

INSIDE:

ABCs FOR TRAINING AEs

With staff transition higher than ever, it's essential to bring new people up to snuff as quickly as possible. **Chris Beck** explains how to achieve maximum results from new employees in the shortest possible time.

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WINDY CITY WRAP

Chicago takes center stage in this week's UC and CHR columns. **Walt Love** spotlights Black AC pioneer **WVAZ**, which is celebrating its two-year anniversary. **Joel Denver** explains how **B96's** "Three-M Plan" — music, mornings, marketing — has taken the station to the top.

Pages 50, 66



TAKIN' IT TO THE STREETS

As budgets tighten across the country, **John Parikhal** predicts stations will increasingly rely on good old-fashioned street fighting to propel their promotion/marketing efforts. Learn how to:

- Attack the competitor
- Reflect your listeners
- Create a memorable event.

Page 26

DAVID VS. GOLIATH

It's no big deal these days when an AOR leads its market in adult male demos. But how about if the rocker in question is a *mono AM daytimer*? Meet **WTAK/Huntsville, AL** . . . proud purveyor of "the best damn music through one speaker."

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CASHING IN ON UNPLANNED BUYS

One-third of all retail music purchases aren't preplanned — they're directly affected by what the consumer sees and hears inside the store.

Page 42



Gammon Seizes Americom

All Employees Fired; Brokers Offered New Compensation Plan; Offices To Relocate; Steding Opens Own Firm

Americom Radio Brokers Managing Director **Bill Steding** is bolting the company to start a new broadcast mergers and acquisitions boutique, following a palace coup last week that restored brokerage founder **Tom Gammon** to power.

The development, announced Tuesday night (10/9), is the first sign of an expected exodus of talent from Americom, following a weeklong series of

charges and countercharges that has shaken the nation's largest radio brokerage to its foundations.

Tom Gammon, acting in concert with his brother, **Americom** President **Dan Gammon**, removed **Steding** — who accounted for nearly two-thirds of the firm's billing last year — as an officer and director of the company, and gave all employees a 30-day termination notice last week. The brokers were told they could remain only as independent contractors under a radically new compensation structure that makes them liable for most sales expenses.

Crown Link

The move followed reports that **Tom Gammon's Crown Broadcasting** was in financial trouble, allegations he's denied vehemently. **Steding** and others in the firm have accused **Gammon** of taking over the brokerage in order to use its financial

AMERICOM/See Page 40

Elliott Now KKBQ Ops Director



Dave Elliott

Dave Elliott has resigned the Asst. PD/MD post at **Emmis** CHR **WAVA/Washington** to take the newly created position of Operations Director at **Gannett** CHR **KKBQ (93Q)/Houston**. His move, effective within two weeks, follows former **WAVA** Asst. PD **John Cook's** departure to join **WSNI/Philadelphia** as MD.

KKBQ President/GM **Al Brady** Law said, "Dave and [KKBQ PD] **Dene Hallam** were a successful combo in Kansas City [at **KCPW**, now **KCMO-FM**], and we'll have a repeat situation here in Houston."

ELLIOTT/See Page 40



Lennon Birthday Tribute Reaches Fans Worldwide

A global audience estimated at one billion listeners tuned in to a ten-minute celebration of **John Lennon's** 50th birthday Tuesday (10/9). As many as 1000 U.S. radio stations aired the event, which originated from the United Nations building in New York.

The tribute, which was organized by consultant **Jeff Pollack**, was attended by many of **Lennon's** friends, as well as U.N. diplomats. Outside, thousands of fans jammed the sidewalks.

Following an introduction by **WNEW-FM/New York** personality **Scott Muni**, **Yoko Ono** paid tribute to her husband by telling

the audience, "I would like us to remember and celebrate his birthday as a day of love, because he was a man of love, and because love is much needed at this time in our lives. Happy birthday, John."

Lennon's voice then filled the air, imploring, "Just think of your

LENNON/See Page 40

Jacor Ups Lauer To Corporate VP

Hogan Elevated To VP/GM Post At WGST & WPCH, Georgia Network

John Lauer, VP/GM at **WGST & WPCH/Atlanta** and the **Georgia Network**, was promoted to VP at parent **Jacor Communications** this week

(10/8). Concurrently, **John Hogan** has exited the GSM post at the three entities to take **Lauer's** VP/GM post.

Jacor Chairman and President **Terry Jacobs** stated, "John Lauer has done a tremendous job over the last 19 years, making **WGST**, **WPCH**, and the **Georgia Network** important factors in Atlanta and the state of Georgia. We're pleased to be able to take advantage of his expertise, background, and talents to help move **Jacor** forward in the future. **John Hogan** has aptly demonstrated, in his ten years with the stations, that he's well-qualified to continue to develop our objectives in Atlanta."

Lauer noted, "I'm excited and thrilled by the challenge this opportunity presents."

Hogan, who's spent his entire radio career at **WGST & WPCH**, told **R&R**, "I look forward to continuing the growth and development of both properties. I don't have any changes of direction in mind: My goal is to continue to build the audience and the revenues of both stations."

SUMMER ARBITRONS

WPGC's Tops In DC; Q105 Drops In Tampa

WPGC, which reigned as Washington's leading contemporary station in the late '70s and early '80s, has taken a huge lead in the CHR derby, according to the summer '90 Arbitron. In Tampa, Country **WQYK** claimed the top spot, held by a different station in each of the last four survey periods. While renegade CHR **WFLZ (Power Pig)** rocked steady this quarter, rival **WRBQ (Q105)** dropped to its lowest figure in nine years. Detailed ratings results from 23 major markets begin on Page 43.

Washington, DC

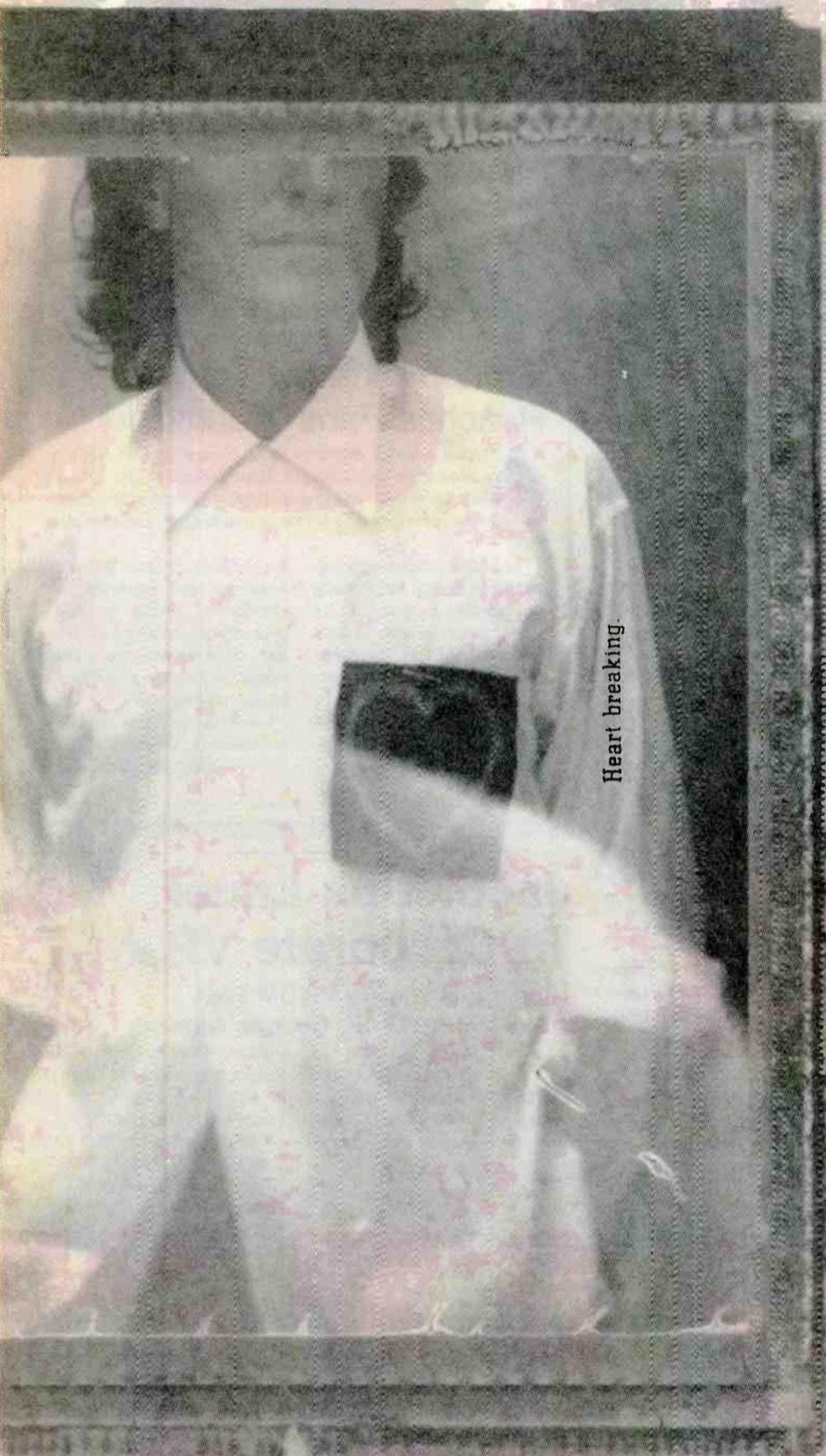
	Spring '90	Su '90
WPGC-FM (CHR)	6.8	7.5
WKYS (UC)	4.8	6.6
WMZQ-AM & FM (Ctry)	6.3	6.5
WGAY (B/EZ)	7.1	5.9
WASH (AC)	4.2	5.1
WMAL (N/T)	5.1	5.1

Tampa-St. Petersburg

	Spring '90	Su '90
WQYK-FM (Ctry)	7.8	9.1
WFLZ (CHR)	8.3	8.3
WWRM (AC)	9.0	7.4
WUSA (AC)	7.3	6.2
WYNF (AOR)	6.8	6.2
WRBQ-AM & FM (CHR)	7.3	6.1

CMA Award Winners

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Heart breaking.



Heart healing.

It takes you

even higher.

Takes your

breath away.

The air is finer.

The light

is brighter.

And the view

stretches for as far as

the heart can see.

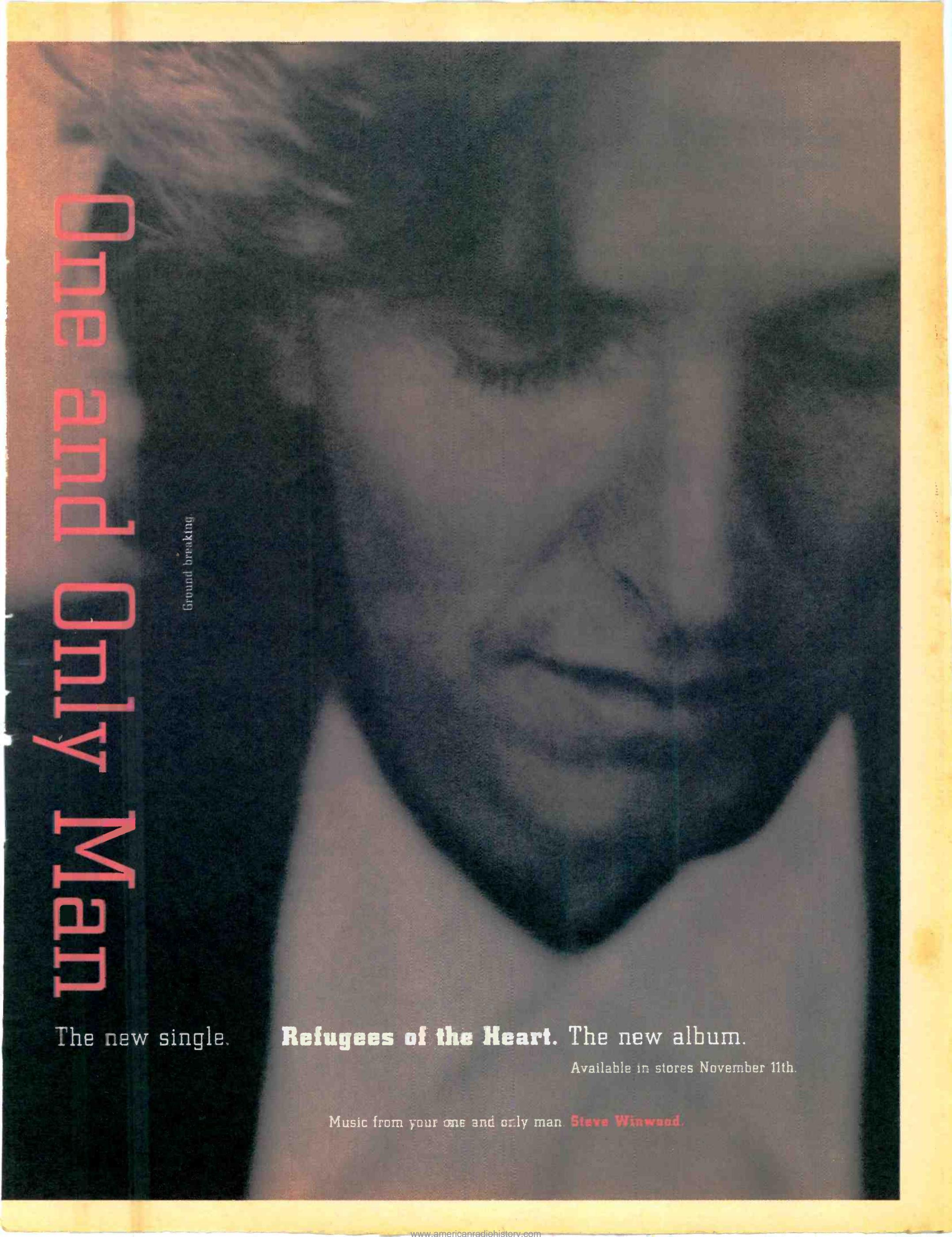
Steve Winwood

Pulse racing.



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Management: Ron Weisner Entertainment. Produced by Steve Winwood. Engineered by Tom Lord Alge.



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Jim Ryan • KXYQ

"Robin Zander's top-notch vocal talents matched with Diane Warren's first-class song writing should combine to make this one go all the way!"

Chuck Holloway • WKZL

"A perfect power ballad. Robin Zander's vocals of Diane Warren's 'Wherever Would I Be' is guaranteed to be a huge record this winter."

Tony Bristol • WPRO

"When you're looking for a good solid pop record you can always count on Cheap Trick! Looks like we have a #1 Diane Warren classic on our hands!"

Joey G. • B97

"Could be as big as The Flame and has all the makings of a great adult mainstream hit!"

Larry Morgan • KWSS

THE NEW SINGLE

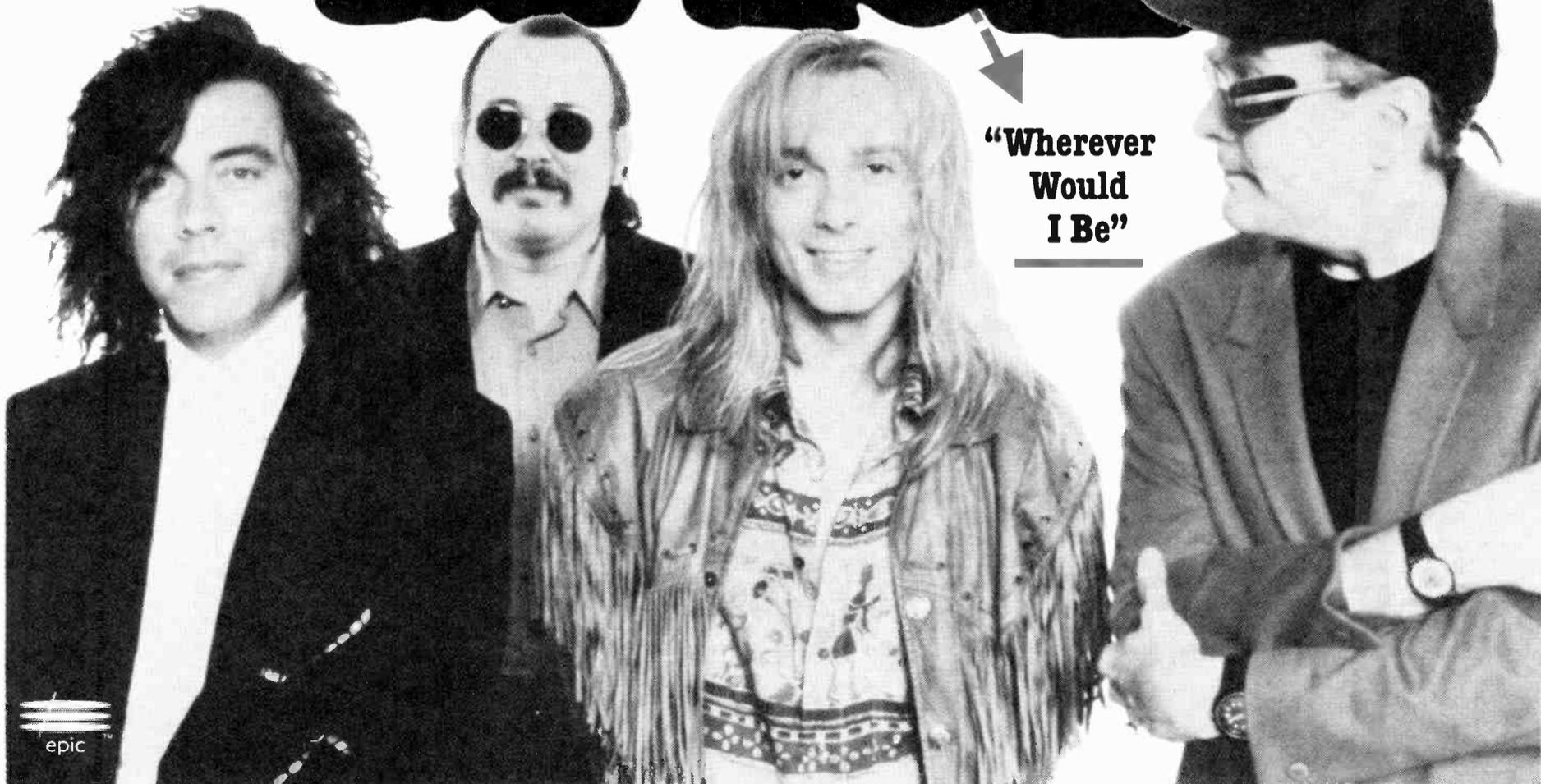
Cheap Trick

Taken from the album: **"BUSTED"**
46013

Produced by Richie Zito

Management: Ken Adamany

"Wherever Would I Be"



Stevens Appointed WQFM Programmer

WGXC/Mobile PD J.T. Stevens has been named PD at WQFM/Milwaukee. He replaces Dave London, who recently exited the Shamrock Communications AOR.

"J.T. has a strong track record of success," noted WQFM GM Kris Foate. "He'll provide the leadership, creativity, and aggressiveness needed to propel WQFM to the top."

Stevens remarked, "It was a difficult decision to leave WGXC, but I couldn't pass up the opportunity to program the station that has meant rock 'n' roll for 17 years in my hometown."



J.T. Stevens

Stevens's background includes programming stints at WZYC/Beaufort, NC and WZZR (now WCDX)/Richmond. He's been 'GCX PD since the station's 1989 sign-on.

A&M Boosts Tindle To Nat'l Album Director



Mark Tindle

A&M National Promotion Director, Special Projects Mark Tindle has been named National Album Promotion Director. He'll be responsible for all AOR promotion in the Midwest and Southwest.

A&M VP/National Album Promotion J.B. Brenner commented, "Mark has been a real team player since he came to A&M. With Chuck Bliziotis in New York and Mark now in the Midwest, we have the nucleus for a killer team in the '90s."

TINDLE/See Page 38

Miller Upped To WBAL News Director

Veteran WBAL/Baltimore news staffer Mark Miller has been promoted to ND of the Hearst Broadcasting Group News/Talk outlet. He replaces Bob Shilling, who parted ways with the station in July.

"There aren't many radio stations in this day and age with the reputation and financial success of a WBAL," said Miller. "To be a part of this station — and be given the opportunity to manage part of it — is a landmark in my life."

Miller, 31, has spent his entire career with WBAL. He joined the station as an intern in 1979, and was soon hired as a parttime producer and editor. In 1980, Miller landed a fulltime post as an on-air reporter, the job he held until his recent promotion.



Bill Burks

Burks Joins Giant, Heads Marketing

Bill Burks is joining Giant Records as head of marketing. Most recently with Capitol as VP, Artist/Marketing Development, Burks will report to John Brodey, who oversees marketing and promotion.

Giant owner Irving Azoff commented, "Bill's creative expertise, coupled with his vast experience in music marketing and artist development, makes him the ideal choice. We're pleased to have him join us." Added Brodey, "Bill is just what the marketing doctor ordered. He's been involved in every facet of the marketing process, and he's now ready to combine that experience with a bold and creative style that will help chart a course for the label as well as Giant's diverse roster."

BURKS/See Page 40

Arista Names Backer Nat'l Pop Field Dir.



Jeff Backer

Jeff Backer has been upped from Southeast Regional Promotion Director to National Field Director/Pop Promotion at Arista. He'll direct the pop promotion team and develop a regional staff, working from his Florida offices.

Arista Sr. VP/Pop Promotion Rick Bisceglia commented, "I selected Jeff for this position because his years of experience, coupled with great radio relationships, have made him an outstanding member of the staff. He's held national promotion positions before, and his instincts with people and promotion are the best."

Backer, who's been with the company for 12 years, told R&R, "As Arista expands, the need to create this position within the national staff has become inevitable. I'm looking forward to my new responsibilities and certainly welcome the challenge this position offers under Rick Bisceglia's leadership."

EINSTEIN/See Page 38

EINSTEIN BACK ON-AIR

WHFS Discrimination Complaint Resolved

WHFS/Washington Asst. PD Damian Einstein will resume his mid-morning airshift later this month as part of an agreement to settle a handicapped discrimination complaint he lodged against the progressive AOR's parent, Duchossois Communications, Inc.

"I'm excited about returning to the air," said Einstein, a 20-year WHFS veteran who speaks in an occasionally halting voice. "I just want to move forward and put the past behind me."

WHFS GM Alan Hay noted that Einstein's reinstatement demonstrates the station is "cohesive in its desire to continue to provide a quality product." Hay told R&R the terms of the Thursday (10/4) agreement barred him from making any further comment.

Einstein, scheduled to return to the air October 22, will retain his current Asst. PD duties. Neither

side would disclose whether he'll receive the back pay he sought.

'Do-Nothing' Job

Einstein was relieved of his mid-morning shift in April 1989 and given the Asst. PD post, which he described as a "do-nothing" job. Three months later, he filed a complaint with the Maryland Commission on Human Relations (MCHR) alleging WHFS took him off the air solely because of his speech impediment, the result of a 1975 auto accident. That problem, he argued, did not interfere with his ability to deliver a successful radio program.

Earlier this year, after a lengthy investigation that included a review of Arbitron ratings data and the WHFS public file, the MCHR found merit in Einstein's charges and ordered the two sides to negotiate a settlement. When those

OCTOBER 12, 1990

WE'RE LOOKING FOR A FEW GOOD 18-24s

Ratings services have historically had trouble luring young men to participate. Rhody Bosley discusses Arbitron's attempts to solve the problem.

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Atlantic Promotes Two In AOR

Appleton Named Nat'l Director; Pisacane Tapped As Associate Director



Jeff Appleton

Atlantic has promoted Jeff Appleton from Midwest Regional Promotion Director to Director/National Album Promotion. Lea Pisacane also rises, from Manager to Associate Director/National Album Promotion. Both will be based at the label's New York headquarters and report to VP/National Album Promotion Danny Buch.

Atlantic Sr. VP Andrea Ganis told R&R, "The AOR team — Danny, Jeff, and Lea — is unbeatable



Lea Pisacane

for creativity and aggressiveness. These promotions only add to our strength in the album format."

Appleton added, "After eight years here, I'm thrilled to work with the premier AOR label in the country in this new position. It's a dream come true." Pisacane was unavailable for comment at presstime.

Prior to Atlantic, Appleton worked in radio at WFMK/Lansing,

WBUF/Buffalo, and WABJ & WQTE/Adrian, MI. He joined the label in 1983 and has held local promotion slots in Buffalo, Kansas City, and Detroit. Pisacane spent ten years as a Marketing Specialist at Merrill Lynch before joining Atlantic's Album Promotion department in 1988.

Richardson Now Ops. Dir. At KIXI

Nostalgia KIXI/Seattle has boosted one-year show producer/board operator Rick Richardson to Operations Director. Richardson, who was unavailable for comment at presstime, replaces Mike Webb, who left to program crosstown Gold KVI last month.

KIXI VP/GM Bobby Rich told R&R, "Rick is one of our key producer/board op types. He'll now coordinate all operation and programming elements. He's a long-time Seattle-area broadcaster and

KEZX Takes EZ Approach

Validating weeks of rumors, Park Communications' "Northwest Progressive" AOR/NAC hybrid KEZX will become Seattle's second B/EZ (after KBRD) on Monday (10/15). The station will retain the KEZX calls under which it's offered alternative programming for the past nine years.

GM Peg Dempsey told R&R, "As far as I know, our on-air lineup

Monday will be exactly the same as Friday's. The format will be very similar to what you'd hear on [Park New York sister B/EZ] WPAT. The music will come from WPAT. This company believes in the B/EZ format, and while other broadcast companies don't share that belief, Park has invested lots of money in it. It's been successful for us.

"Seattle's a competitive market. Our people have worked very hard, but the commercial niche wasn't quite large enough to sustain the format. This switch didn't take place because our staff didn't try. It's sad this format couldn't produce the revenue to make it profitable. In a world run by ratings, it's tough running an alternative format on a commercial station."

Among persons 12+ this summer, KEZX ranked 20th in Arbitron (1.5) and 23rd in Birch (1.6).

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DIRECT**



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THE NEW SINGLE FROM THE ALBUM 'REV IT UP'



FROM
EMI

MANAGEMENT: LEFT BANK MANAGEMENT PRODUCED BY: RANDY NICKLAUS ENGINEERED BY: DENNIS MACKAY MIXED BY: MIKE SHIPLEY

Japan DAB Launch Set; Digital Cable Firm Begins Trading Stock In U.S.

The world's first satellite DAB service is set to debut next month in Japan. Tokyo-based **Satellite Digital Audio Broadcasting** will be firing up the first of 19 DAB channels planned for offering to the Japanese public.

"Officially they will start their business next April," Counselor **Yasuo Suzuki** of the Japanese Embassy in Washington told R&R. He said SDAB will begin "trial broadcasting" in November so it can begin marketing its service to consumers, who must lease special equipment to receive the scrambled pay service.

SDAB is the first of three satellite DAB companies already licensed by the Japanese government. While SDAB is only offering one audio channel, Suzuki reported **Japan Communications Satellite and Space Communications Company** will offer a total of 18. The latter companies are expected to begin some broadcasting by year's end.

All three Japanese firms are using existing satellites, which limits their market to stationary receiving dishes — primarily at-home listeners. New, more powerful satellites will be required for satellite DAB to reach automobile receivers, as anticipated by several U.S. proponents.

Burkhart To Program DMX

Digital Music Express (DMX) is preparing its launch in test markets next month as the third entry into DAB over U.S. cable TV systems. Just days ago (10/2), the stock of its parent company, **International Cablecasting Technologies**, began trading over-the-

counter on the NASDAQ system with the trading symbol TUNE. It previously had traded only on the Vancouver Stock Exchange in Canada.

ICT, headed by former ABC Records and United Artists Records Chairman **Jerry Rubenstein**, has brought in **Kent Burkhart** and **Dwight Douglas** to program DMX. The service will provide cable subscribers with 30 CD-quality audio channels, free of announcers and commercials, as a premium service. ICT is recommending a monthly charge of \$7.95.

Scientific Atlanta developed the digital transmission system and receivers being used by DMX, which are not compatible with those of either **Digital Planet** or **Digital Cable Radio**. Those firms have already begun their rollouts. Despite its late start, DMX has access to several major cable companies by

Continued on Page 14



DC REPORT

PAT CLAWSON

NAB Cautiously Optimistic On Spectrum Fee

NAB Exec. VP/Government Relations **Jim May** is expressing cautious optimism that broadcasters will escape the **Bush** administration's proposed spectrum tax.

"It's a little more promising than it was on Friday," May told R&R on Tuesday (10/9). The 5%-of-gross spectrum tax (2.5% for radio stations with revenue under \$100,000) was not included in the revised deficit reduction plan approved early this week by Congress. According to May, neither the tax writing committees nor those congressional panels with jurisdiction over broadcasting have demonstrated any interest in pursuing a spectrum fee as they work against a October 19 deadline for filling in details of the five-year, \$500 billion deficit reduction plan.

But May predicts the spectrum fee may resurface as lawmakers struggle to come up with \$3 billion in "miscellaneous fees" mandated by the budget agreement.

Media Brokers Wary Of Americom Fallout

So, how's the competition feel now that the hallways of **Americom Radio Brokers** have come to resemble the streets of Beirut? Well, not as good as you might think. While no one would speak for the record, several media brokers I've talked to questioned **Tom Gammon's** credibility in the affair and feared a lawsuit barrage might spur a negative backlash affecting the entire brokerage industry.

"I don't mind losing the competition, but I'm worried about the impact of a lot of litigation on the image of the brokerage industry. Many station owners don't like us as it is now, and if it starts becoming public how much these guys were taking home in fees — whew, let's just say it won't be good for the rest of us," one broker commented.

Americom brokers scored a bonanza with draws against commissions ranging from 30-50% of a deal's fee, while the company picked up 100% of their overhead and expenses. Most brokers work just for commission — and have to pay their expenses out of that. The bottom line: Cash flow problems abound for most brokers, and while their grosses may seem nice, their nets often leave them driving Buicks — not Rolls Royces.

McVay Close To Combo Deals

While station trading action remains sluggish, Cleveland broadcaster **Michael McVay** is working on a big deal. He's buying **WFDF & WDZZ** Flint, MI and **WRSC & WQWK/State College, PA**. Terms of the deal haven't yet been made public, but the pricetag is expected to be around \$13 million. Media banker **Chesley Maddox** sits on McVay's board.

Other deals in the pipeline:

- **Aylett Coleman** is \$300,000 poorer this week, now that his **Richmond Radio Inc.** has forfeited its escrow deposit and walked from its \$5.5 million deal to buy **WVGO/Richmond**. **Norman Drubner** and **First City Broadcasting** are still hoping to find a buyer. **Media Venture Partners** broker **Randy Jeffery** is reoffering the property.

- **Dorothy Brunson** is liquidating her **Brunson Broadcasting AM** chain. Chapter 11 casualty **WBMS/Wilmington, NC** was cashed this week for \$168,000; sales for sister stations **WEBB/Baltimore** and **WIGO/Atlanta** will be announced soon.

- **WLVA/Lynchburg, VA** is on the block, now that federal bankruptcy Judge **Ross Krumm** has ordered the liquidation of **Stereo 59 Inc.** Local attorney **Alan Smith** is serving as trustee, while the **Madison Broadcasting Group** operates the AM until a buyer can be found.

- **WSYN/Georgetown, SC**, formerly known as **WAZX**, is up for grabs. A local judge has kicked out owner **Robert Simpkins** and replaced him with a receiver, **Barry Brown**, until the station can be sold.

- The money is rolling in at **Blackburn & Co.** The brokerage reports **Joe Dorton's Ameron Broadcasting** has closed on its \$16.5 million purchase of **WMJJ/Birmingham** from **Ken Johnson's Capitol Broadcasting**. And the \$13.3 million sale of Capitol sister stations **WTRG/Raleigh** and **KQFX/Austin** to **Joyner Broadcasting** has closed. Joyner won't be enjoying Texas for long — he's already announced plans to flip the Austin property to **Jay Jones** of the **Rusk Corp.** for \$3.85 million.

REJECTS NEWS EVENT DEFENSE

FCC Hits KSD With Indecency Fine

The FCC has levied a \$2000 indecency fine against **KSD/St. Louis** for a morning show segment in which an air personality read portions of a **Playboy** magazine interview with **Jessica Hahn**. In the quoted excerpts, Hahn described her alleged rape by PTL televangelist **Jim Bakker**.

In fining KSD, the FCC rejected the **Gannett Radio** station's argument that the September 1987 broadcast should not be ruled indecent because it constituted a legitimate discussion of a news event.

Although FCC rules do not specifically exempt news material from indecency actions, Chairman **Al Sikes** has said he believes material aired as part of a "legitimate news show" should be pro-

tected. The KSD Hahn segment was not part of a newscast.

'Patently Offensive'

In a letter signed by Mass Media Bureau Chief **Roy Stewart**, the FCC acknowledged the Hahn interview concerned a topic of public interest, but added that news value is just one standard the agency uses to determine whether broadcast material is indecent.

"Although the program aired by KSD arguably concerned an incident that was at the time 'in the news,'" said Stewart, "the particular material broadcast was not only exceptionally explicit and vulgar, it was . . . presented in a pandering manner. In short, the rendition of the details of the alleged rape was, in context, patently offensive."

Among the lines that aired during the 6:38am segment were: "He [Bakker] put his penis in my mouth" and "The guy came in my mouth."

RTNDA President **Dave Bartlett** said the KSD fine "points up the problem with content regulation" by government authorities. "Even though the FCC says it doesn't want to regulate news, they've reserved the right to decide what is and isn't news."

KSD President/GM **Merrell Hansen** did not return repeated telephone calls. **Playboy** spokesman **Bill Paige** told R&R, "You have to seriously question the mandate of the FCC when it acts on a single complaint out of the hundreds of thousands of people who heard KSD's report."

KSD is one of three radio stations that have been under investigation since last fall for airing allegedly indecent broadcasts. Complaints are still pending against the other two — **KCCL-AM & FM/Paris, AR** and **WXRK/New York**. **WWWE/Cleveland**, which came under scrutiny at the same time, earlier this year paid an \$8000 fine to settle its case.

Radio Talker Indicted On Securities Charges

Veteran Baltimore talk host **Alan Christian** has been charged with fraudulent misappropriation of investor funds and violations of the Maryland Securities Act as a result of activities concerning **Atlantic Coast Radio, Inc.**, an investment firm he formed to acquire radio stations and other media interests.

The charges, filed last Tuesday (10/2) in Baltimore Circuit Court, allege that Christian and ACR officer **Grace Starmer** "fraudulently and willfully" used \$678,094 of investor funds for purposes other than those for which the money was intended. In addition, the pair is accused of selling unregistered securities.

Many of the 900 people who invested in ACR were fans of Christian's talk show, which aired on **WTH/Baltimore**. The disputed funds were to have been used for, among other purposes, acquiring WTH for \$1.74 million. That deal was never consummated.

Assistant Attorney General **Christopher Romano** declined to say what Christian and Starmer allegedly did with the investor funds. That information, he said, will be made public later in the legal process — perhaps as early as Friday (10/12) when Christian and Starmer are scheduled for arraignment.

If found guilty on both charges, the pair could be sentenced to eight years in prison and fined \$5000.

Plea Bargain To Come?

According to the **Baltimore Sun**, Christian's lawyer, **Barry Kissin**, is attempting to negotiate a plea bargain for his client. Kissin declined to comment on the charges or the reported plea talks.

Last November the Maryland Securities Division sought and received a cease-and-desist order that alleged ACR was selling unregistered securities through unlicensed salespeople. At that time, the state said ACR officials had told investors the company had lined up \$300 million in financing from a Greek investment fund and an additional \$8 million from **Morgan-Gundy**, a Panamanian investment firm that U.S. Drug Enforcement Agency officials believe is involved in money laundering.

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TRANSACTIONS

Larry Patrick Signs \$12 Million Jersey Combo Agreement

Lee, Lucci, And Souza Lay Out \$5.5 Million To Sip Connecticut's WINE

Deal Of The Week:

California

WMTR & WDHA/Morristown-Dover, NJ

PRICE: \$12 million plus a minority tax certificate

BUYER: Signal Communications of New Jersey, headed by Larry Patrick.

SELLER: Drexel Hills Associates, headed by Peter Arnov. The company also owns WKIZ & WEOW/Key West.

FREQUENCY: 1250 kHz; 105.5 MHz

POWER: 5kw day/1kw night; 1kw at 565 feet

FORMAT: AC; AOR

BROKER: Ron Hickman of Hickman Associates

KEKA/Eureka

PRICE: \$430,189

TERMS: Asset sale for promissory note

BUYER: Eureka Broadcasting Co. Inc., owned by Hugo and Barbara Papstein. They own KINS/Eureka, CA.

SELLER: California Oregon Broadcasting Inc., headed by William Smullin, Patricia Smullin, and Carol Brown. The company owns KAGI/Grants Pass, OR and six small market TV stations in Oregon and Northern California.

FREQUENCY: 101.5 MHz

POWER: 100kw at 3200 feet

FORMAT: Country

beth City, NC (Norfolk) and are applicants for a new FM at Vancouver, WA.

SELLER: Housatonic Valley Broadcasting Co., headed by Chairman William Boyd. The company is a division of the Home News Company, which owns the Home News, a daily newspaper in New Brunswick, NJ. The company also owns WKPT-AM, FM, & TV/Kingsport, TN; KWG & KYBB/Stockton-Tracy, CA; KTYD/Santa Barbara, CA; KAQQ & KISC/Spokane; and WEVU-TV/Naples, FL.

FREQUENCY: 940 kHz; 95.1 MHz

POWER: 1kw; 50kw at 400 feet

FORMAT: Gold; AOR

BROKER: Richard Foreman & Associates

Alabama

WCRQ/Arab

PRICE: \$1

TERMS: Cash for intra-family stock transfer

BUYER: Shirley Jean Smith, the seller's mother

SELLER: Billy Smith Jr. is transferring his 25% stake in Alexander-Brooke Broadcasting Co. since he's no longer involved in day-to-day operations.

FREQUENCY: 92.7 MHz

POWER: 700 watts at 671 feet

FORMAT: AC

Connecticut

WINE & WRKI/Brookfield

PRICE: \$5.5 million

TERMS: Asset sale for \$5 million cash. Additional \$500,000 in five-year subordinated note, payable in equal semi-annual installments after two years with interest at the prime rate of the Bank of New York.

BUYER: Pegasus Broadcasting Company, owned by Chairman George Halstead III (aka Lee Michaels) of Novato, CA; Paul Luccl of Norfolk; and Wayne Souza of Virginia Beach, VA. Lucci and Souza own WMYK/Ellza-

WPKX/Enfield (FM CP)

PRICE: Undisclosed for 51%

TERMS: Stock transfer for assumption of undisclosed amount of liabilities

BUYER: Goldenberg Broadcasting Inc., owned by Frederick Hessick II and William Hessick II of Bethesda, MD and Michael Ferrel of Chevy Chase, MD.

SELLER: Laura Goldenberg is transferring her 51% stake in Goldenberg Broadcasting Inc.

FREQUENCY: 97.9 MHz

POWER: 3kw at 328 feet

TRANSACTIONS AT A GLANCE

Deals So Far In 1990:
\$883,920,659

Total Stations Traded This Year: 1044

This Week's Action: \$22,122,117

Total Stations Traded This Week: 34

● Deal Of The Week:

● WMTR & WDHA/Morristown-Dover, NJ
\$12 million plus minority tax certificate

- WCRQ/Arab, AL \$1
- KEKA/Eureka, CA \$430,189
- WINE & WRKI/Brookfield, CT \$5.5 million
- WPKX/Enfield, CT (FM CP) Undisclosed for 51%
- WGMG/Crawford, GA (FM CP) \$100,000
- WZZT/Morrison, IL (FM CP) \$12,768 for 35%
- KAPH/Kingman, KS \$220,000
- WMKZ/Monticello, KY Undisclosed for 80%
- KLEB & KBAU/Golden Meadow-Galliano, LA \$1 million
- WTBM/Mexico, ME \$300,000
- WDEY & WWGZ/Lapeer, MI \$1 for 57.5%
- WKLJ/Oxford, MS \$50,000 for 40%
- KJLA/Kansas City \$200,000
- KUUS & KZLS/Billings, MT No cash consideration for 50%
- KZAK/Incline Village (Reno), NV \$1,333,333
- WBMS/Wilmington, NC \$168,000
- WYOR/Brentwood, TN \$57,000
- WHLP-AM & FM/Centerville, TN \$140,000
- KULM/Columbus, TX \$85,000
- KNES/Fairfield, TX \$195,025
- KYQX/Weatherford, TX \$55,000
- WPUV/Pulaski, VA \$93,000
- KAYO-AM & FM/Aberdeen, WA No cash consideration for 30%
- KMWX & KFFM/Yakima, WA \$10,000 for 7.5%
- WGNV/Miladore, WI \$172,800

Georgia

WGMG/Crawford (FM CP)

PRICE: \$100,000

TERMS: Stock sale for \$100,000 consulting and management services contract; \$4500 to be paid immediately in cash; and the balance in eight equal semiannual payments over four years.

BUYER: Charles Giddens and Paul Stone. Giddens, a Washington-based media broker with Media Venture Partners, currently has a 49% stake in the station. Giddens and Stone, a Georgia station operator, have interests in WTSB-AM/Rome, GA; WZOT & WTSB-FM/Rockmart, GA; and WSTT-AM & FM/Thomasville, GA. Stone is a 50% shareholder in two companies which are purchasing WPAP/Panama City, FL and applying for a new FM CP at Lumpkin, GA.

SELLER: J. Frank Stalback Jr. is selling his 51% stake in Broadcast Investment Properties Inc.

FREQUENCY: 102.1 MHz

POWER: 6kw at 328 feet

Illinois

WZZT/Morrison (FM CP)

PRICE: \$12,768 for 35%

TERMS: Cash for stock

BUYER: Janet Bro, who presently owns 65% of the licensee

SELLER: Anthony Komlanc Jr. is selling his 35% stake in Morrison Broadcast Associates.

FREQUENCY: 95.1 MHz

POWER: 3kw at 328 feet

Kansas

KAPH/Kingman

PRICE: \$220,000

TERMS: Asset sale for cash. Escrow deposit is \$20,000. Buyer also has an option to purchase the studio real estate for \$50,000 prior to July 31, 1991.

BUYER: Alpha Broadcasting Inc., owned by David Brace and Fred Samuelson of Wichita and Doyle Gene Boyd of Topeka. Brace is the President of New Life Fellowship, which operates KGAM/Wichita.

SELLER: Bliss Communications Inc., principally owned by Ronald Bliss and Andrew Gore

FREQUENCY: 100.3 MHz

POWER: 3kw at 328 feet

FORMAT: Gold

Kentucky

WMKZ/Monticello (FM CP)

PRICE: Undisclosed for 80%

TERMS: Stock reorganization among family members as part of a recapitalization

BUYER: Joel Catron, Glen Massengale, and Henry Stringer will acquire a collective 80% of the licensee.

SELLER: Jill Allison Mason and I. Wade Mason are selling 40% of Monticello-Wayne County Media Inc.

FREQUENCY: 93.1 MHz

POWER: 1.05kw at 551 feet

Louisiana

KLEB & KBAU/ Golden Meadow-Galliano

PRICE: \$1 million

TERMS: Cash for assets

BUYER: Callais Cablevision Inc., headed by Harold Callais, who owns 80% of the company

SELLER: Callais Broadcasting Inc., headed by Harold Callais, who owns

Continued on Page 14

STABILITY

sta*bil*i*ty (stə bīl' ə tē) 1. the state or quality of being stable, or fixed; steadiness 2. firmness of character, purpose, or resolution 3. permanence

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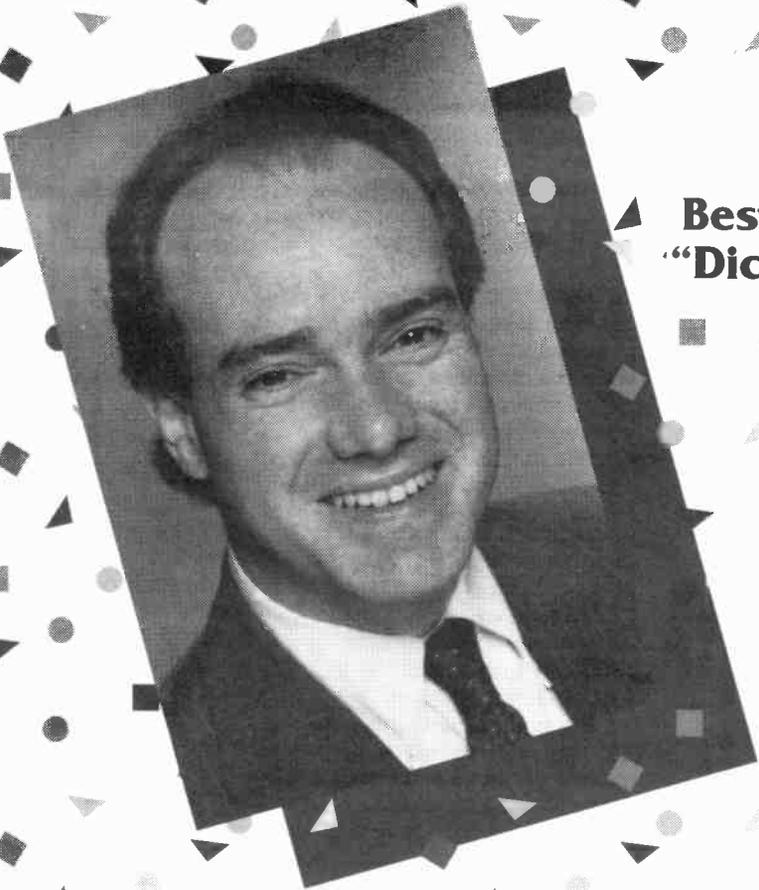
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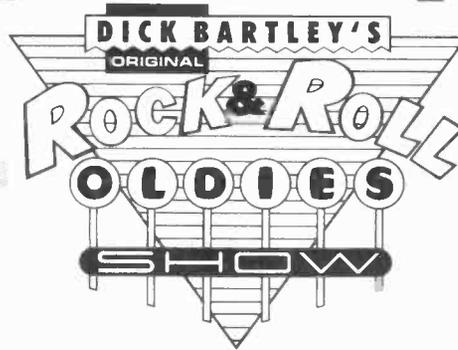
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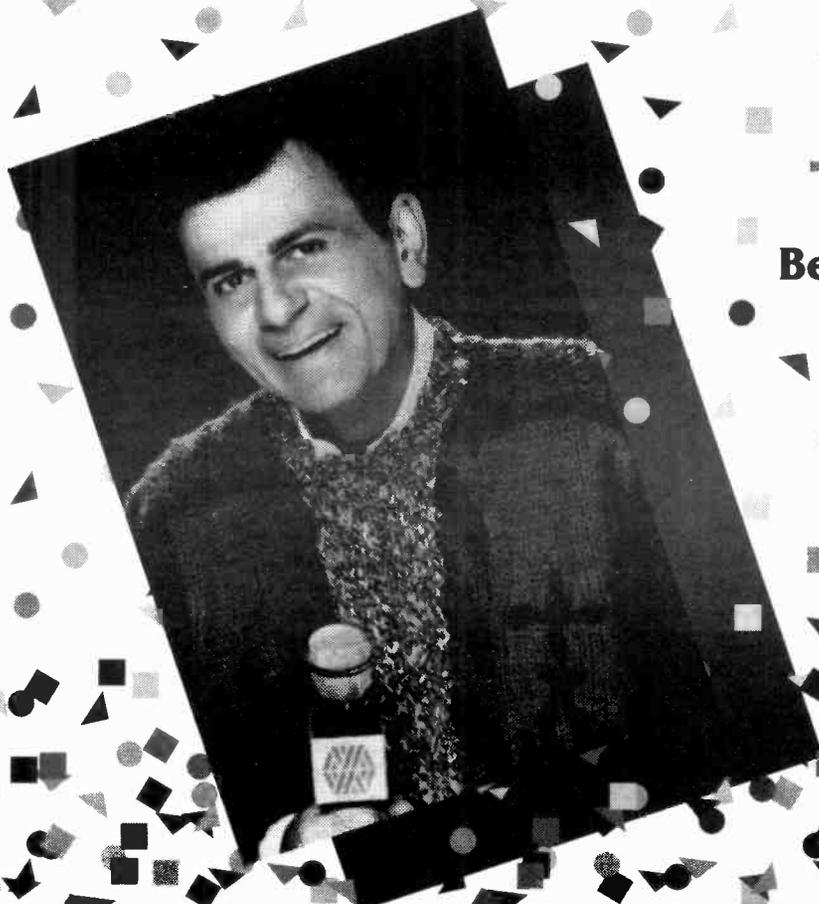
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"Dick Bartley's Original Rock & Roll Oldies Show"



NAB 1990 Network Radio
Personality Of The Year
Mutual Broadcasting's Larry King



1990 Billboard Radio Award
Best Nationally Distributed Top 40 Program
"Casey's Top 40 With Casey Kasem"



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TRANSACTIONS

Continued from Page 10

50% of the company.
FREQUENCY: 1600 kHz; 94.3 MHz
POWER: 5kw daytimer; 3kw at 300 feet
FORMAT: Country; CHR

Maine

WTBM/Mexico

PRICE: \$300,000
TERMS: Asset sale. Escrow deposit \$30,000 with a total of \$50,000 cash due at closing. Ten-year promissory note for \$250,000 at 10% interest, payable in 120 equal monthly installments of \$3304 each. The agreement also provides for alterations in purchase price if the capital gains or ordinary income tax rates are changed.
BUYER: Mountain Valley Broadcasting Inc., owned by Richard Gleason of Norway, ME. He owns WTME/Auburn, ME; WOXO/Norway, ME; and WKTQ/South Paris, ME.
SELLER: Tanist Broadcasting Corp. The company owns WFOV/Pittsfield, ME and WHAA/Madison, ME.
FREQUENCY: 100.7 MHz
POWER: 180 watts at 1298 feet
FORMAT: Country
BROKER: New England Media Inc.

Michigan

WDEY & WWGZ/Lapeer

PRICE: \$1 for 57.5%
TERMS: Stock transfer as part of a recapitalization
BUYER: A shareholders group headed by Donald Weber
SELLER: Paul Allen Parker and Jay Brent Alexander are reducing their collective 81.18% stake in Covenant Communications Corp.
FREQUENCY: 1530 kHz; 103.1 MHz
POWER: 5kw daytimer; 3kw at 293 feet
FORMAT: AC

Mississippi

WKLJ/Oxford

PRICE: \$50,000 for 40%
TERMS: Cash for stock
BUYER: Richard McCay of New Albany, MS and Jack Gadd of Hickory Flat, MS are each purchasing 20% stock interests in the licensee.
SELLER: Russell Lamb and David Kellum are reducing their collective

100% ownership of the licensee, Oxford Radio Inc., to 60%.
FREQUENCY: 107.1 MHz
POWER: 3kw at 319 feet
FORMAT: AC

Missouri

KJLA/Kansas City

PRICE: \$200,000
TERMS: Asset sale for cash. The buyer also agrees to lease the transmitter site for 30 years, with payments of \$1200 per month due for the first ten years.
BUYER: Great Age Radio Inc., owned by L. Robert McLaughlin
SELLER: Osborn Communications Corp., headed by President Wilton Osborn II
FREQUENCY: 1190 kHz
POWER: 5kw day/250 watts night
FORMAT: This station is dark.
BROKER: Nostalgia

Montana

KUUS & KZLS/Billings

PRICE: No cash consideration for 50%
TERMS: Stock transfer
BUYER: Richard and Carrie Frankovic
SELLER: Raymond and Karen McLean are transferring their 50% stake in Mountain West Broadcast Investments Inc.
FREQUENCY: 1240 kHz; 97.1 MHz
POWER: 1kw; 85kw at 386 feet
FORMAT: Gold; AC

Nevada

KZAK/Incline Village (Reno)

PRICE: \$1,333,333
TERMS: Asset sale. Escrow deposit \$50,000 with additional \$50,233 cash due at closing. Balance via two promissory notes, one payable to seller in the amount of \$233,100 and the other payable to United Venture Capital Corp. for \$1 million.
BUYER: New World Enterprises, owned by David and Linda Newman of Reno and J. Duane Hoover of Sparks, NV.
SELLER: North Lake Tahoe Broadcasting Co. Inc., headed by President James King.
FREQUENCY: 100.1 MHz
POWER: 760 watts at 2955 feet
FORMAT: AC

North Carolina

WBMS/Wilmington

PRICE: \$168,000

TERMS: A total of \$148,000 cash for assets. The buyer agrees to an additional maximum payment of \$20,000 for the accounts receivable.

BUYER: S. Frank and Helen McNeill of Wilmington, NC

SELLER: Brunson Broadcasting Co. of North Carolina Inc., a debtor-in-possession headed by Dorothy Brunson. The company's parent, Brunson Communications, also owns WIGO/Atlanta and WEBB/Baltimore.

FREQUENCY: 1340 kHz

POWER: 1kw

FORMAT: Urban

BROKER: Darryl Langley of the Langley Company is to receive a 5% commission.

Tennessee

WYOR/Brentwood

PRICE: \$57,000
TERMS: Asset sale for cash
BUYER: Media Resource Group Inc., owned by A.K. and Elisa Upadhyaya of Brentwood, TN. They also own WAJN/Ashland City, TN.
SELLER: Adoni Communications Inc.
FREQUENCY: 560 kHz
POWER: 500-watt daytimer
FORMAT: Z-Rock

WHP-AM & FM/Centerville

PRICE: \$140,000
TERMS: Asset sale. A down payment of \$14,000 has been put into escrow with an additional \$126,000 due at closing, all payable to Cheatham State Bank.
BUYER: John H. and Peggy Ann Wiggins of Alma, GA. They are the proposed assignee of WQTR/Lake City, SC. John Wiggins owns WULF & WKXH/Alma, GA.
SELLER: William A. Potts, receiver pursuant to a 1988 order by the Chancery Court for Cheatham County, TN.
FREQUENCY: 1570 kHz; 96.7 MHz
POWER: 5kw daytimer; 3kw at 250 feet
FORMAT: Country
BROKER: Bill Colson & Associates is to receive a fee of \$8400.

Texas

KULM/Columbus

PRICE: \$85,000
TERMS: Asset sale. A down payment of \$2500 has been paid, with the remainder due in cash at closing.
BUYER: Wajama Productions Inc., owned by Arthur Mark Canon of Garwood, TX; Wayne Kenneth Canon of Rosenberg, TX; Michael Wayne Olle of Schulenburg, TX; and Robert Dean Gresser of Houston
SELLER: Hawkins Broadcasting Inc.
FREQUENCY: 98.3 MHz
POWER: 3kw at 200 feet
FORMAT: Country

KNES/Fairfield

PRICE: \$195,025
TERMS: Stock purchase in two steps: The first step conveyed 49% of the corporation stock in exchange for the buyer assuming corporate liabilities up to \$65,000. The second step is to be by a payment of \$50,001, with the buyer paying \$1 to the seller for the remaining stock and \$50,000, which is to be applied to a promissory note in the amount of \$87,024 now held by the Federal Deposit Insurance Corporation in Shreveport. The corporation is to issue a new note to the FDIC in the amount of \$37,024 at 12% annual interest on a 15-year amortization schedule, but with a balloon payment for the full balance due after two years. In addition, the seller is to be paid \$43,000 under a consulting agree-

ment through the year 2005. Monthly payments of \$568.25 are to begin September 1, 1995. The balance due under the consulting agreement will also begin accruing interest at an annual rate of 10% effective September 1, 1995.

BUYER: J&J Communications Inc., owned by Jerry A. and Julia N. Moon of Fairfield, TX. They acquired 49% of Freestone Broadcasting Inc. under the first step of this transaction and are to increase their stake to 100%.

SELLER: John D. Mitchell of Fairfield, TX. He also has interests in KLLI/Hooks, TX and KSWM & KELE/Aurora, MO.

FREQUENCY: 92.1 MHz

POWER: 940 watts at 500 feet

FORMAT: Country

KYQX/Weatherford

PRICE: \$55,000
TERMS: Asset sale. A down payment of \$5500 has been placed in escrow with an additional \$44,500 due in cash at closing. The buyer is to issue a promissory note for \$5000 at no interest, payable in 30 monthly installments of \$166.67.

BUYER: Parker County Public Radio Inc., a nonprofit corporation headed by President Randall Young of Weatherford, TX.

SELLER: Springtown Educational Broadcasting Foundation, a nonprofit trust headed by President Wesley Yeager. It also owns KMQX/Springtown, TX. Yeager owns a majority interest in KSEY-AM & FM/Seymour, TX.

