pennsauken (22), J.E.K., Baltimore (14), TITLE WAVE, Plymouth (17),	DART ONE STOP, Minneapolis (21), ANGOTT ONE-STOP, Detroit (15), STATE WIDE DIST., Pottersville (10), REC. EXCHANGE, Mayfield Village (24), EL ROY DIST., Port Washington (24), WILMI SALES, Carle Place (15), WIN RECORDS, Elmhurst (18), VALLEY REC. DIST., Woodland (15),	SEAPORT ONE-STOP, Portland (11), TOWER RECORDS, Portland (18), TOWER RECORDS, Sacramento (24), NORWALK ONE-STOP, Anaheim (12), TOWER RECORDS, Nashville (15), BIBB ONE-STOP, Charlotte (22), H.L. DISTRIBUTING, Miami (12), JUSTIN ENT., Atlanta (8),
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ELISA IS STILL ON HER WAY UP!

Just Added... Q106!!! KWOD #39!!!

KC101!!! WJRZ!!!

KKRD KYYY#38 WIFC WMGV WTBX Z93 WJDQ WKOR#39

KEGL (13-12)	KKFR (14-12)	KWOD (Add #39)	Y107 (#10)
KBQ (16-14)	KKRZ (11-9)	WNVZ (28-21)	WGTZ (30-25)
KDWB-FM (#5)	KBEQ (D#31)	WNCI (#12)	Z99 (10-9)
WLOL-FM (2-1)	KXXR (#5)	HOT94.9 (8-7)	WAPI (29-26)
POWER PIG (#9)	PRO-FM (27-23)	KISN (15-11)	and more

**Just added
MTV!!!**

SLAUGHTER

Check out these Out-Of-The-Box Adds!!!

Z95!!! KBQ!!!

KFBQ KFTZ #29 KG95 KHSS KJJG KJLS
KNIN KQKY-FM KYYY KZOR KZZU WDBR
WIFC WJMX WKSF WNNK WOMP-FM
WQCM #30 WRTB WYCR and more

"Spend My Life"



Produced and Arranged by DANA
STRUM and Mark Slaughter
Mgmt: Budd Carr/The Carr Company

HOT ALBUM SALES:

CML ONE-STOP, Maryland Heights (9), DART 1-STOP, Minneapolis (12), JUSTIN ENT., Atlanta (12), MUSIC CITY 1-STOP, Nashville (18), WEST. MERCH., Salt Lake (18),	ANGOTT 1-STOP, Detroit (20), WILMI SALES, Carle Place (20), NORWALK 1-STOP, Anaheim (20), BEST BUY, Bloomington (23), ROUND-UP DIST., Kent (23)
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HITMAKERS MAGAZINE MAINSTREAM TOP 40

LW-TW

- 3-1 STEVIE B "Because I Love You (The...)" (LMR/RCA)
- 2-2 BETTE MIDLER "From A Distance" (ATLANTIC)
- 4-3 WILSON PHILLIPS "Impulsive" (SBK)
- 1-4 WHITNEY HOUSTON "I'm Your Baby..." (ARISTA)
- 11-5 MADONNA "Justify My..." (SIRE/WARNER BROS.)
- 5-6 DEEE-LITE "Groove Is In The Heart" (ELEKTRA)
- 6-7 POISON "Something To..." (ENIGMA/CAPITOL)
- 9-8 GEORGE MICHAEL "Freedom" (COLUMBIA)
- 10-9 UB40 "The Way You Do The Things..." (VIRGIN)
- 12-10 DAMN YANKEES "High..." (WARNER BROS.)
- 16-11 STEVE WINWOOD "One And Only Man" (VIRGIN)
- 18-12 JANET JACKSON "Love Will Never Do..." (A&M)
- 17-13 d.n.a. f/SUZANNE VEGA "Tom's Diner" (A&M)
- 15-14 JON BON JOVI "Miracle" (MERCURY)
- 7-15 MARIAH CAREY "Love Takes Time" (COLUMBIA)
- 8-16 HEART "Stranded" (CAPITOL)
- 23-17 SURFACE "The First Time" (COLUMBIA)
- 22-18 PHIL COLLINS "Hang In Long..." (ATLANTIC)
- 13-19 DONNY OSMOND "My Love Is A Fire" (CAPITOL)
- 14-20 TONY! TONI! TONE! "Feels Good" (WING/PLDR)
- 19-21 ALIAS "More Than Words Can Say" (EMI)
- 20-22 HALL & OATES "So Close" (ARISTA)
- 24-23 ELISA FIORILLO "On The Way Up" (CHRYSALIS)
- 25-24 WINGER "Miles Away" (ATLANTIC)
- 26-25 NELSON "After The Rain" (DGC)
- 27-26 THE OUTFIELD "For You" (MCA)
- 32-27 WILL TO POWER "I'm Not In Love" (EPIC)
- 31-28 CATHY DENNIS "Just Another Dream" (POLYDOR)
- 34-29 RALPH TRESVANT "Sensitivity" (MCA)
- 33-30 DEBBIE GIBSON "Anything Is..." (ATLANTIC)
- 28-31 VANILLA ICE "Ice Ice Baby" (SBK)
- 21-32 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- 30-33 JAMES INGRAM "I Don't..." (WARNER BROS.)
- 35-34 JOHNNY GILL "Fairweather Friend" (MOTOWN)
- 38-35 DON HENLEY "New York Minute" (Geffen)
- 39-36 C&C MUSIC FACTORY "Gonna Make You..." (COL.)
- NEW-37 BART SIMPSON "Do The Bartman" (Geffen)
- NEW-38 ELTON JOHN "You Gotta Love Someone" (MCA)
- NEW-39 INXS "Disappear" (ATLANTIC)
- NEW-40 KEITH SWEAT "I'll Give All My Love..." (ELEKTRA)

CHART EXTRAS

- BREATHE "Does She Love That Man" (A&M)
- CELINE DION "Where Does My Heart Beat Now" (EPIC)
- ROBERT PALMER "You're Amazing" (EMI)
- DINO "Gentle" (ISLAND)
- CHRIS ISAAK "Wicked Game" (REPRISE)

RECURRENTS

- BILLY JOEL "And So It Goes" (COLUMBIA)
- AFTER 7 "Can't Stop" (VIRGIN)
- MAXI PRIEST "Close To You" (CHARISMA)
- CANDYMAN "Knockin' Boots" (EPIC)
- CONCRETE BLONDE "Joey" (I.R.S.)
- PEBBLES "Giving You The Benefit" (MCA)
- M.C. HAMMER "Pray" (CAPITOL)
- THE RIGHTEOUS BROS "Unchained Melody" (VERVE/POLYDOR)

MOST ADDED

- 70 • BART SIMPSON "Do The Bartman" (Geffen)
- 51 • RALPH TRESVANT "Sensitivity" (MCA)
- 49 • VANILLA ICE "Play That Funky Music" (SBK)
- 46 • CELINE DION "Where Does My Heart Beat Now" (EPIC)
- 38 • CINDERELLA "Shelter Me" (MERCURY)
- 34 • AC/DC "Moneytalks" (ATCO)
- 34 • STYX "Show Me The Way" (A&M)
- 29 • CHRIS ISAAK "Wicked Game" (REPRISE)
- 29 • WILL TO POWER "I'm Not In Love" (EPIC)
- 27 • PAUL YOUNG "Heaven Can Wait" (COLUMBIA)

HITBOUNDS

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

NATIONAL BREAKOUTS

- 114 • C&C MUSIC FACTORY "Gonna Make..." (COLUMBIA)
- 110 • KEITH SWEAT "I'll Give All My Love To..." (ELEKTRA)

- 97 • VANILLA ICE "Play That Funky Music" (SBK)
- 91 • CELINE DION "Where Does My Heart Beat Now" (EPIC)
- 89 • ELISA FIORILLO "On The Way Up" (CHRYSALIS)
- 88 • WARRANT "I Saw Red" (COLUMBIA)
- 82 • ELTON JOHN "You Gotta Love Someone" (MCA)
- 81 • DINO "Gentle" (ISLAND)
- 78 • JOHNNY GILL "Fairweather Friend" (MOTOWN)
- 77 • DON HENLEY "New York Minute" (Geffen)
- 76 • AC/DC "Moneytalks" (ATCO)
- 70 • CHER "The Shoop Shoop Song (It's In His Kiss)" (Geffen)
- 69 • STYX "Show Me The Way" (A&M)
- 63 • GEORGE LAMOND w/BRENDA K STARR "No Matter What" (COL.)
- 62 • BAD COMPANY "If You Needed Somebody" (ATCO)
- 59 • CINDERELLA "Shelter Me" (MERCURY)
- 58 • CHRIS ISAAK "Wicked Game" (REPRISE)

- 48 • DEPECHE MODE "World In My Eyes" (SIRE/REPRISE)
- 47 • AFTER 7 "Heat Of The Moment" (VIRGIN)
- 47 • JUDE COLE "House Full Of Reasons" (REPRISE)
- 47 • PEBBLES w/BABYFACE "Love Makes Things Happen" (MCA)
- 44 • IGGY POP f./KATE PIERSON "Candy" (VIRGIN)
- 35 • MAXI PRIEST "Just A Little Bit Longer" (CHARISMA)
- 33 • PAUL SIMON "The Obvious Child" (WARNER BROS.)
- 31 • BLACK BOX "I Don't Know Anybody Else" (RCA)
- 28 • LL COOL J "Around-The-Way Girl" (DEF JAM/COLUMBIA)
- 27 • HOUSE OF LORDS "Remember My Name" (SIMMONS/RCA)
- 27 • PAUL YOUNG "Heaven Can Wait" (COLUMBIA)
- 26 • TRACIE SPENCER "This House" (CAPITOL)
- 24 • OLETA ADAMS "Get Here" (MERCURY)
- 23 • SLAUGHTER "Spend My Life" (CHRYSALIS)
- 23 • TEVIN CAMPBELL "Round And..." (PAISLEY PARK/WARNER BROS.)
- 22 • GUY "I Wanna Get With U" (MCA)
- 21 • THE BLACK CROWES "Hard To Handle" (DEF AMERICAN/Geffen)
- 20 • 2 N U "This Is Ponderous" (ATLANTIC)
- 19 • CANDYMAN "Melt In Your Mouth" (EPIC)
- 19 • TRIXTER "Give It To Me Good" (MCA)
- 18 • SPECIAL GENERATION "Love Me Just For Me" (BUST IT/CAPITOL)
- 18 • URBAN DANCE SQUAD "Deeper Shade Of Soul" (ARISTA)
- 17 • GUYS NEXT DOOR "I've Been Waiting For You" (SBK)
- 16 • NOTORIOUS "The Swalk" (DGC)
- 15 • AL B. SURE! "Missunderstanding" (WARNER BROS.)
- 14 • THE CURE "Close To Me" (ELEKTRA)
- 14 • SARA HICKMAN "I Couldn't Help Myself" (ELEKTRA)
- 13 • CONCRETE BLONDE "Joey" (I.R.S.)
- 13 • EN VOGUE "You Don't Have To Worry" (ATLANTIC)
- 13 • TIMMY T "One More Try" (QUALITY)
- 12 • PAT & MICK "Use It Up And Wear It Out" (CHARISMA)
- 12 • TKA f./MICHELLE VISAGE "Crash (Have...)" (TOMMY BOY/WARNER BROS.)
- 12 • TRICIA LEIGH FISHER "Let's Make The Time" (ATCO)
- 11 • JOEY B. ELLIS & TYNETTA HARE "Go For It (Heart...)" (BUST IT/CAPITOL)
- 10 • ONE CAUSE ONE EFFECT "Midnight Lover" (BUST IT/CAPITOL)
- 10 • TONY! TONI! TONE! "It Never Rains In So. Calif." (WING/POLYDOR)



DINO

"GENTLE"

MIKE McCOY/ KJ103, PD (29-26) - "Pulling HOT phones! One of the stronger ballads out there and another hit from Dino!"

DAVE VAN STONE/KS104, PD (26-23) - "Testing very positive with 18-34 females!"

CROSSOVER TOP40: 14-9
A HITBOUND! A CRUSADE!

Just Added At:

HOT105 (#33)!! WNVZ!! WKSS!!

KBFM, KBOZ, KISR, KLYV, KQIZ (#31), OK95 #40
PWR94.5 (#38), WJAD, WJDQ, WOMP-FM, WPRF

A "gentle" reminder that this is a hit!

WPLJ (D#34)
KMEL (13-11)
KSOL (25-22)
WIOQ (25-21)
WUSL (D#27)
WHYT (15-12)
WPGC (#8)

B100 (D#24)
Z90 (8-7)
WLOL-FM (D#35)
WFLZ (27-20)
KOY95 (#10)
WPHR (D#22)
KS104 (26-23)

KXXR (24-19)
FM102 (15-13)
KWOD (D#38)
HOT97.7 (#3)
KGGI (#8)
KSAQ (D#35)
KTFM (15-13)

KISN (34-31)
KC101 (23-20)
WCKZ-FM (8-7)
102JAMZ (12-11)
KJ103 (29-26)
WFLY (D#38)
and more



CATHY DENNIS

"Just another Dream"

PAUL "Boom Boom" CANNON/PRO-FM, PD- "Testing great with women, and sales are steady in the market. It sounds great on the air!"

BRIAN WHITE/FM102, PD- "Kicking in nicely. This record has an early Madonna-like feel that is currently lacking in the system, and indicates a strong future for this young lady!"

CROSSOVER TOP40: 19-17
MAINSTREAM TOP40: 31-28
NAT'L SINGLE SALES: 44-35

Just Added At:

WBLI! KBEQ! Q102 (#34)!
WNVZ (#23)! WKSE(#30)! WKZL!
97KYN, B98 (#27), KFRX, KISM, KKHT,
KYYY, KZ103 (#39), WHTK, WLRW

These moves are for real!

HOT97 (4-1)
WPLJ (31-27)
PWR106 (15-13)
B96 (11-8)
KMEL (15-13)
WXKS-FM (10-9)
WZOU (26-23)
PWR104 (14-9)
PWR99 (16-12)

Z90 (29-25)
KBO (24-20)
WLOL-FM (15-12)
WFLZ (25-17)
Q105 (D#29)
WPHR (D#21)
KKRZ (22-18)
HOT102 (#10)
KWOD (19-16)

WNVZ (#23)
KSAQ (30-21)
B97 (21-18)
KISN (31-28)
KC101 (17-15)
WCKZ-FM (25-21)
WZZG (15-12)
XL106.7 (31-27)
WJRZ (D#28)

98PXY (15-14)
Y107 (#14)
KISS104 (28-24)
WAPI (25-20)
WFLY (31-25)
CKOI (40-37)
KHTK (17-15)
and more



BASED ON THIS WEEK'S MOST ACTIVE RADIO STATION REPORTS,
HERE ARE THE HOTTEST UP & COMING RECORDS BREAKING OUT
OF THE MAJOR AND SECONDARY MARKETS!

BREAKOUTS

MAJOR MARKETS (1-55)

MOST ADDED:

BART SIMPSON "Do The Bartman" (Geffen)
VANILLA ICE "Play That Funky Music" (SBK)
CELINE DION "Where Does My Heart Beat Now" (EPIC)
RALPH TRESVANT "Sensitivity" (MCA)
OLETA ADAMS "Get Here" (Mercury)
WILL TO POWER "I'm Not In Love" (EPIC)
BLACK BOX "I Don't Know Anybody Else" (RCA)
C&C Music Factory "Gonna Make You..." (Columbia)
DEBBIE GIBSON "Anything Is Possible" (Atlantic)
KEITH SWEAT "I'll Give My Love To You" (Elektra)
ROBERT PALMER "You're Amazing" (EMI)
SURFACE "The First Time" (Columbia)

SECONDARY MARKETS

MOST ADDED:

BART SIMPSON "Do The Bartman" (Geffen)
RALPH TRESVANT "Sensitivity" (MCA)
CELINE DION "Where Does My Heart Beat Now" (EPIC)
CINDERELLA "Shelter Me" (Mercury)
VANILLA ICE "Play That Funky Music" (SBK)
AC/DC "Moneytalks" (ATCO)
STYX "Show Me The Way" (A&M)
PAUL YOUNG "Heaven Can Wait" (Columbia)
CHRIS ISAAK "Wicked Game" (Reprise)
HOUSE OF LORDS "Remember My..." (Simmons/RCA)
SLAUGHTER "Spend My Life" (Chrysalis)
WARRANT "I Saw Red" (Columbia)

MAJOR MARKET BREAKOUTS:

DEBBIE GIBSON "Anything Is Possible" (Atlantic)

With this young lady, everything is possible, and she nails down new stations this week, like X100, KBEQ, KWOD, WJRZ, and Z95. Moves a huge 36-26 at WFLY, 16-13 at WPLJ, 15-12 at Z100, 20-16 at WBLI, and 33-28 at KXXR.

KEITH SWEAT "I'll Give All My Love To You" (Elektra)

No sweat, this is a hit. It started at the Crossover level, but has rapidly become a multi-format smash due to its Adult appeal. New this week at KIIS-FM, WLOL-FM(#34), KXYQ, and more. Number one in San Francisco at KMEL and KSOL!

VANILLA ICE "Play That Funky Music" (SBK)

This ice-breaker shows VANILLA's true talent: Adds everywhere this week, including WAVA, 100.3JAMZ, Y108, FM102(#24), 102JAMZ, WAPE and more! Strong debuts at B96(#29), I95(#29), KTFM(#28), WHYT(#28) and great moves!

DINO "Gentle" (Island)

Just a gentle reminder that this is a hit: Radio is confirming this fact with new action at WKSS, WNVZ, and HOT105(#33). Moving well at KMEL 13-11, PWR 27-20, and KXXR 22-19. #10 at KOY95, #8 at KGGI, and #3 at HOT97.7.

ELISA FIORILLO "On The Way Up" (Chrysalis)

ELISA continues to prove this one's a hit: New believers this week include Q106, KC101, WJRZ, and KWOD(#39). Adult women are loving this song, and it's showing some great numbers, #12 at KEGL, #5 at KDWB, and 2-1 at WLOL-FM!

DON HENLEY "New York Minute" (Geffen)

Surprise - this Minute is lasting a long time, and even after 5 singles, Don is still going strong, with moves like 14-12 at MIX107.3, 9-8 at MIX96.5, 5-4 at Y100, 7-5 at WJLK-FM and tons more. Goes 9-8 on **HITMAKERS** Adult Top40 Chart!

CELINE DION "Where Does My Heart Beat Now" (EPIC)

A superstar of the '90s to be reckoned with: She's already a star in her native Canada, and America is getting the message fast! New at WPLJ, X100, KKQB, KWOD, MIX105.1, MIX96.5(#22), WAPE, and KIX106 at #30. 13-9 at STAR105!

ELTON JOHN "You Gotta Love Someone" (MCA)

Don't pass on top-notch quality: Everybody knows his name, and his support is very strong at the Adult Top40 level. New at WBLI, MIX105.1, and 98PXY. Great numbers at Q101(#15), Q95(#13), KAER(#6), STAR105(#3) and WJLK-FM(#2).

LL COOL J "Around-The-Way Girl" (DEF JAM/COL)

Definitely mass appeal and breaking quickly; Just ask these guys: POWER106 (Add#33), 100.3JAMZ(Add#30), Z90(Add#29), KGGI(Add#24), and Q106. Moving like crazy at KMEL(10-8), 102JAMZ(38-24), and The BEAT(17-14).

TEVIN CAMPBELL "Round And Round" (PAISLEY PARK/WB)

Smooth and catchy with a cool gospel edge, TEVIN has talent: The majors are leading the charge, with new believers in KMEL and KS104. Strong debuts at FM102(#25), HOT97.7(#33), and KTFM(#29). #4 at The BEAT, #10 at HOT105!

SECONDARY MARKET BREAKOUTS:

AD/DC "Moneytalks" (ATCO)

Let the music do the talking...and it is: Just added at B98 (#37), K106, K92, KIXY (#39), KWNZ, WBBQ, WPXR, Z102, WLXR and more. 3-Plus moves at JET-FM, B106, KOKZ, KTUX, KG95, KLYV and others...

CELINE DION "Where Does My Heart Beat Now" (EPIC)

One listen will tell you this is an artist of high calibre: More adds this week at 95XXX, FM104, KLUC, KQHT, KTUX, KZIO, WPFM, WWSR, WZOK and more. Strong moves at KISR (37-31), KZFM (37-28), KKMG(33-30), KOYE (34-22)...

ELTON JOHN "You Gotta Love Someone" (MCA)

This superstar is getting due recognition for this hit record, check out these strong moves: 99.9KHI (29-21), KIXY (30-25), KQIZ (25-22), KTUX (39-36), WBBQ (25-21), KZ93 (24-21), WQUT (32-26), WPRR-FM (24-19)...

ELISA FIORILLO "On The Way Up" (Chrysalis)

Solid moves point to this record as a hit: KCHX (15-10), KFTZ (28-24), KZIO (22-19), KZZB (39-34), Q104 (29-24), WBNQ (D#35), WDBR (22-19), WERZ (27-22), WQUT (23-15), Z97 (34-30), WLXR (34-31), WABB (22-19), OK95 (39-36)...

VANILLA ICE "Play That Funky Music" (SBK)

Sure to be playing on a radio station near you...hope it's yours: Adds at 93QID, HOT99.9, KIXY, KKXX, KQMQ, KWNZ, KRYK, KZIO, KZOZ, KZZB, WANS, WQXA, WWSR, WYKS, Z102, WIXX and a ton of others...

BAD COMPANY "If You Needed Somebody" (ATCO)

The secondary moves on this power ballad already indicate hit: KBFM(39-35), KFTZ (26-23), KISR (D#36), KPXR (28-25), KTUX (13-10), Q104 (31-26), WOMP-FM (25-22), WQUT (19-12), WRQN (D#30), Z102 (24-20)...

CINDERELLA "Shelter Me" (Mercury)

This one keeps pulling a ton of adds including: JET-FM, K106, KCHX, KQHT, KTRS, KTXV, KWNZ, KYYY, KZIO, KZOU, WANS, WLXR, WRQN, WYYS and more. Strong moves already at: FM104 (26-22), KFTZ (28-24), MAX94 (23-20)...

DON HENLEY "New York Minute" (Geffen)

This record is far from over, look at these moves: B98 (36-31), KQIZ (23-20), KRNO (30-27), KZOZ (33-30), KZ103 (35-28), KRNO (30-27), Q104 (25-22), WERZ (22-19), WHHY-FM (21-18), WOMP-FM (40-34), WQUT (35-30)...

GEORGE LAMOND w/B. STARR "No Matter What" (COL)

This is a ballad that rises above the clutter, these stations agree: KIXY (D#34), KLBQ (Add), KZFM (39-29), KPRR (25-22), WOMP-FM (D#40), WXQA (Add), KIXY (D#34), HOT95 (D#35), WZOK (D#33)...

CHRIS ISAAK "Wicked Game" (Reprise)

This one will explode on the air: Just added at 95XIL, KCHX, KFTX, KTUX, KZBB, WITZ, WSPT, WQID and more... Moves at KRQ (15-14), WABB (D#31), WHHY-FM (D#32), WIXX (17-13), WBBQ (27-17)...

A HITBOUND!

Hot Action At...

KSOL (Add #35)

WUSL (28-23)

WXKS-FM (35-32)

WPHR (D#24)

KXXR (D#32)

HOT94.9 (26-23)

WKSS (29-26)

WGTZ (D#26)

WRVQ (Add)

99.9KHI (32-26) KZFM (D#36)

KBOZ (D#38) KZMC (Add)

KCHX (38-30) LIVE105.5 (Add)

KFBD (33-30) OK95 (D#35)

KGGG (38-33) SLY96 (30-27)

KGWY (30-25) WERZ (40-37)

KHOK (18-15) WPFR (35-26)

KJJG (D#40) WPRR (33-30)

KJLS (29-26) WVSR (Add)

KRRG (D#34) Z97 (29-26)

KTUX (32-29) and more

maxi priest

"just a little bit longer"

The follow-up to the Number One Multi-Format Smash-

"close to you"

From the album **"Bonafide"**

Produced by Augustus "Gussie" Clarke

Executive Producers: Erskine Thompson

and Maxi Priest for Level Vibes Ltd.



© 1990 Charisma Records America, Inc.

WRVQ - STEVE DAVIS - PD

"After the success of Close To You (18 weeks in power rotation), this one will follow in its footsteps. This is a great mass appeal record for Richmond, Virginia."

WGTZ - RANDY ROSS - MD

"This follow-up is pulling a quicker reaction than the first with instant requests. The tempo indicates it's even more mass appeal!"

WFLY - TODD PETTENGILL - PD

"This artist continues to attract adult response with this great follow-up. Requests are blowing the phones away and sales in the market continue to grow!"

TRACIE SPENCER

This House
(CAPITOL)

Take an artist with professional talent at the age of 15, a song that demonstrates vocal power combined with potent lyrics, and a CAPITOL commitment headed by John Fagot, and you have a hit. Adds this week include WCKZ-FM, 102JAMZ, 93QID, 99.9KHI, Q106, KKMZ, KTRS, KZOZ, SLY96, KDBR, WOMP and WWCK. Give this song a serious listen.

CINDERELLA

Shelter Me
(MERCURY)

After a strong first week at the secondary markets, *Shelter Me* explodes on the major market stations as one of the Most Added with 38 adds. Key majors this week include KPLZ, KEZY, B94, WPHR and KIX106, along with JET-FM, K106, KQHT, KTRS, KTXV, KWNZ, KYYY, KZOU, WANS, WPRR, WRQN and WYKS.

HOUSE OF LORDS

Remember My Name
(SIMMONS/RCA)

With first week adds at WNVZ, KISN, 99.9KHI, KF95, FM104, KFTZ, KISR, KTRS, KTUX, KZZB, Q104, WBBQ, WEZ, WOMP, WPRR and Z102, to name a few, it's obvious that HOUSE OF LORDS is off to an excellent start with this healthy base. Give this song a serious listen, a mass appeal, pop power ballad that is irresistibly smooth on the air.

Z N U (pronounced Z-new)

This Is Ponderous
(ATLANTIC)

Don't ponder over this one, put it on the air and your audience will react. One listen will tell you that this very unusual tune, employing sound effects as the hook, will definitely catch a listener's attention, as it did KPLZ, KEZY, WMXP and KISN this week. Already pulling excellent reaction at POWER99 (30-18), THE FOX (24-20) and KKBQ (33-25).

IGGY POP f./KATE PIERSON

Candy
(VIRGIN)

VIRGIN Records is committed to breaking this artist and the early reaction and sales picture indicates they definitely have a hit on their hands. New at #50 on National Single Sales chart, with adds at WNVZ and 98PXY this week. 3-plus moves and better at WXKS-FM, POWER99 and Q105.

CELINE DION

Where Does My Heart Beat Now
(EPIC)

This Canadian artist is ready to take the States by storm and radio is reacting in a big way. One of the Most Added with 46 adds at Top40 radio, including WPLJ, X100, KKBQ, MIX96.5, KWOD, HOT94.9, KC101, MIX105.1, FM100, WAPE, KIX106 and more. The story on CELINE is building and the early believers are profiting! Make CELINE a priority today.

