

## I N S I D E:

METROPOLITAN'S  
BRAZELL ON WMMR/ARB  
FLAP

WMMR/Philadelphia's diary-like promotion, and Arbitron's decision not to delist the station over it, aroused much controversy. Metropolitan President Carl Brazell explains the intent and effects of the promotion, and discusses why he feels R&R's coverage has been unfair.

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BROADCASTERS REACT  
TO FAIRNESS DEFEAT

Following the Fairness Doctrine's most recent defeat over the holidays, broadcasters are taking pains to reassure the nation that balanced coverage will be maintained.

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RADIO & RECORDS  
Convention  
'88UPDATE: RADIO'S STARS SPARK  
OPENING DAY SESSIONS

Thursday (March 3) sessions start R&R Convention '88 on an exciting note, as radio's most burning issues are treated in brand-new ways by the industry's leading executives. Some examples:

- A spontaneous CHR strategy session with **Scott Shannon, Buzz Bennett, Steve Rivers, and Sunny Joe White.**
- Winning promotions from **Kid Leo, John Lander & Ron Parker, and Mason Dixon & Randy Kabrich.**
- How Urban stations can go after general market ad dollars, with **Tom Joyner of Joyner Communications and NABOB's Jim Hutchinson.**
- A comprehensive look at NAC with the format's trailblazers — **Frank Cody, Steve Feinstein, Frank Forest, Bob O'Connor, and John Sebastian.**
- "Are These Guys After Your Job?" — a different kind of AOR session with the hottest new PDs on the horizon.
- Complete Country radio teams — President, GM, PD, consultant — deal with real-life radio situations that you, the audience, help set up.
- Frank, no-holds-barred radio/record discussions on the key topics involving both sides in each format.

And that's just part of Thursday. Watch R&R for more details and more name attractions. Convention registration forms on Page 31.

Newsstand Price \$5.00

Lesourd Transfers  
To Q107 Pres./GM

Maureen Lesourd, GSM at WPLJ (now WWPR)/New York, has transferred to Cap Cities/ABC sister CHR outlet WRQX (Q107)/Washington as President/GM. WMAL/Washington President/GM Fred Weinhaus had been managing Q107 on an interim basis since previous WRQX GM Ernie Fears retired six months ago, and now returns fulltime to WMAL.



Maureen Lesourd

Lesourd is a six-year company veteran who held various

sales positions at WPLJ, with prior sales experience as an AE at Grey Advertising. She said her new post is "something that's really been a goal of mine. I've got a staff full of great people who will teach me well. Format-wise, I'm quite familiar with the competitive environment. We're going to work hard as a team to make it all happen for Q107."

In her new duties, Lesourd will report to Cap Cities/ABC Group II President Norm Schrott. Her replacement in New York has not been named.

## Cody Forms New Consultancy

## Exits Wave, Teams With Leach In New Pyramid Division

Frank Cody, VP/Programming at KTWV (The Wave)/Los Angeles and at Satellite Music Network's Wave Network, has left both posts to form Cody/Leach Broadcast Architecture with former Leach Research head Owen Leach. The new company will be a division of Pyramid Broadcasting, which recently acquired Leach Research.

Headquartered in Princeton, NJ, Cody and Leach will develop ideas for radio programmers and provide research to Pyramid stations, as well as to other clients, including food companies.

Cody told R&R, "I'd like to apply the same kind of thinking and creativity that went into the Wave to other products and services beyond broadcasting. We'll have our hands full in satisfying the needs of Pyramid and our first clients. I've been in radio 25 years, and wanted to get out of the day-to-day activities of running a station. The most satisfying thing that came



Frank Cody

out of the Wave was the process of creating it."

Cody added, "Working with Owen Leach's vision-perception approach to research will be an inspiration."

Pyramid CEO Richard Balsbaugh said, "This is the first



Owen Leach

time any radio company has established an official think tank structure. We'll deal with major questions confronting radio and develop formative approaches that will help us as we pursue station acquisitions.

CODY/See Page 21

## CINNAMON, DeLUCATORBET SR. VPs

Guild Promoted To  
Interep President

Interep Exec. VP/GM Marc Guild has been named President of the firm. In addition, two of the company's Torbet division executives, Kandice Cinnamon and Mariann DeLuca, have been given Sr. VP appointments.

Guild will have complete responsibility over the ad nets Internet and Supernet, as well as the rep firms Durpette & Associates, HNW&H, Major Market Radio, McGavren Guild, and Weiss & Powell.

Interep Chairman Les Goldberg noted, "Marc has done a superb job of building and improving our networks. This promotion not only recognizes a job very well done, but is consistent with our philosophy of looking ahead to future challenges."

Guild joined Interep's McGavren Guild 12 years ago in its research department. He also held the position of Manager, Network/Research & Operations, Internet Manager/Marketing & Research, and VP/Re-



Marc Guild

search & Operations. Cinnamon will be Sr. VP/Los Angeles Regional Manager. She joined Torbet four years ago as an AE, and has since held positions in the company's San Francisco and New York offices.

DeLuca will serve as Sr. VP/New York Regional Manager. She joined in '82 as a Research Director and was most recently Sr. VP/Research & Marketing. She was also a Research Manager for RKO Radio Sales for five years.

## MCGREGOR MD

Still  
Tapped As  
WRIF PD

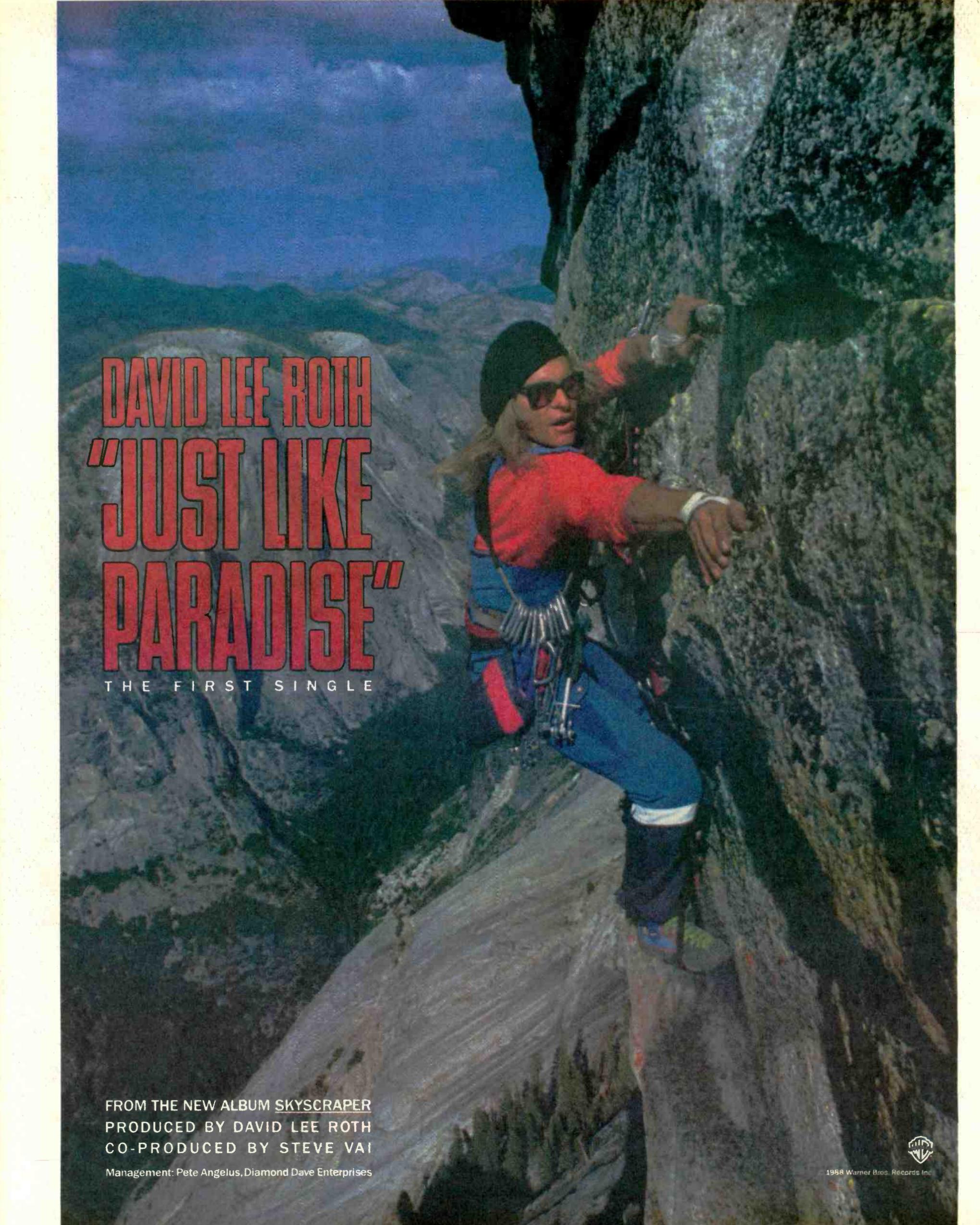
Immediately upon assuming ownership of WRIF/Detroit from Silver Star Communications December 16, Great American Broadcasting made some long-expected changes. PD Michael Mayer and APD Joe Urbiel have exited. Morning personality Pat Still has been upped to PD, and former WLZR/Milwaukee PD Bruce McGregor was named MD. In addition, the station has signed with Burkhart/Abrams.

New WRIF VP/GM Bob Schutt commented, "We felt the station needed some fresh blood. The company is well aware of Pat's programming savvy from his years in Columbus, and I'm confident he'll provide the leadership the station needs."

Still spent five years as PD of Great American's WLWQ/Columbus before joining WRIF last year. He told R&R, "I don't foresee any significant changes. We've got a veteran airstaff, and they know what they're doing. They just needed someone in the chair who could direct the movie a little bit better."

Still will continue to do the Pat & Wags morning show with Mark Wagner.

NAC DEBUTS NEXT WEEK



DAVID LEE ROTH  
"JUST LIKE  
PARADISE"

THE FIRST SINGLE

FROM THE NEW ALBUM SKYSCRAPER  
PRODUCED BY DAVID LEE ROTH  
CO-PRODUCED BY STEVE VAI

Management: Pete Angelus, Diamond Dave Enterprises



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# Osborne Programs WPRO-AM & FM

Mike Osborne, PD at ACWXLO/Worcester, has taken the programming chair at Cap Cities/ABC AC/CHR combo WPRO-AM & FM/Providence. He replaces Tom Cuddy, who became ABC Radio Network VP/Programming late last year.

WPRO President/GM Mitch Dolan told R&R, "Mighty Mike began his fulltime professional career here in 1974, and left after three years to join WVBF/Boston as an air personality, later moving to WROR. For the past four years

he's been programming at WCOD/Cape Cod, and most recently at WXLO. He's a native of the area, and it's exciting to have him come back to the stations he knows so well. Everything will stay the same under Mike, and in time will only get better."

Osborne was part of the original WPRO-FM airstaff when it dropped Easy Listening for CHR. "This is just like going home," he remarked. "I got my start under (then-PD) Gary Berkowitz, so it is OSBORNE/See Page 21



Bill Weston

## Weston PD At WHTT

WIXV/Savannah OM Bill Weston is heading back north to program WHTT/Bufalo, the nation's highest-rated Classic station. He replaces Jim Pastrick, who is stepping down to resume Production Director duties after leading the Pyramid Broadcasting outlet to a 9.5 in the summer ARB. WIXV MD Virgil Thompson has been named interim PD at the Burbach Broadcasting AOR.

Weston, who worked with Pastrick at the old WGRQ/Bufalo from 1981-83, is leaving Savannah after three years. "I can't wait to get back there, although I've got some WESTON/See Page 20

# CBS/Sony Purchase Okayed By US, Japan

The proposed purchase of CBS Records by Sony has been approved by both the US and Japanese governments. The \$2 billion acquisition is now expected to be finalized Tuesday (1/5).

The Federal Trade Commission rubber-stamped the deal December 17, and the Japanese Ministry of Finance did the same five days

later. Neither Sony nor CBS made any official comment.

After the January 5 transfer, the CBS/Records Group (its identity as part of CBS, Inc.) becomes CBS Records, Inc. In its final year of American ownership, the division is predicted to contribute almost \$200 million in profits to parent CBS on revenues of more than \$1.5 billion.



## Jackson Radio Summit

The "Black Radio for Jesse" conclave December 12, as reported in R&R's 12/18 issue, gathered top Black/Urban radio and industry executives with the Rev. Jesse Jackson to plan a drive for black voter registration. Pictured at the meeting are (l-r) longtime programmer Jerry Boulding, WRKS/New York PD Tony Gray, Lee Bailey of Lee Bailey Communications, Jack The Rapper Publisher Jack Gibson, Rev. Jackson, WTLC/Indianapolis PD/MD Jay Johnson, WDAS-FM/Philadelphia PD Joe Tamburro, and R&R Urban Contemporary Editor Walt Love.

# KMJQ, KMJM Drop Arbitron

## MSI's Houston Black Population At Issue

KMJQ/Houston and sister Urban KMJM/St. Louis will not renew their Arbitron subscriptions following a decision by Arbitron's population data supplier Market Statistics, Inc. (MSI) to stand behind a lower estimate of Harris County (Houston)'s black population.

According to a KMJQ statement, two Houston competitors, Viacom Country outlet KIKK and Group W's Beautiful Music KODA, "petitioned Arbitron to lower its estimates of Houston's black population. Pressure by these two major broadcast groups led to an announcement in August [1987] that Arbitron would lower the black population estimates" in the fall '87 report.

Amplifying the sequence of events, Arbitron VP Rhody Bosley said KIKK and KODA petitioned MSI to lower the estimate on the basis of new 1987 data from the Texas Department of Health. KMJQ contends that data actually stemmed from a 1984 survey. MSI officials were unavailable for comment.

### KMJQ Survey "Not Considered"

KMJQ protested the new lower estimate, and at a meeting with Arbitron and MSI officials, presented a population report from Houston's Dept. of Planning & Development, endorsed by the city of Houston and Harris County. This data, KMJQ states, "showed the black population to be greater than the MSI estimates and is information

more current than any MSI has been using."

Arbitron turned the decision over to MSI, which wrote KMJQ that it was satisfied with its estimates and would not take into consideration the new data KMJQ had submitted. KMJQ/See Page 21

## Wave Hits Detroit As WNTM Becomes WVAE

WNTM/Detroit, which programmed syndicated AC product from Drake-Chenault and most recently Concept Productions, has switched to Satellite Music Network's "Wave" format around the clock. The station adopted the new calls WVAE ("The Wave") at noon Monday (12/28).

Station Manager Joseph Bacarella told R&R, "We've had calls from people who are excited about being able to get a steady diet of this type of music. One New Age listener called saying he's put notes around his office urging everyone to tune in. We'd been watching 'The Wave' for some time, and felt WVAE/See Page 20

JANUARY 1, 1988

## KEEP SELLING THOSE SPONSORSHIPS

Chris Beck provides sales strategies for selling sponsorships of special shows and static promotions (movie premieres, Toys for Tots, etc.). He provides plenty of examples and adds ideas to keep the sponsorships fresh and enticing for advertisers.

Page 12

## TAKING A FLYER AT A ROLLING DONUT

Can the size of donut holes indicate economic prosperity? Do teenagers tell the truth about their sex lives? How old is that coin-fed classic construction, the jukebox? These and other questions of vital interest are answered on R&R Overview's unique Lifestyles page, the only place in the radio/record universe you can get this stuff.

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## This Week's Charts

R&R's chart information this week, as always on the first issue of the year, is condensed. While more than enough stations have continued to change their playlists to create valid chart movement from December 18 to January 1, the New & Active/Significant Action listings of records moving up would be affected by the relatively large number of stations freezing their lists over the holidays.

Therefore, this week only we're publishing charts in all formats, records which have reached Breaker for the first time, and Most Added/Hottest boxes. Complete information, including station adds and hits, playlists, Parallels, New & Active/Significant Action listings, and New Artists charts, will return next week.

## LETTER

## Metropolitan States WMMR's Case In ARB Controversy

Dear R&R:

In your December 11, 1987 issue, you printed a long article by Jhan Hiber discussing a complaint before Arbitron over a promotional contest conducted by Metropolitan Broadcasting's WMMR. Unbeknownst to your readers, the author filed the complaint on behalf of a competing station owned by his company. Thus Mr. Hiber's viewpoint was hardly objective, and his assertions require a response.

WMMR conducted a three-tiered, almost year-long promotional effort to build listening times and to assist in-house audience research. The campaign began with on-air announcements of rewards for "loyal listeners," added television spots promoting the reward program, and culminated with a direct mailing to some 200,000 addresses in the Philadelphia area. The direct mailing included a WMMR promotional poster gift, a loyal listener computer-generated number, and a form for entry of typical listening times, all prominently displaying the WMMR logo and symbols. The entry form contained an address for WMMR on one side and a grid for entry of lis-

tening times on the other side. The sample printed by Mr. Hiber contained only one side of this form.

Mr. Hiber's company complained to Arbitron about the loyal listener information form on behalf of its competing station, WEGX, and Mr. Hiber's article argued strenuously for the most drastic action against WMMR, delisting from the next Arbitron book. Though Mr. Hiber reported increasing numbers of complaints to Arbitron over promotional contests, he discussed only the complaint affecting his company's competitor.

In fact, Arbitron has decided to list WMMR with an asterisk calling attention to the loyal listener promotion. Arbitron's action was based on its inability to show any distortion in ratings as a result of WMMR's campaign or any actual confusion between the WMMR form and the Arbitron diary among those few persons who received both. Indeed, Arbitron found, "Because of this similarity (between the diary and WMMR's form), it is possible that people who have received and filled out the 'Loyal Listener Card' will be more familiar and more comfortable with the Ar-

bitron diary when they receive it and will thereby be more apt to complete the diary and return it at a rate higher than that for the general public."

In response to competitive complaints, WMMR contended successfully that its promotional campaign was no more responsible for ratings distortion than other major efforts during a measurement period, whether by on-air announcements, television spots, billboard and transportation ads, or the like. All of those efforts attempt to keep a station's call sign or slogan before the public in the hope that Arbitron diarykeepers will remember this information when filling out the diary. Contrary to competitive assertions, moreover, WMMR believes any ordinary person can tell

the difference between promotional literature, with a station's call sign and logo prominently and continuously displayed, and a diary not so adorned. Thus WMMR's promotion was singled out for special treatment on the basis of competitive complaints, surmise, and discomfort with the thought that WMMR listeners might be filling out their diaries more accurately, and more willingly.

I appreciate the opportunity to respond to the self-serving piece written by Mr. Hiber. For the future, I believe you owe your readers a disclaimer whenever an ostensible objective piece pushes one competitor's point of view.

Carl C. Brazell Jr.  
President  
Metropolitan Broadcasting

## Hunter Captured By KWOD

Jeff Hunter, PD at KDON/Salinas-Monterey for the past year, has returned to KWOD/Sacramento as PD. Previously a consultant to the station, he has also spent time in the market as an air personality at KXOA-AM & FM and PD at

KNDE. Hunter replaces Tom Chase, who moved crosstown to program competing CHR KROY.

Hunter, whose programming experience also includes posts at XETRA/San Diego and KITS/San Francisco, told R&R, "My first job is to fine-tune KWOD, and in the process stimulate and motivate the entire airstaff. Coming off of a great book, we feel KWOD is on the right path and we're looking to improve our numbers rapidly.

"The deciding factor is understanding the weaknesses of the rest of the market," he continued. "I think KROY is most vulnerable as 'third man' into the format. When I consulted KWOD before, we took the then-third CHR entry, KPQP, and ran them into another format, AOR. I'm looking for history to repeat itself."

Hunter's replacement is pending.

## WNBC Ups Fenston To GSM

Stuart Fenston has been promoted from Sales Manager to GSM at Full-Service AC WNBC/New York. He succeeds Peg Kelly, who was elevated to VP/GM last November when John Hayes exited to K101/San Francisco.

Kelly told R&R, "Stu's exceptional leadership qualities, which made him a successful Sales Manager, along with his market experience, were all the reasons I needed to appoint him GSM."

Fenston said, "I am very pleased to continue working with one of the most professional sales departments in the country. I look forward to continued sales successes at WNBC in the years to come."

Fenston had been Sales Manager since February 1986. Prior to that he was NSM for one year and an AE for four years. He previously held AE posts at crosstown WABC (from 1978-81) and WHN (from 1973-78).



Brian Philips

## Philips PD At WBJW

After a year as Program Manager at Malrite's market-dominant CHR WMMS/Cleveland, Brian Philips has resigned to accept the PD post at Nationwide's top-rated CHR, WBJW (BJ105)/Orlando. He replaces Brian White, who became OM/PD at FM102/Sacramento last month.

BJ105 GM Rick Weinkauff said, "Brian has an incredible background and track record — not only at WMMS, but in Charleston at WSSX. A native Floridian from Boca Raton, he's ready to escape the snows of Cleveland for the warmth of Florida."

Explaining why he left for a smaller market, Philips told R&R, "This is an opportunity to go back to my home state. Nationwide was there with the right position at the right time in Orlando, one of the fastest-growing radio markets in the country. Two new counties soon will be added to the metro, which will make Orlando a top 25 market. This move allows me a shot at creating a legendary station, not just helping to maintain one."

Philips begins his new duties January 6.

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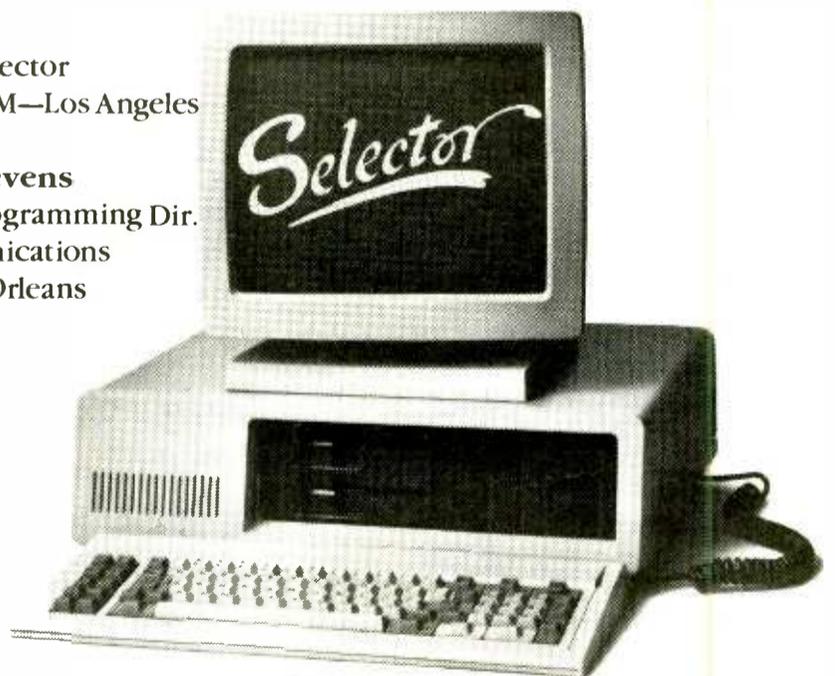
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## BUSINESS AS USUAL IN BROADCAST NEWSROOMS

## Broadcasters Promise Fairness, Tell Congress Not To Worry

Congressional proponents of Fairness Doctrine codification say they'll grit their teeth and go back in the ring for another fight despite a stunning defeat shortly before the holidays. But broadcasters surveyed by R&R unanimously said their commitment to fairness will not waiver — with or without the Doctrine as law.

"The President and this administration have not heard the last of the Fairness Doctrine," said Rep. Edward Markey (D-MA). An aide to the Congressman predicted the House Telecommunications Subcommittee will quickly resurrect the issue in 1988.

Sen. Ernest Hollings (D-SC), Chairman of the Senate Commerce Committee, vowed vengeance in future Congressional sessions. "The FCC staffers don't know what they're doing. You've got a bunch of children over there," Hollings told the *Los Angeles Times*.

Congress eventually gave up on the hard-fought issue during the wee hours of December 21, after President Reagan refused to back down on threats to veto the \$600 billion appropriations bill if it contained the Fairness Doctrine provisions. Legislators, worried about ruining their holiday plans if forced to remain in session to overturn a veto, quickly threw in the towel.

Other matters affecting the broadcasting industry remained attached to the budget bill President Reagan eventually signed into law. Lawmakers prohibited the FCC from wiping out restrictions on cross-ownership of newspapers and broadcast properties in the same market. Minority ownership preferences were given a big boost by language that requires the FCC to stop its year-long reassessment of minority policies. The Commission was also instructed to increase efforts to help minority owners by lifting the suspension of distress sales which permit the use of minority tax certificates.

## Broadcast Lobbyists Happy, On Guard

Despite those setbacks, the President's steadfastness on the Fairness Doctrine issue cheered broadcast industry lobbyists. But NAB President Eddie Fritts and RTNDA President Ernie Shultz warned that the victory may be short-lived if the issue picks up steam again on Capitol Hill.

"Broadcasters strongly believe in fairness and will continue to provide it as part of their professional responsibility," said Fritts. "They have now been afforded the opportunity to continue presenting all sides of controversial issues without the chilling effect of government oversight. The result, we believe, will be more diversity of viewpoints on the airwaves — not less."

"Broadcasters cannot yet celebrate a final victory," added Shultz. "The Doctrine has powerful supporters in both houses of Congress. It should come as no surprise if the Fairness Doctrine reappears in some form in the next session. In the meantime, broadcast journalists should continue to do what they have always done: cover the news fairly, accurately, and as completely as possible by their own personal and professional journalistic standards."

## Broadcasters: "No Effect"

Broadcasters across the nation interviewed by R&R echoed Shultz, saying the defeat of Fairness Doctrine codification would have no effect whatsoever on their news and public affairs operations.

"It's business as usual around here, despite a change in the letter of the law," said WTOP/Washington OM Holland Cooke. "That's the way we do business anyway, in the spirit of the law."

Despite worries by Congressional Democrats that the public interest is being shortchanged by the lack of a Fairness Doctrine, Cooke says lawmakers needn't worry about a sudden rash of unfairness and biased reporting on the air.

"The Founding Fathers never sought to ensure a fair press so much as a free press. When you do what we do as a living, you always try to be fair," Cooke said.

"It won't affect us in the slightest," said WBBM/Chicago ND Chris Witting Jr. "Our policy has always been to present a balanced picture of the news. I think that's true of broadcasting stations in general."

## Fairness An Unfair Name

Witting said CBS News long ago established responsible reporting standards, and the staff at his all-News station sticks closely to them. "To me the biggest problem with Fairness is its name," he continued. "It implies that we are going to be unfair. The public is confused as to exactly what it does or what effects it might have. It's in the best interests of any radio station to present a balanced view of a story. The Fairness Doctrine hasn't been needed for newspapers, so I don't know why it's needed for broadcast stations."

## Group W Still Backs Doctrine

A dissenting note was struck by WINS/New York ND Jeri Love, who backed the position taken by Group W executives that the Doctrine is needed to protect the public interest.

"Westinghouse has always been an avid supporter of the Doctrine, and company policy will continue to adhere to its principles," Love said. "Personally, I think that the media as a public service have a responsibility to provide John and Mary Q. Public with as broad a perspective as possible on issues. The Doctrine helps with that."

KOBE/Las Cruces, NM owner Ken French said he's not entirely convinced that the Doctrine should be done away with, because he believes some broadcasters "want to get rid of as much stuff (regulation) as possible" and would not act in the public interest. He's told his staff to follow the old guidelines regardless of what Congress does. "I continue to operate under most cases as if we were still under regulation, just for our protection so no one can come in and challenge my right to operate. We always try to

operate our radio stations for the public good," he said.

## Budgetary Considerations

At Seattle all-News powerhouse KIRO, ND Andy Ludlum warned that while major market broadcasters aren't often affected by Doctrine-caused problems, codifying the measure could have chilling effects on less well-heeled stations. "I don't have a problem because I feel we have the resources — legal and otherwise — to pursue any story we want," Ludlum said. "Smaller stations with less resources might feel they are inhibited, so they might opt to not do such stories at all. That hurts what the public gets. I don't think having the Fairness Doctrine on the books is going to stop some of the things that political animals such as Congressmen like to complain about."

In one of America's smallest media markets, KATL/Miles City, MT (population 13,000) GM Don Richard said the Fairness Doctrine hasn't been a burning issue because of a lack of intense local controversies. Like other broadcasters, he said his reporters always try to cover both sides of an issue and would do so whether the Doctrine was federal law or not. But he still doesn't want Congress to make it into law.

"I think it's a good idea not to codify it because most stations try to be fair," he said. "Codifying it restricts our freedom of speech and the freedom to editorialize on local issues."

He believes lawmakers are worried that they'll lose out on their chance to get equal time during elections, but he notes the equal time law has not been repealed so they shouldn't worry about getting a chance "to speak their piece."

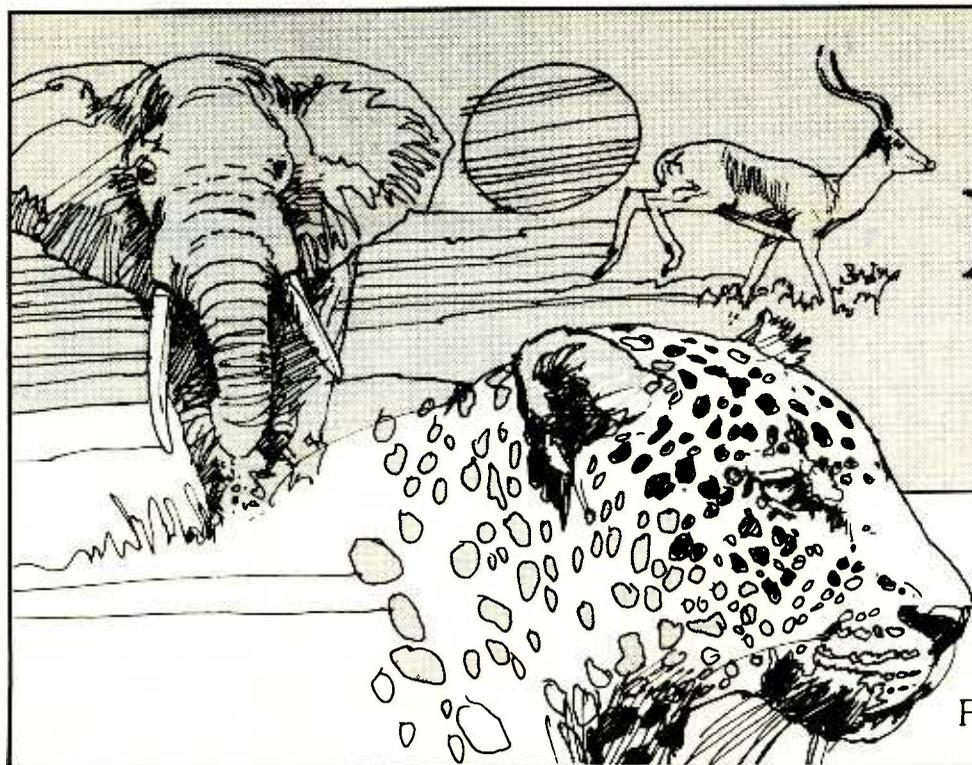
"Our forefathers weren't worried about freedom of speech — they put it in the Constitution," Richard added.

