

I N S I D E:

LET'S MAKE A DEAL

Radio entrepreneurs take note: despite today's "chaotic lending climate," it's still possible to buy the station of your dreams. That's the word from **Americom Radio's Dan Gammon and Bill Steding**, who provide invaluable advice on station pricing, bargain hunting, and how to use seller participation to your advantage.

Page 35

L.A. CHR RACE HEATS UP

Joel Denver focuses on L.A.'s intense, three-way CHR battle, which has become even hotter following the emergence of UC **KKBT**. The programming wunderkinds of **KIIS, Power 106,** and **Pirate** react to the Beat's success and map future strategies.

Page 47

PROGRAMMING MYTHS EXPOSED

"Many GMs and PDs still cling to some relatively hoary myths," asserts **Rob Balon**, who debunks — in typically frank fashion — such "outdated philosophies" as quarter-hour maintenance and liner/contest/promotion burnout.

Page 38

TALKIN' TRASH

Trashing the competition is a time-honored radio tradition. But for the tactic to be effective, it must be tied to a well-conceived strategy. **Dan O'Day** has all the dirty details.

Page 45

URBAN UPRISING IN NEW YORK

Following three consecutive up books, **Summit UC WRKS/NY** boasts its highest ratings in four years and is the Big Apple's number one contemporary music station.

Page 50

Newsstand Price \$5.00



Spectrum Fee Surfaces At Budget Summit

Tax Flip May Cost Broadcasters 4% Of Annual Revenues

President Bush's tax flip may soon catch up with broadcasters. According to NAB officials, the administration wants to slap spectrum users with an annual user fee equal to 4% of gross revenues. Bush number crunchers believe such a measure could raise \$4 billion in its first year, roughly half of which will come from broadcasters, according to NAB estimates.

Proposed Measures

- Institute annual user fee equal to 4% of gross revenues
- Reduce tax deductibility of all ad expenditures
- Eliminate beer and wine ad deductions

NAB Exec. VP/Government Relations **Jim May** said (7/31) the fee proposal originated with the Office of Management and Budget, which floated the

idea as part of the so-called "budget summit" — a series of meetings between congressional leaders and administration officials charged with hammering out a rough consensus on how federal money will be raised and spent in fiscal 1991.

Since learning of the proposal's existence late last week, NAB lobbyists have been working feverishly to strangle the measure. May was reluctant to discuss strategy, other than to say NAB officials have been in contact with congressmen and OMB officials participating in the summit. He also insisted NAB could accept no compromise on spectrum fees. He said, "Our short-term goal is the same as our longterm goal: kill it."

SPECTRUM FEES/See Page 34

Alden Sr. VP At Elektra



Rick Alden

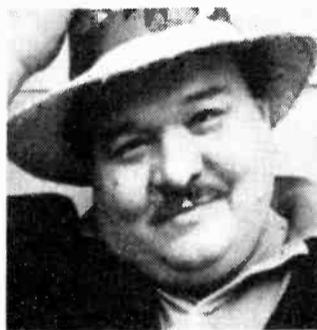
Sr. VP/CHR Promotion **Rick Alden** has been promoted to Sr. VP/Promotion at **Elektra Entertainment**. Reporting to Sr. VP/GM **Brad Hunt**, he'll continue to be based at the company's New York headquarters.

Hunt commented, "After seeing the extraordinary results **Rick** has achieved with CHR promotion, it became increasingly clear that he was the man to head promotion overall. His approach combines the analytic and the imaginative; he sees the big picture and never loses sight of the details."

Alden added, "I'm gratified by the confidence [Chairman] **Bob Krasnow** and **Brad** continue to place in my work. **Elektra** has been extremely good to me over the years, and I'm excited about channeling my energies into this expanded position."

ALDEN/See Page 34

Allen Wins WPLJ Morning Position



Rocky Allen

Cap Cities/ABC CHR WPLJ New York has ended a three-month nationwide search by naming **WKSE/Bufalo** morning man **Rocky Allen** to a multi-year morning show deal. **Allen** replaces former morning man **Gary Bryan**, who joined the morning zoo at crosstown CHR rival **WHTZ (Z100)** last week.

WPLJ President/GM **Mitch Dolan** said, "What **Rocky** does is substantially different from anything available in New York." **WPLJ** VP/Programming **Tom Cuddy** added, "We received nearly 1000 tapes. We were looking for someone who could be entertaining, funny, zany, and topical, yet keep it within the confines of good taste. **Rocky's** got a lot of surprises in store."

ALLEN/See Page 34

Calarco To Head CBS-Owned FM Stations

Eighteen-year CBS Radio veteran **Rod Calarco** — presently VP/GM at **WCBS-FM/New York** — has been upped to VP/CBS-Owned FM Stations. He replaces **George Sosson**, who resigned last week to become President/COO at **Win Communications**.

"I'm just so excited about this promotion," said **Calarco**. "George **Sosson** did an outstanding job. He presided over the greatest FM group there is, and I intend to continue with the



Rod Calarco

winning ways he established."

Prior to his **WCBS-FM** post, **Calarco** was VP/GM at CBS's **KRQR/San Francisco**. Before that he served as GSM at **WCBS-FM**, Manager of CBS Spot Sales/Chicago, and **LSM** at **WCAU/Philadelphia**. He'll report to CBS Radio Division President **Nancy Widmann**.

CALARCO/See Page 34

WB Ups Harris To Sr. VP



Ray Harris

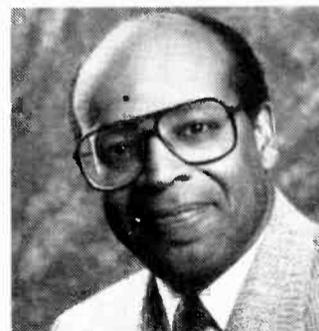
Warner Bros. VP/Black Music Promotion **Ray Harris** has been elevated to Sr. VP/Black Music Marketing & Promotion for both **Warner Bros.** and sister label **Reprise**. Based at the company's Burbank headquarters, he'll report directly to Chairman **Mo Ostin**.

Ostin remarked, "Ray's extensive and impressive music industry credentials, as well as the extraordinary job he's done for us during his tenure here, have made him an indispensable asset to our expanding reach in Urban music. His new position will make even better use of his talents."

Harris told **R&R**, "I'm very excited about the opportunity **Mo** and [President] **Lenny Waronker** have given me. I hope to build upon the fine tradition this label enjoys. We have some of the strongest artists in the music industry — **Prince, the Time, Maze,** etc. — and fine new talent to develop for the future."

From 1974-'82, **Harris** was Sr. Division VP/Black Music for **RCA**. He then became President of **Solar Records** for three years before forming his own production company. After a stint at **Avant Garde Management**, he joined **WB** in 1988 as VP/Black Music Promotion.

Fields Joins Motown As Sr. VP/Sales



Oscar Fields

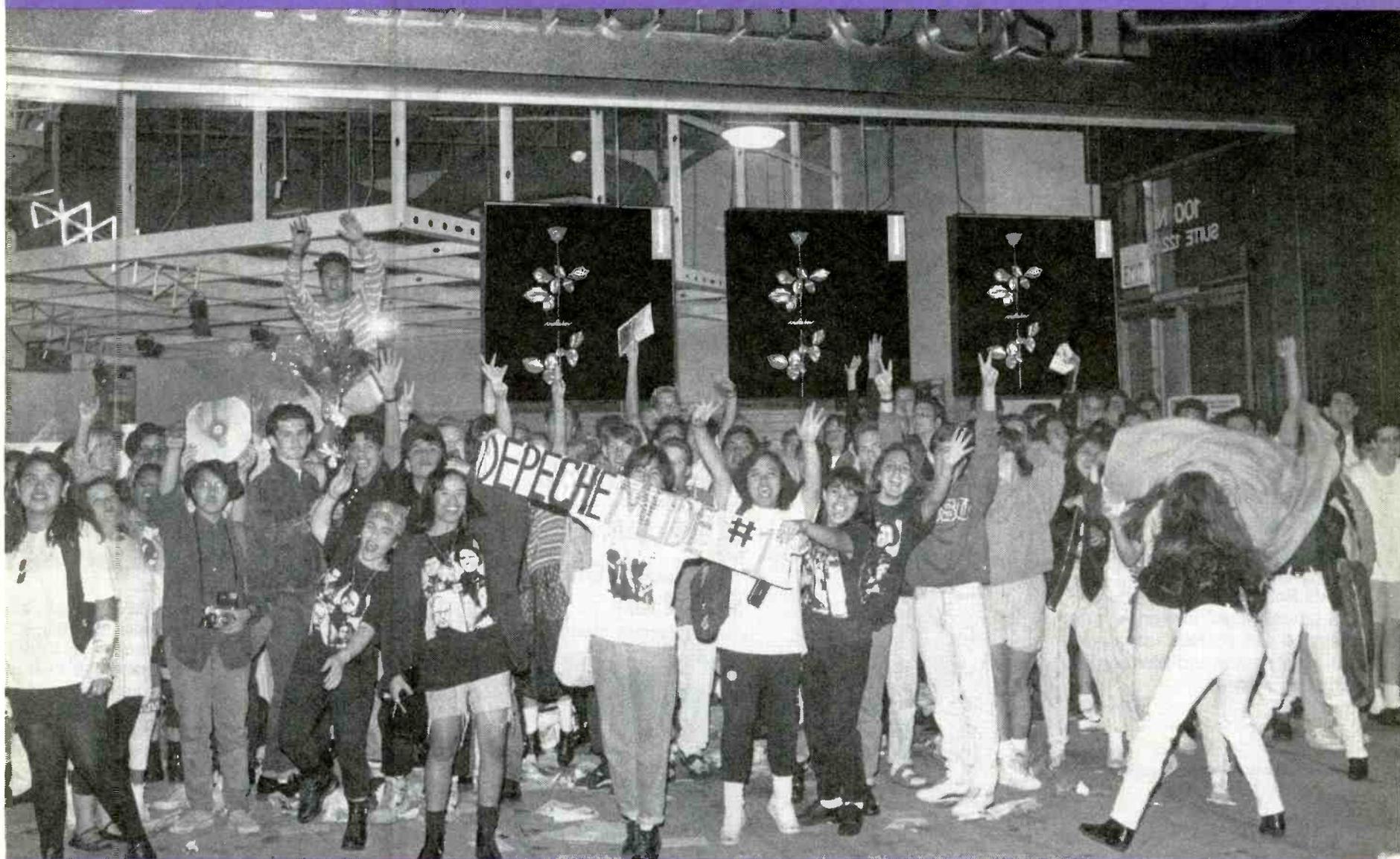
Oscar Fields has joined **Motown** as Sr. VP/Sales & Distribution. He most recently was VP/Sales & Marketing, **Black Music** at **Warner Bros.**, where he spent the last 13 years. Based at the company's Hollywood headquarters, he'll report directly to COO **Harry Anger**.

"We're extremely excited about this opportunity to bring a 25-year industry veteran such as **Oscar** into the **Motown** family," said **Anger**. "His background, knowledge, and experience will be the guiding force behind our newly expanded sales staff."

FIELDS/See Page 34

Depechemode

"Policy of Truth"



The Follow-Up To Their Two Gold Singles
"PERSONAL JESUS" and **"ENJOY THE SILENCE!"**
From the Platinum-Plus Album **VIOLATOR!**

1,000,000 Fans Enjoyed Depeche Mode This Summer On Their Sold-Out North American Tour!

Produced by Depeche Mode and Flood /U.S. Representation: Second Vision Management



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Digital To Require Eight Times More Spectrum Than FM Band?

NPR Seeks 20% Of Station Allocations; WCCO Backs Satellite DAB, Wants To Go National

An FCC advisory committee, unable to reach any consensus among digital radio proponents, has told the Commission that new spectrum space from five-and-a-half to eight times the size of the current FM band may be needed to accommodate various proposed digital systems, both satellite and terrestrial.

The spectrum report (7/30) came as the FCC launched an even broader examination of digital radio (R&R, 7/27).

FCC Chairman Al Sikes told R&R, "We need to look at all the media of delivery. We need to look at how broadcasters might deliver it."

One area to be addressed in the Notice of Inquiry due for issue this week (8/1) is localism. Sikes noted, "We can't be blind to how the industry is configured and how it [digital] might affect broadcasters' responsibilities."

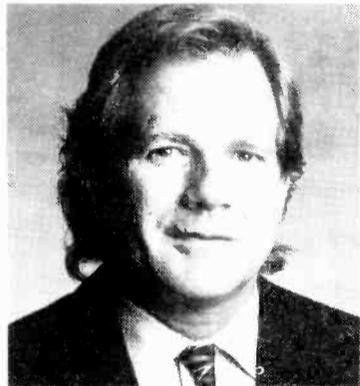
NPR Seeks Set-Aside

Whatever digital radio system is developed, National Public Radio is claiming a right to 20% of the new station allocations "to fulfill the congressionally mandated objectives of domestic public radio broadcasters." NPR contends that simply reallocating existing stations on a new digital band would leave many Americans still unserved by public radio.

"I agree with that 100%," said Ron Strother, whose Strother Communications (see page 10) petitioned the FCC to create a digital audio broadcasting service. Strother said his proposal includes "ample room" for NPR's proposed expansion.

The panel's report noted that Satellite CD Radio has requested 60 MHz for a satellite-delivered service, plus 10 MHz for a companion terrestrial service. Voice of America DIGITAL RADIO/See Page 34

Lewis Now Sr. VP/GM At MCA Distribution



Luke Lewis

Record industry vet Luke Lewis has been named Sr. VP/GM, Audio Distribution at MCA Distributing Corp. He'll report to Exec. VP John Burns.

"I'm delighted to welcome an executive with Luke's varied and extensive experience to this important new position," said Burns. "He'll play a key role in MCA's continued aggressive expansion."

MCA Music Entertainment Group Chairman Al Teller added, "With the acquisition of Geffen and GRP and the continued growth of MCA Records, Motown, Narada, and our other distributed labels, MCA Distributing is poised for explosive growth. Luke Lewis possesses both the experience and vision to implement [our] strategy for the ever-changing marketplace in the new decade."

"I'm excited about the opportunity to oversee the company's audio distribution and sales activities," said Lewis. "I look forward to working with John and the entire sales and distribution team at such a significant time in MCA Distributing's ongoing growth."

LEWIS/See Page 34

KESI & KUFO Up Shannon To Ops. Director

Henry Broadcasting AOR KUFO/Portland has upped PM drive personality Glynn Shannon to Operations Director for KUFO and AM sister KESI.

VP/Programming Jeff Salgo, who was recently promoted to GM, explained, "I'll still be handling the programming decisions. Glynn's job will be executing them. My half is the creative side; his is the logistic side. I've known him for a long time and he was a natural for the job."

A 16-year Portland personality, Shannon joined KUFO in January after four years at KMJK.



Chuck Beck

WAVA Taps Beck As PD

Emmis CHR WAVA/Washington has tapped two-year WDFX (The Fox)/Detroit programmer Chuck Beck as PD. He replaces Matt Farber, who resigned to join Arista Records as Director of Planning/Special Projects. At WDFX, Asst. PD/MD John McFadden is handling interim PD duties.

WAVA VP/GM Alan Goodman told R&R, "I received more than 50 applications. But with [crosstown CHR WRQX] Q107 about to alter its format, [WAVA Asst. PD/MD] Dave Elliott's knowledge of the market, and Don [Geronimo] & Mike [O'Meara] doing mornings, choosing a guy with Chuck's style and experience was a pretty easy decision."

Emmis Exec. VP/Programming Rick Cummings said, "Chuck's been on our list for a long time. He's one of the few people who could take WAVA to the top in the market. Not only is he a great programmer, his leadership will provide the missing links to take WAVA all the way."

Beck added, "What excites me most about this move is that it might be my opening to pro baseball [through Emmis's Seattle Mariners]. But seriously, it's exciting to work for Emmis and a great station like WAVA. It's positioned very well musically; I'm not looking to make big changes. I just

BECK/See Page 34

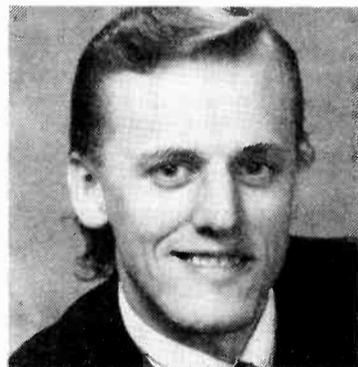
Schaefer Named PD At WEMP & WMYX

CHR WHXT/Allentown, PA PD Jim Schaefer has accepted a similar position at Heritage Media's Gold/AC combo WEMP & WMYX/Milwaukee and will be in place there within a week. He succeeds the exiting Steve King; his own replacement in Allentown has not been selected.

Schaefer told R&R, "I'm going back to my home turf. I went to school in downtown Milwaukee (at Marquette University) and I'm very familiar with the players in the market. WLTQ is the Lite AC, with a 38-year-old average listener, and WKTI is a solid CHR, but it's leaning AC more than ever. This is a very competitive market. My goal is to improve our current operation; nothing in terms of format will change."

Prior to joining WHXT about a year ago, Schaefer programmed WROK/Rockford and WPXR/Davenport, IA (Quad Cities).

WWLI Appoints George PD



Bill George

WWLI/Providence has upped Production Manager Bill George to OM. Former OM Vinnie Lewis has joined the airstaff of crosstown Gold outlet WWBB. Moving into WWLI's Production Manager slot is former WLKW (now WWBB) staffer David DiLorenzo.

George told R&R, "This will be an easy segue for me. We're consulted by McVay Media, so the main part of my job will be to work with McVay and implement the programming they suggest. Our numbers are good, and we've established ourselves as the Lite AC in the market."

George joined WWLI two-and-a-half years ago from college radio. This is his first programming opportunity.

INFOMERCIALS A-Z

Chris Beck presents an infomercial primer in this week's Sales Strategy column. Included:

- Where to access POP material
- Places to find uncommon talent
- Sample script and campaign plans

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KDBK, KDBQ In Bay Area Double Play

Viacom's Double 99 'Synchrocasting' Rock AC Format On Adjacent Frequencies

Viacom's "Double 99" debuted Monday (7/30) on two adjacent frequencies. The former KOFY/San Francisco (98.9) and KLRS/Santa Cruz (99.1) are now "synchrocast" KDBK and KDBQ, with their linked and amplified FM signals delivering what Viacom President Bill Figenshu calls "Rock AC — a mellow blend of rock music that mixes new and old sounds together." The stations will play no currents initially, but will add them later.

Station Manager Larry Berger told R&R, "There will be no Barbra Streisand, Barry Manilow, Frank Sinatra, or headbanger music. We'll be music-intensive and low-key in terms of contesting. On-air presentation will be natural and friendly. I don't think any other station will play both CS&N's 'Long Time Gone' and Carly Simon's 'Nobody Does It Better.'"

"This will be a low-hype format. There'll be recurrents and oldies going back to the mid-'60s. Basically, the music will be AC by people with rock roots. Research indicates the audience will be split 50/50 male/female. That surprises us because the description might seem more male-oriented. The stations will be comfortable enough for women because we'll play lots of Beatles, Elton John, James Taylor, and Simon & Garfunkel."

'Sick Mix 99'

The format kicked off at 9:09am with Toto's "99" and Steely Dan's "FM (No Static)." But KOFY offered listeners an unusual transition in its final hours, segueing Billy Ocean's "Loverboy" into George Jones's "The Last Thing I Gave Her Was The Finger" into Michael Jackson's "Thriller."

"We called it 'K-Large, Sick Mix 99,'" Berger said. "We played old

carts trashed from Viacom Country and Gold [outlets] and wimpy stations. Listeners said, 'Give us 22 minutes and we'll give you indigestion,' 'Northern California's Official Get A Life Radio Station,' and 'Haven't you got something better to listen to?' The announcers read the liners, picked the music, and had a jolly time. The funny thing is we got a lot of calls from people who liked 'Sick Mix.'"

Michaels PD At WCKG

Cox Classic Rock WCKG/Chicago has promoted Marketing Director Dan Michaels to PD. He succeeds Tim Kelly, who recently resigned to pursue station management opportunities. Kelly will continue to consult the station through the end of the year.

Noting how quickly he filled the PD opening — Kelly resigned July 11 — GM Marc Morgan explained, "I originally expected it to take a lot longer, but the more I thought about the advantages of promoting from within, the more it made sense to go with Dan. He's done a great job as Marketing Director and has had a lot to do with the recent success we've had."

"Programming is something I've always wanted to do, and I'm real excited about getting the chance here," Michaels told R&R. "We're coming off the biggest book we've ever had, so I don't anticipate making any significant changes."

A 13-year Chicago radio vet, Michaels was a personality at WMET and WLUP prior to joining WCKG in 1986. This is his first PD job.



Danny Davis

Davis Rises To KRZN PD

KRZN/Denver AM driver Danny Davis has been upped to PD, replacing Chuck St. John. Davis continues his wakeup (5-9am) duties with Nancy Richards at the Genesis Gold outlet.

According to VP/GM Gayle Shaw, "Danny's knowledge of the Denver market, combined with his programming abilities and enthusiasm, will be a boost for KRZN."

Davis told R&R, "I'm going to pick up the tempo of the station a bit and add some songs we should have been playing. I want to make the station a '90s station that just happens to play oldies. We're going to tie in more to the community and do lots of local things. We need to be more in touch with the grass roots."

In his 22-year radio career, Davis has programmed KKSJ/Portland and KHOW/Denver and been on-air at KIMN/Denver and KFMB/San Diego.

Unconventional Employees



Capitol promo staffers from around the nation converged on Southern California for the label's 1990 Promotion Convention. Among those on hand for the awards dinner were (l-r) Most Improved Promotion Manager Ken Bolden, Outstanding Achievement award-winner Keith Frye, Sr. VP Step Johnson, and Promotion Manager Of The Year Jack Wellman.

A Magical Klymaxx



MCA's Klymaxx appropriately chose Hollywood's Paradise Club in which to celebrate their chart-topping success with "Good Love." Adding to the ecstasy were (l-r) Capitol artist Charlie Wilson (the Gap Band), Klymaxx's Lorena "Lungs," MCA Sr. VP Louil Silas Jr., Klymaxx members Cheryl Cooley and Robbin Gridder, and L.A. Laker Magic Johnson.

Vaughans' Joint Venture



Riffslinging siblings Stevie Ray and Jimmie Vaughan have completed their first studio collaboration, produced by Nile Rodgers and slated for a September release on Epic. Finalizing the details are (l-r) Stevie Ray's manager Alex Hodges, Associated Labels Sr. VP/GM Tony Martell, Stevie Ray Vaughan, Rodgers, Epic President Dave Glew, Jimmie Vaughan, and Jimmie's manager Mark Proct.

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Record Labeling Threat Still A Burning Issue

Industry Watches, Waits On Louisiana Veto Override

An eerie quiet has settled over the Louisiana record labeling war as victorious music industry troops await a possible counterattack that could come during a special session of the state legislature.

"We are very much hoping there won't be a special session," said RIAA Sr. VP Ann Neal. "But it's wait-and-see [at this point.]"

On Wednesday (7/25), Louisiana Governor **Buddy Roemer** (D) vetoed what would have been the country's first record labeling law. However, the measure passed both houses of the state legislature by margins sufficient to override Roemer's veto. An override could occur if the lawmakers, who adjourned on July 9, decide to return for a special veto session, which would convene August 18.

Such a session became a distinct possibility with Roemer's Friday (7/27) veto of a controversial abortion bill. A majority of lawmakers in both houses must agree to hold such a session, which would be the first in state history.

The lawmakers will be polled by mail later this week on whether to hold a veto session. Their ballots are due August 13. While Roemer has stated he believes the legislature will return, a spokesman for his office said many of the governor's aides discount the possibility.

Winning Battle, Losing War?

The labeling bill Roemer vetoed requires the stickering of albums with lyrics that advocate or encourage activities deemed "harmful to youth," including substance abuse, sex, and violence. The sale of a stickered album to an unmarried person under age 17 would be punishable by up to a \$1000 fine and six months in jail. The sale of a "harmful" album that has not been

properly labeled could net \$5000 fines for the record's manufacturer, distributor, and producer.

In announcing his veto, Roemer called voluntary labeling "the way to go" in order to provide parents with information about "trash lyrics." The labeling law, he said, was probably unconstitutional and would have had negative economic and publicity consequences for the already beleaguered Bayou State.

But Roemer also hinted he might support a mandatory labeling bill in the next legislative session if the industry's stickering plan proves ineffectual.

Roemer's veto was praised by several groups including RIAA, the Parents Music Resource Center, and the National Association of Recording Merchandisers. RIAA President **Jason Berman** and PMRC President **Tipper Gore** attended Roemer's announcement.

Although the industry may have won the battle in Louisiana, the labeling war drags on. Of immediate concern is a New Jersey measure that could be addressed in September, when that state's legislature returns from its summer recess. And 1991 could bring renewed labeling battles in several states including Missouri, Pennsylvania and, of course, Louisiana.

"We hope we've made our message loud and clear enough [to deter future actions]," said RIAA's Neal. "But we're prepared to monitor every legislature next year."

KUKQ & KUPD Battling To Keep Licenses

Tri-State Broadcasting Company is making another attempt to hold onto KUKQ & KUPD/Tempe, AZ (Phoenix). It's asked the FCC's commissioners to hear its appeal of a Review Board decision stripping the company of its radio licenses on grounds of misrepresentation.

Tri-State, in its latest filing, charged that "the Board's conclusion is procedurally as well as substantively flawed." It maintained the Review Board action "virtually ignores fundamental notice and hearing requirements."

The Review Board in March (R&R, 3/9) upheld a 1987 ruling by Administrative Law Judge **Edward Kuhlman** and awarded the

Tempe AM & FM licenses to challengers **Jack and Jackie Grimm** and **Ruth Clifford**. That trio, along with Clifford's late husband, owned the stations until Tri-State purchased them out of receivership in 1974. The Board said Tri-State had violated the FCC's "cardinal regulatory canon," misrepresenting its ownership and management.

Who Was The Boss?

Tri-State denied it ever misrepresented the role of GM **Bob Melton**, who wasn't supposed to have any ownership or management role at the stations from 1974 through '78. That was because of his alleged role in previous violations of FCC rules. But the Board ruled Melton was never demoted and his 1978 purchase of a 49% stake in the stations simply formalized a situation that had existed all along.

Asking for the full FCC to review the decision, Tri-State claimed the Board "did not identify a single action that justified disqualification." It also asserted Melton and 51% owner **John Norris** were denied an opportunity to rebut evidence presented at a 1986 hearing. Former employees testified that Melton was "the boss" during the period in question, although Tri-State insisted he was merely a salesman. "What the Board has done here is impute an intention to deceive in 1986 from the licensee's refusal to concede that any misrepresentations occurred in 1974-'78," Tri-State claimed.

AM Stations Warned On NRSC Standards

Small market AMs — beware. The FCC's technical police are on the prowl and could soon be handing out hefty fines.

According to a Commission enforcement official, the agency is on the hunt for AM stations that aren't in compliance with the NRSC emission standard, which went into effect on June 30 — and it expects to find plenty of violators in small markets. Stations found to be in violation face a possible \$5000 fine.

In early July the FCC conducted a nationwide survey of 374 randomly selected stations and found that all were in compliance with the new standard, which is designed to reduce adjacent channel interference by reducing the signal bandwidth to 10kHz from 15kHz.

"Our original idea was to go in and zap some people to drive home

our point," said FCC Enforcement Specialist **Jeff Young**. "But it didn't work out that way." However, Young added, "We're not closing our eyes to this [compliance] problem. As we conduct our normal broadcast enforcement work, we'll be looking closely at [NRSC] compliance."

Young said he suspects that small market stations probably don't have the same high level of compliance found in the random survey, which included stations in large, medium, and small markets. "I think if we had been looking for problems we would have focused on small markets," he said.



**DC
REPORT**
PAT CLAWSON

Henderson Hits Houston With Triple Move-In

Texas entrepreneur **Roy Henderson** is planning a major assault on the Houston radio market, seeking FCC consent for a three-signal move-in that would permit his stations to ring the city and operate with higher power than currently authorized.

Henderson refused comment on his proposal Tuesday (7/31), saying it was "too sensitive." According to documents filed with the FCC, he wants to upgrade **KFRD-FM/Rosenberg, TX** from Class A to C1 on 104.9 MHz; move **KJAS/Jasper, TX** to Winnie, TX and upgrade from C2 to C on 100.7 MHz; and jump **KRTX/Galveston** completely over Houston to Redland, TX (a tiny community outside Lufkin), change the existing 104.9 MHz frequency to 100.5 MHz, and boost power from Class A to C3 status.

The triple move-in filing follows Henderson's purchase of KFRD last fall (R&R, 8/25/89) for \$650,000 and KJAS this year (R&R, 1/19) for \$235,000; he's yet to close on KRTX (R&R, 1/19), an \$850,000 deal.

Henderson's filing is a counterproposal to an upgrade sought by **KTQQ/Sulphur, LA**. That station's owner, **Lou Brasso**, said Henderson first suggested the upgrade request, then "let us go to sleep at the switch." Under Henderson's plan, KTQQ would change frequency and upgrade to only 6kw (from 3kw) instead of 25kw. At least three other stations and three existing allocations would have to change frequencies for Henderson's plan to work.

Money Radio Seeks Public Cash

Money Radio Inc., the operator of **KMNY/Los Angeles** and the **Money Radio Network**, is planning a public stock offering later this summer to raise money for a web of O&Os.

"The purpose of the stock offering is to raise capital to acquire radio stations in specific targeted markets," CEO **Vera Gold** said in a prepared statement.

Company spokesman **Tom Sheehan** said the company is seeking "quality, not quantity" in medium and major markets with high numbers of baby boom professionals at the peak of their careers and wealthy retirees.

The deal will consist of a \$2 million rights offering to existing shareholders and a \$10 million secondary public offering. Currently, Money Radio is a penny stock trading on the "pink sheets." The lead underwriter, San Bernardino-based **Great American Securities**, will attempt to get the stock listed on a national exchange.

Montreux Plans British Radio Bid

International radio dealmaker **Peter Stromquist** is the latest U.S. broadcaster to eye properties in the UK.

His **Montreux Companies** has filed a letter of intent with the **Shadow Radio Authority**, a British regulatory body, announcing plans to apply for one of the new national radio service licenses that the **Thatcher** government will put on the auction block by year's end.

"We've put together a good group of people in the UK for the core applicant, and have proposed an interesting variety of block programming which will cater to unserved minority audiences," Stromquist said.

The venture is being spearheaded by London-based Montreux partner **Robb Eden**, who is British. Stromquist, an American citizen, said he expected to become a minority owner since UK officials have recently relaxed foreign ownership restrictions.

Network Revenues Post Modest First-Half Gain

Radio Network Association President **Bud Heck** reports a 2.6% gain in network radio revenues for the first half of 1990: \$202.7 million, compared to \$197.6 for the same six-month period last year.

Second quarter revenues gained only 1.5% after rising 3.9% for the first quarter. But Heck remains optimistic, saying, "We are now going into our strongest quarters."

"We will show an upward trend [for the rest of 1990]," Heck said Tuesday (7/31), but "I don't think it will be the double-digit growth we've enjoyed in recent years." Even so, Heck claims radio is doing better than other media in a weak advertising market, since national advertisers facing budget cutbacks are rediscovering radio as they focus on cost effectiveness.

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"My personal pick to click since the release of the album. 'This Is The Right Time' will move your station."

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"An outstanding track, from one of the year's finest albums, and from one of the most promising artists of the 1990's."

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"This song is so good I left WAVA to work at Arista!"

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Produced by 'Coldcut' for 'Ahead Of Our Time'
Mixed by Mark Saunders

Executive Producers and Management: Tim Parry and Jazz Summers for Big Life Records

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TRANSACTIONS

University Cops Colorado College Town Combo For \$3.45 Million

Tydings Tries Again For Massachusetts Combo Deal

Deal Of The Week:

KCOL & KIMN/Ft. Collins, CO
PRICE: \$3.45 million

TERMS: Asset sale for \$2.35 million. Escrow deposit \$150,000 with balance due cash at closing. Noncompete agreement valued at \$1.1 million cash. BUYER: **University Broadcasting Corp. Ltd.**, headed by Indianapolis-area investors **Arthur Angotti, Robert Borns, Jerry Neal, David Frick, Michael Smith, Glenn Swisher, Robert Wildman, and Julia Rogers.** University owns **WAZY/Lafayette, IN** and **WBWB/Bloomington, IN.**

SELLER: **KCOL Corp.**, owned by **Jack Minkow** of Chicago; **Don Durden** of Ft. Collins, CO; **Ronald Harwith** of Dayton; and **Addison Piper** and **Van Zandt Hawn** of Minneapolis. Ft. Collins is the home of Colorado State University.

FREQUENCY: 1410 kHz; 107.9 MHz
POWER: 5kw day/1kw night; 100kw at 470 feet

FORMAT: Gold; CHR

BROKER: **William Exline Inc.** is to receive a \$90,000 commission.

COMMENT: The parties have attempted to keep the financial terms of this transaction confidential, and they have refused to disclose the purchase price in FCC filings. R&R has obtained the financial information and is publishing it to protect the public interest.

California

KIGS/Hanford

PRICE: \$4126 for 10%

TERMS: Asset sale for cash

BUYER: **Maria Pereira**, who currently owns 50% of the station.

SELLER: **Anna Alexandre** is selling a 10% stake in **P&C Broadcasting.**

FREQUENCY: 620 kHz

POWER: 1kw

FORMAT: Spanish

KLIQ/Shingle Springs

PRICE: \$400,000

TERMS: Stock purchase for \$224,999. Additional noncompetes, valued at \$175,001, to be paid in monthly installments over ten years.

BUYER: **Douglas Kahle** of Portland, OR and **William Boeing Jr.** of Seattle. They are 49% minority shareholders of the licensee, **Lobster Communications Corp.**, and are the majority owners of **Olympic Broadcasting Corp.** Kahle owns interests in **WABS/Washington** and **WBRI & WXIR/Plainfield, VA.** Olympic owns **KFIA/Carmichael, CA** and **KQNC/Quincy, CA.**

SELLER: **W. Richard Green, John McRae, and Donna Crosson**, 51% majority shareholders of **Lobster Communications Corp.**

FREQUENCY: 102.1 MHz

POWER: 970 watts at 564 feet

FORMAT: Contemporary Christian

Delaware

WKEN/Dover

PRICE: \$1 for 50%

TERMS: Stock sale for \$1 cash. The buyer is assuming all liabilities of the station, the value of which have not been disclosed.

BUYER: **Joseph and Rosemary Farley** of Wilmington. They currently are 50% shareholders.

SELLER: **Paul Teeven**

FREQUENCY: 1600 kHz

POWER: 5kw day/1kw night

FORMAT: News/Talk

WAMS/Wilmington

PRICE: \$1 for 50%

TERMS: Stock sale for \$1 cash. The buyer is assuming all liabilities of the station, the value of which have not been disclosed.

BUYER: **Joseph and Rosemary Farley** of Wilmington. They currently are 50% shareholders.

SELLER: **Paul Teeven**

FREQUENCY: 1380 kHz

POWER: 5kw day

FORMAT: Gold

Florida

WELE/Ormond Beach

PRICE: \$175,000

TERMS: Stock sale for cash

BUYER: **F. Douglas Wilhite** of Lake City, GA. He currently owns 50% of the licensee. He is the 50% owner and GM of **WSSA/Morrow, GA.**

SELLER: **Ted Griffin, J.P. Jordan, and James Dhapo** are selling their collective 50% stake in **Wings Communications Inc.**

FREQUENCY: 1380 kHz

POWER: 5kw day/2.5kw night

FORMAT: Country; the new owner plans a Religious format.

COMMENT: This transaction is to settle a stockholders' dispute concerning ownership of the station. Plans were announced in February to sell the station for \$136,000, but that deal was not consummated. This station was sold for \$390,000 in March 1983.

Massachusetts

WOCB-AM & FM/West Yarmouth

PRICE: \$2.47 million

TERMS: Asset sale for cash

BUYER: **U.S. Media Group Inc.**, owned by **Joseph Tydings** of Washington and **Michael Kassner** of Matthews, NC. The company also owns **KTRS/Casper, WY** and **KIIX & KTCL/Ft. Collins, CO.**

SELLER: **Patch-Dunn & Associates of Cape Cod Inc.**, a debtor-in-possession headed by **Kenneth Patch.**

FREQUENCY: 1240 kHz; 94.9 MHz

POWER: 1kw; 50kw at 300 feet

FORMAT: Nostalgia; AC

COMMENT: Plans were announced in February to sell this station to U.S. Media for \$2.73 million, but the deal was not consummated.

Michigan

WKLA-AM & FM/Ludington

PRICE: \$450,000

TERMS: Asset sale for \$250,000. Escrow deposit \$20,000 with balance due cash at closing. Separate noncompete contract, valued at \$200,000, is to be paid in 20 quarterly \$10,000 installments beginning six months after closing.

BUYER: **Chickering Associates Inc.**, owned by **John Chickering** of Wyoming, MI.

SELLER: **WKLA Inc.**, owned by **Thomas Plank.**

FREQUENCY: 1450 kHz; 106.3 MHz

POWER: 1kw; 3kw at 298 feet

FORMAT: AC

New Mexico

KQEO & KMGA/Albuquerque

PRICE: \$1,317,500

TERMS: Assets for cash

TRANSACTIONS AT A GLANCE

Deals So Far In 1990:
\$706,022,058

Total Stations Traded This Year: 786

This Week's Action: \$13,244,879

Total Stations Traded This Week: 26

Deal Of The Week:

● **KCOL & KIMN/Ft. Collins, CO \$3.45 million**

- **KIGS Hanford, CA** \$4126 for 10%
- **KLIQ/Shingle Springs, CA** \$400,000
- **WKEN/Dover, DE** \$1 for 50%
- **WAMS/Wilmington** \$1 for 50%
- **WELE/Ormond Beach, FL** \$175,000
- **WOCB-AM & FM/West Yarmouth, MA** \$2.47 million
- **WKLA-AM & FM/Ludington, MI** \$450,000
- **KQEO & KMGA/Albuquerque** \$1,317,500
- **KLLT/Grants, NM (FM CP)** No cash consideration
- **WJCS/Bayboro, NC (FM CP)** \$30,000 plus 30% stock interest
- **WDRP/Windsor, NC** \$6000 for 33.33%
- **KHJM/Taft, OK** \$30,000 for 51%
- **WAPA/San Juan** \$1.82 million plus tax certificate
- **WWKX/Woonsocket, RI** \$2.4 million
- **WXQK/Spring City, TN** \$1 plus assumption of debt
- **KBAT/Midland, TX** \$120,000
- **KVWC-AM & FM/Vernon, TX** \$322,000 for 60%
- **WBBC-AM & FM/Blackstone, VA** \$250,000
- **WHLF/South Boston, VA** \$250 for 25%

North Carolina

WJCS/Bayboro (FM CP)

PRICE: \$30,000 plus 30% stock interest

TERMS: Cash plus stock

BUYER: **Spartan Broadcasting Inc.**, owned by **Edward Boulding Sr., Ramona Boulding, and Paul and Teresa Schreiber.**

SELLER: **Teresa Schreiber** of Surfside, FL.

FREQUENCY: 97.9 MHz

POWER: 3kw at 312 feet

WDRP/Windsor

PRICE: \$6000 for 33.33%

TERMS: Stock sale for cash

BUYER: **PS&W Enterprises Inc.**

SELLER: **David Perry** of Williamston, NC.

FREQUENCY: 98.9 MHz

POWER: 3kw at 350 feet

FORMAT: Country

Oklahoma

KHJM/Taft

PRICE: \$30,000 for 51%

TERMS: Stock sale for cash

BUYER: **Bryant Ellis** of Muskogee, OK and **George Chambers** of Abilene, TX. Chambers owns **KKHR/Anson, TX** and 50% of **KGBM/Randsburg, CA.**

SELLER: **Tareca McKee** of Port Neches, TX is selling her 51% stake in **Taft Broadcasting Inc.**

FREQUENCY: 100.3 MHz

POWER: 3kw at 220 feet

FORMAT: Gold

Puerto Rico

WAPA/San Juan

PRICE: \$1.82 million plus minority tax certificate.

TERMS: Asset sale for cash

BUYER: A general partnership of **Wil-**

Continued on Page 10

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TRANSACTIONS

Continued from Page 8

fredo Blanco and Carlos Colon. Blanco owns **WMTI/Morovis, PR** and is requesting a one-year waiver of the FCC's duopoly rules to permit this transaction.

SELLER: Hearst Radio Inc., a division of the **Hearst Corporation,** which is headed by Chairman **Frank Bennack Jr.** and President **John Conomikes.** The company also owns **WBAL & WIYY/Baltimore, WTAE & WHTX/Pittsburgh, WISN & WLTO/Milwaukee,** and six TV stations.

FREQUENCY: 680 kHz

POWER: 10kw

FORMAT: Spanish

COMMENT: The Royal Bank of Canada is providing \$1.2 million in financing for the buyer.

Rhode Island

WWKX/Woonsocket

PRICE: \$2.4 million

TERMS: Asset sale. Escrow deposit \$100,000 with balance due cash at closing.

BUYER: Ten Mile Communications Inc., owned by **David, James, and Peter Ottmar,** and **Eugene Lombardi.** They own **WARA/Attleboro, MA.**

SELLER: Ocean State Broadcasting L.P., headed by general partner **Commonwealth Broadcasting Company Inc.** The principal owners of both companies are **Greta Kruez Cerney,** a news anchor at **WJLA-TV/Washington,** and **George Chopivsky Jr.,** director of **Sovran Bank.** Commonwealth owns interests in **WVPO & WSBG/Stroudsburg, PA** and **WLBK & WDEK/DeKalb, IL.**

FREQUENCY: 106.3 MHz

POWER: 1.5kw at 518 feet

FORMAT: Urban

Tennessee

WXQK/Spring City

PRICE: \$1 plus assumption of liabilities for 51%

TERMS: Cash and debt assumption for stock

BUYER: Radio 970 Inc., headed by **Walter Hooper III.** He is the permittee of **WAYA/Spring City, TN** and owns a cable TV system in that city.

SELLER: Walter Hooper Jr. is transferring a 51% stake in the station.

FREQUENCY: 970 kHz
POWER: 500-watt daytimer
FORMAT: Country

Texas

KBAT/Midland

PRICE: \$120,000

TERMS: Asset sale for guarantee of promissory note. This transfer is part of a divorce settlement.

BUYER: Bobby Hicks

SELLER: Gloria Hicks is transferring her 50% stake in **KWEL Inc.**

FREQUENCY: 93.3 MHz

POWER: 100kw at 500 feet

FORMAT: AOR

KVWC-AM & FM/Vernon

PRICE: \$322,000 for 60%

TERMS: Stock sale for two promissory notes. The first note for \$13,000 at 9% interest is payable in five annual installments. The second note for \$309,000 at 9.93% interest is payable in 180 monthly installments.

BUYER: Michael and Rhonda Klappenbach

SELLER: Joe and Dorothy Garrison are selling their 60% stake in **KVWC Inc.**

FREQUENCY: 1490 kHz; 102.3 MHz

POWER: 1kw; 3kw at 138 feet

FORMAT: AC; Beautiful

Virginia

WBBC-AM & FM/Blackstone

PRICE: \$250,000

TERMS: Asset sale. Escrow deposit \$5000 with balance due cash at closing.

BUYER: Central Virginia Communications Corp., owned by **Gardner Altman Jr.** He owns interests in **WDCS & WZNS/Dillon, SC; WHCC & WQNS/Waynesville, NC; WSVS-AM & FM/Crewe, VA; WETT & WWTR/Ocean City, MD; and WFLB/Fayetteville, NC.**

SELLER: Blackstone Communications Inc.

FREQUENCY: 1440 kHz; 93.5 MHz

POWER: 5kw daytimer; 1.8kw at 370 feet

FORMAT: AC

COMMENT: This combo was sold for \$450,000 in March 1986.

WHLF/South Boston

PRICE: \$250 for 25%

TERMS: Stock sale for cash

BUYER: Timothy Moran of **Henrico,**

NC. He currently owns 50% of the licensee, and is a consultant for **WSMY & WPTM/Roanoke Rapids, NC.**

SELLER: Robert Harrison is selling his

25% stake in **South Boston Radio Inc.**

FREQUENCY: 1400 kHz

POWER: 1kw

FORMAT: AC

Satellite Radio Firm Targets Africa

A Washington-based consortium is trying to get a jump on other satellite radio proponents by launching "the world's first international satellite radio broadcasting system" as early as 1993. Afrispace Inc. proposes to deliver programming directly to consumers in Africa and the Middle East from a series of small "Afristar" satellites built by Defense Systems Inc.

"The Afristar system will be able to create a unified and economically strong African radio market by transmitting programming continent-wide, and by offering its channels for sale on a normal commercial basis," Afrispace claimed in its FCC application. Applying what it claims are conservative estimates, Afrispace values the potential African radio advertising market at approximately \$500 million annually.

Afrispace is headed by Noah Samora, whose Washington-based TelUS Corporation exports personal computers and electronics equipment. Other consortium members include Samora's former Geostar associate Martin Rothblatt and Rothblatt's Marcor Inc. (which is also a principal of Satellite CD Radio, applicant for a U.S. satellite digital system) and Techno-Venture Company Ltd., a Japanese venture capital firm. Philip Olivetti (grandson of the founder of the Olivetti typewriter empire) oversees Afrispace's marketing, and Comsat Laboratories founder Wilbur Pritchard is its technical chief.

100 Channels Planned

Ultimately, Afrispace proposes to offer 100 channels of CD-quality radio from a series of small satellites, each capable of supporting nine channels. It projects that the first nine-channel bird would cost \$35 million to put into orbit, with that satellite's profits fueling future growth. The company plans no programming of its own, and estimates that broadcasters would pay an average of \$10 million per year to lease channels. Thus, it projects \$1 billion cash flow from an estimated \$330 million investment by the time all 100 channels are operational.

Samora said his market study had identified "numerous programs that would have continent-wide appeal," including African, American, Arabic, and European music; programs in various languages; news and sports; and religious broadcasts, both Islamic and Christian. The World Health Organization is promised one of the channels "for health education and emergency broadcast warnings throughout the African region."

Since Afrispace proposes to uplink its broadcasts from the West Virginia Space Park, it's applied to the FCC for licensing as an international satellite broadcaster. It claims the proposed broadcast frequencies, 1470-1530 MHz, are little used in Africa and that its proposal complies with regulations of the International Telecommunications

Union because it will not cause harmful interference to any other user. ITU rules, it notes, "contain no prohibition of satellite sound broadcasting service." The frequency band is virtually identical

to what Satellite CD Radio seeks for its proposed U.S. service and a band frequently mentioned for digital radio development.

Afrispace's application is vague about receivers, saying only that its listeners will "be able to employ small, portable, and mobile low-cost satellite receivers" and that Afrispace will work to make them widely available. The receivers, it said, would be compatible with emerging digital radio systems in the U.S. and/or Europe.

TALKIN' 'BOUT A REVOLUTION

Strother: Convert All AM & FM To Digital

Ron Strother's digital radio venture, Strother Communications, has asked the FCC for a sweeping rules change that would gradually eliminate both AM and FM in favor of a new digital band. Strother wants to relocate all current stations on a digital audio broadcasting (DAB) service and phase out the AM and FM bands after a period of simulcasting.

"Once the conversion is complete, the interference and reception problems associated with AM/FM technology will disappear, all radio stations will compete on a level playing field, and listeners will enjoy CD-quality sound in over-the-air broadcasts," the company claimed in its filing. "Further, the entire existing AM and FM bands would then be available for other uses."

Identical Coverage

Strother maintains some 48 MHz of new spectrum space would be needed to accommodate every current AM and FM station in the nation on new digital frequencies. All stations in a single market would have identical coverage areas — 60 miles in diameter for major metro areas, 40 miles for rural broadcasters — giving current AM operators parity with their FM cousins. Strother proposes to use the DAB system developed by Europe's Eureka consortium and has already requested permission to test the technology on unused UHF TV channels in Washington and Boston.

"We think you could see the licensing begin in 1995," Strother told R&R. He said the rulemaking request was submitted to the FCC now so regulatory questions can be resolved before worldwide frequencies are allocated for digital radio at the 1992 World Administrative Radio Conference. U.S. broadcasters could then have a framework in place for implementing DAB.

Phasing out AM and FM, as foreseen by Strother, wouldn't happen

until digital receiver penetration reaches a set goal. For example, he suggested simulcasting could continue for two years after penetration reaches 65%, then broadcasting would continue only on the digital band.

Spectrum Options

The biggest obstacle Strother and other digital proponents face is finding spectrum space to use for the proposed DAB service. For terrestrial digital radio, Strother wants frequencies as low as possible. The first choice identified in his filing is the band from 225-399.9 MHz. Most of that band is used by the military and details on exactly how it's used remain classified.

Strother is also targeting the UHF TV band, 470-806 MHz (channels 14-69), as a possible prime location. The filing noted that the FCC is likely to use the band for high definition TV (HDTV), but added that "recent developments in the field of video compression" may greatly lower HDTV's spectrum requirements. Strother also suggested that, once abandoned, the current FM band could be turned over to TV. "We're not trying to impair or stop HDTV," consulting engineer Steve Crowley told R&R. He said it might be possible for DAB to share UHF frequencies without causing interference to television stations.

If Strother can't have his preferred frequencies, he's also listed a number of other options: 1460-1530 MHz, 1710-1850 MHz, 1850-1990 MHz, 2200-2290 MHz, and 2500-2690 MHz. All, of course, have current users who can be expected to defend their turf.

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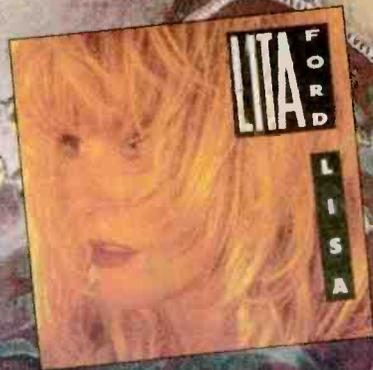
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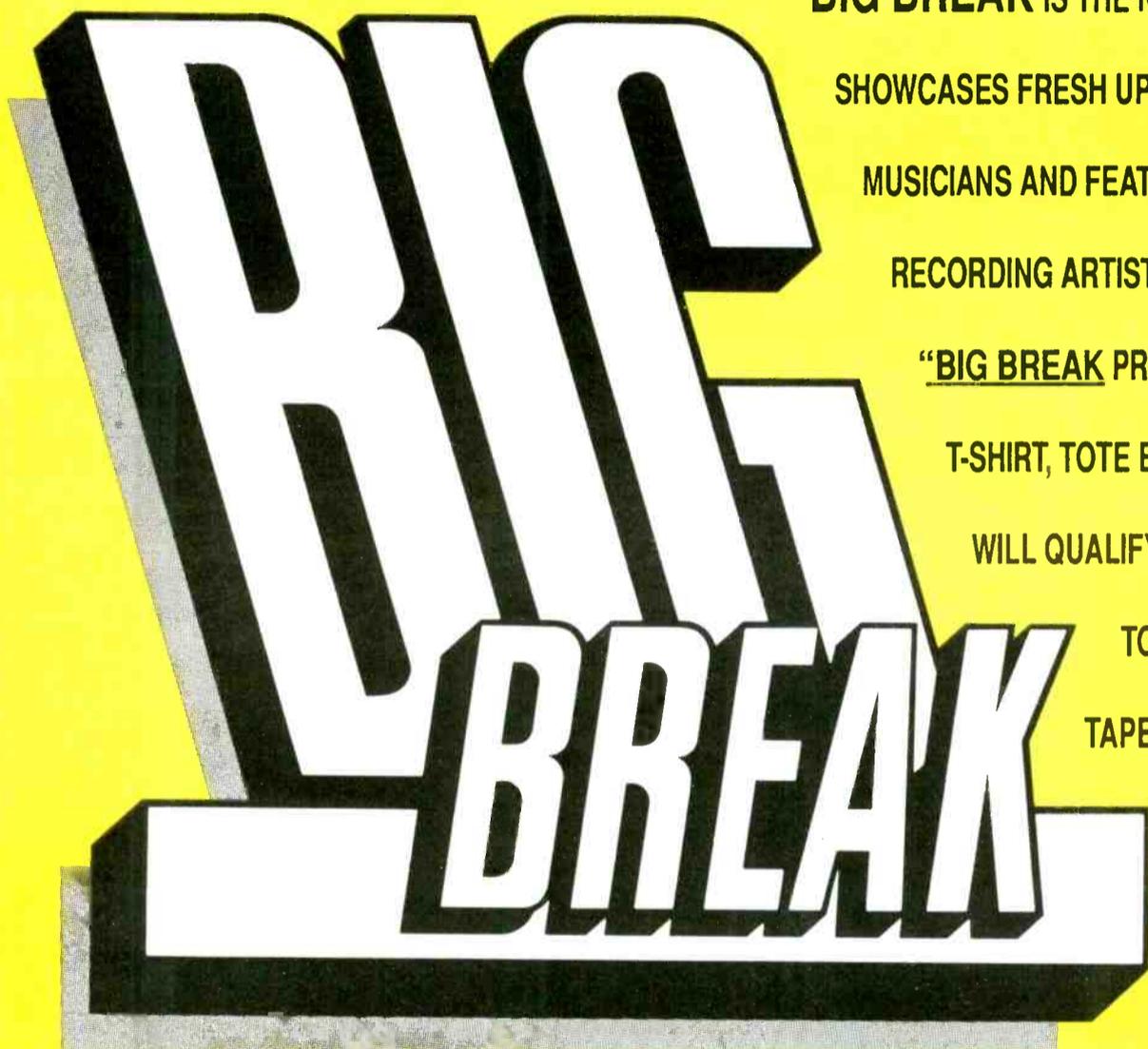
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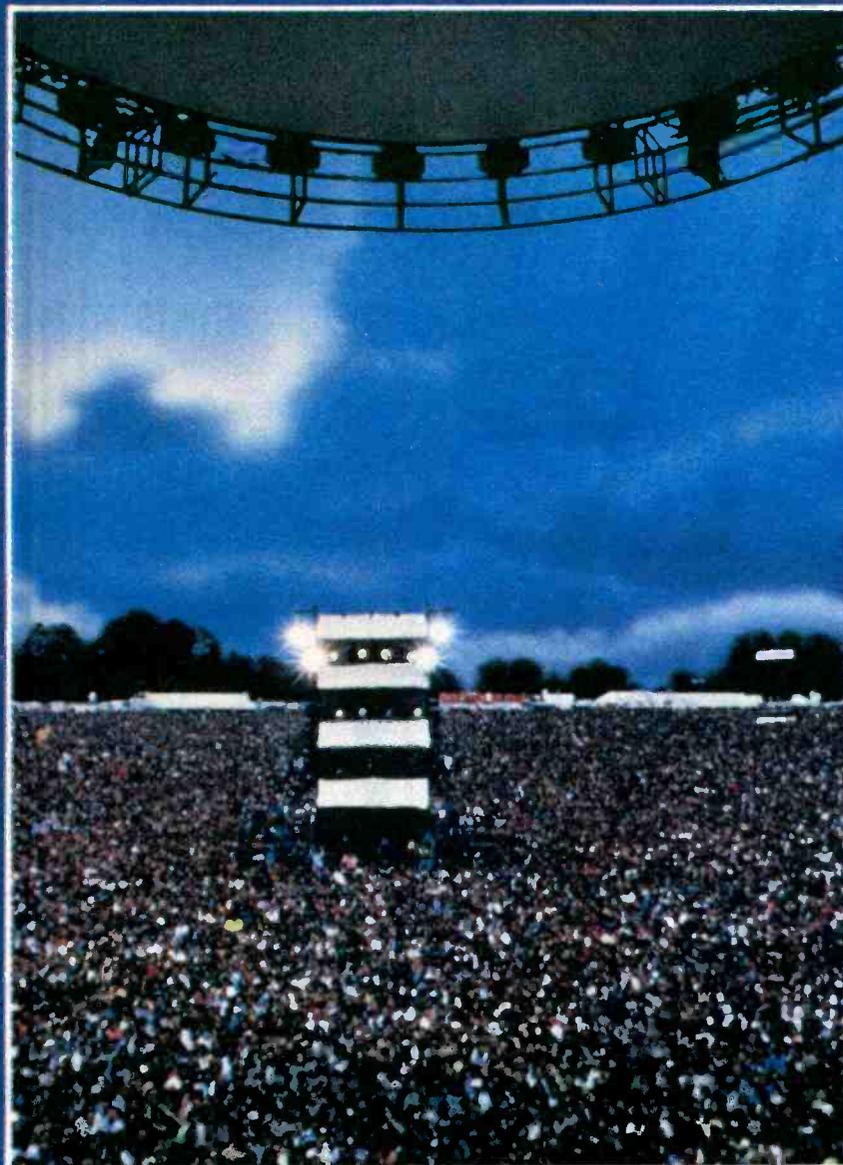
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ON THE BEACH
DO YOU WANNA
DANCE

STATUS QUO

DIRTY WATER
WHATEVER YOU WANT
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MANAGEMENT

'89 National Radio Ad Spending Up 15%

Local Buys Are Tops; Most Formats Post Gains

National advertisers spent a collective \$425 million on radio in 1989 — 15% more than in 1988, according to a just-released survey of the nation's top companies by the NYC-based Association of National Advertisers.

Interestingly, the survey found an overwhelming number (69%) of the companies earmark up to 20% of their media budgets for radio buys. And another 16% spend between 20% and 49% of their total media budgets on radio.

Local Heroes

Local radio benefits the most from national advertising dollars. 61% of the polled companies allocate 80-100% of their radio budgets for local buys. An additional 19% spend 20-79%, and 9% of national advertisers spend 1-19% of their radio budgets on local spot buys.

Meanwhile, 35% of the respondents spend 20-100% of their radio budgets on network buys.

Format Findings

Eleven formats — as identified

by the survey — enjoyed double-digit buy increases over 1988 spending: AC, Black, and Hispanic (up 16% each); all-News and local Sports (14% each); Soft Rock, Urban Contemporary, Oldies, and Talk (12%); and Easy Listening and Jazz (10%).

Buys also increased 9% at AOR/Hard Rock and Classical stations, 7% at CHR/Top 40 and national Sports stations, and 5% at Country outlets.

Incentive Plans

The majority of respondents (40%) indicated they would spend a bigger piece of their media budgets on radio if only they were approached with better promotional ideas and agency strategies.

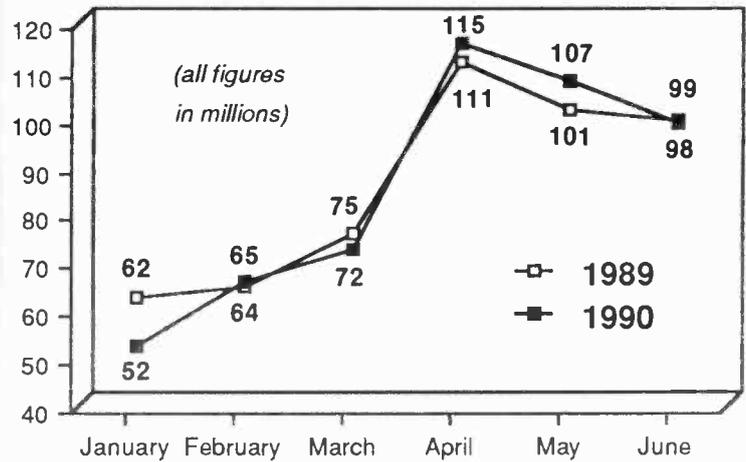
The advertisers also said they'd boost radio spending if they had bigger budgets (11%), lower media costs (11%), and increased competitive spending (6%). More than a fifth (21%) said they would buy more radio if "proven effectiveness/positive test results" could be demonstrated.

National Spot Radio Scoreboard

Total national spot radio expenditures for the month of June topped \$98 million — a 0.2% decrease from 1989 figures.

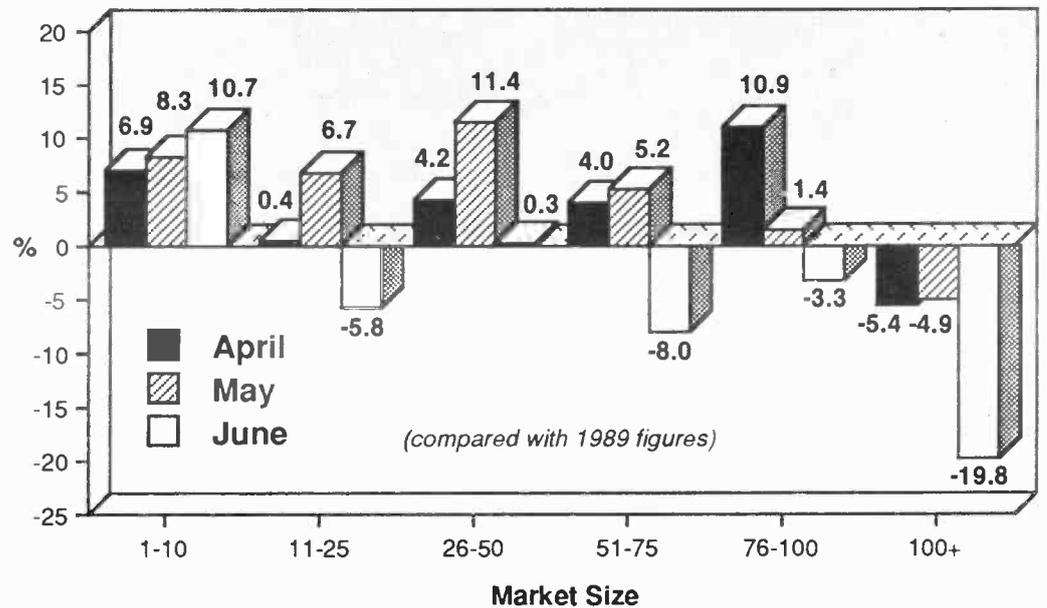
While the figures reflect total billings as reported by America's leading national rep organizations, they are not typical of any specific market. Furthermore, spot billing in individual markets, market groups, or geographic areas may differ substantially.

TOTAL SPOT DOLLARS SIX-MONTH TREND



Source: Radio Expenditure Reports Inc.

PERCENTAGE OF CHANGE THREE-MONTH TREND



DATELINE

- **August 16-18** — Morning Show Boot Camp. Atlanta Perimeter Marriott, Atlanta.
- **August 18-19** — Dan O'Day's Air Personality Plus seminar. Airport Holiday Inn. Cincinnati, OH.
- **September 12-15** — NAB Radio 1990. Hynes Convention Center Boston, MA.
- **September 13-15** — Foundations Forum '90. Sheraton Plaza La Reina Hotel, Los Angeles, CA.
- **September 21-25** — 89th Audio Engineering Society Convention. Los Angeles Convention Center.

- **September 24-27** — RTNDA 45th International Conference & Exhibition. San Jose Convention Center. San Jose, CA.
- **October 3-7** — NewSouth Music Showcase '90. Colony Square Hotel, Atlanta.
- **October 11-14** — National Professional Conference Of Women In Communications Inc. Riviera Hotel. Las Vegas, NV.
- **October 16-17** — Broadcast Credit Association's 24th Credit & Collection Seminar. Harbour Castle Westin Hotel. Toronto, Canada.

THIS SUMMER'S



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- CINCINNATI WRRM-FM
- CLEVELAND WMJI-FM
- COLUMBUS WTVN-AM
- DALLAS KLUV-FM

- DAYTON WWSN-FM
- DETROIT WOMC-FM
- FORT WAYNE WAJI-FM
- FRESNO KFSD-FM
- GAINESVILLE WRUF-AM/FM
- GRAND RAPIDS WJFM-FM
- HARTFORD WDRC-AM/FM
- HONOLULU KRTR-FM
- HOUSTON KLDE-FM
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- LANSING WIBM-FM
- LEXINGTON WVLK-AM
- LOS ANGELES KRLA-AM
- LOUISVILLE WRKA-FM

- MIAMI WAXY-FM
- MILWAUKEE WZTR-FM
- MOBILE WABB-FM
- NASHVILLE WRMX-FM
- NEW ORLEANS KOLD-FM
- NEW YORK WCBS-FM
- NORFOLK WNVZ-FM
- ORLANDO WOGL-FM
- PHILADELPHIA WOGL-FM
- PROVIDENCE WSNE-FM
- QUAD CITIES KUUL-FM

- RICHMOND WRNL-AM / WRXL-FM
- SACRAMENTO KHYL-FM
- SALISBURY WZBH-FM
- SAN DIEGO KCBO-FM
- SAN FRANCISCO KSFO-AM
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- SPRINGFIELD WHYN-FM
- ST. LOUIS KLOU-FM
- TAMPA WYUU-FM
- WASHINGTON D.C. WXTR-FM
- WEST PALM BEACH WKGR-FM

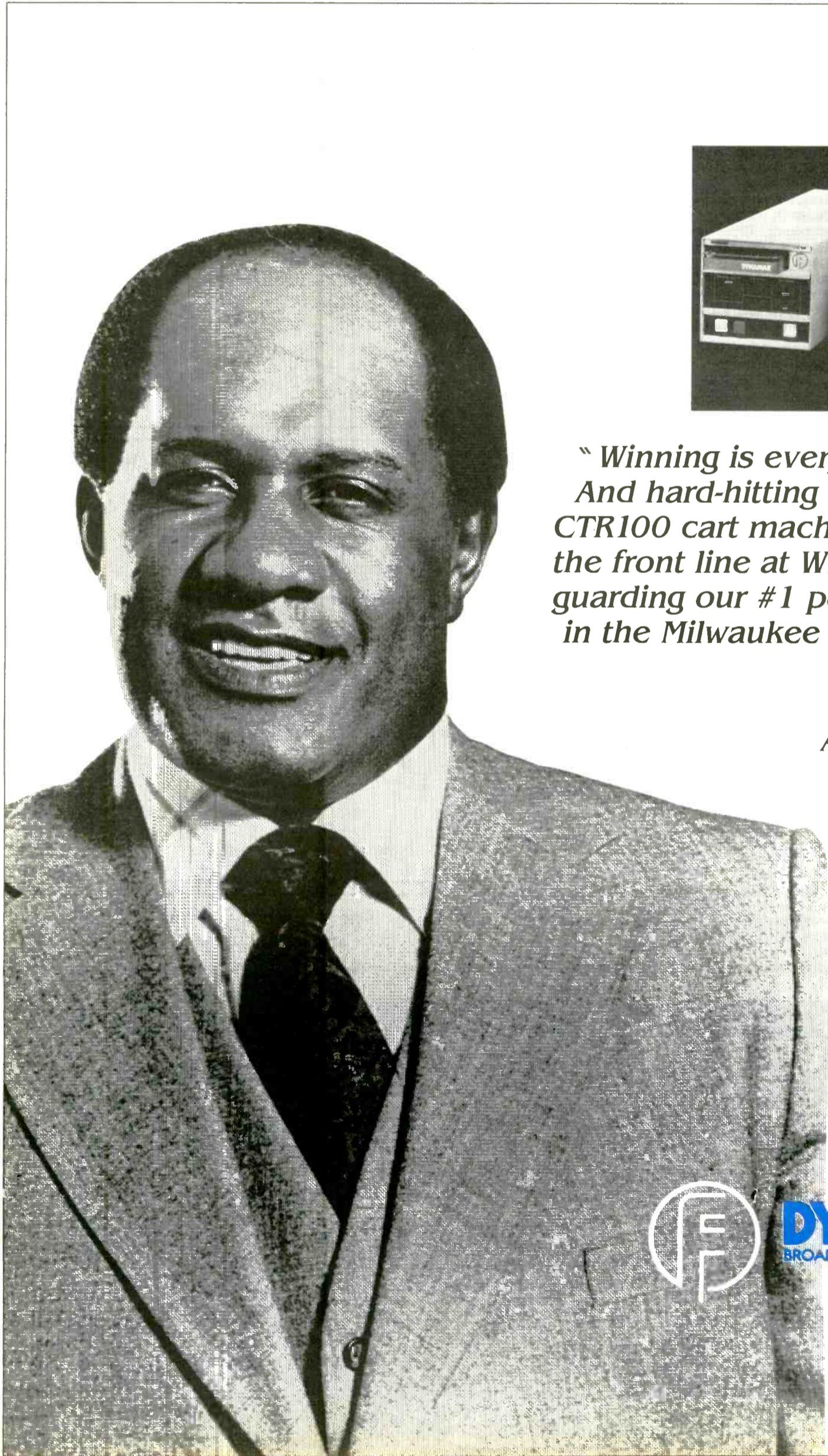


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SALES STRATEGY

In-Depth Infomercial Information

No column in recent history has generated as much reader response as the one on infomercials (R&R, 7/6). Since I received so many questions from sales managers, production directors, retailers, and agencies on the topic, I'll devote this week's column to answering those questions.

Stations use infomercials for three primary reasons:

- To drive additional consideration on pending business and to help keep promotional requests off the air.

- To cultivate new business, thus adding a "turn-key" traffic and positioning tool not available from competing media.

- To create a turn-key presentation and dynamic marketing program for a specified group of new business targets within a given category.

Trying to produce an infomercial without doing at least some preliminary research can be time-consuming and frustrating — and may lead to disinterest from the account due to the long turnaround time.

If you're going to bring up the option of infomercials to a client, do your homework first. That homework should cover four areas: POP collateral, talent, topic, and scripting.

Cutting POP Costs

The most frequently used POP materials are government and nonprofit group

or charity publications. They contain a wealth of consumer information, and they're usually free or low-cost.

For example, a myriad of documents are available from the Environmental Protection Agency that can be used with cause marketing infomercial campaigns. They're already printed, and include information on a variety of environmental issues.

Not only do the government and many special-interest groups have pre-printed brochures that can be used as POP material, they often are able to provide the material in mass quantities that otherwise would be prohibitively expensive.

Talent Tips

Here are some ideas for infomercial talent:

- College and university professors
- Local authors who specialize in a specific topic (your bookstore can help steer you in the right direction)

- Non-elected government officials

- Spokespeople and ce-

By Chris Beck

lebrity supporters of a related nonprofit organization

- Newspaper and magazine columnists and editors of related topics.

Topics Of Discussion

A quick word about topics: Many of you expressed some confusion about selecting a topic such as cause marketing and the subsequent sponsor targets.

The topic doesn't have to be pertinent to the sponsoring organization's business. In fact, many infomercial sponsors use an issue such as cause marketing to foster their image in the community as well as to serve as a traffic generator.

There are a few options for generating the informational segment of the script. First, since the talent is the expert, have him or her write it.

Second, make a trip to the library to look up articles on the subject. Third, if you subscribe to an on-line electronic service, you can get information in the comfort of your home or office.

Campaign Outline #1: Grocery/Drug Store

- **Media:** 17 weeks. Media will include 30 seconds of ecological issues, one simple (yet actionable) tip per commercial. The grocery or drug store will use 25 seconds to promote price points and the sale of canvas shopping bags to reduce the use of paper and plastic bags.

- **Talent:** Professional football quarterback Mike "Sparky" Kaye — spokesman and supporter of the local nonprofit organization Save The Water — will produce ten 30-second informational segments.

- **POP collateral:** Option #1 — the retailer will produce and purchase 100,000 canvas bags printed with the retailer's and the station's logos, and sell them to shoppers at profit through in-store clip-strip displays at the checkout counters. Bags will be available throughout the campaign or while supplies last.

Option #2 — the retailer will produce shelf talkers

Sample Script

Establish Chevrolet Bed # 0145

PARKER: This is Janet Parker, professor of earth sciences at City State University, for the Metro Chevrolet Dealers Association, who care about more than just selling you a car.

If you're concerned about the environment, consider setting up a recycling center in your home. Rather than try to do it all at once, set a several-month plan.

The first month, purchase a second kitchen trash can to use only for aluminum cans. During this introductory period, get everyone in the family to put their empty cans in the second receptacle.

To reduce the clutter and save on plastic trash bags, consider purchasing hand-held aluminum can crushers. These safe and simple devices are available at a variety of hardware stores.

If you have children, this is a great opportunity to get them involved in recycling. Put them in charge of the project; give them the proceeds you receive from the effort as an allowance. The average family of four can go through as many as 150 aluminum cans a month — that's almost \$4 a month.

ANNOUNCER: This environmental tip is brought to you by your metro area Chevy dealers, who care about more than just selling you a car. We invite you to stop into your local Chevrolet dealer and pick up a copy of "The Environment And You," a free brochure with addresses and phone numbers of recycling centers and packed with information on recycling.

While you're in, take a look at the all-new line of reengineered and redesigned Chevrolets. We have over 15 solid, economical, and fuel-efficient cars and trucks designed for the family of the '90s.

And now, when you buy or lease any Chevrolet, we'll donate a seven-foot oak tree on your behalf to the city of ———. Quality and caring — that's today's Chevrolet.

JINGLE UP AND OUT: The heartbeat of America — that's today's Chevrolet.

and showcase them next to participating manufacturers' products. They can be selected environmentally safe manufacturers, or those willing to donate a percentage of their sales to Save The Water.

- **Final wave:** Donations received (or generated) will be presented to Save The Water during halftime at the football team's September 24 game. The final wave also includes a stadium announcement, Diamond Vision retail ads, and a full-page "thank you" ad in the game program.

Campaign Outline #2: Car Dealer

- **Media:** 13 weeks. The media should create a mental franchise for the manufacturer and emphasize the idea of a local cause working to make living conditions better. (See the accompanying sample script.)

- **POP collateral:** A listing of all area recycling centers and their phone numbers, printed with recycling tips, available throughout the duration of the campaign at all participating dealers.

- **Donation:** During the campaign, the automobile dealer association will plant a tree in the city for each selected nameplate that's purchased. Trees can come from a local nursery in exchange for promotional consideration, or they can be bought wholesale from a nursery that will agree to plant them.

- **Final wave:** All of the trees donated will be planted on a Sunday after the campaign. There will be a ceremony, the mayor will declare it "Thank Chevrolet Day," and the media will be invited to cover the event (to be held on a traditionally slow news day).

Now It's Even Easier!

Health NewsFeed's free reports are now available in two satellite bulk feeds! Five stories of up to one-minute each are now fed on Fridays and Mondays, via Satcom IR and Westar IV.

Health NewsFeed via Satellite is easily accessible to affiliates of all major networks, including ABC, CBS, NBC, UPI, Mutual, and Unistar. We suggest a daily lineup, and occasionally embargo a piece. Additional actualities follow each piece. Health NewsFeed will record custom tags and

promos upon request.

Health NewsFeed reports also are available through a daily telephone feed. A new story plus actualities is on the line beginning at 5 p.m. eastern time.

Health NewsFeed provides network-quality wraps and cuts on timely medical and health topics, designed to fit into your newscasts or stand alone as a sponsored feature.

The reports are produced by award-winning journalist Carol Anne Strippel. To find out more, call (301) 955-2849.

HEALTH NEWSFEED

RADIO REPORTS VIA SATELLITE
FROM THE JOHNS HOPKINS MEDICAL INSTITUTIONS

'ZINE SCENE

Michael's Booze Ruse

Is there NO limit to Michael Jackson's creative imagination? That's the question this week's Star asks itself before revealing MJ's latest efforts to keep gal pal Liz Taylor's spirits soaring.



Michael wanted to give La Liz a taste of her favorite beverage — Dom Perignon champagne — but didn't want to run afoul of doctors' orders that she stay away from the stuff. So, Wacko Jacko shelled out \$1000 for a case of Dom, emptied the bottles down the drain, and quickly refilled them with nonalcoholic champagne.

MJ then presented the swill, er, swell gifts to Taylor so that she can enjoy a "festive bottle" with no repercussions!

Tongue 'N' Cheek

During a guest appearance on Rick Dees's radio show, Bill Murray made a quick change from actor to animal when "a pretty blonde" walked into the studio. According to the National Enquirer, Murray hoisted the gal over his shoulder and playfully nibbled her bottom!

When Dees tactfully announced that the woman was his boss, Bad Bill put her down . . . pronto. The 'zine notes, however, that "the good-natured cutie" simply "giggled and turned the other cheek . . ."

In Your Eyes

Peter Gabriel's girlfriend, actress Rosanna Arquette, is not only featured on the cover of the September Playboy, but also appears rompin' in the raw in a 12-page pictorial spread inside. The pictures are worth a million words, so check out the 'zine in person and let your fingers do the talking!

Family Tradition

According to the Star, Cher's children are following in the well-heeled footsteps of their mom. Daughter Chastity Bono recently had her nose bobbed (at La Cher's

CLOSET WRESTLING FAN — In what could be called a "celebrity bouting incident," this week's Globe reports that Prince is a secret wrestling fan! The Minneapolis Maestro doesn't like crowds, however, so he had a private ring built in his home, where grapplers are paid for private exhibitions.

invitation), and son Elijah Blue got his first tattoo — a rose 'n' dagger, courtesy of Cher's personal tattoo artist!

Madonnathon

This week's Globe pops the infantile question, "Madonna wants to be a mother — will Dick Tracy take the case?" Intriguing, yes, but deeper in the 'zine comes the week's most unusual Madonna tale.

It's the story of a Madonna who wants to boost her image as "a swinger." A Madonna with animal magnetism. A Madonna whose locks are "carefully styled into a super-simian hairdo that would flatter even the pickiest of primates." Yes, folks, meet Madonna . . . the glamorous chimp.

R&R doesn't run comic strips, but we do take a comic trip each week through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. R&R has not verified any of these reports.

'Volume' Fundraiser To Benefit Musical Majority

New Line Cinema and MCA Records will host a screening of "Pump Up The Volume" on August 16 followed by a dinner and concert featuring the Cowboy Junkies and Liquid Jesus

to benefit the ACLU Foundation's Musical Majority.

The movie, in which Christian Slater sets up a pirate radio station in his basement, opens August 22 and features an MCA soundtrack

from a host of alternative rockers (see R&R, 6/23 for details). Tickets are \$25 for the screening, \$75 for the movie and party; for more info, call the ACLU at (213) 487-0567.

TELEVISION

TOP TEN SHOWS
JULY 23 - 29

- 1 *Roseanne*
- 2 *Cheers*
- 3 *The Cosby Show*
CBS Sunday Movie (tie)
("Murder Ordained, Pt. 1")
- 5 *Empty Nest*
- 6 *Golden Girls*
60 Minutes (tie)
- 8 *A Different World*
Unsolved Mysteries (tie)
- 10 *America's Funniest Home Videos*
Married . . . With Children (tie)

Source: Nielsen Media Research

All show times are EDT/PDT unless otherwise noted; subtract one hour for CDT. Check listings for showings in the Mountain Time Zone. All listings subject to change.

Tube Tops

- The Material Girl's final European concert will be captured live on HBO in "Madonna — Live! Blond Ambition World Tour 90" (Sunday, 8/5, 9pm). The two-hour show, broadcast from Nice, France, marks the Sire/WB siren's first in-concert TV appearance.

Friday, 8/3

- *Grace Slick, Dallas Taylor, and Ginger Baker, "Midnight Hour"* (CBS, 12:45am).
- *Jamaica Boys, "The Arsenio Hall Show"* (syndicated, check local listings for station and air time).
- *Al Green, "The Tonight Show Starring Johnny Carson"* (NBC, 11:30pm).
- *Tony! Toni! Tone!, "Into The Night Starring Rick Dees"* (ABC, midnight).

Saturday, 8/4

- *Joan Armatrading, "Late Night With David Letterman"* (NBC, 12:30am).

Sunday, 8/5

- *Patti LaBelle plays chanteuse Cartier in the TV movie "Parker Kane"* (NBC, 9pm).

Monday, 8/6

- *Linda Ronstadt and Aaron Neville, "Arsenio Hall."*
- *Taylor Dayne, "Johnny Carson."*
- *Expose, "Rick Dees."*

Tuesday, 8/7

- *WLUP(AM)/Chicago air personalities Steve Dahl & Garry Meier host the third week of "Midnight Hour."*
- *Troop, "Arsenio Hall."*

Wednesday, 8/8

- *Morris Day plays hair stylist Lamarr in the summer-replacement sitcom "New Attitude"* (ABC, 9:30pm; airs Friday at this time in the series' regular slot).
- *Giant, "Rick Dees."*

Thursday, 8/9

- *Too Much Joy, "Midnight Hour."*
- *Adam Ant, "Rick Dees."*

VIDEO

NEW THIS WEEK

- **CARLY IN CONCERT — MY ROMANCE (6 West Home Video)**
Carly Simon segues from HBO to home video in this 80-minute live program, featuring mostly music from her latest Arista LP of the same name, with a guest appearance from Columbia ivory-tickler Harry Connick Jr. (Street date: 8/3)
- **STANLEY JORDAN: THE BLUE NOTE CONCERT (Blue Note Home Video)**
A visual companion to the flash-fingered guitarist's current Blue Note release, this 65-minute effort includes all of the songs from "Cornucopia" plus five more — "For You," "Cousin Mary," "Flying Home," "Lady In My Life," and "Over The Rainbow." (8/3)
- **2 LIVE CREW: BANNED IN THE USA (A* Vision Entertainment)**
This 45-minute documentary, directed by noted filmmaker Penelope Spheeris (the "Decline Of Western Civilization" features), contains uncensored live footage of Luke (aka Luke Records President Luther Campbell) featuring 2 Live Crew, in-depth interviews with the Luke/Atlantic group, and footage of their arrests. All this and clips of three tunes: "Banned In The USA," "Me So Horny," and "Do Wah Diddy Diddy." (8/7)



LEADER OF THE BANNED — Luke aka Luther Campbell (second from right) and the 2 Live Crew, coming soon to the privacy of your home.

- **A TRIBE CALLED QUEST: THE ART OF MOVING BUTTS IN EUROPE (BMG Video)**
Live performances from their latest Jive/RCA album, "People's Instinctive Travels And The Paths Of Rhythm," highlight this 35-minute effort documenting the rappers' trip through Europe. Fans will get two versions of "I Left My Wallet In El Segundo," behind-the-scenes footage (including tour bus "home movies"), animated segments, a "freestyle" performance with the Jungle Brothers and Monie Love, and four more live tunes. (8/7)
- **NEW STARS ON BLUE NOTE (Blue Note Home Video)**
Pianist Eliane Elias, saxophonist Rick Margitza, and Out Of The Blue each perform two tunes and Dianne Reeves sings three in this hourlong clip compilation spotlighting Blue Note jazz artists. (8/7)
- **ROCKULA (Cannon Video)**
Vocalist-actress-choreographer Toni Basil costars and performs in this feature film, which never quite made it to the silver screen. The rock horror-comedy also features square guitarist Bo Diddley and the multitalented Thomas Dolby, who don't perform any of the movie's featured music — which comes courtesy of costars Dean Cameron and Tawny Fere, as well as the Visiting Kids and Peter Bayless. (8/8)
- **BORN ON THE FOURTH OF JULY (MCA/Universal Home Video)**
The MCA soundtrack to director/writer Oliver Stone's box-office blockbuster (starring Tom Cruise as Vietnam veteran/protector Ron Kovic) features Edie Brickell & New Bohemians' version of Bob Dylan's "A Hard Rain's A Gonna Fall" and Broken Homes' remake of John Fogerty's "Born On The Bayou," as well as classic originals by Van Morrison, Don McLean, the Temptations, Frankie Avalon, and the Shirelles. (8/9)
- **COUPE DE VILLE (MCA/Universal Home Video)**
This comedy centers on three very different brothers who are forced to drive from Detroit to Miami in a single Cadillac. The feature film's Cypress/A&M soundtrack includes loads o' early '60s period pieces, plus a house mix of "Louie Louie" produced by Young MC and featuring Canadian rapper Maestro Fresh Wes. (8/9)

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Y100 23-19	WBBQ deb 39	KQMQ deb 24
B97 deb 29	FM100 27-23	KZZP 27-24
WNCI 19-14	KBFM deb 40	KROY deb 28
Q95 20-18	WVKS 21-18	KRQ deb 28
KXYQ add	KSND deb 40	103CIR 25-19

AC ②

BOOM CRASH OPERA "Onion Skin"



THE NEW SINGLE

From The Album

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MTV "STRESS ROTATION"

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KPLZ	WHHY	KRZR	G98	KPAT	ZFUN
KUBE	WRVQ	HOT949	KQIZ	KGOT	OK95

THE BROJOS "Live Like A King"



THE NEW SINGLE

From The Album

THE BROJOS

A "MUST LISTEN"

KDWB
Z99
Y94



©1990 Warner Bros Records



SCREEN SCENE

Mellencamp Hawks Hollywood 'Souvenirs'

Principal photography has begun on John Cougar Mellencamp's forthcoming film "Souvenirs." (A working title, incidentally.) The flick — which marks the Mercury recording artist's acting and directorial debut — stars Mellencamp as a contemporary country music singer who deals with the ups 'n' downs of family life. "Star 80" beauty Mariel Hemingway costars.