AC/DC

Moneytalks
(ATCO)

While money might talk, in this case the music speaks for itself. One of the Most Added at Top40 radio again this week with 34 adds, including these majors: KDWB-FM, KXYQ, PRO-FM, WGTZ and WAPI. Reacting well already at PIRATE RADIO, B94, KIX106, B106, JET-FM, KSMB, WOMP-FM and more. Top 15 album sales continue strong.

SLAUGHTER

Spend My Life
(CHRYSALIS)

Another hit from a platinum-plus album for these rockers. A nice holiday tie-in makes this perfect for the season, and obviously these stations agreed: Z95, KBQ, KFTZ, WYYY, WDBR, WIFC, WOMP-FM and more. This group has a core following that is primarily 18-34 females, obvious if you've ever attended a concert. The audience is there, play the tune!

DINO

Gentle
(ISLAND)

This is a proven hit wherever it is being played. Participants in a recent **HITMAKERS** conference call testified that *Gentle* is reacting and researching like a true hit record. With moves like WIOQ (25-21), WHYT (15-12), POWER PIG (27-20), KXXR (24-19), KISN (34-31) and KC101 (23-20), how could you dispute this fact? Crossover Top40 14-9 this week.

ELISA FIORILLO

On The Way Up
(CHRYSALIS)

As this young lady continues to climb the charts to #23 on Mainstream Top40 this week, she garners adds at Q106, KWOD, KC101 and WJRZ. With strong top 15 moves at KEGL, KBQ, WLOL, KKFR, KKRZ, HOT94.9, KISN and Z99, it's obvious that ELISA has a hit record on her hands. It's not too late to get hip to a hit record, ELISA is it.

CHRIS ISAAK

Wicked Game
(REPRISE)

Continuing to turn heads, this mass appeal song has a bit of everything for everyone, ranging from pop textures to country flavors and alternative, hypnotic edge. Major adds this week include WPHR, KWSS, KISN, WGTZ and more. Strong moves at KEGL, MIX96.5, WAPE, WAPI and WRVQ. Unlike anything on the air today, its uniqueness alone warrants a listen.

THE CURE

Close To Me
(ELEKTRA)

THE CURE is back with an album that is chock full of hits...literally! In fact, *MIXED UP* is a compilation of CURE hits over the years, this time remixed and ready for the '90s. Selling extremely well since its release date a few weeks ago the LP is consistently top 15. Check out the revived *Close To Me* that is sure to make some new fans and satisfy old ones too.

DEBBIE GIBSON

Anything Is Possible
(ATLANTIC)

With a debut at #49 on the National Single Sales chart and a gold-plus album, coupled with a move of 33-30 on Mainstream Top40, DEBBIE is making a healthy comeback. Just added at KBEQ, Q102, Z95, X100, WKSI and WJRZ, along with 3-plus moves at HOT97, WPLJ, Z100, KIIS-FM, EAGLE106, WXKS-FM, POWER99, WBLI, KPLZ, B97, KISN and more.

AFTER 7

Heat Of The Moment
(VIRGIN)

They continue to heat up the airwaves, and now that this band is a household name, there should be no hesitation in playing a record that was already a proven hit in some markets. Just added at KKRZ and KXXR, with 3-plus moves at HOT97, KIIS-FM, POWER99, WLOL-FM, POWER PIG, KKFR, KOY95, Y108 and KJ103. Put VIRGIN's seal of commitment on this one.

PAUL SIMON

The Obvious Child
(WARNER BROS.)

As #2 album sales continue nationally, it should be obvious that PAUL SIMON has an active audience. It's time to open your eyes to the facts: PAUL SIMON is a current artist with a Top40 hit.

Strong moves and debuts at WXKS-FM, HOT94.9, KISN, Z99 and CKOI, as well as at WBBQ, KERZ, WZOK and WIXX.

The BAD COMPANY Story

If You Needed Somebody (ATCO) Do not make up your minds about this song before listening to the music. BAD COMPANY develops their sound with a broad mass appeal base in this power ballad...and it reacts. Brian Douglas, MD at Q102 in Cincinnati is screaming that this is a hit record: "If you had success with *Damn Yankees*, this is *High Enough* part two. This record is for real! The female callout on it is great. Two hot reports in a row and it deserves it." Don't listen to us, listen to your peers...

"Round And Round"



TEVIN CAMPBELL

CROSSOVER TOP40: 25-21

NATIONAL SINGLE SALES: #47

VIDEO JUKEBOX NETWORK: MIDWEST 21-18

EAST: TOP 20

just added at...

KMEL!!!

KBOS (#40),

KS104!!!

KPRR, PWR98

HOSH GURELI/MD, KMEL- "Round And Round has been out for a while and it's still here. Why? Because the research has validated it from coast to coast!"

DAVE VAN STONE/PD, KS104- "The sound of this record hooked us - we went on gut!"

FRANK MINIACI/MD, THE BEAT- "Stick with this one and it will build every week. A top testing record with continued phone action at The Beat!"



PWR106 (30-25)
THE BEAT (6-4)
HOT105 (12-10)
WLWL-FM (28-25)
FM102 (D#25)
HOT97.7 (D#33)
KTFM (D#29)

WCKZ-FM (18-16)
HOT105 (12-10)
WPGC (22-20)
HOT101.5 (17-10)
KDON (D#28)
WJZQ (10-5)
and more

JASMINE GUY

"Try Me"

CROSSOVER TOP40: #39

Top 20 Requests - VIDEO JUKEBOX NETWORK

MIDWEST: 18-17 WEST: 22-16

Hot Action at...

KSOL (#15)
Z90 (30-24)
HOT97.7 (10-6)

*"Try this...
it reacts!"*



KDON (D#27)
KWIN (#3)
and more



HITMAKERS MAGAZINE

CROSSOVER TOP40

LW-TW

- 3-1 RALPH TRESVANT "Sensitivity" (MCA)
- 4-2 MADONNA "Justify My Love" (SIRE/WB)
- 1-3 WHITNEY HOUSTON "I'm Your Baby..." (ARISTA)
- 2-4 STEVIE B "Because I Love You (The...)" (LMR/RCA)
- 7-5 SURFACE "The First Time" (COLUMBIA)
- 5-6 DEEE-LITE "Groove Is In The Heart" (ELEKTRA)
- 11-7 JANET JACKSON "Love Will Never Do..." (A&M)
- 12-8 C&C MUSIC FACTORY "Gonna Make You..." (COL)
- 14-9 DINO "Gentle" (ISLAND)
- 8-10 MARIAH CAREY "Love Takes Time" (COLUMBIA)
- 6-11 2 IN A ROOM "Wiggle It" (CUTTING/CHARISMA)
- 15-12 KEITH SWEAT "I'll Give All My Love..." (ELEKTRA)
- 9-13 UB40 "The Way You Do The Things You Do" (VIRGIN)
- 10-14 VANILLA ICE "Ice Ice Baby" (SBK)
- 18-15 GUY "I Wanna Get With U" (MCA)
- 17-16 GEORGE MICHAEL "Freedom" (COLUMBIA)
- 19-17 CATHY DENNIS "Just Another Dream" (POLYDOR)
- 13-18 BELL BIV DEVOE "B.B.D. (I Thought It...)" (MCA)
- 24-19 PEBBLES w./BABYFACE "Love Makes..." (MCA)
- 16-20 JOHNNY GILL "Fairweather Friend" (MOTOWN)
- 25-21 TEVIN CAMPBELL "Round..." (PAISLEY PARK/WB)
- 27-22 SPECIAL GENERATION "Love Me..." (BUST IT/CAP)
- 23-23 TOO SHORT "The Ghetto" (JIVE/RCA)
- 34-24 LL COOL J "Around-The-Way Girl" (DEF JAM/COL)
- 28-25 WILL TO POWER "I'm Not In Love" (EPIC)
- 29-26 BETTE MIDLER "From A Distance" (ATLANTIC)
- 20-27 M.C. HAMMER "Pray" (CAPITOL)
- 32-28 TONY! TONI! TONE! "It Never Rains..." (WING/PLDR)
- 21-29 d.n.a. f./SUZANNE VEGA "Tom's Diner" (A&M)
- 43-30 VANILLA ICE "Play That Funky Music" (SBK)
- 22-31 INFORMATION SOCIETY "Think" (TB/REPRISE)
- 40-32 AFTER 7 "Heat Of The Moment" (VIRGIN)
- 26-33 AL B. SURE! "Missunderstanding" (WARNER BROS.)
- NEW-34 BART SIMPSON "Do The Bartman" (Geffen)
- 36-35 DONNY OSMOND "My Love Is A Fire" (CAPITOL)
- 45-36 EN VOGUE "You Don't Have To Worry" (ATL)
- 37-37 HI-FIVE "I Just Can't Handle It" (JIVE/RCA)
- 42-38 FREDDIE JACKSON "Love Me Down" (CAPITOL)
- 39-39 JASMINE GUY "Try Me" (WARNER BROS.)
- 30-40 PEBBLES "Giving You The Benefit" (MCA)
- 31-41 JAMES INGRAM "I Don't Have The Heart" (WB)
- NEW-42 THE WHISPERS "My Heart, Your Heart" (CAPITOL)
- 33-43 ELISA FIORILLO "On The Way Up" (CHRYSALIS)
- 47-44 GEORGE LAMOND & BRENDA K STARR "No Matter..." (COL)
- 49-45 TKA f./MICHELLE VISAGE "Crash (Have...)" (TB/WB)
- 38-46 CANDYMAN "Knockin' Boots" (EPIC)
- 41-47 JANET JACKSON "Black Cat" (A&M)
- NEW-48 CANDYMAN "Melt In Your Mouth" (EPIC)
- 46-49 TONY! TONI! TONE! "Feels Good" (WING/POLYDOR)
- 44-50 SWEET SENSATION "Each And Every Time" (ATCO)

MOST ADDED

- CANDYMAN "Melt In Your Mouth" (EPIC)
- BELL BIV DEVOE "When Will I See You" (MCA)
- VANILLA ICE "Play That Funky Music" (SBK)
- OLETA ADAMS "Get Here" (MERCURY)
- BART SIMPSON "Do The Bartman" (Geffen)
- LL COOL J "Around-The-Way Girl" (DEF JAM/COLUMBIA)
- EN VOGUE "You Don't Have To Worry" (ATLANTIC)

CRUSADES

TRACIE SPENCER "My House" (CAPITOL)

This 15-year old has a lot to say in a tune that smoothly ties in a heartfelt holiday message with a mass-appeal sound. Congrats to John Fagot as CAPITOL Records pulls in 20 adds this week!

TEVIN CAMPBELL "Round And Round" (PAISLEY PK/WB)

The **HITMAKERS** conference calls confirm the buzz...this is a record waiting to explode! Just added at KMEL and KS104...

BLACK BOX "I Don't Know Know Anybody Else" (RCA)

Everybody knows BLACK BOX and this single will push their success to a higher level. Key adds at WPGC, WZOU, WLWL-FM, KXXR, KWOD, WKSE, WFLY and more!

OLETA ADAMS "Get Here" (MERCURY)

This record can be crusaded on any contemporary format - it's a smash! Agreeing this week are WUSL, WZOU, KKFR, KXXR, FM102, HOT97.7, HOT94.9 and others...

L.L. COOL J "Around-The-Way-Girl" (DEF JAM/COL)

Radio take note: This is a Mainstream record! Adds this week include POWER106, KJMZ, Q106, Z90, PWR PIG and KGGI.

TRICIA LEIGH FISHER "Let's Make The Time" (ATCO)

TRICIA's back with a record that will take you by surprise! Early believers include WLWL, PWR PIG, KTFM, HOT94.9 and WFLY.

GUYS NEXT DOOR "I've Been Waiting For You" (SBK)

Talk about a buzz, these GUYS are taking the nation by storm with in-store blow-outs and top five requests wherever it is played. Just added at KXXR, KWOD, WZPL and more...

CANDYMAN "Melt In Your Mouth" (EPIC)

Programmers are screaming this has the potential to be even bigger than the first! Added at POWER106, KMEL, KJMZ, WFLY and more, with debuts at WHYT and WPGC.

FACES & PLACES



Paul Simon hosted a series of listening sessions at Boston's Sound Studios. On hand for the occasion are (L-R): Pollack Media Group **Jeff Pollack**; Warner Bros. Promotion Rep. **Mike Symonds**; Warner Bros. VP/Promotion **Kenny Puvogel**; **Paul Simon**; Warner Bros. National Album Promotion **Patti Oates**; Warner Bros. President **Lenny Waronker**; and Warner Bros. Promotion Rep. **George Skaubitis**.



Sergio Mendez signs with ELEKTRA. Pictured are **Sergio Mendez** and Elektra Entertainment Chairman **Bob Krasnow**.



POWER92's **Tom Kelly** (left) and morning sidekick **Danny Partridge** belt out a song with KZZP listeners, while **Dave Ryan** In The Morning looms larger than life in the background.



WXVX PD/MD **Dave Calabrese** (right) is all smiles with his arm around former Go-Go **Jane Wiedlin** (center) and EMI promo dude **Geordie Gillespie** (left) outside the X-15 studios.



Q107 in Washington D.C. Promotion Coordinator **Dave Redemann** (right) proves that he has more hair and more teeth than *Today Show* weatherman **Willard Scott** (left).



Z100 New York morning zoo welcomes special Z-Jays **Daryl Hall** and **John Oates** for a special acoustic concert! Pictured are (L-R front): **John Oates** and Arista Promotions **Laura Labadia**. (L-R back): Zookeeper **Gary Ryan**; Z100 Regional VP Radio Programming **Steve Kingston**; **Daryl Hall**; Zoo staff **Ross Brittain**; and Champion Management **Brian Doyle**.

CLUB CHART

COMPILED FROM THE HOTTEST AND FRESHEST CLUB AND RECORD POOL CHARTS FROM ACROSS THE COUNTRY

BREAKOUTS

MADONNA "Justify My Love (Remixes)" (SIRE/WB)
 SLAM SLAM "Something Ain't Right" (MCA)
 TRILOGY "Love Me Forever" (ATCO)
 MIKE "HITMAN" WILSON "Another Sleepless Night" (ARISTA)
 CULTURE BEAT "I Like You" (EPIC)

LW-TW

- 15-1 BLACK BOX "Don't Know Anybody Else" (RCA)
- 2-2 C & C MUSIC FACTORY "Gonna Make..." (COL)
- 5-3 WHITNEY HOUSTON "I'm Your Baby..." (ARISTA)
- 4-4 PET SHOP BOYS "So Hard" (EMI)
- 6-5 DOUG LAZY "H.O.U.S.E" (ATLANTIC)
- 3-6 CATHY DENNIS "Just Another Dream" (POLYDOR)
- 10-7 DEPECHE MODE "World In.../Sea of..." (SIRE/REP)
- NEW-8 TKA f/ MICHELLE VISAGE "Crash" (TB/WB)
- 9-9 DEEE-LITE "Power of Love" (ELEKTRA)
- 19-10 THE SOUP DRAGONS "I'm Free" (BIG LIFE/MERC)
- 8-11 DOUBLE DEE f/ DANY "Found Love" (EPIC)
- 7-12 INFORMATION SOCIETY "Think" (TB/REPRISE)
- 17-13 INNER CITY "That Man (He's All Mine)" (VIRGIN)
- 5-14 d.n.a. f/SUZANNE VEGA "Tom's Diner" (A&M)
- 29-15 GUY "I Wanna Get With You" (MCA)
- 41-16 WEST BAM "The Roof Is On Fire" (LOW SPIRIT)
- 37-17 RALPH TRESVANT "Sensitivity" (MCA)
- 18-18 EXPOSE "Stop, Look, Listen And Think" (ARISTA)
- 13-19 2 IN A ROOM "Wiggle It" (CUTTING/CHARMISA)
- 11-20 BELL BIV DEVOE "B.B.D. (I Thought...)" (MCA)
- NEW-21 T.D.C. "Keep On Groovin'" (PWL)
- 38-22 CEYBIL "Love's So Special" (ATLANTIC)
- 12-23 VANILLA ICE "Ice Ice Baby" (SBK)
- NEW-24 CULTURE BEAT "I Like You" (EPIC)
- 22-25 BOXCAR "Gas Stop" (ARISTA)
- 28-26 MONIE LOVE "Monie In The Middle" (WB)
- NEW-27 MADONNA "Justify My Love" (REMIXE)
- NEW-28 GEORGE MICHAEL "Freedom" (COLUMBIA)
- NEW-29 MIKE "HITMAN" WILSON "Another..." (ARISTA)
- 14-30 SOHO "Hippychick" (ATCO)
- 26-31 JAYA "One Kiss Per Minute" (LMR/RCA)
- NEW-32 TEN CITY "Whatever Makes You Happy" (ATL)
- 32-33 K.C. FLIGHT "Jump For Joy" (RCA)
- 16-34 M.C. HAMMER "Pray" (CAPITOL)
- 34-35 LISTEN UP "Listen Up" (QWEST/WB)
- 25-36 HUMAN LEAGUE "Heart Like A Wheel" (A&M)
- 20-37 AL B SURE! "Missunderstanding" (WB)
- 23-38 CLUB IDOL "Last Night/Bus Stop" (CUTTING)
- 42-39 JANET JACKSON "Love Will Never Do..." (A&M)
- 49-40 SNAP "Mary Had A Little Boy" (ARISTA)
- 43-41 PHIL COLLINS "Hang In Long Enough" (ATL)
- NEW-42 U.K. ONE "Say Yeah" (WARLOCK)
- NEW-43 ERIN CRUISE "Never Enough" (PURPLE HEART)
- NEW-44 FAST EDDIE "Make Some Noise" (DJ INT.)
- 46-45 RAINBOW GIRLS "Make Your Move..." (QUALITY)
- 24-46 WEE PAPA GIRL RAPPERS "The Bump" (JIVE)
- NEW-47 ADAMSKI "Space Jungle" (MCA)
- NEW-48 OLU ROWE "One Nation" (CARDIAC)
- 30-49 PEBBLES "Giving You The Benefit" (MCA)
- NEW-50 ROZLYNE CLARKE "Eddy Steady Go" (ATLANTIC)

CLUB CHATTER...

T.K.A. f/Michelle Visage comes crashing in at #8 this week. This slammin' track sounds killer on the radio, never mind the clubs! Also a strong debut for PWL's first domestic release T.D.C. Keep On Groovin' - more power to ya Marthe!

Imports crossing domestically to look out for are MIKE "HITMAN" WILSON out on ARISTA (#1 on HITMAKERS Import chart months ago!), SLAM SLAM on MCA, and CULTURE BEAT - which is also taking off very nicely on Crossover Top40 as well...

Now that CHARISMA Records has domestically released PAT & MICK, get you hands on the killer E.P. that features such faves as Haven't Stopped Dancing Yet and Let's All Chant. These classics are sure to spice up any mix show and they have tremendous adult appeal...

The big buzz record of the week is definitely OLU ROWE on CARDIAC Records...watch one 'cause everyone's talking about this one!

REPORTERS - HOT BREAKOUTS

NEW YORK
 FOR THE RECORD - New York ♦ Danny Pucclarelli (125 Reporters) (212) 598-4177 - FATHER MC, NITRO DELUX, RENEGADE SOUNDWAVE, TDC, TKA,

SURE RECORD POOL - Bronx ♦ Bobby Davis (125 Reporters) (212) 904-0500 - GO BANG, LONDON EXCHANGE, LOU ROWE, STAX, R. SHANTE, LATIN FORCE

LOS ANGELES
 AMERICAN MUSIC POOL - Beverly Hills ♦ Jeff Fishman/Jimmy Kim (125 Reporters) (213) 659-7852 - MADONNA, MIKE "HITMAN" WILSON, SEDUCTION, STEVE V, TRILOGY,

L.A. D.J. - Hollywood ♦ Kenji Kallin (213)463-5235 - CLUB IDOL, JASMINE GUY, LOOSE ENDS, PROPAGANDA, TEENA MARIE,

RESOURCE RECORD POOL - Los Angeles ♦ Randy Silis (125 Reporters) (213) 651-2085 - T.D.C., THE BEATMASTERS, J. JACKSON, T.K.A., YOUNG M.C.

CHICAGO
 CHICAGO RECORD POOL - Chicago ♦ Bobby Shay (100 Reporters) (312) 876-0909 - DEPECHE MODE, DEEE-LITE, MADONNA, POINTER SISTERS, SNAP,

I.R.S. - Chicago ♦ Ed Wanders (75 Reporters) (312)922-5151 - ADAMSKI, DAVID DIEBOLD, DEBBIE GIBSON, PAUL LEKAKIS,

LET'S DANCE - Chicago ♦ Mike Macharello (80 Reporters) (312)525-7553 - ADAMSKI, CULTURE BEAT, PAMALA STANLEY, TDC, TKA, THE BEATMASTERS

SAN FRANCISCO
 BAY AREA DANCE ASSOC. - San Francisco ♦ Nick Lygzius (75 Reporters) (415) 882-9700 - DEEE-LITE, JULIAN JONAN, PRINCE, SLAM SLAM, SYDNEY YOUNGBLOOD,

SOUL DISCO - San Francisco ♦ Bob Griffith (40 Reporters) (415) 431-1758 - PRINCE, READY FOR REALITY, TRILOGY,

PHILADELPHIA
 PHILADELPHIA METRO POOL - Philadelphia ♦ Martin Keown (75 Reporters) (215) 732-7949 - BASEMENT BOYS, COVER GIRLS, STEVE V, TIANA, MARIAH CAREY

DETROIT
 ADVANCED MUSIC PROMOTION - Ferndale ♦ Lee Eckinger (30 Reporters) (313)543-1764 - BIGOD 20, FRONT 242, SLAM SLAM, SNAP,

DANCE DETROIT - Ferndale ♦ Steve Nader (50 Reporters) (313) 922-5581 - DINO, MC X, MIKE "HITMAN" WILSON, PRINCE, SLAM SLAM,

MADD RECORD POOL - Detroit ♦ Keith Golden (30 Reporters) (313) 922-5581 - DINO, MC X, MIKE "HITMAN" WILSON, PRINCE, SLAM SLAM,

DALLAS
 NORTH TEXAS DANCE POOL - Dallas ♦ Karen Kennedy (75 Reporters) (214) 826-6832 - KC FLIGHT,

K.L.F., KYPER, REAL LIFE, TEN CITY,

BOSTON
 BOSTON RECORD POOL - Boston ♦ Robin Springer (125 Reporters) (617) 325-7665 - JULIAN JONAN, MADONNA, SLAM SLAM, STEVE V, SYDNEY YOUNGBLOOD,

HOUSTON
 MUSIC INFORMATION EXCHANGE - Houston ♦ Sam Meyers (75 Reporters) (713) 667-2734 - MARIAH CAREY, MIKE "HITMAN" WILSON, BLU MAX, COVER GIRLS,

MIAMI
 FLAMINGO RECORD PROMOTIONS - Miami ♦ Richard McVay (100 Reporters) (305) 895-1246 - CULTURE BEAT, FORTRAN 5, KAREN KING, MADONNA, RENEGADE SOUNDWAVE,

ATLANTA
 DIXIE DANCE KINGS - Alpharetta ♦ Dan Miller (150 Reporters) (404) 740-0356 - CULTURE BEAT, GEORGE MICHAEL, JANET JACKSON, PHIL COLLINS, TKA,

SEATTLE
 NORTH WEST DANCE MUSIC - Seattle ♦ Kevin Jones (50 Reporters) (206)329-5381 - DEEE-LITE, FORCE DIMENSION, GANGSTER, GO-GO'S, WAS NOT WAS, YOUNG MC,

SAN DIEGO
 INTERNATIONAL RECORD SOURCE - Chula Vista ♦ Javier Lujo (25 Reporters) (619)476-1212 - 2 LIVE CREW, SLAM SLAM, LOUIE LOUIE, MIKE "HITMAN" WILSON, YOUNG MC,

PHOENIX
 DESERT WEST RECORD POOL - Phoenix ♦ Terry Gilson (75 Reporters) (602) 249-9214 - EROTIC EXOTIC, GIRLS CLUB, JAZZIE P, KID N' PLAY, PAT & MICK,

SAN JOSE
 SOBAD - San Jose ♦ Lou Anthony (25 Reporters) (408)277-0111 - BRIDGETTE, CLEAR TOUGH, JULIAN JONAN, QUEEN T, TRILOGY,

COLUMBUS
 CENTRAL OHIO RECORD CORP - Columbus ♦ Joe Dillon (614)294-0605 - EN VOGUE, GO-GO'S, JANET JACKSON, MADONNA, PAUL LEKAKIS,

HARTFORD
 BEATS PER MINUTE - Hartford ♦ John Trfenis (203)560-2362 - CLEAR TOUGH, INDIA, LESTTA MELENDEZ, TRILOGY, YEN,

LAS VEGAS
 RECORD SYSTEMS - Las Vegas ♦ Phil Riccardi (36 Reporters) (702)645-4153 - CANDYMAN, EN VOGUE, HAPPY MONDAYS, YEN, MARIAH CAREY

CINCINNATI
 KYOVA - Ashland ♦ Lewis Gasper (25 Reporters) (606)329-1851 - FATHER MC, LOOSE ENDS, REAL LIFE, SUBTLE TOUCH, T.D.C.,



CHRIS ISAAK

"WICKED GAME"

The New Single From The Album

HEART SHAPED WORLD

**A HITBOUND!
A CRUSADE!**

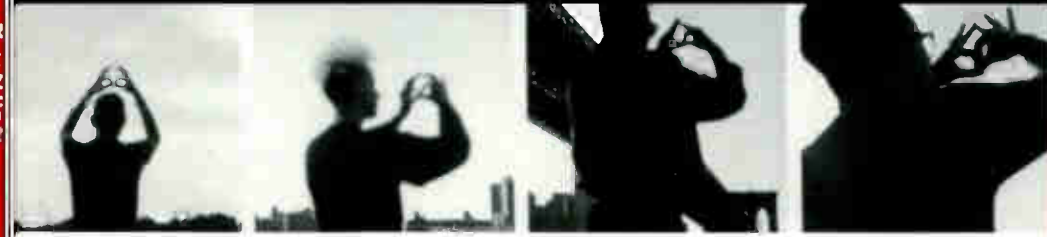
KEGL (32-27)	KPLZ (D#24)	KISN (Add)	WZZG (Add)	WAPI (19-15)
MIX96.5 (13-10)	WPHR (Add)	MIX105.1 (D#29)	WAPE (30-26)	WRVQ (22-17)
POWER99 (#6)	KWSS (Add)	WGTZ (Add)	WKZL (D#30)	and more

GUY ZAPOLEON, PD, MIX96.5 - "The most requested record on MIX96.5 by a 10 to 1 margin."

DEPECHE MODE

"World In My Eyes"

The New Single



From The
Multi-Platinum
Album

TOP40 SINGLE SALES NATIONALLY! CLUB CHART: 10-7 A HITBOUND! A CRUSADE!

KIIS-FM (28-25)	WHYT (18-14)	KEYZ (Add)	KXXR (Add)	WKSS (30-27)
PWR106 (22-18)	PWR104 (8-7)	WMXP (Add)	KSAQ (21-15)	and more
B96 (16-13)	Z90 (D#33)	KKRZ (Add)	HOT94.9 (22-17)	

Violator

"HOUSE FULL OF REASONS" JUDE COLE

THE FOLLOW-UP SINGLE TO THE HITS
"BABY IT'S TONIGHT" AND "TIME FOR LETTING GO."