## NEWS BRIEFS

## New FM Booster Radiation Regs

The FCC has proposed adding FM booster stations to the list of facilities requiring analysis for environmental radio frequency radiation. The Commission said environmental analysis was necessary because of its recent relaxation of power limitations for this class of station. The Environmental Policy Act of 1969 requires government agencies to evaluate the significance of such regulatory actions on the human environment.

FM boosters are a special class of FM translators that provide service to areas normally unable to receive satisfactory service due to terrain obstructions.



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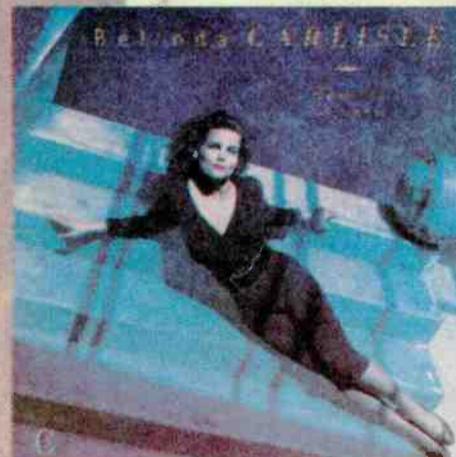
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# RADIO BUSINESS

## TRANSACTIONS

### RKO Sells DC Classical Combo For \$34 Million

Narragansett Scores \$8.5 Million Omaha Combo, Hepburn Engineers Indiana Tax-Free Flip-Flop, Elton Spitzer Back In Action On Long Island

#### Deal Of The Week:

#### Arizona

#### Indiana

#### WGMS-AM & FM/Washington

PRICE: \$33,885,000

BUYER: Classical Acquisition Partnership, headed by John VerStandig. He is the head of VerStandig Broadcasting, which owns WCEM-AM & FM/Cambridge, MD and WAYZ-AM & FM/Waynesboro, PA.

SELLER: RKO General, a division of GenCorp. The radio division is headed by Jerry Lyman, who previously was VP/GM of the stations.

FREQUENCY: 570 kHz; 103.5 MHz  
POWER: 5 kw/1 kw days; 47 kw at 510 feet

FORMAT: Classical

#### KAFM/Payson

PRICE: \$108,000

BUYER: Pleasant Valley Broadcasting Corp., owned by Jeffery Morris and Jane Morris. Mr. Morris is the VP/GM of KPNX-TV/Phoenix, AZ.

SELLER: High Country Broadcasting Corp., owned by the estate of Millard Orick Jr. and C.R. Crisler. Crisler also owns interests in KJJJ/Clifton, AZ and KBSV/Red Lodge, MT.

FREQUENCY: 103.9 MHz  
POWER: 1.6 kw at 393 feet

FORMAT: Country

#### Station Sale & Frequency Swap/Bloomington

PRICE: \$8.75 million

COMMENT: In a complicated transaction, New Barnstable Corp. proposes to acquire WBWB, a Class A FM station operating at 96.7 MHz, from Indiana Communications for \$3.5 million. During a simultaneous closing of a second deal, New Barnstable will upgrade its property by swapping frequencies and transmitting plants with WTTS, a Class B FM station operating at 92.3 MHz that is owned by Sarkes Tarzian. The swap has been structured as a tax-free exchange valued at \$5.25 million. WTTS will then operate at the

## TRANSACTIONS AT A GLANCE

### Deals Announced As Of 12/29/87: \$2,653,247,424

This Week's Action: \$64,631,775

#### Deal Of The Week:

● **WGMS-AM & FM/Washington \$33,885,000**

- KAFM/Payson, AZ \$108,000
- Frequency swap, Bloomington, IN \$8.75 million
  - WBWB/Bloomington \$3.5 million
  - WTTS/Bloomington \$5.25 million for frequency & transmitter
- WLJC/Beattyville, KY No cash consideration
- WQXY-AM & FM/Baton Rouge, LA \$5 million
- WJCO/Jackson, MI \$150,000
- KRAR/Waite Park-St. Cloud, MN \$175,000
- KBIT & KOOK/Billings, MT \$800,000
- KEZO-AM & FM/Omaha \$8.5 million
- WIZR & WSRD/Johnstown, NY \$56,250 for 12.5% ownership
- WRCN & WRHD/Riverhead, NY \$4.5 million
- KBIX/Muskogee, OK \$282,524 debt assumption
- WEEO/Waynesboro, PA \$150,000
- Frequency Swap, Lamesa, TX \$30,000 and engineering charges
  - KLSC/Lamesa, TX (CP Sale)
  - KUFO/Lamesa, TX
- WKTR/Earlsville, VA (CP Sale) \$1
- WLVA/Lynchburg, VA \$345,000
- WAMX-AM & FM/Huntington, WV-Ashland, KY \$1.9 million

96.7 MHz frequency, and WBWB will operate on 92.3 MHz. See below for details.

BROKER: Todd Hepburn of Ted Hepburn Co.

#### WBWB/Bloomington

PRICE: \$3.5 million

BUYER: New Barnstable Corp., principally owned by Albert Kaneb. He also owns WHLI & WKJY/Hempstead, NY; WGKX/Memphis; KSSN/Little Rock; WSLR & WKDD/Akron; and WHOM/Mt. Washington, NH.

SELLER: Indiana Communications Inc., headed by Rolland Johnson. He is the President of Duchossois Communications Co., and owns interests in WASK-AM & FM/Lafayette, IN; KDAL-AM & FM/Duluth; KAIR & KJYK/Tucson; KEBR/Sacramento; and WNAV & WHFS/Annapolis, MD.

FREQUENCY: 96.7 MHz  
POWER: 3 kw at 280 feet

FORMAT: CHR  
BROKER: Ted Hepburn Co.

#### WTTS/Bloomington

PRICE: \$5.25 million, of which \$1.75 million will be paid in cash and the balance by swapping frequencies.

SELLER: Sarkes Tarzian Inc., principally owned by Thomas Tarzian. The company also owns WGTC/Bloomington, IN; WAJII/Ft. Wayne, IN; and two TV stations.

FREQUENCY: 92.3 MHz  
POWER: 37 kw at 1090 feet  
FORMAT: AC

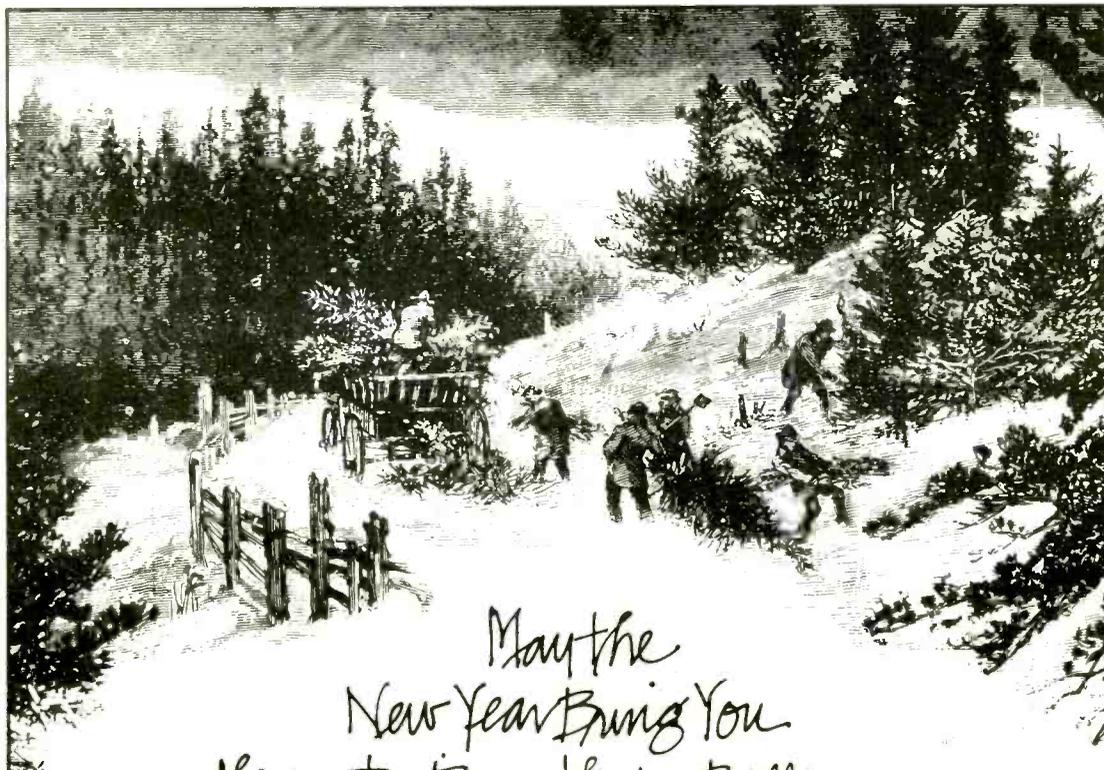
#### Kentucky

#### WLJC/Beattyville

PRICE: No cash consideration  
BUYER: Hour of Harvest Inc., a non-profit corporation headed by Forest Drake.

SELLER: Forest Drake  
FREQUENCY: 102.3 MHz  
POWER: 1.7 kw at 400 feet  
FORMAT: Religion

Continued on Page 10



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Zip \_\_\_\_\_

# RADIO BUSINESS

## TRANSACTIONS

Continued from Page 8

### Louisiana

#### WQXY-AM & FM/Baton Rouge

PRICE: \$5 million  
 BUYER: Vetter Communications Co. Inc., owned by Cyril Vetter. The company also owns KFXZ/Maurice, LA and WVLA-TV/Baton Rouge.  
 SELLER: Encore Communications Associates L.P., headed by Ronald Greenberg. The company also owns KIXL/Del Valle, TX; KHFI/Austin; KBFM/Edinburg, TX; KOKY & KZOU/Little Rock; and KOKA & KVKI/Shreveport, LA.  
 FREQUENCY: 910 kHz; 100.7 MHz  
 POWER: 1 kw; 100 kw at 690 feet  
 FORMAT: AC

### Michigan

#### WJCO/Jackson

PRICE: \$150,000  
 BUYER: Russell Mumaw  
 SELLER: James McCluskey and Mary Sue McCluskey. They also own WAAQ/Big Rapids, MI and WWTG/Stanwood, MI.

FREQUENCY: 1510 kHz  
 POWER: 5.4 kw-daytimer  
 FORMAT: AC  
 BROKER: Chapman Associates and Bob Brown & Associates.

### Minnesota

#### KRAR/Waite Park-St. Cloud

PRICE: \$175,000  
 BUYER: Genesis Broadcast Professionals Inc., owned by Ronald Linder. He also owns an interest in KWLM & KQIC/Willmar, MN.  
 SELLER: Kleven Broadcasting Co., owned by Leslie Kleven and Marguerite Kleven. They also own KBHB & KRCS/Sturgis, SD; KKOJ/Jackson, MN; and KRRB & KLTC/Dickinson, SD.  
 FREQUENCY: 1390 kHz  
 POWER: 2.5 kw days/1 kw nights  
 FORMAT: Station is currently dark  
 COMMENT: This is the second proposed sale of this station in 1987. Plans to sell the property to West Side Communications collapsed when financing did not materialize.

### Montana

#### KBIT & KOOK/Billings

PRICE: \$800,000  
 BUYER: Citadel Associates Ltd. Partnership, owned by Lawrence Wilson and Fritz Beesemyer. They also own KKFM/Colorado Springs, CO and KBOZ-AM & FM/Bozeman, MT.

SELLER: KOOK Associates Ltd., headed by John Hough. He also owns KUUY & KKAZI/Cheyenne, WY and KQIL-AM & FM/Grand Junction, CO.

FREQUENCY: 970 kHz; 102.9 MHz  
 POWER: 5 kw; 100 kw at 500 feet  
 FORMAT: AC  
 BROKER: Richard Chaplin of R.C. Crisler & Co.

### Nebraska

#### KEZO-AM & FM/Omaha

PRICE: \$8.5 million  
 BUYER: Narragansett Broadcasting, headed by President John Franks. The company also owns KSJO & KHTT/San Jose; KAYI/Tulsa; WYNK-

AM & FM/Baton Rouge; and KLVI & KYKR/Beaumont-Port Arthur, TX.

SELLER: Albimar Communications, owned by Bertram Lee and E.W. "Skip" Finley. They also own KQAD/Ogden, UT.  
 FREQUENCY: 1490 kHz; 92.3 MHz  
 POWER: 1 kw; 100 kw at 1250 feet  
 FORMAT: AOR  
 BROKER: Richard Chaplin of R.C. Crisler & Co.

### New York

#### WIZR & WSRD/Johnstown

PRICE: \$56,250 for 12.5% ownership  
 BUYER: Joseph Caruso and Robert Higgins  
 SELLER: Hometown Broadcasting Corp., owned by Matthew Mataraso, Joseph Reilly, and Robert Higgins. Reilly also owns WBZA/Glen Falls, NY and WAYI/Hudson Falls, NY. His wife is VP/GM of WTRY & WPXY/Albany, NY.  
 FREQUENCY: 930 kHz  
 POWER: 1-kw daytimer  
 FORMAT: AC

#### WRCN & WRHD/Riverhead

PRICE: \$4.5 million  
 BUYER: Williams-Spitzer Media Corp., owned by Robert Williams and Elton Spitzer. Williams also owns an interest in WKAP/Allentown, PA. Spitzer previously operated WLIR-FM/Garden City, NY. He also owns WLIR/Spring Valley, NY; WYUT-AM & FM/Herkimer, NY; and WXXP/New Kensington-Pittsburgh, PA.  
 SELLER: East Shore Broadcasting Corp., headed by President Richard Adrian.  
 FREQUENCY: 1570 kHz; 103.9 MHz  
 POWER: 1-kw daytimer; 3 kw at 466 feet  
 FORMAT: AC; AOR

### Oklahoma

#### KBIX/Muskogee

PRICE: \$282,524 debt assumption  
 BUYER: Embody Broadcasting Co., owned by Richard Embody and Patricia Embody.  
 SELLER: Muskogee Broadcasting Corp., owned by Michael McKee, Jack Brewer, and W.O. Moon Jr. Brewer also owns an interest in KWCO & KXXX/Chickasha, OK. McKee also owns KMYB/Pawhuska, OK.  
 FREQUENCY: 1490 kHz  
 POWER: 1 kw  
 FORMAT: AC

### Pennsylvania

#### WEEO/Waynesboro

PRICE: \$150,000  
 BUYER: Homes By Keystone Inc., owned by Guy Miller Jr., Mary Miller, Paul Dunlap Jr., and Bonnie Dunlap.  
 SELLER: Cumberland Valley Broadcasting Co., owned by Richard Fister, Virginia Fister, and Dan Parker. They also own WCMY & WRKX/Ottawa, IL.  
 FREQUENCY: 1130 kHz  
 POWER: 1-kw daytimer  
 FORMAT: AC

### Texas

#### Frequency Swap KLSC (CP Sale) & KUFO/Lamesa

PRICE: \$30,000 plus engineering charges payable to Giraffe Communications.  
 COMMENT: These stations are swapping frequencies and call signs. West Texas Broadcasting, owner of KLSC, initiated the transaction in an effort to acquire greater signal strength and coverage.

KLSC (CP): Owned by West Texas Broadcasting Inc., owned by C. Wayne Dowdy, Charles Dowdy, and J. Morgan Dowdy. They also own interests in WPET/Lamesa, TX; WAPF & WXLTV/McComb, MS; WSUH & WWMS/Oxford, MS; WMLT & WQZT/Dublin, GA; WKKY/Moss Point, MS; KNWA/Bellfonte, AR; KCWD/Harrison, AR; KPFM/Mt. Home, AR; WROA/Gulfport, MS; WRPM & WZKX/Poplarville, MS; and WMCG/Milan, GA.  
 FREQUENCY: 100.3 MHz

KUFO: Owned by Giraffe Communications Inc., debtor-in-possession. The company is principally owned by Dick Fields and Albert Hajny.  
 FREQUENCY: 104.7 MHz  
 POWER: 100 kw at 794 feet  
 FORMAT: AC

### Virginia

#### WKTR/Earlysville (CP Sale)

PRICE: \$1  
 BUYER: Edward Baker, d/b/a Rural Radio Service. He also owns WSGH/Winston-Salem, NC; WCXN/Clemont, NC; and three other AM CPs.  
 SELLER: Vernon Baker, d/b/a Rural Radio Service. He also owns WBZI & WLGX/Xenia, OH; WKGM/Smithfield, VA; WSGH/Winston-Salem, NC; and four other AM CPs.  
 FREQUENCY: 840 kHz

#### WLVA/Lynchburg

PRICE: \$345,000  
 BUYER: Stereo 59 Inc., owned by Louis Kessler.  
 SELLER: Laurence Morin, trustee in bankruptcy for WLVA of Lynchburg Inc.  
 FREQUENCY: 590 kHz  
 POWER: 1-kw  
 FORMAT: AC

### West Virginia

#### WAMX-AM & FM/ Huntington, WV-Ashland, KY

PRICE: \$1.9 million  
 BUYER: Fifth Avenue Broadcasting, owned by Tom Wolf. He is a Huntington-based owner of McDonald's restaurant franchises.  
 SELLER: Stoner Broadcasting System, headed by Chairman Tom Stoner.  
 FREQUENCY: 930 kHz; 93.7 MHz  
 POWER: 5 kw days/1 kw nights; 100 kw at 741 feet  
 FORMAT: AC; CHR

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MARY ESTES

## PREDICTIONS FOR 1988

### THE HOT PRODUCT FOR 1988

# GIANT BOOM BOX™ BRINGS NEW LIFE TO RADIO

The GIANT BOOM BOX was introduced in February '87 at the RAB Managing Sales Conference and local market promotions haven't been the same since. An immediate success, The GIANT BOOM BOX sold in over 130 radio markets in less than eight months. The concept, developed by radio entrepreneur Eric Rhoads, is a GIANT-sized fiberglass boom box that dominates a space of 27-ft. long, 16-ft. tall, and 8½-ft. wide. Mounted on a trailer, it can be easily transported and hooked-up by stations at events and promotions.



Q105/Tampa's Giant Boom Box is a Pepsi co-sponsorship. (Insert: KRBE/Houston draws a crowd with their Giant Boom Box.)

Even greater success is predicted for 1988. As the first such promotional vehicle of its kind in the radio industry, the GIANT BOOM BOX has placed the stations who use it exclusively in each market in an enviable position. These stations now have several promotional advantages that no other competitive station in their market can offer. Because of the enormous size of the radio giant, stations who have it can dominate every event they attend. They can't avoid being noticed . . . and making an impact. Where other stations blend into the crowd with conventional vans and RV's, the GIANT BOOM

BOX commands attention. It also provides a comfortable, climate-controlled environment for the station's talent to work . . . as a studio, a mobile dance machine, a parade float, a remote, or just an attention getter.

Sponsors are enamored with the GIANT BOOM BOX and have underwritten its cost in virtually every market. This arrangement has ensured that stations are incurring no costs to themselves and profiting from co-sponsorship agreements.

We spoke with many stations who have had major soft drink bottlers sponsor the GIANT BOOM BOX be-

cause it is such a powerful image tool. Rhoads told us, "One GM had his AE present the package to a nationally recognized consumer product on a Monday morning and asked them for a decision by noon Tuesday. Knowing the decision-makers were hot on the idea, he decided to pitch it to their biggest competitor and give them a chance too. He had another AE pitch the competitor Tuesday morning. Since he felt the first client was going to commit, he told the AE to double the price of the package and the accompanying spot rates. The competitor bought it on the spot and the AE came back with

an order at the higher package price. Unfortunately, while the AE was getting the order, the first client had called and bought the package."

Stations who had the GIANT BOOM BOX in '87 increased revenues considerably by increasing rates, packages, appearances and remotes. Surprisingly enough, the GIANT BOOM BOX has been equally successful in all size markets . . . from the majors to the non-rated. Rhoads said that though over 130 markets have been sold, it's not just the top 130. "People call daily, wanting to know if their market is still available. Many are surprised to discover that some of the larger markets are still open. Though we published lists of sold markets, even some of those have become available again. If you are not 100% sure, it's best to check with us."

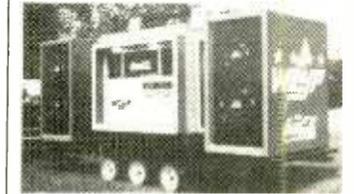
In 1988, more attention will be focused on radio because of the GIANT BOOM BOX, and it's predicted that a GIANT BOOM BOX will be based in almost every market, large and small. Stations across America are recognizing the success of stations like POWER 106/Los Angeles, Q101/Chicago, KRBE/Houston, Y95/Dallas, Hot105/Miami, WSM/Nashville, WRBQ/Tampa, Q106/San Diego, and more than 130 others. Major advertisers like Coke, Pepsi, Bud, Miller, McDonald's, Dr. Pepper, Arby's, and Kodak will continue to commit to the GIANT BOOM BOX in markets throughout the U.S. The new year will bring many new challenges

to radio, however, we predict that the GIANT BOOM BOX will bring a higher share of success and visibility to those stations that commit to the concept.

"Now that 1988 budgets are available, we are receiving calls from stations we never knew were interested," said Rhoads. "Though we love it, many have called and learned that their market has been already sold or reserved by a competitor."



Buffalo's Giant Boom Box belongs to WMJQ/Majic 102.



An expense item is turned into a profit center as Coca-Cola sponsors the Giant Boom Box for WZYP/Athens, AL.

Rhoads encourages people who have put the GIANT BOOM BOX in their budget or have an interest, to contact him immediately, so they don't end up losing a profitable opportunity to their competition. Stations interested in learning more about market availability or sponsors who may be targeting specific markets this year should contact Eric Rhoads or Steve Butler at GIANT BOOM BOX INDUSTRIES in Palm Beach Florida at (305) 626-3774.

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The WABB Giant Boom Box sports various options, including banter, backlit logo, LED programmable sign, on-air sign and video monitor.

### How To Honor Your Heros

#### Six Rules For Recognizing Employees' Accomplishments

One of the most important aspects of management is giving your employees positive reinforcement for a job well done.

Many people confuse monetary compensation with recognition — but there is a big difference, perhaps best illustrated by the following rule of thumb: compensation is an employee's right; recognition is an employer's gift.

According to Harvard Business School professor Rosabeth Moss Kanter, when it comes to handing out positive reinforcement, you should keep these six rules in mind:

- Give recognition and rewards in public. If the recognition is kept secret, it defeats the purpose.

- Timing is important, and recognition should occur throughout a

project. Delaying praise negates its value.

- Model the recognition to fit the needs of specific employees. Have several reward options available to best serve this purpose.

- Give recognition in a realistic, personal, and honest manner. Don't turn it into an overblown production.

- Make sure employees understand exactly why they're being recognized and rewarded. Along with a clear connection between accomplishments and rewards, be sure your employees know the standard on which these rewards are based.

- Recognize those in your company who recognize other employees for a job well done. In other words, reward those who reward others.

### Job Market Bullish In '88

The beginning of a new year often brings changes in the workplace. According to a recent national survey of more than 13,000 employers, corporate America plans to increase hiring by 21% during the first quarter of 1988, up from 19% in the first quarter of '87. The following percentages break out the projected US corporate hiring increases by geographic region:

Region	Percentage
Northeast	23%
South	23%
West	20%
Midwest	19%

Source: Manpower Inc.

### Corporate Perks Show Healthy Growth

The most important bargaining point for a new employee is the amount of his or her starting pay. However, for many new hires, the perks and fringe benefits offered by the company can be just as important.

Currently, the fastest-growing corporate perk is a company-paid membership in an athletic club. According to the Monterey, CA-based *Small Business Report*, 17% of US businesses are offering this perk, up from a mere 1% of the American companies who offered it in 1983.

The fringe benefit showing the greatest decline is a paid membership in exclusive clubs. Over the past few years, fewer corporations have footed the bill for memberships in luncheon clubs (down from 53% to 43%), or that last vestige of the old boys' network, the country club (down from 46% to 43%).

Industry analysts see this trend as a reflection of American society in general, as the baby boomers and young executives who jumped onto the health-and-fitness-craze handwagon of the late '70s and early '80s are more interested in frequenting health, rather than country, clubs.

### DATELINE

- January 11-12, 1988 — 21st Burns Media Radio Seminar, Registry Hotel, Los Angeles, CA.

- January 23-26, 1988 — RAB Managing Sales Conference Hyatt Regency, Atlanta, GA.

- January 25, 1988 — 15th Annual American Music Awards, Shrine Auditorium, Los Angeles, CA.

- January 30 - February 3, 1988 — National Religious Broadcasters 44th Annual Convention, Sheraton Washington and Omni Shoreham hotels, Washington, DC.

- January 31, 1988 — Super Bowl XXII, Jack Murphy Stadium, San Diego, CA.

- February 7-12 — NAB 23rd Annual Management Development Seminar for Broadcast Engineers, University of Notre Dame, South Bend, IN.

- February 11-13, 1988 — 19th Annual Country Radio Seminar, Opryland Hotel, Nashville, TN.

- February 12-13, 1988 — Gavin Conference, St. Francis Hotel, San Francisco, CA.

- February 13-28, 1988 — Winter Olympics, Calgary, Alberta, Canada.

- February 18-20, 1988 — Minorities and Communications Conference, Sponsored by Howard University, Howard Inn and Blackburn Center, Howard University Campus, Washington, DC.

- March 2, 1988 — National Association of Recording Arts and Sciences 30th Annual Grammy Awards, Radio City Music Hall, New York, NY.

- March 3-5, 1988 — R&R Convention, Loews' Anatole, Dallas, TX.

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**FREE  
Home Video  
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# A Promotion That Goes For The Jugular

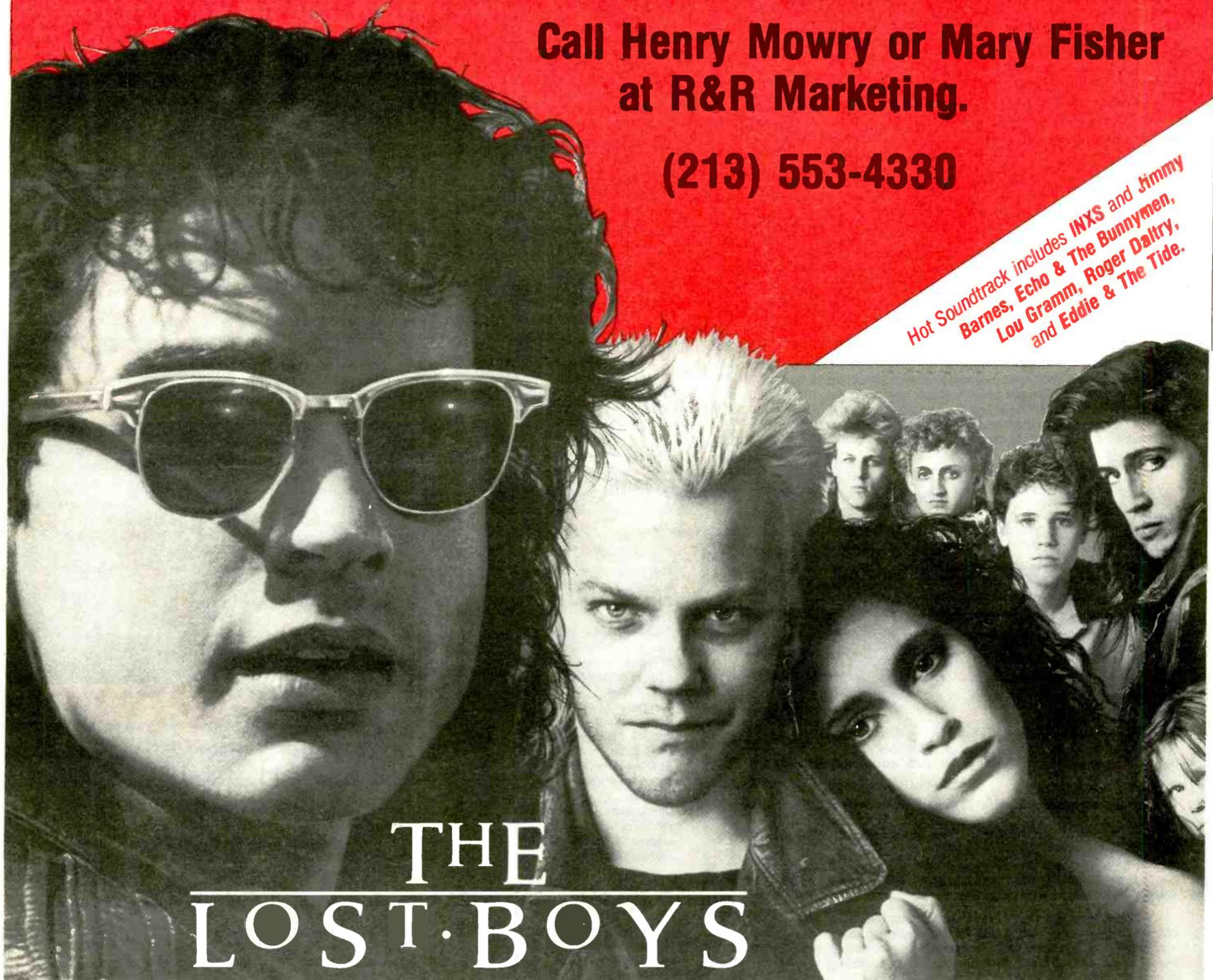
Your listeners can win videocassettes of Warner Home Video's hip vampire movie "The Lost Boys," plus grand prizes -- official "Lost Boys" denim jackets and other prizes. This free promotion is available in February on an exclusive basis in the Top 20 markets.

Call today for a taste.