FREQUENCY: 89.5 MHz

POWER: 368 watts at 205 feet

FORMAT: Religious

Virginia

WPUV/Pulaski

PRICE: \$93,000
TERMS: Asset sale. A down payment of \$2000 has been paid, with an additional \$4500 in cash due at closing. A payment of \$6500 plus 10% interest is due six months after closing. Monthly payments of \$538.69 are due for 96 months on a balance of \$35,476. The buyer is also assuming payments to Radio X Inc. on a mortgage balance of \$44,524.

BUYER: Billy G. Hale of Dublin, VA
SELLER: Lester L. Williams of Pulaski, VA. He also owns WFIC/Collinsville, VA and a construction permit for WBLU/Moneta, VA.

FREQUENCY: 1580 kHz

POWER: 5kw daytimer

FORMAT: Country

Washington

KAYO-AM & FM/Aberdeen

PRICE: No cash consideration for 30%
TERMS: Transfer of partnership interests in return for assumption of the sellers' portion of the partnership's indebtedness and liabilities
BUYER: Managing partner Earle M. Baker of Mill Creek, WA and Gregory J. Smith of Bellevue, WA, each increasing his partnership interest in KAYO Broadcasting from 29% to 44%. They also own controlling interest in KAST-AM & FM/Astoria, OR.
SELLER: Sandra Rynnion of Bothell, WA is transferring a 27% partnership interest and Theodora Jones of Portland, OR is transferring a 3% partnership interest.

FREQUENCY: 1450 kHz; 99.3 MHz

POWER: 1kw; 3kw at minus 16.5 feet

FORMAT: Country

KMWX & KFFM/Yakima

PRICE: \$10,000 for 7.5%

TERMS: Stock redemption for cash
BUYER: Northwest Broadcasting Company, whose remaining shareholders are Michael M. and Kathy D. Mercy of Yakima, WA and Dennis E. and Karen J. Green of Yakima, WA.
SELLER: Gary G. Myhre of Yakima, WA

FREQUENCY: 1460 kHz; 107.3 MHz
POWER: 5kw; 100kw at 1500 feet
FORMAT: Gold; CHR

Wisconsin

WGNV/Milladore

PRICE: \$172,800
TERMS: Asset sale. A cash payment of \$115,000 is due at closing. The buyer is also assuming outstanding liabilities under two loans, not to exceed \$40,000, from the Junction State Bank of Junction City, WI; and one loan, not to exceed \$10,000, from Phillip Heistad of White Lake, WI. In addition, the buyer is cancelling a debt of \$7800 owed it by the seller.
BUYER: Evangel Ministries Inc., a nonprofit corporation headed by Chairman Roy Jacobsen of Appleton, WI. It also owns WEMI/Neenah-Menasha, WI.

SELLER: Cornerstone Community Radio Inc., headed by President Richard Van Zandt. It also owns WJLU/New Smyrna Beach, FL.

FREQUENCY: 88.5 MHz

POWER: 23kw at 584 feet

FORMAT: Religious

Japan DAB

Continued from Page 8

way of Superadio. ICT owns 50% of the venture, which is already supplying FM-quality programming, both commercial and noncommercial, to nearly 10 million cable subscribers. Additionally, cable giant Tele-Communications Inc. is ICT's biggest shareholder, with 8.68% of the firm's stock.

No new stock offering is being made with the move to NASDAQ. ICT's initial public offering this summer raised \$7 million.

Technology Update

In other digital developments:
 • Washington-based AfriSpace, which has applied to offer satellite DAB to Africa and the Middle East, has asked manufacturers to submit proposals "to have 100,000 digital satellite radios built under a multimillion-dollar fixed price plus incentive contract for 1993 delivery." President Noah Samara said the receivers should operate by battery or an "integrated solar power array that can independently power the radios and recharge batteries" when not in use. He anticipates a wholesale price of about \$50 per receiver.

• The FCC is seeking public comments by November 8 on an application by Norris Satellite Communications Inc. to operate a satellite in the 19.5-20.2 GHz band for a variety of services, including direct broadcast. President John Norris is primarily interested in television, but said others may want to lease transponder space for radio.

• Associated Press said it's converting its radio network satellite delivery to a new digital system called T-1 Audio Delivery. The conversion from analog is at no additional cost to stations.

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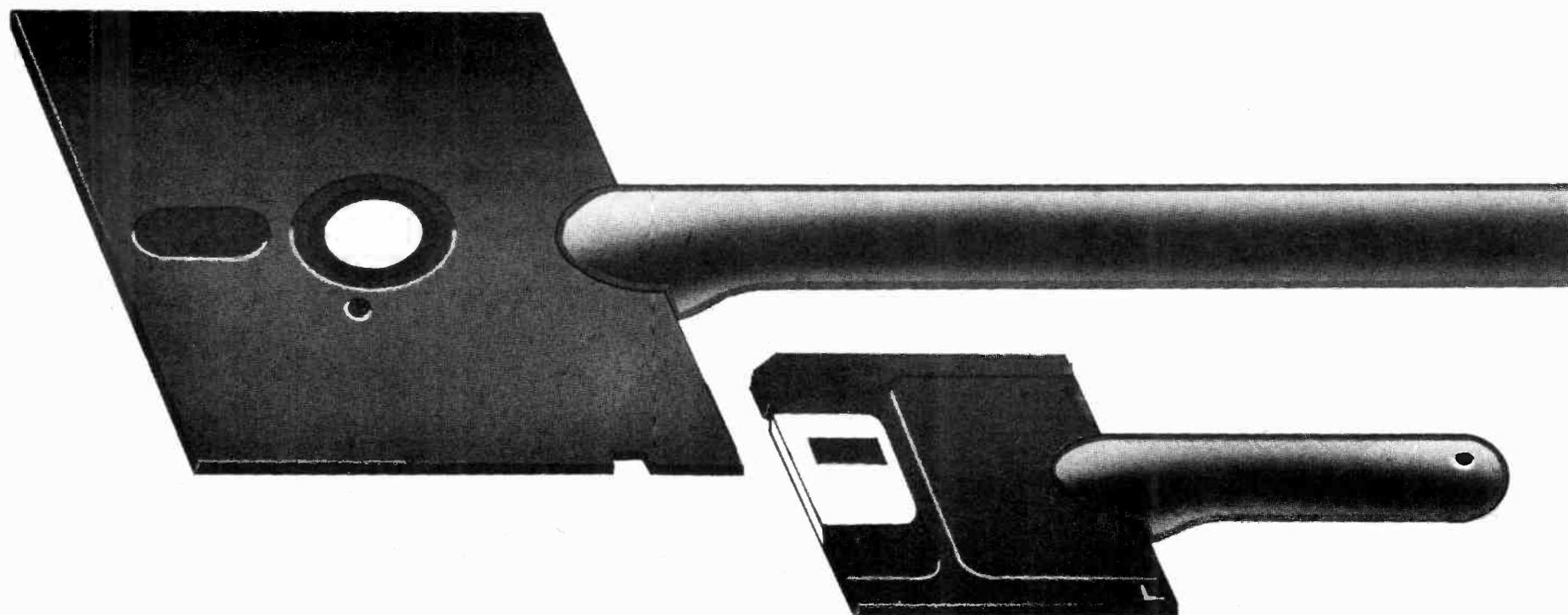
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MANAGEMENT

Six Simple Strokes Toward Swimming With The Sharks

Good managing skills aren't as difficult to practice as you might think. Below are six tips to keep in mind, courtesy of Harvey B. Mackay's best-seller, "Swim With The Sharks Without Being Eaten Alive" (William Morrow & Co.):

- **Solicit bad news.** It's how quickly you get bad news that counts. Encourage your employees to share it with you as soon as possible.

- **Hire the best people.** Surround yourself with them. Don't be afraid that someone will take your job.

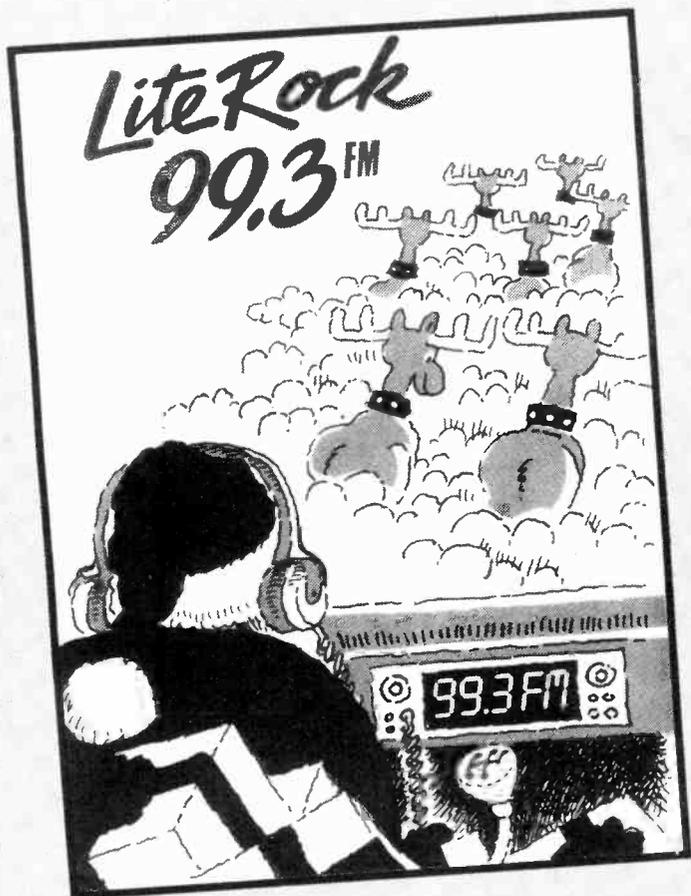
- **Know when to get out of the way.** When you surround yourself with good people, don't set a lot of restrictions.

- **Don't equate activity with productivity.** Your top employees may spend their most productive times staring at the wall. Creativity must be nurtured.

- **When all else fails, fire.** It's not the people you fire who make your life miserable, it's the ones you don't terminate. If you have serious doubts about certain workers, and have spoken to them but haven't seen any improvement . . . turf 'em.

- **Make everyone a sales rep.** Actually, communicate that all of the station's employees are, in effect, sales reps. Everybody should do something to affect the final product . . . and the bottom line.

Customized Christmas Cards Available To Radio



With the season to be jolly just around the calendar, the Database Division of **Creative Media Management** has launched a 1990 Christmas card campaign that's targeted directly to radio broadcasters.

As pictured, the cards can be customized with your station's logo and dial position as well as with any seasonal inside message you care to spread.

The cards — which cost from 30- to 95-cents each (depending on the quantity ordered) — are available on a market-exclusive basis. Deadline for ordering: October 31.

For more info, and to discuss how you can arrange for the St. Petersburg-based company to handle the mailing, labelling, and other aspects of bulk mail processing, call (813) 367-3854.



'Airwave' Guitars Provide Promo/Poster Opportunities

Planning an air guitar promotion? Pick up on **Echo Productions'** "Airwave" guitars. Although they look just like the real six-string razors, they're actually life-size, plastic-coated color photos laminated to die-cut foam boards and reinforced with a strip of mahogany. A wide variety of custom options (station logos, call letters, special paint jobs) are also possible.

The rockin' replicas come in eight styles, sell for less than \$10, and — if you're not into emulating your favorite fretgrinder — can be used as wall posters as well. Volume discounts available. For more info, call the Beaverton, OR-based company at (503) 649-5044.

Praise Pays — But Not Always

Compliments often backfire, says **Sam Deep**, author of "Smart Moves" (Addison-Wesley/\$7.95). Praising an employee doesn't work when:

- **It's out of character.** When praise suddenly comes from a superior who doesn't usually give compliments, the person on the receiving end will probably suspect an ulterior motive — unless the praise is coupled with a sincere explanation of the reason it's being offered.

- **It's timed poorly.** If you praise subordinates in public, they may be embarrassed (or their co-workers might be jealous).

- **It's given too often.** The words will become hollow.

- **It's qualified.** Backhanded compliments such as "I wish you were that successful all the time" are perceived as being little more than a verbal slap in the face.

- **It's not given voluntarily.** Even the suspicion that you're only praising your staffers because you were told to by your superior will undercut the intended effect.

21st Loyola Radio Confab On Horizon

Nearly 30 PDs, promotion directors, news directors, and air personalities have been confirmed to speak at this year's Loyola Radio Conference, which will be held at the Holiday Inn, Mart Plaza in Chicago on November 15-17.

CBS-TV news anchor **Bill Plante** will keynote the 21st annual conference. Aircheck critiques and internship panels also are planned. For more information, contact **Roy Pura** at (312) 915-6558.

Execs: The Price Is Hire

Sure, high-level execs are valuable — but are they worth 11 times more than hourly employees? That's the difference in what it costs to hire execs, says the **Employment Management Association**.

Companies spent an average of \$7488 to hire a professional or managerial employee last year, up 23% from 1988. Conversely, it cost firms \$672 to hire an hourly worker, down 24% from '88.

DATELINE

- **October 11-14** — National Professional Conference of Women In Communications Inc. Riviera Hotel, Las Vegas.
- **October 16-17** — Broadcast Credit Association's 24th Credit & Collection Seminar. Harbour Castle Westin Hotel, Toronto, Canada.
- **October 24** — Paul Kagan Radio Station Acquisitions Seminar. Park Lane Hotel, New York City.
- **November 9-11** — Young Black Programmers Conference. Hyatt Regency, Houston.
- **November 15-17** — 21st annual Loyola Radio Conference. Holiday Inn Mart Plaza, Chicago.
- **November 17** — NAB Roundtable for Small- and Medium-Market GMs. Sheraton Westport Inn, St. Louis.

1991

- **January 17-18** — Chris Beck Management Seminar. Hyatt Regency, Phoenix.
- **January 24-27** — RAB Managing Sales Conference. Opryland Hotel, Nashville.
- **January 25-29** — National Religious Broadcasters 48th Annual Convention & Exhibition. Sheraton Washington Hotel, Washington, DC.
- **January 27** — Super Bowl XXV. Tampa Stadium.
- **January 28** — American Music Awards. Shrine Auditorium, Los Angeles.

- **February 7-9** — Chris Beck Major Account Sales & Development Seminar. Hyatt Orlando, FL.
- **February 10-15** — NAB 26th Annual Management Development Seminar for Broadcast Engineers. University of Notre Dame, South Bend, IN.
- **February 11-13** — Broadcast Credit Association's 25th Credit & Collection Seminar. Loews Summit Hotel, New York City.
- **February 14-16** — Gavin Seminar 1991. St. Francis Hotel, San Francisco.
- **February 20** — 33rd Annual Grammy Awards. Radio City Music Hall, New York City.
- **February 25-26** — NAB Radio Group Head Fly-In. Hyatt Regency, Dallas-Ft. Worth.
- **February 27-March 2** — Chris Beck Major Account Sales & Development Seminar. Sheraton Fisherman's Wharf, San Francisco.

- **March 6-9** — Country Radio Seminar. Opryland Hotel, Nashville.
- **April 15-18** — NAB 1991 Convention. Las Vegas Convention Center.
- **May 16-19** — American Women In Radio & Television's 40th National Convention. Omni Hotel, Atlanta.
- **June 9-15** — NAB Radio Executive Management Development Seminar. University of Notre Dame, South Bend, IN.
- **September 11-14** — NAB Radio 1991 Convention. Moscone Convention Center, San Francisco.
- **September 25-28** — RTNDA 46th International Conference & Exhibition. Denver Convention Center.

Is Life Better After Easy Listening?

Hundreds say "yes!" It's no secret: most easy listening stations have been looking for better programming for some time. Over one hundred of them have made the move to a foreground format with Century 21 Compact Discs.

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GoldDisc³ is Century 21's third edition of *radio* CDs, with the latest research, larger libraries, "clean" lyrics, shorter hit "45" lengths for familiarity and more variety. GoldDisc³s have tight starts, consistent audio levels, accurate timing, expanded dynamic range, great stereo separation and superior sonic quality!

Century 21's secret is **NoNOISE**. It's our \$103-a-minute digital remastering computer that seamlessly eliminates clicks, crackles, and noise. Century 21's three in-house CD studios are totally digital, with better equipment than most record companies! **NoNOISE gets rid of hiss, hum, clicks and pops without getting rid of any music!** Nothing else compares with **NoNOISE** digital remastering. Nobody else has an oldies library that sounds this good or is this complete! Century 21 has *hundreds* of research-proven hits you can't find on CD anywhere else!

Mail or FAX the coupon at the bottom of the page toll-free for your free sample NoNOISE GoldDisc³.



"When we shifted from EZ to AC, there was only one 'serious' choice for a library source: GoldDiscs. The audio improvement over carts is remarkable. Audience response has been outstanding."

Steve Kendall
Operations Manager
WLQR
Toledo, OH



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Michael Cruz
Program Director
WHOM
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Ron Foster
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Lyle Morris
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Joe Chille
Program Operations Manager
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SALES STRATEGY

THREE KEYS

Bringing New Staffers Up To Speed Faster

By Chris Beck

As we enter the last quarter of 1990, it's time to start thinking about new strategies for the new year. Since staff transition — always greater during the first quarter — is higher than ever before, I've decided to focus this week's column on bringing your new staffers up to speed more quickly.

I'll discuss three primary areas — employee training, office system documentation, and timeline implementation — in which you can achieve maximum results from your new people in the shortest possible time. Implementing these methods should enable you to reduce employee turnover as well.

Training Wheels

If you haven't already, set up two introductions: one for experienced salespeople and one for those who are new to the industry. The bottom line: Having different strategies for both types of people means they'll be able to generate revenue more quickly.

One training idea is to maintain a folder with articles you've passed out during sales meetings, and give copies of each article to new hires. If you felt a particular item was valuable at some point, it should remain valuable for at least a year.

Another way to maximize efficiency is to keep another folder handy that contains recurring packages. Don't simply assume your new staffers will be aware of this option, which may be the difference in getting an appointment or closing an order. This folder should be available for new employees to refer to whenever it's necessary.

“Prepare a timeline of projects that will generate orders rather than simply focus on a new budget figure.”

You may also want to start a library of videotapes of sales meetings for new people to review. Invest in a camcorder and a tripod to record your meetings — videos are a great way to introduce salespeople to your station.

Especially useful are tapes of training meetings you prepared specifically for new employees (with basic station information and policies, for example) and meetings in which you introduced new packages.

System Documentation

The better your office systems — traffic orders, new accounts, direct mail lists, avail reports — are documented, the less frustration there'll be for you and your employees.

Although the task of gathering all of this information into a single workbook will be a monster, it'll be more manageable if you start putting examples and instructions into a notebook.

Reviewing the memos you've written that itemize various expectations, systems, and paperwork pro-

cedures and putting them in a notebook also will help you get a start on a master guide. (You might want to rewrite some of your more harsh memos.)

For a more comprehensive workbook, you might consider taping meetings — you can do this easily with a pocket tape recorder — about station policies or procedures, having the tapes transcribed, and editing them into brief documents for future reference.

Your workbook should be divided into major sections such as general station information, rates, traffic orders, credit packages, etc. Once you've compiled such a book, each of your staffers — not only the new folks — should review it.

Set A Timeline

Developing a specific project timeline for new salespeople can be incredibly helpful, regardless of their level of experience. Write down your expecta-

“Start a library of videotapes of sales meetings for new people to review.”

tions for their first 60 or 90 days, such as the number of orders, face-to-face appointments, and new account filings you'd like to see, as well as exercises in prospecting, using library microfilm, and reviewing nonactive accounts. For example:

- Week 1: Review master workbook and begin viewing sales videotapes; meet with sales manager each

MEDIASCOPE

Media Monsters Merge Marketing

In a reaction to the reduction of traditional advertising dollars, two media giants — **Times Mirror** and **Newsweek** — have begun offering joint turnkey marketing programs.

The program, called “Ad-Vantage,” offers advertisers custom ad inserts and joint advertorials in 11 magazines, with options for radio, newspapers, cable, and television.

BSM&P Picks Up ‘Tempo’

Beber Silverstein McCabe & Partners has been added as another agency of record for the **Thompson Medical** company. Beber's first project is the production of a consumer ad campaign for Thompson's “Tempo” antacid.

Other agencies employed by Thompson — a major producer of over-the-counter products — include **Saatchi & Saatchi** and **Grey Advertising**.

morning to ask questions.

- Week 2: Work phones four hours a day, secure new appointments, and review sales meeting videotapes.

- Week 3: Begin face-to-face appointments.

The simple fact that you're thinking through your expectations — and the timing surrounding those expectations — will help both you and your new employees to realize those goals.

Consider preparing a timeline of projects that will generate orders rather than simply focus on a new budget figure. Components you can isolate include prospecting time and methods, telephone time, number of appointments, number of proposal outlines, closing ratios, number of new orders expected, and renewal ratios. This way you're managing the *skills* rather than the end product.

One last thing to remember: Don't assume that others can adequately educate new hires on the topics,

systems, and expectations you want — you're the only one who can do that. Therefore, you must be the one who takes the time to review such material with all new employees.



Chris Beck is the President of **Chris Beck Communications**, a sales consulting firm. If you have a question about a column or a topic you'd like to see addressed, he can be reached by phone at (818) 594-0851; by fax at (818) 594-5030; by **Prodigy** electronic mail at ID# SRTN15A; or by **Compuserve** at ID# 76066,3334. Write to him at 22900 Ventura Blvd., Suite 340, Woodland Hills, CA 91364.

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Fortunately, you don't have to settle. Radiomixer is genuine PR&E. All the way from its high quality components to its efficient BMX-style layout, comprehensive telephone mix system and unique Off Line Mix Matrix. Yet its manufacturer-direct price is no higher than the "clones."

How did the PR&E engineering team build a less expensive console without lowering our standards? Let's start with what we didn't do:

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The final result? In less than a year, Radiomixer has quietly become one of our most popular consoles. In fact, it's now one of the best-selling boards in broadcasting. Our color brochure will tell you more of the reasons why, and help you configure a Radiomixer for your particular application. To get your copy, call PR&E direct at 619-438-3911.



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MEDIA

'ZINE SCENE

Cher Wants Elephant Boy!

First Michael Jackson tried to buy the real Elephant Man's bones. Now Cher wants to adopt and raise an elephant child of her own!

The singer/actress played the mother of real-life disfigured child Rocky Dennis in the 1985 film "Mask" and generously gives her name and money to help kids afflicted by neurofibromatosis (a sometimes fatal disease that leaves victims hideously deformed, ala the Elephant Man). But friends say the singer wants to do more.

"She has always loved motherhood more than acting and singing. Finding a boy like Rocky to adopt would be a dream come true," says an unnamed pal (*National Examiner*).

Rod's Yellow Fever

Speaking of incurable diseases, hot Rod Stewart has a serious malady his buddy calls "blonde-itis!" You may laugh, but a top British shrink confirms: The raspy rocker has "become a love junkie" whose hankering for blonde babes betrays "fears he'll degenerate into old age" (*Weekly World News*).

Meanwhile, this week's *People* has the real dope on how the long-time love affair between Rod and model Kelly Emberg ended. "Sources close to Stewart" say he phoned up Emberg and asked her to marry him in a last-ditch effort to mend their relationship. Emberg said no.

Headline News

• Michael Jackson and Sean Lennon spent a late night at Jackson's Santa Ynez, CA ranch randomly prank-calling people in the small town and giving them "a big raspberry" before hanging up (*Star*).

• Madonna sent expecting parents Sean Penn and actress Robin Wright two large boxes of toys and a note reading, "lotsa luck" (*National Enquirer*).

• Tri-Star Pictures threatened to replace "Look Who's Talking Too" bono vox Bruce Willis with "potty-mouth comic" Andrew "Dice"



LISTEN UP — "I live in Bel-Air, but I don't let my soul get caught in Bel-Air. I want to be a productive human being until I go. If you get caught up in this shit, you stop" — "Grandson-of-a-Mississippi-slave-who-taught-him-how-to-cook-rats-for-lunch" Quincy Jones ponders the creative quagmire posed by living in one of L.A.'s ritziest neighborhoods (*People*).

Clay . . . until Willis agreed to do some weekend overdubbing (*National Enquirer*).

• Top docs warned country songbird Crystal Gayle that her trademark long tresses — which weigh in at five pounds — will eventually cripple her if left untrimmed (*Star*).

• The *Globe* reports Will Smith (of *Fresh Prince* fame) cruises his posh new neighborhood listening to a 42-speaker car stereo that's so LOUD it can break windows. Of course, this is the same 'zine with a story — complete with color photograph — about a 35-foot-long anaconda that devoured a young Brazilian fisherman!

• Kenny Rogers and Dolly Parton are considering plastic surgery to correct breast problems spurred by previous cosmetic operations (*Star*).

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.



RECORD GUISE — The New Kids On The Block (bottom) are thinking of suing Saturday morning TV stars/recording artists Guys Next Door (top) for exploiting the Kids' name and likeness. A Guys spokesperson denies any hard feelings about their rivals, but admits some fans have written in to complain. The problem? The Guys aren't similar enough to the New Kids! (*Star*).

Radio & Record Moguls Among 'Forbes' 400

The October 22 issue of *Forbes* features the magazine's ninth annual list of the 400 richest Americans, some of whom are fairly well-known within our industries:

• \$1 billion-plus: Warren Buffett, large shareholder of Capital Cities/ABC; sisters Barbara Cox Anthony and Anne Cox Chambers, Cox Enterprises; Sumner Redstone, Via-

com; Laurence Tisch, CBS; Edward Gaylord, TNN/radio station owner.

• \$500 million-plus: William Randolph Hearst Jr. and family, Hearst Corp.; Carl Henry Lindner II, Great American Communications; Oveta Culp Hobby, Cowles Broadcasting; Fred Field, Inter-scope; Roy Disney, Shamrock Holdings; David Geffen, Geffen

Records/DGC.

• \$250 million-plus: William S. Paley, CBS; Stanley Hubbard, Hubbard Broadcasting; Richard Duchossois, August Meyer (radio station owners); Russell Solomon, Tower Records; David Chase, D. Dean Rhoads, David Mugar, Gene Autry (radio station owners); Aaron Spelling, Great American Communications.

TELEVISION

TOP TEN SHOWS OCTOBER 1-7

- 1 *Cheers*
- 2 *The Cosby Show*
- 3 *A Different World*
- 4 *America's Funniest Home Videos*
- 5 *Designing Women*
- 6 *Roseanne*
- 7 *America's Funniest People*
- 8 *Murphy Brown*
- 9 *Unsolved Mysteries*
- 10 *Golden Girls*

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

• Atlantic artist David Crosby joins his bandmate for the premiere of *A&E's* weekly talk/performance series, "The Inside Track With Graham Nash" (Friday, 10/12, 10pm).

Friday, 10/12

• Jasmine Guy, "The Arsenio Hall Show" (syndicated; check local listings for station and air time).
• Bobby Hatfield, "Into The Night Starring Rick Dees" (ABC, midnight).

Saturday, 10/13

• Stanley Clarke and George Duke, "Late Night With David Letterman" (NBC, 12:30am).
• Steve Wariner, Roy Acuff, Minnie Pearl, and Hank Snow are among those slated to perform on "The Grand Ole Opry's 65th Birthday Celebration" (TNN, 8pm EDT/5pm PDT).
• Howard Hewett, "Big Break" (syndicated; check local listings).

Monday, 10/15

• Four Tops, "Arsenio Hall."
• Take 6, "The Tonight Show Starring Johnny Carson" (NBC, 11:30pm).
• Michael W. Smith, "Rick Dees."

Wednesday, 10/17

• Mel Torme and the rappers of "Hull High," "Rick Dees."

Thursday, 10/18

• Neville Brothers, "Johnny Carson."
• Jasmine Guy, "Rick Dees."

Tuning Out TV Commercials

How do we avoid TV commercials? Let us count the ways. Nearly half (45%) of us get up and do something, 42% talk, 28% switch channels, and 15% turn down the sound, according to a recent survey. Note that these figures total more than 100%, as people could choose more than one response.

The study — cited in a NYC-based Media Dynamics newsletter — also found that people with annual household incomes of \$50,000+ are the most likely to skip commercials, and that patterns toward

watching spots become stronger as income decreases.

Who Switches?

Those aged 60+ are the least likely to change the channel during commercials, with an index of 80 (average = 100), followed by viewers aged 45-59 (index 88). Those 18-29 are the most aggressive switchers (index 118).

The opposite holds true for turning down the sound. People aged 18-29 are least likely to do so (index 89), while 45-59s and those 60+ are most likely (index 104 and 102, respectively).

VIDEO

NEW THIS WEEK

• SPIKE LEE & CO.: DO IT A CAPPELLA (Elektra Entertainment)

Filmmaker Spike Lee and singer/actress Debbie Allen host this program, which premiered on PBS-TV last week. The 85-minute video takes viewers to Brooklyn clubs in search of a cappella talent and includes a half hour of additional footage not seen on TV. It features performances by Take 6, Ladysmith Black Mambazo, the Persuasions, the Mint Juleps, Rockapella, and True Image — all of whom also can be heard on the just-released Elektra companion LP. (Street date: 10/12)

• OUTSIDE THE INNER CIRCLE (Double Image Distribution)

What does it really take to succeed as a recording artist? That's what this two-hour "documentary/instructional" tape tries to determine by asking radio and record execs, band members, club owners, managers, attorneys, promoters, studio owners, producers, engineers, and other industry types. Among those interviewed: Edens VP Garry Wall, KLSX/L.A. air talent Damlon, and Dr. Dream recording artist Andy Priebay. (10/15)



WHAT IS THE SECRET OF YOUR SUCCESS? — Edens VP Garry Wall (l) counsels perspiration; Thelouious Monk provides inspiration.

• MILES DAVIS: MILES IN PARIS (Warner Reprise Video)

Five songs by the Warner Bros. jazzmeister can be seen and heard on this concert tape — "Human Nature," "Amandala," "Tutu," "New Blues," and "Mr. Pastorious." Interview footage rounds out the hourlong package. (10/16)

• THELONIOUS MONK: STRAIGHT, NO CHASER (Warner Home Video)

Executive producer Clint Eastwood and director Charlotte Zwerin ("Gimme Shelter") profile the late, great jazz pianist/composer in this 90-minute musical documentary. The feature film contains backstage and studio footage, interviews with friends and family, and scads o' songs (excerpts and entire tunes) with his quartet and octet, including "Round Midnight," "Rhythm-A-Ning," "Crepesculent With Nellie," and "Epistrophy." Check out the film's Columbia soundtrack for a complete listening experience. (10/17)



PROGRAMMING SCHEDULE

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Co	_____	
MO	_____	
TIME	PERSONALITY(IES)	PROGRAM
		CHECK IF SYNDICATED



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to add a music personality
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- *Whose published catalog of hit songs (including The Beatles) have sold over 500 million records.
- *Who **Time Magazine** called "The Man with the Golden Ear."

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MEDIA

SCREEN SCENE

'50s Radio Soap Setting For 'Tune In Tomorrow...'

As recently as the early '60s, radio soap operas were still an integral part of the broadcast landscape. Cinecom invites you to return to those glory days (circa 1951) via its forthcoming dark comedy, "Tune In Tomorrow . . ."

The flick stars Peter Falk as a brilliant yet twisted scriptwriter who's hired to boost the ratings of "Kings Of The Garden District" — a soap opera heard on fictional New Orleans radio station WXBU.

Taking the adage "truth is stranger than fiction" to heart, Falk's character turns to the private lives of his friends and station colleagues for inspiration, gleefully scripting embarrassing episodes from their lives word for word.

One of the stickiest situations he borrows for broadcast? The crush that his younger colleague (played by Keanu Reeves) has on his older aunt (portrayed by Barbara Hershey).

Columbia recording artist Winton Marsalis composed the film's music and makes a cameo appearance as well. Other musicians making this particular big screen screen include Jimmy McGriff, Howard Johnson, and the Neville Brothers, the last of whom perform "I'm Beginning To Fall In Love With You" in a club setting. (Brother Cyril penned the tune especially for the film.)

Henry Gibson portrays the station's top jock, while Buck Henry, John Larroquette, and Elizabeth McGovern are among the soap opera players. Directed by Jon Amiel and based on Mario Vargas Llosa's acclaimed novel "Aunt Julia And The Scriptwriter," the movie opens nationally on October 26 with Columbia's companion soundtrack set for release shortly thereafter.



Cyril Neville — boom crash soap opera?

Open Call

MovieFone, a free telephone-based movie guide that enables folks in select cities to find out where and when movies are playing in their areas (by using any touch-tone phone), is looking for radio stations interested in inking market-exclusive cross-promotional sponsorships.

KLOS/L.A., KMEL/SF, and WPLJ/NY already have the service available to their listeners, and negotiations are currently underway for sponsorships in Boston, Miami, Chicago, Detroit, and Atlanta. For more info, contact the company's Andrew Jarecki at (212) 504-7555.

Institutionalized Comedy

Wing/Polydor songstress and erstwhile Miss America Vanessa



Vanessa Williams — a Pryor commitment?

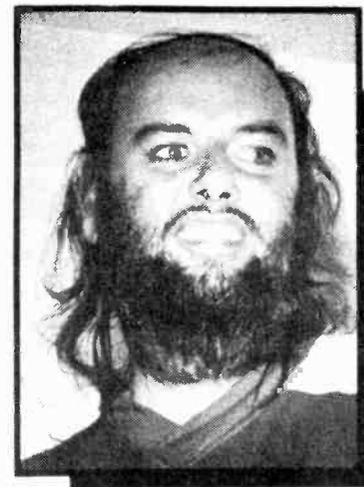
Williams will star as Richard Pryor's love interest in the currently lensing comedy "Another You." A paroled prisoner who must perform several hours of community service, Pryor's character is charged with caring for a recently institutionalized pathological liar (Gene Wilder).

The laffs begin when the duo unwittingly become mired in a case of mistaken identity. Peter Bogdanovich ("The Last Picture Show," "Texasville") is directing and co-producing for Tri-Star.

New Zeppelin Movie?

Former Led Zeppelin manager Peter Grant is pulling together a film about his career with the group. Scripted by "Long Good Friday" wordsmith Barrie Keefe, the film will not contain any Led Zep footage, but the soundtrack is likely to sport as many as a dozen of the band's tunes.

Working with Malcolm McLaren (of Sex Pistols notoriety), Grant plans to shoot the film in the UK during the spring of '91 and hopes to have it released by '92. No word as yet on who's to play the leading man. Frank Dileo, call your agent



Peter Grant — managing to star?

negotiating with "some big rappers" for a planned scene in which the quartet break into song during a barroom brawl. Stay tuned.

Fade To Black

• Steven Spielberg has snapped up the film rights to Carrie Fisher's current bestseller "Surrender The Pink." Fisher reportedly made one last-minute change in the book before publishing: She made a character based on her ex-husband Paul Simon funnier . . . at Simon's request.

• The Ramones have contributed the song "Howling At The Moon" to the Canadian film "Roadkill." No plans as yet to release the film in the U.S.

• Bette Midler is set to play a lifelong USO performer in Fox's forthcoming "For The Boys." Scheduled to begin shooting in January '91, the picture follows Midler's character from World War II to the Korean War to the Vietnam conflict. James Caan co-stars.

• MCA party reptiles the Teenage Mutant Ninja Turtles have started work on the sequel to their self-titled surprise hit of last summer. The Los Angeles Times reports "Turtles II" filmmakers are

• Zoo Entertainment recording artists the Rhythm Tribe will make a brief onscreen appearance in director Ron Howard's forthcoming "Backdraft." The band provide the musical backdrop to scenes shot on a party boat cruise.

• Universal has reconstructed and restored Stanley Kubrick's 1960 film "Spartacus" for theatrical release in 1991. The epic adventure — restored by the same team who brought "Lawrence Of Arabia" back to theaters — features five minutes of film that was cut by 1960's censors, including some ultra-violent battle footage and a scene with co-stars Lawrence Olivier and Tony Curtis set in a Roman bath. Kubrick, star Kirk Douglas, and original editor Robert Lawrence are consulting on the project.

• Vancouver-based Coram Pictures and L.A.-based Film Horizon have pacted to co-produce a film based on Canadian suspense novelist William Devereil's tome "Platinum Blues," a satirical look at the music business. The book was previously available north of the border, but has just been published in the U.S.

FILMS

WEEKEND BOX OFFICE

OCTOBER 5-7

1 Marked For Death (Fox) *	\$10.51
2 Fantasia (Buena Vista) **	\$5.20
3 Pacific Heights (Fox)	\$5.07
4 Ghost (Paramount)	\$4.70
5 GoodFellas (Warner Bros.)	\$4.54
6 Postcards From The Edge (Columbia)	\$2.91
7 Flatliners (Columbia)	\$1.25
8 Narrow Margin (Tri-Star)	\$1.22
9 Desperate Hours (MGM/UA) *	\$1.20
10 Funny About Love (Paramount)	\$1.08

All figures in millions

* First week in release

** Rerelease

Source: Exhibitor Relations Co.

COMING ATTRACTIONS:

This week's openers include "Welcome Home Roxy Carmichael," starring Winona Ryder and Jeff Daniels. No soundtrack's scheduled, but listen for the voice of Melissa Etheridge — who contributes two songs to the audio of the Jim Abrahams-directed film.

Also opening this week: "Memphis Belle," in which Columbia recording artist Harry Connick Jr. co-stars as a member of a World War II bomber crew. Matthew Modine and Eric Stoltz are among the other featured players.

MUSIC & MOVIES

CURRENT

- **MARKED FOR DEATH** (Delicious Vinyl/Island)
Single: I Wanna Do Something Freaky To You/Kenyatta
Other Featured Artists: Tone Loc, Shabba Ranks, N'Dea Davenport
- **GHOST** (Varese Sarabande/MCA)
Single: Unchained Melody/Righteous Brothers (Verve/Polydor)
- **GOODFELLAS** (Atlantic)
Featured Artists: Moonglows, Muddy Waters, Cream
- **BLAZE OF GLORY/YOUNG GUNS II** (Mercury)
Featured Artist: Jon Bon Jovi
- **PUMP UP THE VOLUME** (MCA)
Featured Artists: Concrete Blonde, Cowboy Junkies, Soundgarden
- **MUSIC FROM MO' BETTER BLUES** (Columbia)
Single: Harlem Blues/Cynda Williams
Featured Artists: Gangstarr, Branford Marsalis Quartet
- **DAYS OF THUNDER** (DGC)
Single: Show Me Heaven/Maria McKee
Other Featured Artists: Guns N' Roses, Chicago, David Coverdale
- **THE ADVENTURES OF FORD FAIRLANE** (Elektra)
Single: Glad To Be Alive/Teddy Pendergrass & Lisa Fisher
Other Featured Artists: Queensryche, Billy Idol, Dion

UPCOMING

- **THE HOT SPOT** (IVA/Antilles)
Featured Artists: Miles Davis, John Lee Hooker, Taj Mahal
- **LISTEN UP: THE LIVES OF QUINCY JONES** (Qwest/Reprise)
Single: Listen Up/Listen Up
Other Featured Artists: Quincy Jones, James Ingram & Patti Austin
- **GRAFFITI BRIDGE** (Paisley Park/WB)
Singles: Round And Round/Tevin Campbell
New Power Generation/Prince
Other Featured Artist: Time

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LIFESTYLES

Survey Hits Top Ten Consumer Myths

You're pretty tuned into today's consumers, right? For instance, wouldn't you say that religion and traditional morals are making a comeback? If so, maybe you're not as up on trends as you think.

These subjects are just two of the myths set straight by advertising giant DDB Needham in its latest "Life Style Study." The company asked a sample of 4000 American adults up to 1000 questions, primarily to create custom profiles of its clients' target consumers.

For example, the percentage of Americans who say that "religion is an important part of my life" has declined steadily since 1981, while the percentage of people who believe couples should live together before getting married has risen.

The annual survey has never been reproduced in any publication until some highlights appeared in a recent issue of *Advertising Age*. Following are eight additional false beliefs:

- Families don't eat together anymore. In fact, three-quarters of respondents say their whole family usually eats dinner together.

- Most people support pollution restrictions, but only if it means workers don't lose their jobs. The percentage saying they support such standards "even if it means shutting down some factories" is 69%, up from 53% in 1983.

- Americans want to get tougher with lawbreakers. Six in ten surveyed say "police should use whatever force is necessary to maintain

law and order," down from 71% in '75.

- The clean-shaven look is in. Half of all men and 55% of women agree with this statement — down from 68% of men and 72% of women in 1975.

- More Americans are traveling abroad. There's actually been no significant change since '75 in the number of people who've traveled outside the U.S. in the previous year.

- Volunteering is hot. Since 1975, there's been only a slight increase in the percentage of people who say they did some sort of volunteer work in the last year.

- Most people would rather live somewhere else. Nearly three-quarters (73.5%) agree that they "would be content to live in the same town the rest of my life."

- Nobody eats breakfast anymore. Fully 43% say they eat breakfast every day — about the same as in 1982.

CHRONICLE

Born To:

WVIC/Lansing PD Kevin Robinson, wife Monica, son Zachary Adam, September 21.

WVAF/Charleston PD Bruce Gilbert, wife Pam, daughter Amber Danae, September 26.

KATT/Oklahoma City PD Doug Sorensen, wife Pam, daughter Jenna Patricia, October 1.

Marriages:

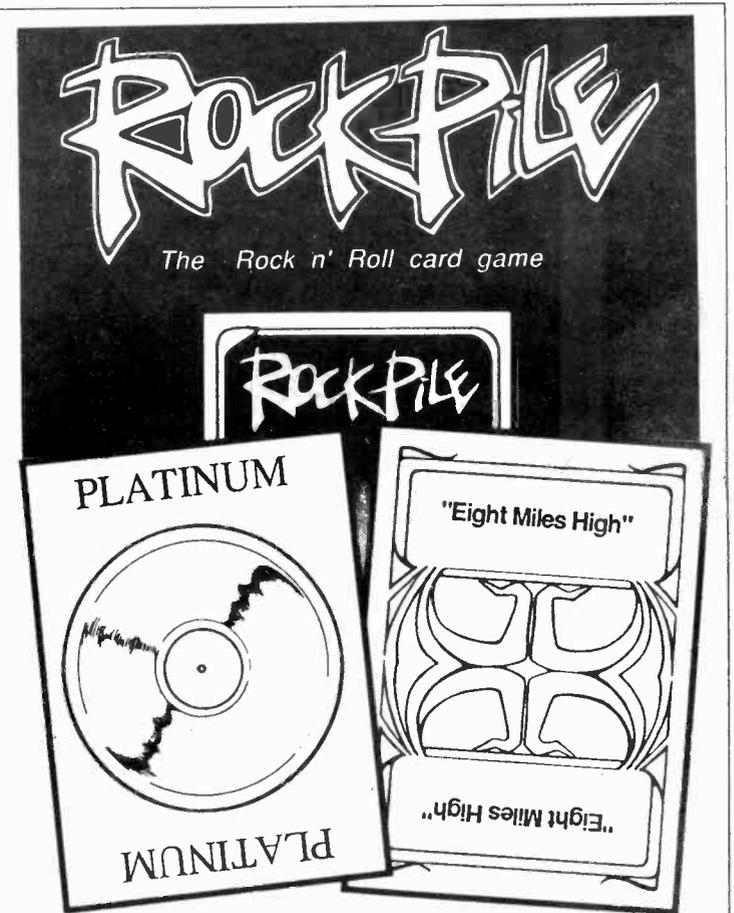
KLPX/Tucson PD Larry Snider to Gerry Cahille, September 21.

Let's face it, after seeing all those other music and program schedulers, MusicSCAN wins hands down for being fast, easy and fun to run... You folks always seem to be two steps ahead of your competition in all areas!

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WKKS-FM, Boston

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Music Lovers Hold Hands With 'Rockpile' Card Game

Looking for a fun way to sharpen (or show off) your music knowledge? Try playing a hand of "Rockpile: The Rock 'N' Roll Card Game" — a musical variation of "Crazy Eights" designed by Sudbury, MA music aficionado David Rosolko.

Here's how it works: Players are dealt eight cards featuring song titles and artist names. A randomly selected "start" card is placed face up and the players take turns discarding onto the rock pile, building on a variety of common denominators.

For example, a "White Room" card could be played on a "Blue Bayou" one (colors) and a Linda Ronstadt card could be played on the "Blue Bayou" (covers). Other theme variations are based on numbers, geography, architecture, transportation, etc. The rules can be as strict or as flexible as the players want, allowing for either great leaps of imagination or only the most-obvious connections. (The "Gold" and "Platinum" (pictured) cards are wild and are used to change "suits.")

The first player to use all his cards wins. List price: \$21.95. For more info, call Rosolko at (508) 440-2621.

33% Of U.S. Eating More Fresh Veggies

One-third of Americans have just made their mothers very happy. According to a recent survey, that's how many said that they or their households are eating more fresh vegetables these days than they did a year ago, an increase of 8%.

The study, conducted by Lincolnshire, IL-based Vance Research Services, found that nearly two-thirds of the respondents said they or their households are eating the same amount of fresh vegetables as last year, while only 5% say their fresh veggie consumption has dropped.

The main reasons for the popularity of fresh vegetables? Concern about nutrition and diet (76% cited this as a reason), desire for a good value (55%), and concern about calories (53%).

Demo Memos

- Households with incomes of \$15,000 to \$19,999 are the least likely of any income group to report eat-



ing more fresh veggies this year (24%, compared with the low 30s for most other groups).

- Consumption is more consistent among age groups, however. The youngest are slightly more apt to eat fresh vegetables (33% of those 18-29), followed by 30-39s (32%). All other age groups — 40-49, 50-59, and 60+ — were tied with 29%.

- By region, 34% in the South and Northeast say they or their families have increased their fresh veggie consumption this year, compared with 31% of Westerners and only 23% of North Central residents.

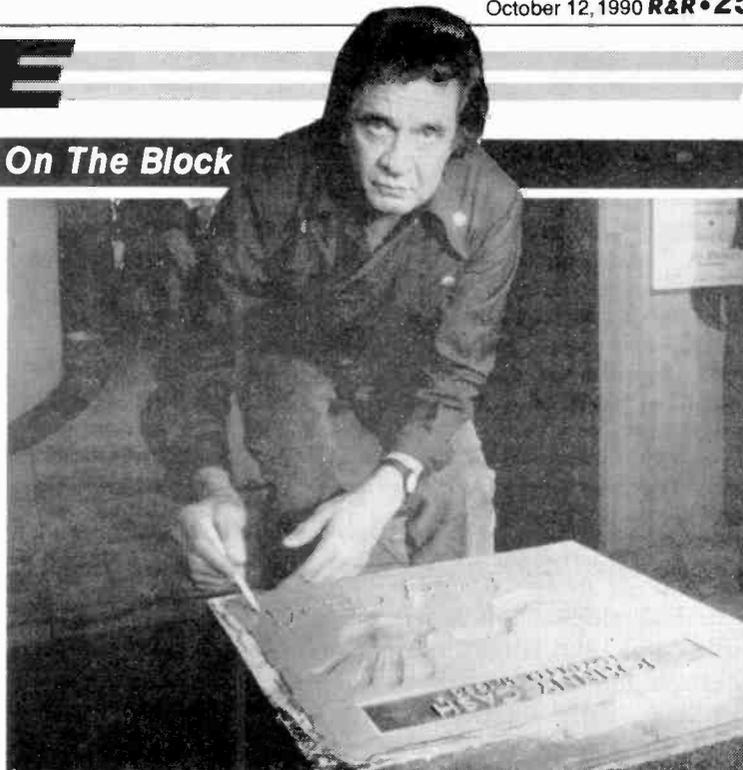
PEOPLE

One Tight Little Posse



Tin Pan Apple Records execs paid a visit to Little Posse — the “world’s smallest rap group” — while the band was laying down some tracks for their forthcoming album. Chillin’ at the session are (front, l-r) Posse members B-Ill, M.C. Science and Giz-Mo-C; (back, l-r) the label’s Sr. VP Jim Glenn, President Charles Stettler and CEO Lynda West.

Cash On The Block



Johnny Cash and Elvis Presley were recently inducted to Hollywood’s Rock Walk, joining the previously honored Jerry Lee Lewis and forthcoming honoree Carl Perkins in a tribute to Sun Records’ famous “million-dollar quartet.” Above, Mercury’s “Man In Black” lends his hands — and his signature — to the Sunset Boulevard landmark.



Stone’s Sly Family

Two parttime recording artists and fulltime pals — MCA’s Arsenio Hall (l) and Columbia’s Eddie Murphy (r) — trade tips ‘n’ quips at L.A.’s China Club with legendary funkmeister Sly Stone, who’s reportedly recording a new album.

Elvis Is Dread



IRS natives Dread Zeppelin recently performed two shows at Hollywood’s Palace. Epic artist Vernon Reid (Living Colour guitarslinger) caught one of the gigs, and ventured backstage to show his support for this current incarnation of Elvis. Witnessing this warm display of affection were (squatting, l-r) band members Fresh Cheese and Ed Zeppelin; (standing, l-r) Dread Zeppelin’s Carl Jah, Jah Paul Jo and Tortelvis, Reid, and the band’s Put-Mon.

Bucs, Kin & Blues



The Plates Of The Mississippi took a tour break to play a couple of dates with WB/Curb countryman Hank Williams Jr. (third from left). Not entirely coincidentally, the Capitol outfit’s new sing’e, “Honky Tonk Blues,” is a remake of a Hank Williams Sr. tune. Joining Junior are (l-r) Pirates Dean Townson, Rich Alves, Bill Mc-Corvey, Pat Severs, and Jimmy Lowe.

- Perceptual Studies
- Perceptual Tracking Studies
- Auditorium Format Analysis
- Auditorium Music Tests
- Call Letter Analysis

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Paragon Research

Street Fighting

This Time It's Personal: Intimidate Your Rival, Boost Your Image

The '80s were radio's marketing decade — almost overnight, programmers, managers, and researchers had to become marketing experts. Strategic plans were the order of the day.

Big-budget television, billboard, and direct mail campaigns were artillery in the fight. Now, as budgets tighten across the country, more stations than ever are relying less on marketing and more on fighting it out on the street.

Street fighting pits station against station and programmer against programmer. It's designed to intimidate the competition while creating a positive image in the listener's mind. Sometimes it works. Sometimes it backfires. Street fighting isn't necessarily dirty fighting. At its best, it creates great radio; at its worst, it turns listeners off.

A good street fight includes three elements: it attacks the competitor, it reflects listeners' feelings, and it creates a memorable event. The battle is fought along psychological and perceptual lines. A good street fight is relevant, focused, persistent, and aggressive. Often, it's a form of radio judo.

Attacking is easy. In the most extreme form, it goes too far — like when PDs send dead rats to the competition. At its best, it rattles the rivals and lets the audience have fun.

Takin' It To The Streets

Recently, CHOG/Toronto took advantage of rumors that crosstown rival CFTR might be letting longtime morning host Tom Rivers go. CHOG set up a live remote morning show right in front of CFTR's studios to wish Tom Rivers bon voyage. It even had a huge going-away card signed by CHOG listeners. PD Gary Aube's aggressive move garnered lots of free media.

At KISW/Seattle, PD Steve Young and morning

Street Tactics

In your fight, you must:

- Attack the competitor
- Reflect your listeners
- Create a memorable event

man Bob Rivers pulled off a double-pronged attack on rival KXRX. First, they announced they'd be doing a totally nude morning show and invited 100 listeners to join in. Then they phoned KXRX to ask Robin (of Robin & Maynard) if she'd join the broadcast. She was upset and embarrassed by their questions and repeatedly declined. KISW's guys then went on-air and said they were going to broadcast the interview with her. Of course they didn't, but they ended up outpsyching the competition and scoring five minutes of television on the early evening news.

Along with on-air attacks, there are simple tactical street fights, such as showing up at a competitor's music test and handing out your station's material. WSTR (Star 94)/Atlanta PD Bill Cahill, who's used this technique effectively in the past, says, "Some of the best street fighting [includes] simple tactics, such as huge balloons at a competitor's concert."

Of course, it can backfire. When WRQN/Toledo was doing a music test recently, crosstown rival WVKS turned up to put bumper stickers on participants' cars. WRQN staffers spotted the offenders and tore up the stickers. The facility managers made WVKS clean up the mess.

When you're street fighting, make sure the battle is worth winning. A good street fight has an audience of fans — the listeners — cheering in your corner. To be successful with them, the street fight has to reflect their feelings. As Steve Young says, "Make sure the audience can easily take part in the street-fighting tactics. Give yourself a cause when you go to an event. This gives the audience more than one level to work from."

Alternative Goodwill

KISW pulled off a brilliant street fight against Ted Turner and his Goodwill Games, held recently in Seattle. Rather than climbing on the bandwagon with 20 other radio stations to become the official station, KISW staged its own "Goodwill Games."

First, the station found an old ex-policeman named Warren B. Goodwill, who became the official sponsor. Then it created on-air

Winning Elements

A street-fighting campaign must be:

- Relevant
- Focused
- Persistent
- Aggressive
- Creative

theater-of-the-mind games, including: Interstate 5 Dodgeball, the East Side Shop-Off, and the Foreign Film Endurance Festival. Eventually, W.B. Goodwill appeared in the Seafair Parade in front of 500,000 people. KISW attracted extensive TV and newspaper coverage.

KISW capitalized on the fact that the Seattle public had a slightly negative and bored feeling about the official Goodwill Games. The station took its promotion to the street.



Facing off against your opponent gives you a competitive edge.

Along with attacking and reflecting, a good street fight is stimulating, creating an event. In its heyday, disco destruction was the ultimate street fight. It attacked disco, reflected listeners' feelings, and created a live event (blowing up disco records) that took the whole issue to the streets.

Radio Judo

Tactically, some of the best street fighting — and a powerful tool — is radio judo: you use your competitor's momentum and turn it to your advantage. PD Jim Johnson at CFOX/Vancouver did this during the last major Rolling Stones tour.

Competitor CHRX tried to jump the gun by being the first to announce the concert dates. The plan backfired.

CFOX put the promoter on-air to say none of the dates were firm. CFOX then immediately instituted a "Guess When The Stones Are Coming" contest, which garnered 14,000 faxed entries. The prizes included tickets to the Stones as well as a trip for four to see them in Los Angeles. CFOX capped off the street fight with a final promotion blitz that promised, "At noon on Thursday, the speculation ends."

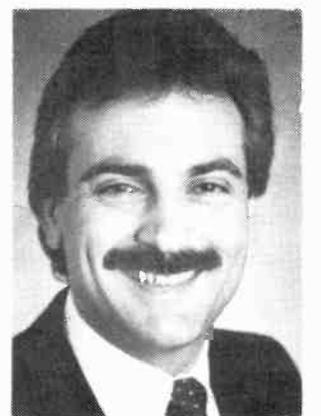
One PD who shall remain nameless took radio judo a step too far. A competitor bought billboards all over town that said, "Not too

hard, not too soft." One night, the competing PD spray-painted in the words, "Not too good."

When you enter a street fight, be careful it doesn't backfire on you, especially in the eyes of clients and buyers in the community. Recently, a radio station reproduced a negative print piece about a competitor on a gravestone and sent it to clients. The clients didn't like it. Now that the ratings are going up for the competitor, the negative street fighter's lost out.

Once you start street fighting, don't give up. Keep hammering the competitors. Make it part of your ongoing tactical promotions. And be prepared for an occasional bloody nose.

No. 24 in a series



John Parikhal is CEO of Joint Communications program and marketing consultants, which consults 75 radio stations and 15 corporate clients. He can be reached at (416) 593-1136.

Timothy White's Rock Stars Presents

HEART BEATS

PAUL SIMON'S ADVENTURES IN RHYTHM

In an unforgettable studio session, Paul Simon joins host Timothy White to trace two decades of syncopated solo magic. From the reggae-rock of "Mother and Child Reunion," to the brilliant Brazilian roll of THE RHYTHM OF THE SAINTS, it's an amazing journey with the incomparable Rhymin' Simon.

THE WEEK OF OCTOBER 22

For more information, contact your Westwood One representative. In Los Angeles call (213) 840-4244, in Canada (416) 597-8529, FAX (213) 204-4375

Photo: Alan Kleinberg



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WCKZ add 27
WHYH add
WRVQ add
CK105 26-22
B95 add
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STREET TALK®

Interscope Sites Benesch

Making reality of rumors that he was in line for this gig many moons back — before he left Columbia to become WC Sr. VP at Dick Scott Entertainment (New Kids On The Block) — former Big Red Sr. VP/Promo Marc Benesch has landed the head promo slot at Ted Field/Jimmy Iovine's new Interscope label.

Federal prosecutors have decided to appeal a judge's ruling that dismissed — "with prejudice" — payola, fraud, and racketeering charges against independent record promoter Joe Isgro and his two co-defendants, the Los Angeles Daily News reports.

Government prosecutors have filed court papers asking that the "with prejudice" ruling — which prevents the reintroduction of charges against the defendants — be stricken down.