Interestingly, you won't see Mellencamp's character singing onscreen. You will, however, hear plenty of new music from the roots-rocker throughout the film. He's been recording material for the soundtrack (likely to surface on Mercury) along with Janis Ian,

Dwight Yoakam, Joe Ely, James McMurtry, and John Prine, the last two of whom will play on-screen roles as well.

The film — reportedly scripted by "Lonesome Dove" and "Terms Of Endearment" author Larry McMurtry (James's dad) — also

costars veteran actor Claude Akins, Dub Taylor, Kay Lenz, Diedre O'Connell, and Kate Noonan.

Bowie A La Carte

Pop chameleon David Bowie has landed an appetizing role alongside Rosanna Arquette in GO Entertainment's upcoming release, "The Linguine Incident." The Thin White Duke plays a disarmingly charming compulsive liar and gambler in what has been described as "a quirky comedy about hold-ups, lingerie designs, and Houdini's magic ring."

The supporting cast includes Oscar winner Marlee Matlin ("Children Of A Lesser God"). Shooting begins on location in NYC and L.A. in October under the direction of Richard Sheperd.

Extra-Orton-ary Production

"Up Against It" — a 25-year-old screenplay that was originally scripted as the Beatles' third feature film — will apparently finally make it to the nation's cinemas.

Panacea Entertainment Chairman Eric Gardner has acquired all non-stage rights to the work, and plans to produce a film version using the music of Todd Rundgren. (The Warner Bros. recording artist scored and wrote lyrics for an off-Broadway production of the piece late last year.)

"Up Against It" was penned by late British playwright Joe Orton, whose homosexual lifestyle and violent death became the subject of the 1987 British film "Prick Up Your Ears." (The Beatles' participation in the film faded to black following the unrelated deaths of Orton — murdered shortly after delivering the first draft — and Fab Four manager Brian Epstein.)

Last Minute Cuts

• Rapper L.L. Cool J has copped the role of a police detective in Universal's forthcoming Michael J. Fox-James Woods comedy "The Hard Way," set to open in February. (See R&R, 2/23 for more info.)

• Singer-songwriter J.D. Souther will appear in Meryl Streep's upcoming "Postcards From The Edge." The flick — based on actress (and Paul Simon's ex-wife) Carrie Fisher's darkly comic novel of the same name — also stars Richard Dreyfuss, Shirley MacLaine, and Gene Hackman.

• Kim Basinger — last heard, erm, vocalizing on Prince's "Scandalous Sex Suite" — will sing the '40s and '50s torch songs featured in Hollywood Pictures' soon-to-be-released "The Marrying Man."

• Former Runaways lead singer Cherie Currie will front the female rock band Precious Metal for a few scenes in "Rich Girl." Set in the dark shadows of L.A.'s seedy club scene, the movie also stars Willie Dixon, Celebrity Skin, and Darling Cruel. (See R&R, 3/9 for details.)

• Capitol's just-signed alternative quartet School Of Fish will have their song "3 Strange Days" featured in Jeremy Irons and Glenn Close's next film, "Reversal Of Fortune." Meanwhile, the L.A.-based band hope to have their label debut LP released in February.



John Cougar Mellencamp — a rocker takes a Country role.

Twin Peeks At 'Wicked Game'

Director David Lynch (!) compares hairstyles 'n' jawlines with Reprise rocker Chris Isaak while overseeing a video shoot for Isaak's song "Wicked Game" — one of two tracks the musician has featured in Lynch's forthcoming film "Wild At Heart." The pair of tunes also appear on the movie's Polydor soundtrack (due August 21) alongside "Wild" star Nicolas Cage's version of "Love Me Tender," veteran blueswoman Koko Taylor's "Up In Flames" (written by Lynch), and vintage material from the likes of Them. The film, which recently won the top Palme d'Or award at the Cannes Film Festival, opens August 17.

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FILMS

WEEKEND BOX OFFICE
JULY 27 - 29

1 Presumed Innocent \$11.67 (Warner Bros.)*	
2 Ghost \$11.07 (Paramount)	
3 Problem Child \$10.02 (Universal)*	
4 Arachnophobia \$8.16 (Buena Vista)	
5 Die Hard 2 \$5.95 (Fox)	
6 The Freshman \$4.22 (Tri-Star)	
7 Jungle Book \$4.01 (Buena Vista)	
8 Navy SEALS \$3.33 (Orion)	
9 Days Of Thunder \$3.26 (Paramount)	
10 Dick Tracy \$1.75 (Buena Vista)	

All figures in millions
* First week in release
Source: Exhibitor Relations Co.

COMING ATTRACTIONS:

This week's openers include "Young Guns II," starring Emilio Estevez, Kiefer Sutherland, Lou Diamond Phillips, and Christian Slater. Jon Bon Jovi wrote the songs for the western sequel, including his current Mercury chart-climber, "Blaze Of Glory." Although there's no official soundtrack, JBJ's latest solo album contains "music

from and inspired by" the movie. Look sharp for the Bon Jovi frontman in a cameo — he plays a bad hombre who gets drilled during a prison break.

Also opening this week: "Mo' Better Blues," written and directed by Spike Lee and starring Academy Award-winner Denzel Washington and Lee himself. The film's Columbia soundtrack, "Music From 'Mo' Better Blues," contains tunes by the Branford Marsalis Quartet featuring Terence Blanchard. The first single, "Jazz Thing" — a rap by Gangstarr — can be heard over the closing credits; costar Cynda Williams sings on two tracks as well.

And . . . as evidenced by a look at this week's top ten, "The Freshman," a comedy starring Matthew Broderick as a first-year film student and Marlon Brando as a Godfatherly mobster, moved into wider release last week. There's no soundtrack, but there is 16 tons of music featured, including tunes by Nick Cave & The Bad Seeds, Tony Bennett, Grandmaster Flash, N.W.A., and four by Mr. America himself, Bert Parks. The ubiquitous Was (Not Was) brothers (not brothers) Don and David, produced Parks' numbers — look sharp for their rockin' role as Bert's onscreen backup band as well.

MUSIC & MOVIES

CURRENT

- **PROBLEM CHILD**
Single: Problem Child/Beach Boys (RCA)
- **ARACHNOPHOBIA**
Single: Arachnophobia/Brent Hutchins (Hollywood)
- **NAVY SEALS (Atlantic)**
Single: Strike Like Lightning/Mr. Big
Other Featured Artists: Bon Jovi, Gowan, Blue Rodeo
- **DAYS OF THUNDER (DGC)**
Singles: Hearts In Trouble/Chicago
Knockin' On Heaven's Door/Guns N' Roses
Other Featured Artists: David Coverdale, Tina Turner, Cher
- **DICK TRACY (Sire/WB)**
Single: Dick Tracy/Ice-T
Other Featured Artists: K.D. Lang & Take 6, Erasure, Tommy Page
- **THE ADVENTURES OF FORD FAIRLANE (Elektra)**
Singles: Last Time In Paris/Queensryche
Sea Cruise/Dion
Glad To Be Alive/Teddy Pendergrass & Lisa Fisher
Other Featured Artists: Billy Idol, Yello, Richie Sambora
- **PRETTY WOMAN (EMI)**
Single: King Of Wishful Thinking/Go West
Other Featured Artists: Roxette, David Bowie, Natalie Cole

UPCOMING

- **YOUNG GUNS II**
Single: Blaze Of Glory/Jon Bon Jovi (Mercury)
- **MUSIC FROM MO' BETTER BLUES (Columbia)**
Featured Artists: Gangstarr, Cynda Williams, Brandford Marsalis Quartet
- **FLATLINERS**
Single: Party Town/Dave Stewart & The Spiritual Cowboys (Arista)
- **GRAFFITI BRIDGE**
Single: Thieves In The Temple/Prince (Paisley Park/WB)

Why are America's AC and CHR stations turning to Alan Burns & Associates?

“Alan Burns & Associates is an important part of the EMMIS plan: good advice, good ideas, good service, good people. In short, they work!”

– Doyle Rose, President, Emmis Radio, with stations across America and now Europe

“Alan Burns and his people have been an important part of our team and success since January. He is aggressive, strategic and responsive. We're very happy we chose Alan to help us build the Killer Bee, B96, into Chicago's dominant CHR.”

– Tom Matheson, VP/General Manager, WBBM-FM/Chicago, the CHR market leader

“We have been using Alan Burns & Associates here in Baltimore for the past three years and I like to describe Alan as a man of few words. He doesn't waste my time on superfluous things. His incisive observations motivate us to take action that works for us!”

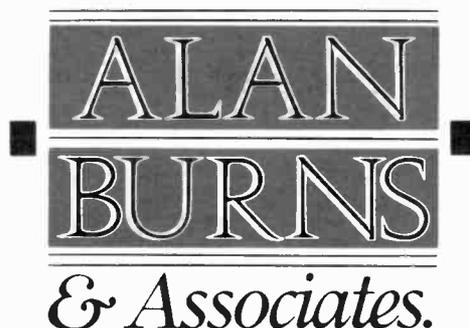
– Bob Lind, VP/General Manager, WWMX-FM/Baltimore, consistently #1 25-54

“Ours was a real worst to first story. We were the fourth CHR in a four-CHR race when we hired Alan Burns & Associates. With the help of their advice and strategy, we were on top within a year! More importantly, they have helped us *stay* on top. Alan Burns & Associates works for us!”

– Jim Meltzer, VP/General Manager, WKSE-FM/Buffalo, consistently on top in ratings and revenues

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The New Single

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WPLJ 35-32
PWRPIG add 37
Q106 add
HOT97 22-19
WIOQ add

KITY 18-15
KTFM 29-23
KMEL 29-25
HOT977 deb 35
WKSS 30-27

WQXA add
KZFM deb 38
KPRR deb 28
HOT95 deb 31
KXXR add

KKXX add
KCAQ deb 38
KROY 29-26
HOT949 deb 24
X100 add
WPFR deb 39

PLUS...

WLOL
KKRZ
PWR96
HOT102
PWR106
FM102



Produced and Mixed by Joey Gardner • From The Album LOUDER THAN LOVE • Management: Joey Gardner/Third & Lex Management



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LIFESTYLES

NUMBERS VS. PERCENTAGES

Where Are America's Wealthiest Markets?

As you may expect, the greatest number of wealthy people can be found in the cities with the largest populations. These cities, however, don't necessarily have the highest concentration of affluents — the percentage of high-income households.

Des Moines-based *Sales & Marketing Management* recently determined the metro areas with the highest percentage of households with "effective buying incomes" (EBIs) — total after-tax earnings — of \$50,000+ per year.

Although the Los Angeles-Long Beach area has the most households (about 816,900) with EBIs of more than \$50,000, it ranks 24th by percentage. Only 25.8% of those in the L.A. market have high EBIs, compared with a whopping 40.2% of those in the (tied for) top-ranked San Jose and Bridgeport-Stamford-Norwalk-Danbury markets.

Concentrated Cash

Other areas with high numbers of affluent households include Nassau-Suffolk, Anaheim-Santa Ana, Boston, Oakland, and Washington, DC. Conversely, Kenosha, WI has only 11,800 affluent households (ranking the area 166th on the

Major Money Metros: Today's & Tomorrow's

Following are America's top ten-ranked metro regions by population density. According to Des Moines-based *Sales & Marketing Management*, these cities have the highest percentage of people with effective buying incomes (EBIs) of more than \$50,000 per year:

Metro	% of households with EBI = \$50K+
San Jose	40.2
Bridgeport-Stamford-Norwalk-Danbury	40.2
Middlesex-Somerset-Hunterdon, NJ	38.7
Nassau-Suffolk	38.4
Bergen-Passaic, NJ	36.4
Washington, DC	36.3
Trenton	34.9
Oxnard-Ventura	33.7
Anaheim-Santa Ana	33.6
Newark	32.3

Richest Growth Markets

Those are today's wealthiest metros... but where will tomorrow's affluents live, work, and play? By 1993, according to the survey, the wealthiest households will be concentrated in the New England states. Below are the ten metros that will have the highest average EBIs in 1993:

Metro	1993 Average EBI
Bridgeport-Stamford-Norwalk-Danbury	\$78,675
Middlesex-Somerset-Hunterdon, NJ	\$72,197
Nassau-Suffolk	\$72,038
San Jose	\$71,105
Bergen-Passaic, NJ	\$70,691
Trenton	\$69,303
Lake County, IL	\$67,650
Washington, DC	\$67,178
Newark	\$65,449
Anaheim-Santa Ana	\$65,035

number scale) but a relatively high concentration of rich folks (26.5% of the area's households have disposable incomes of more than \$50,000), ranking it 22nd on the percentage scale.

Other areas with a high concentration of affluents (that aren't also home to large numbers of them) are: Manchester, NH; Monmouth, NJ; Lake County, IL; Portsmouth, NH; Anchorage; Hartford; New Haven; and Honolulu.

Incidentally, the national average percentage is 16.3% — that is, 16.3% of all U.S. households have after-tax incomes of at least \$50,000.

More Of U.S. Are Tumbling Dice

If your station is planning an end-of-summer getaway, you might want to take a chance on Atlantic City or Las Vegas — a recent Gallup poll shows that 71% of Americans gambled last year.



Like many sports, gambling continues to be a male-dominated affair. Nearly three in five men (58%) say they gamble at least once a month, compared with 41% of women. Men tend to drop more at the tables, too — of gamblers who have lost \$100 or more in a day, 79% are men.

For most Americans surveyed, however, the stakes aren't too high — 61% say their total wins and losses for the year came to less than \$50.

Ramblin', Gamblin' Men

In general, men who gamble prefer card games, race track betting, and sports wagering. These ramblin', gamblin' guys tend to be young, more affluent, and Catholic — and more likely to drink and smoke. Women, on the other hand, go for games of luck, such as lotteries and bingo.

Some types of gambling skyrocketed during the '80s. In 1989, 54% of Americans reported buying a state lottery ticket within the past year, compared to only 18% in 1982. Similarly, 20% visited a casino last year, up from 12% seven years earlier.

Interestingly, 18% of Americans admitted playing the numbers last year. In 1950, that figure was 3% (down from 9% in 1938.)

Testing: Cappuccino In A Can

To many folks, there's nothing like a cup o' java to get the motor running. Others, however, may prefer a "pick me up" that's more... well, upscale than ordinary coffee.

General Foods has just begun test-marketing "Cappio," a caffeinated, sugared cappuccino that retails for \$2.79 a four-pack of bottles or cans, according to *Advertising Age*.

The nation's top coffee marketer says Cappio will compete not with coffee or soft drinks, but with juice beverages and sparkling waters in the so-called "adult beverage" market.

House Blend

Currently available in Phoenix and Tucson, the iced cappuccino comes in three flavors — coffee, mocha, and cinnamon. Like General Foods' largest coffee brand, "Maxwell House," Cappio's pack-

aging contains the "Good to the last drop" logo.

The company is targeting non-coffee drinkers, young adults, and people looking for alternatives to alcohol. Meanwhile, coffee giant Nestle also has begun testing two new iced coffees, "Nescafe Mocha Cooler" and "Hills Bros. Ice Breaker." Gulp.

CHRONICLE

Born To:

WJLQ/Pensacola air talent **Dave Lyons**, wife Gwen, son Mark David, May 5.

WUFO/Buffalo APD/air talent **Lou St. James**, wife Susan, daughter Kelly, July 5.

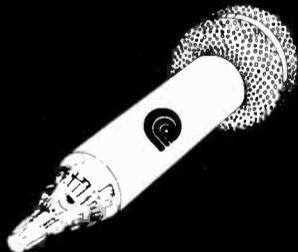
WZEW/Mobile Creative Director **Tom Salter**, wife Ruth, daughter Maryleigh Frances, July 10.

Capitol Records Nat'l Dir./Pop Promotion **Frank Palombi**, wife Barbara, daughter Jane Kathryn, July 21.

Marriages:

WRQK (Rock 107)/Canton PD/air talent **Spaceman Scott** to Laurie Lyall, June 22.

25 years and still in Orbit.



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RBIs And ERAs Come To PCs



Trivia-crazy baseball fans and budding rotisserie league managers will solidly connect with the *Sporting News's* \$249 computer disk, which contains stats on every major league player from 1983 to 1989.

The disk's publisher — St. Paul-based *Quanta Press* — hopes to sell the item in *Radio Shack* stores and by direct mail to at least 5000 baseball maniacs. According to *Quanta*, one team even plans to use the info to negotiate players' salaries.

Measure Your Fiscal Fitness

Do your listeners have the cash to spend on your advertisers' products? The answer depends greatly on their age. According to a recent survey by the *Claritas Corp.* and the *National Planning Data Corp.*, Americans aged 45 to 54 have the highest incomes in the nation.

Similarly, that demo is able to save the highest percentage of their disposable income as well, according to data supplied by the *Urban Institute*. Following is a breakdown of Americans' income level and disposable income saved by age of the head of household:

Income	15-24	25-34	35-44	45-54	55-64	65+
Under \$20,000	52.6%	29.3%	21.6%	20.7%	30.9%	60.7%
\$20,000-29,999	21.8	19.8	14.9	12.9	15.5	16.3
\$30,000-49,999	19.5	31.8	31.5	27.3	24.9	13.2
\$50,000-74,999	4.6	13.9	20.9	22.5	16.6	5.8
\$75,000-99,999	0.8	3.2	6.4	9.0	6.3	2.0
\$100,000+	0.6	1.9	4.8	7.6	5.8	2.0
Percent saved:		1.0	0.0	8.0	6.0	-3.0

Note: Figures may not add up to 100 due to rounding.

\$666 MILLION INDUSTRY

Japanese Firm Makes Splashy Entrance Into U.S. Toilet Market

Japan's largest plumbing products manufacturer, *Toto Ltd.*, is preparing to lift the lid on America's \$666 million (1989 figures) toilet industry.

Flushed with success at home (\$2.4 billion and 70% of the Japanese toilet market in 1989), *Toto* is hoping to cash in on Americans' dual interests in water conservation and splashy bathroom furnishings, according to a recent report in *Advertising Age*.

One of the first products *Toto* will float into U.S. markets is the "Washlet SIII" electronic toilet

seat. The SIII (list priced at \$895) converts a regular commode seat into a bidet (complete with jets that shoot streams of warm water and air).

The firm is also offering basic johns (\$115 each) that use 1.6 gallons of water — less than half the amount used by standard toilets.

And if you think that's all, you're in for a surprise: The company's also testing (but will not market in the U.S.) the "Washlet Queen" — a toilet that analyzes urine and measures blood-pressure, then electronically transmits the data to a physician.

Creasy Enters WSMB PD Fold

WSMB/New Orleans has upped Sports Director Michael Creasy to PD. He replaces Ron Hunter, who was dismissed following an incident in which his wife was found shot to death with his gun just hours after she called his afternoon talk show to complain on-air about their marriage.

"The challenge here is to maintain our image as a Talk station," said Creasy. "We're out to fill a void — all our Talk competitors are either all-Business or, in the case of WWL, predominantly news."

Prior to joining WSMB 18 months ago, Creasy was morning personality at crosstown AC WLMG and an AE with sister WWL. His career also includes on-air stints with crosstown WQUE-AM & FM and WNVZ/Norfolk, VA.



Mark Cohen

Cohen To Direct Arista Alternative

Arista has appointed Mark Cohen to the new position of National Director/Alternative Promotion. He joins from a similar position at Elektra Entertainment. Based at the label's New York headquarters, he'll report to Director/Rock Promotion Jay Ziskrout.

Cohen takes over duties previously held by National Director/Alternative Promotion & Marketing Pat Flynn, who will now concentrate on marketing.

Ziskrout told R&R, "Mark is one of the unique breed of promotion people who revels in rolling up his sleeves and delivering the story to radio with heartfelt enthusiasm and conviction. As Arista's rock department continues to evolve, he'll be an invaluable asset."

Cohen added, "I've only been here a month, but they've already made me feel like a major player on the team."

Cohen joined Elektra in the mail-room six years ago, working his way up to Assistant/International & Sales, Manager/Alternative Retail, Manager/College Radio Promotion, and finally National Director/Alternative Promotion.

Opryland Corners Country Cable Market With CMT Acquisition

Opryland USA has signed a letter of intent to acquire 100% of the stock of Country Music Television (CMT), the 24-hour country music video channel founded in 1983. Opryland will in turn sell an unspecified portion of the stock to Group W Satellite Communications.

Opryland USA and Group W operate seven-year-old cable net The Nashville Network (TNN), which offers a variety of country music concerts and country lifestyle programs. TNN will be responsible for CMT's programming, engineering, and technical operations. Group W will handle ad sales, marketing, affiliate and public relations. According to Opryland, TNN serves 50 million homes and CMT covers 11.5 million.

Opryland USA also owns WSM-AM & FM/Nashville and WKY/Oklahoma City, the Opryland music

theme park, Opryland Hotel, and the Grand Ole Opry. Opryland USA is a property of Dallas-based Gaylord Broadcasting Company. CMT's majority stockholders are James Guercio and the Sillerman Companies, a diversified New York communications management corporation.

Damsky Named WXRT GSM

WXRT/Chicago has elevated NSM Michael Damsky to GSM. He'll be responsible for overseeing all sales activities and managing the AOR's ten-person sales staff.

Damsky joined WXRT in 1984 and was promoted to NSM four years later. Prior to that he was an AE at crosstown WFYR.



Susan Greenwood

Greenwood Joins MCA As Metal Director

Susan Greenwood has been named National Director/Metal Promotion at MCA Records, where she will be responsible for promoting the label's hard rock product to college and commercial stations.

"Susan's appointment confirms MCA's commitment to metal radio as the most important artist development tool in breaking metal acts," noted MCA Sr. VP/Rock Promotion and Artist Development Bill Bennett. "She brings with her an excitement and enthusiasm that is contagious within the metal community."

Greenwood was previously Contemporary Music Department coordinator at Warner Bros. Records. She began her career at Sanctuary Music.

As Gold As Dice



Hickory dickory dock . . . cocky comedian Andrew Dice Clay's Def American debut ("Dice") was recently certified gold. Presenting the plaque to the surprised star is label President Rick Rubin.

Pantera Group Creates Taste Good Records

Pantera Group Enterprises, led by songwriter/producer Lewis Martinee and Ismael Garcia, has launched Taste Good Records. The rap label's first release, a single by Jeffox, will be handled nationally by independent distributors.

Martinee is perhaps best known as the creator, writer, and producer of Expose. He's also written and produced hits for Jermaine Stewart, Debbie Gibson, Pet Shop Boys, Dead Or Alive, and Jermaine Jackson, among others. Miami-based Pantera also operates publishing and artist development divisions, as well as recording studios.

WPOC Taps Dolan As GSM

WPOC/Baltimore LSM Jim Dolan has been promoted to GSM for the Nationwide Country outlet.

WPOC GM Jennifer Grimm said, "Jim has the skills we need to take WPOC into the '90s."

Dolan joined WPOC as LSM ten months ago. Prior to that he worked as an AE at crosstown WCAO & WXYV.

BALLZ!



Now all your DJs can have "that sound" with the ProAnnouncer 500 broadcast speech processor. Its advanced monolithic circuitry, designed by noted consultant Jim Loupas, is packed with processing power. Three-band EQ optimized for the human voice. A unique compressor

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No program brings more rock stars to more listeners around the world than *Off The Record With Mary Turner*. But Mary doesn't just deliver the stars, she brings out the personal side of rock's hottest performers...the personal side that other interviewers miss.

So when Mary chats with Robert Plant or Eric Clapton, *Off The Record* listeners get a real look into the person behind the image. And that same relaxed, open feeling comes across for one hour, every week in Mary's exclusive interviews with the biggest

names in music like Rod Stewart, Sting, David Bowie, Tom Petty, Don Henley, Heart, Jimmy Page and Aerosmith.

Let Mary introduce your listeners to the royalty of rock with *Off The Record With Mary Turner*.

For complete details, contact your Westwood One representative at (213) 840-4244 or FAX (213) 204-4375.



WESTWOOD ONE RADIO NETWORKS

Radio

● **STEVE PATTERSON** is upped to VP at Threshold Broadcasting and GM at the company's WWDW/Columbia, SC. He had been GSM at the station. Concurrently, Sr. Sales Rep **ALEX SNIPE** is promoted to the GSM post.



Steve Patterson Alex Snipe

● **JULIE BROWN** becomes VP/Controller at Price Communications, owner of six radio stations in Florida, Indiana, and New York. Brown was formerly with the First Boston Corporation.

● **CHARLIE SHAPIRO** is appointed GM at WFAD & WCVM/Middlebury, VT. He has held management and on-air positions at various East Coast stations. Concurrently, **DEERA SHAPIRO** joins as Business Manager.

● **MARK HENDERSON** moves to WGTO/Orlando as GSM. He had been LSM at WRKA/Louisville.

● **BRUCE EICHNER** is elevated from AE to Sales Manager at WHYT/Detroit.

● **BRYAN YEE** steps up from AE to Sales Manager at WEBN/Cincinnati.

● **TERI GIDWITZ** joins WXR/Chicago as Director/Marketing. She was most recently in promotions at cosmetics maker Helene Curtis.

● **VALERIE ARGANBRIGHT** is tapped as GM of Minnesota Public Radio's KRSD/Sioux Falls, SD, as well as KRWS/Worthington, MN and KR/SU/Appleton, MN. She was formerly Member Services Manager at Connecticut Public Broadcasting.

Records

● **KEIR WORTHY** moves to Elektra Entertainment as National Director/Rap Promotion & Marketing. He was previously Southwest/Midwest Regional Promoter at Def Jam Recordings.

CHANGES

Jean Crowley is appointed an AE at Christal Radio's Los Angeles office; **Nancy Jaeger** is named Sr. AE at the Atlanta office; and **Sherri Sadon** is tapped as Sr. AE at the St. Louis office.

Tom O'Sullivan is named an AE/Radio Station Services at the Arbitron Company/New York.

Darryl Claggett joins Banner Radio/Los Angeles as an AE.

Nina Gladir joins the sales staff of CBS Radio Networks Eastern Sales Office.

John Stringer moves to KINK/Portland as an AE.

Roger Brust is upped from Director/Application Systems to Asst. VP/Application Systems at BMI.

● **ROB DALTON** is named to handle Midwest Promotion at Epic/Nashville. He had been National Secondary Promotion exec. at CBS/Nashville. Also at the label, pop promotion head **MICHAEL MOORE** takes on West Coast duties, former Capitol promotion rep **DAVID WILLIAMS** will work the Southwest from Dallas, and former WDSY/Pittsburgh MD **CHRIS MICHAELS** will cover the Southeast from Atlanta. **CINDY SELBY-CUNNINGHAM** assumes the National Secondary Promotion post.

At Epic Records, **FRANKIE LaROCKA** is named Assoc. Director/A&R. He formerly worked in A&R at Atlantic Records and as a drummer has recorded and toured with a number of artists.



Frankie LaRocka Ron Howie

● **RON HOWIE** is upped from Director/Sales to Sr. Director/Product Development at RCA/Nashville.

As part of a further restructuring of the Product Development dept. following the promotion of VP/Product Development **RANDY GOODMAN** to VP/Promotion & Product Development, RCA Regional Label Director **RON STRICKER** is upped to East Coast Director/Field Product Development and Administrator/Field Marketing **TIM LEFFEL** is promoted to Manager/Product Development.

● **JEFF WAGNER** moves to Chrysalis Records as Manager/West Coast Publicity. He was most recently a Sr. AE at Levine/Schneider Public Relations.



Keir Worthy David Macias

● **DAVID MACIAS** is appointed Regional Marketing Director/Sales at EMI. He had been Field Marketing Manager at BMG Distribution.

● **JEANINE MERGET** is promoted from National Merchandising Coordinator to National Product Development Coordinator at WEA.

● **RANDALL KENNEDY** is tapped as Director/Marketing, Classics & Jazz at A&M Records. He previously served as Director/Jazz & New Age at Accelerated Chart Movement. Also at the label, **SCOT FINK** is named to handle National Secondary Radio Promotion. He was formerly National Director/CHR at Cypress Records.

● **LARRY KING** is elevated to Southeast Regional Promotion Manager/Atlantic Country at Atlantic Records. He was the label's Local Promotion Rep for Atlanta.

● **KRIS NICHOLSON** becomes Manager, Editorial Services/Alternative Press at Arista Records. The freelance music writer has written for *Rolling Stone*, *Creem*, and other publications.

● **JERRI MEYER** becomes Asst. Label Manager at Noise International. She was formerly Product Manager at Sleeping Bag Records. Concurrently, Publicity Asst. **YANA CHUPENKO** steps up to National Director/Publicity.

● **VENTURA CHARLIN** is appointed Director/Market Research at Columbia House. She was formerly a Research Manager at Merrill Lynch.

Industry

● **SIR JOHN MORGAN** has been tapped as fulltime President of the International Federation of the Phonographic Industry (IFPI). The longtime diplomat was most recently Managing Director (International Relations) at Maxell Communications.

● **SAM TRUST**, former CEO of the ATV Music Group and President of Lorimar Music, has entered into a joint venture with Primat Music And Productions of Japan, a division of the Sazale Group. Trust's Killer Tracks music library and Primat will expand into pop music publishing and production. Coming aboard as Creative Director is veteran producer **BROOKS ARTHUR**. Concurrently, **ANN JENNEY-BURKE** becomes Marketing Coordinator/AE at Killer Tracks.

● **MARCUS PETERZELL** is named President of Fiction Songs Ltd. (U.S.) and will oversee the Britain-based music publishing firm's North American operations. He was formerly VP/Product Development at TVT Records.

● **STEVE SHAW** is named Sales Manager at Christal Radio/New York. He was formerly LSM at WICC/Bridgeport, CT.

PROS ON THE LOOSE

Chris Bailey — PD WJMH/Greensboro, NC (919) 299-6084

Jeff Garrison — PD KIXY/San Angelo, TX (915) 942-1377

Brad Hansen — PD/mornings WFMB/Springfield, IL (217) 496-2663

John McCulloch — Talk show host WXYT/Detroit (313) 824-2431

Tom Moran — Midwest Regional Promo Dir. Arista Records (312) 935-1578

Carolyn Robbins — MD KJMZ/Dallas (214) 522-0042

Chris Ruh — PD KZOZ/San Luis Obispo (805) 481-3106

Tony Smith — VP/National Sales "Monday Morning Replay" (313) 645-1686

Yaz Taylor — Air talent KBET/Santa Clarita, CA (818) 897-4821

Rick Walker — Mornings KATT/Oklahoma City (405) 728-1433

Chris Wells — Production Dir./mid-days WTOS/Skowehegan, ME (207) 369-0403



Larry King Harold Rosenblum

● **HAROLD ROSENBLUM** is upped from VP of Legal/Business Affairs to Sr. VP/Business Affairs at EMI Music Publishing. Concurrently, Director/Attorney, Business Affairs **FREDERIC SILBER** is elevated to VP/Business Affairs; Attorney **CATHY LIPETZ** becomes Director/Business Affairs. Also, **BRUCE GOLD** joins as VP/Legal Affairs. He was previously in private practice with the firm Cowan, Bodine, and Gold.

● **JON SUTHERLAND** becomes Manager/Metal A&R at Zomba Publishing. He was most recently VP/Artist & Media Relations at Metal Blade Records.

● **TIMOTHY ROGERS** is named Director/Advertising at the Charles J. Givens Media Division, comprised of Givens Media Representatives, Charles J. Givens Financial Digest Radio Program, and the Givens Radio Network. Rogers was an AE at KJLA & KYYS/Kansas City.

● **EVAN LAMBERG** moves to MCA Music Publishing as Manager/Creative Services. He was most recently Professional Manager at Jobete Music.

● **KUNI MURAI**, Japan-based songwriter/producer, and former EMI Music/USA President **IRA JAFFE** announce the formation of NEM Entertainment, an international music publishing corporation with offices in Tokyo, Los Angeles, and Nashville. The company can be reached at (213) 652-8320.

● **LILIANE AOUIZERAT** is upped from Administrative Producer to Manager/Audio Programming Services at Sony Trans Com, the airline entertainment division of Sony Corporation of America. Other promotions include staffers **JOE VISSICCHIO** to Marketing Manager/Audio Programming and **JOHN SIEFERT** to VP/Marketing Operations. Concurrently, **DOUGLAS BOUGHTER** and **TONY DEC** are tapped as Exec. Producer and Assoc. Producer, respectively. Boughter joins from the creative dept. of Los Angeles-based Reel Advertising; Dec has held production and programming positions at various New York stations.

● **RICK BLOOM** joins the Dick Clark Agency as an agent. He was formerly Director/Advertising & Promotions at KMPC-FM/Los Angeles (now KLIT).

● **TIM MOORE** announces Tim Moore & Associates will concentrate solely on consulting, selling off its broadcast interests and expanding its client roster. The company can be reached at (616) 547-4454.

● The New York City Chapter of **AMERICAN WOMEN in RADIO & TELEVISION (AWRT)** has moved to 245 Fifth Avenue, Suite 2103, New York, NY 10016; (212) 481-3038.

—Holly Sklar

R&R TIMELINE

Neal "Moon" Mullins began his career in Country radio at KLLL/Lubbock in 1963; his first PD job was at WFDI/Wichita in '69. Later that year he started what would be a nine-year programming stint at WINN/Louisville with a brief interlude at KSON/San Diego. He left for WDAF/Kansas City in '78. Five years ago today, Mullins was named WHN/New York PD. He began consulting in '86 and became Pollack Media/Nashville President in '88.

Neal "Moon" Mullins



1 YEAR AGO TODAY

- CBS elevates WODS/Boston PD Dave Van Dyke and WLTT/Washington PD Don Davis to VP/GM level
- Liz Kiley joins KFAC/Los Angeles as PD
- Mike Edwards selected as WKSE/Bufalo OM
- Kevin Stapleford promoted to XETRA-FM (91X)/San Diego PD
- "Magic" Matt Allan appears at KIIS-AM & FM/Los Angeles for PM drive

5 YEARS AGO TODAY

- Dave McKay accepts KQYT/Phoenix OM
- Al Casey tapped as WMGG/Tampa PD
- Kurt Kelly becomes KLOS/Los Angeles APD/MD
- Mark Di Dia shifts to WXRK/New York as MD
- Mucho Morales hired for overnights at KMG/Los Angeles

10 YEARS AGO TODAY

- FirstCom Broadcast Services formed; Jim Long is Chairman of the Board, Jerry Atchley is President
- Brute Bailey selected as WYLD-AM & FM/New Orleans PD
- Jack Beach lands WLPL/Baltimore PD gig
- Coyote Calhoun named WAMZ/Louisville PD

15 YEARS AGO TODAY

- Simon & Garfunkel reunite at the Columbia Records Convention
- Jim Hilty promoted to KLOL/Houston PD
- Rosie Guevara appointed KHJ/Los Angeles MD

— Hurricane Heeran

DINO

ROMEO

THE NEW HIT SINGLE
AND VIDEO



#1 MOST ADDED
FIRST WEEK.
95 CHR REPORTERS!

FROM THE FORTHCOMING ALBUM 'SWINGIN'
THE SMASH FOLLOW-UP TO THE NEAR PLATINUM DEBUT 24/7

WRITTEN, PRODUCED, ARRANGED AND PERFORMED BY DINO



SLAUGHTER



"FLY TO THE ANGELS"

- Follow-up to the #1 video anthem "Up All Night"
- Album now platinum
- Sold out summer tour continues
- Already #1 Dial MTV

AOR Tracks: 24 BREAKER

Management: The Carr Co. / Budd Carr

WAS (NOT WAS)

"Papa Was A Rollin' Stone"



- | | | | |
|--------|--------|--------|------|
| WXKS | YES97 | 103CIR | WBWB |
| Y100 | 99WAYS | WOMP | KCMQ |
| KDWB | KZIO | WKSF | WKFR |
| KOY-FM | KKMG | B98 | WAZY |
| 99WGY | B95 | Q104 | WIFC |
| K106 | KQMQ | KNOE | KTRS |
| WSSX | KROY | KYYY | KFBQ |
| | KZZU | WBNQ | KTMT |

• **5 Star Rotation!**



STREET TALK®

Glass To Focus On Interscope?

Is SBK Sr. VP/Promo Daniel Glass being courted to head operations at a West Coast start-up company? And could it be the Ted Field/Jimmy Iovine Interscope label?

RCA Exec. VP/GM Rick Dobbis has offered WC VP/Product Management Randy Miller the new position of VP/Artist Development. A decision on whether Miller will take the job and relocate to NY is imminent.

Incidentally, ST hears Dobbis is now up for the President/CEO slot for all of PolyGram (not Polydor) — the job previously held by Dick Asher. Dobbis will meet with Bertelsmann Exec. VP/BMG Co-Chairman Michael Dornemann when the latter returns from vacation next week (8/6).

ST hears rumors that Epic VP/Pop Promo Charley Lake is weighing two serious Sr. VP/Promo offers (one on each coast) from start-up labels. Could those labels be East-West and Giant?

Epic Sr. VP/Promo Polly Anthony emphatically denies the rumor, telling ST, "The Epic promotion department is rock-solid from top to bottom. No one is going anywhere."

Power Cow Mooves In

WKXX (X106)/Birmingham VP/Programming & morning man Mason Dixon has flipped the CHR to "Country 106 . . . The Power Cow." He's asking for crosstown market leader Country WZZK to loan the Cow \$1.2 million "or whatever they can afford to help us with," to get out of the format, adding, "We'd even let them pay us some compliments." ST hears the spoof will be short-lived . . . and that other stations in the market could be targeted next.

Meanwhile, rumors still run riot (of course, of course) that X106 will jettison those calls and head in a Dance CHR direction.

A Tulsa move-in owned by former NFL player Ben Davis (Cleveland Browns, Detroit Lions) is preparing to debut a Classic Rock format under the calls KTHK. AC WFLC/Miami (formerly AOR WGTR) MD/midday man Brent Alberts will program the station, which needs a complete staff *prontissimo*. T&Rs to 7030 South Yale, Suite 302, Tulsa 74136.

Incidentally, ST hears former 'GTR morning cohorts Jim McBean and Scott Chapin are set to fill the AM drive opening at WCSX/Detroit.

Rumor Control

- Are major A&M layoffs on the horizon now that the label is under the auspices of PolyGram? Sr. VP/Promo Charlie Minor denies any slicing from his staff will take place.
- Is former Chrysalis co-founder Terry Ellis's new label about to hook up with an existing BMG label?
- Has Emmis Broadcasting bought out the non-compete clause of Alliance Broadcasting President John Hayes from his former employer (Price Communications) so that the deal to sell X100/SF to Hayes can go down?
- Columbia VP/Artist Development Kid Leo denies the rumor that he's headin' back to radio to join Carl Hirsch and Dean Thacker's recent acquisition, WMJI/Cleveland. Leo's closing on his new house this week.
- Was WCKZ/Charlotte APD/MD Don O'Neal's suspension due to pending job offers or abusing station restaurant trades? O'Neal's contract is up August 31.
- Incidentally, if Power 99/Atlanta's latest efforts to bring WPLJ/NY night rocker Domino back to the station don't succeed, look for O'Neal to become Programming Asst. to Power 99 PD Rick Stacy.
- Is there another format adjustment in the works at PD-less CHR WDFX/Detroit? (John McFadden is the interim PD.)
- Look for an announcement concerning the sale of CHR WOVV/West Palm Beach (and the name of its new PD) later this week.
- Wasn't former Capitol VP/Artist & Product Development Bill Burks butterfly bound as Michael Stotter's replacement? Despite the label's current hot streak, ST hears the Burks deal is off and that Chrysalis cuts are forthcoming.
- Is KHMJ/Houston MD Michael Newman looking to hitch his britches to a PD post?
- Could former B94/Pittsburgh PD Clarke Ingram already be the leading candidate for the newly vacant WHXT (Hot 99.9)/Allentown PD gig?
- Although rumored to be heading to WEGX/Philly or Power 108/Cleveland, WKSE/Buffalo night rocker Smokin' Willie B says he ain't going nowhere.

In the wake of former CEMA staffer Don Newkirk's suit (ST, 7/27), the Los Angeles Times reports that "the Justice Department is continuing a long-rumored probe into music industry influence over sales data that Billboard uses to rank the nation's 100 best-selling albums."

Of particular interest to the Feds, the Times claims, are allegations that record companies have used gifts and money to bribe retailers to help boost an LP's chart position.

Continued on Page 30

\$10,000 REWARD...

That's right, we'll pay a \$10,000 finder's fee to the first person who first gets to us a useable audition tape along with the name, address and phone number of our next morning show star. *It could be you...or your competitor.* (No recruiters, agents or consultants eligible.)

T&R to Steve Ellis, KLSX, 3580 Wilshire Blvd., Los Angeles, CA 90010.
Copy of rules available at KLSX.

KLSX 97.1

LA's Classic Rock

Greater Los Angeles Radio. EOE M/F

"NOTICE ME"
Was his smash
Debut single.
Radio noticed.
Listeners noticed.
Retail noticed.

NIKKI

His new
single
is here...

"IF YOU WANNA"

The New Single • The Follow-Up To The Smash Single, "Notice Me" • From The Debut Album Nikki

PRODUCED AND MIXED BY KEITH COHEN
CO-PRODUCED BY NIKKI
MANAGEMENT: JOHN HARTMANN
& ELLIOT ROBERTS FOR LOOKOUT MANAGEMENT
© 1990 THE DAVID GEFLEN COMPANY



JUDE COLE



"Time For Letting Go"

The follow-up to the across-the-board smash "Baby, It's Tonight" from the album *A View From 3rd Street*. Watch for the video directed by Kiefer Sutherland!

NEW & ACTIVE

- | | |
|---------------|-----------------------|
| 105/29 | One Of The MOST ADDED |
| PRO-FM deb 34 | KZ106 22-19 |
| PWR99 deb 31 | WZYP 39-35 |
| WGH deb 32 | WQUT 25-21 |
| WNVZ add | KTUX 39-32 |
| Q95 24-22 | KZIO 37-32 |
| WKBQ add 35 | WGRD deb 24 |
| Y108 add | KZ93 26-23 |
| KXYQ deb 25 | WZOK 27-24 |
| KCPX add | KWSS deb 29 |
| KUBE deb 30 | WJMX 37-25 |
| 999KHI deb 33 | KPAT 28-25 |
| 98KXY deb 30 | KFMW 40-34 |
| 195 30-27 | KGOT 39-34 |

AC 25

© 1990 Reprise Records

Continued from Page 28

KJMZ (100.3 Jamz)/Dallas off-air MD **Carolyn Robbins** was laid off last Wednesday (7/25), owing to her position having been eliminated. Look for APD/afternoons **Tom Casey** to assume her duties — unless he makes good on the rumors and takes the PD slot at CHR **WNTQ (93Q)/Syracuse**. Reach Robbins at (214) 522-0042.

Rocky & His Funds

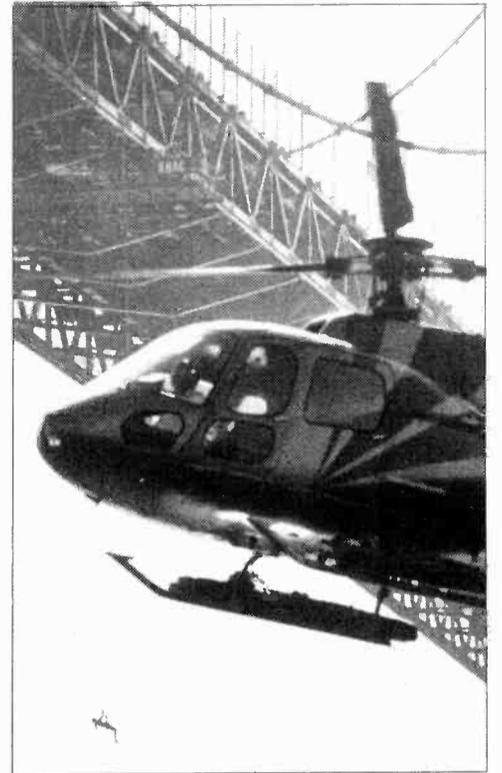
ST hears the deal for **WKSE/Buffalo** wakeup artist **Rocky Allen** to join mornings at **WPLJ/NY** was a BIG 'un. The multiyear contract reportedly includes a first-year base of \$400,000 plus a bonus structure whereby Allen could more than double that figure. The second year jumps to a \$500,000 base and a similar bonus structure. The first two years are no-cut, and there are options for additional years of service as well.

ST hears that **Wing** artists **Tony! Toni! Tone!**'s new single ("I Feel Good") will be worked by **Polydor and Mercury**. After this one, all Wing artists' discs will be handled by the Mercury staff. Does this further indicate that Wing Exec. VP & Creative Affairs/GM **Ed Eckstine** will soon be named President of Mercury?

Albuquerque-based syndicator **Drake Chenault** tells ST that as of July 1 the company's gross sales are higher than the total for all of last year. This bit o' honey comes on the heels of talk that some D-C checks were bouncing. A D-C official confirmed that there were problems with four payroll checks, but attributed the incidents to computer glitches at the bank.

Groovemeisters

- After six-and-a-half years with **A&M**, Windy City-based Nat'l Dir./AOR Promo **Jordan Zucker** resigns, effective September 1. Reach him at (312) 472-5162.
- Those vacant **Atco** local promo slots in Cincy, KC, and DC have been filled. Names in next week's ST.
- **Arista** veteran Chicago/Midwest Regional Promo Dir. **Tom Moran** exits. Regional AOR Dir. **Mia Klein** takes over Chi-town duties, while **Charlie Foster** from **AIM Marketing** will handle the Midwest region, working out of Minneapolis. Reach Moran at (312) 935-1578.
- Meanwhile, AOR **KFMU/Steamboat Springs, CO** PD/afternoon driver **Dave Ross** exits to become Arista's Dallas-based Regional AOR rep. **KFMU's** new PD is **Mike Huston**, formerly with **WYND/Washington**.
- **EMI WC** Regional Marketing Dir. **Rob Gordon** has shifted to a similar position with **Capitol**.



CORD ON STEW — Yes, friends, that little bitty dude in the picture is **KNAC/Long Beach** morning sidekick **Stew Herrera**, snapped seconds after he strapped on a bunji cord and, wired for sound, dove 165 feet off the **Vincent Thomas bridge** while morning partner **Gonzo Greg** broadcast the blessed event live! to the vicarious delight of the AOR station's listeners. And it sounded something like AAAAAAARRRRGGGGG-HHHHHHHHHHHH!

On The Tip

Album Network MD Art Phillips resigned Monday (7/30). Will he soon be found heading up the **Hollywood Records** AOR promo department? Could be some legal fireworks over this one, seeing as how Phillips is under contract to the publication.

By the way, **Narada Productions GM Bob Reitman** is rumored to be going Hollywood in a marketing honcho role.

Meanwhile, former **EMI VP/Promo** and current **Monday Morning Replay VP/Nat'l Sales Tony Smith** also has resigned to seek new opportunities. Reach him at (313) 645-1686.

And . . . is **MMR Urban Radio AE J. Michael McKay** heading back to Radioland? And is another **MMR** staffer going back to the Midwest?

Leap O' The Week

Joyce Thompson jumps from **Airwatch Traffic** reporter and weekends at **KKYY (Y95)/San Diego** to afternoons at **KGUM (Z98)/Guam**.

Continued on Page 32

Rocky Allen, Mornings-WPLJ / Kid Kelly, Nights-Z100 / Janet Dean, Late Nights-Z100 / Paul Cannon, PD-PRO/FM / Lorrin Palagi, OM-Q107.

WHAT DO THESE PEOPLE HAVE IN COMMON?

They all got there from KISS 98.5 in Buffalo.

In the last 2 years, the best way to get to Z100, WPLJ, Q107 or WPRO-FM has been to get a job at **WKSE/Buffalo**. Now our morning man is headed for **WPLJ** and we're looking for the next star!

T&R To:
Mike Edwards
695 Delaware Ave.
Buffalo NY 14209

KISS 98.5 FM
THE #1 HIT MUSIC STATION

To get there... start here!

EOE

INDECENT OBSESSION

"tell me something"

Written and Produced by: Indecent Obsession

IN JUST 4 WEEKS!
ON 125 CHR STATIONS
MOST ACTIVE
NEW & ACTIVE 125/21

KEY ADDS INCLUDE

KDWB add
KUBE add

KEY ACTIVITY

WXKS 23-17
B97 deb 30
WGH 34-30
KSAQ 30-24

WLOL deb 32
WKBQ 29-22
KISN 38-35
B93 37-33

K98 deb 30
WHHY deb 34
KROY deb 30
HOT949 deb 23

BELL BIV DEVOE

"DO ME!"

Produced by: Carl E. Bourelly for Zomba Productions and Bell Biv DeVoe
Executive Producers: Hiram Hicks and Louil Silas, Jr.

ALREADY...

CHART 32 - 27

#3 MOST ACTIVE

3rd NEW & ACTIVE 140/20

#3 MOST ADDED

KEY ADDS INCLUDE

WXKS add
PRO-FM add 35
KKBQ add
WNVZ add
Q105 add
WLOL add

glenn
MEDEIROS

KKRZ add
Q106 add
WIOQ add 29
KITY add
WMJQ add 28
TIC-FM add
Y107 add
KROY add
KWOD add 33

"All I'm Missing Is You"

Produced by: Ray Parker, Jr.

MCA
THE SPOTLIGHT IS ON

Continued from Page 30

Starting in 1991, **KVIL-AM & FM/Dallas** will become the flagship stations for the Dallas Cowboys. This marks the end of a 19-year relationship with crosstown **KRLD**. Speculation is that KVIL ponied up \$3.5 million per year.

Jimmy Ienner's new music 'n' film venture with **BMG — Rendezvous Entertainment** — opened for business Wednesday (8/1). Rendezvous at (212) 930-4760.

WLIT/Chicago has slightly realigned its programming. As a result, evening personality **Steve Ruxton** exits. Reach him at (312) 616-1524. Production Dir. **George Briggs** moves into the 7pm-midnight slot and APD **Gene Honda** takes on added production duties.

Congratulations to **KABC/L.A.**, which celebrated its 30th anniversary as a Talk station this week.

Somebody Say Oopsala

R&R's musical chartmeisters found their minds on vacation and their mouths workin' overtime when they wrote last week that **Mariah Carey's** "Vision Of Love" became "the first record in our recollection to ever hit No. 1 in three separate formats in the same week!"

Setting the record straight: **Stevie Wonder's** "Part-Time Lover" did the chart-topping hat trick with AC, CHR, and Urban on October 25, 1985.

And . . . **Lionel Richie's** "All Night Long (All Night)" went *three weeks* at #1 for AC, CHR, and Urban from October 28 through November 11 in 1983.

And . . . back in the days when the Back Page consisted of CHR, AC, AOR Tracks, and AOR Album charts, the **Police** topped all four with "Every Breath You Take" and "Synchronicity" on July 15 and July 22, 1983. Hey, at least "our recollection" goes back almost five years . . .

Heard subbing for vacationing **KLOS/L.A.** morning duo **Mark & Brian** this week: baseball great-turned-radio host **Steve Garvey**, L.A. Lakers **Michael Cooper** and **Byron Scott**, and actors **Jim Belushi**, **John Stamos**, **Dave Coulier**, and **David Hasselhoff**.

Congratulations to **KTNQ/L.A.** morning legend **Humberto Luna**, who'll be honored with a S*T*A*R on the world-famous Hollywood Walk Of Fame on October 12, the Dia De La Raza.

Chatterbox

- **Pollack Media Group** has inked a deal to serve as music consultant to **MTV Europe**.
 - Former **WMMS/Cleveland** OM **Rich Piombino** is the new Promotion Dir. at **WQCD/NY**.
 - Urban **WJMH (102 Jamz)/Greensboro, NC** PD **Chris Bailey** is out. Reach him at (919) 299-6084.
 - **Power 99/Atlanta** PD **Rick Stacy** will be consulting **XL106.7/Orlando**, which he programmed when it was known as **Y106**.
 - **J.R. Nelson** is leaving the Production Dir. slot at **KDWB/Minneapolis** to become **Legacy's** Corporate Production Dir., based at **KJQY/San Diego**.
 - **WRUF/Gainesville** ups **Christie Clark** to MD.
 - With **KQHT/Grand Forks, ND** PD **Ray Bell** exiting for afternoons at **KRNQ/Des Moines**, 'QHT MD **J. Murphy** becomes PD.
- Meanwhile, **KRNQ APD/MD Bob Lewis** is now PD/afternoons at **KGGG/Rapid City**. Midday personality **Linda Austin** becomes **KRNQ MD** and the new Research Director is **Paul LeFort**.

• **WFXX/Williamsport, PA** is switching from CHR to AOR.

• On August 20, **WSRZ/Sarasota** will switch from CHR to Gold under consultant **Pete Salant**. PD **Rich Panama** is exiting — and closing on a new PD gig.

• **KZOZ/San Luis Obispo, CA** PD **Chris Ruh** has been replaced by **Sam Jackson**, who previously programmed nearby **KRQK**. Reach Ruh at (805) 481-3106.

• **Jim Scott** will now handle PD/MD duties at **KNIN/Wichita Falls, TX**. Meanwhile, new Promotion Dir. **Eric Harley** segues from overnights to cohosting mornings.

• **Ken Pauli** will soon be leaving as PD of **AC WFAS/White Plains, NY**. MD **Sue Richard** becomes interim PD. Reach Pauli at (914) 627-3616.

• **KIXY/San Angelo, TX** PD **Jeff Garrison** is out, citing philosophical differences. Reach him at (915) 942-1377.

• Former **WQUE/New Orleans** Promotion Dir./late-nighter **Flyin' Brian** lands nights at **WGTV/Dayton**.

• **Scott "Magic" Michaels** joins **Gold WZL/Norfolk** for mornings.

• Former **KYNO-FM/Fresno** night rocker **Mike Shannon** is now doing nights at **KHTK/St. Louis**.

• **WAXY/Miami** midday maven **Ellen Jaffee** exits for an overseas on-air position.

Kaiser Doubles His Pleasure

Enigma Sr. VP/Promo **Sam Kaiser** had the thrill of a lifetime while attending a St. Louis Cardinals "Fantasy Baseball Camp" Sunday (7/22) at Busch Stadium. He hit a stand-up double against Hall of Famer/former Cardinal hurler **Bob Gibson** — off a pitch that was clocked at *90 mph!*

ST hears that **Bullet Bob** was none too happy about Kaiser's ill' feat, particularly since **Der Kaiser** was wearing **Stan Musial's** old uniform.



MAXI PRIEST

Close To You

The Debut Single From The Album **BONAFIDE**

- Y108 deb 29
- KKRZ 20-16
- KCPX deb 21
- KISN 23-19 HOT
- Q106 20

BREAKERS

CHR 37 - 32

- WXKS 20-16
- PRO-FM 27
- PWR99 19
- KEGL
- KHMX add 25
- KRBE 18
- WNVZ add
- KSAQ 29-25
- PWRPIG 17-13
- Q105 21-18
- B96
- Q102 add 33
- WPHR 19
- WL0L 13
- WKBQ
- KS104 deb 24

- KPLZ 30-26
- KUBE 18-14
- HOT97 29
- WPGC add
- KITY 14
- HOT102 25-19
- PWR106 32
- KKFR 26
- KOY-FM 25
- FM102 22
- KMEL 27-23
- HOT977 31

- Urban 45/7
- AC 17/6



Add & B.E.T. **Billboard Club Chart Debut 36**

Produced by Geoffrey Chung for Penetrate Productions, Sly Dunbar and Handel Tucker Don Taylor Management.

VH1 5 STAR ROTATION





RANTEL

Advanced Perceptual Research

Laurel, Maryland · 301-490-8700

THE EPIC HIT PARADE CONTINUES...

CALLOWAY

"ALL
THE
WAY"



NEW & ACTIVE

NOW ON 88 CHR REPORTERS
INCLUDING:

WXKS WLOL HOT97 PWR106
PWRPIG KS104 KITY KKFR
Q105 KKRZ KTFM FM102
KDWB KUBE HOT102 HOT977

URBAN CONTEMPORARY
CHART 32

"Expect Calloway to go 'All The Way' to the top! It's a smash and my personal fave."

Hawk Harrison, MD/Y107

"Started it in daytime rotation and requests have really picked up. More than one mix to suit your needs."

Dana London, MD/HOT102



ANA

WITH JORDAN KNIGHT

"ANGEL
OF
LOVE"



NOW ON 30 CHR REPORTERS
INCLUDING:

B97 XL1067
Z95 11 CK105
WDFX 16-11 KHTK 4-3
WHYT 10-9 HOT WRQN
KS104 KKXX add
Y108 7-6 HOT KSND
B95 deb 37
KWNZ
WKEE deb 31 KZZU
WSPK 103CIR 5-5
WKRZ 39-34 WZKX
KZZB WJMX
YES97 WVBS deb 39
KZFM WCIL 14-8
KZOU KGOT add
KBFM Y97

"Consistent top 5 phones at WHYT!"

Mark Jackson, Ass't PD/MD

WHYT 20-10-9



LOUIE LOUIE

"I WANNA
GET BACK
WITH YOU"



FIRST WEEK:
MOST ADDED!

26 CHR REPORTERS
INCLUDING:

WXKS
PRO-FM
PWRPIG
KKFR



Calarco

Continued from Page 1

The CBS FM Group is comprised of WCBS-FM, KODJ/Los Angeles, WBBM-FM/Chicago, KRQR, WOGL/Philadelphia, WJOI/Detroit, WODS/Boston, WLTT/Washington, KLTR/Houston, KTXQ/Dallas, KLOU/St. Louis, and WYNF/Tampa.

Allen

Continued from Page 1

Allen told R&R, "The people at WPLJ have demonstrated a huge desire to win. I'm concerned about all the competition, and we'll do our best against everyone in the market, not just Z100. There's a great morning staff already in place at WPLJ, so I'm anxious to get in and make it happen."

Prior to joining WKSE two-and-a-half years ago, Allen did mornings at WLAV/Grand Rapids and WYMJ/Dayton.

Digital Radio

Continued from Page 3

ica contends another 15-20 MHz is needed for international satellite broadcasting.

Strother, meanwhile, wants much lower frequencies for his proposed 48 MHz. NAB, however, calculates that only 20 MHz is needed to accommodate 10,000-12,000 stations nationwide, using the same DAB system advocated by Strother. NAB representative Ralph Justus told R&R that current broadcasters should have an "opportunity to homestead on the new frequencies," but that NAB is not advocating a phaseout of the AM or FM bands.

Factoring in NPR's requested 20% set-aside, the advisory group concluded the digital radio systems thus far proposed would require from 111 to 162 MHz. That hefty spectrum request, the panel conceded, ignores "the possibility that the market for digital radio broadcasting . . . may not be sufficiently large to support independent terrestrial and integrated satellite-terrestrial systems."

The committee's spectrum estimates don't include a proposal by Gary Noreen's Radio Satellite Corporation, which wants to include ten audio channels in a package of satellite-mobile services. Nor did the group receive any input from Norris Satellite Communications, which included satellite radio among possible uses for its proposed Ka-band satellite (R&R, 7/27).

WCCO Supports Satellite

WCCO/Minneapolis-St. Paul has broken ranks with NAB, which opposes any satellite radio allocation, and declared its support of CD Radio's satellite proposal. The 50kw giant, in a filing with the FCC, said the diverse offering of programming nationwide would afford the public "a choice of all of America's regional flavors." WCCO also said it and "other clear channel stations and heritage stations should be given a first opportunity or grandfathered priority on the use of the newly proposed technologies."

Fields

Continued from Page 1

Fields added, "I take great pleasure in joining Motown to be part of chapter two of one of the greatest stories in music history. I'm excited about working with [President/CEO] Jheryl Busby, one of the true industry giants, and the young energetic Motown staff. I feel this kind of environment — a smaller, young and growing company — will give me the opportunity to stretch and grow."

Concurrently, Fields announced several changes in the national sales staff. While Curtis Lloyd continues as National Sales Director, 15-year industry veteran Peter Mollica comes aboard as Production/Inventory Control Manager.

Three Regional Sales Manager posts have also been created. Dave Cline will oversee the West Coast, Barbara Sanders will handle the East Coast, and Ron Iaforaro will supervise the Midwest. Cline was formerly VP/Sales at Media Home Entertainment, Sanders was Motown's East Coast Marketing Specialist, and Iaforaro worked at Preferred Marketing, a record promotion and consulting company.

And there are four new Field Marketing Representatives: Suzzette Provost, East Coast; Steve Henderson, West Coast; Lisa McCall, South; and Zina Compton, Midwest. Becky Clark takes on Sales Coordinator duties.

Alden

Continued from Page 1

A 20-year music veteran, Alden joined Elektra in 1979 as Philadelphia Promotion Marketing Manager. After working his way up from Regional to National Marketing Manager, he was named VP/CHR Promotion in 1987 and relocated to New York. He was appointed Sr. VP/CHR Promotion last January. Prior to Elektra, he served as Local Philadelphia Promotion Manager at Atlantic and RCA.

Lewis

Continued from Page 3

Lewis was most recently MCA VP/Field Marketing. Before joining the company last year, he spent 13 years at CBS Records.

Beck

Continued from Page 3

want to fine-tune the station and take it to the top."

Beck begins August 27. His career includes programming stints at Wichita Falls, TX outlets KKQV and KNIN, and a stopover as Asst. PD at KHYI (Y95)/Dallas.

Anthrax Bones Up On Album

Island President Mike Bone paid a visit to Anthrax at Electric Lady Studios in New York recently. The band, with the help of Steve Thompson and Mike Barbiero, were mixing their forthcoming album, "Persistence Of Time." Taking a breather are (kneeling, l-r) the band's Charlie Benante, Joey Belladonna and Scott Ian; (standing) Anthrax's Frank Bello, Thompson, Bone, Barbiero, managers Jon and Marsha Zazula, and the band's Dan Spitz.

Spectrum Fees

Continued from Page 1

Triple Whammy

As in past battles over spectrum fees, the NAB argues that a spectrum fee is unfair because broadcasters already "pay" for their use of the airwaves with their public service obligations.

In addition, May said, a spectrum fee would lead to a federal "triple whammy" for broadcasters, who already pay income taxes and various FCC fees. Attempting to pass on new costs to advertisers would only hurt an already weak advertising market, he added.

In addition to the spectrum fee, the budget summit group is said to be mulling two other proposals that would affect broadcasters: a plan to reduce the tax deductibility of all advertising expenditures, and a proposal to eliminate the deductibility of beer and wine advertising.

May said NAB's efforts to battle the beer and wine proposal have been somewhat hampered by the lobbying of "more than one beer company" seeking to avoid an excise tax on beer by agreeing to accept a reduction in the advertising deductibility for beer and wine.

Forest Service Freeze

In other legislative developments:

• May said NAB has negotiated a one-year extension of the current freeze on fees the Forest Service can charge broadcasters whose transmitters are on federal land. The extension, which also bars the Bureau of Land Management from hiking land use fees, is included in both the House and Senate versions of the Interior Department appropriations bill.

• NAB officials urged broadcasters to closely monitor the debate over campaign reform legislation. Bills pending in both houses could have a major effect on how broadcasters may do business with politicians.

STAFF

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Successful Dealmaking In Turbulent Times

By Dan Gammon & Bill Steding

It may be difficult for radio entrepreneurs to believe, but deals are being consummated despite the current chaotic lending climate. Broadcasters should realize the financial markets — in terms of deal flow and pricing — have changed, but there are new techniques that can be used to get contracts signed and deals closed.

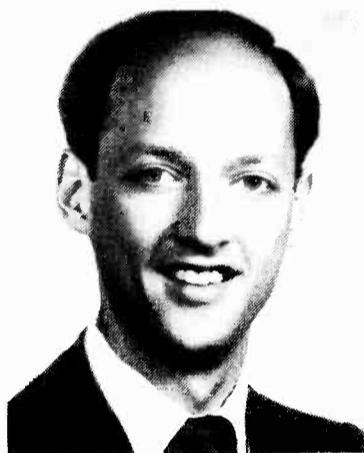
Latest Trends

We're witnessing the following trends in the station trading market:

- Banks with troubled loans are not triggering defaults and forcing sales. With few exceptions, banks don't want to operate radio properties and don't have a better operating option available. They're "putting pressure on," but aren't "pulling the trigger." Therefore, the flood of inventory predicted by many bargain hunters has not materialized — and we believe it won't. Some banks are giving extensions up to 18 months to operators with serious debt stress.

- The complicated deal structures of the '80s have given mezzanine lenders a veto power over whether or not to accept a sale offer. This veto power can keep banks from selling for what they have invested in a property. Distressed inventory will be on the market, but only as long as there are buyers paying fair prices.

- Sellers are waiting for prices to improve and market liquidity to return. The total debt leverage available to buyers has decreased 10-20%, forcing prices down by a like amount. This 10-20% decline often represents the owner/operator's equity split. Selling into a down market often wipes out 100% of the operator's return, eliminat-



Dan Gammon

- Buyers sense the rules of the game are changing and are reluctant to commit to a transaction at levels greater than "bottom-fisher bargains."

As a result of these trends, expect a trickle of deals this summer until bank regulators have finished reviewing banks and banks are able to set their own policies. More deals should happen this fall as buyers and sellers understand the new market parameters and as money becomes available. Then, as in all cyclical markets, there will be a more robust market after January 1, 1991; pent-up demand and seller needs will meet in a new, stable environment.

Station Pricing

Pricing has been permanently altered, yet there's a clear floor supporting the value of radio stations. Ten-times-cash-flow multiples occurred when senior lenders lent on five-and-a-half to six times first-year cash flow projections. Because many broadcast loans are "off plan," banks are now unwilling to lend at levels greater than five to five-and-a-half times historic cash flow.

As many station owners have noted, there's now an even bigger gap between what lenders will discuss and what they'll commit to. Expect eight- to nine-times-cash-flow multiples for all cash deals in the foreseeable future (the next two years) in the middle markets (25-125), multiples as low as seven times cash flow in small markets, and multiples as high as nine times cash flow in the top 25 markets for mature cash flow properties.

The effect of commercial lenders' return to the market will be an increase in market liquidity, not increased values. Achieving multiples higher than eight to nine times

"More deals should happen this fall as buyers and sellers understand the new market parameters and as money becomes available."

cash flow will require financing participation by the seller.

It's important to note the sky isn't falling, there's no feeding frenzy, and the market isn't in a pricing freefall. Any deal being closed these days is a classic "good" deal; i.e., more than the buyer wanted to pay, less than the seller expected to get. Not a single deal has been announced as a "steal" for the buyer. This is encouraging to the banks and indicative of radio's investment stability and the future stability of pricing once liquidity returns.

How can you get 1989 prices in a '90s banking environment? Through seller participation. If the banks won't lend more than five to five-and-a-half times cash flow and more equity has already been put into the deal, then the best way to bridge the gap between the bid and asking prices is with some form of seller participation. Broadcast cash flow can service the debt (of bank and seller), but some of the risk has to be switched from the senior lender (where it doesn't belong) to the seller (who is deriving the benefit of the higher price and, consequently, should bear the risk).

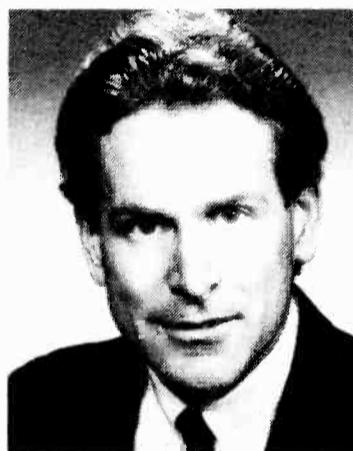
Seller Participation

The fact that sellers were able to demand all-cash deals in the '80s was primarily a function of aggressive lending by broadcast banks. Those days are over. When banks return to the market, it will be at conservative levels for the foreseeable future. Consequently, every seller we advise is offered two prices at which we believe a deal can be made — an all-cash price and a price including seller participation. The differential is greater than it has been in the past. The premium associated with terms was generally 10-15% of the

"The sky isn't falling, there's no feeding frenzy, and the market isn't in a pricing freefall."

Market Forecast

- Easy credit is history owing to the S&L crisis.
- Deal flow will pick up as new rules are established.
- Seller participation will increasingly bridge the gap between the bid and asking prices.
- New techniques to ensure a deal closes will become more important in the foreseeable future.



Bill Steding

purchase price. Of the deals being made now with seller participation, the premium appears to be 15-20%.

The most common forms of seller participation include a return to the seller based on station performance, equity participation in the acquiring company by holding a 20% interest in the surviving entity, and a seller note structured as a mezzanine layer.

A cut in the capital gains tax would spur asset values (in both real estate and radio). This would help bank portfolios and lead us quickly out of the current environment. A call to your congressman or senator on this issue could be an excellent move to improve the value of your assets. Interest rates have been stable for a long time. Yet, if they move down, multiples will move up. The reverse is also true.

New Closing Techniques

Where certainty of closing is paramount (more important than price, confidentiality, etc.), there are a number of effective techniques you can use in purchase and sale contract negotiation:

- A price set at "closing" based upon station performance up to that date on a formula agreed to by buyer and seller. This enhances the deal's appeal to lenders and investors.

- Structuring a price adjustment clause in lieu of a "material adverse change" clause. Contemplating shortfalls up front avoids last-minute, painful negotiations and helps ensure the deal will close. Typical adjustments are to take the gross revenue at the time of the sale, convert it to a multiple of the purchase price and, at closing, multiply the trailing 12 months' gross revenues by this multiplier to

determine what must be paid at closing. Do the same with cash flow. We've heard discussed, but not seen in a contract, a form of ratings share times cash flow adjusters used to arrive at a multiple. Generally, ratings are too uncertain to rely upon.

- A specific "conduct of business" clause in lieu of a "material adverse change" clause. Here, the seller contracts to spend a certain amount on promotions and/or to keep key employees in place through the period between contract signing and closing. This clause is becoming very specific in its scope and substance in today's purchase and sale agreements.

- Acceleration of escrow procedures and amounts. One possibil-

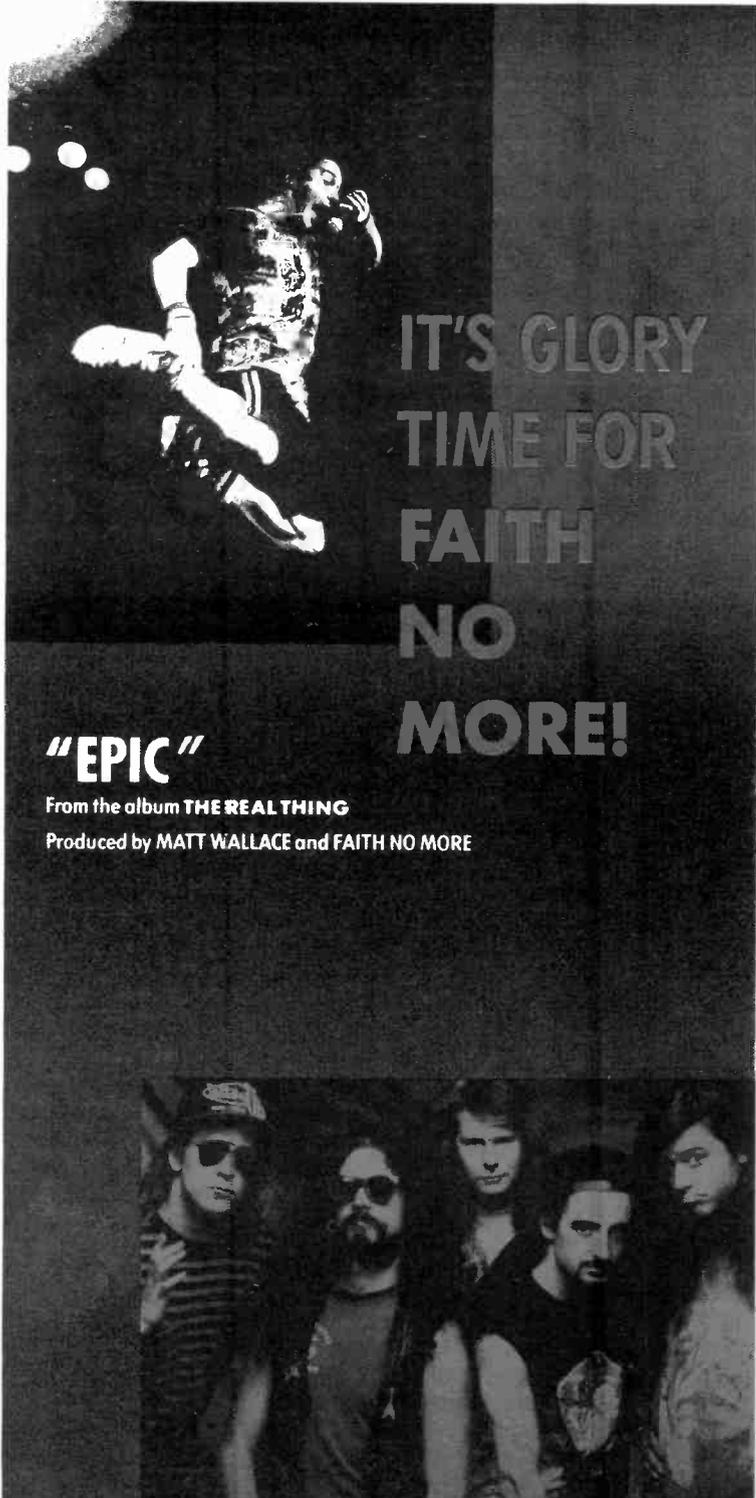
"How can you get 1989 prices in a '90s banking environment? Through seller participation."

ity we've seen: buyers putting up money (\$25,000-\$50,000) with a letter of intent and then, at contract, putting up a standard escrow with a specified additional amount in liquidated damages for buyer's non-performance. Typically, this is an amount equal to the escrow, although we encourage sellers to get a greater amount of maximized pressure on the buyer to close. In exchange for these security enhancements, the seller will give the buyer a price adjustment clause and a favorable "conduct of business" clause.

- All transactions signed through our company are securing senior financing before signing the contract and often are getting proposal letters before signing the letter of intent. This is slowing down the process of station transactions but improving the certainty of closing the deal.

Dan Gammon is President, Bill Steding is managing partner of Washington-based Americom Radio Brokers, Inc. They can be reached at (202) 737-9000.

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Z100 add 26	HOT	KQKQ 5-4	HOT
PWR99 17-15	HOT	KMYZ 15-8	HOT
KSAQ 4-2	HOT	WNYP 30-25	HOT
Z95 6-1	HOT	WKSF 24-17	HOT
WKBQ 33-23	HOT	Q104 3-2	HOT
KPLZ 8-6	HOT	Q101 deb 28	HOT
PIRATE 5-4	HOT	KNIN 9-5	HOT
JET-FM 14-9	HOT	KYYY 19-11	HOT
WPST 22-19	HOT	WBNQ 19-14	HOT
195 4-1	HOT	KPAT 15-12	HOT
YES97 16-11	HOT	KPXR 11-9	HOT
WHHY 16-13	HOT	Z97 34-30	HOT
92X 3-1	HOT	KFTZ 18-12	HOT
WVIC 20-18	HOT	ZFUN 1-1	HOT

AND THE EPIC CONTINUES...



Portland, OR

	Winter '90	Spr '90
KUPL-FM (Ctry)	7.5	9.0
KKRZ (CHR)	9.6	8.9
KEX (AC)	7.8	8.8
KKCW (AC)	8.1	7.0
KINK (AOR/NAC)	6.7	6.2
KKSN-FM (Gold)	3.9	5.6
KXL (N/T)	5.5	5.6
KGON (AOR)	5.6	4.9
KUFO (AOR)	4.5	4.7
KXL-FM (B/EZ)	7.9	4.5
KXYQ (CHR)	4.3	4.3
KKSN (Gold)	2.9	4.1
KWJJ-FM (Ctry)	3.0	2.5
KGW (Talk)	2.1	2.4
KMJK-FM (AC)*	2.4	1.6
KWJJ (Ctry)	1.4	1.5
KPDQ-FM (Rel)	1.9	1.3
KESI (NAC)**	1.6	1.1
KUPL (Ctry)	1.2	1.1

*Formerly Classic Rock
**Formerly KYTE (Clas)

Hartford- New Britain- Middletown

	Winter '90	Spr '90
WTIC (AC)	16.8	18.7
WTIC-FM (CHR)	10.5	8.3
WRCH (AC)	8.2	7.5
WKSS (CHR)	5.8	7.4
WWYZ (Ctry)	9.1	6.8
WCCC-AM & FM (AOR)	5.0	6.3
WDRC-FM (Gold)	4.8	6.3
WHCN (AOR)	5.5	5.8
WIOF (AC)	5.6	5.8
WAQY (AOR)	1.8	2.3
WDRC (Gold)	1.2	1.5
WKCI (CHR)	1.2	1.5
WPLR (AOR)	1.8	1.5
WPOP (N/T)	3.3	1.5
WFAN (Sports)	1.2	1.1

Monmouth- Ocean, NJ

	Fall '89	Spr '90
WADB (B/EZ)	3.3	5.6
WPAT-AM & FM (B/EZ)	5.0	5.6
WXRK (CR)	5.1	5.3
WNEW-FM (AOR)	5.6	4.9
WOBM-FM (AC)	7.0	4.0
WHTZ (CHR)	3.3	3.7
WYNY (Ctry)	2.5	3.6
WPLJ (CHR)	4.6	3.4
WJRZ (CHR)	1.9	3.3
WZVU (AC)	3.1	3.3
WJLK-FM (AC)	2.5	3.2
WCBS-FM (Gold)	3.1	3.1
WFAN (Sports)	4.1	2.9
WCBS (News)	2.4	2.8
WKXW (Gold)	.9	2.7
WOR (Talk)	5.5	2.7
WMMR (AOR)	1.2	2.5
WNSR (AC)	2.4	2.5
WABC (Talk)	3.3	2.4
WLTW (AC)	1.8	2.2
WQHT (CHR)	1.3	2.0
WHLI (BBnd)	1.1	1.4
WFG (B/EZ)	1.1	1.3
WNEW (Nost)	2.2	1.2
WJLK (Gold)	1.5	1.1
WHTG (NR)	1.4	1.0
WNCN (Clas)	.8	1.0
WOBM (Ctry)	1.0	1.0
WQCD (NAC)	1.1	1.0
WRDR (Nost)	.6	1.0
WRKS (UC)	2.1	1.0

Norfolk- Virginia Beach- Newport News

	Winter '90	Spr '90
WNOR-AM & FM (AOR)	9.0	9.1
WOWI (UC)	8.2	9.0
WFOG (B/EZ)	8.9	8.2
WNVZ (CHR)	5.4	8.2
WAFX (CR)	8.2	7.5
WCMS-AM & FM (Ctry)	8.5	7.1
WJQI-AM & FM (AC)	5.5	5.5
WMYK (UC)	5.1	5.2
WWDE (AC)	3.8	5.0
WLTJ (AC)	3.5	3.9
WGH-FM (CHR)	3.5	3.3
WNIS (Talk)	4.3	2.8
WPCE (Rel)	2.9	2.6
WZCL (CC)	2.4	2.6
WTAR (Gold)	2.9	2.4
WBSK (UC)	2.7	2.2
WOFM (AOR)	1.8	1.8
WKEZ (Ctry)	1.9	1.5

Charlotte- Gastonia- Rock Hill

	Winter '90	Spr '90
WSOC-FM (Ctry)	13.3	13.1
WPEG (UC)	9.3	11.7
WCKZ (CHR)	9.2	8.9
WRFX (AOR)	7.0	7.8
WBT (AC)	6.7	6.7
WMXC (AC)	5.7	6.3
WEZC (B/EZ)	6.8	5.6
WWMG (AC)	4.7	4.4
WZZG (CHR)	3.8	4.0
WBT-FM (AC)	4.8	3.9
WTDR (Ctry)*	5.3	3.5
WXRC (AOR)	1.2	2.1
WRDX (AC)	1.3	1.5
WFMX (Ctry)	.9	1.4
WFGW & WMIT (Rel)	.7	1.1

*Formerly WLWK

Memphis

	Winter '90	Spr '90
WHRK (UC)	13.3	12.4
WGKX (Ctry)	12.0	10.9
WDIA (UC)	9.6	9.2
WRVR (AC)	9.3	8.7
WEGR (AOR)	8.4	8.1
WMC-FM (CHR)	7.5	8.1
KRNB (UC)*	3.8	6.8
WEZI (B/EZ)	4.0	4.6
WLOK (UC)	5.6	4.5
KMPZ (CHR)	3.4	4.0
WMC (N/T)	3.3	2.9
WREC (BBnd)	2.5	2.4
KWAM (Rel)	.8	1.7
KFTH (Rel)	1.3	1.3
WXSS (UC)	1.2	1.3
WCRV (Rel)	1.4	1.2

*Now KHUL

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Salt Lake City- Ogden-Provo

	Winter '90	Spr '90
KKAT (Ctry)	10.7	8.5
KSFI (B/EZ)	9.3	8.1
KLZX-AM & FM (CR)	6.1	7.8
KISN-AM & FM (CHR)*	9.0	7.5
KSL (Talk)	8.5	6.8
KSOP-AM & FM (Ctry)	6.0	5.6
KCPX (CHR)	5.8	5.4
KRSP-FM (AOR)	2.9	4.2
KJQN-FM (NR)	2.9	4.1
KBER (AOR)	3.8	4.0
KZHT (CHR)	2.1	3.5
KMGR-AM & FM (AC)	5.1	3.3
KDYL (BBnd)	2.4	3.1
KALL (AC)	3.7	2.6
KLCY (AC)	1.7	2.1
KTKK (Talk)	2.6	2.1
KLVV (AC)	3.4	2.0
KBCK (Ctry)	.5	1.7
KSOS (AC)	.6	1.4
KUTR (AC)	.7	1.4
KZOL (Gold)	.9	1.4
KRPN (Gold)	1.0	1.0

*Not a fulltime simulcast

Orlando

	Winter '90	Spr '90
WWKA (Ctry)	11.2	9.6
WOMX-AM & FM (CHR)	8.6	9.2
WJHM (UC)	8.1	8.9
WSTF (AC)	8.3	8.6
WOCL (Gold)	7.0	7.9
WDBO (AC)	6.3	6.6
WHTQ (AOR)	6.4	6.6
WSSP (B/EZ)	5.4	6.1
WDIZ (AOR)	5.1	5.2
WXXL (CHR)	3.7	3.8
WLOQ (NAC)	4.7	3.5
WWNZ (N/T)	4.8	3.4
WJYO (AC)	4.0	3.3
WWLV (B/EZ)	2.6	2.3
WPCV (Ctry)	.6	1.3

Rochester

	Winter '90	Spr '90
WCMF (AOR)	16.7	15.1
WPXY-FM (CHR)	9.3	12.5
WVOR (AC)	9.0	11.2
WBEE (Ctry)	11.3	9.4
WHAM (AC)	9.3	8.9
WRMM-AM & FM (AC)*	8.9	7.1
WKLX (Gold)	6.4	6.0
WZSH (AC)**	5.2	5.2
WDX (UC)	4.9	4.4
WBBF (Ctry)	1.3	2.1
WMJQ (CHR)	1.0	1.2

*Not a fulltime simulcast
**Formerly B/EZ

Format Legend

AC-Adult Contemporary, AOR-Album Oriented Rock, BBnd-Big Band, B/EZ-Beautiful/Easy Listening, CC-Contemporary Christian, CHR-Contemporary Hit Radio, Clas-Classical, CR-Classic Rock, Ctry-Country, Gold-Oldies, Jazz-Jazz, Misc-Miscellaneous, NR-New Rock, N/T-News/Talk, Rel-Religious, Span-Spanish, Sports-Sports, Talk-Talk, UC-Urban Contemporary.