**Call Henry Mowry or Mary Fisher  
at R&R Marketing.**

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*Hot Soundtrack includes INXS and Jimmy  
Barnes, Echo & The Bunnymen,  
Lou Gramm, Roger Daltrey,  
and Eddie & The Tide.*



## THE LOST BOYS

WARNER BROS. PRESENTS A RICHARD DONNER PRODUCTION A JOEL SCHUMACHER FILM  
"THE LOST BOYS" COREY FELDMAN JAMI GERTZ COREY HAIM EDWARD HERRMANN  
BARNARD HUGHES JASON PATRIC KIEFER SUTHERLAND AND DIANNE WIEST  
MUSIC BY THOMAS NEWMAN EDITED BY ROBERT BROWN DIRECTOR OF PHOTOGRAPHY MICHAEL CHAPMAN  
EXECUTIVE PRODUCER RICHARD DONNER STORY BY JANICE FISCHER & JAMES JEREMIAS  
SCREENPLAY BY JANICE FISCHER & JAMES JEREMIAS AND JEFFREY BOAM  
PRODUCED BY HARVEY BERNHARD DIRECTED BY JOEL SCHUMACHER



WARNER HOME VIDEO



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## Rock History . . . By The People Who Wrote It!

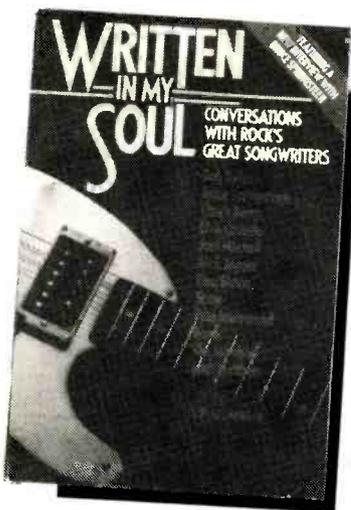
Some people have a hard time justifying the "Q & A" formatted interview in print. Quite often, it looks as though a tape recorder did all the work — and the writer simply got a free by-line out of the deal. There are notable exceptions, of course. *Playboy* is famous for its interviews, and *Musician* magazine has built its reputation by running some of the best "Q & A" interviews in the consumer music press.

Bill Flanagan is the Executive Editor of *Musician*, and "Written In My Soul: Conversations With Rock's Great Songwriters" (Contemporary, \$11.95 paperback) is a collection of some of his best interviews. A lot of these have appeared in the magazine, as well as other places — but several (most notably

the first interview Bruce Springsteen has given to anyone aside from Dave Marsh in several years) appear here for the first time. Flanagan's approach is conversational in tone, and he manages to pull each interview off intelligently and entertainingly.

Featuring interviews with 29 songwriting greats (and it's a strange mix), the book is almost a history of the music through the eyes of those who created it. The contents range from Willie Dixon, Chuck Berry, and Carl Perkins to Mick Jagger, Keith Richards, Bob Dylan, and Van Morrison to Springsteen, Elvis Costello, Sting, and Bono.

In addition to the interviews, Flanagan includes some interest-



ing historical and critical perspective. But it's the interviews that make this book, and the quotable quotes one can find within:

**Chuck Berry:** "That ('Johnny B. Goode') riff comes from ideas that influenced me. It all comes from somebody else. I've been stealing all these years, man."

**Keith Richards:** "I don't think you can say that drugs ever inspired or made anybody better musicians."

**Lou Reed:** "I'm a happy person . . . Which is not to say I'm happy about the state of the world. I'm just happy about my personal situation."

**Elvis Costello:** "The simple truth is some of them (his songs) are not that good. Some of them are a load of wank."

## TELEVISION

This week's listing of the top ten television shows was unavailable at presstime.

All show times are EST/PST; subtract one hour for CST. Check listings for showings in the Mountain Time Zone. All listings subject to change.

• **Bruce Springsteen, Elvis Costello, Tom Waits, and Jackson Browne** are just a few of the performers who lend a musical hand to rock 'n' roll legend **Roy Orbison** in the world premiere of "Roy Orbison & Friends: A Black And White Night," airing on **Cinemax** (Sunday, 1/3, 9pm).

Other members of the all-star backup band include **T-Bone Burnett, K.D. Lang, Bonnie Raitt**, and longtime session guitarist **James Burton**.

The title of the one-hour special, which was taped before a live audience at the Coconut Grove in Los Angeles last year, comes from its having been shot on 35mm black-and-white film instead of the color videotape that's used in the majority of television productions these days.



**THE BIG "O," THE BOSS, & LITTLE "E"** — When it comes to live performances, legendary rocker Roy Orbison simply stands and commands the stage, even when he's sharing it with Bruce Springsteen (c) and Elvis Costello (r).

• The dynamic, albeit unlikely, duo of **Willie Nelson** and **Shaun Cassidy** takes on the guys in the white hats in the world premiere of "Once Upon A Texas Train," a made-for-television movie airing on **CBS** (Sunday, 1/3, 9pm).

Nelson portrays a train robber, fresh from a 20-year prison term, who wants to get back to his old line of work. Cassidy plays a young outlaw who kidnaps Nelson.

• **Bruce Springsteen** and **Frank Sinatra** together on the same show? No, it's only **Joe Piscopo**, doing his best imitation of the two Jersey crooners when he guests on **Dolly Parton's** weekly variety show "Dolly" (**ABC**, Sunday, 1/3, 9pm). Dolly's other guests are country singers **Tammy Wynette** and **Ricky Skaggs**.

• "Top Of The Pops" will air part two of its three-part countdown of this year's top 100 songs (**CBS**, Friday 1/1, 11:30pm). Included are performance clips featuring **Janet Jackson, L.L. Cool J, Swing Out Sister, Kenny G.,** and **Debbie Gibson**.

• America's favorite street punks, the **Beastie Boys**, will host this week's "It's Showtime At The Apollo" (**NBC**, Sunday, 1/3, 1am). Guests include **Regina Belle, the Breakfast Club,** and **Stephanie Mills**.

## Survey Finds Ads More Offensive Than Ever

What with **Buddy Holly** selling cars, the **Beatles** selling running shoes, and **Marvin Gaye** selling raisins, it should come as little surprise that more people claim they are more offended by advertising today than they were even two years ago.

In a recent survey conducted by the **Ogilvy & Mather** advertising agency, it was discovered that only 59% of people today "like advertising a lot or a little," as compared to 68% in a 1985 survey.

Even more disheartening for advertisers is that half of those surveyed felt most ads to be in poor taste, compared to 43% in 1985.

As for the claim that advertising provides consumers with useful information, 76% of those surveyed in '85 said that this was true, but that figure has dropped to 71% in the '87 survey.

However, another survey conducted this year by **Video Storyboard Tests, Inc.** found that 29% of consumers claimed today's commercials were an insult to their intelligence.

While that's not exactly comforting to the button-down minds that line Madison Avenue, it is an improvement over an '85 survey by the same firm in which 31% of the Americans polled said they found advertising insulting.

## VIDEO

### NEW THIS WEEK

#### • **HOUSE OF THE RISING SUN (Prism)**

Based around the plot outlined in the hoary blues song from whence the film takes its title, this made-for-video thriller sports a soundtrack from the likes of such fabulous artistes as **Tina Turner, Bryan Ferry,** and, of course, the **Animals**. (Street date: 1/5)

#### • **DIRTY DANCING (Vestron)**

Set in the early '60s, this dance-oriented love story of a poor boy and a rich girl was one of the surprise box office hits of '87. The film's **RCA** soundtrack also went platinum, largely on the strength of such hit singles as the **Bill Medley & Jennifer Warnes** duet "(I've Had) The Time Of My Life" and **Eric Carmen's** "Hungry Eyes." (1/6)

Also available is "**Van Morrison In Ireland**" (**Hendring/Jem**), which was released during the Christmas holiday. This concert/documentary/live-on-the-road video catches Van The Man returning to his native **Eire** for a series of live performances based around his 1978 "Wavelength" LP. Additional songs include "Moondance," "St. Dominic's Preview," "Tupelo Honey," "Cypress Avenue," and, from his days as leader of **Them**, "Gloria." (Released 12/23/87)



**THEM AND NOW** — Van Morrison, caught one more time way up on, way up on, way up on Cypress Avenue.

## FILMS

### WEEKEND BOX OFFICE

DECEMBER 25-27

1 <b>Three Men And A Baby</b> (Buena Vista)	\$10.3
2 <b>Eddie Murphy Raw</b> (Paramount)	\$8.6
3 <b>Throw Momma From The Train</b> (Orion)	\$6.7
4 <b>Broadcast News</b> (20th Century Fox)	\$5.4
5 <b>Wall Street</b> (20th Century Fox)	\$4.4
6 <b>Batteries Not Included</b> (Universal)	\$4.08
7 <b>Planes, Trains &amp; Automobiles</b> (Paramount)	\$4.02
8 <b>Fatal Attraction</b> (Paramount)	\$3.0
9 <b>Overboard</b> (MGM/UA)	\$2.908
10 <b>Empire Of The Sun</b> (Warner Bros.)	\$2.904

All figures in millions

Source: Exhibitor Relations Co.

### COMING ATTRACTIONS:

"Good Morning Vietnam," which stars **Robin Williams** as a manic, Armed Forces Radio air personality stuck in Saigon circa '65, moves into wider release this week. The film will be available in more and more markets over the next couple of weeks, going national by the middle of January — about the same time its period soundtrack hits the stores.

## MUSIC & MOVIES

### CURRENT

#### • **LEONARD PART VI**

Single: Without You/**Peabo Bryson & Regina Belle** (Elektra)

#### • **DIRTY DANCING (RCA)**

Singles: Hungry Eyes/**Eric Carmen**

She's Like The Wind/**Patrick Swayze**

Other Featured Artists: **Bill Medley & Jennifer Warnes, Mickey & Sylvia**

#### • **LESS THAN ZERO (Def Jam/Columbia)**

Singles: Hazy Shade Of Winter/**Bangles**

Are You My Woman?/**Black Flames**

Other Featured Artists: **Aerosmith, Poison, Roy Orbison**

#### • **HIDING OUT (Virgin)**

Singles: Catch Me (I'm Falling)/**Pretty Poison**

Crying/**Roy Orbison & K.D. Lang**

Live My Life/**Boy George**

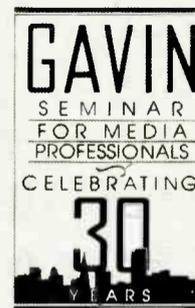
Other Featured Artists: **All That Jazz, P.I.L., Black Britain**

### UPCOMING

#### • **TELEPHONE**

Single: Happy Endings/**Beach Boys & Little Richard** (Critique/Atco)

E D U C A T E  
 M O T I V A T E  
 C E L E B R A T E



**THE GAVIN SEMINAR  
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 CELEBRATING 30 YEARS OF  
 the GAVIN REPORT  
 WESTIN ST. FRANCIS HOTEL,  
 SAN FRANCISCO**

**FRIDAY, FEBRUARY 12th, 1988**

- **KEYNOTE ADDRESS by LINDA ELLERBEE**
- **THE INEVITABLE TOP 40 AND URBAN CONTEMPORARY FACE-OFF!**  
 Hosted by Lee Michaels, Operations Manager of WBMX— Chicago
- **THE THIRD ANNUAL CUTTING EDGE SHOW**  
 Starring Sire Records Vice President/ General Manager Howie Klein
- **STATE-OF-THE-ART PRODUCTION ON A STATE-OF-THE-ECONOMY BUDGET**  
 Hosted by Mark Driscoll, Bobby Ocean and Ron Hummel
- **THE GAVIN CELEBRITY COCKTAIL PARTY**

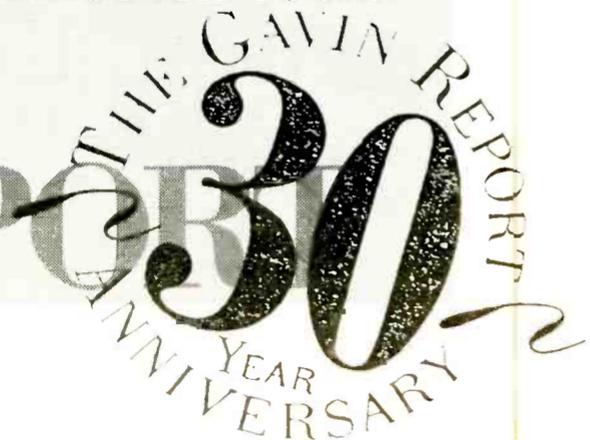
**\$195.00 Before January 29th  
 CONTACT THE GAVIN REPORT FOR SPECIAL  
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**SATURDAY FEBRUARY 13th, 1988**

- **URBAN CONTEMPORARY: RATINGS & REVENUE**  
 Are you getting your fair share?
- **MARKETING COUNTRY**  
 Hosted by Don Langford, regional PD of EZ Communications, Inc.
- **ADULT/CONTEMPORARY: THE FIRST 15 YEARS AND THE NEXT GENERATION**  
 Hosted by the Gavin Report's Ron Fell and Diane Rufer
- **THE LEANING TOWER OF TOP FORTY**  
 Hosted by Gavin Top 40 Editor Dave Sholin
- **THE GAVIN MEDIA PROFESSIONALS ACHIEVEMENT AWARDS BANQUET**

**MORE EVENTS TO BE ANNOUNCED SOON!**

*the* **GAVIN REPORT**



## WHAT EVERY PARENT SHOULD KNOW

### US Teens' Sexual Habits Polled

**"L**ike a virgin/Touched for the very first time" coos Madonna. While the blond bombshell of the '80s doesn't reveal exactly when her "first time" occurred, there are plenty of American teenagers who could reveal exactly when they lost their virginity.

The results of a recent "People magazine Teen Sex Poll" show the average teenager loses his or her virginity at age 16 years, nine months. However, parents tend to be a little suspicious of teenagers, assuming that their children actually lost their virginity a full ten months earlier.

#### Are Teenagers Honest With Parents?

Despite the parental suspicion, 81% of the responding parents believe their teenage children are honest about their sexual activities. Nevertheless, only 22% of the teenagers who answered the survey said they are completely honest with their parents when discussing their sexual conduct.

Part of the suspicion could possibly be alleviated if there was

better communication between the two parties. While only 20% of the parents said they rarely or never talk to their kids about sex, a majority (51%) of the teenagers said their parents rarely broach the subject.

#### Sex And AIDS

Although AIDS is currently the most important issue facing sexually-active adults, it's difficult to tell from the survey results just how this issue is affecting teenag-

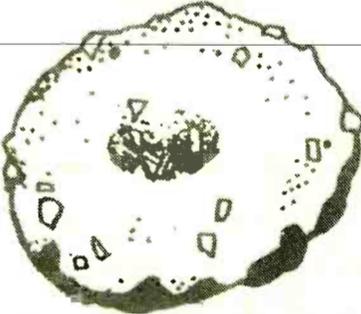
ers. According to the survey, only 15% of teenage college students have made any change in their sexual habits due to AIDS, while 26% of high school students have taken extra precautions.

Those "extra precautions" are usually contraceptives, with 39% of high school students using some type of contraceptive whenever they have sex; 58% of college students under the age of 21 also claim to use a contraceptive each time they have sex.

## THE HOLE TRUTH

### Donuts As Economic Indicators

**F**inancial analysts rely on numerous methods to predict US economic trends. Changes in the stock market and monthly consumer sales figures are two such indicators.



But can the state of the economy be predicted by the size of a donut hole? The answer is yes, according to Sally Steinberg, author of "The Donut Book," who claims that when bakers start baking larger donut holes the economy is headed for trouble.

If Steinberg sounds like she has holes in her head, take into account that she comes from a long line of

donut experts. Her grandfather, Adolph Levitt, invented the donut machine.

However, considering that nine out of ten Americans eat donuts and that the average US per capita donut consumption stands at two per day, Steinberg's theory takes on a certain democratic weight.

After all, Americans eat 10 billion donuts a year, although by far the biggest consumers are men, especially those between the ages of 18 and 34 with annual incomes of \$15,000 or less.

## Happy, Happy Birthday Baby

### Jukebox To Celebrate 100th Anniversary in '88

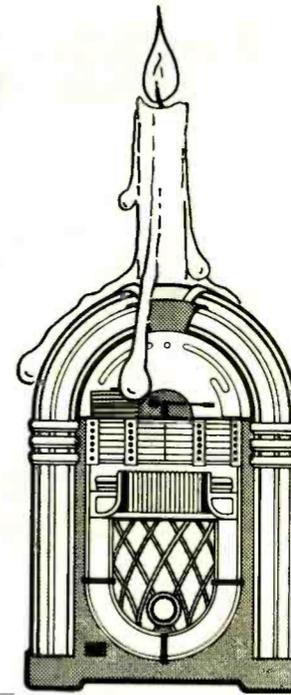
"Drop the coin right into the slot  
You've gotta hear something  
that's really hot"  
Chuck Berry ("School Day")

**P**ut on your black leather jacket and your blue suede shoes and get ready to start boppin' the blues as that icon of pop and youth cultures, the jukebox, prepares to celebrate its 100th birthday.

The members of the Amusement & Music Operators Association (AMOA) are planning more than a year's worth of events and celebrations to commemorate the jukebox's centennial anniversary. (Truthfully, the first coin-operated jukebox was invented by Thomas Edison in 1889, but the AMOA wanted to start the fun a little early.)

To this end, the AMOA has declared November 1988 to be official National Jukebox Month, to be followed by 12 months of special activities and events.

The first major media publicity event is rumored to be sponsored by Rowe, manufacturers of



video jukeboxes. While details are still sketchy, word has it that the project will coincide with a "super" sports event, held somewhere in Southern California on January 31, 1988.

## CHRONICLE

#### Born To:

**Mike Catena**, station relations for **Cutler Productions**, wife Gail, son Anthony Joseph, December 13.

**KIK-FM/Anahelm, CA** newsman **Terry Driscoll**, wife Sharon, daughter Jennifer Jo, December 10.

**KIK-FM/Anahelm, CA** evening personality **Christine Martindale**, husband Brian, son Ryan Matthew, December 11.

## Survey Shows Still Room At The Inn

**U**S hotels and motels operate at an average capacity of only 68%, according to a recent survey conducted by the NYC-based Laventhol & Horwath firm on behalf of America's limited-service lodging industry.

What's more, the number of vacancies has been steadily increasing, due to a rise in the construction of available rooms. Nevertheless, this poses no problem for hotel management — to break even, the average hotel requires only that

54% of its rooms are occupied.

Perhaps the most interesting fact uncovered by the survey is that more than half of the guests at any given hotel or motel still pay their bills in cash.

**Creative  
ID's for  
particular  
stations.**

### THREE PROMISES FOR THE NEW YEAR:

1. We stand behind our jingles. If they don't work for you, they don't work for us.
2. Our turnaround time is two weeks. WE GUARANTEE IT!
3. If you buy new jingles in January, you'll save \$.

**May 1988 bring you Peace, Prosperity  
and increased CUME!**



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WESTWOOD ONE RADIO NETWORKS PRESENT



T I M O T H Y W H I T E ' S

# Rock Stars

A PROMISE TO SURPRISE

Dear Radio Listener:

Perhaps I'm a product of the times in which I came of age, but I've always wanted to discover the story *behind* the story. Whether it was the Space Race, the Cold War, the British Invasion or Anarchy in the U.K., I grew up eager to understand the key figures behind the offensives. I decided to go into journalism because the rhythmic prose I read in *Crawdaddy* and *Rolling Stone* seemed to vibrate with the beat of the era. The conventional wisdom about rock posits that it's a music form—and an outlook—based on rebellion, but I've always believed it has much more to do with personal reinvention. Rock and roll is the soundtrack for those who have an insatiable curiosity about the world and their place in it.

When I joined the *Rolling Stone* staff as a feature writer in the autumn of 1978, the desire to report music stories fully and with responsible flair had seemingly fallen to a select few. I know that by the time I resigned my *Rolling Stone* senior editorship in 1982 (in order to write several books), my cohorts at both *Rolling Stone* and then *Musician* magazine strongly depended on each other for encouragement. The thinking was: if magazine and broadcast journalism cannot truly remove the distance between the subject and the audience, then the efforts miss the essence of rock and roll.

Radio is such an intimate medium, yet this capacity for intimacy has never been fully utilized in the service of rock and its practitioners. In 1986-87, my initial intention with the nationally syndicated *Timothy White's Rock Stars* (the radio series having been inspired by my 1984 coffee table book), was to create exclusive 90-minute interview & music programs that gave fans *informed* talk and genuine insight into the creative process—plus providing some passionate rock and roll. This was done over the last two seasons by including live-in-the-studio performances, as well as the heretofore unheard-of practice

of having the artist play original demos of hits and/or previously unreleased material in order to illustrate the individual method behind the music.

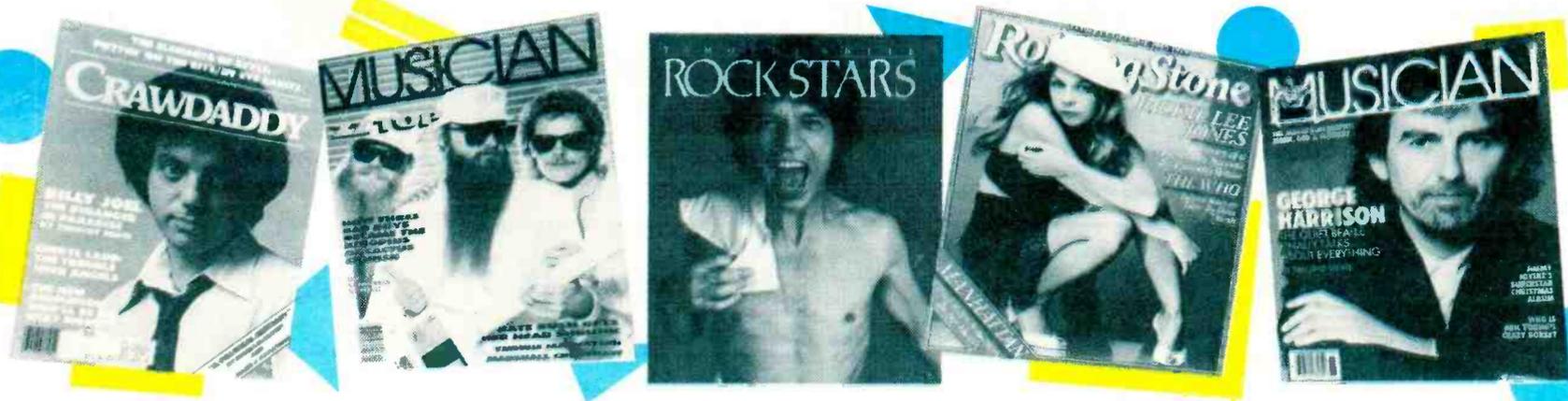
Ultimately, I felt my new edition of *Timothy White's Rock Stars* should expand still further the realm of broadcast music journalism. So it only made logical sense that the Westwood One Radio Networks and I should team up. After all, it was Westwood One that breathed bold new life into modern radio programming, bringing the transmission of rock and roll into the 1990's with superb live concert tour coverage, on-location music reporting and solid interview-integrated music newsfeatures. For my part, I believed I had fresh strengths to contribute to the network, but I also sought the skilled support necessary to better my best.

With this third edition of *Timothy White's Rock Stars*, I'll be striving to present an often-live series of monthly specials in which each and every installment is *Radio As Event*. By dint of journalistic zeal, extraordinary performance segments, and enthusiastic respect for the creative musical process, the goal will be shows that help reinvent the immediacy of music radio.

The best quality that any form of entertainment can have is the promise of surprise. I vow that each installment of *Timothy White's Rock Stars* will be something you have never heard before.

Best,

Timothy White



Contact your Westwood One Representative now for details. Call (213) 204-5000, FAX (213) 204-4375 or Telex 4996015 WWONE.



WESTWOOD ONE RADIO NETWORKS

## NEWSBREAKERS

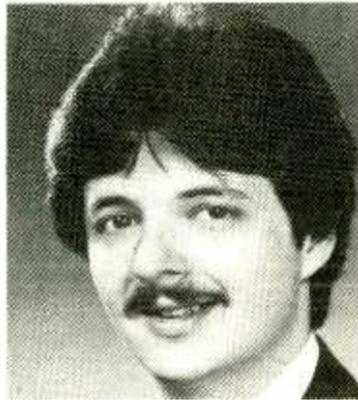
## DIRECTS MUSIC &amp; ENTERTAINMENT

Cammarata Promoted  
At CBS Radio Nets

CBS Radio Networks Manager/Music & Entertainment Programs Frank Cammarata has been promoted to Director of that department, where he will be responsible for all non-sports programming and program services.

CBS Radio Networks VP/GM Robert Kipperman commented, "Frank has been applying his talents to our music and entertainment programs for the past year, moving us through the launch of 'Cruisin' America' and 'On The Move' as well as a host of new affiliate feed services. We're delighted that these efforts will continue under Frank's seasoned hand."

In addition to overseeing the net-



Frank Cammarata

work's weekly programs, Cammarata will also be in charge of its comedy and library services, including "Hot Off The Press" and "Celebrity Audio Feed."

Cammarata previously served as Manager/Programming and Manager/Affiliate Relations for CBS RadioRadio, and had also been Manager/Affiliate Clearance for the net.

## DAVIS PD

WRMR  
Switches  
To MOYL

Booth Broadcasting's WRMR/Cleveland has dropped Transtar's Format 41 in favor of Al Ham's syndicated nostalgia format "Music Of Your Life," effective today (1/1). Jim Davis, former PD at crosstown WBBG, will program and handle middays at WRMR.

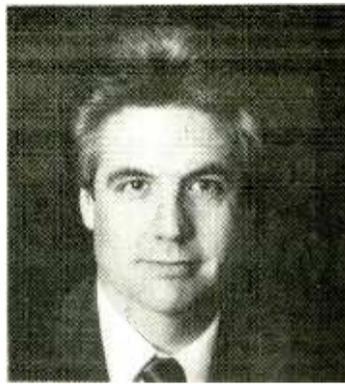
Davis, who spent seven years at WBBG, told R&R, "I'm looking forward to a long and very prosperous association with WRMR. We won't make the same mistake WBBG made of superserving the wrong demo, and we'll have good support here. The entire staff is as anxious as I am to succeed."

WBBG had been the city's MOYL outlet until two months ago, when it dropped the format to simulcast sister Music Intensive AC WMJI.

WRMR & WLTF Operations Director Dave Popovich told R&R, "WRMR has always been designed to be a 35+ adult music radio station. It only made sense to fill a hole in the market. The success Al Ham had with WBBG and his familiarity with Cleveland led us to make the decision to go with Music Of Your Life."

WRMR morning and afternoon drive personalities Ray Marshall and Dennis McGovern will continue in their present capacities.

In the summer Arbitron, WBBG registered a 3.2 (12+) while WRMR's 12+ mark was 1.1.



Rod West

West OM  
At ABC  
Watermark

Rod West has been named OM at L.A.-based ABC Watermark, one of the principal program suppliers to ABC Radio, where he will oversee the day-to-day operations of the unit.

Commented ABC VP/Entertainment Programming Tom Cuddy, "We're happy to have Rod at Cap Cities/ABC. His 12 years of experience in radio and syndication make him the perfect candidate for this position."

West was most recently with Premiere Radio. He's also served in air talent positions at KHIS-AM & FM/Los Angeles, WHITZ/New York, and KZLA/Los Angeles.

He replaces 11-year veteran Johnny Biggs, who recently left the company to pursue outside interests.

## WVAE

Continued from Page 3

very strongly that Frank Cody's version of the format was the one with which we should align ourselves.

"We saw research showing the format could succeed in Detroit," he continued. "There are some stations dabbling with this format for a few hours a week, but we're the first station in the market doing it fulltime."

WNTM had a 0.6 12+ share in the summer Arbitron.

## Weston

Continued from Page 3

qualms about leaving the current music biz," he said. "We all know that there's a certain erosion factor built into a Classic station, and you've really got to have it together to prevent that from happening. Having Jim as Production Director will be a great help — he's the best in town, and will keep us sounding fresh and exciting."

Pastrick told R&R, "I had the option when I took the PD job to go back to production. It's what I enjoy most about the business. I'll still be here to advise and counsel Bill, should he need it."

Weston officially takes over January 11.

## Reed New PD At WWDJ

WOCL/Orlando MD/air personality Frank Reed will assume his first programming job February 1 at Contemporary Christian outlet WWDJ/New York (Hackensack).

Reed told R&R, "I've been following this type of music the past five years. It's come a long way, and is nothing like it was ten years ago. I'm at the point of my life that if I'm going to do this, I need to do it now. If it were anywhere other than New York, I wouldn't have gone."

WWDJ airs music in AM and PM drive. Other dayparts are covered by teaching ministries such as "Focus On The Family." Reed noted, "I'll be concerned with music programming and promotions. The teaching programs take care



Frank Reed

of themselves." Reed will be on the air from 7-9am.

Prior to his two-year stint at WOCL, Reed spent eight years at WNBC/New York doing middays.

## 'FLASHBACK' VS. 'BACKTRACK'

Radio Today Sues  
Westwood One

Program supplier Radio Today and its President Dan Formento are seeking \$7.6 million in damages against NBC Radio Entertainment and its parent company Westwood One.

The suit charges Westwood One with passing off its new series "Backtrack" as the creative work of Radio Today and Formento. Westwood One had been the distributor of the Formento-produced "Flashback" until recently, when the program was dropped from the company's lineup. Radio Today is now distributing "Flashback," and has brought in LBS Communica-

tions as its ad rep.

The suit further alleges that Westwood One attempted to force a substitution of "Backtrack" on stations which previously had been contracted to carry "Flashback."

In addition to monetary damages, Radio Today is seeking to injunct Westwood One from further distributing "Backtrack," claiming the program copies the format and content of "Flashback," including its distinctive audio logo.

Westwood One Inc. President Bill Battison said his company's policy is not to comment on matters in litigation.

## On The Turning To Face The Camera



Following their Madison Square Garden show, Pink Floyd's Richard Wright, Nick Mason, and David Gilmour were feted at a label reception. Pictured (l-r) are Columbia VP Jack Rovner and Sr. VP Mickey Eichner; Wright and Mason; CBS Records President Al Teller; Gilmour; EMK Productions' Steve O'Rourke; and Columbia Sr. VP Bob Sherwood.

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## NEWSBREAKERS

EDITED BY JIM DAWSON

## Radio

● **BILL PADDICK**, previously GM at KTFX/Tulsa, has been named GM at crosstown KMOD. He replaces **JIM SMITH**, who leaves for a Regional VP post at Clear Channel Communications.