And the apparent winner of the WDFX/Detroit PD marathon is... APD/MD John McFadden, who's been elevated to interim PD. Look for McFadden to get the official PD nod when new ownership takes over in 60-90 days. McFadden's already searchin', searchin' for a new MD.

KUBE/Seattle PD Tom Hutylar has relinquished programming duties to concentrate on middays. APD/afternoon driver Barry Beck becomes interim PD.

Meanwhile, KUBE owner Cook Inlet's plans to purchase KGMC/Dallas have fallen through the proverbial cracks — which means that KUBE VP/GM Michael O'Shea will be hangin' round the Emerald City after all.



THE TUX STOPS HERE — Listeners lined up down the block when WZPL/Indianapolis recently gave away 500 "official concert jackets" before a local M.C. Hammer concert. The station's "official jacket spotters" gave away \$99.50 to selected concertgoers who were spotted wearing the light blue tuxedo tops during the gig, and one lucky listener got to jam onstage with the Hammer himself.

WOMX/Orlando wakeup artist Mike Elliott has been hired to replace Q105/Tampa legendary morning zoomaster Cleveland Wheeler. ST hears that Wheeler was offered the option to partner with Elliott, but nixed the notion.

Crowe Roosts In Syracuse

Pilot Communications finally took over AOR WAQX/Syracuse Wednesday (10/10), naming KLSX/L.A. evening personality (and former Y97/Santa Barbara PD) Jim "The Cutter" Crowe PD. The station had been without a PD since Lorraine Rapp split one year ago.

In additional 'AQX action, morning man Michael O'Reilly exits, replaced by Jim Rodio (from WAQY/Springfield, MA) and Dave Coombs (from WQBK/Albany). Rodio also will handle APD duties; MD Dave Frisina retains his post.

Meanwhile, back at KLSX, plans are for current am driver David Perry to take over Crowe's shift once a new morning show is hired. Longtime L.A. personality Frazer Smith remains a top candidate to succeed Perry.

Continued on Page 30

Written On Spec

- With WAVA/Washington APD/MD Dave Elliott heading to the Ops Dir. slot at KKBQ/Houston (see Page 1), ST hears former Z99/OKC PD Brett Dumler and WAVA Music Coord. Chris Taylor (aka Eddie Munster) are still the top candidates to replace Elliott. But will a mystery name soon surface?

- Now that KCPX/SLC has gone Gold-based AC, will crosstown CHR Hot 94.9 head in a more mainstream direction?

- Are RCA's Sr. Dir./Nat'l Promo Geary Tanner and Sr. Dir. Nat'l Promo/Trade Relations Bonnie Goldner about to get their VP stripes?

- Did A&M local Detroit/Cleveland promo rep Eileen Dalley resign to head west for promo duties at one of the new labels?

- Is John Henry Publishing considering starting an independent label next year?

Thank You For Contributing

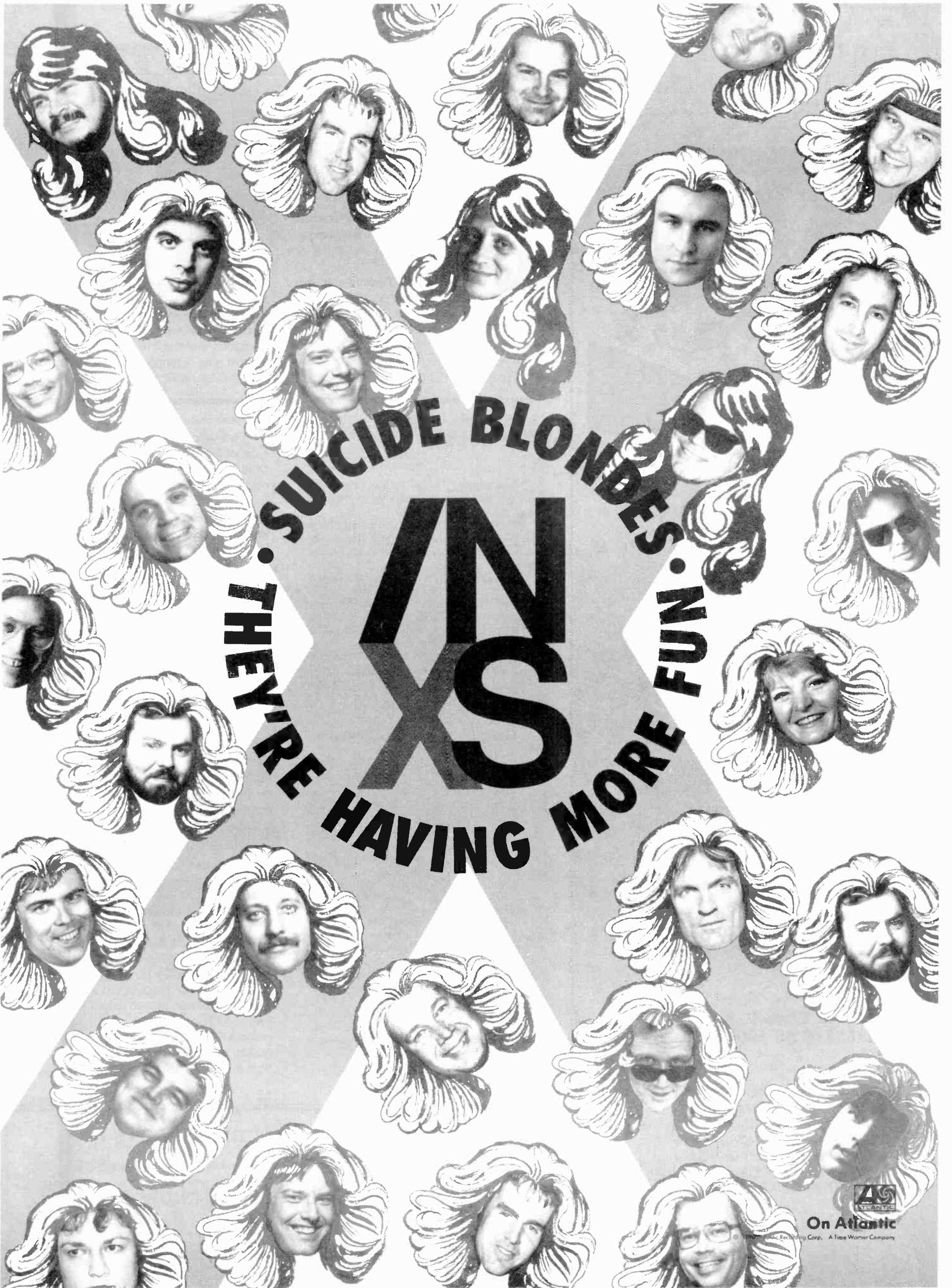
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CHR 31 - 27

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MOVES:

KISN 12-9 Hot	WQUT 18-8 Hot
KUBE 30-20	KZZU 14-11 Hot
Z95 5-3 Hot	KBFM 5-3 Hot
KKBQ 21-11	Y95 deb 29
KHMX 7-6 Hot	KZZP 15-13
PWR104 32-26 Hot	99KHI 11-3 Hot
HOT949 2-1 Hot	WPRR 19-9
K106 1-1 Hot	WCIL 2-1
WVSR 40-28	KMOK 3-1 Hot
98PXY 29-21	

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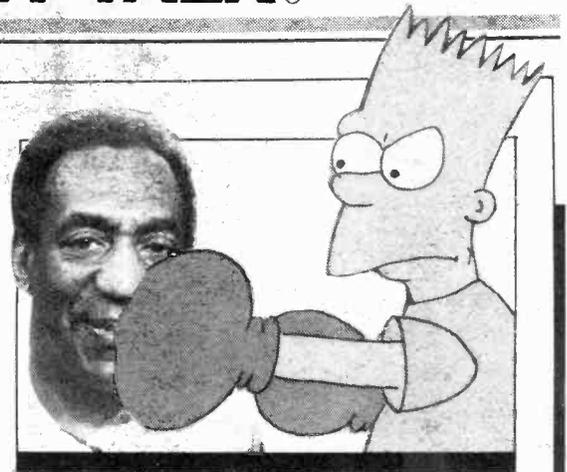
STREET TALK®

Family Feud

Those of us in the radio and record industries pride ourselves on being "tuned-in," aware, *hep*, even. Well, now's the time to test these facts we hold to be self-evident.

The Media Question O' The Week has to be: "Who'll win this week's Thursday night TV matchup — 'The Cosby Show' or 'The Simpsons'?"

Fax your answer to "Family Feud" c/o Street Talk (213) 203-9763. Entries must be received no later than Monday 5pm PST. We'll tally 'n' publish the results and compare 'em with the official national Nielsen numbers, which will arrive the following Tuesday (10/16).



And . . . just to make it interesting, all you seers who want to predict the actual ratings each show receives (and accomplish this little feat) will get \$100 and a gratuitous mention in next week's ST. In case of a tie, a random drawing will determine the Grande Prize winner. Cool?

Continued from Page 28

Wax Jobs

- Yes, Island VP/CHR Promo Lisa Velasquez is heading to East West America as Sr. Dir./Nat'l Pop Promo.

- Former IRS EC Regional Promo rep Charlie Londono lands the NYC local gig at A&M. He replaces Jon McHugh, now doing WC Dir./Nat'l AOR at Elektra.

- RCA Cleveland promo rep Chris Hensley becomes MW Nat'l Field Dir., based in Chicago.

- Meanwhile, RCA local Chicago rep Judy Vertucci jumps to Arista to become MW Regional CHR Dir. She replaces Mia Klein, who's taking a Giant step back to L.A.

Speaking of Giant, the label has spirited away Polydor's Barry Griffin and Ralph Carroll, who will handle Atlanta and Nashville, respectively. In addition, Giant has promoted longtime Irving Azoff Asst. Susan Markheim to Product Mgt./Int'l/Special Projects.

In other Nipper news: AOR dudes Wynn Jackson, Jeff Laufer, John Sigler, and Bruce Flohr have all inked new contracts.

- Disney VP/Soundtracks Mitchell Lieb is heading to EMI as VP/A&R.

- Delicious Vinyl! Nat'l Promo Dir. Wendell Greene exits for the Nat'l Dir./Black Music Promo post at Hollywood.

- Columbia fills the vacant local DC/Baltimore promo slot with WTG EC Dir./Nat'l Promo Robin Cecola. He replaces Lisa Wolfe, who was recently upped to Assoc. Dir./Nat'l Field Promo.

- SBK Sr. VP Arma Andon will exit to concentrate on his duties as President of SBK Management (Wilson Phillips, Pet Shop Boys, etc.)

- Portland-based Blixseth-Fach Entertainment is rolling out a new label with former KKRZ/Portland MD/midday personality Connie Breeze in the Nat'l Promo Dir. slot.

- Cypress WC Publicist Susan Deneau travels to PolyGram for the same duties. She replaces Stacy Nick, who moved to BMI.

- Atlantic WC Publicist Shelli Andranigian has opted to remain at the label. A replacement for Hollywood-bound Dir./Nat'l Publicity Kathy Acquaviva is forthcoming.

Five-year KRTH/Los Angeles PD Phil Hall — who opened his own consulting firm (The Creative Group) a few weeks back — has elected to leave the station in six weeks.

Hall said he's signed several key overseas stations and a couple of domestic radio groups as charter clients. He will also consult KRTH. Programming legend Bill Drake, who's been consulting KRTH as well, will handle interim PD duties until a permanent replacement is found.

EZ AC WMXC/Charlotte GM Jake Gurley exits, replaced by Reta Thorn from crosstown WBT.

ST hears CHR WAPE/Jacksonville PD Bill Pasha has resigned and is heading for the PD post at Hot AC Star 105/Dallas. WBBQ/Augusta PD Bruce Stevens is said to be a candidate to replace Pasha.

Former Superspots executive Joe Kelly has formed Lake Bluff, IL-based Kelly/Silver Inc. which will provide voiceover, market research, perceptual studies, and other services to radio.

The Fun-Fone, Pts. 1 & 2

While conducting a "phrase that pays" contest last week, WAVA/Washington made a random phone call to the home of one John Martin, who just happens to be the afternoon driver at nearby CHR rival WINX/Rockville!

Martin — who also weekends locally at WRQX (Mix 107.3) — answered correctly and hauled down the \$10,000 prize!

On the other hand, but in a similar vein . . . When a radio station asked listeners what they would do for \$5000, Patricia Bentley called KFMH/Muscataine, IA, offering to put a pooper scooper in her mouth and remove litter from a cat box!

Continued on Page 32



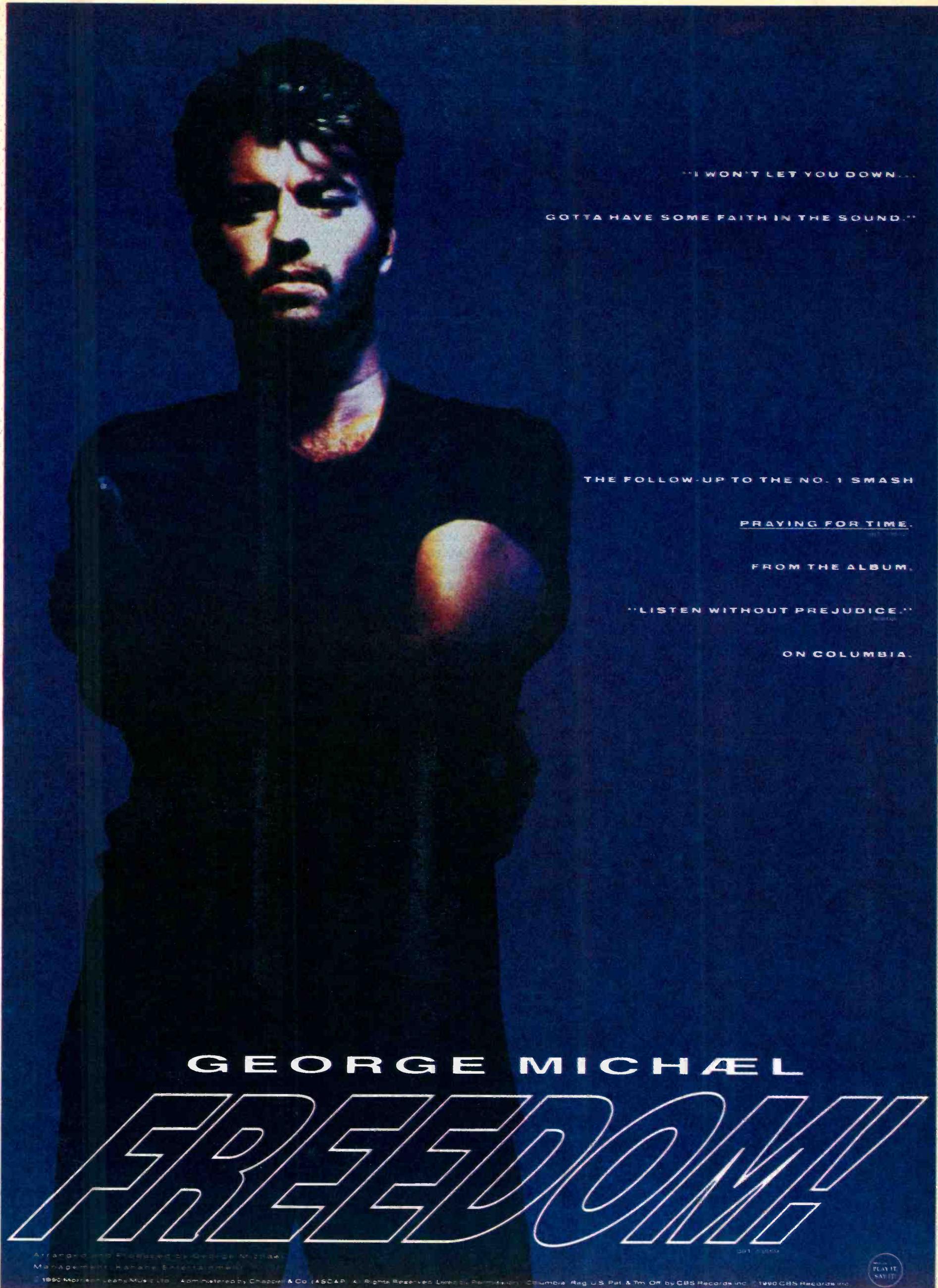
RADIO EXPENDITURE REPORTS INC.

740 West Boston Post Road • Mamaroneck, N.Y. 10543 • (914) 381-6277

WHAT YOU NEED TO KNOW

MARKET BY MARKET
ACCOUNT BY ACCOUNT

YOUR SOLE INDUSTRY SOURCE
FOR NATIONAL & REGIONAL SPOT DATA



"I WON'T LET YOU DOWN..."

GOTTA HAVE SOME FAITH IN THE SOUND."

THE FOLLOW-UP TO THE NO. 1 SMASH

PRAYING FOR TIME

FROM THE ALBUM

"LISTEN WITHOUT PREJUDICE."

ON COLUMBIA

GEORGE MICHAEL

FREEDOM

Arranged and Produced by George Michael

Management: Hanane Entertainment

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THE VAUGHAN BROTHERS



"TICK TOCK"

NOW ON 49 CHR REPORTERS
INCLUDING 24 ADDS
THIS WEEK!
AOR TRACKS ⑤

Check Out The Retail Action!
Album Over 850,000 Units

Tower National #1
Sound Warehouse #1
Apple Tree #1
Baker & Taylor #1
Harmony House #1
Title Wave #1
Rose Records #1
Navarre #3
Warehouse #4
Turtles #4
Transworld #5
Galaxy #5
Record Bar #5
National Record Mart #7
Musicland #7

The Single
"Tick Tock"
The Album
Family Style

epic associated

Continued from Page 30

KFMH's **Steve Bridges** promptly put Bentley on the air and told her he'd call her the winner right then and there — except for one teensy weensy little detail: the contest was being conducted by crosstown **WXP!**

Our confused cat lapper's next step was to hire a lawyer and *sue* KFMH, charging that she'd been deceived into thinking that she'd won the five grand. Rather than enter an expensive legal battle, KFMH settled out of court.

Look sharp for **KBTS/Austin ND Debra Cole**, who has a featured role as "Irene Davey," in the new **Don Johnson** film "Hot Spot," which opens in several markets this weekend.

Trivial Pursuit (And Capture)

When **Eugene Steichen** called in and aced the **KQRS/Minneapolis** "Dead Or Not Dead" contest Wednesday (10/3), listeners were astonished at his knowledge of which obscure celebrities were, in fact, alive.

However, two listeners (his cousins) were perhaps more astonished to recognize Steichen's voice, and noting that he'd escaped from a minimum security state prison two weeks earlier, notified local authorities.

Steichen then contacted his wife, who told the station her husband intended to give himself up, and KQRS broadcast tapes of her stating his intention as well as Steichen's contest-winning performance throughout the day. TV cameras captured Steichen's surrender the following afternoon.

Lip Service

• Former **WHFS/Washington-Baltimore** PD **Michael Butscher** has been named PD at New Rock **WHTG/Asbury Park, NJ**.

• **WMJI/Cleveland** and **VP/GM Bob Visotcky** have come to an amiable parting of the ways.

• Former **Downs Broadcasting** VP/Programming and **WAFX/Norfolk** PD **Bob Chrysler** joins **Burkhart/Douglas & Associates**.

• AOR **WRCN/L.I.** ups APD **Zach Martin** to PD as **John Moschitta** resigns. 'RCN Mktg Dir. **Theresa Beyer** also departs. **GM Gary Starr** dismisses rumors of a move to a satellite-delivered format.

• **Rob Slaco**, most recently PD/Ops. Dir. at **KMGI & KIXI/Seattle**, has joined the San Diego-based radio marketing firm **Fairwest Direct** as Mktg. Dir.

• **WBLI/L.I.** Prod. Dir. **Mike Larkin** has been named APD. 'BLI also ups **Coleen Foley** to Promotion Dir. and **Scott Miller** to Asst. Production Mgr.

• **WZOU/Boston** MD **Cadillac Jack McCartney** adds APD duties and former Niche 29 Nat'l PD **Maureen Matthews** joins as Marketing Dir.

• **Dan O'Toole** and **Garry Mitchell's** **Programming Works** company is now overseeing **Urban WWKX/Providence** and taking it mainstream dance.

• **WEUP/Huntsville, AL** PD **Jim Mitchem** zooms to MD/afternoons at **WQMG/Greensboro, NC**, replacing **Greg Sampson**, who moved to afternoons at **WWDM/Columbia, SC**. Three days later, Sampson returned to 'QMG in a parttime position.

• **Dan O'Day's** forthcoming "Air Personality Plus" seminar, set for January 18-20, will feature individual presentations by **Z100/NY's Ross Brittain**, **WLW/Cincy's Gary Burbank**, and **DC101/Washington's Greaseman**.

• **WTCM-AM & FM/Traverse City** is gearing up for its 50th anniversary in January. Former staffers should contact PD **Jack O'Malley**.

Radio Daze

Joe Bob Briggs is more than the Drive-In Movie Critic of Grapevine, Texas who has his very own cable TV show. He's also a syndicated newspaper columnist and radio personality. In the latter capacity, he hangs out with a lotta "Radio Guys" with names like "Clyde The Snake" and "Wacky Dave Dinsmore."

Joe Bob recently kicked off his newspaper review of "Jailbait: Betrayed By Innocence" with the observations that Radio Guys "think we're all idiots who like to listen to the same kind of music over and over again" and that "each (Radio Guy) thinks that everybody who doesn't listen to *his* station is a jerk."

Using terminology that's suspiciously close to a certain trade publication's, Joe Bob then proceeds to list the different types of stations, as follows:

• **CHR**: "Which used to be called 'Top 40,' but there isn't such a thing anymore. Stations have a top 20 and they play those songs repeatedly because we're idiots. We'd rather listen to it 9000 times on the radio than buy the CD."

• **AC**: "Songs you can never remember the names of, but they make you feel in control because you've heard 'em before."

• **AOR**: "Anything loud, long, and related to drugs, and 'Stairway To Heaven' 30 times a day."

• **Classic Rock**: "**Grateful Dead, Led Zeppelin**, and 'Stairway To Heaven' 60 times a day."

• **NAC**: "New-age 'Save the Dolphins' piano-in-an-echo-chamber music."

• **Gold**: "Any station that would play either 'Macho Man' or 'Blame It On The Bossa Nova.'"

• **Country**: "Anything with a steel guitar except **Lyle Lovett** or **K.D. Lang**."

• **Jazz**: "Listened to by four people in New York and three people in El Lay."

• **UC**: "Songs that you sing along with even though you don't know any of the words and have never heard the song before."

• **Religious**: "Bad songs about God sung by white people."

• **Gospel**: "Good songs about God sung by black people."

• **N/T**: "For jocks and other people who hate music."



Joe Bob Briggs

Ownership Opportunity

You say you always wanted to get into ownership but just couldn't get the bucks together? Well, squire, **MTV** has got the pluperfect promotion for you: the cable outfit is giving away a *radio station*.

Up for grabs: **WSTT (AM)/Thomasville, GA** — and \$10,000. (No word on which is the greater value.)

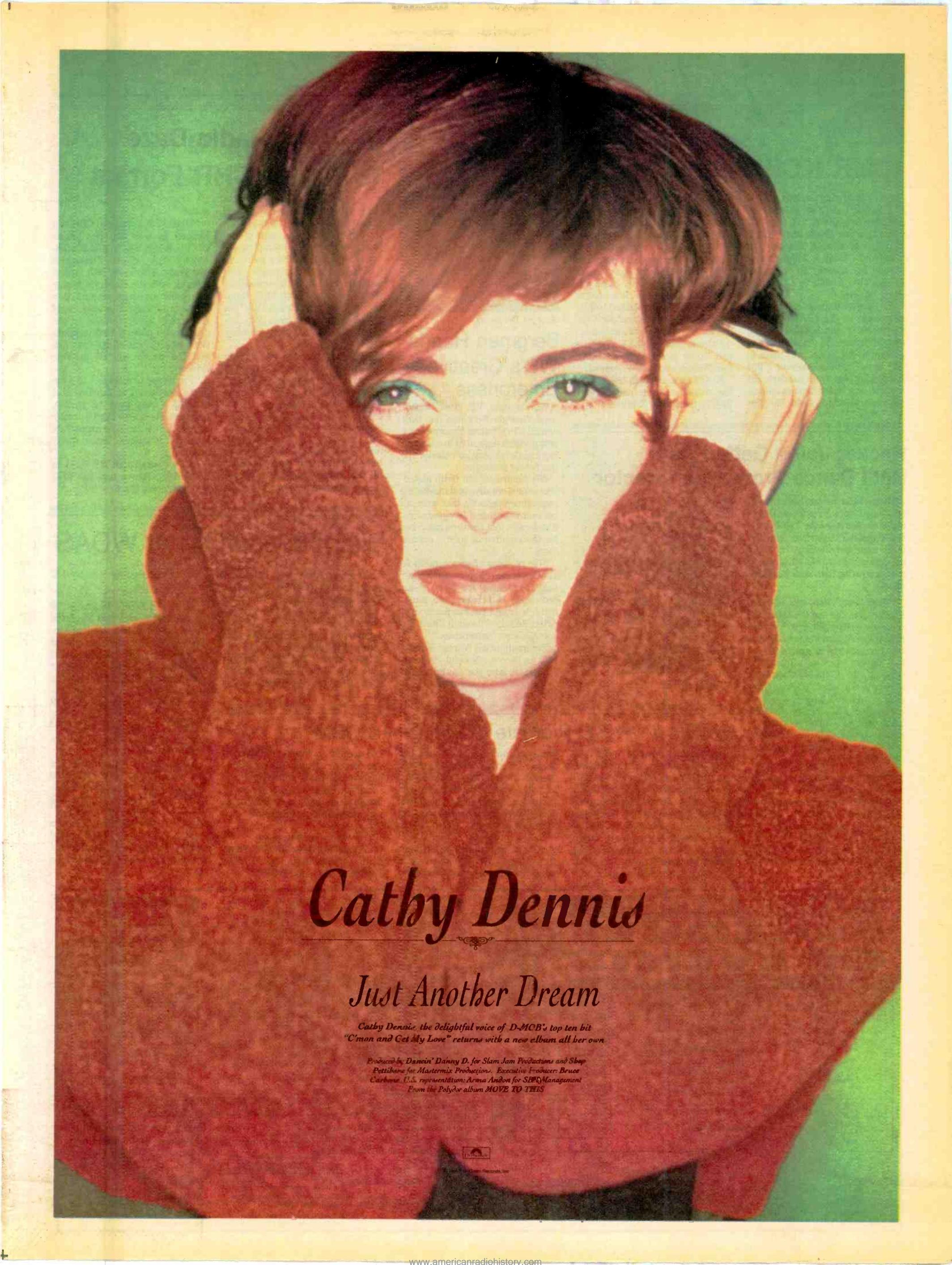
Fall Into The Gap

Tongue firmly planted in cheek, **KJQY/San Diego's Kenny Noble** back-announced **Gary Puckett & The Union Gap's** "This Girl Is A Woman Now" by saying Puckett was last sighted running a T-shirt shop in Yuma, AZ.

Puckett — listening at the time — swiftly dialed the station, and informed Noble that he's alive 'n' well and living in Rancho Bernardo, CA.

Young Buns II

Followup to last week's **Power Pig/Tampa** "comin' up shoat" item: **WVIC/Lansing** called the ST "bun-fone" to report that five 'VIC staffers (or wives thereof) are expecting, and a *sixth* — PD **Kevin Robinson's** wife **Monica** — had just given birth (9/21) to a bouncin' baby boy.



Cathy Dennis

Just Another Dream

Cathy Dennis, the delightful voice of D-MOB's top ten hit "C'mon and Get My Love" returns with a new album all her own.

Produced by Dancin' Danny D. for Slam Jam Productions and Sleep Pettibone for Mastermix Productions. Executive Producer: Bruce Carbone. U.S. representation: Arma Andon for SBB Management. From the Polydor album MOVE TO THIS.



KELLY PD

CHR KCPX Flips To AC

Last Thursday (10/4), CHR KCPX/Salt Lake City switched to AC, retaining the KCPX calls but adopting a new slogan line: "K98.7, Playing Favorites Of The '60s, '70s, '80s, And Today." That format change led directly to crosstown AC KLVV's switch to CHR (see story, this page).

PD Jerry Lousteau exits and is succeeded by KLYF/Des Moines PD/morning man Jay Kelly, who'll arrive October 25. In addition to programming, Kelly will team in AM drive with seven-year "PM Magazine" host Tami Sanders. His replacement in Des Moines has not yet been selected; Asst. PD Tim

Gardner will act as interim PD.

Kelly told R&R, "We're going to try to drive a hole through the AC market. It's now a 25-54 game, rather than a 12+ game. We think we have a winning team here, and have maintained the same on-air staff. We'll do a CHR approach with an AC format. It's always worked for me. I've talked briefly with the announcers and don't anticipate any major changes there."

Prior to joining KLYF six years ago, Kelly programmed KRNQ/Des Moines and WIBW/Topeka.

KCPX ranked fourth 12+ (7.1) in the summer Birch and seventh (5.4) in the spring Arbitron.



Georgia Bergman

Bergman Heads WB's Creative Enterprises

Warner Bros. VP/Video Department Georgia Bergman has been named VP/Creative Enterprises, a new division dedicated to discovering and developing new media and marketing strategies.

WB Chairman Mo Ostin stated, "As we see creative and marketing possibilities open up that were all but unimaginable a few years ago, it's obvious that the time has come for the creation of such a department."

"We're going after nontraditional ways of reaching our audience," said Bergman. "It's part of our dedication to bringing the music home - from Creative Services to Artist Relations through Video and now Creative Enterprises."

Bergman joined Warner Bros. in 1973 as Director/Special Projects. Five years later she was appointed to the post she now leaves.

KLVV Takes 'Q' To Adopt CHR Format

AC KLVV/Salt Lake City flipped to CHR this Monday (10/8) in what its owner called "a spur-of-the-moment decision" prompted by crosstown CHR KCPX's switch to AC (see story, this page). Jim Sumpter consulted the transition, which kicked off with M.C. Hammer's "You Can't Touch This" being played nonstop from 3pm Saturday (10/6) to 6am Monday (10/8).

With the exception of morning man Dion Palmer, who moved to middays at crosstown AC KLCY, KLVV retains its on-air lineup, as well as PD Chuck Jackson.

KLVV owner/President/GM Starley Bush told R&R, "We identify ourselves as 'Utah's New Q' and 'Q99.5,' so I'm looking for call letters with a 'Q' in them. I bought all the music from local record stores, and we're in pretty good

shape. "When KCPX dumped CHR and jumped in with the rest of us [KLVV, KSFI, KLCY, and KMGR-AM & FM] in Soft AC, I thought it was crazy. This is the 38th largest market, with the country's youngest median age. A guy doesn't have to be a brain surgeon or have lots of research to figure out there's a tremendously underserved market. Our research was all gut-oriented, and the music will be listener-driven.

"I'm happy to change - it's the brass ring and I've grabbed it. I blew up a very good AC station, however. Those who liked it are unhappy, but we received immediate positive reactions from many others."

KLVV ranked 12th 12+ (2.5) in the spring Arbitron and 13th (2.4) in the summer Birch.

Hacker Joins Geffen As Nat'l Dance Promotion Director

Michael Hacker has been named National Dance Promotion Director at Geffen Records. The former dance music DJ/remixer joins the label after establishing (in 1988) the dance department at independent promotion firm Best Performances.

"We're very fortunate to have Michael join us," said Geffen GM Al Coury. "His experience in dance promotion, marketing, and A&R is a major asset to us now. Michael has already been instrumental in bringing the Clubland Featuring Quartz to our label. Working very closely with Michael Rosenblatt, our senior A&R person in New York, will also allow Michael to search out and find the best of the new and established dance-oriented artists."

"Geffen has given me a great opportunity," noted Hacker. "Not only do I promote and market our dance-oriented product, but they also have provided me with an opportunity to find and develop new artists for the roster." He'll also be working with some of the label's existing acts.



Michael Hacker

WSSH & WKKU Promote O'Connell To GSM

AC/Country combo WSSH & WKKU/Boston has elevated three-year LSM Lynn O'Connell to GSM. She'll direct a ten-member staff, which sells the stations in combo. O'Connell succeeds Judy Carlough, who exited to become VP/GM of Noble sister News/Sports outlet XTRA (AM)/San Diego. AE Greg Janoff replaces O'Connell as LSM. O'Connell told R&R, "Judy did a

great job and her shoes are big ones to fill. While she'll be greatly missed, this is a great opportunity for me to do some things I've had in the back of my mind. I want to continue evolving the sales department.

"Our structure may be different from others'. We've had a vendor co-op manager the past two years,

Blair Named OM At WDAS

Clarence Blair has been appointed OM at Gospel WDAS (AM)/Philadelphia. A licensed minister and 12-year broadcast vet, he most recently worked at WVAZ (V103)/Chicago. He assumes programming duties from WDAS-AM & FM Station Manager Christopher Squire, who'd been handling them since his own arrival at the

Unity Broadcasting Gospel/UC combo last year.

Squire told R&R, "In August '89 we decided to put a real emphasis on the Gospel station. We made incredible progress, and soon needed someone to run the operations and programming. I knew Clarence at WBMX (now WVAZ). He was the ideal person to handle those responsibilities. His experience, desire, and knowledge of gospel music make Clarence one of the premier programmers in Gospel today."

Blair added, "WDAS gives me the perfect vehicle to take the message of Christ to a larger audience." In addition to creating WVAZ's "Inspirational Stroll" show, he was Director/Religious Programming at WBMX, and served as morning traffic announcer for several Chicago-area stations.

CMJ MUSIC MARATHON
SCHEDULE OF EVENTS
 "The Discovery and Development of New Artists"
 October 24 - 27, 1990 • The Vista Hotel • New York City

WEDNESDAY, OCTOBER 24, 1990
 5:00 PM - 10:00 PM
 REGISTRATION
 8:00 PM
 MUSIC MARATHON LIVE! CLUB SHOWCASES
THURSDAY, OCTOBER 25, 1990
 8:00 AM - 5:00 PM
 REGISTRATION
 10:00 AM - 5:00 PM
 EXHIBITS
 The Liberty Room
 Henry Rollins of Warlike will deliver a 30-min. live performance.
INTERNAL STATION OPERATIONS
 • College Admissions Relations
 • Management, Charters and the Executive Board
 • Recruiting, Monitoring and Maintaining a Staff
 • Continuity and Growth
STATION FINANCE
 • Budgeting
 • Fundraising
NETWORKING IN COLLEGE RADIO
 • Campus Awareness and Activities
 • Community Volunteers
 • Interaction With The Local Scene
 • Communication Among Stations/Institutions
SOCIAL RELEVANCE
 • Educational Programming
 • Addressing Civil and Social Concerns
MUSIC PROGRAMMING
 • Managing An Air Staff
 • Maintaining A Music Library
 • Playlists And Playlist Reporting
 • Record Company Relations
 • Music And Airplay Philosophies

12:00 - 5:00 PM
 1st Shops Lounge
BMI LIVE
12:30 - 1:45 PM
 PUBLISHING, COPYRIGHT & THE REST OF YOUR LIFE
 The Broadway Suite
 Moderator: Jerry Love (Famous Music Publishing Companies)
CDs & D.A.T. & WHERE HAS ALL THE VINYL GONE?
 The River Suite
VIDEO & VALIDITY: IN THE EYE OF THE BEHOLDER
 The Park Suite
 Moderator: Steven Schnur (Chrysalis)
2:00 - 3:15 PM
 THE ROOTS/FOLK PANEL
 The Broadway Suite
RECORD PRODUCTION: FROM STUDIO TO STORE
 The River Suite
 Moderator: Hank Shocklee (Producers/D.U.L.) and more TBA
THE FUTURE OF ALTERNATIVE COMMERCIAL RADIO
 The Park Suite
 Moderator: Alex Miller (Virgin)
3:30 - 4:45 PM
 ON THE ROAD, EFFECTIVE TOURING
 The Broadway Suite
 Moderator: Larry Butler (Warner Bros.)
6:00 - 8:00 PM
 New American Center Ballroom
CHAMELEON RECORDS PRESENTS "THE CMJ WELCOMING PARTY" WITH PERFORMANCES BY FEROMINARY'S DANSHRECOTOUR
8:00 PM
 MUSIC MARATHON LIVE! CLUB SHOWCASES

FRIDAY, OCTOBER 26, 1990
 8:00 AM - 5:00 PM
 REGISTRATION
 10:00 AM - 5:00 PM
 EXHIBITS
 The Broadway Suite
 Moderator: West Ballroom Foyer
11:00 AM
 KEYNOTE ADDRESS
 New American Ballroom
Eric Bogosian
 Best known for his solo shows, *Drinking In America* and *Gay Drugs*, Rock & Roll and his play *Full Radio*, in which he starred and co-wrote the film version directed by Oliver Stone.
KRS ONE
 KRS One is a.k.a. KRS ONE by his own words. A teacher and a poet. With his production company Boogie Down Productions, KRS One has released four albums whose street poetry goes for the (literal) most recently *Electric Blue*.
12:00 - 5:00 PM
 1st Shops Lounge
BMI LIVE
1:30 - 2:45 PM
 TIPS & TRICKS: BUY AN AD AND WE'LL TELL YOU
 The Broadway Suite
 Moderator: Dawn Hood (Chrysalis)
SO YOU WANT TO BE A ROCK 'N' ROLL CZAR CAREERS IN THE MUSIC INDUSTRY
 The River Suite
 Moderator: Hugh Burman (Island)
BAND SURVIVAL: WILL YOUR DUES PAY OFF?
 The Park Suite
 Moderator: Lee Hyman (Das Duettes)

SATURDAY, OCTOBER 27, 1990
 9:00 AM - 3:00 PM
 REGISTRATION
 10:00 AM - 3:00 PM
 EXHIBITS
 New American West Ballroom Foyer
11:00 AM - 12:15 PM
 THE WORLD MUSIC PANEL
 The Broadway Suite
 Moderator: Jerry Rapaport (Mango)
ENTREPRENEURSHIP & MUSIC: D.I.Y. STRATEGIES & MECHANICS
 The River Suite
THE RAP PANEL
 The Park Suite
 Moderator: Carmela Sanchez
 Panelists: Sophia Chang (A&R); Tony D. (Producer/Poet/Reggae Teacher); Bobby Garcia (DeLam Ball); David Myers (The Source); Mike Narone (KLU); D-Nice (Artist); Albert Riquisa (Tummy Boy); William Steve (WBAU)

ARTIST DISCOVERY & DEVELOPMENT: TALENT TIMING & TENACITY
 New American East Ballroom
 Moderator: Karin Schomer (Freemance Writer)
FREEDOM OF SPEECH: SHHH... BIG BROTHER'S LISTENING
 New American Center Ballroom
 Moderator: Howie Klein (Warner Bros. Inc.)
3:00 - 4:15 PM
 MAJORS & INDIES: A MARRIAGE MADE IN...
 The Broadway Suite
 Moderator: Craig Marks (CAK)
HORIZONS: NEW TERRITORY: NEW COUNTRY
 The Park Suite
 Moderator: Tony Brown (MCA)
 Panelists: Daniel Anderson (High Tone); Jim Culligan (CMJ); Tracy Gershon (CBS Free Publishing); Doug Gray (Warner Bros.); Carlyne Maer (A&S Management); Kevin Weeks (Artist)
CONCERTS ON CAMPUS: PRODUCTION & PROMOTION
 The Park Suite
MUSIC MARKETING: FROM CONCEPT TO CONSUMER
 New American East Ballroom
COLLEGE RADIO IN THE '90s: HAS THE EDGE DULLED?
 New American Center Ballroom
 Moderator: Dave Gornick (Epic)
7:30 PM
 MUSIC MARATHON LIVE! CLUB SHOWCASES
FICTION RECORDS IN ASSOCIATION WITH CMJ AND ELEKTRA RECORDS PRESENT "MIXED UP MARATHON"
 LISTENING PARTY FEATURING THE CURE'S NEW ALBUM "MIXED UP" ALSO FEATURING DIE WARZAU IN PERFORMANCE.
 Sanctuary At Hot Rod 270 11th Avenue (at 28th Street)
8:00 PM
 CMJ & ATLANTIC RECORDS PRESENT REED KROSSL/LEMONHEADS' AN EMOTIONAL FISH
 The River Suite
 Moderator: Mike (De La Soul); MC Serch (3rd Bass); Mike G (Jungle Bros.); All; Mustafa (Movement); L.J.; Tami D (Artist); Lenny (Salsoul); (Artist)

OFF THE RECORD: CONSUMER PRESS FROM BUTTRAG TO ROLLING STONE
 New American Center Ballroom
 Moderator: Karin Schomer (Freemance Writer)
ASR: WHAT'S WRONG WITH THIS TAPE?
 The Liberty Room
 Moderator: Jeff Fenwick (Chrysalis)
12:00 - 5:00 PM
 All Shops Lounge
BMI LIVE
12:30 - 1:45 PM
 THE JAZZ PANEL
 The Broadway Suite
 Moderator: Michael Dorf (Kritik Factory)
COLLEGE/NON-COMMERCIAL RADIO & THE COMMUNITY
 The River Suite
 Moderator: Dave Neagarden (WFML)
THE BEAT BOX CONCLAVE
 The Park Suite
 Moderator: Bill Sherman (S.O.U.L.)
 Panelists: John Mars (2 Back 2 Strong + MMG) and more TBA
THE DECLARATION OF INDEPENDENTS
 New American Center Ballroom
 Moderator: Kramer (Shimmy Disc)
THE STATE OF THE MUSIC BIZ: A CURRENT AFFAIR
 The Liberty Room
2:00 - 3:15 PM
 THE BEGGIE PANEL
 The Broadway Suite
RECORD PROMOTION & COLLEGE RADIO
 The River Suite
 Moderator: Bruce Linn (RCA)
THE RAP ARTIST PANEL
 The Park Suite
 Moderator: Jeff Lips (WRHU)
 Panelists: D'Face (Artist); Kid Frost (Artist); Hannu (Artist); P.A. Pastermaster; Mike (De La Soul); MC Serch (3rd Bass); Mike G (Jungle Bros.); All; Mustafa (Movement); L.J.; Tami D (Artist); Lenny (Salsoul); (Artist)
SUCCESSFULLY MANAGING THE NEW ARTIST
 The Liberty Room
 Moderator: John Salsola (Goto Mountain Live)
3:30 - 4:45 PM
 THE ARTIST ENCOUNTER & FREE FOR ALL
 New American Ballroom
 Moderator: Vin Scelsa (WRHU)
8:00 PM
 MUSIC MARATHON LIVE! CLUB SHOWCASES

METAL MARATHON
 THURSDAY, OCTOBER 25, 1990
12:30 - 1:45 PM
 RETAIL & MARKETING: GRAND THEFT ALLOWANCE
 New American East Ballroom
2:00 - 3:15 PM
 INTERVIEW WORKSHOP: DIGGING DEEP WITHOUT BUYING YOURSELF
 New American East Ballroom
 Moderator: Dana Daren (Freemance Journalist)
 Panelists: Shelby Christy (Mercury); Rip Sassi (Jett Kites); (founda tors); David Sprague (MTI); Kuzunne Stone (Stone Commu-nis); Tommy Victor (Pronk)
3:30 - 4:45 PM
 TBA
 New American East Ballroom
FRIDAY, OCTOBER 26, 1990
11:00 AM - 12:15 PM
 ARTIST DEVELOPMENT: BUILDING THE PERFECT BEAST
 The Liberty Room
 Moderator: Susan Silver (Susan Silver Management)
12:30 - 1:45 PM
 METAL PROGRAMMING AND PROMOTION: RADIOACTIVE OR CARBON-DATED?
 The Liberty Room
 Moderator: Cheryl Valentine (Requiem/Combat In Effect)
 Panelists: Brogel Roy (Columbia); Bill Schacht (Foundations); Kevin Sharp (CAK); Rob Tarantino (AIM); Bob Thomas (WBFR); Sally Wiggins (WFFA)
2:00 - 3:15 PM
 ALTERNATIVE/METAL/FUNK/RAP/ROCK: THE CREATIVITY CONFORMITY AND CONFUSION OF CROSSING OVER
 The Liberty Room
 Moderator: Inoue Abrams (In Effect)
3:30 - 4:45 PM
 KEYNOTE ADDRESS
 The Liberty Room
Lenny Kilmister
 Call him a legend and he'll scoff. Call him the "Godfather Of Thrash" and he'll probably hit you. We'll play a tape and say that Lenny Kilmister is not made of one of rock's most enduring and enduring legacies. Will be covering the keynote speech for Metal Marathon '90.
SATURDAY, OCTOBER 27, 1990
11:00 AM - 12:45 PM
 MOMS OF ROCK: TO HELL FROM MATERNITY
 New American East Ballroom
 Panelists: Carole Brown (Tristar Mom); Muriel Laver (Nuclear Assault Mom); and more TBA
1:00 - 2:30 PM
 ARTIST PANEL
 New American East Ballroom

For more information contact: Joanne Abbot Green at (516) 466-6000 or Fax 516-466-7159
 Mail to: CMJ Music Marathon
 245 Great Neck Rd., 3rd Floor, Great Neck, NY 11021



"LOVE ME JUST FOR ME"

If not, then love me for my
BREAKERS[®]

URBAN
CONTEMPORARY
MOST ADDED
AGAIN!



"Love Me Just
For Me"

The new smash
single and
video from **SPECIAL GENERATION**

Featured on the debut **SPECIAL GENERATION** album
Take It To The Floor
from M.C. Hammer's Bust It/Capitol Records.

Produced by Felton Pilate II and James Earley
for Bust-It Productions



© 1990 Bust It/Capitol



Radio

● **MICHAEL COHEN** is appointed VP/GM at WIOI/Jacksonville. He was formerly VP/GM at crosstown WIVI.

● **ANITA WATSON** steps up to NSM at WHAM & WVOR/Rochester. She had been a sales exec. at the stations.



Michael Cohen Leonard Adelman

● **BARBARA SHELLEY** is elevated from Director/National Publicity to VP/Media & Artist Relations at Chameleon Music Group. Concurrently, **KENT KLAUVENS** is tapped as VP/Business Affairs. He was formerly in private law practice.



Barbara Shelley Heidi Robinson

● **HEIDI ROBINSON** is named VP/Media Relations at Def American Recordings. She was most recently Sr. VP at independent public relations firm Jensen Communications.



Jordan Katz Bernard Brenner

● **JORDAN KATZ** is elevated from Regional Marketing Manager/East Coast to Assoc. Regional Marketing Director/East Coast at Arista Records.

● **BERNARD BRENNER** moves to MCA Records as Dance Music Promotion Manager. He was formerly Retail Chart Coordinator at Direct Hit Entertainment and served as a club DJ in the Long Island area.

● **DARIA KELLY** and **TERESA POTTS** are named West Coast Sales Manager and Manager/Special Products, respectively, at Priority Records. Kelly had been a singles buyer at various California record stores; Potts previously served in management at Alive Enterprises.

● **RICK GERSHON** shifts to A&M Records as Director/Information. He was previously Production Manager at Chiat-Day Advertising.

● **DARRYL CLARK** is appointed West Coast Publicity Director/R&B Specialist at Virgin Records. He had been Director/Black Music Publicity at RCA Records.

● **JAAP HOITINGH** is tapped as Director/European Marketing & Sales at new age label Narada Productions. Hoitingh was formerly Marketing Director at WEA/Holland.

● **KATHY CANTWELL** moves to Atlantic Records as Manager/A&R Administration. She previously served in the same capacity at PolyGram Records.

Industry



Bob Chrysler Chip Young

● **BOB CHRYSLER** is tapped as an Associate at consultancy Burkhart/Douglas & Associates. He was previously PD at WAFX/Norfolk.

● **CHIP YOUNG**, longtime producer, engineer, and musician, is named Professional Manager at BMG Music Publishing/Nashville.

● **STEVEN CRISTOL** is upped to VP/Marketing at Personics Corporation. He has directed all aspects of marketing for the Personics System since joining the firm in 1989.

● **STACY LEIB** moves to Virgin Music as Director/Repertoire. She had been Professional Manager at Island/PolyGram Music.

● **FRANK O'NEILL** announces the formation of radio marketing/research services firm O'Neill Communications. He was formerly VP/Marketing Research at Interep. The new company can be reached at (212) 772-9354.

● **CHARLES WESSLER** joins Island Visual Arts/North America as VP/Production & Programming. He formerly served as President of String Along Films and Wessler Management.

● **JEFFREY MARKS**, Corporate ND at WCSH-TV/Portland, ME, is named Chairman-Elect of RTNDA. Elected as Directors-At-Large are WTOL-TV/Toledo ND **RICK GEVERS** and KMTV-TV/Omaha ND **LOREN TOBIA**.

● **FRED MUELLER**, President of PCM Micro Systems/Canada, is named Director/Research & Development at broadcast software firm Maxagrid.

—Holly Sklar

PROS ON THE LOOSE

Bill Bowen — PD "Hit Video USA" (713) 781-7912

Dennis Fine — VP/Communications RCA Records (203) 431-9981

Howie Gabriel — Dir. Product Development RCA Records (914) 633-0340

Alan Grunblatt — VP/Product Management RCA Records (212) 831-3773

Tom Hutylar — PD/middays KUBE/Seattle (206) 762-0153

Tom Lewis — Promotions Director/air talent WLUM/Milwaukee (414) 476-7028

Jerry Lousteau — PD/mornings KCPX/Salt Lake City (801) 272-9466

Gregg Miller — Regional Sales & Marketing Dir./East Coast Enigma Records (201) 461-0440

Eryk Nelson — Afternoons KSSS/Colorado Springs (719) 635-7432

Janet Neilson — Middays WTUE/Dayton (513) 297-0737

Rick Rydell — Mornings WNCX/Cleveland (216) 892-9726

Vic St. John — MD/air talent "The Heat" SMN (214) 960-1725

Lolita Velez — MD KSND/Eugene (503) 683-4132

Bob Visotcky — VP/GM WMJI/Cleveland (216) 899-9914

J.J. Walkman — Middays WHYT/Detroit (313) 541-7233

Records

● **LEONARD ADELMAN** is tapped as VP/CBS Records Division. The industry veteran has held various positions in finance, administration, and distribution, and was most recently an exclusive consultant with BMG. Concurrently, Sr. Auditor **JOHN HILL** steps up to Manager/Data Processing Audit at CBS Records Inc.

● **MARK BERGER** joins Morgan Creek Music Group as VP/Business Affairs (effective November 1). Berger has been Director/Business Affairs at Capitol Records.

● **PAUL REESE** becomes VP/Operations & Distribution Systems at CEMA Distribution. He was most recently Sr. VP/Distribution Services at Ames Department Stores.

Simon Says: Listen



Paul Simon (front and center) was the guest of honor during a listening party Warner Bros. hosted to mark the release of his latest LP, "The Rhythm Of The Saints." Surrounding Simon are (l-r) Pollack Media Group Chairman/CEO Jeff Pollack and Warner Bros.' Mike Symonds, VP Kenny Puvogel, Patti Oates, President Lenny Waronker and George Skaubitis.

Morgan's Sax Attack



Saxman Frank Morgan enlisted the help of jazz singer Abbey Lincoln during the recording of his forthcoming Antilles album. Taking a break at the studios are (l-r) Antilles Director Brian Bacchus, producer John Snyder, Morgan, and Lincoln.

CHANGES

Craig Bender joins WKQI/Detroit as a Sr. AE.

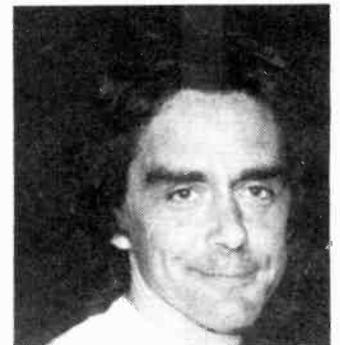
Dan Guilfoyle is named Sr. AE/Sports Sales Director at WHAM/Rochester. Concurrently, **Leslie Bowers** is appointed AE at FM sister WVOR.

Steve Levesque is appointed a Sr. AE at Solters/Roskin/Friedman Public Relations.

R&R TIMELINE

Carey Curelop turned onto radio in 1974 at **KISN/Portland**. He went on to **KVOI/Medford, OR** and **KFMQ/Lincoln, NE**, but his first PD gig was in 1979 at **KFMG/Albuquerque**. He then programmed **WABX/Detroit** ('80-'83) and **WYNF/Tampa** ('83-'85), returning to Detroit at **WLLZ** ('85), and to **WYNF** in 1986. One year ago today, **KLOS/Los Angeles** named Curelop PD, filling a nine-month vacancy.

Carey Curelop



1 YEAR AGO TODAY

- PolyGram acquires A&M Records
- Gil Rozzo named as WIOQ/Philadelphia GM
- Mike Gilckenhaus promoted to XTRA-FM (91X)/San Diego Station Manager
- PDs named Steve appointed: Rivers at WZOU/Boston, Perun at WBSB (B104)/Baltimore, and Weed at KYKY/St. Louis

5 YEARS AGO TODAY

- Al Teller elevated to President/CBS Records Division
- Mike Bone upped to Elektra/Asylum Sr. VP/Marketing & Promotion
- Pam Robinson promoted to KACE/Los Angeles PD
- Denny Nugent selected as WKRC/Cincinnati PD
- Hal Moore & Charley Martin sign another five-year contract with KHOW/Denver; this time as multimillion-dollar morning men

10 YEARS AGO TODAY

- Malrite takes ownership of KNEW/San Francisco, appoints Steve Edwards GM and Jim Wood PD
- Dallas changes: David Small becomes President at KMGC and John Hurlbutt VP/GM at KFJZ-AM & FM
- Lee "World Famous" Michaels and Brenda Ross hired for mornings at WBMX/Chicago as Famous & Ross
- KCBCQ/San Diego shifts from Contemporary to Country

15 YEARS AGO TODAY

- Alan Colmes becomes WNHC/New Haven PD and WHN/New York weekend jock
- Mike West named WAVZ/New Haven PD

— Hurricane Heeran

THEY'VE TAKEN AN OATH:

TO GIVE YOU A PARTY, A WHOLE PARTY AND...



NOTHING BUT A PARTY

URBAN CONTEMPORARY
NEW & ACTIVE



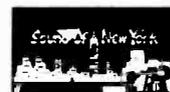
**48 UC REPORTERS — 51%
AND BREAKER BOUND!!**

THEIR FIRST SINGLE *SHE'S MINE* WAS JUST THE BEGINNING.
WITH THE RELEASE OF THEIR SECOND SINGLE *NOTHING BUT A PARTY*
FROM THEIR SELF TITLED ALBUM, *BASIC BLACK*. THEY
CONTINUE TO BUILD THEIR MOMENTUM. JUST LOOK WHO'S
COME TO PARTY.

PRODUCED BY GENE GRIFFIN FOR GRIFFIN ENTERTAINMENT GROUP
EXECUTIVE PRODUCERS: GENE GRIFFIN AND TIMMY REGISFORD



© 1990 MOTOWN RECORD COMPANY, L.P.





Jane Imper

Imper Upped To GSM At KWSS

AE Jane Imper has been elevated to GSM at CHR KWSS/San Jose, following Station Manager Howard Silver's exit last week. Nationwide Regional GM and KZAP/Sacramento VP/GM Tom Weidle is acting GM.

Imper told R&R, "Not only am I thrilled, but it's a tribute to Nationwide to promote a market veteran who has successfully sold the station and truly believes in KWSS's potential and on-air product."

Four-year KWSS veteran Imper also worked in sales at crosstown outlets KSJO and KLZE for a total of three years. She was previously on KMGC/Dallas's sales staff.

Meldac Records Bows In West

As the Matsushita-MCA talks proceed in secrecy, another Japanese corporation has set its sights on the U.S. record market by establishing a West Coast-based record label. Meldac Records is the newest division of Meldac Of America, which is in turn owned largely by Mitsubishi Electric, Crown Records, and Japanese pop group the Dark Ducks.

Sueo Sekizawa, President of Meldac Of America, is responsible for the label's day-to-day activities thus far. The L.A. operation is intended, said Japan-based A&R executive Hitoshi Adachi, to "gain better access to U.S. music talent and resources, thus facilitating the development of 'world' music — acts and artists with the ability to attract worldwide audiences and break product on a global and international level."

David Helfant, Meldac Secretary/General Counsel, told R&R the label is "currently in discussions with several major U.S. labels for distribution" for flagship acts 13 Cats and Chicken Shack. Pending the success of those arrangements, further deals would follow for other signees, including some of the 300 acts already on Meldac in Japan.

He added that the firm is holding hiring discussions with U.S. music industry vets, but that no names could be made public yet.

