

HITMAKERS MAGAZINE

ADULT TOP 40

TARGET
25+

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 "Lyin' 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 Irresistible" to play this! New at Y100, MIX105.1 and WNCI(#30).

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 *Unskinny Bop*, four lucky 99.5 WPLJ listeners were dancing with singer Bret 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.