EZ DARK, NEW LITE SHINES!

Nashville Flips Over Soft A/C Flip!

This Spring South Central Communications' WZEZ-FM exchanged its aging easy listening audience for a younger and more saleable one as the new "Lite FM." Their Spring Arbitron results are great news for struggling easy listening stations everywhere.

Some highlights: While shedding more than half of their 55+ listeners, Lite FM scored a 47.5% cume increase 25-54, propelling the station from 6.4 to 10.2, up from #6 to #2 in the market. In fact, both cume and share were up in *every daypart 25-54!*

Among women, the new Soft A/C format was especially well received. Lite FM's total week share of the 25-34 female audience rocketed from 2.5 to 10.6, with cume up *over 300%!* And 35-44 the station increased *more than 10 full share points,* from 4.1 to a 14.8!

"You just don't get this kind of cume increase in your target demo unless your marketing is right on target," says South Central President/Radio Steve Edwards. "Like a lot of easy listening stations, our revenue share wasn't even close to our audience share. We had to make sweeping changes in the radio station and Film House helped us make those changes pay off where it counts."

If you're serious about winning in the 90's, call Film House today and put us on your marketing team for Fall.

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Setting The Standards

Debunking Lingered Myths

The '80s may have been the age of information, but they definitely weren't the age of enlightenment — at least where radio was concerned. Many GMs and PDs clung to some relatively hoary myths still in need of debunking.

Somewhere in the cloudy reaches of the radio ionosphere, there's a moldy old black book passed down from generation to generation of programmers. But the rules aren't the same as they were in 1970. What worked for some guy ten years ago isn't, in all likelihood, going to work for you today. If you subscribe to the myths described below, the ratings you're hoping for may prove similarly fictional.

Quarter-Hour Maintenance

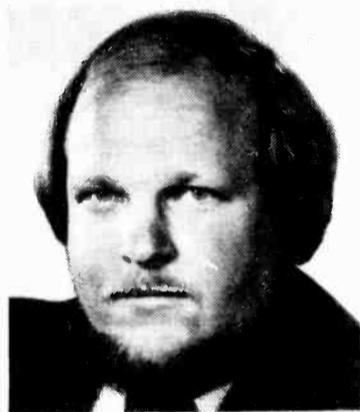
Perhaps no term has generated as much angst among programmers. The concept is to create a flow of listening from one quarter-hour to the next. The implication: if you can get someone to listen from ten after the hour to 20 after, you can convert ten minutes of listening into a half hour's worth. Quarter-hour maintenance has

“Quarter-hour maintenance is an outdated philosophy that worked when listening and recalling listening were much less complicated.”

been responsible for the creation of more than a few program clocks that in retrospect look as if they belong on the moon. And yet, to this day, I still hear passionate arguments in favor of sweeping quarter-hours from PDs who bend their clocks over backwards to comply.

Whatever sounds right for your station — whatever makes sense relative to your spot load and the on-air style you want to create — is probably the best thing for you to do. Quarter-hour maintenance is a totally outdated programming philosophy that worked when listening and recalling listening were much less complicated. In today's cluttered radio markets, the typical diarykeeper is faced with the unenviable chore of choosing between 35-40 stations. He must also remember the stations he chose and the hours he spent listening. The fact that you “swept” him across some quarter-hour means very little to him.

Quarter-hour maintenance has



Rob Balon

become more useful as a marketing concept — if you can create the perception that a listener spends lots of time listening to your station. What you need to worry about isn't how to schedule things in an hour so much as creating a palatable sound that includes what your listeners want to hear, as well as a marketing strategy to make sure they remember you gave it to them.

If all listeners listened to radio exactly the way you wanted them to and knew the product the way you wish they did, quarter-hour maintenance would be a viable concept. But you have to deal with listeners as they really are, not as you'd like them to be. Instead of designing clock manipulations, put things on-air that emphasize for listeners the time frames within which they listen to your station. Make them aware that you run items or features at certain times and that programs have particular times when they begin and end.

We can learn from television when it comes to promotion and daypart maintenance. TV viewers always know what's coming up. By

“We can learn from television when it comes to promotion and daypart maintenance. TV viewers always know what's coming up.”

contrast, radio listeners are almost invariably unaware of when things occur. And yet, to be good diarykeepers, it's critical that they have

some notion of what happens at certain times on-air. In sum, play the right music, remind listeners of program and feature timing, and do what the market's competitive factors mandate.

On-Air Clutter

There has been great debate over what constitutes on-air clutter. Stations use all sorts of tricks to sound less cluttered, less talky. But to the average listener, commercials mean talk. And far too

“When you're promoting a commercial-free hour, don't spend five minutes of that hour cramming in liners about how wonderful it is.”

many stations spend more time talking about how little they talk than they do just shutting up and letting the promoted hours stand in silent testimony.

So when you're promoting a commercial-free hour, don't spend five minutes of that hour cramming in liners about how wonderful it is. Prerecord eight call letter mentions in jingle form and let that suffice. Then play the best music in that hour, and make sure people know where it's coming from. You can say all sorts of nice things in your promotion prior to that hour and after the hour is over, but during that hour, let it alone.

I was listening to a station as it attempted the “free ride” concept from 5-6pm. Free ride isn't one of my favorite vehicles because it implies that the rest of the time we have to pay for the radio we listen to — not a good idea to suggest to the listener. In the course of this free ride, the station probably played eight or nine records but dumped in so many nonmusic elements other than commercials that there was nothing special about the hour. It was still loaded with clutter.

That hour brought to mind a classic scene from the spaghetti western “The Good, The Bad, And The Ugly.” Three guys burst in on Eli Wallach, who's sitting in the bathtub. They start talking about how many holes they're going to fill him with — and he blasts them away with a colt he's hidden in the water. He looks at their prostrate forms and says, “If you're going to talk, talk — if you're going to shoot,

Programming By Today's Rules

- Deal with listeners as they are, not as you'd like them to be.
- Take one or two positioning lines at most and ingrain them in the audience's consciousness.
- Give listeners what they want to hear and remind them you gave it to them.

shoot.” The moral for radio: if you're going to offer a commercial-free segment, make sure it's free of all extraneous clutter and all but the most essential station identifications. That way the listener will assume there really is a value-added benefit, and the station may even get credit for it.

Burnout

The only thing you can burn out on the typical music station is the music. It's what people listen for. Since they don't tune in to listen to your liners, contests, and promotions, it's tough to burn those things out. And yet stations fall over themselves trying to rotate their liners so that they appear fresh to the listener. If stations spent as much time burning things in as they spend trying to avoid burnout, radio would be reported at a much higher listening level.

Take one or two positioning lines at the most, and make sure they're ingrained in your audience's consciousness. Don't use 15 variations of the same idea; pick the statement that's most expressive and use it. Retail marketers don't use 73 positioning lines. When a product sale line is developed, marketers stick with it. McDonald's didn't

“A great cume increase could have as much to do with diary placement and the luck of the draw as it could with marketing.”

have 15 variations of “You deserve a break today . . .” It ran that theme for years. If McDonald's had been a radio station, though, we might have heard “Treat yourself to a good time today” or “When you've got nothing else to do and a lot of time on your hands, take the kids to have a burger.”

Most sensible marketers will stick to one critical product line

because that line — presented with enough frequency — will begin to establish a perceptual beachhead with the consumer.

Analyzing A Drop

One of radio's most enduring myths is that a drop in quarter-hours means there's a programming problem, but a drop in cume means there's a marketing problem. This may have been a viable concept at one time, but today, it ain't necessarily so.

Your quarter-hours can drop simply because your audience doesn't have any concrete awareness of the time you spend doing things. Moreover, listeners may simply be unaware of the amount of time they spend listening. They may or may not feel they're spending less time with the station. But the drop doesn't necessarily have anything to do with programming; it could be a marketing problem coming to the surface. And a great cume increase could have as much to do with diary placement and the luck of the draw as it could with marketing.

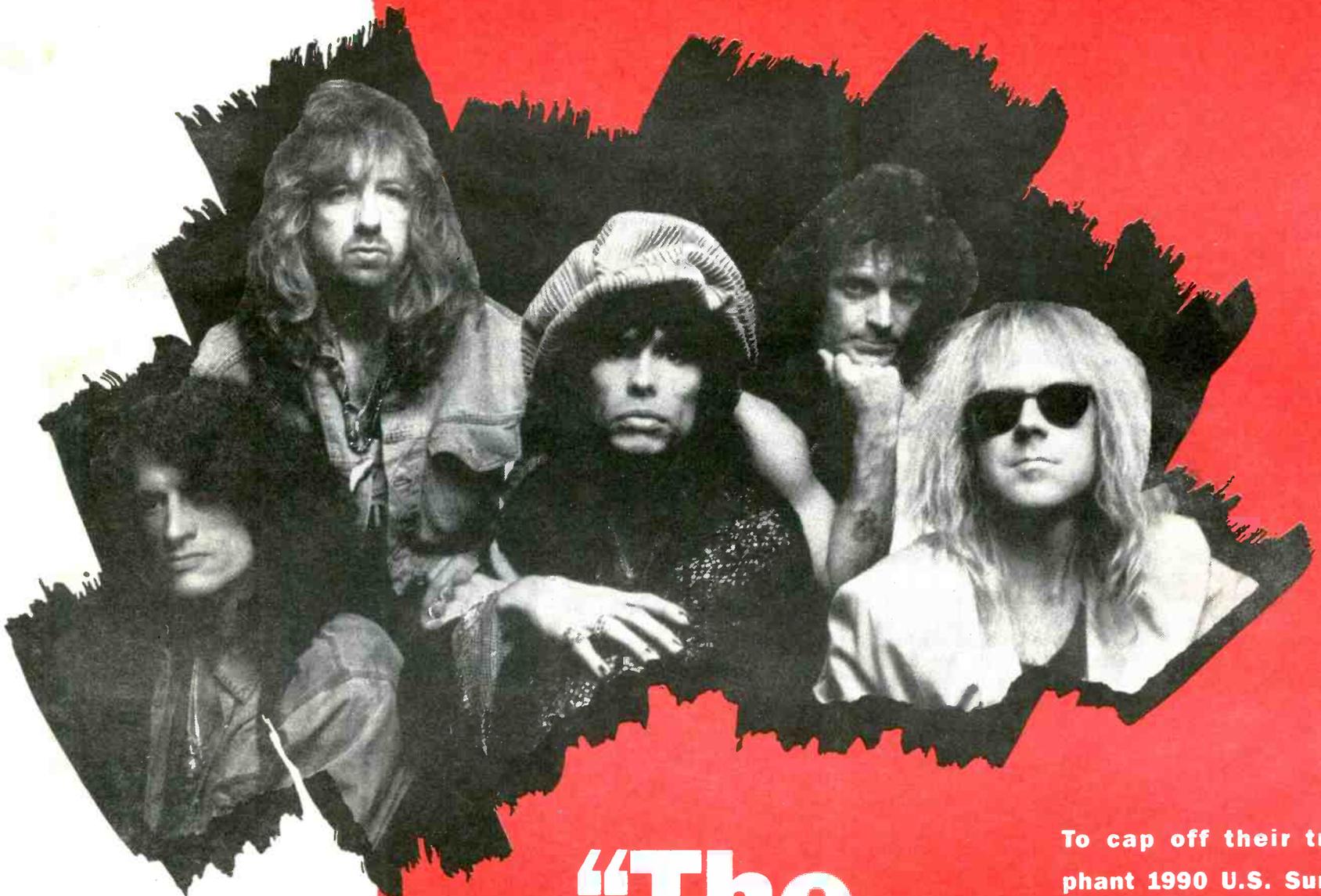
A dramatic cume decrease could possibly be a marketing problem. But there are no absolutes: there are too many variables a PD must take into account. It's a game of numbers and niches. And the intelligent programmer will do well to keep an open mind, because the rules for the '90s are radically different. They're being written all around us on a daily basis.

Rob Balon is CEO of the Benchmark Company (512-327-7010), a national market media research firm that advises radio stations on how to convert real listening into reported listening. He contributes to this section on a regular basis.

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week of
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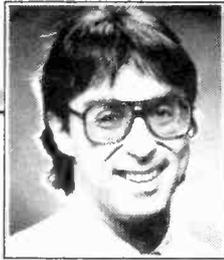
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KEN BARNES

ON THE RECORDS

PART I: REIGNING MEN

First-Name Artists — The Final Approach

One of the constant problems in creating this column (besides missing deadlines, omitting obvious facts, and coming up dry on topics, to name just a few) is biting off more than I can chew. Sometimes a subject proves to be too big to tackle with the resources of time, space, and documentation I have available.

A topic of this type that leaps to mind, one that's frequently suggested to me, is hits with titles that once belonged to completely different hit records. (Madonna's "Hanky Panky" or Billy Idol's "Cradle Of Love" are two current examples.) There could be thousands of reoccurring titles; the field is too vast to get a handle on here.

Recently a lot of hits had a "heart" theme; I started backtracking on that subject, but gave it up quickly after filling my first yellow pad.

The most troublesome of these unwieldy topics are the ones I don't realize may be too bulky until I'm halfway through researching them. The present column may well be one of those.

Name Of The Game

A few years ago, triggered no doubt by yet another Madonna hit, I touched on the subject of artists who represented themselves professionally by first name only. As more artists adopted this practice, especially in dance music, I conceived the notion of compiling as complete a list as possible.

I quickly realized I was in potential length trouble, so I frantically set limitations. Among them:

- No first-name duos (Paul & Paula, for instance)
- No "first-name & the" groups (Ronny & The Daytonas)
- No one-name surname artists (Eno, Morrissey)
- No first-name-and-initials (Stevie B)
- No double-first-name acts (Teena Marie)
- No adjective-plus-first-name artists (Big Ron, DJ Jazzy Jeff, or any number of rap "MC"s).

After all those cuts, I was still left with what you'll read below and in the next few columns (there's a still longer list of female first-name acts). And it's not even close to complete — just from looking at current dance charts, I know dozens of one-namers have been missed from the recent past (additions welcomed).

I'm not sure, now that I've compiled it, exactly what kind of contribution to the culture has been assembled here. At the very least, you can use it as a master list for picking names for children.

A

- Aaon**
Abdullah
Adam
Adamski
(UK hit artist. First-name artists with actual hits are rare, so I'll try to highlight them)
Adonis
(May be a group. Let me know if I mess up on some of these)
Alan
Alfonso
Alfonzo
Angelo
(Three of these)
Arik
Arlis
Arrow
(Soca star originator of "Hot Hot")
Arsenio
(No relation)

B

- Babyface**
(A hit artist for sure)
Basil
Baxter
Beauregard
Beauregarde
(Extra "e" to distinguish him from the ultrafamous Beauregard above)
Beckett
Biddu



Babyface: would Kenny Edmonds have gone so far?

- Bileo**
Bobcat
Bo-Pete
(Actually Nilsson, who doesn't qualify under his own name because it's a surname)
Boris
(Had Swedish hits in the late '50s. Stop me if I'm stretching it a bit)
Brendon
Bryan
Buck
Buzzie

C

- Cain**
(Two of 'em — but no Abel...)
Carlo
(Of the Belmonts)
Casper
(Career never had a ghost of a chance)
Chad
(Two — one of "Jeremy" fame, the other singled out in my July 20 column)
Charles
Chaz
(Two, for some mysterious reason)
Clare
Cole
Cookie
(Of "The Cupcakes" semi-fame)
Coro

D

- Damaskas**
Damon
Dan
Dandy
Dante
(Two, one of "The Evergreens" note)
Dennis
(Locorriere, lead singer of Dr. Hook)
Derek
(Aka Johnny Cymbal; had hit in 1968)
Difosco
(Aka Big Dee Irwin, '60s R&B artist)
Dimples
(Richard "Dimples" Fields; released latter-day singles using the nickname only)



Las Vegas Dino beat the odds on having hits

- Dino**
(Two; one of whom has had hits)
Dion
(Tons of hits)
Djavan
Donovan
(Two — the Scottish folksinger had hits; the reggae artist hasn't)
Drafi
(As Drafi Deutscher, Mixed Emotions, and other aliases, has had many German hits)

Drake

(Levin, of Paul Revere & The Raiders)

Duffo

E

- Eazy-E**
Ebo
Edge
(Of U2; solo single w/Sinead O'Connor vocals)
Elio
Emmett
Endle
Erik

F

- Fabian**
(A Godfather of First-Name Artists)



Falco: a big hit via Amadeus ex machina

- Falco**
(Had a couple hits)
Felix
Fish
(The ex-Marillion singer, not the "Barney Miller" star)

- Floyd**
(Two of 'em)

- Frederick**
Frederick II
(Aka Nolan Porter, who also released records as Nolan, thereby qualifying for this list twice)

G

- Goodie**
Gordon
(NOT of "Peter &" fame)
Gove

H

- Hambi**
Hambo
Hannibal
Harpo
(Had Swedish hits)
Harumi
Harvey
(Fuqua, of Moonglows fame)
Heintje
Henson
Holly
(Later singer for Frankie Goes To Hollywood; now records as Holly Johnson)



Johnson's co-front man in FGTH, Paul Rutherford, is working on a film bio called "The Holly Buddy Story"

I

- Ice-T**
Ish
Ivan
(Buddy Holly's drummer, Jerry Allison, using his middle name)

J

- Jai**
Jak
Jakko
Jamie
(Three of 'em)
Jay
(Of "The Americans" fame)
Jaz
Jeffree
Jellybean
(Had a hit)
Jeremiah
Jerome
Jerryo
Jesse
Jobriath
Jocko
Jojo
Jomo
Jon
(Two of 'em)
Jonas
Jorge
Judd
Jules
Junie
(Morrison, of Ohio Players fame)
Junior
(Had hits)

K



Kashif: Michael Jones was less memorable and, more important, wouldn't have qualified for this list

- Kashif**
Keith
(Had a hit or two)
Kenne
Khaliq
Kino
Kwame

L

- Laurence**
Limahl
Lobo
(Lots of hits)
Lol
(Creme, of "Godley &" notoriety)
Lowrell
Lucas
(Yet more Swedish hits)
Lucifer
Luke
(Nee Skyywalker)
Lyndon

Next week, we finish off the males.

Heart's In 'Earthquake II' Charity LP

HEART are set to record a special track for the next Rock Aid Armenia project. Following the success of the (UK) gold-certified first album — which helped raise 200,000 pounds for victims of the Armenia disaster — the charity is planning "Earthquake II."

Although it's still very much in the early stages, the project's organisers were able to reveal to ROL that the LP will feature a cover of JOHN FARNHAM's "You're The Voice" specially recorded by Heart. The organisers also plan to release a single of a re-recorded classic rock track — likely to be FREE's "All Right Now."

The compilation, which promises to be "a bit softer" than the last one, will be out sometime between September and January, and will have a companion video.

However, Rock Aid Armenia also are planning a "trash-metal" album — put together in conjunction with *Metal Hammer* magazine — for heavy rock fans.

Finally, a double album of tracks will be released in the Soviet Union, including a limited number on CD — the first ever to be issued there.

Rod & Tina 'Two'

News on that ROD STEWART 'n' TINA TURNER duet we rumored last week. It'll be a version of MARVIN GAYE & KIM WESTON's '67 Motown memory "It Takes Two" — an ironic title, seeing as the raucous rockers are taping it separately.

Rod's already recorded his part, with Tina due to record hers in Paris next week. The tune will be used in a Pepsi commercial, and may well emerge as a single, too.



Suzanne Vega — not-quite-ample samples?

Mega-Vega

SUZANNE VEGA is enjoying her biggest UK hit to date thanks to Bristol dance remixers D.N.A., whose version of her a cappella "Tom's Diner" hit #3 on the Network chart this week. The D.N.A. duo made the record for a mere 50 pounds in the few hours of studio time left over from when they were recording their forthcoming single, "La Serenissima."

"Rock Over London" news is a service of Rock Over London Ltd., which can be reached at Globe Theatre, Shaftesbury Avenue, London W1V 7HD; phone 071-494-4513.



Put out as a white-label bootleg, the track soon came to the ears of A&M, which bought the remix from D.N.A. rather than take them to court. Vega is known to approve of the version, and says she'd have included more samples had she done it herself!

New B.A.D. Boys

B.A.D. have announced their new lineup, unveiled by ex-CLASHman MICK JONES last week at a press conference at the Town & Country club. On drums will be ex-SIGUE SIGUE SPUTNICK's CHRIS KAVANAGH, with GARY STONEDAGE on bass and NICK HAWKINS on guitar.



Heart's Ann Wilson — SHE's the Voice.

As for the former band members, DAN DONOVAN is pursuing a keyboard/programming career, while GREG ROBERTS, LEO WILLIAMS, and DON LETTS have regrouped to form their own band.

Fall Out, Fuzzbox Unplugged

NME reports that keyboards player MARCIA SCHOFIELD and guitarist MARTIN BRAMMAH have left the FALL after being sacked by the band's main man, MARK E. SMITH.

And... following WEA's decision not to renew their contact last month, FUZZBOX have split up. The ladies — who during their four years with the company enjoyed three UK Top 30 hits with "International Rescue," "Self," and "Pink

Sunshine" — were said to be upset, but regard the move as a new beginning. All four plan to continue with musical careers.

TINA, MAGGIE, and JO are said to be regrouping as a trio with a different name and management company, while VICKY is rumored to be going solo and concentrating on rhythm 'n' blues.

Bombalurina Unmasked

ANDREW LLOYD WEBBER makes a surprising departure from West End musicals with his involvement in a new version of BRIAN HYLAND's 30-year-old UK Number One, "Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini."

Using the artist name BOMBALURINA, Webber put together a new arrangement, calling in producer NIGEL WRIGHT, best known for his work with dance act SHAKATAK, and using UK children's TV presenter TIMMY MALLETT to do the vocals. The record entered the UK Top 30 this week.

'Viva Mandela' Video

The music of BRUCE SPRINGS-TEEN, SIMPLE MINDS, UB40, YOUSOU N'DOUR, BOB MARLEY, JOHNNY CLEGG, CARLOS SANTANA, and the NEVILLE BROTHERS is featured on the soundtrack of a new video, "Viva Mandela."

The 135-minute video, commissioned by the Canon Collins Educational Trust for Southern Africa, is a documentary of NELSON MANDELA's life from 1918 to his release this year. Narrated by KENNETH KAUNDA, President of Zambia, the video combines archive news with concert footage.

New New Model Army LP

NEW MODEL ARMY are calling their next LP "Impurity." The disc will be out in September, to be preceded by the single "Get Me Out" in late August.



Tony Bennett — Was next?

Bennett (Not Bennett)

Record producer of the moment DON WAS has been talking about his recent projects. Describing the next ELTON JOHN album to the *Sunday Correspondent*, he said, "It's gonna surprise a few people."

Speaking about the BOB DYLAN album due for release in September, Was said, "Dylan rocks out. We changed the band every day to keep things on the edge."

Was — who's also producing tracks for the next LPs by BOB SEGER and PAULA ABDUL — spoke of his ambition to work with country singer MERLE HAGGARD as well as his ultimate wish, to produce the man he calls "the greatest living popular singer" . . . TONY BENNETT. "I want to get RANDY NEWMAN, DONALD FAGEN, and JOHN HIATT to write him a whole bunch of songs to his style. Can you imagine that?"

Maiden's Prayer

"No Prayer For The Dying" will be the title of the new IRON MAIDEN album, their ninth, due in early October. The LP was (as usual) produced by MARTIN BURCH, who recorded it in bassist STEVE HARRIS's barn, using the ROLLING STONES' mobile unit because the band were ready to record earlier than expected and no studio time was available.

"We recorded everything in one or two takes, so the album has a great 'live' feel to it," enthused Harris. "It's also the heaviest album we've done for a while."

BRITAIN

LW TW

- | | | |
|----|----|---|
| 1 | 1 | PARTNERS IN KRYME/Turtle Power (SBK) |
| 5 | 2 | MADONNA/Hanky Panky (Sire/WB) |
| 15 | 3 | D.N.A. 1/SUZANNE VEGA/Tom's Diner (A&M) |
| 2 | 4 | ELTON JOHN/Sacrifice/Healing Hands (Rocket) |
| 9 | 5 | BLUE PEARL/Naked In The Rain (W.A.U. Mr. Modo) |
| 3 | 6 | CRAIG McLACHLAN & CHECK 1-2/Mona (Epic) |
| 6 | 7 | M.C. HAMMER/U Can't Touch This (Capitol) |
| 10 | 8 | TECHNOTRONIC 1/YA KID K/Rockin' Over The Beat (Swanyard) |
| 11 | 9 | SOUP DRAGONS 1/JUNIOR REID/I'm Free (Raw TV) |
| 4 | 10 | F.A.B. 1/MC PARKER/Thunderbirds Are Go! (Telstar) |
| — | 11 | DREAM WARRIORS/Wash Your Face In My Sink (4th & B'way/Island) |
| — | 12 | PRINCE/Thieves In The Temple (Paisley Park/WB) |
| — | 13 | PAULA ABDUL/Knocked Out (Siren/Virgin) |
| 13 | 14 | ROXETTE/It Must Have Been Love (EMI) |
| — | 15 | LFO/LFO (W.A.R.P.) |
| 16 | 16 | RIVER CITY PEOPLE/California Dreamin'/Carry The Blame (EMI) |
| 8 | 17 | GLENN MEDEIROS 1/BOBBY BROWN/She Ain't Worth It (London/PG) |
| 14 | 18 | SNAP/Ooops Up (Arista) |
| — | 19 | TRICKY DISCO/Tricky Disco (W.A.R.P.) |
| 7 | 20 | LUCIANO PAVAROTTI/Nessun Dorma (Decca/PG) |

Moving Up

SINEAD O'CONNOR/The Emperor's New Clothes (Ensign/Chrysalis)
 BANANARAMA/Only Your Love (London/PG)
 BELL BIV DEVOE/Poison (MCA)
 PIXIES/Velouria (4AD/Elektra)
 BOMBALURINA/Itsy Bitsy Teeny Weeny Yellow Polka Dot Bikini (Carpet)
 PHIL COLLINS/That's Just The Way It Is (Virgin)
 TOGETHER/Hardcore Uproar (FFRR/PG)
 ZZ TOP/Doubleback (WB)

The Network Chart, courtesy MRIB

AUSTRALIA

LW TW

- | | | |
|----|----|--|
| 1 | 1 | ABSENT FRIENDS/
I Don't Want To Be
With Nobody But You |
| 2 | 2 | 1927/Tell Me A Story |
| 3 | 3 | MARK WILLIAMS/Show No
Mercy |
| 6 | 4 | JIMMY BARNES/Lay Down
Your Guns |
| 8 | 5 | BOOM CRASH OPERA/Talk
About It |
| 9 | 6 | PAUL NORTON/Southern Sky |
| 7 | 7 | HUNTERS & COLLECTORS/
The Way You Live |
| — | 8 | MARGARET URlich/Only My
Heart Calling |
| 5 | 9 | ANGELS/Dogs Are Talking |
| 10 | 10 | PETER BLAKELEY/You Never
Heard It From Me |

Most Added

ICEHOUSE/Big Fun
 1927/Don't Forget Me
 SOUTHERN SONS/Heart In Danger

CANADA

LW TW

- | | | |
|----|----|---|
| 1 | 1 | JEFF HEALEY BAND/
I Think I Love You
Too Much |
| 3 | 2 | PAUL JANZ/Rocket To My Heart |
| 4 | 3 | COLIN JAMES/Just Came Back |
| 5 | 4 | BOX/Temptation |
| 9 | 5 | GOWAN/All The Lovers In
The World |
| 7 | 6 | COREY HART/Bang |
| 8 | 7 | PURSUIT OF HAPPINESS/
Two Girls In One |
| 10 | 8 | BLVD./Crazy Life |
| 6 | 9 | SUE MEDLEY/Dangerous Times |
| — | 10 | JANE CHILD/Welcome To The
Real World |

Most Added

JITTERS/Til The Fever Breaks
 SCOTT MERRITT/Are You Sending
 MARC JORDAN/Edge Of The World

Top 10 Canadian CHR hits courtesy The Record (416) 533-9417.

COMPACT DATA®

Vaughan Brothers LP Flashes 'Family Style'

Guitar czars Jimmie and Stevie Ray Vaughan have emerged from recording studios in New York, Dallas, and Memphis with "Family Style" — the riffslingers' "debut" Epic LP.

The ten-track platter was produced by Nile Rodgers, and marks the first time the Texan brothers have been paired on a studio record. (Jimmie previously appeared on Stevie Ray's live LP, and the bros have jammed onstage together in the past.)

Set for September 25 release, the disc includes a cover of Billy Swan's "White Boots" as well as nine new compositions: "Good Texan," "Tick Tock," "Hard To Be," "Telephone Song," "DFW," "Long Way Home," "Baboom/Mama Said" (with Rodgers on guitar), "Hillbillies From Outer Space," and "Brothers."

Those last two tunes feature Fabulous T-Birds member Preston Hubbard on bass and Doyle Bramhall on drums. Bassist Al Berry and stixman Larry Aberman are heard on everything else.

Inherit The Earth

Atco rockers the Electric Boys recently presented 50 lucky AOR programmers each with an acre of rainforest from Costa Rica's Monteverde Cloudforest Preserve to herald the release of the band's new emphasis track "Into The Woods." Certificates for the chunks of land were mailed to the chosen few. No condos, please.

Bloc Bluster

National Public Radio host, "Simpsons" vocal star, and legendary Spinal Tap bassist Harry Shearer will issue a mock rap single — titled "(If U Want Free Speech) Go To Russia" — on Virgin Records.

The 12-inch release — which should hit PDs' desks as you're reading this sentence — takes a sawed-off shot at today's anti-rock crusaders, as evidenced by the following lyrical excerpts: "This is the Sheriff of Yahoo County talkin'/ If you're sellin' smutty rap, you



Harry Shearer — Russian to judgment?

.....
better start walkin' " and "I can't do much about drugs and crooks/ But I can force dirty words back into hiding, where they belong/ In books."

The single's cover art, incidentally, comes courtesy of "Simpsons" cartoonist Matt Groening.

Signs O' The Times

Blues-based rocker Eric Gales has signed with Elektra Entertainment. The 15-year-old (!) fretgrinder hails from Memphis, and will record his first LP backed by brother Eugene Gales on bass and Hubert Crawford on drums.

Meanwhile, Sire has inked a deal with Britain-based group My Bloody Valentine as well as Primal Scream, and Sire-distributed Blanco Y Negro Records has signed indie guitar-moshers Dinosaur Jr.

And... longtime A&M rockers Thirty-Eight Special will see their next LP issued on Charisma.

Nothing But Flowers

The Posies — a psychedelic pop quartet from Seattle — will release their first Geffen LP "Dear 23" on September 11. The group previously recorded two LPs for the Pop Llama indie label. The alternative rockers' major label debut was produced by John Leckie.

Last Rites & Passages

Grateful Dead keyboardist Brent Mydland, who joined the group in 1979, died of unknown causes last Thursday (7/26) at his home near San Francisco. He was 38 years old.

Oddly, Mydland is the band's third keyboard player to shuffle off this mortal coil. Founding member Ron "Pigpen" McKernan succumbed to liver disease in 1973, and Keith Godchaux — whom Mydland replaced — died in a car accident in 1980, about a year after exiting the Dead.

The rock 'n' roll world also mourns the passing of Bobby Day, who recorded such '50s hits as "Rockin' Robin," "Buzz-Buzz-Buzz" (with the Hollywood Flames), and "Over And Over." Day — who also penned and recorded "Little Bitty Pretty One" and a fistful of other discs — died of cancer last Friday (7/27) at the age of 60.

Precious Metal

The RIAA has issued the following awards for the month of July:

GOLD SINGLES: "Step By Step," New Kids On The Block, Columbia; "Mentiroso," Mellow Man Ace, Capitol; "Cradle Of Love," Billy Idol, Chrysalis; "Enjoy The Silence," Depeche Mode, Sire/Reprise; "She Ain't Worth It," Glenn Medeiros featuring Bobby Brown, MCA; "Rub You The Right Way," Johnny Gill, Motown; "One," Metallica, Elektra.

PLATINUM SINGLES: "Step By Step," New Kids On The Block; "The Power," Snap, Arista.

GOLD ALBUMS: "Shut Up And Dance (The Dance Mixes)," Paula Abdul, Virgin; "Wake Me Up When It's Over,"

Faster Pussycat, Elektra; "Damn Yankees," Damn Yankees, WB; "Cocked And Loaded," L.A. Guns, Vertigo/Polydor; "Live," Reba McEntire, MCA; "The Revival," Tony! Toni! Tone!, Wing/Polydor; "Greatest Hits," Billy Ocean, Jive/RCA; "The Real Thing," Faith No More, Slash/Reprise; "Behind The Mask," Fleetwood Mac, WB; "I Wonder Do You Think Of Me," Keith Whitley, RCA; "I'll Give All My Love To You," Keith Sweat, Vintertainment/Elektra; "Vol. II: 1990 — A New Decade," Soul II Soul, Virgin; "Livin' It Up," George Strait, MCA; "Willow In The Wind," Kathy Mattea, Mercury; "Quick Moves — The Remix Album," Milli Vanilli, Arista; "Pass It On Down," Alabama, RCA; "I'm Breathless," Madonna, Sire/WB; "The All Time Greatest Hits Of Roy Orbison — Volume I," Roy Orbison, CBS Special Products; "Greatest Hits," Carly Simon, Arista; "Among The Living," Anthrax, Island; "Michael Smith Project," Michael Smith, Reunion.

PLATINUM ALBUMS: "Wilson Phillips," Wilson Phillips, SBK; "I'll Give All My Love To You," Keith Sweat; "Shut Up And Dance (The Dance Mixes)," Paula Abdul; "I'm Breathless," Madonna; "Can't Fight Fate," Taylor Dayne, Arista; "Garage Days Revisited," Metallica; "The Wild, The Innocent & The E Street Shuffle," Bruce Springsteen, Columbia.

MULTIPLATINUM ALBUMS: "Heart Of Stone," Cher, Geffen; "Legend," Bob Marley & The Wailers, Tuff Gong/Island; "I'm Breathless," Madonna (all 2 million); "Van Halen II," Van Halen, WB; "Please Hammer Don't Hurt 'Em," M.C. Hammer, Capitol; "Always & Forever," Randy Travis, WB (4 million); "Forever Your Girl," Paula Abdul (7 million).



51.5 million households
Patti Galluzzi
Director/Music Programming

Weeks On

HEAVY

PAULA ABDUL/Knocked Out (Virgin)	6
AEROSMITH/The Other Side (Geffen)	8
JON BON JOVI/Blaze Of Glory (Mercury)	6
CHEAP TRICK/Can't Stop Falling Into Love (Epic)	6
PHIL COLLINS/Something Happened On... (Atlantic)	4
DEPECHE MODE/Policy Of Truth (Sire/Reprise)	2
FAITH NO MORE/Epic (Slash/Reprise)	21
HEART/Didn't Want To Need You (Capitol)	4
LUKE 1/2 LIVE CREW/Banned In... (Luke/Atlantic)	2
M.C. HAMMER/Have You Seen Her? (Capitol)	4
NELSON/(Can't...) Love And Affection (DGC)	8
POISON/Unskinny Bop (Enigma/Capitol)	8
SNAP/The Power (Arista)	9
TIME/Jerk Out (Paisley Park/Reprise)	6
WILSON PHILLIPS/Release Me (SBK)	9
WINGER/Can't Get Enough (Atlantic)	6

EXCLUSIVES

BILLY IDOL/L.A. Woman (Chrysalis)	ADD
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STRESS

BOOM CRASH OPERA/Onion Skin (Giant)	10
GENE LOVES JEZEBEL/Jealous (Geffen)	7
IGGY POP/Home (Virgin)	3

BUZZ BIN

CONCRETE BLONDE/Joey (IRS)	8
MIDNIGHT OIL/King Of The Mountain (Columbia)	3
SUNDAYS/Here's Where The Story Ends (DGC)	12

ACTIVE

BELL BIV DEVOE/Do Me! (MCA)	ADD
MARIAH CAREY/Vision Of Love (Columbia)	7
BLACK CROWES/Two As... (Del American/Geffen)	4
BRUCE DICKINSON/All The Young Dudes (Columbia)	3
GO WEST/King Of Wishful Thinking (EMI)	7
B. HORNSBY & THE RANGE/Across The River (RCA)	9
JANET JACKSON/Come Back To Me (A&M)	9
Z. MARLEY & THE MELODY.../All Love (Virgin)	2
PRINCE/Thieves In The Temple (Paisley Park/WB)	3
SLAUGHTER/Fly To The Angels (Chrysalis)	4
SOCIAL DISTORTION/Ball & Chain (Epic)	8
KEITH SWEAT/Make You... (Vintertainment/Elektra)	3
JOHNNY VAN ZANT/Brickyard Road (Atlantic)	4
VIXEN/How Much Love (EMI)	4
WORLD PARTY/Put The Message In... (Chrysalis)	6

MEDIUM

ALIAS/Haunted Heart (EMI)	6
ALLMAN BROTHERS BAND/Good Clean Fun (Epic)	4
OAMN YANKEES/Come Again (WB)	6
STEVE EARLE & THE DUKES/The Other Kind (MCA)	2
JOHN HIATT/Child Of The Wild Blue Yonder (A&M)	7
HOTHOUSE FLOWERS/Give It Up (London/Polydor)	8
COLIN JAMES/Just Came Back (Virgin)	4
BILLY JOEL/That's Not Her Style (Columbia)	ADD
NEW KIDS ON THE BLOCK/Tonight (Columbia)	3
MAXI PRIEST/Close To You (Charisma)	2
REO SPEEDWAGON/Live It Up (Epic)	ADD
SONIC YOUTH/Kool Thing (DGC)	3
ST. PAUL/Stranger To Love (Atlantic)	4
STEVE VAI/The Audience Is Listening (Relativity)	8
WAS (NOT WAS)/Papa Was A... (Chrysalis)	ADD

BREAKOUT

BOYS/Crazy (Motown)	3
HAPPY MONDAYS/Step On (Elektra)	4
HURRICANE/Next To You (Enigma)	4
LONDON QUIREBOYS/Don't Love You... (Capitol)	4
RAILWAY CHILDREN/Every Beat Of My... (Virgin)	4
RED HOUSE/I Said A Prayer (SBK)	6
STEVE WYNN/Carolyn (Rhino)	4

HOT NEW VIDEOS

BELL BIV DEVOE/Do Me! (MCA)	ADD
BILLY IDOL/L.A. Woman (Chrysalis)	ADD
LUKE 1/2 LIVE CREW/Banned In... (Luke/Atlantic)	2
M.C. HAMMER/Have You Seen Her? (Capitol)	4
WAS (NOT WAS)/Papa Was A... (Chrysalis)	ADD

ADDS

BELL BIV DEVOE/Do Me! (MCA)	
BILLY IDOL/L.A. Woman (Chrysalis)	
BILLY JOEL/That's Not Her Style (Columbia)	
REO SPEEDWAGON/Live It Up (Epic)	
WAS (NOT WAS)/Papa Was A Rollin' Stone (Chrysalis)	



36.8 million households
Sel LaCurto, Director/Music Programming
Norman Schoenfeld, Director/Talent & Artist Relations

Weeks On

FIVE STAR VIDEOS

HARRY CONNICK JR./Recipe For Love (Columbia)	7
CROSBY, STILLS & NASH/Live It Up (Atlantic)	7
JOHN HIATT/Child Of The Wild Blue Yonder (A&M)	7
K.D. LANG & TAKE 6/Ridin' The Rails (Sire/WB)	ADD
BOB MARLEY/Could You Be Loved (Tuff Gong/Island)	5
MAXI PRIEST/Close To You (Charisma)	8
WAS (NOT WAS)/Papa Was A Rollin'... (Chrysalis)	3

ARTIST DEVELOPMENT

OLETA ADAMS/Rhythm Of Life (Fontana/Mercury)	1
ALLMAN BROTHERS BAND/Good Clean Fun (Epic)	3
BASIA/Until You Come Back To Me (Epic)	ADD
PHIL COLLINS/Something Happened On... (Atlantic)	1
EVERYTHING BUT THE GIRL/Take Me (Atlantic)	3
FLEETWOOD MAC/Skies The Limit (WB)	ADD
MICHAEL FRANKS/Art Of Love (Reprise)	4
MIKKI/Notice Me (Geffen)	6
PAUL YOUNG/Oh Girl (Columbia)	4

NEW MUSIC

BEACH BOYS/Problem Child (RCA)	4
CHRIS ISAAK/Wicked Game (Reprise)	ADD
SUZANNE VEGA/Tired Of Sleeping (A&M)	3

HIT MAKERS

ANITA BAKER/Talk To Me (Elektra)	9
MICHAEL BOLTON/When I'm Back On... (Columbia)	9
MARIAH CAREY/Vision Of Love (Columbia)	7
GLORIA ESTEFAN/Cuts Both Ways (Epic)	11
B. HORNSBY & THE RANGE/Across The River (RCA)	8
JANET JACKSON/Come Back To Me (A&M)	7
MICHAEL McDONALD/Take It To Heart (Reprise)	12
LISA STANSFIELD/You Can't Deny It (Arista)	10
WILSON PHILLIPS/Release Me (SBK)	6

Information current as of July 31.



CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	MADONNA	\$1333.7
2	JANET JACKSON	\$578.9
3	DEPECHE MODE	\$401.9
4	DAVID BOWIE	\$384.4
5	ERIC CLAPTON	\$370.0
6	DIANA ROSS	\$314.1
7	MOTLEY CRUE	\$303.7
8	RUSH	\$287.6
9	AEROSMITH	\$279.4
10	CHER	\$260.4
11	STEVE MILLER	\$213.5
12	DON HENLEY	\$208.7
13	GEORGE STRAIT	\$197.0
14	M.C. HAMMER	\$171.9
15	ALABAMA	\$163.2
16	WHITESNAKE	\$161.4
17	HANK WILLIAMS JR.	\$157.0
18	MILLI VANILLI	\$148.0
19	RANDY TRAVIS	\$131.9
20	KISS	\$131.4

New Tours

Among this week's new tours:

- DANZIG/SOUNDGARDEN
- DION DIMUCCI
- JOHN DOE
- LITTLE CAESAR
- LEE ROY PARNELL
- SHADOWLAND
- TAKE 6
- "TEENAGE MUTANT NINJA TURTLES"
- TEXAS TORNADOS
- TRIP SHAKESPEARE

The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of Pollstar, a publication of Promoters' On-Line Listings, (800) 344-7383, or in California, (209) 224-2631.

Hot Wheels!

Vixen captured the pole position for Promo Item Of The Week by sending AOR and CHR programmers the band's new EMI LP "Rev It Up" inside real rubber wheels — complete with treads, whitewalls, and hand-painted embossed logos representing the label, band, and LP title.

The lavish (but unfortunately less-than-photogenic) package brings to a full circle the label's marketing plan to fuel interest in the foxy four-some's current Back Page climber "How Much Love."

As many of you will undoubtedly recall, the label previously issued CD singles of the tune inside elaborate semi-electronic sleeves featuring a racing pole that flashed two tiny green lights when a presumably opposable thumb was applied to a specific spot.

MUSIC DATEBOOK

Bon Jovi: Takes Wooden Nickels

MONDAY, AUGUST 13

1975/**Bruce Springsteen** begins his "Born To Run" tour at New York's Bottom Line.
 1976/**The Clash** gives its first public performance at a London rehearsal hall.
 1977/**Randy Bachman** decides to go solo and breaks up **Bachman-Turner Overdrive**.
 1988/Los Angeles concertgoers see both sides of the Urban spectrum when **Morris Day's** gigolo character opens for smooth lover **Freddie Jackson**.
 1989/**James Brown** is penalized when officials find \$40,000 cash in his cell. His sentence had been cut 20 days for good behavior, but it's restored for exceeding the \$50 limit.
 Born: **Dan Fogelberg** 1951, **Feargal Sharkey** 1958, **Don Ho** 1939

TUESDAY, AUGUST 14

1974/Despite feminist protests, **Paul Anka's** "Having My Baby" hits #1 CHR. Protesters wanted the title changed to "Having Our Baby."
 1985/**Michael Jackson** pays \$40 million for the **ATV Music** catalog, which contains 251 **Lennon-McCartney** tunes. Jackson outbid McCartney, **Yoko Ono**, **BMI**, and even **Lawrence Welk**.
 1989/Shortly after **Bon Jovi** plays the Moscow Peace Festival, the group's "New Jersey" album becomes the first U.S. product legally released in Russia. The Soviet label pays the band in firewood because rubles aren't exportable.
 Born: **David Crosby** 1941, **Jeff Rymes (Lonesome Strangers)** 1954, **Larry Graham** 1946, **Peter York (Spencer Davis Group)** 1942, **Eddie Wolfgramm (Jets)** 1967

WEDNESDAY, AUGUST 15

1958/**Buddy Holly** and **Maria Elena Santiago** wed in Lubbock, TX two weeks after meeting.
 1965/New York's Shea Stadium hosts 56,000 when the **Beatles** play to their largest live audience ever.
 1969/**Max Yasgur** hosts 450,000 new friends as the Woodstock festival opens on his farm. Performers include **Janis Joplin**, **Jefferson Airplane**, **Santana**, **Jimi Hendrix**, **Joe Cocker**, the **Grateful Dead**, and the **Who**.
 1980/**George Harrison's** autobiography, "I Me Mine," is published.
 Born: **Bobby Caldwell** 1951, **Matt Johnson (The The)** 1961, **Bobby Helms** 1933



Belinda Carlisle, David Crosby, Madonna, Eddy Raven

THURSDAY, AUGUST 16

1962/Drummer **Pete Best** loses his **Beatles** gig to **Ringo Starr**.
 1975/**Phil Collins** takes the mike when **Peter Gabriel** leaves **Genesis**.
 1977/Thousands flock to Memphis's Graceland Mansion on word that **Elvis Presley** has died of an apparent drug overdose.
 1985/**Madonna** and **Sean Penn** head to Malibu for a helicopter-buzzed, shutter-bugged wedding.
 1989/While doing his famous windmill guitar strum, the **Who's Pete Townshend** is injured when his hand hits the tremolo bar. It's not serious, and the tour continues. Also, **KLOS/Los Angeles AM** crazies **Mark & Brian** are expelled from Graceland after sneaking microphones inside.
 Born: **Madonna** 1958, **James "J.T." Taylor (ex-Kool & The Gang)** 1953, **Tex Williams** 1917

FRIDAY, AUGUST 17

1958/**Charlie Rich** begins his first recording session.
 1969/While the **Who** perform at Woodstock, **Pete Townshend** pushes a man offstage for making a political speech. He later admits he hadn't recognized **Abbie Hoffman**.
 1970/Two months after announcing her retirement from music, **Christine McVie** joins **Fleetwood Mac**.
 1973/Former **Temptations** baritone **Paul Williams** is found dead of a self-inflicted gunshot.
 1986/Drummer **Rick Allen** makes his first public appearance with **Def Leppard** since losing his left arm two years earlier.
 Born: **Belinda Carlisle** 1958, **Sib Hasian (Boston)** 1949

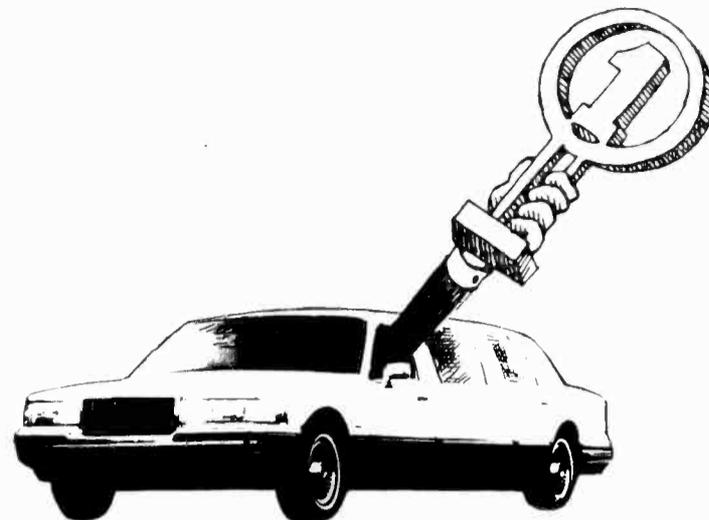
SATURDAY, AUGUST 18

1962/At Liverpool's Cavern Club, the **Beatles** introduce new drummer **Ringo Starr**.
 1977/More than 75,000 fans gather to pay respects at **Elvis Presley's** Graceland funeral.
 1979/**Nick Lowe** marries **Carlene Carter** in Los Angeles. Footage from the ceremony is used in his video for "Cruel To Be Kind."
 1987/**Fleetwood Mac** announces **Rick Vito** and **Billy Burnette** will replace **Lindsey Buckingham**, who's gone solo.
 Born: **Nona Hendryx** 1945, **Dennis Elliot (Foreigner)** 1950, **Jon "Bermuda" Schwartz ("Weird Al" Yankovic drummer)** 1956

SUNDAY, AUGUST 19

1969/**Miles Davis** gathers **Joe Zawinul**, **Chick Corea**, **Wayne Shorter**, and others for a no-rehearsal recording session. They emerge with "Bitches Brew," one of Davis's finest albums.
 1973/**Rita Coolidge** marries **Kris Kristofferson**.
 1988/The Amusement & Music Operators Association names **Elvis Presley's** "Don't Be Cruel/Hound Dog" as the alltime most-played jukebox song. "I Fall To Pieces," "Rock Around The Clock," "(Sittin' On) The Dock Of The Bay," and "I Heard It Through The Grapevine" round out the Top 5.
 1989/In Cleveland, **Lou Reed** breaks his ankle when a metal step collapses during rehearsal. He's forced to cancel the rest of his "New York" tour, and sues the Flats Entertainment Center for damages.
 Born: **Eddy Raven** 1945, **Ginger Baker** 1940, **Ian Gillan** 1945, **Johnny Nash** 1940, **John Deacon (Queen)** 1951, **Elizabeth Wolfgramm (Jets)** 1972

— Paul Colbert



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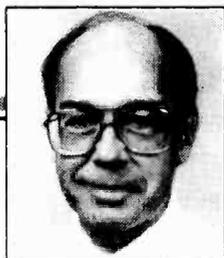
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Chuck White, PD KELT

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Storm N. Norman, WEBE

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BRAD MESSER

CALENDAR

News Features: Look Before You Leap

Everyone knows precisely what should go inside a newscast: news, of course. Now and then, however, the straight and narrow path of journalism begins to look more like a rut, inspiring someone to create a special feature to liven things up. It happened to me with a potentially fascinating insert which we intended to call "Where Are They Now?"

Many people (hundreds, maybe) had already come up with the same idea, but no matter. The "Where Are They Now?" idea was born fair-and-square in my own brain when I happened across a brief item about the former governor of a Midwestern state. The fellow had gradually faded from the public eye. Then, many years after he left office, he was discovered driving a taxi.

Wow, I thought, it would be fascinating to have that kind of story every day for a few weeks. It shouldn't be too hard to chase down a few almost-forgotten celebrities. The follow-ups would be spellbinding. That was the theory. First to be tracked down was a musician whose group had enjoyed several '60s hits. He turned out to be unemployed, living in modest quarters, darned near penniless, and pessimistic about the future. A hard luck story was not what I had in

mind. That research time had been wasted.

After chasing down a couple more leads, the truth began to unfold. It wasn't that there was any shortage of candidates: lots of people who had been famous for a short time had slipped back into the anonymous mass of humanity with barely a trace. But when one was found, he wasn't in a mood to have everyone reminded that he had fallen from the pinnacle.

Blind Alleys, Dead Ends

Having accomplished nothing positive with several down-and-out celebs, the detective effort was re-directed to people who had been one-shot flashes in the news. We aimed for a fellow named Jack Richman, who had participated in a spectacular flight from Las Vegas to Los Angeles back in the '20s.

He was a 17-year-old who left his home in Milwaukee to seek adven-

ture in California. He rode the rails as far as Las Vegas, where he ran into too many railroad police to suit him. In a desperate attempt to complete the last leg of his trip, he ran out onto a runway and jumped onto the wing of a plane as it was taking off.

The pilot of the California National Guard plane later said he noticed "a heavy drag on one wing" right after takeoff and then saw "a boy's head sticking up over the end of the wing!" He kept going. Richman held on for dear life. The trip to L.A. took three hours. The story made a splash, then Richman dropped from sight.

Hindsight makes it clear that he was a poor trace choice. His trail was ice cold. That hunt, like the earlier ones, led right up a blind alley. Every spare minute of an entire work week had been squandered on what turned out to be a dead-end project whose participants unanimously decided we didn't care where they were now.

The feature might have been great on a network budget, but it was too ambitious for a local news staff. It bit the dust before it could even live on a single newscast. As I always said, what should go inside a newscast is news.

Record Rains Hit Chicago

MONDAY, AUGUST 13 — Rain totaling 9.35 inches drenched Chicago in 1987, causing the worst flash floods in the area's history and setting the city's 24-hour rainfall record (13th-14th).

Macy's broke its own world record in 1989 when 4877 volunteers tap-danced simultaneously at its annual Tap-O-Mania event. An uncontrollable jetliner crashed into a mountain in Japan in 1985, killing 517 people: it was the deadliest single-plane crash. Disney's "Bambi" premiered in 1942.

Birthdays: Bobby Clarke (Hockey Hall of Fame) 41. Pat Harrington Jr. ("One Day At A Time") 61. Cuban Premier Fidel Castro 64.

Truman Announced WWII End

TUESDAY, AUGUST 14 — World War Two ended in 1945. President Harry S. Truman announced (at 7am Eastern War Time) that the Japanese had surrendered. It was called V-J Day, for Victory over Japan.

Pieter Botha resigned the presidency of South Africa in 1989, the result of a power struggle in which he lost the support of his own cabinet. The U.S. ended the bombing of Cambodia in 1973, ending 12 years of American combat in Southeast Asia. Social Security went into effect in 1935. China's Boxer Rebellion ended in 1900 as 2000 U.S. Marines helped capture Peking.

Birthdays: Earvin "Magic" Johnson 31. Gary Larson ("Far Side" cartoonist) 40. Susan St. James 44. Steve Martin 45. David Crosby 49.

End Of African White Rule Promised

WEDNESDAY, AUGUST 15 — F.W. de Klerk became acting President of South Africa in 1989, after P.W. Botha lost support and resigned; de Klerk said he would "phase out" white rule.

George Bush got the Republican presidential nomination in 1988. A 90-day freeze on rents, prices, and wages was announced by President Nixon in 1971. The Woodstock festival began in 1969. East Germany started to build the Berlin Wall in 1961. The Panama Canal passed its first ship in 1914. Hay fever season traditionally begins.

Birthdays: Gene Upshaw (Football Hall of Fame) 45. Rose Marie 65.

Nebraska Swarmed By Locusts

THURSDAY, AUGUST 16 — A locust swarm estimated in excess of 12 trillion began passing across Nebraska in 1875. It was the largest known concentration of animal life ever, according to the "Guinness Book of World Records."

The swarm overwhelmed the state for about ten days, covering almost 100,000 square miles at its peak. The invaders were Rocky Mountain locusts, which are thought to have become extinct around 1900.

The Jaycees voted in 1984 to admit women. John DeLorean's \$24 million cocaine conspiracy trial ended in 1984 with a verdict of innocent. Elvis died at Graceland in 1977 at age 42, of what was reported as a "heart ailment."

Birthdays: Madonna 32. Frank Gifford 60.

First Steamship Trip

FRIDAY, AUGUST 17 — The maiden voyage of the first successful motorboat began in 1807. Robert Fulton's steam-powered boat North River left New York City and chugged 150 miles up the Hudson River to Albany, at the then-astonishing speed of five miles per hour, against the current. Fulton proved that any navigable river could become a two-way "highway" for freight and passengers.

The first jointly verified nuclear test took place in 1988, with Soviet observers joining Americans at the Nevada site. Hurricane Camille hit Mississippi in 1969 with winds in excess of 200mph.

Birthdays: Robert DeNiro 47. Maureen O'Hara 69.

Saturday (8/18): Malcolm-Jamal Warner 20. Martin Mull 47. Robert Redford 53. Former First Lady Rosalynn Carter 63. Shelley Winters 68.

Sunday (8/19): Gerald McRaney ("Major Dad") 42. Jill St. John 50.



DAN O'DAY

CAN WE TALK?

Trashing The Competition

Talking on-air about your competition can be an effective tactic if it's tied to a well-conceived strategy.

Several years ago, comedienne Joan Rivers used this tactic with tremendous success. Although she'd been in show business for two decades, it wasn't until she adopted the tactic of ridiculing Elizabeth Taylor's weight problem that she became a household name.

Rivers had never been considered a major comic talent, and she didn't make the transition from moderate to extreme success by improving her craft — she became a "star" by hitching her wagon to a worldwide superstar. Between the comments she made on television and those quoted in hundreds of newspapers and magazines, it reached the point where you couldn't hear the name "Elizabeth Taylor" without automatically thinking of Joan Rivers. It was a classic case of classical conditioning.

Did Taylor respond publicly? Of course not. She had nothing to gain by recognizing Rivers's existence. Rivers, on the other hand, would have been elevated yet higher in the public consciousness had Taylor uttered her name.

If you have no ratings, if you're up against a very successful competitor, and especially if you are — or can position yourself to be — perceived as the new kid on the block, then attacking another air personality can be effective.

Attacking Strengths As Weaknesses

Can you identify a weakness in your opponent's strength? Can you exploit that weakness to your own advantage?

Let's say the competition's biggest strength is a wild morning jock, and your station is positioning itself as the "more music, less yakking" alternative. This situation might offer an opportunity to attack your opponent's strength: a crazy, funny morning jock can't give the listeners 50 minutes of music each hour. If you can, in listeners' minds, reposition that jock from "wild and funny" to "talks too much," you might be able to alter some local listening habits.

Achieving that delicate repositioning puts the competition in a tough spot: does it really want to correct the "weakness" (too much talk) by neutralizing the "strength" (telling the star performer to cut back on the very quality that made him such a big success)?

If you have no ratings but can align your image so closely with your successful competitor's that by thinking of him the audience automatically thinks of you too, then referring to the other guy on-air might make sense.

Once you've achieved market dominance, however, it's foolish to continue to trash other air personalities simply from force of habit. I'm always amazed when I hear a highly rated station mention a poorly rated competitor. Why give it the publicity?

Know Your Priorities

Last year's well-publicized case in Newport News, VA is an excellent example of foggy priorities. A popular evening jock went across town to the competition (Station B), which had twice the audience of his previous employer (Station A). His successor at Station A — encouraged by station

Think Before You Trash

The following are *not* valid reasons for attacking the competition on-air:

- Simply because he's your competition
- Because he makes more money
- Because he deserted your station for the competition
- Because you don't like him.

management — launched repeated, vicious personal attacks against him.

Forget for a moment the resulting lawsuit and six-figure jury award given to the targeted jock. Forget, too, the immense damage (self-)inflicted on Station A's reputation. Even if it had never precipitated a court case, huge damage award, and public embar-

rassment for Station A, you have to ask:

Why in the world would a radio station want to alert its listeners that a popular air personality has gone to work for a competing radio station that has a bigger audience? Why would anyone want to encourage his listeners to sample the more successful competition's programming?

Mailbag: Bingo Star Seeks Airshift

Tony Waitekus, OM of WCIL/Carbondale, IL, sent me a copy of a letter from a would-be air talent. Tony warned, "I have had people whose experience was being the guest DJ on the Top Five countdown or being an announcer for grade school basketball games apply for jobs — but never this . . ."

The letter Waitekus received was photocopied and addressed to "Station Manager":

I have been encouraged to contact you by numerous people who know me solely as a bingo caller. One gentleman in particular says he plays seven days a week and travels as far as Collinsville and Cherokee Village and that I am the best caller he's heard. The women that have commented say they just love it when I call.

I am contacting you to offer you this voice to use in the capacity you see fit. By their description, it's deep, distinct, resonant, sexy, and attention-getting. I invite you to check it out for yourself. I call . . . in Carbondale on the second and fourth Tuesdays.

As I said before, I've been encouraged by these people to take advantage of a God-given talent. If you feel they're right, please contact me . . . I say if the people like the voice — let's give it to them.

Newscasters: Good Grammar Helps

At about the same time the bingo caller was looking for work, I received the following letter — which reads exactly as follows:

To Whom It May Concern:

I hope that you can tell by my tape that I am not your typical 'rip and read' newscaster.

If I was to describe my work I would call it: topical; upbeat; informative; humorous; excellent; incredible; amazing . . . Sorry I got carried away.

If your looking for someone who can provide an extra kick in the



Marc Arturi

morning I hope you give a listen to the enclosed cassette . . .

A quick count reveals one glaring misspelling ("your" instead of "you're"), one obvious grammatical error ("if I was"), a couple of instances of incorrect punctuation, and one improper verb form. This scorecard would be bad enough if it were a DJ's; how can a newscaster expect to be taken seriously with such verbal skills?

Request Line Hang-Ups

KOMJ/Omaha's A.J. Martin offers "17 ways to tell a pesky teenybopper you can't talk to them all night on the request line":

1. I have to go potty
2. I have to clear the newswire
3. I have to pull my next hour's music
4. I have to pull my next three hours' music
5. I have to pull my next three weeks' music
6. I have to check the weather
7. I have another call
8. The guy on our AM station is streaking up and down the hall

9. I have to check the transmitter readings
10. It's past your bedtime; I'd better let you go. Is that your mom?
11. The newsroom is on fire!
12. The production room is on fire!
13. The control room is on fire!
14. The whole damn place is on fire!
15. I have to check to see if my car:
 - has all four tires
 - has been vandalized
 - is still there
16. I have to clean the cart heads
17. I have to go kill myself because I'm playing "If I Could Turn Back Time" for the 100,000,000th time.

Local Publicity Recipe

Marc Arturi, most recently afternoon drive talent at WKKD-FM/Aurora, IL, knows an opportunity for publicity when he stumbles on it. Upon telephoning the local newspaper recently, he was accidentally connected to the food editor of the *Daily Courier News*. Rather than say, "Oops! Wrong department . . . sorry," Arturi pitched the editor on a story about DJs' recipes.

The result was a huge, full-page article on the front of the paper's "Life Style" section, complete with in-studio photograph.

What's the value to an air personality of a big article of this nature? It enhances his name recognition in the market, and helps transform a disembodied radio voice into a real person.

Removing Recorded Vocals

A reader took me to task for a show critique in which I suggested the jock could have enhanced the impact of a particular bit by electronically editing the vocals from a record and replacing them with custom lyrics.

"That's great if you've got that kind of fancy equipment," he

wrote, "but what about those of us who work for more budget-minded stations?"

No problem. Any halfway decent engineer can reverse the polarity of one of the tracks for you. I'm not technically oriented, so I sought out L.A. Air Force production wizard Terry Moss for an easy-to-digest explanation.

O'Day: *How can a jock in a typical under-equipped production room remove the vocals from a prerecorded track?*

Moss: Let's start with the understanding that most of the vocals on a stereo recording are panned in the center. They appear on both the left and right channels, whereas the instruments tend to be randomly placed. So if you mix the left and right channel together with the polarity of one of them reversed, the common audio (the vocal) cancels itself out.

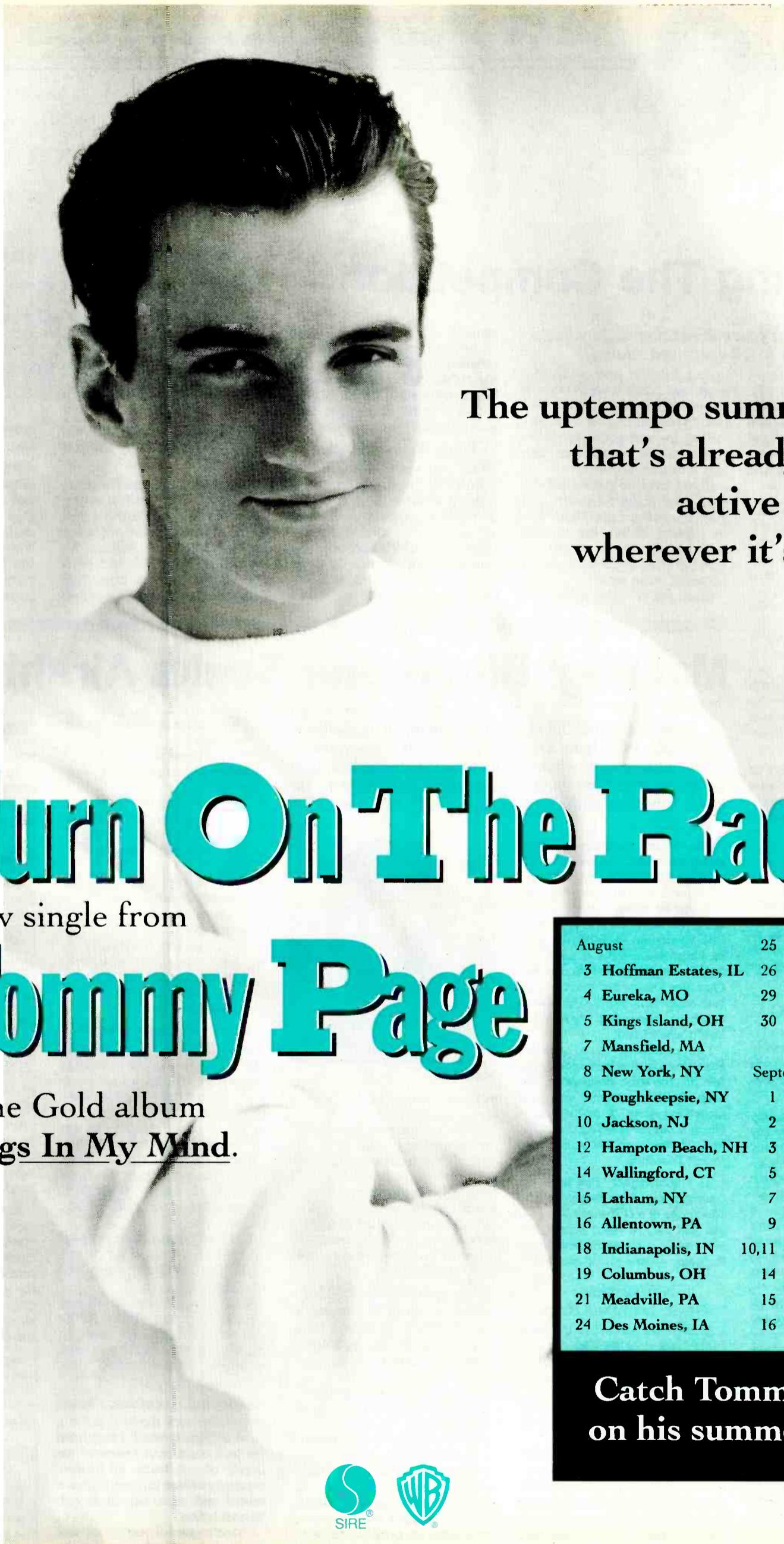
O'Day: *You're already perilously close to going over my head. Let's forget the technical explanation and give exact directions to hand over to any station engineer.*

Moss: Tell the engineer you want a means to reverse the polarity of one of the turntable (or tape recorder) channels so that when it's mixed together as a mono output, the common audios will cancel each other. The engineer might simply install a switch that does this for you.

And one more tip: because you can't ever completely cancel out all the vocal, add lots of reverb or echo on your voice track to cover up any remnants.

ATTENTION JOCKS! If you think I should be writing about you, let me hear why! Comments, suggestions, questions, and complaints are welcome. Due to the volume of mail, I regret that I cannot critique the airchecks I receive, but I'd love to hear what you're doing.

Dan O'Day, author of "Personality Radio," conducts air talent seminars for stations, groups, and associations. He can be reached at (213) 479-1767.



The uptempo summer song
that's already testing
active on radio
wherever it's played.

"Turn On The Radio"

The new single from

Tommy Page

From the Gold album
Paintings In My Mind.

August	25 Louisville, KY
3 Hoffman Estates, IL	26 Sedalia, MO
4 Eureka, MO	29 Lancaster, CA
5 Kings Island, OH	30 San Diego, CA
7 Mansfield, MA	
8 New York, NY	September
9 Poughkeepsie, NY	1 Anaheim, CA
10 Jackson, NJ	2 Manteca, CA
12 Hampton Beach, NH	3 Santa Clara, CA
14 Wallingford, CT	5 Sacramento, CA
15 Latham, NY	7 Salt Lake City, UT
16 Allentown, PA	9 Vancouver, CAN
18 Indianapolis, IN	10,11 Puyallup, WA
19 Columbus, OH	14 Phoenix, AZ
21 Meadville, PA	15 Los Angeles, CA
24 Des Moines, IA	16 Fresno, CA

**Catch Tommy Page
on his summer tour!**





JOEL DENVER

CONTEMPORARY HIT RADIO

KIIS's Refocus On Youth Pays Off

When KIIS/Los Angeles VP/Programming Gerry DeFrancesco returned to KIIS last October after a stint as VP/GM at Gannett sister WUSA/Tampa, he knew it would be hard to recapture summer '84's ten share — but he also knew KIIS was far from its potential.

"The market is too fragmented now to score a ten share, but we're happy with our 6.1-5.9 showing this book [6.4-6.8 in Birch]. The cume is still over two million and we're number one 18-34, number two 18-49 and 25-54 to [AC] KOST, and up to number two teens, just behind [KPWR] Power 106. We've refocused on playing more reactionary music in all dayparts, but especially at night. We've also added a new jingle package from Century 21 that sounds like today's music. All the jocks, especially [midday personality] Bruce Vidahl, are pumped up and are more exciting-sounding than before."

Banking On Dees

DeFrancesco is banking on Rick Dees's new ABC-TV show, "Into the Night," to strengthen his market awareness in mornings. "He's on a big roll now in his career. We've also added Vic 'The Brick' Jacobs to morning sports and he also appears on Dees's TV show. The recent addition of Ellen K. to



Gerry DeFrancesco

mornings solidifies our wakeup efforts.

"Magic Matt in afternoons is a great complement to Dees. Matt works the phones so well, and [night jammer] Hollywood Hamilton's disciplined use of listener involvement really helps. He's really focused into what his available audience wants to hear. Following him we brought in Wendi from [KHYI] Y95/Dallas, and in over-

nights Brother Bill has remained a constant for us for many years."

He acknowledged that L.A.'s new high-powered Urban, KKBT, has affected KPWR's numbers and "cut our black audience in half. While 25+ wasn't our main target, we made a concerted effort to grow

Continued on Page 48



LET'S TAKE A SPIN — At KIIS's Americafest July 4th party, a few buddies took a peek at the sleek Corvette the station gave away. Gawkin' and gazing are (l-r) KIIS's Hollywood Hamilton, Alisha, middayer Bruce Vidal, Glenn Medeiros (kneeling), KIIS's Magic Matt and Ellen K. and in back are Wilson Phillips' Wendy Wilson and Chynna Phillips.

Power 106 Feels The Fragmentation

KPWR (Power 106)/Los Angeles VP/Programming Jeff Wyatt is a man under siege. After many books as the dominant CHR, his station is suffering from a newly focused KIIS-FM and fresh ethnic competition from the market's first full-signal Urban, KKBT.

In the spring Arbitron, Power 106 dipped again, 5.6-5.0, down from a 7.1 in last spring's book. (The Birch story: 8.2-7.0; last spring it scored 8.4.)

Was Wyatt expecting to take another hit this book? "I wasn't surprised by the Arbitron — disappointed, yes. The marketplace is

very fragmented now with the debut of a full-service Urban, which attacked the group we target [KKBT rose 1.3-3.1 in Arbitron]. The other complication was KIIS-FM's shift in attack to the same demographic we target [18-34]. Our cume held but we suffered some TSL problems as a result."

No Major Adjustments

"People point to KKBT's book," said Wyatt, "but the big story here is KIIS-FM. They're our main concern. KKBT's product isn't an automatic replacement for our sound. While many of our listeners may have a use for their product, their audience composition is clearly blacker and their Hispanic come-to-AQH conversion isn't strong."

Morning man Jay Thomas slipped to fifth place this book. Wyatt remarked, "We're a music-driven station and generally, Jay's show has always performed below the station overall. In our situation you need some humor and information in mornings and we wouldn't do as well overall without a show like Jay's. In the spring we took down his bus cards and billboards to concentrate on the station as a whole, so that surely had some impact on his numbers."

Another change this spring was the departure of well-known afternoon man Mucho Morales, who jumped to KKBT. Wyatt observed, "It's hard to say if Mucho's departure hurt us, but if there was any handicap it's not a longterm problem."

"Moving Boomer into afternoons works for us, and having Frank Lozano on at night makes for a great combination. They both sound great, and Lozano's 'Eight O'Clock Street Party,' counting down the top six 'street records' followed by a half-hour of custom



Jeff Wyatt

mixes, is working out great. We're number one in teens at night. Musically, there hasn't been any major change. We're just concentrating on the stuff that's rhythmic. We're in a sit-and-wait mode and are concentrating on our product."

Asked about KIIS's perceived shift toward more reactive dance music at night and resultant solid second place in teens, Wyatt countered, "What's more important is KIIS's demographic attack. We share about 50% of their cume, which allows people to punch between us for the best song. It's unfortunate, since we're both trying

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Pirate Vows Not To Veer Off Course

After 400+ days on the air, KQLZ (Pirate Radio)/Los Angeles ranks eighth 12+ in the recently released spring '90 Arbitron, down 3.6-3.3. (Birch showed Pirate up 4.2-4.3.) Despite the gloomy Arbitron, VP/Programming/morning man Scott Shannon and OM Mark Todd are upbeat about the station.

Shannon joked, "When you've got a 3.3 you don't get excited about anything. But I'll tell you three things you can write in stone: We're not changing the format anytime soon; Pirate Radio will be successful; and Scott Shannon isn't leaving until it is successful." On the subject of rumors that Pirate will evolve into Z100, he added, "Unless you're listening in New York or Portland you won't hear Z100. But as long as there's a 'Z' in the calls..."

Committed To The Format

Pirate's cume was off slightly, but according to Todd, "That's expected. The L.A. market is diluting itself. At Pirate's inception there was a lot of curiosity cume so we had to take some sort of hit eventually. But we're not raising any red flags. We're committed to what we're doing."



Scott Shannon

Both Shannon and Todd feel part of Pirate's problem has been a shortage of strong rock product and the fact that there's very little rock gold available that's familiar to the CHR audience. Shannon said, "Since we were the last one in the pool we had to swim anywhere



Mark Todd

we could and Rock CHR was the course we picked. Considering all this, after a year we've been in the Top Ten the whole time — with luck we'll stay there. L.A. isn't Pine Bluff, AR and I never predicted we'd be number one in 72 days like we were at Z100.

"There's a lot of money riding on what we do and Pirate is making money and has a good cash flow with strong sales. To some people that's important. It is to me. Of

Continued on Page 48



Checking out Boomer on Power 106 at 5pm might treat your ears to:
MADONNA/Vogue
CALLOWAY/All The Way
PAULA ABDUL/Knocked Out
TKA/I Won't Give Up On You
GLENN MEDEIROS/She Ain't Worth It
APRIL/Someone To Hold
COVER GIRLS/We Can't Go Wrong
KEITH SWEAT/Make You Sweat
JANET JACKSON/Alright
STEVIE B/Love And Emotion
YAZZ/Situation

"Falling"



The Vocal Version by
Julee Cruise

From the debut album

FLOATING INTO THE NIGHT

The Instrumental **TWIN PEAKS**

Theme by

Angelo Badalamenti

From the upcoming

TWIN PEAKS soundtrack

"Twin Peaks" Mania Returns!

Watch it again this Sunday night
August 5th, and again every Saturday
night all summer on ABC TV.....

Who Killed Laura Palmer?

©1990 Warner Bros. Records Inc.

CHR

KIIS's Refocus On Youth

Continued from Page 47

in 18-34s without sacrificing 25-54s, yet recapturing the teens. It's worked and we're demographically very well-rounded.

"As far as our impact on Power 106, we've been wrongly accused of going Dance CHR. We're simply playing all of L.A.'s favorites, ranging from Digital Underground and Salt-N-Pepa to Roxette and Wilson Phillips with careful dayparting. We're a reflection of what sells in the market.

"Power 106 plays a lot of dance that doesn't sell, but they can get away with that because they're more of a sound station. KQLZ [Pirate Radio] plays lots of records we won't touch, but there are crossovers that make it — like Phil Collins and other mass-appeal artists who are perfect for us."

Big Promotion Bucks

In promotions, KIIS is still king. The station's July 4 "America-Fest" drew over 40,000 to the Rose

KIIS FM 102.7

Here's what you might hear on KIIS-FM during the 5pm hour:

BELL BIV DEVOE/Poison
GEORGE MICHAEL/I Want Your Sex
SWEET SENSATION/If Wishes Came True
JOHNNY GILL/Rub You The Right Way
DEPECHE MODE/Enjoy The Silence
PAULA ABDUL/Opposites Attract
EN VOGUE/Hold On
JANET JACKSON/Alright
WILSON PHILLIPS/Release Me
M.C. HAMMER/U Can't Touch This
MADONNA/Vogue
ROXETTE/It Must Have Been Love
SOUL II SOUL/Back To Life

Bowl to see Wilson Phillips, Michael Bolton, Glenn Medeiros,

A'me Lorain, Alisha, and the Cover Girls. "There are several stations who have as much or more money to spend . . . we just do it differently, putting most of it on-air. We haven't used TV in ages, but we're visible with outdoor media and the KIIS 'Supersticker.' In the spring we gave away seven Porsches just for identifying a specific set of three songs. It was clean, exciting, and effective. While L.A. is a huge market, we're active with our remote broadcast vehicle up to three times a week — often doing a double shift on weekends."

So what's next for KIIS? De-Francesco said, "It's business as usual — stay fun-sounding, play the hits, and keep plugged into the market." But what would he do if Pirate became a mainstream CHR still playing the rock hits first, but giving exposure to the biggest dance records? "I'm not sure what reaction I'd have. I'd just cross that bridge when I came to it."

Power 106 Feels Fragmentation

Continued from Page 47

to exist in the same demographic environment, and that could have a short-term effect on both stations' numbers as well as longterm financial effects. It's almost a lose-lose when two stations do, virtually the same thing in a market.

"I feel that, if anything, KIIS has reacted to us in many ways. They've upped the ante on their 'Supersticker.' I don't think they planned to do bumper stickers, but in the end they may cause listeners to yawn at both promotions. No matter — we've got a plan in place

and will execute it when the time comes to do everyone a few better promotionally."

Big Shares A Bygone

"The days of getting a seven or eight share are pretty much history. Having a low six or high five is a bonanza in this city. Soon, everyone will deteriorate and the Top 15 will be bunched up with less than a share between us, like in New York.

"The one thing [KQLZ] Pirate has going for it is that it's solo in its presentation. Unfortunately for

them the market hasn't responded that well and they're on the outside looking in. All of us are going to have to learn how to sell the value of our particular active audience as numbers with a value-added approach, instead of ratings shares.

"At Power 106 we're not down and out about the book. We have a great staff and team spirit. I predict both KIIS and Power 106 will be in the mid-fives in the summer book and [AC] KOST will benefit from females who are burned on the dance KIIS plays in mid-days."

Pirate Vows Not To Veer

Continued from Page 47

course we're making refinements but there are a lot of stations in L.A. that would be happy with a 3.3. It wouldn't take much reckless kneejerk reaction to put us into the twos. You won't hear Janet Jackson on Pirate anytime soon, but I never say never."

Pirate has come under criticism for being less high-profile in the market than it could be. Shannon countered: "There may be a grain of truth that we don't have a lot of community involvement. But we do morning show remotes once a month, did an all-day free concert and broadcast in Malibu the Friday before July 4, and on July 4 staged a huge fireworks display. The jocks do lots of personal appearances."

Todd defended Pirate's current strategy: "We've got more important things to take care of. The meat and potatoes of Pirate is the music and we have to be good in one area first. Listeners punch us up for the music — not for where we're going to be."

"We've got no plans to get into the big cash arena," added Shannon. "If you want to win anything more than a T-shirt or concert ticket you've got the wrong station. We tried giving away big bucks

once but it didn't fit our stationality.

Mystery Music

Pirate is, in a sense, introducing a lot of current music that can't be heard elsewhere in the market. Then why doesn't the station identify titles and artists more? "Our jocks only talk three to four times an hour because we're a music-

driven station. We identify the music as much as possible but we won't hamper the flow for the sake of identifying it. It's not a worthwhile tradeoff," remarked Shannon.

The morning show is an area of concern for Shannon. "I'm not happy about where we are in mornings, but there are some outside factors. We didn't plan on putting a full-service show on until we got into our new studios. With better facilities we can stretch out with more people. I also underestimated [crosstown AOR KLOS's morning team] Mark & Brian, who put on one of the two or three best morning shows in America. Once I find the right partner — preferably a female with a good personality, but not a radio mentality — we'll be on our way."

Pirate's wait-and-see attitude is partly the result of the market's changes sparked by KKBT's Urban flip and subsequent 1.3-3.1 Arbitron jump. "They've hit [KPWR] Power 106 and they'll soon bite into KIIS," predicted Shannon, "although I have a lot of respect for [KIIS VP/Programming] Gerry DeFrancesco and [consultant] Jerry Clifton. If KKBT had launched this way initially, they'd be in the Top Five or Top Three by now."