● **JOEL FRIEDMAN** has been upped to Station Manager and **BILL SAURER** has been named Sales Manager at WSEN-AM & FM/Syracuse. Friedman was previously GSM for two years. Saurer joins from WHEN & WRRB/Syracuse, where he was an AE.



Joel Friedman Dan Shanahan

● **DAN SHANAHAN** has been promoted to Station Manager at KRDO-AM & FM/Colorado Springs. He had been PD/ND at the stations for the past four years.

● **BERNIE FLORIE** has been named Station Manager at WBBQ/North Augusta, GA. He replaces **ED DUNBAR**.

● **MIKE EDINGER** has been appointed GSM at KAPT/Austin. He joins from KSCS/Dallas.



Mike Edinger Mark McGoffin

● **BARB KING** has been promoted to NSM at KMJI/Dallas. She has been at the station two years.

● **GEORGE KENYON JR.** has been upped from AE to LSM at WLLZ/Detroit.

● **MARK MCGOFFIN** has joined KBTS (B-93)/Austin as Local Sales Manager. Prior to this he was an AE at Denver outlets KIMN & KYGO and KRZN & KMJI.

● **BARRY KEEFE** has been upped from ND to Director/News and Public Affairs at WCLR/Chicago.

## Lauper's Flying Colors



Cyndi Lauper accepted Japan's Gold Disc award for Rock Album of the Year by a solo artist for "True Colors." She's flanked by (l-r) co-producer Lennie Petze, manager David Wolff, and Epic/Sony Sr. Managing Director Shigeo Maruyama.



Bruce Resnikoff Rod Butler

## Records

● **BRUCE RESNIKOFF** has been upped to VP/Special Markets & Products at MCA Records. He was previously Director/Special Markets & Products.

● **ROD BUTLER** has been upped to National Director/East Coast Promotion at Capitol Records. He was formerly Regional Manager/Promotion.

● **MARK ABRAHAMS** has formed Fourm Records, Inc. The new label will be based in New York.

● **STEVE SCHNUR** has been appointed National Director/Video Marketing and Promotion at Elektra Records. He was previously the label's Northeast Regional Director/AOR Promotion.



Steve Schnur Roberto de la Rosa

● **NOBERTO de la ROSA** has been named Director/Latin Music Marketing at PolyGram Records. He was previously Northeast Regional Manager of Sales, Promotion, and Artist Relations at Discos CBS International since 1981.

● **KELLY IRWIN** has joined Bronx-based B-Boy Records as Director/Marketing & Promotion. She previously handled all phases of operations at Public Records.

● **WARNER COMMUNICATIONS** has reached agreement to acquire long-established **TELDEC RECORDS** of Germany for an undisclosed sum. The deal, made through a German subsidiary of Warner, is subject to German government approval. Once acquired, Teldec will operate independently as part of WEA International.

## Industry

● **ED O'CONNOR** has been named VP/Major Market Specialist for Transstar. He had been Corporate Retail Sales Manager for Legacy Broadcasting.

● **HENRY HURT** has been appointed VP/Nashville at Arista Music & Publishing/Nashville. He will report to Arista Music Publishing President **BILLY MESHEL**.

● **AVIVA BERGMAN** has been named VP/Business Affairs at Dick Clark Productions. She was previously Director/Business Affairs.

● **LORRAINE MCCONNELL** has been named Manager/Marketing & Promotion for CBS Radio Networks. She was previously Manager/Promotion and Publicity at ABC Radio since 1985.

● **DOUG JONES** has been named Director/Research for all DKM Broadcasting properties. He was previously VP/Research at King Broadcasting.



Henry Hurt Aviva Bergman

● **PHYLLIS WHEAT** has joined Greenwood Performance Systems as a VP. She previously worked with direct mail sales at Yancey Marketing Corp.

## CHANGES

**Susan Riviuccio** has joined KFBK/Sacramento as an AE.

**Marge Falcon-Gonzalez** has been named Publicist/National Ticket Coordinator for Warner Bros. Records.

## PROS ON THE LOOSE

**Jack Daniels** — Mornings KFXE/Little Rock (501) 851-4869

**Robert Lindsey** — PD WHVE/Sarasota, FL (813) 493-3706

**Chuck Manning** — Mornings KRAM/Las Vegas (702) 871-7595

**Bobby Mercer** — Mornings KGGI/Riverside, CA (714) 887-1533

**Barney Phip** — Air talent WKBV/Richmond, IN (317) 842-8849

**Bill St. John** — PD KIIZ/Killeen, TX (817) 698-6263

**Julie Singletary** — Promotion Director WSJS & WTQR/Winston-Salem (919) 760-1652

## Cody

Continued from Page 1

We've admired Frank Cody's accomplishments since his days at NBC."

Leach noted, "After four years of service to Pyramid, I welcome the opportunity to fully join with Rich Balsbaugh, Chief Programming Officer Sunny Joe White, and all the talented people at each station to build a highly unified team approach to problem-solving. I feel Frank Cody's special imagination and futuristic orientation will be of enormous benefit to Pyramid and our clients."

Cody made the transition from PD of AOR KMET to PD of KTWV when the station changed calls and adopted the Wave format in February 1987. He was named VP/Programming at the station in November, and Music Director Chris Brodie was elevated to the PD slot. Last week Brodie added the new post of VP/Music Director at the SMN Wave Network to her KTWV duties.

## KMJQ

Continued from Page 3

ted. According to Bosley, MSI felt it was unable to validate the new survey's numbers. "In any kind of research, there's some kind of lag period," Bosley added.

KMJQ states that Arbitron refused to postpone the implementation of the new lower estimates pending

## Osborne

Continued from Page 3

a dream come true to program here. Both stations are dominant because they have the best calls, staff, and company to keep them on top. There's little to fix at either station, since nothing is broken."

Osborne begins his new duties this week. His replacement at WXLO is being sought.

further studies. Sr. VP/GM Barry Drake commented, "When the burden of proof was placed on our shoulders, we responded by furnishing the most accurate, up-to-the-minute data available. Obviously, Arbitron could not face those other stations and reverse their decision to lower the black population. This is a sad day for our industry."

In response, Bosley emphasized that the decision was MSI's, stating, "We accept the data that MSI supplies, so we'll [stick with it]." He pointed out that MSI supplies population data not only to Arbitron in all markets, but to Birch and two other major research organizations. Bosley also said the lower black population estimate was calculated to affect KMJQ's 12+ share by at most a tenth of a point, and expressed disappointment at KMJQ and KMJM's decision.

## Whitesnake Brings Home The Platinum



To celebrate the multiplatinum success of Whitesnake's most recent album, Geffen President Ed Rosenblatt brought the band to his home to celebrate. Pictured (l-r) are Geffen's Marko Babineau; group's Adrian Vandenberg and David Coverdale; Geffen promotion chief Al Coury; and Whitesnake's Rudy Sarzo, Vivian Campbell, and Tommy Aldridge.

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## STREET TALK

### Walker Granted Limited Immunity In FCC Payola Probe

As ST went to press, we learned that former **Y100/MIAMI** PD **ROBERT W. WALKER** has been granted limited immunity by FCC Chief Administrative Law Judge **THOMAS FITZPATRICK** in order to obtain information about the use of drugs and possible payola practices.

Meanwhile, that payola story in the current *Rolling Stone* turned out to be rather explicit (ST 12/18), especially concerning the activities of indie promoters **JOE ISGRO** and **RALPH TASHJIAN**.

ST hears that the Stone's key source was a former Isgro secretary who has also testified before the Los Angeles Grand Jury. While advance proofs of the RS piece were circulating in the industry, the *L.A. Times* reported that the same grand jury has "turned up evidence of systematic payments" by several indies to various PDs. But the newspaper said those payments — which came in the form of "consultancy fees" — may not actually be illegal. The Times also states the indies are back doing big business . . . but now the dollar flow is from the record companies to others (managers, video budgets, tipsheets that also do promotion) who employ the indies.

Will two of **FRANK CODY**'s clients in his new business venture (see story Page 1) be **KTWV/L.A.** and **SMN**? Only the lawyers know for sure.

That **NATIONAL BUREAU OF STANDARDS** DAT report should be delivered to Congressional subcommittees in about a month, according to an agency spokesperson. It'll spell out whether the copycode anti-home taping system degrades sound quality when applied during the recording process.

#### I Still Haven't Found What I'm Looking For

**WLIR/LONG ISLAND**, the station without a frequency, has applied for a new home. The **WILLIAMS-SPITZER MEDIA CORP.** has reached an oral agreement to buy **EAST SHORE BROADCASTING**'s Riverhead, Long Island Big Band/AOR combo **WRHD/WRCN** for \$4.5 million (see Radio Business, Page 8).

President **ELTON SPITZER** says he hopes to buy "several more stations and simulcast all over the region — Jersey, Westchester, Connecticut — from one location." Should the deal go through — challenges are expected — **WLIR** is expected to keep its studios in Nassau County, outside the coverage area of **WRCN**. Because of the distance involved, **WDRE**, the **JARAD** station that now

occupies 'LIR's old 92.7 frequency, would not be a competitor.

**THE ENTERTAINMENT NETWORK (TEN)**, producer of the "Top Of The Pops" TV show, declared bankruptcy last week, leaving the future of the program, currently airing Friday nights on **CBS**, in doubt.

You knew it was bound to happen — **SQUEEZE**'s latest single, "853-5937," is wreaking havoc at the phone company. The first report of real trouble comes from **WRCK/UTICA**, which suspended play for a short period to allow a dentist to have his "aching digits" removed.

**VICKI LEBEN**, **MOTOWN**'s National Promotion Director, has resigned to pursue other interests. She'll be announcing her plans soon.

#### Hot Jobs

Middays at **Z93/ATLANTA** is still open — call PD **BOB CASE** . . . **WMMS/CLEVELAND** is looking for a new PD to replace **BRIAN PHILIPS** who left to program **BJ105/ORLANDO** (see Page 4), so contact **OM KID LEO** . . . **KZEW/DALLAS** still needs an Assistant PD/MD/air talent, so call **DAVID GROSSMAN** at (214) 522-9898 . . . Also, a rare midday opening at **WOOD/GRAND RAPIDS** is about to come up, so call PD **SKIP ESSICK** at (616) 459-1919.

Former dance label whiz **RAY CAVIANO** is back in the biz, handling promotion for the NY indie label **SLEEPING BAG**. He'd held high-profile jobs with **TK**, **WB**, and **ATLANTIC** before drug problems netted him a prison sentence. Out on a work-release program, Caviano says he's appreciative of the support he's received from friends in the industry and is enthusiastic about the future.

Continued on Page 26



**A BUZZ AROUND TOWN** — When **Power 99.7/Atlanta**'s morning cutup **Steve McCoy** (right) recently hosted a "Truth Or Dare" night at a downtown watering hole, offering \$500 to the person who agreed to perform the most hair-raising stunt, the winner was a local computer programmer who allowed the station's frequency to be chopped into his coil, as pictured.

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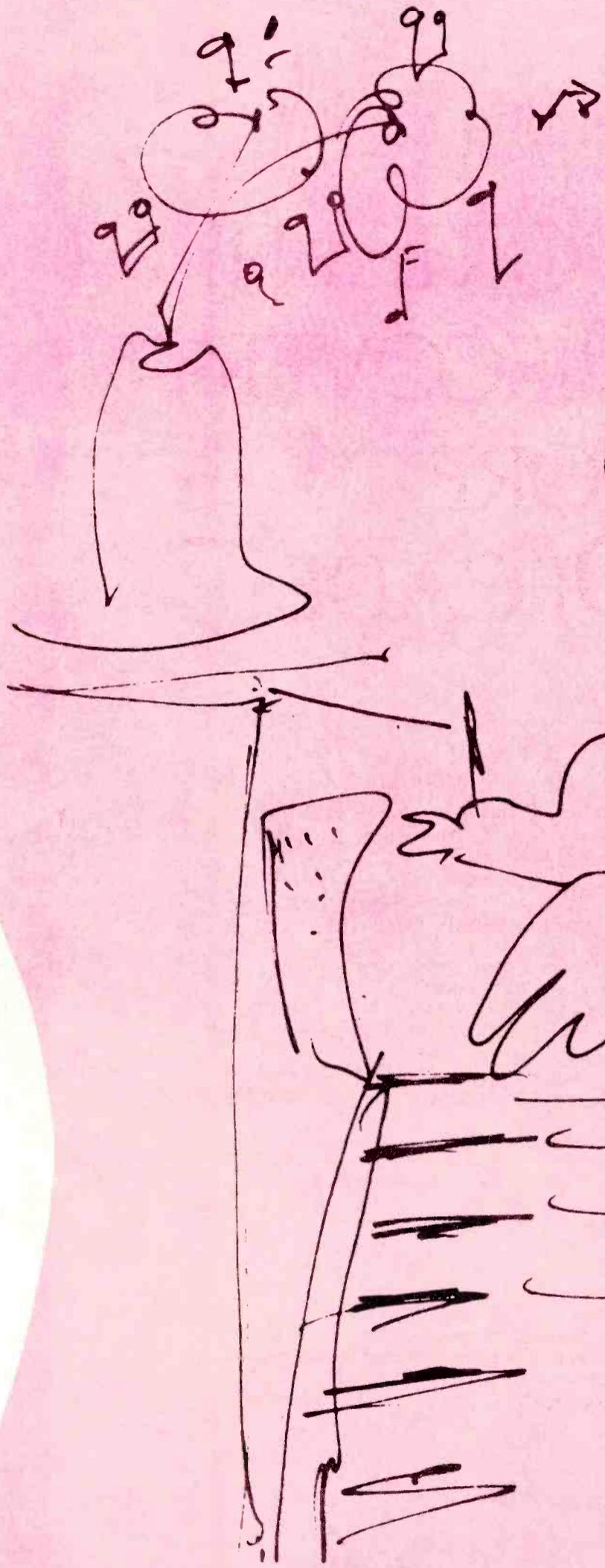
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Adding to the fascinating blend of music and interviews are special features, including spotlights on each week's events in Lennon history, as well as Lennon-related Beatles history.

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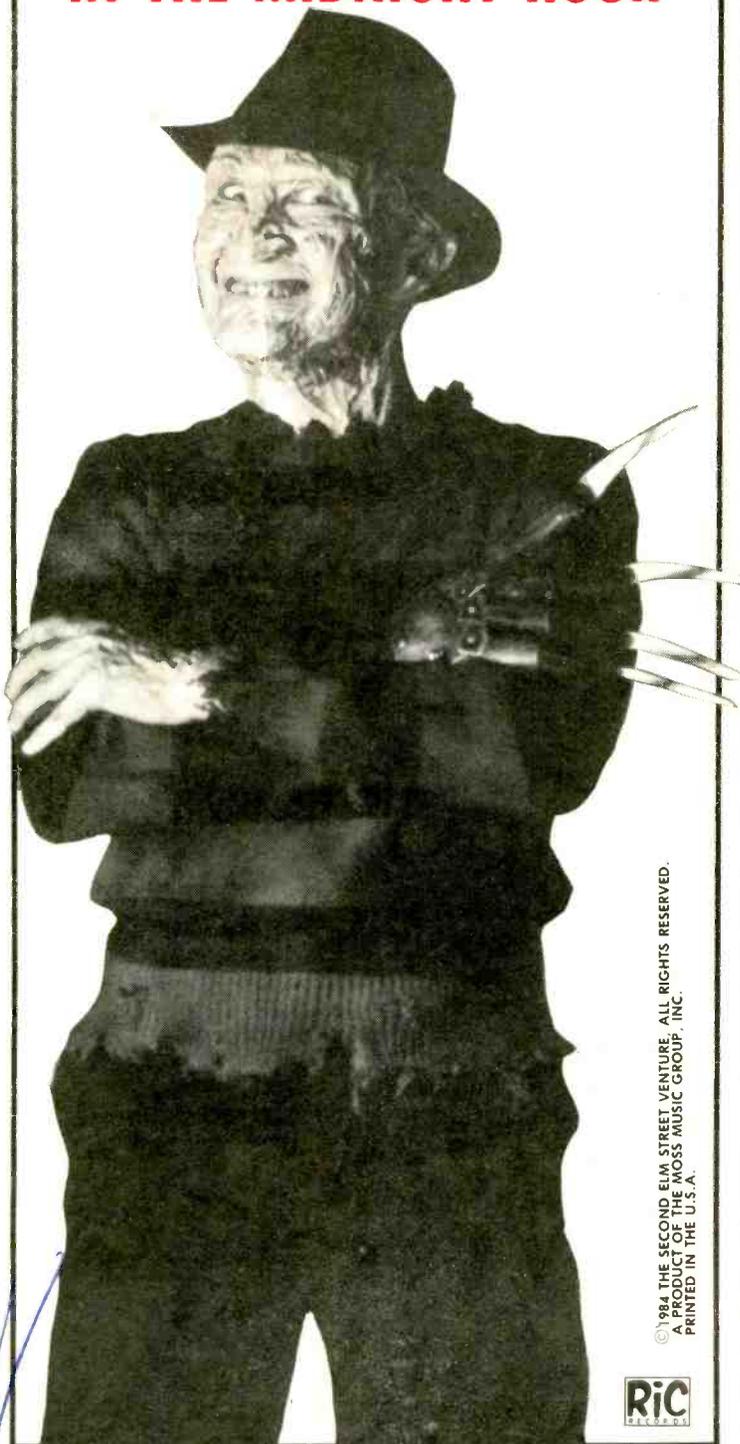


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## STREET TALK



**HALL-IDAY GREETINGS** — Former Billboard radio editors don't disappear, they just become Assistant Professors of Communications for the State University of New York at Brockport, as evidenced by this seasonal snapshot of Claude Hall (extreme right) and family.

Continued from Page 22

Big changes at **94Z (WZZU)/RALEIGH**. Sr. VP **PETER JORGENSEN** turns day-to-day managerial duties over to **BILL IRWIN**, formerly GM at crosstown **WPTF & WQDR**, but most recently an in-house consultant at 94Z.

Meanwhile, 94Z GSM **BILL WHISENANT** becomes VP/GM at sister **WCHL/CHAPEL HILL** and **WCHL** VP/GM **HENRY HINTON** becomes GSM at 94Z, leaving **LARRY MELNICK** in the Local Sales Manager's slot. Also at 94Z, **STEVE CHRISTIAN**, most recently at Easy Listening **WWMY/GREENSBORO**, returns to CHR programming, replacing **GEORGE DENNOS**.

**WPLJ/NY**'s on-air slogan, "POWER 95," now has accompanying new calls, **WWPR**, effective 12/17. However, crosstown neighbor **Z100**'s **SCOTT SHANNON** had a bit of fun with those new calls, claiming they stood for "World Wide Puerto Rican Radio." Shannon also hinted at a corresponding format change, a jibe that reportedly upset some of Power 95's advertisers, until some equally upset AEs could calm them down.

### Little Rock Action

**KFXE/LITTLE ROCK** has dropped Country to become "POWER 92," with a new Urban/CHR approach consulted by **DON KELLY**. The new PD is **KEVIN BROWN** from **WIGO/ATLANTA**, who indicates the calls will be changing.

After two years at **KZOU/LITTLE ROCK**, PD **JERRY LOUSTESAU** transfers to sister station **KHFI (K98)/AUSTIN** as its new PD. This elevates current K98 PD **MICHAEL LEE SCOTT** into the OM slot. Loustesau's replacement is being sought.

**KHYT/TUCSON** PD **JIM BEDNAREK** and airstaffers **MARK ROMAN** and **STEVE KELLOG** were let go due to budgetary reasons. Merry Christmas!

Former **MTV** VJ **J.J. JACKSON**, most recently with **KROQ/L.A.** on the weekends, moves across town to do MD/afternoons at **KMPC-FM**.

After only two broadcasts, the neo-Nazi "Aryan Nations Hour" that aired over **KZZI/WEST JORDAN, UT** is Memorex. Sources claim the decision to give the controversial radio talk show a forum cost the station virtually all its advertisers.

**KIIS/L.A.**'s parent company, **GANNETT**, has launched the **GANNETT FOUNDATION'S COMMUNITY SERVICES RESOURCE CORPORATION**. It will create an adopt-a-shelter program aimed at raising \$1 million each year to benefit the 114 shelters for the 35,000 homeless in the area. Gannett is kicking in two separate \$250,000 donations to get things moving.

**POWER 106/L.A.** morning mouth **JAY THOMAS** is getting married this weekend to **SALLY MICHELSON**, Assistant Manager of Saks 5th Ave. in Beverly Hills.

**E/IPA** National AOR Director **HARVEY LEEDS** and wife **ANNIE** announce their "debut release," **ANNIE SATCHMO**, who arrived 12/26.

Condolences to **CHAPMAN ASSOCIATES** broker **MITT YOUNTS**, whose father, **JACK SPURGEON YOUNTS**, passed away last week. The senior Younts was President/owner of **WEEB/SOUTHERN PINES, NC** until 1981, former Director of **NAB** from 1965 to 1980, and was also President of the **DAYTIME BROADCASTERS ASSOC.** from 1959-61.

**HERBERT S. DOLGOFF**, President of **DOLCOM COMMUNICATIONS**, which owns **WTNZ/KNOXVILLE** and **WTHZ/TALLAHASSEE**, passed away suddenly last week. Dolgoff's colorful past includes a long tenure as Chief Legal Council to Top 40 legend **TODD STORZ** as well as having put Miami's first Country and Spanish stations (**WWOK** and **WCMQ**, respectively) on the air.

Local Dude Makes Good: Congratulations to **R&R**'s former Gold Editor and all-around walking encyclopedia **SEAN ROSS**, who lands a plum gig at new modern music AOR **WDRE/LONG ISLAND**, handling creative and some airwork.



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## DATEBOOK

SEAN ROSS

## Goodbye To Frankie

MONDAY, JANUARY 11

1969/Jethro Tull's first LP, "This Was," released in UK.

1979/"She Came To The Valley" premieres in Brownsville, TX. **Freddy Fender**, who plays Pancho Villa, escorts Villa's 85-year-old widow to the screening.1984/**Michael Jackson** gets 12 Grammy nominations.1986/**Ike Turner** is arrested in West Hollywood for cocaine before he can be tried for a 5/85 arrest. Turner claims police harassment. Also, the **Pet Shop Boys'** "West End Girls" goes to #1 in Britain.1987/**Frankie Goes To Hollywood** opens their final tour at Manchester's G-Mex center. Their second LP sells 60,000 copies, compared to a million for the first one.Born: **Vicki Peterson (Bangles)** 1958, **Naomi Judd** 1946

TUESDAY, JANUARY 12

1952/**Little Richard** records an early track, "Thinkin' 'Bout My Mother," in Atlanta.1975/A package tour of **WB** artists that unites **Montrose**, **Graham Central Station**, and **Little Feat**, among others, starts across Europe.1979/**The Bee Gees** get a star on the Hollywood Walk of Fame, and "Too Much Heaven" goes #1 CHR. Also, **Aynsley Dunbar** becomes **Starship's** drummer.1980/"Brass In Pocket" goes to #1 in Britain. In the states, "Taxi" star **Jeff Conway** performs his new single, "City Boy," on the Cerebral Palsy Telethon.1987/Pollstar names **ZZ Top** the #1 concert artist of 1986; the **Monkees** are 7th. **Micky Dolenz** and **Gloria Loring**, meanwhile, film an episode of "Mike Hammer." **George Strait's** "Ocean Front Property" goes gold.Born: **Arlo Guthrie** 1947, **Ray Price** 1926, **Glenn Yarbrough** 1930, **William Lee Golden** 1939

WEDNESDAY, JANUARY 13

1968/**Berry "Pops" Gordy, Sr.** and his wife **Bertha** celebrate their 50th anniversary by renewing their vows at Detroit's Bethel AME Church with many Motown family members present.1979/**Donny Hathaway** dies at 33 by falling from the 15th floor of New York's Essex House.1986/**John McCollum's** father sues **Ozzy Osbourne** and **CBS**, claiming that John killed himself over Ozzy's "Suicide Solution." McCollum loses eventually. In other legal briefs, **John Lydon**, **Steve Jones**, **Paul Cook**, and **Sid Vicious's** mom sue **Malcom McLaren** for a million pounds. Eventually, they settle out of court.

THURSDAY, JANUARY 14

1960/Perhaps they thought he'd re-up: **Elvis Presley** is promoted to Sergeant.

1969/"Monterey Pop," the movie, opens in L.A.

1970/The final **Diana Ross & the Supremes** show takes place at the Las Vegas Frontier Hotel.1978/The final **Sex Pistols** show in San Francisco.

1983/The final episode of "M\*A\*S\*H" shot in Century City.

1984/**Madonna** makes her debut on "American Bandstand."

Ronnie Milsap, Sade, Susannah Hoffs, Vicki Peterson, Naomi Judd

1985/"Do They Know It's Christmas" becomes the best selling British single of all time.

1987/**Columbia** hosts a party to celebrate **Dolly Parton's** signing. Guests include **Andy Warhol**, **Grace Jones**, **Calvin Klein**, and **David Brenner**.Born: **Allen Toussaint** 1938, **T-Bone Burnett** 1948

FRIDAY, JANUARY 15

1975/An all-RCA/Country show on "In Concert" features **Charley Pride**, **Gary Stewart**, **Chet Atkins**, **Jerry Reed**, **Ronnie Milsap**, and **Dolly Parton**.1979/**Sammy Davis Jr.** holds a wine and cheese party for **Jesse Jackson's** PUSH at his Beverly Hills home. Davis donates \$50,000; Republican politician **Mike Curb** donates \$5000.1982/**KC** is severely injured in a head-on collision in Miami; he spends the rest of the year recovering.1987/Because of a TV crew, it takes four hours to hand out eight Alabama Music Hall of Fame awards. Winners are **Alabama**, **Lionel Richie**, **Hank Williams Jr.**, and the **Temptations**. Hank Jr. is joined for "Mind Your Own Business" by **Percy Sledge** and **Kathy Forester**. Hall of Fame inductee **Sam Phillips** complains about the pace, but then talks for 15 minutes. Also, the *Detroit News* reports that **Bob Seger's** fiancée auditioned for *Playboy* and lost.Born: **Lisa Lisa** 1967, **Captain Beefheart** 1941, **Ronnie Van Zant** 1948, the late **Martin Luther King** 1929

SATURDAY, JANUARY 16

1975/Synth whiz **Paul Beaver**, heard on film scores for "The Graduate" and "Catch 22," dies of a stroke.1979/She found someone: **Cher** finally dissolves her nine-day marriage to **Gregg Allman** after four years.1985/**USA For Africa** becomes a real project. **Stevie Wonder** is initially thought to be a co-writer.1987/**The Beastie Boys** dump water on **Creem's** **Chuck Eddy** in a week that includes being the first group censored on "American Bandstand" and getting evicted for tossing chairs from their hotel window. In the UK, **Squeeze's** **Jools Holland** muffs a live plug for his TV show by inviting "all the groovy fuckers" to watch. He's suspended for six weeks and "The Tube" is eventually cancelled.Born: **Ronnie Milsap** 1946, **Sade** 1960

SUNDAY, JANUARY 17

1967/The Boston Tea Party opens, becoming that city's best-known club for its four-year run. It's also the site of the first **WBCN** live broadcast.1970/**Billy Stewart** is killed in a car crash.

1972/Elvis Presley Blvd. dedicated in Memphis.

1979/**Linda Ronstadt**, **Emmylou Harris**, and **Dolly Parton** announce their joint LP. They finally record it seven years later.1981/**Echo & the Bunnymen** play a mystery show in London's Peak District. Ticketholders are bused in and the show filmed.1987/Apple Computers makes a \$200,000 charity donation so that **Huey Lewis & the News** will play its 10th birthday party.Born: **Susannah Hoffs (Bangles)** 1957, **Paul Young** 1956

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ADAM WHITE

## MUSIC

## Warlock, WQHT Team For Hot Fundraiser

**S**tacey Q, the Cover Girls, Monet, TKA, Sa-Fire, Joyce Sims, and Timex Social Club are among those on the WQHT/New York first anniversary album newly shipped by indie Warlock Records. "Hot 103: The

Anniversary Album" was produced by Warlock's Adam Levy.

Available on LP and cassette, it consists of dance remixes of previously released tracks.

A portion of the sale proceeds from "Hot 103," 15 cents per record, will go to the Children With AIDS Care Program.

The program is a special project coordinated by Northern Lights Alternatives, an international charity organization. According to Sandy Weinberger, director of marketing and public relations at WQHT, the money raised will be used to help finance medical treatment for the 700 children in New York City currently suffering from AIDS.

The album should also be available in Los Angeles the first week of January. KPWR/Los Angeles is sponsoring the album in the Southern California market, where it will be titled "Power 106/L.A. Power Mix '87." Proceeds will also be donated to a local AIDS program.



Stacey Q: Music out of charity.

### SAY AMEN!

## Arista's Promo Item For Fans Of 'Lady Soul'

**R**oots rock has been an important musical trend in AOR and CHR the past few years. Now Aretha Franklin, the first lady of soul, has gone back to her roots for the new Arista release "One Lord, One Faith, One Baptism."

The album was recorded last summer at the New Bethel Baptist Church in Detroit. Highlights of the two-record set include guest performances by Mavis Staples, Joe Ligon of the Mighty Clouds Of Joy, plus some words of inspiration from the Rev. Jesse Jackson.



Franklin: spreading the gospel.

Since the new release is a departure from Franklin's last few commercially-successful R&B albums, the label is spreading the word to Urban programmers with a promo item — a hand-held fan, similar to those used by churchgoers in many a Southern Baptist parish.



## Adapting To The Subcompact Disc

The latest spin on the three-inch CD single is this packaging piece from Dunhill Compact Classics, which incorporates an adapter for the subcompact disc as well as the disc itself.

It's being used for two releases, the first offering Harry Chapin's "Remember When The Music" and "I Miss America," the second featuring Ray Charles's "America The Beautiful."

The three-inch CD can accommodate up to 20 minutes of music. The Chapin disc clocks in at 9:20 and the Charles title at 3:38. Each has a \$4.99 list price.

## Compact Data



Joni's Idol Platter: Billy Idol, Willie Nelson, Peter Gabriel and more guest on Joni Mitchell's new LP.

### Odd Couples

Joni Mitchell and Billy Idol? It may be hard to top that musical odd couple, unless you pair Mitchell with Willie Nelson. As it turns out, both Idol and Nelson will be featured guest artists on "Chalk Marks In A Rainstorm," Mitchell's new album due on Geffen in February. Other performers who will lend their talents to the album include Peter Gabriel, Don Henley, Wendy and Lisa, Thomas Dolby, the Cars' Benjamin Orr, and saxophonist Wayne Shorter.