FROM THE ALBUM

A VIEW FROM 3RD STREET

HITMAKERS ADULT TOP40: 29-27

A HITBOUND! A CRUSADE!

PWR99 (25-22)	STAR93 (16-15)	Q101 (20-18)	WAPI (26-22)
KEYZ (Add)	KISN (Add)	WDJX (Add)	and more



HITMAKERS MAGAZINE

ADULT **TARGET 25+** TOP 40

LW-TW

- 3-1 WILSON PHILLIPS "Impulsive" (SBK)
- 2-2 BETTE MIDLER "From A Distance" (ATLANTIC)
- 4-3 WHITNEY HOUSTON "I'm Your Baby..." (ARISTA)
- 1-4 MARIAH CAREY "Love Takes Time" (COLUMBIA)
- 7-5 STEVE WINWOOD "One And Only Man" (VIRGIN)
- 10-6 STEVIE B "Because I Love You (The...)" (LMR/RCA)
- 8-7 GEORGE MICHAEL "Freedom" (COLUMBIA)
- 9-8 DON HENLEY "New York Minute" (Geffen)
- 17-9 ELTON JOHN "You Gotta Love Someone" (MCA)
- 12-10 DAMN YANKEES "High Enough" (WB)
- 15-11 PHIL COLLINS "Hang In Long Enough" (ATL)
- 19-12 JANET JACKSON "Love Will Never Do..." (A&M)
- 14-13 POISON "Something To Believe In" (ENIGMA/CAP)
- 13-14 ALIAS "More Than Words Can Say" (EMI)
- 16-15 THE OUTFIELD "For You" (MCA)
- 18-16 MADONNA "Justify My Love" (SIRE/WB)
- 25-17 d.n.a. f/SUZANNE VEGA "Tom's Diner" (A&M)
- 6-18 HEART "Stranded" (CAPITOL)
- 5-19 HALL & OATES "So Close" (ARISTA)
- 23-20 JON BON JOVI "Miracle" (MERCURY)
- 24-21 CHER "The Shoop Shoop Song..." (Geffen)
- 11-22 DONNY OSMOND "My Love Is A Fire" (CAPITOL)
- 20-23 UB40 "The Way You Do The Things..." (VIRGIN)
- 28-24 SURFACE "The First Time" (COLUMBIA)
- 33-25 CELINE DION "Where Does My Heart..." (EPIC)
- 21-26 BILLY JOEL "And So It Goes" (COLUMBIA)
- 29-27 JUDE COLE "House Full Of Reasons" (REPRISE)
- 22-28 JAMES INGRAM "I Don't Have The Heart" (WB)
- 26-29 MAXI PRIEST "Close To You" (CHARISMA)
- 27-30 AFTER 7 "Can't Stop" (VIRGIN)
- 30-31 DEEE-LITE "Groove Is In The Heart" (ELEKTRA)
- 40-32 BREATHE "Does She Love That Man" (A&M)
- 39-33 DEBBIE GIBSON "Anything Is Possible" (ATL)
- 31-34 CONCRETE BLONDE "Joey" (I.R.S.)
- 32-35 RIGHTEOUS BROS "Unchained..." (VERVE/PLDR)
- NEW-36 WILL TO POWER "I'm Not In Love" (EPIC)
- NEW-37 NELSON "After The Rain" (DGC)
- NEW-38 WINGER "Miles Away" (ATLANTIC)
- NEW-39 ROBERT PALMER "You're Amazing" (EMI)
- 37-40 DAVID CASSIDY "Lyn' To Myself" (ENIGMA)

CHART EXTRAS

- DINO "Gentle" (ISLAND)
- CHRIS ISAAK "Wicked Game" (REPRISE)
- SARA HICKMAN "I Couldn't Help Myself" (ELEKTRA)
- STYX "Show Me The Way" (A&M)

CHART RECURRENTS

- PHIL COLLINS "Something Happened" (ATLANTIC)
- BREATHE "Say A Prayer" (A&M)
- ANITA BAKER "Soul Inspiration" (ELEKTRA)
- PAUL YOUNG "Oh Girl" (COLUMBIA)
- NELSON "Love And Affection" (DGC)
- GEORGE MICHAEL "Praying For Time" (COLUMBIA)
- PEBBLES "Giving You The Benefit" (MCA)

DAYPARTED

- ELISA FIORILLO "On The Way Up" (CHRYSALIS)
- CATHY DENNIS "Just Another Dream" (POLYDOR)

MOST ADDED

- CELINE DION "Where Does My Heart Beat Now" (EPIC)
- ROBERT PALMER "You're Amazing" (EMI)
- SURFACE "The First Time" (COLUMBIA)
- SARA HICKMAN "I Couldn't Help Myself" (ELEKTRA)
- CATHY DENNIS "Just Another Dream" (POLYDOR)
- STYX "Show Me The Way" (A&M)
- MARIAH CAREY "Someday" (COLUMBIA)

CRUSADES

BAD COMPANY

"If You Needed Somebody" (ATCO)

Don't let the band's name or any perceived image fool you! This song is testing BIG with adults. Moves 24-16 at WKZL!

DINO

"Gentle" (ISLAND)

Dino has always been a ladie's man, and this ballad will only solidify that image. Debuts at B100 at #24, and lots of UP moves!

CHRIS ISAAK

"Wicked Game" (REPRISE)

The Hippest record in America continues to grow, with KWSS coming to the party this week! Debuts at MIX105.1 at #29, and moves 13-10 in Houston at MIX96.5!

SARA HICKMAN

"I Couldn't Help Myself" (ELEKTRA)

This exciting new singer/songwriter is gaining new fans every week! New at B100 and WKZL. Moves 15-12 at WJLK-FM.

JUDE COLE

"House Full Of Reasons" (REPRISE)

Everybody's calling Jude Cole "The Perfect Adult Artist." Moves 16-15 at STAR93-San Antonio, and 25-22 at POWER99.

WILL TO POWER

"I'm Not In Love" (EPIC)

If you liked the original, you'll Love this '90's version. Added at B100(#16), Debuts: MIX96.5 (#21), WNCI(#29), WKZL(#32).

WINGER

"Miles Away" (ATLANTIC)

Radio is finally realizing the adult potential of this record! Debuts this week at MIX105.1(#26). Goes 27-24 at KWSS, 27-22 WKZL.

ROBERT PALMER

"You're Amazing" (EMI)

With instant name recognition like this, you'll find it "Simply Irresistable" to play this! New at Y100, MIX105.1 and WNCI(#30).

CELINE DION CATCHING RADIO'S HEART WITH THIS BALLAD! CHRIS ISAAK WINNING THE GAME! NO NEED TO PONDER...2 N U IS A HIT! REMEMBER HOUSE OF LORDS, and VANILLA ICE KEEPS FUNKIN'!

AL TAVERA, APD/MD at POWER106, Los Angeles sez, "Check out **RALPH TRESVANT** *Stone Cold Gentlemen* (MCA), featuring **BOBBY BROWN**. The album is full of goodies, this is just one of many! **THE ADVENTURES OF STEVIE V** *Jealously* (MERCURY) picks up where the last left off - a definite play if *Dirty Cash* worked for you! And **INXS** *Dissappear* (ATLANTIC) needs a dance mix...talk to me Joe!"

MASON DIXON, VP Programming KIX106, Birmingham sez, "**2 N U** *This Is Ponderous* (ATLANTIC) is an absolute killer. This cut is getting immediate Adult phones. If you want adults calling your station the **DON HENLEY** *New York Minute* (Geffen) is a must play."

JERRY McKENNA, MD at WKXS-FM, Boston, sez, "Be sure to check out **CLUB IDOL** *Bus Stop* (CUTTING/CHARISMA). Retro-sounding, it is a huge club record with the potential to cross in much the same way as *Wiggle It! I'll Be Around*, a remake of the Spinner's classic, covered by **NAYOBE** (WTG/EPIC) has definite adult appeal; smooth and similar to a 'Lisa Stansfield meets Soul II Soul,' though maybe a little more urban. And the **ADEVA** album (CAPITOL) is very strong. If the single *I Thank You* is worked, it has potential to really happen."

RIKKO, MD at KSAQ, San Antonio, sez, "**NATASHA'S BROTHER & RACHELE CAPPELLA** *Always Come Back To You* (ATLANTIC) is definitely timely. I believe in this one! We were early on *Joey* by **CONCRETE BLOND** (I.R.S.), and it worked out well, now be aware of *Caroline*, a super followup. And check out the new, revived *Close To Me* by **THE CURE** (ELEKTRA). It fits the sound of the '90s and even has that 'd.n.a. & Hosh Gureli' beat in it! Sure to please the **CURE's** core audience and convert a few new fans as well!"

PAM GRUND, MD at WIOQ, Philadelphia, sez, "When you consider **DEBBIE GIBSON** *Anything Is Possible* (ATLANTIC), don't be afraid of an image problem - the record stands on its own! After two weeks of airplay. **PAT & MICK** *Use It Up & Wear It Out* (CHARISMA) is pulling great requests, and be aware of **INNER CITY** *That Man (He's All Mine)* (VIRGIN). This has a smooth, sophisticated, funky beat which will grab older demos and still attract a younger core. Our listener have been waiting for a new **APRIL** record and **METROPOLITAN RECORDS** delivers with *You're The One For Me*. This has the perfect freestyle sound that is so core in this market! Lastly if you think *Play That Funky Music* by **VANILLA ICE** (SBK) is good, check out the rest of the album."

BRIAN DOUGLAS, MD at Q102, Cincinnati, sez, "I intend to keep screaming about **BAD COMPANY** *If You Needed Somebody* (ATCO). Two HOT reports in a row and it deserves it. If you had success with *Damn Yankees*, this is *High Enough* Part II! This record is for real! The female callout on it is great! And check out **After 7** *Heat Of The Moment* (VIRGIN). I loved it the first time around..."

MICHAEL MARTIN, MD at KIIS-FM, Los Angeles sez, "Out of all the ballads out there, **KEITH SWEAT** *I'll Give All My Love To You* (ELEKTRA) cuts through the clutter for me. The next single by **GEORGE MICHAEL** will be *Waiting For That Day* (COLUMBIA). It has moving lyrics and an excellent groove, reminiscent of **SOUL II SOUL** meets *Walk On The Wild Side*. The man has instant 18-24 female appeal! And we finally have **TEVIN CAMPBELL** *Round & Round* (PAISLEY PARK/WB) on the air. Early requests 18-24."

DANA LUNDON, MD at HOT102, Milwaukee sez, "For the ultimate street and club record combined, **JELLYBEAN** feat. **Nikki Harris** *What's It Gonna Be* (ATLANTIC) is it! **P.C. QUEST** *After The Summer Is Gone* (GIANT) sounds very hip, and be sure to listen to **OLETA ADAMS** *Get Here* (MERCURY). With a title like that, how much more holiday can you get! And check out **NATASHA'S BROTHER & RACHELE CAPPELLI** *Always Come Back To You* (ATLANTIC). What a fantastic ballad, hopefully ATLANTIC Records can make this one happen!"

HOSH GURELI, MD at KMEL, San Francisco sez, "Thanks Albie D for the tip - the funk IS in the boutique! *Funk Boutique* by **THE COVER GIRLS** (FEVER/EPIC) is another record that has the impact of a C&C Music Factory. There is a Hosh edit, so call me if you're really going to play it, and I'll send you a copy! **TROOP** is a totally pop group and have not gotten the Crossover attention they deserve! We currently have *I Will Always Love You* (ATLANTIC) in power rotation and it is testing through the roof. Some day they will have a #1 record on pop radio...And finally **MADONNA's** *Justify My Love* (SIRE/WB) video is in power rotation in the KMEL music office!"

JIM ATKINSON, MD at KBQ, St. Louis sez, "The next single from **ALIAS** for release first thing next year is *Waiting For You* (EPIC). The last one performed extremely well in callout, all demos, and this one should do just as well. Check out **BON JOVI** *Never Say Die* (MERCURY). This should probably have been the second single. *Pick Up The Pace* by **YOUNG MC** (DELICIOUS VINYL) had good success on our battle of the new tunes, and is one we are keeping a close eye on. Lastly, while *Hippychick* by **SOHO** (ATCO) continues to sell well in this market, *Love Generation* looks good. Besides being a personal favorite, it has more of a mass appeal sound for Top40 radio."

STEVE DAVIS, PD at WRVQ, Richmond, VA. sez, "**CHRIS ISAAK** *Wicked Game* (REPRISE) is a HIT. First play curiosity calls and active listener requests are super strong."

RICH ANHORN, Interim PD at KWSS, San Jose sez, "It's GREAT to hear **MARIAH CAREY** showing her uptempo side with *Someday* (COLUMBIA). It's a nice change of pace during the ballad season! And we've gotten phone response by playing **2 N U** *This Is Ponderous* (ATLANTIC) on our morning show. Try it and see for yourself!"

RANDY ROSS, MD at WGTZ, Dayton sez, "**AC/DC** *Money Talks* (ATCO) is gonna be as BIG in the midwest as *You Shook Me All Night Long*. There is no better adult record out now than **CHRIS ISAAK** *Wicked Game* (REPRISE)! If you're looking for a quick reaction record, then check out **PAT & MICK** *Use It Up And Wear It Out* (CHARISMA)!"

MICHAEL NEWMAN, Asst. PD/MD at STAR93, San Antonio sez, "Early calls on the **INDIGO GIRLS** *Hammer And A Nail* (EPIC) - check it out! Also, **CELINE DION** *Where Does My Heart Beat Now* (EPIC) showed up top 20 in callout this week. The appeal is definitely there!"

RICK STACY, PD at POWER99, Atlanta sez, "If you want a really strong adult ballad, check out **THE WHISPERS** *My Heart Your Heart* (CAPITOL)! It sounds like early Earth, Wind & Fire."

MARK SHANDS, PD at WCKZ-FM, Charlotte sez, "Top five phones on **LL COOL J** *Around-The-Way-Girl* (DEF JAM/COLUMBIA) - definitely pay attention to this song! And speaking of request records, check out *Rice, Rice Baby* on TM Productions. This parody by **ORIENTAL RICE** is happenin'!!!"

RUSS ALLEN, MD at KSOL, San Francisco sez, "**CELINE DION** has a GREAT record with *Where Does My Heart Beat Now* (EPIC) - check it out! Be aware of *Groove Me* by **SEDUCTION** off the A&M Records compilation **JAM HARDER**. We've been playing *Funk Boutique* by **THE COVER GIRLS** (FEVER/EPIC). We edited it down to four and a half minutes and it's a perfect night club tune! This familiar track is hip, and the street buzz indicates it will happen! When you get the **JELLYBEAN** mixes of *What's It Gonna Be* (ATLANTIC) feat. **Nikki Harris**, check out the 'Excellent Adventures' remix - it's the fierce cut of the week! Give it two snaps up and a circle! Finally, be aware of local artist **PARIS** (WTG/EPIC) with *The Devil Made Me Do It*. He has a rap delivery in the same vein as **Rakim** and **Cool Rob G**, and the lyrics will make you think!"

PACO LOPEZ, Asst. PD at KKFR, Phoenix sez, "Check out album cut *Be Good To Me* by **JJ FAD** (ATCO)! This GREAT dance song will build a nice club base. Get a hold of **M.C. TWIST** *Stop Smoking Coke* (LETHAL BEAT). Every PD and MD in the country should play this record, not just out of moral commitment, but because it's a genuinely good record. **TIMMY T** *One More Try* (QUALITY) could be a real sleeper - keep your eye on it! **YOUNG MC** *Pick Up The Pace* (DELICIOUS VINYL) has some fun lyrics. Once you hear the song, you can't help but get into the groove! Lastly, **SHANE SUTTON** *With You All The Way* (MCA) - instant phones! Even though it lost the night-time battle, listeners were calling requesting that we still play it!"

ROSS KNIGHT, MD at KTFM, San Antonio sez, "Check out *Reflections* by **JAM SOCIETY** (PROFILE) - it has a really good sound to it! Due to video requests, **ANOTHER BAD CREATION** *Iesha* (MOTOWN) caught our attention. **INTELLIGENT HOODLUMS** *Back To Reality* (A&M) has a KILLER Soul II Soul hook, and **KEITH SWEAT** *I'll Give All My Love To You* (ELEKTRA) is performing in all dayparts!"

JEFF KAPUGI, MD at POWER PIG, Tampa sez, "**CELINE DION** *Where Does My Heart Beat Now* (EPIC) is a great adult, crossover record with tremendous hit potential! Also, check out **TRICIA LEIGH FISHER** *Let's Make The Time* (ATCO). The first did exceptionally well, in fact we have it in recurrent status which is somewhat unusual for us, and this is a great uptempo follow-up! Lastly, **LL COOL J** *Around-The-Way-Girl* (DEF JAM/COLUMBIA) delivers a very cool sounding record that is definitely different and mass appeal for him!"

STACEY CANTRELL, MD at KS104, Denver sez, "**YOUNG MC** *Pick Up The Pace* (DELICIOUS VINYL) is a fun tune with a rap that's got this signature, unique sound to it - almost a cut above the rest. With covers being somewhat the nature of the format these days, check out **JAM SOCIETY** *Reflections* (PROFILE). And for a great ballad, check out **TIMMY T** *One More Try* (QUALITY)."

JOHN McFADDEN, PD at THE FOX, Detroit sez, "**2 N U** *This Is Ponderous* (ATLANTIC) is pulling better requests than some of the real reactionary records on the air, and it's broad-based. The upper demos like it because it's non-offensive, while the kids find it amusing. **WARRANT** *I Saw Red* (COLUMBIA) will do very well - nice calls already!"

CHUCK HOLLOWAY, PD at WKZL, Winston-Salem sez, "**OLETA ADAMS** is an artist for the long run, and her talent is realized in the single *Get Here* (MERCURY)! GREAT phones, many curiosity, continue on **CHRIS ISAAK** *Wicked Game* (REPRISE)!"

DWAYNE WARD, PD at WZZG, Charlotte sez, "**WARRANT** *I Saw Red* (COLUMBIA) is an instant reaction record with the kids at night as well as calls in all other dayparts. **NELSON** *After The Rain* (DGC) kicked in nicely - this 'MTV appeal' group has a strong core audience. And **d.n.a. featuring Suzanne Vega** *Tom's Diner* (A&M) is unquestionably unavoidable - the hook is the catchiest one out right now!"

DARCY SANDERS, MD at KZZP, Phoenix sez, "**SARA HICKMAN** *I Couldn't Help Myself* (ELEKTRA) shows off her incredible voice. This lady will be a major talent in the '90s with a sound reminiscent of the '70s. **AC/DC** *Moneytalks* (ATCO) is really kickin' in! Also, if you can get a hold of the **LONDON BEAT** - do it! Guy Zapoleon found this import and it's a GREAT pop record!"

ALBIE D., MD at WPGC, Washington, D.C. sez, "**THE COVER GIRLS** *Funk Boutique* (FEVER/EPIC) has a kickin' groove! Check it out, it's right in the pocket! I am in love with the **MIKE "Hitman" WILSON** *Another Sleepless Night* (ARISTA), and for a smokin' LP cut by **THE BOYS**, be aware of *Got To Be There* (MOTOWN). Also researching extremely well is **FREDDIE JACKSON** *Love Me Down* (CAPITOL)! A fantastic cut from a KILLER LP!"

CHUCK McGEE, PD at WOMP-FM, Wheeling, WV sez, "**SLAUGHTER** has a great track record in this market and *Spend My Life* (CHRYSALIS) should do very well here! **HOUSE OF LORDS** *Remember My Name* (SIMMONS/RCA) - WOW - Greg Giuffria can play golf almost as well as he can sing! And with **Joey** by **CONCRETE BLONDE** (I.R.S.) being as successful as it was for us, I'm warming up to *Caroline*..."

BRETT DUMLER, Asst. PD at WAVA, Washington, D.C. sez, "Check out **VANILLA ICE** *Play That Funky Music* (SBK)! We've never been this white and this funky! And for a smash parody on Vanilla Ice, check out **ORIENTAL RICE** *Rice Rice Baby* on TM Productions. Lastly, we added **THE PARTY** *I Found Love* (HOLLYWOOD) and it's already top five in requests!"

BILLY THE KIDD, MD at KJ103, Oklahoma City sez, "HOT for middays is **DON HENLEY** *New York Minute* (GEFFEN) - a nice buzz is forming on **PAT & MICK** *Use It Up And Wear It Out* (CHARISMA) just from the mix shows. And, is Top40 ready to embrace country-crossover records? If so, the first one could be **GARTH BROOKS** *Unanswered Prayer* (CAPITOL), which is selling extremely well!"

GARY MICHAELS, MD at KISN, Salt Lake City sez, "Check out **WHITNEY HOUSTON** *All The Man I Need* (ARISTA)! Can't miss with this one! A great all-around record! **REO SPEEDWAGON** *Halfway* (EPIC) is an all-the-way record! One of my favorite bands. A GREAT song, perfect for Top40!"

KEVIN McCABE, MD at HOT97, New York sez, "Be aware of the B-side of the present **THE COVER GIRLS** 12-inch which the dance department at FEVER/EPIC Records is in the process of servicing to radio. *Funk Boutique* is pulling good club and mix show reaction. Both this and the A-side, *Don't Stop Now*, are perfect for HOT97 as we play both House and Freestyle. Check out local artist **LISETTE MELENDEZ** *Together Forever* (FEVER/CBS) who has a lot of potential. She has one of these rare records that exploded with one weekend of airplay and has a unique mix of Freestyle and House that sticks in your mind for hours. We finally have room for a full-time rotation of **CULTURE BEAT** *I Like You* (EPIC) after months of airplay, and the best mix of *Around-The-Way-Girl* by **LL COOL J** (COLUMBIA) is actually on the album and features the Mary Jane Girls...which just goes to show you don't always need all those mixes!"

JIMMY STEAL, Asst. PD/MD at KEGL, Dallas sez, "The top requesting records at KEGL are *Play That Funky Music* by **VANILLA ICE** (SBK), **CHRIS ISAAK** *Wicked Game* (REPRISE) and **d.n.a. feat. Suzanne Vega** *Tom's Diner* (A&M) which is still going strong! And a personal fave on ELEKTRA Records is **SARAH HICKMAN** *I Couldn't Help Myself!* I know it's ballad-mania out there right now, but this one is very touching and she is a Dallas native!"

JOHNNA CECCOLI, MD at Y100, Miami sez, "**d.n.a. feat. Suzanne Vega** *Tom's Diner* (A&M) is now beginning to get strong requests all demos! We have been getting requests for a **MARVIN GAYE** tune *Mercy Mercy Me* (MOTOWN) due to its exposure of a Sony TV commercial - we haven't done anything with the song yet, but it might warrant some investigation. And if you have an Alternative mix show, be sure to check out **THE POSIES** *Golden Blunders* (DGC), **LOVE CLUB** *Sad Eyes* (MCA) and **DANIELLE DAX** *Tomorrow Nobody Knows* (SIRE/REPRISE) - which comes from a great album."

KEVIN CHASE, MD at KMOK, Lewiston, ID sez, "**2 N U** *This Is Ponderous* (ATLANTIC) is strange but very hip. It passed the in-house office test (the most brutal of all) and is now doing well on the air! **WHITNEY HOUSTON** *All The Man I Need* (ARISTA) is pure **WHITNEY!** If ever there was a song worth her signature sound, this is it! And with repeated play and MTV support **CONCRETE BLONDE** *Caroline* (I.R.S.) hits home!"

JON BRYANT, MD at WTHT, Portland, ME sez, "**2 N U** *This Is Ponderous* (ATLANTIC) is a GREAT reaction record! It's getting LOTS of younger-demo phones! If you think **2 N U** is a younger demo record then **CHRIS ISAAK** *Wicked Game* (REPRISE) is a perfect compliment to it! Finally, check out **PAT & MICK** *Use It Up And Wear It Out* (CHARISMA). We already had to retire it from our night battle. It blew everyone away!"

DAVID COOPER, PD at WAFX, Bangor, ME sez, "Check out **OLETA ADAMS** *Get Here* (MERCURY)! It's a very timely, holiday oriented record. Also, **CINDERELLA** *Shelter Me* (MERCURY) shows strong rocks acts don't seem to be quitting - it'll work for you! And **WHITNEY HOUSTON** *All The Man I Need* (ARISTA) is to die for! It's the obvious choice!"

STANTON JAY, MD at Z102, Savannah, GA sez, "Check out **HOUSE OF LORDS** *Remember My Name* (SIMMONS/RCA)! If you don't believe in this song, you're losing your mind! This song is a SMASH! Also, **AC/DC** *Moneytalks* (ATCO) is a strong record! And **KEITH SWEAT** *I'll Give All My Love To You* (ELEKTRA) continues to move well!"

DISCOVERY CLUB®

J.J. McKAY, PD/MD at KNIN, Wichita Falls, TX sez, "**HOUSE OF LORDS** *Remember My Name* (RCA) is an excellent power ballad! And **CELINE DION** *Where Does My Heart Beat Now* (EPIC) has a great hook with powerful vocals!"

JONATHAN RUSH, PD at WNOK, Columbia, SC sez, "I tested the **2 N U** *This Is Ponderous* (ATLANTIC) at night and the phones were hot! I played it in morning drive and the phones went through the roof! Check it out!"

STEVE CHASE, PD at KOYE, Laredo sez, "The **CELINE DION** *Where Does My Heart Beat Now* (EPIC) is a SMASH. Great phones and on a scale of 1-10 the sales have reached an incredible #9. Also, **PAUL SIMON**, *The Obvious Child* (WARNER BROS.) really deserves play. We are getting very good response to this Superstar artist. How can you overlook the #2 selling album in the country?"

PAT PAXTON, PD WKEE, Huntington, WV sez, "Just because you are still having good response to the first **MAXI PRIEST**, do not wait on the new one *Just A Little Bit Longer* (CHARISMA) it is a HIT!"

LEE REYNOLDS, PD at WFHT, Tallahassee sez, "You need to check out the **OLETA ADAMS** *Get Here* (MERCURY) is going to be a major hit. After one week the phones are telling the story."

KEVIN PETERSON, INT. PD. at WABB, Mobile sez, "**PAT & MICK** *Use It Up And Wear It Out* (CHARISMA) won "Battle of the Songs" five nights in a row. This is getting immediate phones. A true night-time energizer."

SEAN MICHEALS, MD at KTRS, Casper, Wyoming sez, "**AC/DC** *Money Talks* (ATCO) is a great rock song that balances your playlist. A beautiful ballad is **GEORGE LAMOND w/BRENDA K. STARR**, *No Matter What* (COLUMBIA) and go ahead *Play That Funky Music* by **VANILLA ICE** (SBK)."

RAY KALUSA, PD at KWNZ in Reno, NV, sez, "**VANILLA ICE** *Play that Funky Music* (SBK) is a great night record. Also for a really nice song with great lyrics play **STYX** *Show Me The Way* (A&M) and **After 7** *Heat Of The Moment* (VIRGIN) is nice to have a good Urban song with a Pop feel."

MATT HUDSON, PD at Z104 in Madison, sez, "**2 N U** *This Is Ponderous* (ATLANTIC) is kinda wacky..a fun record. **AC/DC** *Got You By The Balls* is a great album cut. **CHRIS ISAAK** is a very hip and haunting record."