PIRATE RADIO 100.3 FM

When Pirate Radio's Shadow Steele is on-air at 5pm he might play:

SCORPIONS/Rock You Like A Hurricane
GIANT/I'll See You In My Dreams
NIGHT RANGER/When You Close Your Eyes
BILLY IDOL/Cradle Of Love
GREAT WHITE/Angel Song
BILLY SQUIER/Tied Up
AEROSMITH/The Other Side
FASTER PUSSYCAT/House Of Pain
HEART/Fallen From Grace
ALICE COOPER/Poison
ROBERT PALMER/Bad Case Of Loving You
GUNS N' ROSES/Civil War

SHUT UP AND ROCK



GENE LOVES JEZEBEL • "Jealous"

Already on over
40 CHR Stations:
WGH debut 31
KSAQ debut 36
PIRATE add
KXYQ add

WAEB debut 39
WZZU 35-32
KFMW debut 28
FLY92 add
999KHI add
I95 add
KF95 add

WNYP add
KCHX add
KPAT add
WDBR add
KTRS add
KFBQ add
KMOK add

KTMT add
SLY96 add
Y97 add

STRESS Rotation On

R & R New Rock: 1* !!!
Billboard Modern Rock: 1* !!!!



Album Network Rock Track: 19*-15*

DON HENLEY • "How Bad Do You Want It?"

Over 150
CHR Stations!!!
#4 Most Active

B94 29-25
KUBE debut 25
Z100 28
Q95 14
KXYQ 15-12
KWSS debut 30

999 KHI 20-12
95XXX 40-30
K106 32-26
K92 debut 29
KQKQ debut 29
ZFUN 39-30
WTBX 29-24

WZZU 7
92X 17-13
WIXX 29-25
KATM 30-26
KSND 31-26
WHHY 31-26
KTUX 31-27

WNYP 33-29
WKQB debut 26
WKZL debut 30
YES97 debut 39
and many more!

IT'S OKAY NOT TO DANCE (ALL THE TIME)



WALT LOVE

UC

URBAN CONTEMPORARY

WRKS Bites Into The Apple

Birch spring '90 results showed WRKS (98.7 KISS-FM)/New York ranked #1 with a 6.3 share, up from 6.2 in the winter. The station also ranked #1 in 18-34s, gaining 9.4-10.4. In Arbitron, only B/EZ WPAT-AM & FM edged out WRKS overall — by a tenth of a point; WRKS rose 4.5-5.1, while UC rival WBSL fell 4.0-3.8.

Committed To Success

"It's difficult to point out one particular thing that led us to a winning book," said PD Vinny Brown. "We compete in this marketplace as a general market station, while we remain sensitive to the needs and desires of New York's black community. Also, many of our staff have had general market experience which we've applied to Black/UC radio.

"Our staff's commitment to success, the management's confidence, the programming department's judgment calls, and support from Summit Broadcasting provide us with the tools and resources needed to compete on a general market level. We're also blessed with a strong, professional airstaff."



Charles Warfield

Brown's programming tools include thoughtfully designed clocks. "We're running about 12 basic clocks for different dayparts as well as weekdays and weekends. We also have music sequences of gold, recurrents, currents, and rap music.

"We're musically aggressive. There are some record reps who disagree. I say we're musically aggressive but not reckless. The records we add are supported by research, request analysis, store

"I make sure my DJs know the city. If they don't know something, the entire station sounds out of touch."

— Vinny Brown

reports, callout music testing, and viewed in the light of the national charts and good old professional gut judgment."

Brown also described the station as "promotionally aggressive . . . We're always involved with the community, doing stay-in-school campaigns, etc. And we give black listeners the same opportunities they can get from CHR competitors: the million-dollar dash for cash, vacations, and prizes."

Always In Touch

Programming basics are important to Brown. He explained, "It's important for PDs to execute the same basic rules of good radio that we all know, but sometimes don't fully apply. Know your market. It sounds like a cliché, but under-

standing the attitudes and lifestyles of the people you hope to reach is critical if you want to win and stay employed. I'm a native New Yorker, and I make sure my DJs know the city. They have to sound knowledgeable at all times. If they don't know something, the entire station sounds out of touch. You must always know what's happening in your city — people's state of mind, what the latest trends and fads are, etc.

"Programming is a state of mind. You have to revise listeners' misconceptions about your station. After all, perception is reality — whether you're guilty of what the audience tags you with or not. Remain true to your core audience; don't try to be something you're not. Stay within your station's essence and appeal.

"Also, have a genuine commitment to news and public affairs. Don't just be a jukebox or a music machine. We're licensed to the public; it's a privilege to broadcast, not a right."



Vinny Brown

Where The Bucks Stop

WRKS seeks to remain the number one UC station as well as to continue to be a dominant force in the market. Said Brown, "Our overall goal is to become even more profitable for our parent company, generating more advertising revenue."

That's easier said than done. VP/GM Charles Warfield, onetime WBSL VP/GM, explained, "We're still fighting for credibility with the advertising agencies. We still don't get our fair share of the advertising dollar. It's a constant battle.

"I don't have any illusions that I'll wake tomorrow morning and be able to compete on every piece of business equally with general market stations. We have to be persistent, we have to be better prepared to tell our story to advertisers. We must provide as much research as we can and overcome some of the misconceptions that continue to persist about the black consumer.



FOR A GOOD CAUSE — WRKS (98.7 KISS-FM)/New York PD Vinny Brown (r) presents a check for \$10,000 to Catholic Guardian Society Director Bill Gaurimello during KISS night at the Ice Capades. Others shown are representatives of Foster Parents and Children.

"There are major benefits Summit brings to the table. It really helps on a national level, but Summit also works closely with us on a local level to help us get out the positive story. We must constantly work the agencies, reach out to the decision-makers and provide them with the necessary information and research to overcome the misconceptions."

Warfield noted WRKS prides itself on the consistency of its product. "During the past year, there have been some traumatic changes within some of the market's major players. We've worked to expand our sphere of influence within the community.

"When Summit took over, this station had a reputation for being the 'in station' for the young au-

"We compete as a general market station, while we remain sensitive to the needs and desires of New York's black community."

— Vinny Brown

dience — up to 25-year-olds. We're trying to extend that reach to the older audience. We're not ready to become the 25-54 dominant station, but we're looking at that down the road."

ACTION

WJMI/Jackson, MI ups **Venus Jones** from MD to OM . . . WBLX/Mobile-Pensacola appoints APD/evening driver **Skip Cheatham** PD; he replaces **Tony Brown**, now KMJQ/Houston MD . . . WLWZ (Z104)/Greenville, SC APD **Spiderman** shifts to sales as an AE . . . WJHM/Orlando hires WRBQ (Q105)/Miami evening driver **Tramontte Watts** for parttime . . . WJIZ/Albany PD **Tony Wright** seeks qualified female announcers . . . WJMH/Greensboro names **Larry "The Jammer" Davis** to evenings; he succeeds **Scott Robbins**, who will explore other opportunities.

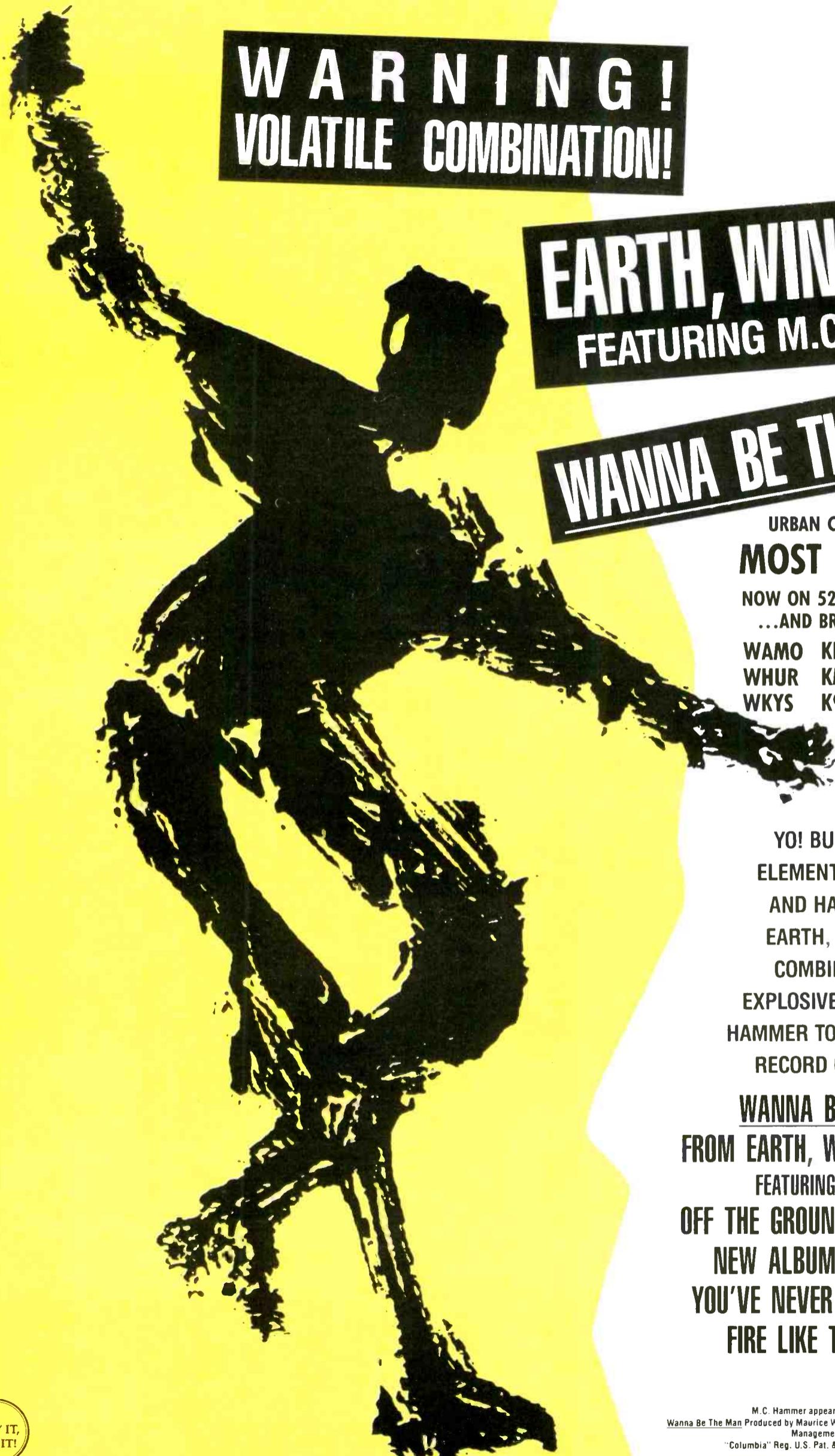
KDKO/Denver's **Laverne Richards** becomes APD/MD/morning cohost at

WUSS/Atlantic City; **Troy Maybank** moves to WUSS's afternoon drive slot. **John Cromer**, formerly of WNHC/New Haven, hosts the WUSS Jams Dance party; **Robert "Big Rob" Jones** hosts the Jams Rap Session . . . WEAS/Savannah promotes MD **Marie Kelly** to PD in the wake of **Floyd Blackwell's** departure to RCA Records.

Kansas City welcomes new UC KIDZ, an AM daytimer. PD/afternoon driver is **Frank James**. Included in the lineup: WVEE/Atlanta personality **Bobby Wonder** (mornings); crosstown AC KUDL's **Lee Gary** (middays). James seeks T&Rs: 10841 East 28th St., Independence, MO 64052.



MOM & POP OUTFIT — Paying a call on WXYV/Baltimore MD B.J. Lewis (l) were Mom and Pop Winans.



**WARNING!
VOLATILE COMBINATION!**

**EARTH, WIND & FIRE
FEATURING M.C. HAMMER**

WANNA BE THE MAN

URBAN CONTEMPORARY
MOST ADDED!

NOW ON 52 UC REPORTERS
...AND BREAKER BOUND!

WAMO KHYS WOWI
WHUR KMJQ WZAK
WKYS K97 WJLB
KPRS
...AND
MANY MORE!

YO! BUST THIS! THE
ELEMENTAL GROOVES
AND HARMONIES OF
EARTH, WIND & FIRE
COMBINE WITH THE
EXPLOSIVE RAP OF M.C.
HAMMER TO CREATE THE
RECORD OF THE YEAR.

³⁸¹⁻⁷³⁴³⁶
WANNA BE THE MAN
FROM EARTH, WIND & FIRE
FEATURING M.C. HAMMER
OFF THE GROUND-BREAKING
^{C-45268}
NEW ALBUM, "HERITAGE."
YOU'VE NEVER HEARD THE
FIRE LIKE THIS BEFORE.

ON COLUMBIA.

M.C. Hammer appears courtesy of Capitol Records.
Wanna Be The Man Produced by Maurice White for Kalimba Productions
Management: Tom Hulet/Eddie Wenrick
"Columbia" Reg. U.S. Pat. & Tm. Off. by CBS Records Inc.
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Columbia

dianne
REEVES

**MORE
TO
LOVE**

*the romantic new love song
from the album*
NEVER TOO FAR



FROM
EMI

Produced by George Duke for George Duke Enterprises, Inc. Management: Linda Goldstein Original Artists

mg 061 0



MIKE KINOSHIAN

ADULT CONTEMPORARY

The Heart Of The Matter

While much emphasis on these pages is usually (and justifiably) placed on ratings success, promotional creativity, and one-upmanship, you may find this week's piece about one programmer's unique personal involvement an inspiring, refreshing change of pace.

Critical Match Game

A Mobile mother of four was diagnosed as having a fatal form of leukemia, prompting WDLT/Mobile to go in search of bone marrow donors. Though he didn't expect it, PD Sam Cochran was to become much more than an active participant.

"I'd never even given blood before; I'm scared to death of needles," he confided. "But there I was asking my listeners to get involved, so I decided to do the same. I took the [blood sample] test live on the air. It was easy for me to tell the audience there was nothing to it."

Approximately two months later, the 31-year-old PD received a call from the Kansas City-based bone marrow bank, Heart Of America, informing him they had a potential match. Heart Of America matches victims with potential donors. Cochran's match wasn't, however, with the Mobile woman. "We went to the next level of testing, but it failed."

A month later, Cochran again heard from Heart Of America. "They thought they had another potential match with an 18-year-old Midwestern male." So Cochran flew to Kansas City to undergo a battery of tests. No Mobile facilities perform the delicate procedure. Two pints of marrow were taken from Cochran's hips. "American Airlines donated the tickets. They were wonderful to work with. Kansas City rolled out the red carpet and treated me like a million bucks. I'm a native Southerner, but we must have learned Southern hospitality from these folks; I now consider Kansas City my second home. We flew in on a Wednesday, had the operation on Thursday, and checked out Friday. "They put me through several



Doctors work on Cochran as the WDLT/Mobile PD donates two pints of bone marrow.



Cochran visits with Kansas City Royals star first baseman George Brett.

levels of testing, including blood tests and physicals, until we had a definite match. His chances were one in 100,000 because he has a rare enzyme form of leukemia. The average odds for a match are one in 20,000. There are only 140,000 people on the national register. It was a blessing that he and I matched."

Celebrity Status

The once needle-shy Cochran came through with flying colors and was back on-air in Mobile the following Monday.

Cochran made the most of his time in KC. Arsenio Hall blew in a call, he got to warm up on the field with Kansas City Royals players Bo Jackson and George Brett, and WHB/Kansas City's Roger Rafterty invited him to be on the air Friday. Cochran spent an hour on WHB explaining what he'd been through.

"I never felt any pain — ever,"

he said later. "When they woke me up in OR, I felt tightness in my back because there were a couple of sandbags underneath me to maintain pressure. I was stiff and sore for only about six days. There was no real pain. I played shortstop on the station's softball team five nights later. You're making yourself inactive for about a week, but that's easily a fair exchange to help save a life."

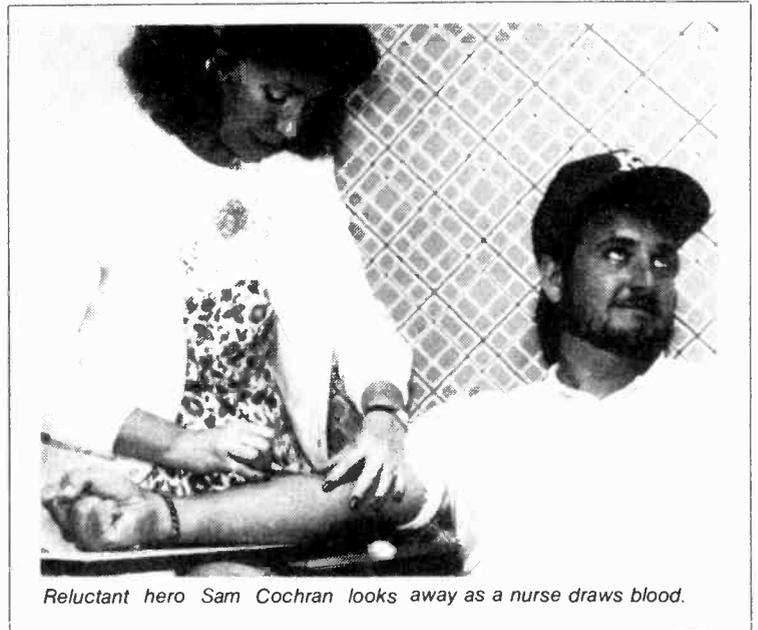
Cochran, a Dixie League (ages nine and ten) baseball coach, had a promising update on the 18-year-old marrow recipient. "As of two weeks ago, there was no infection in his body. They've upgraded him from a zero chance of survival to an 80% chance."

For a variety of reasons, the identity of the person Cochran helped cannot yet be revealed. "They don't want us to know each other yet. They don't want there to be a bonding between us — in case he doesn't make it. It would crush me. He might get into another critical situation and his family could put severe pressure on me to go through the procedure again — or a person in my position could ask for money to go through this a second time. Believe me, this has changed my life in a way I can never explain."

This Just In . . .

Just as the deadline for this column approached, I received a call from Cochran. He'd spoken with Heart Of America and learned that the young man's body had accepted the bone marrow and is making more of its own white blood cells. A slightly tearful Cochran explained, "That's what this whole thing's all about. His white blood cells were being eaten by red blood cells. The key was to have his body take the marrow. I can't tell you what I'm feeling right now, but I'm leaving to buy a bottle of champagne."

For more information about the Heart Of America Bone Marrow Donor Registry, call (800) 654-1247; Cochran can be reached at WDLT: (205) 344-3698.



Reluctant hero Sam Cochran looks away as a nurse draws blood.

The Sky's The Limit

Two stations turned their promotional attention skyward last month and capitalized on their efforts.

Wings Over Kalamazoo

Nearly 250,000 witnessed the eighth annual "High On Kalamazoo" air show (7/7-8). WQLR/Kalamazoo broadcast live from the site both days, and provided driving and parking instructions. The area surrounding the Kalamazoo/Battle Creek International Airport was bumper-to-bumper. Show organizers apparently hadn't anticipated such a turnout, and four-hour traffic jams resulted.

In their first of five U.S. air show exhibitions, Russian MIG-29 fighter jets participated in the show. On the second day, Russian pilots flew the U.S. Navy's Blue Angels jets, while Blue Angels pilots took the MIGs' controls.

Dare To Fall

WNNS/Springfield, IL morning drive personality Jerry Pelletier started an on-air contest in which he asked listeners to dare him to do his show from anywhere. Someone Pelletier had apparently angered once suggested the NNS announcer do his show while skydiving.

To pull things off, the station brought in a tandem parachute expert, borrowed a local airfield for morning drive, and taped a cellular phone to the reluctant hero's hand.

According to PD Kellie Michaels, "Jerry spent two hours (6-8am) training for the jump. Then he flew to 10,000 feet and jumped from the plane. We made phone contact with him at 5000 feet and he talked his way down. It was lots of fun and exciting radio."



Gathered in front of a Soviet MIG-29 that flew for the first time in U.S. airspace during the "High On Kalamazoo" air show are WQLR/Kalamazoo staffers (front l-r) Patti Mindock and Mickey Sykes; (rear, l-r) Bob Torstenson, Larry Long, Tim Brown, and OM Ken Lanphear.



WNNS/Springfield, IL AM driver Jerry Pelletier (bottom) recently broadcast his show while skydiving. To the free-fallin' guy's left is John Proper of Adventure Sports; Mid-America Parachute Club's Mike Ayers is on top.

ACCELERATION

Management

KFMB (AM)/San Diego ups six-year Asst. Promotion Manager **Sandi Bannister** to Promotion Manager. Five-year KGB/San Diego Asst. Promotion Manager **Dianna Eades** joins KFMB-FM/San Diego as Promotion Manager. **Elizabeth Wold** is named Asst. Promotion Manager for KFMB-AM & FM.

KLTR/Houston appoints **Lori Miller** Director/Promotions & Marketing. **Chuck Heinz** joins KRLB/Lubbock, TX as Station Manager. **WBBY/Columbus AM driver Brian Karshner** is boosted to MD. **Rick Allen** replaces **Bill Burkett** as PD at WLMX/Chattanooga.

Mary Jeffries has been promoted to Asst. ND at WHAS/Louisville, and continues her duties as PM news anchor. **KYKY/St. Louis taps Greg Hewitt** as MD. **KCIM/Carroll, IA PD Jamie Grout** takes the same job at WROK/Rockford, IL.

KUDL/Kansas City elevates **Don Bender** to Asst. PD/MD. **WQTU/Rome, GA PD Danny Howard** is named MD at WLMX/Chattanooga. **Eric Davis** joins WPCH/Atlanta as Production Director/midday personality.

Air Talent

WJQY/Miami's new lineup is: **Ed Goodman & Audrey Lynn** (6-9am); **Ken Warren** (9am-2pm); PD **Craig Ashwood** (2-7pm); "Love Songs" with

Chad Perry (7-11pm); and "Late Night Love Songs" with **Dee Silvers** (11pm-6am). The revised KCTC/Sacramento lineup is: **Bob Lang & ND Elaine West** (mornings); **Ruth Michaels** (mid-days); **Mike Roberts** (afternoons); **John Bates** (evenings); and **Mike Brunswick** (overnights).

KWAV/Monterey welcomes **John Garabo** from WWQM/Madison to morning drive. **KKSF/San Francisco's "Lights Out San Francisco" host Josefa** exits for middays at crosstown KBLX. Sportscaster **John Telich** is now at WQAL/Cleveland. **Dave Caprita** replaces **Greg Budell** (now with WAXY/Miami) in AM drive at crosstown WLVE. **Mike Gallagher** enters the weekend lineup at WLTF/Cleveland.



HARVEY KOJAN

Today's PD: The Mad Hatter

Are We Asking Our PDs To Do Too Much?

Want to be a PD? You'd better like hats. You'll be wearing a lot of them.

You see, today's PD is expected to do a lot more than what the title — "program director" — suggests.

Sure, you'll pick the music, work with the jocks, write the liners, choose and schedule the features — all the programming stuff that affects what goes out on the air.

But chances are you'll also be expected to plan and execute promotions, create and implement marketing campaigns, administer and interpret research systems, formulate and manage budgets, and otherwise generate, devise, develop, and institute a myriad of increasingly complicated strategies — many of which are beyond the scope of a typical PD's talent and/or experience.

In other words: being a PD today ain't easy. Which brings me to the point of this column. I've been wondering whether we might be asking our PDs to wear too many hats. Perhaps the reason there seems to be a lack of qualified PDs — an increasingly common complaint among owners and GMs — is because we continue to expand the PD's responsibilities without providing either formal training or support systems.

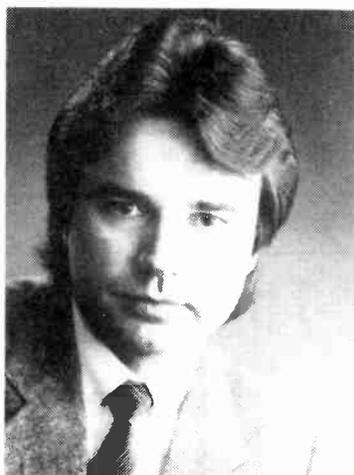
Harris Communications President George Harris agrees: "That's a main reason why consultants are in such demand. I deal with it on a daily basis, because there's no university for PDs . . . no guidelines for what you need to know . . . no qualifications you have to have. We get a lot of work because of that, because we have to teach PDs how to be people managers, product managers, on-air policemen, how to deal with the sales department, the corporation, the record community — there's so many facets to the job."

Tougher Job

"The PD's job is so much different than it was 10-20 years ago," Harris continues. "The competitive situation was completely dif-

"The PD's job today is heavy. He should be making a lot, because the companies spending millions want him to handle responsibilities PDs 10-20 years ago had no business even touching."

—George Harris



George Harris

ferent back then. We were basically in the beginning stages of fragmentation, and competition was very light. It used to be so simple. If you knew how to rotate the music, you could win.

"The job description today is heavy. These guys should be making a lot of money, because the companies that are spending millions and millions want someone to

handle responsibilities that PDs 10-20 years ago had no business even touching."

"The amount that PDs have to learn has exploded," according to Larry Bruce Communications President Larry Bruce. "Not only do you have to know simple mechanics, jock technique, and have a good emotional, creative sense about the medium, but you have to know research, sales and business, and promotion and marketing. All of those areas have become much more complex. And as we enter the '90s we're going to be adding even more complex issues, such as competition from other kinds of media."

Unfortunately, most PDs don't have the background and experience the job now demands. "There's a natural path from air talent to AMD to MD to PD," Bruce notes. "But that exposes you to little if any marketing, promotion, and research. Those are vast areas of expertise in and of themselves. Throw in sales and business acumen to the PD job description, and you're asking some guy to be superman who was a disc jockey four years ago."



Just a sample of the many hats today's PD dons on a weekly basis.

There's also no formal training available — no "university" at which PDs can learn the intricacies of radio in the '90s.

"There's a phenomenal amount of training and support for sales — a vast industry devoted to teaching salespeople how to sell, for which radio stations spend tremendous amounts of money," Bruce says. "But there's no training and support for programming, promotion, and research. The consulting business provides some training for



Larry Bruce

programmers, but it's a not a fundamental part of the process."

Help Needed?

Given that running a radio station can only become more difficult, is it realistic to assume we can continue to heap more and more responsibilities upon the PD's already sagging shoulders? I don't think so. Perhaps a reassessment of a station's management structure is in order. Maybe it's time to get some help for the PD and not require him to wear quite so many hats. And I'm not talking about luring more interns into the building. I'm talking about full-salaried professionals.

"There's a phenomenal amount of training and support for sales — a vast industry. But there's no training and support for programming, promotion, and research."

— Larry Bruce



STREET BEAT — WMMR/Philadelphia supported the local music scene with its "Ready For Vinyl Project." Area bands submitted demo tapes and played live before a panel of judges. WMMR "Street Beat" host Cyndy Drue (l) celebrates with the winners.

For example, is it realistic to expect a "program director" to be a marketing and promotion genius as well? I don't think so, yet when I ask GMs what they're looking for in a PD, a typical response is, "I'm looking for a marketing guy." Recently I've answered back, "Then why don't you hire a marketing director?"



Dwight Douglas

Harris concurs. "We need marketing directors," Harris says. "Not promotion directors that do marketing, but people that deal solely with marketing the product. That's becoming a real need on a local level."

"Programming and marketing are two distinct entities," Bruce adds. "That's why we're organized the way we are: one person handles programming, and the other handles promotion and marketing. It would be nice if you could hire one person to do all of that, but it's not very likely."

Bruce sees expanded management teams as a distinct possibility. "Although in the post-Trump '90s we've got a tendency to constrict the size of radio station staffs and hold expenses down, I think that actually you're going to find you need three positions," he explains. "The PD is going to have to understand in broad strokes marketing and research and be able to interface between those. But there's going to have to be a marketing director who's truly a marketing director — someone who's much more than a T-shirt and bumper sticker individual; someone who can take a scientific approach to promoting a radio station other than giving away \$1000; someone who has an understanding of direct mail, telemarketing, and how to buy television. That

position requires a lot of specific talent.

"If someone can be a real organized, efficient leader and put together a group of specialists who can help him, he doesn't have to be an expert in every area."

—Dwight Douglas

"You're also going to need a true research specialist — someone who will be responsible for interacting with listeners to obtain research and encourage them to try the product. That's an area of expertise independent of the PD."

Beware The Committee
Burkhart/Douglas & Associates
President Dwight Douglas, while

acknowledging the need for additional resources, is wary of bringing any more people into the management hierarchy.

"I agree with the premise," he says. "But I get very nervous when you get more than two people involved with the product. If you've got more than a GM and PD you've got a committee, and things take longer to get done."

"I came out of the old-fashioned school that said a PD should know a little bit about everything: engineering, marketing, research, etc. But good leadership qualities are paramount. If someone can be a real organized, efficient leader, put together a group of specialists who can help him solve problems, get the answers, and execute the plan, he doesn't have to be an expert in every area."

"We're going to have to design a management team of GM and PD based on their ability to get things done and lead people. As far as expertise is concerned, you're going to have to get that from outside in little injections. I don't think you have to add to the bureaucracy. Instead, you can hire experts on a short-term basis. For example, if this month's problem is the morning show, you hire a consultant, a comedian, and have a two-day retreat session where you solve the problem."

Owners and GMs please note: whether it's additional fulltime employees or outside consultants, there's a good chance your PD will need some serious help. If not now, then in the near future. Otherwise, you run the risk of having your PD juggling so many hats that he ends up ignoring the most important hat of all: the one labeled "programming."



SALASFACTION — KFMF/Chico night rocker Bruce Campbell parties with Stevie Salas Colorcode; (l-r) listener, band's Winston A. Watson Jr., Julie Miranda, bassist C.J. DeViller, Stevie Salas, and Campbell.



YESTERDAY GIRLS — Smithereens lead vocalist Pat DiNizio hangs at WMMS/Cleveland; (l-r) personalities Lisa Dillon (l) and Wendy Steele, DiNizio, and MD Brad Hanson.

SEGUES

WRLT/Brentwood-Nashville promotes morning man **Jim Eskew** to Director/Operations & Programming as **Lee Stevens** exits . . . WAQY/Springfield, MA makes it official and ups **Becca Reed** to MD . . . WMDK/Peterborough, NH appoints **Victoria Shouldis** ND . . . KGMG/San Diego hires **Rick Calvert** as Production/Creative

Director . . . WHTQ/Orlando ups **Angela Brilis** to Promotion Director . . . WLVQ/Columbus moves to 1301 Dublin Road, Columbus, OH 43215; new phone: (614) 488-9696.

For the record: Media Strategies New Rock client KDGE/Dallas is an FM station.



BLACKFOOT SPOTTED IN RAPIDS — WLAV/Grand Rapids MD Robert Chase (l) hangs with Blackfoot's Rick Medlocke.

WATCH OUT FOR "NASTY" FLUIDS

There is inconclusive evidence as to what causes request lines to go crazy. Recent findings indicate it may be due to an exchange of a certain fluid:
"Love Potion #9."

Should you experience excessive ringing of the phones, contact your Epic/WTG rep for further diagnosis.



BEAU NASTY "Love Potion #9"

It never tasted quite like this.





LON HELTON

KUPL-FM Takes 12+, 25-54 Crowns

The spring Arbitron yielded heady news for KUPL-FM/Portland. For the first time in its six-year history as a Country outlet, it topped the market both 12+ and 25-54 — the first time a Country station has ever achieved those heights in Portland.

KUPL-FM jumped 7.5-9.0 12+ while leaping almost four-and-a-half 25-54 shares. It was also #1 18-49. Birch put the station 8.6-7.9 12+ (fourth place) and second place 25-54.

Consistent Airstaff

KUPL-AM & FM PD Bill Bradley said he's always believed winning the adult race was an attainable, though difficult, goal. "I knew it would be hard with direct competition like KWJJ-AM & FM," he said. "But since we signed on in early '84, our goal has always been to be on top with adults. Winning 12+ is an unexpected bonus.

"The station has matured thanks largely to an airstaff that's been consistent since day one. The only major change was the move to a



Bill Bradley

full-service morning show four years ago."

Bradley called that show "an adult version of a morning zoo" and "the best in the market." He noted this book was the first time the morning show came in #1, either 12+ or 25-54. The show is anchored by Doug Dahlgren with traffic reporter Susan Barr, newsman Neal Penland, weatherman George Stephan, and sports reporter Ed Whelan (the latter two are also with local TV outlets).

Rounding out the airstaff is middayer Rick Taylor, afternoon driver Keith Todd, evening talent Berry Burks, and overnigher Dave Vincent. All have been at the station five years or longer. Bradley and VP/GM Ed Hardy were both in place when KUPL-FM went Country.

Describing KUPL-FM's on-air approach, Bradley said, "We're

not continuous Country. Our people take an active, forefront role. And they're always out — the station fronts every major concert that comes to town. But more importantly, they're out doing the little things. We have a responsibility to get into the neighborhoods to kiss babies and shake hands. Without that, the concert dates don't mean a thing."

No Major Contesting

The ratings feat was accomplished with very little contesting. "We made a conscious decision to quit contesting," said Bradley, who added that complaints from the core contributed to the decision. "We felt the product was there and wanted to see how we'd fare with just the basic radio station in front of people. There was no cash hype whatsoever; we just did the things we do year-round.

"We have a responsibility to get into the neighborhoods to kiss babies and shake hands. Without that, the concert dates don't mean a thing."

"I'm not putting down contesting. We just tried something different. If the timing is right and it seems like the right thing to do, we'll do it again. But for the immediate future we're going with image promotions."

Bradley had another interesting thought on big money giveaways.

Keys To Spring Success

KUPL-FM/Portland parlayed these tactics into a win:

- Airstaff consistency; full-service morning show
- No major contesting
- New music; new artists
- TV spots aimed at expanding the cume without offending the core
- Neighborhood appearances

New Music's Lure

Bradley points to the strength of today's country music as a key element in building audience growth and TSL. "Most other formats are having a problem with music that's not very fresh. So where does the typical adult go for new music? Country is incredibly good right now; it's the most diverse of all music formats. Adults are tuning across the dial looking for alternatives because the others [formats] are stale. People are finding the Country stations and finding the music to be extremely likable and relatable.

"Adults are . . . looking for alternatives because the other [formats] are stale. People are finding Country . . . to be extremely likable and relatable."

"New acts have breathed new life into this station. Fresh blood is where the growth comes from. We were getting topheavy in older demos; now our numbers are spread evenly across the board. The new cume and lower demos we're attracting can be traced to the new music and acts. And, since [crosstown rival KWJJ] is also playing new music, the quality of our presentation is what makes the difference. A station can't win with only great music or great presentation; it must have both."

KUPL-FM's playlist ranges between 35-40 titles. A 55-45% oldie/current ratio results in five currents and two recurrences being played each hour. "[Tempo] varies song to song. The overall sound is up and bright; we never let the station drag. We never play two ballads back to back."

Bradley's winning formula: presentation, music, and a committed staff on- and off-air. "[The staff is] an incredibly cohesive group of people. They care and have a winning attitude, something that's tough to duplicate. I'm proud to be associated with them."

HAVE YOU HEARD

Berg WWVA PD

Longtime WWVA/Wheeling, WV MD Bill Berg has been upped to PD, a position that's been vacant since Chuck Urban left last March. Morning man Charlie Mitchell replaces Berg as MD . . . WCTQ/Venice, FL middayer John Brooks has been upped to PD . . . Former KEEN/San Jose MD Julie Stevens is MD once again following Melissa McConnell's move to KOFY & KLRS/San Francisco.

KFKF/Kansas City morning cohort Mary McKenna has inked a new multi-year deal to continue on the "Morning Country Club" show; her cohort is Dan Roberts . . . David Hughes moves to middays at WUSY/Chattanooga after 11 years at crosstown CHR WSKZ . . . Kristen Murphy is new to middays at WUSW/Neenah, WI from KCPI/Albion, MN . . . Bob James becomes KHAK/Cedar Rapids overnight personality.

WHAS/Louisville talk show producer Letha Hall has been named Promotions Coordinator for sister WAMZ . . . Julia Myers-Bartley joins WYNY/New York as Advertising & Promotion Asst. . . Steve Armstrong is the new KMLE/Phoenix Production Director.

Congrats to WZZK/Birmingham VP/GM Jordan Bullard, named Alabama Broadcaster of the Year . . . The daughter of KRKT/Albany, OR MD H. David Allan was recently judged the prettiest blue-eyed baby at a local county fair. The honor was bestowed (unknowingly) by crosstown rival KBZY.



THE REAL WORLD — WCUZ/Grand Rapids, MI MD Joe Devine (l) made it down to Nashville to catch Alan Jackson (c) at a local club. With them is Arista promo man Keith Erickson.



FOSTERING FRIENDSHIP — WWWW/Detroit MD Sharon Foster displays just one of the perks of being MD. Her willing accomplice is Gary Morris.

CULT MEMBERS ON JOE DIFFIE

"I couldn't measure the size of the lump in my throat. Great song. We'll be on board with you and Joe Diffie — not a Diffie-cult decision." **Jay J. McCrae/KMML**

"Joe Diffie? Wow! Hearing Joe Diffie for the first time is country music *deja vu* ...a familiar voice that you've never heard before! Who doesn't want to go 'Home'?" **Tony Thomas/KMPS**

"In song, George Jones asked the question 'Who's Gonna Fill Their Shoes?' The answer: Joe Diffie, that's who! What a voice!" **Jef Funk/KSJB**

"A 'Home' run...on Joe Diffie & 'Home': Magniffy!!!" **Carl Brown/KNEW/KSAN**

"'Home' is a fantastic song. I anticipate Joe Diffie will be a country music household name for some time." **Larry Stevens/WQIK**

"Viva la Diffie-rence! Your listeners will find this newest young turk as pleasant a discovery as Black, Brooks, Tritt and Jackson. Add it now..." **Moon Mullins/Pollack Media**

"Diffie's definitely dazzling...different...yet, definitive country!!!" **Robynn Jaymes/WYYD**

"Add out of the box! If you like George Strait, Clint Black, and early Merle Haggard — you'll love the Diffie! Infectious beat and harmonies with a great neo-traditional feel!" **John Saville/WWYZ**

"...Frankly, I like it. **STRONG STUFF...**" **Tim Murphy/KMPS**

"Great voice, with a lot of 'teardrop' in it. Rather than the best country singer since George Jones, I'd say he's more like the best since Tammy Wynette." **Bruce Agler/KIIM**

"...This Diffie is a hit...new up-and-coming country star." **Robert E. Lewis/WKML**

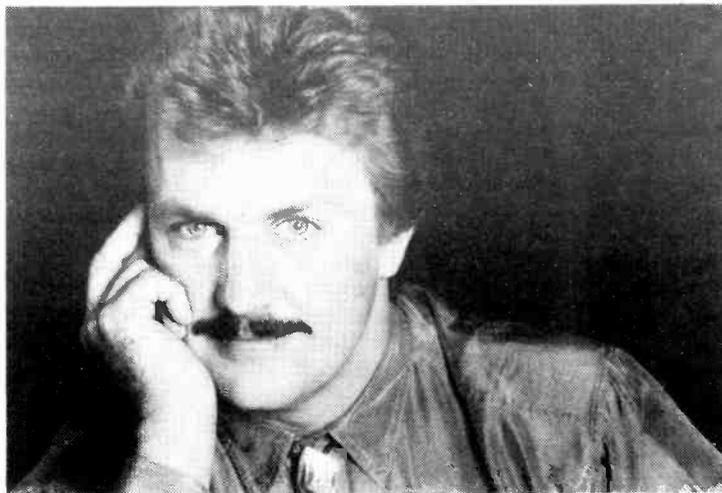
"Fresh and new, great energy — Diffie is no quickie. He'll be around for a long time." **Les Acree/WTQR**

"When a song goes 'stiffie' — replace it with a Diffie." **Mason Dixon/WSTH**

"Just heard Diffie. Certainly isn't iffy. A step above spiffy. Even a little trippy. Radio can't be so dippy as to not add Diffie — in a jiffy." **Steve Warren/Programming Co-Op**

"Knocked me on my ass!! I'm wearing my Diffie button." **Brad West/WYNK**

"I'm certainly impressed!" **Randy Chapman/KALF**



"It's a wonderful new song that sounds real SPIFFY. In fact, whether it's an add or not won't be IFFY." **Jim Asker/WFLS**

"I'm a member of the Diffie Cult." **Kitty Ledbetter/WSOC**

"...I like it..." **Dale Eichor/KWMT**

"I really like 'Home.'" **Doris Thompson/Stecker-Thompson**

"Thumbs up to Joe Diffie and his music." **Steve Gary/KASE**

"YES YES YES...We aren't iffy...KRKT is pro-Diffie!...You have a hit on your hands..." **H. David Allan/KRKT**

"Bill Kelly on Joe Diffie: Honey, I'm 'Home.'" **Bill Kelly/WTNT**

"You can add it now or add it later —JUST ADD IT." **Gary Hightower/KFDI**

"I'll pour another round of liquid heartache and light up another burn-me-down on my way 'Home' tonight." **Mike Harris/WDXE**

"It would be Diffie-cult not to like this record!" **Tony Michaels/KTTS**

"...Soon the nation will be DAFFY over DIFFIE!!" **Mac Daniels/KPLX**

"There's no place like 'Home'....Immediate audience acceptance." **Van Mac/WOKK**

"Every time I hear 'Home' it makes me want to call my mama!!!" **Bob Moody/WPOC**

"Destined for stardom." **Kerry Wolfe/WMLL**

"It's impossible to be in-Diffie-rent about 'Home'. I certainly had no Diffie-culty recognizing its hit potential." **Len Roberts/Drake Chenault**

"...for three minutes Joe takes me back to that 'sacred' happy growing-up-place that never changes...in my mind. Thanks Joe." **Ron Dini/WSIX**

"Great new artist...excellent song...thank you for making our radio station sound better!" **Don Roberts/KFGO**

"Diffie Is First For Inspiring Emotion." **Mark Tudor/WTDR**

"One day test — six plays — 150 calls — 4.2 out of 5 acceptance —that says it all." **Bob Mitchell/KCKC**

"The finest new talent to hit airwaves in a long time!" **Billy Parker/KVOO**

"It's like *deja vu*, with sweet special memories of being back home again — with a hint of Lefty." **Dandelion/WRKZ**

"What a voice! Joe's Diffie-rent and welcoming style make him a hit." **Lisa Puzo/KZLA/KLAC**

"Wonderful...#1 in my home!" **Don Crawley/WDAF**

"'Home' is where the heart is. It's an instant add. I do believe that Joe Diffie will be around for a while. No flash in the pan here!" **Wade Carter/KXXY**

"Joe Diffie is a very talented individual. This music expresses a definite country feel. We added this record out of the box!" **Vic Roberts/KIIQ**

"It's a song war's SMASH!!!" **Ted Cramer/WSM-AM**

"Not only is the single incredible — you can drop a needle on any part of the album — start to finish. It's no doubt the best album of the year! I can't get the tape away from my wife." **Dale Van Horne/WQDR**

"Don't waste your time. Add Diffie in a jiffy!" **Bill Early/WGNA**

"I like the record!" **Bruce Sherman/WSM**

"A pure country vocalist with great range! Epic should bring this one 'Home'!" **Tim Closson/KHAK**

"...KNAX will be opening an official branch of the 'Joe Diffie Cult'!" **Brad Chambers/KNAX**

JOE DIFFIE "Home"



You don't know what you're missin'
If you don't give Joe Diffie a listen!



"Epic" Reg. U.S. Pat. & Trm. Off
© 1990 CBS Records Inc.

BITS & STUFF

K.T., Ricky Van On The Road

stuff (stuf) n. 1. The most central and material part. 2. Unspecified material.

• **K.T. Oslin** and **Ricky Van Shelton** are headlining the Nashville Network's first national concert tour with a series of 24 performances. The tour, which began July 21, features three alternating opening acts — **Baillie & The Boys**, **Doug Stone**, and **Les Taylor** — and is being promoted with a national consumer sweepstakes, live satellite interviews, and promotional announcements on TNN.

• While scuba diving 45 feet down in Florida's coastal waters, the **Oak Ridge Boys' Steve Sanders** was surprised to feel a tap on his shoulder. Another diver, holding an underwater pen and writing tablet, wanted Sanders's autograph. He's frequently asked for his autograph, "But that takes the cake for the most unusual place," Sanders said.

• **Kevin Welch**, opening for **Mary-Chapin Carpenter** at New York's **Lone Star Cafe**, had a special guest on stage: **Dottie Hanson**. If the name doesn't sound familiar, it's because it's a Carpenter alias. Carpenter and her band, known in the Washington, DC area as the **Hanson Brothers**, learned Welch's songs from a tape, and then backed the **Reprise** artist for several tunes.

• **Mark Collie**, at a recent **Salt**

Lake City show with **Reba McEntire** and **Don Williams**, was asked by an audience member if he would propose to the fan's girlfriend for him. **Collie** complied, and then sang "Something With A Ring To It" for the couple.

• **Asleep At The Wheel** will celebrate 20 years together with a show at the **Austin Opryhouse** on August 15. Former **AATW** members **Jann Browne** and **Leroy Preston**, among others, will be on hand, as will opening acts **Lee Roy Parnell** and **Kris McKay**. Tickets are \$2.50, the same price as their first show in 1970.

• **John Andrew Parks's** debut single, "Ten Gallon Dreams," reappeared last week in **R&R's** Significant Action section after dropping out over a month ago, a rare occurrence. Parks is signed to **Capitol/Los Angeles**, and that office decided to give the single a second chance — so it hired independent promoters to work the record. Parks wrote **Kenny Rogers's** "Planet Texas," and his version appears on his self-titled LP.

• **Gene Autry**, **Roy Acuff**, **Floyd Tillman**, **Lefty Frizzell**, **Marty Robbins**, **Johnny Cash**, **David**



CHECKPOINT CHARLIE — The Charlie Daniels Band stopped at Berlin's Checkpoint Charlie during a recent concert tour of Germany. Passing inspection at the legendary site are (l-r) CDB members Charlie Hayward, Taz Digregorio, Charlie Daniels, Jack Gavin, and Bruce Brown.

Houston, and **Bob Dylan** will be featured on "Columbia Country Classics," to be released later this summer. The five-record set, containing several songs never before available on CD, chronologically follows the themes of country music: "The Golden Age," "Honky Tonk Heroes," "Americana," "The Nashville Sound," and "A New Tradition."

— Ken Tucker

MUSIC MEMO

Bill Mack Pours A Strait Hit

George Strait's new single, "Drinking Champagne," was penned by legendary **WBAP/Dallas** trucking disk jockey **Bill Mack**. The song, from Strait's "Livin' It Up" LP, has also been recorded by **Ray Price**, **Cal Smith**, **Dean Martin**, **Jim Ed Brown**, **Jerry Lee Lewis**, **Don Gibson**, **Carl Smith**, and **Mickey Gilley**.

Strait's new **MCA** album also includes tunes written by **Carl Perkins** ("When You're A Man On Your Own") and **Conway Twitty** ("She Loves Me (She Don't Love You)"). Neither song was a single for the famous writers.

• **Keith Whitley** and **Lorrie Morgan's** new duet, "'Til A Tear Becomes A Rose," was recorded by Whitley several years ago with then-producer **Blake Mevis**. **Garth Fundis**, who handled Whitley's last two projects, added Morgan's vocals and new instrumentation to the master tapes. **Ricky Skaggs**, who played with Whitley in **Ralph Stanley's Clinch Mountain Boys**, is featured on harmony vocals.

The song, written by **Bill** and **Sharon Rice**, also appears on **Jann Browne's** "Tell Me Why" LP.

• **Kenny Rogers** and **Dolly Parton's** new collaboration, "Love Is Strange," was a #11 pop hit for **Mickey & Sylvia** in '57. And it reached #20 on the country charts for **Buck Owens** and **Susan Raye** in '75.

• **Jerry Lansdowne's** new **Step One** single, "Paradise Knife and Gun Club," was also released by **Roy Clark**. The song, written by **Chick Rains**, reached **R&R's** New & Active section in June '82.

• The **Texas Tornados's** new single, "Who Were You Thinkin' Of," was co-written by **Jim Glaser**. The song appears on the Tornados' self-titled **Reprise** LP.

NEW ARTIST FACT FILE

Tim Ryan

Born: 2/4/63; St. Ignatius, MT
Place Called Home: Nashville
Current Single: "Dance In Circles"
Current Album: "Tim Ryan"
Label: Epic
Producer: Buddy Killen
Management: William Carter
Booking: Buddy Lee Attractions
Publishing: Tree Publishing
Musical Influences: Ernest Tubb, Merle Haggard, Dan Fogelberg, Dan Seals

• **Background:** The Montana native grew up listening to country music in the small town of St. Ignatius (pop. 877). "My dad only had two tapes in his truck," Ryan recalled. "**Ernest Tubb** and **Buck Owens**." At age 12 he auditioned for western swing star **Tex Williams's** local show and won the gig. The impressed Williams wanted to take the young guitarist on the road, but Ryan opted for school. A year later he formed his own band, playing at local rodeos and street dances. Later, though unable to read music, Ryan joined his high school's award-winning jazz band.

An all-star in football, basketball, and track, Ryan won a football scholarship to the University of Nevada at Las Vegas. He later transferred back to Montana, splitting his time between athletics and music. After graduating, he dedicated himself to songwriting. When he'd saved enough money to follow his dreams, Ryan married his girlfriend and they spent their honeymoon driving the 2600 miles to Nashville.

• **Signing:** After a few weeks in Nashville, Ryan met **Opryland Music Group's Gerry Teifer**. After listening to his demos, Teifer asked whether Ryan belonged to **BMI** or **ASCAP**. "I asked him what they were," Ryan remembered. "I'd never heard of them." Teifer quickly put him in touch with **ASCAP's Pat Rolfe**, who was equally impressed. She sent him to **Tree Publishing's Dan Wilson**, who called in President **Buddy Killen**. Killen not only inked Ryan to a publishing deal, but agreed to



Tim Ryan

produce him. "Then Buddy said he thought he could get me signed to a major label," Ryan recounted. "And all of this — from meeting Pat Rolfe to signing with Buddy Killen — happened in a couple of hours."

• **Songs:** Ryan wrote or co-wrote six of the ten songs on the album. Five of those, including the current single, were collaborations with **Alex Harvey**. The pair met when Ryan worked at a Nashville health club, and they've written over 80 songs together. Ryan also included **Marty Robbins's** "You Don't Owe Me A Thing," a B-side he discovered while digging through a stack of his mother's 45s.

"I always try to write about positive things," Ryan reflected. "So many bad things happen in the world. A sad song is the last thing a person needs to hear driving to work. If I do write a sad song, I try to add a little hope at the end."



DUNCAN SIGNIN' — Curb/Nashville recently signed new artist Duncan to its roster. Rallying around the signee are (l-r) Curb Country President **Dick Whitehouse**, Artist Management, Inc.'s Exec. VP/Finance **Paul Chappell**, and Curb's VP/Promotion **Mike Borchetta** and Director/Promotion & Artist Relations **Sue Austin**. Duncan's first single, "Coolin' Down," came out two weeks ago.

NASHVILLE IN MOTION

Nadler Joins Mores, Nanas, Golden & Peay

Susan Nadler, of Gary/Gurley Public Relations, has joined **Mores, Nanas, Golden & Peay** Entertainment in the newly created position of Coordinator/National Media.

In a joint statement, partners **Stan Mores** and **Chip Peay** said, "We are tremendously pleased to add Susan Nadler to [our] staff. She has extensive experience, not only in the field of public relations, but journalism, publishing, and television as well." Nadler has

authored two books and worked as a freelance journalist and publicist.

• **Michael Marquart** recently opened **Windmark Recording** studios in Virginia Beach, VA. The studio was created by **Steve Durr**.

• Comedy team **Williams & Ree** ink with **Triad Artists** for booking and **Paul Cowan** for management . . . The **Bama Band** signs with **Capitol/Nashville** . . . The **Pirates Of The Mississippi** pact with **Ken Stilts** for management.

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**KZFX RADIO -
HOUSTON, TEXAS**

Shamrock Broadcasting has an immediate opening for a proven, experienced personality to host an informatin oriented, music **intensive morning show**. Knowledge of Classic Rock music preferred. Professional attitude a must. Applicant should be a strong communicator with an intelligent, adult presentation, a sense of humor, an ear for the topical and must relate to the 25-40 lifestyle.

Send tapes and resumes to: Ted Carson, Operations Manager, KZFX Radio, 3050 Post Oak Blvd., Suite 1100, Houston, TX 77056.

KZFX, A division of Shamrock Broadcasting, Inc., is an Equal Opportunity Employer and encourages minorities to apply.

KOOL 94.9, WWKL, Harrisburg, Central PA's fastest growing adult radio station is seeking a creative, energetic mid-day personality who knows oldies and can relate to the 25-54 audience. You should be highly disciplined, motivated and be able to work in an extremely creative environment. We'll give you state of the art facilities, excellent compensation and benefits, plus the pride of working for a winning organization. If you have the above qualities - we want to hear from you ASAP. Send C&R with picture to: Dave St. John, Program Director, WWKL - KOOL 94.9, 3605 Vartan Way, Harrisburg, PA 17110. Females and Minorities encouraged to apply. NO PHONE CALLS!

BARNSTABLE BROADCASTING, INC.
Equal Opportunity Employer

Program Director

Major Northeast FM AC seeks PD with experience. Must be able to work well with consultant and be '90s Marketing oriented. Send tape, resume and current station composite to: Radio & Records, 1930 Century Park West, #925, Los Angeles, CA 90067. EOE

WINK 104

**GENERAL
SALES MANAGER**

Excellent opportunity to join Central Pennsylvania's #1 radio stations. Looking for an individual with extensive radio experience and solid management skills. Our candidate will direct, motivate, train and challenge a staff of 12. This high paying position demands performance. Qualified applicants only, send cover letter and resume to Dave Strout, General Manager, WNNK / WHGB, PO Box 104, Harrisburg, PA 17108. E.O.E.

WTXT FM Tuscaloosa, Alabama (50 miles from Birmingham) has **all positions available**. PD, Sales, Jocks, Mornings. WTXT is Alabama's hottest new 100,000 **Contemporary Country**. If you're heading to the top, come do it with 98 TXT. Send resumes to Jim Kell, WTXT FM, P.O. Box 11198, University Station, Tuscaloosa, Alabama 35486-9661. EOE

**KTRH
NEWSRADIO
740AM**

Top AM station in Houston, Texas seeks **Production Manager**. Must have minimum two years market experience and be able to breathe life into station sound. Good pipes and writing skills a must. Send tape and resume to: Bill Van Rysdam, P.O. Box 1520, Houston, Texas 77251. EOE

**WDIA
AM 1070**



**PRODUCTION/CREATIVE
SERVICES DIRECTOR**

Market leader for almost a decade. Memphis **Urban Powerhouse K-97** and **legendary WDIA** seeks top notch, creative, high energy **Production Director**. Duties include some copyright, working closely with sales, air staff, and promotions department. Multi-tracking experience a must. **Only winners need apply**. Good voices are a dime a dozen, but technique and creativity **rules**. Salary negotiable. Serious inquiries only, no calls. Send T/R to Bobby O'Jay, Operations Mgr., 112 Union Ave., Memphis, TN 38104. EOE

**FUN IN
THE SUN**

KHEY Y-96
890 AM 96.3 FM

Top rated **Country** station looking for **Morning Show Host**. Must be able to tie in to local events and atmosphere, warm, humorous, enjoy making public appearances, work well in a team atmosphere. Tapes and resumes to Brian Kennedy, Program Director, KHEY AM-FM, 2419 N. Piedras, El Paso, Texas 79930. EOE

**Program
Director**

Program Director/Morning Person needed for **Gold Intensive AC** in Southeast market. Station will have all the tools to take it to the top. Good pay and benefits. Send tape and resume to: Radio & Records, 1930 Century Park West, #991, Los Angeles, CA 90067. EOE M/F

**PROGRAM
DIRECTOR**

Top 15 market leader seeks aggressive **AC PD** with experience. Must be a team leader, understand marketing and research, and know 'Selector' inside and out. Send confidential letter, resume and current station composite to: Radio & Records, 1930 Century Park West, #990, Los Angeles, CA 90067. EOE

**URBAN
SOUTHEASTERN
POWERHOUSE**

is looking for a hot **PM Driver** and a super-hype **night jock**. Great production and phones a must. Send tape and resume to: 93 WBLX, c/o Skip Cheatham P.D., 1204 Dauphin Street, Mobile, AL 36604. EOE

MIDWEST

Fulltime entry level opening at KGNO/KDCK. Good benefits and working conditions. T&R: Dave Murdock, Box 1398, Dodge City, KS 67801. (7/27) EOE

Top rated Madison CHR seeks morning maniac who delivers 12-44's. T&R: WTFX, Pat Gillen, 2122 Luann Lane, WI 53713. (7/27) EOE

Seeking **AT's** with two to five years' experience for AM start-up. Openings in all shifts. T&R: KIDZ, Frank James, 10841 E. 28th Street, Independence, MO 64052. (7/27) EOE

Hot **AC** seeks great voice for production/airshift. Females and minorities encouraged. No calls. T&R: WDIF, Box 10000, Marion, OH 43302. (7/27) EOE

FS **Country leader** seeks PM drive Personality with strong production skills. Great company. T&R: KMNS, Glen Miller, Box 177, Sioux City, IA 51102. (7/27) EOE

Experienced Sales sought. Peoria's top rated adult station has immediate opening. Seeking big money? RESUME: WGLO, James MacFarlane, 331 Fulton, Peoria, IL 61602. (8/3) EOE

Seeking experienced Anchor/Reporter/Writer to assist in all facets of medium market news operation. T&R: WYEZ-FM, 237 Edison Road, Mishawaka, IN 46545. (8/3) EOE

98 Rock
WYYY

America's coolest damn radio station is looking for a **Nighttime killer**. We need an over the top maniac who doesn't subscribe to A.O.R. conventions, who values support from a team and can give it up as well. If you are unique, hate reading liners, and have a killer personality with a tape that proves it, send your presentation to: 98 Rock - Russ Mottla, 3800 Hooper Avenue, Baltimore, MD 21211. 98 Rock is an Equal Opportunity Employer. Minorities and females are encouraged to apply.

HOT 99.9 WHXT
THE NEW HOT FM

Hot P-2 CHR looking for **Killer PD!** Must be aggressive, creative, promotionally active and be able to lead the troops as we turn up the heat and make the competition sweat. Send material to Nancy Tulli, HOT 99.9, 107 Paxinosa Road West, Easton, PA 18042. No Phone Calls. EOE

95.5 FM
WPGC
Continuous Music

Assistant Chief Engineer for Washington D.C.'s top rated station. Successful candidate will become Chief Engineer within one year. Excellent trouble shooting, construction, and people skills required. Five years minimum experience and SBE certification required. Super opportunity! Send resume to Tom McGinley, WPGC-FM, Cook Inlet Radio Partners, L.P., P.O. Box 10239, Washington, D.C. 20018. EOE

SOUTH

KHFI-FM seeks Production Manager with heavy production and copywriting experience. T&R: 1219 West 6th Street, Austin, TX 78703. (7/27) EOE

Seeking **AE** for entry level opening. Also seeking mid-level, experienced radio sales AE. RESUMES: Genesis Broadcasting, 317 Arden Grove, San Antonio, TX 78215. (7/27) EOE

Hot new CHR seeks **AT** for middays/afternoons. Production a must. Females and minorities encouraged. T&R: Hurricane Hamilton, Box 1430, Morgan City, LA 70381. (8/3) EOE

WAVE/WYAV in Myrtle Beach seeks take-charge, well organized Program Director/morning Talent. Experience a must. T&R: Tom Atkinson, Box 1020, SC 29578. (8/3) EOE

Seeking **killer morning Personality** to co-host with female Talent already on staff. T&R: WHRK-FM, Bobby O'Jay, 112 Union Avenue, Memphis, TN 38103. (8/3) EOE

Seeking **Country AT/Production Director** from top rated markets. T&R: Sungroup SW, Bobby Owen, Box 3098, Abilene, TX 79604. (8/3) EOE

Seeking **Copy Writer/Production Director** plus parttime news-person. T&R: KLSF, 803 S. Rusk, Amarillo, TX 79106. (8/3) EOE

Ready for airshift/production at award winning suburban DC station? Great second job. T&R: WAGE, 711 Wage Drive SW, Leesburg, VA 22075. (8/3) EOE

Seeking mature, articulate morning drive AT. Must be able to handle morning drive talk show. T&R: KOXL, A.B. Welch, 7707 Waco Avenue, Baton Rouge, LA 70806. (8/3) EOE

OPENINGS

Seeking Country Talent with strong production and remotes. No beginners and no calls please. T&R: WTHI A/F, Box 1486, Terre Haute, IN 47808. (8/3) EOE

Seeking high energy morning Talent/production pro for Country KFXI. Two years' experience, prefer non-smoker. T&R: Box 433, Lawton, OK 73502. (8/3) EOE

Seeking PD/morning drive for AC/Oldies station. Superb salary with experience. T&R: WIHN-FM, Box 610, Bloomington, IL 61702. (8/3) EOE

Solid midday Talent sought for WQFN-FM/Muskegon. Good production/attitude. AC outlet. Possible APD opening. T&R: Geoff Brown, Box 839, MI 49456. (8/3) EOE

Ready for fulltime? Fort Wayne AC seeks Air Personality. T&R: Jim Tinghe, 424 Reed Road, IN 46815. (8/3) EOE

Warm, adult communicator sought. Seeking versatile person for 35+ demos and also parttime for Classic Rocker. T&R: WPZ, Brian Demay, Box 286, Petoskey, MI 49779. (8/3) EOE

Country FM seeking applicants for AT, Production, News, Copy. T&R: WYTE, Dan Olsen, Box 1030, 3012 Post Road, Stevens Point, WI 54481. (8/3) EOE

Bright AC seeking creative Program Director. Position includes airshift. Great opportunity. T&R: WXXM, 1650 Watermark Drive, Columbus, OH 43215. (8/3) EOE



PRODUCTION MONSTER!!!

Are you ready to replace J.R. Nelson in our all-digital studio? You must be original, inventive, and able to knock out **POWERFUL PROMOS** and **SIZZLING SPOTS!** Some computer knowledge essential. Musical skills a major plus. You'll run one of the best-equipped facilities in the world and join a staff of CHR winner! Express a tape to: BRIAN PHILIPS, KDWB-FM, 708 South Third Street #200, Minneapolis, MN 55415. KDWB is an Equal Opportunity Employer.



Seeks Program Director for Great Empire Broadcasting's midwestern full service Country powerhouse. Candidates must have creativity, organizational skills, a commitment to country music, the ability to manage a large staff and to bring out the best in people. Send resume and tape to General Manager, WOW AM/FM, 615 North 90 Street, Omaha, NE 68114. WOW is an EOE.

"ACCOUNT EXECUTIVES"

If you like to sail, fish, camp, backpack, ski, canoe, white water kayak, hunt and live in the largest city on the largest lake in the world...all the above is available if you're bright, creative, energetic and willing to work hard and grow with a progressive young broadcast group. Send your resume to Robert Christy, President Northland Broadcasting, 1001 East 9th Street, Duluth, Minnesota 55805. EOE

AFTERNOON DRIVE/AC

50KM Northeastern Ohio P.A.C. Mature delivery, reliable personal appearances, production. PBP. Send T&R, salary history & photo to: Radio & Records, 1930 Century Park West, #994, Los Angeles, CA 90067. EOE

OPENINGS

MORNING SIDEKICK WANTED

Can you entertain, inform and work in a team atmosphere? Would you like to live in a beautiful area that's one of the top ten growth markets for the 90's? We offer good bucks, great benefits and new facilities. Females and minorities encouraged. Rush Cassette and resume to Radio & Records, 1930 Century Park West, #984, Los Angeles, CA 90067. EOE

LARGE MIDWEST URBAN radio station looking for Talented COMMUNICATOR

to become part of winning morning show. If you have the goods send cassette of your best to: Radio & Records, 1930 Century Park West, #985, Los Angeles, CA 90067. EOE

MID-DAYS IN INDIANAPOLIS

The Soft FM, WTPI-Indianapolis has a midday on-air opening. If you have a concise, unaffected, and sincerely direct delivery; strong production skills; and enjoy frequent personal appearances; then please send your tape and info to: Program Director, 3135 N. Meridian St., Indianapolis, IN 46208. EOE M/F

Music Intensive Classic Rock & Roll station in Top 10 Major Market city in search of Morning Pro(s) to have big fun. Good phones a must! Topical, no joke machines. If you can relate to 25-49 Adults, WE WANT YOU! Tape and resume to Radio & Records, 1930 Century Park West, #992, Los Angeles, CA 90067.

WANTED: MORNING TALENT

To head up our Morning CHR Zoo. Hustle and attitude will give you a leg up. T&R to: Radio & Records, 1930 Century Park West, #988, Los Angeles, CA 90067. EOE

Top Midwest CHR looking for morning show news anchor who can have fun outside of the newscasts!! Great company. Great people. A winner needed yesterday! Tape & resume to: Radio & Records, 1930 Century Park West, #989, Los Angeles, CA 90067. EOE

NEWS DIRECTOR & NEWS ANCHOR KLIK AND Y-107

1) We are looking for an AGGRESSIVE, TAKE CHARGE News Director. Manage and Direct three person staff in Missouri's Capital city.
2) If you live and die for news, can write well, and have on-air PERSONALITY, we want to hear from you! Females encouraged to apply. T&R: Bobby Jackson, Program Director, P.O. Box 414, Jefferson City, Missouri 65102. EOE M/F

MORNINGS

Northeastern Ohio. AC solid gold based Full Service AM station. You will be the station. Reliable, appearances, production, community minded. Send T&R, salary history & photo to Radio & Records, 1930 Century Park West, #995, Los Angeles, CA 90067. EOE

OPENINGS

Great Midwestern Broadcasting Company is looking for an adult communicator who can appeal to our 25-54 demo. If you are great on the phones and have talk show experience we want you! Good bucks and great benefits for the right person. Please send T&R to: Radio & Records, 1930 Century Park West, #997, Los Angeles, CA 90067. EOE

HOT CHR

seeks Morning Personality(ies), with energy, creativity, humor and proven track record(s). We offer challenge and stability. Send tape & resume with photo to: 1930 Century Park West, #993, Los Angeles, CA 90067. EOE

WEST

Country station seeking AT for midday shift. Minimum three years' experience. No calls. T&R: KWDJ, 7351 Lincoln Avenue, Riverside, CA 92504. (7/27) EOE

Seeking News Director/morning sidekick for CHR in Oregon. T&R: KXIQ-KGRL, Gregg Lenny, Box 5068, Bend, OR 97708. (7/27) EOE

Weekend traffic Anchors sought. Must know Bay Area roads. T&R: Metro Traffic Control, Joe McConnell, 185 Berry Street, #5503, San Francisco, CA 94107. (7/27) EOE

Skiing/fishing/sunshine/fresh air. Seeking News Director, AM AT and AT/production pro. T&R: KWSI, Sue Matters, Box 489, Warm Springs, OR 97761. (8/3) EOE

Durango/Cortez, CO CHR seeks AT with strong production skills for future openings. T&R: Dan Kelley, Box 740, Cortez, CO 81321. (8/3) EOE

Southern California news/talk seeks strong, aggressive newsmen. T&R: KNWZ, John Burgess, Box 12700, Palm Desert, CA 92255. (8/3) EOE

Southern California metro fringe CHR/Oldies combo seeks talented, energetic AT. T&R: 2501 W. Avenue I, Lancaster, CA 93536. (8/3) EOE

Metro Traffic seeks parttime Traffic Anchors. Four years' medium market news experience; know LA freeways. T&R: Barbara Brooks, 6255 Sunset Blvd. LA, CA 90028. (8/3) EOE

Weekend Talent sought for soft AC. Must be conversational and know music. T&R: KMEQ, Simpson, 3719 N. 32nd Avenue, Phoenix, AZ 85017. (8/3) EOE

Central California medium market station seeks experienced AT/Production Director with Personality. T&R: Charlie Wolff, 617 W. Tulare Avenue, Visalia, CA 93277. (8/3) EOE

High energy CHR AT sought for night shift. Multi-track production experience preferred. T&R: KWNZ, Ray Kalusa, 557 Washington, Reno, NV 89503. (8/3) EOE

AT/Production sought for small Western market. PBP experience helpful. T&R: EVA, J.C. Jewett, Box 190, Evanston, WY 82931. (8/3) EOE

Seeking Program Director with minimum five years' promotional/marketing/radio. T&R: KRRX, Brew Michaels, 3131 Elliott Avenue, Seattle, WA 98121. (8/3) EOE

MORNING SIDEKICK WANTED

Can you entertain, inform and work in a team atmosphere? Would you like to live in a beautiful area that's one of the top ten growth markets for the 90's? We offer good bucks, great benefits and new facilities. Females and minorities encouraged. Rush cassette and resume to Radio & Records, 1930 Century Park West, #996, Los Angeles, CA 90067. EOE

PROGRAM DIRECTOR

Hard working, creative thinking, high profile leader to guide CHR station into prosperous future. Work creatively with a modest budget and possess good problem solving skills. Need to be effective motivator who understands the bottom line. Located in beautiful, fast growing northwest California. Tape and resume ASAP to Mike Martin, PO Drawer 1139, Arcata, CA 95521. Merit Broadcasting is an equal opportunity employer.

OPENINGS

NIGHT TIME AIR PERSONALITY

This is a rare opportunity with a very special radio group that will value and reward your contributions to our continued success. We're the Top-rated AC station in the country and we have an opening for a dedicated, motivated and personable air personality. If you have the desire and at least two years of commercial radio experience, send your T&R to: Don Jennings, Operations Manager, KCIX (K-106 FM), 5257 Fairview Avenue, Boise, Idaho 83706. EOE M/F

NEWS ANCHOR/REPORTER KING 1090 AM

Seattle's hottest news-talker wants America's hottest Street Ace/Anchor for immediate opening. If you can slay dragons on the street in AM-drive then spin magic out of the Mid-day Anchor booth, send two copies of your resume and tape to: Human Resources, King Broadcasting Co., 333 Dexter Avenue North, Seattle, WA 98109.

NO PHONE CALLS PLEASE



King Broadcasting Company

TOP HOLLYWOOD

production studio looking for top production person...DAZZLE US! Send your reel and resume to: MGR; 1707 N. Gramercy Place, Hollywood, CA 90028. EOE



San Diego calling! Morning drive at AC stronghold K-Y-X-Y ("Best songs of today and yesterday")! Topical content, one-to-one delivery, imaginative. Send tape and resume to: Art Schroeder, KyXy, 8033 Linda Vista Road, San Diego, CA 92111. EOE

POSITIONS SOUGHT

Creative Producer with strong writing skills, and two years' experience seeks small market station in OH/VT/MI/NY. JACK: (519) 649-4514. (8/3)

OM/PD/AT with 13 years' experience in Country and Talk. Last Country station doubled AQH in one year. Willing to relocate. DAN: (219) 465-7503. (8/3)

Your sports team can be number one with me on board. My PBP is a very saleable product. (219) 533-2730. (8/3)

Popular, experienced PBP Announcer seeks college PBP job. Professional baseball/college/high school experience. News and sales also. RANDY: (407) 879-4200. (8/3)

Seek overnights at your station! Small market on-air experience, even the obits, willing to relocate anywhere. DREW: (717) 530-1541. (8/3)

Let's do some damage! Promotions pro ready, willing and able to help your Top 100 AOR/AC/CHR win. NAN: (207) 773-8042. (8/3)

Reliable/dependable recent graduate seeks entry level broadcasting position. Willing to sell and relocate. Seeking challenge. GARY: (216) 232-6985. (8/3)

High energy Personality seeks fulltime. One year' major market experience and two years' night club experience. Willing to travel. FRANK: (216) 475-6646. (8/3)

Experienced, versatile, reliable and dependable. Bright, intelligent young lady seeks on-air in Southwest region. JULI: (216) 327-7115. (8/3)

Get me out of DCI College and broadcast school graduate working PT. seeks fulltime in any locale or format. BILL MIDDENDORF: (202) 363-0897. (8/3)

POSITIONS SOUGHT

Versatile, 20 year radio veteran seeks position with a future. RICHARD ROGERS: (703) 694-2229. (8/3)

Original morning entertainers, not burned-out comedy service junkies. Fresh/aggressive/talented major market team seeks P1/P2. SCOTT: (414) 281-0527. (8/3)

Eight year Country Personality seeks gig with possible PD opportunities. Any day shift considered. Ready for hardwork/challenge. JJ WESTON: (303) 798-2365. (8/3)

Hungry blood ready to work hard and take names in CHR/URBAN Top 150. Prefer Florida. Can you handle a workaholic? RIC: (912) 386-9658. (8/3)

YOU CAN HIRE DAVID LETTERMAN

Okay, not really. 20 year pro morning man/PD with a Letterman/Leno attitude now on a top 10 L.A. station considering a quality move. Big voice, fast wit. Not a Weenie machine -- a proven, prolific humor writer with relevant and real life material PLUS the discipline to properly EDIT. Not unhappy where I am, I simply have more to give both on air and off. Looking for a professional shop with a winning spirit. Inquiries to Radio & Records, 1930 Century Park West, #987, Los Angeles, CA 90067.

You seek the best? You got it! Five years' on-air experience plus MDI! Will go anywhere, anytime. CHRIS: (216) 929-6239. (8/3)

Small, small medium market programming specialist with 14 years' experience seeks position in Southeast. (803) 457-4556. (8/3)

Attention owners. AT, network voice, sales management, ad agency experience, production, copywriting. RYAN: (305) 756-5295. (8/3)

Seeking challenging, growth oriented move up. Currently small market PD/mornings. AC/Oldies/Country. DAVE: (316) 227-7825. (8/3)

Hardworking, pleasant and professional broadcasting graduate seeks FT. Prefer AOR/rock format, but have one year' Country experience also. BUDDY: (417) 358-6348. (8/3)

An up and comer who enjoys the radio industry. Two years' experience seeks job in the Midwest. JIM: (612) 367-2439. (8/3)

Seven year sports casting pro seeks major market college/pro PBP work. College/pro football, basketball and baseball experience. JOHN: (415) 479-6204. (8/3)

LET'S GET TOGETHER AND... MAKE HISTORY!

This up and coming, 3 year, TEAM PLAYER is ready to do it for you! Afternoons / Evenings CHR / HOT AC / GOLD.

JIM
(818) 706-8175

Seeking talk show. One big year' experience including KFI and KXL. Hungry, deadly, humorous and intense. BOB: (818) 355-4269. (8/3)

Isn't the bottom line ratings? Drivetime pro ready for CHR in medium to large market. Production an added bonus. MICHAEL: (615) 283-4779. (8/3)

Talented rock Personality with eight years' experience and great references relocating to CA 9/1. Ready to give it all I've got. NIKKI: (612) 825-8975. (8/3)

The cruz monster emerges after three exciting on-air years, I await your call. (507) 433-7784. (8/3)

Successful Program Director available. Proven track record, good organizational and people skills, excellent references. (615) 867-3173. (8/3)

PD/MD experience, CHR/AOR, prefer P3/P2 music or programming. Comfortable and relatable on-air. TODD: (501) 442-0166. (8/3)

Orlando/Jacksonville and Southeast. Air Personality with seven years' experience, one year' programming, seeks step up to medium market. SKIP: (904) 763-6095. (8/3)

Bright, energetic, young, professional college graduate with six years' experience seeks APD/MD position with growth potential. Prefer UC/CHR. KIMBERLY: (912) 232-0492. (8/3)

Chief Engineer/AT. Experienced AM/FM talent seeks airshift on rock FM, milder climate, medium to large market. ERIC: (219) 924-7004. (8/3)

Major market female AT seeks better opportunities/quality of life in Southeast or Pacific Northwest. Have/can/will work almost any format/shift. (404) 642-9053. (8/3)

POSITIONS SOUGHT

Small market call. Female AT ready to break in with outstanding creativity/energy. Any location/shift. NR specialist, AOR/CHR/AC. SANDIE: (312) 527-3234. (8/3)

English accent. Two years' mornings, unique, witty, great results. Production, appearances, remotes, phones and willing to relocate. GUY: (414) 962-4248. (8/3)

CHR/AC TALENT

Smooth, Funny, Concise Major Market Talent Available for Drivetime or Middays. Warm, relatable sound and Great References. Former B100, WNCI, KZZP. Experienced Asst. PD - Opportunity more important than Market Size. O'Connor - (619) 575-3353

Promotion Manager available. 17 year veteran ready to join hungry, high street presence station and stomp the competition. RENIE: (602) 866-1806. (8/3)

Scott Andrews KHTK/St. Louis seek OM/PD position. Comfortable on-air. Organized and detail oriented. (314) 727-0808 or 845-2355. (8/3)

Currently swing at top rated CHR and AC in Peoria. Ready to move on to any interested medium market CHR or AC. ANDY: (309) 692-3251. (8/3)

For PD/Ops West only. Extremely versatile broadcast pro with Top 60 experience in programming, music, news and sales. DENNIS: (317) 654-7592. (8/3)

Programming problems? Who you gonna call? Research, plan, execute and kill the competition with this number. (912) 368-2000. (8/3)

News Anchor/Reporter currently with 50k watt giant seeks to move up. CHUCK SHOCKLEY: (515) 282-9227.

Earthquakin', bodyshakin', steamrollin', flamethowin', ever-lovin', slamdunkin', noisemakin', night rocker. HAWK: (717) 326-2827. (8/3)

NEED PRO MORNING SHOW?

Available immediately: Powerful Morning Personality with Top 10 Market Success Stories. Winner looking for company with Winning attitude. CHR-AOR. Paul 713-342-9570.

Promotion Director seeking move up. Helped make last station market leader, now ready to make your station dominate. GARY: (301) 754-9204. (8/3)

Award-winning News Director seeking position in Midwest. Super character voices. Bush, Ronnie, Arnold etc. GREG: (318) 325-3989. (8/3)

Stable, seasoned pro seeking P2/middays/PM drive/Music Director position. Team player. CHRIS: (717) 285-4975. (8/3)

AT with great pipes seeks position to take your station to the top. Super attitude. Try me. STEVE: (303) 693-3925. (8/3)

Hardworking AT with medium market experience seeking full-time midday/evening shift. Great Lakes preferred. MARK: (216) 365-3373. (8/3)

Morning Team with major market experience seeking position at AOR/CHR station anywhere in U.S. Will relocate ASAP. JIM/IAN: (714) 675-7142 or (714) 734-6645. (8/3)

High impact talk show host seeking Talk or Program Director position. JOHN: (407) 967-3787. (8/3)

Serious hardworking Talent seeking position. Will do production, boards, phones. Any shift, anywhere. JOHN: (213) 821-2128. (8/3)

Seeking PD position. Also have promotion and multi-track production experience. (912) 368-2000. (8/3)

COUNTRY, A/C

PD or Mornings. Programming Track Record, multi-track production skills, promotions background. Sales oriented marketing programmer. I get results through research, involvement. Call for Programming Philosophy, tape, resume, and ratings profile. RICH GARRISON (912) 368-2000

AT available. Have weekly show in L.A. Any format. Perform interviews, commercials, jingles with production. BOB: (818) 907-9525. (8/3)

Top 30 AT with GM/OM/PD/MD/PBP experience. DAN: (601) 467-3060. (8/3)

AC/AT with strong personality, humor and stand-up background seeking relocation in Florida. GEOFFREY: (212) 868-1162. (8/3)

Fourteen year pro seeking to Rock and Roll nights or overnights on AOR, Progressive or Oldies format. DAVE: (815) 933-6779. (8/3)

AT with great voice and creative production skills seeks position. Experienced in phones/remotes/PBP/news/Anchor and PR. Five years' in CA. CHRIS: (214) 987-9860. (8/3)

The Sixties with Jimi. The sounds of the 1960's with your host JIMI DAVENPORT: (415) 967-7894. (8/3)

POSITIONS SOUGHT

Attention PDs, OMs, NDs, GMs Searching for Talent? CALL NATIONAL!

It's Quick ... Easy ... and your only cost is a telephone call ... 205-822-9144. National represents hundreds of professional broadcasters for all size markets and all formats. Announcers, news, sports, production. We can schedule a complete presentation within 24 hours of your call. Call Now — 205-822-9144.

NATIONAL BROADCAST TALENT COORDINATORS

Dept. R., P.O. Box 20551 • Birmingham, AL 35216 • (205) 822-9144

ACT NOW!

When is less more? When it's Les Clark. Three years' programming, production, personality and master of all trades. (304) 778-0291. (8/3)

Talented and personable AT currently working swing at top rated P2 Texas CHR. Willing to relocate. (512) 480-8116. (8/3)

Night Rocker zooming in on gig with MD/PD possibilities. Let me squash your competition! TOM: (804) 977-7684. (8/3)

Ready to dominate mornings? Topical, feisty, inventive AT. Phones, characters; personal appearances. PAUL: (516) 932-7147. (8/3)

PROMOTION PRO AVAILABLE

17 Year pro with promotion experience in Rochester, NY, New Orleans and Phoenix is now ready to join your winning team. Only serious inquiries need call this "Promotion Guy." Renie (602) 866-1806.

Four year veteran of CHR/Gold was ready to roll! Air, comedy, production, voices. KATE: (804) 596-3947. (8/3)

Talented AT with five years' experience in production, promotions and public service. AOR preferred, will relocate. BONNIE: (708) 540-9697. (8/3)

Adult personality with over 15 years' experience seeking solid company/station in OH/WVA. PAUL: (419) 866-0445. (8/3)

Mejor market Talk/FS experience. Performer, writer with natural sense of humor. Seeking Top 35 market. SAM: (301) 477-3326. (8/3)

When I'm on the air, FM LISTENERS COME BACK TO AM! My unique blend of talk, comedy and music grabs the 18-49 demos. Entertaining talk with no issues and few guests. (305) 424-7661.

Recent broadcasting grad with three years' commercial radio experience seeks to branch out. On-air, production, promotion. Relocation OK. JOE: (805) 251-2750. (8/3)

AT with great numbers seeking new position. CHR/UC/CHR-dance! SCOTT: (904) 224-4278. (8/3)

PD/Mornings! 20 year pro wants to cut to the chase and win for your CHR. Currently P3 seeking to move up. TOM: (717) 321-0630. (8/3)

Morning show sidekick wants to give you killer numbers. Character voice guru, production wizard, copywriting genius. 11 year vet. MARK: (916) 343-6717. (8/3)

PD/AT presently employed, seeks challenge. Knowledgeable motivator, with computer/production and people skills. A winner! (619) 338-8419. (7/27)

AT/PD seeks fulltime in any market, any format. 15 years' experience in Country/AC. Will work my way up again! NICK PAUL: (602) 997-9414. (7/27)

AT/Production Talent seeks new challenge anywhere in North or Southeast U.S. Currently AC/Oldies station. ANDY (718) 979-3171. (7/27)

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Get R&R's weekly Opportunities/classified section before the paper's published. R&R Job Hotline is mailed to you separately. Call 213-553-4330 to subscribe today. Use Visa/Master-Card/AmEx.



POSITIONS SOUGHT

Level headed CHR night AT does it all. Phones, appearances, production, Selector. Assisted in programming. MIKE: (209) 348-1224. (7/27)

Female Sidekick/Voices/Comedy Writer.

Top 5 Market for last 7 years. Looking for New Morning Show Opportunity. (215) 925-2895.