### Digitalized Presley

The King is back, this time in the form of "Essential Elvis — The First Movies." It's a 23-song, digitally remastered RCA package of music from the Presley movies.

Included are unissued, alternate takes of "Loving You" and "Love Me Tender," among others. The label is also digitalizing some of Presley's live recordings, for eventual release in this "Essential" series.

### Short Cuts

- Ex-CLASH frontman JOE STRUMMER is touring with the POGUES on the band's current US tour. Strummer is a temporary stand-in for PHILIP CHEVRON, who was forced to skip the tour because of treatment for an ulcer.

Strummer: Rum, sodomy, but not the Clash.

- BUSTER POINDEXTER (aka DAVID JOHANSEN) has a role in the upcoming BILL MURRAY movie "Scrooge."

- PINK FLOYD filmed a recent concert in Atlanta for possible use in a proposed tour film.

- LESLIE WEST has signed to Passport, and his debut album, "Working," is due in a couple of months. JACK BRUCE is among guest musicians.

- TED NUGENT reunites with producer Tom Werman for his next Atlantic album, due at the end of this month.

- AIR SUPPLY's GRAHAM RUSSELL is writing the music and lyrics for "Sherwood," a musical based on the story of Robin Hood.

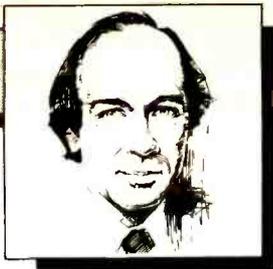
- CLUB NOUVEAU's THOMAS McELROY and DENZIL FOSTER are producing new Wing Records act TONI, TONE, TONY.

- Music by JO-EL SONNIER (now on RCA) and BUCKWHEAT ZY-DECO (an Island artist) is on a new Rounder CD compilation from Ryko-disc, "Louisiana Scrapbook." Also included: IRMA THOMAS, MARCIA BALL, and JOHNNY ADAMS, among others.

- AGNETHA FALTSKOG, once of ABBA, will have her new Atlantic album, "I Stand Alone," available next month. It was produced by PETER CETERA, and Bruce Gaitsch ("La Isla Bonita") co-produced.

- CARMINE APPICE makes his movie debut in "Black Roses" as the drummer of a zombie rock band which terrorizes a small town.





BRAD MESSER

# CALENDAR

## Newspaper Rewrite Trap

Rewriting from the newspaper to be sure you haven't missed a local story is considered a necessary part of the morning routine at many stations, even though some newspeople privately feel they are merely scavenging. They wish they had their own staffs of reporters to cover the news, rather than having to lift it secondhand from a printed page.

Newspaper editors and their radio counterparts do share one attitude — they hate to carry stale news. That lofty attitude, although it may be wonderful in itself, has a dark flip side. Faced with a hopper full of old news and running short on fresh stuff, some newspapermen simply deemphasize or eliminate any reference to "when." They'll print a story in the Friday morning paper without bothering to mention it happened on Tuesday.

If the radio rewrite man doesn't keep himself current on local news, he'll fall for the trap and use the old

story on the assumption it just happened.

However, here's one that goes light-years beyond the normal watch-out-for-old-news caveat. Check out this letter from Jimmy Lane at KYKZ/Lake Charles, LA:

"Driving to work the morning of November 19th, 1987, I happened to catch the 8:30 newscast of competing station KEZM. The newscaster related a story about an air show — the first of its kind! — coming to Lake Charles. He went on to report that the show would be held at the East Broad Street Airport this Sunday. Describing in great detail the

many performers and events, he ended the story by saying that passengers would be carried in a giant tri-motor Stinson on Sunday morning, Sunday night, and Monday.

"The story caught my attention because I was not aware of any airport on East Broad Street, and Lake Charles is known for having an annual airshow — so how could this be the first of its kind?"

"I thought nothing more of it until I was leafing through the paper later that morning and saw the same story (word for word) in a feature entitled "Fifty Years Ago." Not only did the newscaster steal the story from the local newspaper, he reported a story that happened 50 years ago as if it were to happen this Sunday.

"The same story was repeated [on KEZM] at 10:30am."

### First US/Contra Casualty

**MONDAY, JANUARY 11** — Nicaragua shot down a helicopter in Honduras in 1984, killing US Army CWO **Jeff Schwab**, the first American soldier to die under enemy fire in the Contra conflict in Central America.

The Supreme Court ruled in 1984, in the **Karen Silkwood/Kerr-McGee** case, that states can impose damages for nuclear safety violations. The Surgeon General first reported in 1964 that cigarettes are a "definite health hazard." 25th anniversary of the opening of America's first discotheque, the Whisky A-go-go in Los Angeles.

*Birthdays:* Swim champ **Tracy Caulkins** 25. Golfer **Ben Crenshaw** 36. Musician **Bobby Goldsboro** 47.

### Train Killed Old Shep

**TUESDAY, JANUARY 12** — Old Shep, a sheepdog waiting for his master at the Fort Benton, MT railroad station, was struck and killed by a train in 1942. Shep was a very faithful dog — newsworthy because he had been hanging around the train depot for five-and-a-half years. His master had died in 1936. The body was shipped away on a train for burial elsewhere, and Old Shep had simply refused to leave the train station.

21 years ago in the first Superbowl, the Packers beat the Chiefs 35-10 in Los Angeles (1967). America's longest rail tunnel, running eight miles through Washington's Cascade Mountains, was completed in 1929.

*Birthdays:* Singer **Glenn Yarborough** 58.

### Stephen Foster Memorial Day

**WEDNESDAY, JANUARY 13** — **Stephen Foster**, composer of dozens of hit songs including "Swanee River," "Beautiful Dreamer," and "My Old Kentucky Home," died at age 37 in 1864 — flat broke, in a charity hospital.

**Elvis** cut "Suspicious Minds" in 1969. The "Steve Canyon" comic strip by **Milton Caniff** premiered in 1947. **James Oglethorpe** and 130 settlers established Charleston, SC in 1733.

*Birthdays:* Actor **Robert Stack** 69.

### Contact Lens Advance

**THURSDAY, JANUARY 14** — A major breakthrough in contact lens technology was made available in 1981 when the FDA approved the first extended-wear lens, the Hydrocurve-II, which could be worn up to two weeks.

The first docking of two manned spacecraft was in 1969. Performer **David Jones** changed his name to **David Bowie** in 1966. The NBC-TV "Today" show premiered in 1952. Traditionally this is winter's coldest day. Ratification Day, the official end of the American Revolution in 1784.

*Birthdays:* Actress **Faye Dunaway** 47. Novelist **Thomas Tryon** 62.

### Gorbachev Disarmament Plan

**FRIDAY, JANUARY 15** — Soviet leader **Mikhail Gorbachev** proposed a plan in 1986 to completely eliminate nuclear weapons by the year 2000.

A brief ceasefire took place in Afghanistan in 1987, the first break in seven years of fighting between Soviet occupation forces and Afghan rebels. The Pentagon building was completed in 1943. The official rules of basketball were published in 1892. Federal Income Tax quarterly return deadline. **Martin Luther King Jr.**'s birthday (observed next Monday in some states).

*Birthdays:* Actress **Maria Schell** 62. Actor **Lloyd Bridges** 75.



RADIO & RECORDS

Convention '88

MARCH 3-5

LOEWS ANATOLE HOTEL  
DALLAS

Registration must be received by February 15th

### To Register

Mail this form to R&R



Send completed form with check (made payable to Radio & Records, Inc.) or your credit card details. Mail to R&R Convention/88, 1930 Century Park West, Los Angeles, CA 90067.

Convention activities begin Thursday (3/3) and conclude Saturday (3/5) evening.

Registration is \$250 (must be received by 2/15/88)

- Registration includes all sessions, Cocktail Party and Buffet Supper, Superstar Show, all hospitality suites and exhibits.
- Badges must be worn for admission to all sessions, events and hospitality suites.
- Additional tickets to the Cocktail Party/ Buffet Supper (\$50) and the Superstar Show (\$50) can be purchased at the convention on a first come basis.

NAME \_\_\_\_\_  
STATION/COMPANY (for badge i.d.) \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE ( ) \_\_\_\_\_

Multiple registrations may be submitted on a separate sheet of paper. Refunds available, only if requested by 2/15/88. Registrations received after 2/15/88 ... \$285, on a first come available basis. (Credit cards or cash only — no checks)

Check enclosed: \$ \_\_\_\_\_  
Credit card info:  VISA  Mastercard  American Express  
Card Number: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Signature: \_\_\_\_\_

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2201 Stemmons Frwy., Dallas, TX 75207  
or call (214) 748-1200



Mail this form to Hotel

Wednesday, March 2 to Sunday, March 6, 1988

Hotel reservations received after 2/2/88 will be confirmed on a space available basis.

NAME Last \_\_\_\_\_ First \_\_\_\_\_ Middle \_\_\_\_\_  
FIRM \_\_\_\_\_  
STREET \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE ( ) \_\_\_\_\_  
Sharing with Last \_\_\_\_\_ First \_\_\_\_\_ Middle \_\_\_\_\_

Reservations are not transferable and are held until 6 P.M. unless guaranteed by advance deposit. MasterCard, VISA, American Express, or Diners Club Card.

I will guarantee by:  
 Advance Deposit  MasterCard  American Express  VISA  Diners Club  
Card No. \_\_\_\_\_ Exp. Date \_\_\_\_\_  
MC Interbank # \_\_\_\_\_  
Signature \_\_\_\_\_

Please check type and rate of accommodations requested.

<input type="checkbox"/> Single	<input type="checkbox"/> Double	<input type="checkbox"/> Concierge Floors	<input type="checkbox"/> Suites
— Atrium \$95	— Atrium \$105	— Single \$145	From \$175
— Tower \$105	— Tower \$115	— Double \$165	

Specially Priced Small Market Radio Rooms (limited availability) Single or Double \$75

Arrival Date \_\_\_\_\_ Time \_\_\_\_\_ AM/PM. Departure Date \_\_\_\_\_ Time \_\_\_\_\_ AM/PM

If room or suite is not available at requested rate, nearest available rate will be assigned. All reservations are confirmed subject to failure of prior guest to vacate, or other causes beyond our control. Check-out times is 12 noon. Rooms may not be available for occupancy until after 4 P.M. For VIP services try our Concierge Floors.



JOEL DENVER

# CONTEMPORARY HIT RADIO

## PHOTO ROUNDUP

# Picture This

Is it really 1988 already? The holidays, the fun times, the lights, the parties . . . all gone (sigh) until next year. But that's part of the fun . . . the anticipation of it all.

Holidays also mean great radio promotions, and here's the rundown on a few you'll see covered in this section when the pictures come in:

- **Hot 103/New York** held a skating party to benefit the Children's Aid Society, a local charity helping the area's neediest families. Recording stars Debbie Gibson, TKA, Nancy Martinez, and the Latin Rascals were on hand.

- **KMEL/San Francisco's** third annual Christmas Concert, which this year featured EMI-Manhattan's Natalie Cole, benefitted the San Francisco AIDS Foundation.

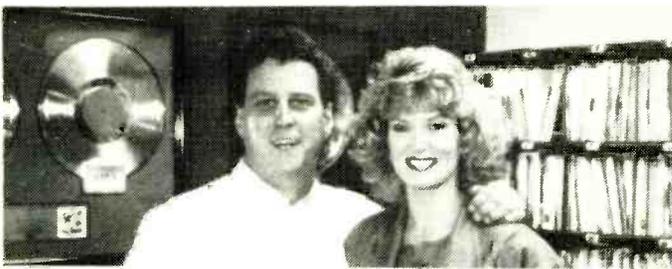
- **KIIS/Los Angeles's Hollywood Hamilton & Dr. George Brothers**, along with MCA artists the Jets, visited the McLaren Children's Center to sing Christmas carols to the more than 200 children housed there.

- **KWK/St. Louis** midday personality Chris Knight has kicked off a 106-hour nonstop broadcast to benefit "Toys For Tots."

- **WZYQ/Frederick, MD** raised \$45,000 in its "Cash For Kids Radiothon" from 5am December 7 until 7pm December 12.



**PET SHOP SHOT** — During the Pet Shop Boys' stay in New York City they stopped by Z100 to chat with afternoon jock Magical Matt Alan (middle).



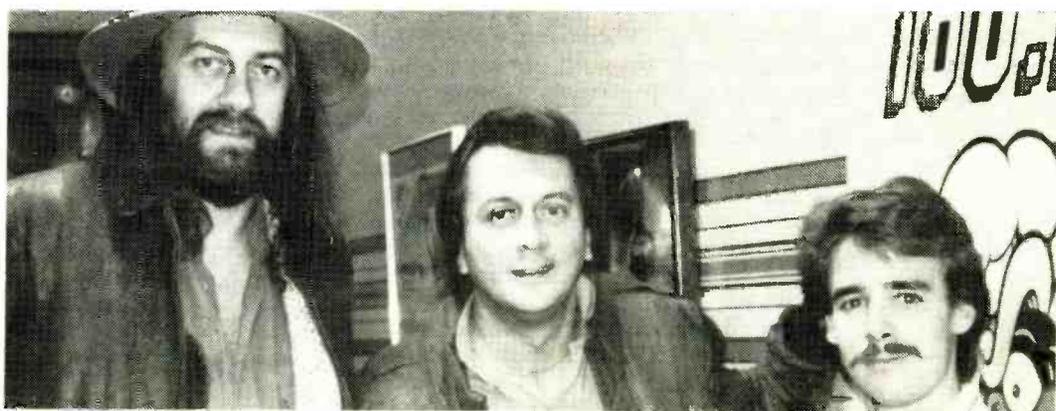
**WATCH YOUR STEP, MARY** — That's what KLUC/Las Vegas morning man Mike O'Brien said when "Entertainment Tonight"'s Mary Hart and her million dollar-insured legs walked into the studios. Hart was in town for a show celebrating Las Vegas's 75th anniversary and dropped by the station for an early morning interview.



**BEEFCAKE BASH** — WILI (198)/Willimantic, CT recently sent a busload of contest winners to New York's Chippendales Club. 198's Jamie West is shown enjoying the scenery with one of the boys.



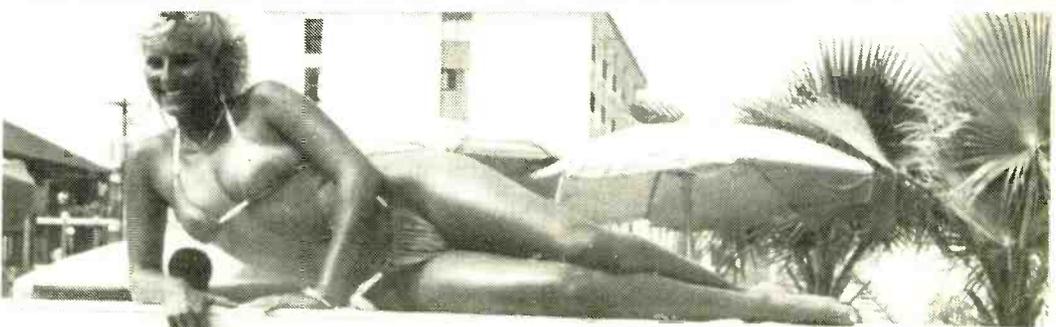
**LOVIN' IT WITH LOS LOBOS** — Los Lobos visited WPST/Trenton for an on-air interview prior to their concert at a local college. Shown are (l-r) WPST Station Manager/afternoon personality Tom "TC" Cunningham, Los Lobos' David Hidalgo, station night rocker Trish Merelo, Lobos's Conrad Lozano, and Warner Bros. reps Karen Moss and George Stone.



**MAC ATTACK** — Mick Fleetwood stopped at WMMS/Cleveland before a Fleetwood Mac concert for an interview with 'MMS OM Kid Leo. Outside the studios are (l-r) Fleetwood, Leo, and Warner Bros.' Dale Cononne.



**GOT TO HAVE FAITH** — George Michael recently stopped in DC for a promotional stint and a radio & retail dinner with some of the industry's locals. Shown (l-r) are B104/Baltimore PD Brian Thomas, Columbia's Lisa Wolfe, Michael, WAVA/Washington MD/Asst. PD Gene Baxter, and Q107/Washington MD Pam Trickett.



**WHAT A JOB!** — 100KHI/Ocean City's new morning sidekick Jill Heart is working hard on her tan when she's not in the studios working with "Hitman & Company."



**AOR**

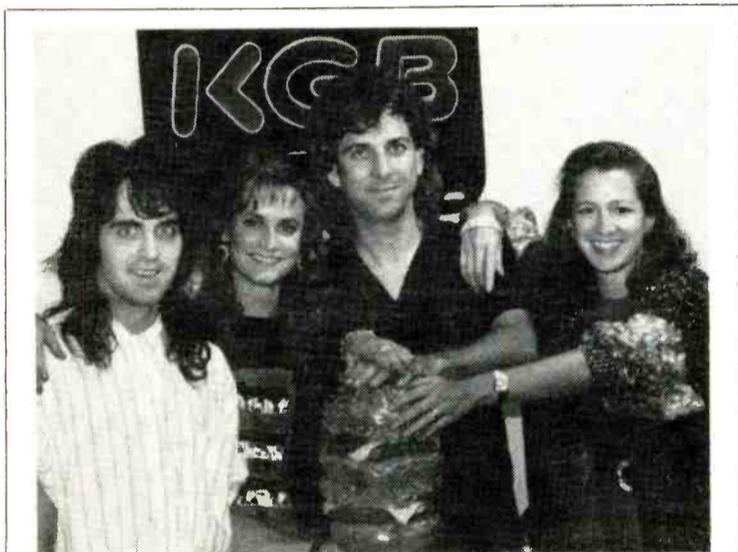
HARVEY KOJAN

# AOR's Full Of Hot Air

Interest in Pink Floyd really ballooned in 1987. After years of maintaining low profiles, band members were suddenly showing up at stations and mingling backstage after concerts. And the group's pig mascot — previously viewed by only a privileged few — hammed it up for thousands in a variety of locations. As a result, photos of both the group and pig have been plentiful. Some are featured below, along with other pics from the wide world of AOR.



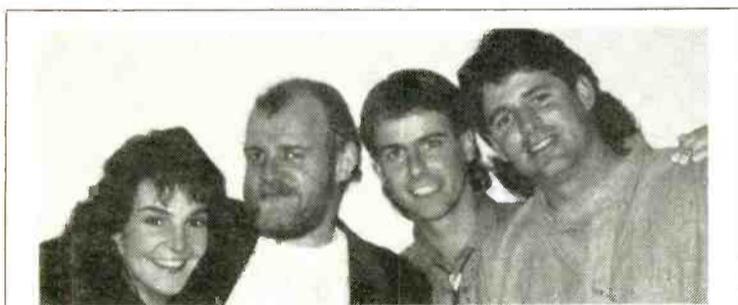
**SEVERAL SPECIES OF RADIO AND RECORD TYPES GATHERED TOGETHER IN A CONCERT HALL AND GROOVING WITH A BAND** — Pictured at the Capital Centre in Landover, MD are: (kneeling) DC101 production/swing jock Rich Levinson (l) and WWWV latenighter Rob Davis; (standing, l-r) WRXL concert reporter Chris Vranian, WYYY PD Tom Evans, WRXL MD Paul Shagrus, Pink Floyd's David Gilmour, WYYY Promotion Director Tom Meyers, Columbia's Lisa Wolfe, WYYY MD Chris Emry, VP/Album Promotion Paul Rappaport, and the band's Nick Mason.



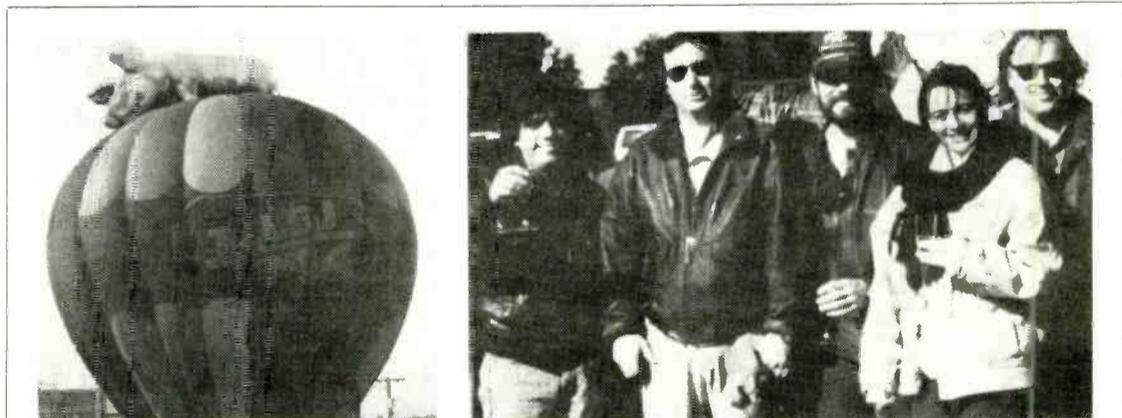
**HEARD GLEN ON THE RADIO** — On KGB/San Diego, to be exact, where Glen Burtnick stopped by for an interview and gourmet burger lunch. Taking a hands-on approach are (l-r) Burtnick, MD Pam Edwards, PD Ted Edwards, and A&M's Sue DeBenedette.



**HOOT AIR BALLOON?** — What better way to mark a Hooters concert than a live broadcast from the Hooters Restaurant balloon? WSHQ/Miami morning man Joey Reynolds did just that before joining some "friends" in a unique depiction of "Moon Over Miami."



**COCKER UNCHAINED FOR BENEFIT** — KTYD/Santa Barbara and Kenny Loggins sponsored the first Christmas Unity Concert, a fundraiser that brought together local charities to support the city's needy. Guest performers included Jim Messina, Michael McDonald, and Joe Cocker. Pictured (l-r) are KTYD APD Jane Asher, Cocker, morning personality David Hefferdude, and PM driver Terry Jaymes.



**LEARNING TO FLY** — You never know where that dam pig's gonna show up. Here the pink porker rests on top of "Fred Zeppelin," KLBX/Austin's balloon. Turns out PD Jeff Carrol is a licensed instructor and had no trouble convincing Pink Floyd members David Gilmour and Nick Mason to "learn to fly." Pictured following the flight are (l-r) Columbia's Tommy Chaltas, Mason, Carrol, singer Rachel Fury, and Gilmour.



**US AND THEM** — The suddenly photogenic Pink Floyd dropped by the WYNF/Tampa studios for a pre-show interview. Posing in front of the wall (l-r) are WYNF PD Carey Curelop, APD/MD Charlie Logan and Floyd members David Gilmour and Nick Mason.



**THE HONORABLE CHRIS RIVERS??** — Not quite. But the WCCC/Hartford morning man (r) did wage a tough battle for the office of "mayor of the morning." Several hundred supporters showed up at a downtown rally, including the real Hartford mayor-elect, Carry Saxon Perry.



WALT LOVE

# URBAN CONTEMPORARY

## Looking Through A Winter Pictureland

You made it through the holiday traffic jams, the long dinners, the gifts that you really don't need, and the 24 hours of nonstop Christmas music. Sorry to see it pass, right? Before the season grows dim, here are some year-end shots of Urban in action.



**LOVE CONFESSIONS BY THE SEA** — After her third sold-out performance at Concerts By The Sea in Los Angeles, Atlantic artist Miki Howard received a warm welcome from XHRM/San Diego PD Gene Harris (l).



**COLD SWEAT IN BOSTON** — WILD/Boston welcomed Keith Sweat, who stopped at the station to support his debut album. Standing (l-r) are Elektra's Barry Roberts, WILD PD Elroy Smith, Sweat, and WILD's William "Coach" Maye.

## Christmas Giving



KYEA/Morroe, LA, in conjunction with local civic groups and churches, raised over \$5000 to pay the medical expenses of two local girls with severe liver disorders. In addition to soliciting donations, the station held two car washes at which they washed over 400 cars. Shown (l-r) accepting the donations are Flora Williams and daughter Tammy, KYEA's Joe Hughes and OM Julian Davis, and the Neathery family.



**MADAME X IN NEW YORK** — When Madame X hit the road in support of their second single "I Want Your Body," their first stop was New York. Standing (l-r) are the group's Valerie Victoria, Alisa Randolph, and Iris Parker; Atlantic's Clarence Bullard; and WBLS/New York's Mary Thomas.



**THE BIG BEAT OF MILWAUKEE** — The Fat Boys stopped by WLUM to throw their weight around before their Milwaukee concert. Pictured (l-r) with the group are WLUM's Shadow Daniels, MD Gary Young, and Promotions Director Bobby Wroblewski.



**THE COLONEL HITS SEATTLE** — Colonel Abrams brought his soulful dance sound to the greater Northwest and joined KKFX/Seattle MD Nasty Nes (r) on-air.

## ACTION

Greg Anthony joins WEKS/Atlanta for morning drive . . . Lincoln Ware, long-time WCIN/Cincinnati jock, moves crosstown to do morning drive for WIZF . . . KNBQ/Tacoma's Romie Cole joins KKFX/Seattle for morning drive . . . Paul Butler rejoins OC104/Ocean City for middays while retaining his weekend duties at WKYS/Washington.

Brian Carter and David Sanborn have joined WUSL/Philadelphia as the morning team, replacing Mike Love, who moves back to PM drive . . . Mike Wheeler adds PD duties to his MD job at WQMG/Greensboro; former WFXC/Durham PD Doc Hollidae joins the station for PM drive . . . At WHRK/Memphis, Mike Wiggins is upped to MD, replacing Stan Bell, who will continue to do 7pm-midnight . . . WQIM/Montgomery OM Frenche' Be retires after 10 years and Michael Long is upped to PD.



MIKE KINOSHIAN

# ADULT CONTEMPORARY

## Fond Foto Farewell To '87

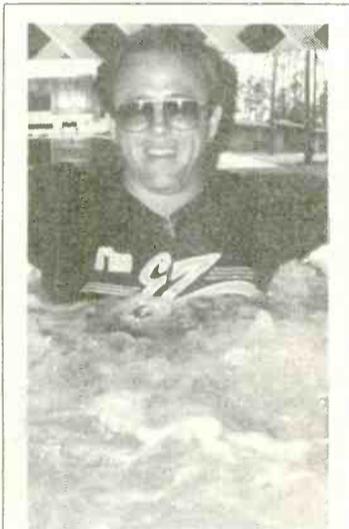
Although the calendar reads 1988, let's take another look at some '87 station photos. But before you check out the pictures, make a New Year's resolution. Don't be irritated when you see pictures of competing stations in R&R. Send us your promotional photos — black & white preferred — and we'll print as many as possible. Associate Editor Hurricane Heeran and I hope to hear from you. Happy New Year!



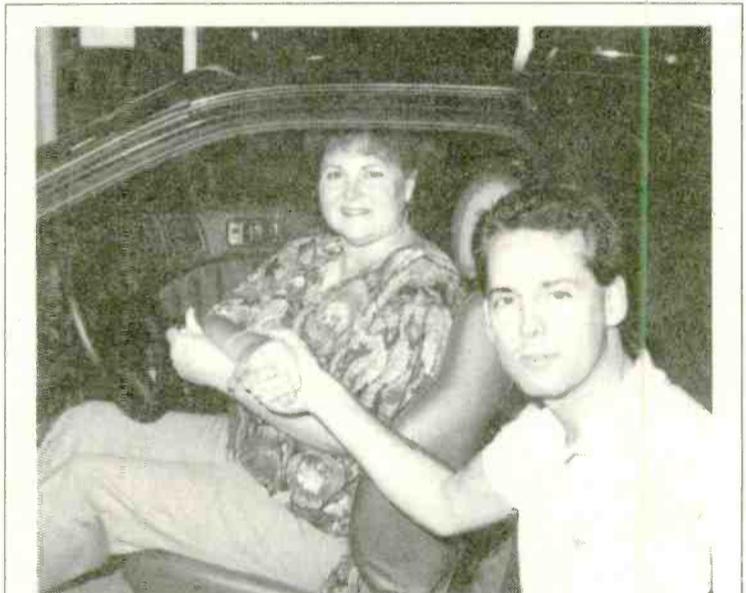
**PERFECT TIMING** — B-100/San Diego's morning crew "The Rich Brothers" presented contest winner Rosalinda Mendoza with a \$10,000 check. Talk about timing — the money came in handy as she had just lost her job. Pictured (l-r) are Scott Kenyon, Mendoza, PD Bobby Rich, Frank Anthony, and (front) Pat Gaffey.



**QUEENLY INVITE** — WEZC/Charlotte's Chuck Boozer pleaded with Mayor Harvey Gantt to sign a card inviting Queen Elizabeth to visit their town, also known as the "Queen City."



**RUB-A-DUB-DUB** — That's KAEZ/Longview, TX morning man Jay McKay soaking up a record — he sat for 74 hours in a hot tub, beating his previous mark of 72 hours.



**HOUSTON CRUISER** — KKHT/Houston PD Chuck Crane recently awarded the keys to an '88 RX-7 to Catalog Sweepstakes winner Christie Johnson.



**MANILOW OVER WINGS** — Barry Manilow (c) took his Big Fun tour to Michigan, performing at Kalamazoo's Wings Stadium. WLHT/Grand Rapids morning team Geri Jarvis and Dave Jagger chatted with Manilow backstage.



**RINGIN' IN THE HOLIDAYS** — WNBC/New York's Radio City Music Hall concert was a real blast. Headlining were Ben E. King, Lou Christie, Ronnie Spector, and Grass Roots; concertgoers donated gifts for Toys For Tots. Pictured (l-r) at a rehearsal are WNBC Manager/Advertising & Promotion Janice Penino, King, Rockette Stephanie Chase, "Santa" Charles Edward Hall, Christie, and Snoopy.



**WHEELIE-WORTHY CAUSE** — WENS/Indianapolis raised approximately \$10,000 in donations for a local children's hospital. Station personalities (l-r) Kevin Burris, Dennis Jon Bailey, and Mark Patrick did 500 laps around an oval track in wheelchairs to solicit pledges.



LON HELTON

# COUNTRY

## The Picture Bowl

As a public service to those who still have blurry vision from watching too many holiday bowl games, this week's fare should be a little easier on the eyes.



**BUCKAROO BIRTHDAY** — The stars were out for KNIX/Phoenix's 20th anniversary client appreciation party. Station owner Buck Owens (l) and VP/GM Michael Owens (r) welcomed Eddy Raven to the festivities.