Einstein

Continued from Page 3
talks faltered in July, the commission announced plans to hold a public hearing on Einstein's complaint. According to MCHR General Counsel Michael Foreman, the possibility of a public proceeding revived the negotiations.

"Once things got close to a hearing, the lawyers sat down, [WHFS and Einstein] got past their egos, and they were able to work things out," said Foreman.

Tindle

Continued from Page 3
Tindle told R&R, "Because I came from an AOR radio background, I've always wanted the opportunity to promote album rock radio and work under my personal guru, J.B. Brenner."

Prior to joining A&M four years ago as local Dallas Promotion Manager, Tindle was Creative Services Director at KZEW (now AC KKWM)/Dallas and Advertising Director for Sound Warehouse.

Every Day Is Like Sunday



The Sundays performed tunes from their DGC debut, "Reading, Writing And Arithmetic," during a recent L.A. gig. Getting a head start on the post-concert party are (front, l-r) DGC's Robert Smith and Gary Gersch; (back, l-r) the label's Ray Farrell, band members Paul Brindley, Harriet Wheeler, Patrick Hannan and David Gavurin, and DGC's President Ed Rosenblatt and Mark Kates.

Metal Mania



Chameleon's female heavy metal fans flocked to President Stephen Powers's office when they found out the label had signed Ken Tamplin and Lanny Cordola. Word traveled fast to (l-r) Powers, Chameleon's DeeJay DeLorenzo and Maxanne Sartori, Tamplin, the label's Arlene Shapiro, Teresa Piersa and Angela Lang, Cordola, and Chameleon's Kay Shoemaker and Beatrice Henson.

Slaughter Soars To Platinum



Chrysalis execs hosted a bash for Slaughter — whose latest LP ("Stick It To Ya") has gone platinum — at Santa Monica, CA Airport's DC-3 restaurant. Flyin' high are (l-r) band members Tim Kelly and Mark Slaughter, the label's President John Sykes and Vice Chairmen Joe Kiener, Slaughter's Blas Elias, manager Budd Carr, the band's Dana Strum, and Chrysalis Chairman Chris Wright.

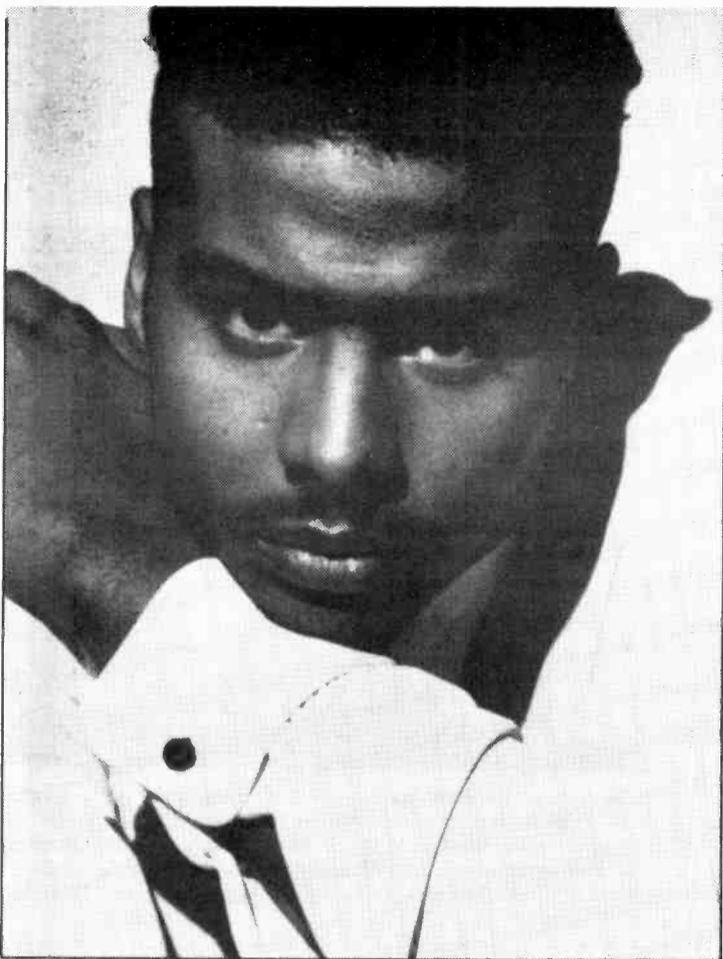
ANSWERS

to frequently asked questions . . .
(or how to get more out of your R&R).

#10. How can I get permission to reprint an article from R&R?

Send a letter of request to Bob Wilson, Publisher, outlining the purpose of the reprint. There is a charge of \$100.00 to R&R subscribers and \$200.00 to non-subscribers, payable in advance.





Al B. Sure!

"Missunderstanding"

The New Single

From The Album

Private Times...

And The Whole 9!

KS104 24-21
Q106 28-26
KTFM deb 30
KKFR 24-20
KOY-FM add
FM102 23-21
KMEL 26-21
FLY92 add
WCKZ 23-19
KPRR 29-26
Y107 deb 32

Z99 add
KKMG deb 36
B95 31-25
I94 30-27
KCAQ 38-35
KROY 19-17
KDON 28-26
WQXA deb 29
WFHT 28-26
KFFM deb 32

Plus...

WXKS
HOT97
WPGC
KGGI
KZFM

KHTK
CK105
KLUC
KQIZ
KFBQ

URBAN **17**

Damn Yankees

"High Enough"

From The Gold Album

Damn Yankees

CHR
Debut **40**

Average Move
+ 4

Track
2



Video Now On MTV!

©1990 Warner Bros. Records Inc.

Americom

Continued from Page 1

assets to prop up his radio chain.

"I have declined Tom's very gracious offer to work as an independent contractor," Steding remarked sarcastically Tuesday. "Having produced most of the firm's revenues and profits over the past two years, I couldn't rationalize being paid less and covering my own expenses, while continuing to allow Tom to control the company and to benefit from it."

Steding's new company, to be known as **Star Media Inc.**, is to be incorporated in Texas this week and operate from Dallas. Steding said he expected several Americom employees would join him in the venture.

"Bill's a very talented person, the finest broker in America right now. I wish we could have worked it out amicably, but I guess we can't do that now. I wish him well," Tom Gammon commented late Tuesday.

Stock Buyout Collapsed

Gammon left Americom in March, after **Cox Broadcasting VP Mike Faherty** and others announced a boycott of the brokerage due to his involvement in several controversial FM "city-change" move-ins. At the time, Americom announced Gammon's stock would be purchased for an undisclosed amount. The deal never closed, however, and Gammon contends he reasserted his authority as majority stockholder only when the soured station trading climate began cutting into Americom revenues.

"Americom operated with the cost structure of a Top 50 market station. I had to step in and cut operating costs. This was appropriate to do and, because of the timing, it had to be done relatively soon. Just sitting back and watching the value of my investment drop by half over seven months is not a smart thing to do," Gammon said.

Gammon added he wants to cut expenses — such as \$240,000 annually for the company's plush Connecticut Avenue offices — by relocating Americom's offices to Crown Broadcasting's lower-rent digs in Tyson's Corner, VA. He said Americom's cash reserves had dwindled to only \$750,000 last week, while payment of broker commissions threatened to reduce that sum to only \$601,000.

'Pure Bullshit'

"This is all pure bullshit on Tom's part. We'd never been at a more successful point as a company when it comes to having cash in the bank," Steding countered. He said the company was in excellent financial health, with nearly \$1.2 million cash in the bank and another \$1.5 million in fee income expected from transaction closings scheduled to occur before the end of the year.

According to Steding, Americom is owned 72.5% by Tom Gammon, 12.5% by Dan Gammon, and 15% by himself. He said a dispute exists over 12.5% of Tom's stock, which Steding contends he was supposed to be awarded for meeting performance goals. Another 5% of the

company was to have been given to broker **Paul Leonard**, but the transaction was never completed.

Steding maintains Americom originally agreed to buy out Gammon's stock for \$1.25 million, with a \$50,000 cash down payment and the balance in a \$1.2 million promissory note. The note was opened, and the company didn't have to make any payments if it had less than \$750,000 cash in the bank.

Gammon says his original deal was for \$1.35 million, but he later offered to settle for \$350,000 cash and up to \$400,000 paid out over a period of time. He contends he offered to discount the deal because Americom's business was soft, but Steding insists there was a different story.

"Crown was running into tight time. The forbearance period on his loans was up at the end of September. On August 28, Tom said he needed to raise \$350,000 fast," Steding said.

Crown Books Open?

He added that Gammon might have missed some recent **Baybanks** loan payments, were it not for some Louisiana investors who bailed him out with a \$500,000 equity infusion. For his part, Gammon has admitted a temporary difficulty in serving the loans, but denied the radio chain is in financial trouble and offered to open his books to prove it. He maintains the actual amount of the equity infusion was higher — \$1.5 million.

Could Gammon have been able to service Crown's bank debt without the equity? "No," Gammon said. "We couldn't have made it, but it certainly doesn't hurt, and I've got the ability to draw down another million dollars."

Steding insisted that million will come from Americom, not outside investors.

'End Of An Era'

Americom President **Dan Gammon's** future plans are uncertain, but a bevy of lawyers is already in

line to carve up the Americom carcass: **Arendt, Fox** is representing Americom; **Miller, Canfield** represents Tom Gammon; **Dallas's O'Neill, Banowsky & McClure** represents Steding and Leonard; **Jason Shrinisky** of **Kaye, Scholer** represents broker **Ed Kiernan**; and Washington attorney **Howard Braun** represents broker **Peter Handy**. While no litigation has been filed, several of the parties say it's imminent as the brokerage restructures.

"It's only been six years, but this is really the end of an era," Americom financier **John Frankhouser** ruefully commented.

Lennon

Continued from Page 1

children — do you want them to be killed or don't you? That's the choice we have in front of us — war or peace."

His most popular solo composition, "Imagine," then echoed through the U.N.'s Trusteeship Council Chamber and over radios in more than 120 countries. Visitors to the Council Chamber, as well as those outside, joined in for a loud rendition of the song.

Satellites delivered the signal to the far corners of the globe. American soldiers in Saudi Arabia heard it via **AFRTS**, USSR citizens picked it up on **Soviet State Radio**, and various national networks distributed it to the entire populace of Australia, Canada, England, France, Italy, Japan, and New Zealand. **MTV** aired a video version of the tribute on its domestic and international networks in 25 countries.

"It was a very emotional moment," said **Pollack**, Chairman of **Pollack Media Group**. "People were visibly moved, and understandably so. The fact that the proceedings were being beamed around the world was an awesome thought."

O'Jays Get Fair Backing



The O'Jays serenaded staffers at EMI's headquarters with a soulful rendition of Bob Dylan's "Emotionally Yours" — two versions of which will appear on the group's forthcoming LP, "A Whole 'Nutha Thing" — backed up on piano by label VP/staff producer Ron Fair. Pictured after the impromptu performance are (l-r) EMI President/CEO Sal Licata, O'Jay Walter Williams, Fair, and O'Jay Eddie Levert.

Michel'le's Golden Opportunity



Atco brass surprised Michel'le with a gold LP for her self-titled *Ruthless/Atco* debut after an L.A. show. Pictured at the presentation are (l-r) producer Andre (Dr. Dre) Young, Michel'le, Atco VP Craig Lambert, manager Jerry Heller, and Atco VP Margo Knesz.

Burks

Continued from Page 3

During the last seven years at Capitol, Burks worked with such

artists as **Poison, M.C. Hammer, Bonnie Raitt, and Tina Turner**. In his new post, he'll oversee product management, creative services, advertising, merchandising, press, and video.

"I consider myself fortunate to be here," said Burks. "I've yet to meet anyone in the business who's willing to bet against the fact that Irving Azoff will be a success with **Giant Records**. Add **John Brodey** to the mix, throw in the support from **Warner Bros.**, include **WEA**, and you have a major force."

Elliott

Continued from Page 1

Hallam told R&R, "Ever since he worked for me at **KCPW**, Dave has been my main man. After **John Cook** told me he was leaving, there was no question that I wanted Dave here. He makes things happen: he's like the **Samsonite gorilla**, and the competition is the luggage."

"I'm delighted to be a part of the **Gannett** team once again," said Elliott. "Dene and I complement each other very well. I was also impressed by **Al Brady Law** — he offers the tools needed to continue **93Q's** successful winning heritage."

Prior to **WAVA**, Elliott was Asst. PD at **Gannett's KCPW**, PD at **WRQN/Toledo**, and **Research Director** at **WNCI/Columbus**.

All Aboard The Wire Train



MCA outfit **Wire Train** chugged into L.A. recently for a listening party marking the release of their label debut. Snapped at the soiree were (front, l-r) label VP **Bruce Dickinson**, the band's **Jeffrey Trott, Kevin Hunter, Bill McLeod** and **Anders Rundblad**, and MCA Sr. VP **Bill Bennett**; (back, l-r) producer **Don Smith**, label Exec. VP **Paul Atkinson**, MCA Music Entertainment Group's Exec. VP **Zach Horowitz** and Chairman **Al Teller**, and the label's President **Richard Palmese** and VPs **Geoff Bywater** and **Glen Lajeski**.

'Elusive' 18-24 Males: The Saga Continues

By Rhody Bosley

It's no secret that those of us in the research business are having a tough time keeping up response rates. One of the most difficult groups to reach — and get responses from — is men 18-24.

The problem is nothing new, as I've mentioned before in this space. In 1972, the joint chairpersons of the RAB Goals Committee noted, "One of the major areas we are addressing is . . . improvement of measurement among 18-24 year-old listeners. Separate projects are underway . . . which should throw light on what has to be done to improve the cooperation rate among 18-24s."

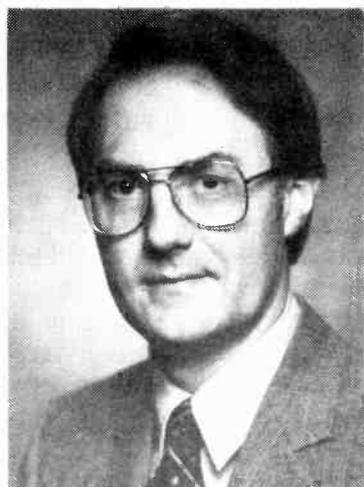
From 1976-'84, I was selling primarily AOR radio. At the time, advertisers charged that AOR listeners cared only about sex, drugs, and rock 'n' roll. These advertisers saw AOR's audience as primari-

"Programmers after that 18-24 core have been continually frustrated at the ratings and research companies' difficulty finding these listeners and measuring their listening behavior."

ly male and made up of tattooed guys in jeans and leather jackets on motorcycles, each clutching a beer in one hand and a willow blonde in the other.

Of course, this was not a true reflection of men 18-24, and AORs set out to change that perception. One way to change an advertiser's view is to have a large audience — and preferably be dominant in a key demo or two. AORs succeeded in building big audiences, adding broader demos to their 18-24 male core. Financial success followed.

But programmers after that 18-24 core have been



Rhody Bosley

continually frustrated at the ratings and research companies' difficulty finding these listeners and measuring their listening behavior. PDs and GMs want the companies to "cut the bull and fix it!" "It" is the proportionality of 18-24 men in the total sample of a local market report.

Portrait Of A Demo

Over the years, Arbitron has learned much about this select demographic:

- Men 18-24 make up 6.6% of persons 12+.
- At best, roughly one in 15 diaries distributed to 18-24 men will be returned.
- About one household in seven has a male 18-24 resident.
- Members of the demo are less likely to cooperate in a research survey than those in other demos. This is not only true in the U.S. but in other countries as well.
- Nationally, one in every eight men 18-24 lives in group quarters, especially in those markets with a high military or college population. (Group quarters are college dormitories, military barracks, prisons, or other institutions. Group quarter popu-

lations are included in a market's population, but not included in the sampling frame for a market.)

Increasing Representation

Broadcasters offer all sorts of advice on how to increase the demo's representation. Some suggestions: provide records, CDs, or concert tickets to motivate respondents.

Another suggestion: increase survey sample size. Arbitron is actually doing so by ten percent in all markets, beginning with the current fall survey. But greater sample size alone won't solve the problem.

- To increase statistical reliability by 50%, it would be necessary to *quadruple* sample size. Broadcasters have already rejected far more modest proposals.

- Audience estimates are *not* driven by sample size. They're a function of diarykeepers' recorded listening. More diaries merely reduce the "bounce" between estimates.

Arbitron has taken several steps to improve the demo's sample return. For example, in the fall '86 survey, the diary premium was increased to \$2 for each member of a household in which an 18-24 male resided. Money made a difference: response increased. But 18-24s tend to live in

"Greater sample size alone won't solve the problem. Audience estimates are *not* driven by sample size. They're a function of diarykeepers' recorded listening."

larger households and, in accordance with Arbitron procedure, each person 12+ in a household received

Vital Statistics

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- One in every eight men 18-24 lives in group quarters, especially in those markets with a high military or college population.

the same \$2 premium. Hence, there was greater response from all family members, and the improvement of male 18-24 response proportionality was diminished to some degree by the procedure's success.

Starting with the current fall survey, a CATI (computer-assisted telephone interviewing) system is being used for diary placement calling. This makes the interviewer's job less taxing and could potentially enable the interviewer to focus more on gaining consent for diary placement. Interviewers have already been taught the importance of reaching the demo and they, in turn, stress to respondents the importance of making sure all young males in the household participate.

Arbitron also uses sample balancing, a statistical procedure employed in all market reports to make certain audience estimates are reflective of a market's population. Simply stated, sample balancing makes certain that when men 18-24 represent eight percent of a market's population, the sample balanced in-tab from men 18-24 will represent eight percent of the total sample.

At the summer Arbitron Radio Advisory Council meeting, there was another suggestion: to *cut* sample size. The proposed method: a quota sampling technique whereby once the routine sampling procedures have been completed, additional households would be called. Only those households with males 18-24 would be in-

cluded in the survey. It's a solution — but in the process, the randomness of the sample is destroyed and those using the report can no longer quantify the reliability of the estimates. Thus, the suggestion was rejected, at least for the time being.

When I sold radio time and served as a GM, I knew 18-24 was an issue. But since we had few buys on the demo, it wasn't a major

"Interviewers have already been taught the importance of reaching [18-24 men] and they stress the importance of making sure all young males in the household participate."

concern. Our buys for men were primarily 18-34. When the larger demo was used, estimates were more consistent and reliable.

I've been told there are still relatively few buys for men 18-24. Nevertheless, the saga of the "elusive" 18-24 male is likely to continue, and Arbitron will keep researching methods to improve sample representation.

Rhody Bosley is VP/ Radio Sales & Marketing for Arbitron (212-887-1300), which uses a seven-day personal diary to collect radio listening data for 260 markets. He contributes to this section on a regular basis.



MIKE SHALETT

Stimulating Unplanned Purchases

\$2 Billion Up For Grabs When The Customer Walks In

When the average active music consumer enters a record store, two of his three purchases are planned. The third purchase is greatly influenced by what he sees, hears, or reads inside the store. Those unplanned purchases account for slightly more than \$2 billion of the industry's total annual sales of more than \$6 billion.

Based on responses from our 2000-member Soundata panel of active music buyers, younger consumers are the likeliest to make impulse buys. When asked about their last prerecorded music purchases at a record store, 42% of those under 18 said they'd bought something they hadn't originally intended to buy. That figure dropped to 36% or less in other age segments.

Race didn't differentiate these answers, though gender did significantly. Males are much likelier to make impulse buys than females: 42% of the men made unplanned purchases, compared to just 33% of the women.

Browsing Is Key

Browsing leads to more unplanned purchases than anything else: Two-thirds of such buys result from walking through the store. Neither gender, race, nor age affect this behavior. Sale prices have the most clout among blacks, who told us cut prices spark 25% of their unplanned purchases, compared to 18% for whites.

Seventy-seven percent of all consumers said they usually browse in the record store's new releases section. The younger the respondent, the more likely he was to say so. Gender plays no part, but blacks were 10% likelier to say they usually look through the new release section. The more educated the consumer, the less likely he is to cruise the new release section.

Consumers are conscious, to some degree, of store displays: 34% of our panelists called displays either very or somewhat

“One out of three prerecorded music buys is unplanned — point-of-purchase investments play a significant role in affecting buyers' decisions.”

important. Those calling displays very important numbered 4%; somewhat important, 30%; not at all important, 64%; and those not answering accounted for 2% of our panel. Younger consumers and black buyers are likelier to note store displays than those in other demographics.

Sound And Vision

In-store music play would seem an integral part of the music store environment, as it reaches customers aurally while they browse bins and walls. Two out of three music consumers said they find in-store music an important factor in determining purchases. Precisely speaking, 20% said it's very important, 45% said it's somewhat important, 33% called it not at all important, and 2% didn't respond.

At 20%, those calling in-store music play very important outnumbered by a factor of five the 4% who called store displays very important. Yet one out of three music consumers said in-store play isn't at all important. (One wonders just what does affect those buyers.) Age played no part in these answers: an equal number of consumers under 18 and over 45 called in-store play unimportant. Black consumers put a

higher premium on in-store play than did whites, with 28% of our black panelists calling it very important and 51% calling it somewhat important.

One potential problem of in-store play lies in the fact that 90% of our panelists agreed “stores often don't say what they are playing over the in-store system.” The older the consumer, the more he agreed. Black buyers were 10% less likely to agree than whites. “Back-announcing” has an uphill battle all over, it seems.

Power Of Print

Many record stores offer in-store magazines, like “Tower Pulse” and the syndicated “Record Express.” Fully 37% of our panelists said the stores they most often shop in provide an in-store magazine. Male music buyers are either more likely to be shopping at stores which carry these

Who Buys What?

Record Store Spending Examined

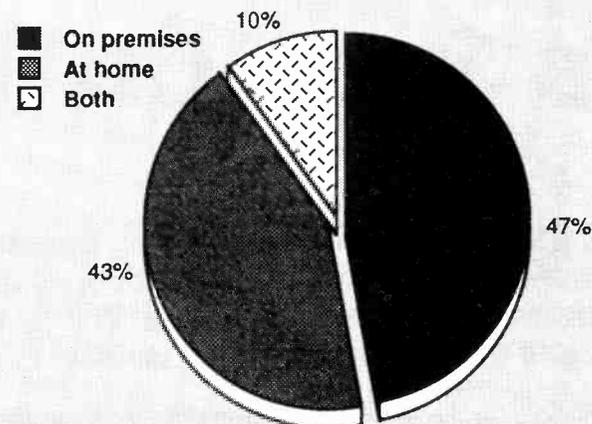
The last time the average active music consumer made a purchase in a record store, he spent \$19.90.

Shelling out \$21.40, males spent three dollars more on that visit than females, who averaged \$18.20. The biggest spenders were those 18-20, who plunked down nearly \$25. The average amount spent by consumers 20+ was equal across all the various subsegments — about \$21, with black consumers forking over about a dollar more than others.

Most of the money — \$15 — went to buy prerecorded music, as opposed to blank tapes, videotapes, or other accessories. Of the remainder, nearly half went for blank recording tape, with the 25+ contingent's blank tape spending equal, on average, to that of teens. The 45+ buyers and black consumers, however, spent more on blank tape — \$2.70 — than those in any other demographic segment.

Spending on other record store items broke down roughly like this: music videos (\$.50), posters (\$.50), buttons and other miscellaneous goods (\$1.30).

Where People Read Record Chain Magazines



Source: Soundata, June 1990

Of the 37% of music consumers who said their record stores offered in-store magazines, 74% claimed to have looked at or read one.

magazines, or they're simply more aware of them. Nearly half the men — compared to less than a third of the women surveyed — said the store they visit most carries these in-store publications. Younger consumers and black consumers were more aware of these magazines than members of any other demographic segment.

Of the 37% who said their favorite stores carry such magazines, 74% said they'd looked at or read one at some time. The 18-24s showed a greater propensity for picking them up than those in any other age group. Geography was also a factor, with music buyers on the East and West Coasts likelier to read such magazines than those in the other two regions of the country.

Asked about their last experience with an in-store magazine, 47% said they'd looked at one while in the store to see what was on sale, 43% said they'd taken one home to read at some future date, and 10% said they'd done both. Based on those responses, these magazines may represent the most successful in-store stimulus currently available.

By comparison, when we checked a year ago, one-third of our panelists had received retailers' circulars or flyers showing current product and prices. Three-quarters of those who'd seen or received the circulars said they'd been influential in making purchases in the following proportions: 2% said they were very often influenced, 8% were often influenced, 64%

occasionally influenced, and 25% said they were never influenced. These figures indicate 27% of all music consumers are sometimes influenced by flyers or circulars.

How do customers receive these circulars? Nearly half said they find them in newspapers or other periodicals. The older the customer, the greater the probability this method was used. More than a third received such circulars in the mail. This method was more prevalent in the North Central and Southern regions of the country. Another 12% indicated they'd seen or received their last flyer at the record store or in the record department of the store in which they shopped; this was especially true among younger customers.

POP Worth The Money

A lot of money is on the line here. It's true that all of the stimuli discussed above cost record manufacturers and retailers significant dollars. But remember — if one out of three purchases of prerecorded music is unplanned when John Q. Music Consumer walks in the door, those point-of-purchase investments play a significant role in affecting his decisions. And those decisions account for more than \$2 billion of the industry's total annual sales.

Mike Shalett is President of the Street Pulse Group (203-355-0902), a market research firm that tracks consumer trends via a panel of more than 2000 active music buyers nationwide.

12+ SUMMER '90 ARBITRON RESULTS

San Francisco

	Spring '90	Sum '90
KGO (N/T)	6.2	7.0
KMEL (CHR)	5.4	5.3
KNBR (Talk)	4.6	5.1
KFRC (Nost)	4.6	4.9
KSFO & KYA (Gold)*	4.4	4.9
KCBS (News)	4.3	4.8
KIOI (AC)	3.2	3.8
KOIT-AM & FM (AC)	5.0	3.7
KRQR (AOR)	2.6	3.3
KFOG (AOR)	2.6	3.2
KSOL (UC)	3.2	3.2
KITS (NR)	1.5	2.9
KXXX (CHR)	2.7	2.8
KABL-AM & FM (AC)	2.1	2.6
KSAN (Ctry)	3.0	2.5
KBLX-FM (NAC)	1.8	2.2
KDFC-AM & FM (Clas)	2.6	2.1
KKSF (NAC)	2.4	2.0
KHQT (CHR)	1.4	1.9
KBAY (B/EZ)	2.0	1.8
KKHI-AM & FM (Clas)	2.3	1.8
KOME (AOR)	1.5	1.6
KSJX & KSJO (AOR)	1.5	1.5
KBRG (Span)	1.3	1.1
KDIA (UC)	1.9	1.1
KNEW (Ctry)	1.1	1.1
KARA (AC)	.9	1.0
KEZR (AC)	1.0	1.0
KIQI (Span)	1.8	1.0

*Not a full time simulcast

Washington, DC

	Spring '90	Sum '90
WPGC-FM (CHR)	6.8	7.5
WKYS (UC)	4.8	6.6
WMZQ-AM & FM (Ctry)	6.3	6.5
WGAY (B/EZ)	7.1	5.9
WASH (AC)	4.2	5.1
WMAL (N/T)	5.1	5.1
WCXR (CR)	3.9	4.3
WWDC-FM (AOR)	2.9	4.3
WTOP (News)	3.8	3.7
WAVA (CHR)	5.1	3.6
WHUR (UC)	3.9	3.6
WLTT (AC)	3.3	3.5
WRQX (CHR)*	3.2	3.3
WGMS-AM & FM (Clas)	3.5	3.2
WHFS (AOR)	2.9	2.6
WMMJ (AC)	3.3	2.5
WXTR (Gold)	2.8	2.4
WWRC (Talk)	2.2	2.1
WJFK (CR)	1.9	2.0
WIYY (AOR)	.9	1.8
WOL (UC)	2.0	1.3
WYCB (Rel)	1.3	1.3
WDJY (UC)	1.1	1.0

*Became Hot AC after rating period

Philadelphia

	Spring '90	Sum '90
KYW (News)	5.8	7.9
WMMR (AOR)	8.2	7.9
WUSL (UC)	6.8	7.0
WYSP (CR)	6.4	6.8
WEAZ-AM & FM (AC)	6.4	5.9
WIOQ (CHR)	5.1	5.5
WOGL-FM (Gold)	4.6	5.3
WPEN (Nost)	5.2	5.2
WEGX (CHR)	4.9	4.5
WXTU (Ctry)	4.8	4.3
WDAS-FM (UC)	4.3	3.8
WWDB (Talk)	3.1	3.7
WMGK (AC)	3.9	3.3
WKSZ (AC)	4.0	3.2
WSNI (AC)	2.9	3.0
WCAU (Talk)*	3.7	2.9
WFLN (Clas)	3.1	2.5
WIP (Sports)	2.3	1.9
WDAS (UC)	1.0	1.4

*Became Gold WOGL (AM) in mid-book

Houston-Galveston

	Spring '90	Sum '90
KILT-FM (Ctry)	7.3	8.6
KIKK-FM (Ctry)	7.7	7.8
KMJQ (UC)	7.8	7.2
KARA (AOR)	7.4	6.2
KTRH (News)	4.6	5.9
KKBQ-AM & FM (CHR)	5.2	4.7
KZFX (CR)	3.7	4.2
KQUE (Nost)	3.3	4.1
KODA (AC)*	4.0	4.0
KRBE (CHR)	4.4	3.9
KHMX (CHR)**	2.9	3.8
KLTR (AC)	4.4	3.5
KLDE (Gold)	3.6	3.3
KHYS (UC)	3.6	3.1
KFMK (AC)***	3.4	2.9
KPRC (N/T)	2.5	2.3
KXYZ (Span)	1.5	1.7
KYOK (Gold)	1.1	1.6
KLAT (Span)	2.0	1.5
KQQK (Span)	2.0	1.4

*Formerly B/EZ

**Formerly KNRRJ

***Now Gold formatted

St. Louis

	Spring '90	Sum '90
KMOX (Talk)	19.3	17.0
KSHE (AOR)	8.7	8.2
KEZK (B/EZ)	5.5	6.8
WKBO (CHR)	6.9	6.8
KMJM (UC)	7.0	6.7
KYKY (AC)	6.1	6.6
WIL-FM (Ctry)	6.4	5.7
KSD (CR)	4.9	4.2
KLOU (Gold)	3.5	3.7
KHTK (CHR)	2.9	2.9
KRJY (AC)	1.8	2.4
WKKX (Ctry)	2.4	2.3
KATZ (UC)	1.6	2.1
KATZ-FM (UC)	2.0	2.1
KFUO (Clas)	1.9	2.0
WEW (BBnd)	1.5	2.0
WSNL (AC)	1.5	1.6
KUSA (Ctry)	1.3	1.2
WESL (Rel)	.9	1.2
KSTZ (CHR)*	.7	1.1
WCBW (CC)	.9	1.0
WGNU (N/T)	.8	1.0

*Formerly AC

Detroit

	Spring '90	Sum '90
WJR (AC)	8.5	8.9
WJLB (UC)	6.7	7.3
WHYT (CHR)	5.1	5.3
WWJ (News)	4.6	5.1
WJOI (B/EZ)	3.8	4.8
WJZZ (Jazz)	4.0	4.1
WKQI (CHR)	4.8	4.1
WDFX (CHR)	3.1	4.0
WWWW (Ctry)	4.1	4.0
WLTJ (AC)	5.7	3.9
WOMC (Gold)	3.2	3.9
WRIF (AOR)	3.4	3.9
WNIC (AC)	3.7	3.7
WLLZ (AOR)	4.3	3.6
WXYT (Talk)	3.9	3.6
WCSX (CR)	3.0	3.1
CKLW (BBnd)	2.3	2.9
WGPR (UC)	2.1	1.9
WKSG (Gold)	2.0	1.9
WMXD (UC)	.5	1.6
WCXI (Ctry)	1.0	1.5
WQRS (Clas)	2.2	1.5
CKMR (Gold)	1.3	1.3
WMTG (UC)	1.6	1.3
WQBH (UC)	1.0	1.1

Baltimore

	Spring '90	Sum '90
WXVY (UC)	8.2	9.5
WBAL (N/T)	8.8	9.0
WIYY (AOR)	6.7	7.6
WLIF-AM & FM (AC)	6.5	6.9
WBSB (CHR)	5.8	6.8
WPOC (Ctry)	6.8	5.4
WWMX (AC)	6.1	5.4
WQSR (Gold)	5.0	4.9
WWIN-AM & FM (UC)	3.7	3.6
WCBM (N/T)	3.0	3.2
WHFS (AOR)	2.4	2.9
WBGR (Rel)	2.9	2.4
WGRX (CR)	1.8	2.4
WPGC-FM (CHR)	1.6	2.0
WYST-FM (AC)	3.3	2.0
WITH (BBnd)	2.2	1.8
WCAO (Ctry)	1.6	1.6
WWDC-FM (AOR)	1.8	1.5
WRBS (Rel)	1.3	1.3
WRQX (CHR)*	.9	1.3
WKYS (UC)	.6	1.0
WTOP (News)	1.0	1.0

*Became Hot AC after rating period

Pittsburgh

	Spring '90	Sum '90
KDKA (AC)	13.2	14.2
WDVE (AOR)	9.8	9.7
WBZZ (CHR)	8.4	8.6
WAMO (UC)	6.7	5.8
WWSW-FM (Gold)	7.0	5.7
WSHH (AC)	5.5	5.1
WLTJ (AC)	3.8	5.0
WTAE (Talk)	5.7	5.0
WDSY (Ctry)	5.8	4.9
WMYG (CR)	4.2	4.6
WJAS (BBnd)	3.9	3.5
WEZE (B/EZ)	2.9	3.3
WHTX (AC)	3.7	2.8
WMLP (CHR)	1.6	2.2
KQV (News)	1.9	1.8
WMBS (Misc)	1.0	1.1
WPIT-FM (Rel)	1.0	1.1

Dallas-Ft. Worth

	Spring '90	Sum '90
KSCS (Ctry)	8.6	8.3
KPLX (Ctry)	7.4	7.2
KVIL-AM & FM (AC)	6.7	6.9
KKDA-FM (UC)	5.7	5.8
WBAP (Ctry)	5.8	5.8
KRLD (News)	4.2	5.4
KHYI (CHR)	4.7	4.9
KTXQ (AOR)	4.4	4.9
KJMZ (UC)	4.6	3.7
KEGL (CHR)	3.9	3.4
KLUV (Gold)	3.5	3.4
KLTY (CC)	2.4	3.3
KOAI (NAC)	3.1	3.1
KZPS (CR)	3.6	3.0
KMGC (AC)	2.4	2.4
KAAM (Nost)	1.8	2.3
KMEZ (B/EZ)	3.4	2.3
KKWM-AM & FM (AC)	1.4	2.2
KLIF (N/T)	2.0	2.1
KRSR (AC)*	1.7	2.1
KDGE (NR)	1.7	2.0
WRR (Clas)	2.4	2.0
KHVN (Rel)	1.9	1.8
KKDA (Gold)	2.3	1.4
KESS (Span)	.8	1.2

*Switched from KQZY in mid-book

Atlanta

	Spring '90	Sum '90
WVEE (UC)	15.1	14.8
WSB-FM (AC)	8.1	9.9
WAPW (CHR)	10.6	8.6
WPCH (AC)*	8.2	8.0
WYAI & WYAY (Ctry)	5.6	6.4
WKLS (AOR)	6.9	6.3
WFOX (Gold)	6.4	5.8
WSB (Talk)	6.7	5.7
WKHX-AM & FM (Ctry)	4.7	5.2
WSTR (AC)	3.2	4.4
WGST (N/T)	3.3	4.1
WZGC (CR)	3.7	4.0
WAOK (Rel)	2.8	2.7

*Switched from B/EZ in mid-book

Cleveland

	Spring '90	Sum '90
WMMS (AOR)	7.6	9.3
WZAK (UC)	6.9	8.8
WLTF (AC)	10.4	7.5
WMJI (AC)*	7.1	7.1
WNCX (CR)	5.3	6.7
WGAR (Ctry)	6.9	6.5
WDOK (AC)	6.5	6.4
WPHR (CHR)	4.8	5.6
WQAL (AC)	5.7	5.3
WRMR (B/EZ)	5.7	5.3
WWWE (N/T)	5.1	4.8
WERE (N/T)	2.0	3.3
WJMO-FM (UC)	4.1	3.2
WCLV (Clas)	1.7	1.5
WJMO (UC)	1.8	1.4
WNWV (NAC)	1.5	1.3
WONE-FM (AOR)	.6	1.3
WHK (N/T)	1.2	1.2
WKDD (CHR)	1.0	1.2

*Now Gold formatted

Boston

	Spring '90	Sum '90
WRKO (N/T)	6.9	7.0
WXKS-FM (CHR)	7.2	7.0
WZOU (CHR)	7.4	6.9
WBCN (AOR)	7.1	5.8
WMJX (AC)	4.0	5.2
WBZ (AC)	5.9	5.1
WZLX (CR)	3.9	4.9
WODS (Gold)	4.1	4.8
WSSH (AC)	3.6	4.1
WEEI (News)	3.4	3.8
WJIB (B/EZ)	4.6	3.8
WHDH (Talk)	3.9	3.7
WROR (AC)	2.6	3.2
WBOS (CR)	2.0	2.4
WCRB (Clas)	1.6	2.1
WILD (UC)	2.2	2.1
WVBF (AC)	2.2	2.0
WXKS (BBnd)	1.5	2.0
WCGY (AOR)	1.4	1.8
WAAF (AOR)	1.8	1.7
WFNX (NR)	2.0	1.5
WPLM-FM (BBnd)	1.6	1.4

Miami-Ft. Lauderdale

	Spring '90	Sum '90
WLYF (B/EZ)	6.9	6.8
WEDR (UC)	5.0	5.5
WHQT (UC)	7.1	5.5
WIOD (N/T)	3.3	5.3
WAGI (Span)	6.5	5.0
WPOW (CHR)	5.3	4.8
WFLC (AC)	2.0	4.0
WXDJ (Span)	3.6	4.0
WHYI (CHR)	4.0	3.8
WJQY (AC)	3.9	3.8
WQBA (Span)	4.2	3.7
WKIS (Ctry)	3.7	3.6
WCMQ-FM (Span)	3.3	3.5
WSHE (AOR)	2.9	3.3
WMXJ (Gold)	3.4	3.1
WINZ (N/T)	3.3	2.8
WNWS (Talk)	2.6	2.8
WTMI (Clas)	2.3	2.8
WAXY (AC)	3.0	2.6
WZTA (CR)	2.2	2.5
WLVE (AC)	2.5	2.4
WQBA-FM (Span)	1.8	1.6
WEAT-AM & FM (B/EZ)	1.5	1.3
WFTL (Nost)	.4	1.1
WMBM (UC)	1.2	1.1
WCMQ (Span)	.8	1.0

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-Classical 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.

Fall In Love With Australia's

Sweethart



Jenny Morris

"She Has To Be Loved"

The Debut Single

Produced by Andrew Farriss
From The Album Shiver



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12+ SUMMER '90 ARBITRON RESULTS

Minneapolis-St. Paul

	Spring '90	Sum '90
WCCO (AC)	16.3	16.9
KQRS-AM & FM (AOR)	10.3	10.9
WLTE (AC)	8.1	7.5
KEEY (Ctry)	9.3	7.2
KDWB-FM (CHR)	7.5	7.0
WLOL (CHR)	5.9	7.0
KSTP-FM (AC)	5.4	6.5
KLXK (CR)	5.7	5.0
KQQL (Gold)	5.5	4.4
KTCZ (AOR)	3.3	3.5
KLBB (N/T)	2.2	2.5
KSTP (Talk)	2.6	2.3
KJJO-FM (NR)	1.6	1.9
WMIN (Nost)	.9	1.5

Kansas City

	Spring '90	Sum '90
WDAF (Ctry)	10.7	11.0
KYYS (AOR)	5.8	8.3
KFKF (Ctry)	7.8	7.8
KBEO (CHR)	8.1	6.8
KMBZ (AC)	5.5	6.4
KCMO (N/T)	5.8	5.6
KPRS (UC)	7.8	5.5
KCMO-FM (Gold)	5.1	5.2
KRVK (AC)	3.8	5.1
KCFX (CR)	3.4	4.8
KMBR (B/EZ)	4.8	4.3
KUDL (AC)	5.8	4.1
KLSI (AC)	3.2	4.0
KXXR (CHR)	4.6	3.0
KXTR (Clas)	2.2	2.1
KIDZ (UC)	1.6	2.0
KPRT (Rel)	1.5	1.8
WHB (Gold)	1.2	1.8
KCFM (Ctry)	.4	1.5

Hartford-New Britain-Middletown

	Spring '90	Sum '90
WTIC (AC)	18.7	17.2
WTIC-FM (CHR)	8.3	10.2
WRCH (AC)	7.5	8.0
WWYZ (Ctry)	6.8	6.8
WIOF (AC)	5.8	6.3
WKSS (CHR)	7.4	6.1
WHCN (AOR)	5.8	6.0
WDRC-FM (Gold)	6.3	5.7
WCCC-AM & FM (AOR)	6.3	4.8
WAQY (AOR)	2.3	2.1
WPOP (N/T)	1.5	2.0
WPLR (AOR)	1.5	1.6
WKCI (CHR)	1.5	1.5
WFAN (Sports)	1.1	1.2

Seattle-Tacoma

	Spring '90	Sum '90
KIRO (N/T)	9.5	10.2
KPLZ (CHR)	6.7	6.9
KMPS-AM & FM (Ctry)	6.3	6.7
KOMO (AC)	4.7	5.2
KUBE (CHR)	6.1	5.2
KZOK-FM (CR)	4.3	5.2
KISW (AOR)	5.0	4.8
KLSY-AM & FM (AC)	3.8	4.5
KXRX (AOR)	5.0	4.5
KIXI (BBnd)	3.9	4.0
KING-FM (Clas)	2.7	3.9
KBRD (B/EZ)	3.7	3.5
KBSG-AM & FM (Gold)	3.2	3.1
KRPM-AM & FM (Ctry)	3.6	3.1
KING (N/T)	2.3	3.0
KSEA (AC)	2.9	2.6
KMGI (AC)	1.9	2.5
KLTX (AC)	3.1	2.1
KKNW (NAC)*	1.9	1.7
KEZX-FM (AOR)**	1.4	1.5
KVI (Gold)	1.6	1.3
KCMS (CC)	1.6	1.2
KJR (Gold)	1.1	1.1

*Formerly KNUA
**Now B/EZ

San Jose

	Spring '90	Sum '90
KGO (N/T)	7.8	8.4
KHQT (CHR)	5.2	7.7
KBAY (B/EZ)	6.5	5.8
KOME (AOR)	3.9	4.6
KEZR (AC)	3.7	4.2
KARA (AC)	3.6	3.9
KSJX & KSJO (AOR)	3.6	3.9
KIOI (AC)	2.1	3.8
KNBR (Talk)	3.5	3.7
KCBS (News)	4.8	3.3
KSFO & KYA (Gold)*	2.2	3.0
KOIT-AM & FM (AC)	2.4	2.7
KRTY (Ctry)	1.7	2.6
KWSS (CHR)	3.2	2.6
KMEL (CHR)	2.3	2.5
KITS (NR)	2.3	2.2
KFOG (AOR)	1.7	2.0
KSAN (Ctry)	1.9	1.9
KSOL (UC)	1.7	1.8
KLOK (Span)	1.1	1.7
KLIV (BBnd)	1.2	1.6
KNTA (Span)	.9	1.6
KXXX (CHR)	2.8	1.6
KKSF (NAC)	1.8	1.5
KBLX-FM (NAC)	1.8	1.4
KAZA (Span)	3.1	1.4
KBRG (Span)	1.8	1.2
KEEN (Ctry)	2.5	1.2
KFRC (Nost)	1.3	1.2
KABL-FM (AC)		1.1
KDFC-AM & FM (Clas)	1.9	1.0

*Not a full time simulcast

Tampa-St. Petersburg-Clearwater

	Spring '90	Sum '90
WQYK-FM (Ctry)	7.8	9.1
WFLZ (CHR)	8.3	8.3
WWRM (AC)	9.0	7.4
WUSA (AC)	7.3	6.2
WYNF (AOR)	6.8	6.2
WRBQ-AM & FM (CHR)	7.3	6.1
WFLA (N/T)	4.2	5.8
WDUV (B/EZ)	4.9	5.5
WGUL-AM & FM (BBnd)	6.1	5.1
WNLN (AC)	3.9	5.0
WXTB (AOR)	4.5	4.7
WYUU (Gold)	3.4	3.6
WHVE (NAC)	3.0	3.2
WSUN (Ctry)*	1.9	2.4
WDAE (BBnd)	2.5	1.7
WRXB (UC)	.6	1.3
WTMP (UC)	1.5	1.3
WLVU (Nost)	1.9	1.2

*Formerly News/Talk

Providence-Warwick-Pawtucket

	Spring '90	Sum '90
WPRO-FM (CHR)	10.7	12.0
WWLI (AC)	6.9	9.8
WHJY (AOR)	7.2	9.5
WPRO (Talk)	5.6	5.9
WWBB (Gold)	6.7	5.4
WSNE (AC)	5.3	5.3
WHJJ (N/T)	4.8	4.7
WPLM-AM & FM (BBnd)	3.9	4.1
WWKX (UC)	4.4	3.7
WCTK (Ctry)	4.0	3.0
WHIM (Ctry)	2.8	2.9
WWRX (CR)	3.1	2.5
WFHN (CHR)	2.5	2.1
WBRU (NR)	2.8	1.9
WBSM (N/T)	2.0	1.8
WJIB (B/EZ)	1.9	1.4
WAAF (AOR)	1.3	1.2
WZOU (CHR)	.8	1.1
WBCN (AOR)	.8	1.0
WODS (Gold)	1.9	1.0

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Denver-Boulder

	Spring '90	Sum '90
KYGO-FM (Ctry)	7.9	8.6
KOA (Talk)	6.2	7.5
KXKL-AM & FM (Gold)	6.8	6.9
KOSI (AC)	6.1	6.7
KBPI (AOR)	6.3	6.5
KXLT (AC)	4.1	6.1
KRXY-AM & FM (CHR)	6.6	5.4
KBCO-AM & FM (AOR)	6.1	5.3
KQKS (CHR)	6.0	5.3
KAZY (AOR)	3.7	3.9
KRFX (CR)	3.4	3.7
KEZW (BBnd)	3.6	3.3
KSYY (AC)	4.2	3.1
KVOD (Clas)	2.8	2.4
KHOW (AC)	2.3	2.1
KYBG (Sports)	1.9	1.8
KHIH (NAC)	2.4	1.6
KYGO (Ctry)	1.8	1.6
KDHT (AOR)	1.7	1.4
KTCL (NR)	.5	1.3
KLZ (AOR)	1.3	1.1

Milwaukee-Racine

	Spring '90	Sum '90
WTMJ (N/T)	11.6	11.4
WLUM (CHR)	7.1	9.3
WKTI (CHR)	8.9	8.6
WKLH (CR)	7.0	7.5
WOKY (BBnd)	7.6	6.9
WMIL (Ctry)	7.2	6.5
WLZR-AM & FM (AOR)	5.2	4.6
WEZW (AC)	3.5	4.1
WLTQ (AC)	4.5	4.1
WZTR (Gold)	3.8	4.1
WMYX (AC)	4.2	3.3
WQFM (AOR)	4.2	3.2
WISN (News)	3.1	2.9
WFMR (Clas)	2.3	2.6
WBZN-FM (NAC)	1.8	2.1
WNOV (UC)	1.6	2.0
WEMP (Gold)	1.2	1.7
WMVP (UC)	2.1	1.7
WTKM-AM & FM (Polka)	.9	1.6
WRJN (I)	.8	1.0

12+ SUMMER '90 BIRCH RESULTS

Phoenix

	Spr '90	Su '90
KUPD (AOR)	8.0	10.9
KNIX (Ctry)	9.9	8.3
KKFR (CHR)	7.2	6.8
KTAR (N/T)	7.0	6.8
KOY-FM (CHR)	7.4	6.1
KMLE (Ctry)	5.6	5.2
KZZP (CHR)	3.3	4.3
KMEO-FM (AC)	3.5	4.2
KOOL-FM (Gold)	3.0	4.0
KESZ (AC)	3.2	3.7
KSLX (CR)	5.0	3.7
KDKB (AOR)	4.0	3.4
KFYI (N/T)	2.4	3.3
KKLT (AC)	5.9	3.1
KJZZ (Jazz)	2.7	2.8
KMXX (AC)	1.9	2.8
KUKQ (NR)	1.9	2.8
KLFF (BBnd)	2.2	2.4
KOY (Nost)	2.6	1.9
KOOL (Gold)	1.4	1.5
KGRX (NAC)	.7	1.4
KSUN (Span)	.7	1.3
KFLR (Rel)	.6	1.0
KONC (Clas)	1.2	1.0
KPHX (Span)	1.4	1.0

Denver-Boulder

	Spr '90	Su '90
KYGO-FM (Ctry)	8.9	9.3
KRXY-AM & FM (CHR)	9.9	9.2
KBPI (AOR)	6.1	9.0
KQKS (CHR)	6.2	6.9
KBCO-AM & FM (AOR)	7.8	6.8
KAZY (AOR)	3.8	6.4
KOA (Talk)	6.0	6.3
KRFX (CR)	5.1	5.5
KXKL-AM & FM (Gold)	7.3	5.1
KOSI (AC)	4.1	4.8
KCFR (Clas)	2.1	3.3
KXLT (AC)	2.9	2.9
KHOW (AC)	2.8	2.8
KSYY (AC)	2.6	2.7
KEZW (BBnd)	3.0	1.8
KHIH (NAC)	3.4	1.8
KVOD (Clas)	2.0	1.8
KYGO (Ctry)	2.4	1.5
KLZ (AOR)	1.5	1.1

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.

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UB40

“THE WAY YOU DO
THE THINGS
YOU DO”

CHR NEW & ACTIVE

A CHR MOST ADDED
AND MOST ACTIVE

127/31, INCLUDING

WXKS 29-25
WPLJ add
PWR99 31-26
KHMV 4-3 HOT
KKBQ 2-2
PWR104 12-2 HOT
Y100 26
KSAQ
Q105 26
WPHR 14
WNCI 23
Q95 15
KDWB deb 27
WLOL deb 34
WKBQ deb 40
KS104 deb 28
Y108 add
KIIS 7-2 HOT
KZZP deb 24
KISN 21
Q106 20-16 HOT
X100 add
KWSS 24
KUBE 28-18
WIOQ add 35
HOT102 30-24
PWR106 27-21
KGGI 20-14
FM102 add 28
HOT949 22
KMEL 25
KZZB 18-7 HOT
KKSS 24-17 HOT
KSMB 3-2 HOT
KCHX 21-11 HOT



MUSIC DATEBOOK

Birth Of The 'Sinatra Doctrine'

MONDAY, OCTOBER 22

1964/High numbers get low grades — The **Who**, then known as the **High Numbers**, land an audition with **EMI**. The group is turned down.

1965/**Ernest Tubb** is elected to the **CMA Hall Of Fame**.

1966/The **Beach Boys'** "Good Vibrations" is released.

1976/The **Who** play their last show with drummer **Keith Moon** when that year's tour ends in Toronto.

1982/**Luther Vandross** nabs his first No. 1 when "Bad Boy/Having A Party" tops the Urban chart.

Born: **Shelby Lynne** 1968, **Leslie West** 1945

TUESDAY, OCTOBER 23

1962/Twelve-year-old **Stevie Wonder** releases his first single, "Thank You For Loving Me All The Way."

1978/While awaiting trial for murdering girlfriend **Nancy Spungen**, **Sid Vicious** attempts suicide at a New York detention center. He later overdoses on heroin before the trial can begin.

1988/In an *Oakland Tribune* interview, **Eddie Money** comments, "I've sold five million records and I'm still broke. Nobody's stealing from me, but I'm getting tired of shopping at Miller's Outpost."

Born: **Dwight Yoakam** 1956, "Weird Al" **Yankovic** 1959, **Greg Ridley (Humble Pie)** 1947

WEDNESDAY, OCTOBER 24

1962/**James Brown's** Apollo Theater concert is recorded. It eventually becomes the first R&B album to sell one million copies.

1980/**Paul McCartney** is named the alltime best-selling songwriter by the "Guinness Book Of World Records."

1988/**Fantasy Records** sues **John Fogerty** for plagiarizing himself when writing "The Old Man Down The Road." Fogerty wins the case.

1989/The **Who**, **Kinks**, **Platters**, **Four Seasons**, **Four Tops**, **Simon & Garfunkel**, **Bobby Darin**, **Hank Ballard**, and songwriting teams **Holland-Dozier-Holland** and **Carole King-Gerry Goffin** are elected to the Rock & Roll Hall Of Fame. Also, **Gloria Estefan** tells **Arsenio Hall** she knew she'd made it when she heard one of her songs on Muzak at her doctor's office.

Born: **Bill Wyman** 1941, **Jerry Edmonton (Steppenwolf)** 1946, the late **Big Bopper** 1930



Shelby Lynne, Glen Tipton, Dwight Yoakam, Simon LeBon

THURSDAY, OCTOBER 25

1964/The **Rolling Stones** give their first performance on "The **Ed Sullivan Show**."

1973/**John Lennon** sues the U.S. Government, claiming wiretaps and surveillance techniques used against him prevented him from getting a fair deportation trial.

1975/**Elton John** becomes only the second rock act to play Dodger Stadium. He performs in a Dodger uniform with head-to-toe sequins.

1980/**Paul Kantner** of **Jefferson Starship** suffers a stroke while recording the "Modern Times" album. He makes a full recovery.

Born: **Jon Anderson (Yes)** 1944, **Glen Tipton (Judas Priest)** 1948, **Minnie Pearl** 1912

FRIDAY, OCTOBER 26

1936/**Roy Acuff** begins his first recording sessions.

1965/After allegedly getting high in a Buckingham Palace bathroom, the **Beatles** receive the prestigious MBE (Member of British Empire) award.

1966/On "Batman," **Liberace** plays the dual roles of good and evil pianists.

1978/The **Police** begin their first U.S. tour at Boston's Rat Club.

1988/**Waylon Jennings** is hospitalized in California when blood clots are discovered in arteries near his heart. He later undergoes successful heart surgery in December.

1989/"Hungary and Poland are doing it *their way*" — A Soviet official refers to **Frank Sinatra's** "My Way" in describing Soviet policy toward countries seeking independence. Sinatra says he's honored. Also, **Sheena Easton** portrays an avid whale watcher on "It's **Garry Shandling's Show**."

Born: **Bootsy Collins** 1951, the late **Mahalia Jackson** 1911

SATURDAY, OCTOBER 27

1960/**Ben E. King** records two alltime classics, "Spanish Harlem" and "Stand By Me."

1975/*Newsweek* and *Time* feature cover stories attacking publicists' power to create rock stars. In an ironic twist, both periodicals feature **Bruce Springsteen** on their covers, and the exposure cements his stardom. The "Born To Run" album had just been released.

1988/**Jonathan (Chico) DeBarge** and brother **Robert** are found guilty of trafficking cocaine from Los Angeles to Michigan. Both face lengthy jail terms and stiff fines.

1989/*Rolling Stone* prints its "Top 100 Albums of the '80s" list. Topping the chart is the **Clash's** "London Calling." **U2**, **Michael Jackson**, **Prince**, and Springsteen are all represented in the top ten, but **Madonna** doesn't appear until No. 50.

Born: **Simon LeBon (Duran Duran)** 1958, **Lee Greenwood** 1942, **Garry W. Tallent (E. St. Band)** 1949

SUNDAY, OCTOBER 28

1961/Liverpool record store owner **Brian Epstein** receives a request for "My Bonnie" by a new group called the **Beatles**. He records the record in a Germany-only release, and sets out to find the group.

1972/The U.S. Council for World Affairs adopts the **Who's** "Join Together" as its theme.

1986/**Jimmy Buffett** begins a campaign to buy back 35 acres of marshlands near Key West, FL to prevent developers from moving in. Also, **Marle Osmond** weds engineer/producer **Brian Bosil**.

1988/Madrid hosts the world premiere of **U2's** concert movie "Rattle And Hum."

Born: **Charlie Daniels** 1936, **Telma Hopkins (Dawn)** 1948

— Paul Colbert

Cure FM (Slight Return)

The latest broadcast of London's newest pirate radio station — CURE FM — took place Saturday night (10/6). There were a few differences between this and last month's broadcast (ROL, 9/21), however.

This time the reception was loud and clear, and ROBERT SMITH and company were on-air from 10pm until after 1am. Featured album, unsurprisingly, was the CURE's new "Mixed Up" collection of remixes, due for UK release on October 29.