KANDY KLUTCH Acting PD at KKYK in Little Rock sez, "I love the new/old **AFTER 7** *Heat Of The Moment*. It smoked then and it smokes now! Also the 'Hip-Hop' mix by **MADONNA** *Justify My Love* (SIRE/WARNER BROS.) is definitely steaming up Little Rock. Play it at your own risk...and **VANILLA ICE** *Play That Funky Music* is HOT!"

J.J. GERARD, MD at KQCR, Cedar Rapid, IA sez, "Check out **2 N U's** *This Is Ponderous* (ATLANTIC). It's reminiscent of Kip Adotta...it's just funny. Also, check out **CINDERELLA** *Shelter Me* (MERCURY). How many times does an accessible Top40 song have a Jew's harp in it! **C&C MUSIC FACTORY** *Gonna Make You Sweat* (COLUMBIA) is doing well in our night time battle."

JON WIES, MD at WBNQ, Bloomington, IL sez, "Don't write off **STYX** *Show Me The Way* (A&M). They started the power ballad. Also, **THE CURE** *Close To Me* (ELEKTRA) has jazzy elements. It's different even for **THE CURE**! I don't know how it will do but check out **SLAUGHTER** *Spend My Life* (CHRYSALIS)."

JAY TAYLOR, APD/MD at KLUC, Las Vegas, NV sez, "**TIMMY T** *One More Time* (QUALITY) pulled #1 phones again this week. **CELINE DION** *Where Does My Heart Beat Now* (EPIC) will be a huge adult record - this artist is worth investing in. The more I listen to **INXS** *Disappear* (ATLANTIC), the more I like it. And **MARIAH CAREY** *Someday* (COLUMBIA) has been on the station forever - play this monster. Lastly, the response to a recent in-store with **GUYS NEXT DOOR** *I've Been Waiting For You* (SBK) pulled a crowd of 1500 screaming fans - top five requests - pay attention radio!"

SCOTT ST. JOHN, PD/MD at WPRR, Altoona, PA sez, "If **TONY! TONI! TONE!** *Feels Good* (WING/POLYDOR) is doing well for you, be on the look out for *It Never Rains In Southern California* (WING/POLYDOR). In this day and age of music that sounds the same, it's nice to hear a record that stands on its own."

BOB LEWIS, PD at KGGG, Rapid City, sez, "**RALPH TRESVANT** *Sensitivity* (MOTOWN) is exceptional - as is the album...so while you're at it, check out *Stone Cold Gentlemen*. Don't be def, it's dope! **MAXI PRIEST** *Just A Little Bit Longer* (CHARISMA) is an obvious follow-up since it's the best track on the album. And check out **LL COOL J** *Around-The-Way Girl* (DEF JAM/COLUMBIA), it's accessible, it's hooky...it's a hit!"

JOHN ANTHONY, PD, Q101, Meridian sez, "After only one week of play **CHRIS ISAAK** *Wicked Game* (REPRISE) is getting major curiosity calls. **CHRIS** will certainly have a big record with this."

RUFUS HURT, PD at WQUT, Johnson City, TN sez, "**CINDERELLA** *Shelter Me* (MERCURY) has a great sound with good lyrics. Also, **JUDE COLE** *House Full Of Reasons* (REPRISE) has always worked well and will work again. And a great ballad is **CELINE DION** *Where Does My Heart Beat Now* (EPIC)."

MIKE KASPER, PD at KF95, Boise, ID sez, "A great power ballad is **HOUSE OF LORDS** *Remember My Name* (RCA). And even though **AC/DC** is a rock band, everyone can play *Moneytalks* (ATCO)."

SCOTT BURTON, MD at WRCK, Utica, NY sez, "**LL COOL J** *Around-The-Way Girl* (COLUMBIA) is a song that everyone can play. Also, **CHRIS ISAAK** *Wicked Game* (REPRISE) is great. It has that Roy Orbison sound. And for a great ballad play **CELINE DION** *Where Does My Heart Beat Now* (EPIC)."

STEVE SPILLMAN, PD at WZKX, Biloxi, MS sez, "Take a second listen to **NOTORIOUS** *The Swalk* (DGC). It will balance out those ballads. And **KEITH SWEAT** *I'll Give All My Love To You* (ELEKTRA) is an excellent ballad."

ANNIE SAGE, MD at KCAQ, Oxnard, CA sez, "**SNAP** *Mary Had A Little Boy* (ARISTA) is great. For a great power ballad listen to **HOUSE OF LORDS** *Remember My Name* (RCA). And **VANILLA ICE** *Play That Funky Music* (SBK) is another hit!"

BOB CHASE, PD at KISR, Fort Smith, AR sez, "For two power ballads play **STYX** *Show Me The Way* (A&M) and **HOUSE OF LORDS** *Remember My Name* (RCA)."

DAVY CROCKETT, PD/MD at WYCR, York, PA sez, "**HOUSE OF LORDS** *Remember My Name* (RCA) is the rock ballad. It's hot!!! Also, **CELINE DION** *Where Does My Heart Beat Now* (EPIC) is a great song. And for an upbeat sound play **SLAUGHTER** *Spend My Life* (CHRYSALIS)."

MIKE STONE, PD/MD at WPFM, Panama City, FL sez, "**CINDERELLA** *Shelter Me* (MERCURY) everyone can play. It's great. And **JUDE COLE** is back with a great song *House Full Of Reasons* (REPRISE). And **CELINE DION** *Where Does My Heart Beat Now* (EPIC) is a beautiful ballad."

RUSTY KEYS, PD/MD at KSKG, Salina, KA sez, "Check out **THE SIMPSONS** *Do The Bartman* (GEFFEN)!!! It's getting great response. **GEORGE LAMOND w/BRENDA K. STARR** *No Matter What* (COLUMBIA) really know how to put out hits."

ROGER SCOTT, MD at KRQ, Tuscon, AZ sez, "**LONDON BEAT** *I've Been Thinking About You* is an import that is very much a Pop record...even if you can't play it now! This is a record to definitely look forward to in the future on MCA. And **EN VOGUE** *You Don't Have To Worry* (ATLANTIC) is much more Pop than the last two singles - a great mass-appeal groove!"

JEFF McCARTNEY, PD at WAPE, Jacksonville, NC sez, "Number six phones in one week of airplay for **CHRIS ISAAK** *Wicked Game* (REPRISE) - this is the perfect record for this market. Excellent initial response to **CELINE DION** *Where Does My Heart Beat Now* (EPIC). And **MARIAH CAREY** has another monster hit on her hands with *Someday* (COLUMBIA). Thank God it's uptempo!"

J.D. GONZALES, PD at KZFM, Corpus Christi, TX sez, "**SPECIAL GENERATION** *Love Me Just For Me* (BUST IT/CAPITOL) is really popping now. Keep your eye on this tune. With the Hosh mix, **d.n.a. f/SUZANNE VEGA** *Tom's Diner* (A&M) is finally now a full-time record, opening to all dayparts - a jumbo tune!"

GUYS Next DOOR

**A HITBOUND!
A CRUSADE!**



STEVE DOUGLAS/KXXR, PD- "After hearing the success stories about these guys across the nation on the **HITMAKERS** conference call, my interest was raised. After some investigation, I concluded it was the perfect reaction record for nights!"

DON LONDON/WZPL, OM/PD- "These guys have incredible radio potential. Don't underestimate the power of a weekly TV series on NBC. Requests already."

PAUL KING/KZZB, PD- "The industry's excitement over these guys is definitely contagious. It's time to stop the comparisons. This sounds like a true hit record!"

GREG ADAMS/KFFM, PD- "After testing 100% positive at night, this tune continues to generate TOP10 phones. Add in T.V. exposure that gives these guys instant familiarity in this market, and you have a hit!"

ROGER ALLEN/K96.7, PD/MD- "After the success of the El Paso in-store we drew a crowd of over 1,200 fans in Austin after only two hours of on-air promoting. While this reaction should be taken into consideration, play it because it's a hit record! Requesting at night with potential to spread to other dayparts!"

Just added:

KXXR! KWOD! WZPL!

**K96.7, KFBQ, KFFM, KFTZ,
KTXY, KZOZ, KZZB, MIX92.1**

Hot Action At:

**KKFR (33-29) HOT97.7 (D#35)
KPRR (D#29), KZFM (D#40), POWER98 (D#34),
WJAD (27-22)**

"I've Been Waiting For You"

HOT RADIO PROMOTIONS

Wilson Phillips To Perform At POWER99's "Toys For Tots" Show

POWER99 has inked Wilson Phillips to headline their annual "Toys For Tots" benefit concert December 16 at the Omni in Atlanta. The concert will be emceed by David Cassidy, the ex-Partridge Family heartthrob who has recently resurrected his solo career.

Tickets are on sale for \$9.99, all of which will go to the charity. Concertgoers are also asked to bring an unwrapped present to the show, while POWER99 listeners who can't make the benefit can donate toys at NTW tire stores and Church's Fried Chicken locations throughout the area. At all locations, toy-givers will receive buttons stating, "A Toy Is A Terrible Thing To Waste," the theme for this year's drive.

WPLJ Listeners Bop With Bret

When Poison took to the Meadowlands stage on Nov. 18 and Nassau Coliseum stage Nov. 23 to sing *Unskippy Bop*, four lucky 99.5 WPLJ listeners were dancing with singer Brett Michaels.

WPLJ held dance auditions Nov. 12 at the China Club; females in two age groups were judged on their creativity, rhythm and overall dance presence. Eight winners, four for each show, were chosen.

Q102 Gives Listeners Some Space, Man...

The day after Thanksgiving is acknowledged to be the busiest shopping day of the year. So what is in the highest demand during that day? No, not a credit card that's under its limit. For the millions of shoppers who take to the stores like lemmings to the sea (a true English-major analogy; would you prefer "piranhas to a drowning cow"? That's a Jason-as-an-English-major analogy, but I digress...)

The most sought-after item on the day after Thanksgiving is an open parking space, and Q102 is once again offering blocks of free parking throughout Philadelphia, so people can shop till they drop.

Jumpin' WZPL Is A Gas, Gas, Gas

News item: The American Automobile Association says the average nationwide price for a gallon of self-service regular gas is \$1.35—over 28 cents higher than August 1, when Iraq invaded Kuwait. And if that's not enough, a five-cent-per-gallon gas tax (courtesy of the recent budget compromise) is about to be levied. To ease the pain on the pocketbook, 99.5 WZPL Indianapolis is saying, "Tanks for listening," by giving away free gas and cash.

Beginning November 26, four times a day

throughout the work week, listeners are instructed to listen for the gas-station sounder and be the 99th caller. The lucky listener has to name the last five songs played, and for each song named correctly the caller wins \$20 in gas and \$20 in cash.

Parents Tell KZIO: Take Our Kids...Please

KZIO-Duluth, MN evidently believes with parents that children are such a blessing—so much so that they thank God every time school begins in the fall.

With that in mind, they conducted an "I Survived The Summer" midday promotion to reward listeners (primarily mothers) for making it through an entire summer with their children—without enlisting the services of a hit man. Granted, that might sound a bit

extreme, but after the station aired the callers' "amusing" horror stories for three weeks, some people are probably thinking about adopting a plant.

Each caller was awarded a special commemorative certificate (see photo) for surviving the summer with their respective tykes, and each day one lucky caller received a night on the town, including dinner and free babysitting. "It was a relatively simple and expensive promotion, but it got great response and sounded great on the air," PD John Michaels told **HITMAKERS**.



KZIO certificate honors parents for putting up with their kids during their summer vacations. Maybe next year they'll help the poor souls through the dog days by giving away earplugs and sedatives.

GLASS (from page 3)

around SBK employees, artists and their music."

"During the past 18 months, Daniel has demonstrated maturity, commitment, leadership and focus, helping build SBK Records," Koppelman stated. "Those qualities and his unique style, coupled with great music, will ensure Daniel's and SBK's continued success."

Glass cited Hard and Alternative Rock as the only genres that SBK has yet to break. "In 1990, we conquered practically every facet in Pop music except Hard Rock & Roll. So we have Kingofthehill from St. Louis; they're a great arena touring band. When their album comes out, we'll also make it mass appeal. We're also very excited about the progress of Jesus Jones as a crossover from Alternative. It, too, can go mass appeal."

Other new artists set for release in '91 is the R&B vocal group Riff and New York singer/songwriter Francesca Beghe, who in Glass' words, performs "gospel, rock and blues all rolled into one."

Glass expects to spend a lot of time on the road, building SBK's roster with international talent. "I'm very excited about the new European community and our expansion in South America," he said. "I expect to see us have tremendous international growth."

Beside SBK's stunning early success at retail, Glass claimed to get equal satisfaction in seeing the development of the SBK staff. "We've attracted some very exciting, young executives," he stated. "Some of the people have come from college radio and retail, and they've grown into the best marketing, promotion and sales executives in the business. In just two-and-a-half years, Ken Lane has become the best Top40 promo person in the business. That is as satisfying to me as seeing a number-one record on the charts."

GALANTE (from age 3)

artists are in the development stage," he stated.

"Even with our successes—and we have had some gold-record sales—we don't have a lot of household names yet."

Nonetheless, Galante remains bullish on the label's prospects for 1991. "Look at the Top 10, and you'll see Vanilla Ice, MC Hammer, Wilson Phillips, and Mariah Carey, and together they represent from 20-25 million units. They all weren't there a year ago, so anybody can come home with the stars of tomorrow. If the mechanism is there to deliver, than anybody can be a bonafide competitor."

ELLIS (from page 3)

and their particular capacity to be able to handle any kind of product."

In 1968 Ellis and partner Chris Wright formed CHRYSALIS; together they helped develop the careers of Jethro Tull, Blondie, Pat Benatar, and Billy Idol. Five years ago, he sold his interest in the company to Wright to pursue other interests. However, his election as Chairman of the British Phonographic Industry last year signaled a renewed "passion for popular music."

Ellis expects to sign new artists "exclusively." Only one album is being projected for release in each of the first two quarters of 1991; by maintaining a relatively sparse roster, he'll be able to concentrate on the development and growth of the artists.

BEDFORD (from page 5)

In terms of formats, "We're interested in any format that appeals to the 25-54 age group," Preece noted.

Bedford has not been put off by the often-exorbitant prices for stations in major markets like Los Angeles. "That market is fantastic," Preece exclaimed. "A 2-3 percent share of a \$300-\$400 million market is a tremendous thing, and if somebody can get a 5 percent share, that will generate a real nice cash flow."

"It's all economics," he continued. "The stick values aren't an appropriate value on what kind of money you can make at a station. If there's an economic downturn, the money it can generate is the only thing that makes a difference."

QUAKE (from page 5)

for emphasizing the lighter side because her 10 year-old was scared to death. It was starting to get out of hand."

Stations farther away from the fault line also took advantage of the quake hype. KZ-93 Peoria gave away earthquake survival kits during a "Quake, Rattle & Roll" weekend; 99.5 WZPL Indianapolis' morning team broadcast live from "a glass house" built in front of the studio. Most outrageous of all was WNCI Columbus, which flew the "heaviest human" they could find to the fault, and had him jump up and down on the fault line for four hours to break it loose.

MADONNA (from page 5)

period, it finished at #9," Cohen claimed.

The clip was shown in its entirety on the ABC-TV late-night news/talk show *Nightline*. "At this point in time, all exposure helps," Faraci said. "On that show, she's reaching a whole new audience. The people who would typically buy this don't watch *Nightline*."

During the interview segment, Madonna steadfastly presented her perspective on her work:

- While objecting to censorship, she supported labeling such as running her clip in an "Adult Video" hour later at night. If MTV did that, however, she sarcastically suggested they also run clips in "Violence Hour" and "Woman Degradation Hour."

- When host Forrest Sawyer brought up how she has turned the ban into a financial windfall from sales of the video, she simply replied, "So...lucky me." Lucky as a fox.



**A HITBOUND!
A CRUSADE!
NATIONAL SINGLE
SALES: NEW #50
HEAVY PLAY MTV
WNVZ Add!!!
98PXY Add!!!
PIRATE (14-13)
WXKS (29-24)
POWER99 (31-28)
Q106 (17-15)
KEZY (29-23)
Q105 (26-21)
WFLY (D#40)**

95XXX (Add)	KZBB (Add)
99.9KHI (40-37)	KZMC (34-30)
K106 (27-23)	KZZB (Add)
K96.7 (D#31)	PWR102 (31-28)
KCHX (36-32)	WAAL (29-25)
KEEZ (D#40)	WABB (Add)
KEWB (28-22)	WCGQ (Add)
KFBD (11-6)	WCIL (Add)
KFFM (Add)	WKSF (32-28)
KG95 (39-33)	WNYP (D#25)
KGWY (Add)	WQGN (Add)
KHOK (D#29)	WQID (Add)
KIXY (22-19)	WRQN (Add)
KQKY-FM (10-9)	WWFX (D#40)

IGGY POP
CANDY
KATE PIERSON



The new single.
 A duet with Kate Pierson

From the album *Brick By Brick*.

Produced by Don Was.

Over 150,000 records sold.



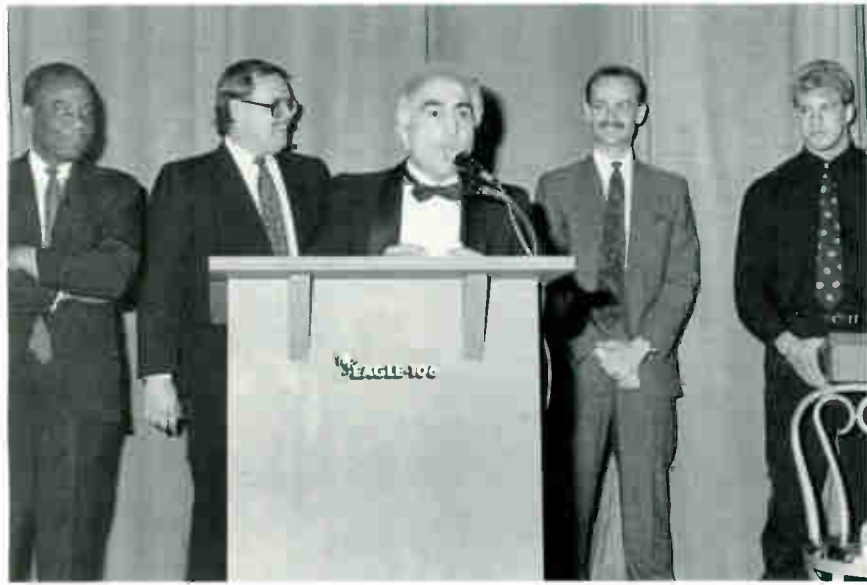
FACES & PLACES



Rene Moore signs with Motown Records. Pictured are (L-R): **Moore** (seated in front); Motown Sr. VP of Marketing **Pat Drosin**; Moore's manager **Barry Gross**; Motown President & CEO **Jheryl Busby**; VP of Promotion **Paris Eley**; VP of A&R **Zack Vaz**; Chief Operating Officer **Harry Anger**; and Rene Moore Productions Associate Kevin Wagner.



REDD KROSS recently headlined at an ATLANTIC triple-bill CMJ showcase at New York City's Ritz. Shown backstage at the Ritz are (L-R): Atlantic President/Pop Promotion **Joe Ianello**; Atlantic VP/Creative Services **Shelley Cooper**; Atlantic Sr. VP/Gen. Mgr. **Mark Schulman**; Atlantic Chairman **Ahmet Ertegun**; **Robert Hecker** and **Jeffrey McDonald** of Redd Kross; Atlantic VP **Andrea Ganis**; **Steven McDonald** of Redd Kross; Atlantic CFO/Sr. VP **Mel Lewinter**; and Atlantic VP/National Promotion **Lou Sicurezza**.



EAGLE106 presents the Philadelphia premiere of *Rocky V*. The event drew such luminaries as (L-R) The Honorable Mayor **W. Wilson Goode**; Morning personality **John Lodge**; ring announcer **Ed Derian**; Morning personality **Rick Rumble** and co-star of the latest *Rocky* saga **Tommy Morrison**.



Elisa Fiorillo stops by WPLJ. Pictured are (L-R): VP of Programming **Tom Cuddy**; **Elisa Fiorillo**; MD **Mike Preston**; and **Laura Kuntz** of Chrysalis.



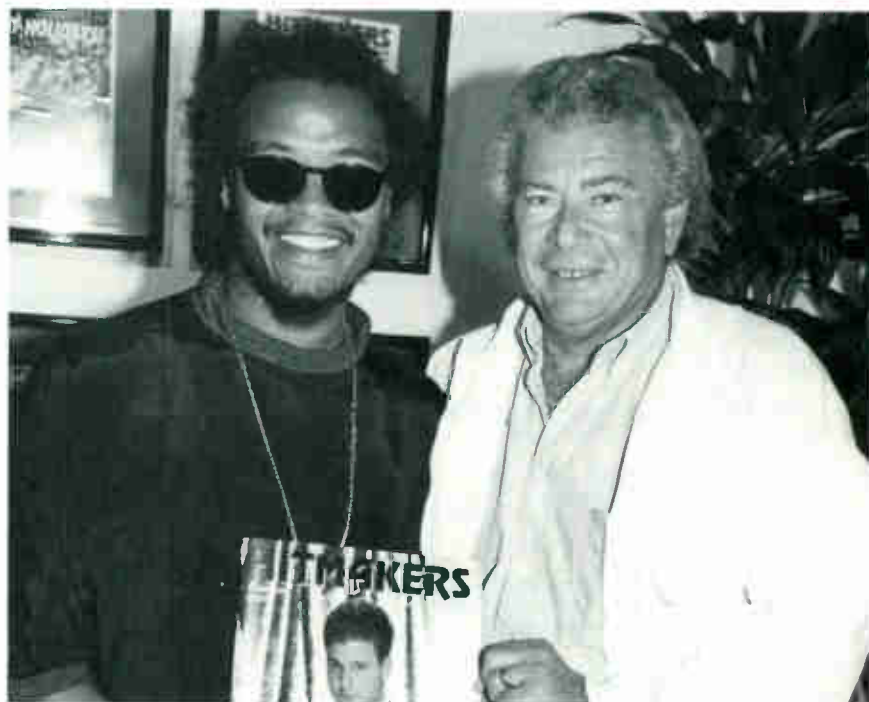
KZZP hosts **Billy Joel** soundcheck party! Pictured are (L-R): Columbia Records **Greg Pfeiffer**; **Suzanne Vinall** and **Jeff Stewart** of KZZP; **Billy Joel**; **Alexa Mericas** and **Bill Knoop** of KZZP.



COLUMBIA recording artist **Mariah Carey** joins the all-new Z100 New York Morning Zoo. Pictured are (L-R) **Ross Brittain**, Zoo-Keeper; **Mariah Carey**; **Gary Bryan**, Zoo-Keeper.



CHRYSA LIS Records celebrated the platinum success of **SLAUGHTER**'s debut album at DC-3 Restaurant at the Santa Monica airport in L.A. CHRYSA LIS execs from New York and Los Angeles and London were on hand to congratulate the band (L-R): **Tim Kelly** and **Mark Slaughter** of Slaughter; CHRYSA LIS President **John Sykes**; CHRYSA LIS Vice Chairman **Joe Kiener**; **Blas Elias** of Slaughter; band manager **Budd Carr**; **Dan Strum** of Slaughter; CHRYSA LIS Chairman **Chris Wright**.



CHARISMA recording artist **Maxi Priest** (left) visits with **HITMAKERS** President **Bob Greenberg**.



ATCC recording group **SWEET SENSATION** recently visited WTIC-FM Music Director **Mike West** (center) in Hartford. (Far left) ATCO Records **Rod Stevens**.



VANILLA ICE, the SBK artist whose single "Ice Ice Baby" and album **TO THE EXTREME** are both multi-platinum, has signed with the FAMOUS ARTISTS AGENCY. (L-R): President of FAMOUS ARTISTS **Jerry Ade**, **Vanilla Ice**, and his manager **Tom Quam** of QPM Inc.



Immediately following his sold-out concert at New York's Beacon Theatre, **POLYGRAM** Records **Robert Cray** donated one of his guitars to the Hard Rock Cafe during a post-concert bash. (L-R): **Robert Cray**; **Bas Hartong**, Sr. VP Int'l. A&R; **Ed Eckstine**, Exec. VP Talent & Creative Affairs, **POLYGRAM** Records Inc. & **GM WING** Records.



DGC recording group **SONIC YOUTH** performed at the Palladium in Los Angeles, and backstage (L-R back row): **Danny Goldberg**, mgr.; **Thurston Moore** of Sonic Youth; **Hugh Surratt**, DGC Promo.; **Lee Ranaldo** (hanging from curtains) of Sonic Youth; **Ray Farrell**, sales. (Middle row): **Kim Gordon** and **Steve Shelley** of Sonic Youth; **Marko Babineau**, DGC GM. (Front row): **Mark Kates**, **Sharon White**, **John Rosenfelder** and **Steve Leavitt**, DGC Promo.