**KPLX FLEXES ELSEWHERE** — The popping corks from the KPLX/Dallas party could be heard all the way to Odessa, as staffers and a host of out-of-town luminaries gathered to celebrate the station's move to new facilities. Captured in the midst of a good time were (l-r) MD Mac Daniels and wife Kathy, CBS/Dallas's Phil Little, KPLX Promotions Director Tawny Rekamp, and CBS/Nashville's Jack Lameier.



**WGAR-ATEFUL** — Anne Murray knows the importance of many layers of clothing in warding off those cold Nova Scotia winters. While in Cleveland she collected yet another outer garment, this one from from WGAR OM Jay Christian (l). Capitol's Cleveland rep Jack Snyder looks on.



**RTR AT WDXE** — Members of Ride The River stopped by to chat with the folks at WDXE/Lawrenceburg, TN. Pictured (l-r) are RTR's Brian Harrington, WDXE MD Mike Harris, RTR's Gary Wolke, WDXE's Andrea White, and RTR's Sammy Wray.



**COLORADO RAZZIN'** — Razy Bailey talked with KSPK/Walsenburg, CO jocks before a local concert. Pictured (l-r) are Joe Matthews, Bailey, Erich Von Kelley, and TR Knight.



**KLaZzy WEDDING** — The KLZ/Denver studios recently served as a wedding chapel for two listeners. The on-air nuptials were followed by a reception in the station's conference room, and the honeymoon was also provided by the station. Smiling after the show . . . er, services are (l-r) KLZ middayer Lyn Stevens, PD/morning co-host "Slash" Gramzay, newlyweds Rocky and Mary Seaman, and morning co-host "Jockey Joe."

# MARKETPLACE

## AIRCHECKS

**NEW!**

"Just CHR" Z-100/Power 95/Hot 103 Fall '87 60 min, \$5. WAPE Reunion 3/86 incl. Jay Thomas, Greaseman \$7.00. Best of Imus #1 \$5.50. "Boston 92-108" includes WFNX, Oldies 103 and AMs WHDH, WMEX, WILD (Fall 87) \$5.00. Best of Z-100/Zoo #1, 2 60 min \$5, #3, 4 90 min \$6 each. NYC & vicinity Sets 1,2, 3, or 4 are 3 hours, \$11. New free catalog. # 1 MARKET AIRCHECKS

P.O. Box 568 • East Hanover, New Jersey 07936

## Audio And Video Airchecks!

Current Issue #93 features NY's WCBS-FM/Max Kinkel plus CHRs Z100 & WPLJ, LA's KIIS/M.G. Kelly, KFI/Gary Owens & Al Lohman, KLOS/Mark & Brian, KBOS/Jack Armstrong, KKLQ/Jojo Kincaid plus Cincinnati's Q102 & WWNK. 90-min. cassette, \$5.50. Current Issue #92 features WLUP/Steve Dahl & Gary Meier, KIIS/Rick Dees, XETRA/Wolfman Jack, Kansas City CHRs KBEQ & KCPW, Toronto's CHUM-FM & Q107, WDVE/Scott Paulsen, KFXR/Rich Brother Robbin. 90-min. cassette, \$5.50.

Special Issue #S-118 features PHILADELPHIA! CHRs WCAU-FM & WEGX, AORs WMMR, WYSP & WIOQ, ACs WKSZ, WMGK & WSNL, Urbans WDAS-FM & WUSL plus Gold WFL. Cassette, \$5.50.

Special Issue #S-119 features NEW YORK! CHRs WPLJ, Z100 & WQHT, Urban WRKS & WBL, Gold WCBS-FM, AORs WXRK & WNEW-FM plus ACs WNBC & WNSR. 90-min. cassette, \$5.50. STILL AVAILABLE: #S-117 (CHARLOTTE/GREENVILLE), #S-116 (PROVIDENCE/BALTIMORE), #S-115 (WASHINGTON), #S-114 (BOSTON), #S-113 (PORTLAND), #S-112 (VANCOUVER) at \$5.50 each.

ALL NEWS! Issue #N-4 features uncut newscasts from NY's WNBC, WYNNW, WNEW-FM, & WNSR, LA's KFVB, Montreal's CFGM & CHOM-FM & San Diego's KCBC. Cassette, \$5.50.

Classic Issue #C-86 features KFRC/Howard Clark-1966, KFI/Eric Chase-1978, WCFL/Larry Lujack-1974, WDGY/J.J. Bowman-1968, KHJ/Dr. John-1976 & KKDJ/Charlie Tuna-1975. Cassette, \$10.50.

VIDEO #13 features NY CHRs Z100/Z Zoo, WQHT/Bill Lee, plus WNBC/Dan Taylor, BALTIMORE CHR B104/Brian & O'Brien, SAN DIEGO's Q106/Jojo Kincaid & SAN FRANCISCO AC KYUU/Jeff McNeal. 2 incredible hours, VHS or BETA, only \$20.00!

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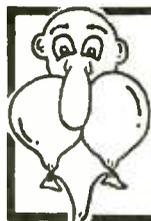
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Jingles, jocks and jokes -- they're all in the R&R Marketplace --

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Our new digital music will make your productions come alive. Uptempo and Hot. Send request on station letterhead for free demo.

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English Psychic and Radio Personality  
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I predict I'll boost your ratings with my call-in psychic shows! In-person or by phone, barter, etc. Have crystal ball, will travel!

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Call for more information and special year-end prices  
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"I just can't do dialects," you say. Wrong! With this 90-minute cassette and a little bit of effort, you'll add an entire new stable of characters to your show. We take you step-by-step through French, Japanese, Irish, Spanish, Italian, German and three types of British dialects! Send \$20 to:

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FREE OLDIES tapes for new subscribers to our AC MUSIC SUPPLY SERVICE. You'll get 12 new releases each week. Bonus LP cuts too. Call collect for info or write:

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Call 804-547-4000 for our demo and get blown away with

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The All New Affordable Techsonics Electronic Production Library from SP Sound Productions.

# OPPORTUNITIES

## OPENINGS

## OPENINGS

## OPENINGS

## OPENINGS

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### D.J.'s NEEDED!

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### MORNING TALENT SEARCH!

Medium market opportunities. If you're a creative, entertaining, mature communicator, team player, with CHR or AC success in any size rated market, send T&R to **CAL CASEY, RADIO PROGRAM CONSULTANT, 1910 Kensington Dr., Carrollton, TX 75007.** EOE

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The American Comedy Network is expanding in 1988 and we're looking for the best of each to help us grow. We're committed to keeping ACN the premiere comedy service in America and we're looking for talented people with the same commitment to quality. If you're ready for the creative challenge of your life and the best environment in which to work, please send samples of your work to:

**Andrew Goodman**  
President/GM  
American Comedy Network  
Park City Plaza  
Bridgeport, CT 06604



American Comedy Network

ACN is a division of NewCity Communications. EOE

### WESTWOOD JOB TIP #14

Always professionally lay out or typeset your resume. It's inexpensive and impressive . . . and it works! For the country's hottest jobs, send a T&R for immediate membership consideration.

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The XS Corporation seeks an experienced creative wizard capable of engineering top commercials and promo's in Nuclear Free New Zealand.

8 track facilities, CD libraries, plenty of effects gear, 50,000 watt CHR FM, 2000 watt nostalgia/AC AM.

Airmail your tape and resume to:  
**The Operations Manager**  
XS Corporation  
P.O. Box 446  
Palmerston North  
New Zealand

(Will be in the U.S. mid-late January so send your tape now).

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HotLine

### EAST

WVIP-FM/New York seeks AT for suburban AC. Smooth delivery. No beginners. T&R: Bruce Owens, Radio Circle, Mt. Kisco, 10549. EOE (12/18)

Growing AM/FM combo seeks Creative Director. Five day week in four season recreation area. Writing sample and T&R: Fred Caruso, Box 99, Franklin, NH 03235. EOE (12/18)

WFGM/Fairmont seeks AT for future openings. T&R: Mark Mayhugh, 1101 Fairmont Ave., WV 26554. EOE (1/1)

Can you entertain within a format? Possible mornings at up tempo modern country. Production and appearances. T&R: Kevin Kasey, Box 479, Chambersburg, PA 17201. EOE (1/1)

AC seeks creative PM AT with good production. ASAP. T&R: 92.1 Gold, Box 92, Mercersburg, PA 17236. EOE (1/1)

WRAU/Ravenswood now accepting T&Rs for future openings. Mark Mayhugh, 1101 Fairmont Ave., Fairmont, WV 26554. EOE (1/1)

Vermont's leading Country station seeks AT. Live and work minutes from the best skiing East of the Rockies. T&R: Ed Stokes, Box 249, Randolph Ctr., 05061. No calls. EOE (1/1)

Hartford's leading rocker WCCC seeks morning sidekick/newsperson. Rush T&R: Harve Allen, 243 S. Whitney, CT 06605. EOE (1/1)

New Hampshire AM seeks midday AT with strong production/copywriting skills. T&R: Box 349, Littleton, 03561. EOE (1/1)



Seeking major market full-service talent of tomorrow, ready for a Top 75 market leader today. Friendly sound, with phones & light humor. T&R TODAY to: Bill Hess, WHYN-AM, Box 9013, Springfield, MA 01101. EOE

### WANTED:

Aggressive entry level program-operations manager for an expanding FM & AM satellite operation. Located on the East coast beach. Opportunities are endless for the right person. Send tape & requirements to FJ, PO Box 644, Seaford, DE 19973. EOE

### PROGRAM DIRECTOR/MORNING MAN FOR WCTO LONG ISLAND

Manager-administrator type with good voice. Disciplined beautiful-music morning man. Intelligent, concerned, meticulous, ability to manage people. Computer knowledge helpful. Minorities and women urged to apply. Send full information and tape first letter to **Richard J. Scholem, WCTO, Box 697, Long Island, NY 11747.** EOE



### ENGINEER

Country 92 WXTU Philadelphia is looking for an engineer excelling in studio and transmitter maintenance . . . plus equipment installation. Please send resume and salary requirements to: **Bob Young, WXTU Radio, 23 West City Ave., Bala Cynwyd, PA 19004.** EOE M/F



### MAJOR MARKET PRODUCTION DIRECTOR

WXTU, Philadelphia, one of America's fastest growing country FM stations, seeks experienced production director. Applicant should be experienced with multi-track studios, be able to create and produce award winning promos, assist with creative copy writing, direct and motivate talent in production areas. Min. three years. Tape, resume and copy samples to: **Bob Young, PD, WXTU Radio, 23 West City Ave., Bala Cynwyd, PA 19004.** EXCITING TEAM PLAYERS ONLY!!!! EOE



97.5 FM Stereo

97 KYN/NW PA's leading 50 KW CHR has full time air position and part time positions available. T&R: **Bob Stevens, Box 777, St. Marys, PA 18857.** EOE



Sidekick/Morning News. Hartford's Top AOR seeks creative, aggressive, and credible individual. Team players only! Rush T&R to Harve Alan, 243 S. Whitney St., Hartford, CT 06105.

### NEWS DIRECTOR

NE small market leader seeks top news director to anchor and interact with drive leader. Big signal, so you pick the best local news and become the voice of authority. Team atmosphere here. Send T&R to Radio & Records, 1930 Century Park West, #918, Los Angeles, CA 90067. EOE



### MORNING SHOW CO-HOST

Country 92 WXTU Philadelphia is looking for a morning show co-host to fit in with a "lotta fun, lotta music" approach. Singing females a plus. If you can ad lib quickly and topically . . . and your idea of show prep is writing and helping produce killer skits, please rush a sample of work you can live up to: **Bob Young, Program Director, WXTU Radio, 23 West City Ave., Bala Cynwyd, PA 19004.** EOE M/F

### NEWS DIRECTOR

Hardworking ND needed now. Must be able to anchor, write & gather local news. Also, possible air talent needed. Must be good on phones. Please, no music jocks. Send T&R plus references to **Pat Desmarais, PD, WKBK, Box 707, Keene, NH 03431.** EOE

### ON-AIR OPERATIONS

New Northeast FM, soft AC looking for take-charge, innovative leader for air shift and operations manager. Tape & Resume to Radio & Records, 1930 Century Park West, Box #868, Los Angeles, CA 90067. EOE



Legendary 50k watt giant, KB Buffalo, seeks innovative Program Director who believes AM has a future and not just a rich heritage. A rare opportunity to blaze new trails under the watchful eyes of the entire broadcasting industry. Win this and you write your ticket to the future. Let me know your philosophy and credentials in writing, confidential, of course. **Jim Meltzer, VP/GM, WWKB-AM, 695 Delaware Ave., Buffalo, NY 14209.** EOE M/F

### SOUTH

Street reporter needed. Strong writing/air skills. Writing sample and C&R: **Darrell Hosack, 900 Commonwealth Pl., Virginia Beach, VA 23464.** EOE (12/18)

Wanted yesterday! Morning man at Raleigh-Durham NC. C&R: **Wayne Walker, WFXC, 2515 Apex Hwy, Durham, NC 27713.** EOE (12/18)

Central VA's WCHV & WWWV wants to add to its award-winning news team. Experience necessary. T&R: **ND, 1140 Rose Hill Dr., Charlottesville, 922901.** EOE (12/18)

# OPPORTUNITIES

## OPENINGS

**WVOT-AM seeks News Director.** T&R: Andrew Scott, Box 2528, Wilson, NC (919) 243-5157. EOE (12/18)

**Southernmost radio station in the USA** has great opportunities for you. Rush T&R: Box 4500, Key West, FL 33040. EOE (12/18)

**Hot CHR seeks News Director and future AT.** T&R: Jeff McMurdy, WKZQ, Box 2389, Myrtle Beach, SC 29578. EOE (12/18)

**Southernmost radio station in the USA** has great opportunities for you. Rush T&R: Box 4500, Key West, FL 33040. EOE (1/1)

**WQXY/Baton Rouge** seeks experienced morning AT. Warm, topical, with good phones and production. T&R: Andy Holt, 100 St. James St., Ste. K-100, LA 70802. No calls. EOE (1/1)

**FL East Coast AM/FM seeks ND.** Three person department. Good voice/reporting skills. T&R: Max Hopkins, Box 1329, Vero Beach, 32961. EOE (1/1)

**Y103/SC seeks morning AT.** T&R: Bob Casey, Jones Eastern Radio, 1 Carriage Ln., Ste. C-2, Charleston, 29407. EOE (1/1)

**Coastal NC resort area seek AT/production.** Full Service AC. Salary 12-14K. T&R: Mary Stewart, Great American Media, Box 17964, Raleigh, 27619. EOE (1/1)

**92.1 FM seeks Production Director** with mature voice. Strong technical/organizational skills a must. T&R: Ross Block, Box 669, West Palm Beach, FL 33402. EOE (1/1)

**Central VA's leading CHR** seeks AT ASAP. No beginners. T&R: Slade, Box 271, Orange 22960. EOE (1/1)

**TN AM/FM combo seeks ND.** Must be aggressive/hardworking. Local news commitment a must. T&R: R.M. McKay Jr, WKRM & WKOM, Box 1377, Columbia 38402. EOE (1/1)

**Legendary FSA needs morning co-anchor/reporter.** Solid journalist committed to excellence. T&R: John Stokes, ND, WBT, One Julian Price Pl., Charlotte, NC 28208. EOE (1/1)

**KKDA/Dallas-Ft. Worth** seeks technical sound engineer. T&R: Joycelyn Johnson, 621 NW 6th St., Grand Prairie, TX 75050. EOE (1/1)

# J

Joyner  
Communications  
Incorporated

Joyner Communications continue to expand and is looking for **Super Urban air talent, as well as sales personnel.** If you like to be with a winner and have what it takes, send tape and resume to **Tom Joyner, PO Box 1125, Cary, NC 27512.** EOE

**Brand New AC/Classic Rock** seeks experienced personalities for all shifts and news director. Send T&R and salary requirements to Radio & Records, 1930 Century Park West, Box #922, Los Angeles, CA 90067. EOE

## Palm Beach, Florida

**Talk Show host for established News/Talk station, beckons Quality Talent for Explosive market.** Topical, involved, entertaining, able to touch listeners, and superb controversial conversationalist. T&R to R&R c/o WPBR, 3000 S. Ocean Blvd., Palm Beach, FL 33480. EOE

## MORNING DRIVE

Alan Burns & Assoc. CHR client needs upbeat & bright morning drive talent. Station needs topical, conversational team player to complete great staff. Send T&R to 11705 Sumacs St., Oakton, VA 22124.

## KKYK LITTLE ROCK

**Aggressive Top Forty looking for midday air talent with production skills.** Rush T&R to Greg Rolling, KKYK, PO Box 4189, Little Rock, AR 72214. EOE

## OPENINGS

### CREATIVE MORNING PERSON

Coastal Sunbelt Resort's top rated CHR needs a personality with personality. Great facility, great working conditions, and good \$\$\$. No blue humor. R&R by Jan. 6th to Radio & Records, 1930 Century Park West, #923, Los Angeles, CA 90067. EOE M/F

### THREE CHR TALENT NEEDED

Group-owned, Deep South 100,000 Watt dominant CHR, in major University city, seeking three talented individuals. Lots of air work and production. Complete benefit package paid. A great opportunity, with an outstanding company. Send cassette resume and photo to Radio & Records, 1930 Century Park West, Box #920, Los Angeles, CA 90067. Females and minorities encouraged. EOE

### Mid-Atlantic Top 50 CHR

Looking for adult morning entertainer. Proven ratings track record a must. This growing broadcast company wants an individual who wants to work hard at self promotion, community involvement and entertaining the 18-34 audience. Money is negotiable for the right person. If you ain't great, don't apply. Send tape, resume, salary history and photograph to Radio & Records, 1930 Century Park West, #829, Los Angeles, CA 90067. EOE

## MIDWEST

**AT needed for small Country AM ASAP.** T&R: Mark Ediger, KJCK, Box 789, Junction City, KS 66441. EOE (12/18)

**Love PBP? Can you handle an airshift?** T&R: WQIO, Box 348, Mt. Vernon, OH 43050. EOE (12/18)

**Top rated CHR seeks ND!** T&R: KCGQ & KUGT, Mark Rollings, Box 1654, Cape Girardeau, MO 63702. EOE (12/18)

**Small AC/AOR FM seeks fulltime AT and Sales Manager.** T&R: Susan Starr, KWDO, 2315 Downs Ave., Woodward, OK 73801. EOE (1/1)

**WPCO-AM seeks AT,** news/writing skills a plus. T&R: 601 Upton Rd., Mt. Vernon, IN 47620. EOE (1/1)

**WPHR/Cleveland seeks AT/news.** All dayparts. T&R: Jeff Kelly, Box 298, Newbury, OH 44605. EOE (1/1)

**WXGT/Columbus seeks CHR morning news anchor** for talented show. T&R: Adam Cook, PD, 195 East Broad St., OH 43215. EOE (1/1)

**KXEL & KOKZ seeks salesperson** for established list. Interested? Resume to: Ken Hensley, GSM, Box 1540, Waterloo, IA 50704. EOE (1/1)

**FSA WHLS-AM seeks aggressive anchor/reporter.** T&R: Gary Girard, ND, Box 807, Port Huron, MI 48060-0807. EOE (1/1)

**92X/Columbus seeks experienced newperson** with creative writing ability. T&R: 195 E. Broad St., OH 43215. EOE (1/1)

### LOOKING FOR THE BEST!

Major opportunity for a Morning Partner for already successful show! Seek creative, funny, positive person to lead the way. Great voice and track record required. New AC station ready to spoil you! C&R's to: Radio & Records, 1930 Century Park West, Box #926, Los Angeles, CA 90067. EOE

### FLASHER SOUGHT IN RADIO SHOOTOUT

ARE YOU A SUCCESSFUL, BRIGHT AND TOPICAL MORNING MAN? DO YOU LIKE MAKING GREAT MONEY AND HAVING THE TIME OF YOUR LIFE "PUTTING ON A REAL SHOW" (yes, GREAT MONEY). TALENTED PROS ONLY. T&R TO Radio & Records, 1930 Century Park West, Box #917, Los Angeles, CA 90067. EOE

## OPENINGS

### SPORTS

**Radio sportscaster or sports producer needed for innovative telephone sports project in Minneapolis.** \$18,000/year. Call Stephen Prior, 612-854-5668. EOE

**MW News Anchor/Reporter**  
Midwest large market Full-Service AM. Experienced news anchor/street reporter. Send T&R to Radio & Records, 1930 Century Park West, #928, Los Angeles, CA 90067. EOE

### AC MIDDAYS

Major group-owned station expanding. Needs team player with great pipes for music-oriented shift. A super home awaits you in '88 with us. Send your best to: Radio & Records, 1930 Century Park West, Box #925, Los Angeles, CA 90067. EOE

### Urban PD

Major group seeks Urban PD for Top 20 market. #2 Urban station needs experienced motivator and leader. If you're looking to be #1 in 1988 send professional T&R to Radio & Records, 1930 Century Park West, #927, Los Angeles, CA 90067. EOE

## FM96KRAV

If you do outstanding production and like to have fun on the air I want to hear your tape A.S.A.P.! KRAV is an uptempo A/C in search of a noon-3pm personality and production killer T&R to: Brian Chase, Operations Manager, Box 746, Tulsa, OK 74101 EOE

## WEST

**KIDX-FM seeks AT for seven-mid airshift.** Minimum two years' AC experience. Production sample and T&R: West McShay, Box 30198, Billings, MT 59107. EOE (12/18)

**KLKT/Nevada seeks fulltime ND.** Minimum two years' on-air experience. T&R: Box 6063, (Lake Tahoe) Incline Village, 89450. No calls please. EOE (12/18)

**Riverside/San Bernardino AM/FM seeks experienced sales people** for fast growing company. GSM: (714) 882-2575. EOE (12/18)

**Orange County's KSBR seeks ND.** Apply for radio/tv programming specialist. T&R: Personnel, Saddleback College, 28000 Marguerite Pkwy, Mission Viejo, CA 92692. EOE (12/18)

**Top-rated Rocky Mts. Country station seeks AT for PM drive** ASAP. Females encouraged. T&R: Robin Perry, KVOC, Box 2090, Casper, WY 82602. EOE (12/18)

**Experienced AE needed for leading radio stations.** Minimum two years' experience. Bob Ridzak, KDUO & KFXM, Box 50005, San Bernardino, CA 92412 or (714) 825-5555. EOE (12/18)

**Hot rockin' Sacramento CHR** seeks AT for seven-mid shift. T&R: Box 2152, Citrus Heights, CA 95611. EOE (12/18)

**KKBN-FM seeks weekend AT.** Live AC format. T&R: Box 708, Twain Harte, CA 95383. EOE (12/18)

**Seek T&R's for all dayparts at leading AC** in Montana. Box 3129, Great Falls. 59403. EOE (12/18)

**Killer female for hot rockin' new FM** in Tennessee. Don't sound cutesy. T&R: Consultant, Box 352, Pottersville, MI 48876. EOE (12/18)

**Traffic Director needed at KYA-FM/Montana.** Computer skills a must. No calls. Resume to: John Albright, 1645 Central Ave., Billings 59102. EOE (1/1)

**KMJ.** California's leading News/Talk station, seeks PD. Rush T&R: John Broeske, GM, Henry Broadcasting, 3636 N. First St., Ste. 106, Fresno, 93726. EOE (1/1)

**KCAL-FM seeks PM AT.** Three years' AOR experience. Production/appearances a must. C&R: Dana Jang, 525 New Jersey, Ste. A, Redlands, CA 92373. No calls. EOE (1/1)

**KIK-FM** has immediate opening for fill-in/PT AT. Minorities strongly encouraged. No calls. T&R: Chris Adams, 2 City Blvd. E., #183, Orange, CA 92668. EOE (1/1)

## OPENINGS

**Full Service AM needs second person** for two-person news staff. Contact: Mark or Kelly, K.I.D., Box 1549, Idaho Falls, ID 83403. EOE (1/1)

**Experienced/hardworking CHR PD** needed to maintain Northern CO leader. T&R: KUAD, 600 Main Windsor, CO 80550. EOE (1/1)

**95.9 KEZY/Anaheim needs weekenders.** C&R: Craig Powers, OM, 1190 E. Ball Road, CA 92805. EOE (1/1)

**KYYA-FM/Billings** now accepting applications for newperson to join morning team. T&R: Jack Bell, PD, 1645 Central Ave., Montana 59102. EOE (1/1)

**CHR/AC KNVR** seeks PD/morning man ASAP. Plus possible news opening. T&R: Rob Cheal, 574 Manzanita Ave., Ste. 1, Chico, CA, 95926 or (916) 895-1197. EOE (1/1)

**Continuous Country KFM** seeks T&R's for future openings. Randy Hood, Box 15223, Las Vegas, NV 89114. No calls. EOE (1/1)

**Medium market KCLB-FM** seeks afternoon AT for Christian AC. T&R: Richard Jenkins, GM, 50 W. Springs Rd. #3, Santa Rosa, CA 95403. EOE (1/1)

## MIDDAYS AND EVENINGS IN CA

Los Angeles AOR/CHR seeking experienced midday and evening personalities. Good production skills a plus. Send T&R to Radio & Records, 1930 Century Park West, #919, Los Angeles, CA 90067. EOE

## URBAN/CHR NIGHTS

**990NE, leading Southern California Urban/CHR** needs night jock who does personality in 15 seconds and loves to kiss babies. T&R to Shawn Demory, KGGI/FM, 2255 E. Bessant, San Bernardino, CA 92404. EOE

## MORNINGS IN DENVER

**KXKL -- A Shamrock Broadcasting Station** Denver's new KOOL 105 is seeking the VERY best morning talent or team for contemporary sounding oldies station. Must be warm, friendly, articulate, and have a good sense of humor. Major market pros only. NO PHONE CALLS PLEASE. David Allen, KXKL, 1165 Delaware Street, Denver, CO 80204 EOE M/F

*Opportunity knocks in the pages of R&R every Friday . . . call (213) 553-4330 to make it happen for you!*

## ENGINEER NEEDED

Engineer with background in R.F. and audio excellence. Tired of the cold weather and snow? Want a great future in a warm weather climate? Send resume and references to Radio & Records, 1930 Century Park West, #895, Los Angeles, CA 90067. EOE

## GROUP PROGRAM DIRECTOR

Southern California FM Country Stations seeking experienced country PD to program our expanding group of stations. On-air production experience necessary. Good salary, benefits. T&R to Radio & Records, 1930 Century Park West, #915, Los Angeles, CA 90067. EOE

# OPPORTUNITIES

## OPENINGS

**MORNINGS IN CA**  
Southern California CHR. Top 100 market. Looking for a high profile morning personality/team to replace morning act with poor attitude. Great stepping stone to the majors. T&R to Radio & Records, 1930 Century Park West, #903, Los Angeles, CA 90067. EOE

## POSITIONS SOUGHT

I'm looking for a five-minute farm show to run Monday - Friday. Carmen James, WWWC, Box 580, Wilkesboro, NC 28697. (12/18)

Remember WABX? CKLW? WDRQ? If you worked in Detroit in the 70's, don't miss this reunion May 7th. Millie Bostick-Felch, 2920 Berkshire Dr., Birmingham, MI 48010 (313) 644-7030. (12/18)

WQIM seeks CD service from all labels. Contact Frenche Be: (205) 365-0393. (12/18)

KWFM/Tucson's new mailing address: Box 5886, AZ 85703. (12/18)

Hot CHR/AC/Urban AT seeks small/medium market. Prefer mornings or seven-mid shift. Many voices and bits. JOHN: (312) 325-7688. (12/18)

Terrific voice seeks production job in top 100. Good writing/multi-track. Understand salespeople. STU: (217) 525-8105. (12/18)

Eight-year pro wants to leave the Midwest. Help me find the sun. AOR/CHR only. BUD: (314) 364-6405. (12/18)

Funny, factual, flexible. AOR/CHR PD with promotions experience seeks long-term mutual commitment. D.L.: (314) 443-6979. (12/18)

Former Nashville Country morning man seeks airshift. Seven year pro with great references. DENNIS: (615) 331-2621. (12/18)

Weather costs have you down? I can help! Years of broadcast experience. AMS/NWA certified Meteorologist. TOM: (606) 271-0827. (12/18)

Major market quality, small market expense. OM/Morning man in top 100 seeks position. Hearing is believing. ROB: (606) 273-3325. (12/18)

Dynamic Talk/News: A white Oprah, female Phil, with track record as conversational, production-oriented ND seeks position. Very intelligent. HELEN: (505) 883-3794. (12/18)

MO-SHO on the prowl. Original, entertaining theater of the mind. Great phones. Must escape Northland tundra. TOM BERRY: (218) 728-6421/727-0509. (12/18)

Positive attitude, not afraid to work. Currently working Country format. One year experience. KENT: (308) 282-0232/2500. (12/18)

Very hot morning man seeks to relocate to the West. 11-year veteran at 30. Currently working in Fresno. STEVE ALLISON: (209) 225-6242. (12/18)

### BOB BOLTON

\*\*\*\*\*

Broadcast professional is now searching for a new challenge! Track record includes: WFBR, WKIX, KXYZ, WOWO, WHK, WFUN, WQXI, WBBQ. Recently O.M. with WIZARD-104. Mobile, AL./Pensacola, FL. Experienced for 27 years in programming, promotions, music, sales, on-air and management. Fully qualified to program a major market station, program a chain of stations or manage medium market facility. Write: **BOB BOLTON, 703 ARTILLERY RANGE SPANISH FORT, AL 36527. Better yet, call (205) 626-7875.**

Dear Santa: All I want for Xmas is a CHR gig. Will relocate. SCOTT: (605) 247-3323. (1/1)

Versatile, valuable AT wants middays and PBP. Great pipes/production with news background. CHUCK: (319) 277-1741. (1/1)

Ten-year major market pro seeks glg. Proven winner in Gold/AC/CHR/AOR. BUDDY GARRETT: (904) 733-9430. (1/1)

I've programmed/promoted and joked my way into the hearts of millions. Seek mid-sized AOR with sense of humor. Any market. D.L.: (314) 443-6979. (1/1)

## POSITIONS SOUGHT

Weather costs have you down? I can help! Years of broadcast experience. AMS/NWA certified meteorologis. TOM: (606) 271-0827. (1/1)

100% pure personality with great production skills waiting for your call. Five years' AC/CHR/Urban. Medium/large markets only. LAURYN NICOLE: (312) 734-7042. (1/1)

50kw WKFM seeks AOR Promotions Director/midday AT. Must be organized/creative. Short promo philosophy and T&R: Brian Illes, 1022 Willis Ave., Syracuse, NY 13204. (1/1)

12-year AC pro (PD/MD/AT) currently with dominant Country FM in Salt Lake City, prefers Wasatch Front. Will relocate. DAVE: (801) 977-0248. (1/1)

Beware NY/NJ. I'm radio-active, with one year's experience as AT/production. Creative/hardworking. Seek small/medium market. JOE: (718) 346-0655/235-3574. (1/1)

Seven-years behind me, but looking forward. How about your station? Multi-format experience. Prefer Northern CA. KELLY: (916) 527-4112. (1/1)

Not quite a virgin, nor a veteran. Hardworking AT/copywriter seeks small market AC/CHR position. Will relocate. NORRIS REID: (602) 829-0177. (1/1)

Former Nashville Country morning man seeks airshift. Seven-year pro with great references. DENNIS: (615) 331-2621. (1/1)

Let's form a winning team. Young Midwest sports AT seeks to move up. Five years' reporting/interviewing/PBP. O.C.: (216) 255-8143. (1/1)

### KEMOSABI JOE

Top 5 rated afternoons in Dallas, award-winning morning man & P.D. at Z-104, Frederick, MD is looking for a P.D. and/or morning position immediately. Call anytime: 214-790-5364.