Mornings with West and Wheeler. A certain chemistry. (414) 962-7636. (7/27)

Attention CHR Top 50 markets. Serious, high-energy delivery, winning in your market next, with you or your competition. JAY WEST: (713) 568-6585. (7/27)

Do you have a talk station? High impact talk show Host/Program Director. JOHN: (407) 967-3787. (7/27)

MISCELLANEOUS

Seeking Audio and Video Airchecks! Also, seeking folks to "roll tape" in Top 170 markets. CALL: Mr. Radio, (904) 788-4678. (8/3)

R&R Opportunities Display Advertising

Display: \$55 per inch per week (maximum 35 words per inch). Includes border and logo.

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Display & Blind Box Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: (213) 203-8727. Visa, MC, AmEx accepted. Include name as it appears on credit card expiration date and phone number. Blind box responses are sent to advertisers every Thursday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST) eight days prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: (213) 203-8727.

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.

Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST), eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" x 11" paper and are accepted only by mail or fax: (213) 203-8727. Address all 24-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.



NEW & ACTIVE

SOUTHERN PACIFIC "Reckless Heart" (WB) 101/18
Rotations: Heavy 0, Medium 20, Light 81, Total Adds 18, WQBE, WMZO, WKAK, KASE, WSOC, WESC, WMSI, WNOE, WKYQ, KRMD, WFMS, WITL, KZKX, KCJB, KKCS, KFMS, KWHT, KKAT. Moves 48-44 on the Country chart.
BAILLIE & THE BOYS "Fool Such As I" (RCA) 98/19
Rotations: Heavy 0, Medium 32, Light 66, Total Adds 19, WZPR, WPOR, WKAK, KASE, KYKR, WXBQ, WEZL, KHEY, WESC, WOKK, WPAP, KBMR, WGEE, KCJB, KWEN, KUGN, KUAD, KFMS, KMPS. Moves 49-41 on the Country chart.
GEORGE STRAIT "Drinking Champagne" (MCA) 97/82
Rotations: Heavy 5, Medium 14, Light 78, Total Adds 82 including WPOC, WRKZ, WPOR, KASE, WYNK, WSOC, KSCS, KPLX, WAMZ, WGKX, WSIX, WCMS, KAJA, WQYK, WFMS, KXXY, KUZZ, KNIX, KRAK, KKAT. Debuts at number 38 on the Country chart.
CORBIN/HANNER "Work Song" (Mercury) 95/7
Rotations: Heavy 1, Medium 25, Light 69, Total Adds 7, WQCB, KEAN, WESC, WLWI, WOWW, KCJB, KDRK. Heavy: WSTH, Medium: WDSY, KMML, WXBQ, PSON, WWWW, WAXX, WOW, KFDI, KRKT, KWHT, KNCQ, KCKC. Moves 49-45-43 on the Country chart.
KENNY ROGERS & DOLLY PARTON "Love Is Strange" (Reprise) 90/65
Rotations: Heavy 2, Medium 13, Light 75, Total Adds 65 including WPOC, WRKZ, WPOR, KASE, WYNK, WSOC, KSCS, KPLX, WESC, WAMZ, WGKX, WLWI, WCMS, WOWW, KAJA, KCYK, WTQR, KIK-FM, KNAX, KMPS. Debuts at number 46 on the Country chart.
TIM RYAN "Dance In Circles" (Epic) 80/6
Rotations: Heavy 2, Medium 28, Light 50, Total Adds 6, WTCR, KEAN, WKAK, WTQR, WHOK, KUGN. Heavy: KIKK, WTNT, Medium: WAYZ, KASE, WKML, KILTFM, KJNE, WOW, KTTS, WTCM, KFDI, KRST, KNAX, KMPS. Moves 50-47 on the Country chart.
ASLEEP AT THE WHEEL "Keepin' Me Up Nights" (Arista) 74/6
Rotations: Heavy 0, Medium 16, Light 49, Total Adds 6, WDSY, WMSI, KLLL, KJNE, WASKFM, WHOK. Medium: KMML, WWNC, WSTH, WTVY, WSIX, KLUR, KCJB, WOW, WTCM, WDEZ, KRKT, KUGN, KIIQ, KEEN. Debuts at number 48 on the Country chart.
CHARLIE DANIELS BAND "A Few More Rednecks" (Epic) 70/3
Rotations: Heavy 1, Medium 24, Light 45, Total Adds 3, WFMS, KTPK, KIIQ. Heavy: WSTH, Medium: WDSY, KEAN, KMML, WRNS, KKIX, WHEW, WPCV, WBVE, WDAF, WMUS, KXXY, WOW, WFMB, KRST, KASH, KRAK. Debuts at number 49 on the Country chart.
ANNE MURRAY "Feed This Fire" (Capitol) 66/26
Rotations: Heavy 1, Medium 16, Light 49, Total Adds 26 including WYNY, WRNS, KNFM, WKSJ, WSIX, WQDR, WYYD, WDAF, WITL, WFMB, KTPK, KRKT, KRST, KUUY, KNAX, KUAD, KRWQ, KEKB, KNCQ, KSOP.
ROBIN LEE "How About Goodbye" (Atlantic) 66/6
Rotations: Heavy 1, Medium 18, Light 47, Total Adds 6, KJNE, KBMR, WTHI, KASH, KGHL, KUAD. Heavy: WICO, Medium: WKAK, KMML, WWNC, WSTH, WPAP, KRUR, KHAK, KFGO, WOW, KFDI, KWOX, KRKT.
JOE DIFFIE "Home" (Epic) 57/48
Rotations: Heavy 1, Medium 5, Light 51, Total Adds 48 including WRKZ, WDSY, WSOC, WRNS, KPLX, KIKK, WAMZ, WNOE, WOWW, WQDR, KJNE, WTQR, KHAK, WAXX, KIXQ, WMIL, WFMB, KTPK, KRKT, KMPS.
FORESTER SISTERS "Nothing's Gonna Bother Me Tonight" (WB) 57/15
Rotations: Heavy 0, Medium 7, Light 50, Total Adds 15, WSNO, KRRV, WSTH, WMSI, WDXE, WKSJ, WSIX, WAXX, KWMT, WKOC, WTHI, KTPK, KUUY, KUGN, KMIX. Medium: KEAN, KASE, WKNN, WOW, KFDI, KRST, KALF.
MERLE HAGGARD "When It Rains It Pours" (Curb) 55/13
Rotations: Heavy 0, Medium 10, Light 45, Total Adds 13, KIKK, WSM, WYYD, KHAK, WYNG, WHOK, WWJO, WTHI, KVOO, KIK-FM, KUZZ, KUUY, KCKC. Medium: WQCB, WICO, WWNC, WTVY, WDEZ, KFDI, KRKT, KASH, KALF.

BURBANK STATION "Heartache Road" (Oak) 25/1
Rotations: Heavy 2, Medium 3, Light 20, Total Adds 1, WQDR. Heavy: WTVY, KFGO. Medium: WSTH, KWOX, KRKT. Light: WRKZ, WICO, KRRV, KKIX, WFLS, KYKX, KLLL, KJNE, KLUR, KBMR, KWMT, KTTS, WWJO, KFDI.
GEORGE JONES "Six Foot Deep, Six Foot Down" (Epic) 24/1
Rotations: Heavy 1, Medium 5, Light 18, Total Adds 1, WSNO. Heavy: WTNT. Medium: WSTH, KIKK, KTTS, KVOO, KFDI. Light: WTCR, KASE, KKIX, WKML, WFLS, KYKX, WOWW, KLUR, WUSQ, WBVE, KRKT, KWHT, KEEN.
GARTH BROOKS "Friends In Low Places" (Capitol) 23/23
Rotations: Heavy 1, Medium 3, Light 19, Total Adds 23, WNUJ, KMML, WYAY, WFLS, KIKK, WTNV, WPCV, WAMZ, WIRK, WBVE, WYNG, WITL, KEEY, KWEN, KFDI, KWOX, KUZZ, KYGO, KUAD, KNIX, KWJJ, KSOP, KMPS.
TEXAS TORNADOS "Who Were You Thinkin' Of" (Reprise) 23/12
Rotations: Heavy 0, Medium 0, Light 23, Total Adds 12, WRKZ, WICO, KEAN, KKIX, WDXE, KYKX, WKNN, KLUR, KVOO, KRKT, KALF, KRRV. Light: KRRV, KMML, KIKK, KNFM, WNOE, KFGO, WCUZ, WTCM, KFDI, KWOX, KCKC.
DUNCAN "Coolin' Down" (Curb) 22/11
Rotations: Heavy 1, Medium 1, Light 20, Total Adds 11, WRKZ, KRRV, KKIX, WDXE, KLUR, WSLR, KWMT, KTTS, KVOO, KFDI, KWOX. Heavy: WTNT. Medium: WPOC. Light: KMML, WSTH, WTVY, WKML, WFLS, WHEW, KFGO, WOW, KRKT.
LES TAYLOR "Every Time I Think It's Over" (Epic) 20/3
Rotations: Heavy 0, Medium 3, Light 17, Total Adds 3, WKSJ, WCMS, WYYD. Medium: WTVY, WOW, KALF. Light: WKAK, WSTH, WKML, WFLS, WHEW, WDXE, WAMZ, WSIX, WUSQ, KFGO, KVOO, KFDI, KRKT, KRWQ.
JOE BARNHILL "Tell Me Why" (Capitol) 20/1
Rotations: Heavy 0, Medium 3, Light 17, Total Adds 1, KLLL. Medium: WSTH, WTVY, KFDI. Light: WRKZ, WICO, KMML, KKIX, WKML, WHEW, WDXE, KNFM, KLUR, KFGO, WOW, KTTS, KVOO, KWOX, KRKT, KALF.
WILLIE NELSON "Is The Better Part Over" (Columbia) 19/0
Rotations: Heavy 0, Medium 2, Light 17, Total Adds 0, Medium: WSTH, KTTS. Light: WXTU, WICO, KMML, KASE, WTVY, KKIX, WKML, WFLS, WHEW, WDXE, KYKX, WCMS, WUSQ, KFGO, KWMT, KVOO, KFDI.
BILLY & THE AMERICAN SUNS "Hot Night In A Small Town" (Atlantic) 17/5
Rotations: Heavy 0, Medium 3, Light 14, Total Adds 12, WHEW, WCMS, KLUR, KWOX, KSOP. Medium: WKAK, WSTH, KFDI. Light: KMML, WXBQ, KKIX, WFLS, WDXE, WKYQ, KFGO, KEEY, KALF.
JERRY LANSLOWNE "Paradise Knife And Gun Club" (SOR) 15/9
Rotations: Heavy 0, Medium 0, Light 15, Total Adds 9, WICO, WKML, WDXE, KLUR, KBMR, KFGO, KVOO, KFDI, KRWQ. Light: WSTH, WHEW, KTTS, KTPK, KWOX, KEEN.
GEORGE FOX "No Trespassing" (WB) 14/4
Rotations: Heavy 0, Medium 1, Light 13, Total Adds 4, WUSQ, KTTS, KRKT, KUUY. Medium: WSTH. Light: KMML, WTVY, WDXE, WOWW, WOW, KFDI, KVOO, KRWQ, KEKB.
CLINTON GREGORY "She Put The Music In Me" (SOR) 14/0
Rotations: Heavy 0, Medium 0, Light 14, Total Adds 0, Light: WRKZ, WICO, WSTH, WTVY, WKML, WHEW, WDXE, KLUR, KFGO, KTTS, KVOO, KFDI, KRWQ, KEKB, KSOP.
CHERYL WHEELER "Aces" (Capitol) 13/0
Rotations: Heavy 0, Medium 6, Light 7, Total Adds 0, Medium: WSTH, WTVY, WOWW, WTNT, WCUZ, KRKT. Light: WSNO, WYYZ, WPOR, KKIX, KLUR, KEKB, KSOP.
O'KANES "Tell Me I Was Dreaming" (Columbia) 12/1
Rotations: Heavy 0, Medium 1, Light 11, Total Adds 1, KRKT. Medium: KFDI. Light: WSNO, KMML, WSTH, KKIX, KIKK, KYKX, KLUR, WCUZ, KVOO, KGHL.
JOHN ANDREW PARKS "Ten Gallon Dreams" (Capitol) 12/0
Rotations: Heavy 2, Medium 3, Light 7, Total Adds 0, Heavy: KRKT, KUUY. Medium: KLUR, KTTS, KFDI. Light: KRRV, WSTH, WTVY, KKIX, WHEW, WDXE, KFGO.
REBA McENTIRE "You Lie" (MCA) 10/10
Rotations: Heavy 0, Medium 1, Light 9, Total Adds 10, WWVA, KMML, WXBQ, WSTH, WDXE, WAMZ, WSIX, WSM, KWJJ, KIIQ.
GIRLS NEXT DOOR "How 'Bout Us" (Atlantic) 9/7
Rotations: Heavy 0, Medium 0, Light 9, Total Adds 7, KRRV, WSTH, KKIX, WFLS, KLUR, KFDI, KWOX. Light: WXXK, WL.
BENNY DEAN "If They Ain't Got A Fiddle" (SCI) 9/2
Rotations: Heavy 0, Medium 0, Light 9, Total Adds 2, WICO, WOW. Light: WRKZ, WTVY, WKML, WHEW, KFGO, KVOO, KFDI.

SIGNIFICANT ACTION

LACY J. DALTON "Where Did We Go Right" (Capitol) 46/5
Rotations: Heavy 0, Medium 8, Light 38, Total Adds 5, WAYZ, KRRV, WCUZ, WDAF, WTHI. Medium: WSTH, WTVY, WHEW, KCJB, WOW, KTTS, KFDI, KASH. Light: WXTU, WDSY, KYKX, KNFM, KIXQ, WWJO, KMPS.
KELLY WILLIS "River Of Love" (MCA) 41/6
Rotations: Heavy 0, Medium 8, Light 33, Total Adds 6, WHWK, KHEY, WCMS, KLUR, WHOK, KUUY. Medium: WWNC, WSTH, WTVY, WFLS, WHEW, WTCM, KWOX, KALF. Light: WYYZ, WDSY, KYKX, WNOE, WASKFM, KVOO.
TAMMY WYNETTE "Let's Call It A Day Today" (Epic) 31/7
Rotations: Heavy 1, Medium 1, Light 29, Total Adds 7, WSM, WUSQ, WTQR, WAXX, WOW, KWOX, KASH. Light: WYYZ, WRKZ, WDSY, WSOC, WRNS, KIKK, WCMS, WYYD, KTTS, WIL, KFDI, KUUY.
HOLLY DUNN "You Really Had Me Going" (WB) 28/24
Rotations: Heavy 0, Medium 2, Light 26, Total Adds 24, KEAN, KASE, WRNS, WSTH, WFLS, WPCV, KYKX, WSIX, WUSQ, KBMR, KHAK, KFGO, KIXQ, WDAF, WTSO, WOW, KFDI, KWOX, KGHL, KVOO, KALF, KEKB, KMIX, KIIQ.
SWEETHEARTS OF THE RODEO "What It Does To Me" (Columbia) 28/12
Rotations: Heavy 0, Medium 2, Light 26, Total Adds 12, WDSY, WFLS, KYKX, WCMS, KLUR, WOW, WWJO, KWOX, KRKT, KRST, KUUY, KUAD. Medium: KRWQ. Light: WYYZ, WRKZ, WDXE, WUSQ, KIXQ, KFDI, KALF.
SUZY BOGGUSS "Under The Gun" (Capitol) 27/15
Rotations: Heavy 0, Medium 1, Light 26, Total Adds 15, WRKZ, WWNC, WKML, WDXE, WCMS, WAXX, KWMT, WITL, KTTS, WDEZ, KFDI, KWOX, KUUY, KRWQ, KEKB. Light: WYYZ, WCUZ, WOW, KIK-FM, KVOO.
RICH GRISSOM "Tell Me I'm Wrong" (Mercury) 27/11
Rotations: Heavy 0, Medium 3, Light 24, Total Adds 11, WDSY, KMML, WSIX, WQDR, KLUR, WUSQ, WOW, KVOO, KRKT, KASH, KUUY. Medium: WSTH. Light: WRKZ, WICO, KRRV, WRNS, WFLS, WDXE, WAXX, KWOX.

ALBUM TRACKS

Table with 2 columns: ARTIST/Song Title (Label) and Album Title. Includes entries for SHENANDOAH/She's A Natural, PATTY LOVELESS/I'm That Kind Of Girl, ALABAMA/Here We Are, RESTLESS HEART/Long Lost Friend, DOUG STONE/We Always Agree On Love, TRAVIS TRITT/Put Some Drive In Your Country, SHENANDOAH/I Got You, ALABAMA/Forever Is As Far As I'll Go, EDDIE RABBITT/American Boy, GEORGE STRAIT/I've Come To Expect It From You.

GIRLS NEXT DOOR

"How 'Bout Us"

from the album "How 'Bout Us"

WFLS WIL KFDI
WXKX WSTH KWOX
KRRV KKIX
KLUR

BILLY AND THE AMERICAN SUNS

"Hot Night In A Small Town"

from the album "Thunder In The Valley"

WFLS WCMS KEY KSOP
WKAK WXBQ WHEW KFGO
KMML WSTH WDXE KFDI
KKIX WKYQ KWOX
KLUR KALF



Atlantic Nashville Traditionally...Contemporary

GARTH BROOKS

Garth's Got Friends



In Low Places...

CAPITOL NASHVILLE BRINGS YOU THE FIRST SINGLE
"FRIENDS IN LOW PLACES" FROM HIS UPCOMING CAPITOL NASHVILLE CASSETTE AND CD NO FENCES.



1980 Capitol Nashville, a division of Capitol Records, Inc.



3	2	WKS	WKS	LW	TW		Total Reports/Adds	Heavy	Medium	Light
10	5	3	1			VINCE GILL/When I Call Your Name (MCA)	183/1	161	20	2
9	4	2	2			LORRIE MORGAN/He Talks To Me (RCA)	182/1	154	24	4
13	7	4	3			TRAVIS TRITT/I'm Gonna Be Somebody (WB)	185/0	149	34	2
15	10	5	4			SHENANDOAH/Next To You, Next To Me (Columbia)	185/0	150	31	4
14	8	6	5			WAYLON JENNINGS/Wrong (Epic)	182/0	131	47	4
18	13	9	6			CLINT BLACK/Nothing's News (RCA)	182/0	125	54	3
17	14	10	7			ALAN JACKSON/Wanted (Arista)	183/2	129	45	9
12	9	7	8			KENTUCKY HEADHUNTERS/Oh Lonesome Me (Mercury)*	177/1	128	41	8
19	16	12	9			TANYA TUCKER & T. GRAHAM BROWN/Don't Go Out (Capitol)	182/0	106	68	8
5	1	1	10			DAN SEALS/Good Times (Capitol)	160/0	114	36	10
21	17	14	11			RICKY VAN SHELTON/I Meant Every Word He Said (Columbia)	179/2	59	109	11
—	34	17	12			ALABAMA/Jukebox In My Mind (RCA)	185/6	36	115	34
20	18	15	13			DON WILLIAMS/Maybe That's All It Takes (RCA)	167/3	57	90	20
25	21	16	14			MARY-CHAPIN CARPENTER/Something Of A Dreamer (Columbia)	176/4	46	100	30
30	23	18	15			BELLAMY BROTHERS/I Could Be Persuaded (MCA/Curb)	176/1	39	111	26
31	24	19	16			DOUG STONE/Fourteen Minutes Old (Epic)	177/4	23	124	30
33	27	20	17			LEE GREENWOOD/Holdin' A Good Hand (Capitol)	178/12	23	110	45
32	28	22	18			CARLENE CARTER/I Fell In Love (Reprise)	176/10	23	97	56
40	33	26	19			KEITH WHITLEY & LORRIE MORGAN/'Til A Tear Becomes A Rose (RCA)	169/7	10	116	43
36	30	24	20			RODNEY CROWELL/My Past Is Present (Columbia)	172/5	13	108	51
29	26	23	21			SHELBY LYNNE/I'll Lie Myself To Sleep (Epic)	164/7	22	97	45
37	32	27	22			KATHY MATTEA & TIM O'BRIEN/The Battle Hymn Of Love (Mercury)	172/8	7	109	56
8	6	8	23			HIGHWAY 101/This Side Of Goodbye (WB)	124/1	35	67	22
41	36	30	24			STEVE WARINER/Precious Thing (MCA)	170/9	3	97	70
3	3	11	25			PAUL OVERSTREET/Richest Man On Earth (RCA)	107/0	46	41	20
2	2	13	26			PATTY LOVELESS/On Down The Line (MCA)	104/1	27	58	19
—	41	34	27			DESERT ROSE BAND/Story Of Love (MCA/Curb)	150/18	2	74	74
46	39	33	28			PIRATES OF THE MISSISSIPPI/Honky Tonk Blues (Capitol)	152/22	4	74	74
11	20	25	29			GARTH BROOKS/The Dance (Capitol)	74/0	36	23	15
—	48	37	30			MARK CHESNUTT/Too Cold At Home (MCA)	156/21	1	53	102
BREAKER	38	37	31			JUDDS/Born To Be Blue (Curb/RCA)	137/60	2	31	104
BREAKER	1	12	21			LIONEL CARTWRIGHT/My Heart Is Set On You (MCA)	132/26	0	46	86
BREAKER	38	37	35			STATLER BROTHERS/Small Small World (Mercury)	109/8	8	55	46
1	12	21	34			RANDY TRAVIS/He Walked On Water (WB)	63/0	28	24	11
BREAKER	43	42	39			EDDIE RABBITT/Lonely Out Tonite (Capitol)	119/26	0	41	78
6	15	29	36			LEE ROY PARNELL/Oughta Be A Law (Arista)	81/3	13	39	29
DEBUT	48	45	41			MARTY STUART/Hillbilly Rock (MCA)	64/0	15	26	23
50	46	42	37			GEORGE STRAIT/Drinking Champagne (MCA)	97/82	5	14	78
—	—	49	38			SKIP EWING/I'm Your Man (MCA)	88/6	4	40	44
4	19	31	39			GATLIN BROTHERS/Boogie And Beethoven (Capitol)	87/5	5	37	45
—	49	45	40			BAILLIE & THE BOYS/Fool Such As I (RCA)	98/19	0	32	66
—	—	48	41			EXILE/Nobody's Talking (Arista)	58/0	16	29	13
7	11	28	42			CORBIN/HANNER/Work Song (Mercury)	95/7	1	25	69
DEBUT	—	—	43			SOUTHERN PACIFIC/Reckless Heart (WB)	101/18	0	20	81
—	—	50	44			HANK WILLIAMS JR./Good Friends, Good Whiskey... (WB/Curb)	62/1	12	23	27
DEBUT	—	—	45			KENNY ROGERS & DOLLY PARTON/Love Is Strange (Reprise)	90/65	2	13	75
DEBUT	—	—	46			TIM RYAN/Dance In Circles (Epic)	80/6	2	28	50
DEBUT	49	47	46			ASLEEP AT THE WHEEL/Keepin' Me Up Nights (Arista)	74/6	0	25	49
DEBUT	—	—	47			CHARLIE DANIELS BAND/A Few More Rednecks (Epic)	70/3	1	24	45
—	—	—	48			MAC McANALLY/Down The Road (WB)	47/0	0	23	24

*Keeps bullet due to continued growth.

MOST ADDED

- GEORGE STRAIT (82)
- KENNY ROGERS & DOLLY PARTON (65)
- JUDDS (60)
- JOE DIFFIE (48)
- LIONEL CARTWRIGHT (26)
- ANNE MURRAY (26)
- EDDIE RABBITT (26)
- HOLLY DUNN (24)
- GARTH BROOKS (23)
- PIRATES OF THE MISSISSIPPI (22)

HOTTEST

- VINCE GILL (121)
- TRAVIS TRITT (83)
- SHENANDOAH (79)
- LORRIE MORGAN (64)
- ALAN JACKSON (61)
- WAYLON JENNINGS (60)
- DAN SEALS (59)
- KENTUCKY HEADHUNTERS (51)
- CLINT BLACK (42)
- GARTH BROOKS (20)
- TANYA TUCKER & T. GRAHAM BROWN (20)

NEW ARTISTS

- | | Reports/Adds |
|---|--------------|
| 1 CORBIN/HANNER/Work... (Merc.) | 95/7 |
| 2 LEE ROY PARNELL/Oughta Be A... (Arista) | 81/3 |
| 3 TIM RYAN/Dance In Circles (Epic) | 80/6 |
| 4 JOE DIFFIE/Home (Epic) | 57/48 |
| 5 KELLY WILLIS/River Of Love (MCA) | 41/6 |
| 6 RICH GRISSOM/Tell Me I'm Wrong (Merc.) | 27/11 |
| 7 BURBANK STATION/Heartache Road (Oak) | 25/1 |
| 8 TEXAS TORNADOS/Who Were... (Reprise) | 23/12 |
| 9 DUNCAN/Coolin' Down (Curb) | 22/11 |
| 10 JOE BARNHILL/Tell Me Why (Cap.) | 20/1 |

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

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 indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS.

JUDDS

Born To Be Blue (Curb/RCA)

On 74% of reporting stations. Rotations: Heavy 2, Medium 31, Light 104, Total Adds 60 including WGNM, WCAO, WTCR, WZPR, WPOR, WKAK, WYAY, KAYD, WHEW, KRMD, WSLR, WAXX, WYNG, WGEE, KCJB, KRKT, KKCS, KRWQ, KNIX, KSON. Moves 47-31 on the Country chart.

LIONEL CARTWRIGHT

My Heart Is Set On You (MCA)

On 71% of reporting stations. Rotations: Heavy 0, Medium 46, Light 86, Total Adds 26 including WCAO, WOKQ, WNUS, WMZQ, WKAK, WKHX, WEZL, WUSY, KHEY, WTNV, WOKK, KLUR, WONE, KFKF, WITL, WDEZ, WQXK, KFMS, KZLA, KMIX. Moves 50-38-32 on the Country chart.

EDDIE RABBITT

Lonely Out Tonite (Capitol)

On 64% of reporting stations. Rotations: Heavy 0, Medium 41, Light 78, Total Adds 26 including WCAO, WPOR, WWVA, WKAK, KYKR, WESC, WTNV, WPAP, WKNN, KRMD, WGEE, KZKX, WTSO, WDEZ, KFDI, KZLA, KMIX, KRAK, KKAT, KDRK. Moves 43-35 on the Country chart.

1990 MEMBER EXTRAVAGANZA

It's easy to win, just join the most new members or the most former members... and you're a winner. It's that simple.

Contest closes August 15, 1990. Winners will be notified September 7, 1990.



For more details call CMA's Membership Department. 615/244-2840.

1

TWO GRAND PRIZES

CMA Awards Show VIP Package includes:

- Two free \$200 CMA Awards Show tickets
- Opryland accommodations
- Limousine service
- Two American Airlines tickets, if the winners live outside the Nashville area

2

TWO SECOND PLACE PRIZES

- Gibson Guitars

3

TWO THIRD PLACE PRIZES

- Sony Discman Portable CD Players

Six chances to win, so start recruiting your music industry friends.

NATIONAL HOTTEST "WHEN I CALL

VINCE GILL

IS THE HOTTEST RECORD IN
THE STREET AND ALL OF
"MUSIC ROW" IS APPLAUDING !!
THE NASHVILLE MUSIC
INDUSTRY HAS LONG
DESCRIBED VINCE GILL AS A :

★PREMIERE VOCALIST

★BACKGROUND SINGER EXTRAORDINAIRE

★VIRTUOSO GUITARIST

★GIFTED SONGWRITER

★GOLFER WITH A SINGLE DIGIT HANDICAP

(GOD! HE DOES THAT TOO?)

AND

TRULY ONE OF THE GREAT GUYS IN THE
BUSINESS.

Les Acree/**WTQR Radio** -
Winston Salem, NC:
*Vince Gill's "When I Call Your Name"
could be Record Of The Year. It's our
fastest response record this year.*

Kevin Ray/**WWKA Radio** -
Orlando, FL:
*Vince has found his career record to make
him a super star.*

Jim Asker/**WFLS Radio** -
Fredricksburg, VA:
He's got one and the people know it!

Mike Chapman/Consultant
*An incredible talent finally hooked an
incredible record.*

Bruce Sherman/**WSM Radio** -
Nashville, TN:
*"When I Call Your Name" has been the
most requested record in Nashville for
the last 10 weeks.*

Mickey Dearstone/**WIVK Radio** -
Knoxville, TN:
*When most records explode on the scene
they burn after a while, but this one has
legs that just won't quit.*

Lee Rogers/**KEEY Radio** -
St. Paul, MN:
*From the minute it's been on the air it has
been our most requested record. It's
country, but very hip.*

Bill Fink/**KRPM Radio** -
Des Moines, WA:
*It's mass appeal country hit that defies all
boundaries.*

Moon Mullins/Consultant:
*The kind of song that makes non-country
fans stop and take notice.*

Dave Nicholson/**WNOE Radio** -
New Orleans, LA:
*If this song won't make you cry, nothing
will. It's Vince's best record to date.*

Steve Gary/**KASE Radio** -
Austin, TX:
*Listener response has been
overwhelmingly positive. It's a hit by all
industry standards.*

Lew Garrett/**Camelot**
Absolute #1 breakout artist.

Brad West/**WYNK Radio** -
Baton Rouge, LA:
*This song has generated response from
the first play. It is the strongest ballad in
years.*

Bob Mitchell/**KCKC Radio** -
San Bernadino, CA:
The first time I listened to this record it

*absolutely blew me away. It has the
ability to move people emotionally. This
is a career record.*

Scotts One Stop:
#1 Country Record.

Jon Conlon/**WGKX Radio** -
Memphis, TN:
*It's a smash and the top requested song
at our station by both males and females.*

Ron Dini/**WSIX Radio** -
Nashville, TN:
*He's very deserving overall of being #1
on WSIX-FM Music City. Vince Gill is
destined for stardom whether he wants it
or not.*

Gary Hightower/**KFDI Radio** -
Wichita, KS
*This is the right song at the right time in
his career. It couldn't have happened to a
nicer guy.*

Paula Brown/**Sound Warehouse:**
Biggest country surprise of the year.

Randy Allen/**WGEE Radio** -
Green Bay, WI:
Liked it the first time I heard it.

Dale Van Horn/**WQDR Radio** -
Raleigh, NC:
*I've got a story to tell. This song should
be Song Of The Year, Single Of The
Year and a career record for this
deserving artist.*

Mike Meehan/**WCMS Radio** -
Virginia Beach, VA
*18 weeks and still getting heavy requests.
Vince and Patty make magic together,
and just wait until people see him play
the guitar.*

Tom Rivers/**WQYK Radio** -
St. Petersburg, FL:
*You don't need another quote from a
radio guy, but this record is a hit, no, it's
a monster! Happily, it proves what a lot
of us knew all along.*

Dennis Nichols/Branch Manager -
Lieberman/Atlanta:
*"When I Call Your Name" is the
HOTTEST selling cassette in the
Southeast.*

Bill Kelly/**WTNT** -
Tallahassee, FL:
*What rotation is heavier than heavy and
that's what we need to take care of all
the requests.*

Nick Anthony/Consultant
*Best Vince Gill response record ever in
power rotation at every country station
I consult!*

3 WEEKS IN A ROW! YOUR NAME"

VINCE GILL THE GUY WITH THE MEGAHIT ALBUM!

Robert Lewis/WKML Radio - Fayetteville, NC:
It's Vince's career record with instant requests, and it's also the top seller in our town.

Buddy Owens/R.J. Curtis/KNIX Radio - Phoenix, AZ:
We've been on this record for 3 weeks and since the first play the phones have been going crazy. People want to know the name of the artist, the album and where they can get it. This is a career record. Outstanding!

Harry Wilson/Central South:
Our #1 County selling record!

Greg Cole/WPOC Radio - Baltimore, MD:
This is THE hit that will have 'em calling Vince Gill's name for years to come!

Coyote Calhoun/WAMZ Radio - Louisville, KY:
Every week it has been in our daily Top 10 Most Requested. I predict this song will be considered Song Of The Year.

Mac Daniels/KPLX - Dallas, TX:
The record we've been waiting for - country music's best kept secret.

Frank Byrd/WWNC Radio - Asheville, NC:
Vince Gill has made his mark big time in our area - a #1 record.

Dixie Lee/WYAY Radio - Atlanta, GA:
People who never heard of Vince Gill will never forget him now.

Lee Riley/WONE Radio - Dayton, OH:
One of the hottest requested records for the last 4 weeks.

Matt Scurry/WHLZ Radio - Manning, SC:
Hottest phones we've had - #1 record.

Brian Albright/Divisional Marketing Coordinator/Musicland:
Most requested breaking artist from Musicland's Eastern division.

Simon Train/WHEW Radio - Ft. Meyers, FL:
Stone winner.

Mason Dixon/WSTH Radio - Columbus, GA:
Hit record of the year.

Beth Fath/Specs:
Top 5 Country record!

Jef Funk/WKSJ Radio - Mobile, AL:
George Jones is probably kicking himself that he didn't get a chance to record this song. It's a classic. It's a #1 song.

Michael Freed/Record Bar:
#1 Country selling album - Top 18 Overall.

Pat Martin/WTSO Radio - Madison, WI:
I did a 2 1/2 gainer off my chair the first time I heard it. Most requested in all demos - definitely a #1 record.

Joe Devine/WCUZ Radio - Grand Rapids, MI:
We've always played Vince Gill from the beginning. Glad to see everyone woke up. Vince is an incredible vocalist and musician.

Dandelion Sesse/WRKZ Radio - Hershey, PA:
We started receiving requests a couple of weeks before release due to video exposure and it was already HOT before we aired it on the radio. When this happens, you know you have a hit.

Rick Cardarelli/WSLR Radio - Akron, OH:
Powerful record, huge phones. Definitely a #1 record.

Lisa Puzzo/KZLA Radio - Los Angeles, CA:
This song is definitely moving our audience as proven by the high numbers of requests.

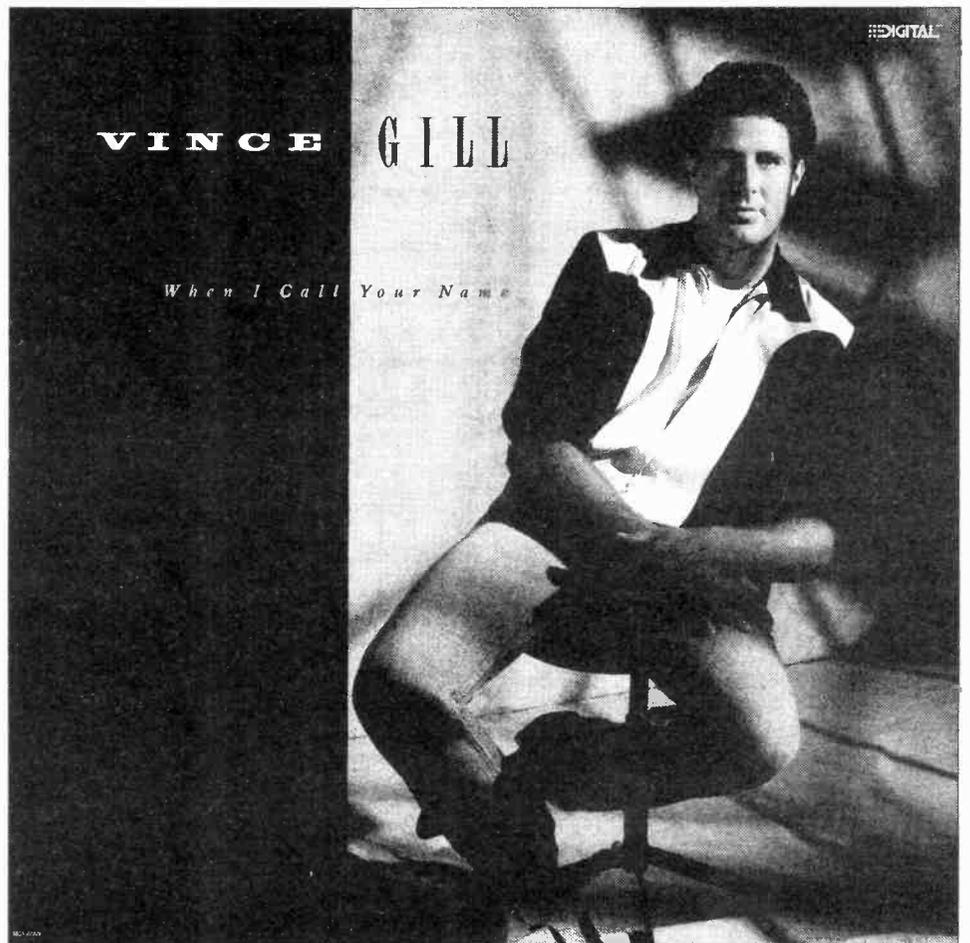
Wax Works:
#1 Country - Top 20 Overall.

Joe Ladd/KIKK Radio - Houston, TX:
This is the hottest single in Houston.

Steve Blatter/WYNY Radio - New York, NY:
One of the most reactionary records WYNY has played in the past six months.

Lonnie Scott/WITL Radio - Lansing, MI:
Won Jukebox Jury 5 days straight and retired undefeated champ!

K.C. Todd/WYNG Radio - Evansville, IN:
This record is making the women go nuts. Constant phones.



**MCA RECORDS
NASHVILLE**



A

ALABAMA "Jukebox In My Mind" (RCA 2643-7)
Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Dave Gibson, Ronnie Rogers Pub: Maypop Music/Wildcountry, Inc. (BMI) Mgr: Dale Morris & Associates

ASLEEP AT THE WHEEL "Keepin' Me Up Nights" (Arista 2045)
Prod: Barry Beckett, Ray Benson, Tim DuBois, Scott Hendricks Wr: J.D. Hicks, Byron Hill Pub: Tom Collins Music; Collins Court Music (BMI); ASCAP Mgr: Benson Vate Management

B

BALLIE & THE BOYS "Fool Such As I" (RCA 2641-7)
Prod: Kyle Lehning Wr: Bill Trader Pub: MCA Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

JOE BARNHILL "Tell Me Why (I'm Still Crying Over You)" (Capitol 79181)
Prod: Jimmy Bowen, Chip Hardy Wr: Wayne Perry, Lonnie Wilson Pub: Zomba Enterprises (ASCAP) Mgr: Joe Bob Barnhill Sr.

BELLAMY BROTHERS "I Could Be Persuaded" (MCA/Curb 79019)
Prod: Emory Gordy Jr. Wr: David Bellamy, Howard Bellamy, Don Schlitz Pub: Bellamy Brothers Music, Don Schlitz Music/Almo Music (ASCAP) Mgr: Frances Bellamy

BILLY & THE AMERICAN SUNS "Hot Night In A Small Town" (Atlantic 87947)
Prod: Blake Mevis, Nelson Larkin Wr: Billy Chinnock Pub: Criterion Music/Mister Big Music (ASCAP) Mgr: None

CLINT BLACK "Nothing's News" (RCA 2596-7)
Prod: James Stroud, Mark Wright Wr: Clint Black Pub: Howlin' Hits Music (ASCAP) Mgr: Bill Ham

SUZY BOGGUSS "Under The Gun" (Capitol 79190)
Prod: Jimmy Bowen, Suzy Bogguss Wr: Hugh Prestwood Pub: Hugh Prestwood Music/Careers Music/BMG Music (BMI) Mgr: BBJO Entertainment Group

GARTH BROOKS "Friends In Low Places" (Capitol 79239)
Prod: Allen Reynolds Wr: DeWayne Blackwell, Bud Lee Pub: Careers Music; Music Ridge Music (BMI); ASCAP Mgr: Bob Doyle, Pam Lewis

GARTH BROOKS "The Dance" (Capitol 79024)
Prod: Allen Reynolds Wr: Tony Arata Pub: Morganactive Music, Pookie Bear Music (ASCAP) Mgr: Bob Doyle, Pam Lewis

BURBANK STATION "Heartache Road" (Oak 1088)
Prod: Larry Morton Wr: S. Alan Taylor, Lisa Palas Pub: Milene Music/WB Music/The New Company (ASCAP) Mgr: Don Roberts

C

MARY-CHAPIN CARPENTER "Something Of A Dreamer" (Columbia 38 73361)
Prod: John Jennings, Mary-Chapin Carpenter Wr: Mary-Chapin Carpenter Pub: EMI April Music/Getarealjob Music (ASCAP) Mgr: John Simson, Tom Carrico

CARLENE CARTER "I Fell In Love" (Reprise 7-19915)
Prod: Howie Epstein Wr: Carlene Carter, Howie Epstein, Benmont Tench, Perry Lamek Pub: Carleoney Tunes/Chrysalis Music Group, EMI Music Publishing/Colgems-EMI Music, He Dog Music/Twyla Dent Music/Blue Gator Music, Lamek Publishing/Laughing Dogs Music (ASCAP; BMI) Mgr: Bill Carter

LIONEL CARTWRIGHT "My Heart Is Set On You" (MCA 79046)
Prod: Steuart Smith, Tony Brown Wr: Lionel Cartwright Pub: Silverline Music/Long Run Music (BMI) Mgr: Noel Fox

MARK CHESNUTT "Too Cold At Home" (MCA 79054)
Prod: Mark Wright Wr: Bobby L. Harden Pub: EMI April/K-Mark/Gre-Kev (ASCAP) Mgr: BDM Management

CORBIN/HANNER "Work Song" (Mercury 875 688)
Prod: Harold Shedd, Bob Corbin, Dave Hanner Wr: Bob Corbin Pub: Sabal Music (ASCAP) Mgr: Bob Burwell

ROONEY CROWELL "My Past Is Present" (Columbia 38 73423)
Prod: Tony Brown Wr: Rodney Crowell, Steuart Smith Pub: Coolwell Music, Rat Shoas Music/Granite Music (ASCAP) Mgr: Bill Carter

D

LACY J. DALTON "Where Did We Go Right?" (Capitol 44581)
Prod: Jimmy Bowen, James Stroud, Lacy J. Dalton Wr: Dave Loggins, Don Schlitz Pub: MCA Music Publishing, Don Schlitz Music (ASCAP) Mgr: Teri Brown

CHARLIE DANIELS BAND "What This World Needs Is A Few More Rednecks" (Epic 34 73426)
Prod: James Stroud Wr: Charlie Daniels, Jack Gavin, Charlie Hayward, Taz DiGregono Pub: Cabin Fever Music/Miss Hazel Music (BMI) Mgr: David Corlew

BENNY OEAN "If They Ain't Got A Fiddle" (SCI 1981)
Prod: Larry Cordell, Steve Clark Wr: Steve Clark, John MacRae Pub: Music City Music/Intersong/Hide-A-Bone Music (ASCAP) Mgr: Unknown

DESERT ROSE BAND "Story Of Love" (MCA/Curb 79052)
Prod: Paul Worley, Ed Seay Wr: Chris Hillman, Steve Hill Pub: Bar None Music/Bug Music (BMI) Mgr: Chuck Morris

JOE DIFFIE "Home" (Epic 34 73447)
Prod: Bob Montgomery Wr: Andy Spooner, Fred Lehner Pub: Texas Wedge Music (ASCAP) Mgr: Danny Morrison, Johnny Slate

DUNCAN "Coolin' Down" (Curb 76830)
Prod: Bud Logan Wr: Mike Reid, Rory Michael Bourke Pub: Almo Music/Bno Blues Music/PolyGram International Publishing/Songs DeBurgo (ASCAP) Mgr: Artist's Management Inc.

HOLLY DUNN "You Really Had Me Going" (WB 7-19756)
Prod: Holly Dunn, Chris Waters Wr: Holly Dunn, Tom Shapiro, Chris Waters Pub: Careers Music, Edge O'Woods Music/Moline Valley Music/Kinetic Diamond Music (BMI); ASCAP Mgr: Refugee Management

E

SKIP EWING "I'm Your Man" (MCA 79050)
Prod: Randy Scruggs, Skip Ewing Wr: Skip Ewing, Rick Bowles Pub: Acuff-Rose Music; Maypop Music/Wildcountry Inc (BMI) Mgr: Brokaw Company

EXILE "Nobody's Talking" (Arista 2009)
Prod: Randy Sharp, Tim DuBois Wr: Randy Sharp, Sonny LeMaire Pub: With Any Luck Music/Sun Mare Music (BMI) Mgr: Gallin-Morey-Addis

F

FORESTER SISTERS "Nothing's Gonna Bother Me Tonight" (WB 7-19744)
Prod: Wendy Waldman Wr: Bernie Nelson, Allen Shamblin Pub: Colgems-EMI Music/Hayes Street Music/Almo Music (ASCAP) Mgr: Jim Halsey

GEORGE FOX "No Trespassing" (WB 7-19764)
Prod: Brian Ahern Wr: George Fox Pub: Balmur Music/WB Music Canada (SOCAN) Mgr: Leonard Rambeau

G

GATLIN BROTHERS "Boogie And Beethoven" (Capitol 44563)
Prod: Jimmy Bowen, Gatlin Brothers Wr: Larry Gatlin Pub: Kristoshua Music (BMI) Mgr: BBJO Entertainment Group

VINCE GILL "When I Call Your Name" (MCA 79011)
Prod: Tony Brown Wr: Vince Gill, Tim DuBois Pub: Benefit Music; Tim DuBois Music/WB Music (BMI); ASCAP Mgr: Fitzgerald-Hartley

GIRLS NEXT DOOR "How 'Bout Us" (Atlantic 87868)
Prod: Nelson Larkin Wr: Dana Walden Pub: Irving Music (BMI) Mgr: None

LEE GREENWOOD "Holdin' A Good Hand" (Capitol 44576)
Prod: Jerry Crutchfield Wr: Rob Crosby, Johnny Few Pub: Songs Of Grand Coalition; Marledge Music (BMI); ASCAP Mgr: Jerry Bentley

CLINTON GREGORY "She Put The Music In Me" (SOR 418A)
Prod: Ray Pennington Wr: A. Delory, L. Johnson Pub: Kenwater Music; Real Johnson Songs (BMI); ASCAP Mgr: John Dorris

RICH GRISSOM "Tell Me I'm Wrong" (Mercury 875 880)
Prod: Harold Shedd, Joe Scaife, Jim Cotton Wr: Rich Grissom, Donny Kees Pub: Sheddhouse Music/PolyGram International Publishing; Acuff-Rose Music (ASCAP; BMI) Mgr: Sound Seventy

H

MERLE HAGGARD "When It Rains It Pours" (Curb 79049)
Prod: Mark Yeary, Merle Haggard Wr: John Cody Carter Pub: Inorbit Music (BMI) Mgr: Charles Owens

HIGHWAY 101 "This Side Of Goodbye" (WB 7-19829)
Prod: Paul Worley, Ed Seay Wr: Michael Noble, Jeff Pennig, Cactus Moser Pub: WB Music, Pennig Music, Cac-Attack Music (ASCAP) Mgr: Chuck Morris

J

ALAN JACKSON "Wanted" (Arista 2032)
Prod: Scott Hendricks, Keith Stegall Wr: Alan Jackson, Charlie Craig Pub: Mattie Ruth Music/Seventh Son Music; Blackwood Music (ASCAP; BMI) Mgr: Barry Coburn

WAYLON JENNINGS "Wrong" (Epic 34 73352)
Prod: Richie Albright, Bob Montgomery Wr: Steve Seskin, Andre Pessis Pub: Love This Town Music/Endless Frogs Music/Bob-A-Law Songs (ASCAP) Mgr: Jim Halsey

GEORGE JONES "Six Foot Deep, Six Foot Down" (Epic 34 73424)
Prod: Billy Sherrill Wr: Curly Putnam, Don Cook, Chick Rains Pub: Tree Publishing/Cross Keys Publishing/CBS Music; Terrace Music (BMI); ASCAP Mgr: Nancy Jones

JUDDS "Born To Be Blue" (Curb/RCA 2597-7)
Prod: Brent Maher Wr: Mike Reid, Brent Maher, Mack David Pub: Almo Music/Bno Blues Music/EMI April Music/Vancou Music (ASCAP) Mgr: Ken Stitts

K

KENTUCKY HEADHUNTERS "Oh Lonesome Me" (Mercury 875 450)
Prod: Kentucky Headhunters Wr: Don Gibson Pub: Acuff-Rose Music (BMI) Mgr: Mitchell Fox

L

JERRY LANSDOWNE "Paradise Knife And Gun Club" (SOR 420A)
Prod: Ray Pennington Wr: Chick Rains Pub: Chappell & Co./Bundin Music (ASCAP) Mgr: John Dorris

ROBIN LEE "How About Goodbye" (Atlantic 87890)
Prod: Nelson Larkin Wr: Thom Schuyler Pub: Screen Gems-EMI Music/Bethlehem Music (BMI) Mgr: Larkin, Inc.

PATTY LOVELESS "On Down The Line" (MCA 79004)
Prod: Tony Brown Wr: Kostas Pub: Songs Of PolyGram (BMI) Mgr: Roger Ramey, G. Gerald Roy

SHELBY LYNNE "I'll Lie Myself To Sleep" (Epic 34 73319)
Prod: Bob Montgomery Wr: Tim Mensy, Tony Haselden Pub: Millhouse Music; Cross Keys Publishing/Miss Dot Music/CBS Music (BMI); ASCAP Mgr: Mark Rothbaum

M

KATHY MATTEA & TIM O'BRIEN "The Battle Hymn Of Love" (Mercury 842 330)
Prod: Allen Reynolds Wr: Don Schlitz, Paul Overstreet Pub: MCA Music Publishing/Don Schlitz Music; Screen Gems-EMI Music/Scarlet Moon Music (ASCAP; BMI) Mgr: Bob Tittley, Bob Tittley

MAC McANALLY "Owen The Road" (WB 7-19800)
Prod: Jim Ed Norman, Mac McAnally Wr: Mac McAnally Pub: Beginner Music (ASCAP) Mgr: T.K. Kimbrell

REBA McENTIRE "You Lie" (MCA 79071)
Prod: Tony Brown, Reba McEntire Wr: Bobby Fischer, Austin Roberts, Charlie Black Pub: Bobby Fischer Music/Five-Bar-B Songs/Chriswald Music/Hopi Sound Music (ASCAP) Mgr: Narvel Blackstock

LORRIE MORGAN "He Talks To Me" (RCA 2508-7)
Prod: Barry Beckett Wr: Mike Reid, Rory Michael Bourke Pub: Lodge Hall/BMG Songs, Chappell & Co./RMB Songs (ASCAP) Mgr: Mores, Nanas, Golden, Peay

ANNE MURRAY "Feed This Fire" (Capitol 79189)
Prod: Jerry Crutchfield Wr: Hugh Prestwood Pub: Lawyer's Daughter Music/Careers Music (BMI) Mgr: Leonard Rambeau

N

WILLIE NELSON "Is The Better Part Over" (Columbia 38 73374)
Prod: Fred Foster Wr: Willie Nelson Pub: Willie Nelson Music (BMI) Mgr: Mark Rothbaum

O

O'KANES "Tell Me I Was Dreaming" (Columbia 38 73445)
Prod: Allen Reynolds Wr: Jamie O'Hara Pub: Jamie O'Hara Music (ASCAP) Mgr: Mark Rothbaum

PAUL OVERSTREET "Richest Man On Earth" (RCA 2505-7)
Prod: James Stroud Wr: Paul Overstreet, Don Schlitz Pub: Scarlet Moon Music; Don Schlitz Music/Almo Music (BMI); ASCAP Mgr: Bobby Roberts

P

JOHN ANDREW PARKS "Ten Gallon Dreams" (Capitol 44384)
Prod: John Boylan, John Andrew Parks Wr: John Andrew Parks Pub: Hialou Publishing (BMI) Mgr: Bonnie Garner

LEE ROY PARNELL "Oughta Be A Law" (Arista 2028)
Prod: Barry Beckett, Tim DuBois Wr: Gary Nicholson, Dan Penn Pub: Cross Keys Publishing; Dan Penn Music (ASCAP; BMI) Mgr: Mike Robertson

PIRATES OF THE MISSISSIPPI "Honky Tonk Blues" (Capitol 44579)
Prod: James Stroud, Rich Alves Wr: Hank Williams Pub: Acuff-Rose Music/Hinam Music/Rightsong Music (BMI) Mgr: Ken Stitts

R

EDDIE RABBITT "Lonely Out Tonight" (Capitol 79183)
Prod: Richard Landis Wr: Eddie Rabbitt, Reed Nielsen Pub: Eddie Rabbitt Music/Music Of The World, Englishtown Music (BMI) Mgr: Stan Mores

KENNY ROGERS & DOLLY PARTON "Love Is Strange" (Reprise 7-19760)
Prod: Jim Ed Norman, Eric Prestidge Wr: Elias McDaniel, Mickey Baker, Sylvia Robinson Pub: Ben-Ghazi Music (BMI) Mgr: Ken Kragen; Sandy Gallin

TIM RYAN "Dance In Circles" (Epic 34 73372)
Prod: Buddy Killen Wr: Tim Ryan, Alex Harvey Pub: Cross Keys Publishing/CBS Music; Ensign Music (ASCAP; BMI) Mgr: Bill Carter

S

DAN SEALS "Good Times" (Capitol 44577)
Prod: Kyle Lehning Wr: Sam Cooke Pub: Abco Music (BMI) Mgr: Tony Gottlieb

RICKY VAN SHELTON "I Meant Every Word He Said" (Columbia 38 73413)
Prod: Steve Buckingham Wr: Curly Putnam, Bucky Jones, Joe Chambers Pub: Tree Publishing; Cross Keys Publishing/CBS Music Group, Joe Chambers Music (BMI); ASCAP Mgr: Michael Campbell

SHENANDOAH "Next To You, Next To Me" (Columbia 38 73373)
Prod: Rick Hall, Robert Byrne Wr: R.E. Orrall, Curtis Wright Pub: BMG Songs/2 Kids Music/David 'N' Will Music (ASCAP) Mgr: Bill Carter

SOUTHERN PACIFIC "Reckless Heart" (WB 7-19871)
Prod: Southern Pacific, Jim Ed Norman Wr: John McFee, Andre Pessis Pub: Long Tooth Music; Endless Frogs Music/Bob-A-Law Songs (BMI); ASCAP Mgr: BBJO Entertainment Group

STATLER BROTHERS "Small Small World" (Mercury 875 498)
Prod: Jerry Kennedy Wr: Gary Scruggs, Thom Schuyler Pub: Irving Music, Screen Gems-EMI/Bethlehem Music (BMI) Mgr: Anne Peters

DOUG STONE "Fourteen Minutes Old" (Epic 34 73425)
Prod: Doug Johnson Wr: Dennis Knutson, A.L. "Doodle" Owens Pub: WB Music/Patrick Janus Music; Warner-Tamerlane Publishing/Patrick Joseph Music (ASCAP; BMI) Mgr: John Dorris, Phyllis Bennette

GEORGE STRAIT "Drinking Champagne" (MCA 79070)
Prod: Jimmy Bowen, George Strait Wr: Bill Mack Pub: Acuff-Rose Music (BMI) Mgr: Erv Woolsey

MARTY STUART "Hillbilly Rock" (MCA 79001)
Prod: Richard Bennett, Tony Brown Wr: Paul Kennerley Pub: Irving Music/Littlemarch Music (BMI) Mgr: Bonnie Gamer

SWEETHEARTS OF THE RODEO "What It Does To Me" (Columbia 38 73475)
Prod: Steve Buckingham, Janis Gill Wr: Janis Gill Pub: MCA Music (ASCAP) Mgr: Chuck Flood

T

LES TAYLOR "Every Time I Think It's Over" (Epic 34 73449)
Prod: Pat McMakin Wr: Wood Newton, Danny Steagall, Red Steagall Pub: Add In Music, Mighty Nice Music, Texas Red Songs (BMI) Mgr: Paul Zamek

TEXAS TORNADOS "Who Were You Thinkin' Of" (Reprise 7-19787)
Prod: Bill Halverson, Texas Tornados Wr: Jim Glaser, Paul Gauvin, Cathie Pelletier Pub: Inmy Music (BMI) Mgr: Refugee Management

RANDY TRAVIS "He Walked On Water" (WB 7-19878)
Prod: Kyle Lehning Wr: Allen Shamblin Pub: Hayes Street Music, Almo Music (ASCAP) Mgr: Lib Hatcher

TRAVIS TRITT "I'm Gonna Be Somebody" (WB 7-19797)
Prod: Gregg Brown Wr: Stewart Harris, Jill Colucci Pub: CRGI Music/Edisto Sound; Golden Torch Music/Heart Street Music (BMI); ASCAP Mgr: Ken Kragen

TANYA TUCKER & T. GRAHAM BROWN "Don't Go Out" (Capitol 44586)
Prod: Jerry Crutchfield Wr: Rodney Foster, Bill Lloyd Pub: BMG Songs; Careers Music (ASCAP; BMI) Mgr: Beau Tucker, C.K. Spurlock

W

STEVE WARINER "Precious Thing" (MCA 79051)
Prod: Tony Brown Wr: Steve Warner, Mac McAnally Pub: Steve Wariner Music; Beginner Music (BMI); ASCAP Mgr: Vector Management

CHERYL WHEELER "Aces" (Capitol 44411)
Prod: Kyle Lehning Wr: Cheryl Wheeler Pub: Cheryl Wheeler Music/Bug Music (ASCAP) Mgr: Northern Lights Management

KEITH WHITLEY & LORRIE MORGAN "Til A Tear Becomes A Rose" (RCA 2619-7)
Prod: Blake Mevis, Garth Fundis Wr: Bill Rice, Mary Sharon Rice Pub: EMI April Music/Swallowfork Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

DON WILLIAMS "Maybe That's All It Takes" (RCA 2507-7)
Prod: Don Williams, Garth Fundis Wr: Beth Nielsen Chapman Pub: Warner/Refuge Music/Macy Place Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

HANK WILLIAMS JR. "Good Friends, Good Whiskey, Good Lovin'" (WB/Curb 7-19872)
Prod: Barry Beckett, Hank Williams Jr., Jim Ed Norman Wr: Hank Williams Jr. Pub: Bocephus Music (BMI) Mgr: Merle Kilgore

KELLY WILLIS "River Of Love" (MCA 79053)
Prod: Tony Brown, John Guess Wr: Mas Palermo Pub: Rosker Music (BMI) Mgr: Carlyne Majer

TAMMY WYNETTE "Let's Call It A Day Today" (Epic 34 73427)
Prod: Bob Montgomery Wr: Don Pfimmer, Byron Gallimore Pub: PolyGram International Publishing/G.I.D. Music (ASCAP) Mgr: George Richey

BIG ENOUGH TO MATTER - SMALL ENOUGH TO CARE

BMG Music Publishing would like to thank all of our writers, the artists, producers, record labels and our friends in the music and radio industries.



BREAKERS

NAYOBE

I Love The Way You Love Me (WTG/Epic)

70% of our reporting stations on it. Rotations: Heavy 0/0, Medium 16/0, Light 48/11, Total Adds 11 including WXYV, WILD, KPRS, KMJM, WQFX, WEDR, WJHM, WANM, KPRW, KBUZ. Debuts at number 40 on the Urban Contemporary chart.

FORCE MD'S

Are You Really Real? (Tommy Boy/Reprise)

66% of our reporting stations on it. Rotations: Heavy 0/0, Medium 12/0, Light 49/13, Total Adds 13 including WXYV, WILD, WRKS, WRKE, WJTT, WJMH, KIPR, WQOK, WTUG, WIZF.

HOWARD HEWETT

If I Could Only Have That Day (Elektra)

60% of our reporting stations on it. Rotations: Heavy 1/0, Medium 17/1, Light 37/5, Total Adds 6, WAMO, WAGH, Z104, WLOU, WJJS, K98-FM.

PUBLIC ENEMY

Brothers Gonna Work It Out (Def Jam/Columbia)

60% of our reporting stations on it. Rotations: Heavy 0/0, Medium 34/0, Light 21/3, Total Adds 3, WXYV, WKYS, KQXL. Debuts at number 35 on the Urban Contemporary chart.

NEW & ACTIVE

LUKE featuring 2 LIVE CREW "Banned In The USA" (Luke/Atlantic) 53/6

Rotations: Heavy 5/0, Medium 17/0, Light 31/6, Total Adds 6, WAMO, K104, KPRS, WMGL, WAGH, KPRW. Heavy: KHYS, WZAK, WJMH, KHUL, WJHM. Mediums include: KMJQ, WYLD, WJLB, WJZ, WFXE. Debuts at number 39 on the Urban Contemporary chart.

EARTH, WIND, & FIRE featuring M.C. HAMMER "Wanna Be The Man" (Columbia) 52/28

Rotations: Heavy 0/0, Medium 2/1, Light 50/27, Total Adds 28 including WAMO, WKYS, KHYS, KMJQ, WOWI, WZAK, WJLB, KPRS, WBLK, OC104. Mediums include: WANM.

OLETA ADAMS "Rhythm Of Life" (Fontana/Mercury) 50/16

Rotations: Heavy 0/0, Medium 4/0, Light 46/16, Total Adds 16 including WUSL, WRKE, WENN, WJTT, WJMH, WQFX, WEUP, KFXZ, WLOU, WJJS. Medium: WAMO, WFXC, WCDX, WTLZ.

TYLER COLLINS "Second Chance" (RCA) 49/23

Rotations: Heavy 0/0, Medium 3/1, Light 46/22, Total Adds 23 including WAMO, KMJQ, WMYK, WZAK, OC104, WENN, WPAL, WJTT, WJMH, WQMG. Medium: WBLK, WANM.

RUDE BOYS "Come On Let's Do This" (Atlantic) 49/16

Rotations: Heavy 0/0, Medium 10/1, Light 39/15, Total Adds 16 including WKYS, K104, KMJQ, WJZ, KQXL, WXOK, WPEG, WFXE, Z104, WEUP. Mediums include: WDAS, WAMO, WHUR, KHYS, WZAK.

FATHER MC "Treat Them Like They Want To Be Treated" (MCA) 49/4

Rotations: Heavy 0/0, Medium 21/0, Light 23/4, Total Adds 4, WOWI, WPAL, WJTT, WQOK. Heavy: K104, WPEG, WWDM, KHUL, WANM. Mediums include: WILD, KMJQ, K97, WBLK, WJZ.

DIANA BROWN & BARRIE K. SHARPE "The Master Plan" (FFRR/PolyGram) 48/10

Rotations: Heavy 0/0, Medium 6/0, Light 42/10, Total Adds 10, WILD, WAMO, WATV, WMGL, WQFX, Z16, WQIS, KHUL, WALT, WQOK. Mediums include: WDAS, OC104, WAGH, WCDX, WANM.

MAXI PRIEST "Close To You" (Charisma) 45/7

Rotations: Heavy 1/0, Medium 13/0, Light 31/7, Total Adds 7, WWDM, WQIS, WJJS, KHUL, WALT, WTUG, KDAY. Heavies include: WMYK. Mediums include: WILD, WDAS, WAMO, WHUR, WZAK.

AFROS "Feel It" (Columbia) 44/4

Rotations: Heavy 0/0, Medium 13/0, Light 31/4, Total Adds 4, WXOK, WPAL, WQIC, WIZF. Mediums include: KHYS, KMJQ, KMJM, WJZ, WDKT.

KIARA "You're Right About That" (Arista) 42/42

Rotations: Heavy 0/0, Medium 0/0, Light 42/42, Total Adds 42 including WRKS, WUSL, WAMO, WHUR, K104, KHYS, KMJQ, WMYK, WZAK, WTLC.

KIPPER JONES "Shockwave" (Virgin) 42/3

Rotations: Heavy 0/0, Medium 15/0, Light 27/3, Total Adds 3, KMJQ, WIZF, KPRW. Mediums include: WAMO, WHUR, K97, KPRS, WBLK.

PERRI "Someone Like You" (MCA) 41/11

Rotations: Heavy 0/0, Medium 8/0, Light 33/11, Total Adds 11 including KMJQ, WYLD, WMYK, KQXL, WQFX, Z16, WJJS, WPGA, KHUL, WEAS. Mediums include: WDAS, WHUR, WJLB, WENN, WEUP.

FAMILY STAND "In Summer I Fall" (Atlantic) 40/16

Rotations: Heavy 0/0, Medium 5/1, Light 35/15, Total Adds 16 including KHYS, KPRS, WATV, WENN, WPEG, WJTT, WWDM, WAGH, Z16, WLOU. Medium: WILD, WDAS, WEUP, WQZZ.

LENNY WILLIAMS "Gotta Lotta Lovin'" (Crush) 39/3

Rotations: Heavy 0/0, Medium 17/0, Light 22/3, Total Adds 3, Z93, KPRW, WTLZ. Mediums include: WAMO, WHUR, WKYS, K97, WMYK, WOW, WPAL, WAGH, WDKT, KFXZ.

THREE TIMES DOPE "Weak At The Knees" (Arista) 37/5

Rotations: Heavy 0/0, Medium 9/0, Light 28/5, Total Adds 5, WXOK, WPEG, Z16, WIZF, WVOI. Mediums include: K104, WOWI, WFXA, WAGH, WFXE.

STANLEY CLARKE & GEORGE DUKE "Lady" (Epic) 37/1

Rotations: Heavy 0/0, Medium 13/0, Light 24/1, Total Adds 1 including WPGA. Mediums include: WXYV, WDAS, WHUR, WMYK, WOWI.

MAC BAND "Someone To Love" (MCA) 36/17

Rotations: Heavy 0/0, Medium 2/2, Light 34/15, Total Adds 17 including KHYS, WYLD, WBLK, WWDM, WAGH, WJMH, WEUP, WQIS, U102, WLOU.

WAS (NOT WAS) "Papa Was A Rolling Stone" (Chrysalis) 36/1

Rotations: Heavy 1/0, Medium 24/0, Light 11/1, Total Adds 1, WFXM. Heavy: WTMP. Mediums include: WHUR, WQIC, WZAK, KSOL, OC104.

DIANNE REEVES "More To Love" (EMI) 35/16

Rotations: Heavy 0/0, Medium 3/0, Light 32/16, Total Adds 16 including WRKE, WJZ, KQXL, WXOK, WPAL, WQFX, Z16, WPGA, KHUL, WALT. Medium: WXYV, WDAS, WANM.

MILIRA "Go Outside In The Rain" (Motown) 28/14

Rotations: Heavy 0/0, Medium 3/0, Light 25/14, Total Adds 14 including WRKE, KQXL, WQFX, WALT, WQIC, WBLX, HOT105, WCDX, KDKS, K98-FM. Medium: WYLD, WJMH, WPLZ.

BRENDA RUSSELL "Stop Running Away" (A&M) 26/10

Rotations: Heavy 0/0, Medium 3/0, Light 23/10, Total Adds 10, WMYK, KPRS, WRKE, WXOK, WENN, WQFX, KFXZ, WBLX, WANM, WIZF. Medium: WDAS, WQOK, WVOI.

WHISTLE "Bad Habit" (Select) 26/2

Rotations: Heavy 0/0, Medium 5/0, Light 21/2, Total Adds 2, WZAK, WQZZ. Medium: KHYS, WPEG, WWDM, WPGA, K98-FM.

OMARA featuring LAVISTA MILLER "Smokin' Room" (Mega Jam) 25/2

Rotations: Heavy 0/0, Medium 7/0, Light 18/2, Total Adds 2, KMJJ, WTUG. Mediums include: WHUR, K97, KBCE, WQFX, KHUL.

MOST ADDED

- KIARA (42)
- EW & F (28)
- TYLER COLLINS (23)
- J.T. TAYLOR (22)
- RANDY CRAWFORD (18)
- MAC BAND (17)
- OLETA ADAMS (16)
- FAMILY STAND (16)
- DIANNE REEVES (16)
- RUDE BOYS (16)

HOTTEST

- MARIAH CAREY (80)
- ANITA BAKER (67)
- AFTER 7 (61)
- BABYFACE (52)
- TIME (49)
- BELL BIV DEVOE (38)
- JANET JACKSON (22)
- KEITH SWEAT (16)
- JOHNNY GILL (10)
- CAMEO (7)
- TONY! TONI! TONE! (7)

TOP 10

RECURRENTS	
LW	TW
3	1 EN VOGUE/Hold
2	2 TROOP/All
4	3 M. HOWARD/Until
1	4 L. STANSFIELD/You
7	5 SNAP/Power
—	6 R. BELLE/This
5	7 J. GILL/My
9	8 M.C. HAMMER/Can't
—	9 J. REDD/Love
—	10 CAMEO/Want

SIGNIFICANT ACTION

GOOD GIRLS "I Need Your Love" (Motown) 24/12

Rotations: Heavy 0/0, Medium 0/0, Light 24/12, Total Adds 12 including WYLD, WTLC, KPRS, KMJM, WATV, WENN, WAGH, KIPR, WEDR, WTMP.

STEVIE B "Love & Emotion" (LMR/RCA) 24/0

Rotations: Heavy 1/0, Medium 7/0, Light 16/0, Total Adds 0. Heavy: OC104. Mediums include: WAMO, WHJX, Z16, WQIS, WPGA.

KLYMAXX "Private Party" (MCA) 23/6

Rotations: Heavy 0/0, Medium 1/0, Light 22/6, Total Adds 6, WRKE, WEUP, WQOK, WANM, WTMP, KPRW. Medium: WWDM.

FRIGHTY & COLONEL MITE "Life (Is What You Make It)" (Profile) 23/5

Rotations: Heavy 0/0, Medium 5/1, Light 18/4, Total Adds 5, WZAK, KMJM, WPAL, WIKS, WTMP. Medium: WAMO, KHYS, WEDR, WEAS.

JAMES "J.T." TAYLOR "8 Days A Week" (MCA) 22/22

Rotations: Heavy 0/0, Medium 0/0, Light 22/22, Total Adds 22 including KHYS, KMJQ, WTLC, KMJM, WJZ, WFXA, WATV, WENN, Z104, KFXZ.

TIMES TWO "Set Me Free" (EMI) 22/1

Rotations: Heavy 0/0, Medium 4/0, Light 18/1, Total Adds 1, WJTT. Medium: WOWI, WQIS, WANM, WTMP.

RANDY CRAWFORD "Cigarette In The Rain" (WB) 21/18

Rotations: Heavy 0/0, Medium 1/0, Light 20/18, Total Adds 18 including WMYK, WRKE, KQXL, WXOK, WMGL, WPAL, KFXZ, Z16, WPGA, WQIC. Medium: WDAS.

NEWKIRK "Double Dutch On The Sidewalk" (OBR/Columbia) 21/8

Rotations: Heavy 0/0, Medium 0/0, Light 21/8, Total Adds 8, KHYS, WMYK, WATV, WENN, KHUL, WEDR, KMJJ, KDAY.

SINBAO "I Ain't Lyin'" (Wing/Polydor) 21/6

Rotations: Heavy 0/0, Medium 1/1, Light 19/5, Total Adds 6, K104, WOWI, U102, WLOU, WEDR, WCDX. Medium: WPAL.

ROBBIE MYCHALS "One Mile From Paradise" (Alpha International) 21/0

Rotations: Heavy 5/0, Medium 13/0, Light 3/0, Total Adds 0. Heavy: WKYS, WJMI, WIKS, WQOK, WIZF. Mediums include: WXYV, WVEE, KSOL, WRKE, KBCE. Moves 29- on the Urban Contemporary chart.

PARTNERS IN KRYME "Undercover" (SBK) 20/4

Rotations: Heavy 0/0, Medium 1/0, Light 19/4, Total Adds 4, KPRS, WJZ, WQFX, KDAY. Medium: KDKS.

TEEN DREAM "Games" (Malaco) 20/3

Rotations: Heavy 0/0, Medium 6/0, Light 14/3, Total Adds 3, WJZ, WMGL, WANM. Mediums include: WOWI, WJMH, WJJS, WPGA, WEAS.

MICHAEL COOPER "Over And Over" (Reprise) 20/2

Rotations: Heavy 1/0, Medium 9/0, Light 10/2, Total Adds 2, WJZ, WEDR. Heavy: WWDM. Mediums include: K97, WJLB, KMJM, WENN, WMGL.

SALT-N-PEPA "Independent" (Next Plateau) 20/1

Rotations: Heavy 0/0, Medium 5/0, Light 15/1, Total Adds 1, KFXZ. Medium: K104, K97, Z16, KHUL, KDAY.

TRES "I Can't Hang Any Longer" (Priority) 19/7

Rotations: Heavy 0/0, Medium 0/0, Light 19/7, Total Adds 7, WOWI, WJZ, WXOK, KHUL, WBLX, KDKS, KMJJ.

MICHAEL FRANKS "The Art Of Love" (Reprise) 18/6

Rotations: Heavy 0/0, Medium 2/0, Light 16/6, Total Adds 6, KQXL, WXOK, Z16, WPGA, WQOK, WANM. Medium: WEUP, WVOI.

D-NICE "Call Me D-Nice" (Jive/RCA) 17/5

Rotations: Heavy 0/0, Medium 4/0, Light 13/5, Total Adds 5, WAMO, WZAK, WAGH, Z16, KDKS. Medium: K97, KMJM, WEAS, KDAY.

MASTER ACE "Me And The Biz" (Cold Chillin'/Reprise) 15/2

Rotations: Heavy 0/0, Medium 2/0, Light 13/2, Total Adds 2, WBLX, KMJJ. Medium: WQMG, KDAY.

LAQUAN "Now's The B Turn" (4th & Broadway/Island) 14/14

Rotations: Heavy 0/0, Medium 1/1, Light 13/13, Total Adds 14 including K104, KHYS, WOWI, KMJM, WJZ, WXOK, WENN, WBLX, HOT105, WQZZ.

RED BANDIT featuring RICKY BELL "Baby Please Don't Cry" (Motown) 14/7

Rotations: Heavy 0/0, Medium 0/0, Light 14/7, Total Adds 7, WAMO, WBLK, WQIS, WPGA, WALT, WJMH, WANM.

WHIZ KID with YSL "Let's Get It On" (Nastymix) 14/2

Rotations: Heavy 0/0, Medium 4/0, Light 10/2, Total Adds 2, KHYS, WEAS. Medium: K97, KHUL, KDKS, KDAY.

SILK TYMES LEATHER "New Jack Thang" (Geffen) 11/1

Rotations: Heavy 0/0, Medium 1/0, Light 10/1, Total Adds 1, KDKS. Medium: KHUL.

WILL DOWNING "Wishing On A Star" (Island) 11/0

Rotations: Heavy 0/0, Medium 4/0, Light 7/0, Total Adds 0. Medium: WJLB, WTLC, KMJM, WGRP.

NEW ARTISTS

	Reports/Adds
1 LUKE f/LIVE CREW/Banned In The USA (Luke/Atlantic)	53/6
2 OLETA ADAMS/Rhythm Of Life (Fontana/Mercury)	50/16
3 RUDE BOYS/Come On Let's Do This (Atlantic)	49/16
4 FATHER MC/Treat Them Like They Want To Be Treated (MCA)	49/4
5 DIANA BROWN & BARRIE K. SHARPE/The Master Plan (FFRR/PolyGram)	48/10
6 MAXI PRIEST/Close To You (Charisma)	45/7
7 AFROS/Feel It (Columbia)	44/4
8 KIPPER JONES/Shockwave (Virgin)	42/3
9 PERRI/Someone Like You (MCA)	41/11
10 WAS (NOT WAS)/Papa Was A Rolling Stone (Chrysalis)	36/1

New artists have not yet had a UC Breaker.

EPIC'S GOT IT GOING IN 3s!

3 ON THE CHART!

BABYFACE



4

"My Kinda Girl"

Star

CALLOWAY



32

"All The Way"

Star

NAYOBE



40

"I Love The
Way You
Love Me"

Star

BREAKERS

3 GETTING READY!

CLARKE & DUKE "Lady" *NEW & ACTIVE*
FIVE STAR "Treat Me Like A Lady"
ABOVE THE LAW "Untouchable"

3 COMING ON STRONG

SHALAMAR "Caution...This Love Is Hot"
CANDYMAN "Knockin' Boots"
SOMETHING SPECIAL "U Can Get Me Anytime"

3 COMING SOON!

D'LAVANCE "Does It Feel Good"
MIDNIGHT STAR "Love You Up"
TEENA MARIE "Here's Looking At You"

Epic

CARL ANDERSON

"HOW DEEP DOES IT GO"

(John Barnes/Le-zz Ware)

From the album
"PIECES OF A HEART"

Moving Up At:

- WTLC.....Indianapolis
- WZAK.....Cleveland
- WRKS.....New York
- WDAS.....Philadelphia
- WKYS.....Washington, D.C.
- WHUR.....Washington, D.C.

.....
Top 30 Black Single on both *Billboard* and *Radio & Records*

Billboard Top Black LP 51*
.....

Now playing consistently on the
NBC TV daytime show "Santa Barbara"

**FAMOUS MUSIC CONGRATULATES
JOHN BARNES ON HIS HIT SONG.**

Executive Producers: Russ Freeman and Andre Fisher
Executive Producers: Lew Grusin and Larry Rosen
Management: A.T.C. Corp. & Assoc.



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BREAKERS

PHIL COLLINS

Something Happened On The Way To Heaven (Atlantic)
67% of our reporters on it. Rotations: Heavy 0, Medium 25, Light 34, Total Adds 35 including WARM98, WSNY, KLSI, KAER, B100, I1077, WMGS, WXTC, WLAC. Debuts at number 20 on the AC chart.

LINDA RONSTADT Adios (Elektra)

64% of our reporters on it. Rotations: Heavy 3, Medium 35, Light 18, Total Adds 16 including KVIL, KS95, KOST, KESZ, KLSY, WEBE, WRVC, KMJC, WMGN. Moves 29-21 on the AC chart.

JIMMY RYSER Same Old Look (Arista)

55% of our reporters on it. Rotations: Heavy 2, Medium 26, Light 20, Total Adds 6, WLTF, WRVC, WOBM, KMJC, 3WM, KEZA. Moves 30-28 on the AC chart.

BEACH BOYS Problem Child (RCA)

51% of our reporters on it. Rotations: Heavy 1, Medium 21, Light 23, Total Adds 10, WZNY, KHLT, WLHT, WFMK, WHNN, WMID, WTWR, KAYN, KCMJ, KTID. Debuts at number 29 on the AC chart.

NEW & ACTIVE

TAYLOR DAYNE "Heart Of Stone" (Arista) 42/12

Rotations: Heavy 1/1, Medium 17/3, Light 24/8, Total Adds 12, WALK, WLEV, WJLK, WKYE, WIVY, KELT, WGLL, WSGY, WTKT, KRLB, KZLT, WLDR. Medium including B100, WMGS, KMJC, WEIM, WHAI, WSUL, WSKI, WGSV, WKCX, KVIC, WCMJ, KKLK, KBLQ, KWSI. Light including KAER, WEBE, WZNY, U102, KHLT, 3WM, WECO, WAFL, KEZA, WNMB, KTYL, WFRO, KSCB, WTWR, KAYN, KCMJ.

SANTANA "Gypsy Woman" (Columbia) 39/15

Rotations: Heavy 0, Medium 13/3, Light 26/12, Total Adds 15, WJLK, WRVC, WZNY, WAHR, WIVY, WTFM, KHLT, KMJC, 3WM, WGLL, WSKI, KZLT, KIDX, KAYN, KTID. Medium including WKYE, KELT, WEIM, WHAI, WSUL, WGSV, WKCX, KKLK, KBLQ, KWSI. Light including WLEV, WEBE, WMID, WECO, WAFL, WYKZ, WTKT, WNMB, KTYL, KVIC, WCMJ, WFRO, KSCB, WLDR.

EVERYTHING BUT THE GIRL "Take Me" (Atlantic) 38/8

Rotations: Heavy 0, Medium 14/0, Light 24/8, Total Adds 8, KHLT, KELT, WMGN, WAFL, WSUL, WTKT, WTWR, KIDX. Medium: WAHR, 3WM, WEIM, WHAI, WGSV, WNMB, WKCX, KTYL, WMTFM, WFRO, KZLT, WLDR, KKLK, KWSI. Light including WLEV, WEBE, WKYE, WZNY, WTCB, WRVR, WVUD, WECO, WGLL, WSKI, WYKZ, KVIC, WCMJ, KSCB, KBLQ, KAYN.

SEDUCTION "Could This Be Love" (Vendetta/A&M) 38/3

Rotations: Heavy 5/0, Medium 23/1, Light 10/2, Total Adds 3, WXTC, KEZA, WGSV. Heavy: WSKI, KRLB, KKLK, KBLQ, KWSI. Medium including WRVC, WTCB, WAHR, KHLT, WRVR, KMJC, WECO, WHAI, WAFL, WSUL, WSGY, WTKT, WKCX, KVIC, WCMJ, WMTFM, WFRO, KZLT, KSCB, WLDR, KAYN, KCMJ. Light including WWNK, B100, KLSY, WZNY, WIVY, WYKZ, WNMB, WTWR. Debuts at number 30 on the AC chart.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 MARIAH CAREY	88/2	78	6	4
2 JAMES INGRAM	85/0	81	3	1
3 ANITA BAKER	86/5	65	14	7
4 WILSON PHILLIPS	86/2	63	17	6
5 BRUCE HORNSBY & THE RANGE	78/0	66	11	1
6 JANET JACKSON	83/1	59	23	1
7 PAUL YOUNG	83/2	48	30	5
8 GLORIA ESTEFAN	59/0	38	14	7
9 NIKKI	71/1	42	23	6
10 GO WEST	69/4	39	22	8
11 FLEETWOOD MAC	72/5	25	42	5
12 MICHAEL McDONALD	56/1	26	21	9
13 BILLY JOEL	73/2	18	42	13
14 AFTER 7	48/1	16	26	6
15 MICHAEL BOLTON	45/0	19	19	7
16 SWEET SENSATION	63/3	15	41	7
17 BASIA	48/0	23	22	3
18 PROPAGANDA	57/3	11	36	10
19 LISA STANSFIELD	54/1	7	36	11
20 PHIL COLLINS	59/35	0	25	34
21 LINDA RONSTADT	56/16	3	35	18
22 DION	51/2	7	34	10
23 LIGHTNING SEEDS	50/6	5	32	13
24 OLETA ADAMS	56/7	3	24	29
25 JUDE COLE	49/3	2	35	12
26 PHIL COLLINS	33/0	14	14	5
27 ROXETTE	31/1	14	10	7
28 JIMMY RYSER	48/6	2	26	20
29 BEACH BOYS	45/10	1	21	23
30 SEDUCTION	38/3	5	23	10

MOST ADDED

- PHIL COLLINS (35)
- LINDA RONSTADT (16)
- SANTANA (15)
- MARC JORDAN (13)
- TAYLOR DAYNE (12)
- JILL SOBULE (11)
- BEACH BOYS (10)
- RANDY CRAWFORD (8)
- EVERYTHING BUT THE GIRL (8)
- TIMOTHY B. SCHMIT (8)

HOTTEST

- JAMES INGRAM (66)
- MARIAH CAREY (65)
- WILSON PHILLIPS (49)
- BRUCE HORNSBY (46)
- ANITA BAKER (43)
- GLORIA ESTEFAN (25)
- JANET JACKSON (23)
- PAUL YOUNG (18)
- GO WEST (14)
- MICHAEL McDONALD (10)
- ROXETTE (10)

BRENDA RUSSELL "Stop Running Away" (A&M) 35/3

Rotations: Heavy 0, Medium 21/1, Light 14/2, Total Adds 3, WLEV, KMJC, WSKI. Medium including WSNY, WTCB, WMGN, WKCX, KSCB, WLDR, KTID. Light including 3WM, WEIM, WGSV, WNMB, WKCX, WCMJ, WMTFM, WFRO, KZLT, KSCB, WTWR, WLDR, KBLQ, KCMJ, KTID, KWSI. Light including U102, KHLT, WRVR, WECO, WGLL, WAFL, WYKZ, WGSV, KVIC, KKLK, KIDX, KAYN.