The 'Loved' One

Longtime critical favorites the BLUE AEROPLANES, who've made the lower rungs of the UK charts with the first two singles from their "Swagger" album, now have an EP called "The Loved" on release. Tracks range from "You" and "You're Gonna Need Somebody" to "Sweet Jane" and a new version of "World View Blue."

Likewise new to the shops this week is the debut LP from the CHARLATANS (UK). Titled "Some Friendly," the disc sports ten tracks, but the band's first hit ("The Only One I Know") isn't one of 'em. It's found only on the CD and cassette versions.



Charlie Watts — Is "Bird" the word?

Ode & On The Way

The book written by CHARLIE WATTS of the ROLLING STONES in 1965 as a tribute to jazz legend CHARLIE PARKER is set to be republished. "Ode To A High Flying Bird" will reappear later this year in a limited edition of 3500 copies signed by Watts. Fifteen hundred of these will be on sale in the UK. The rest will be reserved for export sales.

Jimi Hendrix (Slight Return)

Polydor will release a 16-track JIMI HENDRIX hits compilation this month called "Cornerstones." The CD and cassette editions will include unreleased versions of "Fire" and "Stone Free" recorded at the Atlanta Pop Festival in 1970.

The following month, Polydor will issue a pair of CD-only boxed sets. "The Studio Box" will contain Hendrix's four original studio albums. "The Live Box" will sport

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four concert albums, one of which ("Isle Of Wight") features tracks previously available only on bootleg releases.

Going Under Covers

JIMMY SOMMERVILLE has done a reggae-style version of the BEE GEES' "To Love Somebody," which will be his new single, to be released October 22.

The song will also be featured on Sommerville's forthcoming "Greatest Hits" album, which will include singles from his days with BRONSKI BEAT and the COMMUNARDS as well as his more recent solo material, and will be out November 12.

Speaking of covers, LONDON-BEAT will issue their version of BOB MARLEY's "No Woman No Cry" on October 29, which is the



Robert Smith — Buc's a trend?

same day that their BMG/RCA labelmate CARON WHEELER will follow her UK Top 20 solo debut "Livin' In The Light" with the title track of her album, "UK Blak."

Also due October 29, the second album from the BEAUTIFUL SOUTH, who are currently climbing the Network chart with the single, "A Little Time." Titled "Choke," the Go! Discs LP was produced by the band with MIKE HEDGES.

Morrissey Explicated

Following up ROL's somewhat sketchy reference last month (9/7) — all right, we admit it, we didn't know what it meant either — MORRISSEY has explained the lyrical content of his new single ("Piccadilly Palare"), released this week.

"It's a song about male prostitution," the Mozzer told Vox magazine. "But I'm not running around in the street saying, 'Look at me singing about male prostitution, isn't that incredibly unique!' I don't want plaudits for examining a new sub-



The Alarm — yet another slight return

ject, but I will say that even coming across a pop record with a reasonably unique situation is in itself interesting."

Incidentally, Morrissey is recording his next studio album at Hook End Manor, a studio run by his current producers (LANGER & WINSTANLEY) in Reading, west of London. MARK NEVIN of FAIRGROUND ATTRACTION and former MADNESS member MARK BEDFORD are among those helping on the project.

Meanwhile, Morrissey's "Bona Drag" compilation is due on Monday (10/15), and will contain A- and B-sides stretching from "Suedehead" to the current single.

All Soul'd Out

Once they finish their current string of engagements, SOUL II SOUL will quit touring for good, says JAZZIE B. "People said we wouldn't be able to play live, but we've proved we can," he told a Brixton Academy audience last week. "This is the first and last tour we're ever going to do."

Soup Dragons (Slight Return)

The SOUP DRAGONS will release their reworked version of "Mother Universe" through Big Life this week. The single — originally out earlier this year — has been rerecorded as a seven-minute-plus dance number (!). The new disc will be backed with a live rendition of "Dream E 4-Ever." The 12-inch adds a live version of "Softly" as well.

And speaking of remakes, the ALARM will be releasing a brand new version of their 1981 debut single ("Unsafe Building") on October 15. Only 1000 copies of the tune — originally issued on the band's own White Cross label — were pressed back in 1981.

This new version will sport a rerecording of the Alarm's "Up For Murder," which also dates from 1981. Incidentally, the 12-inch and CD versions will carry the original recordings of the two tunes.

Limited Addition

DEPECHE MODE released a "strictly scarce" 12-inch edition of their current UK Top 30 single ("World In My Eyes") last week. It's a blue gel-wrapped pack with remixes of the A-side as well as a mix of "Happiest Girl" by ALEX PETERSON of the ORB.

There's A Guest In My House

And from our Interesting Collaborations Dept. . . this month's Q magazine reports that Scotland's the BLUE NILE and Louisiana's AARON NEVILLE will be guesting on ROBBIE ROBERTSON's next solo LP, due out in the new year.

It Ain't Over Until . . .

Ireland's the FAT LADY SINGS, recently signed to East West Records, will release their first product for the label next week. The "Man Scared" EP will feature three songs and follows their critically acclaimed independent singles "Arclight" and "Dronning Maud Land."

BRITAIN

LW TW

- | | | |
|----|----|--|
| 2 | 1 | BOBBY VINTON/Blue Velvet (Epic) |
| 1 | 2 | MARIA MCKEE/Show Me Heaven (Epic) |
| 3 | 3 | LONDONBEAT/I've Been Thinking About You (Anxious/RCA) |
| — | 4 | STATUS QUO/The Anniversary Waltz (Vertigo/PG) |
| 10 | 5 | PET SHOP BOYS/So Hard (Parlophone/EMI) |
| 5 | 6 | TWENTY 4 SEVEN I/CAPT. HOLLYWOOD/I Can't Stand It (BCM) |
| — | 7 | TECHNOTRONIC/Megamix (Swanyard) |
| 7 | 8 | BASS-O-MATIC/Fascinating Rhythm (Virgin) |
| — | 9 | M.C. HAMMER/Have You Seen Her? (Capitol) |
| 4 | 10 | STEVE MILLER BANO/The Joker (Capitol) |
| 6 | 11 | SNAP/Cult Of Snap (Arista) |
| 19 | 12 | MONIE LOVE I/TRUE IMAGE/It's A Shame (My Sister) (Cooltempo/Chrysalis) |
| 8 | 13 | DEEE-LITE/Groove Is In The Heart/What Is Love? (Elektra) |
| 13 | 14 | CURE/Never Enough (Fiction) |
| 16 | 15 | MC TUNES I/BOB STATE/Tunes Splits The Atom (ZTT) |
| 9 | 16 | FARM/Groovy Train (Produce) |
| — | 17 | HI-TEK 3 I/YA KID K/Spin That Wheel (Turtles Get Real) (Brothers Organization) |
| 20 | 18 | DEPECHE MODE/World In My Eyes (Mute) |
| — | 19 | NENEH CHERRY/I've Got You Under My Skin (Circa/Virgin) |
| — | 20 | CHIMES/Heaven (CBS) |

Moving Up

ADVENTURES OF STEVIE V/Body Language (Mercury/PG)
 BEAUTIFUL SOUTH/A Little Time (Go! Discs/PG)
 CRIMINAL ELEMENT ORCHESTRA I/WENDELL WILLIAMS/Everybody (De Construction/RCA)
 SISTERS OF MERCY/More (Merciful Release)
 MICA PARIS I/RAKIM/Contribution (4th & B'way/Island)

The Network Chart, courtesy MRIB

AUSTRALIA

LW TW

- | | | |
|----|----|-----------------------------------|
| 1 | 1 | INXS/Suicide Blonde |
| 2 | 2 | JIMMY BARNES/Lay Down Your Guns |
| 3 | 3 | JOHN FARNHAM/Chain Reaction |
| 4 | 4 | BLACK SORROWS/Harley & Rose |
| 5 | 5 | SOUTHERN SONS/Heart In Danger |
| 8 | 6 | ICEHOUSE/Miss Divine |
| 9 | 7 | JOHN FARNHAM/That's Freedom |
| 6 | 8 | MIDNIGHT OIL/King Of The Mountain |
| 7 | 9 | MARK WILLIAMS/Show No Mercy |
| 10 | 10 | AC/DC/Thunderstruck |

Most Added

SKYHOOKS/Jukebox In Siberia

CANADA

LW TW

- | | | |
|----|----|---|
| 1 | 1 | ALIAS/More Than Words Can Say |
| 2 | 2 | GOWAN/All The Lovers In The World |
| 3 | 3 | NORTHERN PIKES/Girl With A Problem |
| 4 | 4 | COLIN JAMES/Just Came Back |
| 6 | 5 | JEFF HEALEY BAND/While My Guitar Gently Weeps |
| 5 | 6 | SUE MEDLEY/That's Life |
| 7 | 7 | BARNEY BENTALL/Crime Against Love |
| 8 | 8 | MCJ & COOL G/So Listen |
| 9 | 9 | BOX/Inside My Heart |
| 10 | 10 | PAUL JANZ/Stand |

Most Added

WORLD ON EDGE/Still Beating
 RIK EMMETT/When A Heart Breaks
 COLIN JAMES/Keep On Loving Me Baby

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

COMPACT DATA®

Traveling Wilburys: Volume Dealers

The second Traveling Wilburys album — provocatively titled "Volume 3" — is set for release on October 30. While the brothers (not brothers) in the band have crafted some 11 new songs, there've been some crafty changes in the lineup as well.

Meet the new guise: Spike is a former Bangladesh concert promoter, Muddy once spread full moon fever, Clayton is the former leader of an enlightened orchestra, and Boo, well, the answer my friend . . .

The first emphasis track, which shipped to AOR stations yesterday, is "She's My Baby" (guitar solo courtesy Charisma riffmeister Gary Moore).

Other tunes on the disc include: "Inside Out," "The Devil's Been Busy," "If You Belonged To Me," "7 Deadly Sins," "Poor House," "Cool Dry Place," "New Blue Moon," "You Took My Breath Away," and "Where Were You Last Night?" There's also a dance number this time around, titled "Wilbury Twist" (illustrated instructions included).

Produced by Spike and Clayton, the Wilbury/WB platter also features session veterans Jim Keltner (drums), Jim Horn (saxophone), and Ray Cooper (percussion). The entire volume is dedicated to the late Lefty Wilbury.

Rx: McFerrin

EMI has set an October 30 release date for Bobby McFerrin's next LP, "Medicine Music." The self-produced platter sports a dozen new tunes, covering a variety of musical forms (Native American chants, Indian raga music, African, etc.).

Songs include "Discipline" (featuring the ten-member Voicestra ensemble as well as a solo by

One Fur The Animals

Rhino Records has set a February release date for its forthcoming LP "Tame Yourself" — an animal rights-themed album to benefit the organization **People For The Ethical Treatment Of Animals (PETA)**.

The project is highlighted by several duets, including **Jeff Beck** and **Chrissie Hynde's** "Skin Thieves," the **Indigo Girls** and **Michael Stipe's** "I'll Give You My Skin," **Erasure** and **Lene Lovich's** "Animal Rage," and **Lovich** and **Nina Hagen's** "Don't Kill The Animals."

Other contributions: **Raw Youth's** title track, **Howard Jones's** "Don't Be A Part Of It," the **B-52's** "Quiche Lorraine" (performed live), **K.D. Lang's** "Damned Old Dog," **Fetchin' Bones's** "Slaves," **Exene Cervenka's** "What I Have To Do," **Belinda Carlisle's** "Bless The Beasts And Children" (a remake of the **Carpenters'** tune), the **Goosebumps'** "Asleep Too Long," **Jane Wiedlin's** "Fur" (remixed version), and actor **River Phoenix's** "Across The Way."

McFerrin's dad), "Common Threads" (inspired by a documentary on the AIDS quilt and featuring keyboardist Lyle Mays), "Baby," "Angry," and "Sweet In The Mornin'."

Ink Spots

• **LeVert's** forthcoming Atlantic LP, "Rope A Dope Style" is due on November 6. Produced by band members **Gerald LeVert** and **Marc Gordon**, the disc features ten original compositions, including the title track (and current single).

• **Profile** recording artists **Ru-D.M.C.** will release their fifth album, "Back From Hell," on November 19. Entirely written and produced by the band, the 16-track project will be preceded by the single "What's It All About" backed with the album track "The Ave."

• **Tommy Boy/Reprise** recording artists **Information Society** will release their second LP, "Hack," on October 16. **Lou Reed** producer **Fred Maher** and the band twirled the knobs on the platter. First single: "Think"

• **The Jungle Brothers** are producing **Fishbone's** forthcoming Columbia LP, which is tentatively set for release in December.

• The first single from **Big Daddy Kane's** next Reprise album, "A Taste Of Chocolate," is titled "Cause I Can Do It Right." Look for the LP on October 30.

• **Whitney Houston** will present the **Children's Diabetes Foundation's** Brass Ring Award to **Stevie Wonder** during the organization's "Carousel Of Hope" benefit in Los Angeles on October 26.

• **Charisma Records** has inked a deal to release and market two LPs from indie label **Cutting Records**: the debut albums from dance duo **2 In A Room** and singer/actor **Coro**. Look for the Room's LP in November and Coro's by year's end.

• **Bruce Springsteen** has donated \$50,000 to the **World Hunger Year's** Reinvesting In America program — a charity project designed to eliminate hunger and poverty in the U.S.

• **The Scorpions'** "Crazy World" Mercury LP is due November 6. The 11-track disc features the tunes "Tease Me Please Me," "Lust Or Love," "Don't Believe Her," "Restless Nights," and the ballad "Wind Of Change." Noted knob-twirler **Keith Olsen** produced.

Silver Beatles

Elk Grove Village, IL-based **Chicagoland Processing Corp.** has issued 10,000 limited edition commemorative coins honoring the 25th anniversary of the **Beatles'** movie "Help!"

The pure-silver ducats are the first in a series of Beatles coins which will be issued to honor the band members and 13 different Beatles albums. List price: \$34.95 each. For more info, call (800) 765-0123.



51.5 million households
Patti Galluzzi
Director/Music Programming

Weeks On

HEAVY

FAITH NO MORE/Falling To Pieces (Slash/Reprise)	7
WHITNEY HOUSTON/I'm Your Baby... (Arista)	ADD
BILLY IDOL/L.A. Woman (Chrysalis)	11
INXS/Suicide Blonde (Atlantic)	9
JANET JACKSON/Black Cat (A&M)	9
M.C. HAMMER/Pray (Capitol)	7
MOTLEY CRUE/Same Ol' Situation (S.O.S.) (Elektra)	9
SLAUGHTER/Fly To The Angels (Chrysalis)	14
VANILLA ICE/Ice Ice Baby (SBK)	7
WARRANT/Cherry Pie (Columbia)	8

EXCLUSIVES

JON BON JOVI/Miracle (Mercury)	2
DARYL HALL & JOHN OATES/So Close (Arista)	3
HEART/Stranded (Capitol)	5
POISON/Something To Believe In (Enigma/Capitol)	5
WILSON PHILLIPS/Impulsive (SBK)	3
WINGER/Miles Away (Atlantic)	5

STRESS

DEEE-LITE/Groove Is In The Heart (Elektra)	8
JELLYFISH/The King Is Half-Dressed (Charisma)	4
URBAN DANCE SQUAD/Deeper Shade Of... (Arista)	7

BUZZ BIN

CURE/Never Enough (Elektra)	4
IGGY POP/Candy (Virgin)	7
SOUP DRAGONS/I'm Free (Big Life/Mercury)	7

ACTIVE

AC/DC/Thunderstruck (Atco)	7
ALIAS/More Than Words Can Say (EMI)	5
BLACK CROWES/Hard To... (Del American/Geffen)	5
DAVID CASSIDY/Lyin' To Myself (Enigma)	ADD
CONCRETE BLOWDE/Joey (IRS)	18
HUMAN LEAGUE/Heart Like A Wheel (A&M)	4
INFO. SOCIETY/Think (Tommy Boy/Reprise)	5
LIVING COLOUR/Type (Epic)	10
PEBBLES/Giving You The Benefit Of... (MCA)	ADD
ROBERT PLANT/Nirvana (Es Paranza/Atlantic)	2
QUEENSRYCHE/Empire (EMI)	7
PAUL SIMON/The Obvious Child (WB)	2
UB40/The Way You Do The Things You Do (Virgin)	4
VAUGHAN BROTHERS/Tick Tock (Epic)	2

MEDIUM

DAMN YANKEES/High Enough (WB)	4
DON DOKKEN/Mirror Mirror (Geffen)	8
BOB DYLAN/Unbelievable (Columbia)	4
HOUSE OF LORDS/Can't Find... (Simmons/RCA)	ADD
JANE'S ADDICTION/Stop! (WB)	7
LOVE/HATE/Why Do You Think They... (Columbia)	8
MAGGIE'S DREAM/Love & Tears (Capitol)	ADD
SINEAD O'CONNOR/Three Babies (Chrysalis)	3
SOHO/Hippychick (Atco)	ADD
STYX/Love Is The Ritual (A&M)	4
ROGER WATERS/Another Brick... (Part 2) (Mercury)	4
NEIL YOUNG & CRAZY.../Mansion On... (Reprise)	3

BREAKOUT

ANTHRAX/Got The Time (Megalforce/Island)	4
T. CONWELL & THE.../I'm Seventeen (Columbia)	4
BOB MOULD/It's Too Late (Virgin)	4
TONY! TON! TONE!/Feels Good (Wing/Polydor)	2
TOO MUCH JOY/That's A Lie (Giant/WB)	8
TRIXTER/Give It To Me Good (Mechanic/MCA)	2
WIRE TRAIN/Should She Cry (MCA)	8

HOT NEW VIDEOS

DEEE-LITE/Groove Is In The Heart (Elektra)	8
WHITNEY HOUSTON/I'm Your Baby... (Arista)	ADD
JELLYFISH/The King Is Half-Dressed (Charisma)	4
MAGGIE'S DREAM/Love & Tears (Capitol)	ADD
VAUGHAN BROTHERS/Tick Tock (Epic)	2

ADDS

DAVID CASSIDY/Lyin' To Myself (Enigma)	
HOUSE OF LORDS/Can't Find My... (Simmons/RCA)	
WHITNEY HOUSTON/I'm Your Baby Tonight (Arista)	
MAGGIE'S DREAM/Love & Tears (Capitol)	
PEBBLES/Giving You The Benefit Of... (re-add) (MCA)	
SOHO/Hippychick (Atco)	



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

Weeks On

HEAVY

AFTER 7/Can't Stop (Virgin)	9
BREATHE/Say A Prayer (A&M)	7
PHIL COLLINS/Something Happened On... (Atlantic)	11
TAYLOR DAYNE/Heart Of Stone (Arista)	4
WHITNEY HOUSTON/I'm Your Baby... (Arista)	ADD
MAXI PRIEST/Close To You (Charisma)	18
PAUL YOUNG/Oh Girl (Columbia)	14

DEVELOPMENT

ANITA BAKER/Soul Inspiration (Elektra)	2
MARIAH CAREY/Love Takes Time (Columbia)	4
DAVID CASSIDY/Lyin' To Myself (Enigma)	6
HARRY CONNICK JR./We Are In Love (Columbia)	1
ROBERT CRAY/Forecast (Calls For Pain) (Mercury)	6
DAN FOGELBERG/Rhythm Of The... (Full Moon/Epic)	1
JEFF HEALEY BAND/While My Guitar... (Arista)	3
MICHAEL McDONALD/Tear It Up (Reprise)	1
PEBBLES/Giving You The Benefit Of... (MCA)	ADD
CARLY SIMON/Better Not Tell Her (Arista)	1
PAUL SIMON/The Obvious Child (WB)	1
TAKE 6/L-O-V-E U (Reprise)	3
VAUGHAN BROTHERS/Tick Tock (Epic)	1
SYDNEY YOUNGBLOOD/I'd Rather Go... (Arista)	8

Information current as of October 9.

POLLSTAR

CONCERT PULSE

Pos. Artist	Avg. Gross (in 000s)
1 GRATEFUL DEAD	\$1162.6
2 NEW KIDS ON THE BLOCK	\$935.9
3 PHIL COLLINS	\$846.4
4 BILLY JOEL	\$711.4
5 ERIC CLAPTON	\$635.6
6 DEPECHE MODE	\$615.1
7 JANET JACKSON	\$467.3
8 AEROSMITH	\$339.0
9 MOTLEY CRUE	\$297.0
10 CHER	\$250.0
11 KENNY G/M. BOLTON	\$236.4
12 ANITA BAKER	\$231.9
13 B-52'S	\$223.5
14 ROBERT PLANT	\$211.4
15 M.C. HAMMER	\$191.8
16 STEVE MILLER	\$191.0
17 JAMES TAYLOR	\$188.3
18 HEART	\$171.0
19 CROSBY, STILLS & NASH	\$166.07
20 BONNIE RAITT	\$166.06

New Tours

Among this week's new tours:

- DRAMARAMA
- BRUCE HORNSBY & THE RANGE
- TOM JONES
- LIVING COLOUR
- MEAT LOAF
- BOB MOULD
- O'JAYS
- SMITHEREENS
- WENDY & LISA
- YANNI

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.

A Ripple Of Excitement

The grape minds at PolyGram-distributed **rooArt Records** crushed all competition for Promo Item O' The Week by whetting industry appetites for **Martha's Vineyard's** new single, "Old Beach Road," with custom designed bottles of Martha's Vineyard Old Beach Road cabernet.

Some 2000 NAC and New Rock connoisseurs were fortunate enough to receive the bottles, which were sent in wine boxes — even though the bottles' contents are, in fact, 100% natural sparkling juice.

In addition to sporting the band's name on the outside, the wooden boxes contained a four-track pro-CD preview of the band's new label debut LP ("Martha's Vineyard") that features the single as well as the songs "3 AM," "Skin On Skin," and "Sweet Love." Cheers!





BRAD MESSER

CALENDAR

First The Mike, Then The Mike Fright

The first time a new anchor sits alone in front of a hot mike, entrusted with a live newscast, performance pressure hits world-record levels. The cadence of his thumping heart says MIKE fright . . . MIKE fright . . .

Worrying that he might freeze up brain-dead if anything goes wrong, a new anchor can be somewhere between nervous and panicky as he simultaneously deals with knobs, switches, sliders, keys, meters, cart tapes, scripts, and talking.

It may be impossible for an experienced broadcaster to remember how confusing everything can be at first. However, on the whole, those shaky premiere broadcasts often come off without incident, in large part because of the careful attention devoted to preparation.

Given all the confusion and pressure, a general rule is that a good first newscast is any in which

the announcer maintains bladder control and incurs no lawsuits.

Industrial-Strength Mistake

Following the first solo performance, a new anchor begins working his or her way into the real routine of the newscast. After a few weeks, with the initial shock over, confidence begins to build. The board no longer looks like the panel of a jumbo jet. Duties such as dubbing and labeling, even tape editing, are taken in stride.

The new person begins pulling more weight. Before too many weeks have passed, he becomes a truly productive part of the depart-

ment. In the natural progression of things, there comes a period of overconfidence when the beginner is liable to make his first industrial-strength professional mistake.

A colleague of mine, during just such a period, announced a whole set of headlines with his mike and headset switched to the audition channel; while he announced heads to himself, the station ran dead air. He came to the commercial break and punched off the spot tape, then looked up just as the first running person came through the studio door to check his board.

He later admitted he had been a little miffed at the intrusion into what felt like a perfectly smooth newscast. And it was smooth, in a sense — his program channel VU meter had never moved.

America's Deadliest Virus Epidemic

MONDAY, OCTOBER 22 — Washington and Baltimore ran out of coffins in 1918 during a terrible outbreak of "Spanish" influenza, which infected 25% of the U.S. population and killed 500,000 Americans. New York alone had 19,000 flu deaths. The epidemic had started in China, dispersed worldwide (making it a pandemic), and claimed 21 million lives in the deadliest virus rampage since the Black Death plague of five centuries earlier. The Cuban Missile Crisis began in 1962 when JFK imposed an air and sea blockade of the island. The first commercial Xerox copier was demonstrated in 1948. Gen. **Sam Houston** was installed as President of the Independent Republic of Texas in 1836.

Birthdays: **Annette Funicello** 48. **Christopher Lloyd** ("Back To The Future") 52. **Timothy Leary** 70.

Soviet Tanks Crushed Hungarian Revolt

TUESDAY, OCTOBER 23 — Some 100,000 Hungarians took part in anti-government demonstrations in Budapest in 1956, showing solidarity with their Polish neighbors who had rioted against communist rule. The revolution movement grew until it was crushed November 4 by 16 Soviet divisions with 2000 tanks. The world did not ride to the rescue: the UN condemned the Soviet action, and the U.S. gave asylum to some surviving Hungarian "freedom fighters."

A truck bomb killed 241 at U.S. Marine headquarters in Beirut in 1983. Congress approved a gasoline emergency rationing plan in 1979 but did not put it into effect. Women's suffrage got a boost when 25,000 women demonstrated in New York City in 1915 demanding the vote in all 48 states.

Birthdays: **Doug Flutie** 28. **"Weird Al" Yankovic** 31. **Johnny Carson** 65.

Black Thursday Kicked Off Depression

WEDNESDAY, OCTOBER 24 — This was Black Thursday on Wall Street in 1929, the beginning of the stock market crash that set off the worldwide Great Depression. America had 12 million unemployed by 1931, and more than 37,000 banks, corporations, and other businesses had failed.

Vietnam was established in French Indochina in 1945. **Anna Taylor** made the first trip over Niagara Falls in a barrel in 1901 and then had to be rescued because she couldn't swim. The lucifer friction match was patented in 1836. United Nations Day, by presidential proclamation, commemorating the founding of the UN in 1945.

Birthdays: **Bill Wyman** (Rolling Stones) 49. **Y.A. Tittle** 64.

54,763 Eggs Hit The Skillet

THURSDAY, OCTOBER 25 — The world's largest omelet — with 54,763 eggs and 531 pounds of cheese — was whipped together in a 30-foot skillet at Las Vegas in 1986.

Grenada was invaded by 2000 U.S. Marines and Army Rangers in 1983. The Bulova Accutron electronic wristwatch was introduced in 1960, the first successful watch without springs. The U.S. Air Force announced in 1954 that it would no longer investigate the public's reports of UFOs. The first American postal cards were issued in 1870.

Birthdays: **Minnie Pearl** 78.

Doonesbury Turns 20

FRIDAY, OCTOBER 26 — Gary B. Trudeau's "Doonesbury" comic strip premiered in 1970.

Coffee hoarding and price hikes hit the U.S. in 1949 as a result of crop failures in Latin America. Bismarck, ND dropped to ten degrees below zero in 1919, the town's coldest October temperature. The **Earps, Doc Holiday**, and the **Clantons** fought the gunfight at the OK Corral in 1881 at Tombstone, Arizona. The Erie Canal opened in 1825 connecting the Hudson River with the Great Lakes.

Birthdays: **Jaclyn Smith** 42. **Pat Sajak** 44.

Saturday (10/27): **Lee Greenwood** 48. **John Cleese** 51.

Sunday (10/28): **Annie Potts** ("Designing Women") 38. **Jane Alexander** 51.

CMJ MUSIC MARATHON SCHEDULE OF EVENTS

"The Discovery and Development of New Artists"
October 24 - 27, 1990 • The Vista Hotel • New York City

WEDNESDAY, OCTOBER 24, 1990

5:00 PM - 10:00 PM
REGISTRATION
8:00 PM
MUSIC MARATHON LIVE! CLUB SHOWCASES

THURSDAY, OCTOBER 25, 1990

8:00 AM - 5:00 PM
REGISTRATION
10:00 AM - 5:00 PM
EXHIBITS
New Amsterdam West Ballroom, Foyer

11:00 AM - 4:00 PM
COLLEGE RADIO WORKSHOP
AGENDA
The Liberty Room

Henry Rollins of Warlike will deliver a Spoken Word performance

INTERNAL STATION OPERATIONS
• College Administration Relations
• Management: Charters and the Executive Board
• Recruiting, Motivating And Maintaining A Staff
• Continuity And Growth

STATION FINANCE
• Budgeting
• Fundraising

NETWORKING IN COLLEGE RADIO
• Campus Awareness And Activities
• Community Volunteers
• Interaction With The Local Scene
• Communication Among Stations Nationwide

SOCIAL RELEVANCE
• Educational Programming
• Addressing Civic And Societal Concerns

MUSIC PROGRAMMING
• Managing An Air Staff
• Maintaining A Music Library
• Playlists And Tapesheet Reporting
• Record Company Relations
• Music And Airplay Philosophies

12:00 - 5:00 PM
Tall Ships Lounge
BIMI LIVE

12:30 - 1:45 PM
PUBLISHING, COPYRIGHT & THE REST OF YOUR LIFE
The Broadway Suite
Moderator: Jerry Love (Famous Music Publishing Companies)

COs & O.A.T.s: WHERE HAS ALL THE VINYL GONE?
The River Suite

VIDEO & VALIDITY: IN THE EYE OF THE BEHOLDER
The Park Suite
Moderator: Steven Schuur (Chrysalis)

2:00 - 3:15 PM
THE ROOTS/FOLK PANEL
The Broadway Suite

RECORD PRODUCTION: FROM STUDIO TO STORE
The River Suite
Moderator: Hank Shocklee (Producer/S.O.U.L.), and more TBA

THE FUTURE OF ALTERNATIVE COMMERCIAL RADIO
The Park Suite
Moderator: Alex Miller (Virgin)

3:30 - 4:45 PM
ON THE ROAD: EFFECTIVE TOURING
The Broadway Suite
Moderator: Larry Butler (Warner Bros.)

RETAIL & DISTRIBUTION: THE BOTTOM LINE
The River Suite
Moderator: Adam Kaplan (Virgin)

THE FINE PRINT: IT'S A LEGAL MATTER
The Park Suite
Moderator: Michael R. Haliz, Esq.

6:00 - 8:00 PM
New Amsterdam Center Ballroom
CHAMELEON RECORDS PRESENTS "THE CMJ WELCOMING PARTY" WITH PERFORMANCES BY FERRON/MARY'S DANISH/COTOUR

8:00 PM
MUSIC MARATHON LIVE! CLUB SHOWCASES

FRIDAY, OCTOBER 26, 1990

8:00 AM - 5:00 PM
REGISTRATION
10:00 AM - 5:00 PM
EXHIBITS
New Amsterdam West Ballroom, Foyer

11:00 AM
KEYNOTE ADDRESS
New Amsterdam Ballroom

Eric Bogosian
Best known for his solo shows: *Drinking In America* and *Sex, Drugs, Rock & Roll*, and his play *Talk Radio*, in which he starred and co-wrote the film version, directed by Oliver Stone.

KRS-ONE
Kris Parker, a.k.a. KRS-ONE, by his own words is "a teacher and a poet." With his production company Boogie Down Productions, Parker has released four albums whose street poetry goes for the throat, most recently "Egotism."

12:00 - 5:00 PM
Tall Ships Lounge
BIMI LIVE

1:30 - 2:45 PM
TIPS & TRADES: BUY AN AD AND WE'LL TELL YOU
The Broadway Suite
Moderator: Dawn Hood (Charisma)

SO YOU WANT TO BE A ROCK 'N' ROLL CZAR: CAREERS IN THE MUSIC INDUSTRY
The River Suite
Moderator: Hugo Burnham (Island)

BAND SURVIVAL: WILL YOUR DUES PAY OFF?
The Park Suite
Moderator: Lyle Hygen (Das Dairmen)

ARTIST DISCOVERY & DEVELOPMENT: TALENT, TIMING & TENACITY
New Amsterdam East Ballroom
Moderator: Sean Coakley (Arista)

FREEDOM OF SPEECH: SHH! BIG BROTHER'S LISTENING
New Amsterdam Center Ballroom
Moderator: Howe Klein (Warner Bros./Sire)

3:00 - 4:15 PM
MAJORS & INDIES: A MARRIAGE MADE IN
The Broadway Suite
Moderator: Craig Marks (CMJ)

HORIZONS: NEW TERRITORY, NEW COUNTRY
The River Suite
Moderator: Tony Brown (MCA)
Panelists: Darrell Anderson (High Tone), Jim Caligiuri (CMJ), Tracy Gershon (CBS Tree Publishing), Doug Gray (Warner Bros.), Carlyne Major (A&S Management), Kevin Welch (Artist)

CONCERTS ON CAMPUS: PRODUCTION & PROMOTION
The Park Suite

MUSIC MARKETING: FROM CONCEPT TO CONSUMER
New Amsterdam East Ballroom

COLLEGE RADIO IN THE '90s: HAS THE EDGE DULLED?
New Amsterdam Center Ballroom
Moderator: Dave Gottlieb (Epic)

7:30 PM
MUSIC MARATHON LIVE! CLUB SHOWCASES

FICTION RECORDS IN ASSOCIATION WITH CMJ AND ELEKTRA RECORDS PRESENT "MIXED UP MARATHON" LISTENING PARTY FEATURING THE CURE'S NEW ALBUM "MIXED UP." ALSO FEATURING DIE WARZAU IN PERFORMANCE.

Sanctuary At Hot Rod, 270 11th Avenue (at 28th Street)

8:00 PM
CMJ & ATLANTIC RECORDS PRESENT REDD KROSS/LEMONHEADS/AN EMOTIONAL FISH
The Ritz, 54 West 54th Street

SATURDAY, OCTOBER 27, 1990

9:00 AM - 3:00 PM
REGISTRATION
10:00 AM - 3:00 PM
EXHIBITS
New Amsterdam West Ballroom, Foyer

11:00 AM - 12:15 PM
THE WORLD MUSIC PANEL
The Broadway Suite
Moderator: Jerry Rappaport (Mango)

ENTREPRENEURSHIP & MUSIC: D.I.Y. STRATEGIES & MECHANICS
The River Suite

THE RAP PANEL
The Park Suite
Moderator: Carmelita Sanchez
Panelists: Sophia Chang (Atlantic), Tony D (Producer/Poor Righteous Teachers), Bobby Garcia (DeJam/RAL), David Mays (The Source), Mike Nardone (KXLU), D Nice (Artist), Albert Ragusa (Tommy Boy), Wilman Siew (WBAU)

OFF THE RECORD: CONSUMER PRESS FROM BUTTRAG TO ROLLING STONE
New Amsterdam Center Ballroom
Moderator: Karen Schoener (Freelance Writer)

A&R: WHAT'S WRONG WITH THIS TAPE?
The Liberty Room
Moderator: Jeff Fenster (Charisma)

12:00 - 5:00 PM
Tall Ships Lounge
BIMI LIVE

12:30 - 1:45 PM
THE JAZZ PANEL
The Broadway Suite
Moderator: Michael Dorf (Knitting Factory)

COLLEGE/NON-COMMERCIAL RADIO & THE COMMUNITY
The River Suite
Moderator: David Newgardner (WFMU)

THE BEAT BOX CONCLAVE
The Park Suite
Moderator: Bill Stephney (S.O.U.L.)
Panelist: John Mars (2 Black 2 Strong • MMG), and more TBA

THE DECLARATION OF INDEPENDENTS
New Amsterdam Center Ballroom
Moderator: Kramer (Shimmy-Disc)

THE STATE OF THE MUSIC BIZ: A CURRENT AFFAIR
The Liberty Room

2:00 - 3:15 PM
THE REGGAE PANEL
The Broadway Suite

RECORD PROMOTION & COLLEGE RADIO
The River Suite
Moderator: Bruce Fiori (RCA)

THE RAP ARTIST PANEL
The Park Suite
Moderator: Jeff Foss (WRHU)
Panelists: D Nice (Artist), Kid Frost (Artist), Harmony (Artist), P.A. Passemaster (Mass. (De La Soul), MC Serch (3rd Bass), Mike G (Jungle Bros.), MC Mustata (Movement Ex), Nikki O (Artist), Lakim Shabazz (Artist)

SUCCESSFULLY MANAGING THE NEW ARTIST
The Liberty Room
Moderator: John Silva (Gold Mountain Ent.)

3:30 - 4:45 PM
THE ARTIST ENCOUNTER & FREE FOR ALL
New Amsterdam Ballroom
Moderator: Vin Scelsa (WXRK)

8:00 PM
MUSIC MARATHON LIVE! CLUB SHOWCASES

METAL MARATHON

THURSDAY, OCTOBER 25, 1990

12:30 - 1:45 PM
RETAIL & MARKETING: GRAND THEFT ALLOWANCE
New Amsterdam East Ballroom

2:00 - 3:15 PM
INTERVIEW WORKSHOP: DIGGING DEEP WITHOUT BURYING YOURSELF
New Amsterdam East Ballroom
Moderator: Dana Daron (Freelance Journalist)
Panelists: Steffan Chirazi (Kerrang! Rip, BAM), Jeff Kitts (Foundations), David Sprague (MTV), Adrienne Stone (Stone Communications), Tommy Victor (Prong)

3:30 - 4:45 PM
TBA
New Amsterdam East Ballroom

FRIDAY, OCTOBER 26, 1990

11:00 AM - 12:15 PM
ARTIST DEVELOPMENT: BUILDING THE PERFECT BEAST
The Liberty Room
Moderator: Susan Silver (Susan Silver Management)

12:30 - 1:45 PM
METAL PROGRAMMING AND PROMOTION: RADIOACTIVE OR CARBON-DATED?
The Liberty Room
Moderator: Cheryl Valentine (Relativity/Combat/Elect)
Panelists: Bridget Roy (Columbia), Bill Schacht (Foundations), Kevin Sharp (CMJ), Rob Taranino (AIM), Bob Thomas (WBEB), Sally Vicious (WTPA)

2:00 - 3:15 PM
ALTERNAPSYCHEMETALFUNKRAPCORE: THE CREATIVITY, CONFORMITY AND CONFUSION OF CROSSING OVER
The Liberty Room
Moderator: Howie Abrams (In-Effect)

3:30 - 4:45 PM
KEYNOTE ADDRESS
The Liberty Room

Lemmy Kilmister
Call him a legend and he'll scoff! Call him the "Godfather Of Thrash" and he'll probably hit you. We'll play it safe and say that Lemmy Kilmister of Motorhead, one of rock's most endearing and enduring figures, will be delivering the Keynote Speech for Metal Marathon '90.

SATURDAY, OCTOBER 27, 1990

11:00 AM - 12:45 PM
MOMS OF ROCK: TO HELL FROM MATERNITY
New Amsterdam East Ballroom
Panelists: Carole Brown (Trivium Mom), Muriel Likier (Nuclear Assault Mom), and more TBA

1:00 - 2:30 PM
ARTIST PANEL
New Amsterdam East Ballroom

MORE TO BE FIGURED OUT LATER

Schedule subject to change

For more information contact: Joanne Abbot Green at (516) 466-6000 or Fax 516-466-7159.

Mail to: CMJ Metal Marathon®, 245 Great Neck Rd., 3rd Floor, Great Neck, NY 11021.





JOEL DENVER

Dave Shakes Up Chicago

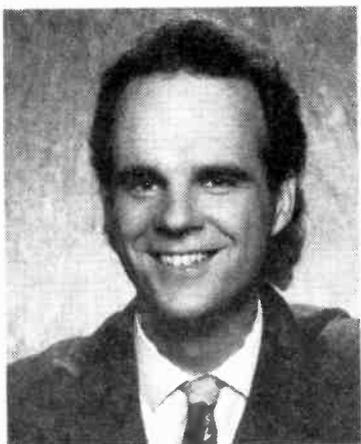
'Three-M Plan' Boosts B96 7.1-10.4 In Birch

Since joining the station in January, WBBM-FM (B96)/Chicago PD Dave Shakes — who left the WTIC-FM/Hartford PD post — has taken B96 to the top. In the Birch summer book, B96 rose 7.1-10.4; crosstown rival WYTZ (Z95), by contrast, posted 3.4-3.3. B96 registered 4.6-5.2 in the summer Arbitron, while Z95 scored 2.8-2.6.

Shakes explained the story behind B96's success. "When Tom Matheson became VP/GM in spring 1989, he brought a new agenda and a change in vision. B96 was a fine station that needed to grow. He wanted to make it a monster CHR [dominating] Chicago. When he asked me to consider taking the job, I felt B96 had the [necessary] resources. We mapped out a plan and executed it."

The "Three-M Plan," as Shakes called it, involved revamping music, mornings, and marketing. "I recruited a new MD [and midday personality], Todd Cavanah, from a national promo post at Elektra. He had been MD at KRXY (Y108)/Denver before going into records.

"Todd and I have gotten heavily into the regular callout process, but adding perceptual and strategic [research as well as] focus groups helped us figure out what the hits are in Chicago. We've taken con-



Dave Shakes

trol of the music computer system instead of letting it run the station. We can present a variety of textures and play the best songs most often."

B96 has adopted a dance-leaning profile and plays occasional pop records for balance. "It's not a question of lack of market exposure for rock and pop product; it's just that much of the music doesn't translate into hit records here. This is a slow market. I'm used to records burning out in 12 weeks, but that's the length of time it takes for most records to kick in here. The slowness of listener response has a lot to do with the size of the city — a city which offers more to do than just listening to the radio. When I see the research and feel the streets, I react accordingly."

"The B96 Friday and Saturday night dance shows are huge. They're produced by several of the leading local mix masters and fea-

"Our overall approach has been to do basic radio well."

ture Chicago house music. We discovered the hit by 2 In Room, 'Wiggle It,' which generated so many requests we added it. Now Charisma Records has released it."

Morning Madness

Shakes was fortunate in inheriting a workable morning team. "Mornings had a good foundation with Ed Volkman and Joe Bohannon [the 'Eddie & JoBo Show'] and Karen Hand. What we've done is format the show to make sure

they're topical and controversial. We do a couple of features that go over well. The first is 'Confession Wednesday,' when Chicagoans confess all the scams, crimes, women sleeping with local ball players, pregnant mistresses, and other great gossip a city like this can produce.

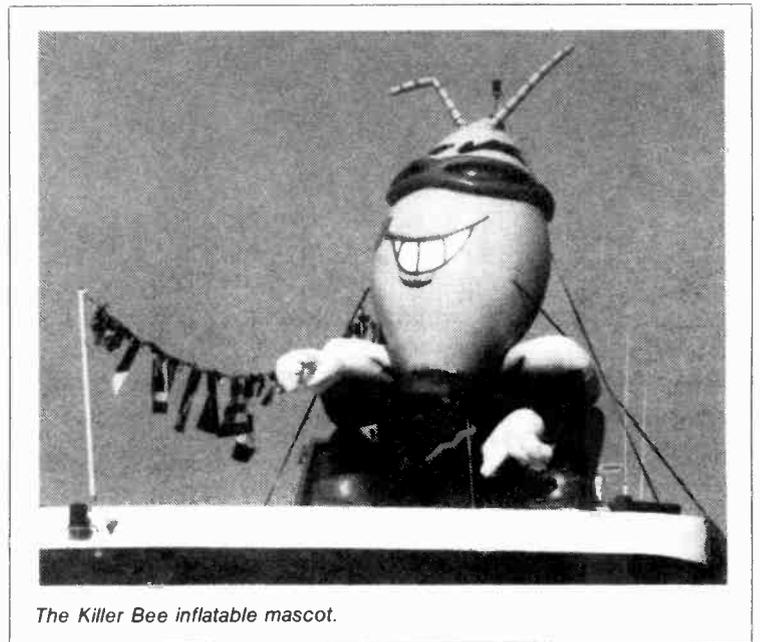
"Thursday is 'No Panties Thursday' — for men and women. We encourage both sexes to go to work without underwear, then to call us and report their status. One of the best promotions we did was when Madonna hit the city. We announced we'd pay for parking [\$5] if lis-

"This is a slow market. I'm used to records burning out in 12 weeks, but that's the length of time it takes for most records to kick in here."

teners came to the concert with underwear on their car antennas; 90% of the cars had underwear. That's almost 6000 cars."

Birth Of The 'Killer Bee'

To market the station, the "Killer Bee Culture" was established. Shakes related, "We determined there was confusion between B and Z, and 96 and 95. So Killer Bee was the creative solu-



The Killer Bee inflatable mascot.

tion to help us stand out. Now it's developed into a way of life. When we tell listeners, 'Gimme a B,' they put a finger to their lips and make a buzzing sound, which moves into a stuttered B-B-B96. At the end of contests, we say 'Give us a B' in-



stead of the standard 'What's your favorite radio station?' It's permission for the listeners to act silly.

"We've also distributed 1.5 million Killer Bee B96 Winner Stickers. We pull people over in their cars and they win from \$100-\$500. The stickers were initially distributed through the Chicago Sun Times Sunday edition, and now we get them out through Chicagoland White Hen Pantry Stores [a chain of local convenience stores]. They've made us very visible."

Marketing Push

Reaching out to the community is a B96 hallmark. "Using prerecorded PSAs done by the DJs and running them [during other personalities' shifts] not only helps promote worthy organizations and events, but helps make our guys stars in other dayparts. When a tornado ripped through the area this summer, we pulled our bumper sticker vans off the streets for a few days and donated the money they would have given away to disaster relief efforts.

"Our DJs make as many appearances as possible to increase personal and station visibility. We've got a winning lineup including Gary Spears (afternoons), George McFly (nights), Coco Cortez (latenights), and Greg Murray (overnights). McFly does 'Street Buzz,' a feature during which listeners talk about what's going on in Chicago — anything from dedications to soldiers they know in the Middle East to what's happening at a party down the street. 'Street Buzz' runs at 8pm. At 9pm there's 'The Flame-Throwing Five,' which fea-

Continued on Page 52

Z95's Lippincott: 'Things Will Even Out'

While competitor WBBM-FM (B96) soared, WYTZ (Z95)/Chicago was basically flat in the summer Birch. According to Z95 OM Ric Lippincott, Birch's ratings methodology is to blame.

"I don't look at Birch even when we've done well in it," said Lippincott. "It just doesn't seem to track well at all against Arbitron in Chicago."

"B96 is very hot right now, and I attribute that to the ethnic audience it's generated by playing dance music. One ethnic diary is worth three times that of a nonethnic diary. That means Z95 has to get three listeners for every ethnic listener [B96 gets] just to break even. With our CHR approach, I haven't figured out how to increase our ethnic composition without compromising the nonethnic audience."

"I was in this market when Arbitron instituted DST (Differential Survey Treatment) and maybe it's

a form of reverse discrimination against stations not superserving the ethnic audiences." According

"Z95 has to get three listeners for every ethnic listener [B96 gets] just to break even."

to the summer Birch, B96's ethnic composition is 60.7% white, 28.2% Latino, and 11.1% black. Z95's audience is 93.7% white and 6.3% Latino.

Lippincott remains optimistic about Z95's longterm future: "B96 is doing well but I expect things will even out when the audience tires of what it plays, which is really disco."



Ric Lippincott

time the situation was examined again. Since the size of the ethnic audience has increased in major markets, maybe DST has become



Music Monitor

WBBM-FM (B96)/Chicago is 80% current and carries eight minutes of spots each hour. Key positioning liners include "The most hit music," "12-Song Music Marathons," and "B96, Chicago's No. 1 Hit Music Station." Here's a sample 5pm hour, when Gary Spears drives Chicago home.

GLENN MEDEIROS/She Ain't Worth It

SWEET SENSATION/Wishes Came True

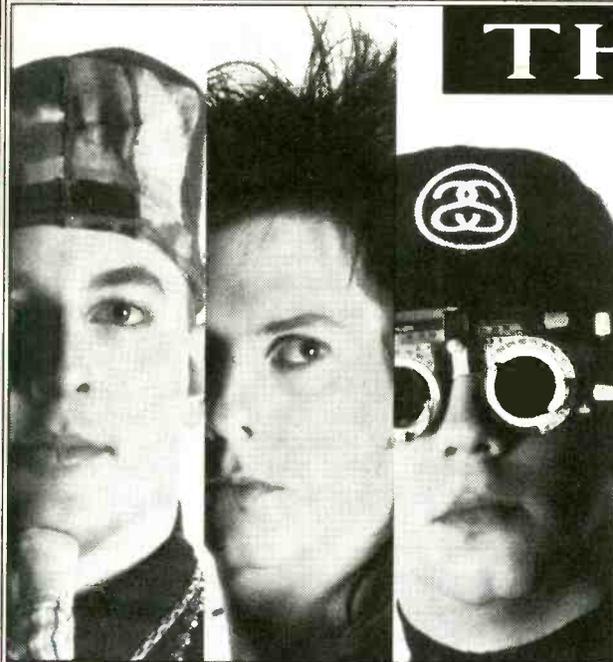
ALISHA/Bounce Back
MADONNA/Open Your Heart
BLACK BOX/Everybody

Everybody
MAXI PRIEST/Close To You
PAULA ABDUL/Straight Up
STEVIE B/Because I Love You

BELL BIV DEVOE/Do Me
RIGHTEOUS BROTHERS/

Unchained Melody
CYNTHIA & JOHNNY O/
Dreamboy/Dreamgirl

TAYLOR DAYNE/Prove Your Love
M.C. HAMMER/U Can't Touch This



THINK ABOUT IT!

Information Society

"Think"

The New Single From The Album *HACK*.
NEW & ACTIVE

PWR99 32-28	KUBE deb 26	TIC-FM 34-26	WQUT 37-31	KKMG 31-24
PWRPIG 28-24	HOT97 21-18	WSPK 38-32	WOKI add	WQID add
Q105 27-25	WIOQ 26-23	WKRZ 40-33	Y107 34-28	KCHX add
B96 deb 26	PWR96 31-27	WCKZ 19-16	KTUX 36-30	KFBQ 29-21
WL0L 25-21	KKFR 29-22	KZFM 39-34	WGTZ add	Y97 add
Q106 29-27	HOT949 deb 23	HOT95 29-23	CK105 32-25	



BOOMANIA IS COMING!

Are You Ready For Betty?

Betty Boo

"Doin' The Do"

The New Single That's Already A Top 5 Smash in England!
From The Forthcoming Album BOOMANIA.

WHYT 25-22	KHTK 25-19	KXXR
KS104 21-18	KCAQ add	KKRD
KTFM add	Plus...	KIKX
HOT949 21-12	B96	KYYY

BILLBOARD DANCE CHART 3 - ①
BILLBOARD DANCE SALES CHART 17 - ⑦

FAITH NO MORE "FALLING TO PIECES"



THE FOLLOW-UP SINGLE TO THE SMASH HIT "EPIC"
FROM THE ALBUM *THE REAL THING*

• PLATINUM ALBUM!
• NEW "FALLING TO PIECES" VIDEO ON MTV
• ON TOUR WITH BILLY IDOL!

WDFX 20-14	WKFR deb 37	Plus...	WKPE
WPST deb 31	99KG add	KSAQ	KNIN
KATM deb 30	KFMW deb 38	WHYT	KFBQ
YES97 add	KGOT add	KPLZ	KRZR
Q104 add	OK95 add	PIRATE	ZFUN
		KZZU	Y97

MTV - STRESS ROTATION
ONE OF THE MOST REQUESTED "DIAL MTV"



©1990 Sire Records Company
©1990 Slash Records
©1990 Tommy Boy Music, Inc

Dave Shakes Up Chicago

Continued from Page 50
 tures the night's top requested records. Once a week McFly brings in high school cheerleaders to help him count them down.

"B96 has focused on marketing rather than contests. We've done no TV, some bus signs, and our bumper stickers are heaviest in the 'burbs where most of our listeners are."

Credit Where It's Due

Scoring double digits in Birch

was naturally exciting for Shakes, but he noted, "The significant thing is that last summer B96 had a 5.3 in Birch and now we're up to 10.4. We've almost doubled in a year. Our cume is 1.5 million — 600,000 more than Z95's. We're having a banner year."

"You can sell the 12-34s and make a lot of money. I know this because the bulk of our business comes from 18-49. We're now creeping into the Top Ten in 25-54."

We can get more cume and TSL. This has been a building block year and next year is the expansion year.

"Our overall approach has been to do basic radio well with great jocks and better hit music, and to make our listeners happy. We go the extra mile to make sure every letter is answered and each phone call is returned. This reinforces to listeners the idea that B96 is their radio station."

J U L E E C R U I S E

"FALLING"

FROM THE SOUNDTRACK FOR
TWIN PEAKS

PRODUCED BY DAVID LYNCH AND ANGELO BADALAMENTI

"Great response to Julee Cruise... this is the 'Sinead O'Connor' of the fall!"

—RICK GILLETTE, WHYT

"There's a big buzz in Houston on Julee Cruise's 'Falling,' and with all the excitement over 'Twin Peaks,' even Helen Keller could see that this is worth exposing to your listeners!"

—MIKE SNOW, KKBO

"The Julee Cruise record is just different enough to make our listeners sit up and take notice. It's already Top Ten requests for us, and should become a hit with teens as well as the adult demos. With all the TV exposure it should go all the way!"

—BRIAN WHITE, FM102

"We have been playing Julee Cruise for the last three weeks. All of us here at the 'Mix' are 'Twin Peaks' fans. We played the song and the response was amazing — you'll be amazed, too!"

—GARY ZAPOLEON, KHMx

Believers!

KHMx	WOVV
KKBQ	KJ103
KSAQ	WCIL
WHYT	WPFR
FM102	



A BARBECUE SINGALONG — KDWB/Minneapolis hosted a "Backyard Jam" free barbecue, and Wilson Phillips dropped by to flip burgers and sing songs. Shown in pre-flip mode are (l-r) KDWB's Mr. Ed Lambert, Paul Williams, Wendy and Carnie Wilson, the station's Wally Pike, Chynna Phillips, and KDWB's Dangerous Dan, Spyder Harrison, Ann Margaret and Jil Dalsin.

MOTION

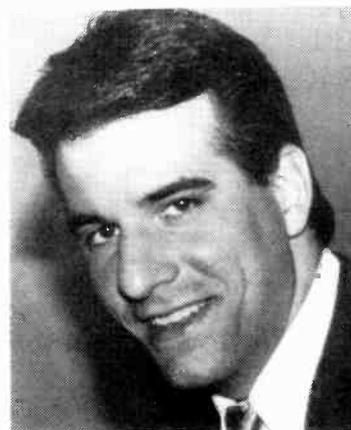
- **Ken Barnett** moves from WMJJ/Birmingham to middays at KHYI (Y95)/Dallas.

- Midday announcer **Shelly Morgan** becomes KWOD/Sacramento MD as **Pam Grund** segues to WIOQ/Philadelphia.

Changes at WBWB/Bloomington, IN: PD **Mark Callaghan** is promoted to Director/CHR Programming for University Broadcasting, APD/MD **Jim Cerone** is named PD and will still handle music, and **Johnny Von** moves from University's WAZY/Lafayette, IN to replace Callaghan in AM drive. KGGI/Riverside, CA ups **Mike Marino** to overnights and **Andi Marshall** to AM news anchor... WCKZ/Charlotte adds **Rex DeShannon**, most recently at KNRJ/Houston, to afternoons to succeed **Don O'Neil**.

WVIC/Lansing gives middayer **Laura Kelley** MD duties... Former WSRZ/Sarasota APD/MD/night rocker **Scott Chase** is doing weekends at WFLZ (Power Pig)/Tampa under the *nom de aire* **Stretch Marx**... With **Chris Ruh** in as PD at KSND/Eugene, OR and replacing **Bwana Johnny**, MD **Lolita Velez** exits... WIXX/Green Bay MD **Steve Louzos** gives up those duties to concentrate on his night shift. Newly named APD/afternoon driver **Joe Crain** dons the MD hat too... KKXX/Bakersfield ups afternoon driver **Magie Mark Alan** to MD... WHYT/Detroit morning cohost **Dr. Drex** slides into middays, displacing middayer **J.J. Walkman** (aka **Shadow Daniels**).

Former KKDJ/Fresno morning man **Denny Schaefer** is now in mornings at WGRD/Grand Rapids... Former KODJ/L.A. afternoon driver **Frances Rose** is doing parttime air work at crosstown KQLZ (Pirate Radio)...



Jim Cerone

WGOR/Lansing welcomes new Research Director/Programming Asst. **Mike Shafer** from WMMR/Philadelphia... With **KSAQ/San Antonio** bringing in **Willie B** for afternoons, **Cruze** cruises to mornings as AM man **Scott K. James** exits.

Six-year KIIS/L.A. parttimer **Benny Martinez** moves to afternoons at XHTZ (Jammin' Z90)/San Diego... It's mu-

sical shifts at WPRR/Altoona, PA: **Scott St. John** moves from afternoons to mornings, **Dave McCall**, nights to afternoons, **Bob McCarty**, overnights to nights, and **Steve Hilton**, weekends to overnights... WZYQ/Frederick, MD welcomes announcers **Barry McKay** (mornings), **Bob Maxwell** (nights), **Diana Gibson** (overnights), and **Lauren Bach** (weekends), and staffer **Brian Sands** rises to Production Director.