Columbia graduate (5/87) seeks airshift. Hardworking/enthusiastic. Will relocate. (304) 366-6060. (1/1)

Five years in CHR/Urban. Seek medium markets and up. Smooth, personable, and upbeat. Love tight formats. SCOTT: (312) 239-0755. (1/1)

Hardworking AC/CHR team player seeks medium/large market. Eight years' experience. DAVE: (507) 354-4424. (1/1)

Need great promos? Production Director seeks challenge in top 50 market. 12-year pro with great pipes. CHARLIE AUSTIN: (919) 996-7788. (1/1)

Notre Dame grad seeks AT/talk host position. Business/military/writing/political background. Wit and wisdom. (216) 758-6362/788-9612. (1/1)

Four-year pro seeks challenging media position. Production/music/air experience. All offers considered. GREG: (606) 522-4534. (1/1)

### RATINGS WINNER

AC Morning Jock, **ARB #1 12+**, **85-84**. Eleven Years MAJOR MARKET, wants to move to CAL, N.E. or Coastal MAJOR. Topical, Letterman humor, no canned joker. Great refs, track record. **DAVE (303) 879-8140.**

P.S. Santa: All I want for Xmas is a new job. Major market programming/AT with numbers. Will relocate. PHIL STEVENS: (305) 584-5326. (1/1)

Replaced by satellite. Fun, energetic AT will brighten your medium/major market Classic rock/Oldies station. Afternoons/middays. Available ASAP. DAVE: (715) 258-3049. (1/1)

Top news! Award-winning pro with eight years' experience, excellent PBP seeks position ASAP. Prefer CO/MN/WI/IL or SD. JIM WILLIAMS: (303) 949-6009. (1/1)

Staff opening after Xmas? 24-year pro with 15 years in Country seeks OM/PD/MD/AT position. Rockies/far West only. DARREL WILSON: (602) 775-5618. (1/1)

Not an AE nor AT. Host of talk show who reports news or plays music. Seek better than OK. ANDY: (918) 426-5733. (1/1)

Jay Leno, Will Rogers and Mick! Topical/irreverent. No joke sheets, just four papers a day. Great phones. Today's absurd news. MICK: (312) 849-0404. (1/1)

AOR/CHR are just letters without the right AT. I'm your man. Programming/promotions my specialty. TIM CRAMER: (317) 247-4661. (1/1)

AT seeks CHR/AOR airshift. Will relocate from NY. (718) 544-9347. (1/1)

You want aggressive? You want numbers? You want voices, stunts, bits and personality in a female package? Where do I sign? BIG MAMA SUMMER: (217) 446-6080. (1/1)

Production alchemist; award-winning writer; 15-year pro seeks full/parttime position in/around L.A. JOHN: (818) 955-8928. (1/1)

Nashville station went under. I'm driving a cab. Country morning man seeks gig. Any shift. DENNIS: (615) 331-2621. (1/1)

A shepherd not a sheep. Country/AC OM/PD/AT available. Attention to detail/people/marketing. STEVE: (305) 273-3159. (1/1)

## POSITIONS SOUGHT

Musician with AT/MD experience seeks AOR shift. Extensive music knowledge. Available ASAP. DON: (201) 670-0414. (1/1)

Evening AT with four years' experience, Top 40 to Jazz, seeks change. Great production, writing, and voices. TOM: (907) 279-6031. (1/1)

DM/PD seeks AC/ADR/CHR that needs help to grow. Prefer MI or Midwest. DWAYNE: (517) 879-2556. (1/1)

Female AT seeks full/parttime in metro NY. Experienced in news/production/copywriting. Relocated from New Orleans. REBECCA: (718) 768-2452. (1/1)

### CREATIVE DJ!

KVIL's Prize Catalogue, KVIL's Auto Show, & computer generated Peoples' Choice calls were just some of my ideas. Ron Chapman asked permission to develop in 1982!! (My letter was copyrighted.) Joe King (214) 221-0881.

19-year pro seeks AC station. Five years' AT experience in major markets plus programming. MATT CAESAR: (912) 746-6286. (1/1)

Crazy Ron Goss, 12 years' experience (WTRS, WRDM), seeks PD/MD/AT at Southeast AC/Country stations. Want an entertainer? (904) 694-7992. (1/1)

Experienced sales manager/promotions/marketing pro who really likes programming people seeks position. Increased billing over 50%. MAGGIE: (619) 223-4280. (1/1)

14-year vet currently programming small Texas station seeks medium/major challenge. Years of on-air/production/remote experience. ALLEN: (409) 258-9019. (1/1)

Five years in CHR/Urban. Seek medium markets and up. Smooth, personable, and upbeat. Love tight formats. SCOTT: (312) 239-0755. (1/1)

On-air OM in Top 75 ready to stimulate your AC/CHR/Country audience. Reasonable and will relocate. ROB: (606) 273-3325. (1/1)

**7 YEAR CHR PRO**  
Great production and voices. Looking for a jock, PD, or MD gig in a top 100 market. LEAVE A MESSAGE 203-877-8432.

Experienced AT currently in CHR, best in AOR/sports, is ready to go. JEFF: (916) 689-1567. (1/1)

Experienced news reporter seeks news/sports position. Will relocate. DAVID HICKS: (417) 882-6086. (1/1)

PD with ten years' programming experience (WTHT, WFLY, WIXV) and great track record now available. I know how to win. TODD MARTIN: (207) 767-2157. (1/1)

Ten-year pro with conversational personality seeks morning airshift/news/production or Promotion Director duties. I'm dedicated, I deliver. ERIC: (505) 294-6584. (1/1)

Experienced PBP/sports/AT seeks small/medium market. Would love to relocate. ARNIE: (213) 472-9964. (1/1)

Help! Eight-year pro seeks AOR/CHR position in warm climate. I can't take another Midwest winter. BUD: (314) 364-6405. (1/1)

Big-voiced AT with five years' AM/PM drive experience seeks top 35 CHR station. Available ASAP. (517) 789-6225. (1/1)

### ONE OF THE TOP MORNING MEN IN THE SOUTH

28 Year Pro - 4 Time Billboard Winner  
Now Available  
Contact Pat Patterson - Raleigh, NC  
(919) 848-9350  
Major Markets Only

Personality plus! You won't be disappointed. I'm a great employee and you're probably a great station. Five years' Country experience. J. WESTON: (303) 751-8789. (1/1)

Satisfied audiences are loyal. Great numbers since '66. Looking for security, morality, fantastic integrity. Four corners and up. (505) 292-7940. (1/1)

Talented female AT with six years' experience seeks major Midwest market. Turned Miami down. RUTH: (319) 588-1350. (1/1)

Young, experienced AT seeks opportunity in programming/promotions. I need an exciting station. JOHNNIE BROCK: (618) 254-0056. (1/1)

Radio warrior to fight for ratings be it day or night. Good for us, bad for them. Fields of battle include AC/CHR/Oldies. LEIBO: (703) 329-1271. (1/1)

Are you looking for a Production Director with major market experience? Last seven years in Miami, big pipes and great promotions. BEAU: (305) 296-6722. (1/1)

## POSITIONS SOUGHT

Reporter/Anchor seeks small or medium market. Versatility means I cover county and city government, local news in 36 different municipalities for a suburban NYC station. One aircheck says it all. Inquiries to Radio & Records, 1930 Century Park West, #924, Los Angeles, CA 90067.

Experienced PD with outstanding track record seeks position. Great leadership/organizational skills. Forget the rest, go with the best. STEVE: (210) 991-4602. (1/1)

Newsman has the parttime blues. News digger with years of experience ready for fulltime position ASAP. STEPHANIE: (801) 753-7483. (1/1)

Give your listeners the bird! Rich Flamingo, five-year pro, seeks Western AOR as Asst. MD/AT. Rough diamond needs polish. (415) 935-6132. (1/1)

Kelly & Company. The competition terminator. Medium market pro/voices/bits/phones. JIM KELLY: (216) 256-1837. (1/1)

Available ASAP. 19-year pro with PD/ND/AT experience. Seek medium/large market. Good voice, stable and hardworking. Will relocate. LARRY KAY: (717) 653-2500. (1/1)

### START 1988 THE RIGHT WAY

I have spent the last three years in a Top 10 Market as a programming SECOND BANANA making the NUMBER ONE BANANA look good. NOW IT'S MY TURN AT BAT! Tell me what your target and goals are and I'll get them for you. AOR preferred but will consider other formats. Leave message at (818) 449-5685.

## MISCELLANEOUS

Experienced recording engineer with video background available. Ray Fister, 38280 Union St., Willoughby, OH 44094. (216) 951-8949. (1/1)

Desperate. Country record service required at Spanish radio station ASAP. Capt. Pete, Antena Tres, Paseo Mallorca 32, Palma De Mallorca, Spain. (1/1)

American Media Inc. has moved to 1700 Montgomery St., Ste. 324, San Francisco, CA 94111.

The Raleigh Group, Ltd.'s new address is P.O. Box 691600, Los Angeles, CA 90069.

### R&R Opportunities Display Advertising

Display: \$40 per inch per week (maximum 35 words per inch). Includes border and logo.

Blind Box: \$50 per inch per week (maximum 35 words per inch). Includes border, box number and postage/handling.

### Payable In Advance!

Display & Blind Box advertising orders must be typewritten or printed and accompanied by check mailed to our office in advance.

### Deadline

To appear in the following week's issue, we must receive your ad by **Thursday noon (PST)** prior to issue date. Address all ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

### R&R Opportunities Free Advertising

Radio & Records provides free (24 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought. All other advertising must run display.

### Deadline

To appear in the following week's issue, we must receive your ad by **Thursday noon (PST)** prior to issue date.

For opportunities you must place your free listings by mail only. Address all 24-word ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

# R&R NATIONAL AIRPLAY

# COUNTRY

## TOP 50

JANUARY 1, 1988

Three Weeks	Two Weeks	Last Week		Total Reports/Adds	Heavy	Medium	Light
11	6	4	1 KATHY MATTEA/Goin' Gone (Mercury/PG)	168/1	136	28	4
5	1	1	2 DAN SEALS/One Friend (Capitol)	159/0	136	17	6
8	4	3	3 RONNIE MILSAP/Where Do The Nights Go (RCA)	164/0	130	26	8
12	9	6	4 RESTLESS HEART/Wheels (RCA)	162/0	123	32	7
19	14	10	5 ROSANNE CASH/Tennessee Flat Top Box (Columbia)	164/3	104	51	9
15	12	9	6 MICHAEL JOHNSON/Crying Shame (RCA)	159/0	103	44	12
3	2	2	7 EXILE/I Can't Get Close Enough (Epic)	145/0	102	35	8
20	16	13	8 DESERT ROSE BAND/One Step Forward (MCA/Curb)	163/1	77	76	10
16	13	11	9 CRYSTAL GAYLE/Only Love Can Save Me Now (WB)	155/0	89	59	7
18	15	12	10 O'KANES/Just Lovin' You (Columbia)	153/2	86	56	11
13	10	7	11 GLEN CAMPBELL/Still Within The Sound Of My Voice (MCA)	149/1	90	48	11
25	18	14	12 FORESTER SISTERS/Lyin' In His Arms Again (WB)	160/2	64	86	10
24	19	15	13 DON WILLIAMS/I Wouldn't Be A Man (Capitol)	156/0	58	89	9
30	22	16	14 MERLE HAGGARD/Twinkle, Twinkle Lucky Star (Epic)	163/3	46	96	21
26	20	17	15 BILLY JOE ROYAL/I'll Pin A Note On... (Atlantic America)	150/2	61	69	20
31	26	18	16 TANYA TUCKER with P. DAVIS & P. OVERSTREET/I Won't Take Less Than Your Love (Capitol)	164/4	34	107	23
33	27	19	17 ALABAMA/Face To Face (RCA)	165/2	29	119	17
28	23	20	18 FOSTER & LLOYD/Sure Thing (RCA)	160/2	35	105	20
7	5	5	19 HANK WILLIAMS JR./Heaven Can't Be Found (WB/Curb)	136/0	89	32	15
27	24	22	20 DWIGHT YOAKAM/Please, Please Baby (Reprise)	155/3	29	107	19
29	25	23	21 NITTY GRITTY DIRT BAND/Oh What A Love (WB)	158/0	27	103	28
42	31	26	22 RANDY TRAVIS/Too Gone Too Long (WB)	165/2	20	116	29
32	29	27	23 JUDY RODMAN/I Want A Love Like That (MTM)	155/10	21	90	44
2	3	8	24 KENNY ROGERS/I Prefer The Moonlight (RCA)	109/0	52	38	19
36	32	29	25 JUICE NEWTON/Tell Me True (RCA)	150/11	6	101	43
38	35	30	26 CONWAY TWITTY/That's My Job (MCA)	139/8	24	71	44
40	36	32	27 MICHAEL MARTIN MURPHEY/I'm Gonna Miss You, Girl (WB)	153/16	10	80	63
35	33	31	28 VERN GOSDIN/Do You Believe Me Now (Columbia)	125/8	22	65	38
43	38	35	29 KEITH WHITLEY/Some Old Side Road (RCA)	135/13	9	64	62
45	39	34	30 SAWYER BROWN/This Missin' You Heart Of Mine (Capitol/Curb)	143/13	2	68	73
23	21	21	31 RICKY SKAGGS/I'm Tired (Epic)	97/0	26	48	23
50	42	36	32 SCHUYLER, KNOBLOCH & BICKHARDT/This Old House (MTM)	122/20	2	58	62
1	7	24	33 K.T. OSLIN/Do Ya (RCA)	75/0	25	33	17
4	8	25	34 HIGHWAY 101/Somewhere Tonight (WB)	64/0	27	24	13
—	45	42	35 TAMMY WYNETTE/Talkin' To Myself Again (Epic)	94/16	3	38	53
48	43	40	36 JO-EL SONNIER/Come On Joe (RCA)	87/8	4	42	41
—	—	45	37 GEORGE JONES/The Bird (Epic)	95/26	1	33	61
—	49	46	38 CHARLEY PRIDE/Shouldn't It Be Easier Than Th (16th Avenue/Capitol)	88/18	1	35	52
—	48	44	39 JOHN WESLEY RYLES/Louisiana Rain (WB)	95/20	0	34	61
—	47	43	40 JOHN ANDERSON/Somewhere Between Ragged And Right (MCA)	92/14	0	33	59
—	—	49	41 BAILLIE & THE BOYS/Wilder Days (RCA)	92/30	1	26	65
17	17	28	42 LYLE LOVETT/Give Back My Heart (MCA/Curb)	56/0	11	22	23
—	—	48	43 JOHNNY RODRIGUEZ/I Didn't (Every Chance I Had) (Capitol)	80/16	1	27	52
—	50	47	44 ROY ORBISON & K.D. LANG/Crying (Virgin)	78/9	0	32	46
6	11	33	45 WAYLON JENNINGS/Rough And Rowdy Days (MCA)	43/0	8	21	14
DEBUT	—	—	46 LEE GREENWOOD/Touch And Go Crazy (MCA)	83/35	0	14	69
—	—	50	47 EMMYLOU HARRIS/Back In Baby's Arms (MCA)	56/9	4	16	36
DEBUT	—	—	48 RICKY VAN SHELTON/Life Turned Her That Way (Columbia)	58/43	0	16	42
22	37	41	49 REBA McENTIRE/The Last One To Know (MCA)	25/0	10	9	6
14	28	37	50 T.G. SHEPPARD/One For The Money (Columbia)	23/0	12	6	5

## MOST ADDED

- RICKY VAN SHELTON (43)
- BELLAMY BROTHERS (37)
- LEE GREENWOOD (35)
- EDDIE RABBITT (31)
- BAILLIE & THE BOYS (30)
- GEORGE JONES (26)
- STEVE EARLE & THE DUKES (24)
- McCARTERS (24)
- RONNIE McDOWELL (24)
- JOHN WESLEY RYLES (20)
- SCHUYLER, KNOBLOCH . . . (20)

## HOTTEST

- DAN SEALS (72)
- RONNIE MILSAP (55)
- KATHY MATTEA (53)
- ROSANNE CASH (52)
- RESTLESS HEART (47)
- EXILE (41)
- GLEN CAMPBELL (31)
- MERLE HAGGARD (23)
- O'KANES (23)
- HANK WILLIAMS JR. (23)

MOST ADDED & HOTTEST list those songs achieving the most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicate the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

## BREAKERS.

No records qualified  
for Breaker status this week.

Breakers are those records that have achieved concurrent airplay at 60% of our reporting stations. New & Active records are those receiving airplay at 30-59% of the stations. Records in Significant Action are receiving airplay at 5-29% of the stations. Records do not have to reach Breaker in order to chart. However, once a record charts, it must reach the 60% airplay level within the two following weeks to achieve Breaker status.

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# R&R NATIONAL AIRPLAY

# ADULT CONTEMPORARY

## BREAKERS

**PEABO BRYSON & REGINA BELLE**  
Without You (Elektra)

61% of our reporters on it. Rotations: Heavy 0, Medium 17, Light 42, Total Adds 16 including WALK, WMJI, WNIC, KLCY, WQXY, WTFM, WLAC-FM, WSLQ, WTRX, WTNV. Debuts at number 30 on the AC chart.

**TIMOTHY B. SCHMIT**  
Don't Give Up (MCA)

55% of our reporters on it. Rotations: Heavy 0, Medium 17, Light 36, Total Adds 10, WPIX, WTFM, WLAC-FM, WSLQ, WNAM, WTRX, KKOB, WQNY, KRLB, WMJC.

**BRUCE SPRINGSTEEN**  
Tunnel Of Love (Columbia)

55% of our reporters on it. Rotations: Heavy 2, Medium 28, Light 23, Total Adds 9, WPIX, KLCY, U102, WRMF, KKOB, WQNY, WFPA, KHOZ, KSTR. Debuts at number 28 on the AC chart.

**PATRICK SWAYZE**  
She's Like The Wind (RCA)

54% of our reporters on it. Rotations: Heavy 0, Medium 23, Light 29, Total Adds 19 including WSN, WSNY, KOST, WAEB, WZNY, WTCB, WRKA, WNAM, WTNV, WKSB, KSTR.

## ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 NATALIE COLE	94/2	83	8	3
2 FLEETWOOD MAC	96/2	68	26	2
3 DAN HILL	90/0	75	12	3
4 GEORGE MICHAEL	86/0	66	19	1
5 GEORGE HARRISON	79/1	51	23	5
6 TIFFANY	92/7	23	58	11
7 GLORIA ESTEFAN & MIAMI SOUND MACHINE	89/1	35	45	9
8 KANE GANG	86/0	43	34	9
9 CARLY SIMON	85/1	44	36	5
10 MICHAEL TOMLINSON	78/0	54	19	5
11 BARRY MANILOW	81/2	50	24	7
12 ERIC CARMEN	85/2	27	52	6
13 BELINDA CARLISLE	64/0	41	19	4
14 SMOKEY ROBINSON	78/0	42	31	5
15 DAN FOGELBERG	78/1	23	48	7
16 WHITNEY HOUSTON	70/0	34	27	9
17 EXPOSE	81/5	17	53	11
18 BOURGEOIS TAGG	67/0	33	30	4
19 MICHAEL JACKSON	69/16	14	37	18
20 JOHN COUGAR MELLENCAMP	71/2	23	34	14
21 STEVE WINWOOD	53/0	13	29	11
22 BILL MEDLEY & JENNIFER WARNES	40/0	9	20	11
23 SWING OUT SISTER	69/15	1	28	40
24 ROY ORBISON & K.D. LANG	63/0	4	41	18
25 TEMPTATIONS	60/0	8	35	17
26 DONNA SUMMER with MICKEY THOMAS	67/3	3	36	28
27 BRYDGE	57/1	9	31	17
28 BRUCE SPRINGSTEEN	53/9	2	28	23
29 SUPERTRAMP	52/3	2	35	15
30 PEABO BRYSON & REGINA BELLE	59/16	0	17	42

## CHART EXTRAS

**MANHATTAN TRANSFER**  
Soul Food To Go (Atlantic)

56% of our reporters on it. Rotations: Heavy 3, Medium 26, Light 25, Total Adds 4, WPIX, WTCB, KEFM, KKOB.

**DOLLY PARTON**  
The River Unknown (Columbia)

53% of our reporters on it. Rotations: Heavy 0, Medium 22, Light 29, Total Adds 4, WRMF, WLHT, WFMK, WHNN.

### MOST ADDED

PATRICK SWAYZE (19)  
BRYSON & BELLE (16)  
MICHAEL JACKSON (16)  
SWING OUT SISTER (15)  
TIMOTHY B. SCHMIT (10)  
BRUCE SPRINGSTEEN (9)  
ROGER (7)  
TIFFANY (7)  
WICKLINE (7)  
RICK ASTLEY (6)  
RUFFIN & KENDRICK (6)

### HOTTEST

NATALIE COLE (59)  
DAN HILL (55)  
GEORGE MICHAEL (54)  
FLEETWOOD MAC (42)  
GEORGE HARRISON (38)  
MICHAEL TOMLINSON (23)  
BELINDA CARLISLE (18)  
WHITNEY HOUSTON (17)  
KANE GANG (17)  
BARRY MANILOW (16)

## FULL-SERVICE AC

### MOST ADDED

BRYSON & BELLE (7)  
HERB ALPERT (5)  
TIFFANY (5)  
PATRICK SWAYZE (4)  
SWING OUT SISTER (3)  
NATALIE COLE (2)  
JOHN COUGAR MELLENCAMP (2)  
SUPERTRAMP (2)

### HOTTEST

DAN HILL (25)  
GEORGE HARRISON (20)  
NATALIE COLE (17)  
MEDLEY & WARNES (14)  
BARRY MANILOW (12)  
GEORGE MICHAEL (12)  
MICHAEL TOMLINSON (12)  
FLEETWOOD MAC (11)  
STEVE WINWOOD (9)  
CARLY SIMON (8)

## GOLD INTENSIVE

### MOST ADDED

NATALIE COLE (4)  
CARLY SIMON (4)  
TIFFANY (4)  
MIAMI SOUND MACHINE (3)  
FLEETWOOD MAC (2)  
ORBISON & LANG (2)  
DONNA SUMMER (2)  
PATRICK SWAYZE (2)

### HOTTEST

GEORGE HARRISON (19)  
MICHAEL BOLTON (16)  
DAN HILL (16)  
FLEETWOOD MAC (14)  
NATALIE COLE (12)  
MEDLEY & WARNES (12)  
BARRY MANILOW (11)  
STEVE WINWOOD (11)  
GEORGE MICHAEL (10)

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# R&R NATIONAL AIRPLAY

## AOR TRACKS®

### MOST ADDED

- JETHRO TULL/Jump (17)
- GEORGE HARRISON/Fab (16)
- FOREIGNER/Heart (15)
- KINKS/Road (14)
- BRUCE SPRINGSTEEN/Step (14)
- STEVE WINWOOD/Talking (14)
- RADIATORS/Doctor (13)
- STING/Still (13)
- JOE COCKER/Wrongs (12)
- INXS/Devil (12)

### HOTTEST

- FOREIGNER/Say (80)
- YES/Rhythm (50)
- BRUCE SPRINGSTEEN/Tunnel (47)
- PAUL CARRACK/Tear (41)
- U2/Country (39)
- PINK FLOYD/Turning (35)
- GEORGE HARRISON/Radio (30)
- HEART/Girl (27)
- DEF LEPPARO/Hysteria (26)
- ROBBIE ROBERTSON/Showdown (25)

171 REPORTERS

Three Weeks	Two Weeks	Last Week		Reports/Adds	Power	Heavy	Medium
4	1	1	1	FOREIGNER/Say You Will (Atlantic)	152-0	80+	145- 7+
10	6	4	2	PINK FLOYD/On The Turning Away (Columbia)	153-1	35+	113+ 37-
8	5	3	3	GEORGE HARRISON/Devil's Radio (Dark Horse/WB)	151-0	30-	109- 41-
3	3	2	4	YES/Rhythm Of Love (Atco)	134-1	50-	121- 13-
11	8	5	5	PAUL CARRACK/Don't Shed A Tear (Chrysalis)	136-4	41+	105- 28-
44	17	11	6	JOHN COUGAR MELLENCAMP/The Real Life (Mercury/Pg)	146+7	20+	95+ 48-
19	12	8	7	U2/In God's Country (Island)	136-0	39+	98+ 34-
1	4	6	8	BRUCE SPRINGSTEEN/Tunnel Of Love (Columbia)	113-0	47-	103- 8+
13	11	10	9	DEF LEPPARD/Hysteria (Mercury/Pg)	128-0	26-	95+ 32-
7	7	7	10	ALARM/Rain In The Summertime (IRS/MCA)	135-0	17-	76- 59-
16	14	12	11	ROBBIE ROBERTSON/Sweet Fire Of Love (Geffen)	141-4	12+	75+ 60-
31	24	16	12	GEORGE HARRISON/When We Was Fab (Dark Horse/WB)	136+16	9+	69+ 61+
22	16	14	13	HEART/There's The Girl (Capitol)	115-1	27+	79+ 33-
2	2	9	14	ROBBIE ROBERTSON/Showdown At Big Sky (Geffen)	106-0	25-	78- 26+
21	15	13	15	AEROSMITH/Hangman Jury (Geffen)	124-5	9-	62- 60-
39	32	27	16	BRUCE SPRINGSTEEN/One Step Up (Columbia)	123+14	9+	53+ 68-
-	39	28	17	FOREIGNER/Heart Turns To Stone (Atlantic)	119+15	3+	46+ 67+
23	19	17	18	RICHARD MARX/Have Mercy (EMI-Manhattan)	123-1	5=	43- 78-
24	20	19	19	DOKKEN/Burning Like A Flame (Elektra)	118-1	13+	49- 60=
29	28	23	20	YES/Shoot High Aim Low (Atco)	118+7	2=	46+ 66-
25	18	18	21	R.E.M./Its The End Of World As We Know It... (IRS/MCA)	127-1	4+	40+ 76-
35	29	22	22	LOVE & ROCKETS/No New Tale To Tell (Big Time/RCA)	130-5	2-	34- 78+
30	30	24	23	RUSH/Lock And Key (Mercury/Pg)	123-2	2=	33+ 83-
33	31	25	24	GRATEFUL DEAD/Throwing Stones (Arista)	124-4	1=	36+ 76=
40	33	29	25	FLEETWOOD MAC/Everywhere (WB)	102-1	8+	48+ 48-
26	26	26	26	WHITESNAKE/Give Me All Your Love (Geffen)	117-4	2=	32- 77+
9	13	15	27	INXS/Need You Tonight (Atlantic)	82-0	21-	61- 18-
-	38	33	28	EURHYTHMICS/I Need A Man (RCA)	110+5	3=	23+ 79+
6	10	21	29	JETHRO TULL/Farm On The Freeway (Chrysalis)	79-0	7-	43- 34-
5	9	20	30	BOURGEOIS TAGG/I Don't Mind At All (Island)	75-0	7-	48- 25-
58	44	35	31	MICHAEL BOLTON/(Sittin' On) The Dock Of The Bay (Columbia)	113-4	3+	21+ 71-
49	40	36	32	STING/Lazarus Heart (A&M)	86-7	2-	28+ 51-
38	36	34	33	KISS/Reason To Live (Mercury/Pg)	104-2	2=	20= 66-
52	42	37	34	GREAT WHITE/Save Your Love (Capitol)	109+9	2=	12= 78+
14	21	31	35	JOHN COUGAR MELLENCAMP/Cherry Bomb (Mercury/Pg)	54-0	19-	45- 8-
17	22	32	36	STING/Little Wing (A&M)	67-1	4-	33- 32-
27	27	30	37	RAINMAKERS/Snakedance (Mercury/Pg)	88-0	1=	19- 55-
-	49	43	38	JETHRO TULL/Jump Start (Chrysalis)	73+17	3+	24+ 40+
57	52	44	39	INXS/Devil Inside (Atlantic)	67+12	2+	24+ 35+
-	53	46	40	WHITE LION/Wait (Atlantic)	87-2	2+	12+ 43+
-	-	49	41	RADIATORS/Doctor Doctor (Epic)	82+13	0=	10+ 46+
20	34	39	42	ICEHOUSE/Crazy (Chrysalis)	46-0	9=	31- 12-
47	41	40	43	BANGLES/Hazy Shade Of Winter (Def Jam/Columbia)	60-1	6-	23- 33-
12	25	38	44	PINK FLOYD/One Slip (Columbia)	43-0	4-	32- 8-
55	48	48	45	TESLA/Gettin' Better (Geffen)	75+3	3+	6= 45+
60	56	51	46	PETER HIMMELMAN/Waning Moon (Island)	70-1	1+	7+ 39-
59	47	47	47	HOOTERS/Karla With A K (Columbia)	68-1	1=	10- 44-
18	35	42	48	GEORGE HARRISON/Got My Mind Set On You (Dark Horse/WB)	28-0	10-	24- 3-
15	23	41	49	JOE COCKER/Unchain My Heart (Capitol)	39-0	0=	15- 21-
32	37	45	50	TRIUMPH/Long Time Gone (MCA)	50-0	0=	8- 31-
DEBUT	51	51	51	STEVE WINWOOD/Talking Back To The Night (Island/WB)	41+14	0=	10+ 29+
43	50	53	52	BRUCE SPRINGSTEEN/Spare Parts (Columbia)	31-1	3=	15- 15-
37	45	52	53	AEROSMITH/Rag Doll (Geffen)	29-0	2-	12- 16-
DEBUT	54	54	54	JOE COCKER/Two Wrongs (Capitol)	45+12	1=	7+ 31+
-	-	57	55	DEF LEPPARD/Pour Some Sugar On Me (Mercury/Pg)	39+5	2=	11+ 21=
53	51	54	56	SQUEEZE/Trust Me To Open My Mouth (A&M)	44-0	1+	9= 25-
28	43	50	57	STEVE WINWOOD/Valerie (Island/WB)	24-0	5-	15- 8-
-	-	60	58	MSG/Love Is Not A Game (Capitol)	47+4	2+	3+ 25+
45	46	56	59	CARS/Double Trouble (Elektra)	33-0	0=	5- 25-
DEBUT	60	60	60	AERDSMITH/Rocking Pneumonia And The... (Def Jam/Columbia)	37+8	1=	3= 27+

## BREAKERS®

No records qualified for Breaker status this week.