TOP40 ADDS

The TOP 55 Markets In America

1 ♦ New York

HOT97 • PD: JOEL SALKOWITZ / MD: KEVIN McCABE ♦ (212) 840-1035 ADDS: EN VOGUE (#33), LISETTE MELENDEZ (#34), CEYBIL (#35), GIRLS CLUB, BART SIMPSON, CULTURE BEAT,

WPLJ • PD: TOM CUDDY / MD: MIKE PRESTON ♦ (212) 613-8900 ADDS: WARRANT, CELINE DION, P.C. QUEST, BART SIMPSON,

Z100 • PD: STEVE KINGSTON / MD: FRANKIE BLUE ♦ (212) 239-2300 ADDS: P. COLLINS (#29),

2 ♦ Los Angeles

KIIS-FM • PD: BILL RICHARDS / MD: MICHAEL MARTIN ♦ (213) 466-8381 ADDS: INXS, BART SIMPSON, KEITH SWEAT,

PIRATE RADIO • PD: SCOTT SHANNON / MD: DENISE LAUREN ♦ (213) 469-1631 NO ADDS THIS WEEK,

POWER106 • PD: JEFF WYATT / ASST. PD/MD: AL TAVERA ♦ (818) 953-4200 ADDS: LL COOL J (#33), THE ADVENTURES OF STEVIE V (#34), CANDYMAN (#35), MARIAH CAREY, INNER CITY,

THE BEAT • PD: MIKE STRADFORD / MD: FRANK MINIACI ♦ (213) 466-9566 ADDS: BELL BIV DEVOE (#35), ANOTHER BAD CREATION (#26),

3 ♦ Chicago

B96 • PD: DAVE SHAKES / MD: TODD CAVANAHA ♦ (312) 944-6000 ADDS: YOUNG M.C., INXS,

Q101 • PD: BILL GAMBLE / MD: MARY SHUMINAS ♦ (312) 527-8348 NO ADDS THIS WEEK,

Z95 • PD/MD: BRIAN KELLY ♦ (312) 984-0890 ADDS: DEBBIE GIBSON, BART SIMPSON, SLAUGHTER, ROBERT PALMER,

4 ♦ San Francisco

KMEL • PD: KEITH NAFTALY / MD: HOSH GURELI ♦ (415) 391-1061 ADDS: MICHEL'LE, CANDYMAN, TEVIN CAMPBELL, COVER GIRLS,

KSOL • PD: BOB MITCHELL / MD: RUSS ALLEN ♦ (415) 341-8777 ADDS: PARIS (#32), SPECIAL GENERATION (#34), MAXI PRIEST (#35),

X100 • PD: DAN O'TOOLE / MD: MIKE REILY ♦ (415) 362-8800 ADDS: CELINE DION, SURFACE, DEBBIE GIBSON, KEITH SWEAT,

5 ♦ Philadelphia

EAGLE106 • PD: TODD FISHER / MD: JAY BEAU JONES ♦ (215) 667-3939 ADDS: SURFACE (#25), R. TRESVANT (#26), INXS (#27), J. JACKSON (#28),

WIOQ • PD: JOHN ROBERTS / MD: PAM GRUND ♦ (215) 667-8100 ADDS: VANILLA ICE (#20), DAMN YANKEES (#34), GEORGE LAMOND & BRENDA K STARR. (#35),

WUSL • PD: DAVE ALLAN / MD: OPEN ♦ (215) 483-8900 ADDS: ANITA BAKER, VANILLA ICE, OLETA ADAMS, LOOSE ENDS, BIG DADDY KANE,

6 ♦ Detroit

Q95 • PD: GARY BERKOWITZ / ASST. PD/MD: MICHAEL WAITE ♦ (313) 967-3750 THE LIST IS FROZEN THIS WEEK,

THE FOX • PD/MD: JOHN McFADDEN ♦ (313) 398-1100 ADDS: UB40 (#25), THE PARTY,

WHYT • PD: RICK GILLETTE / MD: MARK JACKSON ♦ (313) 871-3030 ADDS: J. B. ELLIS & T. HARE, CHER, PEBBLES w./BABYFACE, WARRANT,

7 ♦ Washington, DC

MIX107.3 • PD: LORRIN PALAGI / MD: LAURA SHOSTAK ♦ (202) 686-3252 ADDS: ROD STEWART (#29),

WAVA • PD: CHUCK BECK / MD: DAVE ELLIOT ♦ (703) 534-0320 ADDS: VANILLA ICE,

WPGC • PD: OPEN / MD: ALBIE D. ♦ (301) 441-3500 ADDS: MICHEL'LE, BLACK BOX, UB40,

8 ♦ Dallas

100.3JAMZ • PD: ELROY SMITH / MD: M.C. JAMMER ♦ (214) 556-8100 ADDS: LL COOL J (#30), BART SIMPSON, VANILLA ICE, CANDYMAN,

KEGL • PD: JOEL FOLGER / ASST. PD/MD: JIMMY STEAL ♦ (214) 869-9700 ADDS: NO ADDS THIS WEEK,

STAR105 • PD: BILL PASHA / MD: OPEN ♦ (214) 716-7800 ADDS: STEVIE B (#7),

Y95 • PD: RANDY KABRICH / MD: MIKE EASTERLIN ♦ (214) 263-3695 NO ADDS THIS WEEK,

9 ♦ Boston

WXKS-FM • PD: SUNNY JOE WHITE / MD: JERRY MCKENNA ♦ (617) 396-1430 ADDS: INXS, TARA KEMP, STYX, CHARLATANS U.K.,

WZOU • PD: STEVE RIVERS / ASST. PD/MD: CADILLAC JACK McCARTNEY ♦ (617) 290-0009 ADDS: BETTE MIDLER (#25), BLACK BOX (#27), BREATHE (#28), OLETA ADAMS (#29), URBAN DANCE SQUAD,

10 ♦ Houston

KISS98.5 • PD: JIM SNOWDEN / MD: TERRI WEBER ♦ (713) 622-0010 ADDS: CANDYMAN, BELL BIV DEVOE, ANITA BAKER,

KKBQ • PD: DENE HALLAM / MD: OPEN ♦ (713) 961-0093 ADDS: THE CURE, CELINE DION, DAMN YANKEES, CINDERELLA (#35),

MIX96.5 • PD: GUY ZAPOLEON / MD: KURT KELLY ♦ (713) 790-0965 ADDS: CELINE DION (#22), MARIAH CAREY (#23),

POWER104 • PD: STEVE WYROSTOK / MD: CHERYL BROZ ♦ (713) 266-1000 NO ADDS THIS WEEK,

11 ♦ Miami

HOT105 • PD: KEITH ISLEY / MD: YOLANDA NEELY ♦ (305) 445-5411 ADDS: DINO (#33), BELL BIV DEVOE (#35), MICHEL'LE, ANITA BAKER, JOEY B. ELLIS & TYNETTA HARE,

POWER96 • PD: BILL TANNER / MD: JOHN RODGERS ♦ (305) 653-6796 ADDS: BLACK BOX, JOHNNY O, VANILLA ICE, DANNY D & D.J. WIZ, COVER GIRLS,

Y100 • PD: FRANK AMADEO / MD: JOHNNA CECCOLI ♦ (305) 925-7117 ADDS: d.n.a. f./SUZANNE VEGA (#29), ROBERT PALMER,

12 ♦ Atlanta

POWER99 • PD: RICK STACY / ASST. PD/MD: LEE CHESNUT ♦ (404) 266-0997 ADDS: BART SIMPSON (#29), THE OUTFIELD, URBAN DANCE SQUAD,

STAR94 • PD: BILL CAHILL/TONY NOVIA / MD: JIM MORRISON ♦ (404) 261-2971 NO ADDS THIS WEEK,

13 ♦ Long Island

WBLL • PD: BILL TERRY / MD: MARK LOBEL ♦ (516) 732-1061 ADDS: BART SIMPSON, ELTON JOHN, CATHY DENNIS,

14 ♦ Seattle

KPLZ • PD: CASEY KEATING / MD: MARK ALLEN ♦ (206) 223-5700 ADDS: RALPH TRESVANT (#23), CINDERELLA, 2 N U, C&C MUSIC FACTORY,

KUBE • PD: BOB CASE / MD: OPEN ♦ (206) 322-1622 ADDS: TONY! TONI! TONE! (#20), d.n.a. f./SUZANNE VEGA (#23),

15 ♦ San Diego

B100 • PD: MIKE NOVAK / MD: GENE KNIGHT ♦ (619) 292-7600 ADDS: WILL TO POWER (#16), SARA HICKMAN, BREATHE, GEORGE LAMOND & BRENDA K STARR.,

Q106 • PD: KEVIN WEATHERLY / MD: MICHELLE SANTOSUOSSO ♦ (619) 565-6006 ADDS: BART SIMPSON (#27), LL COOL J, ELISA FIORILLO,

Z90 • PD/MD: RICK THOMAS ♦ (619) 585-9090 ADDS: TIMMY T (#27), LL COOL J (#29), FATHER MC (#35),

16 ♦ St. Louis

KBQ • PD: LYNDON ABELL / MD: JIM ATKINSON ♦ (314) 644-1380 ADDS: SLAUGHTER, C&C MUSIC FACTORY,

KHTK • PD: BRIAN BRIDGMAN / MD: KANDY KLUTCH ♦ (314) 727-0808 NO ADDS THIS WEEK

17 ♦ Baltimore

B104 • PD: STEVE PERUN / ASST. PD/MD: PAM TRICKETT ♦ (301) 466-9272 NO ADDS THIS WEEK,

18 ♦ Minneapolis

KDWB-FM • PD: BRIAN PHILIPS / MD: MR. ED LAMBERT ♦ (612) 340-9000 ADDS: AC/DC, BREATHE,

WLWL-FM • OM: GREG SWEDBERG / MD: GREG STRASSELL ♦ (612) 340-9565 ADDS: NATURAL SELECTION f./INGRID CHAVEZ, KEITH SWEAT (#34), THE PARTY, BLACK BOX, TRICIA LEIGH FISHER,

19 ♦ Anaheim

KEZY • PD: CRAIG POWERS / MD: MARK McKAY ♦ (714) 774-9600 ADDS: 2 N U, JUDE COLE, DEPECHE MODE, CINDERELLA, WARRANT, STYX,

20 ♦ Pittsburgh

B94 • PD: DANNY CLAYTON / MD: LORI CAMPBELL ♦ (412) 381-8100 ADDS: CINDERELLA, ROBERT PALMER, SURFACE,

WMXP • PD: RICH HAWKINS / MD: PAUL CRAMER ♦ (412) 821-6140 ADDS: WILSON PHILLIPS (#30), MONIE LOVE, DEPECHE MODE, 2 N U,

21 ♦ Tampa

POWER PIG • PD: MARC CHASE / MD: JEFF KAPUGI ♦ (813) 839-9393 ADDS: TRICIA LEIGH FISHER, LL COOL J, TIMMY T,

Q105 • PD: JOHN CLAY / ASST. PD/MD: OPEN ♦ (813) 287-1047 NO ADDS THIS WEEK, WINGER,

22 ♦ Phoenix

KKFR • PD: STEVE SMITH / MD: PACO LOPEZ ♦ (602) 258-6161 ADDS: BELL BIV DEVOE (#33), EN VOGUE (#34), OLETA ADAMS,

KOY95 • PD: JAY STEVENS / MD: DENA YASNER ♦ (602) 258-8181 ADDS: TIMMY T, JAM SOCIETY,

KZZP • PD: STEF RYBAK / MD: DARCY SANDERS ♦ (602) 964-4000 THE LIST IS FROZEN THIS WEEK,

23 ♦ Cleveland

WPHR • PD: CAT THOMAS / MD: ED BROWN ♦ (216) 348-0108 ADDS: BETTE MIDLER (#25), KEITH SWEAT, RALPH TRESVANT, BART SIMPSON, CINDERELLA, CHRIS ISAAK,

24 ♦ Denver

KS104 • PD: DAVE VAN STONE / ASST. PD/MD: STACY CANTRELL ♦ (303) 427-7700 ADDS: BETTE MIDLER (#28), JAM SOCIETY, POISON, TEVIN CAMPBELL,

Y108 • PD: MARK BOLKE / ASST. PD/MD: DOM TESTA ♦ (303) 989-1075 ADDS: BAD COMPANY, BART SIMPSON, VANILLA ICE,

25 ♦ Portland

KKRZ • PD: MARK CAPPS / MD: BILL KEZLEY ♦ (503) 226-0100 ADDS: VANILLA ICE, AFTER 7, GEORGE LAMOND & BRENDA K STARR., DEPECHE MODE,

KXYQ • PD: JIM RYAN / MD: STEVE NAGANUMA ♦ (503) 226-6731 ADDS: AC/DC, OLETA ADAMS, KEITH SWEAT,

26 ♦ Kansas City

KBEQ • PD: KAREN BARBER / ASST. PD/MD: JON ANTHONY ♦ (816) 531-2535 ADDS: WILL TO POWER, DEBBIE GIBSON, CATHY DENNIS, SURFACE,

KXXR • PD: STEVE DOUGLAS / MD: OPEN ♦ (816) 421-1065 ADDS: DEPECHE MODE, BLACK BOX, AFTER 7, GUYS NEXT DOOR, OLETA ADAMS,

27 ♦ Milwaukee

HOT102 • PD: GREG CASSIDY / MD: DANA LUNDON ♦ (414) 785-1021 THE LIST IS FROZEN THIS WEEK,

WKTI • PD: MIKE BERLAK / MD: JOHN WOODY HARRISON ♦ (414) 332-9611 THE LIST IS FROZEN THIS WEEK,

28 ♦ Providence

PRO-FM • PD: PAUL "BOOM-BOOM" CANNON / MD: TONY BRISTOL ♦ (401) 433-4200 ADDS: AC/DC (#34), JAM SOCIETY, URBAN DANCE SQUAD, BREATHE,

29 ♦ Sacramento

FM102 • PD: BRIAN WHITE / MD: ANDREA PENTRACK ♦ (916) 920-1025 ADDS: TARA KEMP (#12), OLETA ADAMS, INTELLENT HOODLUM, VANILLA ICE (#24),

KAER • PD: RICK AUSTIN / ASST. PD/MD: VINCE GARCA ♦ (916) 929-5325 THE LIST IS FROZEN THIS WEEK,

KWOD • PD: GERRY CAGLE / MD: SHELLEY MORGAN ♦ (916) 929-5000 ADDS: ELISA FIORILLO (#39), DEBBIE GIBSON, GUYS NEXT DOOR, WILL TO POWER, CELINE DION, BLACK BOX,

30 ♦ San Jose

HOT97.7 • PD: KEN RICHARDS / ASST. PD/MD: JOHN CHRISTIAN ♦ (415) 948-0977 ADDS: YOUNG M.C., INDIA, OLETA ADAMS, MC SWAY & DJ KING TEC,

KWSS • PD: OPEN / ASST. PD/MD: RICH ANHORN ♦ (408) 297-5977 ADDS: CHRIS ISAAK, MARIAH CAREY,

31 ♦ Cincinnati

Q102 • PD: DAVE ALLEN / ASST. PD/MD: BRIAN DOUGLAS ♦ (513) 763-5500 ADDS: JANET JACKSON (#21), DEBBIE GIBSON (#33), CATHY DENNIS (#34), BART SIMPSON (#35),

32 ♦ San Bernardino

KGGI • PD: LARRY MARTINO / MD: HARLEY DAVIDSON ♦ (714) 889-2651 ADDS: BETTE MIDLER (#17), LL COOL J (#24), PEBBLES w./BABYFACE, GEORGE LAMOND & BRENDA K STARR.,

33 ♦ Norfolk

WVMX • PD/MD: KEITH HILL ♦ (804) 397-2665 ADDS: JANET JACKSON (#15), GEORGE MICHAEL (#16), d.n.a. f./SUZANNE VEGA (#17), CHER (#20),

WNVZ • PD: CHRIS BAILEY / MD: ELLIS B. FEASTER ♦ (804) 497-1067 ADDS: CATHY DENNIS (#23), C&C MUSIC FACTORY (#29), VANILLA ICE (#30), GEORGE LAMOND & BRENDA K STARR., DINO, HOUSE OF LORDS, BAD COMPANY, KEITH SWEAT, IGGY POP f./KATE PIERSON,

34 ♦ Columbus

WNCI • PD: DAVE ROBBINS / MD: JOHN CLINE ♦ (614) 224-9624 ADDS: ROBERT PALMER (#30),

35 ♦ San Antonio

KSAQ • PD: LEO VELA / MD: RIKKO ♦ (512) 271-9600 NO ADDS THIS WEEK,

KTFM • PD: RICK HAYES / MD: ROSS KNIGHT ♦ (512) 655-5500 ADDS: GUY, TRICIA LEIGH FISHER, TKA f./MICHELLE VISAGE, BETTE MIDLER (#21),

STAR93 • PD: JEFFERSON SCOTT / MD: MICHAEL NEWMAN ♦ (512) 225-5111 ADDS: NATASHA'S BROTHER & R. CAPPELLI,

36 ♦ New Orleans

B97 • PD: GREG ROLLING / MD: JOEY GIOVINGO ♦ (504) 581-7002 ADDS: BART SIMPSON (#25), WILL TO POWER (#28),

37 ♦ Indianapolis

WZPL • PD: DON LONDON / MD: OPEN ♦ (317) 637-8000 ADDS: INXS (#26), BAD COMPANY (#28), GUYS NEXT DOOR,

38 ♦ Salt Lake City

HOT94.9 • PD: LOU SIMON / MD: JOHN GRIFFIN ♦ (801) 359-9536 ADDS: THE CURE, ROBERT PALMER, OLETA ADAMS, C&C MUSIC FACTORY, TRICIA LEIGH FISHER, CELINE DION,

KISN • PD: GARY WALDRON / MD: GARY MICHAELS ♦ (801) 262-9797 ADDS: JUDE COLE, TIMMY T, 2 N U, WILL TO POWER, CHRIS ISAAK, HOUSE OF LORDS,

39 ♦ Buffalo

MAJIC102 • PD: HANK NEVINS / MD: ROGER CHRISTIAN ♦ (716) 876-0930 ADDS: VANILLA ICE (#29), INXS (#30), JOHNNY GILL,

WKSE • PD: MIKE EDWARDS / MD: MIKE MCGOWAN ♦ (716) 884-5101 ADDS: CATHY DENNIS (#30), BLACK BOX, JOHNNY GILL,

40 ♦ Hartford-New Haven

KC101 • PD: OPEN / ASST. PD/MD: TOM POLEMAN ♦ (203) 776-4012 ADDS: GEORGE LAMOND & BRENDA K STARR., CELINE DION, ELISA FIORILLO, BART SIMPSON,

WKSS • PD: JEFFERSON WARD / MD: CHRIS WALSH ♦ (203) 249-9577 ADDS: THE ADVENTURES OF STEVIE V, VANILLA ICE, DINO, THE CURE,

WTIC-FM • PD: TOM MITCHELL / MD: MIKE WEST ♦ (203) 522-1080 ADDS: BART SIMPSON (#40), STEVIE B, MARIAH CAREY,

The TOP 55 Markets In America

41 ◇ Charlotte
 WCKZ-FM • PD: MARK SHANDS / MD: ERIK BRADLEY ◊ (704) 342-4102 ADDS: W. HOUSTON (#24), EN VOGUE, T. SPENCER, BELL BIV DEVOE,
 WZZG • PD: DWAYNE WARD / MD: RAY MARINER ◊ (704) 392-6191 ADDS: KEITH SWEAT, PEBBLES w/BABYFACE, CHRIS ISAAK,

42 ◇ Orlando
 102JAMZ • PD: DUFF LINDSEY / MD: CEDRIC HOLLYWOOD ◊ (407) 788-1400 ADDS: RUN D.M.C., VANILLA ICE, C. WHEELER, T. SPENCER (#34),
 MIX105.1 • PD: BRIAN THOMAS / MD: RICK STONE ◊ (407) 629-5105 ADDS: JON BON JOVI, SURFACE, R. PALMER, E. JOHN, C. DION, STYX,

XL106.7 • PD: STEVE KELLY / MD: SHADOW ◊ (407) 339-1067 ADDS: RALPH TRESVANT (#29), BART SIMPSON (#32), VANILLA ICE, STYX,

43 ◇ Memphis
 FM100 • PD/MD: STEVE CONLEY ◊ (901) 726-0468 ADDS: CELINE DION,

44 ◇ Monmouth-Ocean, NJ
 WJLK-FM • PD: BRAD HOLCOMB / MD: GARY GUIDA ◊ (201) 774-7700 ADDS: JAMES INGRAM (#25), SURFACE (#27), BARRY MANILOW (#29),

WJRZ • PD: LANCE De BOCK / MD: PETE JARRETT ◊ (609) 597-1100 ADDS: BART SIMPSON, ELISA FIORILLO, DEBBIE GIBSON,

45 ◇ Rochester
 98PX • PD: KEVIN KENNEY / MD: CAT COLLINS ◊ (716) 325-5300 ADDS: JANET JACKSON (#29), ELTON JOHN (#30), C&C MUSIC FACTORY, IGGY POP f./KATE PIERSON,

46 ◇ Nashville
 Y107 • PD: LOUIS KAPLAN / MD: HAWK HARRISON ◊ (615) 256-6556 THE LIST IS FROZEN THIS WEEK,

47 ◇ Dayton
 WGTZ • PD: JEFF BALLENTINE / MD: RANDY ROSS ◊ (513) 294-5858 ADDS: VANILLA ICE (#30), CHRIS ISAAK, AC/DC, PAT & MICK,

48 ◇ Oklahoma City
 KJ103 • PD: MIKE McCOY / MD: BILLY THE KIDD ◊ (405) 840-5271 ADDS: BART SIMPSON (#30), DON HENLEY, RALPH TRESVANT,

Z99 • PD/MD: BILL BAILEY ◊ (405) 942-3399 ADDS: RALPH TRESVANT, WILL TO POWER, KEITH SWEAT,

49 ◇ Jacksonville
 WAPE • PD/MD: JEFF Mc CARTNEY ◊ (904) 725-9273 ADDS: CELINE DION, VANILLA ICE, PEBBLES w./BABYFACE,

50 ◇ Greensboro/Winston-Salem
 WJMH • PD: BRIAN DOUGLAS / MD: KELLY MASTERS ◊ (919) 855-6500 ADDS: VANILLA ICE, FREDDIE JACKSON, FATHER MC,

WKSI • PD: RICH BAILEY / MD: GREG STEVENS ◊ (919) 275-9895 ADDS: RALPH TRESVANT, WILL TO POWER, DEBBIE GIBSON, ROBERT PALMER,

WKZL • PD: CHUCK HOLLOWAY / MD: SAM REYNOLDS ◊ (919) 759-2316 ADDS: C. DENNIS, STYX, S. HICKMAN,

51 ◇ Louisville
 KISS104 • PD: JOEL WIDDOWS / ASST. PD/MD: DAVID MICHAELS ◊ (502) 583-5151 NO ADDS THIS WEEK,

WDJX • PD: CHRIS SHEBEL / ASST. PD/MD: JILL MEYER ◊ (502) 589-4800 ADDS: J. COLE, B. SIMPSON,

52 ◇ West Palm Beach
 WOJV • PD/MD: DAVE DENVER ◊ (407) 659-2111 ADDS: THE OUTFIELD,

53 ◇ Birmingham
 KIX106 • OM: MASON DIXON / PD: BRIAN CHRISTOPHER ◊ (205) 591-7171 ADDS: C. DION (#30), C&C MUSIC FACTORY, VANILLA ICE, CINDERELLA, WARRANT (#29),

WAPI • PD: MARK ST. JOHN / ASST. PD/MD: SCOTT BOHANNON ◊ (205) 933-9274 ADDS: R. TRESVANT (#28), AC/DC (#30), C&C MUSIC FACTORY, BREATHE, URBAN DANCE SQUAD,

54 ◇ Albany/Schenectady
 WFLY • PD: TODD PETTINGILL / ASST. PD/MD: A.J. JACKSON ◊ (518) 456-1144 ADDS: BLACK BOX, CANDYMAN, BAD COMPANY, TRICIA LEIGH FISHER, VANILLA ICE, SARA HICKMAN,

55 ◇ Richmond
 WRVQ • PD: STEVE DAVIS / MD: USA MCKAY ◊ (804) 649-9151 ADDS: SURFACE, NELSON, RALPH TRESVANT, MAXI PRIEST,

Montreal, Canada
 CKOI • PD: BOB LÉBOURD / MD: GUY BROUILLARD ◊ (514) 766-2311 ADDS: WILL TO POWER, RALPH TRESVANT, STYX, BART SIMPSON,

THE TOP TRENDSETTERS

93Q / Syracuse ◊ PD: J.J. COOK / MD: JIM MEECH ◊ (315) 446-9090 • ADDS: KEITH SWEAT, RALPH TRESVANT, BART SIMPSON, WARRANT,

93QID / Alexandria ◊ PD: HOLLYWOOD HARRISON / MD: TERRY KNIGHT ◊ (318) 445-1234 • ADDS: PAUL YOUNG, TRACIE SPENCER, VANILLA ICE,

95SX / Charleston ◊ PD/MD: WALT SPECK ◊ (803) 849-9500 • ADDS: CHER, DEBBIE GIBSON (#30), BART SIMPSON,

95XIL / Parkersburg ◊ PD: LARRY HUGHES / MD: MELISSA O'KELLEY ◊ (304) 485-7425 • ADDS: CHRIS ISAAK,

95XXX / Burlington ◊ PD: BEN HAMILTON / MD: ROB DAWES ◊ (802) 655-9530 • ADDS: C&C MUSIC FACTORY (#34), CELINE DION (#40), IGGY POP f./KATE PIERSON, RALPH TRESVANT (#31),

97KYN / St. Mary's ◊ PD: GARY MITCHELL / MD: DREW DERSHIMER ◊ (814) 834-9700 • ADDS: C. DENNIS, d.n.a. f./S. VEGA, GEORGE LAMOND w/BRENDA K STARR, INXS, J. JACKSON (#22), B. SIMPSON, STYX,

99.9KH / Ocean City ◊ PD: HTMAN / MD: RICK KELLY ◊ (301) 289-3456 • ADDS: THE CURE, HOUSE OF LORDS, LL COOL J., O. ADAMS, R. TRESVANT (#40), B. SIMPSON (#34), T. SPENCER (#38), URBAN DANCE SQUAD,

B106 / Fort Wayne ◊ PD: JOHN O'ROURKE / MD: TREY ALEXANDER ◊ (219) 436-9223 • ADDS: JOHNNY GILL (#28), STEVE WINWOOD (#29), WARRANT (#27),

B93 / Austin ◊ PD: LISA TONACCI / ASST. PD/MD: TRACY AUSTIN ◊ (512) 345-9300 • ADDS: 2 N U, WINGER,

B98 / Kalispell ◊ PD/MD: BENNY B. JR. ◊ (406) 862-5565 • ADDS: 2 N U (#34), AC/DC (#37), CATHY DENNIS (#27), CELINE DION (#39), J. JACKSON (#24), B. SIMPSON (#38), STYX (#35), WILL TO POWER (#23),

FM104 / Modesto ◊ PD: GARY DeMARONEY / MD: ERIC HOFFMAN ◊ (209) 572-0104 • ADDS: C. DION, HOUSE OF LORDS, K. SWEAT, B. SIMPSON,

61D5 / Raleigh ◊ PD: BRIAN PATRICK / MD: JIM HARRISON ◊ (919) 683-2055 • ADDS: BREATHE (#33), C&C MUSIC FACTORY (#35), CHRIS ISAAK (#29), KEITH SWEAT (#32), NELSON (#26),

HOT101.5 / Tallahassee ◊ PD: LEE REYNOLDS / MD: MIAMI MIKE ◊ (904) 877-1014 • ADDS: LL COOL J., TRACIE SPENCER, TRICIA LEIGH FISHER,

HOT99.9 / Easton ◊ PD: CLARKE INGRAM / MD: ERIC STRYKER ◊ (215) 258-6155 • ADDS: DAMN YANKEES, G. LAMOND w/B. K STARR, VANILLA ICE,

HOT194 / Honolulu ◊ PD/MD: JAMIE HYATT ◊ (808) 521-2313 • ADDS: GUY, WILL TO POWER (#24),

JET-FM / Erie ◊ PD/MD: JIM COOK ◊ (814) 455-2741 • ADDS: CELINE DION, CINDERELLA, DEBBIE GIBSON (#30), BART SIMPSON (#28),

K104 / Erie ◊ PD/MD: BERNIE KIMBLE ◊ (814) 452-2041 • ADDS: MADONNA (#18), PHIL COLLINS (#19), WILL TO POWER (#20),

K106 / Beaumont ◊ PD: JAY JEFFRIES / MD: PAM PACE ◊ (409) 769-2475 • ADDS: 2 N U, AC/DC, BAD CO., CINDERELLA, THE CURE, T. SPENCER,

K92 / Roanoke ◊ PD: EDDIE HASKELL / MD: DAVID LEE MICHAELS ◊ (703) 774-9200 • ADDS: AC/DC, d.n.a. f./SUZANNE VEGA,

K96.7 / Austin ◊ PD/MD: ROGER ALLEN ◊ (512) 474-9233 • ADDS: AFTER 7, BREATHE, CELINE DION, GUYS NEXT DOOR,

KAGO / Klamath Falls ◊ PD: MIKE GARRARD / MD: CINDY STARR ◊ (503) 884-0661 • ADDS: C. DION, K. ROGERS, P. YOUNG, W. HOUSTON (#40),

KAYI / Tulsa ◊ PD: JAN DEAN / MD: OPEN ◊ (918) 492-2020 • ADDS: CELINE DION, CINDERELLA, RALPH TRESVANT,

KBFM / McAllen-Brownsville ◊ PD: DUSTY HAYES / ASST. PD/MD: BILLY SANTIAGO ◊ (512) 383-4961 • ADDS: 2 N U, BREATHE, DINO, KEITH SWEAT, BART SIMPSON,