Doctor Barry Hill moves from afternoons to mornings at WKQB/Charleston, SC following **Steve Stephens**'s resignation... KZZU/Spokane, WA ups **Rob Potter** to Programming Asst./Asst. Promotions Director... **Marc Arturi** is now doing nights at WBUS/Kankakee, IL, coming from afternoons at WKKD/Aurora, IL... At WZEE (Z104)/Madison, **Barber & Cohen** return to mornings, MD/night rocker **Fletcher Keyes** moves to middays, PD **Matt Hudson** goes to afternoons, **Johnny Danger** (aka **Jeff Kelly** from WAPI/Birmingham) comes in for nights, and **Dana DeVille** segues to overnights.



BACK TO THE PARTY — Soul II Soul's **Jazzie B** (c) stepped off the promotion trail long enough to pose for this shot with KPWR/Los Angeles APD **Al Tavera** and Virgin VP/Promotions **Michael Plen**.

AIR NEWS RELEASE

FOR IMMEDIATE RELEASE: October 12, 1990

WEATHERLY WINS AIR COMPETITION FOR THE THIRD CONSECUTIVE TIME

COLUMBIA, MD -- Kevin Weatherly, Program Director of Q106/San Diego, has accomplished a rare "threepeat." He has just won the 12th AIR Best Ears Competition. It's Kevin's third successive victory, as he also won AIR competition #10 and #11. This feat is unprecedented in the eight-year history of the competition.

Since 1983, Active Industry Research has been providing CHR programmers a way to test their ears and instincts against their peers across the nation. Some early winners include Bruce Stevens of WBBQ (Competition #1); Randi Summers, formerly of Z102 (Competition #2); and Don Benson, currently consulting with Burkhart, Douglas (Competition #3). Through the years, the AIR Competition has uncovered some of radio's most talented ears." People like Tracy Johnson of Alan Burns & Associates, who finished in the Top 30 ten times; Steve Kingston, Z100 (7 times); Steve Davis/WRVQ, Lee Chesnut/PWR99, and Ray Williams/Z102 (6 times); Frankie Blue/Z100, Michael Newman/KHMX, and Gregg Swedberg/WLOL (5 times).

Gene Sandbloom, formerly of KIIS (two-time winner, Competition #4 & #5); Bobby Shaw of MCA Records (#6); and Gary Jackson of WDLX (#7) proved their mettle at listening and correctly projecting hit potential of records by winning AIR competitions.

While Greg Rolling/B97, Jerry McKenna/WXKS, Brian Bridgeman/KKYK, Leo Davis/Q104, and Dena Yasner/KOY-FM finished in the Top 30 four times, Keith Naftaly of KMEL claimed the top spot in competition #8. Spending the time necessary to listen effectively, programmers participating in AIR have made it part of their weekly routine. AIR, in turn, provides these programmers with in-depth information on the AIR priorities and follow-up songs each week. This exchange of information is the lifeblood of AIR.

Hosh Gureli/KMEL, Cheryl Broz/PWR104, and Terri Weber/KHYS made Top 30 appearances in three competitions. Randy Kabrich of Y95 drove off with the Porsche 944 in Competition #9. Since then, the top spot has belonged to one person.

Kevin succeeded in blitzing through Competition #10, dazzled the field in Competition #11, and was accurate enough to win #12 by an ear. Beth Ann McBride of WKSE, Dusty Hayes of KBFM, Steve Wyrostok of PWR104, and Bill Richards of KIIS chased Kevin right down to the wire, finishing 2 through 5. Twenty-five more runners-up rounded out the field of 30 winners. We congratulate them all.

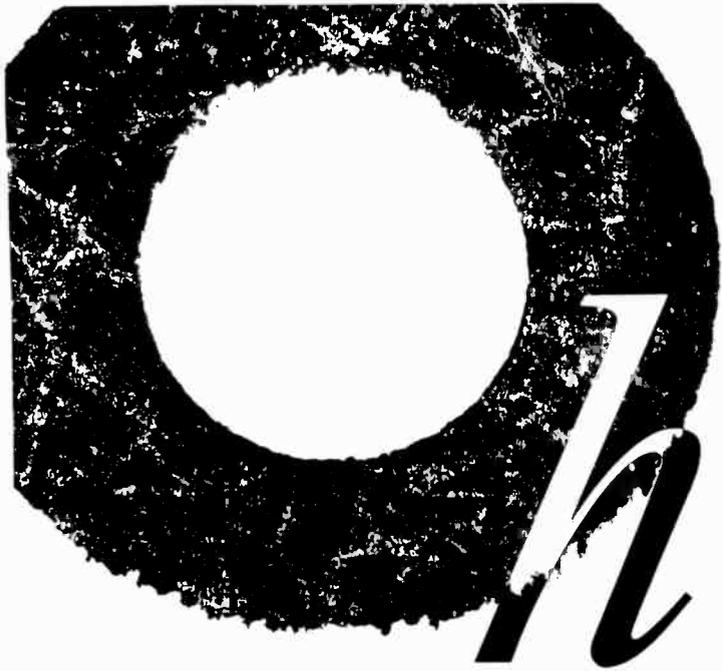
AIR has provided record companies with concise information concerning their priorities through AIR's Initial Participant Sample. Each week programmers respond to the AIR Priority Records' potential to achieve Top 10, Top 25, or Top 40 chart positions in the R&R National Airplay 40 (the competition qualifier). AIR continues to evolve, providing not only solid early insight into a record's hit potential, but an on-going research and maintenance tool for the record industry with AIR's Follow-Up Research.

"AIR reaches 230 of CHR's most important decision-makers each week," says Alan Smith, President of Active Industry Research. "The information gained from this weekly contact is the foundation of our database. We are able to stay up to speed in this constantly changing environment and, through faxed reports, keep our clients apprised of where their priorities stand in any given week."

AIR is currently in Competition #13. Winners will be announced in mid-April 1991. The award package is worth over \$100,000, including: first place, a Porsche 944 S2 coupe; and second place, a Mazda Miata.

AIR, the marketing tool of the '90s has radio's best ears.

**CONTACT: Active Industry Research
301-381-6800**



KEVIN-

Right on the **MONEY?**

You went to

EXTREMES

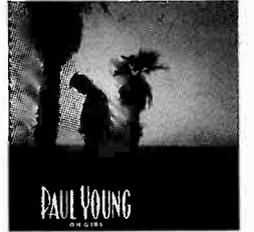
and we salute your

V I S I  N.

Now that you're **Back** on your feet again

and driving a new Porsche—all we can say is *Ooh-La-La*

and *How Can We Be Lovers?*



PAUL YOUNG
Oh Girl



EDDIE MONEY
Peace In Our Time



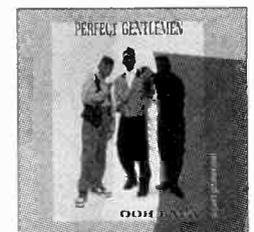
BILLY JOEL
I GO TO EXTREMES
BILLY JOEL
I Go To Extremes



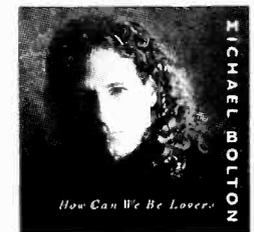
MARIAH CAREY
Vision Of Love



MICHAEL BOLTON
When I'm Back On My Feet Again



PERFECT GENTLEMEN
Ooh La La (I Can't Get Over You)



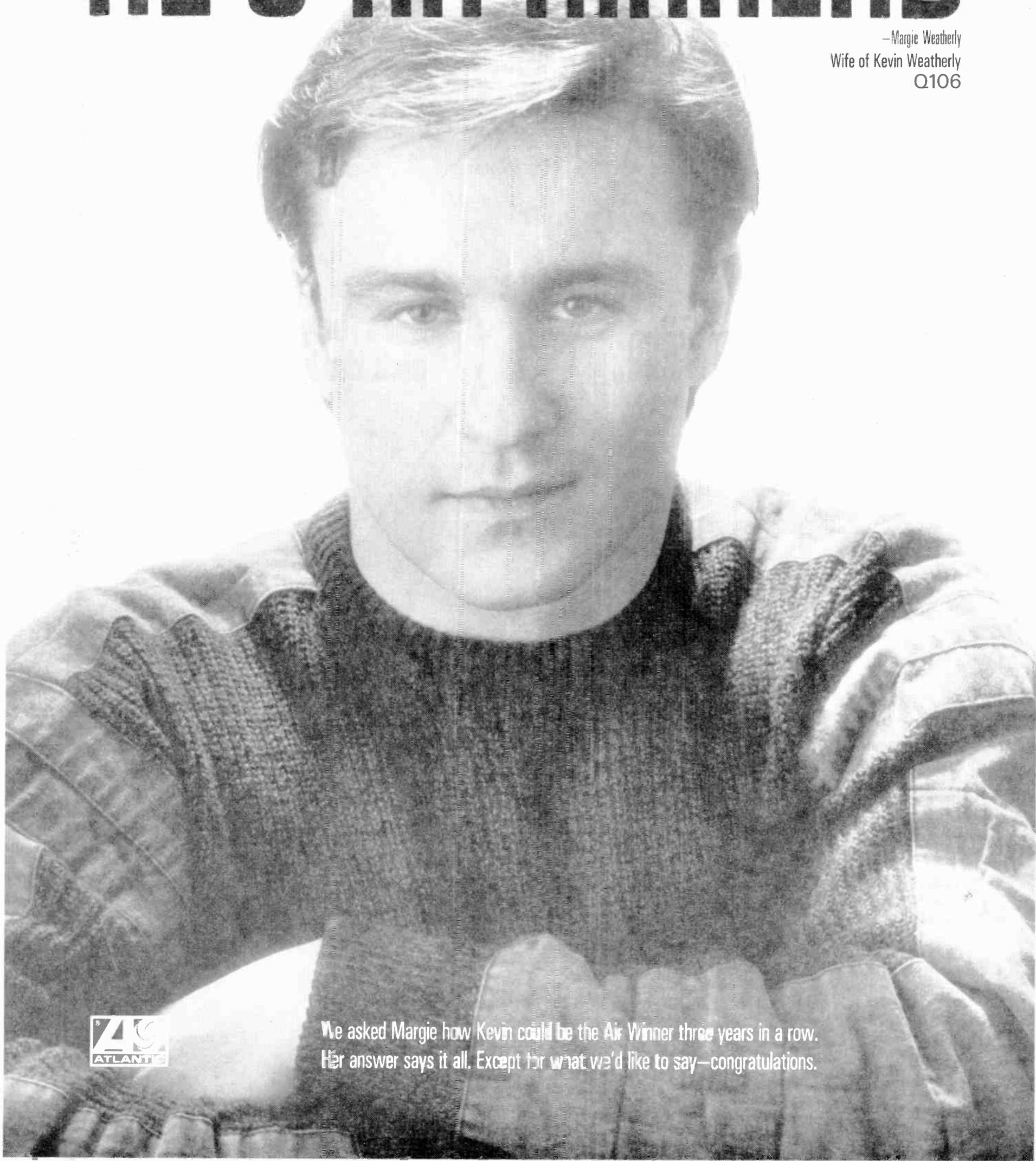
MICHAEL BOLTON
How Can We Be Lovers

PS. Congratulations on your A.I.R. victory for the third straight year!
When are you taking us for a ride? All your friends at Columbia Records.



"HE'S AN AIRHEAD"

—Margie Weatherly
Wife of Kevin Weatherly
Q106



We asked Margie how Kevin could be the Air Winner three years in a row. Her answer says it all. Except for what we'd like to say—congratulations.

Three-time AIR Competition winner: age 2.



Hey, Kevin.

**Does the gardener have to
pick the hits for you too?**

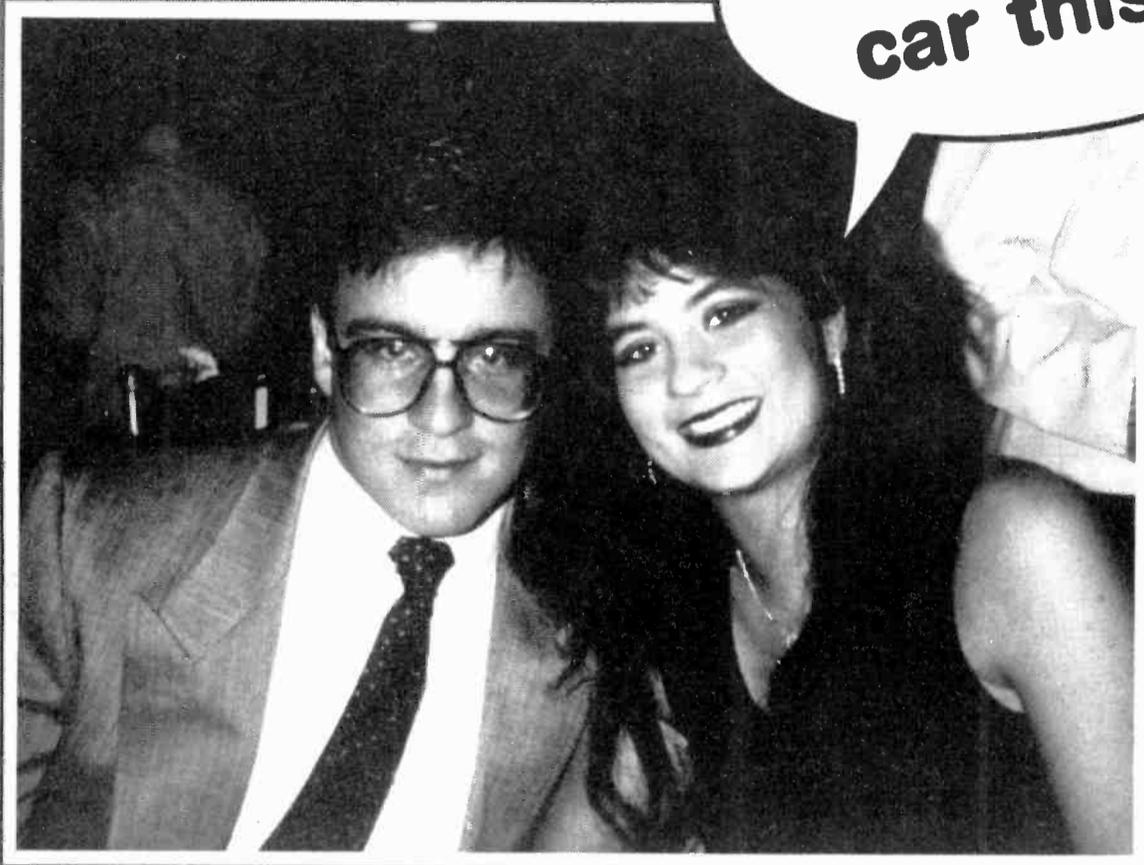
Congratulations, Millie.



Elektra Entertainment

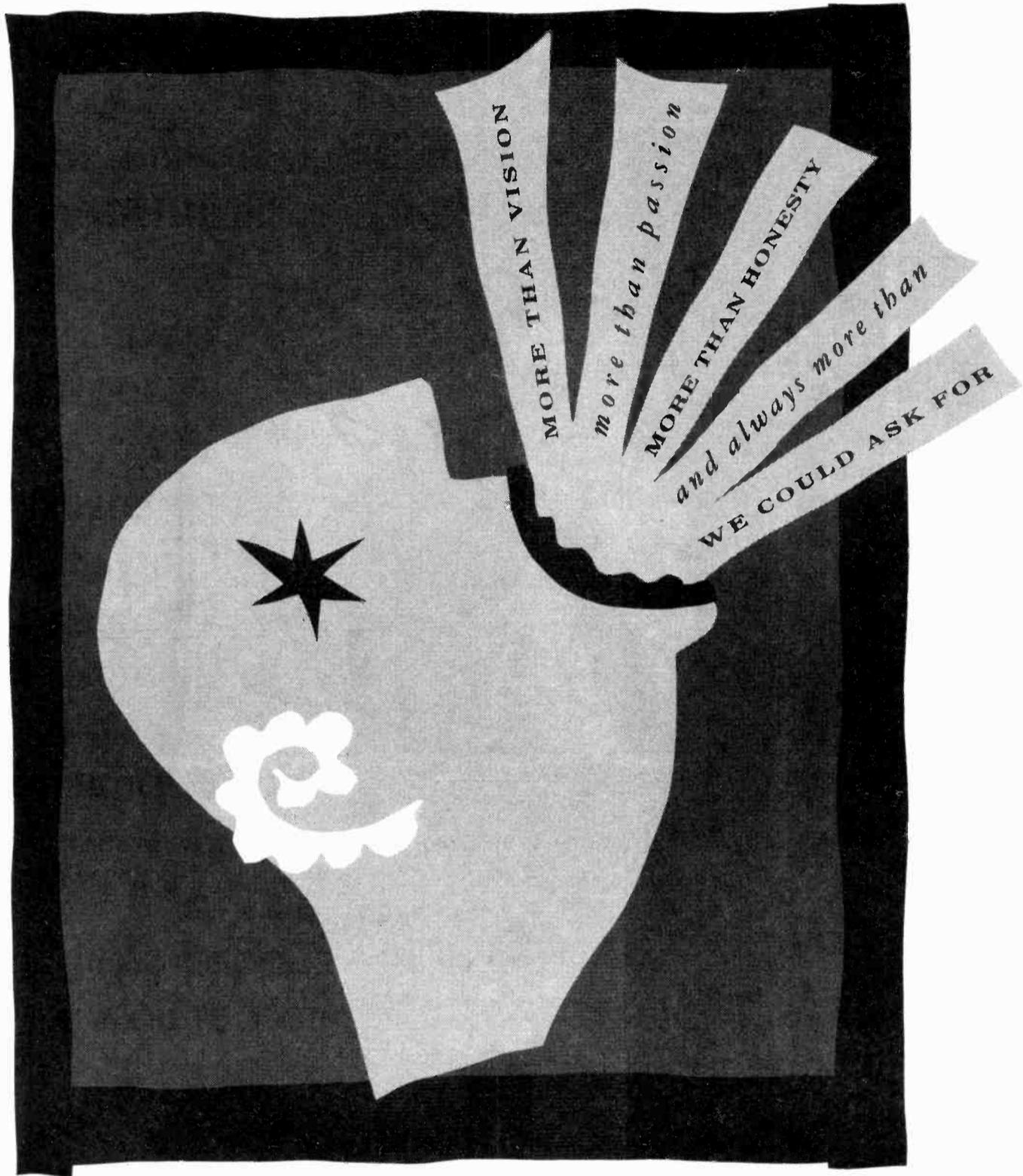
© 1990 Elektra Entertainment, A Division of Warner Communications Inc. •

**OK Kevin, you
can keep the
car this time!**



**Lots of love and congratulations
from your friends at Epic!**

epic



We are pleased to honor

KEVIN WETHERLY

for his willingness to take chances, his no bullshit attitude

and most of all, his sheer ability to hear the music of the future.

For Kevin Weatherly

at Q-106,

So, you think you'll

keep it this time...?

Congratulations on your
third Porsche in a row!

Love,

Brenda & Kyle

and everyone at
Hollywood Records.



Printed with permission of Porsche.

ear (er), n. 1. the organ of hearing in man, **KEVIN WEATHERLY**, and other vertebrates. 2. the external part of this. 3. the sense of hearing. 4. **KEVIN'S** keen perception of the differences of sound. 5. any part that resembles an ear 6. *be all ear*, to listen with all one's attention (as **KEVIN** did). 7. *give ear*, to listen carefully. Also, *lend an ear*. 8. *play by ear*, to play (music) without the aid of a score. 9. *play it by ear*, to improvise.

**CONGRATULATIONS
KEVIN!**



charisma

T H E O N L Y W E A T H E R M A N

W I T H A N A C C U R A T E

F O R E C A S T E V E R Y T I M E ! ! !

C O N G R A T U L A T I O N S ,

K E V I N W E A T H E R L Y ,

F O R C A L L I N G I T

R I G H T T H R E E T I M E S

I N A R O W

Y O U R F R I E N D S A T R C A



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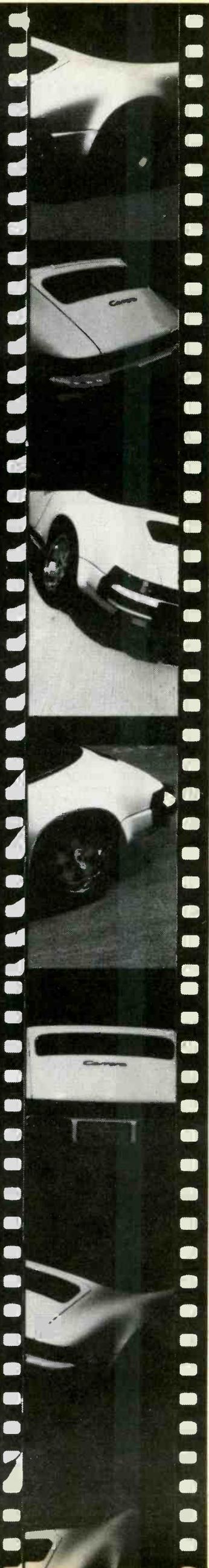
WEATHERLY

There
is no
substitute.

Congratulations On Year #3.

MCA

©1990 MCA Records, Inc.



Kevin,
For three years in a row, you've given
us all an "AIRfull"...

Taylor Dayne
Expose'
Kenny G
The Jeff Healey Band
Milli Vanilli
Snap
Lisa Stansfield

and, of course,
Urban Dance Squad

(Well, maybe we're getting a little carried away. But if you just give it
another listen...)

Thanks for making it all happen, and keep
doing what you're doing!

Congratulations
from Rick Bisceglia and all
your friends at Arista

ARISTA

© 1990 Arista Records, Inc., a Bertelsmann Music Group Company

**Kevin,
We thought you
might need a
set of new
floormats!**

**Congratulations on your
third consecutive AIR
victory -- thanks for
taking us on the ride!**

**Best Wishes,
All Your Friends From**



CONGRATULATIONS



KEVIN WEATHERLY

ON THREE CONSECUTIVE A.I.R. VICTORIES



STILL PICKING THEM BETTER
THAN ANYONE ELSE.

ALL OUR BEST,

DAVID LEACH
SENIOR V.P. PROMOTION

MEL DELATTE
V.P. PROMOTION

ANDY SZULINSKI
NATIONAL DIRECTOR
POP PROMOTION

JOE RICCITELLI
NATIONAL EAST COAST
DIRECTOR PROMOTION



LAURA HINSON
NATIONAL WEST COAST
DIRECTOR PROMOTION





WALT LOVE

UC

URBAN CONTEMPORARY

WVAZ Turns Two

Pioneering Black AC Superserves Adult Audience

On October 18, 1988, WBMX/Chicago became WVAZ (V103), and began presenting a unique hybrid format — Black AC. It was based on Dusties, Chicago's term for Oldies or "Old Soul Gold." Other stations have tried variations on this format during the past two years, but none has shown the kind of commitment Broadcast Partners Inc. has at V103.

WVAZ has not only made an impact in the market with its sound, but also with its consistently solid ratings in both Birch and Arbitron (see box).

In The Beginning

WVAZ President/GM Barry Mayo hired Tony Kidd from Country WBEE-FM/Rochester to take on the task of creating this new format. Kidd has served as V103 OM/PD ever since. (Just two weeks ago, however, he handed over the PD duties to Steve Harris, who'll start October 15.)

Kidd explained WVAZ's evolution: "In October '88 this station's slogan became 'The Best Variety Of Hits And Dusties.' Through extensive research, we found that Chicago's black adults wanted a radio station that would play about 60% dusties and 40% current music, both new and recurrent. Over the next nine to ten months, we discovered we had shifted a little and the station had become more current-intensive, but still carried a solid mix of dusties. Many of our adults still wanted the dusties, but to a lesser degree. The percentage dropped to about 40% dusties and 60% currents/recurrents.

"V103's presentation shifted from an initially more laid-back, 'Quiet Storm' type of station, to what's now termed in the general market arena a 'Hot AC.' That's the veil we're now functioning under."

Kidd said the station will "certainly have a heavy emphasis on



Tony Kidd

"We try to gear everything we do to adults; we realize they don't have time to sit and listen to the radio just because we're asking them to respond."

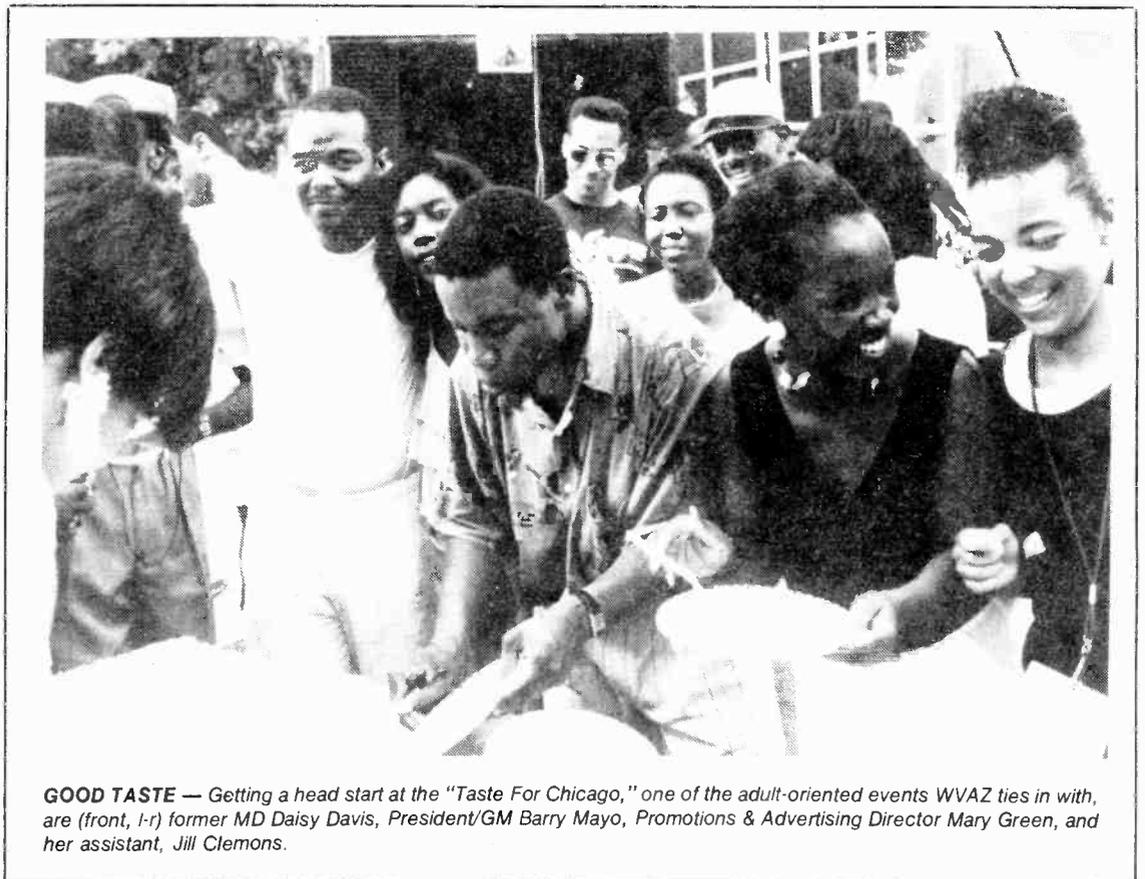
older product, as any AC-formatted station would. But it will also have a stronger emphasis on new music. Our jocks have a very energetic presentation that helps give the station an 'up' feel. A number of ACs get beat up consistently for being, basically, elevator music: you turn it on, leave it on, and that's it.

"We've discovered through research that our adults want a smooth, consistent sound, talented announcers, and an energetic promotional presentation. And that's what we attempt to deliver every day, with the exception of our 'Night Moods' programming.

"That show is designed to be 'a place to relax.' It runs 7pm-2am Monday-Friday and Sunday from 6-10pm. The music is still basically the same midtempo oldies/current mix, with more jazz than during the rest of the day. I call it cocktail music because of the mood it creates: fairly relaxed, but with a certain underlying energy. It's laid-back, but also very suave."

Shifting Into Adult Gear

Turning to the topic of promotion, Kidd explained, "We've done some things through direct mail. We didn't do the typical letter-in-the-mail thing: we mailed actual



GOOD TASTE — Getting a head start at the "Taste For Chicago," one of the adult-oriented events WVAZ ties in with, are (front, l-r) former MD Daisy Davis, President/GM Barry Mayo, Promotions & Advertising Director Mary Green, and her assistant, Jill Clemons.

postcards. That's an offshoot of our comment/suggestion line. We use those comments and suggestions to shape the station from time to time. We listen to the comment line daily and keep a running total of the positives and the negatives. We also keep track of the things they'd like to see us improve. We try to gear everything we do to adults; we realize they don't have time to sit and listen to the radio just because we're asking them to respond in some way. So we do have contests on the air, but they're put together with the older listeners in mind, not the 18-34s.

"Consequently, I wouldn't do a contest where I gave our listeners ten minutes to call back to win something. I'd give them an hour for a number of reasons: they might be in their cars without a phone, in transit to a meeting, or simply not listening at that moment. And they might be at work

and unable to get to the phone immediately."

On the subject of marketing, Kidd noted, "From a programming perspective, we still use the slogan, 'The Best Variety Of Hits And Dusties.' And we've done it on television, billboards, and buses. We also got involved in things that are easy in Chicago, like the numerous summer events.

"We tap into a large middle-income and upscale audience that hadn't been serviced by other stations . . . These people have been lumped together with general market AC listeners."

"From a sales standpoint, we market the station as exactly what it is: an upscale black adult radio station. We have the unique advantage of being able to tap into a very large middle-income and upscale adult audience that really hadn't been serviced by any other radio station in this city. In Chicago and most other cities, these people have been lumped together with the general market AC listeners. That worked until someone — us — decided to cater directly to this audience.

Custom-Tailored Research

"We've worked hand-in-hand with the Research Group from day one," continued Kidd. "We're still finding out new things about this format. Even though it's two years old now, there are things we still don't know, questions we cannot answer. And we won't be able to answer them for a year or two, because we just don't know the right questions to ask.

"We've discovered through music testing that there's music we

can't play, even though it might be a song people tell us they like. For example, the Winans's 'It's Time' did extremely well for us in testing. Though people liked it, they said they didn't expect to hear it on WVAZ. We played it until we determined it was generating negative effects. People said they'd turn us on and hear that song and say, 'This isn't what I turned this station on for.' That's like going to an Italian restaurant and finding the only thing on the menu is Chinese food."

Will It Work Elsewhere?

Asked whether V103's unique approach would work elsewhere, Kidd noted, "It probably could work in a market with a significant black composition — if it was done specifically for those people. What I don't think will work is if someone comes to Chicago and spends a week listening to us and then goes back to wherever and tries to do what we do.

"Black AC has to be tailored specifically for a particular market and its people. It's not like the old days of radio when people decided, 'Well, that's a good-sounding Top 40 station — let's put it on in Cleveland and it'll work.' Luckily, in many markets today, most Black stations are very good at what they do. They compete well, so you just can't try and copy something from someplace else and expect it to work against a strong, established radio station."

Dusty Numbers Still Shiny

WVAZ took the biggest ratings tumble in the two years of its existence in the summer '90 Birch. Even so, the numbers show V103 has a niche in Chicago.

Birch

	Spr '90		Su '90	
	Share	Rank	Share	Rank
12+	6.6	4	3.7	8
18-34	8.9	3	4.7	6
25-54	10.0	1	5.0	6

Arbitron

	Spr '90		Su '90	
	Share	Rank	Share	Rank
12+	5.2	3	4.4	5
18-34		5		3
25-54		1		2

Due to Arbitron policy, exact demo shares cannot be printed.

V-103 FM

Music Monitor

WVAZ's typical 7pm hour might feature the following:

KEITH SWEAT/Merry Go Round
SADE/Keep Looking
BARRY WHITE/When Will I See You Again
DIONNE WARWICK & FRIENDS/
 That's What Friends Are For
DENISE LASALLE/Paper Thin
WAR/All Day Music
KENNY G/Songbird
MAZE/Lovely Inspiration
GEORGE HOWARD/You And Me
TIME/Sometimes I Get Lonely
RUFUS I/CHAKA KHAN/Stay
BABYFACE/Sunshine
TEMPTATIONS/Please Return Your Love

Picture This

Do you ever picture yourself in R&R? Gather your best black & white photos (clear color shots are fine, too) of station promotional events, contests, concert tie-ins, in-studio visits by artists, or local benefits, and mail to: **Walt Love**, 1930 Century Park West, Los Angeles, CA 90067.

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WOWI WTLC**

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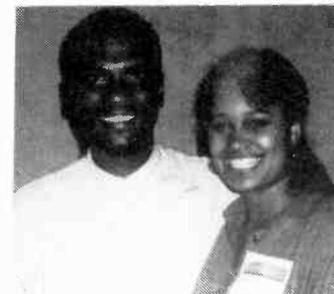
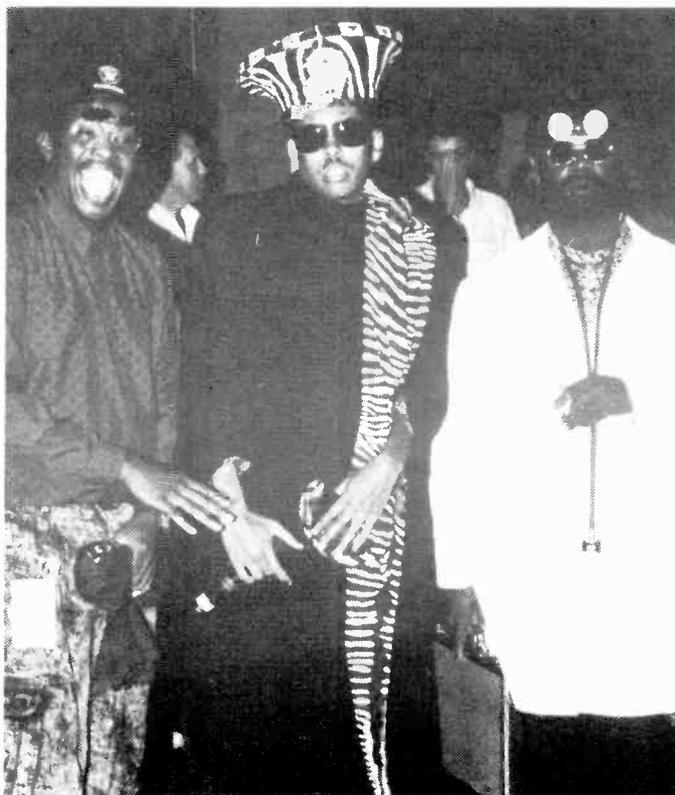
STEELEY RECEPTION — WBLS/
New York Acting PD/MD Fred
Buggs (l) lightens up at an SBK re-
ception for recording artist Terry
Steele.



URBAN COWBOYS — WQBH/Detroit threw its first annual "Wild West
Blues Party." Ready for the big hoedown were (l-r) PD/afternoons Claude
Young, MD/mornings Criss Mallory, and "Evening Blues" host Jay Butler.



IT'S A GAS — KHYS/Houston morning crew member Jay Lamont gets into the pumping action. Since the Persian Gulf
crisis began, KHYS and other stations have been giving out free gas to listeners feeling the pinch at the pump.



JAMMIN' IN ALABAMA — WBLX/
Mobile MD Morgan Sinclair gives a
down-home welcome to George
Howard backstage after a perform-
ance.



HELP FOR HOMELESS VETS —
AFRN (Armed Forces Radio Net-
work) air personality Don Tracy and
former late-night TV host Joey Bis-
hop lent their support to "Stand
Down 1990," a project to help
homeless veterans.

UNDERGROUND HUMOR — WIZF/Cincinnati morning man Bryan Scott (l)
was happy to hang out with members of Digital Underground.

DOUBLE BREAKER

e.

I CONFESS

U.

R&R #40 DEBUT



FROM THE ALBUM AFTER 7

**MY
ONLY
WOMAN**

After

7

FROM THE JUST-RELEASED

ALBUM COLD KICKIN' IT.



**56 UC
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60%**



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MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

Dealing With Dayparting Dilemma

Wanting to capitalize on what they hoped would be a ratings bonanza, some AC PDs jumped on the NAC bandwagon and block programmed NAC during evening/night hours. This trend seems to be waning though, as the latest defector, WMT-FM/Cedar Rapids, has yanked its nightly (9pm-midnight) "After Hours" offering.

One Up, Three Down

"In 1987, we elected to expand our NAC programming from a love songs-based format to a mixture of Jazz and hip eclectic vocals," recalled WMT-FM PD Dennis Green. "We had one very good book with the format [the first]; the next book was soft; we still didn't rebound in 1989; and we were really hurt this spring. Unfortunately, we have to live with our ratings for a whole year." (Ed. note: Arbitron surveys Cedar Rapids spring only.)

"We hung with it for a long time, but this spring's results were very telling. I always felt 'After Hours' had a dedicated group of listeners, but obviously they didn't get diaries. The people who listened to the show enjoyed it and will miss it. Hopefully, people will understand we gave it our best shot, but there are times to be on the cutting edge of things, and times not to. After three down books, we realized there was no way we could continue."

Thinly Sliced Pie

Competitive market factors may have played a major role in WMT-FM's ratings erosion. "There's a fulltime public NAC/Jazz station [KCKK] in this market," Green pointed out. "Considering this is a metro of 150,000, that's slicing the pie very thin for the two of us. This format isn't 'traditional' radio, and it's really very well-suited to public radio. KCKK isn't shooting in the dark; they have a real clue and are doing a good job."

Preferring not to pull the plug suddenly on "After Hours," Green decided to phase the show out over a four-week period. "I didn't want lots of negative response all at once. For the time being, we'll utilize our regular AC format. In this market, the solution for us to win again is to be very familiar and play the right music mix."

Get Fresh

ACs typically flex their muscles in middays, showing healthy in-office TSLs. By nighttime, however, the numbers generally start sagging. According to Green, "A different music mix at night and on weekends can freshen the station's sound. One reason we hung with NAC for as long as we did was we were conscious that people were leaving us in late afternoons and evenings to sample other stations. We wanted to provide them with something different from what they heard during the day."

WMT-FM's NAC approach was quite mainstream. "People can tell when you just slap something together," cautioned Green. "Our sound was pop/jazz, with artists

"There are times to be on the cutting edge of things, and times not to. After three down books, we realized there was no way we could continue."

like David Sanborn, George Benson, Richard Elliot, Sara Hickman, Enya, Basia, and an occasional Ray Lynch. I also utilized a conventional pop category, which consisted of familiar AC artists like Steely Dan and some acoustic Beatles songs. We wanted to be sure new listeners could hear something familiar."

Though he cancelled "After Hours," Green sees NAC's potential, even if programmers can't come to a consensus about the format. "If you put 12 NAC programmers in a room, you'd hear 12 different things about the format; each would be convinced he invented the format. In our case, perhaps I didn't program it as well as I should have."

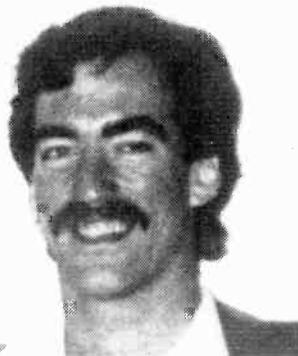
Good Vibes Not Good Enough

For two-and-a-half years, KMGQ/Santa Barbara slotting nightly NAC music (7pm-midnight) with a 50% instrumental/50% vocal mix. In April 1989, however, the station ended that experiment.

'What,' 'When' Problems

"We originally went with NAC to improve our night numbers," explained PD Stephen Meade. "But it became difficult telling listeners what we were doing, and when we were doing it. That was the main reason we decided to stop. In the beginning, it was a good money-maker, provided the sales staff remained focused on how to sell it. It falls to the back burner when you're only getting \$25 per spot instead of \$45."

While early ratings and billing results were promising, KMGQ



Stephen Meade

ultimately reached a monetary plateau. "Our problem was we weren't making enough money to keep it," Meade commented. "Ratings were wonderful and the vibe was really good. Another major problem we had was we had to sell two separate images. Saying you're NAC might be good, but you'll have hard times if you don't sound like an NAC every hour of the day."

Choose One — Not Both

The decision to dump KMGQ's special nighttime programming was not made by Meade, a NAC proponent. "We took it off on the advice of our consultants, the Research Group," Meade reported. "I fought with them about it to

some extent. They contended NAC and AC are absolutely incompatible. They said we had to be one or the other — not both. Essentially, they argued people were going to tune away from us because they don't like NAC. But in a study we did within our cume, we only received 7% negative comments on NAC. The Research Group said there were many more negatives within our life group, but I really don't buy that."

KMGQ's split personality put special demands on the PD's schedule. "Even though programming became time-consuming, I didn't mind, because I enjoy NAC music. I could easily delegate some AC responsibilities. It was easy to sustain enthusiasm because NAC was so much fun to program."

According to Meade, the impact of KMGQ's NAC programming decision was not immediately felt. "When we initially took it off, the ratings were great; now they're terrible. It took about six months for people to realize what happened."

No More Changes

Despite any current nighttime ratings doldrums, the station isn't planning to revert to NAC, mainly because of the arrival of an AC format rival. "A head-to-head competitor [KSBL] beat us," Meade recounted bitterly. "Nobody here wants to see that happen again, so we won't be taking chances that would contribute to that. The plan now is to stay the course."

Since KMGQ has divorced itself from NAC, one might wonder if KSBL would contemplate adopting the format at night. "Given the people over there now, they couldn't pull it off," Meade declared. "I do believe, though, that anything 'different' — even if done poorly — could do well at night. If KSBL does move in that direction, it might help answer a question I've had for a while: were people tuning away from us at night just because of the format?"

Reporter Recap

When R&R debuted its NAC chart in January 1988, seven ACs were included as contributing reporters. Today, none of the charter seven — WLHT/Grand Rapids, WFMK/Lansing, KWAV/Monterey, KMGL/Oklahoma City, WHNN/Saginaw, KWFM/Tucson, and KMGQ/Santa Barbara — are NAC reporters.

Here's a recap of ACs dayparting NAC and their R&R NAC reporting status:

- May 1988: KMGL and KWAV are no longer reporters.
- August 1988: KKHT/Houston, WMGN/Madison, WLTO/Milwaukee, and WNGS/West Palm Beach are added.
- February 1989: WLTO/Milwaukee stops reporting; two weeks later, KKHT/Houston also stops.
- April 1989: KMGQ and KWFM leave the NAC reporting panel.
- May 1989: WMT-FM/Cedar Rapids and KLTR/Houston are added as NAC reporters.
- October 1989: WWWW/Toledo joins the NAC reporting panel; WNGS exits.
- March 1990: WLHT leaves.
- May 1990: WWWW is no longer a reporter.
- August 1990: WFMK and WHNN both exit.
- September 1990: WMT-FM leaves the panel.

To date, the only conditions causing R&R to drop ACs from NAC reporting status have been either a total format change, or dropping of dayparted NAC programming.

WMGN's Positive Note

While a growing number of ACs dayparting NAC have opted to drop nighttime block programming, WMGN/Madison continues to see positive trends with its eight-hour "Magic At Night" (7pm-3am). The three-year old feature is unique in the market.

Now Seven Nights

"I'm disappointed to hear NAC doesn't appear to be the solution for AC's nighttime programming," remarked PD Pat O'Neill. "We just dropped *Solid Gold Saturday Night* and are programming NAC seven nights a week. It's doing so well we might want to start it at 6pm to get some more of its impact in afternoon drive."

O'Neill downplayed chances of adding more NAC hours prior to 6pm. "We're doing too well in the daytime to do something like that."

Acknowledging that all stations handle the format differently, O'Neill stated, "We'd never play the Beatles or other AC staples during the show. We primarily play

music no other station in town plays. We're on most of R&R's [NAC] Top 30, and will probably play 10-15 songs that won't chart. 'Magic At Night' is programmed so each cut is slightly more uptempo than the previous one.

"Some fulltime NACs have 1200 library cuts; we're up to 1300. I'd rather repeat cuts than go off on tangents. We play almost no Contemporary Jazz; this is not a cookie-cutter format."

WMGN promotes the nightly NAC feature by teasing with snippets of the music. "We'll roll 20 seconds of a very melodic cut that has a contemporary sound to it. Instead of wild space music, we'll play something like Lee Ritenour or an Anita Baker album cut. Our

external marketing is directed at the [University of Wisconsin] campus audience."

Sales Progress

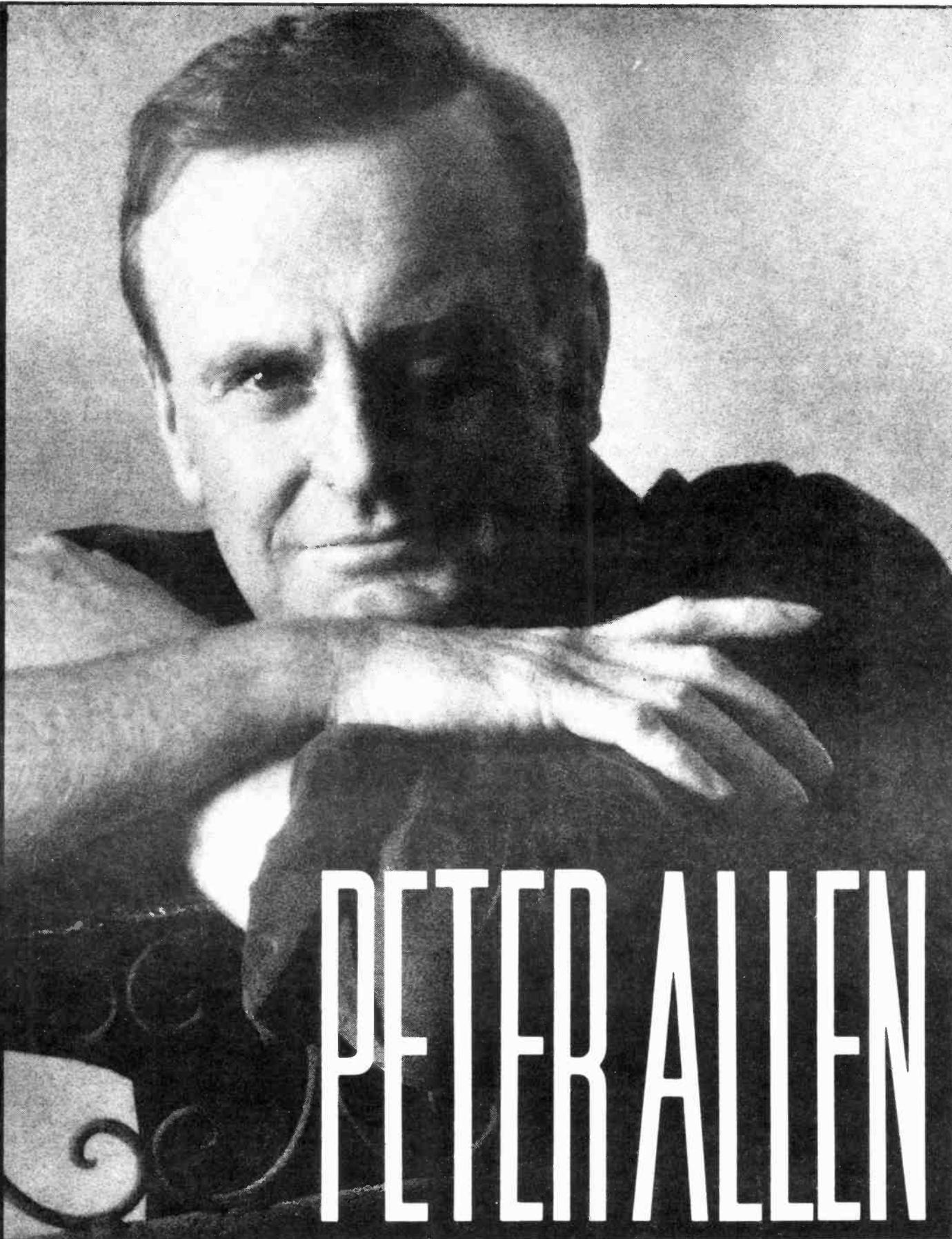
O'Neill admitted "Magic At Night" isn't a runaway sales success, but noted "MGN is making progress. "We're not quite up to speed yet. Salespeople who aren't into the music usually don't tend to sell the show. It targets different advertisers — antique shops and campus-oriented businesses — which may not usually use radio. We've been working aggressively on sales the last six months."

Regarding WMGN's NAC success, O'Neill observed, "It works well here because of Madison's composition. This market's a hidden Midwest secret: upscale, college-based, and politically active."

"NAC probably wouldn't work 80 miles away in Rockford, or in Wausau, Green Bay, or Eau Claire."

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HARVEY KOJAN

AOR®

ALBUM ORIENTED ROCK

The Little Station That Could

AM Daytimer WTAK Battles The Big Boys

If you happened to scan the spring AOR scoreboard and spotted WTAK/Huntsville, AL, you probably didn't blink an eye. Sure, the station was up 12+ and number one in its target demos, but you'd expect those results from a well-programmed AOR — especially one in a small market with no direct competition. But now you find out WTAK is an AM daytimer . . .

Suddenly that 4.6-6.7 move seems somewhat more impressive, doesn't it? And that near-20 share in 18-34 men takes on a whole new meaning. We're talking David vs. Goliath. Not only is WTAK a mono AM, but it's forced to sign off as early as 4:30pm. (At least this is one AOR that doesn't have to worry about sagging night numbers.)

Immediate Impact

WTAK became Huntsville's first AOR in spring 1988 and made an immediate ratings impact. However, the numbers slid precariously over the next two books. When current PD Tom Kelley arrived last summer, he inherited a shaky 3.7. Kelley says his predecessors may have gotten a little greedy.

"They decided to try to broaden the format, hoping to attract a larger cume," he explains. "We've spent the last year refocusing the music toward the male core. I

"The daytime thing makes for a real juggling act."

don't want to sound chauvinistic, but men tend to be a little more radio-oriented than women. And that's important when you're talking about AM, because you can't simply push a button to get us. You've got to hit the band switch as well, and I think men are more likely to take that extra step."

Music research is, of course, nonexistent, so Kelley has to rely for the most part on good old-fashioned common sense and gut. "I also try to steal some of the other guys' research," Kelley admits. "(CHR) WZYP recently did some music tests, and I can tell by what classics they added what scored well. And we were pretty much on target. As far as the less obvious album tracks go, we concentrate on depth from albums that sold very well. We track sales pretty closely, and we know when our airplay is affecting sales.

"The daytime thing makes for a real juggling act. We owe our core a certain amount of banging, but AC/DC at 10:30 every morning?"

The Underdog

In between the music, WTAK does its best to turn a negative into a positive, positioning itself as the underdog. "We've tried to develop a rebel attitude," Kelley says. "The morning show is basically a

parody of radio, especially how the big stations in the market approach radio. We can't compete with them financially, so we make fun of them. This market is overwhelmed with radio hype, so we just tell the truth. 'ZYP gave away

\$50,000; we gave away a boob job. Our promotion was a lot more fun than theirs. And the tag line was, 'We don't run the commercials to pay for the big bucks giveaways.'

"We're constantly pointing out things that just aren't right. For example, 'ZYP is using 'The hits of



LOW DOUGH PROMO — As an AM daytimer, WTAK has a budget that's virtually nonexistent. So the station makes do with inexpensive, attention-getting events like the ones pictured above. Clockwise from top: morning man Kris Kelley (l) and partner/PD Tom Kelley sandwich winner of the "longest stretch mark" contest; Kris & Tom sandwich winner of the "free boob job" contest; Kris & Tom shovel shit in the "pachyderm poo" contest; Kris on-air at the "sexy legs" contest. (Is it me, or is there a promotional pattern developing here?)

WTAK10
Rock-n-Roll

Sample Hour

Wednesday, 10/26 3-4pm

BRUCE HORNSBY/Night On The Town
BOB SEGER/Mary Lou
JIMI HENDRIX/The Wind Cries Mary
APRIL WINE/Just Between You And Me
JEFF HEALEY/While My Guitar Gently Weeps
DAVID BOWIE/China Girl
ELTON JOHN/Funeral For A Friend
ERIC CLAPTON/Run So Far
DAVID ESSEX/Rock On
RATT/Lovin' You's A Dirty Job
LIVING COLOUR/Type

today and the classics of yesterday.' But they're still doing a basic CHR approach with a few classics thrown into middays. They're pushing hard to say they do something they don't actually deliver. So we'll counter with 'WTAK — all the classics without the Milli Vanilli.' We figure a perceptive listener will get it. If not, it's not gaudy enough to bother anybody.

"When I got here it was taboo to say AM 1000. I said, 'Well, hell — isn't that where we are? We've got to tell people where we are.' So we make fun of it: 'We're stuck on AM; we can't get our owners to buy us a real radio station.' Or, 'WTAK — the best damn music through one speaker.'"

"We can't compete with the other guys financially, so we make fun of them. They gave away \$50,000; we gave away a boob job."

Owners 'Stupid'

Considering how well WTAK has done with its obvious limitations, you've got to wonder why no one in Huntsville's tried AOR on FM. Kelley candidly chalks it up to "ownership stupidity. That's it in a nutshell. Everyone's been afraid of it. It's the old 'you can't sell it, it only attracts hippies' — all the basic myths about AOR. I guess it's understandable, because there's never been an AOR here to teach them differently.

"We've overcome a lot of that, and our billing has gone up accordingly. We command the same advertising dollars everybody else does. We're probably priced third or fourth in the market, which is where we stand in the ratings."

Kelley says adopting the personal touch has helped WTAK compete more effectively for the available advertising dollars. "We work very

Continued on Page 74

"MASTERS of REALITY..."

**Is The Best Hard Rock Band
Around Today. Period."**

- Scott Morrow, LA Weekly

**"Masters of Reality Is Sweeter Than Anyone
Expected, 'The Candy Song' Has Been Our
#1 Record In August & September! They
Rocked Live In Boston Last Week & Will
Return To Play WCBN's Annual 'Rock
Of Boston Show.'" - Decipus, WCBN**

**"If You Passed On 'The Candy Song' You
Missed A Winner (Just Ask The Folks At
WEBN, WCBN & WKLS Who Are Still On It
Three Months Later). But Breathe A
Sigh Of Relief, Because You Can Make
It Up To Your Audience Now... Play**

**'Domino'" - Beth Rosengard, VP Album
Promotion, Island Records**

**Look For Masters Of Reality Performing
"Domino" Live In Steven Seagal's New
20th Century Fox Motion Picture
Marked For Death & Listen To It
On The Delicious Vinyl
Soundtrack Album!**

ON TOUR NOW

9/29 - Paradise Club,
Boston

9/30 - Pumphouse,
Syracuse

10/12 - Detroit

10/13 - Cleveland

10/16 - Mobile

10/17 - Auburn

10/18 - Charlotte

10/21 - Knoxville

10/22 - Memphis

10/23 - Nashville

10/25 - Boca Raton

10/29 - Ft. Lauderdale

10/30 - Tallahassee

10/31 - Tampa



VINYL



ISLAND © 1990 Delicious Vinyl, Inc.

The Little Station

Continued from Page 72

closely with each individual client and develop custom promotions for them," he explains. "We take them one at a time. Being smaller has its advantages in that regard because we have to be extremely localized. We work just as hard getting the clientele to accept us as we do the audience. We see it as a marriage, and we've been able to capture some of the better events in town because of our personal service. We capitalize on what the other stations leave us and do it well.

"We're on the streets almost every night. We don't have a TV budget, so we have to go out and stick our banner up wherever we can."

Praises Staff

Kelley is quick to praise his dedicated staff. "It's tough to get

people who can do a decent job at the kind of pay scale we can offer. Luckily we've put together a staff of people who are from here and loyal to the market. Most of us worked at one time or another at WZYP, and this is kind of our revenge. We wanted to run a station the way we thought it should be run and put some of our ideas to work."

Of course, "TAK can only go so far in its present incarnation, so it's no surprise that the owner is in the process of trying to buy an FM signal. "Realistically, given our present situation, I doubt there's very much we can do to significantly improve our ratings," Kelley says. "We're doing pretty well — we're paying the bills — but give me an FM and we could really catch the other guys with their pants down."



RAIN MAN — When Augusta, GA suffered through a serious drought, WRXR flew in an authentic Cherokee Indian to help remedy the situation. It rained that weekend. Working their magic are (l-r) Squaw Karen, personalities Bobbie Jones and Joe Mama, and Indian Richard Bird.

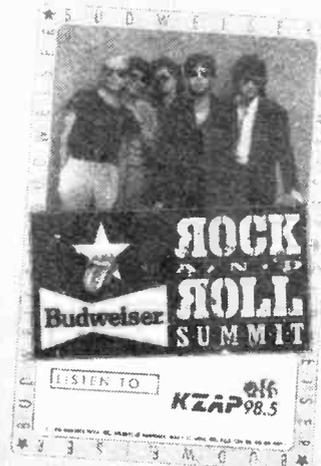
Rock N' Roll Summit

One of this year's biggest national promotions was the Budweiser Rock 'N Roll Summit. More than two dozen of the country's leading AORs participated, sending listeners to Europe and the Soviet Union.