TIMOTHY B. SCHMIT "Was It Just The Moonlight" (MCA) 27/8

Rotations: Heavy 0, Medium 3/0, Light 24/8, Total Adds 8, WKYE, KHLT, WECO, WGLL, WSKI, WTWR, KAYN, KCMJ. Medium: WEIM, KKLK, KBLQ. Light including 3WM, WMID, WHAI, WAFL, WSUL, WGSV, WNMB, WKCX, KTYL, KVIC, WCMJ, WFRO, KZLT, KSCB, WLDR, KWSI.

SIGNIFICANT ACTION

MARC JORDAN "Edge Of The World" (RCA) 24/13

Rotations: Heavy 0, Medium 0, Light 24/13, Total Adds 13, WLEV, WKYE, KELT, WMID, WECO, WHAI, WGLL, WSKI, WNMB, WKCX, KSCB, WLDR, KTID. Light including 3WM, WEIM, WGSV, KTYL, WCMJ, WFRO, KZLT, KKLK, KBLQ, KWSI.

STANLEY CLARKE & GEORGE DUKE "Lady" (Epic) 23/4

Rotations: Heavy 0, Medium 7/1, Light 16/3, Total Adds 4, WHAI, WSUL, WSKI, KTID. Medium including WEIM, WNMB, KZLT, WLDR, KBLQ, KWSI. Light including WTCB, WRVR, WMGN, 3WM, WAFL, WYKZ, WGSV, WKCX, KTYL, WMTFM, WFRO, KSCB, KKLK.

UB40 "The Way You Do The Things You Do" (Virgin) 22/2

Rotations: Heavy 1/0, Medium 8/1, Light 13/1, Total Adds 2, WIVY, WEIM. Heavy: KKLK. Medium including WMID, WHAI, WFRO, KBLQ, KAYN, KTID, KWSI. Light including KELT, WAFL, WSUL, WGSV, WNMB, WKCX, KVIC, WMTFM, KZLT, KSCB, WTWR, WLDR.

EDGAR WINTER "Cry Out" (Rhino) 21/2

Rotations: Heavy 0, Medium 6/0, Light 15/2, Total Adds 2, WKYE, WLDR. Medium: WMID, WEIM, WAFL, WKCX, KAYN, KWSI. Light including WEBE, KELT, WECO, WHAI, WSKI, WGSV, WNMB, KVIC, WCMJ, WFRO, KZLT, KSCB, KBLQ.

SOUTHERN PACIFIC "Side Saddle" (WB) 21/0

Rotations: Heavy 0, Medium 8/0, Light 13/0, Total Adds 0, Medium: WKYE, WAHR, WEIM, WKCX, KVIC, KZLT, KKLK, KWSI. Light: WMID, WGLL, WAFL, WSUL, WSKI, WGSV, WNMB, KTYL, WCMJ, WMTFM, WFRO, KBLQ, KAYN.

CHRIS REA "Let's Dance" (Geffen) 20/2

Rotations: Heavy 1/0, Medium 4/0, Light 15/2, Total Adds 2, KZLT, KAYN. Heavy: KKLK. Medium: WKYE, WFRO, KBLQ, KWSI. Light including WMID, WEIM, WECO, WHAI, WAFL, WSKI, WNMB, WKCX, KVIC, WCMJ, KSCB, WTWR, KCMJ.

ALANNAH MYLES "Lover Of Mine" (Atlantic) 18/6

Rotations: Heavy 0, Medium 1/1, Light 17/5, Total Adds 6, WHAI, WKCX, KTYL, WFRO, KSCB, KBLQ. Light including 3WM, WMID, WEIM, WECO, WGLL, WYKZ, WGSV, WNMB, KVIC, WCMJ, KKLK, KWSI.

MAXI PRIEST "Close To You" (Charisma) 17/6

Rotations: Heavy 0, Medium 2/0, Light 15/6, Total Adds 6, WKYE, WTKT, WNMB, KTYL, KVIC, KZLT. Medium: KBLQ, KCMJ. Light including B100, WMGN, WEIM, WHAI, WAFL, WKCX, KKLK, KAYN, KWSI.

SALLY MOORE "My Heart Has A Mind Of Its Own" (Curb) 17/1

Rotations: Heavy 1/0, Medium 3/0, Light 13/1, Total Adds 1, KVIL. Heavy: WFRO. Medium: WAHR, KHLT, KWSI. Light including KESZ, WEBE, WTCB, WRVR, WECO, WYKZ, WNMB, WKCX, KSCB, KKLK, KIDX, KBLQ.

PIA ZADORA "If You Were Mine" (Epic) 17/1

Rotations: Heavy 0, Medium 2/0, Light 15/1, Total Adds 1, WSKI. Medium: WEIM, KTID. Light including WAFL, WSUL, WYKZ, WGSV, WKCX, WCMJ, WMTFM, WFRO, KZLT, KSCB, WLDR, KKLK, KBLQ, KWSI.

TOMMY JAMES "Go" (A&M/CBS) 12/5

Rotations: Heavy 2/0, Medium 1/0, Light 9/5, Total Adds 5, WEIM, WECO, WHAI, WSUL, WKCX. Heavy: WKYE, KKLK. Medium: B100. Light including WGLL, KSCB, KBLQ, KWSI.

CHICAGO "Hearts In Trouble" (DGC) 12/1

Rotations: Heavy 1/0, Medium 3/0, Light 8/1, Total Adds 1, WSGY. Heavy: KKLK. Medium: WMID, WSUL, WNMB. Light including WLEV, WEIM, WGLL, KRLB, KVIC, KBLQ, KWSI.

JILL SOBULE "Too Cool To Fall In Love" (MCA) 11/11

Rotations: Heavy 0, Medium 0, Light 11/11, Total Adds 11, WMGN, 3WM, WEIM, WECO, WGSV, KZLT, KSCB, WLDR, KKLK, KBLQ, KWSI.

EVERYDAY PEOPLE "Headline News" (SBK) 11/2

Rotations: Heavy 1/0, Medium 0, Light 10/2, Total Adds 2, WGSV, WKCX. Heavy: KKLK. Light including WMID, WEIM, WAFL, WSUL, WFRO, KBLQ, KCMJ, KWSI.

RANDY CRAWFORD "Cigarette In The Rain" (WB) 8/8

Rotations: Heavy 0, Medium 0, Light 8/8, Total Adds 8, WMGN, WEIM, KTYL, WFRO, KSCB, KKLK, KBLQ, KWSI.

JOHN HIATT "Bring Back Your Love To Me" (A&M) 8/4

Rotations: Heavy 0, Medium 1/0, Light 7/3, Total Adds 4, WEIM, WAFL, KBLQ, KAYN. Medium: KKLK. Light including WMID, WHAI, KWSI.

NEW KIDS ON THE BLOCK "Tonight" (Columbia) 7/1

Rotations: Heavy 1/0, Medium 1/0, Light 5/1, Total Adds 1, WAFL. Heavy: KCMJ. Medium: WSKI. Light including B100, WIVY, WSGY, KRLB.

SUMMER HITS ...

ANITA BAKER "Talk To Me" 4-3

LINDA RONSTADT "Adios" 29-21 Breaker, Most Added

DION "Sea Cruise" 25-22

TEDDY PENDERGRASS & LISA FISHER
"Glad To Be Alive" from "Ford Fairlane" ON YOUR DESK NOW

SARA HICKMAN "Blue Eyes Are Sensitive To The Light"
from "Arachnophobia" ON YOUR DESK NOW



... THEY SIZZLE!

SALLY MOORE

MY HEART HAS A MIND OF ITS OWN

PRODUCED BY MARTY PAICH AND DAVID PAICH
Arranged by Marty Paich and Joseph Estrin
Musicians: David Paich—Keyboards, Synthesizers
• Jeff Pocaro—Drums • Dean Parks—Guitar
• Dann Huff—Guitar • Michael Fisher—Percussions
• Steve Pocaro—Synthesizer • Abe Laboriel—Bass
• Neil Stubenhaus—Bass • Leonard Castro—Percussions

EXECUTIVE PRODUCER: RUSS REGAN

CURB
RECORDS



SIGNIFICANT ACTION

KVIL	WNMB
KESZ	WKCX
WEBE	WFRO
WTCB	KSCB
WAHR	KKLV
KHLT	KIDX
WRVR	KBLQ
WECQ	KWSI
WYKZ	

“The affection connection has been greatly enhanced because of Sally’s entrancing voice and heart wrenching honesty in “MY HEART HAS A MIND OF ITS OWN.”

CARLA FOXX - KESZ/Phoenix, AZ

“Excellent female response! This song is tugging on a heart string. Give it a spin!!”

ALAN HOOVER - WVVY/New Bern, NC

Northwest Ohio has lost its heart to the perfect summer ballad. Sally Moore moves to HEAVY rotation as she musically captures the pain of a 1-sided love!!”

LARRY ZIEBOLD - WFRO/Ohio

In the race for quality — there is no time limit!

AC ADDS & HOTS

CURRENT-BASED

EAST

P1

WALK/Long Island
Edwards/Lombardo

SWEET SENSATION
TAYLOR DAYNE
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
JAMES INGRAM
JANET JACKSON
BRUCE HORNSBY

WNSR/New York
Bob Dunphy

WILSON PHILLIPS
Hottest:
ROXETTE
TAYLOR DAYNE
BRUCE HORNSBY
PAUL YOUNG
BILLY JOEL

WSNI/Philadelphia
Jere Sullivan

none
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
WILSON PHILLIPS
JANET JACKSON

WLTT/Washington
Chuck Morgan

OLETA ADAMS
PROPAGANDA
Hottest:
BRUCE HORNSBY
GLORIA ESTEFAN
PHIL COLLINS
JAMES INGRAM
MARIAH CAREY

P2

WLEV/Allentown
Jeff Silvers

PHIL COLLINS
BRENDA RUSSELL
MARC JORDAN
TAYLOR DAYNE
Hottest:
MARIAH CAREY
BRUCE HORNSBY
ANITA BAKER
GO WEST
PAUL YOUNG

WJLK/Asbury Park
Holcomb/Guida

SANTANA
TAYLOR DAYNE
Hottest:
MARIAH CAREY
ANITA BAKER
WILSON PHILLIPS
BRUCE HORNSBY
JAMES INGRAM

WEBE/Bridgeport
Hansen/Norman

LINDA RONSTADT
PHIL COLLINS
Hottest:
BRUCE HORNSBY
GLORIA ESTEFAN
MICHAEL BOLTON
JANET JACKSON
MARIAH CAREY

WRVC/Huntington
Hays/Swan

LINDA RONSTADT
SANTANA
JIMMY RYSER
Hottest:
MARIAH CAREY
JAMES INGRAM
WILSON PHILLIPS
PAUL YOUNG
JANET JACKSON

WKYE/Johnstown
Jack Michaels

TAYLOR DAYNE
TIMOTHY B. SCHMIT
MAXI PRIEST
MARC JORDAN
EDGAR WINTER
Hottest:
MARIAH CAREY
JAMES INGRAM
GO WEST
SWEET SENSATION
WILSON PHILLIPS

WOBM/Monmouth, NJ
Scott/Dewol

JIMMY RYSER
LINDA RONSTADT
JUDE COLE
OLETA ADAMS
Hottest:
ANITA BAKER
MARIAH CAREY
WILSON PHILLIPS
BRUCE HORNSBY
JAMES INGRAM

WMGS/Wilkes Barre
Norton/Marriott

PHIL COLLINS
LINDA RONSTADT
Hottest:
JANET JACKSON
BAD ENGLISH
GO WEST
BRUCE HORNSBY
JUDE COLE

P3

WMID/Atlantic City
McNally/Spector

ANITA BAKER
CS&N
RIVER CITY PEOP
PROPAGANDA
MARC JORDAN
BEACH BOYS
Hottest:
JEFF LYNNE
BRUCE HORNSBY
HEART
POCO
DON HENLEY

WEIM/Fitchburg
Jack Raymond

UB40
PHIL COLLINS
HARRY CONNICK JR.
RANDY CRAWFORD
JOHN HIATT
JILL SOBULE
SLYCE
TOMMY JAMES
Hottest:
JAMES INGRAM
MARIAH CAREY
BRUCE HORNSBY
ANITA BAKER
FLEETWOOD MAC

WECQ/Geneva
Anthony/Smith

PHIL COLLINS
MARC JORDAN
TIMOTHY B. SCHMIT
TOMMY JAMES
JILL SOBULE
COREY HART
Hottest:
JAMES INGRAM
BRUCE HORNSBY
WILSON PHILLIPS
PROPAGANDA
PAUL YOUNG

WHAJ/Greenfield, MA
Deane/Archer

ALANNAH MYLES
PHIL COLLINS
CLARKE & DUKE
MARC JORDAN
TOMMY JAMES
Hottest:
ANITA BAKER
BRUCE HORNSBY
WILSON PHILLIPS
GO WEST
JANET JACKSON

WGLL/Mercersburg
Begin/Burns

PHIL COLLINS
SANTANA
TAYLOR DAYNE
TIMOTHY B. SCHMIT
MARC JORDAN
Hottest:
JAMES INGRAM
WILSON PHILLIPS
JANET JACKSON
ANITA BAKER
PAUL YOUNG

WAFI/Millford, DE
Tim Brough

PHIL COLLINS
NEW KIDS ON THE B
JOHN HIATT
EVERYTHING BUT TH
SLYCE
Hottest:
BRUCE HORNSBY
GO WEST
JAMES INGRAM
ANITA BAKER
WILSON PHILLIPS

WSUL/Monticello, NY
Rob Dillman

TOMMY JAMES
EVERYTHING BUT TH
CLARKE & DUKE
Hottest:
MARIAH CAREY
BRUCE HORNSBY
JAMES INGRAM
WILSON PHILLIPS
ANITA BAKER

WSKI/Montpelier
Jim Severance

PHIL COLLINS
TIMOTHY B. SCHMIT
MARC JORDAN
SANTANA
CLARKE & DUKE
PIA ZADORA
BRENDA RUSSELL
Hottest:
SWEET SENSATION
JAMES INGRAM
BRUCE HORNSBY
SEDUCTION
JANET JACKSON

WKSJ/Williamsport
Tom Benson

PHIL COLLINS
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
BRUCE HORNSBY
GO WEST
WILSON PHILLIPS

SOUTH

P1

WSB-FM/Atlanta
LoCascio/McCoy

PAUL YOUNG
Hottest:
MARIAH CAREY
MICHAEL MCDONALD
GLORIA ESTEFAN
JAMES INGRAM
ANITA BAKER

KVIL/Dallas
Rhodes/Eberhart

OLETA ADAMS
LINDA RONSTADT
SALLY MOORE
Hottest:
WILSON PHILLIPS
MARIAH CAREY
JAMES INGRAM
BRUCE HORNSBY
GO WEST

WLTS/New Orleans
Bob Mitchell

LINDA RONSTADT
Hottest:
JAMES INGRAM
MARIAH CAREY
GLORIA ESTEFAN
ANITA BAKER
PAUL YOUNG

2WD/Norfolk
Bill Curtis

GO WEST
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
BRUCE HORNSBY
JANET JACKSON
WILSON PHILLIPS

WNLT/Tampa
Schaeffer/Michaels

GO WEST
SWEET SENSATION
FLEETWOOD MAC
Hottest:
GLORIA ESTEFAN
ROXETTE
RICHARD MARX
MARIAH CAREY
JAMES INGRAM

P2

WZNY/Augusta, GA
John Patrick

BEACH BOYS
DION
SANTANA
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
BRUCE HORNSBY
WILSON PHILLIPS

WXTC/Charleston
John Quincy

PHIL COLLINS
SEDUCTION
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
BRUCE HORNSBY
WILSON PHILLIPS

WTCB/Columbia, SC
Doug Spets

none
Hottest:
BILLY JOEL
JANET JACKSON
PAUL YOUNG
ANITA BAKER
JAMES INGRAM

WAHR/Huntsville
Butch Menefee

LINDA RONSTADT
OLETA ADAMS
SANTANA
PHIL COLLINS
Hottest:
JAMES INGRAM
MARIAH CAREY
BRUCE HORNSBY
ANITA BAKER
WILSON PHILLIPS

WIVY/Jacksonville
Terry Matthews

TAYLOR DAYNE
SANTANA
UB40
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
JAMES INGRAM
WILSON PHILLIPS
PAUL YOUNG

WTFM/Johnson City
Mark McKinney

LINDA RONSTADT
PHIL COLLINS
SANTANA
DION
Hottest:
MARIAH CAREY
ANITA BAKER
NIKKI
WILSON PHILLIPS
PAUL YOUNG

P1

U102/Knoxville
Larry Trotter

none
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
MICHAEL MCDONALD
JAMES INGRAM

KHLT/Little Rock
John Ramsey

BEACH BOYS
EVERYTHING BUT TH
SANTANA
TIMOTHY B. SCHMIT
Hottest:
BRUCE HORNSBY
WILSON PHILLIPS
PAUL YOUNG
GO WEST
BILLY JOEL

WRVR/Memphis
Mark Hamlin

none
Hottest:
JAMES INGRAM
ANITA BAKER
JANET JACKSON
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
BRUCE HORNSBY
WILSON PHILLIPS

KELT/McAllen
Chuck White

TAYLOR DAYNE
MARC JORDAN
EVERYTHING BUT TH
JANET JACKSON
Hottest:
WILSON PHILLIPS
JAMES INGRAM
ANITA BAKER
PAUL YOUNG
DION

WLAC-FM/Nashville
Bryan Sargent

PHIL COLLINS
BILLY JOEL
Hottest:
MARIAH CAREY
JAMES INGRAM
JANET JACKSON
ROXETTE
WILSON PHILLIPS

WRMF/West Palm Beach
Dave Parks

none
Hottest:
GLORIA ESTEFAN
PAUL YOUNG
MICHAEL MCDONALD
PHIL COLLINS
JAMES INGRAM

P3

WSGY/Albany, GA
Ric Austin

CHICAGO
TAYLOR DAYNE
OLETA ADAMS
Hottest:
AFTER 7
MARIAH CAREY
ANITA BAKER
GO WEST
JAMES INGRAM

WYKZ/Beaufort, SC
Robertson/Kennedy

NAJEE & VESTA
LIGHTNING SEEDS
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
BRUCE HORNSBY
WILSON PHILLIPS

KEZA/Fayetteville, AR
Turner/Pollitt

LINDA RONSTADT
SEDUCTION
Hottest:
BRUCE HORNSBY
MARIAH CAREY
GO WEST
ANITA BAKER
JAMES INGRAM

WKTK/Gainesville
Nick Allen

TAYLOR DAYNE
MAXI PRIEST
LIGHTNING SEEDS
EVERYTHING BUT TH
Hottest:
MARIAH CAREY
ANITA BAKER
BRUCE HORNSBY
JAMES INGRAM
WILSON PHILLIPS

WGSV/Guntersville
Jackson/Bell

SEDUCTION
PHIL COLLINS
HARRY CONNICK JR.
JILL SOBULE
EVERYDAY PEOPLE
SLYCE
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
BRUCE HORNSBY
WILSON PHILLIPS

KRLB/Lubbock
Paul Ramone

TAYLOR DAYNE
PHIL COLLINS
NELSON
PRINCE
Hottest:
JAMES INGRAM
GO WEST
MARIAH CAREY
SWEET SENSATION
ANITA BAKER

WNMB/No. Myrtle Beach
Thompson/Adams

MARC JORDAN
MAXI PRIEST
HARRY CONNICK JR.
Hottest:
MARIAH CAREY
JAMES INGRAM
BRUCE HORNSBY
JANET JACKSON
BILLY JOEL

WKCX/Rome
Randy Quirk

EVERYDAY PEOPLE
MARC JORDAN
ALANNAH MYLES
TOMMY JAMES
Hottest:
JAMES INGRAM
BRUCE HORNSBY
WILSON PHILLIPS
PAUL YOUNG
JANET JACKSON

KTYL/Tyler
Janie Baker

PHIL COLLINS
ALANNAH MYLES
MAXI PRIEST
RANDY CRAWFORD
Hottest:
MICHAEL BOLTON
MICHAEL MCDONALD
AFTER 7
GLORIA ESTEFAN
MARIAH CAREY

KVIC/Victoria
Tony Davis

MAXI PRIEST
Hottest:
JAMES INGRAM
MARIAH CAREY
BRUCE HORNSBY
PAUL YOUNG
JANET JACKSON

MIDWEST

P1

WARM98/Cincinnati
Michael Grayson

PHIL COLLINS
WILSON PHILLIPS
JOHNNY GILL
Hottest:
BRUCE HORNSBY
MARIAH CAREY
GLENN MEDEIROS
JAMES INGRAM
GLORIA ESTEFAN

WWNK/Cincinnati
Mathews/McCullough

ANITA BAKER
GO WEST
Hottest:
PHIL COLLINS
ROXETTE
GLORIA ESTEFAN
LINDA RONSTADT
JAMES INGRAM

WLTV/Cleveland
Popovich/Godfrey

MARIAH CAREY
JIMMY RYSER
Hottest:
JAMES INGRAM
MICHAEL MCDONALD
WHISTLE
EXPOSE
GLORIA ESTEFAN

WSNY/Columbus
Hallett/Nunnally

PHIL COLLINS
Hottest:
PHIL COLLINS
RICHARD MARX
ROGERS & KNIGHT
JAMES INGRAM

WNIC/Detroit
Bob Kucken

PAUL YOUNG
Hottest:
AFTER 7
MICHAEL BOLTON
MARIAH CAREY
PHIL COLLINS
JAMES INGRAM

WEST

P1

KXLT/Denver
Ward/Adams

FLEETWOOD MAC
JUDE COLE
Hottest:
MICHAEL BOLTON
JAMES INGRAM
WILSON PHILLIPS
GLORIA ESTEFAN

KBIG/Los Angeles
Edwards/Verdery

FLEETWOOD MAC
Hottest:
MARIAH CAREY
JAMES INGRAM
GLORIA ESTEFAN
ANITA BAKER
WILSON PHILLIPS

KOST/Los Angeles
Kaye/Amidon

LINDA RONSTADT
Hottest:
GLORIA ESTEFAN
JAMES INGRAM
AFTER 7
MARIAH CAREY
NIKKI

P1

KLSI/Kansas City
Tom Land

PHIL COLLINS
Hottest:
ROXETTE
MICHAEL BOLTON
MARIAH CAREY
GLORIA ESTEFAN
WILSON PHILLIPS

WMYX/Milwaukee
King/Morales

ANITA BAKER
Hottest:
MICHAEL BOLTON
PHIL COLLINS
ELTON JOHN
ROXETTE

KS95/Minneapolis
Kim Jeffries

LINDA RONSTADT
BILLY JOEL
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
MICHAEL MCDONALD
JAMES INGRAM

KYK/ST. Louis
Weed/Hewitt

NIKKI
Hottest:
ROXETTE
GLENN MEDEIROS
RICHARD MARX
JUDE COLE
PAUL YOUNG

P2

WVUD/Dayton
Reed Kittredge

none
Hottest:
MARIAH CAREY
ANITA BAKER
JAMES INGRAM
MICHAEL MCDONALD
BRUCE HORNSBY

KMJC/Davenport
Chuck O'Brien

LINDA RONSTADT
PHIL COLLINS
BRENDA RUSSELL
JIMMY RYSER
SANTANA
Hottest:
ANITA BAKER
MARIAH CAREY
GLORIA ESTEFAN
BRUCE HORNSBY
JAMES INGRAM

WLHT/Grand Rapids
Dirksen/Brown

LIGHTNING SEEDS
PHIL COLLINS
BEACH BOYS
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
WILSON PHILLIPS
JANET JACKSON

WFMK/Lansing
Tom Knight

PHIL COLLINS
LIGHTNING SEEDS
BEACH BOYS
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
WILSON PHILLIPS
JANET JACKSON

WMGN/Madison
Pat O'Neill

LINDA RONSTADT
EVERYTHING BUT TH
JILL SOBULE
RANDY CRAWFORD
Hottest:
MARIAH CAREY
BRUCE HORNSBY
JANET JACKSON
WILSON PHILLIPS
ANITA BAKER

WHNN/Saginaw
Stine/Knight

LIGHTNING SEEDS
PHIL COLLINS
BEACH BOYS
Hottest:
BRUCE HORNSBY
BASIA
JAMES INGRAM
WILSON PHILLIPS
ANITA BAKER

3WM/Toledo
Mark Roberts

SANTANA
JILL SOBULE
JOHNNY GILL
GO WEST
JIMMY RYSER
Hottest:
MARIAH CAREY
ANITA BAKER
WILSON PHILLIPS
BASIA
JANET JACKSON

P3

WCMJ/Cambridge, OH
Mike Ruble

PHIL COLLINS
JOHNNY GILL
Hottest:
MARIAH CAREY
JAMES INGRAM
BRUCE HORNSBY
ANITA BAKER
WILSON PHILLIPS

WMT-FM/Cedar Rapids
Dennis Green

none
Hottest:
MICHAEL MCDONALD
AFTER 7
MARIAH CAREY
GLORIA ESTEFAN
BASIA

WFRO/Fremont, OH
Larry Ziebold

RANDY CRAWFORD
SLYCE
ALANNAH MYLES
HARRY CONNICK JR.
EAST OF EDEN
Hottest:
BRUCE HORNSBY
BASIA
JAMES INGRAM
WILSON PHILLIPS
ANITA BAKER

WLDR/Traverse City
Angie Hovda

TAYLOR DAYNE
LINDA RONSTADT
MARK EDWARDS
MARC JORDAN
JILL SOBULE
EDGAR WINTER
Hottest:
MARIAH CAREY
JAMES INGRAM
BRUCE HORNSBY
ANITA BAKER
WILSON PHILLIPS

P2

KOSO/Modesto
Tim St. Martin

none
Hottest:
MICHAEL BOLTON
PHIL COLLINS
ROXETTE
WILSON PHILLIPS
JAMES INGRAM

P3

KKLV/Anchorage
Dave Stroh

WAS (NOT WAS)
PHIL COLLINS
JILL SOBULE
4 OF US
RANDY CRAWFORD
HARRY CONNICK JR.
Hottest:
DION
CHRIS REA
CHICAGO
WILSON PHILLIPS
PAUL YOUNG

KIDJ/Billings, MT
Rick Lawrence

SANTANA
EVERYTHING BUT TH
Hottest:
ROXETTE
MARIAH CAREY
GLORIA ESTEFAN
JAMES INGRAM
ANITA BAKER
WILSON PHILLIPS

KBLQ/Logan, UT
John Dimick

PHIL COLLINS
ALANNAH MYLES
RANDY CRAWFORD
JOHN HIATT
JILL SOBULE
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
WILSON PHILLIPS

KWSI/Warm Springs, OR
Sue Matters

PHIL COLLINS
SLYCE
HARRY CONNICK JR.
EAST OF EDEN
JILL SOBULE
RANDY CRAWFORD
JOHNNY GILL
Hottest:
WILSON PHILLIPS
FLEETWOOD MAC
SWEET SENSATION
BILLY JOEL
LIGHTNING SEEDS

NEW ARTISTS

Reports/Adds

- 1 **SEDUCTION/**Could This Be Love (Vendetta/A&M) 38/3
- 2 **MARC JORDAN/**Edge Of The World (RCA) 24/13
- 3 **EDGAR WINTER/**Cry Out (Rhino) 21/2
- 4 **SALLY MOORE/**My Heart Has A Mind Of Its Own (Curb) 17/1
- 5 **PIA ZADORA/**If You Were Mine (Epic) 17/1
- 6 **TOMMY JAMES/**Go (Aegis/CBS) 12/5
- 7 **JILL SOBULE/**Too Cool To Fall In Love (MCA) 11/11
- 8 **EVERYDAY PEOPLE/**Headline News (SBK) 11/2
- 9 **MARTI JONES/**Any Kind Of Lie (RCA) 11/0
- 9 **MODERN ENGLISH/**I Melt With You (TVT) 11/0

New artists have not yet had

FULL-SERVICE AC

MOST ADDED

LINDA RONSTADT (4)
TAYLOR DAYNE (3)
WILSON PHILLIPS (3)
JANET JACKSON (2)
JIMMY RYSER (2)
DIONNE WARWICK (2)

HOTTEST

MARIAH CAREY (17)
GLORIA ESTEFAN (16)
BRUCE HORNSBY (14)
WILSON PHILLIPS (12)
MICHAEL BOLTON (9)
ANITA BAKER (8)
PHIL COLLINS (7)
JAMES INGRAM (7)
JANET JACKSON (7)
MICHAEL McDONALD (7)

GOLD-BASED AC

MOST ADDED

PHIL COLLINS (7)
TAYLOR DAYNE (4)
JANET JACKSON (3)
BILLY JOEL (3)
LINDA RONSTADT (3)
PAUL YOUNG (3)

HOTTEST

MARIAH CAREY (31)
GLORIA ESTEFAN (30)
MICHAEL BOLTON (21)
JAMES INGRAM (13)
ANITA BAKER (12)
BRUCE HORNSBY (12)
ROXETTE (11)
PHIL COLLINS (10)
WILSON PHILLIPS (10)
PAUL YOUNG (8)

EAST

P1

WBZ/Boston
Bernstein/Conrad
JANET JACKSON
Hottest:
MARIAH CAREY
JAMES INGRAM
GLORIA ESTEFAN
ANITA BAKER
BRUCE HORNSBY

WBEN/Bufalo
Kevin Keenan
none
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
PHIL COLLINS
ANITA BAKER
JANET JACKSON

KDKA/Pittsburgh
Chuck Dickemann
none
Hottest:
WILSON PHILLIPS
ROXETTE
TAYLOR DAYNE
MARIAH CAREY
MICHAEL BOLTON

P2

WICC/Bridgeport
Stormin' Norman

EDGAR WINTER
BILLY JOEL
Hottest:
GLORIA ESTEFAN
MICHAEL BOLTON
MARIAH CAREY
GO WEST
WILSON PHILLIPS

WTIC/Hartford
White/Mitchell
none
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
BRUCE HORNSBY
ANITA BAKER
WILSON PHILLIPS

WELI/New Haven
Gross/McCormick

LINDA RONSTADT
TAYLOR DAYNE
Hottest:
BRUCE HORNSBY
BILLY JOEL
JANET JACKSON
MARIAH CAREY
FLEETWOOD MAC

WGY/Schenectady
Buzz Brindle
HARRY CONNICK JR.
MARK EDWARDS
Hottest:
MICHAEL McDONALD
WILSON PHILLIPS
GLORIA ESTEFAN

P3

WFMD/Frederick, MD
Fieseler/Watson

LIGHTNING SEEDS
JIMMY RYSER
LINDA RONSTADT
TAYLOR DAYNE
Hottest:
MARIAH CAREY
JAMES INGRAM
BRUCE HORNSBY
WILSON PHILLIPS
JANET JACKSON

EAST

P1

WWMX/Baltimore
Greg Dunklin
DON HENLEY
Hottest:
WILSON PHILLIPS
ELTON JOHN
ROXETTE
PHIL COLLINS
WKJY/Nassau
George Hart
JANET JACKSON
BASIA
Hottest:
MARIAH CAREY
MICHAEL BOLTON
GLORIA ESTEFAN
JAMES INGRAM
PHIL COLLINS

WHTX/Pittsburgh
Scott Alexander
none
Hottest:
DON HENLEY
ELTON JOHN
PHIL COLLINS
ROXETTE
WILSON PHILLIPS

P2

WKLI/Albany
Knott/Holmberg
none
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
MICHAEL BOLTON
ANITA BAKER
ROXETTE

WAEB/Allentown
Chris Bailey

WILSON PHILLIPS
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
JAMES INGRAM
MICHAEL BOLTON
BRUCE HORNSBY

WMRV/Binghamton, NY
Keller/Schwartz
none
Hottest:
PHIL COLLINS
ROXETTE
MICHAEL BOLTON
MARIAH CAREY
GLORIA ESTEFAN

WMAS-FM/Springfield
Kratoville/Kelly

TAYLOR DAYNE
AFTER 7
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
MICHAEL McDONALD
ROXETTE
MICHAEL BOLTON

WYYY/Syracuse
Lauber/Langmyer
PAUL YOUNG
Hottest:
GLORIA ESTEFAN
MICHAEL BOLTON
ELTON JOHN
ROXETTE
MARIAH CAREY

WFAS-FM/White Plains
Pauli/Richard

LIGHTNING SEEDS
SWEET SENSATION
Hottest:
NIKKI
JAMES INGRAM
ANITA BAKER
BRUCE HORNSBY
MARIAH CAREY

WJBR/Wilmington,
Bill Kaye
BILLY JOEL
PHIL COLLINS
Hottest:
MARIAH CAREY
BRUCE HORNSBY
WILSON PHILLIPS
JAMES INGRAM
ANITA BAKER

SOUTH

P2

WHAS/Louisville
Doug McElvyn
none
Hottest:
MARIAH CAREY
NEW KIDS ON THE B
ELTON JOHN
LISA STANSFIELD
BRUCE HORNSBY

WDBO/Orlando
Dan Shaffer
WILSON PHILLIPS
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
ANITA BAKER
MICHAEL BOLTON
PHIL COLLINS

WRVA/Richmond
Farley/Stevens

DIONNE WARWICK
Hottest:
PHIL COLLINS
GLORIA ESTEFAN
BASIA
PAUL YOUNG
JAMES INGRAM

P3

WKYX/Paducah
Cook/Miller
JANET JACKSON
GO WEST
Hottest:
MARIAH CAREY
JAMES INGRAM
WILSON PHILLIPS
BRUCE HORNSBY
MICHAEL McDONALD

WSTU/Stuart
Shaw/Grant

LINDA RONSTADT
Hottest:
ANITA BAKER
BRUCE HORNSBY
NIKKI
WILSON PHILLIPS
JANET JACKSON

SOUTH

P1

Love 94/Miami
Don Agony
none
Hottest:
WILSON PHILLIPS
ANITA BAKER
MARIAH CAREY
GLORIA ESTEFAN
BASIA
WLMG/New Orleans
Ferrara/Murphy
BILLY JOEL
Hottest:
JAMES INGRAM
GLORIA ESTEFAN
MARIAH CAREY
PAUL YOUNG
MICHAEL BOLTON
PHIL COLLINS

KLTR/Houston
Scarborough/Matt
none
Hottest:
MICHAEL McDONALD
GLORIA ESTEFAN
PAUL YOUNG
WILSON PHILLIPS
ELTON JOHN

MIDWEST

P1

WLT/Detroit
Bob Kaake
ANITA BAKER
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
PHIL COLLINS
PATTI AUSTIN
MICHAEL BOLTON

WENS/Indianapolis
Grey/Eagan
none
Hottest:
GLORIA ESTEFAN
MICHAEL BOLTON
JANET JACKSON
MARIAH CAREY
MICHAEL McDONALD

WJQI/Norfolk
Mike Shores
ANITA BAKER
Hottest:
ELTON JOHN
MARIAH CAREY
GLORIA ESTEFAN
MICHAEL BOLTON
WILSON PHILLIPS

WUSA/Tampa
Johnny Williams
none
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
AFTER 7
MICHAEL BOLTON
PHIL COLLINS

WLTQ/Milwaukee
Fred Brennan
none
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
ELTON JOHN
PHIL COLLINS

WMTG/Terre Haute
Thomas/Rush
none
Hottest:
AFTER 7
MARIAH CAREY
GLORIA ESTEFAN
JAMES INGRAM
MICHAEL McDONALD

WJBB/Birmingham
Ken Barnett
none
Hottest:
BRUCE HORNSBY
MICHAEL BOLTON
MARIAH CAREY
GLORIA ESTEFAN
JAMES INGRAM

WMXC/Charlotte
Robb Stewart
none
Hottest:
DON HENLEY
JANET JACKSON
GLORIA ESTEFAN
PHIL COLLINS
ROXETTE

WLMX/Chattanooga
Allen/Howard
JAMES INGRAM
Hottest:
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAH CAREY
PAUL YOUNG
MICHAEL McDONALD

KUDL/Kansas City
Don Bender
LINDA RONSTADT
WILSON PHILLIPS
Hottest:
PAUL YOUNG
JANET JACKSON
MICHAEL BOLTON
GLORIA ESTEFAN
MARIAH CAREY

KEFM/Omaha
Albertson/Lane
PHIL COLLINS
Hottest:
MICHAEL BOLTON
GLORIA ESTEFAN
PHIL COLLINS
BRUCE HORNSBY
MARIAH CAREY

KCIX/Boise
Don Jennings
JANET JACKSON
JUDE COLE
PAUL YOUNG
Hottest:
JANET JACKSON
MICHAEL BOLTON
GLORIA ESTEFAN
ROXETTE
WILSON PHILLIPS

WMAG/Greensboro
John Jenkins
none
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
MICHAEL McDONALD
JAMES INGRAM
MICHAEL BOLTON

WSTF/Orlando
Samantha Shore
PAUL YOUNG
Hottest:
DON HENLEY
ELTON JOHN
ROXETTE
ROD STEWART
WILSON PHILLIPS

WRAL/Raleigh
Scott/Myers
none
Hottest:
WILSON PHILLIPS
LUTHER VANDROSS
PHIL COLLINS
ROD STEWART
ELTON JOHN

WGLO/Peoria
Jerry Jay
PHIL COLLINS
Hottest:
MARIAH CAREY
BRUCE HORNSBY
MICHAEL BOLTON
GLORIA ESTEFAN
AFTER 7

WCRZ/Flint
Patrick/Downey
SWEET SENSATION
LINDA RONSTADT
PHIL COLLINS
TAYLOR DAYNE
Hottest:
MARIAH CAREY
JAMES INGRAM
ANITA BAKER
BRUCE HORNSBY
WILSON PHILLIPS

KISL/Spokane
Rob Harder
BRUCE HORNSBY
AFTER 7
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
MICHAEL McDONALD
ROXETTE
PHIL COLLINS

WMXB/Richmond
Ryan/Jasper
GO WEST
PHIL COLLINS
JANET JACKSON
EVERYTHING BUT
JAMES INGRAM
Hottest:
ANITA BAKER
MARIAH CAREY
GLORIA ESTEFAN
BRUCE HORNSBY
PAUL YOUNG

WSLQ/Roanoke
Dick Daniels
PHIL COLLINS
Hottest:
MICHAEL BOLTON
MARIAH CAREY
GLORIA ESTEFAN
BRUCE HORNSBY
PHIL COLLINS

KVKI/Shreveport
Howard Clark
none
Hottest:
MARIAH CAREY
RICHARD MARX
WILSON PHILLIPS
MICHAEL McDONALD
MICHAEL BOLTON

KRAV/Tulsa
Couch/Lee
GO WEST
Hottest:
MARIAH CAREY
AFTER 7
JAMES INGRAM
BRUCE HORNSBY
NIKKI

KXLK/Wichita, KS
Greg Gann
PHIL COLLINS
TAYLOR DAYNE
SLYCE
Hottest:
MARIAH CAREY
WILSON PHILLIPS
ANITA BAKER
BRUCE HORNSBY
GO WEST

KLLY/Bakersfield
Russ Davidson
none
Hottest:
MICHAEL McDONALD
ANITA BAKER
GLORIA ESTEFAN
JAMES INGRAM
MARIAH CAREY

MIDWEST

P1

55KRC/Cincinnati
Gary King
none
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
MICHAEL McDONALD
ANITA BAKER
BRUCE HORNSBY

WLW/Cincinnati
Vance Dillard
none
Hottest:
GLORIA ESTEFAN
BRUCE HORNSBY
GLENN MEDEIROS
JEFF LYNNE
MARIAH CAREY

WTVN/Columbus
John Lane
none
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
JANET JACKSON
MICHAEL BOLTON
AFTER 7

WCCO/Minneapolis
Curt Lundgren
none
Hottest:
ANITA BAKER
MARIAH CAREY
GLORIA ESTEFAN
MICHAEL McDONALD
WILSON PHILLIPS

P2

WOOD/Grand Rapids
Robb Westaby
MARIAH CAREY
Hottest:
MICHAEL McDONALD
ELTON JOHN
PHIL COLLINS
MICHAEL BOLTON
LINDA RONSTADT

WROK/Rockford
Ivey/Groul
none
Hottest:
WILSON PHILLIPS
MICHAEL BOLTON
PHIL COLLINS
ELTON JOHN
BRUCE HORNSBY

P3

WCIL/Carbondale
Rich Bird
PHIL COLLINS
SALLY MOORE
Hottest:
WILSON PHILLIPS
JANET JACKSON
GO WEST
BRUCE HORNSBY
AFTER 7

KFSB/Joplin
Robin Wells
JUDE COLE
BAD ENGLISH
Hottest:
ANITA BAKER
WILSON PHILLIPS
JAMES INGRAM
PAUL YOUNG
BRUCE HORNSBY

KFOR/Lincoln
Cathy Blythe

FLEETWOOD MAC
WILSON PHILLIPS
LINDA RONSTADT
Hottest:
GLORIA ESTEFAN
JAMES INGRAM
PHIL COLLINS
BILLY JOEL

KELO/Sioux Falls
Spenny
JIMMY RYSER
TAYLOR DAYNE
Hottest:
BRUCE HORNSBY
MICHAEL BOLTON
MICHAEL McDONALD
POCO
WILSON PHILLIPS

WEST

P1

KHOW/Denver
Murphy Huston
WILSON PHILLIPS
Hottest:
MICHAEL BOLTON
MARIAH CAREY
GLORIA ESTEFAN
PHIL COLLINS
BRUCE HORNSBY

KFMB/San Diego
Larson/Robertson
none
Hottest:
MARIAH CAREY
JAMES INGRAM
GLORIA ESTEFAN
MICHAEL McDONALD
NIKKI

P2

KBOI/Boise
Drew Harold
none
Hottest:
MARIAH CAREY
GLORIA ESTEFAN
WILSON PHILLIPS
JANET JACKSON
MICHAEL BOLTON

KUGN/Eugene
O'Brien/James
DIONNE WARWICK
RANDY CRAWFORD
JONATHAN BUTLER
Hottest:
none

KSSK/Honolulu
Phil Abbott
none
Hottest:
GLORIA ESTEFAN
ELTON JOHN
PAUL YOUNG
ANITA BAKER
ROXETTE

WEST

P1

KKCW/Portland
Bill Minckler
BILLY JOEL
Hottest:
ANITA BAKER
JAMES INGRAM
MARIAH CAREY
GLORIA ESTEFAN
WILSON PHILLIPS
KXOA-FM/Sacramento
Casey/Clem
MARIAH CAREY
Hottest:
PHIL COLLINS
MICHAEL BOLTON
ELTON JOHN
GLORIA ESTEFAN
ROXETTE

P2

KKLD/Tucson
Adrienne Walker
LINDA RONSTADT
EVERYTHING BUT 1
TAYLOR DAYNE
PROPAGANDA
OLETA ADAMS
MARTI JONES
BRENDA RUSSELL
Hottest:
NIKKI
MARIAH CAREY
ANITA BAKER
PAUL YOUNG
JAMES INGRAM

KIX/Boise
Don Jennings
JANET JACKSON
JUDE COLE
PAUL YOUNG
Hottest:
JANET JACKSON
MICHAEL BOLTON
GLORIA ESTEFAN
ROXETTE
WILSON PHILLIPS

42 Current Reporters
31 Current Playlists

KISC/Spokane
Rob Harder
BRUCE HORNSBY
AFTER 7
Hottest:
GLORIA ESTEFAN
MARIAH CAREY
MICHAEL McDONALD
ROXETTE
PHIL COLLINS

Did Not Report For Three Consecutive Weeks, Not Used in This Week's Data (1):
WMJI/Cleveland

KLLY/Bakersfield
Russ Davidson
none
Hottest:
MICHAEL McDONALD
ANITA BAKER
GLORIA ESTEFAN
JAMES INGRAM
MARIAH CAREY

Did Not Report, Playlist Frozen (10):
KLTR/Houston
KVKI/Shreveport
Love94/Miami
WENS/Indianapolis
WHTX/Pittsburgh
WKLI/Albany
WMTG/Terre Haute
WMJJ/Birmingham
WRAL/Raleigh
WUSA/Tampa

28 Current Reporters
22 Current Playlists

Called in Frozen Playlist (1):
55KRC/Cincinnati

Did Not Report, Playlist Frozen (5):
KDKA/Pittsburgh
WCCO/Minneapolis
WHAS/Louisville
WLW/Cincinnati
WROK/Rockford

NATIONAL AIRPLAY®

LW	TW	Artist/Track	Label
1	1	MICHAEL FRANKS/Blue Pacific (Reprise)	"Woman" "Art"
6	2	PETER WHITE/Reveillez-vous (Chase Music Group)	"Moonlight" "Reveillez"
4	3	WIND MACHINE/Road To Freedom (Silver Wave)	"Road" "Coast"
5	4	WINDOWS/Blue September (Cypress)	"Stay" "Counting"
3	5	STEVE KINDLER/Across A Rainbow Sea (Global Pacific)*	"Americas" "Plumeria" "Aqua"
2	6	SPYRO GYRA /JAY BECKENSTEIN/Fast Forward (GRP)	"Ocean" "Bright"
8	7	YANNI/Reflections Of Passion (Private Music)	"True" "Flight"
9	8	JILL SOBULE/Things Here Are Different (MCA)	"Too"
11	9	RICHARD ELLIOT/What's Inside (Enigma)	"Movers" "Take"
7	10	CHI/Jet Stream (Sonic Atmosphere)	"Carnaval" "North"
10	11	JONATHAN BUTLER/Deliverance (Jive/RCA)	"Deliverance" "Guguletu"
12	12	JOAN ARMATRADING/Hearts And Flowers (A&M)	"More" "Hearts"
17	13	QUINTANA + SPEER/Shades Of Shadow (Miramar)	"Outward" "Congo"
14	14	YUTAKA/Brazasia (GRP)	"Brazasia" "Say" "Morena"
18	15	OLETA ADAMS/Circle Of One (Fontana/Mercury)	"Circle" "Rhythm"
16	16	LARRY CARLTON/Collection (GRP)	"Small" "Heaven's"
BREAKER	17	ANITA BAKER/Compositions (Elektra)	"Talk" "Whatever"
19	18	CARL ANDERSON/Pieces Of A Heart (GRP)	"How" "Baby"
13	19	TOM GRANT/Edge Of The World (Verve Forecast)	"Angels" "Street"
23	20	VERNELL BROWN JR./A Total Eclipse (A&M)	"New" "Perfect"
BREAKER	21	BOB JAMES/Grand Piano Canyon (WB)	"Restoration" "Wings"
22	22	BRIAN MANN/Cafe Du Soleil (Narada)	"Reclining" "Dab"
27	23	CHUCK LOEB/Life Colors (DMP)	"Snow" "John"
15	24	KEIKO MATSUI/No Borders (MCA)	"Light" "Mover"
21	25	ROB MULLINS/Tokyo Nights (Nova)	"Be" "Roppongi" "Memory"
BREAKER	26	RICARDO SILVEIRA/Amazon Secrets (Verve Forecast)	"Her" "Let's"
30	27	TOM SCOTT/Them Changes (GRP)	"Desire" "Pick"
DEBUT	28	JOHN TESH/Tour De France- The Early Years (Private Music)	"Endless" "American"
29	29	CHECKFIELD/View From The Edge (American Gramophone)	"Slow" "Cries" "Common"
DEBUT	30	ELEMENTS/Spirit River (Novus/RCA)	"Spirit" "Streets"

* Keeps bullet due to continued growth.

LW	TW	Artist/Track	Label
1	1	WYNTON MARSALIS/Standard Time/Vol. 3/... (Columbia)	"Bona" "Flamingo"
2	2	PAT METHENY/Question & Answer (Geffen)	"Question" "Never"
3	3	ELIANE ELIAS/Eliane Elias Plays Jobim (Blue Note)	"Waters"
4	4	STAN GETZ/Apasionado (A&M)	"Midnight" "Amorous"
5	5	CHRISTOPHER HOLLYDAY/On Course (Novus/RCA)	"West"
6	6	McCOY TYNER/Things Ain't What They Used To Be (Blue Note)	"Song"
7	7	TUCK ANDRESS/Reckless (Windham Hill)	"Man"
9	8	MICHAEL FRANKS/Blue Pacific (Reprise)	"Art" "Woman"
8	9	HILTON GYRA/Doin' It Right (Novus/RCA)	"Doin'"
11	10	SPYRO GYRA /JAY BECKENSTEIN/Fast Forward (GRP)	"Bright" "Ocean"
12	11	JACKIE McLEAN/Dynasty (Triloka)	"Dynasty"
10	12	JONATHAN BUTLER/Deliverance (Jive/RCA)	"Colours" "Deliverance"
13	13	ELEMENTS/Spirit River (Novus/RCA)	"Spirit"
14	14	BENNY GREEN/Lineage (Blue Note)	"See"
16	15	GIL GOLDSTEIN/City Of Dreams (Blue Note)	"Lucky" "Casa"
17	16	YUTAKA/Brazasia (GRP)	"East" "Morena"
18	17	OLETA ADAMS/Circle Of One (Fontana/Mercury)	"Rhythm" "I've"
23	18	LENI STERN/Closer To The Light (Enja/Mesa)	"All"
30	19	HARRY CONNICK JR./We Are In Love (Columbia)	"Recipe"
21	20	VERNELL BROWN JR./A Total Eclipse (A&M)	"New" "Rise"
15	21	LEE RITENOUR/Stolen Moments (GRP)	"24th"
BREAKER	22	BOB JAMES/Grand Piano Canyon (WB)	"Restoration" "Just"
20	23	STEVE KINDLER/Across A Rainbow Sea (Global Pacific)	"Americas" "Little"
24	24	DAVE VALENTIN/Two Amigos (GRP)	"Savana"
DEBUT	25	RICARDO SILVEIRA/Amazon Secrets (Verve Forecast)	"Her" "Amazon"
19	26	STEVE HOBBS/Escape (Cexton)	"Speedball" "Theme"
28	27	CHUCK LOEB/Life Colors (DMP)	"John" "Snow"
29	28	DJAVAN/Puzzle Of Hearts (Columbia)	"Amazon"
BREAKER	29	BLUESIANA TRIANGLE/Bluesiana Triangle (Windham Hill/Jazz)	"Bluesiana"
25	30	JAMES WILLIAMS/Meet The Magical Trio (EmArcy)	"Be"

MOST ADDED LPs
MEZZOFORTE (11)
BRENDA RUSSELL (9)
SARA K (7)
RICARDO SILVEIRA (7)
BOB JAMES (5)
KEO KOTKE (5)
KEN NAVARRO (5)
RICK RUSKIN (5)
DWIGHT SILLS (5)

HOTTES LPs
MICHAEL FRANKS (25)
YANNI (12)
RICHARD ELLIOT (11)
STEVE KINDLER (10)
WIND MACHINE (10)
PETER WHITE (9)
WINDOWS (9)
JOAN ARMATRADING (8)

HOT TRACKS
RICHARD ELLIOT/Movers
MICHAEL FRANKS/Art
WIND MACHINE/Road
YANNI/True

MOST ADDED LPs
RICARDO SILVEIRA (12)
BOB BERG (11)
HERBIE MANN (11)
JIMMY McGRIFF (10)
BLUESIANA TRIANGLE (9)
MEZZOFORTE (8)

HOTTEST LPs
WYNTON MARSALIS (30)
PAT METHENY (16)
MICHAEL FRANKS (12)
ELIANE ELIAS (10)
SPYRO GYRA (9)
CHRISTOPHER HOLLYDAY (8)
JACKIE McLEAN (7)
McCOY TYNER (7)

HOT TRACKS
No Tracks Qualified This Week.

NEW & ACTIVE

KEN NAVARRO "The River Flows" (Positive) 25/5
Rotations: Heavy 1/0, Medium 8/0, Light 16/5, Total Adds 5, BRZ, WNND, WFAE, WMT-FM, KSNO. Heavy: KLSK.

VINCENT HENRY "Vincent" (Jive/RCA) 25/1
Rotations: Heavy 1/0, Medium 13/0, Light 11/1, Total Adds 1, BRZ. Heavy: JZTRAX. Medium: WNUA, WBBY, KOPT, KIFM, KNUA, WHRL, WGMC, WNND, WAMX, KEYF, WOTB, WWAY, KSNO.

BAREFOOT "Barefoot" (Global Pacific) 23/1
Rotations: Heavy 4/0, Medium 11/0, Light 8/1, Total Adds 1, KTCZ. Heavy: KOPT, KLSK, WOTB, KSNO.

TUCK ANDRESS "Reckless Precision" (Windham Hill/Jazz) 23/0
Rotations: Heavy 7/0, Medium 6/0, Light 10/0, Total Adds 0. Heavy: BRZ, KKSF, KNUA, WFAE, WJIB, WMT-FM, KSNO.

DJAVAN "Puzzle Of Hearts" (Columbia) 21/1
Rotations: Heavy 3/0, Medium 8/0, Light 10/1, Total Adds 1, WWAY. Heavy: KTWV, KOPT, KSNO.

PETER MAUNU "Warm Sound In A Gray Field" (Narada) 19/4
Rotations: Heavy 1/0, Medium 6/0, Light 12/4, Total Adds 4, WHRL, KEYF, WLSY, WMT-FM. Heavy: MS.

BARBARA HIGBIE "Signs Of Life" (Windham Hill) 19/1
Rotations: Heavy 5/0, Medium 7/0, Light 7/1, Total Adds 1, WLVE. Heavy: BRZ, KTWV, KOPT, KLTR, WMT-FM.

MEZZOFORTE "Play'n For Time" (RCA) 18/11
Rotations: Heavy 2/1, Medium 4/2, Light 12/8, Total Adds 11, WBZN, KNUA, WGMC, WFAE, KWVS, WLOQ, KEYF, WOTB, KTCZ, KSNO, JZTRAX. Heavy: WHRL.

STANLEY CLARKE AND GEORGE DUKE "3" (Epic) 18/1
Rotations: Heavy 1/0, Medium 5/0, Light 12/1, Total Adds 1, WLVE. Heavy: WAMX. Medium: WNUA, KIFM, WHRL, KEYF, WMT-FM.

AZYMUTH "CurumIm" (Intima/Enigma) 18/1
Rotations: Heavy 1/0, Medium 4/0, Light 13/1, Total Adds 1, KSNO. Heavy: WHRL. Medium: KTWV, WLVE, WMT-FM, JZTRAX.

SUZANNE CIANI "Pianissimo" (Private Music) 17/4
Rotations: Heavy 1/0, Medium 7/0, Light 9/4, Total Adds 4, WFAE, WOTB, KTCZ, SS. Heavy: WGMN.

PAT METHENY "Question & Answer" (Geffen) 17/0
Rotations: Heavy 0/0, Medium 5/0, Light 12/0, Total Adds 0. Medium: WBZN, KWVS, WOTB, WMT-FM, KTCZ.

NEW & ACTIVE

AZYMUTH "CurumIm" (Intima/Enigma) 32/3
Rotations: Heavy 2/0, Medium 9/0, Light 21/3, Total Adds 3, WFPL, WIVY, KTCL. Heavy: WSTR, WTEB.

HARRY CONNICK JR. TRIO "Lofty's Roach Souffle" (Columbia) 28/1
Rotations: Heavy 3/0, Medium 16/0, Light 9/1, Total Adds 1, WSIE. Heavy: WDET, KWMM, KCLC.

RONNIE LAWS "True Spirit" (PAR) 26/2
Rotations: Heavy 6/0, Medium 12/0, Light 8/2, Total Adds 2, WDET, KPLU. Heavy: WJZZ, KJZZ, WSHA, WFSS, WTEB, WMFD.

BAREFOOT "Barefoot" (Global Pacific) 26/0
Rotations: Heavy 5/0, Medium 13/0, Light 8/0, Total Adds 0. Heavy: KPLU, WSHA, KLCC, WSTR, WKRY.

ERIC MARIENTHAL "Crossroads" (GRP) 25/1
Rotations: Heavy 5/0, Medium 12/1, Light 8/0, Total Adds 1, WRTI. Heavy: WCPN, WAER, WFPL, WSIE, WVPE.

RICHARD ELLIOT "What's Inside" (Enigma) 25/0
Rotations: Heavy 6/0, Medium 10/0, Light 9/0, Total Adds 0. Heavy: WJZZ, KTCJ, KJZZ, WSTR, KSLU, KCLC.

PETER WHITE "Reveillez-vous" (Chase Music Group) 22/0
Rotations: Heavy 7/0, Medium 9/0, Light 6/0, Total Adds 0. Heavy: KJZZ, WSTR, WIVY, WNGS, KCLC, KJOY, KKLD.

MARIAN McPARTLAND "The Benny Carter Songbook" (Concord) 18/1
Rotations: Heavy 3/0, Medium 11/0, Light 4/1, Total Adds 1, KJOY. Heavy: KSDS, WTEB, WUSF.

JIMMY McGRIFF "You Ought To Think About Me" (Headfirst) 17/10
Rotations: Heavy 2/1, Medium 4/2, Light 11/7, Total Adds 10, WCPN, KSDS, KJAZ, WFPL, KUOP, WEBR, WSIE, KWMM, KCLC, KKLD. Heavy: WBGO.

MAX GROOVE "Maximum Groove" (Optimism) 17/0
Rotations: Heavy 5/0, Medium 9/0, Light 3/0, Total Adds 0. Heavy: WNOP, WJZZ, KCLC, KSBR, KKLD.

CLEVELAND WATKISS "Green Chimneys" (Verve) 17/0
Rotations: Heavy 6/0, Medium 7/0, Light 4/0, Total Adds 0. Heavy: WDET, KXPR, KSDS, WMOT, WHRO, WSIE.

* Uncharted Breakers denoted by one asterisk. ** Chart Extra denoted by two asterisks.



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New AC

P2 WVRL/Albany Shawn Michaels DJ/MT BOB BIRD SARA F PETER HANSEN ANTHONY BANDER MICHAEL FRANKS KEVIN WATTS CHL BOB JAMES MICHAEL FRANKS ELEANOR	P3 WJLB/Boston Anna Williams DJ/MT JERRY TYKIK MICHAEL FRANKS ANTHONY BANDER TUCKER ANDERSON DAVID WATTS MICHAEL FRANKS ANTHONY BANDER ELEANOR	P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR
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44 Current NAC Reporters
39 Current NAC Playlists
Called In Frozen Playlist (1):
KBIA/Columbia

Did Not Report, Playlist Frozen (4):
KEZX/Seattle
KIFM/San Diego
Portraits In Sound
WPCH/Atlanta

CONTEMPORARY JAZZ

P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR
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WIND MACHINE "Road To Freedom"

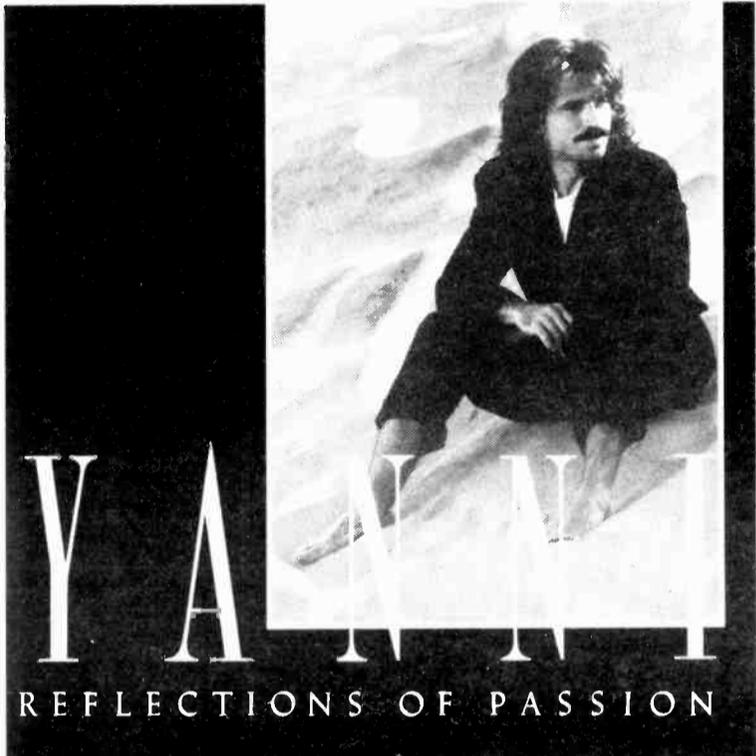


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Hottest!

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Alamogorda, NM

"...an exuberant and impassioned performance that drew multiple standing ovations, enchanting the crowd of 4,200 with such romantic, jubilant and sensitive songs as "The Rain Must Fall" and "Sweet Away" from the new album."

Billboard Magazine on Yanni's
June 8th performance with the
Dallas Symphony Orchestra

NAC Chart R&R 7

National Hottest
National Hot Tracks

P1 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P2 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR	P3 WVNY/West Dover Stacey McCoy DJ/MT MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR BOB JAMES MICHAEL FRANKS ELEANOR
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NEW ARTISTS

Reports

1	GENE LOVES JEZEBEL /Jealous (Geffen)	93
2	CONCRETE BLONDE /Joey (IRS)	90
3	NELSON /(Can't Live Without Your) Love & Affection (DGC)	76
4	FAITH NO MORE /Epic (Slash/Reprise)	73
5	RED HOUSE /I Said A Prayer (SBK)	70
6	ERIC JOHNSON /Cliffs Of Dover (Capitol)	66
7	IGGY POP /Home (Virgin)	40
8	EXTREME /Decadence Dance (A&M)	34
9	HURRICANE /Next To You (Enigma)	30
10	STEELHEART /Can't Stop Me Lovin' You (MCA)	25
11	MASTERS OF REALITY /The Candy... (Delicious Vinyl/Island)	24
12	DAVE STEWART & THE SPIRITUAL... /Party Town (Arista)	20
13	BRUCE DICKINSON /Tattooed Millionaire (Columbia)	19
14	STEVE VAI /The Audience Is Listening (Relativity)	17
15	JIMMY RYSER /Same Old Look (Arista)	16
16	MICHELLE MALONE & DRAG... /Big Black Bag (Arista)	14
17	DREAD ZEPPELIN /Heartbreaker (IRS)	13
	HUMAN RADIO /Me & Elvis (Columbia)	13
	KILLER DWARFS /Doesn't Matter At All (Epic)	13

New Artists have not yet had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.

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3 2
WKS WKS LW TW

167 REPORTERS

Reports/Adds Heavy Medium

4	2	1	1	ALLMAN BROTHERS BAND /Good Clean Fun (Epic)	155-2	133-	21-
9	6	3	2	JOHNNY VAN ZANT /Brickyard Road (Atlantic)	159=0	108+	44-
8	7	4	3	JON BON JOVI /Blaze Of Glory (Mercury)	158=0	94+	52-
2	1	2	4	AEROSMITH /The Other Side (Geffen)	132-0	118-	12+
16	9	7	5	CHEAP TRICK /Can't Stop Falling Into Love (Epic)	150=0	89+	56-
5	5	6	6	DAMN YANKEES /Come Again (WB)	142-0	74-	53-
11	10	9	7	POISON /Unskinny Bop (Enigma/Capitol)	145+2	71+	45-
13	12	10	8	COLIN JAMES /Just Came Back (Virgin)	147+5	58+	73-
1	3	5	9	BRUCE HORNSBY /Across The River (RCA)	107-0	86-	15-
17	14	13	10	BLACK CROWES /Twice As Hard (Def American/Geffen)	130+3	48+	61+
7	8	8	11	DON HENLEY /How Bad Do You Want It (Geffen)	117-0	66-	47+
20	15	14	12	WINGER /Can't Get Enough (Atlantic)	141+4	32+	65+
—	—	21	13	GUNS N' ROSES /Civil War (WB)	138+50	30+	59+
22	16	15	14	SANTANA /Peace On Earth...Third Stone From The Sun (Columbia)	128+2	30+	82+
10	11	12	15	HEART /I Didn't Want To Need You (Capitol)	107-2	61-	43-
3	4	11	16	BAD COMPANY /Holy Water (Atco)	78-0	53-	17+
26	22	18	17	JOHN HIATT /Child Of The Wild Blue Yonder (A&M)	97+8	24=	58+
24	19	16	18	ALIAS /Haunted Heart (EMI)	97-1	21+	55-
36	26	19	19	GUNS N' ROSES /Knockin' On Heaven's Door (DGC)	99+6	20+	40-
27	25	20	20	CONCRETE BLONDE /Joey (IRS)	90+7	26+	43-
30	24	22	21	QUEENSRYCHE /Last Time In Paris (Elektra)	105+8	8+	47+
DEBUT	22	22	22	REO SPEEDWAGON /Live It Up (Epic)	95+87	18+	52+
—	39	28	23	VIXEN /How Much Love (EMI)	108+14	9+	39+
—	—	37	24	SLAUGHTER /Fly To The Angels (Chrysalis)	100+32	6+	36+
39	31	27	25	GENE LOVES JEZEBEL /Jealous (Beggars Banquet/Geffen)	93+7	8+	40+
42	32	29	26	NELSON /(Can't Live Without Your) Love & Affection (DGC)	76+8	18+	43+
40	33	30	27	JUDE COLE /Time For Letting Go (Reprise)	77+7	15+	50+
—	42	35	28	BILLY IDOL /L.A. Woman (Chrysalis)	81+14	7+	46+
32	28	26	29	HOTHOUSE FLOWERS /Give It Up (London/Polydor)	78-2	11-	43-
—	53	43	30	BRUCE HORNSBY /A Night On The Town (RCA)	68+28	11+	51+
49	38	36	31	MIDNIGHT OIL /King Of The Mountain (Columbia)	74+12	10+	41+
46	36	34	32	FAITH NO MORE /Epic (Slash/Reprise)	73+5	11+	25+
DEBUT	33	33	33	BAD COMPANY /Boys Cry Tough (Atco)	64+49	9+	43+
—	—	47	34	JEFF HEALEY BAND /While My Guitar Gently Weeps (Arista)	65+30	10+	45+
6	13	17	35	JEFF HEALEY BAND /I Think I Love You Too Much (Arista)	49-0	27-	14-
37	34	33	36	STEVE EARLE & THE DUKES /The Other Kind (MCA)	61-0	6+	42-
—	51	41	37	MICHAEL PENN /Brave New World (RCA)	60+9	7+	40+
60	47	40	38	ERIC JOHNSON /Cliffs Of Dover (Capitol)	66+8	3+	32+
53	41	38	39	FLEETWOOD MAC /Skies The Limit (WB)*	57+2	9+	39-
—	49	44	40	RED HOUSE /I Said A Prayer (SBK)	70+12	2=	22+
25	21	23	41	RIVERDOGS /Toy Soldier (Epic)	62-0	7-	31-
15	17	25	42	GARY MOORE /Oh Pretty Woman (Charisma)	41-0	9-	26-
12	18	32	43	ROBERT PLANT /Your Ma Said You Cried In... (Es Paranza/Atlantic)	38-0	17-	16-
19	23	31	44	MOTLEY CRUE /Don't Go Away Mad (Just Go Away) (Elektra)	43-0	11-	19-
33	35	42	45	ERIC CLAPTON /Before You Accuse Me (Reprise)	25-0	20+	2-
—	—	50	46	COMPANY OF WOLVES /Hangin' By A Thread (Mercury)	54+12	1+	17+
21	20	24	47	LITTLE FEAT /Woman In Love (WB)	33-0	11-	21-
—	—	60	48	ROBERT PLANT /S S S & Q (Es Paranza/Atlantic)	42+18	1=	29+
—	—	55	49	WORLD PARTY /Put The Message In The Box (Chrysalis)	41+10	3+	24+
59	52	51	50	MARSHALL TUCKER BAND /Stay In The Count (Sisapa)	37+4	5=	21+
—	—	58	51	ERIC CLAPTON /Run So Far (Reprise)	35+11	5+	23+
—	—	52	52	IGGY POP /Home (Virgin)	40+4	1=	18+
DEBUT	53	53	53	MOTLEY CRUE /Same Ol' Situation (S.O.S.) (Elektra)	37+20	2+	16+
—	—	56	54	PRETENDERS /Hold A Candle To This (Sire/WB)	35+2	6+	20-
DEBUT	55	55	55	PHIL COLLINS /Something Happened On The Way... (Atlantic)	24+10	8+	11+
—	—	59	56	EXTREME /Decadence Dance (A&M)	34+6	1=	10+
18	29	39	57	BILLY IDOL /Cradle Of Love (Chrysalis)	22-0	9-	6-
DEBUT	58	58	58	CROSBY, STILLS & NASH /If Anybody Had A Heart (Atlantic)	27+21	2+	18+
55	50	49	59	ROBERT PLANT /I Cried (Es Paranza/Atlantic)	24-1	4=	17-
47	48	53	60	BAD ENGLISH /Possession (Epic)	19-1	12-	6=

*Keeps a bullet due to continued growth.

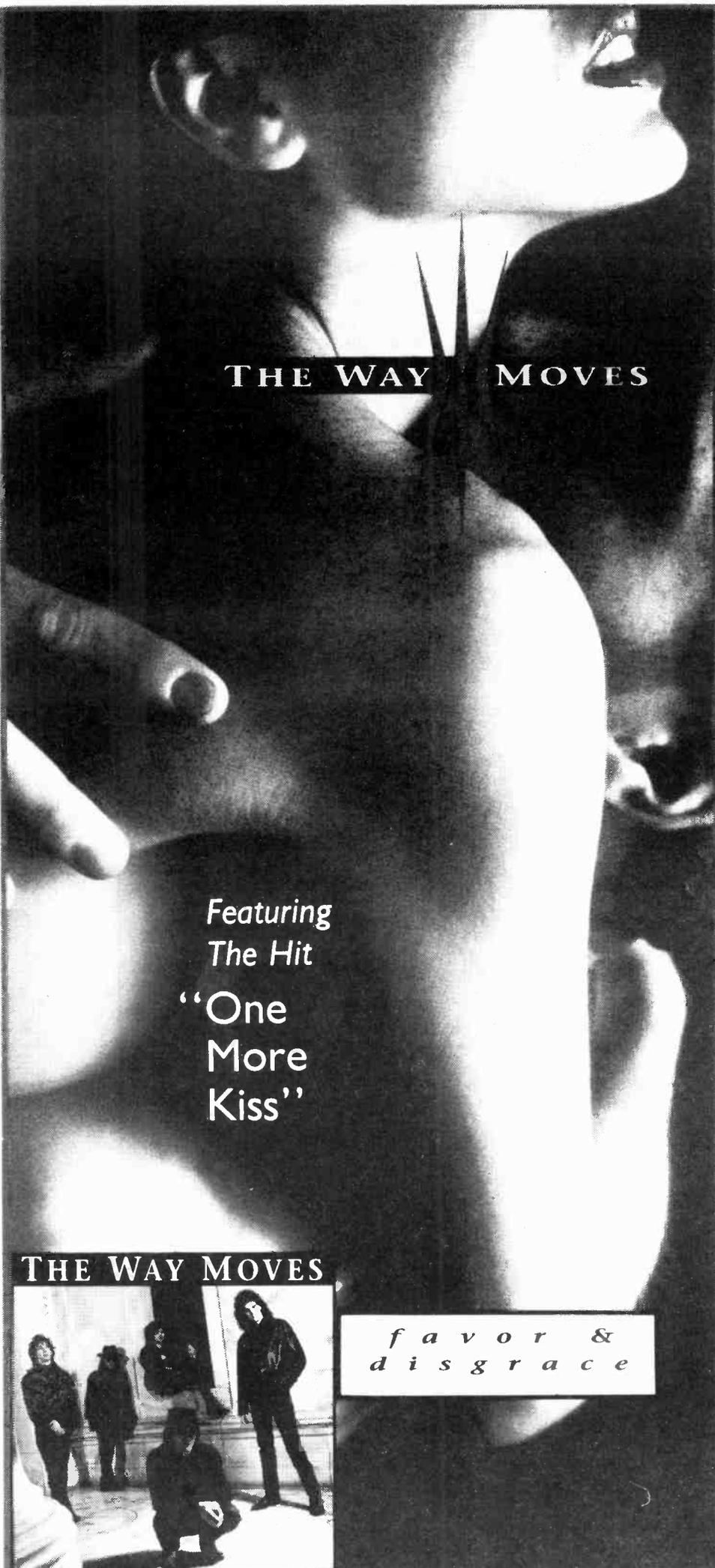
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GUNS N' ROSES
Civil War (WB)
83% of our reporters on it.

VIXEN
How Much Love (EMI)
65% of our reporters on it.

QUEENSRYCHE
Last Time In Paris (Elektra)
63% of our reporters on it.

SLAUGHTER
Fly To The Angels (Chrysalis)
60% of our reporters on it.



THE WAY MOVES

Featuring
The Hit
"One
More
Kiss"

THE WAY MOVES



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d i s g r a c e*

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	WMDK	WKXL
WXRT	KFMH	WVBR
WBCN	KMTN	WPGU
WEOX	WROK	KDBM

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On:	WDHA	KTCZ	WEOX	WVVV
	KBCO	KBLE	WKXL	WZEW
WHFS	KCQR	KFMU	WNCS	KCNA
WXRT	KDHT	WMDK	WHTG	...and many more!

**LOWEN &
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**LOWEN &
NAVARRO**

WALKING ON A WIRE

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**COMING SOON:
DRAMARAMA's Smash Hit "Anything Anything"**

NATIONAL AIRPLAY

LW	TW	
2	1	GENE LOVES JEZEBEL /Kiss Of Life (Beggars Banquet/Geffen)
1	2	CONCRETE BLONDE /Bloodletting (IRS)
3	3	AZTEC CAMERA /Stray (Sire/Reprise)
7	4	IGGY POP /Brick By Brick (Virgin)
4	5	DAVID J /Songs From Another Season (Beggars Banquet/RCA)*
9	6	DEVO /Smooth Noodle Maps (Enigma)
5	7	RAILWAY CHILDREN /Native Place (Virgin)*
5	8	WORLD PARTY /Goodbye Jumbo (Chrysalis) <i>* Keeps a bullet due to continued growth.</i>
10	9	SONIC YOUTH /Goo (DGC)
8	10	HOTHOUSE FLOWERS /Home (London/Polydor)
12	11	HAPPY MONDAYS /Step On (track) (Elektra)
19	12	JESUS JONES /Liquidizer (Food/SBK)
13	13	DEPECHE MODE /Violator (Sire/Reprise)
11	14	BOOM CRASH OPERA /These Are Crazy Times (Giant/WB)
17	15	MIDNIGHT OIL /Blue Sky Mining (Columbia)
25	16	ULTRA VIVID SCENE /Joy (4AD/Columbia)
DEBUT	17	PIXIES /Velouria (track) (4AD/Elektra)
18	18	ADRIAN BELEW /Young Lions (Atlantic)
21	19	REAL LIFE /Lifetime (Curb)
14	20	SOMETHING HAPPENS /Stuck Together With God's Glue (Charisma)
DEBUT	21	JANE'S ADDICTION /Stop (track) (WB)
15	22	KATYDIDS /Katydids (Reprise)
DEBUT	23	CHARLATANS U.K. /The Only One I Know (track) (Import)
DEBUT	24	CANDY FLIP /Strawberry Fields Forever (track) (Atlantic)
20	25	PRETENDERS /Packed! (Sire/WB)
22	26	LIGHTNING SEEDS /Cloudcuckooland (MCA)
26	27	SUNDAYS /Reading, Writing & Arithmetic (DGC)
24	28	REVENGE /One True Passion (Capitol)
DEBUT	29	HEART THROBS /Dreamtime (EP) (Elektra)
16	30	NEW ORDER /World In Motion (Qwest/WB)

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED	HOTTEST	MOST REQUESTED
JANE'S ADDICTION CHARLATANS U.K. PIXIES JELLYFISH DREAD ZEPPELIN	HAPPY MONDAYS CONCRETE BLONDE DEPECHE MODE DAVID J GENE LOVES JEZEBEL	SONIC YOUTH CONCRETE BLONDE GENE LOVES JEZEBEL HAPPY MONDAYS DEPECHE MODE

MOST ADDED	HOTTEST	MOST REQUESTED
RED SPEEDWAGON (87) GUNS N' ROSES (50) BAD COMPANY (49) SLAUGHTER (32) JEFF HEALEY BAND (30) BRUCE HORNSBY (28) CROSBY, STILLS & NASH (21) MOTLEY CRUE (20) ROBERT PLANT (18) LITA FORD (17)	ALLMAN BROTHERS BAND (133) AEROSMITH (118) JOHNNY VAN ZANT (108) JON BON JOVI (94) CHEAP TRICK (89) BRUCE HORNSBY (86) DAMN YANKEES (74) POISON (71) DON HENLEY (66) HEART (61)	JOHNNY VAN ZANT (63) GUNS N' ROSES (54) POISON (46) JON BON JOVI (38) GUNS N' ROSES (32) WINGER (27) CHEAP TRICK (18) FAITH NO MORE (18) ALLMAN BROTHERS BAND (17) DAMN YANKEES (17)

NEW & ACTIVE

- HURRICANE "Next To You" (Enigma) 30/3 (32/2)**
Adds: WKLS, KRXQ, KCHV. Heavy 1: KNAC. Medium 5 including WLZR, WQFM, KZRR, KWHL.
- ELECTRIC BOYS "Into The Woods" (Atco) 28/10 (18/17)**
Adds: WKLS, WLZR, KUPD, KOMA, WTPA, WTUE, WNCD, KCAL, KEZE, KWHL. Medium 3 including WXTB, KZRR.
- STEELHEART "Can't Stop Me Lovin' You" (MCA) 25/6 (19/10)**
Adds: WIYY, WBAB, WRXK, WDIZ, KEZE, KBOY. Medium 5 including WLZR, WQFM, WHTQ, KILO.
- LITA FORD "Lisa" (RCA) 24/17 (7/4)**
Adds including WSHE, KRXQ, WPDH, KWIC, KKEG, WAPL, KATT, KJOT, KDJK, KEZE. Heavy 2 including KZOO. Medium 7 including WDIZ, KZRR, KRZQ, KBOY.
- MASTERS OF REALITY "The Candy Song" (Delicious Vinyl/Island) 24/2 (24/6)**
Adds: KBAT, WXXE. Heavy 1: WPXC. Medium 5 including WKLS, WEBN, WIXV, WXQR.
- DEL AMITRI "Stone Cold Sober" (A&M) 24/0 (24/4)**
Heavy 2: KRIX, WROV. Medium 11: WHFS, KUPD, WDHA, WPLR, WRDU, KJOT, KLPX, WMAD, KBOY, KCQR, KFMU.
- DAVE STEWART & THE SPIRITUAL COWBOYS "Party Town" (Arista) 20/1 (20/6)**
Adds: KMBY. Medium 11: WHFS, WFBQ, WTPA, WHCN, WPLR, WEZX, WWWV, KJJO, WZZQ, KZOO, KCHV.
- DAVID BAERWALD "Dance" (A&M) 19/15 (4/2)**
Adds including WBCN, WBAB, WPDH, WRFK, KLAQ, KEZO, KJOT, KZEL, KLPX, WIZN. Medium 10 including WHFS, KRIX.
- JOE SATRIANI "Flying In A Blue Dream" (Relativity) 18/1 (19/0)**
Adds: KWHL. Heavy 3: KEZO, WKQZ, KJJO. Medium 7 including KGB, KSJO, WZZO, WXLP, WWCT, KFMX.
- BATON ROUGE "Doctor" (Atlantic) 16/2 (15/4)**
Adds: KUFO, KRXQ. Medium 3: WCMF, WIMZ, WAZU.

NEW & ACTIVE — Tracks building in airplay and coming closest to charting. Numbers indicate total reports/adds, e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.)

CHARTS — Albums and tracks showing continued growth are bulleted. Symbols represent more (+), less (-), or equal (=) reports compared to last week. On the album chart, current singles are **bolded**, and the number of stations playing each of an album's most-reported tracks is listed in parentheses.

BREAKERS — Albums and tracks reach Breaker status the first week they are reported by at least 60% of our AOR reporters.

MOST ADDED — This week's most added albums and tracks.

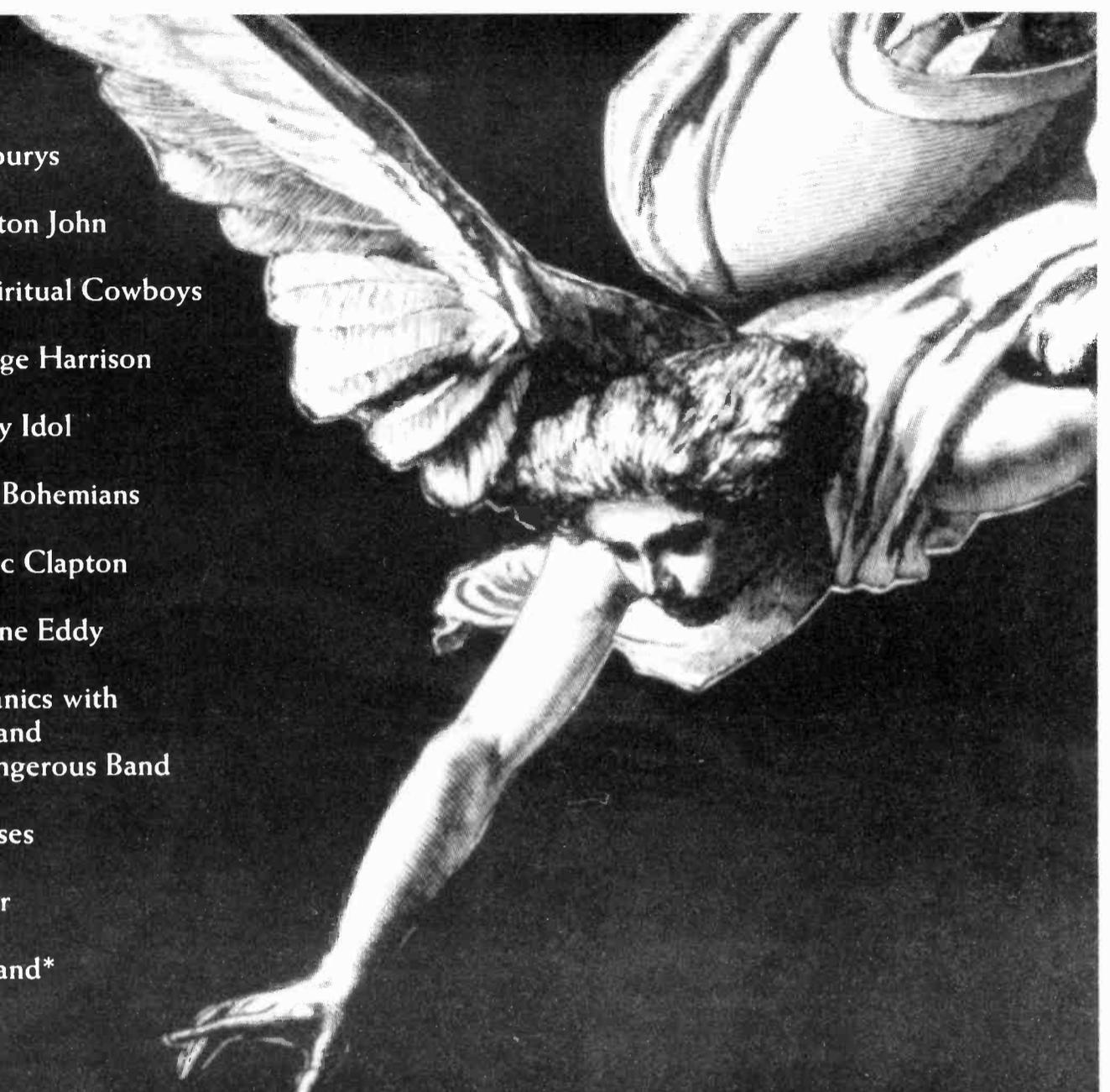
MOST REQUESTED — This week's most requested tracks.