KBOS / Fresno ◊ PD: JEFF DAVIS / MD: DON PARKER ◊ (209) 237-9361 • ADDS: BLACK BOX, CANDYMAN, OLETA ADAMS, TARA KEMP (#23), TEVIN CAMPBELL (#40), URBAN DANCE SQUAD,

KBOZ / Bazeman ◊ PD: DUANE BARNHART / MD: ROGER NELSON ◊ (406) 586-5466 • ADDS: AC/DC, CHARLATANS U.K., CINDERELLA, DINO,

KCHX / Midland ◊ PD/MD: MARC KATRI ◊ (915) 561-8833 • ADDS: AFTER 7, CHRIS ISAAK, CINDERELLA,

KCLD / St. Cloud ◊ PD: STEVE LINDELL / MD: CHARLIE DOUGLAS ◊ (612) 251-1450 • ADDS: DEBBIE GIBSON (#30), RALPH TRESVANT (#32), ROBERT PALMER (#33), BART SIMPSON (#28),

KCMQ / Columbia ◊ PD: BRIAN HANSON / MD: DPEN ◊ (314) 449-2433 • ADDS: CHRIS ISAAK, VANILLA ICE (#38),

KDON / Salinas ◊ PD: STEVE WALL / MD: EFREN SIFUENTES ◊ (408) 422-5363 • ADDS: BLACK BOX, SPECIAL GENERATION, WILL TO POWER,

KEEZ / Mankato ◊ PD: MARK SEGER / MD: MIKE MURPHY ◊ (507) 345-4646 • ADDS: GEORGE LAMOND w/BRENDA K STARR (#39), JUDE COLE, PAUL YOUNG, BART SIMPSON,

KEWB / Redding ◊ PD/MD: SIMON DE LA ROSA ◊ (916) 243-5392 • ADDS: C. ISAAK (#33), E. JOHN (#34), B. SIMPSON (#35), STYX (#31),

KEZB-FM / El Paso ◊ PD: BOB WEST / MD: ANGEL GONZALES ◊ (915) 533-9400 • ADDS: OLETA ADAMS,

KF95 / Boise ◊ PD: MIKE KASPER / MD: MAD MAX ◊ (208) 888-4321 • ADDS: C&C MUSIC FACTORY, HOUSE OF LORDS, RALPH TRESVANT (#40),

KFBD / Waynesville ◊ PD: STEVEN GREENLEE / MD: TIM McNUTT ◊ (314) 336-3133 • ADDS: AC/DC, CHARLATANS U.K., PAUL YOUNG, T. SPENCER,

KFBQ / Cheyenne ◊ PD: J.D. DANIELS / MD: DAVE COLLINS ◊ (307) 634-4461 • ADDS: C&C MUSIC FACTORY, THE CURE, GUYS NEXT DOOR, HOUSE OF LORDS, PEBBLES w/B'FACE, SLAUGHTER, TKA f./M. VISAGE, URBAN DANCE SQUAD,

KFFM / Yakima ◊ PD/MD: GREG ADAMS ◊ (509) 248-1460 • ADDS: GUYS NEXT DOOR, IGGY POP f./KATE PIERSON, INXS, JOHNNY GILL,

KFRX / Lincoln ◊ PD: BRAD KING / ASST. PD/MD: SUNNY VALENTINE ◊ (402) 483-5100 • ADDS: CATHY DENNIS, CELINE DION, CHRIS ISAAK,

KFTZ / Idaho Falls ◊ PD: RICH SUMMERS / MD: BRENT O'BRIEN ◊ (208) 523-3722 • ADDS: CHRIS ISAAK, GUYS NEXT DOOR, HOUSE OF LORDS, SCORPIONS, SLAUGHTER (#29), STEVIE B (#25), TESLA,

KG95 / Sioux City ◊ PD: DENNY ANDERSON / MD: KEVIN KOLLINS ◊ (712) 258-5595 • ADDS: KEITH SWEAT, PAUL SIMON, SLAUGHTER, TRACIE SPENCER, VANILLA ICE, WILL TO POWER,

KGGG / Rapid City ◊ PD: BDB LEWIS / MD: SCOTT BRADLEY ◊ 6D5 348-1100 • ADDS: AC/DC (#39), R. TRESVANT (#36), WILL TO POWER (#38),

KGWY / Gillette ◊ PD: None / MD: MICHAEL BERRY ◊ (307) 686-2242 • ADDS: BREATHE (#33), C&C MUSIC FACTORY, CHER, IGGY POP f./KATE PIERSON, PAUL YOUNG,

KHOK / Great Bend ◊ PD/MD: SCOTT DONOVAN ◊ (316) 792-3647 • ADDS: GARY MOORE, PAUL SIMON, PAUL YOUNG, WHITNEY HOUSTON,

KHSS / Walla Walla ◊ PD: THOMAS HODGINS / MD: CHUCK STEVENS ◊ (509) 522-5412 • ADDS: AC/DC, d.n.a. f./SUZANNE VEGA, HOUSE OF LORDS, PAUL YOUNG, PEBBLES w/BABYFACE, SLAUGHTER,

KHNT / Santa Rosa ◊ PD: JEFF COCHRAN / MD: GLENN MITCHELL ◊ (707) 545-3313 • ADDS: DEBBIE GIBSON (#30), KEITH SWEAT, SURFACE, TESLA, TONY! TONI! TONE!, WARRANT, WILL TO POWER (#28),

KISM / Bellingham ◊ PD: ALLAN FEE / MD: MICHAEL JACK KIRBY ◊ (206) 734-9790 • ADDS: 2 IN A ROOM (#29), CATHY DENNIS, ELTON JOHN, GEORGE LAMOND w/BRENDA K STARR, J. GILL, POSIES, WILL TO POWER,

KISR / Fort Smith ◊ PD/MD: BOB CHASE ◊ (501) 785-2526 • ADDS: AFTER 7, THE CURE, DINO, HOUSE OF LORDS, STYX, WARRANT,

KIXR / Ponca City ◊ PD/MD: T. MORGAN ◊ (405) 765-5491 • ADDS: AC/DC, CINDERELLA, NOTORIOUS, WILL TO POWER (#31),

KIXY / San Angelo ◊ PD/MD: DON ROBERTSON ◊ (915) 949-2112 • ADDS: AC/DC (#39), AFTER 7, J. GILL (#38), VANILLA ICE, WARRANT,

KJUG / Spencer ◊ PD: BRIAN NEWCOMB / MD: JIMMY MAC ◊ (712) 262-6393 • ADDS: BELL BIV DEVOE, JOHNNY GILL, PAUL YOUNG, SLAUGHTER,

KJLS / Hays/Great Bend ◊ PD: TODD PITTENGER / MD: IAN MARKLEY ◊ (913) 628-1064 • ADDS: DAMN YANKEES, DAVE STEWART, PAUL YOUNG (#38), PRECIOUS METAL, SLAUGHTER,

KKBG / Hilo ◊ PD: J.E. OROZCO / ASST. PD/MD: KEN STYLES ◊ (808) 961-0651 • ADDS: BARBIE, ELTON JOHN, GEORGE LAMOND w/BRENDA K STARR, RALPH TRESVANT, BART SIMPSON, WILL TO POWER,

KKHT / Springfield ◊ PD: DAVE ALEXANDER / MD: TIM AUSTIN ◊ (417) 883-9000 • ADDS: C. DENNIS, C&C MUSIC FACTORY, C. DION, SURFACE,

KKMG / Colorado Springs ◊ PD: SCOOTER B. STEVENS / MD: TOM FRICKE ◊ (719) 576-1100 • ADDS: LL COOL J., P. COLLINS (#39), T. SPENCER (#40),

KKRD / Wichita ◊ PD: JACK OLIVER / MD: GREG WILLIAMS ◊ (316) 265-0721 • ADDS: CELINE DION, CINDERELLA, ELISA FIORILLO, STYX,

KKCC / Bakersfield ◊ PD: CHRIS SQUIRES / MD: MARK ALLEN ◊ (805) 322-9929 • ADDS: CELINE DION, PHIL COLLINS, RALPH TRESVANT, VANILLA ICE,

KLBO / El Dorado ◊ PD: MICHAEL STEEL / MD: RON WEST ◊ (501) 863-5121 • ADDS: C&C MUSIC FACTORY, d.n.a. f./SUZANNE VEGA, THE CURE, GEORGE LAMOND w/BRENDA K STARR, BART SIMPSON, WILL TO POWER,

KLUC / Las Vegas ◊ PD: JERRY DEAN / ASST. PD/MD: JAY TAYLOR ◊ (702) 739-9383 • ADDS: CELINE DION, INXS, MARIAH CAREY (#29), POISON, BART SIMPSON,

KLYV / Dubuque ◊ PD: JEFF DAVIS / MD: TIM JANSEN ◊ (319) 557-1040 • ADDS: C. DION, DEPECHE MODE (#38), DINO, JUDE COLE (#40), R. TRESVANT, BART SIMPSON, SURFACE (#38), TRICIA LEIGH FISHER,

KNEN / Norfolk ◊ PD: KEVIN RAHFELDT / MD: TODD MICHAELS ◊ (402) 379-3300 • ADDS: AC/DC, CINDERELLA, PAUL YOUNG, REMBRANDTS, BART SIMPSON,

KNIN / Wichita Falls ◊ PD/MD: J.J. MCKAY ◊ (817) 855-6924 • ADDS: BETTE MIDLER, CELINE DION, HOUSE OF LORDS, BART SIMPSON, SLAUGHTER, STYX,

KOKZ / Waterloo/Cedar Rapids ◊ PD: KATT SIMON / MD: RON NEWMAN ◊ (319) 233-3371 • ADDS: C. DION, PAUL YOUNG, B. SIMPSON (#39),

KOYE / Laredo ◊ PD/MD: STEVE CHASE ◊ (512) 723-4396 • ADDS: 2 N U, PAUL YOUNG, RAINBOW GIRLS, WILL TO POWER,

KPRR / El Paso ◊ PD/MD: ELI MOLANO ◊ (915) 532-6515 • ADDS: AFTER 7, CANDYMAN, TEVIN CAMPBELL,

KPXI / Mt. Pleasant ◊ PD: ANDY ROMAN / ASST. PD/MD: RANDY RICCI ◊ (214) 572-8726 • ADDS: THE WAY MOVES,

KPXR / Anchorage ◊ PD/MD: STEVE KNOLL ◊ (907) 243-3141 • ADDS: BREATHE (#34), INXS (#31), WARRANT (#32),

KQCR / Cedar Rapids ◊ PD: GARY DIXON / MD: J.J. GERARD ◊ (319) 363-2061 • ADDS: CHRIS ISAAK, TRACIE SPENCER,

KQHT / Grand Forks ◊ PD/MD: JAY MURPHY ◊ (701) 746-1413 • ADDS: BETTE MIDLER, CELINE DION, CINDERELLA, ELTON JOHN, NOTORIOUS,

KQIZ / Amarillo ◊ PD/MD: JON ANDERSON ◊ (806) 353-6663 • ADDS: BLACK BOX, DINO (#31), KEITH SWEAT (#29), RALPH TRESVANT (#28),

KQKQ / Omaha ◊ PD/MD: DREW BENTLEY ◊ (402) 342-2000 • ADDS: CELINE DION, VANILLA ICE,

KQKY-FM / Kearney ◊ PD/MD: MITCH COOLEY ◊ (308) 236-6464 • ADDS: THE CURE, PAUL SIMON, PAUL YOUNG, SLAUGHTER,

KQLA / Manhattan ◊ PD: MIKE TEMAAT / MD: None ◊ (913) 776-0104 • ADDS: KEITH SWEAT, PAUL YOUNG, BART SIMPSON, WILL TO POWER,

KQMQ / Honolulu ◊ PD: KIMO AKANE / ASST. PD/MD: KRIS HART ◊ (808) 539-9369 • ADDS: BLACK BOX, DEBBIE GIBSON, VANILLA ICE,

KRAJ / Johannesburg ◊ PD: PAT CARROLL / MD: CHARLIE WARREN ◊ (619) 374-2151 • ADDS: ELTON JOHN, PEBBLES w/BABYFACE, TIFFANY,

KRNQ / Des Moines ◊ PD: CHUCK KNIGHT / MD: BOB LEWIS ◊ (515) 280-1350 • ADDS: NO ADDS THIS WEEK,

KRQ / Tucson ◊ PD: JOHN PEAKE / ASST. PD/MD: RDGER SCOTT ◊ (602) 323-9400 • ADDS: 2 N U,

TOP40 ADDS

The Top Trendsetters In America

KRRG / Laredo PD: DEBBIE JO ADAMS / MD: CLAIR ORTEGA (512) 724-9800 • ADDS: GARY MOORE, SARA HICKMAN, BART SIMPSON, STYX, URBAN DANCE SQUAD, VANILLA ICE.

KSDR / Watertown PD: JIM AESOPH / MD: TROY SCOTT (605) 882-1480 • ADDS: C. ISAAK, CINDERELLA (#39), ELTON JOHN, BART SIMPSON,

KSMB / LAFAYETTE PD: STEVE SMALL / MD: "FAST EDDIE" NELSON (318) 232-1311 • ADDS: AFTER 7, PAUL SIMON, TIMMY T, WARRANT,

KSND / Eugene PD/MD: CHRIS RUH (503) 686-9123 • ADDS: C&C MUSIC FACTORY, DEPECHE MODE, RALPH TRESVANT, ROBERT PALMER,

KTRS / Casper PD: STAN ICENOGGLE / MD: SEAN MICHAELS (307) 235-7000 • ADDS: 2 N U, BLACK BOX, CINDERELLA, CONCRETE BLONDE, HOUSE OF LORDS, STYX, TRACIE SPENCER,

KTUX / Shreveport PD: KEN SHEPHERD / MD: KEITH GREER (318) 635-9999 • ADDS: CELINE DION (#38), CHRIS ISAAK, HOUSE OF LORDS, SARA HICKMAN (#39), STYX,

KTXV / Jefferson City PD: BOBBY JACKSON / MD: KEVIN MICHAELS (314) 893-5696 • ADDS: BREATHE, CINDERELLA, GUYS NEXT DOOR, NEW KIDS ON THE BLOCK, STYX,

KVTI / Tacoma PD: JOHN MANGAN / MD: TOM BARBEE (206) 756-5884 • ADDS: AC/DC (#36), BAD COMPANY (#35), CHRIS ISAAK,

KWIN / Stockton PD/MD: JOHNNY MILFORD (209) 951-8165 • ADDS: BELL BIV DEVOE (#20), TRACIE SPENCER (#36),

KWNZ / Reno PD: RAY KALUSA / MD: RICK CARTER (702) 333-0123 • ADDS: AC/DC, CINDERELLA, JOHNNY GILL, PAUL SIMON, VANILLA ICE,

KWTX-FM / Waco PD: DAVE CHRISTOPHER / MD: OPEN (817) 776-5989 • ADDS: C. ISAAK, CONCRETE BLONDE, D. GIBSON, BART SIMPSON,

KYQQ / Wichita PD: LYMAN JAMES / MD: STEVE DAVIS (316) 265-1065 • ADDS: C. DION, PAUL YOUNG, R. TRESVANT (#34), BART SIMPSON,

KYRK / Las Vegas PD/MD: GREG LENNY (702) 731-9797 • ADDS: BART SIMPSON (#30), TRACIE SPENCER, VANILLA ICE (#29),

KYYA / Billings PD: JACK BELL / MD: CHARLIE FOX (406) 652-2280 • ADDS: CHRIS ISAAK,

KYYY / Bismarck PD/MD: BOB BECK (701) 224-9393 • ADDS: C. DENNIS, CINDERELLA (#37), E. FIORILLO (#38), R. TRESVANT, B. SIMPSON (#32), SLAUGHTER, STYX, TRIXTER (#39), WILL TO POWER (#36),

KZ103 / Tupelo PD: JIM MACDONALD / ASST. PD/MD: LISA LANDAU (601) 844-3808 • ADDS: 2 IN A ROOM (#38), C. DENNIS (#39), STYX (#40),

KZ93 / Peoria PD: KEITH EDWARDS / MD: GENE STERN (309) 688-3131 • ADDS: d.n.a. f./SUZANNE VEGA, BART SIMPSON, WILL TO POWER,

KZBB / Ft. Smith PD: TOM BROWNE / MD: WILLIE STEVENS (501) 646-2000 • ADDS: C. ISAAK, IGGY POP f./KATE PIERSON, WILL TO POWER,

KZFM / Corpus Christi PD: J.D. GONZALES / ASST. PD/MD: DANNY B. (512) 883-3516 • ADDS: THE BOYS, CANDYMAN, THE CURE, EN VOGUE, SARA HICKMAN, STYX, TRICIA LEIGH FISHER,

KZII / Lubbock PD/MD: CHUCK LUCK (806) 794-7979 • ADDS: BAD COMPANY,

KZIO / Duluth PD: JOHN MICHAELS / MD: TOMMY B (218) 728-6406 • ADDS: AC/DC, C. DION, CINDERELLA, T. L. FISHER, VANILLA ICE,

KZMC / McCook PD: CATHY CARTWRIGHT / MD: STEVE LEPPER (308) 345-1981 • ADDS: THE CURE, MAXI PRIEST, NOTORIOUS, P. YOUNG, STYX,

KZOR / Hobbs PD/MD: MARK THE ROMAN (505) 397-4969 • ADDS: P. YOUNG, R. TRESVANT (#38), SLAUGHTER, TIFFANY, VANILLA ICE, WARRANT,

KZOU / Little Rock PD: PETER STEWART / MD: JIMMY EDWARDS (501) 661-0150 • ADDS: AFTER 7, CINDERELLA, GEORGE LAMOND w/BRENDA K STARR, UB40,

KZ07 / San Luis Obispo PD: SLAMMIN' SAM JACKSON / MD: RICK ANDREWS (805) 489-1280 • ADDS: GUYS NEXT DOOR, KEITH SWEAT, TRACIE SPENCER, VANILLA ICE,

KZ2B / Beaumont PD/MD: PAUL KING (409) 833-0774 • ADDS: GUYS NEXT DOOR, HOUSE OF LORDS, IGGY POP f./KATE PIERSON, LL COOL J, BART SIMPSON, VANILLA ICE, WARRANT,

KZ2U / Spokane PD: KEN HOPKINS / MD: CHUCK MATHESON (509) 536-5555 • ADDS: C&C MUSIC FACTORY, CELINE DION, THE CURE, HOUSE OF LORDS, RALPH TRESVANT, SLAUGHTER, TRAVELING WILBURYS,

LIVE105.5 / Pittsfield PD: MATT HAMILTON / MD: TERRIE MICHAELS (413) 499-3333 • ADDS: GEORGE LAMOND w/BRENDA K STARR, MAXI PRIEST, PAUL SIMON, PAUL YOUNG,

MAX94 / Rolla PD: TIM FLOYD / MD: ANGIE V (314) 346-1590 • ADDS: BILLY IDOL (#26), NEIL YOUNG (#27), RATT (#25),

MIX92.1 / East Lansing PD: CURT SPAIN / MD: ANDY TAYLOR (517) 332-8700 • ADDS: BLACK BOX, CHRIS ISAAK, DEBBIE GIBSON, GEORGE LAMOND w/BRENDA K STARR, GUYS NEXT DOOR, NEW KIDS ON THE BLOCK,

OK95 / Tri-Cities PD: PAUL WALKER / MD: GREG DeLANGE (509) 586-2151 • ADDS: CHER, DEPECHE MODE, DINO, DINO (#40), STYX, WARRANT,

POWER102 / Augusta PD: KEVIN BARRETT / MD: HOLLYWOOD HAZE (803) 279-1380 • ADDS: BLACK BOX, GEORGE LAMOND w/BRENDA K STARR, PHIL COLLINS, TRACIE SPENCER,

POWER108 / Gulfport PD: STEVE SPILLMAN / MD: RAY MILLER (601) 832-5111 • ADDS: BAD COMPANY, BETTE MIDLER, C&C MUSIC FACTORY, CHER, RALPH TRESVANT,

POWER94.5 / Junction City PD: JAMES PHELPS / MD: KEVIN COLLINS (913) 776-9494 • ADDS: CANDYMAN (#40), DINO (#38), K. SWEAT (#37),

POWER98 / Myrtle Beach PD: BARRY RICHARDS / MD: OPEN (803) 236-9800 • ADDS: LL COOL J, PAT & MICK, PEBBLES w/BABYFACE, TEVIN CAMPBELL,

Q104 / Godsden PD: LEO DAVIS / MD: JEFF DONAVAN (205) 543-3246 • ADDS: D. GIBSON, HOUSE OF LORDS, K. SWEAT, B. SIMPSON (#28),

SLY96 / San Luis Obispo PD: JONATHAN HARTE / MD: DEAN CLARK (805) 543-9400 • ADDS: BREATHE (#33), INXS (#34), BART SIMPSON (#28), TRACIE SPENCER (#35), WILL TO POWER (#31),

WAAL / Binghamton PD: DON MORGAN / ASST. PD/MD: MIKE ORZEL (607) 772-8850 • ADDS: CINDERELLA, ELTON JOHN, GEORGE LAMOND w/B. K STARR, INXS (#37), KEITH SWEAT, RALPH TRESVANT (#38), STYX,

WABB / Mobile PD: DENNIS REESE / MD: WILL Pendarvis (205) 432-5572 • ADDS: C&C MUSIC FACTORY, IGGY POP f./K. PIERSON, SURFACE,

WANS / Greenville PD: BILL CATCHER / MD: HOLLYWOOD JOE (803) 224-3424 • ADDS: CINDERELLA, BART SIMPSON, VANILLA ICE,

WAZY / Lafayette PD/MD: MARK CALLAGHAN (317) 474-1410 • ADDS: CELINE DION, NELSON (#35), RALPH TRESVANT,

WBBO / Augusta PD/MD: BRUCE STEVENS (803) 279-6610 • ADDS: AC/DC, HOUSE OF LORDS, JUDE COLE, PEBBLES w/BABYFACE, SARA HICKMAN,

WBNO / Bloomington PD: J.D. SCOTT / MD: JOHN WEIS (309) 829-1221 • ADDS: BAD COMPANY, DEBBIE GIBSON, DON HENLEY, WARRANT,

WBWB / Bloomington PD/MD: JIM CERONE (812) 332-9292 • ADDS: CELINE DION, ELTON JOHN, NELSON (#30), RALPH TRESVANT,

WCGQ / Columbus PD: CHUCK HARRIS / MD: LEE McCARD (404) 327-1217 • ADDS: AC/DC, AFTER 7, GEORGE LAMOND w/BRENDA K STARR, IGGY POP f./KATE PIERSON, JUDE COLE, RALPH TRESVANT, WARRANT,

WCIL-FM / Carbondale PD/MD: TONY WAITEKUS (618) 457-8114 • ADDS: CHER, ELTON JOHN, IGGY POP f./KATE PIERSON, JUDE COLE,

WDBR / Springfield PD: JIM MOORE / MD: P.J. LACEY (217) 753-5400 • ADDS: SLAUGHTER, TRACIE SPENCER, WARRANT,

WDEK / DeKalb PD: DAVE BAVIDO / MD: GAIL HENNING (815) 756-9250 • ADDS: CHER, THE CURE, GARY MOORE, PAUL YOUNG,

WERZ / Exeter PD: PETER FALCONI / MD: KEN SPALDING (603) 772-4757 • ADDS: CONCRETE BLONDE, DEE-LITE, HOUSE OF LORDS, OLETA ADAMS, RALPH TRESVANT, TRICIA LEIGH FISHER,

WEYQ / Marietta PD: JIM HOLIEWAY / MD: TRAVIS JONES (614) 373-0873 • ADDS: C. DION, CHRIS ISAAK, CINDERELLA, HOUSE OF LORDS,

WFMF / Baton Rouge PD: JOHNNY A / MD: HOLLYWOOD HARRISON (504) 383-5271 • ADDS: INXS (#35), STYX,

WFFX / Williamsport PD: TOM GALLAGHER / ASST. PD/MD: TOMMY HAWK (717) 323-3608 • ADDS: AC/DC, GEORGE LAMOND w/BRENDA K STARR, RALPH TRESVANT, STYX,

WGRD / Grand Rapids PD/MD: RON BRANDON (616) 459-4111 • ADDS: CHER, NELSON, VANILLA ICE,

WHQD / Claremont PD: KEN BARLOW / MD: DAVID ASHTON (603) 542-7735 • ADDS: AFTER 7, CHRIS ISAAK, PAUL YOUNG, BART SIMPSON, WILL TO POWER (#33),

WHYY-FM / Montgomery PD: LARRY STEVENS / MD: NIKKI STEWART (205) 264-2288 • ADDS: CHARLATANS U.K., KEITH SWEAT, MADONNA, NATASHA'S BROTHER & RACHELE CAPPELLI, RALPH TRESVANT, TRIXTER,

WHTK / Hilton Head/Savannah PD: RALPH WIMMER / MD: CLAIRE WIMMER (803) 757-9485 • ADDS: C. DENNIS, CINDERELLA, P. YOUNG, B. SIMPSON,

WIFC / Wausau PD/MD: DUFF DAMOS (715) 842-1672 • ADDS: ELISA FIORILLO, BART SIMPSON, SLAUGHTER, STEVIE B,

WIKZ / Chambersburg PD: RICK ALEXANDER / MD: ANDY SHANE (717) 263-0813 • ADDS: AC/DC, RALPH TRESVANT,

WILI / Wilmette PD/MD: JEFF SPENCER (203) 456-1111 • ADDS: BLACK BOX, CINDERELLA, PAUL SIMON, VANILLA ICE,

WINK / Ft. Myers PD: CHRIS CUE / MD: RANDY SHERWYN (813) 337-2346 • ADDS: BART SIMPSON,

WIQQ / Greenville PD/MD: LARRY THOMAS (601) 378-2642 • ADDS: PAUL YOUNG, RALPH TRESVANT, STYX,

WITZ / Jasper PD/MD: WALT FERBER (812) 482-2131 • ADDS: CHER (#25), CHRIS ISAAK (#31), ELTON JOHN (#1D), JUDE COLE (#30),

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WIZM / LaCrosse PD: SAMANTHA STRONG / MD: OPEN (608) 782-1230 • ADDS: NELSON (#29), PHIL COLLINS (#28),

WIAD / Albany PD: JOHN DAWSON / MD: CHRIS ST. JOHN (912) 246-1650 • ADDS: CHRIS ISAAK, D. GIBSON, DINO, PEBBLES w/BABYFACE, S. HICKMAN, STYX, TRICIA LEIGH FISHER, VANILLA ICE (#31),

WJDQ / Meridian PD: JOHN ANTHONY / MD: JAY RANDALL (601) 693-2381 • ADDS: DINO, ELISA FIORILLO, BART SIMPSON,

WIJMX / Florence PD: DAVE BAKER / MD: BOB CHASE (803) 665-0970 • ADDS: CONCRETE BLONDE, HOUSE OF LORDS, SLAUGHTER,

WIJZ / Racine/Kenosha PD/MD: RON BONCE (414) 694-7800 • ADDS: AC/DC, THE CURE, PAUL YOUNG, BART SIMPSON, WARRANT,

WKDD / Akron PD: JEFF CLARK / MD: DAVE NICHOLAS (216) 836-4700 • ADDS: BAD COMPANY, BREATHE, CINDERELLA, WARRANT,

WKEE / Huntington PD: PAT PAXTON / MD: GARY MILLER (304) 525-7788 • ADDS: AFTER 7, CINDERELLA, PAUL SIMON, RALPH TRESVANT, BART SIMPSON, WILL TO POWER,