Among the stations giving jocks a chance to join in the fun was KZAP/Sacramento. Midday man **Bob Keller** journeyed first to Copenhagen to enjoy the **Rolling Stones**, then on to Moscow where he broadcast live, interviewing Russian rockers and citizens.



Keller chats with Russian musician Rocko.



Sweepstakes entry form.



Keller poses with Charm, a Russian dance group.

Who on EARTH, other than someone petty, **A SMALL MAN**, would miss adding a hit like "LOVE IS A ROCK," when even HIS DOG could hear it? When over 100 CHR reporters in only two weeks have made it Most Added, only **A CHICKEN** would be afraid to play this multi-format hit!

"LOVE IS A ROCK" 39

20,000,000 albums sold by the band from the heartland

REO

Produced by
Tom Lord-Alge,
Kevin Cronin,
Jim Scott,
Jesse Harms



Management:
Baruck-Consolo
epic

SEGUES

WXRC/Charlotte PD **Allan Handelman** and Continuity Director **Lee Anne Astin** exit . . . WRKT/Erie, PA MD **Kevin August** departs . . . At KZKZ/Ft. Smith, AR, PM driver **Mark Morgan** moves to mornings and assumes MD duties; **Brad Matthews** joins for overnights . . . WAPL/Appleton, WI PM driver **Mark Brodsky** fills the PD opening at WEQX/Manchester, VT . . . **Lark Ohta** moves from AE to Promotion Director at KKDJ/Fresno.

KVFX (The Fox)/Modesto hires **Bob Galli (Your Godfather)** to host afternoon drive; Fox PD **Steve Leon** joins the morning show; night rocker **Jeni Gipe** slides into middays; KZEL/Eugene's **Robin Hart** takes Gipe's old shift . . . WRKR/Kalamazoo evening personality **Johnny Dodge** is the new morning man at

WXRX/Rockford, IL . . . **Brent Hawkins** and **Dave Dallow** are new parttimers at WRKI/Danbury, CT; **John Perry** segues to WDVE/Pittsburgh . . . **Mike Bridges** handles mornings at WSTZ/Jackson, MS

KTSR (Star 92)/Bryan-College Station, TX switches to AOR under PD **Bobby "Slam" Duncan**. Reach the world's tallest PD at (409) 846-1150 . . . KKRC/Sioux Falls, SD switches dial position, ups its power, and changes calls to KRRO under PD **Chris King**. **David Lewis** slides into morning drive, **Michele Thury** crosses from KKLS for mid-days, and evening guy **Scott Maguire** adds MD duties . . . At KRFX/Denver, **Rachel Wilde** is lands middays, **Scott Mackay** fills PM drive, **Heavy Early** takes evenings, and **Beau Bennett** picks up nights.

NASHVILLE THIS WEEK

CMA Awards Night Highlights



VOCAL VICTORS — Of the ten trophies handed out at this year's CMA awards show, four went to first-time winners and four to previous honorees. Further signaling the musical changes taking place: None of the recipients was on the national music scene prior to 1981.

From left: George Strait copped his second Entertainer of the Year award; Clint Black picked up Male Vocalist honors and debuted his new single, "Put Yourself In My Shoes"; Kathy Mattea picked up her second straight Female Vocalist award; and the Kentucky Headhunters, with producer Harold Shedd (not hard to pick out), grabbed their first two Crystals for Vocal Group and Album.



HAPPY TOGETHER — Garth Brooks brought wife Sandy onstage as he accepted the Horizon Award. He also took top video honors for "The Dance," directed by John Lloyd Miller.



SWEET HARMONY — Vince Gill and Patty Loveless teamed up for one of the evening's highlights, harmonizing on Gill's "When I Call Your Name," which received the nod as Single of the Year.



SIX STRAIGHT — A tearful Wynonna and Naomi Judd accepted their sixth consecutive Vocal Duo award — their eighth CMA award in the last seven years. The duo opened the show with "This Country's Rockin'" from their "Love Can Build A Bridge" LP.



EVENTFUL EVENING — Lorrie Morgan accepted the trophies for Vocal Event on behalf of herself and late husband Keith Whitley for the song "Til A Tear Becomes A Rose." Morgan later performed her single, "Out Of Your Shoes."



HEROES AND FRIENDS — Cohost Randy Travis (c) was joined by George Jones and Tammy Wynette for "Heroes And Friends," the title cut of Travis's new duets LP.

CINCINNATI
 BENGALS
 TEAMMATES
 CALLED HIM
 THE
Maestro
 OF
 MAYHEM
 WE CALL
 HIM
 SENSATIONAL
 "WALK ON FAITH"
 HIS FIRST T.D.
 FROM COLUMBIA
 SHIPPING 10/30

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LON HELTON

1990 CMA Broadcast Winners

Here are the winners of 1990 Country Music Association broadcast awards. The CMA honors the Station, GM, PD, MD and Personality of the Year for large, medium, and small markets.

WPOC/Baltimore

Large Market Station Of The Year

Owner: Nationwide Communications

VP/GM: Jennifer Grimm

PD: Bob Moody

MD: Greg Cole

GSM: Jim Dolan

Promotion Director: Sheila Silverstein

Airstaff (Beginning with mornings; years at station in parentheses): Laurie De Young (5), MD Greg Cole (4), Teri Norman (4), Todd Grimsted (11), Diane Lyn (2), Tony Girard (10).

Frequency/Power: 93.1/50kw

Country Sign-On: 1974

Ratings: Arbitron, last five books, beginning Sp '89; 12+ share with rank in parentheses: 6.5 (6), 6.4 (4), 5.3 (7), 6.7 (4), 6.8 (3).

Birch, last five books, beginning with Sp '89; 12+ share with rank in parentheses: 5.9 (7), 6.7 (5), 6.3 (4), 6.2 (5) 5.1 (7).

Other Awards/Honors: 1990 RTNDA Best Radio News Opera-



tion, Mid-Atlantic Region.

Keys To Success: VP/GM Jennifer Grimm, who transferred from the GM post at sister WKZL/Winston-Salem to her present position in May, attributed the station's achievements to the following:

- Tight focus on its direction in the format.
- Dedication to community service.
- Development of people within the company, allowing them to achieve their full potential.
- Full-service news and information.
- High profile promotions creating visibility within the marketplace.
- Longevity of air personalities.

KASE/Austin

Medium Market Station Of The Year

Owner: KVET Broadcasting

President/GM: Ron Rogers

OM: Bob Cole

GSM: Steve Wilder

MD: Steve Gary

Promotion Director: Liz Jumper

Airstaff (Beginning with mornings; years at station in parentheses): Tom Allen (11 with company, 9 with KASE), Bob Pickett (5), Ken Jumper (2), Nick Koster (2), Cynthia Austin (1).

Frequency/Power: 100.7/100kw

Country Sign-On: September, 1981

Ratings: Arbitron 12+ share, last five books, beginning Sp '89: 13.4, 12.7, 15.4, 17.0, 14.5. KASE has been No. 1 the last 15 consecutive sweeps.

Birch 12+ share, last five books, beginning with Sp '89; KASE ranked No. 1 in each: 13.7, 17.5, 15.3, 14.3, 15.4.

Other Awards/Honors: CMA Medium Market Station of the Year, 1988.



CONTINUOUS COUNTRY

Keys To Success: "Consistency through the years is at the top of the list," said KVET & KASE President/GM Ron Rogers. "That holds true for people, music, and community involvement.

"We came on with Continuous Country nine years ago. Even though we've added personality to the mix, we still maintain consistency in the music. It's also our top priority. We rotate the currents and oldies through various categories more than most stations do. I believe that accounts for the TSL being 20-30% higher than the national average. We know what our core is and we cater to it."

Dan Halyburton, KPLX/Dallas

Large Market GM Of The Year

Born: San Diego 1/26/52.

Marital Status/Children: Married to Shirley; daughter Kate.

First Radio Job: WOCN/Miami 1970, board op.

Last Two Positions: KPLX VP/GM 1982-present. KPLX OM/PD 1981-82.

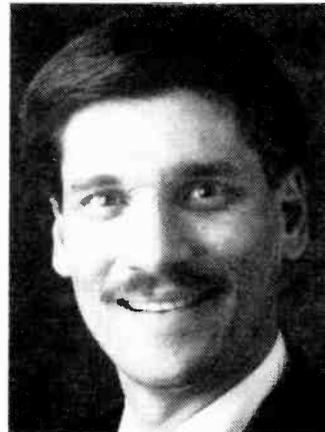
Previous Stations: WQAM/Miami PD 1980. WDGY/Minneapolis PD 1977. WFMS/Indianapolis PD 1976. WTCR/Huntington, WV PD 1975. WWOK/Miami 1972. WGMA/Hollywood, FL 1971.

Management Philosophy: Hire great people and let them do what you hired them to do. People don't work for me, I work with them.

Favorite Current Song: Garth Brooks's "Friends In Low Places."

Hobbies: Working out, travel, and radio.

Best Radio Memories: I tend to



Dan Halyburton

group my memories by stations. KPLX is certainly a great memory. WDGY was very special; there were a lot of neat people there like Gregg Lindahl and Paul Johnson. WFMS was my first PD job in a large market.

Worst Radio Memory: The rough

spots were only temporary and I learned from them.

Short-Term Goals: To keep KPLX at the top. And to move the KLIF programming to a new frequency.

Longterm Goals: To help Susquehanna grow as a company. And to encourage young people to pursue careers in radio.

Fantasy Job: I'm working at it. I wanted to build a great radio station, and we have.

People I'd Like To Thank: The KPLX/KLIF staff; Larry Grogan, who hired me at WFMS; Dale Webber, who was the manager at WDGY; and Mal Harrison who taught me how to build a great station.

Other Awards/Honors: Top radio station manager in Dallas/Ft. Worth the last two years, as voted by American Women In Radio & Television. Vice Chairman of the North Texas MS society.

Jerdan Bullard, WZZK/Birmingham

Medium Market GM Of The Year

Born: Red Bay, AL 5/21/39.

Marital Status/Children: Married; two daughters, Tena and Jeana.

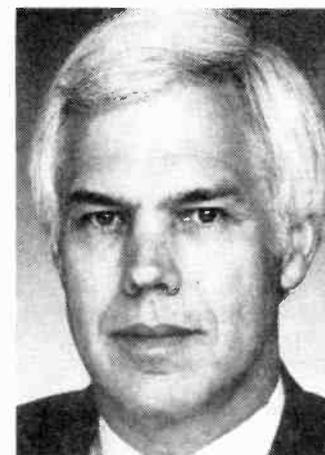
First Radio Job: 1953 while in high school; part-time announcer WWWR/Russellville, AL.

Last Two Positions: WZZK VP/GM 1980-present; WAAX/Gadsden, AL GM 1978-80.

Previous Stations: WPTX & WMDM/Lexington Park, MD; WKUL/Cullman, AL; WOWL/Florence, AL; WTBC & WJRD/Tuscaloosa, AL; WWOA/Tuscaloosa.

Management Philosophy: A golden rule approach. Don't ask people to do things you would not do (or things you haven't done). Get the players in the right positions to maximize their talents. I've always been convinced that a little talent and a lot of hard work will take anyone to success in life.

Favorite Current Song: Ricky Van Shelton's "I Meant Every Word He Said," Mark Chesnutt's "Too Cold

Jerdan Bullard
At Home."

Hobbies: Commercial radio, reading, and walking.

Best Radio Memory: The proud and humbling moments of some awards I have received, and honors and awards received by WZZK and NewCity.

Worst Radio Memory: When I was GM at WPTX & WMDM, the offices and studios were virtually destroyed by a fire. We were off the air for 11 days.

Short-Term Goal: To see WZZK and NewCity receive deserved recognition as industry leaders, and to contribute to that success.

Longterm Goal: To see NewCity recognized as America's top radio group perennially. And to see our employee-owned company recognized as truly the best radio company in America.

Fantasy Job: I have wanted to be a broadcaster since I was a teenager. There is truly no career or other employment that I would prefer to pursue.

People I'd Like To Thank: Everyone, and especially Dick Ferguson, who helped me climb the ladder of success to this level, and all the WZZK staffers — past and present — who have made the past ten years so memorable and satisfying.

Other Awards/Honors: Medium market GM of the year, CMA 1989. Honored in 1988 as the Alabama School of Communications Alumnus of the Year. Broadcaster of the Year, Alabama Broadcasting Association 1990. WZZK nominated as a finalist in Country category for the NAB's Marconi Award 1990.

KHAK/Cedar Rapids, IA

Small Market Station Of The Year

Owner: Quass Communications

President/CEO/GM: Mary Quass

PD: Tim Closson

MD: Jeff Winfield

GSM: Kerry Murray

Chief Engineer: George Nicholas

Promotion Director: Susan Glaza

Airstaff (Beginning with mornings; years at station in parentheses): Scott Bear (2 months), Tim Closson (1), Susan Glaza (7), Jeff Winfield (2 1/2), Dawn Johnson (1), Nick Thomas (5), and Bob James (6



months). Parttime: Jim Simon (1), Dave Kroger (1), and Jim Viner (3 months).

Frequency/Power: 98.1/100kw

Country Sign On: 1972

Ratings: Arbitron 12+ share, last three books: Sp '88, 12.2; Sp '89, 17.3; Sp '90, 14.2.

Birch: None

Other Awards/Honors: Finalist

Small Market Station of the Year, *Billboard* 1990.

Keys To Success: Owner Mary Quass summed it up this way: "Commitment. [We have it from] everyone — the receptionist, the airstaff, the sales staff. A few years ago the staff decided they wanted to get more involved in the community. We have a slogan here: 'We want to be a part of your life.' We want to give listeners what they're interested in. And I think our stability as a Country station has helped too. Good product is the future."

1990 CMA Broadcast Winners

Mary Quass, KHAK/Cedar Rapids, IA

Small Market GM Of The Year

Born: Fairfield, IA 1/29/50.

Marital Status/Children: Married; no children.

First Radio Job: KHAK AE 1977.

Last Two Positions: Owner/President/CEO Quass Communications 1988-present; VP/GM KHAK 1982-88.

Previous Stations: GSM KSO/Des Moines 1981.

Management Philosophy: I view the station as an inverted pyramid. I'm one of the least important people. The people who make the one-to-one contact with listeners and clients are more important. They are the front line. Success is proportional to the way the staff feels about themselves.

Favorite Current Song: Garth Brooks's "Friends In Low Places."

Hobbies: Jogging, painting, reading.



Mary Quass

Best Radio Memory: The day I bought the station from Stoner. After two hours of signing papers, I asked, "Is that it?" They said yes. I

called my staff and told them it was final — the place went crazy.

Worst Radio Memory: I was sitting in my office in August of '88 and I had agreed to buy the station. Then we got the spring results. We had taken a bad hit. I knew we had to live with those ratings for a year.

Short-Term Goal: Try to develop an effective use of our database to better position us.

Longterm Goal: To build a chain of 10-15 stations utilizing our staff. To build a group that has as its goal to create an environment where people can test their limits and grow.

Fantasy Job: A group of stations with No. 1 ratings and revenue, run by people with a vested interest.

People I'd Like To Thank: My staff.

Other Awards/Honors: Named as one of the state's "Up And Comers" by the *Des Moines Register*, January 1990

Tim Closson, KHAK/Cedar Rapids, IA

Small Market PD Of The Year

Born: Northfield, MN 3/28/61.

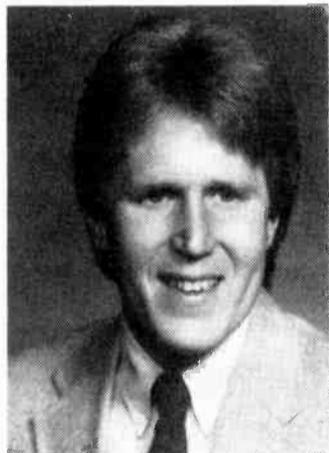
Marital Status/Children: Married to Michelle; one daughter, Kayla, 6 mos.

First Radio Job: WEVR/River Falls, WI.

Last Two Positions: KHAK PD 1989-present; WAXX/Eau Claire, WI MD 1982-89.

Previous Stations: KYMN/Northfield, MN, KBIZ/Ottumwa, IA, WEVR/River Falls, WI.

Programming Philosophy: Know your market. Give the listeners what they want, to a point. Give staff "ownership" by making them part of the decision-making process. Good programmers surround themselves with a great staff.



Tim Closson

Favorite Current Song: K.T. Oslin's "Come Next Monday."
Hobbies: Sports and recreation of all kinds.

Best Radio Memories: Being No. 1 in the market my first book as a PD. Winning CMA awards.

Worst Radio Memory: Losing my job at the hometown station because of budget cuts. I thought it was the end.

Short-Term Goal: Make KHAK a monster that is consistently market-dominant.

Longterm Goals: Program a major market station, then manage, then own.

Fantasy Job: Quarterbacking the Minnesota Vikings.

People I'd Like To Thank: Mary Quass, the staff, and my family.

Other Awards/Honors: Small Market MD of the Year CMA 1987, 1988. *Billboard* Personality of the Year 1987. *Billboard* MD of the Year 1988.

Mac Daniels, KPLX/Dallas

Large Market MD Of The Year

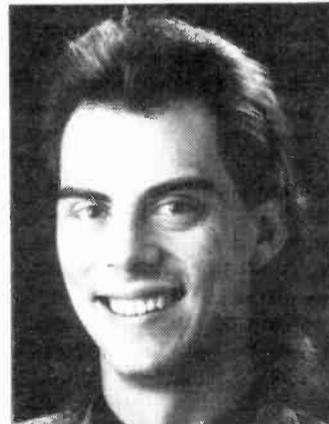
Born: Bloomington, IL, 8/27/60

Marital Status/Children: Married, Kathy; First child due in February.

Last Two Positions: KPLX 1980-present, named MD 1985; KBOX/Dallas overnights 1978-80.
Previous Stations: KALM/Thayer, MO.

Music Philosophy: To play the best music for our listeners. Be familiar, yet fresh, to appeal to a wide range of Country audience.

Hobbies: Golf, fishing, and the Chicago Cubs.



Mac Daniels

Best Radio Memory: Being hired at KPLX.

Worst Radio Memory: Being fired from KBOX/Dallas by then-PD Jack Weston.

Short-Term Goal: Continue working here.

Longterm Goal: Ownership.

Fantasy Job: To be George Strait.
People I'd Like To Thank: Dan Halyburton, Bobby Kraig, Jack Weston, my wife and folks.

Other Awards/Honors: 1989 CMA Large Market MD of the Year; 1987 and 1989 *Billboard* Country MD of the Year.

Bobby Kraig, KPLX/Dallas

Large Market PD Of The Year

Born: Anchorage 4/15/53.

Marital Status/Children: Married to Sam; two daughters, Andra (5) and Alix (20 mos.).

First Radio Job: 1972, on the air at WHSM/Hayward, WI.

Last Two Positions: KPLX PD since April 1981. PD WTHI/Terre Haute, 1979-81.

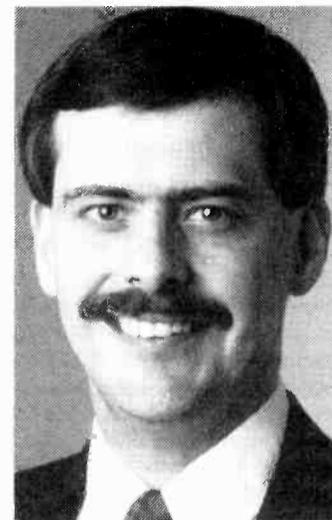
Previous Stations: WONE/Dayton, WTHI/Terre Haute.

Programming Philosophy: Keep the music upfront while at the same time not forgetting to give people the things they expect from a radio station.

Favorite Current Song: Garth Brooks's "Friends In Low Places," Alabama's "Jukebox In My Mind."
Hobbies: Magic, Nintendo.

Best Radio Memory: Getting the job as KPLX PD.

Worst Radio Memory: At MOR WHSM, I was playing a record from the "play" box when the GM kicked open the door and screamed at the top of his lungs, "What's all this country shit on the air?" I didn't know it was a country record, but thought if that's what country is, I like it. That's what turned me on to country. (The song was Susan Raye's "L.A. International Airport.")



Bobby Kraig

Short-Term Goal: To drive through valet parking at Nashville's Vanderbilt Plaza hotel without hitting a concrete planter.

Longterm Goal: Own every Nintendo game there is.

Fantasy Job: Hugh Hefner's personal advisor.

People I'd Like To Thank: Dan Halyburton, Marty Grogan, the KPLX staff, WTHI GM Dave Listen, and Terry Wood, who was WONE PD when I was there.

Other Awards/Honors: *Billboard* Major Market PD of Year 1987, '89, '90.

Mike Carta, WIVK/Knoxville

Medium Market PD Of The Year

Born: Danville, KY 4/12/46.

Marital Status/Children: Single.

First Radio Job: WSFC/Somerset, KY, evenings.

Last Two Positions: WIVK PD 1988-90. KASE & KVET/Austin OM 1984-88.

Previous Stations: WIL/St. Louis OM/PD. WMAY/Springfield, IL PD/mornings.

Programming Philosophy: Make an investment in what you do. Pull strength and learning from the people you work with. Set a goal; focus on that goal; when you're halfway there, start working on the next one. Life's an adventure.

Favorite Current Song: Travis Tritt's "Put Some Drive In Your Country."

Hobbies: Oil Painting, working out, reading, gourmet cooking, community work.

Best Radio Memory: Giving away almost \$5000 [in a contest] to a person who had just been fired. The family was going through hard times and the money helped pay the bills.

Worst Radio Memory: I was working a Sunday afternoon shift and the GM told me not to let this preacher on the air until he paid the money he owed the station. The preacher pulled up ten minutes before his show and when I gave him the message it was the first time I heard a preacher cuss. He came back with a box full of change — about \$35 worth. I had to count it before he



Mike Carta

could go on — while running to put the next record on. He threatened to punch me out and I told him I'd kick his ass. When he did get on the air, it was the best show he ever did.

Short-Term Goal: To build WGH/Norfolk into a great station.

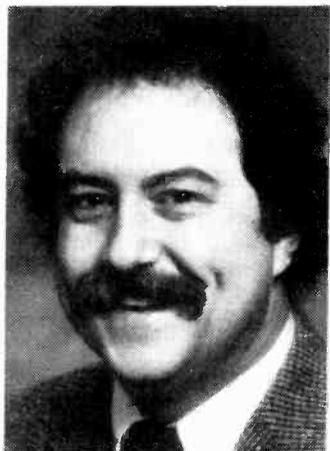
Longterm Goal: To use my talent and ability as PD/OM, and then to get a GM position.

Fantasy Job: I've already done some fantasy work. I've worked at some great stations.

People I'd Like To Thank: Every GM I've worked for has taught me something — Ed Bell, Tom Kushak, Craig Magee, Ron Rogers. And thanks to the folks at WIVK for giving me a shot.

Other Awards/Honors: Best First Year Broadcaster, Jones College. Small Market Personality, *Billboard* 1979.

1990 CMA Broadcast Winners

Bob Sterling, WZZK/Birmingham
Medium Market MD Of The Year**Born:** New Orleans, 9/28/47.**Marital Status/Children:** Married; two sons, one daughter.**First Radio Job:** 1971, announcer at WNPT/Tuscaloosa, AL.**Last Two Positions:** Joined WZZK in 1983 as Production Director; named MD in 1985. WSGN/Birmingham middays most of 1983.**Previous Stations:** National PD for Mack Sanders Broadcasting 1981-83, WCRT & WQEZ/Birmingham 1975-81, WJRD Tuscaloosa.**Music Philosophy:** Play music our listeners want to hear. Give them the best product available.**Favorite Current Songs:** Exile's "Yet," Garth Brooks's "Friends In Low Places."**Hobbies:** Coaching baseball and basketball teams, reading.**Best Radio Memory:** Hopes and dreams realized. Winning this award twice is unbelievable.**Worst Radio Memory:** Getting up at 4:30am for six years to do morning drive.

Bob Sterling

Short-Term Goal: To win this award three times in a row. The third time's the charm.**Longterm Goal:** Become a GM for NewCity Communications.**Fantasy Job:** Counting Sam Walton's money.**People I'd Like To Thank:** Dick Ferguson, Jerdan Bullard, my wife Susan, and my parents.**Other Awards/Honors:** Finalist in this category the last three years; winner the last two years.**Cliff Dumas, CHAM/Hamilton, Ontario**

Medium Market Personality Of The Year

Born: 12/13/59 Toronto, Ontario.**Marital Status/Children:** Married last February to Marilee.**First Radio Job:** CHIC/Brampton, Ontario, as Production Manager/swing shift.**Last Two Positions:** Eight years at CHAM, the last seven in mornings. CFNY & CKMW/Toronto, production/evenings.**On-Air Philosophy:** Try to have good clean fun that people can laugh along with and a lot of respect for the music. What we do to pull it together is a bonus.**Favorite Current Song:** Reba McEntire's "You Lie."**Hobbies:** Boxing, hockey.**Best Radio Memory:** For a wedding present, the entire CHAM staff surprised me while on the air with a Dalmation puppy — which promptly peed all over.**Worst Radio Memory:** While hosting the all-night show in Brampton, a couple of staffers who had over-partied came in to help me with the newscast. While one read, the other lit the copy on fire. It sounded like a herd of elephants was coming through the studio as they tried to put out the flames. Of course, I had to deal with the PD the next day.**Short-Term Goal:** Concentrate on building the image of the station and my position within the country music industry. And continue to

Cliff Dumas

support this country's talent; to be their voice and someone they can see as approachable, someone to get their music on the air.

Longterm Goal: To be around to see some of the people we've had a hand in starting make it big.**Fantasy Job:** I want to be Ralph Emery's replacement.**People I'd Like To Thank:** Don Kay, the first GM who hired me; Kevin McKenna, the PD who hired me for my first morning show; former CHAM PD Jim Johnson, CHAM VP/GM Keith James, and Joint Communications' Dave Charles.**Other Awards/Honors:** Canadian Country Music Association Major Market Broadcast Personality of the Year, 1990. Canadian Country Radio Personality of the Year, 1988, '89, and '90, as presented by the Canadian publication *The Record*.**Jeff Winfeld, KHAK/Cedar Rapids, IA**
Small Market MD Of The Year**Born:** Barstow, CA 7/15/64.**Marital Status/Children:** Single.**First Radio Job:** WHBF/Rock Island, IL weekends.**Last Two Positions:** KHAK MD 1988-present. KFXE/Little Rock, AK evenings 1986-88.**Music Philosophy:** Know the marketplace. Try to provide the best music possible for the listener's needs.**Favorite Current Song:** K.T. Oslin's "Come Next Monday."**Hobbies:** Sports, sports, sports.**Best Radio Memory:** Winning this

Jeff Winfeld

award.

Worst Radio Memory: KFXE changed from Country to Urban on Christmas Day 1987 while I was on

the air. The first I heard about it was when the PD walked in with a new consultant and said we were going Urban.

Short-Term Goal: To keep improving our on-air sound. To do some tidying up. To regain No. 1 in the market.**Longterm Goal:** Programming. It doesn't really matter what size market.**Fantasy Job:** Harry Caray's job with the Chicago Cubs.**People I'd Like To Thank:** My family, Mary Quass, Tim Closson, Dawn Johnson, and the staff.**Other Awards/Honors:** Finalist for MD of the Year, *Billboard* 1990.**Scott Evans & Steve Harmon**

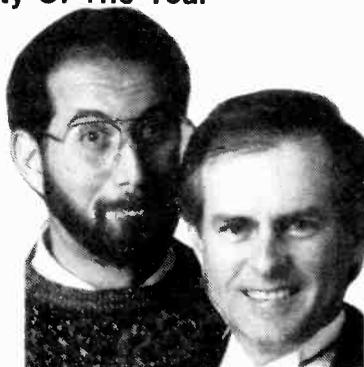
Large Market Personality Of The Year

Born: SE: 12/2/53, Newport, AR; SH: 2/17/57, Flushing, NY.**Marital Status/Children:** SE: Married, Kristy, none. SH: Single — but looking.**First Radio Job:** SE: WLTV/Charlotte, running weekend overnight automation.

SH: WBZA-FM/Glens Falls, NY as "Rodney the Poet," a character on the morning show.

Last Two Positions: SE: KPLX the last 2 and 1/2 years; mornings at WKIS/Miami for two years; mornings at WLTV/Charlotte for two years.

SH: KPLX the last 2 and 1/2 years; WFMX/Statesville, NC; WLTV/



Harmon & Evans

Charlotte, '85-'87.

Previous Stations: SE: WDEX/Charlotte, WROQ/Charlotte.

SH: WBT/Charlotte.

On-Air Philosophy: SE: Have fun and make the listeners feel like they're having fun.

SH: Show up, try and smile, go home.

Favorite Current Song: SE: Vince

Gill's "Never Knew Lonely."

SH: Garth Brooks's "Friends In Low Places."

Hobbies: SE: Sailing, golf, wind surfing.

SH: Racquet ball, fishing, running.

Best Radio Memory: SE: Interviewing Spanky McFarland of the Little Rascals.

SH: Getting the call from CMA that we won. Before that, getting the call when we got the KPLX job. I was selling Christmas trees at the time.

Worst Radio Memory: SE: Working in Monroe, NC with dead rats in the ceiling and the constant threat of the station going dark.

SH: Making \$100 a week. It hurts thinking about it.

Short-Term Goal: SE: To not let up and get lazy after winning these awards.

SH: Remain happy and healthy — and make money.

Longterm Goal: SE: After making a lot of money doing mornings, to retire to the Carolinas to do mid-days on a 12-in-a-row station.

SH: At age 42, after accumulating much wealth from this morning job and syndicated show, to drop them both to become a professional bass fisherman and to never listen to radio again.

Fantasy Job: SE: Skipper of a boat racing in the America's Cup.

SH: Winning the Bass Pro Tournament.

People I'd Like To Thank: SE: Everyone I worked for early in my career who didn't fire me. Pete Nadel, the first guy who gave me a job; Mary June Rose, one of my first PDs; Randy Kabrich, Keith Smith, Bob McKay, Dana Miller, Bobby Kraig and Dan Halyburton, my wife and family.

SH: Bobby Kraig and Dan Halyburton; WSOC/Charlotte PD Paul Johnson, who helped me get this job; and WBT/Charlotte personalities H.A., Henry, and Rockin' Ray, because they were so nice to me when I got there and taught me so much.

Other Awards/Honors: Both: *Billboard* Large Market Personality of the Year 1990; Best DJ honor for 1990 from both the Texas Country Music Association and the Metroplex CMA.**Bobby Cook, WKYQ/Paducah, KY**
Small Market Personality Of The Year**Born:** Metropolis, IL 11/6/59.**Marital Status/Children:** Married; one daughter, one son.**First Radio Job:** WKYX/Paducah weekend news, 1977.**Last Two Positions:** Morning drive at WKYQ, 1987-present. WWKX/Nashville air personality, 1981-87.**Previous Stations:** WBYQ/Nashville air personality, 1979-81.**On-Air Philosophy:** Remember that music is the attraction. I'm just there to enhance it. Give the listener one thing to talk about when he gets to work.**Favorite Current Song:** Garth Brooks's "Friends In Low Places."**Hobbies:** Softball, biking, flying, baseball cards.**Best Radio Memory:** For three years I was part of the broadcast team for the Volunteer Jam. Being backstage, meeting the stars — that's what it's all about.**Worst Radio Memory:** I was doing afternoon drive and the evening guy decided he'd rather go to a football game than come to work. I

Bobby Cook

was on the air from noon 'til midnight. I was so mad I didn't even open the mike the last two hours.

Short-Term Goal: To make it to Saturday each week.**Longterm Goal:** I'd like to program a chain or consult at the small market level.**Fantasy Job:** Play-by-play for the Cubs.**People I'd Like To Thank:** Bryan Sargent, Nick Ferrara, Michael St. John, Gary Morse, and Kent King.**Other Awards/Honors:** Nominated three times for Bobby Poe Award as Air Personality and MD. In 1979, WKYQ won a Radio Music Report Award as Station of the Year.

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AUDIO & VIDEO AIRCHECKS

CURRENT ISSUE #126, Z100/Z Zoo 7th Anniv., WPLJ/Domino, KROQ/Kevin & Bean, KKKY/Jeff McNeal, KHYI/Jack Murphy, Chicago CHRs B96 & Z95, St. Louis CHRs WKQB & KHTK. Cassette, \$6.50.
CURRENT ISSUE #125, WQHT/Bill Lee, KRLA/Humble Harv, WBBM-FM/George McFly, KIIS/Matt Alan, KVLV/Ron Chapman, WHYT/Michael J. Foxx, Phoenix CHRs KKFR, KOY-FM & KZZP, L.A.'s ACs KOST & KBIG. Cassette, \$6.50.
PERSONALITY PLUS #PP-34, KLOL/Stevens & Pruett, KMPS/Ichabod Caine, WKQI/Dick Puritan, WKQX/Robert Murphy, KOS /Mark Wallengren & Kim Amidon, 90-min. cassette, \$6.50.
PERSONALITY PLUS #PP-33, KPWR/Jay Thomas, WXRK/Howard Stern, WLW/Gary Burbank, WFBQ/Bob & Tom, KPLZ/Kent & Alan. Cassette, \$6.50.
SPECIAL ISSUE #S-184, SAN DIEGO: CHR Q106, AORs KGB, 91X, KGMB & KSDD-FM, ACs KFMB, B100, Y95, KYXY, KJQY. Cassette, \$6.50.
SPECIAL ISSUE #S-185, AUSTIN & SAN ANTONIO: CHRs KBTS, KHFI, KTFM, KITTY & KSAQ, AORs KLBJ & KISS, ACs KKMJ, KEYI, KMMX, Country KASE & KCYY. 90-min. cassette, \$6.50.
PROMO VAULT #PR-7, promo samples-all formats, cassette, \$10.
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CLASSIC ISSUE #C-119, KHJ/Scotty Brink-1970, WLS/Fred Winston-1971, KYA/Bobby Mitchell-1961, WAXC 1978, KAFY/Chris Conner-1973, KERN/Johnny Mitchell-1973, KHJ/Dave Sebastian-1974. Cassette, \$10.50.
VIDEO #31: San Diego's 91X/Berger & Prescott, Y95/Jeff McNeal, Phoenix's KZZP/Chet Buchanan, KOY-FM/Kelly & Co., KKFR/Chris Lance, San Bernardino's KGGI/Steve Craig, & KBON/Charlie Ray. 2 HOT hours, VHS or BETA, \$20.

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ECA #s 51 & 52 — HOT NIGHT JOX #s 3 & 4 — Hollywood Hamilton/KIIS, Kid Kelly/WHTZ, George McFly/B96, A.J./WTIC, Learjet/WAVA, Domino/WPLJ, Danny Wright/Q107, Robin King/WKSS, Freddie Colon/WOHT, Frank Lozano/KPWR, Cadillac Jack/Pirate, Bobby Wilde/KDWB, Alan Kabel/WLOL, Paco Lopez/KKFR, Chet Buchanan/KZZP, Mucho Morales/KKBT, Supersnake/KOXX, Bill Lee) Lenkey/WTIC-FM (Aircheck Classic 11/77). 3 hrs. \$12.
ECA #53 — Greg Thunder/WLOL, Hollywood Hamilton (guest DJ/mornings)/KKLO, JoJo Morales/Z100, Danny (Partridge) Bonaduce/-KKFR, Scott Shannon/Pirate, Hollywood Henderson/KDWB, Magic Matt/KIIS, Mark & Brian/KLOS, Chris Jagger/W100, The Jammer Dave Michaels/WCCI, 90 min. \$6.50.
ECA #54 — Funky Cold Kolina/W100, Scott Sparks/KRBE, Skye Walker/WPLJ, Spyder Harrison/KDWB, Ron Parker/KKBQ, Magic Matt/KIIS, Rick Sanders/WECX, Al Bandler/WOHT, Jefferson/WKSS, + more from Pirate, WLOL, KXSS, WKHI, WTIC, WNRJ, WNCI, 90 min. \$6.50.
ECA #58 - PERSONALITIES #3 - Steve & Garry/WLUP, The Zoo Crew/Y107 WHYI, Scott Shannon (guest DJ w/The Three Little Pigs)/The Power Pig, Rick Dees/KIIS, Joey Reynolds/WIOD, 90 min. \$6.50.
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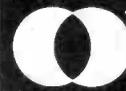
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WDJX/Louisville seeks applicants for pending openings. T&R: Chris Shebel, 612 Fourth Avenue, Suite 100, Louisville, KY 40208. (10/12) EOE

Top rated Country FM seeking serious news/sports Reporter/Anchor. Lots of street work. T&R: WUSY, Ed Bruce, Box 8799, Chattanooga, TN 37411. (10/12) EOE

Myrtle Beach area Country leader seeks PMD or midday Talent with strong production. T&R: WYAK-FM, Dave Priest, Box 15401, Surfside Beach, SC 29587. (10/12) EOE

Seeking experienced AE, and entry level marketing/sales person. RESUMES: WIJY-FM, Box 6988, Hilton Head, SC 29938. (10/12) EOE

Fulltime AT, hot AC. Also expanding our news department. Decent pay and benefits. T&R: Nick Caplan, Box 96, Panama City, FL 32402. (10/12) EOE

NEWS DIRECTOR

Little Rock's top-rated AC is growing fast and needs a pro to join our winning team and take charge of our News Dept. Must have ability to good-naturedly banter on-air, yet deliver news in an authoritative, concise manner. Minimum three years' on-air news preferred, morning show news experience an advantage. Great benefits. Call or write: Signal Media, 14951 Dallas Parkway, Suite 1030, Dallas, TX 75240, (214) 458-8400. EOE

ALL-NIGHTS ON THE RADIO

Daytime on the Beach! AC Powerhouse in one of America's Best Markets Calls! Females/Minorities encouraged to apply. T&R to: Radio & Records, 1930 Century Park West, #081, Los Angeles, CA 90067. EOE

OPENINGS

WRMF FM 97.9

WINTER IN FLORIDA

One half of our morning team will be taking maternity leave December and January, and we need a good, temporary replacement! Must know life-style News Reporting, Gathering and writing; and most important, must be able to interact with our morning guy. If this sounds like you, and you'd like a vacation on us, send T&R to Dave Parks, Operations Manager, WRMF, P.O. Box 189, West Palm Beach, FL 33402. EOE MF

Confidential Placement Services! Locate opportunities without getting burned! \$15 processing fee with tape and resume for one year membership.

KCI

Communications Network

4923 Brookside Way NW
Duluth, GA 30136 (404) 729-1587

Writer/Producer

We have a killer morning show in the sunny South. We wanna make sure it stays on top. We wanna killer writer/producer to help us. If doing great, local radio comedy is your life and not just a job, we wanna hear from you. Please send cassette of bits you've written and/or produced. Resume, and writing samples to: Radio & Records, 1930 Century Park West, #078, Los Angeles, CA 90067. EOE



Future openings, all shifts. Must live and breathe radio. Knowledge of firearms, multi-track production, plastic explosives, and history of psychiatric disturbances are considered a plus. Send T&R to: Boss Hog, c/o The Power Pig, 4002A Gandy Blvd., Tampa, FL 33611. Save your money--no calls or overnight deliveries necessary, minorities encouraged. EOE

OPERATIONS MANAGER

NewCity's top-rated full service giant has an immediate opening for a modern AM radio strategist. If you're performing at a high level in your present position, we want to hear from you. Must be creative and organized to manage complex format, talented staff, aggressive marketing. Letter outlining your successes and resume: Rod Krebs, General Manager, KRMG, 7136 S. Yale, Suite 500, Tulsa, OK 74136.

740 AM KRMG

An Equal Opportunity Employer.

Got a job? Need a jock? Put it in Opportunities -- and get results! Call 213-653-4330.

CHR PROGRAM DIRECTOR

We've got a great CHR station in a desirable market, looking for a Program Director strong on leadership skills. Do you enjoy managing ambitious plans and achieving impossible goals? If so, we'd love to hear from you. Send resume and a letter discussing both your programming and management philosophies, complete references, and an aircheck demonstrating the high quality of your work. We look forward to hearing from you. E. Alvin Davis and Associates, 9851 Forest Glen Drive, Cincinnati, OH 45242. NO PHONE CALLS PLEASE. EOE

OPENINGS

KIX 104

24 HOUR STEREO COUNTRY

AM DRIVE

We need an experienced, morning talent who is quick, witty, creative, uptempo, AC-style, conversational and versatile, to take the lead in our morning team. Your partner is a talented straight man.

KIX-104 is a perennial dominant 20 share FM Contemporary Country. Stable airstaff. Highly visible. Fair management with very high expectations. Team spirit. Good facility in scenic mountainous region. Money magazine's 17th most livable city. Aggressive group owner. Fast-growing market of 210,000 population, healthy economy. T&R with past compensation to: J.R. Phillips, P.D., P.O. Box 1104, Fayetteville, Arkansas 72702. (Fed Express address: 4250 N. College Ave., 72703). EOE

AFTERNOON NEWS/SIDEKICK

Coastal FM AC Giant looking for mature, yet personality-oriented person with excellent writing skills to join our #1 winning team. Send T&R to: Radio & Records, 1930 Century Park West, #080, Los Angeles, CA 90067. EOE

MIDWEST

WNRJ/Columbus now accepting applications from pros for future full and parttime openings. T&R: Tom Reynolds, 7001 Discovery Blvd., Dublin, OH 43017. (10/12) EOE

KKLS/Sioux Falls. Leading AC has rare opening for relatable evening Personality. T&R: Reid Holsen, 3205 S. Meadow, SD 57016. (10/12) EOE

Board Operators sought for full and parttime positions. Run syndicated shows, plus some air work. T&R: WROK, Jamie Grout, 3901 Brendenwood, Rockford, IL 61107. (10/12) EOE

Who's out there? NAC, but not sleepy, no jazz purists please. T&R: WBZN, Dave Herring, 2400 South 102nd Street, Milwaukee, WI 53227. (10/12) EOE

WOW seeks warm Personalities for our Country combo. Mid-days/afternoons/evenings. T&R: Program Director, 615 North 90th Street, Omaha, NE 68114. (10/12) EOE

MORNINGS Z-104 MADISON

After ten years, legendary morning man J.D. Barber is sick of waking up at 3AM. Z-104 is looking for the next legend to take over the reins by year's end. Candidates must be: topical, crazy, great with phones, love getting up at 3 AM and be public appearance animals. If you've got a great attitude and a great mind, we want to listen to you.

Join the best run broadcast company in America and live in one of the greatest cities in the nation.

Send tape, resume and photo: Mad Dog Hudson, PD, Midcontinent Broadcasting, Z-104, 5721 Tokay Blvd., Madison, WI 53719. (No calls.)

Minorities and women are encouraged to apply for this position. EOE

CLEVELAND'S DANCE MUSIC LEADER



PROGRAM DIRECTOR for WJMO-FM & AM. Experience required, computer skills a plus. Good managerial skills a must. Qualified applicants send resume to Curtis Shaw, Vice President, 2156 Lee Rd., Cleveland Heights, Ohio 44118. EOE M/F

OPENINGS 93.1

WKLR CLASSIC OLDIES NIGHTTIME

ENTERTAINER SOUGHT

Looking for high energy. Nighttime entertainer to handle all request Oldies show in one of the Midwest's greatest cities! Motivated team players with great attitudes . . . Here's your chance to shine! Great company and package! Rush C&R to Simon Jeffries, Station Manager, 9292 North Meridian St., Indianapolis, IN 46260. EOE

SCONNIX BROADCASTING

WANTED

Compelling Morning Host
Top 30 Midwest market

— CHR

Tape & Resume to:
Radio & Records,
1930 Century Park West,
#071, Los Angeles,
CA 90067. EOE

GENERAL SALES MANAGER

Country leader WFMS-FM, Indianapolis, needs a General Sales Manager. Previous radio sales management experience required. A terrific opportunity for growth within a great corporate environment. Salary package commensurate with experience and skills. Please send resume to Monte Maupin, General Manager, WFMS Radio, P.O. Box 502950, Indianapolis, Indiana 46250. Please, no phone calls at this time. EOE

CHR MORNINGS

Top 25 Midwest market. Great city, great opportunity. T&R to: Radio & Records, 1930 Century Park West, #079, Los Angeles, CA 90067. EOE

Aggressive company in Top 35 market needs players for morning team and killer production director. Must have AOR/CR/Adult CHR experience. T/R to: Radio & Records, 1930 Century Park West, #075, Los Angeles, CA 90067. EOE

WEST

Morning AT sought for top rated AC station in growing So. California market. T&R: Mr. Regan, 11901 Santa Monica Blvd., Los Angeles, CA 90025. (10/12) EOE

Experienced news Anchor/Reporter sought for full service combo in Southern California. CALL: KVVQ-A/F, John Barry, (619) 244-2000. (10/12) EOE

Reno CHR has overnight opening. Seeking energy and experience to lite up 24 hour town. T&R: Carey Edwards, Box 2271, NV 89505. (10/12) EOE

Production Director sought for North Hollywood Music/Software company. 3-5 years' managerial/production experience. CALL: Marty, (818) 766-5221. (10/12) EOE

Job in Paradise. KKBG-FM seeks FT evening AT. Phones, copywriting, production and experience necessary. T&R: J.E. Orozco, 913 Kanoelohua, Hilo, HI 96720. (10/12) EOE

Southern New Mexico resort area adult class C FM seeks Announcer/Production Talent with good copywriting. CALL: KSNM, Adam West, PD, (505) 894-3987. (10/12) EOE

California coastal AOR seeks entry level AT. Selector experience helpful. T&R: KCOR, Lisa, 4141 State Street, #E-9, Santa Barbara, CA 93110. (10/5) EOE

AFTERNOONS

Hot oldies on the California coast!!! A heart-beat away from L.A.!! Afternoons!!! Mid-days!!! Evenings!!!! Creative??? Hard-working??? Team player????? Mail today!! Dennis Kinkaid, 5200 Valentine Road, #230, Ventura, CA 93003. EOE

OPENINGS

95.7 the Fox Classic Rock 'n Roll

AFTERNOONS

Fresno's Classic Rock 'N Roll has an opening for a friendly, up, afternoon Air Talent. Strong air/production skills required. Possible music coordinator duties too! We want you for the team! Cassette and resume to: Mark Thomas, c/o KJFX 95.7 "the Fox", 2125 N. Barton, Fresno, CA 93703. No calls. EOE

96.7 WIMM FM

Orange County's Soft Rock!

Seeks experienced part time air talent to join Orange County's leading station. Rush T&R to: Chris Cox, PD, 3101 West Fifth Street, Santa Ana, CA 92703. EOE

PD/MORNING PERSONALITY

Southeast New Mexico's Top Country FM seeks experienced PD/Morning Personality. Production ability a must. T&R: KPER, P.O. Box 2276, Hobbs, NM 88241. EOE

AT/PRODUCTION

Bay area hot AC looking for solid team player AT w/ strong production. Possible drive shift. T&R: Clark Reid, KISS-FM, 1855 Gateway Blvd., Ste. 440, Concord, CA 94520. No calls. EOE

POSITIONS SOUGHT

Articulate, 22 year old recent college graduate with six years' experience relocating to Atlanta. Copywriting/AT news/production. KIMBERLY DOBSON: (912) 232-0492. (10/12)

Seeking a leader? General Manager, network background, extensive news experience, 20 year veteran, no job too large, I get results! JOHN: (407) 299-5212. (10/12)

Julia Roberts asked me to marry her, but I told her no, because I seek to be your CHR PD/MD/morning dude. BILL: (614) 384-3873. (10/12)

AOR news Personality with ten years' AT experience seeks morning slot. Music/news/sports credibility with a AT mentality and presence. TIMMO: (402) 483-4637. (10/12)

Dayton Ohio area. AT with seven years' experience and sports PBP seeks full or parttime position. I'm new in town. AL: (513) 335-8981. (10/12)

Free this space! Hire this witty, enthusiastic Personality/production pro! CHR/Oldies. NEIL: (802) 463-1432. (10/12)

Northeast stations I expect to reach the top, but first I seek to learn from a real professional. Any takers? JEFF: (516) 623-8483. (10/12)

Hardworking, pleasant, professional desires position with Gospel format only. Willing to relocate. LARRY: (417) 883-4060 or 866-7646. (10/12)

AT/production pro seeks new challenge in NE or SW U.S. Currently at very up-tempo Oldies station. Call for latest air-check/production. ANDY: (718) 979-3171. (10/12)

Talk Talent. Standout, but no one knows yet, so get me cheap! 15 years' AT/news, 9 in majors. Seeking medium to major. DAVE: (619) 279-3119. (10/12)

Dn-air/promotions/research. Plenty of computer experience. Seeking new gig PD/QI Carolinas only, hardworking and ready for anything. JIM DAVIS: (803) 774-3674. (10/12)

Who You Gonna Call?

Could you use a PD who learned his craft from people like Jerry Clifton, Gerry De, John Rook, and Paul Drew? Plus a personality who's had #1 12+ ratings in New York, Los Angeles, AND Chicago? Former top 3 market PD and all-star jock looking for turnaround CHR to program. We will take no prisoners. Radio & Records, 1930 Century Park West, #077, Los Angeles, CA 90067.

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!

One year in the business parttime, seeking fulltime and ready to work and learn. Will do anything. MICHAEL: (800) 327-5555 ext. 16. (10/12)

Currently PMD at CHR WDJX/Louisville. Seeking programming or major market on-air. Available now! JIM PARKER: (502) 968-3003. (10/12)

Currently employed established drivetime team seeks personality oriented drive time slot. Call for T&R. (803) 785-3353. (10/12)

Currently swing at top rated CHR in Peoria and ready to move on to any interested medium market CHR or AC. ANDY: (309) 693-3785. (10/12)

Hello NYC! Major market Personality seeks PT/FT shift. Native New Yorker with 11 years' in AC/CHR. I'm here and available. ROCKY: (718) 232-8479. (10/12)

Production wizard! 12 years' state of the art experience, management, excellent writing skills, great voice! Agency experience, on-air, get me! CHRIS: (912) 922-2222. (10/12)

OM/PD/Drive with over three years' experience seeks new opportunity in AC/CHR. RICH: (912) 386-9428. (10/12)

Former WKPX-FM AT available. Produced own rock and roll show. Experienced, in production and promotional work. Great pipes. ED: (213) 391-8819. (10/12)

Energetic, high-powered CHR AT seeks station that offers guidance without limitations on creativity. Excellent phones, pipes and production. LOUIE: (815) 741-8605. (10/12)

Female AT with experience seeks fulltime airshift in NJ/Philly/NYC. BRENDA: (609) 896-3349. (10/12)

LETTERMAN LENO ME

20 year pro morning man now on a Top 10 L.A. station considering a quality move. Big voice, fast wit, proven and prolific humor writer with a Letterman/Leno attitude. Real material, no shock shit. Have a lot to give both on-air and off. Looking for a professional shop with a winning spirit. Call (213) 960-4769.

Hardworking, pleasant, professional tight board, excellent production skills, willing to relocate call NICK R. NICHOLS: (417) 883-4060 or 881-2376. (10/12)

Seeking full or PT in So. Cal. Primary experience Country/AC. Formerly KBBF/Eugene, most recently KNFF/Ontario. Professional production. JIM: (714) 984-5538. (10/12)

Very persistent, hardworking, versatile AT/AP. Has own weekly morning show and local Los Angeles, following. Writes commercials, etc. BOB: (818) 907-9525. (10/12)

Smooth, cool, dry, always fresh, never bitter for that clean taste that says Classic Rock/AOR. ERIC: (713) 772-3742. (10/12)

Top 40/Rock/AC/CHR AT ready and willing to relocate to your area yesterday. Call me, the countdown connoisseur. MIKE SCOTT: (216) 658-4680. (10/12)

Bright creative and enthusiastic, seeking first fulltime break. Will relocate for FT evening or overnight gig. RODNEY: (216) 486-6437. (10/12)

Seasoned newsmen. Anchored on local and national levels. Professional and energetic. Major markets only. (719) 372-6455. (10/12)

Get me out of D.C.I College and broadcast school graduate working PT seeks fulltime in any locale or format. BILL MID-DENDORF: (202) 363-0897. (10/12)

Young AT with major market experience seeks position at CHR/AOR/AC outlet. Will relocate immediately. LOUIS: (714) 734-6645. (10/12)

Morning duo formerly of San Diego, Honolulu and Palm Springs ready to step to next challenge. AOR/CHR preferred, ready to move. JIM/IAN: (818) 963-8170. (10/12)

Pump up the ratings AT with mixed format experience AOR/CHR. Powerful production. Ready to take the market. THE GHOST: (602) 571-0785. (10/12)

PD/MD CHR. TODD: (501) 442-0166. (10/12)

Adult CHR wildman! Uptempo, energetic, creative, hardworking team player. 8-track production junkie with seven years' experience. ROD: (614) 397-4486. (10/12)

POSITIONS SOUGHT

DC/Baltimore area. 15 year veteran PD/MD experience seeks Full or parttime AT AC/CHR/Gold. MIKE: (703) 204-9465. (10/12)

Major market AM/PM drive Personality available now. CHR/AC experience, winning attitude, and well worth the call. BILL KNIGHT: (412) 934-3476. (10/12)

Q&A:

Question: How do you get to be No. 1 in adults and No. 1 in your market?
ANSWER: HOT AC/ADULT CHR FORMAT!
PROMOTION-ORIENTED PROGRAMMER/
MORNINGS READY TO DELIVER!
Call today. 512-578-0821.

Seeking a leader? General Manager, network background, extensive news experience, 20 year veteran, no job too large, I get results. JOHN: (407) 299-5212. (10/12)

Going mobile. Small/medium market CHR AT ready to move up to next challenge. Team player with great attitude, and ability to work even harder. DAN: (502) 825-4117. (10/12)

Talented radio news pro with fifteen years' experience, including Houston, San Diego and San Jose. Seeking Anchor position in So. Cal. KATHY: (805) 831-9797. (10/12)

Country AT with one year on-air, seeks relocation to your Country/AOR/CHR station. SCOTT: (714) 962-8115. (10/12)

Experienced Air Talent seeks fulltime airshift in NJ/Philly or NYC. BRENDA: (609) 896-3349. (10/12)

R&R Opportunities Display Advertising

Display: \$55 per inch per week (maximum 35 words per inch). Includes border and logo.

Blind Box: \$65 per inch per week (maximum 35 words per inch). Includes border, box number and postage/handling.

Payable In Advance

Display & Blind Box Advertising orders must be typewritten 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.

The BOYS

Question: What do you use to follow up on a #1 Urban and Crossover Hit?

URBAN CONTEMPORARY
SECOND WEEK:
MOST ADDED AGAIN
NOW ON 43 REPORTERS —
AND BREAKER BOUND!

Answer: "THING CALLED LOVE"
The explosive new single
that continues the "Crazy"
Funk.

Produced by
Daryl & Kayo
for LAFACE, Inc.
Executive Producers:
Antonio Reed
Kenneth B. Edmonds

Available on Motown
CD, Cassette and LP



The future IS Guy



DAMION HALL

TEDDY RILEY

AARON HALL

First Week
Urban Contemporary
#1 Most Added!
BREAKERS

UC Chart: Debut **37**
84 UC Reporters — 89%

Wanna get with U

MCA

THE FIRST SINGLE FROM THE
FORTHCOMING ALBUM GUY...THE FUTURE

Produced By Teddy Riley • Co-Produced By Guy (Teddy Riley, Aaron Hall, Damion Hall)



© 1999 MCA Records, Inc.