HOTTEST — This week's albums and tracks receiving the most heavy reports.

aztec camera
"the crying scene"

NEW ROCK 3
from the album **Stray**

SIRE © 1990 Sire Records Company



Traveling Wilburys

Van Morrison · Elton John

Dave Stewart and the Spiritual Cowboys

Paul Simon and George Harrison

Bee Gees · Billy Idol

Edie Brickell & New Bohemians

Stevie Wonder · Eric Clapton

Ric Ocasek · Duane Eddy

Mike & The Mechanics with
Paul Shaffer and
The World's Most Dangerous Band

Guns N' Roses

Ringo Starr
and
His All Star Band*

THEY GAVE AT THE STUDIO.

Rock & roll's top performers have donated new studio work and live cuts to this extraordinary album benefiting Romanian Angel Appeal—the rock community's charity created to aid the estimated 400,000 orphans surviving in squalor throughout Romania.

Included are such rare gems as George Harrison and Paul Simon's 1977 "Saturday Night Live" performance of "Homeward Bound," Elton John's dance number penned especially for the charity and a brand new Guns N' Roses song.

Proceeds from Nobody's Child will go toward the purchase of basic necessities—new plumbing, sanitation, clothing, toys, food and medical aid—to improve the lives of Romania's littlest angels. So, get your wings now. Support Romanian Angel Appeal.

NOBODY'S CHILD ROMANIAN ANGEL APPEAL

The Album

ALBUM BREAKER

Available Now on Warner Bros. Cassettes and Compact Discs.



*Available on CD only.

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3 2
WKS WKS LW TW

170 REPORTERS

AUGUST 3, 1990

Reports/Adds Heavy Medium

WKS	WKS	LW	TW	Rank	Artist/Album (Label)	Reports/Adds	Heavy	Medium
4	3	1		1	ALLMAN BROTHERS BAND/Seven Turns (Epic)	158-1	134-	21-
11	6	4		2	JOHNNY VAN ZANT/Brickyard Road (Atlantic)	159=0	108+	44-
1	1	3		3	BRUCE HORNSBY/A Night On The Town (RCA)	144-3	96-	42+
2	2	2		4	AEROSMITH/Pump (Geffen)	132-0	118-	12+
-	9	7		5	CHEAP TRICK/Busted (Epic)	156+1	89+	57-
3	4	6		6	BAD COMPANY/Holy Water (Atco)	129+12	62-	53+
5	5	5		7	DAMN YANKEES/Damn Yankees (WB)	142-0	75-	53-
13	12	10		8	POISON/Flesh & Blood (Enigma/Capitol)	147+2	71+	46-
14	14	11		9	COLIN JAMES/Sudden Stop (Virgin)	151+5	59+	75-
10	13	12		10	BLACK CROWES/Shake Your Moneymaker (Def American/Geffen)	137+2	55+	63+
8	7	8		11	HEART/Brigade (Capitol)	118-2	65-	48+
9	8	9		12	DON HENLEY/The End Of The Innocence (Geffen)	121-0	69-	48+
-	-	22		13	VARIOUS ARTISTS/Nobody's Child (WB)	146+52	31+	64+
-	-	15		14	WINGER/In The Heart Of The Young (Atlantic)	141+4	32+	65+
20	15	13		15	SANTANA/Spirits Dancing In The Flesh (Columbia)*	131=1	31+	83=
7	10	14		16	JEFF HEALEY BAND/Hell To Pay (Arista)*	109+19	37-	56+
6	11	16		17	ROBERT PLANT/Manic Nirvana (Es Paranza/Atlantic)	96-6	25-	55-
23	21	19		18	JOHN HIATT/Stolen Moments (A&M)	101+8	28=	58+
15	17	17		19	BILLY IDOL/Charmed Life (Chrysalis)*	100-7	16-	52+
36	25	20		20	VARIOUS ARTISTS/Days Of Thunder (DGC)	103+6	21+	42-
21	18	18		21	ALIAS/Alias (EMI)	97-1	21+	55-
25	24	21		22	CONCRETE BLONDE/Bloodletting (IRS)*	93+7	27+	44-
27	23	23		23	VARIOUS ARTISTS/Adventures Of Ford Fairlane (Elektra)	105+8	8+	47+
DEBUT				24	REO SPEEDWAGON/The Earth, A Small Man, His Dog, And A Chicken (Epic)	96/88	18	52
31	28	28		25	JUDE COLE/A View From 3rd Street (Reprise)	84+6	18+	51+
24	29	30		26	ERIC CLAPTON/Journeyman (Reprise)	58+9	28+	20+
DEBUT				27	VIXEN/Rev It Up (EMI)	108/14	9	39
-	-	39		28	SLAUGHTER/Stick It To Ya (Chrysalis)	100+30	6+	36+
39	34	31		29	GENE LOVES JEZEBEL/Kiss Of Life (Beggars Banquet/Geffen)	93+6	8+	40+
40	35	33		30	NELSON/After The Rain (DGC)	76+8	18+	43+
30	27	27		31	HOTHOUSE FLOWERS/Home (London/Polydor)	81-1	13=	44-
17	22	29		32	MOTLEY CRUE/Dr. Feelgood (Elektra)	73-14	12-	33-
35	31	34		33	MIDNIGHT OIL/Blue Sky Mining (Columbia)	77+11	11+	41+
-	39	35		34	FAITH NO MORE/The Real Thing (Slash/Reprise)	73+5	11+	25+
37	32	32		35	FLEETWOOD MAC/Behind The Mask (WB)	61-1	12=	39-
38	36	36		36	STEVE EARLE & THE DUKES/The Hard Way (MCA)	65-1	7+	45-
28	38	37		37	PRETENDERS/Packed! (Sire/WB)	50-2	19+	22-
DEBUT				38	MICHAEL PENN/March (RCA)	61+9	7+	40+
-	-	40		39	ERIC JOHNSON/Ah Via Musicom (Capitol)	68+8	3=	33+
22	20	24		40	RIVERDOGS/Riverdogs (Epic)	65-0	8-	31-

*Keeps a bullet due to continued growth.

BREAKERS

VARIOUS ARTISTS
Nobody's Child (WB)
86% of our reporters on it.

VIXEN
Rev It Up (EMI)
64% of our reporters on it.

VARIOUS ARTISTS
Adventures Of Ford Fairlane (Elektra)
62% of our reporters on it.

VARIOUS ARTISTS
Days Of Thunder (DGC)
61% of our reporters on it.

MOST ADDED

- RED SPEEDWAGON (88)
- NOBODY'S CHILD (52)
- SLAUGHTER (30)
- LITA FORD (15)
- CROSBY, STILLS & NASH (14)
- MOTLEY CRUE (14)
- VIXEN (14)
- BAD COMPANY (12)
- RED HOUSE (12)

HOTTEST

- ALLMAN BROTHERS BAND (134)
- AEROSMITH (118)
- JOHNNY VAN ZANT (108)
- BRUCE HORNSBY (96)
- CHEAP TRICK (89)
- DAMN YANKEES (75)
- POISON (71)
- DON HENLEY (69)
- HEART (65)
- BAD COMPANY (62)

LOVIN' YOU'S A DIRTY JOB



PLAYLISTS — Artists are listed once per playlist in the highest rotation that any of their album's tracks is reported. For example, if tracks from the same album are reported in both heavy and medium, the artist will appear in heavy.

For all stations, light rotation is condensed to include only adds to the rotation this week. For P-2 and P-3 stations, medium rotation is condensed in the same manner.

Symbols:
a — Album or track is newly reported.

(M); (L) — Other tracks from that album are in those rotations (medium or light).

A "frozen" list indicates that a current report was not received, and last week's rotations are included in the data base. Stations which fail to report for two consecutive weeks do not contribute any data to this week's charts.

PARALLELS — Stations arranged by market size, according to Arbitron's MSA population figures.

Parallel One: 1,000,000 +
Parallel Two: 200,000 - 1,000,000

Parallel Three: under 200,000. Stations at a significant ratings disadvantage to an in-format competitor are assigned a lower parallel.

25 BILLY JOEL
Light
26 CONCRETE BLONDE
27 IGGY POP
28 ALIAS
29 WORLD PARTY
30 HOUSE OF LOVE
31 GENE LOVES JEZEBEL
32 JULIE CRUISE
33 JUDE COLE
34 O-POSITIVE
35 DEL AMITRI
36 SUNDAYS
37 MASTERS OF REALITY
38 BAD COMPANY
39 LONDON QUIREBOYS
40 DAVID BAERWALD
41 RIVERDOGS
42 EXTREME
43 VIXEN
44 STEVE EARLE
45 DAVE STEWART
46 MICHAEL PENN
47 JANATA
48 COMPANY OF WOLVES
49 GIANT
50 WILLI JONES
51 CHEAP TRICK
a NOBODY'S CHILD
a WAY MOVES

WMMR/Philadelphia
(215) 561-0933
PD: JOE BONADONNA
MD: ERIN RILEY

Heavy
ERIC CLAPTON
ALLMAN BROTHERS B
ROBERT PLANT
BRUCE HORNSBY
ADRIAN BELEN
AEROSMITH
BLACK CROWES
MIDNIGHT OIL
HEART
BILLY IDOL
CHEAP TRICK
DON HENLEY
FLEETWOOD MAC
POISON
JOHN BON JOVI
MOTLEY CRUE
FAITH NO MORE
NELSON
JOHNNY VAN ZANT
DAYS OF THUNDER
3 WINGER
1 CSN
1 NOBODY'S CHILD
1 REO SPEEDWAGON
1 DREAD ZEPPELIN

WJHY/Providence
(401) 438-8110
PD: BILL WESTON
MD: CHRIS HERMANN

Heavy
HEART
CONCRETE BLONDE
BAD COMPANY
AEROSMITH
ALLMAN BROTHERS B
BRUCE HORNSBY
MOTLEY CRUE
JON BON JOVI
WINGER
CHEAP TRICK
POISON
COLIN JAMES
DANN YANKEES
MICHAEL PENN
GENE LOVES JEZEBEL
ROBERT PLANT
WORLD PARTY
DANGER DANGER
NELSON
JOHNNY VAN ZANT
MIDNIGHT OIL
Light
a BILLY IDOL
a SOCIAL DISTORTION

WBAB/Long Island
(516) 587-1023
PD: JEFF LEVINE
MD: RALPH TORTORA

Heavy
BILLY IDOL (M)
HEART (L)
BRUCE HORNSBY (M)
AEROSMITH
ALLMAN BROTHERS B (L)
POISON (L)
JEFF HEALEY BAND
JON BON JOVI
WINGER
CHEAP TRICK
WORLD PARTY
DANGER DANGER
NELSON
JOHNNY VAN ZANT
MIDNIGHT OIL
Light
a VIXEN
a STEELHEART
a NOBODY'S CHILD
CONCRETE BLONDE
JOHN HIATT
NELSON
DON HENLEY
DANN YANKEES
DAVID BAERWALD
BAD COMPANY
CSN
MIDNIGHT OIL
BLACK CROWES
SANTANA
Light
a VIXEN
a BRUCE DICKINSON
a EXTREME
a STEELHEART

WVDC/Washington
(301) 587-7100
VP/PRG: DAVE BROWN
MD: DUSTY SCOTT

Heavy
ROBERT PLANT
ERIC CLAPTON
JEFF HEALEY BAND
ALLMAN BROTHERS B
HEART
JEFF LYNNE
BLACK CROWES (L)
PRETENDERS
JOHNNY VAN ZANT
Medium
BAD COMPANY
AEROSMITH
DON HENLEY
ADRIAN BELEN
LITTLE FEAT
FLEETWOOD MAC
DANN YANKEES
DAYS OF THUNDER
GARY MOORE
CHEAP TRICK
REO SPEEDWAGON
BRUCE HORNSBY
Light
a JESUS JONES
a CAVEGOGS
a JANE'S ADDICTION
a WILLI JONES
a LONSONE ROMEOS
a PIXIES

WBCN/Boston
(617) 266-1111
PD: OEDIPOUS
MD: CARTER ALAN

Heavy
ERIC CLAPTON
DON HENLEY
3 AEROSMITH
4 JEFF HEALEY BAND
5 ALLMAN BROTHERS B
6 HOTHOUSE FLOWERS
7 SANTANA
8 BLACK CROWES
9 PRETENDERS
10 HEART
11 FLEETWOOD MAC
12 DAYS OF THUNDER
13 GARY MOORE
14 JOHN HIATT
15 JOHNNY VAN ZANT
16 RICKEY WATERS
17 BILLY IDOL
18 BRUCE HORNSBY
19 DANN YANKEES
20 MIDNIGHT OIL
21 IMMACULATE FOOLS
22 ERIC JOHNSON
23 COLIN JAMES
24 MARSHALL TUCKER

WPLR/New Haven
(203) 287-9070
PD: JOHN GRIFFIN
MD: TOM BASE

Heavy
JON BON JOVI
CHEAP TRICK
DON HENLEY
JOHNNY VAN ZANT
ALLMAN BROTHERS B
BLACK CROWES
STEVE EARLE
FLEETWOOD MAC
HEART
JOHN HIATT
HOTHOUSE FLOWERS
BILLY IDOL
COLIN JAMES
MARSHALL TUCKER
MIDNIGHT OIL
MICHAEL PENN
ROBERT PLANT
PRETENDERS
SANTANA
WINGER
Light
a NOBODY'S CHILD
a JEFF HEALEY BAND
a BRUCE HORNSBY
a TED HOUSE
a WORLD PARTY
Light
a DREAM ZEPPELIN
a SLAUGHTER

WHEB/Portsmouth
(603) 436-7300
PD: GLENN STEWART
MD: SCOTT LAUDANI

Heavy
AEROSMITH
ALLMAN BROTHERS B
CHEAP TRICK
COLIN JAMES
JOHNNY VAN ZANT
LITTLE FEAT
Medium
REO SPEEDWAGON
a VIXEN

WKLC/Charleston
(304) 722-3308
PD: ALAN SELLS
MD: MARK SAVAGE

Heavy
JEFF HEALEY BAND (M)
BRUCE HORNSBY
AEROSMITH
ALLMAN BROTHERS B
JOHNNY VAN ZANT
REO SPEEDWAGON
a REO SPEEDWAGON
a SLAUGHTER

WRKI/Danbury
(203) 775-1212
PD: TOM O'BRIEN
MD: TIM SHEENAN

Heavy
ERIC CLAPTON
BRUCE HORNSBY
JEFF LYNNE
JOHN HIATT
JON BON JOVI
JOHN HIATT
JEFF HEALEY BAND
ALLMAN BROTHERS B
HEART
JULIE COLE
Medium
a BILLY IDOL
a MICHAEL PENN
a NELSON
a LITA FORD
a MIDNIGHT OIL
a ERIC JOHNSON
a DAVID BAERWALD

WRKT/Erie
(814) 725-4000
PD: KRIS E. PHILLIPS
MD: KEVIN AUGUST

Heavy
AEROSMITH
ALLMAN BROTHERS B
BRUCE HORNSBY
JOHNNY VAN ZANT
POISON
Medium
Light
a REO SPEEDWAGON
a MIDNIGHT OIL
a PRETENDERS

WTPA/Harrisburg
(717) 697-1141
PD: JEFF KAUFFMAN
MD: CHRIS JAMES

Heavy
ALLMAN BROTHERS B
CHEAP TRICK
BAD COMPANY
KILLER DWARFS
JON BON JOVI
JOHNNY VAN ZANT
WINGER
POISON
Light
a REO SPEEDWAGON
a VIXEN (L)
Light

WEZX/Scranton
(717) 961-1842
PD: JIM RISING
MD: JACK MEYERS

Heavy
ALLMAN BROTHERS B
CHEAP TRICK
BAD COMPANY
KILLER DWARFS
JON BON JOVI
JOHNNY VAN ZANT
WINGER
POISON
Light
a REO SPEEDWAGON
a VIXEN (L)
Light

WOUR/Utica
(315) 797-0803
PD: PETER HIRSCH
MD: TOM STARR

Heavy
ALLMAN BROTHERS B
BRUCE HORNSBY
BAD COMPANY
AEROSMITH
ERIC CLAPTON
JOHNNY VAN ZANT
Medium
Light
a REO SPEEDWAGON (L)

WDHA/Dover
(201) 328-1055
EXEC VP: BOB LINDER
APP: ANDY DEAN
(FROZEN)

Heavy
BRUCE HORNSBY
L'MN YANKEES
AEROSMITH
JOHN HIATT
ALLMAN BROTHERS B
POISON
CONCRETE BLONDE
Medium
Light

WQB/Binghamton
(607) 785-9925
PD: PAUL MICHAELS

Heavy
ALLMAN BROTHERS B
AEROSMITH
JOHNNY VAN ZANT
JON BON JOVI
BRUCE HORNSBY (L)
CHEAP TRICK
DON HENLEY
POISON
COLIN JAMES
WINGER
Medium
Light

WZLN/Burlington
(802) 877-6800
PD: STEVE CORMIER
MD: TOM VAN SANT

Heavy
CONCRETE BLONDE
LITTLE FEAT
ALLMAN BROTHERS B (L)
PRETENDERS
ADRIAN BELEN
JOHN ARMSTRONG
ROBERT PLANT
SANTANA
BILLY IDOL
MARSHALL TUCKER
JEFF HEALEY BAND
AEROSMITH
ERIC JOHNSON
LITA FORD
Light

WZXL/Atlantic City
(609) 522-1416
PD: MIKE ONDAYKO

Heavy
ALLMAN BROTHERS B
JON BON JOVI
ERIC CLAPTON (M)
HEART
DON HENLEY
BRUCE HORNSBY
BILLY IDOL
DON HENLEY
MICHAEL PENN
RIVERDOGS
JOHNNY VAN ZANT
MASTERS OF REALITY
FLEETWOOD MAC
SANTANA
JON BON JOVI
Medium
Light

WPXC/Hyannis
(508) 776-2888
PD: JEFF SANDERS
MD: JOE MARINO

Heavy
BLACK CROWES
ALLMAN BROTHERS B
HOTHOUSE FLOWERS
HEART
JOHN HIATT
COLIN JAMES
DON HENLEY
MICHAEL PENN
RIVERDOGS
JOHNNY VAN ZANT
MASTERS OF REALITY
FLEETWOOD MAC
SANTANA
JON BON JOVI
Medium
Light

WSHE/Miami
(305) 581-1580
PD: BRIAN KRYSZ

Heavy
BRUCE HORNSBY
HEART
ALLMAN BROTHERS B
JON BON JOVI
DON HENLEY
JEFF HEALEY BAND (M)
AEROSMITH
POISON
BLACK CROWES
ERIC JOHNSON
SANTANA
CHEAP TRICK
WINGER
Medium
Light

KTXQ/Dallas
(214) 528-5500
PD: ANDY LOCKRIDGE
MD: REDBEARD

Heavy
AEROSMITH
ALLMAN BROTHERS B (M)
DANN YANKEES
JEFF HEALEY BAND
HEART
DON HENLEY
BLACK CROWES
COLIN JAMES
CHEAP TRICK
BAD ENGLISH
ALIAS
CONCRETE BLONDE
Medium
Light
a REO SPEEDWAGON
a JEFF HEALEY BAND
a MICHAEL PENN
Light
a SLAUGHTER
a NOBODY'S CHILD

KTAL/Shreveport
(318) 425-2422
PD: JOHN SHERRMAN
MD: TOM MICHAELS
(FROZEN)

Heavy
POISON
DAYS OF THUNDER
WINGER
MOTLEY CRUE
JOHNNY VAN ZANT
JON BON JOVI
JEFF HEALEY BAND
L.A. GUNS
DON HENLEY
AEROSMITH
STEVE VAI
BLACK CROWES
DANN YANKEES
BAD COMPANY (M)
SLAUGHTER
BRUCE HORNSBY
LITA FORD
Medium
Light

WRX/Augusta
(404) 722-8898
PD: BOB EDWARDS
APP: BOBBI JONES

Heavy
ALLMAN BROTHERS B (M)
HEART
LITTLE FEAT
JOHNNY VAN ZANT
MARSHALL TUCKER
BLACK CROWES
Medium
Light

KLBJ/Austin
(512) 832-4000
PD: JEFF CARROLL
MD: JODY DENBERG

Heavy
ALLMAN BROTHERS B
DAVID BAERWALD
JON BON JOVI
CHEAP TRICK
JOHN HIATT (L)
BILLY IDOL
Medium
Light

KWIC/Beaumont
(409) 866-1869
PD: PAUL KEEL
APP/MD: TIM KELLEY

Heavy
JOHNNY VAN ZANT
HEART
ALLMAN BROTHERS B
JON BON JOVI
DON HENLEY
JEFF HEALEY BAND (M)
AEROSMITH
POISON
BLACK CROWES
DANN YANKEES
CHEAP TRICK
SANTANA
ALIAS
BILLY IDOL
Medium
Light

WAVF/Charleston
(803) 554-4401
PD: STEVE ROSSAU
MD: DAVE ROSSI

Heavy
BRUCE HORNSBY
AEROSMITH
BAD COMPANY
DON HENLEY
AEROSMITH
HEART
HOTHOUSE FLOWERS
JOHN HIATT
JOHNNY VAN ZANT
Medium
Light

WTFB/Tampa
(813) 227-9808
PD: GREG MULL
(FROZEN)

Heavy
BAD COMPANY
BLACK CROWES
JON BON JOVI
DANN YANKEES
ELECTRIC BOYS (M)
EVERY MOTHER'S CHILD (M)
NOBODY'S CHILD
POISON
WINGER
Medium
Light

KNCN/Corpus Christi
(512) 289-1000
PD: GARY WINTER
MD: MATT VAUGHAN

Heavy
AEROSMITH
ALLMAN BROTHERS B
JON BON JOVI
DAYS OF THUNDER
DANN YANKEES
JOHNNY VAN ZANT
Medium
Light
a REO SPEEDWAGON (L)
a SLAUGHTER
a VIXEN

KLAQ/EI Paso
(915) 544-8864
MD: NAT LAMP
MD: MIKE RAMSEY

Heavy
BILLY IDOL
CONCRETE BLONDE
JEFF HEALEY BAND
ROBERT PLANT (M)
BRUCE HORNSBY
ALLMAN BROTHERS B
AEROSMITH
HEART
DON HENLEY
JON BON JOVI
CHEAP TRICK
Medium
Light

WQOQ/Lexington
(606) 252-6894
PD: PETER DELLORO
MD: TONY TILFORD

Heavy
AEROSMITH
BRUCE HORNSBY (M)
L.A. GUNS
BLACK CROWES
TOM PETTY
JOHNNY VAN ZANT
ERIC CLAPTON
BAD COMPANY (L)
HEART
RUSH
JON HIATT
Medium
Light

KMXX/Little Rock
(501) 224-8500
PD: TOM WOOD
MD: DAVID A. ROSS

Heavy
ALLMAN BROTHERS B
DANN YANKEES
JOHNNY VAN ZANT
POISON
JON BON JOVI
CHEAP TRICK
SANTANA
JOHN HIATT
NOBODY'S CHILD
REO SPEEDWAGON
PHIL COLLINS
CONCRETE BLONDE
Light

WQMF/Louisville
(502) 896-4400
MD: BILL WAY
MD: DUKE MEYER

Heavy
ERIC CLAPTON
BAD COMPANY (M)
L.A. GUNS
RUSH
AEROSMITH (M)
Medium
Light
a REO SPEEDWAGON
a SLAUGHTER

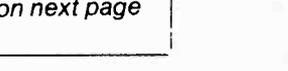
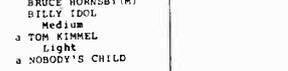
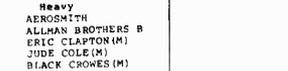
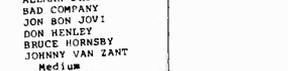
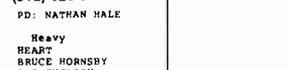
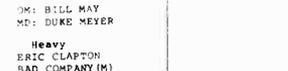
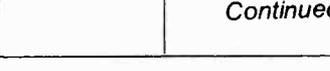
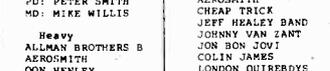
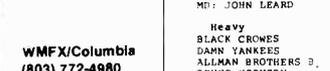
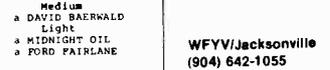
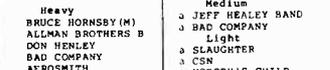
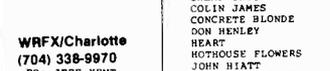
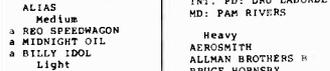
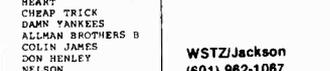
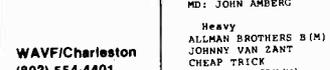
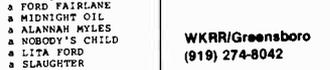
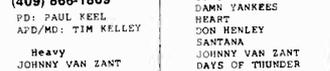
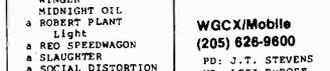
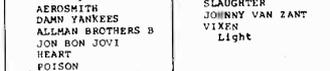
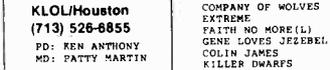
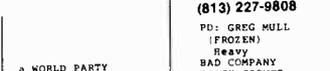
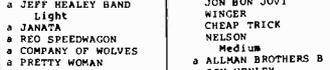
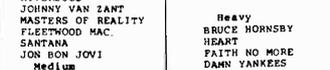
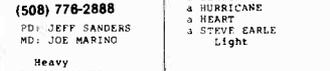
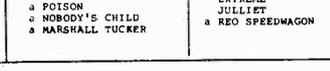
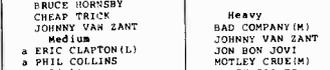
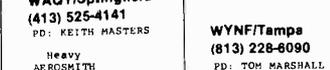
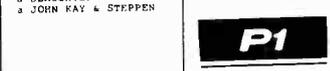
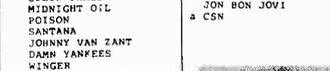
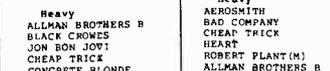
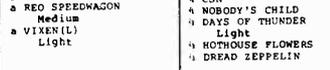
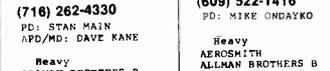
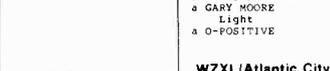
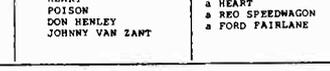
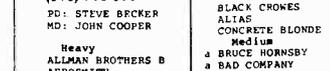
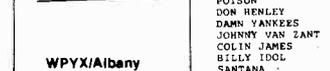
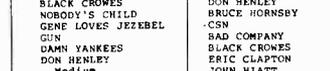
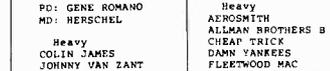
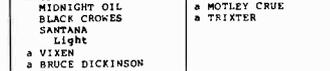
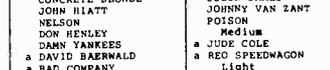
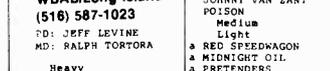
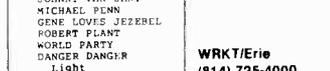
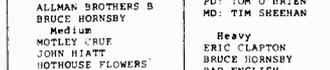
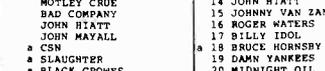
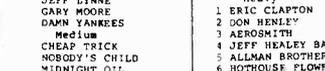
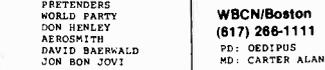
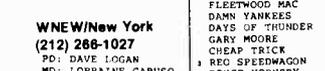
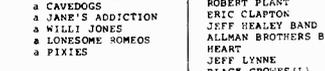
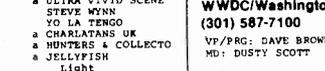
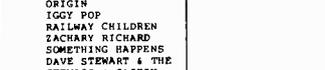
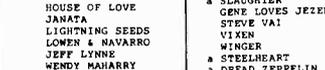
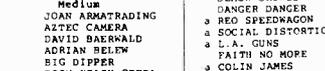
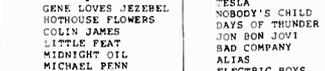
WOBZ/Macon
(912) 825-0106
PD: NATHAN HALE

Heavy
BRUCE HORNSBY
BAD ENGLISH
AEROSMITH
CHEAP TRICK
COLIN JAMES
JOHNNY VAN ZANT
NELSON
DANN YANKEES
DON HENLEY
POISON
ALIAS
Medium
Light

WGR/Manchester
(603) 576-1103
PD: DRAKE HALL
MD: ZEKE LOCAN

Heavy
AEROSMITH
ALLMAN BROTHERS B
ERIC CLAPTON (M)
JUDE COLE (M)
BLACK CROWES (M)
JOHNNY VAN ZANT
BRUCE HORNSBY (M)
BILLY IDOL
Medium
Light

Continued on next page



SOUTH (Continued)

KBAT/Odessa (915) 563-2121

PD: FRANK HALL MD: DREW OAMSON Heavy POISON BAD COMPANY (M) AEROSMITH JOHNNY VAN ZANT CHEAP TRICK COLIN JAMES BRUCE HORNSBY DON HENLEY ALLMAN BROTHERS B DAMN YANKEES JON BON JOVI ALIAS BLACK CROWES GARY MOORE CONCRETE BLONDE Medium SLAUGHTER JEFF HEALEY BAND A RED SPEEDWAGON Light TRITRER MASTERS OF REALITY JANATA L.A. GUNS

WHTQ/Orlando (407) 295-3990

PD: KEN CARSON MD: ANNIE SOMMERS Heavy BRUCE HORNSBY HEART FAITH NO MORE POISON AEROSMITH JON BON JOVI CHEAP TRICK ALLMAN BROTHERS B DAMN YANKEES JOHNNY VAN ZANT DON HENLEY WINGER NELSON ALIAS PHIL COLLINS SANTANA VIXEN NOBODY'S CHILD A JUDE COLE A MOTLEY CRUE Medium SLAUGHTER

WDIZ/Orlando (407) 682-7876

PD: NEAL WIRTSY MD: LEE RANDALL Heavy AEROSMITH ALLMAN BROTHERS B DAMN YANKEES POISON JOHNNY VAN ZANT JON BON JOVI Medium BAD COMPANY A RED SPEEDWAGON A MOTLEY CRUE Light SLAUGHTER A STEELHEART

WTKJ/Pensacola (904) 438-7543

PD: KEN CLARK MD: STRUMMER Heavy ALIAS ALLMAN BROTHERS B BLACK CROWES JON BON JOVI CHEAP TRICK COLIN JAMES SANTANA JOHNNY VAN ZANT Medium ROBERT PLANT A VIXEN Light COMPANY OF WOLVES A JEFF HEALEY BAND

WRDU/Raleigh (919) 876-1061

PD: BOB WALTON MD: TOM GUTILD Heavy DAMN YANKEES AEROSMITH COLIN JAMES ALLMAN BROTHERS B POISON ERIC JOHNSON MIDNIGHT OIL JOHNNY VAN ZANT JON BON JOVI Medium BAD COMPANY CONCRETE BLONDE A MICHAEL PENN Light FORD FAIRLANE A VIXEN

WRXJ/Richmond (804) 756-6400

PD: BOB NEUMANN MD: PAUL SHUGRUE Heavy ROBERT PLANT ALLMAN BROTHERS B DON HENLEY AEROSMITH JOHNNY VAN ZANT ERIC CLAPTON CHEAP TRICK SANTANA Medium RED HOUSE Light MOTLEY CRUE A NOBODY'S CHILD A JEFF HEALEY BAND

WROV/Roanoke (703) 343-4444

PD: MIKE BELL MD: DAVE COWAN Heavy JOHN HIATT ALLMAN BROTHERS B MARSHALL TUCKER JOHN MAYALL STEVE EARLE DAYS OF THUNDER DEL AMITRI JOHNNY VAN ZANT BRUCE HORNSBY COLIN JAMES FORD FAIRLANE GENE LOVES JEZEBEL JON BON JOVI Medium

WIXV/Savannah (912) 897-1529

PD: VIRGIL THOMPSON MD: JAY SISSON Heavy BRUCE HORNSBY AEROSMITH ALLMAN BROTHERS B JOHNNY VAN ZANT CHEAP TRICK POISON Medium BAD COMPANY JON BON JOVI ALIAS JOHN HIATT Light MICHELLE MALONE &

WLRS/Louisville (512) 985-5178

PD: LISA LYONS APD: BRAD HARDIN (FROZEN) Heavy AEROSMITH BAD COMPANY (M) BLACK CROWES JON BON JOVI DAMN YANKEES ELECTRIC BOYS (L) FAITH NO MORE BRUCE HORNSBY COLIN JAMES POISON SLAUGHTER (L) JOHNNY VAN ZANT WINGER Medium Light

KRIX/McAllen (512) 968-1548

OK: OSCAR ADAME MD: BRIAN BOYD (FROZEN) Heavy AEROSMITH BAD ENGLISH JOHNNY VAN ZANT SINEAD O'CONNOR Church JUDE COLE DEL AMITRI ERIC JOHNSON DAMN YANKEES CHEAP TRICK BRUCE HORNSBY (M) HOUSE OF LOVE DON HENLEY PETER MURPHY JOHN HIATT PRETENDERS ALLMAN BROTHERS B JON BON JOVI HEART FLEETWOOD MAC RIVERDUGS BRUCE HORNSBY (L) DAYS OF THUNDER (M) DON HENLEY PETER MURPHY JOHN HIATT PRETENDERS ALLMAN BROTHERS B JON BON JOVI HEART FLEETWOOD MAC BAD COMPANY BRUCE HORNSBY JEFF HEALEY BAND ERIC CLAPTON ALLMAN BROTHERS B JON BON JOVI AEROSMITH Medium FLEETWOOD MAC A RED SPEEDWAGON Light NOBODY'S CHILD

KFMX/Lubbock (806) 747-1224

MD: ROBERT NEWMAN Heavy DON HENLEY BAD COMPANY BRUCE HORNSBY JEFF HEALEY BAND ERIC CLAPTON ALLMAN BROTHERS B JON BON JOVI AEROSMITH Medium FLEETWOOD MAC A RED SPEEDWAGON Light NOBODY'S CHILD

WWWI/Charlottesville (804) 971-4057

OM: JAY LOPEZ MD: DEBBIE GILBERT Heavy CHEAP TRICK BRUCE HORNSBY (M) DAMN YANKEES ERIC JOHNSON JOHNNY VAN ZANT POISON JON BON JOVI JEFF HEALEY BAND BLACK CROWES A RED SPEEDWAGON DAYS OF THUNDER HEART BAD COMPANY

WGLF/Tallahassee (904) 878-1104

PD: JEFF HORN Heavy AEROSMITH ALLMAN BROTHERS B BRUCE HORNSBY CHEAP TRICK DAMN YANKEES ERIC JOHNSON JOHNNY VAN ZANT POISON JON BON JOVI JEFF HEALEY BAND BLACK CROWES A RED SPEEDWAGON Light MOTLEY CRUE A VIXEN

WLUP/Chicago (312) 440-5270

VP/SM: GREG SOLK MD: DAVID BENSON Heavy ROBERT PLANT ALLMAN BROTHERS B DON HENLEY AEROSMITH JOHNNY VAN ZANT ERIC CLAPTON CHEAP TRICK SANTANA Medium RED HOUSE Light MOTLEY CRUE A NOBODY'S CHILD A JEFF HEALEY BAND

WEBN/Cincinnati (513) 621-9326

PD: TOM OWENS MD: TOMY TOLLIVER Heavy AEROSMITH L.A. GUNS ERIC CLAPTON BAD COMPANY RUSH BLACK CROWES JOHNNY VAN ZANT HEART RIVERDUGS BRUCE HORNSBY JOHNNY VAN ZANT DAYS OF THUNDER WINGER SHAKING FAMILY A ROBERT PLANT Light FAITH NO MORE A GENE LOVES JEZEBEL A NELSON Medium ALLMAN BROTHERS B ZOLIN JAMES RIVERDUGS BRUCE HORNSBY ROBERT PLANT (L) ALIAS DAYS OF THUNDER

WXQR/Coastal N.C. (919) 455-2177

PD: KRIS KELLY Heavy DAMN YANKEES ALLMAN BROTHERS B ERIC CLAPTON JOHNNY VAN ZANT CHEAP TRICK JOHNNY VAN ZANT HEART DAYS OF THUNDER WINGER NOBODY'S CHILD Medium EXTREME (L) Light

WZYC/Coastal NC (919) 247-6343

OM/MD: BILL CANNON Heavy AEROSMITH (L) ALLMAN BROTHERS B BLACK CROWES JON BON JOVI DAMN YANKEES CHEAP TRICK DAMN YANKEES (L) NOBODY'S CHILD DON HENLEY BRUCE HORNSBY FAITH NO MORE JOHNNY VAN ZANT VIXEN (L) WORLD PARTY Light

WRUF/Gainesville (904) 392-0771

PD: HARRY GUSCOTT MD: RICK ALLEN Heavy AEROSMITH BAD ENGLISH JOHNNY VAN ZANT SINEAD O'CONNOR Church JUDE COLE DEL AMITRI ERIC JOHNSON DAMN YANKEES CHEAP TRICK BRUCE HORNSBY (M) HOUSE OF LOVE DON HENLEY PETER MURPHY JOHN HIATT PRETENDERS ALLMAN BROTHERS B JON BON JOVI HEART FLEETWOOD MAC RIVERDUGS BRUCE HORNSBY (L) DAYS OF THUNDER (M) DON HENLEY PETER MURPHY JOHN HIATT PRETENDERS ALLMAN BROTHERS B JON BON JOVI HEART FLEETWOOD MAC BAD COMPANY BRUCE HORNSBY JEFF HEALEY BAND ERIC CLAPTON ALLMAN BROTHERS B JON BON JOVI AEROSMITH Medium FLEETWOOD MAC A RED SPEEDWAGON Light NOBODY'S CHILD

KFMX/Lubbock (806) 747-1224

MD: ROBERT NEWMAN Heavy DON HENLEY BAD COMPANY BRUCE HORNSBY JEFF HEALEY BAND ERIC CLAPTON ALLMAN BROTHERS B JON BON JOVI AEROSMITH Medium FLEETWOOD MAC A RED SPEEDWAGON Light NOBODY'S CHILD

WWWI/Charlottesville (804) 971-4057

OM: JAY LOPEZ MD: DEBBIE GILBERT Heavy CHEAP TRICK BRUCE HORNSBY (M) DAMN YANKEES ERIC JOHNSON JOHNNY VAN ZANT POISON JON BON JOVI JEFF HEALEY BAND BLACK CROWES A RED SPEEDWAGON DAYS OF THUNDER HEART BAD COMPANY

WGLF/Tallahassee (904) 878-1104

PD: JEFF HORN Heavy AEROSMITH ALLMAN BROTHERS B BRUCE HORNSBY CHEAP TRICK DAMN YANKEES ERIC JOHNSON JOHNNY VAN ZANT POISON JON BON JOVI JEFF HEALEY BAND BLACK CROWES A RED SPEEDWAGON Light MOTLEY CRUE A VIXEN

WLUP/Chicago (312) 440-5270

VP/SM: GREG SOLK MD: DAVID BENSON Heavy ROBERT PLANT ALLMAN BROTHERS B DON HENLEY AEROSMITH JOHNNY VAN ZANT ERIC CLAPTON CHEAP TRICK SANTANA Medium RED HOUSE Light MOTLEY CRUE A NOBODY'S CHILD A JEFF HEALEY BAND

WEBN/Cincinnati (513) 621-9326

PD: TOM OWENS MD: TOMY TOLLIVER Heavy AEROSMITH L.A. GUNS ERIC CLAPTON BAD COMPANY RUSH BLACK CROWES JOHNNY VAN ZANT HEART RIVERDUGS BRUCE HORNSBY JOHNNY VAN ZANT DAYS OF THUNDER WINGER SHAKING FAMILY A ROBERT PLANT Light FAITH NO MORE A GENE LOVES JEZEBEL A NELSON Medium ALLMAN BROTHERS B ZOLIN JAMES RIVERDUGS BRUCE HORNSBY ROBERT PLANT (L) ALIAS DAYS OF THUNDER

WXRQ/Coastal N.C. (919) 455-2177

PD: KRIS KELLY Heavy DAMN YANKEES ALLMAN BROTHERS B ERIC CLAPTON JOHNNY VAN ZANT CHEAP TRICK JOHNNY VAN ZANT HEART DAYS OF THUNDER WINGER NOBODY'S CHILD Medium EXTREME (L) Light

WZYC/Coastal NC (919) 247-6343

OM/MD: BILL CANNON Heavy AEROSMITH (L) ALLMAN BROTHERS B BLACK CROWES JON BON JOVI DAMN YANKEES CHEAP TRICK DAMN YANKEES (L) NOBODY'S CHILD DON HENLEY BRUCE HORNSBY FAITH NO MORE JOHNNY VAN ZANT VIXEN (L) WORLD PARTY Light

WRUF/Gainesville (904) 392-0771

PD: HARRY GUSCOTT MD: RICK ALLEN Heavy AEROSMITH BAD ENGLISH JOHNNY VAN ZANT SINEAD O'CONNOR Church JUDE COLE DEL AMITRI ERIC JOHNSON DAMN YANKEES CHEAP TRICK BRUCE HORNSBY (M) HOUSE OF LOVE DON HENLEY PETER MURPHY JOHN HIATT PRETENDERS ALLMAN BROTHERS B JON BON JOVI HEART FLEETWOOD MAC RIVERDUGS BRUCE HORNSBY (L) DAYS OF THUNDER (M) DON HENLEY PETER MURPHY JOHN HIATT PRETENDERS ALLMAN BROTHERS B JON BON JOVI HEART FLEETWOOD MAC BAD COMPANY BRUCE HORNSBY JEFF HEALEY BAND ERIC CLAPTON ALLMAN BROTHERS B JON BON JOVI AEROSMITH Medium FLEETWOOD MAC A RED SPEEDWAGON Light NOBODY'S CHILD

KFMX/Lubbock (806) 747-1224

MD: ROBERT NEWMAN Heavy DON HENLEY BAD COMPANY BRUCE HORNSBY JEFF HEALEY BAND ERIC CLAPTON ALLMAN BROTHERS B JON BON JOVI AEROSMITH Medium FLEETWOOD MAC A RED SPEEDWAGON Light NOBODY'S CHILD

WWWI/Charlottesville (804) 971-4057

OM: JAY LOPEZ MD: DEBBIE GILBERT Heavy CHEAP TRICK BRUCE HORNSBY (M) DAMN YANKEES ERIC JOHNSON JOHNNY VAN ZANT POISON JON BON JOVI JEFF HEALEY BAND BLACK CROWES A RED SPEEDWAGON DAYS OF THUNDER HEART BAD COMPANY

WGLF/Tallahassee (904) 878-1104

PD: JEFF HORN Heavy AEROSMITH ALLMAN BROTHERS B BRUCE HORNSBY CHEAP TRICK DAMN YANKEES ERIC JOHNSON JOHNNY VAN ZANT POISON JON BON JOVI JEFF HEALEY BAND BLACK CROWES A RED SPEEDWAGON Light MOTLEY CRUE A VIXEN

WLUP/Chicago (312) 440-5270

VP/SM: GREG SOLK MD: DAVID BENSON Heavy ROBERT PLANT ALLMAN BROTHERS B DON HENLEY AEROSMITH JOHNNY VAN ZANT ERIC CLAPTON CHEAP TRICK SANTANA Medium RED HOUSE Light MOTLEY CRUE A NOBODY'S CHILD A JEFF HEALEY BAND

WEBN/Cincinnati (513) 621-9326

PD: TOM OWENS MD: TOMY TOLLIVER Heavy AEROSMITH L.A. GUNS ERIC CLAPTON BAD COMPANY RUSH BLACK CROWES JOHNNY VAN ZANT HEART RIVERDUGS BRUCE HORNSBY JOHNNY VAN ZANT DAYS OF THUNDER WINGER SHAKING FAMILY A ROBERT PLANT Light FAITH NO MORE A GENE LOVES JEZEBEL A NELSON Medium ALLMAN BROTHERS B ZOLIN JAMES RIVERDUGS BRUCE HORNSBY ROBERT PLANT (L) ALIAS DAYS OF THUNDER

WAPL/Appleton (414) 734-9226

PD: GARRETT HART MD: RICK PANNECK Heavy BRUCE HORNSBY AEROSMITH CHEAP TRICK VIXEN COLIN JAMES JON BON JOVI DON HENLEY ALLMAN BROTHERS B JOHNNY VAN ZANT DAMN YANKEES Medium ROBERT PLANT Light LITA FORD

KTCZ/Minneapolis (612) 339-0000

MD: J. FREDERICKSEN Heavy BRUCE HORNSBY COLIN JAMES CSN DEL AMITRI NOBODY'S CHILD FLEETWOOD MAC JEFF LYNE JOHN HIATT PRETENDERS DAVID BAERWALD RIVERDUGS AZTEC CAMERA HOTOHOUSE FLOWERS ETTA JAMES HUMAN RADIO JOAN ARMATRADE JOHN MAYALL LLOYD COLE LOWEN & NAVARRO LUKA BLOOM MARTI JONES SHANN COLVIN JEFF HEALEY BAND WORLD PARTY BARON ROUGE STEWART & GASKIN DAVID J KATZ SINEAD O'CONNOR Light JILLYFISH ADRIAN BELEW

KSHE/St. Louis (314) 621-0095

AM: RICK BALIS OPD: AL HOFER Heavy BAD COMPANY (M) ALLMAN BROTHERS B AEROSMITH JOHNNY VAN ZANT CHEAP TRICK Medium BRUCE HORNSBY CSN LITTLE FEAT ENERGY ORCHARD AEROSMITH NELSON SANTANA HEART COLIN JAMES WORLD PARTY ERIC JOHNSON A ASIA Light A RED SPEEDWAGON

WLLZ/Detroit (313) 855-5100

PD: JAY CLARK MD: GARY PALMER Heavy Z TOY ERIC CLAPTON (M) BLACK CROWES COLIN JAMES BAD COMPANY (L) BRUCE HORNSBY (L) DON HENLEY AEROSMITH ALLMAN BROTHERS B GIANT Medium ROBERT PLANT HEART JON BON JOVI JEFF HEALEY BAND BILLY JOEL Light A RED SPEEDWAGON A COMPANY OF WOLVES

WXRJ/Chicago (312) 777-1700

PD: NORM WENNER MD: LIN BREHMER Heavy WORLD PARTY JOHN HIATT JERRY HARRISON: CA STEVE EARLE PRETENDERS IGGY POP LLOYD COLE HOTOHOUSE FLOWERS SINEAD O'CONNOR JEFF HEALEY BAND STEWART & GASKIN LITTLE FEAT BRUCE HORNSBY DEPSCHE MODE CONCRETE BLONDE HOUSE OF LOVE SWEET F.A. LITTLE FEAT ALLMAN BROTHERS B FORD FAIRLANE WINGER DAYS OF THUNDER NOBODY'S CHILD DON HENLEY RAILWAY CHILDREN BILLY IDOL KOKO TAYLOR BLACK CROWES ULTRAVIVID SCENE LITA FORD STONE ROSES A JANE'S ADDICTION A TOO MUCH JOY

WLRZ/Milwaukee (414) 453-4130

PD: GREG AUSHAM MD: GREG FITZGERALD Heavy MOTLEY CRUE (M) SLAUGHTER KILLER DWARFS POISON VIXEN ALIAS WINGER (L) JON BON JOVI Medium NOBODY'S CHILD BAD COMPANY AEROSMITH STEELHEART L.A. GUNS HURRICANE FORD FAIRLANE OIO Light A RED SPEEDWAGON A ELECTRIC ANGELS A BRUCE HORNSBY A ERIC CLAPTON A ALLMAN BROTHERS B A PED HOUSE

KYYS/Kansas City (816) 561-9102

PD: LARRY MOFFITT MD: SKID ROADIE Heavy AEROSMITH ALLMAN BROTHERS B BRUCE HORNSBY CHEAP TRICK JON BON JOVI JEFF HEALEY BAND BLACK CROWES A RED SPEEDWAGON Light MOTLEY CRUE A VIXEN

WONE/Akron (216) 869-9800

PD: HARVE ALAN APD/MD: J.D. Heavy AEROSMITH HEART DON HENLEY BRUCE HORNSBY ALLMAN BROTHERS B POISON COLIN JAMES JOHNNY VAN ZANT CHEAP TRICK BLACK ENGLISH JON BON JOVI JUDE COLE SANTANA ALIAS NELSON BILLY IDOL BLACK CROWES HUMAN RADIO A PHIL COLLINS

WJLW/Grand Rapids (616) 458-5461

PD: ROBERT CHASE Heavy DAMN YANKEES CONCRETE BLONDE PRETENDERS COLIN JAMES WINGER BLACK CROWES CHEAP TRICK JOHNNY VAN ZANT ALLMAN BROTHERS B SANTANA POISON Medium BAD COMPANY A RED SPEEDWAGON Light

WJXQ/Lansing (517) 788-6360

PD: MARK STEVENS Heavy ALLMAN BROTHERS B AEROSMITH DAMN YANKEES DON HENLEY JOHNNY VAN ZANT CHEAP TRICK Light A NELSON A JEFF HEALEY BAND Light A DREAD ZEPPELIN

WTUE/Dayton (513) 224-1501

PD: TOM CARROLL MD: JOHN BEAULIEU Heavy AEROSMITH ALLMAN BROTHERS B BRUCE HORNSBY JOHNNY VAN ZANT JON BON JOVI CHEAP TRICK Medium NOBODY'S CHILD Light AEROSMITH A COMPANY OF WOLVES

WAZU/Dayton (513) 324-0283

PD: LISA LYONS APD/MD: KEVIN VARGAS Heavy AEROSMITH JON BON JOVI POISON NOBODY'S CHILD CHEAP TRICK DAMN YANKEES DIO FORD FAIRLANE BAD COMPANY (L) SLAUGHTER JOHNNY VAN ZANT VIXEN WINGER GARY MOORE JEFF HEALEY BAND (L) FAITH NO MORE Medium AEROSMITH A BLACK CROWES A SPANKY LEE Light

KGQI/Des Moines (515) 265-6181

PD: PHIL WILSON MD: JACK EMERSON Heavy AEROSMITH POISON ALLMAN BROTHERS B NELSON JOHNNY VAN ZANT BAD COMPANY BRUCE HORNSBY (M) ERIC CLAPTON Medium A COLIN JAMES A RED SPEEDWAGON Light A NOBODY'S CHILD

WGBF/Evansville (812) 477-8811

PD: LISA RYAN Heavy AEROSMITH ALLMAN BROTHERS B JOHNNY VAN ZANT JON BON JOVI CHEAP TRICK BAD COMPANY DAMN YANKEES DON HENLEY POISON RIVERDUGS DAYS OF THUNDER WINGER COLIN JAMES ALIAS NELSON JON BON JOVI WINGER Medium NOBODY'S CHILD A SLAUGHTER Light

WKQZ/Saginaw (517) 695-5115

PD: MIKE FERRIS MD: CONNIE SCHILKEY Heavy AEROSMITH ALLMAN BROTHERS B JON BON JOVI DAMN YANKEES BRUCE HORNSBY JOHNNY VAN ZANT CHEAP TRICK HEART (L) DON HENLEY BAD COMPANY ALLMAN BROTHERS B CHEAP TRICK JON BON JOVI DAYS OF THUNDER WINGER COLIN JAMES ALIAS NELSON JOHNNY VAN ZANT WINGER Medium NOBODY'S CHILD A SLAUGHTER Light

WKKE/Ft. Wayne (219) 484-0580

PD: RICK WEST Heavy DAMN YANKEES BLACK CROWES DAYS OF THUNDER JON BON JOVI DON HENLEY AEROSMITH ROBERT PLANT COLIN JAMES JOHNNY VAN ZANT ERIC CLAPTON ALLMAN BROTHERS B BRUCE HORNSBY Medium AEROSMITH HEART MASTERS OF REALITY A ALIAS A CONCRETE BLONDE Light

WVAV/Grand Rapids (616) 458-5461

PD: ROBERT CHASE Heavy DAMN YANKEES CONCRETE BLONDE PRETENDERS COLIN JAMES WINGER BLACK CROWES CHEAP TRICK JOHNNY VAN ZANT ALLMAN BROTHERS B SANTANA POISON Medium BAD COMPANY A RED SPEEDWAGON Light

WJXQ/Lansing (517) 788-6360

PD: MARK STEVENS Heavy ALLMAN BROTHERS B AEROSMITH DAMN YANKEES DON HENLEY JOHNNY VAN ZANT CHEAP TRICK Light A NELSON A JEFF HEALEY BAND Light A DREAD ZEPPELIN

WTUE/Dayton (513) 224-1501

PD: TOM CARROLL MD: JOHN BEAULIEU Heavy AEROSMITH ALLMAN BROTHERS B BRUCE HORNSBY JOHNNY VAN ZANT JON BON JOVI CHEAP TRICK Medium NOBODY'S CHILD Light AEROSMITH A COMPANY OF WOLVES

WAZU/Dayton (513) 324-0283

PD: LISA LYONS APD/MD: KEVIN VARGAS Heavy AEROSMITH JON BON JOVI POISON NOBODY'S CHILD CHEAP TRICK DAMN YANKEES DIO FORD FAIRLANE BAD COMPANY (L) SLAUGHTER JOHNNY VAN ZANT VIXEN WINGER GARY MOORE JEFF HEALEY BAND (L) FAITH NO MORE Medium AEROSMITH A BLACK CROWES A SPANKY LEE Light

KGQI/Des Moines (515) 265-6181

PD: PHIL WILSON MD: JACK EMERSON Heavy AEROSMITH POISON ALLMAN BROTHERS B NELSON JOHNNY VAN ZANT BAD COMPANY BRUCE HORNSBY (M) ERIC CLAPTON Medium A COLIN JAMES A RED SPEEDWAGON Light A NOBODY'S CHILD

WGBF/Evansville (812) 477-8811

PD: LISA RYAN Heavy AEROSMITH ALLMAN BROTHERS B JOHNNY VAN ZANT JON BON JOVI CHEAP TRICK BAD COMPANY DAMN YANKEES DON HENLEY POISON RIVERDUGS DAYS OF THUNDER WINGER COLIN JAMES ALIAS NELSON JON BON JOVI WINGER Medium NOBODY'S CHILD A SLAUGHTER Light

WKQZ/Saginaw (517) 695-5115

PD: MIKE FERRIS MD: CONNIE SCHILKEY Heavy AEROSMITH ALLMAN BROTHERS B JON BON JOVI DAMN YANKEES BRUCE HORNSBY JOHNNY VAN ZANT CHEAP TRICK HEART (L) DON HENLEY BAD COMPANY ALLMAN BROTHERS B CHEAP TRICK JON BON JOVI DAYS OF THUNDER WINGER COLIN JAMES ALIAS NELSON JOHNNY VAN ZANT WINGER Medium NOBODY'S CHILD A SLAUGHTER Light

WKKE/Ft. Wayne (219) 484-0580

PD: RICK WEST Heavy DAMN YANKEES BLACK CROWES DAYS OF THUNDER JON BON JOVI DON HENLEY AEROSMITH ROBERT PLANT COLIN JAMES JOHNNY VAN ZANT ERIC CLAPTON ALLMAN BROTHERS B BRUCE HORNSBY Medium AEROSMITH HEART MASTERS OF REALITY A ALIAS A CONCRETE BLONDE Light

WVAV/Grand Rapids (616) 458-5461

PD: ROBERT CHASE Heavy DAMN YANKEES CONCRETE BLONDE PRETENDERS COLIN JAMES WINGER BLACK CROWES CHEAP TRICK JOHNNY VAN ZANT ALLMAN BROTHERS B SANTANA POISON Medium BAD COMPANY A RED SPEEDWAGON Light

WJXQ/Lansing (517) 788-6360

PD: MARK STEVENS Heavy ALLMAN BROTHERS B AEROSMITH DAMN YANKEES DON HENLEY JOHNNY VAN ZANT CHEAP TRICK Light A NELSON A JEFF HEALEY BAND Light A DREAD ZEPPELIN

WTUE/Dayton (513) 224-1501

PD: TOM CARROLL MD: JOHN BEAULIEU Heavy AEROSMITH ALLMAN BROTHERS B BRUCE HORNSBY JOHNNY VAN ZANT JON BON JOVI CHEAP TRICK Medium NOBODY'S CHILD Light AEROSMITH A COMPANY OF WOLVES

WAZU/Dayton (513) 324-0283

PD: LISA LYONS APD/MD: KEVIN VARGAS Heavy AEROSMITH JON BON JOVI POISON NOBODY'S CHILD CHEAP TRICK DAMN YANKEES DIO FORD FAIRLANE BAD COMPANY (L) SLAUGHTER JOHNNY VAN ZANT VIXEN WINGER GARY MOORE JEFF HEALEY BAND (L) FAITH NO MORE Medium AEROSMITH A BLACK CROWES A SPANKY LEE Light

KGQI/Des Moines (515) 265-6181

PD: PHIL WILSON MD: JACK EMERSON Heavy AEROSMITH POISON ALLMAN BROTHERS B NELSON JOHNNY VAN ZANT BAD COMPANY BRUCE HORNSBY (M) ERIC CLAPTON Medium A COLIN JAMES A RED SPEEDWAGON Light A NOBODY'S CHILD

WGBF/Evansville (812) 477-8811

PD: LISA RYAN Heavy AEROSMITH ALLMAN BROTHERS B JOHNNY VAN ZANT JON BON JOVI CHEAP TRICK BAD COMPANY DAMN YANKEES DON HENLEY POISON RIVERDUGS DAYS OF THUNDER WINGER COLIN JAMES ALIAS NELSON JON BON JOVI WINGER Medium NOBODY'S CHILD A SLAUGHTER Light

WKQZ/Saginaw (517) 695-5115

PD: MIKE FERRIS MD: CONNIE SCHILKEY Heavy AEROSMITH ALLMAN BROTHERS B JON BON JOVI DAMN YANKEES BRUCE HORNSBY JOHNNY VAN ZANT CHEAP TRICK HEART (L) DON HENLEY BAD COMPANY ALLMAN BROTHERS B CHEAP TRICK JON BON JOVI DAYS OF THUNDER WINGER COLIN JAMES ALIAS NELSON JOHNNY VAN ZANT WINGER Medium NOBODY'S CHILD A SLAUGHTER Light

WKKE/Ft. Wayne (219) 484-0580

PD: RICK WEST Heavy DAMN YANKEES BLACK CROWES DAYS OF THUNDER JON BON JOVI DON HENLEY AEROSMITH ROBERT PLANT COLIN JAMES JOHNNY VAN ZANT ERIC CLAPTON ALLMAN BROTHERS B BRUCE HORNSBY Medium AEROSMITH HEART MASTERS OF REALITY A ALIAS A CONCRETE BLONDE Light

WVAV/Grand Rapids (616) 458-5461

PD: ROBERT CHASE Heavy DAMN YANKEES CONCRETE BLONDE PRETENDERS COLIN JAMES WINGER BLACK CROWES CHEAP TRICK JOHNNY VAN ZANT ALLMAN BROTHERS B SANTANA POISON Medium BAD COMPANY A RED SPEEDWAGON Light

WJXQ/Lansing (517) 788-6360

PD: MARK STEVENS Heavy ALLMAN BROTHERS B AEROSMITH DAMN YANKEES DON HENLEY JOHNNY VAN ZANT CHEAP TRICK Light A NELSON A JEFF HEALEY BAND Light A DREAD ZEPPELIN

WTUE/Dayton (513) 224-1501

PD: TOM CARROLL MD: JOHN BEAULIEU Heavy AEROSMITH ALLMAN BROTHERS B BRUCE HORNSBY JOHNNY VAN ZANT JON BON JOVI CHEAP TRICK Medium NOBODY'S CHILD Light AEROSMITH A COMPANY OF WOLVES

WAZU/Dayton (513) 324-0283

PD: LISA LYONS APD/MD: KEVIN VARGAS Heavy AEROSMITH JON BON JOVI POISON NOBODY'S CHILD CHEAP TRICK DAMN YANKEES DIO FORD FAIRLANE BAD COMPANY (L) SLAUGHTER JOHNNY VAN ZANT VIXEN WINGER GARY MOORE JEFF HEALEY BAND (L) FAITH NO MORE Medium AEROSMITH A BLACK CROWES A SPANKY LEE Light

KGQI/Des Moines (515) 265-6181

PD: PHIL WILSON MD: JACK EMERSON Heavy AEROSMITH POISON ALLMAN BROTHERS B NELSON JOHNNY VAN ZANT BAD COMPANY BRUCE HORNSBY (M) ERIC CLAPTON Medium A COLIN JAMES A RED SPEEDWAGON Light A NOBODY'S CHILD

WGBF/Evansville (812) 477-8811

PD: LISA RYAN Heavy AEROSMITH ALLMAN BROTHERS B JOHNNY VAN ZANT JON BON JOVI CHEAP TRICK BAD COMPANY DAMN YANKEES DON HENLEY POISON RIVERDUGS DAYS

WEST (Continued)

ALLMAN BROTHERS B
DAMN YANKEES
CHEAP TRICK
COLIN JAMES
RIVERDOGS
JOHNNY VAN ZANT
BRUCE HORNSBY
GARY MOORE
BAD COMPANY
ROBERT PLANT
a REO SPEEDWAGON
BLACK CROWES (L)
Medium
FORD FAIRLANE
JUDE COLE
MICHAEL PENN
STEVE EARLE
ALIAS
CONCRETE BLONDE
JOHN HIATT
Light
a ELECTRIC BOYS
a SOCIAL DISTORTION

KSJO/San Jose (408) 453-5400

PD: DANA JANG
Heavy
AEROSMITH
ALLMAN BROTHERS B
BRUCE HORNSBY
JOHN BON JOVI
JOHNNY VAN ZANT
WINGER
Medium
BAD COMPANY (L)
CHEAP TRICK
DAMN YANKEES
DON HENLEY
HEART
POISON
ALIAS
BLACK CROWES
JUDE COLE
CONCRETE BLONDE
JOHN HIATT
HOTHOUSE FLOWERS
BILLY IDOL
COLIN JAMES
LITTLE FEAT
FORD FAIRLANE
RIVERDOGS
SANTANA
JOE SATRIANI
VIXEN
WINGER
DAYS OF THUNDER
NOBODY'S CHILD
Light
a JEFF HEALEY BAND
a ERIC JOHNSON
a WORLD PARTY
a ROBERT PLANT

KUFO/Portland (503) 222-1011

VP/PNG: JEFF SALDO
MD: MICHELLE DAGO
Heavy
ALLMAN BROTHERS B
AEROSMITH
NOBODY'S CHILD
JOHN BON JOVI
MOTLEY CRUE
Medium
CHEAP TRICK
DAMN YANKEES
BRUCE HORNSBY
BILLY IDOL
COLIN JAMES
DON HENLEY
POISON
JOHNNY VAN ZANT
Light
a SLAUGHTER
a BATON THUNDER
a DAYS OF THUNDER
FORD FAIRLANE
a BAD COMPANY

KISW/Seattle (206) 285-7625

PD: STEVE YOUNG
MD: MIKE JONES
Heavy
JOE SATRIANI
RUSH
ROBERT PLANT
BLACK CROWES
BAD COMPANY
ERIC CLAPTON
BILLY IDOL
JEFF HEALEY BAND
SMITHEREENS
ALLMAN BROTHERS B
NOBODY'S CHILD
Medium
DAMN YANKEES
HEART
ZZ TOP
BOOM CRASH OPERA
BRUCE HORNSBY
FAITH NO MORE
FORD FAIRLANE
COLIN JAMES
POISON
CHEAP TRICK
SANTANA
JOHN BON JOVI
AEROSMITH
JOHNNY VAN ZANT
WINGER
ALIAS
MIDNIGHT OIL
a REO SPEEDWAGON
Light
a JANE'S ADDICTION
a VIXEN

KLOS/Los Angeles (213) 840-4836

PD: CAROL CURELLO
MD: S. MONELLO
Heavy
AEROSMITH
ERIC CLAPTON
BRUCE HORNSBY
ALLMAN BROTHERS B
MOTLEY CRUE
Medium
BAD COMPANY
DANGER DANGER
ENERGY ORCHARD
HOTHOUSE FLOWERS
CONCRETE BLONDE
CHEAP TRICK
JOHN BON JOVI
HEART
BLACK CROWES
MIDNIGHT OIL (L)
JOHNNY VAN ZANT
LONDON QUIREBOYS
SANTANA
POISON
VIXEN
a NOBODY'S CHILD
a REO SPEEDWAGON
a PHIL COLLINS
Light
a FORD FAIRLANE
a MICHAEL PENN
a GENE LOVES JEZEBEL
a DREAD ZEPPELIN

KGON/Portland (503) 223-1441

MD: JON NOBBINS
MD: BOB ANCHETA
(FROZEN)
Heavy
AEROSMITH
ALLMAN BROTHERS B

BAD COMPANY (M)
DAMN YANKEES
NOBODY'S CHILD
JEFF HEALEY BAND
GARY MOORE
Medium
BLACK CROWES
CHEAP TRICK
ELO
DON HENLEY
COLIN JAMES
MICHELLE MALONE &
ROBERT PLANT
POISON
SANTANA
JOHNNY VAN ZANT
Light

KRKO/Sacramento (916) 334-7777

PD: JUDY MCNUTT
MD: FAMELA ROBERTS
Heavy
ALIAS
ALLMAN BROTHERS B
BLACK CROWES
JOHN BON JOVI
CHEAP TRICK
DAMN YANKEES
ELECTRIC BOYS
NOBODY'S CHILD
DON HENLEY
COLIN JAMES
JEFF HEALEY BAND
POISON
FORD FAIRLANE
SONS OF ANGELS
JOHNNY VAN ZANT
WINGER
Medium
BAD COMPANY (L)
JUDE COLE
STEVE EARLE
LITA FORD
GENE LOVES JEZEBEL
JEFF HEALEY BAND
JOHN HIATT
BLACK CROWES
JUDE COLE
CONCRETE BLONDE
JOHN HIATT
HOTHOUSE FLOWERS
BILLY IDOL
COLIN JAMES
LITTLE FEAT
FORD FAIRLANE
RIVERDOGS
SANTANA
JOE SATRIANI
VIXEN
WINGER
DAYS OF THUNDER
NOBODY'S CHILD
Light
a JEFF HEALEY BAND
a ERIC JOHNSON
a WORLD PARTY
a ROBERT PLANT

KJOT/Boise (208) 344-3500

PD: CARL SCHEIDER
Heavy
COLIN JAMES
JOHNNY VAN ZANT
ALLMAN BROTHERS B
DAMN YANKEES
JOHN BON JOVI
AEROSMITH
COLIN JAMES
SLAUGHTER
VIXEN
Light
a HURRICANE
a PRETTY WOMAN
a BATON THUNDER
a COMPANY OF WOLVES
a LITA FORD
Light
a TRIXTER

KBG/San Diego (619) 292-1360

PD: TED EDWARDS
MD: VIRGIL THOMPSON
Heavy
ROBERT PLANT (M)
AEROSMITH
BAD COMPANY
ERIC CLAPTON
Medium
JOE SATRIANI
ALLMAN BROTHERS B
JOHN BON JOVI
SANTANA
CHEAP TRICK
COLIN JAMES
DAMN YANKEES
BILLY IDOL
COLIN JAMES
DON HENLEY
POISON
JOHNNY VAN ZANT
Light
a SLAUGHTER
a BATON THUNDER
a DAYS OF THUNDER
FORD FAIRLANE
a BAD COMPANY

KRQR/San Francisco (415) 765-4097

PD: CHRIS MILLER
MD: LORRAINE MEIER
(FROZEN)
Heavy
AEROSMITH
ALLMAN BROTHERS B
BAD COMPANY
RUSH
ROBERT PLANT
BLACK CROWES
BAD COMPANY
ERIC CLAPTON
BILLY IDOL
JEFF HEALEY BAND
SMITHEREENS
ALLMAN BROTHERS B
NOBODY'S CHILD
Medium
DAMN YANKEES
FLEETWOOD MAC
DAYS OF THUNDER
NOBODY'S CHILD
CHEAP TRICK
BILLY IDOL
MIDNIGHT OIL
GARY MOORE
Light
a JANE'S ADDICTION
a REO SPEEDWAGON
Light
a JANE'S ADDICTION
a VIXEN

KXRX/Seattle (206) 283-5979

PD: BEN MICHAELS
MD: DEAN CARLSON
Heavy
COLIN JAMES (L)
JEFF HEALEY BAND (M)
ALLMAN BROTHERS B
BAD COMPANY
DON HENLEY
SMITHEREENS
POISON
FORD FAIRLANE
HEART
JOHN BON JOVI
AEROSMITH
BILLY IDOL (M)
JOHNNY VAN ZANT
Medium
GENE LOVES JEZEBEL
NOBODY'S CHILD
MIDNIGHT OIL
JOHN HIATT
DAMN YANKEES
BRUCE HORNSBY
ROBERT PLANT
WORLD PARTY (L)
WINGER
Light
a JANE'S ADDICTION
a IGGY POP
a MICHAEL PENN
a CONCRETE BLONDE

KZRR/Albuquerque (505) 765-5400

PD: FRANK JAXON
MD: HUBBY DEAN
Heavy
JEFF HEALEY BAND (M)
ALLMAN BROTHERS B
ROBERT PLANT (M)

BRUCE HORNSBY
AEROSMITH
BAD COMPANY
CHEAP TRICK
BILLY IDOL
HEART
COLIN JAMES
JOHN BON JOVI
Medium
a REO SPEEDWAGON
a MARSHALL TUCKER
a RED HOUSE
Light
a GUTTERBOY

KKBB/Bakersfield (805) 326-8000

VP/OPR: CRUCK MCKAY
APD: D. DE LA CRUZ
Heavy
HEART (M)
BRUCE HORNSBY
BAD COMPANY
AEROSMITH
DAMN YANKEES
DON HENLEY
ALLMAN BROTHERS B
JOHNNY VAN ZANT
JOHN BON JOVI
CHEAP TRICK
COLIN JAMES
JEFF HEALEY BAND
POISON
FORD FAIRLANE
SONS OF ANGELS
JOHNNY VAN ZANT
WINGER
Medium
BAD COMPANY
JUDE COLE
STEVE EARLE
LITA FORD
GENE LOVES JEZEBEL
JEFF HEALEY BAND
JOHN HIATT
BLACK CROWES
JUDE COLE
CONCRETE BLONDE
JOHN HIATT
HOTHOUSE FLOWERS
BILLY IDOL
COLIN JAMES
LITTLE FEAT
FORD FAIRLANE
RIVERDOGS
SANTANA
JOE SATRIANI
VIXEN
WINGER
DAYS OF THUNDER
NOBODY'S CHILD
Light
a JEFF HEALEY BAND
a ERIC JOHNSON
a WORLD PARTY
a ROBERT PLANT

KJOT/Boise (208) 344-3500

PD: CARL SCHEIDER
Heavy
COLIN JAMES
JOHNNY VAN ZANT
ALLMAN BROTHERS B
DAMN YANKEES
JOHN BON JOVI
AEROSMITH
COLIN JAMES
SLAUGHTER
VIXEN
Light
a HURRICANE
a PRETTY WOMAN
a BATON THUNDER
a COMPANY OF WOLVES
a LITA FORD
Light
a TRIXTER

KILQ/Colorado Springs (719) 634-4896

MD: CRAIG KOEHN
Heavy
AEROSMITH
BAD COMPANY
ERIC CLAPTON
Medium
JOE SATRIANI
ALLMAN BROTHERS B
JOHN BON JOVI
SANTANA
CHEAP TRICK
COLIN JAMES
DAMN YANKEES
BILLY IDOL
COLIN JAMES
DON HENLEY
POISON
JOHNNY VAN ZANT
Light
a SLAUGHTER
a BATON THUNDER
a DAYS OF THUNDER
FORD FAIRLANE
a BAD COMPANY

KLCC/Eugene (503) 345-8888

PD: DEVAN MITCHELL
MD: AL SCOTT
Heavy
ALLMAN BROTHERS B
JOHNNY VAN ZANT
BRUCE HORNSBY (L)
JOHN BON JOVI
DON HENLEY
COLIN JAMES
a REO SPEEDWAGON
BLACK CROWES
DAMN YANKEES
JOHN HIATT
Medium
CHEAP TRICK
COLIN JAMES
DAMN YANKEES
SANTANA
CHEAP TRICK
POISON
a BAD COMPANY
a NOBODY'S CHILD
a REO SPEEDWAGON
Light
a COMPANY OF WOLVES
Light
a FAITH NO MORE
a EXTREME

KZEL/Eugene (503) 342-7096

PD: KEN MARTIN
MD: DEBI STARR
Heavy
BRUCE HORNSBY
ALLMAN BROTHERS B
JOHN BON JOVI
AEROSMITH
ERIC CLAPTON
BRUCE HORNSBY
TOM PETTY
Medium
BAD ENGLISH
a DAVID BAERWALD
a PHIL COLLINS
Light
a COMPANY OF WOLVES
a NOBODY'S CHILD
a VIXEN

KPOI/Honolulu (808) 524-7100

PD: BILL MIMS
MD: DAVID LOWE
Heavy
AEROSMITH

DAMN YANKEES
JOHN BON JOVI
HEART
ROBERT PLANT
ALLMAN BROTHERS B
Medium
Light
a REO SPEEDWAGON
a NOBODY'S CHILD
a DREAD ZEPPELIN
a WORLD PARTY
a CONCRETE BLONDE

KOMP/Las Vegas (702) 876-1460

PD: RICHARD REED
MD: BIG MARTY
Heavy
AEROSMITH
ALLMAN BROTHERS B (M)
JOHN BON JOVI
POISON
JOHNNY VAN ZANT
NOBODY'S CHILD
BRUCE HORNSBY
Medium
a JEFF HEALEY BAND
Light
a MOTLEY CRUE

KNAC/Long Beach-L.A. (213) 437-0366

PD: PAM EDWARDS
MD: BRYAN SCHOCK
Heavy
ELECTRIC BOYS
FORD FAIRLANE
a NOBODY'S CHILD
STEVE VAI (L)
POISON
Y
LITA FORD
FAITH NO MORE (L)
DREAD ZEPPELIN
RIVERDOGS
HOTHOUSE FLOWERS
WINGER
HEART
HURRICANE
SALTY DOG
HEAVENS EDGE
BRUCE DICKINSON
a ROBERT PLANT
a L.A. GUNS
Light
a DAVID BAERWALD
a CSN
a ERIC JOHNSON
Light
a TRIXTER

KDKJ/Modesto (209) 869-2594

PD: MARK DAVIS
MD: RANDY MARANZ
Heavy
ALLMAN BROTHERS B (M)
HEART
DON HENLEY
JOHNNY VAN ZANT
CHEAP TRICK
BAD COMPANY
JOHN BON JOVI
JUDE COLE
JOHN HIATT
COLIN JAMES
BLACK CROWES
WINGER
Medium
a BAD COMPANY
a NOBODY'S CHILD
a REO SPEEDWAGON
Light
a LITA FORD
a COMPANY OF WOLVES
a EXTREME

KLCC/Eugene (503) 345-8888

PD: DEVAN MITCHELL
MD: AL SCOTT
Heavy
ALLMAN BROTHERS B
JOHNNY VAN ZANT
BRUCE HORNSBY (L)
JOHN BON JOVI
DON HENLEY
COLIN JAMES
a REO SPEEDWAGON
BLACK CROWES
DAMN YANKEES
JOHN HIATT
Medium
CHEAP TRICK
COLIN JAMES
DAMN YANKEES
SANTANA
CHEAP TRICK
POISON
a BAD COMPANY
a NOBODY'S CHILD
a REO SPEEDWAGON
Light
a COMPANY OF WOLVES
Light
a FAITH NO MORE
a EXTREME

KRZQ/Reno (702) 827-0965

PD: MAX VOLUME
MD: STEVE FUNK
Heavy
BRUCE HORNSBY
ALLMAN BROTHERS B
JOHN BON JOVI
AEROSMITH
ERIC CLAPTON
BRUCE HORNSBY
TOM PETTY
Medium
BAD ENGLISH
a DAVID BAERWALD
a PHIL COLLINS
Light
a COMPANY OF WOLVES
a NOBODY'S CHILD
a VIXEN

KRZQ/Reno (702) 827-0965

PD: MAX VOLUME
MD: STEVE FUNK
Heavy
BRUCE HORNSBY
ALLMAN BROTHERS B
JOHN BON JOVI
AEROSMITH
ERIC CLAPTON
BRUCE HORNSBY
TOM PETTY
Medium
BAD ENGLISH
a DAVID BAERWALD
a PHIL COLLINS
Light
a COMPANY OF WOLVES
a NOBODY'S CHILD
a VIXEN

a L&N
a BAD COMPANY
a HUMAN RADIC
a PRETTY WOMAN
Light
a COMPANY OF WOLVES

KEZE/Spokane (509) 448-8888

PD: GARY ALLEN
APD: CURT CARRIER
Heavy
DAMN YANKEES
JOHNNY VAN ZANT
JOHN BON JOVI
HEART
CHEAP TRICK
ALLMAN BROTHERS B
NELSON
ROBERT PLANT
FORD FAIRLANE
WINGER
a REO SPEEDWAGON
AEROSMITH
COLIN JAMES
Medium
a TRIXTER
a CSN
a LITA FORD
a BRUCE HORNSBY
a ELECTRIC BOYS

KLPX/Tucson (602) 622-6711

PD: LARRY SNIOR
Heavy
AEROSMITH
ALLMAN BROTHERS B (M)
JOHN BON JOVI
CHEAP TRICK
CONCRETE BLONDE
NOBODY'S CHILD
HEART
DON HENLEY
JOHN BON JOVI
SIDELINDERS
BLACK CROWES
COLIN JAMES
GARY MOORE
ROBERT PLANT (M)
a REO SPEEDWAGON
JOHN HIATT
a DAVID BAERWALD
Light
a DIO

KKDJ/Fresno (209) 226-5991

PD: ART FARRAS
Heavy
BRUCE HORNSBY (M)
CHEAP TRICK
BAD COMPANY
BON ENGLISH
ALLMAN BROTHERS B
AEROSMITH
ERIC CLAPTON
HEART
ROBERT PLANT
DON HENLEY
Medium
Light

KCAL/Riverside (714) 793-3554

PD: RICK SHAW
MD: KIM ALEXANDER
Heavy
ALLMAN BROTHERS B
AEROSMITH
JOHNNY VAN ZANT
JOHN BON JOVI
BAD COMPANY (M)
DAMN YANKEES
NOBODY'S CHILD
Medium
a JOHN HIATT
a SLAUGHTER
a REO SPEEDWAGON
Light
a ELECTRIC BOYS

KWHI/Anchorage (907) 344-9622

PD: RADIO PHILL
MD: DAR THOMAS
Heavy
AEROSMITH
ALLMAN BROTHERS B
JOHN BON JOVI
CHEAP TRICK
POISON
JOHNNY VAN ZANT
WINGER
CONCRETE BLONDE
a DAMN YANKEES
DON HENLEY
GIANI
DAYS OF THUNDER
DON HENLEY
JOHN HIATT
HOTHOUSE FLOWERS
COLIN JAMES
MIDNIGHT OIL
PRETENDERS
RED HOUSE
SANTANA
BLACK CROWES
Medium
a BAD COMPANY
a COMPANY OF WOLVES
a JEFF HEALEY BAND
a REO SPEEDWAGON

KWHL/Anchorage (907) 344-9622

PD: RADIO PHILL
MD: DAR THOMAS
Heavy
AEROSMITH
ALLMAN BROTHERS B
JOHN BON JOVI
CHEAP TRICK
POISON
JOHNNY VAN ZANT
WINGER
CONCRETE BLONDE
a DAMN YANKEES
DON HENLEY
GIANI
DAYS OF THUNDER
DON HENLEY
JOHN HIATT
HOTHOUSE FLOWERS
COLIN JAMES
MIDNIGHT OIL
PRETENDERS
RED HOUSE
SANTANA
BLACK CROWES
Medium
a BAD COMPANY
a COMPANY OF WOLVES
a JEFF HEALEY BAND
a REO SPEEDWAGON

a JOE SATRIANI
a SLAUGHTER
Light
a DIO
a ELECTRIC BOYS
a SOCIAL DISTORTION

KFMF/Chico (916) 343-8461

PD: MARTY GRIFFIN
Heavy
JOHN BON JOVI
ALLMAN BROTHERS B
DON HENLEY
JOHNNY VAN ZANT
COLIN JAMES
DAMN YANKEES
HEART
BLACK CROWES
AEROSMITH
CHEAP TRICK
CONCRETE BLONDE
SANTANA
Medium
a REO SPEEDWAGON
a BAD COMPANY
a JOHN HIATT
Light
a LITA FORD
a SLAUGHTER

KBOY/Medford (503) 779-2244

MD: BOB JEFFRIES
Heavy
BRUCE HORNSBY (M)
HEART
ALLMAN BROTHERS B
JOHNNY VAN ZANT
JEFF HEALEY BAND
JOHN BON JOVI
a BLACK CROWES
BAD COMPANY
WINGER
JOHN HIATT
GENE LOVES JEZEBEL
HEART
DON HENLEY
JOHN BON JOVI
SIDELINDERS
BLACK CROWES
COLIN JAMES
GARY MOORE
ROBERT PLANT (M)
a REO SPEEDWAGON
JOHN HIATT
a DAVID BAERWALD
Light
a DIO

KATY/Yakima (509) 457-8115

PD: DARREN JOHNSON
APD: DAVE NELSON
(FROZEN)
Heavy
BRUCE HORNSBY (M)
CHEAP TRICK
BAD COMPANY
BON ENGLISH
ALLMAN BROTHERS B
AEROSMITH
ERIC CLAPTON
HEART
ROBERT PLANT
DON HENLEY
Medium
Light

KZOO/Missoula (406) 728-5000

PD: DAVE FRANK
APD/MD: BILL WILLIAMS
Heavy
ALLMAN BROTHERS B
BLACK CROWES
CHEAP TRICK
DAMN YANKEES
FLEETWOOD MAC
JOHN HIATT
MIDNIGHT OIL
DON HENLEY
JUDE COLE
MICHUE MALONE
HOTHOUSE FLOWERS
Medium
a ENERGY ORCHARD
a JANATA
a WILLI JONES
a HUNTERS & COLLECT
Light
a JEFF HEALEY BAND
a IGGY POP

KCHV/Palm Springs (619) 347-2333

MD: BILL TODD
Heavy
ALLMAN BROTHERS B
AEROSMITH
JOHNNY VAN ZANT
JOHN BON JOVI
POISON
RIVERDOGS
SANTANA
WINGER
ALIAS
ALANNAH MYLES
COLIN JAMES
JOHN BON JOVI
GIANI
JUDE COLE
LONDON QUIREBOYS
MICHAEL PENN
NELSON
a REO SPEEDWAGON
STEVE EARLE
JEFF HEALEY BAND
Medium
a TRIXTER
a PRETTY WOMAN
a NOBODY'S CHILD
a HURRICANE

KWHI/Anchorage (907) 344-9622

PD: RADIO PHILL
MD: DAR THOMAS
Heavy
AEROSMITH
ALLMAN BROTHERS B
JOHN BON JOVI
CHEAP TRICK
POISON
JOHNNY VAN ZANT
WINGER
CONCRETE BLONDE
a DAMN YANKEES
DON HENLEY
GIANI
DAYS OF THUNDER
DON HENLEY
JOHN HIATT
HOTHOUSE FLOWERS
COLIN JAMES
MIDNIGHT OIL
PRETENDERS
RED HOUSE
SANTANA
BLACK CROWES
Medium
a BAD COMPANY
a COMPANY OF WOLVES
a JEFF HEALEY BAND
a REO SPEEDWAGON

KQOR/Santa Barbara (805) 964-7670
PD: RICK WILLIAMS
Heavy
ALLMAN BROTHERS B
BRUCE HORNSBY
DON HENLEY
FLEETWOOD MAC
CONCRETE BLONDE
LITTLE FEAT
HOTHOUSE FLOWERS
JOHN HIATT
Medium
a NOBODY'S CHILD
Light
a PRETTY WOMAN
a CSN
a DAVID BAERWALD
a GUTTERBOY
a MICHELLE MALONE &

KTYD/Santa Barbara (805) 967-4511

PD: DOUG INGOLD
MD: BRUCE KENDALL
Heavy
JOHN HIATT
ALLMAN BROTHERS B
DON HENLEY
GIANI
COLIN JAMES
CONCRETE BLONDE
AEROSMITH
JOHNNY VAN ZANT
CONCRETE BLONDE
JEEZEBEL
Medium
a JEFF HEALEY BAND
a BAD COMPANY

KXFX/Santa Rosa (707) 523-1369

PD: WILL DOUGLASS
APD: CHRIS WHITE
Heavy
BRUCE HORNSBY (M)
BAD COMPANY
JOHN BON JOVI
ALLMAN BROTHERS B
AEROSMITH
JOHNNY VAN ZANT
a TOT MATINEE (L)
a REO SPEEDWAGON
a MIDNIGHT OIL
a ERIC JOHNSON

KFMU/Steamboat-Vail (303) 879-5368

PD: DAVE ROSS
APD/MD: PAUL CAVANAUGH
Heavy
ALLMAN BROTHERS B
STEVE EARLE
FLEETWOOD MAC
JOHN HIATT
MIDNIGHT OIL
DON HENLEY
JUDE COLE
MICHUE MALONE
HOTHOUSE FLOWERS
Medium
a ENERGY ORCHARD
a JANATA
a WILLI JONES
a HUNTERS & COLLECT
Light
a JEFF HEALEY BAND
a IGGY POP

KCHV/Palm Springs (619) 347-2333

MD: BILL TODD
Heavy
ALLMAN BROTHERS B
AEROSMITH
JOHNNY VAN ZANT
JOHN BON JOVI
POISON
RIVERDOGS
SANTANA
WINGER
ALIAS
ALANNAH MYLES
COLIN JAMES
JOHN BON JOVI
GIANI
JUDE COLE
LONDON QUIREBOYS
MICHAEL PENN
NELSON
a REO SPEEDWAGON
STEVE EARLE
JEFF HEALEY BAND
Medium
a TRIXTER
a PRETTY WOMAN
a NOBODY'S CHILD
a HURRICANE

KCHV/Palm Springs (619) 347-2333

MD: BILL TODD
Heavy
ALLMAN BROTHERS B
AEROSMITH
JOHNNY VAN ZANT
JOHN BON JOVI
POISON
RIVERDOGS
SANTANA
WINGER
ALIAS
ALANNAH MYLES
COLIN JAMES
JOHN BON JOVI
GIANI
JUDE COLE
LONDON QUIREBOYS
MICHAEL PENN
NELSON
a REO SPEEDWAGON
STEVE EARLE
JEFF HEALEY BAND
Medium
a TRIXTER
a PRETTY WOMAN
a NOBODY'S CHILD
a HURRICANE

KCHV/Palm Springs (619) 347-2333

MD: BILL TODD
Heavy
ALLMAN BROTHERS B
AEROSMITH
JOHNNY VAN ZANT
JOHN BON JOVI
POISON
RIVERDOGS
SANTANA
WINGER
ALIAS
ALANNAH MYLES
COLIN JAMES
JOHN BON JOVI
GIANI
JUDE COLE
LONDON QUIREBOYS
MICHAEL PENN
NELSON
a REO SPEEDWAGON
STEVE EARLE
JEFF HEALEY BAND
Medium
a TRIXTER
a PRETTY WOMAN
a NOBODY'S CHILD
a HURRICANE

WHTG/Asbury Park (201) 542-1410
Rich Robinson
JANE'S ADDICTION
CHARLATANS U.K.
JELLYFISH
ENERGY ORCHARD
JACK RUBES
MICHELLE MALONE &
HEART THROBS
REAL LIFE
Hottest: JOHN HIATT
HOTHOUSE FLOWERS
WORLD PARTY
PRETENDERS
FAITH NO MORE
SONIC YOUTH
HAPPY MONDAYS

WMDK/Peterborough (603) 924-7165

Janice Bailey
CHARLATANS U.K.
JELLYFISH
BOOM CRASH OPERA
CHARLATANS U.K.
NEW ORDER
SOMETHING HAPPENS
RAILWAY CHILDREN
DAVID J
CANDY FLIP
CAVEGOGS
ATTEC CAMERA
JESUS JONES
a CHARLATANS U.K.
Light
a JANE'S ADDICTION
a STEVE WYNN
a TOO MUCH JOY
a HUNTERS & COLLECT
a DREAD ZEPPELIN
a JANE'S ADDICTION
a PIXIES
a DEVO
a JELLYFISH

WXVI/Pittsburgh (412) 856-6846

Dave Calabrese
DEPECHE MODE
ADRIAN BELEW
ULTRA VIVID SCENE
DREAD ZEPPELIN
IGGY POP
HEART THROBS
PIXIES
JELLYFISH
DREAD ZEPPELIN
JANE'S ADDICTION
TIMES 2
CHARLATANS U.K.
PLAN B
GREEN ON RED
Hottest: JOHN HIATT
DAVE STEWART & TH
DAVID J
WORLD PARTY
ATTEC CAMERA
IGGY POP

WDRF/Long Island (516) 832-9400

Denis McNamara
Heavy
BRUCE HORNSBY (M)
BAD COMPANY
JOHN BON JOVI
ALLMAN BROTHERS B
AEROSMITH
JOHNNY VAN ZANT
a TOT MATINEE (L)
a REO SPEEDWAGON
a MIDNIGHT OIL
a ERIC JOHNSON

WBRU/Providence (401) 272-9550

Karyn Bryant
Heavy
ALLMAN BROTHERS B
STEVE EARLE
FLEETWOOD MAC
JOHN HIATT
MIDNIGHT OIL
DON HENLEY
JUDE COLE
MICHUE MALONE
HOTHOUSE FLOWERS
Medium
a ENERGY ORCHARD
a JANATA
a WILLI JONES
a HUNTERS & COLLECT
Light
a JEFF HEALEY BAND
a IGGY POP

KROQ/Los Angeles (818) 567-1067

Andy Schuon
Heavy
DEPECHE MODE
LIGHTNING SEEDS
TRASH CAN SINATRA
PRINCE
MIDNIGHT OIL
BOOM CRASH OPERA
CONCRETE BLONDE
FAITH NO MORE
GENE LOVES JEZEBEL
NEW ORDER
WORLD PARTY
DAVID J
JESUS JONES
DEVO
CANDY FLIP
RAILWAY CHILDREN
REAL LIFE
STONE ROSES
a JANE'S ADDICTION
Medium
ATTEC CAMERA
IGGY POP
SONIC YOUTH

Denver

Y108

PD: Mark Bolke
APD/MD: Dom Testa

- H 1 JAMIE JACKSON/Come Back To Me
- H 2 MARIAN CAREY/Vision Of Love
- H 3 JAMIE JACKSON/Black Cat
- H 4 KEITH SWEAT/Make You Sweat
- H 5 NEW KIDS ON THE B/Tonight
- H 6 JAMIE JACKSON/Black Cat
- H 7 JAMIE JACKSON/Black Cat
- H 8 JAMIE JACKSON/Black Cat
- H 9 JAMIE JACKSON/Black Cat
- H 10 JAMIE JACKSON/Black Cat
- H 11 JAMIE JACKSON/Black Cat
- H 12 JAMIE JACKSON/Black Cat
- H 13 JAMIE JACKSON/Black Cat
- H 14 JAMIE JACKSON/Black Cat
- H 15 JAMIE JACKSON/Black Cat
- H 16 JAMIE JACKSON/Black Cat
- H 17 JAMIE JACKSON/Black Cat
- H 18 JAMIE JACKSON/Black Cat
- H 19 JAMIE JACKSON/Black Cat
- H 20 JAMIE JACKSON/Black Cat
- H 21 JAMIE JACKSON/Black Cat
- H 22 JAMIE JACKSON/Black Cat
- H 23 JAMIE JACKSON/Black Cat
- H 24 JAMIE JACKSON/Black Cat
- H 25 JAMIE JACKSON/Black Cat
- H 26 JAMIE JACKSON/Black Cat
- H 27 JAMIE JACKSON/Black Cat
- H 28 JAMIE JACKSON/Black Cat
- H 29 JAMIE JACKSON/Black Cat
- H 30 JAMIE JACKSON/Black Cat

95.5 FM

APGC

Continuous Music

Washington, D.C.