WKOR / Starkville PD/MD: BOB YARBROUGH (601) 323-4980 • ADDS: C. ISAAK, D. GIBSON (#37), E. FIORILLO (#39), G. MOORE, G. LAMOND w/B. K STARR (#40), PAUL YOUNG, RALPH TRESVANT, TARA KEMP,

WKQB / Charleston PD/MD: MARY RUSSELL (803) 744-1779 • ADDS: C&C MUSIC FACTORY, CELINE DION, D. GIBSON, HOUSE OF LORDS,

WKRZ / Pittston Township PD: KEN MEDEK / MD: JERRY PADDEN (717) 883-9850 • ADDS: CINDERELLA, HOUSE OF LORDS, KEITH SWEAT, VANILLA ICE (#40),

WKSF / Asheville PD: BRIAN MALONEY / MD: GLENN TRENT (704) 255-0603 • ADDS: 2 N U, AC/DC, C. DION, CONCRETE BLONDE, G. LAMOND w/B. K STARR, R. TRESVANT, S. HICKMAN, SLAUGHTER, TRIXTER, WARRANT,

WKSM / Pensacola PD: LISA CAGLE / MD: PHIL DAVIS (904) 243-7676 • ADDS: C&C MUSIC FACTORY, VANILLA ICE,

WLRW / Champaign PD: MATT McCANN / MD: JOHN McKEIGHAN (217) 352-4141 • ADDS: CATHY DENNIS, RALPH TRESVANT,

WLXR / LaCrosse PD: TOM MARTENS / ASST. PD/MD: CHAD BRUESKE (608) 782-8335 • ADDS: AC/DC, CINDERELLA, J. JACKSON, VANILLA ICE,

WMGV / Appleton-Oshkosh PD: DAN STONE / MD: BILL LINDY (414) 426-3239 • ADDS: AC/DC, CINDERELLA, ELISA FIORILLO, PAUL SIMON, PAUL YOUNG, RALPH TRESVANT,

WMXF / Fayetteville PD: DALE O'BRIAN / MD: SAMMY SIMPSON (919) 276-2965 • ADDS: DAMN YANKEES (#22), BART SIMPSON,

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WNYF / Ithaca PD: RICK PENDLETON / MD: MARK ST. JOHN (607) 756-2828 • ADDS: JIMMY HARNAN, WHITNEY HOUSTON,

WOKI / Knoxville PD/MD: CLAY GISH (615) 531-2000 • ADDS: 2 N U, d.n.a. f./SUZANNE VEGA, VANILLA ICE (#26), WILSON PHILLIPS,

WOMP-FM / Wheeling PD/MD: CHUCK McGEE (614) 676-5661 • ADDS: AFTER 7, CONCRETE BLONDE, DINO, HOUSE OF LORDS, PRECIOUS METAL, SLAUGHTER, TRACIE SPENCER,

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WPFM / Panama City PD/MD: MIKE STONE (904) 234-8859 • ADDS: CELINE DION (#34), STYX, WARRANT (#35),

WPRF / Terre Haute PD/MD: DAVE NORTH (812) 232-1300 • ADDS: C&C MUSIC FACTORY, DINO, JOEY B. ELLIS & T. HARE, O. ADAMS, R. TRESVANT,

WPRR-FM / Altoona PD/MD: SCOTT ST. JOHN (814) 944-9456 • ADDS: AFTER 7, CINDERELLA, DEPECHE MODE, HOUSE OF LORDS, B. SIMPSON, T. L. FISHER, WARRANT,

WPST / Trenton PD: DAVE HOFFEL / MD: TRISH MERELO (609) 924-3600 • ADDS: CHRIS ISAAK, JOHNNY GILL, STYX,

WPXR / Davenport PD: DAN KENNEDY / MD: LARRY "JAMMER" DAVIS (309) 786-1800 • ADDS: AC/DC, BART SIMPSON, SURFACE,

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WQGN / Graton PD/MD: CHUCK DAVIS (203) 446-1980 • ADDS: C. DION, CINDERELLA, IGGY POP f./KATE PIERSON, TRACIE SPENCER, TRIXTER,

WQHQ / Salisbury PD/MD: BOB STEELE (301) 742-1923 • ADDS: A. BAKER (#35), D. KOZ (#32), D. GIBSON (#30), JON BON JOVI (#39), PEBBLES w/BABYFACE (#40), STYX (#38), T. PENDERGRASS (#29) VAUGHAN BROS. (#33), W. HOUSTON (#34),

WQID / Biloxi PD: TODD MARTIN / MD: RICK LOVETT (601) 388-2323 • ADDS: C. ISAAK, IGGY POP f./K. PIERSON, K. SWEAT, B. SIMPSON,

WQUT / Johnson City PD: RUFUS HURT / MD: STEVE MANN (615) 477-3127 • ADDS: d.n.a. f./SUZANNE VEGA (#40), INXS (#36), RALPH TRESVANT (#37), STYX (#35),

WQXA / York PD: MARK FEATHER / MD: KIP TAYLOR (717) 757-9402 • ADDS: GEORGE LAMOND w/BRENDA K STARR, LL COOL J, VANILLA ICE,

WRCK / Utica PD: JIM REITZ / MD: SCOTT BURTON (315) 797-1330 • ADDS: BLACK BOX, CELINE DION, STYX,

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WRTB / Vincennes PD: KEITH JONES / MD: MIKE LAUF (812) 254-4300 • ADDS: C&C MUSIC FACTORY, GEORGE LAMOND w/BRENDA K STARR, RALPH TRESVANT, BART SIMPSON, SLAUGHTER, VANILLA ICE,

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WTHI / Portland PD: ZIGGIE / MD: FREDDIE COLEMAN (207) 797-0780 • ADDS: 2 N U, CHRIS ISAAK, VANILLA ICE,

WVAF / Charleston PD: BRUCE GILBERT / MD: KEVIN KASEY (304) 925-4947 • ADDS: GEORGE LAMOND w/BRENDA K STARR (#29), MADONNA (#28), PAUL SIMON (#30), BART SIMPSON (#27),

WVIC / Lansing PD: KEVIN ROBINSON / MD: LAURA KELLEY (517) 487-5986 • ADDS: JANET JACKSON, BART SIMPSON,

WVKS / Toledo PD/MD: MIKE WHEELER (419) 531-1681 • ADDS: OLETA ADAMS,

WVNA / Tusculum PD/MD: VERONICA DeMAY (205) 383-3500 • ADDS: BAD COMPANY, CELINE DION, CHRIS ISAAK, KEITH SWEAT, RALPH TRESVANT, VANILLA ICE,

WVSR / Charleston PD/MD: BILL SHAHAN (304) 342-3136 • ADDS: CELINE DION, CHER, MAXI PRIEST, VANILLA ICE,

WWCK / Flint PD: LEE ST. MICHAELS / MD: BOB O'DELL (313) 744-1570 • ADDS: C&C MUSIC FACTORY (#37), NEW KIDS ON THE BLOCK (#36), ROBERT PALMER (#40), STYX (#38), TRACIE SPENCER,

WWFX / Bangor PD: DAVID COOPER / MD: KIDD KELLY (207) 338-2290 • ADDS: CONCRETE BLONDE, G. LAMOND w/B. K STARR (#39), O. ADAMS,

WYCR / York PD/MD: DAVY CROCKETT (717) 637-3831 • ADDS: AC/DC, INXS, PAUL SIMON, SLAUGHTER, WARRANT, WILL TO POWER (#30),

WYKS / Gainesville PD: JERI BANTA / MD: JIM FOX (904) 375-2200 • ADDS: AC/DC, CELINE DION, CINDERELLA, DEPECHE MODE, VANILLA ICE,

WZOK / Rockford PD: STEVE SUMMERS / MD: JESSE GARCIA (815) 399-2233 • ADDS: 2 N U, CELINE DION (#32), HOUSE OF LORDS,

WZYQ / Frederick PD: None / MD: BEN JAMIN (301) 663-5000 • ADDS: C&C MUSIC FACTORY, CINDERELLA, GEORGE LAMOND w/BRENDA K STARR, BART SIMPSON (#30),

Y94 / Fargo PD/MD: JACK LUNDY (701) 241-5376 • ADDS: CELINE DION, RALPH TRESVANT, WARRANT,

Z102 / Savannah PD: RAY WILLIAMS / MD: STANTON JAY (912) 233-8807 • ADDS: AC/DC, CHER, HOUSE OF LORDS, KEITH SWEAT, RALPH TRESVANT (#32), VANILLA ICE,

Z103 / Tallahassee PD: KEVIN GOSSETT / MD: JIMMY JAMM (904) 386-5141 • ADDS: BREATHE (#38), THE OUTFIELD, BART SIMPSON (#33), WINGER (#35),

Z104 / Madison PD: MATT HUDSON / MD: FLETCHER KEYES (608) 274-2720 • ADDS: SURFACE,

Z93 / Kakama PD/MD: SCOTT ALAN (317) 453-1212 • ADDS: AC/DC, ELISA FIORILLO, PAUL YOUNG, BART SIMPSON,

Z97 / Billings PD: CRAIG SULLIVAN / MD: RANDY IEZZI (406) 248-2681 • ADDS: 2 N U, BAD COMPANY, BREATHE, C&C MUSIC FACTORY,

LES GARLAND

by Barry Fiedel VP Programming, Video Jukebox Network

LES, WHO IS THAT BLOND GUY ON THE COVER WITH YOU THIS WEEK?

The guy on the right got one of his early career breaks from a guy named Bill Drake at a small 5,000-watt radio station in Fresno, California. The guy on the left allegedly started out in Miami, Florida, and he was signed to a recording contract with ICHIBAN Records out of Atlanta. In early June we received a video here at Jukebox Network by an unknown artist. It went into the weekly music meeting, where Music Consultant Mike Cooper, myself and a few others had the feeling this video/song had potential to work with our viewers. We added it to the channel on June 20, and two weeks later it was top 15 request in our total markets' weekly-request report. Everyone knows the rest; He's **Vanilla Ice**. **Charles Koppelman, Danny Glass, Hilary Lerner** and the staff at SBK should be congratulated for taking this new artist to five million albums so far.

YOUR NEW VENTURE ACTUALLY HAD A HAND IN HELPING BREAK THIS ARTIST.

We were the first to put Vanilla Ice on television. HOT95-Jackson MS Program Director **Dave Morales** was the first to play it on the radio. Rap music, as a category, has done very well on this channel because it attracts our most active viewers. This was one of those records that quickly jumped out in a 14-day period. We started it in 30 percent of our markets and very instantly watched it take off and rack up huge requests. We immediately cut it loose and by the middle of July, *Ice Ice Baby* had gone into the top 10. It's been number one for 16 of the last 17 weeks. It's probably the biggest video/song we've ever played.

TELL US ABOUT THE JUKEBOX. IS THIS A NEW VIDEO-MUSIC CHANNEL?

This company was actually founded in 1985. Steve Peters, now owner of PETERS Records in Miami, Florida met with a couple of computer geniuses; they were talking about modern-day TV technology and they had heard about "interactive television." Interactive television was pretty much restricted to the Warner Cube Systems in Ohio back in the early days of MTV, when it was owned by WARNER/AMEX. That company experimented with that technology during the embryonic stages of interactive television, which required the installation of hardware into the consumer's home in order for that consumer to interact with their television set. That is, to send a signal back to the head end of the cable company and to be get a signal back. That was interactive television as we knew it 10 years ago. Consumers have been somewhat reluctant to go for more hardware installation into their home-entertainment centers.

In late 1985, when Steve Peters and the computer mavens started talking about interactive television, they concluded that the mission would be to develop technology utilizing what is already in everyone's home—the telephone and the television. If only the telephone could be used to activate a computer causing an event to happen on a TV set. The computer wizards began their R&D. A few hundred thousand dollars and 12 to 18 months later they came up with the technology to do it. They immediately went to Washington to patent the idea.

Then the question became, "What do we do with this technology?" One of the guys involved in the company, Bill Stacy, suggested an experiment be

done in the Miami market on TCI Cable, testing video music to see if the audience would pick up the telephone and dial a series of numbers, tapping into the computer system to make a video play as if they were at a diner punching up tunes on a Jukebox.

They tested it in about 1987, and the audience went for it in a big way. Then the question: "How to build this into a business?" They introduced the idea of the viewers paying for the privilege of programming their own videos on their TV set. The test price was \$1 a video, and interestingly enough, through experimentation and research it was discovered that the price was too low, probably because of the perceived-value equation. So the price was increased to \$2, and even more people phoned and there were zero complaints on the \$2 charge. That was the birth of the Jukebox Network.



"TV will be going through some very dramatic changes in the next 10 years, and technology is catching up with consumer demand."

Now we rocket to late 1988. The Jukebox had a few hundred-thousand subscribers, mostly in Florida. That national roll-out had not begun at that point. A partnership known as VJN PARTNERS was assembled—a division of Communications Equity & Associates, a Manhattan brokerage firm. It was decided that the time had come to bring in people with national-level cable-TV experience. Andrew Orgel was found by the partners and named President in 1988, at which time the national roll-out was launched. The Jukebox grew from 450,000 subscribers in April of '89 to over 10.3 million today. Paul Kagen and Associates are saying it's the fastest-growing programming service in TV today.

Innovative, art and technology are the main ingredients of the Jukebox project. It's a 24-hour music format on TV in the purest of forms. In terms of our company philosophy, we believe that TV will be going through some very dramatic changes in the next 10 years, and that technology is catching up with consumer demand. Our company is in this new emerging business of Viewer Response Services, in a new era of personalized television.

The Jukebox is a pure-music outlet with limited interstitial elements such as how-to promos that

explain to our viewers how to use the Network. As you watch the Jukebox, you'll see a full-screen menu displaying the available videos with a request number attached to them. Along the bottom of the screen you continually see what is either playing right now or other videos that are available.

When TV viewers are zapping and come across the Jukebox, they're intrigued by it because the graphics are different than what's usually seen on TV. Within 10 minutes, it's clear that these videos are viewer programmed. The promos explain it all. The viewers dial the 900 number shown on the screen, and a voice-over tape comes on the phone that says, "Hi, thank you for calling The Jukebox, please punch in your three-digit selection now. Assuming you want to see Vanilla Ice, *Ice Ice Baby*, and the three digit code is 051, you punch 051 on your touchtone phone, which you actually see displaying on your screen as it is entered. That interactive process relinquishes the power of programming the television set to the user.

The 051 displays on the screen. At that point the tape says, "Thank you very much for calling, your request will be coming up shortly. The telephone company will bill you." And "Thank You" flashes on your screen. You've just put Vanilla Ice in line—the average wait time nationally is approximately 20 minutes—and you'll see Vanilla Ice's *Ice Ice Baby* pop up on the television and everyone else's in that cable universe within 20 minutes.

IF TEN PEOPLE REQUEST VIDEOS AT ONCE, THAT'S OVER AN HOUR'S WORTH OF PROGRAMMING. HOW CAN A VIDEO BE GUARANTEED TO BE AIRED WITHIN 20 MINUTES?

Twenty minutes is our national average; there are cases where people wait a little bit longer, but we attempt to limit the wait time to not more than 20 minutes. Our viewers tell us they believe the wait time to be only 12 minutes.

How do we handle excessive call volume? Let's say we launch into Cincinnati, and the cable system there has a subscriber base of 160,000 homes. We know that one jukebox computer system cannot handle 160,000 homes, so we'll divide the market into four groups utilizing four systems which is predetermined by the subscriber demographic information.

You might live next door to me and you may be watching a different box than I am because we split that universe in order to handle the call volume. If we notice that the users are consistently waiting more than an hour, we split that universe. Even though the promos and graphics are the same, the order in which music plays in one box would be different from the sequence in another because the Jukeboxes are attracting two different audiences serving that particular cable or low-power TV universe.

WHERE ARE THE PLAYBACK MACHINES?

Playback machines are at the head end of the cable system in the Jukebox computer system. Right now we're in about 75% of our markets on laser discs. By mid-year '91 we will be full laser technology in every market, which improves the ability to make the Jukebox flow more smoothly to the programming eye. What we're doing is putting automated TV stations out there. The actual jukebox is no larger than the size of an industrial size-refrigerator.

(Continued on the following page)

INTERVIEW

(Continued from previous page.)

WHERE DO YOU GET THESE LASER DISCS FROM?

They are produced from the one-inch promo video clips submitted by the record companies. Laser discs are regularly produced at Pioneer. It's a very expensive method, certainly far more expensive than when we launched MTV on a transponder in '81. It's far more expensive to deliver our programming on a weekly basis. We change the music in 120 different markets every week. Interestingly, although my title is Vice President of Programming, I don't program the channel. The viewers do, or at least they do 70 percent of the time.

THE VIEWERS PROGRAM THE MUSIC THEY WANT TO HEAR AND SEE. DID YOU EVER HAVE ANY EXPERIENCE WITH VIDEO TELEVISION BEFORE?

I had a little experience with music video on television back in the '80s. I was involved in a project that eventually had moderate success—it was called MTV. **Bob Pittman**, myself, **John Sykes** (now President of CHRYSALIS) and some others including **Andy Orgel** were accused of inventing if not co-developing MTV from 1981 to when Bob and I left in 1987. I left my position as Sr. VP, Programming MTV and VH-1 at the end of '87.

WHAT'S THE BIG ADVANTAGE YOU HAVE AT THE JUKEBOX OVER THE MTV FORMAT?

It's an evolutionary step from what we started at MTV; the biggest difference between the two channels is that MTV is a nationally satellite-delivered service that's programming to over 50 million homes in America at one time. The Jukebox presently programs to 10 million homes with 120 different fully-localized systems. When the Jukebox is in 50 million homes we'll have hundreds of different systems, each programming for the specific tastes of that particular market.

Going back to the Cincinnati example, I can pull out the weekly request data for those four boxes. Even though they all serve Cincinnati, musically you'll see four distinctively different request data print-outs. One of the boxes will lean a little more Urban and Rap, another box might be a little Rap and a little Metal, a third might skew a little more Pop, and the fourth might be pure Rock & Roll. We are discovering some very incredible information because we're generating over 500,000 telephone calls a month. The most interesting thing is that when we spot a hit, we know it within 14 to 21 days.

When I came aboard in February my first goal was to inform the music industry of the Jukebox. I was hearing, "What is that jukebox thing? I've heard a little bit about it, but what is it?" **Andy Orgel**, **Mike Cooper** and myself went to the record companies in New York and Los Angeles with what we called the Jukebox Tour '90. We presented the Jukebox concept and shared the research with the executives in the labels—the huge number of requests we were banging down, how they can use this data, how we can pinpoint label promotion and marketing efforts to a specific market and how we can work together to develop new artists and established acts, too.

The record companies are tapping into that in a big way these days. I'll never forget leaving the the ELEKTRA presentation; **Bob Krasnow** said the Jukebox was probably the greatest marketing tool to come along since he was introduced to MTV. And he's right. No one has 500,000 active callers and even more active viewers. These are music purchasers. No one runs a playlist that resembles ours. We don't resemble any radio station you've ever heard; we don't look like any of the nationally

satellite-delivered music-TV services. We play a lot of music the others don't play. It works for us. The Jukebox is alternative/underground television. MTV is not our competition. We compliment what MTV is doing in a given market situation. MTV is hugely successful today and there's no reason to believe they're not going to continue to be. What we've done with the Jukebox is put more music on TV in America, and that will translate into more sales for record companies and hopefully a profitable business for Video Jukebox Network and its shareholders.

ONE OF THE GREAT THINGS YOU DID FOR THE INDUSTRY WHEN YOU CREATED MTV WAS GIVE MUSIC AN ALTERNATIVE WAY OF BEING EXPOSED TO A NATIONAL AUDIENCE OTHER THAN THE TRADITIONAL ROUTE OF RADIO OR IN-STORE PLAY IN RETAIL STORES. YET IF YOU'RE TOTALLY-REQUEST BASED, THEN HOW DO YOU EXPOSE NEW MUSIC?

We're adding anywhere from 25 to 50 new clips every week right now. Of course we're in the fourth quarter pre-holiday heavy release period. But there's no shortage of new music with all the new labels launched in the past year or so

"We have passive viewers, who never phone in a request, and users who do. For every user our research tells us we have at least five viewers."

BUT IF NOBODY REQUESTS VIDEOS THEY HAVEN'T SEEN...?

We have a national sell-out rate of about 70 percent. During the 30% of down time we program "forced videos." We got behind a brand new video from **Another Bad Creation** on MOTOWN, which felt like it would work on the Jukebox, and we forced it into a market for a week or two to familiarize the audience with it. In non-sold slots, it pops up as do other Jukebox forced-play "picks." The audience sees the clip it a few times; if they like it, then we pull it back from forced feed to see if the audience is going to request it. That's one method.

Another is our new-video promos. These are produced for all the new videos we add to the channel each week. "Dial in your local Jukebox and check out **Another Bad Creation**, **Whitney Houston**, **Keith Sweat**, **Suicidal Tendencies**, **Social Distortion**..." and we play 10 or 15 seconds of the video. During that 10 to 15 seconds, you'll see a request number on the screen by that video. The promo is designed to arouse the interest from the viewers so they'll phone in and requests to check out the new clips. The Jukebox audience has come to know that this is the place to find new music available practically nowhere else. We're going to keep it that

way in terms of our positioning.

We've also tried something that we've only done twice in the history of the channel. About nine weeks ago, **Steve Backer** and **Polly Anthony** called me and said they had a new video that might work on the Jukebox. They **Federal Expressed** it down; the next day we looked at it. It was **Candyman's Knockin' Boots**.

Some ideas were kicked around: How to differentiate this clip from the pack? I suggested an experiment that we'd never done before: let's be straightahead with the audience and build a 30-second commercial that reads, "The people at EPIC Records have a new artist they think you'll like; his name is the Candyman..." Then **Tone Loc** comes on visually and introduces the Candyman; we play an excerpt of the video and we come back on with the copy, "That's Candyman, **Knockin' Boots**, brand new on the Jukebox. Dial your local Jukebox now and request selection number 055. The people at EPIC Records really think you'll like the Candyman; that's why they paid for this commercial." Thousands of people phoned in that week, and the video debuted at #3 in total-market requests.

HITMAKERS' OWN RETAIL REPORTING SYSTEM HAS SHOWN THAT YOUR AIRPLAY HAS RESULTED IN MASSIVE SALES FOR THE CANDYMAN PROJECT, A RECORD THAT DID WELL WHERE IT WAS PLAYED BUT IT NEVER ATTAINED MAJOR NATIONAL STATUS ON RADIO. YOUR SERVICE ACCOUNTED FOR SELLING A LOT OF PRODUCT FOR EPIC RECORDS.

We experimented with a great label and hit a home run. Following our initial exposure, EPIC kicked in their marketing and promotion and did the rest. With radio as fragmented as it is these days, it's very difficult for a specialized record like that to make it in all formats. It speaks a lot for where we are in 1990 and the need for a different channel, one that plays music that's not available everywhere.

The Jukebox attracts a very active audience. Our audience requests anywhere from three to six videos on average per month per user. Anyone who would spend 15 or 20 dollars a month making requests on TV to see videos certainly is the very same audience that will go to the record store to buy a cassette or CD. Our target audience is 12-34 and we skew evenly amongst the teens, the 18-24s and the 25-34s. However, we have two types of viewers: passive viewers, who never phone in a request, and the users who do. For every user our research is telling us we have at least five viewers.

HOW DO YOU STOP UNAUTHORIZED USE BY KIDS?

That's called a DAK Rate, which stands for "Deny All Knowledge," as in "I don't know anything about that telephone call." The telephone 900 business has grown from \$500 million two years ago to over \$2 billion this year. For example, if mom and dad get the telephone bill next month and notice that Johnny phoned in 100 requests to the Jukebox, Dad might call the phone company and go nuclear. The phone company is then going to contact us, and we eat the loss.

The National DAK rate on 900 exchanges is approximately 20 to 22 percent. In our business the DAK rate is approximately 8 percent, so it's not severe enough that it'll put us out of business. We have very few complaints on our live-operator 800 customer-service line. We promote the customer-service line every hour for suggestions, questions or even complaints. We get about 60,000 calls a month with a complaint ratio of less than one percent. The

(Continued on page 42.)

RALPH TRESVANT
"Sensitivity"

MAINSTREAM TOP40: 34-29
 CROSSOVER TOP40: 3-1
 NATIONAL SINGLE SALES: 9-7
 NATIONAL ALBUM SALES: 29-15



One Of Most Added Again With 51 Adds!

WEGX #26 XL106.7 #29 WKSI
 KPLZ #23 KJ103 WAPI #28
 WPHR Z99 WRVQ

Check Out These Major Mainstream Moves:

WPLJ (32-29)	WHYT (19-15)	POWER99 (23-20)	WNVZ (21-17)	KC101 (29-23)
Z100 (27-22)	WXKS-FM (11-8)	KDWB-FM (25-22)	KSAQ (40-22)	WKSS (11-5)
KIIS-FM (16-14)	WZOU (24-21)	Y108 (5-3)	B97 (25-21)	WTIC-FM (18-10)
B96 (24-20)	KKBQ (34-31)	PRO-FM (34-31)	HOT94.9 (D#25)	WGTZ (23-19)
Z95 (D#25)	POWER104 (26-22)	KWOD (23-18)	WKSE (28-23)	WAPE (13-9)

PEBBLES
"Love Makes Things Happen"
(DUET WITH BABYFACE)

CROSSOVER TOP40: 24-19
A HITBOUND!
A CRUSADES!



Just Added At:

WHYT!! KGGI!! WAPE!!

THE BEAT (15-11)	WUSL (11-5)	Z90 (31-26)	Y108 (29-17)
KMEL (16-14)	100.3JAMZ (5-3)	POWER PIG (31-26)	102JAMZ (#5)
KSOL (11-10)	HOT105 (24-20)	KKFR (26-22)	WAPI (27-23)

ELTON JOHN
"You gotta love someone"

MAINSTREAM TOP40: NEW #38
 ADULT TOP40: 17-9
A HITBOUND! A CRUSADES!



Just Added At:

WBLI!! MIX105.1!! 98PXY #30!!

Q101 (#15)	WXKS (24-20)	KAER (#6)	KISS104 (25-22)
Q95 (#13)	MIX96.5 (D#25)	KISN (18-13)	CKOI (37-32)
MIX107.3 (26-22)	Y100 (23-19)	WJLK-FM (#2)	and more
STAR105 (5-3)	STAR94 (15-14)	WKZL (D#35)	

TRIXTER
"Give it to me good"

A HITBOUND!

MECHANIC



ACTIVE ROTATION- MTV!!
PIRATE RADIO (12-11)

KFBD (15-14)	KOYE (31-27)	OK95 (35-30)	WQGN (Add)
KFTZ (D#40)	KSDR (38-35)	Q104 (32-27)	WTBX (Add)
KISR (27-23)	KTUX (40-37)	WHHY-FM (Add)	and more
KJLS (18-15)	KYYY (Add #39)	WKSF (Add)	
KNIN (32-29)	KZMC (35-29)	WOMP-FM (D#36)	

MCA RECORDS

INTERVIEW

(Continued from page 40.)

audience is very satisfied with what we're doing. We get very few complaints concerning cost.