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**JOHN BRANNEN**  
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# R&R NATIONAL AIRPLAY

## AOR ALBUMS

Three Weeks Two Weeks Last Week

171 REPORTERS

JANUARY 1, 1988

Reports/Adds Power Heavy Medium

Three Weeks	Two Weeks	Last Week	Rank	Artist/Album (Label)	Reports/Adds	Power	Heavy	Medium
—	4	1	1	<b>FOREIGNER</b> /Inside Information (Atlantic)	157-2	81+	149-	7+
1	1	2	2	<b>GEORGE HARRISON</b> /Cloud Nine (Dark Horse/WB)	163-1	49-	137-	26+
2	3	3	3	<b>BRUCE SPRINGSTEEN</b> /Tunnel Of Love (Columbia)	157-1	56-	133-	24+
3	5	4	4	<b>YES</b> /Big Generator (Atco)	155-0	54-	135-	18-
4	2	5	5	<b>ROBBIE ROBERTSON</b> /Robbie Robertson (Geffen)	159-0	36-	126-	31+
5	6	6	6	<b>PINK FLOYD</b> /A Momentary Lapse Of Reason (Columbia)	159-0	39-	125-	31-
6	7	7	7	<b>JOHN COUGAR MELLENCAMP</b> /The Lonesome Jubilee (Mercury/PG)	156-1	39+	124+	31-
11	11	8	8	<b>DEF LEPPARD</b> /Hysteria (Mercury/PG)	142-0	30-	108+	32-
14	14	10	9	<b>PAUL CARRACK</b> /One Good Reason (Chrysalis)	140-4	41+	106-	30-
8	8	9	10	<b>INXS</b> /Kick (Atlantic)	134-3	24+	78-	49+
7	10	11	11	<b>STING</b> /...Nothing Like The Sun (A&M)	133-4	8-	56-	71+
20	17	14	12	<b>U2</b> /The Joshua Tree (Island)	137-0	39+	98+	35-
10	12	12	13	<b>AEROSMITH</b> /Permanent Vacation (Geffen)	138-3	14-	75-	61+
13	13	13	14	<b>ALARM</b> /Eye Of The Hurricane (IRS/MCA)	138-0	17-	76-	61-
9	9	15	15	<b>JETHRO TULL</b> /Crest Of A Knave (Chrysalis)	124-3	10-	58-	63-
15	16	16	16	<b>R.E.M.</b> /Document (IRS/MCA)	136-1	11+	51-	80-
18	18	17	17	<b>RUSH</b> /Hold Your Fire (Mercury/PG)	130-1	5=	42=	81-
21	20	18	18	<b>HEART</b> /Bad Animals (Capitol)	115-1	27+	79+	33-
17	19	19	19	<b>WHITESNAKE</b> /Whitesnake (Geffen)	127-4	11-	42-	76+
23	22	22	20	<b>DOKKEN</b> /Back For The Attack (Elektra)	121-2	14+	49-	63+
22	21	21	21	<b>RICHARD MARX</b> /Richard Marx (EMI-Manhattan)	126-1	6-	45-	79-
29	25	24	22	<b>LOVE &amp; ROCKETS</b> /Earth Sun Moon (Big Time/RCA)	132-5	2-	34-	79+
28	26	25	23	<b>GRATEFUL DEAD</b> /In The Dark (Arista)	124-4	1=	36+	77=
—	33	28	24	<b>EURHYTHMICS</b> /Savage (RCA)	113+5	4+	26+	78=
34	29	27	25	<b>FLEETWOOD MAC</b> /Tango In The Night (WB)	103-1	8+	49+	48-
12	15	23	26	<b>BOURGEOIS TAGG</b> /YoYo (Island)	77-0	7-	49-	26-
—	37	33	27	<b>MICHAEL BOLTON</b> /The Hunger (Columbia)	113-4	3+	21+	71-
39	34	34	28	<b>GREAT WHITE</b> /Once Bitten (Capitol)	110+8	2=	13=	78+
31	30	30	29	<b>KISS</b> /Crazy Nights (Mercury/PG)	105-2	2=	21=	66-
33	32	32	30	<b>LESS THAN ZERO</b> /Soundtrack (Def Jam/Columbia)	89+5	7-	27-	53+
24	24	26	31	<b>RAINMAKERS</b> /Tornado (Mercury/PG)	95-1	1=	20-	59-
16	23	29	32	<b>JOE COCKER</b> /Unchain My Heart (Capitol)	79-7	1=	21-	49-
19	27	31	33	<b>ICEHOUSE</b> /A Man Of Colours (Chrysalis)	69-1	10=	34-	29-
—	28	20	34	<b>VERY SPECIAL CHRISTMAS</b> /Compilation (A&M)	41-0	5=	24-	13-
35	39	36	35	<b>RADIATORS</b> /Law Of The Fish (Epic)	92+11	0=	13+	53+
26	36	35	36	<b>STEVE WINWOOD</b> /Chronicles (Island/WB)	62+11	5-	25-	35+
—	—	39	37	<b>WHITE LION</b> /Pride (Atlantic)	88+3	2+	12+	44+
—	—	40	38	<b>PETER HIMMELMAN</b> /Gematria (Island)	74-1	2+	9+	40-
36	35	38	39	<b>SQUEEZE</b> /Babylon And On (A&M)	60-2	1-	14-	35-
DEBUT	—	—	40	<b>TESLA</b> /Mechanical Resonance (Geffen)	75+3	3+	6=	45+
				"Say" (152) "Heart" (119) "Wait" (23)				
				"Radio" (151) "Fab" (136) "Mind" (28)				
				"Step" (123) "Tunnel" (113) "Parts" (31)				
				"Rhythm" (134) "Shoot" (118) "Find" (14)				
				"Fire" (141) "Showdown" (106) "Angel" (7)				
				"Turning" (153) "Slip" (43) "Dogs" (20)				
				"Real" (146) "Bomb" (54) "Hard" (9)				
				"Hysteria" (128) "Pour" (39) "Animal" (13)				
				"Tear" (136) "Double" (4) "Reason" (3)				
				"Need" (82) "Devil" (67) "Sensation" (18)				
				"Heart" (86) "Wing" (67) "Still" (23)				
				"Country" (136) "Trip" (3) "Where" (1)				
				"Hangman" (124) "Doll" (29) "Dude" (29)				
				"Rain" (135) "Rescue" (5) "Presence" (3)				
				"Farm" (79) "Start" (73) "Monkey" (6)				
				"End" (127) "One" (16) "Worksong" (15)				
				"Lock" (123) "Time" (14) "Secrets" (2)				
				"Girl" (115)				
				"Give" (117) "Is" (19) "Crying" (1)				
				"Burning" (118) "Prisoner" (6) "Kiss" (3)				
				"Mercy" (123) "Should've" (2) "Don't" (1)				
				"Tale" (130) "Mirror" (2) "Lazy" (2)				
				"Stones" (124) "Touch" (1) "Hell" (1)				
				"Man" (110) "Lover" (4) "Beethoven" (2)				
				"Everywhere" (102) "Tango" (1)				
				"Mind" (75) "Pencil" (2) "Cry" (2)				
				"Sittin'" (113)				
				"Save" (109) "Lady" (2) "All" (1)				
				"Reason" (104) "Hell" (1) "Good" (1)				
				"Hazy" (60) "Rocking" (37) "Rock N' Roll" (3)				
				"Snakedance" (88) "Wages" (7) "Talk" (2)				
				"Wrongs" (45) "Unchain" (39) "Stand" (2)				
				"Crazy" (46) "Blue" (21) "Nothing" (5)				
				"Christmas" (16) "Run" (13) "Christmas" (11)				
				"Doctor" (82) "Dreamers" (11) "Tangle" (2)				
				"Talking" (41) "Valerie" (24) "Help" (3)				
				"Wait" (87) "All" (2)				
				"Moon" (70) "Feel" (3) "Salt" (2)				
				"Trust" (44) "853-5937" (17) "Hourglass" (3)				
				"Getting" (75) "Love Me" (1)				

## BREAKERS

No records qualified for Breaker status this week.

### MOST ADDED

RADIATORS (11)  
STEVE WINWOOD (11)  
BROADCASTERS (8)  
GREAT WHITE (8)  
JOE COCKER (7)  
EURHYTHMICS (5)  
LESS THAN ZERO (5)  
LOVE & ROCKETS (5)

### HOTTEST

FOREIGNER (81)  
BRUCE SPRINGSTEEN (56)  
YES (54)  
GEORGE HARRISON (49)  
PAUL CARRACK (41)  
JOHN COUGAR MELLENCAMP (39)  
PINK FLOYD (39)  
U2 (39)  
ROBBIE ROBERTSON (36)  
DEF LEPPARD (30)

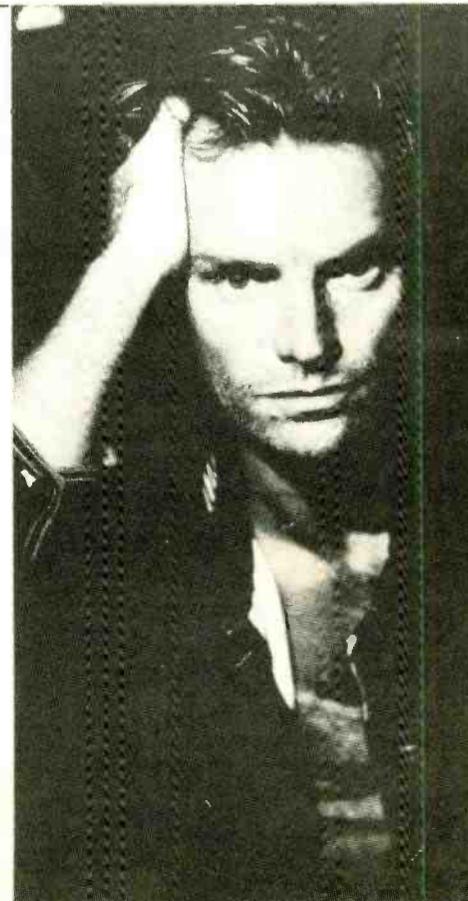
# Sting

"Be Still  
My Beating  
Heart"

CD Single On  
Your Desk Now.



Produced by  
Neil Dorfsman and Sting.



## R&R NATIONAL AIRPLAY

# CONTEMPORARY HIT RADIO

### BREAKERS

**PATRICK SWAYZE**

*She's Like The Wind (RCA)*

61% of our reporters playing it. Moves: Up 14, Debuts 29, Same 73, Down 0, Adds 26 including 92X, WCZY, WNNK, WKEE, Q106, KZ106, WLAP, PWR92, 100KHI.

**SQUEEZE**

*853-5937 (A&M)*

61% of our reporters playing it. Moves: Up 13, Debuts 17, Same 99, Down 0, Adds 12 including KHTR, WAEB, 98PXY, FM100, KRNQ, CHED, KYNO, WLRW.

**MOST ADDED**

PATRICK SWAYZE (26)  
RICK ASTLEY (22)  
MEN WITHOUT HATS (14)  
STRYPER (14)  
MADONNA (13)  
ROGER (13)  
SQUEEZE (12)  
YES (12)  
BOY GEORGE (10)  
STING (10)

**MOST ACTIVE**

MADONNA (38)  
RICK ASTLEY (29)  
BANANARAMA (28)  
SALT-N-PEPA (27)  
BILLY IDOL (25)  
YES (22)  
MARRS (18)  
U2 (15)  
COVER GIRLS (14)  
DEJA (14)  
EURYTHMICS (14)

**HOTTEST**

TIFFANY (125)  
GEORGE HARRISON (100)  
WHITNEY HOUSTON (82)  
WHITESNAKE (82)  
MICHAEL JACKSON (77)  
INXS (74)  
BANGLES (60)  
GEORGE MICHAEL (60)  
ROGER (46)  
ELTON JOHN (35)

Most Active = Ups + Debuts — Downs

# URBAN CONTEMPORARY

### CHART EXTRAS

**BOY GEORGE**

*Live My Life (Virgin)*

67% of our reporting stations on it. Rotations: Heavy 0/0, Medium 15/0, Light 49/6, Total Adds 6 including WBLK, WHRK, WLUM, WWDM, WCKX, KKPW.

### BREAKERS

**GLENN JONES**

*Oh Girl (Jive/RCA)*

62% of our reporting stations on it. Rotations: Heavy 0/0, Medium 33/0, Light 26/4, Total Adds 4 including Z16, WBLX, Z103, WKWM. Remains at number 36 on the Urban Contemporary chart.

**GARRY GLENN featuring SHEILA HUTCHINSON**

*Feels Good To Feel Good (Motown)*

61% of our reporting stations on it. Rotations: Heavy 1/0, Medium 23/0, Light 34/4, Total Adds 4 including WJTT, KWTD, WQIM, WPLZ. Debuts at number 40 on the Urban Contemporary chart.

**MOST ADDED**

STACY LATTISAW (17)  
TEMPTATIONS (17)  
BRYSON & BELLE (12)  
JOYCE SIMS (8)  
JODY WATLEY (8)  
SHANICE WILSON (8)  
ANGELA WINBUSH (8)

**HOTTEST**

MICHAEL JACKSON (78)  
LEVERT (57)  
MELI'SA MORGAN (57)  
GLADYS KNIGHT (54)  
ROGER (32)  
WHITNEY HOUSTON (29)  
NATALIE COLE (20)  
KASHIF (18)  
KEITH SWEAT (15)

"MEMORY BANK" — A 2-3 minute daily Chronicle of the biggest moments in contemporary black/urban music. Available in produced or live copy form. (URBAN/BLACK, URBAN/CHR)

"THIS WEEK WITH . . ." Highlights the most interesting and compelling superstars in contemporary black/urban music. This is a 2-3 minute daily feature that comes produced or in live copy form. (URBAN/BLACK, URBAN/CHR)

**MAHOGANY PRODUCTIONS, INC.**

**SHORT BARTER FEATURES**

*innerviews*

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CALL: PAT STANLEY 213-652-8710

"THIS DAY IN ROCK" — An in-depth chronicle of rock history highlighted in this dynamic 2-3 minute daily feature. Available in produced or live copy form. (Gold, AOR, CHR, AC, CH)

"TAKE FIVE" — A 2-3 minute live inner-view with the most interesting and compelling superstars in the world of contemporary music. Available produced or in "live copy set-up" form. (AOR, CHR, CH)

SITTIN' PRETTY.

# MICHAEL BOLTON



*(Sittin' On)  
The Dock  
Of The Bay*

"Michael Bolton's version is my  
all-time favorite of my husband's classic."  
—Zelma Redding

THE NEW SINGLE \* FEATURING JOURNEY'S NEIL SCHON AND JONATHAN CAIN. FROM "THE HUNGER" —  
38-07690 FC 40473

THE ALBUM THAT INCLUDES THE TOP-20 HIT, "THAT'S WHAT LOVE IS ALL ABOUT." †  
38-07322

ON COLUMBIA RECORDS, CASSETTES AND COMPACT DISCS.

Columbia Records—Radio's Best Friend!



\* Produced by Jonathan Cain for Cain Street Productions. † Produced by Kerz Diamond. Direction: Louis Lerner for Contemporary Communications Corp. © Columbia are trademarks of CBS Inc. © 1988 CBS Records Inc.

**CONTEMPORARY HIT RADIO**

Four Weeks	Three Weeks	Two Weeks	
4	3	3	1 <b>WHITNEY HOUSTON</b> /So Emotional (Arista)
7	4	4	2 <b>GEORGE HARRISON</b> /Got My Mind Set On You (Dark Horse/WB)
1	1	1	3 <b>GEORGE MICHAEL</b> /Faith (Columbia)
13	10	5	4 <b>MICHAEL JACKSON</b> /The Way You Make Me Feel (Epic)
3	2	2	5 <b>WHITESNAKE</b> /Is This Love (Geffen)
15	11	8	6 <b>INXS</b> /Need You Tonight (Atlantic)
32	20	15	7 <b>TIFFANY</b> /Could've Been (MCA)
23	18	14	8 <b>BANGLES</b> /Hazy Shade Of Winter (Def Jam/Columbia)
16	12	10	9 <b>TAYLOR DAYNE</b> /Tell It To My Heart (Arista)
19	15	12	10 <b>ELTON JOHN</b> /Candle In The Wind (MCA)
5	5	6	11 <b>DEBBIE GIBSON</b> /Shake Your Love (Atlantic)
27	21	17	12 <b>EXPOSE</b> /Seasons Change (Arista)
6	6	7	13 <b>JODY WATLEY</b> /Don't You Want Me (MCA)
26	22	18	14 <b>PRINCE</b> /I Could Never Take The Place Of Your Man (Paisley Park/WB)
22	19	16	15 <b>HEART</b> /There's The Girl (Capitol)
36	28	20	16 <b>ROGER</b> /I Want To Be Your Man (Reprise)
17	14	13	17 <b>JOHN COUGAR MELLENCAMP</b> /Cherry Bomb (Mercury/PG)
31	26	21	18 <b>ERIC CARMEN</b> /Hungry Eyes (RCA)
29	25	22	19 <b>ICEHOUSE</b> /Crazy (Chrysalis)
10	9	11	20 <b>PRETTY POISON</b> /Catch Me I'm Falling (Virgin)
37	32	25	21 <b>PAUL CARRACK</b> /Don't Shed A Tear (Chrysalis)
9	7	9	22 <b>STEVE WINWOOD</b> /Valerie (Island/WB)
—	35	28	23 <b>BRUCE SPRINGSTEEN</b> /Tunnel Of Love (Columbia)
40	31	26	24 <b>NATALIE COLE</b> /I Live For Your Love (EMI-Manhattan)
33	30	27	25 <b>NEW ORDER</b> /True Faith (Qwest/WB)
—	40	33	26 <b>FOREIGNER</b> /Say You Will (Atlantic)
—	38	32	27 <b>FLEETWOOD MAC</b> /Everywhere (WB)
—	34	30	28 <b>STRYPER</b> /Honestly (Enigma)
14	13	19	29 <b>AEROSMITH</b> /Dude (Looks Like A Lady) (Geffen)
35	33	31	30 <b>CURE</b> /Just Like Heaven (Elektra)
—	—	36	31 <b>PET SHOP BOYS w/D. SPRINGFIELD</b> /What Have I Done... (EMI-Manhattan)
—	36	34	32 <b>LAURA BRANIGAN</b> /Power Of Love (Atlantic)
2	8	23	33 <b>BELINDA CARLISLE</b> /Heaven Is A Place On Earth (MCA)
24	23	24	34 <b>DEF LEPPARD</b> /Animal (Mercury/PG)
—	—	40	35 <b>MEN WITHOUT HATS</b> /Pop Goes The World (Mercury/PG)
8	16	29	36 <b>STING</b> /We'll Be Together (A&M)
<b>DEBUT</b>	—	—	37 <b>G. ESTEFAN &amp; MIAMI SOUND MACHINE</b> /Can't Stay Away From You (Epic)
<b>DEBUT</b>	—	—	38 <b>CHER</b> /I Found Someone (Geffen)
11	17	35	39 <b>RICHARD MARX</b> /Should've Known Better (EMI-Manhattan)
12	24	37	40 <b>B. MEDLEY &amp; J. WARNES</b> /(I've Had) The Time Of My Life (RCA)

**ADULT CONTEMPORARY**

7	3	2	1 <b>NATALIE COLE</b> /I Live For Your Love (EMI-Manhattan)
19	12	6	2 <b>FLEETWOOD MAC</b> /Everywhere (WB)
2	2	1	3 <b>DAN HILL</b> /(Never Thought) That I Could Love (Columbia)
11	5	4	4 <b>GEORGE MICHAEL</b> /Faith (Columbia)
1	1	3	5 <b>GEORGE HARRISON</b> /Got My Mind Set On You (Dark Horse/WB)
—	21	17	6 <b>TIFFANY</b> /Could've Been (MCA)
24	16	14	7 <b>GLORIA ESTEFAN &amp; MIAMI SOUND MACHINE</b> /Can't Stay Away... (Epic)
15	14	11	8 <b>KANE GANG</b> /Motortown (Capitol)
16	15	12	9 <b>CARLY SIMON</b> /All I Want Is You (Arista)
12	11	8	10 <b>MICHAEL TOMLINSON</b> /Dawning On A New Day (Cypress/PG)
13	10	9	11 <b>BARRY MANILOW</b> /Brooklyn Blues (Arista)
22	18	16	12 <b>ERIC CARMEN</b> /Hungry Eyes (RCA)
8	7	7	13 <b>BELINDA CARLISLE</b> /Heaven Is A Place On Earth (MCA)
14	13	13	14 <b>SMOKEY ROBINSON</b> /What's Too Much (Motown)
21	17	15	15 <b>DAN FOGELBERG</b> /Seeing You Again (Epic)
6	6	10	16 <b>WHITNEY HOUSTON</b> /So Emotional (Arista)
30	25	20	17 <b>EXPOSE</b> /Seasons Change (Arista)
5	4	5	18 <b>BOURGEOIS TAGG</b> /I Don't Mind At All (Island)
—	28	24	19 <b>MICHAEL JACKSON</b> /The Way You Make Me Feel (Epic)
28	22	21	20 <b>JOHN COUGAR MELLENCAMP</b> /Cherry Bomb (Mercury/PG)
3	8	18	21 <b>STEVE WINWOOD</b> /Valerie (Island/WB)
4	9	19	22 <b>BILL MEDLEY &amp; JENNIFER WARNES</b> /(I've Had) The Time Of My Life (RCA)
<b>DEBUT</b>	—	—	23 <b>SWING OUT SISTER</b> /Twilight World (Mercury/PG)
—	30	27	24 <b>ROY ORBISON &amp; K.D. LANG</b> /Crying (Virgin)
29	27	25	25 <b>TEMPTATIONS</b> /I Wonder Who She's Seeing Now (Motown)
—	—	29	26 <b>DONNA SUMMER with MICKEY THOMAS</b> /Only The Fool Survives (Geffen)
—	29	28	27 <b>BRYDGE</b> /Another Day Gone (Avatar)
<b>BREAKER</b>	—	—	28 <b>BRUCE SPRINGSTEEN</b> /Tunnel Of Love (Columbia)
—	—	30	29 <b>SUPERTRAMP</b> /I'm Beggin' You (A&M)
<b>BREAKER</b>	—	—	30 <b>PEABO BRYSON &amp; REGINA BELLE</b> /Without You (Elektra)

**AOR TRACKS®**

Four Weeks	Three Weeks	Two Weeks	
4	1	1	1 <b>FOREIGNER</b> /Say You Will (Atlantic)
10	6	4	2 <b>PINK FLOYD</b> /On The Turning Away (Columbia)
8	5	3	3 <b>GEORGE HARRISON</b> /Devil's Radio (Dark Horse/WB)
3	3	2	4 <b>YES</b> /Rhythm Of Love (Atco)
11	8	5	5 <b>PAUL CARRACK</b> /Don't Shed A Tear (Chrysalis)
44	17	11	6 <b>JOHN COUGAR MELLENCAMP</b> /The Real Life (Mercury/PG)
19	12	8	7 <b>U2</b> /In God's Country (Island)
1	4	6	8 <b>BRUCE SPRINGSTEEN</b> /Tunnel Of Love (Columbia)
13	11	10	9 <b>DEF LEPPARD</b> /Hysteria (Mercury/PG)
7	7	7	10 <b>ALARM</b> /Rain In The Summertime (IRS/MCA)
16	14	12	11 <b>ROBBIE ROBERTSON</b> /Sweet Fire Of Love (Geffen)
31	24	16	12 <b>GEORGE HARRISON</b> /When We Was Fab (Dark Horse/WB)
22	16	14	13 <b>HEART</b> /There's The Girl (Capitol)
2	2	9	14 <b>ROBBIE ROBERTSON</b> /Showdown At Big Sky (Geffen)
21	15	13	15 <b>AEROSMITH</b> /Hangman Jury (Geffen)
39	32	27	16 <b>BRUCE SPRINGSTEEN</b> /One Step Up (Columbia)
—	39	28	17 <b>FOREIGNER</b> /Heart Turns To Stone (Atlantic)
23	19	17	18 <b>RICHARD MARX</b> /Have Mercy (EMI-Manhattan)
24	20	19	19 <b>DOKKEN</b> /Burning Like A Flame (Elektra)
29	28	23	20 <b>YES</b> /Shoot High Aim Low (Atco)
25	18	18	21 <b>R.E.M.</b> /Its The End Of World As We Know It... (IRS/MCA)
35	29	22	22 <b>LOVE &amp; ROCKETS</b> /No New Tale To Tell (Big Time/RCA)
30	30	24	23 <b>RUSH</b> /Lock And Key (Mercury/PG)
33	31	25	24 <b>GRATEFUL DEAD</b> /Throwing Stones (Arista)
40	33	29	25 <b>FLEETWOOD MAC</b> /Everywhere (WB)
26	26	26	26 <b>WHITESNAKE</b> /Give Me All Your Love (Geffen)
9	13	15	27 <b>INXS</b> /Need You Tonight (Atlantic)
—	38	33	28 <b>EURHYTHMICS</b> /I Need A Man (RCA)
6	10	21	29 <b>JETHRO TULL</b> /Farm On The Freeway (Chrysalis)
5	9	20	30 <b>BOURGEOIS TAGG</b> /I Don't Mind At All (Island)

**URBAN CONTEMPORARY**

5	3	1	1 <b>MICHAEL JACKSON</b> /The Way You Make Me Feel (Epic)
11	7	4	2 <b>GLADYS KNIGHT &amp; THE PIPS</b> /Love Overboard (MCA)
9	4	3	3 <b>MELI'SA MORGAN</b> /If You Can Do It, I Can Too (Capitol)
4	2	2	4 <b>LEVERT</b> /My Forever Love (Atlantic)
15	8	7	5 <b>KASHIF &amp; MELI'SA MORGAN</b> /Love Changes (Arista)
7	5	5	6 <b>WHITNEY HOUSTON</b> /So Emotional (Arista)
16	9	8	7 <b>MIKI HOWARD</b> /Baby Be Mine (Atlantic)
17	11	9	8 <b>LISA LISA &amp; CULT JAM...</b> /Someone To Love Me For Me (Columbia)
22	16	14	9 <b>MICHAEL COOPER</b> /To Prove My Love (WB)
25	17	15	10 <b>KEITH SWEAT</b> /I Want Her (Vintertainment/Elektra)
23	18	16	11 <b>PEBBLES</b> /Girlfriend (MCA)
6	6	11	12 <b>NATALIE COLE</b> /I Live For Your Love (EMI-Manhattan)
24	21	17	13 <b>STEPHANIE MILLS</b> /Secret Lady (MCA)
19	12	12	14 <b>VANESE THOMAS</b> /I Wanna Get Close To You (Geffen)
13	10	10	15 <b>FULL FORCE</b> /Love Is For Suckers (Like Me And You) (Columbia)
20	14	13	16 <b>FORCE MD's</b> /Touch And Go (Tommy Boy/WB)
29	24	20	17 <b>DEELE</b> /Two Occasions (Solar/Capitol)
33	23	19	18 <b>LILLO THOMAS</b> /Wanna Make Love (All Night Long) (Capitol)
—	35	24	19 <b>PRINCE</b> /Hot Thing (Paisley Park/WB)
—	33	22	20 <b>CHRIS JASPER</b> /Superbad (CBS Associated)
30	25	21	21 <b>GERALD ALBRIGHT</b> /So Amazing (Atlantic)
1	1	6	22 <b>ROGER</b> /I Want To Be Your Man (Reprise)
—	32	23	23 <b>RAY PARKER JR. with NATALIE COLE</b> /Over You (Geffen)
21	19	18	24 <b>C. SINGLETON &amp; MODERN MAN</b> /Nothing Ventured, Nothing Gained (Epic)
37	28	25	25 <b>SURFACE</b> /Let's Try Again (Columbia)
35	29	26	26 <b>WHISPERS</b> /In The Mood (Solar/Capitol)
39	30	27	27 <b>WELL RED</b> /Get Lucky (Virgin)
—	34	28	28 <b>O'JAYS</b> /Let Me Touch You (PIR/Manhattan)
—	—	32	29 <b>M/A/R/R/S</b> /Pump Up The Volume (4th & Broadway/Island)
—	38	30	30 <b>NAJEE</b> /Mysterious (EMI-Manhattan)
40	37	31	31 <b>KOOL MOE DEE</b> /How You Like Me Now (Jive/RCA)
—	—	34	32 <b>JODY WATLEY</b> /Some Kind Of Lover (MCA)
—	—	33	33 <b>JOYCE SIMS</b> /Come Into My Life (Fresh/Sleeping Bag)
—	—	38	34 <b>PEABO BRYSON &amp; REGINA BELLE</b> /Without You (Elektra)
—	—	35	35 <b>BARRY WHITE</b> /For Your Love (I'll Do Most Anything) (A&M)
<b>BREAKER</b>	—	—	36 <b>GLENN JONES</b> /Oh Girl (Jive/RCA)
—	—	37	37 <b>BAByFACE</b> /Mary Mack (Solar/Capitol)
<b>DEBUT</b>	—	—	38 <b>SHANICE WILSON</b> /No 1/2 Steppin' (A&M)
<b>DEBUT</b>	—	—	39 <b>ANGELA WINBUSH</b> /Run To Me (Mercury/PG)
<b>BREAKER</b>	—	—	40 <b>GARRY GLENN I/SHEILA HUTCHINSON</b> /Feels Good To Feel Good (Motown)