PD: Dave Ferguson
MD: David D

Q105

PORTLAND'S

Q105

AT 105.1 FM

KXYQ

Portland

VP/Programming: Jim Ryan
APD: Steve Naganuma

WIOQ

Philadelphia

Q102

PHILADELPHIA

San Antonio

PD: Rick Upton
MD: Stephanie Gramm

WQHT

New York

HOT 97 FM

OM: Joel Salkowitz
MD: Kevin McCabe

KUBE 97 FM

Seattle

PD: Tom Huttyler
MD: Randy Irwin

Y95

Fresh Continuous Music

KOY-FM/Phoenix, AZ

PD: Jay Stevens
APD: Monsoon Eddie
MD: Dana Yasner

CHR P1A

P1A CHR Reporters are major market stations which have achieved format dominance or exert significant influence in their market by playing a unique mix of leading-edge rock or dance records combined with mainstream CHR.

POWER 93

San Antonio

PD: Rick Upton
MD: Stephanie Gramm

POWER 93

San Antonio

PD: Rick Upton
MD: Stephanie Gramm

POWER 93

San Antonio

PD: Rick Upton
MD: Stephanie Gramm

POWER 93

San Antonio

PD: Rick Upton
MD: Stephanie Gramm

POWER 93

San Antonio

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MD: Stephanie Gramm

POWER 93

San Antonio

PD: Rick Upton
MD: Stephanie Gramm

CHR ADDS & HOTS

August 3, 1990 R&R • 93

EAST

MOST ADDED
Glenn Medeiros
f/Ray Parker
Dino
Taylor Dayne
Phil Collins
Maxi Priest
Prince

BREAKOUTS
Vixen
Louie Louie

P3

WPRR/Altoona, PA

Scott St. John

JAMES INGRAM

JUDE COLE

GLENN MEDEIROS

JOHNNY GILL

INDECENT OBSESSION (dp)

TRICIA LEIGH FISH (dp)

Hottest:

MARIAN CAREY 1-1

WILSON PHILLIPS 1-1

SWEET SENSATION 2-2

JANET JACKSON 8-3

SEDUCTION 10-6

POISON 11-8

Hottest:

BELL BIV DEVOE

INDECENT OBSESSION

BILLY JOEL

MAXI PRIEST

JUDE COLE

WINGER (dp)

GIANT (dp)

Hottest:

SWEET SENSATION 5-3

AEROSMITH 9-7

JANET JACKSON 12-8

TIME 10-12

POISON 13-13

Hottest:

BELL BIV DEVOE

INDECENT OBSESSION

BILLY JOEL

MAXI PRIEST

JUDE COLE

WINGER (dp)

GIANT (dp)

Hottest:

SWEET SENSATION 5-3

AEROSMITH 9-7

JANET JACKSON 12-8

TIME 10-12

POISON 13-13

Hottest:

BELL BIV DEVOE

INDECENT OBSESSION

BILLY JOEL

MAXI PRIEST

JUDE COLE

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GIANT (dp)

Hottest:

SWEET SENSATION 5-3

AEROSMITH 9-7

JANET JACKSON 12-8

TIME 10-12

POISON 13-13

Hottest:

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INDECENT OBSESSION

BILLY JOEL

MAXI PRIEST

JUDE COLE

WINGER (dp)

GIANT (dp)

Hottest:

SWEET SENSATION 5-3

AEROSMITH 9-7

JANET JACKSON 12-8

TIME 10-12

POISON 13-13

Hottest:

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INDECENT OBSESSION

BILLY JOEL

MAXI PRIEST

JUDE COLE

WINGER (dp)

GIANT (dp)

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AEROSMITH 9-7

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AEROSMITH 9-7

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AEROSMITH 9-7

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AEROSMITH 9-7

JANET JACKSON 12-8

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POISON 13-13

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AEROSMITH 9-7

JANET JACKSON 12-8

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AEROSMITH 9-7

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GIANT (dp)

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AEROSMITH 9-7

JANET JACKSON 12-8

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POISON 13-13

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MAXI PRIEST

JUDE COLE

WINGER (dp)

GIANT (dp)

Hottest:

SWEET SENSATION 5-3

AEROSMITH 9-7

JANET JACKSON 12-8

TIME 10-12

POISON 13-13

Hottest:

BELL BIV DEVOE

INDECENT OBSESSION

BILLY JOEL

MAXI PRIEST

JUDE COLE

WINGER (dp)

GIANT (dp)

Hottest:

SWEET SENSATION 5-3

AEROSMITH 9-7

JANET JACKSON 12-8

TIME 10-12

POISON 13-13

Hottest:

BELL BIV DEVOE

CHR ADDS & HOTS

MIDWEST

MOST ADDED
Dino
Phil Collins
Vixen
Taylor Dayne
Johnny Gill

BREAKOUTS
Giant

299/Oklahoma City, OK
Brett Dumler
JOHNNY GILL
DINO
BLACK BOX (dp)
BROSLOS (dp)
INDECENT OBSESSION (dp)
Hottest:
MARIAN CAREY 4-1
MICHAEL BOLTON 6-3
SELECTION 11-8
GLORIA ESTEFAN 13-12
AFTER 7 20-19
KXKQ/Omaha, NB
Bentley/Adams
DINO
FAVORITE ANGEL
JUDE COLE
VIXEN (dp)
Hottest:
MARIAN CAREY 1-1
M.C. HAMMER 12-2
FAITH NO MORE 5-4
NELSON 10-5
POISON 14-10

WHO/Youngstown, OH
Dick Thompson
JUDE COLE
PHIL COLLINS
AFTER 7
CULLOWAY
Hottest:
MARIAN CAREY 1-1
JOHNNY GILL 4-2
JANET JACKSON 10-5
GO WEST 9-7
SWEET SENSATION 11-9

KQHT/Grand Forks, ND
Jay Murphy
PHIL COLLINS
CHICAGO
VIXEN (dp)
WINGER (dp)
Hottest:
POISON 11-8
JON BON JOVI 14-9
ST. PAUL 23-19
NEW KIDS ON THE B 25-21
TIME 9-27

WPFR/Terre Haute, IN
Dave North
PHIL COLLINS
DINO
COLIN JAMES
VIXEN
CONCRETE BLONDE
Hottest:
MOTLEY CRUE 6-4
POISON 18-14
NEW KIDS ON THE B 30-17
NELSON 27-18
CHEAP TRICK 34-29

KFMW/Waterloo, IA
Mark Hansen
PHIL COLLINS
VIXEN
Hottest:
NELSON 17-10
ST. PAUL 20-15
CHEAP TRICK 24-16
JON BON JOVI 26-17
BILLY JOEL 28-18

KLUC/Las Vegas, NV
Dean Taylor
JOHNNY GILL
DINO
AFTER 7
TAYLOR DAYNE
PHIL COLLINS
INDECENT OBSESSION
Hottest:
DEPECHE MODE 3-2
GO WEST 4-4
MAKI PRIEST 19-14
TROUP 29-17
BILLY IDOL 29-10
SNAP 24-11

X100/San Francisco, CA
O'Toole/Reilly
TKA
JOHNNY GILL
M.C. HAMMER
DINO
Hottest:
SWEET SENSATION 7-5
TIME 12-9
STEVE B 16-11
MAKI PRIEST 19-14
TROUP 29-17

KFQQ/Cheyenne, WY
Daniela Collins
PHIL COLLINS
WHISPERS
EVERYDAY PEOPLE
DINO
GENE LOVES JEZEBE
VIXEN
WAS (NOT WAS)
Hottest:
JANET JACKSON 21-10
HEART 20-11
SWEET SENSATION 19-12
JON BON JOVI 28-21
ST. PAUL 37-30

P3

KYYY/Bismarck, ND
Bob Beck
STEVE B
BILLY JOEL
VIXEN
DINO
JOHN HIATT
Hottest:
FAITH NO MORE 19-11
POISON 21-11
NELSON 24-21
JON BON JOVI 28-24
NEW KIDS ON THE B 31-26

KTXJ/Jefferson City Columbia, MO
Jackson/Michaelis
TAYLOR DAYNE
KYPHER (dp)
CHICAGO
DINO
Hottest:
JOHNNY GILL 2-1
MARIAN CAREY 7-3
SWEET SENSATION 10-6
POISON 18-10
NELSON 19-13

WIBW/Topeka, KS
Kevin Wagner
BROTHER BEYOND
CHEAP TRICK
NELSON
STEVE B (dp)
ST. PAUL (dp)
Hottest:
GO WEST 4-1
BILLY IDOL 3-2
BAD ENGLISH 7-5
BRUCE HORNSBY 12-6
JANET JACKSON 15-9

WIFC/Wausau, WI
Duff Damos
VIXEN
Hottest:
MARIAN CAREY 5-1
HEART 8-6
JANET JACKSON 11-8
NELSON 15-12
WILSON PHILLIPS 16-13

FM104/Modesto Stockton, CA
DeMaroney/Hoffman
PHIL COLLINS
TAYLOR DAYNE
LONDON QUIREHOYS
STEVE B
VIXEN
Hottest:
AEROSMITH 1-1
JANET JACKSON 7-2
WILSON PHILLIPS 8-6
WILSON PHILLIPS 15-11
CONCRETE BLONDE 15-14

KWSS/San Jose, CA
Morgan/Anhorn
PRINCE
ALANNAH MYLES
Hottest:
JANET JACKSON 2-1
BILLY IDOL 5-4
MARIAN CAREY 8-5
WILSON PHILLIPS 13-7
JON BON JOVI 14-12

KFTZ/Idaho Falls, ID
Summers/Cary
BILLY JOEL
TAYLOR DAYNE
VIXEN
DINO (dp)
Hottest:
POISON 12-6
JON BON JOVI 17-10
FAITH NO MORE 18-12
NELSON 21-15
NEW KIDS ON THE B 37-29

P2

WKDD/Akron, OH
Clark/Nicholas
PHIL COLLINS
ST. PAUL
JOHNNY GILL
Hottest:
TAYLOR DAYNE 2-1
GO WEST 9-3
AEROSMITH 11-6
POISON 18-8
JANET JACKSON 15-12

WGRD/Grand Rapids, MI
Ron Brandon
BROTHER BEYOND
KEITH SWEAT
MAKI PRIEST
PARTY (dp)
Hottest:
NEW KIDS ON THE B (dp)
STEVE B
Hottest:
BILLY IDOL 9-4
JANET JACKSON 8-5
M.C. HAMMER 10-6
CISA STANFIELD 12-9
MARIAN CAREY 18-12

KZSP/Peoria, IL
Edwards/Stem
DEPECHE MODE
STEVE B
BROTHER BEYOND
Hottest:
TRICIA LEIGH FISH 2-1
DEPECHE MODE 3-2
GO WEST 4-3
MARIAN CAREY 5-4
BAD ENGLISH 6-5

WBNQ/Bloomington, IL
Justin/Wais
GLENN MEDEIROS
EVERYDAY PEOPLE
FAVORITE ANGEL
BOOM CRASH OPERA (dp)
Hottest:
GO WEST 6-2
AEROSMITH 7-4
SWEET SENSATION 10-5
BRUCE HORNSBY 16-10
FAITH NO MORE 19-14

WKFR/Kalamazoo, MI
Anthony Britain
GIANT
WAS (NOT WAS) (dp)
VIXEN
LOUIE LOUIE (dp)
DINO
TRICIA LEIGH FISH (dp)
Hottest:
BILLY IDOL 1-1
DANGER DANGER 3-2
AEROSMITH 7-4
JANET JACKSON 15-9
SWEET SENSATION 9-25

WAZY/Lafayette, IN
Mark Callaghan
KEITH SWEAT
Hottest:
MARIAN CAREY 1-1
JOHNNY GILL 3-2
JANET JACKSON 6-3
BAD ENGLISH 15-7
M.C. HAMMER 16-10

WEST
MOST ADDED
Dino
Vixen
Glenn Medeiros
Ray Parker Jr
Phil Collins
Taylor Dayne

BREAKOUTS
Gene Loves Jezebel
Louie Louie
Depeche Mode
Favorite Angel

92X/Columbus, OH
Gilligan/Mitchell
Hottest:
FAITH NO MORE 3-1
MODERN ENGLISH 4-1
POISON 8-4
AEROSMITH 8-6
HEART 11-7

WIXX/Green Bay, WI
Coy/Louizos
TAYLOR DAYNE
JESUS LOVES YOU
M.C. HAMMER
LONDON QUIREHOYS (dp)
INDECENT OBSESSION (dp)
Hottest:
BAD ENGLISH 2-1
MARIAN CAREY 4-2
POISON 19-8
HUMAN RADIO 17-9
NELSON 25-15

WZOK/Rockford, IL
Ivey/Zila
M.C. HAMMER
DEPECHE MODE
JAMES INGRAM (dp)
VIXEN (dp)
Hottest:
MARIAN CAREY 2-1
JANET JACKSON 5-2
CHEAP TRICK 7-3
PAUL YOUNG 12-7
JIMMY RYSER 20-17

WVBI/Bloomington, IN
Mark Callaghan
KEITH SWEAT
PAUL YOUNG
Hottest:
JOHNNY GILL 3-1
JANET JACKSON 6-3
SNAP 19-12
POISON 25-18
NEW KIDS ON THE B 30-23

WVLI/Indianapolis, IN
Cork/Valentine
TAYLOR DAYNE
PHIL COLLINS
JUDE COLE
JOHNNY GILL
JAMES INGRAM
GIANT (dp)
Hottest:
NEW KIDS ON THE B
Hottest:
GO WEST 1-1
MARIAN CAREY 3-2
BAD ENGLISH 6-3
SWEET SENSATION 12-5
WILSON PHILLIPS 15-6

P2

WEST
MOST ADDED
Dino
Vixen
Glenn Medeiros
Ray Parker Jr
Phil Collins
Taylor Dayne

BREAKOUTS
Gene Loves Jezebel
Louie Louie
Depeche Mode
Favorite Angel

WEST
MOST ADDED
Dino
Vixen
Glenn Medeiros
Ray Parker Jr
Phil Collins
Taylor Dayne

BREAKOUTS
Gene Loves Jezebel
Louie Louie
Depeche Mode
Favorite Angel

WPXR/Davenport
John Austin
PHIL COLLINS
PRINCE
SELECTION
JOHNNY GILL
M.C. HAMMER
SLAUGHTER
TAYLOR DAYNE
Hottest:
ROXETTE 1-1
GO WEST 5-4
BAD ENGLISH 6-5
JANET JACKSON 15-11
JON BON JOVI 19-14

WTRM/Hibbing Duluth, MN
Cram/Devis
PADL YOUNG
VIXEN (dp)
LONDON QUIREHOYS
JAMES INGRAM
TAYLOR DAYNE
TOMMY JAMES
JUDE COLE
Hottest:
ELECTRIC BOYS 2-2
POISON 17-9
SEIKO w/DOONIE WA 16-10
NELSON 25-18
CREAP TRICK 33-25
POISON 11-8

WRON/Delaware, OH
Mason/Alexander
PHIL COLLINS
BELL BIV DEVOTE (dp)
TAYLOR DAYNE
Hottest:
GO WEST 1-1
BAD ENGLISH 2-2
WILSON PHILLIPS 12-7
POISON 14-11
JOHNNY GILL 17-13

WVKS/Toledo, OH
Mike Wheeler
DINO
BROTHER BEYOND
TAYLOR DAYNE
LINDA RONSTADT
TROUP
AFTER 7
Hottest:
MARIAN CAREY 1-1
KEITH SWEAT 7-5
JOHNNY GILL 11-8
WILSON PHILLIPS 16-11
NELSON 26-21

WVLI/Indianapolis, IN
Cork/Valentine
TAYLOR DAYNE
PHIL COLLINS
JUDE COLE
JOHNNY GILL
JAMES INGRAM
GIANT (dp)
Hottest:
NEW KIDS ON THE B
Hottest:
GO WEST 1-1
MARIAN CAREY 3-1
BAD ENGLISH 6-3
SWEET SENSATION 12-5
WILSON PHILLIPS 15-6

WEST
MOST ADDED
Dino
Vixen
Glenn Medeiros
Ray Parker Jr
Phil Collins
Taylor Dayne

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Vixen
Glenn Medeiros
Ray Parker Jr
Phil Collins
Taylor Dayne

BREAKOUTS
Gene Loves Jezebel
Louie Louie
Depeche Mode
Favorite Angel

WGTV/Dayton, OH
Ballentine/Ross
SWEET SENSATION (dp)
GIANT (dp)
Hottest:
GO WEST 1-1
JOHNNY GILL 2-2
M.C. HAMMER 4-3
JANET JACKSON 10-5
POISON 11-8

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 2-1
SWEET SENSATION 9-6
JANET JACKSON 12-8
POISON 14-10
NELSON 24-19
CK105/Flint, MI
St. Michaels/O'Dell
DINO
TAYLOR DAYNE
INDECENT OBSESSION
TRICIA LEIGH FISH
Hottest:
MARIAN CAREY 3-1
BELL BIV DEVOTE 10-3
KYPHER 11-7
DEPECHE MODE 30-23
ADVENTURES OF STE 33-27

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

WEST
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Dino
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Ray Parker Jr
Phil Collins
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BREAKOUTS
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Ray Parker Jr
Phil Collins
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BREAKOUTS
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Favorite Angel

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

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BREAKOUTS
Gene Loves Jezebel
Louie Louie
Depeche Mode
Favorite Angel

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

WVVC/Indianapolis, MI
Robinson/Hendrix
PHIL COLLINS
BROTHER BEYOND
KYPHER (dp)
Hottest:
BILLY IDOL 1-1
GO WEST 3-3
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MARIAN CAREY 6-6
POISON 7-7

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Hottest:
BILLY IDOL 1-1
GO WEST 3-3
MICHAEL BOLTON 5-5
MARIAN CAREY 6-6
POISON 7-7

WEST
MOST ADDED
Dino
Vixen
Glenn Medeiros
Ray Parker Jr
Phil Collins
Taylor Dayne

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Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

P1-A Reporters: Selected leading-edge major market CHR stations whose playlists diverge significantly from mainstream CHR's.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

253 REPORTS

A

ADVENTURES OF STEVIE V

Dirty Cash (Money Talks) (Mercury)

Total Reports 63 25%

Table with columns: Regional Reach, Chart Pos, Summary Pos, P1, P2, P3, Tot. Includes data for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

Table with columns: Regional Reach, Chart Pos, Summary Pos, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

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AEROSMITH

The Other Side (Geffen) LP Pump

Total Reports 163 64%

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B

STEVIE B

Love & Emotion (LMR/RCA)

Total Reports 177 70%

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Babyface Continued

Table with columns: Regional Reach, Chart Pos, Summary Pos, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

BAD ENGLISH

Possession (Epic) LP: Bad English

Total Reports 179 71%

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Table with columns: Regional Reach, Chart Pos, Summary Pos, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

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Anita Baker Continued

Table with columns: Regional Reach, Chart Pos, Summary Pos, P1, P2, P3, Tot. Includes station lists for EAST, SOUTH, MIDWEST, WEST.

BELL BIV DEVOE

Do Me! (MCA) LP: Poison

Total Reports 140 55%

Table with columns: Regional Reach, Chart Pos, Summary Pos, P1, P2, P3, Tot. Includes data for National, Summary, UP, DEBS, SAME, DOWN, ADDS.

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Parallels Continued on Page 96

Jon Bon Jovi Continued

Chart and regional data for Jon Bon Jovi's 'Pirate' album. Includes regional reach, chart position, and station lists for various markets.

Chart and regional data for 'Brother Beyond' by The Girl I Used To Know. Includes regional reach, chart position, and station lists.

Chart and regional data for 'Mariah Carey' by Vision Of Love. Includes regional reach, chart position, and station lists.

Chart and regional data for 'Chicago' by Phil Collins. Includes regional reach, chart position, and station lists.

Chart and regional data for 'Calloway' by All The Way (Solar/Epic). Includes regional reach, chart position, and station lists.

Chart and regional data for 'Cheap Trick' by Can't Stop Fallin' Into Love (Epic). Includes regional reach, chart position, and station lists.

Chart and regional data for 'Mariah Carey' by Vision Of Love (Columbia). Includes regional reach, chart position, and station lists.

Chart and regional data for 'Chicago' by Phil Collins. Includes regional reach, chart position, and station lists.

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Chart and regional data for 'Chicago' by Phil Collins. Includes regional reach, chart position, and station lists.

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Continued On Next Column

DINO
Romeo (4th & Broadway/Island)
LP: Swingin
Total Reports 95 38%

FAITH NO MORE
Epic (Slash/Reprise)
LP: The Real Thing
Total Reports 142 56%

GO WEST
King Of Wishful Thinking (EMI)
LP: "Pretty Woman" ST
Total Reports 198 78%

M.C. Hammer Continued
Regional Reach
E 80%
S 80%
M 87%
W 64%

Don Henley Continued
Regional Reach
E 60%
S 52%
M 43%
W 45%

BILLY IDOL
Cradle Of Love (Chrysalis)
LP: Charmed Life
Total Reports 187 74%

GLORIA ESTEFAN
Cuts Both Ways (Epic)
LP: Cuts Both Ways
Total Reports 84 33%

JOHNNY GILL
My, My, My (Motown)
LP: Johnny Gill
Total Reports 59 23%

M.C. HAMMER
Have You Seen Her? (Capitol)
LP: Please Hammer Don't Hurt 'Em
Total Reports 208 82%

DON HENLEY
How Bad Do You Want It (Geffen)
LP: The End Of The Innocence
Total Reports 126 50%

BILLY IDOL
Cradle Of Love (Chrysalis)
LP: Charmed Life
Total Reports 187 74%

BRUCE HORNSBY & THE RANGE
Across The River (RCA)
LP: A Night On The Town
Total Reports 178 70%

Regional Reach
E 80%
S 80%
M 87%
W 64%

Regional Reach
E 60%
S 52%
M 43%
W 45%

Regional Reach
E 80%
S 80%
M 87%
W 64%

Regional Reach
E 60%
S 52%
M 43%
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W 64%

Regional Reach
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S 52%
M 43%
W 45%

New Kids On The Block Continued. KPLZ 18-15, KUBE 27-23, MIDWRST, WCIL 18-7, KQCR 27-22, etc.

Prince Continued. B94 d-30, G107 29-26, WAVA 28-25, SOUTH, WBRQ d-37, etc.

SEDUCTION Could This Be Love (Vendetta/MCA) LP: Nothing Matters Without Love. Total Reports 209 83%

Snap Continued. KPLZ 27-24, KUBE 22-18, MIDWEST, WBRQ 19-12, etc.

Sweet Sensation Continued. WNVZ 9-7, KSAQ 20-40, PRR2 9-8, etc.

POISON Unskinny Bop (Enigma/Capitol) LP: Flesh And Blood. Total Reports 193 76%

ST. PAUL Stranger To Love (Atlantic) LP: Down To The Wire. Total Reports 138 53%

KEITH SWEAT Make You... (Vintertainment/Elektra) LP: I'll Give All My Love. Total Reports 175 69%

KEITH SWEAT Make You... (Vintertainment/Elektra) LP: I'll Give All My Love. Total Reports 175 69%

TIME Jerk Out (Paisley Park/Reprise) LP: Pandemonium. Total Reports 211 83%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS.

PRINCE Thieves In... (Paisley Park/WB) LP: "Graffiti Bridge" ST. Total Reports 208 82%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS.

SNAP The Power (Arista) LP: World Power. Total Reports 164 65%

SWEET SENSATION If Wishes Came True (Atco) LP: Love Child. Total Reports 233 92%

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS.

Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS.

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Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS.

SIGNIFICANT ACTION

W

WILSON PHILLIPS
Release Me (SBK)

LP: Wilson Phillips

Total Reports 217 86%

Regional Reach
E 92%
S 93%
M 86%
W 69%

Parallel Reach
P1 76%
P2 83%
P3 99%

Chart Summary table with columns: Pos, P1, P2, P3, Tot

Winger Continued

Regional Reach
E 92%
S 93%
M 86%
W 69%

Winger Continued
EAST
SOUTH
MIDWEST
WEST
KXYQ on
PIRATE 22-19

Winger Continued
EAST
SOUTH
MIDWEST
WEST
KXYQ on
PIRATE 22-19

PAUL YOUNG
Oh Girl (Columbia)
LP: Other Voices
Total Reports 167 66%

Regional Reach
E 78%
S 69%
M 60%
W 56%

Chart Summary table with columns: Pos, P1, P2, P3, Tot

Winger Continued
EAST
SOUTH
MIDWEST
WEST

A

ANA duet w/JORDAN KNIGHT
Angel Of Love (Parc/Epic)

LP: Body Language

EAST
SOUTH
MIDWEST
WEST

D

DEPECHE MODE
Policy Of Truth (Sire/Reprise)

LP: Violator

EAST
SOUTH
MIDWEST
WEST

TRICIA LEIGH FISHER
Empty Beach (Atco)

EAST
SOUTH
MIDWEST
WEST

B

BANG
Holding My Heart (Vendetta/A&M)

LP: Sex Packets

EAST
SOUTH
MIDWEST
WEST

G

GENE LOVES JEZEBEL
Jealous (Geffen)

LP: Kiss Of Life

EAST
SOUTH
MIDWEST
WEST

C

BLACK BOX
Everybody Everybody (RCA)

LP: Dreamland

EAST
SOUTH
MIDWEST
WEST

E

DOC BOX & B. FRESH
Slow Love (Motown)

LP: Doc Box & B. Fresh

EAST
SOUTH
MIDWEST
WEST

GIANT
It Takes Two (A&M)

LP: Last Of The Runaways

EAST
SOUTH
MIDWEST
WEST

H

EVERYDAY PEOPLE
Headline News (SBK)

LP: "You Wash 'til Dry"

EAST
SOUTH
MIDWEST
WEST

HURRICANE
Next To You (Enigma)

LP: Slave To The Thrill

EAST
SOUTH
MIDWEST
WEST

C

CONCRETE BLONDE
Joey (IRS)

LP: Bloodletting

EAST
SOUTH
MIDWEST
WEST

F

FAVORITE ANGEL
Only Women Bleed (Columbia)

LP: Only Women Bleed

EAST
SOUTH
MIDWEST
WEST

J

COLIN JAMES
Just Came Back (Virgin)

LP: Sudden Stop

EAST
SOUTH
MIDWEST
WEST

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PARALLELS®

NEW ARTISTS

SIGNIFICANT ACTION

K

KID FROST
La Raza (Virgin)
LP: La Raza
P1 EAST SOUTH WEST

M

ALANNAH MYLES
Lover Of Mine (Atlantic)
LP: Alanah Myles
P1 EAST SOUTH WEST

TROOP
All I Do Is Think Of You (Atlantic)
LP: Attitude
P1 EAST SOUTH WEST

L

L.A. GUNS
Ballad Of Jayne (Vertigo/Polydor)
LP: Cocked And Loaded
P1 EAST SOUTH WEST

P

PARTY
Summer Vacation (Hollywood)
P1 EAST SOUTH WEST

V

VIXEN
How Much Love (EMI)
LP: Rev It Up
P1 EAST SOUTH WEST

LINEAR

LINEAR
Don't You Come Cryin' (Atlantic)
LP: Linear
P1 EAST SOUTH WEST

S

SUNDAYS
Here's Where The Story Ends (DGC)
LP: Reading, Writing And Arithmetic
P1 EAST SOUTH WEST

W

WAS (NOT WAS)
Papa Was A Rollin' Stone (Chrysalis)
LP: Are You Okay?
P1 EAST SOUTH WEST

LONON QUIREBOYS

LONON QUIREBOYS
I Don't Love You Anymore (Capitol)
LP: A Bit Of What You Fancy
P1 EAST SOUTH WEST

T

TIANA
First True Love (Micmac)
P1 EAST SOUTH WEST

WHISPERS
Innocent (Capitol)
LP: More Of The Night
P1 EAST SOUTH WEST

LOUIE LOUIE

LOUIE LOUIE
I Wanna Get Back (WTG/Epic)
LP: The State I'm In
P1 EAST SOUTH WEST

TKA
I Won't Give Up On You (Tommy Boy/WB)
P1 EAST SOUTH WEST

Reports

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KCAQ-Ozard-Vanum, CA (P2)
KCNX-Midland-Odessa, TX (P3)
KCMQ-Columbia, MO (P3)
KCPX-Salt Lake City, UT (P1)
KDOM-Salinas-Monterey, CA (P2)
KDWB-Minneapolis, MN (P1)
KEGL-Dallas, TX (P1)
KFBO-Cheyenne, WY (P3)
KFRX-Waterloo, IA (P3)
KFRY-Lincoln, NE (P3)
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KGI/Albion, CA (P1A)
KGT/Anchorage, AK (P3)
KHTK-St. Louis, MO (P2)
KHS-Los Angeles, CA (P1)
KIKI-Monrovia, HI (P2)
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KQIZ-Amarillo, TX (P3)
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KZID-Duluth, MN (P2)
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KZDZ-San Luis Obispo, CA (P3)
KZZB-Beaumont, TX (P2)
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WBND-Bloomington, IN (P3)
WBWB-Bloomington, IN (P3)
WCGO-Columbus, GA (P2)
WCIL-Carbondale, IL (P3)
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WDBR-Springfield, IL (P3)
WDFX-Detroit, MI (P1)
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WDLX-Washington, NC (P2)
WEGX-Philadelphia, PA (P1)
WERZ-Ezeter, NH (P1)
WFMF-Baton Rouge, LA (P2)
WGH-Morfolk, VA (P1)
WGRD-Grand Rapids, MI (P2)
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WHHY-Montgomery, AL (P2)
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WKSS-Martford, CT (P2)
WKTI-Milwaukee, WI (P1)
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WLAN-Lancaster, PA (P2)
WLWL-Minneapolis, MN (P1)
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WNCI-Columbus, OH (P1)
WNKK-Morrisburg, PA (P2)
WNOK-Columbia, SC (P2)
WNVZ-Norfolk, VA (P1)
WNYP-Ithaca, NY (P3)
WOKI-Knoxville, TN (P2)
WOMP-Midwest, WV (P3)
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WOWV-West Palm Beach, FL (P2)
WPFM-Panama City, FL (P3)
WPRF-Terre Haute, IN (P3)
WPGC-Washington, DC (P1A)
WPHR-Cleveland, OH (P1)
WPL-New York, NY (P1)
WPRR-Arizona, PA (P3)
WPST-Fronton, NJ (P2)
WPKR-Davenport, IA (P2)
WQID-Bozot, MS (P3)
WOUT-Johnson City, TN (P2)
WQKA-York, PA (P2)
WQMP-Ithaca, NY (P2)
WROH-Toledo, OH (P2)
WRVQ-Richmond, VA (P2)
WSPK-Poughkeepsie, NY (P2)
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WTTX-Hibbing-Duluth, MN (P2)
WTHI-Portland, ME (P3)
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WVIC-Lansing, MI (P2)
WVKS-Toledo, OH (P2)
WVSR-Charleston, WV (P2)
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WVCR-York, PA (P2)
WVYS-Gainesville, FL (P3)
WZKX-Bozot, MS (P3)
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WZOU-Boston, MA (P1)
WZPL-Indianapolis, IN (P1)
WZYP-Montville, AL (P2)
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WZZU-Raleigh, NC (P2)
B93 (KBTS)/Austin, TX (P2)
B94 (WBZZ)/Pittsburgh, PA (P1)
B95 (KBOS)/Fresno, CA (P2)
B96 (WBBM)/Chicago, IL (P1)
B98 (KZBB)/Ft. Smith, AR (P3)
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JET-FM (WJET)/Erie, PA (P2)
K92 (WXLK)/Roanoke, VA (P2)
K98 (KHFI)/Austin, TN (P2)
K106 (KIOC)/Beaumont, TX (P2)
KAY107 (KAYI)/Tulsa, OK (P2)
KC101 (WKCI)/New Haven, CT (P2)
KF95 (KFXD)/Boise, ID (P2)
KJ103 (KJYO)/Oklahoma City, OK (P2)
KS104 (KQKS)/Denver, CO (P1)
KZ93 (WKZW)/Peoria, IL (P2)
KZ106 (WSKZ)/Chattanooga, TN (P2)
OKSS (KOKS)/Tri-Cities, WA (P3)
PIRATE (KOLZ)/Los Angeles, CA (P1A)
PRO-FM (WPRO)/Providence, RI (P1)
PWR945 (WLPJ)/Lexington, KY (P2)
PWR96 (WPOW)/Miami, FL (P1A)
PWR99 (WAPW)/Atlanta, GA (P1)
PWR106 (KPRW)/Los Angeles, CA (P1A)
PWRPIG (WFLZ)/Tampa, FL (P1)
Q98 (WKQI)/Detroit, MI (P1A)
Q98 (WQSM)/Fayetteville, NC (P2)
Q101 (WJQJ)/Meridian, MS (P3)
Q102 (WKRQ)/Cincinnati, OH (P1)
Q104 (WQEM)/Gadsden, AL (P3)
Q105 (WKBQ)/Tampa, FL (P1)
Q106 (KRLQ)/San Diego, CA (P1)
Q107 (WROX)/Washington, DC (P1)
SLY96 (KSLY)/San Luis Obispo, CA (P3)
TIC-FM (WTFM)/Martford, CT (P2)
X100 (KXXX)/Birmingham, AL (P2)
X106 (WXXL)/Orlando, FL (P2)
Y94 (WDAY)/Fargo, ND (P3)
Y95 (KHYY)/Dallas, TX (P1)
Y97 (KHYY)/Santa Barbara, CA (P3)
Y100 (WHYY)/Miami, FL (P1)
Y107 (WYHY)/Nashville, TN (P2)
Y108 (KRXV)/Denver, CO (P1)
YES97 (WYYS)/Columbia, SC (P2)
ZFUM (KZFM)/Moscow, ID (P3)
Z95 (KLSZ)/Billings, MT (P3)
Z99 (KZBA)/Oklahoma City, OK (P2)
Z100 (WHTZ)/New York, NY (P1)
Z102 (WZAT)/Savannah, GA (P2)
Z103 (WHTZ)/Tallahassee, FL (P2)
Z104 (WZEE)/Madison, WI (P2)
Z106 (WSRZ)/Sarasota, FL (P2)
Z9X (WGTG)/Columbus, OH (P2)
93Q (WNTQ)/Syracuse, NY (P2)
95XIL (WXLJ)/Parkersburg, WV (P3)
95XXX (WXXX)/Burlington, VT (P3)
98PXY (WPKY)/Rochester, NY (P2)
99K (KSKG)/Salina, KS (P3)
99WAYS (WAYS)/Macon, GA (P2)
99WGY-Albany, NY (P2)
999KH (WKHI)/Ocean City, MD (P2)
103CIR (WCIR)/Seckley, WV (P3)



BREAKERS

PHIL COLLINS

Something Happened On The Way To Heaven (Atlantic)

81% of our reporters playing it. Moves: Up 24, Debuts 80, Same 36, Down 0, Adds 65 including WPLJ, Z100, WGH, WNVZ, PWRPIG, WNCI, WZPL, WLOL, KUBE, HOT102. See Parallels, debuts at number 37.

TAYLOR DAYNE

Heart Of Stone (Arista)

75% of our reporters playing it. Moves: Up 18, Debuts 63, Same 52, Down 0, Adds 58 including B94, Q107, B96, WPHR, WNCI, WZPL, KBEQ, Y108, KUBE. See Parallels, debuts at number 40.

MAXI PRIEST

Close To You (Charisma)

65% of our reporters playing it. Moves: Up 101, Debuts 17, Same 24, Down 0, Adds 22 including KHMx, WNVZ, Q102, WPGC, HOT999, WKQB, WMEE, WGRD. See Parallels, moves 37-32.

NEW & ACTIVE

NELSON "Can't Live Without Your Love And Affection" (DGC)

Reports: 145. Moves: Up 110, Debuts 11, Same 8, Down 0, Adds 16 including Z95, KBEQ, Y108, FLY92, B93, G105, PWR945, Y107, WGH 21-15, KSAQ 26-14, Q102 9-7, WKBO 3-1, PIRATE 10-8, KXYQ 18-15, KCPX 20-16, WKEE 31-20. See Parallels, moves 39-34 as 88% have it charted; Top 15 at 24%; Hot at 21%.

FAITH NO MORE "Epic" (Slash/Reprise)

Reports: 142. Moves: Up 101, Debuts 14, Same 13, Down 4, Adds 10, Z100, WNVZ, 999KHI, WSPK, WKQB, WNOK, WDJX, KZIO, 103CIR, WZKX, B94 31-26, KSAQ 4-2, Z95 6-1, WDFX 3-2, PIRATE 5-4, KPLZ 8-6, I95 4-1. See Parallels, moves 33-28 with chart action at 91%; Top 15 at 37%; Hot at 20%.

BELL BIV DEVOE "Do Me!" (MCA)

Reports: 140. Moves: Up 88, Debuts 15, Same 17, Down 0, Adds 20 including KRBE, Z95, KKRZ, KPLZ, WKSE, WMJQ, XL1067, WRON, KAY107, KRQ, KTXV, WXXS 8-6, HOT97 10-8, WPLJ 16-12, Z100 21-16, WEGX 26-19, WAVA 18-11, WPGC 1-1. See Parallels, moves 32-27 as it's converted to chart at 84%; Top 15 at 31%; Hot at 21%.

ST. PAUL "Stranger To Love" (Atlantic)

Reports: 138. Moves: Up 83, Debuts 14, Same 33, Down 1, Adds 7, WKEE, WKQB, WDJX, WKDD, KHTK, KWOD, WIBW, Q102 10-9, WLOL 18-11, KCPX 18-13, 99WGY 35-30, WQUT 24-15, KZIO 22-18, WPRR 20-16, 95XXX 39-29. Charted and moving at 75%.

DON HENLEY "How Bad Do You Want It" (Geffen)

Reports: 126. Moves: Up 85, Debuts 11, Same 26, Down 0, Adds 4, K98, 95XIL, WZZG, WCIL, B94 29-25, KXYQ 15-12, KISN 27-24, WAEB 21-19, 99KHI 20-12, G105 21-18, WQUT 23-20, WHYY 31-26, 92X 17-13, KZIO 20-17, WPRR 19-15, KCHX 35-26. 82% of the airplay has converted to chart; Top 15 at 11%.

INDECENT OBSESSION "Tell Me Something" (MCA)

Reports: 125. Moves: Up 37, Debuts 25, Same 42, Down 0, Adds 21 including KDWB, KUBE, WMJQ, K106, KZZB, WKQB, CK105, KLUC, WXXS 23-17, KKBO 29-26, KSAQ 30-24, WKBO 29-22, 999KHI 34-26, 93Q 39-34, WQUT 32-28.

JUDE COLE "Time For Letting Go" (Reprise)

Reports: 105. Moves: Up 18, Debuts 22, Same 36, Down 0, Adds 29 including WNVZ, WKQB, Y108, KCPX, WNNK, WRCK, WNOK, FM100, XL1067, WHOT, I95 30-27, WZYP 39-35, WQUT 25-21, KTUX 39-32, WJMX 37-25.

ANITA BAKER "Talk To Me" (Elektra)

Reports: 104. Moves: Up 68, Debuts 5, Same 31, Down 0, Adds 0, Y100 5-3, WNCI 9-8, KCPX 25-22, KISN 20-17, 99WGY 32-28, WMJQ 24-20, WLAN 16-13, WKRZ 35-30, WKQB 13-11, WXXS 24-20, KKMg 30-26, KWOD 34-30, KRQ 17-13, 95XXX 29-22.

DINO "Romeo" (4th & Broadway/Island)

Reports: 95. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 95 including WXXS, HOT97, WPLJ, WIOQ, PRO-FM, WPGC, KTFM, PWRPIG, Q105, B96, WHYT, KDWB, WKQB, PWR106, KOY-FM, FM102, KMEL.

CALLOWAY "All The Way" (Solar/Epic)

Reports: 88. Moves: Up 36, Debuts 14, Same 29, Down 0, Adds 9, KS104, KUBE, B93, YES97, KBFM, WHOT, KZII, Z97, KBOZ, PWRPIG 23-20, WLOL 30-27, KKRZ 30-27, TIC-FM 37-34, WKRZ 31-26, WQXA 23-20, KXXR 29-21.

GLORIA ESTEFAN "Cuts Both Ways" (Epic)

Reports: 84. Moves: Up 57, Debuts 6, Same 20, Down 0, Adds 1, KKYK, B104 9-7, WXXS 33-29, PRO-FM 21-19, PWR96 22-18, Y100 1-1, KTFM 21-16, Q95 11-8, KXYQ 3-1, KCPX 1-1, WDJX 20-16, KBFM 10-8, WOMX 7-5, WGRD 25-20, KQMG 14-7. Converted to chart at 87%; Top 15 at 26%; Hot at 11%.

KYPER "Tic Tac Toe" (Atlantic)

Reports: 80. Moves: Up 59, Debuts 3, Same 18, Down 2, Adds 7, WPGC, KRBE, KBEQ, WNOK, WVIC, WYKS, KTXV, WIOQ 13-9, KEGL 18-11, Y95 30-12, PWRPIG 11-7, B96 8-6, WHYT 1-1, WKBO 14-4, KS104 7-4, Q106 2-1, 99WGY 25-19. See Parallels, debuts at number 38 with converted airplay at 61%; Top 15 at 39%; Hot at 23%.

AFTER 7 "Can't Stop" (Virgin)

Reports: 73. Moves: Up 28, Debuts 10, Same 18, Down 0, Adds 17 including HOT97, WAVA, PWR99, KTFM, KGGI, WAPE, KJ103, WXXS, KLUC, KZZP, PWRPIG 26-18, HOT102 29-21, KOY-FM 26-21, KMEL 13-11, WBBQ 38-33, K106 40-32.

BILLY JOEL "That's Not Her Style" (Columbia)

Reports: 71. Moves: Up 15, Debuts 13, Same 26, Down 0, Adds 17 including Q107, WVSR, WKRZ, WZYP, KBFM, Z106, WFFX, WQID, KYYY, KPAT, WKBO 31-27, WQUT 39-33, KRZR 23-20, G98 33-29, KFMW 28-18.

CHICAGO "Hearts In Trouble" (DGC)

Reports: 71. Moves: Up 28, Debuts 10, Same 29, Down 0, Adds 4, 95XIL, KNIN, KQHT, KTXV, Q102 31-28, WKRZ 37-32, WBBQ 33-30, WCGQ 38-34, WQUT 30-26, Y107 27-24, KRNO 26-21, KZIO 36-33, KRZR 25-22, KZZU 32-29, WJMX 33-29, KPAT 23-20, KBOZ 38-32. Showing chart moves at 58%.

WINGER "Can't Get Enough" (Atlantic)

Reports: 64. Moves: Up 19, Debuts 8, Same 27, Down 0, Adds 10, WHYT, WZPL, WAEB, WHYY, Z106, WDLX, WFFX, WKSF, KQHT, KTMT, WDFX 21-19, PIRATE 22-19, JET-FM 33-30, WZYP 38-30, WQUT 38-30, WZZU 32-29, KATM 26-15, KRZR 11-7.

ADVENTURES OF STEVIE V "Dirty Cash (Money Talks)" (Mercury)

Reports: 63. Moves: Up 29, Debuts 7, Same 16, Down 0, Adds 11, WZOU, PWR106, 99WGY, WKSE, WSPK, WFMF, K92, KKSS, KCHX, 99KG, KTMT, WXXS 14-9, WPLJ 33-25, PWRPIG 35-32, HOT102 35-28, WAEB 40-34. Now charted at 59%.

GLENN MEDEIROS featuring RAY PARKER JR "All I'm Missing Is You" (MCA)

Reports: 60. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 60 including WXXS, WIOQ, PRO-FM, KKBO, WNVZ, KITY, Q105, WLOL, KKRZ, Q106, 99WGY, TIC-FM, WCKZ, WZYP, WRVQ.

JOHNNY GILL "My, My, My" (Motown)

Reports: 59. Moves: Up 16, Debuts 0, Same 1, Down 0, Adds 42 including WPLJ, Z100, KEGL, WNVZ, Q105, WHYT, PWR106, KKFR, FM102, KMEL, WBBQ, WOVV, WPGC 9-6, PWRPIG 39-33, KS104 20-16, KGGI 12-10, WCKZ 40-26.

JAMES INGRAM "I Don't Have The Heart" (WB)

Reports: 55. Moves: Up 11, Debuts 13, Same 10, Down 0, Adds 21 including KXYQ, FLY92, WFMF, WCGQ, WRVQ, Z102, WKZL, WZOK, WPRR, WKSF, Y100 23-19, WNCI 19-14, WERZ 34-29, WXXS 21-18, 103CIR 25-19.

MOST ADDED

- DINO (95)
- PHIL COLLINS (65)
- GLENN MEDEIROS
- 1/2 RAY PARKER JR. (60)
- TAYLOR DAYNE (58)
- VIXEN (45)
- JOHNNY GILL/My (42)
- PRINCE (34)
- JUDE COLE (29)
- LOUIE LOUIE (26)
- MAXI PRIEST (22)

MOST ACTIVE

- NELSON (121)
- FAITH NO MORE (111)
- BELL BIV DEVOE (103)
- DON HENLEY (96)
- ST. PAUL (96)
- ANITA BAKER (73)
- GLORIA ESTEFAN (63)
- INDECENT OBSESSION (62)
- KYPER (51)
- CALLOWAY (50)

HOTTEST

- JANET JACKSON (112)
- MARIAH CAREY (110)
- POISON (84)
- SWEET SENSATION (81)
- JOHNNY GILL/Rub (60)
- JON BON JOVI (56)
- WILSON PHILLIPS (52)
- SNAP (51)
- NEW KIDS ON THE BLOCK (50)
- M.C. HAMMER (49)

Most Active = Ups + Debuts - Downs

SIGNIFICANT ACTION

WHISPERS "Innocent" (Capitol)

Reports: 49. Moves: Up 11, Debuts 5, Same 23, Down 0, Adds 10, KKBO, FM102, Q106, WVSR, K106, WZYP, KCHX, WDBR, KFBO, SLY96, WIOQ 32-28, KRBE 24-21, PWRPIG 37-27, Y108 30-19, WKSS 28-26, HOT95 24-18.

TROOP "All I Do Is Think Of You" (Atlantic)

Reports: 49. Moves: Up 23, Debuts 4, Same 17, Down 1, Adds 4, WNOK, KHTK, WXXS, KIKI, HOT97 25-22, KITY 9-8, Y108 14-8, KOY-FM 15-12, Q106 30-19, 99WGY 36-27, KZFM 31-26, KJ103 26-21, KKMg 24-15, KROY 15-9, KWOD 14-11. Chart action at 69% of those playing it.

VIXEN "How Much Love" (EMI)

Reports: 46. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 45 including PIRATE, KXYQ, KPLZ, WAEB, WVSR, WBBQ, KZ106, WMEE, WTBX, KSND, KRZR, WPFM, KPAT, WIFC, WZZU 25-19.

PARTY "Summer Vacation" (Hollywood)

Reports: 46. Moves: Up 24, Debuts 2, Same 15, Down 1, Adds 4, HOT97, WBBQ, WCGQ, WGRD, WAVA 20-16, PWRPIG 29-24, Q105 28-24, HOT102 28-22, 99WGY 38-33, KZFM 33-28, KXXR 30-23, B95 38-32, KDON 30-24. 67% have it charted.

BLACK BOX "Everybody Everybody" (RCA)

Reports: 45. Moves: Up 9, Debuts 9, Same 14, Down 0, Adds 13 including WEGX, WAVA, KRBE, PWR96, KTFM, Q105, B96, HOT97, Z99, WXXS 34-28, HOT97 12-5, Z100 28-24, PWRPIG 33-26, KKMg 32-28, KROY 30-25.

BANG "Holding My Heart" (Vendetta/A&M)

Reports: 43. Moves: Up 10, Debuts 2, Same 24, Down 0, Adds 7, PWRPIG, Z95, WZYP, KZOU, KXXR, KWOD, G98, 99WGY 40-35, WSPK 40-33, KRNO 21-17, WJMX 32-24, KLYV 38-32.

FAVORITE ANGEL "Only Women Bleed" (CBS)

Reports: 41. Moves: Up 1, Debuts 4, Same 18, Down 0, Adds 18 including KKBO, Y108, KKRZ, KXYQ, WVSR, WCGQ, KTUX, KF95, G98, B98, WPFM, 99KG, KMOK, 92X d-24.

GENE LOVES JEZEBEL "Jealous" (Geffen)

Reports: 37. Moves: Up 2, Debuts 3, Same 15, Down 0, Adds 17 including PIRATE, KXYQ, WVSR, 999KHI, I95, WNYP, KCHX, WDBR, KTRR, KMOK, KTMT, Y97, KFMW 38-29.

TKA "I Won't Give Up On You" (Tommy Boy/WB)

Reports: 34. Moves: Up 8, Debuts 7, Same 12, Down 0, Adds 7, WIOQ, PWRPIG, Q106, WQXA, KXXR, KXXK, X100, HOT97 22-19, KITY 18-15, KTFM 29-23, KMEL 29-25.

WAS (NOT WAS) "Papa Was A Rollin' Stone" (Chrysalis)

Reports: 31. Moves: Up 1, Debuts 1, Same 18, Down 0, Adds 11, WXXS, KDWB, 99WGY, WSSX, KZIO, KZZU, B98, KNOE, WKFR, KFBO, KTMT, Y100 on, KOY-FM on-dp.

DOC BOX & B. FRESH "Slow Love" (Motown)

Reports: 30. Moves: Up 17, Debuts 0, Same 6, Down 0, Adds 7, KS104, 99WGY, HOT999, K106, KKMg, KZZP, KRQ, KITY 15-12, PWRPIG 28-21, KOY-FM 12-7, KGGI 6-1, KMEL 23-10, HOT97 25-18. 63% have it charted; 52% Top 15; Hot at 27%.

ANA with JORDAN KNIGHT "Angel Of Love" (Parc/Epic)

Reports: 30. Moves: Up 12, Debuts 3, Same 12, Down 1, Adds 2, KXXK, KGOT, WDFX 16-11, Y108 7-6, KHTK 4-3, WCIL 14-8. Charted moves at 60%.

KID FROST "La Raza" (Virgin)

Reports: 28. Moves: Up 14, Debuts 0, Same 10, Down 1, Adds 3, WFMF, KHTK, HOT949, KIIS 20-15, PWR106 13-10, KPRR 10-7, KBFM 36-30, KXXK 28-19, B95 21-13. Converted action at 79%; Top 15 at 39%; Hot at 14%; South & West lead.

LINEAR "Don't You Come Cryin'" (Atlantic)

Reports: 28. Moves: Up 18, Debuts 2, Same 7, Down 0, Adds 1, KXXK, KKBO 21-16, HOT102 32-23, HOT999 20-15, KXXR 26-20, KKMg 31-21, KCAQ 36-26, HOT949 20-16, KMOK 30-25.

LOUIE LOUIE "I Wanna Get Back With You" (WTG/Epic)

Reports: 27. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 26 including WXXS, PRO-FM, PWRPIG, KKFR, 999KHI, WPST, KPRR, HOT95, Y107, KHTK, KF95, KKMg, HOT949, WPFM, SLY96.

GIANT "It Takes Two" (A&M)

Reports: 27. Moves: Up 2, Debuts 2, Same 9, Down 0, Adds 14 including 99WGY, WVSR, 92X, WGTZ, KWNZ, 103CIR, KCHX, KQCR, KFRX, 99KG, OK95, WXXR 11-9, KFMW 39-31.

SUNDAYS "Here's Where The Story Ends" (DGC)

Reports: 27. Moves: Up 7, Debuts 6, Same 14, Down 0, Adds 0, KSAQ 24-10, WPST 28-24, HOT949 d-22, G98 31-26, KFTZ 32-24.

DEPECHE MODE "Policy Of Truth" (Sire/Reprise)

Reports: 26. Moves: Up 9, Debuts 0, Same 3, Down 0, Adds 14 including PWR99, WNVZ, Q105, WLOL, KIIS, PWR106, KXYQ, KPLZ, WSPK, WZOK, WXXS 26-21, KKBO 18-15, WHYT 21-13, CK105 30-23, KLUC 30-24. Ahead of single release it's converted to chart at 50%; Hot at 8%.

HURRICANE "Next To You" (Enigma)

Reports: 23. Moves: Up 3, Debuts 2, Same 18, Down 0, Adds 0, KSAQ on-dp, YES97 on-dp, WZZU 33-30, KATM on-dp.

COLIN JAMES "Just Came Back" (Virgin)

Reports: 21. Moves: Up 2, Debuts 0, Same 11, Down 0, Adds 8, WGH, KXYQ, KUBE, WPST, KZ106, KMYZ, WPFM, OK95, WZZU 11-9, KFMW 29-20.

TRICIA LEIGH FISHER "Empty Beach" (Atco)

Reports: 20. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 20 including WPLJ, KTFM, PWRPIG, WLOL, KKRZ, KISN, WBBQ, KZFM, WHHY, Y107, CK105, HOT949, WYKS, KLYV, WKFR.

BOOM CRASH OPERA "Onion Skin" (Giant/WB)

Reports: 18. Moves: Up 2, Debuts 0, Same 10, Down 0, Adds 6, KPLZ, WRVQ, HOT949, G98, KQIZ, WBNQ, KSAQ on-dp, KUBE on.

CONCRETE BLONDE "Joey" (IRS)

Reports: 18. Moves: Up 5, Debuts 4, Same 4, Down 0, Adds 5, KTUX, B98, WDBR, WPFM, ZFON, KSAQ 31-13, KRZR 18-13, KFMW 36-25. Now charted at 50% of those playing it; Hot at 11%.

ALANNAH MYLES "Lover Of Mine" (Atlantic)

Reports: 18. Moves: Up 5, Debuts 2, Same 7, Down 0, Adds 4, WKBO, KWSS, 99KG, KKHT, CK105 29-24, KFTZ 39-32.

L.A. GUNS "The Ballad Of Jayne" (Vertigo/Polydor)

Reports: 17. Moves: Up 4, Debuts 0, Same 4, Down 7, Adds 2, WKBO, WDLX, KIIS 29-20, WRON 7-4, WCIL 2-2.

TIANA "First True Love" (Micmac)

Reports: 16. Moves: Up 9, Debuts 2, Same 4, Down 1, Adds 0, PWR96 3-3, KTFM 4-3, HOT97 24-16, WKSS 21-13, WFMF 32-28, KPRR 1-1.

EVERYDAY PEOPLE "Headline News" (SBK)

Reports: 15. Moves: Up 0, Debuts 0, Same 9, Down 0, Adds 6, 999KHI, WQUT, KZZU, WCIL, KPXR, KFBO.

LONDON QUIREBOYS "I Don't Love You Anymore" (Capitol)

Reports: 11. Moves: Up 0, Debuts 0, Same 6, Down 0, Adds 5, WPST, WIXX, WTBX, FM104, WNYP, KSAQ on-dp.

DIGITAL UNDERGROUND "Doowutchyalike" (Tommy Boy)

Reports: 11. Moves: Up 9, Debuts 0, Same 1, Down 0, Adds 1, KBFM, KKFR 18-15, KZFM 39-33, KPRR 21-16, KWOD 24-19.

COLUMBIA RECORDS

CBS Records Inc.
51 West 52 Street
New York, New York 10019 6165

Address Correspondence To:
P.O. Box 4450
New York, New York 10101 4450
(212) 445-4321

August 1, 1990

Dear Programmers,

When I first took this job, I promised myself that I'd never write one of those 'Dear Programmer' open-letters.

But sometimes, when you come across a record that you believe in with a passion, there's no way around it. So, here I am, trying to communicate our feelings about Michael Bolton's new single, the classic GEORGIA ON MY MIND.

This has been an incredible year for Michael, whose three million worldwide-selling album "SOUL PROVIDER" just passed its 54th week on the LP charts, including more than 20 weeks inside the Top-10. At its core are four smash singles: the title-tune, SOUL PROVIDER, HOW AM I SUPPOSED TO LIVE WITHOUT YOU, HOW CAN WE BE LOVERS, and the most recent WHEN I'M BACK ON MY FEET AGAIN, bulleted Top-5 after ten weeks.

GEORGIA ON MY MIND is the fifth (and final) single from "SOUL PROVIDER." Its performance does justice to every great artist challenged by the song in the past--and certainly brings to mind Michael's heart-wrenching version of another Georgia anthem, Otis Redding's (SITTIN' ON) THE DOCK OF THE BAY (from "THE HUNGER" album).

Winner of the "Best Pop Vocal, Male" Grammy and four SKC/New York Music Awards (including "Best Male Pop Vocalist" and "Best Male R&B Vocalist"), Michael has attained the highest heights. Last month he received the prestigious Creative Achievement Award of the B'nai Brith Music and Performing Arts Unit at their annual awards dinner in New York. And July 25th marked the opening of the most extensive North American tour of his career, with friend Kenny G.

Your audience is going to love GEORGIA ON MY MIND, featuring Kenny G. on saxophone. Give it a few spins and listen to what happens.

Have a great summer!



Burt Baumgartner
Vice President, Promotion
Columbia Records



NATIONAL AIRPLAY OVERVIEW

CHR

3	2	WKS	WKS	LW	TW
2	2	1	1	1	MARIAH CAREY /Vision Of Love (Columbia)
14	8	4	2	2	JANET JACKSON /Come Back To Me (A&M)
12	9	6	3	3	SWEET SENSATION /If Wishes Came True (Atco)
5	4	2	4	4	JOHNNY GILL /Rub You The Right Way (Motown)
9	7	7	5	5	BILLY IDOL /Cradle Of Love (Chrysalis)
13	11	9	6	6	GO WEST /King Of Wishful Thinking (EMI)
18	13	10	7	7	SEDUCTION /Could This Be Love (Vendetta/A&M)
25	20	14	8	8	M.C. HAMMER /Have You Seen Her? (Capitol)
28	23	17	9	9	WILSON PHILLIPS /Release Me (SBK)
20	15	11	10	10	BAD ENGLISH /Possession (Epic)
21	14	12	11	11	SNAP /The Power (Arista)
23	19	16	12	12	TIME /Jerk Out (Paisley Pk/Repr)
3	3	5	13	13	TYLER COLLINS /Girls Nite Out (RCA)
1	1	3	14	14	G. MEDEIROS I/B. BROWN /She Ain't... (Amherst/MCA)
33	24	19	15	15	POISON /Unskinny Bop (Enigma/Capitol)
24	21	18	16	16	BRUCE HORNSBY & THE RANGE /Across The... (RCA)
—	33	21	17	17	NEW KIDS ON THE BLOCK /Tonight (Columbia)
6	5	8	18	18	MICHAEL BOLTON /When I'm Back On My... (Columbia)
29	26	22	19	19	KEITH SWEAT /Make You Sweat (Vintertainment/Elektra)
—	37	28	20	20	JON BON JOVI /Blaze Of Glory (Mercury)
34	28	24	21	21	AEROSMITH /The Other Side (Geffen)
27	25	23	22	22	BABYFACE /My Kinda Girl (Solar/Epic)
38	34	27	23	23	STEVIE B /Love And Emotion (LMR/RCA)
32	29	26	24	24	HEART /I Didn't Want To Need You (Capitol)
4	6	15	25	25	DEPECHE MODE /Enjoy The Silence (Sire/Reprise)
39	36	29	26	26	BROTHER BEYOND /The Girl I Used To Know (EMI)
—	40	32	27	27	BELL BIV DEVOE /Do Me! (MCA)
—	39	33	28	28	FAITH NO MORE /Epic (Slash/Reprise)
—	—	35	29	29	CHEAP TRICK /Can't Stop Fallin' Into Love (Epic)
DEBUT	—	—	30	30	PRINCE /Thieves In The Temple (Paisley Park/WB)
11	12	25	31	31	EN VOGUE /Hold On (Atlantic)
BREAKER	—	—	32	32	MAXI PRIEST /Close To You (Charisma)
19	18	20	33	33	MOTLEY CRUE /Don't Go Away Mad Just... (Elektra)
—	—	39	34	34	NELSON /Can't Live Without Your Love... (DGC)
10	10	13	35	35	MADONNA /Hanky Panky (Sire/WB)
—	—	40	36	36	PAUL YOUNG /Oh Girl (Columbia)
BREAKER	—	—	37	37	PHIL COLLINS /Something Happened On... (Atlantic)
DEBUT	—	—	38	38	KYPER /Tic Tac Toe (Atlantic)
36	35	34	39	39	LIGHTNING SEEDS /Pure (MCA)
BREAKER	—	—	40	40	TAYLOR DAYNE /Heart Of Stone (Arista)

N&A Pg. 102; Playlists Pg. 90; Parallels Pg. 95

ADULT CONTEMPORARY

3	2	WKS	WKS	LW	TW
2	2	1	1	1	MARIAH CAREY /Vision Of Love (Columbia)
5	4	2	2	2	JAMES INGRAM /I Don't Have The Heart (WB)
8	7	4	3	3	ANITA BAKER /Talk To Me (Elektra)
11	9	7	4	4	WILSON PHILLIPS /Release Me (SBK)
7	6	5	5	5	BRUCE HORNSBY & THE RANGE /Across The... (RCA)
14	11	9	6	6	JANET JACKSON /Come Back To Me (A&M)
16	12	10	7	7	PAUL YOUNG /Oh Girl (Columbia)
1	1	3	8	8	GLORIA ESTEFAN /Cuts Both Ways (Epic)
9	8	8	9	9	NIKKI /Notice Me (Geffen)
20	16	12	10	10	GO WEST /King Of Wishful Thinking (EMI)
23	19	15	11	11	FLEETWOOD MAC /Skies The Limit (WB)
4	3	6	12	12	MICHAEL McDONALD /Take It To Heart (Reprise)
30	23	16	13	13	BILLY JOEL /And So It Goes (Columbia)
6	5	11	14	14	AFTER 7 /Ready Or Not (Virgin)
3	10	14	15	15	MICHAEL BOLTON /When I'm Back On My... (Columbia)
26	22	18	16	16	SWEET SENSATION /If Wishes Came True (Atco)
13	13	13	17	17	BASIA /Baby You're Mine (Epic)
—	26	22	18	18	PROPAGANDA /Heaven Give Me Words (Charisma)
29	25	21	19	19	LISA STANSFIELD /You Can't Deny It (Arista)
BREAKER	—	—	20	20	PHIL COLLINS /Something Happened On The... (Atlantic)
BREAKER	—	—	21	21	LINDA RONSTADT /Adios (Elektra)
—	30	25	22	22	DION /Sea Cruise (Elektra)
—	—	26	23	23	LIGHTNING SEEDS /Pure (MCA)
—	—	27	24	24	OLETA ADAMS /Rhythm Of Life (Fontana/Mercury)
—	—	28	25	25	JUDE COLE /Time For Letting Go (Reprise)
15	18	19	26	26	PHIL COLLINS /Do You Remember (Atlantic)
10	15	20	27	27	ROXETTE /It Must Have Been Love (EMI)
BREAKER	—	—	28	28	JIMMY RYSER /Same Old Look (Arista)
BREAKER	—	—	29	29	BEACH BOYS /Problem Child (RCA)
DEBUT	—	—	30	30	SEDUCTION /Could This Be Love (Vendetta/A&M)

AC Music Begins Pg. 76

URBAN CONTEMPORARY

3	2	WKS	WKS	LW	TW
4	2	1	1	1	MARIAH CAREY /Vision Of Love (Columbia)
5	4	3	2	2	ANITA BAKER /Talk To Me (Elektra)
3	3	2	3	3	AFTER 7 /Can't Stop (Virgin)
9	7	5	4	4	BABYFACE /My Kinda Girl (Solar/Epic)
12	9	6	5	5	TIME /Jerk Out (Paisley Park/Reprise)
15	10	8	6	6	JANET JACKSON /Come Back To Me (A&M)
10	8	7	7	7	BELL BIV DEVOE /Do Me! (MCA)
20	11	10	8	8	TONY! TONI! TONE! /Feels Good (Wing/Polydor)
21	14	11	9	9	GEOFF McBRIDE /Gotta Good Thing (Arista)
26	18	14	10	10	WHISPERS /Innocent (Capitol)
30	20	15	11	11	EN VOGUE /Lies (Atlantic)
13	24	16	12	12	M.C. HAMMER /Have You Seen Her? (Capitol)
2	1	4	13	13	KEITH SWEAT /Make You Sweat (Vintertainment/Elektra)
24	19	17	14	14	TERRY STEELE /If I Told You Once (SBK)
17	13	13	15	15	BARBARA WEATHERS /The Master Key (Reprise)
22	21	20	16	16	BASIC BLACK /She's Mine (Sound Of New York/Motown)
36	28	21	17	17	BOYS /Crazy (Motown)
27	25	23	18	18	WEST COAST RAP ALL-STARS /We're All In... (WB)
16	12	11	19	19	A. WINBUSH I/R. ISLEY /Lay Your Troubles... (Mercury)
35	29	24	20	20	NAJEE featuring VESTA/It'll Be Good To You (EMI)
—	34	28	21	21	MELBA MOORE /Do You Really Want My Love (Capitol)
—	—	34	22	22	LALAH HATHAWAY /Heaven Knows (Virgin)
—	32	27	23	23	BARRY WHITE /When Will I See You Again (A&M)
6	6	9	24	24	CAMEO /I Want It Now (Atlanta Artists/Mercury)
—	36	30	25	25	POOR RIGHTEOUS TEACHERS /Rock This... (Profile)
—	—	33	26	26	BLACK BOX /Everybody Everybody (RCA)
—	39	32	27	27	BODY /Touch Me Up (MCA)
DEBUT	—	—	28	28	PRINCE /Thieves In The Temple (Paisley Park/WB)
—	—	35	29	29	WINANS /A Friend (Qwest/WB)
40	38	31	30	30	Z-LOOKE /Girl Danz With Me (Orpheus/EMI)
1	5	18	31	31	JOHNNY GILL /My My My (Motown)
—	—	39	32	32	CALLOWAY /All The Way (Solar/Epic)
DEBUT	—	—	33	33	T. PENDERGRASS & L. FISHER /Glad To Be... (Elektra)
DEBUT	—	—	34	34	PERFECT GENTLEMEN /One More Chance (Columbia)
BREAKER	—	—	35	35	PUBLIC ENEMY /Brothers Gonna... (Def Jam/Columbia)
DEBUT	—	—	36	36	RUBY TURNER /It's A Crying Shame (Jive/RCA)
—	—	37	37	37	ERIC GABLE /In A Sexy Mood (Orpheus/EMI)
34	30	25	38	38	MAZE I/FRANKIE BEVERLY /Songs Of Love (WB)
DEBUT	—	—	39	39	LUKE I/2 LIVE CREW /Banned In The... (Luke/Atlantic)
BREAKER	—	—	40	40	NAYOBE /I Love The Way You Love Me (WTG/Epic)

New & Active, TOP 10 Recurrents Pg. 72

NEW ROCK

LW	TW	
2	1	GENE LOVES... /Kiss Of... (Beggars Banquet/Geffen)
1	2	CONCRETE BLONDE /Bloodletting (IRS)
3	3	AZTEC CAMERA /Stray (Sire/Reprise)
7	4	IGGY POP /Brick By Brick (Virgin)
4	5	DAVID J /Songs From Another... (Beggars Banquet/RCA)*
9	6	DEVO /Smooth Noodle Maps (Enigma)
6	7	RAILWAY CHILDREN /Native Place (Virgin)*
5	8	WORLD PARTY /Goodbye Jumbo (Chrysalis)
10	9	SONIC YOUTH /Goo (DGC)
8	10	HOTHOUSE FLOWERS /Home (London/Polydor)

*Keeps bullet due to continued growth.

Complete TOP 30 New Rock Chart Pg. 84

NAC

LW	TW	
1	1	MICHAEL FRANKS /Blue Pacific (Reprise)
6	2	PETER WHITE /Reveilleez-vous (Chase Music Group)
4	3	WIND MACHINE /Road To Freedom (Silver Wave)
5	4	WINDOWS /Blue September (Cypress)
3	5	STEVE KINDLER /Across A Rainbow Sea (Global Pacific)*
2	6	SPYRO GYRA I/JAY BECKENSTEIN /Fast Forward (GRP)
8	7	YANNI /Reflections Of Passion (Private Music)
9	8	JILL SOBELE /Things Here Are Different (MCA)
11	9	RICHARD ELLIOT /What's Inside (Enigma)
7	10	CHI /Jet Stream (Sonic Atmosphere)

*Keeps bullet due to continued growth.

Complete TOP 30 NAC Chart Pg. 80

CONTEMPORARY JAZZ

LW	TW	
1	1	WYNTON MARSALIS /Standard Time... (Columbia)
2	2	PAT METHENY /Question & Answer (Geffen)
3	3	ELIANE ELIAS /Eliane Elias Plays Jobim (Blue Note)
4	4	STAN GETZ /Apasionado (A&M)
5	5	CHRISTOPHER HOLLIDAY /On Course (Novus/RCA)
6	6	McCOY TYNER /Things Ain't What They Used To Be (Blue Note)
7	7	TUCK ANDRESS /Reckless (Windham Hill)
9	8	MICHAEL FRANKS /Blue Pacific (Reprise)
8	9	HILTON RUIZ /Doin' It Right (Novus/RCA)
11	10	SPYRO GYRA I/JAY BECKENSTEIN /Fast Forward (GRP)

Complete TOP 30 Contemporary Jazz Chart Pg. 80

AOR TRACKS

3	2	WKS	WKS	LW	TW
4	2	1	1	1	ALLMAN BROTHERS /Good Clean Fun (Epic)
9	6	3	2	2	JOHNNY VAN ZANT /Brickyard Road (Atlantic)
8	7	4	3	3	JON BON JOVI /Blaze Of Glory (Mercury)
2	1	2	4	4	AEROSMITH /The Other Side (Geffen)
16	9	7	5	5	CHEAP TRICK /Can't Stop Falling Into Love (Epic)
5	5	6	6	6	DAMN YANKEES /Come Again (WB)
11	10	9	7	7	POISON /Unskinny Bop (Enigma/Capitol)
13	12	10	8	8	COLIN JAMES /Just Came Back (Virgin)
1	3	5	9	9	BRUCE HORNSBY /Across The River (RCA)
17	14	13	10	10	BLACK CROWES /Twice As Hard (Def American/Geffen)
7	8	8	11	11	DON HENLEY /How Bad Do You Want It (Geffen)
20	15	14	12	12	WINGER /Can't Get Enough (Atlantic)
BREAKER	—	—	13	13	GUNS N' ROSES /Civil War (WB)
22	16	15	14	14	SANTANA /Peace On Earth...Third Stone From... (Columbia)
10	11	12	15	15	HEART /I Didn't Want To Need You (Capitol)
3	4	11	16	16	BAD COMPANY /Holy Water (Atco)
26	22	18	17	17	JOHN HIATT /Child Of The Wild Blue Yonder (A&M)
24	19	16	18	18	ALIAS /Haunted Heart (EMI)
36	26	19	19	19	GUNS N' ROSES /Knockin' On Heaven's Door (DGC)
27	25	20	20	20	CONCRETE BLONDE /Joey (IRS)
BREAKER	—	—	21	21	QUEENSRYCHE /Last Time In Paris (Elektra)
DEBUT	—	—	22	22	REO SPEEDWAGON /Live It Up (Epic)
BREAKER	—	—	23	23	VIXEN /How Much Love (EMI)
BREAKER	—	—	24	24	SLAUGHTER /Fly To The Angels (Chrysalis)
39	31	27	25	25	GENE LOVES JEZEBEL /Jealous (Beggars Banquet/Geffen)
42	32	29	26	26	NELSON /Can't Live Without Your Love & Affection (DGC)
40	33	30	27	27	JUDE COLE /Time For Letting Go (Reprise)
—	42	35	28	28	BILLY IDOL /L.A. Woman (Chrysalis)
32	28	26	29	29	HOTHOUSE FLOWERS /Give It Up (London/Polydor)
—	53	43	30	30	BRUCE HORNSBY /A Night On The Town (RCA)
49	38	36	31	31	MIDNIGHT OIL /King Of The Mountain (Columbia)
46	36	34	32	32	FAITH NO MORE /Epic (Slash/Reprise)
DEBUT	—	—	33	33	BAD COMPANY /Boys Cry Tough (Atco)
—	—	47	34	34	JEFF HEALEY BAND /While My Guitar Gently... (Arista)
6	13	17	35	35	JEFF HEALEY BAND /I Think I Love You... (Arista)
37	34	33	36	36	STEVE EARLE & THE DUKES /The Other Kind (MCA)
—	51	41	37	37	MICHAEL PENN /Brave New World (RCA)
60	47	40	38	38	ERIC JOHNSON /Cliffs Of Dover (Capitol)
53	41	38	39	39	FLEETWOOD MAC /Skies The Limit (WB)*
—	49	44	40	40	RED HOUSE /I Said A Prayer (SBK)

*Keeps bullet due to continued growth.

Complete TOP 60 Tracks Chart Pg. 82; LP Chart Pg. 86

COUNTRY

3	2	WKS	WKS	LW	TW
10	5	3	1	1	VINCE GILL /When I Call Your Name (MCA)
9	4	2	2	2	LORRIE MORGAN /He Talks To Me (RCA)
13	7	4	3	3	TRAVIS TRITT /I'm Gonna Be Somebody (WB)
15	10	5	4	4	SHENANDOAH /Next To You, Next To Me (Columbia)
14	8	6	5	5	WAYLON JENNINGS /Wrong (Epic)
18	13	9	6	6	CLINT BLACK /Nothing's News (RCA)
17	14	1			