WHAT IF A RECORD COMPANY WANTED TO HYPE WHAT'S HAPPENING ON THE CHANNEL BY MAKING THEIR OWN CALLS?

We have 120 different telephone numbers in 120 different markets, and we've never made those telephone numbers available to anyone. I've been asked for the numbers, but I haven't figured out whether we should comply. Someday we'll be able to print out every phone number, zip code and head of household who requested, say, Vanilla Ice.

YOU'RE A STEP AWAY FROM A COMPUTER ANALYZING YOUR WEEKLY PHONE CALLS, GIVING YOU THE SOCIOLOGICAL BREAKDOWN ON WHO'S CALLING.

Absolutely correct. That's one of the technologies on the horizon for the Jukebox, because this project is really about technology. Ten years ago if someone had told me that it would be possible to pick up the telephone and dial a series of numbers to activate something on the TV set, I'd probably have thought that person was insane. But here we are in 1990 and we're doing it.

So you look at the crystal ball and ask where is this going to be in 1995? We will be able to cluster all the Rap fans. We'll have cluster lists of people who have requested hardcore Rock & Roll and soft rock. We'll even be able to print out every viewer who requested Vanilla Ice. Imagine what it will be worth to a record company for future marketing programs.

We're experimenting with a program that we started two months ago called Hot Disc. Pick up your telephone and dial 1-900-HOT DISC. The first thing you hear is a little bit of music, then the announcer comes on and says "Hi, thank you for calling Hot Disc, punch in your category now: Rap -1, Rock -2, Urban -3," and so on. You punch the appropriate digit on your phone for the music you're interested in sampling.

Let's say you chose Rap. You're then asked to pick from one of the artists in the genre. Punch a number on your phone and the sample line goes into that album. So you punch the Candyman album. It'll then take you through each track on the album, playing 30 seconds each cut one from first song to the last. At the end of that sequence, if you wish to purchase it, you punch zero and go to a live operator to order the album, and it's delivered to you within a week.

We're doing that in association with Michael Omansky's Worldwide Marketing and J&R Music in New York, who's handling the fulfillment, so we're not bypassing retail. We have promos that are running six or eight times a day promoting the Hot Disc program. We're very excited about it; it's another way for the record companies to get their music into the consumers' hands and ears. Don't forget that a lot of the music sold in the world today is sold through mail order. There's another audience out there who don't frequent record stores. We must find ways to tap those people. That's going to propel pre-recorded music sales to a \$10 billion-a-year business.

HOW COME, NO MATTER WHAT YOU DO, YOU'RE ALWAYS ON THE CUTTING EDGE.

I've never been able to sit still. I stayed at MTV longer than I ever stayed anywhere, and that was due to the astronomical challenges that we faced from launch to cultural acceptance to profits. Of course I was having a great time doing work that I loved. If you think back to 1981, cable television was a relatively new business. People thought of cable

television in those days as HBO. With MTV, we launched very special programming: music on TV around the clock. It would appeal to an age group that wasn't being delivered on TV even by the most highest-rated shows amongst the 12-34s. That audience was being underserved. Bob Pittman and I (and the others) who started MTV believed that music would work on television. We super-served our target audience with what they wanted—something new, Rock & Roll on TV.

When I left ATLANTIC Records to go do MTV in 1981, a lot of my friends thought I had completely lost my mind. Most everyone except for Doug Morris, who urged me to go with Bob Pittman on this ride. No one had ever done music on TV 24 hours a day. MTV was certainly the most innovative entertainment project of the 1980s. It visualized music, and brought music into the home on the television set. We also saw the incredible increases in revenue for the record companies because of the visualization of music. We saw new artists breaking who most likely wouldn't have gotten a shot on radio. We saw the changes in radio. We saw the changes in TV commercials, the network TV shows themselves, films, hairstyles, and clothing styles—MTV changed the youth culture of the '80s.

"Narrowcasting has been fed to the audience for 10 years, and perhaps they've had enough. Maybe they're looking for a wide variety of music."

We lived by the philosophy of narrowcasting when we plowed MTV out there. Narrowcasting is what brought cable TV into the American home. In 1981 if someone had told you that there was going to be two 24-hour news channels, a weather channel, a home-shopping channel, finance channels, sports channels and all the other programming services on TV, you probably would've thought they were hallucinating. But here we are 10 years later and that's exactly what's happening. In any given market in America, people have more than 30 channels to choose from. We have almost 75-80 percent penetration into the American homes with cable television, and it's certainly the right demographics for Madison Avenue. People over 50 traditionally don't take cable, but there's nearly a 100% penetration of cable television in the American television households and people under 50.

As cable was growing in the '80s, radio was going through its serious fragmentation period, with stations fighting fierce competitive battles for tenths of points

in specific demographic target groups. Radio got forced into the corner of narrowcasting. We all know that Top40 stations have variations, musically, from market to market. No two stations play the same music like they did in the Drake era of Top40 radio.

As that fragmentation spread throughout the country, the audience was listening to more and more radio stations on average. Is it because the audience is looking for variety? I believe so. This narrowcasting philosophy has been fed to the audience for 10 years and perhaps they've had enough. Maybe the audience is looking within the genre of contemporary music for a wide variety of music.

That's one of the reasons the Jukebox has found itself in the unique position of being an underground TV station. Our viewers tell us we're different; we play music they didn't know existed because they don't hear it on the radio or on MTV. We play everything from **Bette Midler** to **Queensryche**. Watching an hour of The Jukebox and you'll see **Vanilla Ice**, **Whitney Houston**, **Public Enemy**, **M.C. Hammer**, **Suicidal Tendencies**, **Dino** and **Gerardo**. It's a little bit of everything but it's all very contemporary. The viewers are saying, "These are my peers programming this channel." If the viewer doesn't like what's playing, change it with a phone call. If they do like it, then kick back and dig it. It's different. Differentiation is the key.

WHEN YOU TRAVEL AROUND THE COUNTRY TODAY, WHAT DO YOU SEE THAT'S WRONG WITH TOP40 RADIO?

It's too safe. I used to always say of my last great radio station, KFRC, which is one of the great radio stations that ever existed in America, it just had a feel, you just knew. You could flip KFRC on even in the middle of a record and know that this station was tuned into northern California. It was exciting, it was on the edge and we weren't afraid to take chances in its programming content, whether it be the music, news and public-affairs programs, promotions or contests. The presentation was the best on the dial. It was not a safe radio station that was living by the numbers—researching a few hundred people each week to determine what we do next week. We weren't afraid to fly by the seat of our pants. We figured that for every five not-so-successful ideas, if there was one killer we would keep that edge and be hugely successful. And it turned out to be true. We believed in playing music that fit our sound.

I'll never forget when I left WRKO in Boston, Paul Drew said, "You're nuts if you go to San Francisco, Garland. You've had an immaculate career; you've never lost in the ratings. Why would you go there? That's the number-one music station in town. It has nowhere to go but down." I replied, "It might be the number-one music station in town, but it's the number-three station next to KCBS and KGO, and I believe we can beat both of them." D

I went there, met **Dave Sholin**, my Music director, we clicked and the staff clicked. We took that radio station from a 5.5 to an 8.2. For the first time in the history of that market, KFRC was the number-one radio station in San Francisco. We went with our gut a lot and the research a little. We were on the streets, we talked to the listeners, and did a lot of localizing and imaginative contests that money couldn't buy. KFRC was a great experience in my career.

The contest philosophy I took to MTV and it worked there, too. It was the Barnum & Bailey attitude toward entertainment. It's show business; it's a circus. It doesn't matter if it's radio, TV records, movies or a restaurant, you have to differentiate yourself from the rest, and I don't know any other way to do that other than doing the bizarre and unpredictable. For instance, on this channel we can't afford the huge expensive contests that MTV can. They give away

(Continued on page 42.)



PAUL SIMON

"THE OBVIOUS CHILD"

Produced by Paul Simon - Engineered by Roy Halee

#2 HOTTEST SELLING ALBUM NATIONALLY AGAIN THIS WEEK!!!

#1 Reports This Week Include...

SOUNDWAVES, Houston (1),
WATERLOO RECORDS, Austin (1),
ALWILK RECORDS, Livingston (1),
TOWER RECORDS, Wash. (1),

RICHMAN BROTHERS, Pennsauken (1),
NAVARRE 1-STOP, Brooklyn Center (1),
DOWN IN THE VALLEY, Golden Valley (1),
ELECTRIC FETUS, Minneapolis (1),
HARMONY HOUSE, Troy (1),
EL ROY DIST., Port Washington (1),

TOWER RECORDS, New York (1),
LECHMERE RECORDS, Woburn (1),
VALLEY RECORD DIST., Woodland (1),
MUSIC PEOPLE INC., Oakland (1),
RAINBOW RECORDS, Union City (1),
TOWER RECORDS, San Diego (1)

COAST TO COAST, RETAIL SEZ...

TOWER Records-New York, Maria Wibbles (Merchandise Purchaser) -

"The in-store request action is awesome, coupled with #1 sales this week!"

TOWER Records-Hollywood, Howard Krumholtz (Album Purchaser) -

"Sales with minimal airplay are outstanding...Paul Simon has an active audience!"

HOT Action...

WXKS (31-25) HOT94.9 (D#29)
KISN (D#33) Z99 (26-23) CKOI (32-28)

KAGO (D#38) KEWB (33-30) KFBQ (D#35) KG95 (Add) KHOK (Add)
KISM (23-18) KOYE (D#35) KPXI (D#37) KQKY-FM (Add) KSMB (Add)
KWNZ (Add) KZZU (D#32) LIVE105.5 (Add) WBBQ (37-34)
WCIL-FM (D#26) WDEK (D#40) WERZ (D#40) WILI (Add)
WIXX (22-17) WKEE (Add) WMGV (Add) WPST (37-33)
WQCM (30-26) WTBX (D#35) WVAF (Add #30)
WYCR (Add) WZOK (32-29) and more



T.K.A. f/Michelle Visage

"CRASH (HAVE SOME FUN)"



THIS RECORD REACTS!!!

HITMAKERS CROSSOVER TOP40 CHART: 49-45

CLUB CHART: NEW #8 A HITBOUND!

HOT Action...

HOT97 (8-6) WLOL-FM (26-23)

KXXR (34-31) KTFM (Add)

KDON (D#29) KFBQ (Add) KZFM (35-30) and more



INTERVIEW

(Continued from previous page.)

radio stations, houses, money and so on. If MTV is going to giving away a radio station maybe we should give away a radio—the only difference is that it's Vanilla Ice's boom box and he'll deliver it to you. Let's do a bungi-jumping contest with the Flavor Flav. Let's give away the Kid Frost's *La Raza* car. Let's do a VIP tour and sell tickets to a 900 number and fly winners out. We have to give people something to talk about, that'll put us on the top of their minds on that cutting edge way left of center.

That's what radio's missing today. You do hear a few great radio stations out there; I don't think there are enough of them, though. The competition will force that to happen. We are beginning to see more personality radio today radio with personality and air personalities developing their images. Lee Abrams has been on this crusade for a couple of years asking why is the morning show restricted to the morning?

How come we can't have radio stations that are exciting and fun all day long? Those are the stations I used to like to build. Whether you do it with the music, the promotions or the jocks, that element has to be there to make you different from everybody else, because anybody can play the same records you're playing. The difference is your presentation. It's the old "Theater of the Mind" rap. Your station must develop a personality and image.

AS PROGRAMMERS, HOW DO WE GET OVER THE FEAR OF LOSING OUR JOBS AND PLEASING OUR GM'S, OF WORRYING OF THE INSECURITY OF NOT KNOWING WHAT MUSIC TO PLAY?

Life is about chances and if you don't take a few you're never going to make it. You've got to believe in yourself and your creative and business abilities. You've got to believe in the truth because the truth doesn't lie.

WHAT WAS YOUR GREATEST PROGRAMMING CHALLENGE?

Probably CKLW in Detroit. When I went there the Canadian government had just passed the Canadian Content Law. That meant this enormous radio station—50,000 watts, clear channel on 800 and booming into 38 states at night as the third-largest radio station in the world in come—was being forced to play 30 percent Canadian music. To me, that meant three out of ten records we'd play were stiffs. How can we compete in a market with that many signals by playing 30 percent stiffs? We had to build a great radio station even with that liability. That was a real challenge.

How did we do that? Again, we attacked with the presentation of the station. It was a great radio station in many ways, probably second to KFRC. We managed in a very highly FM-penetrated market to hold our own. We hung right in there in the top five for the three years I was there. That was a challenge every minute of the day, keeping that radio station on a winning path.

WHAT MISTAKES DID YOU MAKE WHEN YOU WERE IN PROGRAMMING?

In the early days of my career I was not a very good delegator. I'm a bit of a perfectionist; I felt like the only way to get something done "the right way" was to do it myself. In time I learned how to delegate, to spend time with my people, share the visions and to get them to share in that vision and to understand the autonomy I gave them to get it done. When I reached the point in my career where I wasn't afraid

to give up the reins and let other people do what they do, as long as it fit within my own guidelines of the vision, it could succeed. And as I did it, I realized how much easier it was.

I came to the conclusion that if I was going to be a smart executive, whether it be in records, radio or television, I would surround myself with people better at what they do than I would be if I were doing what they do. I've never been afraid to hire people better than me. You surround yourself with people like that and it's a challenge to stay on your toes and more importantly, the product is better.

"I've never been afraid to hire people better than me. It's a challenge to stay on your toes and more importantly, the product is better."

I've had two mentors in my career, Bill Drake and Paul Drew, two of the geniuses of our time in radio broadcasting. Paul once said to me, "Garland, you've got something that none of the other RKO PDs have and that's the ability to delegate. You're not afraid to let people go do things." They're either going to succeed or fail, and in the end it'll only make you more successful.

LOOKING INTO YOUR LITTLE CRYSTAL BALL, IS INTERACTIVE RADIO JUST AROUND THE CORNER?

We're hearing a lot about digital-radio formats these days being delivered through cable. I believe in its immediate form, there will be digital-music formats in the home, but those aren't radio stations. Radio stations can be personal friends to people. It's something the listener can feel a loyalty toward. If you were competing with a station that's simply delivering music, if it were a jukebox only playing music with no personality, and you could build a radio station playing the same music with killer contests, great air personalities and great on-air presentation, you would beat that jukebox-only music format flat-out day after day.

Fifteen years ago Paul Drew was in Japan and sent me a Walkman. A lot of people thought the Walkman would destroy radio. The same thing was said back in the '50s when TV came on the scene. It was going to destroy radio, too. Well, none of that happened.

Everyone in America listens to radio every day. Radio is still very healthy. I saw the revenue forecasts and radio has a very bright immediate future. Radio is not dying; it's just more competitive

than ever.

The leisure time becomes more fragmented year after year. We're in the "Instant Gratification/Give Me Some Options" era. I don't understand how people watch seven hours of television a day, but Nielsen says the average American does. We live in an instant gratification world. People want options, and they want 'em now. Again that's the philosophy of this company, and that is if you want to see Vanilla Ice, and you've only got 15 or 20 minutes to watch television right now, well this is a channel for you. You can dial it up and see it right now. You don't have to wait around for a pre-determined rotation that a programmer has placed a given song. It's instant gratification. That's where we're headed in media.

HOW ABOUT ONE LAST LOOK AT MTV. WHAT ARE THEY DOING WRONG?

They're not doing anything wrong. MTV has enormous resources and they know their audience. They're hugely successful. MTV is a household word with more than 50 million households. Some say they're having ratings problems, but they'll still do over \$90 million in ad revenue this year. MTV can break a record tomorrow. Every act in the world wants to be on MTV. They have more viewers outside America than they have domestically. They're in over 130 million homes around the world. MTV has become an institution. They are not a pure music channel today. It's becoming a lifestyle channel more and more every day playing a limited amount of music. There's not a day goes by that you don't pick up print media and see those three magical letters somewhere.

If they're doing anything wrong, they've become too successful. MTV is huge, and some people have a problem with that. The people at MTV have chosen to be more hit-based and seem to reflect radio these days instead of leading radio. They cannot play a list as wide and focus on new artists like we can with the Jukebox. They're in a different game than the Jukebox is in. MTV is playing the ratings game. If MTV has a .6 24-hour rating, the goal of the people who program that channel is to get a .8. And when they get it to a .8 then they have to get a 1. And then a 1.2 because the ratings determine the advertising revenue. They're in the ratings game. The Jukebox is not.

There's plenty of room in the American TV market for MTV and the Jukebox Network, too. This is America, remember? We have a 24-hour weather channel on TV in this country. The era of personalized viewer-programmed TV is on the horizon and VJN is positioned out front as we enter this "Want-It-Now" decade of the '90s. And you know what? MTV banned Madonna's new video. The Jukebox viewers wanted it, and we let 'em have it.



See Exclusive
Regional Video Jukebox
Charts on page 13

December 7, 1990

House Of Lords

"Remember My Name"

SIMMONS RECORDS

A HITMAKERS CRUSADE! A HITBOUND!

Immediate Adds:

WNVZ!!!

KISN!!!

99.9KHI

FM104

KATM

KCAQ

KF95

KFBQ

KFTZ

KHSS

KIKX

KISR

KJLS #40

KNIN

KTRS

KTUX

KZZB

KZZU

Q104

WBBQ

WERZ

WEYQ

WJMX

WKQB

WKRZ

WOMP-FM

WPRR-FM

WZOK

Z102



The Charlatans U.K.

"The Only One I Know"

Added This Week...WXKS - Boston!

HOT94.9 (#30)

WNVZ (On)

KSAQ (On)

KBOZ (Add)

KFBD (Add)

KRAJ (40-30)

KZZB (D#39)

KZZU (Add)

G98 (Add)

WHTO (Add)

WHHY-FM (Add)

ZFUN (Add)

99.9KHI (On)

WBBQ (On)

K106 (On)

KZFM (On)

WZYP (On)

99WAYS (On)

KTUX (On)

KF95 (On)

KATM (On)

WNYP (On)

KAKS (On)

KQIZ (On)

WQID (On)

KISR (On)

WJMX (On)

KFTZ (On)

& more

REGGARS BANQUET

Black Box

"I Don't Know Anybody Else"

HITMAKERS CLUB CHART: 15-1

A CRUSADE!

Just Added: WPGC!!! WZOU #27!!!

WLOL!!! KXXR!!! KWOD!!!

WKSE!!! WFLY!!! WKSE!!! and more

HOT97 (25-17)

B96 (29-24)

KMEL (30-27)

WXKS (26-17)

102JAMZ (35-28)

CKOI (D#38)

WNVZ (On)

WFLZ (#37)

HOT102 (On)

KKFR (On)

WMJQ (On)

WKSS (On)

WDJX (On)

Y107 (On)

and more



Records, Cassettes, Compact Discs

BERTELSMANN MUSIC GROUP



The Great PD Blitz continues, with about 7000 people applying for 3 programming jobs: KC101-New Haven to replace STEF RYBAK, 98PXY-Rochester to replace the departing KEVIN KENNEY, and the KKYK-Little Rock gig.

THE EAR hears that former KROY-Sacramento PD (and current KIIS-FM weekend) SEAN LYNCH has been inked to be the West Coast Regional Promo Rep for INTERSCOPE Records, and will be based in Seattle.

New Reporter Gets Free Mention! Film at 11:

We would like to plug another in a series of fabulous new reporters to HITMAKERS. This week's victim is WMXN (MIX105) in Norfolk, Virginia. The PD of this Adult Top40 station is KEITH HILL, and the airstaff features a couple of market vets, including former crosstown Z104 MD BEAVER CLEAVER, (now using the name MIKE ELLIOTT), and former WGH PD JEFF MOREAU. Stay tuned, as the battle heats up in Norfolk!

Movin' On Up:

RALPH WIMMER, PD/Morning Guy of WHTK-Hilton Head Island, S.C., is heading to Z102-Savannah for the same thing. This leaves WHTK with an immediate opening for a PD/Morning Personality. If you would like to work at a 100,000 watt blowtorch, and live in this beautiful part of the country, rush your T&R, along with programming philosophy, references, and production samples to: WILLIAM B. (BEAU) SANDERS, GM, 99.7 WHTK. P.O. Drawer 22010, Hilton Head Island, S.C. 29925-2010.

WZPL-Indianapolis Research Director and Programming Asst. CHRIS DAVIS has been named Interim Music Director until a permanent replacement is named for MICHAEL J. POWERS, who left last week to work for A&M Records. He will be taking music calls on Mondays and Fridays after 11:00 am E.S.T.

ERIC STRYKER, MD/Nights at HOT99.9-Allentown, is leaving for APD/Mornings at WPXR-Quad Cities. The door is open, so if you're a hip, streetwise, high-energy night jock with MD potential, and you'd like to learn from one of the best in the biz, send your stuff to: CLARKE INGRAM, HOT99.9, Box 190, Easton, Pa. 18042.

FOX Hires New Janitor:

JOHN McFADDEN, PD of The FOX-Detroit called THE EAR to announce that the search for a new night jock was over. THE JANITOR, formerly of POWER99-Atlanta will make his debut soon in the 6-10pm slot. Look out, here comes a quote: "We conducted a nationwide search for four months, and I feel confident that THE JANITOR is going to clean up the market," said McFadden.

Job Openings That Aren't Seasonal:

WDEK-Dekalb, Illinois has an opening for Afternoon Drive/MD. Females are encouraged, and computer experience is helpful. T&R to DAVE BAVIDO, WDEK, 711 N. First, Dekalb, Ill. 60115.

WQHQ-Salisbury, Md., an Adult Top40, is looking for a copywriter. Work with an 8-member sales staff just minutes from an actual ocean! Send writing samples, produced spots, and resume to: BOB STEELE, OM/PD - WQHQ(Q105), 213-219 W. Main St., Salisbury, Md. 21801.

LEE CRUZE, APD/Morning Guy at KSAQ-San Antonio crawled to a phone to tell THE EAR that he and about 15,000 of his closest friends had a swell time at the MTV Street Party, which was taped last week, for airing on Friday, Dec. 7. The festivities were held on St. Mary's Street, the party nerve center of The Alamo City, and featured appearances by MTV's own DASY FUENTES and PAULY SHORE. Cruze said that the station gave out Q96 stickers to everyone, so you may notice several thousand of them displayed on your favorite body parts on TV. He reports that the most often heard phrase during this night of debauchery was, "I've fallen, and I can't get up!"



X102-Reno EX-Morning Guy MAX MAJORS, and EX-MD/Night Jock MIKE ABRAMS are letting the folks of Reno know that their station changed call letters and format to Classic Rock a few weeks ago. MAX and MIKE are still looking for gigs that will give them a very Merry EX-MAS. Call Max at (702) 331-1233, and MIKE can be reached at (702) 786-5932.

In Search Of.....

GARY ZANE, Afternoon jock at KCPX-Salt Lake City, has chosen not to renew his contract. He's had the #1-rated PM Drive show in the market for the past three years. KCPX switched from Top40 to AC recently, and Gary is looking for a gig at a current-based Top40 station. Won't you help.....Give him a call at (801) 266-0769.

Hey, Beat THIS!

Congrats to KKBT(The BEAT) here in Los Angeles, on the success of their recent Christmas party, held at The Palladium. The fast-rising Urban Contemporary station gathered over 3,000 listeners who were asked to bring "Toys For Tots" as their admission fee. The all-star lineup included performances by LL COOL J, TONY TERRY, JASMINE GUY, and SAMUELLE, as well as special appearances by JOHNNY GILL and MORRIS DAY!

People Getting Upped This Week:

TONY ARIAS has been upped to Promotions Director at KYRK-Las Vegas, sez PD GREG LENNY. Also, at KFTZ-Idaho Falls, Nite Guy BRENT O'BRIEN has been upped to MD, sez RICH SUMMERS, PD of KFTZ(Z103.3).

Inbound and Outbound:

"HITMAN" McKAY of 99.9KHI-Ocean City now has more titles than the Dept. of Motor Vehicles, as he adds OM to the already large, gaudy sign on his desk. He's also PD and VP/Programming for Baltimore Radio Shows, Inc. He called THE EAR, (collect), and after taking a BIG breath, blurted out these major changes this week:

APD/MD KEVIN OCEAN is out, along with weekenders DAN GLADDING and TODD MATHEWS. Meanwhile, Night Jock "SLICK" RICK KELLY is upped to APD/MD and Afternoons. C.C. McCARTNEY is upped from Overnites to Middays, THE CRUISER moves from Afternoons to Nights, and parttimer CHET McCOY moves to Overnights.

Also GM CHOPPY LAYTON and OM WAYNE POWELL, who originally put KHI on the air 13 years ago, are leaving to start up a new station just south of Ocean City. GSM STEVIE MICHAELS-PRETTYMAN segues into the GM chair.

HOLLYWOOD (I swear I'm gonna start giving these guys numbers...) McKENZIE, former Night Jock at Z102-Savannah, is back home in Brooklyn and looking: Call him at (718) 436-3526.

And Finally...There's a new PD in town at K106-Beaumont. He's JEFF COCHRAN, knee-deep in culture shock, from KHTT-Santa Rosa, California.

THE EAR hears that WARNER BROS. recording artist TOMMY PAGE is back in the studio, even as we speak, working on his next album. We've been hearing some great rumors about a song he's working on with DIANE WARREN and MICHAEL BOLTON. Tommy also wrote and recorded a brand-new Christmas song, "You Make Christmas Feel Like Heaven," which could fit right in to your X-mas music programming plans...



DONNY DOES BIRMINGHAM!!! CAPITOL recording artist DONNY OSMOND was in Birmingham recently at the HITMAKERS Seminar, and also hung out at 195. Pictured with DONNY are, Clockwise from top: 195 VP/Programming MARK ST. JOHN, POWER99 APD LESLIE FRAM, 195 MD SCOTT BOHANNON, DONNY, and POWER99 PD RICK STACY.

Late-Breaking News and Inflammation:

GREG THOMPSON resigned his post as VP/Promotion at CHRYSALIS Records this week to join JEFF McCLUSKEY and ASSOCIATES as GM. Greg will be staying on with the label until the end of the year, and then moving to Chicago to assume his new responsibilities. (Stay tuned for complete details next week.)

Just as we speculated last week, KANDY KLUTCH has indeed exited KKYK-Little Rock to join BRIAN BRIDGMAN in St. Louis as MD of KHTK. He's also bringing JOE MAMA from KKYK for nights, replacing MIKE SHANNON, who has left the building. Shannon's got a great aircheck, so give him a call at (314) 731-3253.

This leaves KKYK with tumbleweeds blowing down the hallways, as they are in serious need of a PD and MD ASAP! With the shortage of good programming gigs available, you know that the stampede has already started for this one! Get those tapes and resumes to GM MIKE ROSEN right away!

Speaking of KHTK, the storm damage that knocked the station off the air last week was more serious than everyone thought. As of press time, they had been off the air for over 7 days, but according to Bridgman, they should be back on the air on Dec. 6th, from an old tower site across the Mississippi River in Illinois. Because of a short-space problem, they were denied permission last week to locate their antenna on the market's "Super Tower," which is home to just about every other station in town.

THE TIME

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