		OCTOBER 12, 1990									
3	2					Total					
WKS	WKS	LW	TW					Reports/Adds	Heavy	Medium	Light
8	3	3	1	REBA McENTIRE/You Lie (MCA)	184/0	170	10	4			
7	2	2	2	MARK CHESNUTT/Too Cold At Home (MCA)	182/0	170	10	2			
13	8	6	3	JOE DIFFIE/Home (Epic)	185/1	148	33	4			
6	5	4	4	JUDDS/Born To Be Blue (Curb/RCA)	179/0	131	38	10			
17	11	7	5	BAILLIE & THE BOYS/Fool Such As I (RCA)	174/1	122	46	6			
1	1	1	6	GARTH BROOKS/Friends In Low Places (Capitol)	162/0	117	37	8			
18	13	9	7	RANDY TRAVIS & GEORGE JONES/A Few Ole Country Boys (WB)	178/0	107	63	8			
19	14	10	8	ANNE MURRAY/Feed This Fire (Capitol)	175/2	113	50	12			
22	15	11	9	HOLLY DUNN/You Really Had Me Going (WB)	180/3	98	68	14			
23	17	12	10	EXILE/Yet (Arista)	182/0	78	91	13			
25	18	13	11	DON WILLIAMS/Back In My Younger Days (RCA)	182/1	70	102	10			
27	21	16	12	EDDIE RABBITT/American Boy (Capitol)	180/3	52	105	23			
21	19	15	13	RESTLESS HEART/When Somebody Loves You (RCA)	164/0	61	86	17			
24	20	17	14	VERN GOSDIN/This Ain't My First Rodeo (Columbia)	166/2	60	85	21			
30	25	18	15	CONWAY TWITTY/Crazy In Love (MCA)	173/4	39	113	21			
38	27	19	16	K.T. OSLIN/Come Next Monday (RCA)	181/4	28	122	31			
28	24	20	17	MARTY STUART/Western Girls (MCA)	167/1	35	99	33			
15	10	8	18	LIONEL CARTWRIGHT/My Heart Is Set On You (MCA)	142/0	80	48	14			
5	4	5	19	GEORGE STRAIT/Drinking Champagne (MCA)	131/0	58	61	12			
50	37	26	20	SHENANDOAH/Ghost In This House (Columbia)	180/21	5	106	69			
29	26	22	21	RICKY SKAGGS/He Was On To Somethin' (Epic)	161/7	24	99	38			
37	32	25	22	T. GRAHAM BROWN/Moonshadow Road (Capitol)	159/8	15	101	43			
40	35	28	23	HIGHWAY 101/Someone Else's Trouble Now (WB)	163/15	6	96	61			
—	48	32	24	ALAN JACKSON/Chasin' That Neon Rainbow (Arista)	166/28	6	73	87			
45	36	29	25	WILLIE NELSON/Ain't Necessarily So (Columbia)	162/18	4	83	75			
36	31	27	26	MATRACA BERG/Things You Left Undone (RCA)	148/7	11	76	61			
46	41	33	27	VINCE GILL/Never Knew Lonely (MCA)	151/21	3	78	70			
39	34	30	28	BILLY JOE ROYAL/A Ring Where A Ring Used To Be (Atlantic)	143/8	6	82	55			
43	39	34	29	PATTY LOVELESS/The Night's Too Long (MCA)	136/12	2	78	56			
—	42	35	30	TRAVIS TRITT/Put Some Drive In Your Country (WB)	141/14	3	57	81			
12	7	14	31	DESERT ROSE BAND/Story Of Love (MCA/Curb)	86/0	14	51	21			
44	40	37	32	ROSANNE CASH/What We Really Want (Columbia)	129/9	2	61	66			
41	38	36	33	MICHAEL MARTIN MURPHEY/Cowboy Logic (WB)	103/0	14	51	38			
2	9	23	34	LEE GREENWOOD/Holdin' A Good Hand (Capitol)	60/0	22	28	10			
48	44	40	35	SAWYER BROWN/When Love Comes Callin' (Curb/Capitol)	108/10	6	47	55			
BREAKER	16	22	31	37 KENTUCKY HEADHUNTERS/Rock 'N' Roll Angel (Mercury)	116/14	3	36	77			
—	4	6	24	38 ALABAMA/Jukebox In My Mind (RCA)	52/0	25	17	10			
—	47	43	41	39 STEVE WARINER/Precious Thing (MCA)	50/0	12	24	14			
—	—	—	42	40 EDDY RAVEN/Zydeco Lady (Capitol)	85/0	3	42	40			
—	—	—	43	41 DAN SEALS/Bordertown (Capitol)	95/12	1	24	70			
—	14	12	21	42 KENNY ROGERS & DOLLY PARTON/Love Is Strange (Reprise)	53/1	9	26	18			
—	49	47	45	43 MARK COLLIE/Hardin County Line (MCA)	84/3	2	31	51			
DEBUT	—	—	46	44 DWIGHT YOAKAM/Turn It On, Turn It Up, Turn Me Loose (Reprise)	89/38	2	14	73			
—	—	—	47	45 MARIE/Like A Hurricane (Curb)	80/7	4	23	53			
DEBUT	—	—	48	46 KEVIN WELCH/Praying For Rain (Reprise)	80/11	1	22	57			
—	—	—	49	47 MICHELLE WRIGHT/Woman's Intuition (Arista)	80/8	1	26	53			
DEBUT	—	—	50	48 WAYLON JENNINGS/Where Corn Don't Grow (Epic)	75/7	0	17	58			
DEBUT	—	—	51	49 ROBIN LEE/Love Letter (Atlantic)	74/12	0	13	61			
DEBUT	—	—	52	50 RODNEY CROWELL/Now That We're Alone (Columbia)	69/33	0	11	58			
DEBUT	—	—	53	51 MARY-CHAPIN CARPENTER/You Win Again (Columbia)	71/28	0	7	64			

MOST ADDED

- RICKY VAN SHELTON (38)
- DWIGHT YOAKAM (38)
- ROB CROSBY (34)
- RODNEY CROWELL (33)
- CARLENE CARTER (31)
- TANYA TUCKER (31)
- MARY-CHAPIN CARPENTER (28)
- ALAN JACKSON (28)
- AARON TIPPIN (25)
- VINCE GILL (21)
- SHENANDOAH (21)

HOTTEST

- MARK CHESNUTT (118)
- REBA McENTIRE (118)
- GARTH BROOKS (88)
- JOE DIFFIE (74)
- JUDDS (61)
- BAILLIE & THE BOYS (46)
- TRAVIS & JONES (45)
- GEORGE STRAIT (25)
- ANNE MURRAY (25)
- LIONEL CARTWRIGHT (20)
- HOLLY DUNN (20)

NEW ARTISTS

- | | Reports/Adds |
|--|--------------|
| 1 CANYON/Dam... (16th Ave./Curb) | 66/13 |
| 2 AARON TIPPIN/You've Got To... (RCA) | 60/25 |
| 3 JEFF CHANCE/Talkin' To Your... (Merc.) | 48/2 |
| 4 RAY KENNEDY/What A Way To Go (Atl.) | 35/15 |
| 5 McBRIDE & THE RIDE/Felicia (MCA) | 35/2 |
| 6 ROB CROSBY/Love Will Bring... (Arista) | 34/34 |
| 7 KELLY WILLIS/Looking For... (MCA) | 19/8 |
| 8 CEE CEE CHAPMAN/Everything (Curb/Cap.) | 11/2 |
| 9 CORBIN/MANNER/When You... (Merc.) | 10/9 |
| 10 GOLDENS/Take Me Back (Cap.) | 9/8 |

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

KENTUCKY HEADHUNTERS Rock 'N' Roll Angel (Mercury)

On 63% of reporting stations. Rotations: Heavy 3, Medium 36, Light 77, Total Adds 14, WGNA, WVAM, WOKQ, WAJR, KSSN, WQYK, KWMT, KZKX, WMUS, WQXK, KKCS, KNAX, KWHT, KDRK. Moves 49-42-36 on the Country chart.

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

TRIPLE PLAY!

BILLY JOE ROYAL
"A RING WHERE
A RING USED TO BE"

28

ROBIN LEE
"LOVE LETTER"
Debut 48

RAY KENNEDY
"WHAT A WAY TO GO"
In just 2 weeks
Significant Action
35/15



T RIPPIN' WITH T IPPIN

"How I Spent My Summer Vacation"



"THE NEXT NEW VOICE IN COUNTRY MUSIC TO PAY ATTENTION TO IS AARON TIPPIN!"
— GREG COLE, MD, WPOE, BALTIMORE



"AARON TIPPIN IS AN ALL-AMERICAN KIND OF GUY. AARON'S MUSIC AND LYRICS ARE IN TOUCH WITH TODAY'S AMERICAN CONSCIOUSNESS."
— DAVE SAEPEL, MD, KKCS, COLORADO SPRINGS



"IF COUNTRY MUSIC IS GOING BACK TO THE BASICS IN THE '90'S, THEN AARON TIPPIN WILL BE THE PERSONIFICATION OF HANK WILLIAMS, SR."
— KEN JOHNSON, PD, WYRK, BUFFALO



"ON A RECENT RCA PROMOTION TOUR, AARON TIPPIN VISITED OUR STATION AND GAVE AN IMPROMPTU LIVE CONCERT IN OUR CONFERENCE ROOM. AARON WAS AN INSTANT HIT WITH OUR ENTIRE STAFF."
— LARRY DANIELS, OM, KNIX, PHOENIX



"AARON'S SONGWRITING TALENT AND VOCAL STYLE ARE WHAT COUNTRY IS ALL ABOUT. AFTER MEETING HIM, IT'S EASY TO UNDERSTAND RCA'S EXCITEMENT!"
— CHARLIE LINDSEY, PD, WEZZ, CHARLESTON



"THE SONGS ARE GENUINE. I THINK YOU'LL BE HEARING A LOT FROM AARON TIPPIN."
— SCOTT HUSKY, OM, KCYY, SAN ANTONIO



"I SAW THE VIDEO OF 'YOU'VE GOT TO STAND FOR SOMETHING.' YOU'VE GOT A HIT WITH AARON TIPPIN."
— KEN BOESEN, PD, KUAD, FORT COLLINS



"AFTER LISTENING TO AARON TIPPIN'S 'YOU'VE GOT TO STAND FOR SOMETHING,' I KNEW IT WAS A BLUE COLLAR PITTSBURGH KIND OF SONG."
— RON ANTILL, PD, WDSY, PITTSBURGH



"AND SOME PEOPLE JUST TAKE MORE CONVINCING THAN OTHERS!"
— LES ACREE, PD, WIVK, KNOXVILLE
~~WICR WINSTON SALEM~~

We couldn't have said it better ourselves.
The new single from AARON TIPPIN
"You've Got To Stand For Something"



NEW & ACTIVE

DAN SEALS "Bordertown" (Capitol) 95/12

Rotations: Heavy 1, Medium 24, Light 70, Total Adds 12, WGNA, WQCB, WSNO, WPOR, WXBO, WOKK, WKYQ, WYYD, WCHY, WYNG, KZKX, KRKT. Heavy: WDAF. Medium: WDSY, WWVA, KEAN, WWNC, WTVY, WFLS, WDXE, WKNN, KHAK, KCJB, WOV, KTTS, KFDI, KASH, KUZZ, KVOC, KALF. Moves 47-40 on the Country chart.

DWIGHT YOAKAM "Turn It On, Turn It Up, Turn Me Loose" (Reprise) 89/38

Rotations: Heavy 2, Medium 14, Light 73, Total Adds 38 including WVAM, WQCB, WHWK, WDSY, WPOR, WILQ, WWNC, KSCS, WKML, WHEW, WESC, KNFM, WLWI, WCMS, WOWW, KJNE, KHAK, WONE, WASKFM, WHOK. Heavy: WTNT. Medium: WTVY, WAMZ, KFGO, WDAF, WOW, KFDI, KUZZ, KALF, KCKC. Debuts at number 43 on the Country chart.

KEVIN WELCH "Praying For Rain" (Reprise) 80/11

Rotations: Heavy 1, Medium 22, Light 57, Total Adds 11, WTCR, WYNN, WHLZ, KLLL, WKHK, KJNE, KHAK, WKKK, KWJJ, KSON, KMPS. Heavy: WTNT. Medium: WPOC, WSNO, WDSY, WICO, WSTH, WSIX, WUSQ, KBMR, WAXX, KFGO, WOV, KTTS, WDEZ, KFDI, KRKT, KASH, KUZZ, KALF, KUGN, KEKB, KCKC, KEEN. Debuts at number 45 on the Country chart.

MICHELLE WRIGHT "Woman's Intuition" (Arista) 80/8

Rotations: Heavy 1, Medium 26, Light 53, Total Adds 8, WTCR, WPOR, WKKQ, KWMT, KZKX, KRKT, KFMS, KDRK. Heavy: WICO. Medium: KMML, WWNC, WSTH, WFLS, WHEW, WPAP, WUSQ, KBMR, KHAK, KFGO, KCJB, WOW, WFMB, KEKY, WTCM, KVOO. Moves 49-46 on the Country chart.

MARIE "Like A Hurricane" (Curb) 80/7

Rotations: Heavy 4, Medium 23, Light 53, Total Adds 7, KYKR, WMSI, KJNE, WFMS, WFMB, KFMS, KCCY. Heavy: WSNO, WSTH, WSLR, KRKT. Medium: WYNY, WKAK, WWNC, WFLS, WHEW, KLUR, KBMR, WKKK, WAXX, KFGO, KCJB, WOW, KTTS, KWOX, KUUY. Moves 48-44 on the Country chart.

WAYLON JENNINGS "Where Corn Don't Grow" (Epic) 75/7

Rotations: Heavy 0, Medium 17, Light 58, Total Adds 7, WHWK, WAJR, WHLZ, WKKQ, KCJB, KFMS, KRAK. Medium: WICO, WWNC, KASE, WSTH, WFLS, WTNT, KFGO, KWMT, WDAF, WOW, KTTS, KFDI, KRKT, KASH, KUZZ, KALF. Debuts at number 47 on the Country chart.

ROBIN LEE "Love Letter" (Atlantic) 74/12

Rotations: Heavy 0, Medium 13, Light 61, Total Adds 12, WOKQ, WZPR, WXKX, WHEW, WMSI, KSSN, KJNE, WSLR, KBMR, WQXK, KRKT, KCKS. Medium: WYNY, WKAK, WWNC, WFLS, WHEW, KLUR, KBMR, WKKK, WAXX, KFGO, KCJB, WOW, KTTS, KWOX, KALF. Debuts at number 48 on the Country chart.

MARY-CHAPIN CARPENTER "You Win Again" (Columbia) 71/28

Rotations: Heavy 0, Medium 7, Light 64, Total Adds 28 including WQCB, WYNY, WPOR, WMZQ, KRRV, WSTH, KIKK, KILTFM, WPCV, KNFM, WKSJ, WOWW, KRMD, KLUR. Medium: WKNN, WAXX, WCUZ, WTSO, WOW, KALF. Debuts at number 50 on the Country chart.

RODNEY CROWELL "Now That We're Alone" (Columbia) 69/33

Rotations: Heavy 0, Medium 11, Light 58, Total Adds 33 including WCAO, WYNY, WZPR, WICO, KEAN, KYKR, WKML, WMSI, WPCV, KLLL, KNFM, WKSJ, KHAK, WAXX, WWJO. Medium: WXTU, WSTH, WTVY, WFLS, WCUZ, WOW, KIK-FM, KNIX, KCCY. Debuts at number 49 on the Country chart.

CANYON "Dam These Tears" (16th Ave/Curb) 66/13

Rotations: Heavy 0, Medium 10, Light 56, Total Adds 13, WHWK, WTCR, KSCS, WTVN, WIVK, WPCV, WFMB, KYKX, WOKK, WQDR, WYYD, KRWQ, KFMS. Medium: KEAN, WWNC, WSTH, WTVY, KFGO, WOW, KWGX, KRKT, KASH, KALF.

AARON TIPPIN "You've Got To Stand For Something" (RCA) 60/25

Rotations: Heavy 0, Medium 6, Light 54, Total Adds 25, WYNY, WKAK, WWNC, WYAY, WKML, WESC, WMSI, WPCV, KNFM, WQDR, KBMR, KHAK, WAXX, WASKFM, WTSO, WWJO, WTHI, KWOX, KUGZ, KGHL, KUUY, KRWQ, KRAK, KEEN, KMPS.

SHELBY LYNNE "Things Are Tough All Over" (Epic) 57/14

Rotations: Heavy 0, Medium 7, Light 50, Total Adds 14, WVAM, WCAO, WSNO, WYNY, WWNC, KYKR, WMSI, WQDR, WCHY, WTSO, WWJO, KRKT, KUAD, KRAK. Medium: WSTH, WTVY, WCMS, KTTS, KFDI, KSOP.

SIGNIFICANT ACTION

CARLENE CARTER "Come On Back" (Reprise) 53/31

Rotations: Heavy 0, Medium 3, Light 50, Total Adds 31 including WQBE, WAYZ, WYNY, WICO, WKAK, KRRV, WRNS, WPCV, KNFM, WQDR, KLUR, WTQR, WAXX, WGEE, WOW. Medium: WXBO, WCUZ.

TANYA TUCKER "It Won't Be Me" (Capitol) 53/31

Rotations: Heavy 0, Medium 2, Light 51, Total Adds 31 including WYNY, WRKZ, WICO, KEAN, KMML, KAYD, KIKK, WDXE, WGKX, WSIX, WYYD, WUSQ, KHAK, KWMT, WFMS, WWJO.

JEFF CHANCE "Talkin' To Your Picture" (Mercury) 48/2

Rotations: Heavy 0, Medium 5, Light 43, Total Adds 2, WHEW, KUAD. Medium: WWNC, WSTH, KTTS, KFDI, KRKT. Light: WVAM, WSNO, WHWK, WYNY, WICO, WKAK, KRRV, WDXE, KSSN, KYKX, WQDR, KJNE, KLUR, WUSQ, WKKQ, KWMT.

WILD ROSE "Everything He Touches" (Capitol) 46/8

Rotations: Heavy 0, Medium 10, Light 36, Total Adds 8, WAJR, KYKR, KHEY, WCMS, KBMR, WKKQ, WDAF, WDEZ. Medium: WSTH, WTVY, WFLS, KLLL, WKNN, WAXX, KFDI, KRKT, KASH, KALF. Light: WYNY, WDSY, WKAK, KTTS, WWJO.

LEE ROY PARNELL "Family Tree" (Arista) 46/4

Rotations: Heavy 0, Medium 8, Light 38, Total Adds 4, WQBE, KSSN, KLLL, WKSJ. Medium: WSTH, KPLX, WTVY, WOW, WTCM, KFDI, KRKT, KASH. Light: WYNY, WRKZ, WDSY, KRRV, KMML, KASE, WTDR, WRNS, WKML, WIVK, WDXE, KYKX.

RICKY VAN SHELTON "Life's Little Ups And Downs" (Columbia) 43/38

Rotations: Heavy 2, Medium 7, Light 34, Total Adds 38 including WCAO, WPOC, WYNY, WWVA, WILQ, KEAN, KASE, WXBO, WSC, KPLX, WESC, WPCV, WGKX, KNFM, WLWI, WYYD, WUSQ, WAXX, KWMT, KIXQ, WDAF.

RAY KENNEDY "What A Way To Go" (Atlantic) 35/15

Rotations: Heavy 0, Medium 5, Light 30, Total Adds 15, WDSY, WKAK, KRRV, KMML, WKML, WFLS, WSIX, WAXX, WDAF, WOW, KTRK, KFDI, KWOX, KUGN, KNCQ. Medium: WRNS, WSTH, WTVY, KUZZ, KEEN.

McBRIDE & THE RIDE "Felicia" (MCA) 35/2

Rotations: Heavy 0, Medium 7, Light 28, Total Adds 2, WPCV, WTNT. Medium: WSTH, WTVY, WOW, KFDI, KRKT, KNIX. Light: WSNO, WYNY, WRKZ, KRRV, KMML, WTDR, WFLS, WDXE, KJNE, WAXX, KFGO, KIIQ.

ROB CROSBY "Love Will Bring Her Around" (Arista) 34/34

Rotations: Heavy 0, Medium 2, Light 32, Total Adds 34, WRKZ, WDSY, WICO, WKAK, KMML, WSTH, WKML, WFLS, WDXE, WKSJ, WUSQ, KBMR, KFGO, KCJB, KXXY, KTTS, WDEZ, KFDI, KWOX, KRKT, KASH, KGHL, KVOC, KUUY, KALF, KNAX.

JOHNNY CASH "Goin' By The Book" (Mercury) 31/0

Rotations: Heavy 2, Medium 9, Light 20, Total Adds 0. Heavy: WYNY, KUGN. Medium: WRNS, WTNT, WDAF, WOW, WTCM, KFDI, KRKT, KALF, KNCQ. Light: WQBE, WZPR, KKIX, WFLS, KSSN, WPAP, WAXX, KWMT, WCUZ, KVOO, KGHL, KVOC.

FORESTER SISTERS "Old Enough To Know" (WB) 25/1

Rotations: Heavy 0, Medium 7, Light 18, Total Adds 1, KTRK. Medium: KASE, WUSY, WSTH, WTVY, KFDI, KRKT, KALF. Light: WYNY, WRKZ, WWVA, KLUR, WUSQ, KFGO, WOW, KTTS, KVOO, KWOX, KVOC, KUGN, KEKB, KMIX, KNCQ, KIIQ.

SKIP EWING "The Dotted Line" (MCA) 24/8

Rotations: Heavy 0, Medium 1, Light 23, Total Adds 8, WRKZ, WICO, WSTH, WFLS, KYKX, WUSQ, KRKT, KALF. Medium: WOW. Light: WKAK, KMML, WTVY, WKML, KLUR, KFGO, KTTS, KVOO, KFDI, KWOX, KJK-FM, KVOC, KUAD, KRWQ, KIIQ.

KELLY WILLIS "Looking For Someone Like You" (MCA) 19/8

Rotations: Heavy 0, Medium 2, Light 17, Total Adds 8, WYNY, WDSY, WFLS, WIVK, WCMS, WUSQ, KFGO, WDAF, KFDI, KWOX, KVOC, KUUY, KSOP. Light: WTVY, KXXY, KIK-FM.

LEE GREENWOOD "We've Got It Made" (Capitol) 18/15

Rotations: Heavy 0, Medium 2, Light 16, Total Adds 15, WAYZ, WYNY, WDSY, WFLS, WIVK, WCMS, WUSQ, KFGO, WDAF, KFDI, KWOX, KVOC, KUUY, KSOP. Light: WTVY, KXXY, KIK-FM.

GARY MORRIS "Workin' Man Blues" (Capitol) 16/3

Rotations: Heavy 0, Medium 2, Light 14, Total Adds 3, WYNY, KTTS, KALF. Medium: WYNY, KFDI. Light: WDSY, WBEE, WKAK, WSTH, WKML, WFLS, KLUR, WUSQ, KFGO, KVOO, KIIQ.

JAMES HOUSE "You Just Get Better All The Time" (MCA) 11/11

Rotations: Heavy 0, Medium 0, Light 11, Total Adds 11, WICO, KMML, WSTH, WTVY, WDXE, WCMS, KFGO, KFDI, KRKT, KVOC, KNCQ.

CEE CEE CHAPMAN "Everything" (Curb/Capitol) 11/2

Rotations: Heavy 0, Medium 0, Light 11, Total Adds 2, KRRV, KLUR. Light: WCAO, WRKZ, KMML, WSTH, WFLS, KFGO, KTTS, KWOX, KIIQ.

CORBIN/HANNER "When You Love In Vain" (Mercury) 10/9

Rotations: Heavy 0, Medium 1, Light 9, Total Adds 9, WDSY, WICO, WKAK, KRRV, WSTH, WFLS, WDXE, KLUR, WOW. Light: WTVY.

JENNINGS, NELSON, CASH, & KRISTOFFERSON "American Remains" (Columbia) 10/4

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 4, WFLS, KFGO, KNCQ, KEEN. Light: WSTH, WTVY, WCMS, KVOO, KIK-FM, KIIQ.

HOYT AXTON "Mountain Right" (DPI) 10/3

Rotations: Heavy 0, Medium 2, Light 8, Total Adds 3, WTCR, WKML, KFGO. Medium: KRKT, KGHL. Light: WSNO, WCUZ, KTTS, KWOX, KFDI.

GOLDENS "Take Me Back (To The Country)" (Capitol) 9/8

Rotations: Heavy 0, Medium 1, Light 8, Total Adds 8, WYNY, WDSY, WICO, WSTH, WAXX, KTTS, KWOX, KALF. Medium: KFDI.

DELBERT McCLINTON "Who's Foolin' Who" (Curb) 9/1

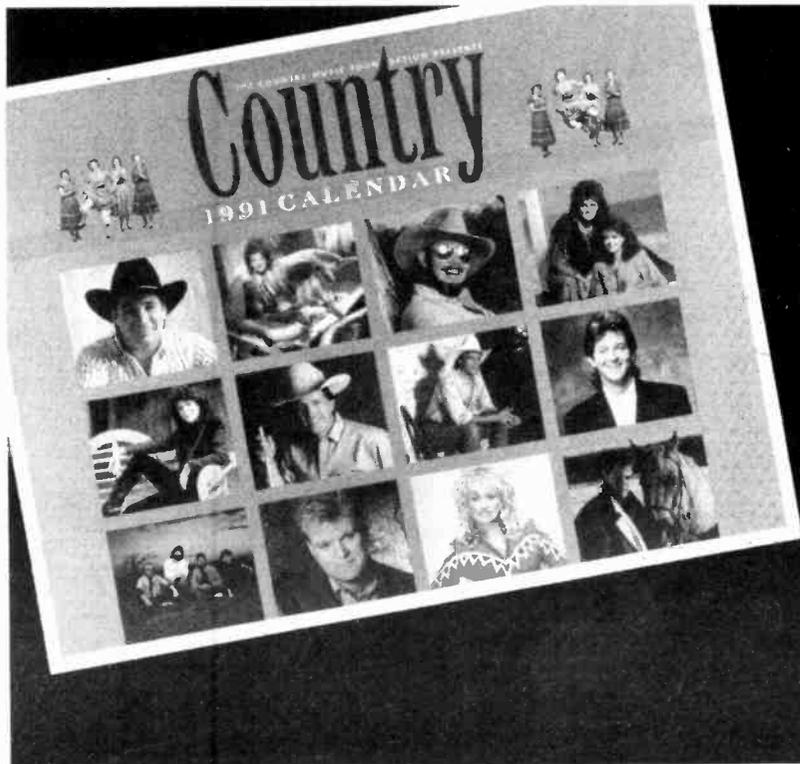
Rotations: Heavy 0, Medium 1, Light 8, Total Adds 1, WOKQ. Medium: KRKT. Light: WYNY, WDXE, KLUR, WSLR, KFGO, KWMT, KTTS.

MARK LUCAS "Seein' You" (Broken) 9/1

Rotations: Heavy 0, Medium 0, Light 9, Total Adds 1, KLUR. Light: WSNO, WRKZ, WICO, WSTH, WKML, KFGO, KVOO, KFDI.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
GARTH BROOKS/Unanswered Prayers (Capitol)	No Fences
ALABAMA/Forever Is As Far As I'll Go (RCA)	Pass It On Down
GARTH BROOKS/The Thunder Rolls (Capitol)	No Fences
GARTH BROOKS/Wild Horses (Capitol)	No Fences
DOUG STONE/These Lips Don't Know How To Smile (Epic)	Doug Stone
JUDDS/Calling In The Wind (Curb/RCA)	Love Can Build A Bridge
RESTLESS HEART/Long Lost Friend (RCA)	Fast Movin' Train
GARTH BROOKS/Mr. Blue (Capitol)	No Fences
PATTY LOVELESS/I'm That Kind Of Girl (MCA)	On Down The Line
GEORGE STRAIT/I've Come To Expect It From You (MCA)	Livin' It Up
JAMES HOUSE/I Wanna Be The One (MCA)	Hard Times For An Honest Man
RANDY TRAVIS & B.B. KING/Waiting On The Light To Change (WB)	Heroes And Friends
MARK CHESNUTT/Your Love Is A Miracle (MCA)	Too Cold At Home



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SONG INFORMATION INDEX

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

HOYT AXTON "Mountain Right" (DPI 5000)
 Prod: Donna Roberts Axton, Al Johnson Wr: Jeff Tweel, Michael Garvin Pub: Tree Publishing (BMI) Mgr: Mae Axton

B

BAILLIE & THE BOYS "Fool Such As I" (RCA 2641-7)
 Prod: Kyle Lehning Wr: Bill Trader Pub: MCA Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

MATRACA BERG "The Things You Left Undone" (RCA 2644-7)
 Prod: Wendy Waldman, Josh Leo Wr: Matraca Berg, Ronnie Samoset Pub: Warner-Tamerlane Publishing; WB Music/Samosonian Songs (BMI); ASCAP) Mgr: Chuck Flood

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

T. GRAHAM BROWN "Moonshadow Road" (Capitol 79269)
 Prod: Barry Beckett, T. Graham Brown Wr: T. Graham Brown, Varion Thompson, Gary Nicholson Pub: EMI April/Ideas Of March Music/Cross Keys Publishing (ASCAP) Mgr: C.K. Spurlock

C

CANYON "Dam These Tears" (16th Ave./Curb 70445)
 Prod: Ron Chancey Wr: Mike Geiger, Woody Mullis Pub: Acuff-Rose Music; Milene Music (BMI); ASCAP) Mgr: John Milam

MARY-CHAPIN CARPENTER "You Win Again" (Columbia 38 73567)
 Prod: John Jennings, Mary-Chapin Carpenter Wr: Mary-Chapin Carpenter Pub: EMI April Music/Getareajob Music (ASCAP) Mgr: John Simson, Tom Carrico

CARLENE CARTER "Come On Back" (Reprise 7-19564)
 Prod: Howie Epstein Wr: Carlene Carter Pub: Carleoney Tunes/Chrysalis Music Group (ASCAP) Mgr: Bill Carter

LIONEL CARTWRIGHT "My Heart Is Set On You" (MCA 79046)
 Prod: Stuart Smith, Tony Brown Wr: Lionel Cartwright Pub: Silverline Music; Long Run Music (BMI) Mgr: Noel Fox

JOHNNY CASH "Goin' By The Book" (Mercury 878 292)
 Prod: Jack Clement Wr: Chester Lester Pub: Chester Lester Music/Vidor Publishing/Warner Elektra Asylum Music (BMI) Mgr: Lou Robin

ROSANNE CASH "What We Really Want" (Columbia 38 73517)
 Prod: Rosanne Cash Wr: Rosanne Cash Pub: Chekatt Music/Bug Music (BMI) Mgr: Will Botwin

JEFF CHANCE "Talkin' To Your Picture" (Mercury 878 056)
 Prod: Harold Shedd Wr: Dave Lindsey, Lee Bach Pub: PolyGram International/Amanda-Lin Music; Nashville Title Wave Music (BMI) Mgr: Bobby Roberts

CEE CEE CHAPMAN "Everything" (Curb/Capitol 79277)
 Prod: Jimmy Bowen, Cee Cee Chapman Wr: Hillary Kanter, Even Stevens Pub: ESP Music (BMI) Mgr: John Dorris, Mike Seidel, Bobby Fischer

MARK CHESNUTT "Too Cold At Home" (MCA 79054)
 Prod: Mark Wright Wr: Bobby L. Harden Pub: EMI April Music/K-Mark Music (ASCAP) Mgr: BDM Management

MARK COLLIE "Hardin County Line" (MCA 79078)
 Prod: Doug Johnson, Tony Brown Wr: Mark Collie, Ronny Scaife Pub: PolyGram International Publishing/Partnership Music; Songs Of PolyGram International/Partner Music (ASCAP; BMI) Mgr: Don Light

CORBIN/HANNER "When You Love In Vain" (Mercury 878 308)
 Prod: Harold Shedd, Bob Corbin, Dave Hanner Wr: Bob Corbin Pub: Bob Corbin Music/PRI Music (ASCAP) Mgr: Bob Burwell

ROB CROSBY "Love Will Bring Her Around" (Arista 2124)
 Prod: Scott Hendricks Wr: Rob Crosby, Will Robinson Pub: Grand Coalition Music/Maypop Music (BMI) Mgr: Steve Small

RODNEY CROWELL "Now That We're Alone" (Columbia 38 73569)
 Prod: Tony Brown, Rodney Crowell Wr: Rodney Crowell Pub: Coolwell Music/Granite Music (ASCAP) Mgr: Bill Carter

D

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, Johnny Slate Wr: Andy Spooner, Fred Lehner Pub: Texas Wedge Music (ASCAP) Mgr: Danny Morrison, Johnny Slate

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 "The Dotted Line" (MCA 53916)
 Prod: Skip Ewing, Randy Scruggs Wr: Skip Ewing, Don Schlitz Pub: Acuff-Rose Music; Don Schlitz Music (BMI); ASCAP) Mgr: Sandy Brokaw

EXILE "Yet" (Arista 2075)
 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 "Old Enough To Know" (WB 7-19766)
 Prod: Wendy Waldman Wr: Wendy Waldman, Frann Golde Pub: Moon and Stars Music/Longitude Music/Chesca Tunes/Virgin Songs (BMI) Mgr: Jim Halsey

G

VINCE GILL "Never Knew Lonely" (MCA 53892)
 Prod: Tony Brown Wr: Vince Gill Pub: Benefit Music (BMI) Mgr: Fitzgerald-Hartley

GOLDENS "Take Me Back (To The Country)" (Capitol/SBK 79319)
 Prod: Blake Chancey Wr: Golden, Perkins, Stricklin Pub: Wildfork Music/EMI April Music (ASCAP) Mgr: Bob Burwell

VERN GOSDIN "This Ain't My First Rodeo"

(Columbia 38 73491)
 Prod: Bob Montgomery Wr: Vern Gosdin, Hank Cochran, Max D. Barnes Pub: Hookem Music; Co-Heart Music, Hard Scratch, Irving Music (ASCAP; BMI) Mgr: Eddie Tickner

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

LEE GREENWOOD "We've Got It Made" (Capitol 79343)
 Prod: Jerry Crutchfield Wr: Sandy Ramos, Bob Regan Pub: Wrensong Publishing/Miller's Daughter Music/AMR Publications (ASCAP) Mgr: Jerry Bentley

H

HIGHWAY 101 "Someone Else's Trouble Now" (WB 7-19593)
 Prod: Paul Worley, Ed Seay Wr: Pam Tillis, Gary Nicholson Pub: Tree Publishing; Cross Keys Publishing (BMI); ASCAP) Mgr: Chuck Morris

JAMES HOUSE "You Just Got Better All The Time" (MCA 53934)
 Prod: Tony Brown Wr: Tony Joe White, Johnny Christopher Pub: Tennessee Swamp Fox Music/April Music (ASCAP) Mgr: Evelyn Shriver

J

ALAN JACKSON "Chasin' That Neon Rainbow" (Arista 2095)
 Prod: Keith Stregall, Scott Hendricks Wr: Alan Jackson, Jim McBride Pub: Mattie Ruth Music, Seventh Son Music/SBK April Music (ASCAP) Mgr: Barry Coburn

WAYLON JENNINGS "Where Corn Don't Grow" (Epic 34 73519)
 Prod: Richie Albright, Bob Montgomery Wr: Roger Murrah, Mark Allan Pub: Tom Collins Music, Murrah Music (BMI) Mgr: Jim Halsey

JENNINGS, NELSON, CASH, & KRISTOFFERSON "American Remains" (Columbia 38 73572)
 Prod: Chips Moman Wr: R. Rutherford Pub: Musicline (BMI) Mgr: Jim Halsey; Mark Rothbaum; Lou Robin; Mark Rothbaum

JUDDS "Born To Be Blue" (Curb/RCA 2597-7)
 Prod: Brent Maher Wr: Mike Reid, Brent Maher, Mack David Pub: Almo Music/Bro Blues Music/EMI April Music/Vancou Music (ASCAP) Mgr: Ken Stitts

K

RAY KENNEDY "What A Way To Go" (Atlantic 87960)
 Prod: Ray Kennedy Wr: Jim Rushing, Bobby David, Ray Kennedy Pub: PolyGram International Publishing (ASCAP) Mgr: Dale Morris

KENTUCKY HEADHUNTERS "Rock 'N' Roll Angel" (Mercury 878 214)
 Prod: Kentucky Headhunters Wr: Richard O. Young Pub: Head Cheese Music/PRI Music (ASCAP) Mgr: Mitchell Fox

L

ROBIN LEE "Love Letter" (Atlantic 7-87835)
 Prod: Nelson Larkin Wr: Bonnie Hayes Pub: Bob-A-Low Songs (ASCAP) Mgr: Larkin, Inc.

PATTY LOVELESS "The Night's Too Long" (MCA 79076)
 Prod: Tony Brown Wr: Lucinda Williams Pub: Lucy Jones Music (BMI) Mgr: G. Gerald Roy

MARK LUCAS "Seein' You" (Broken Records BR02)
 Prod: True West Productions Wr: Bill Truitt Pub: Coralles Music (ASCAP) Mgr: Unknown

SHELBY LYMNE "Things Are Tough All Over" (Epic 34 73521)
 Prod: Bob Montgomery Wr: Lisa Silver, Trey Bruce Pub: MCA Music (ASCAP) Mgr: Mark Rothbaum

M

MARIE "Like A Hurricane" (Curb 76840)
 Prod: James Stroud Wr: Michael Clark Pub: Warner-Tamerlane Publishing/Flying Dutchman Music (BMI) Mgr: Karl Engemann

McBRIDE & THE RIDE "Felicia" (MCA 79074)
 Prod: Tony Brown, Steve Fishell Wr: Terry McBride, Bill Carter, Ruth Ellsworth Pub: Violet Crown Music/Blame Music (BMI) Mgr: Ken Stitts

DELBERT McCLINTON "Who's Foolin' Who" (Curb 76839)
 Prod: Barry Beckett, Delbert McClinton Wr: Delbert McClinton, Steve Bogard Pub: Delbert McClinton Music/Lew-Bob Songs; WB Music/Rancho Bogardo Music (BMI); ASCAP) Mgr: Wendy Goldstein

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

GARY MORRIS "Workin' Man Blues" (Capitol 79317)
 Prod: Jimmy Bowen, Gary Morris Wr: Merle Haggard Pub: Tree Publishing Mgr: Steve Small

MICHAEL MARTIN MURPHEY "Cowboy Logic" (WB 7-19724)
 Prod: Steve Gibson, Michael Martin Murphey Wr: Don Cook, Chick Rains Pub: Cross Keys Publishing/Terrace Music (ASCAP) Mgr: Bob Burwell

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 "It Ain't Necessarily So" (Columbia 38 73518)
 Prod: Fred Foster Wr: Beth Nielsen Chapman Pub: Warner/Refuge Music, Macy Place Music (ASCAP) Mgr: Mark Rothbaum

O

K.T. OSLIN "Come Next Monday" (RCA 2667-7)
 Prod: Joe Scaife, Jim Cotton Wr: K.T. Oslin, Rony Michael Bourke, Charlie Black Pub: Tri-Chappell Music; Chappell & Co., Chappell & Co./Serenity Manor Music (SESAC; ASCAP) Mgr: Mores, Nanas, Golden, Peay

P

LEE ROY PARSELL "Family Tree" (Arista 2093)
 Prod: Barry Beckett Wr: Dave Durocher, Jeannie Smith Pub: Mount Pilot Music/Miss Kitty Music Mgr: Mike Robertson

EDDIE RABBITT "American Boy" (Capitol 79398)

Prod: Richard Landis Wr: Eddie Rabbitt Pub: Eddie Rabbitt Music (BMI) Mgr: Stan Mores

EDDY RAVEN "Zydeco Lady" (Capitol 79191)
 Prod: Barry Beckett Wr: Troy Seals, Eddy Raven Pub: WB Music/Two Sons Music/Ravensong (ASCAP) Mgr: John Dotson

RESTLESS HEART "When Somebody Loves You" (RCA 2663-7)
 Prod: Scott Hendricks, Tim DuBois, Restless Heart Wr: John Neel, Rick Giles Pub: Song Pantry Music, EEG Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

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 Krager; Sandy Gallin

BILLY JOE ROYAL "A Ring Where A Ring Used To Be" (Atlantic 7-87867)
 Prod: Nelson Larkin Wr: Gordon Eatherly, Bob Moulds, Kris Bergsnes Pub: Great Shakes Music/Hidden Harbor Music/Coxboro Music/Warner-Tamerlane Publishing (BMI) Mgr: Mark Ketchem, Nelson Larkin, Larry McFaden

S

SAWYER BROWN "When Love Comes Callin'" (Curb/Capitol 79231)
 Prod: Randy Scruggs, Mark Miller Wr: Mark Miller, Randy Scruggs Pub: Zoo II Music/Warner-Tamerlane Publishing; Randy Scruggs Music (ASCAP; BMI) Mgr: TKO Management

DAN SEALS "Bordertown" (Capitol 79280)
 Prod: Kyle Lehning Wr: Dan Seals, Bob McDill Pub: Pink Pig Music; PolyGram International Publishing/Ranger Bob Music (BMI); ASCAP) Mgr: Tony Gottlieb

RICKY VAN SHELTON "Life's Little Ups And Downs" (Columbia 38 73587)
 Prod: Steve Buckingham Wr: M.A. Rich Pub: Makamillion Music/Warner-Tamerlane Publishing (BMI) Mgr: Michael Campbell

SHENANDOAH "Ghost In This House" (Columbia 38 73520)
 Prod: Rick Hall, Robert Byrne Wr: Hugh Prestwood Pub: Careers Music (BMI) Mgr: Bill Carter

RICKY SKAGGS "He Was On To Somethin' (So He Made You)" (Epic 34 73496)
 Prod: Ricky Skaggs, Steve Buckingham Wr: Sonny Curtis Pub: Tree Publishing (BMI) Mgr: Bobby Cudd

GEORGE STRAIT "Drinking Champagne" (MCA 79070)
 Prod: Jimmy Bowen, George Strait Wr: Bill Mack Pub: Acuff-Rose Music (BMI) Mgr: Erv Woolsey

MARTY STUART "Western Girls" (MCA 79068)
 Prod: Richard Bennett, Tony Brown Wr: Marty Stuart, Paul Kennerley Pub: Songs Of PolyGram International/Irving Music/Littlemarch Music (BMI) Mgr: Bonnie Garner

T

AARON TIPPIN "You've Got To Stand For Something" (RCA 2664-7)
 Prod: Emory Gordy Jr. Wr: Aaron Tippin, Buddy Brock Pub: Acuff-Rose Music (BMI) Mgr: Starstruck Entertainment

RANDY TRAVIS & GEORGE JONES "A Few Ole Country Boys" (WB 7-19586)
 Prod: Kyle Lehning Wr: Troy Seals, Mentor Williams Pub: WB Music/Two Sons Music/Bamatuck Music/Mentor Williams Music (ASCAP) Mgr: Lib Hatcher, Nancy Jones

TRAVIS TRITT "Put Some Drive In Your Country" (WB 7-19715)
 Prod: Gregg Brown Wr: Travis Tritt Pub: Tree Publishing/Post Oak Publishing (BMI) Mgr: Ken Krager

TANYA TUCKER "It Won't Be Me" (Capitol 79338)
 Prod: Jerry Crutchfield Wr: Tom Shapiro, Chris Waters Pub: Edge O'Woods Music/Kinetic Diamond Music/Moline Valley Music (ASCAP) Mgr: Beau Tucker

CONWAY TWITTY "Crazy In Love" (MCA 79067)
 Prod: Jimmy Bowen, Conway Twitty, Dee Henry Wr: Even Stevens, Randy McCormick Pub: Screen Gems-EMI Music (BMI) Mgr: Dee Henry

W

STEVE WARINER "Precious Thing" (MCA 79051)
 Prod: Tony Brown Wr: Steve Wariner, Mac McAnally Pub: Steve Wariner Music; Beginner Music (BMI); ASCAP) Mgr: Vector Management

KEVIN WELCH "Praying For Rain" (Reprise 7-19585)
 Prod: Paul Worley, Ed Seay Wr: Chris Waters, Don Cook Pub: Cross Keys Publishing (ASCAP) Mgr: BBJO Entertainment Group

WILD ROSE "Everything He Touches (Turns To Gold)" (Capitol 79192)
 Prod: James Stroud Wr: Lionel Cartwright, Harry Stinson Pub: Silverline Music (BMI) Mgr: Sharon Eaves

DON WILLIAMS "Back In My Younger Days" (RCA 2677-7)
 Prod: Don Williams, Garth Fundis Wr: Danny Flowers Pub: Danny Flowers Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

KELLY WILLIS "Looking For Someone Like You" (MCA 53944)
 Prod: Tony Brown, John Guess Wr: Paul Kennerley, Kevin Welch Pub: Irving Music; Cross Keys Publishing (BMI); ASCAP) Mgr: Carlyne Majer

MICHELLE WRIGHT "Woman's Intuition" (Arista 2090)
 Prod: Rick Giles, Steve Bogard Wr: Steve Bogard, Rick Giles Pub: WB Music/Rancho Bogardo Music, Kinetic Diamond Music/Edge O'Woods Music (ASCAP) Mgr: Brian Ferriman

Y

DWIGHT YOAKAM "Turn It On, Turn It Up, Turn Me Loose" (Reprise 7-19543)
 Prod: Pete Anderson Wr: Kostas, Wayland Patton Pub: Songs Of PolyGram International; PolyGram International Publishing/Amanda-Lin Music (BMI); ASCAP) Mgr: Gary Borman

28th ANNUAL COUNTRY MUSIC AWARDS

Nashville

Country Songwriter of the Year

Country Publisher of the Year

Country Song of the Year

ASCAP IS MUSIC CITY PROUD!

From left to right: Tony Brown and Sheila Shipley of MCA Records; Charlie Monk of Milene Music; Judy Harris of Ha-Deb Music; Chamberlain, ASCAP's Connie Bradley, Porter; Debra Richardson of Ha-Deb Music.

WHAT'S GOING ON IN YOUR WORLD

Writers: David Chamberlain, Royce Porter
 Publishers: Ha-Deb Music, Milene Music, Inc.

THE AMERICAN SOCIETY OF COMPOSERS, AUTHORS AND PUBLISHERS

BREAKERS®

BRUCE HORNSBY & THE RANGE w/SHAWN COLVIN

Lost Soul (RCA)

54% of our reporters on it. Rotations: Heavy 0, Medium 17, Light 27, Total Adds 12 including KLCY, WKYE, WOBM, WMGS, WRMF, WSGY, WYKZ, KEZA, WTWR, WLDR.

DAVID CASSIDY

Lyn' To Myself (Enigma)

50% of our reporters on it. Rotations: Heavy 1, Medium 22, Light 18, Total Adds 7, WNSR, WWNK, KLSI, WLEV, WOBM, WYKZ, KIDZ. Debuts at number 30 on the AC chart.

NEW & ACTIVE

WHITNEY HOUSTON "I'm Your Baby Tonight" (Arista) 38/37

Rotations: Heavy 0, Medium 7/6, Light 31/31, Total Adds 37, WNSR, WNLT, KYKY, B100, WLEV, WJLK, WEBE, WRVC, WKYE, WZNY, WIVY, KMJC, WLHT, 3WM, WEIM, WECO, WGLL, WAFL, WSUL, WSKI, WSGY, WYKZ, KEZA, WGSV, KRLB, WNMB, WKCX, KTYL, KVIC, WCMJ, WMTFM, KZLT, KSCB, WTWR, KKL, KBLQ, KAYN.

JUDY COLLINS "Fires Of Eden" (Columbia) 38/10

Rotations: Heavy 0, Medium 10/1, Light 28/9, Total Adds 10, KS95, KLCY, WRVC, WOBM, WAHR, WRMF, KMJC, WAFL, WSGY, KVIC, Medium including WTCB, WRVR, 3WM, WEIM, WGLL, WGSV, WKCX, WLDR, KKL, Light including WLEV, WEBE, WKYE, KHLT, KELT, WECO, WSUL, WSKI, WYKZ, WNMB.

CELINE DION "Where Does My Heart Beat Now?" (Epic) 37/6

Rotations: Heavy 0, Medium 11/0, Light 26/6, Total Adds 6, WAHR, WIVY, WTFM, KELT, WSUL, KTID, Medium: WLEV, WOBM, WTCB, WEIM, WKCX, KVIC, WCMJ, KZLT, KKL, KBLQ, KWSI, Light including WNLT, KESZ, WEBE, WZNY, 3WM, WECO, WHAI, WGLL, WAFL, WSKI, WYKZ, WGSV, WNMB.

NEW KIDS ON THE BLOCK "Let's Try It Again" (Columbia) 31/6

Rotations: Heavy 1/0, Medium 9/1, Light 21/5, Total Adds 6, WWNK, WEBE, WVUD, WECO, WLDR, KAYN, Heavy: WEIM, Medium including WSUL, WSKI, WNMB, WMTFM, WFRO, KKL, KBLQ, KWSI, Light including WLTS, KLSY, WKYE, WAHR, KHLT, WLHT, WAFL, WYKZ, WGSV, WKCX, KTYL, WCMJ, KZLT, KSCB, WTWR, KIDZ.

ASIA "Days Like These" (Geffen) 29/0

Rotations: Heavy 1/0, Medium 14/0, Light 14/0, Total Adds 0, Heavy: WKYE, Medium: WLEV, WMGS, WEIM, WHAI, WGLL, WKCX, KVIC, WFRO, KZLT, KSCB, KKL, KBLQ, KAYN, KWSI, Light: B100, WRVC, KMJC, WECO, WAFL, WSUL, WSKI, WSGY, KEZA, WGSV, KRLB, WNMB, WCMJ, WLDR.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 ROD STEWART	82/2	68	8	6
2 RIGHTEOUS BROTHERS	78/0	67	8	3
3 DAN FOGELBERG	78/0	63	9	6
4 BREATHE	75/2	63	11	1
5 MARIAH CAREY	79/2	55	21	3
6 GEORGE MICHAEL	73/0	60	10	3
7 BETTE MIDLER	78/2	33	39	6
8 TAYLOR DAYNE	65/0	52	9	4
9 PHIL COLLINS	51/0	37	10	4
10 JILL SOBULE	68/2	23	30	15
11 BRENDA RUSSELL	59/2	35	18	6
12 ANITA BAKER	66/2	25	31	10
13 PAUL YOUNG	47/0	27	13	7
14 CARLY SIMON	64/6	14	42	8
15 BILLY JOEL	49/0	17	23	9
16 MAXI PRIEST	54/7	19	23	12
17 HEART	55/4	10	33	12
18 WILSON PHILLIPS	33/0	14	12	7
19 DARYL HALL & JOHN OATES	54/7	3	38	13
20 WILSON PHILLIPS	55/13	0	31	24
21 TEDDY PENDERGRASS w/LISA FISHER	47/1	8	30	9
22 MICHAEL McDONALD	51/4	3	36	12
23 ALIAS	50/7	3	32	15
24 AFTER 7	47/5	8	29	10
25 LAURA BRANIGAN	46/2	2	32	12
26 JAMES INGRAM	31/0	13	13	5
27 JUDE COLE	35/0	10	16	9
28 MICHAEL BOLTON	32/0	10	12	10
29 MARIA McKEE	43/2	3	28	12
30 DAVID CASSIDY	41/7	1	22	18

MOST ADDED®

WHITNEY HOUSTON (37)
SARA HICKMAN (23)
JULEE CRUISE (17)
TIMOTHY B. SCHMIT (17)
NEVILLE BROTHERS (14)
WILSON PHILLIPS (13)
BRUCE HORNSBY (12)
JUDY COLLINS (10)
LOU RAWLS (10)
RAY CHARLES (8)

HOTTEST

ROD STEWART (57)
RIGHTEOUS BROTHERS (55)*
GEORGE MICHAEL (51)
DAN FOGELBERG (39)
BREATHE (35)
TAYLOR DAYNE (31)
MARIAH CAREY (21)
PHIL COLLINS (19)
BETTE MIDLER (16)
PAUL YOUNG (11)

*Verve/Polydor Version

SIGNIFICANT ACTION

SARA HICKMAN "I Couldn't Help Myself" (Elektra) 23/23

Rotations: Heavy 0, Medium 2/2, Light 21/21, Total Adds 23, WLEV, WRVC, 3WM, WEIM, WECO, WHAI, WAFL, WSUL, WSKI, WYKZ, WGSV, WNMB, WKCX, KTYL, KVIC, WCMJ, KZLT, KSCB, WLDR, KKL, KBLQ, KAYN, KTID.

DONNY OSMOND "My Love Is A Fire" (Capitol) 22/7

Rotations: Heavy 0, Medium 4/0, Light 18/7, Total Adds 7, B100, WECO, WSUL, WSGY, WGSV, KRLB, WTWR, Medium: WKYE, WKCX, KKL, KBLQ, Light including WEIM, WAFL, WSKI, KVIC, WCMJ, WFRO, KZLT, KSCB, WLDR, KAYN, KWSI.

JULEE CRUISE "Falling" (WB) 18/17

Rotations: Heavy 0, Medium 1/1, Light 17/16, Total Adds 17, WLTS, WKYE, WEIM, WHAI, WAFL, WSUL, WSKI, WGSV, WKCX, KTYL, KVIC, KZLT, KSCB, KKL, KBLQ, KAYN, KTID.

TIMOTHY B. SCHMIT "Something Sad" (MCA) 17/17

Rotations: Heavy 0, Medium 3/3, Light 14/14, Total Adds 17, WVUD, 3WM, WEIM, WECO, WHAI, WYKZ, WGSV, WNMB, WKCX, KTYL, KVIC, WCMJ, KZLT, KSCB, WLDR, KKL, KBLQ.

LORI RUSO & MICHAEL DAMIAN "Never Look Back" (Cypress) 16/4

Rotations: Heavy 0, Medium 2/1, Light 14/3, Total Adds 4, WSKI, WYKZ, KAYN, KWSI, Medium including KKL, Light including KOST, WEBE, WIVY, WAFL, WSUL, WMTFM, WFRO, KZLT, KSCB, WLDR, KBLQ.

PROPAGANDA "Only One Word" (Charisma) 15/0

Rotations: Heavy 0, Medium 4/0, Light 11/0, Total Adds 0, Medium: WEIM, KKL, KBLQ, KWSI, Light: WTCB, WHAI, WSUL, WGSV, WNMB, WKCX, KVIC, WCMJ, WFRO, KZLT, KSCB.

NEVILLE BROTHERS "Fearless" (A&M) 14/14

Rotations: Heavy 0, Medium 0, Light 14/14, Total Adds 14, WTCB, WRVR, WEIM, WHAI, WAFL, WYKZ, WGSV, WKCX, WCMJ, KZLT, KSCB, KKL, KBLQ, KWSI.

BROTHER BEYOND "Just A Heartbeat Away" (EMI) 12/5

Rotations: Heavy 0, Medium 2/0, Light 10/5, Total Adds 5, WEIM, WGLL, WSKI, WNMB, KIDX, Medium: KKL, KBLQ, Light including KESZ, WHAI, WKCX, KVIC, WFRO.

CROSBY, STILLS, & NASH "Got To Keep Open" (Atlantic) 11/4

Rotations: Heavy 0, Medium 2/0, Light 9/4, Total Adds 4, WKYE, KMJC, WNMB, KKL, Medium: WEIM, WHAI, Light including WYKZ, WCMJ, WFRO, WLDR, KWSI.

JOHN DENVER "The Flower That Shattered The Stone" (Windstar) 11/2

Rotations: Heavy 0, Medium 4/0, Light 7/2, Total Adds 2, KS95, KBLQ, Medium: WMTFM, WFRO, KKL, KIDX, Light including WTCB, WRVR, WEIM, WKS, KWSI.

JOAN ARMATRADING "Always" (A&M) 11/0

Rotations: Heavy 0, Medium 2/0, Light 9/0, Total Adds 0, Medium: WEIM, WHAI, Light: WEBE, 3WM, WYKZ, WNMB, KZLT, KSCB, KKL, KBLQ, KWSI.

LOU RAWLS "It's Supposed To Be Fun" (Blue Note) 10/10

Rotations: Heavy 0, Medium 0, Light 10/10, Total Adds 10, WTCB, WRVR, KMJC, WEIM, WHAI, WAFL, WNMB, WCMJ, WLDR, KKL.

LALAH HATHAWAY "Heaven Knows" (Virgin) 10/1

Rotations: Heavy 0, Medium 2/0, Light 8/1, Total Adds 1, KBLQ, Medium: WEIM, KKL, Light including WSUL, WFRO, KSCB, WTWR, WLDR, KAYN, KWSI.

JOHNNY GILL "My, My, My" (Motown) 9/1

Rotations: Heavy 1/0, Medium 6/0, Light 2/1, Total Adds 1, KTID, Heavy: WNIC, Medium: WNLT, WWNK, WIVY, WTWR, KAYN, KCMJ, Light including WMYX.

RAY CHARLES "I'll Take Care Of You" (WB) 8/8

Rotations: Heavy 0, Medium 0, Light 8/8, Total Adds 8, WTCB, WRVR, WEIM, WCMJ, KKL, KIDX, KBLQ, KWSI.

MARK EDWARDS "Just Having Touched" (R&A) 8/1

Rotations: Heavy 1/0, Medium 3/0, Light 4/1, Total Adds 1, WTWR, Heavy: KLSY, Medium: WFRO, WLDR, KIDX, Light including KESZ, WHAI, KKL.

hothouse flowers

"i can see clearly now"

ON YOUR DESK NOW!

Produced by Steve Lipson

Management:

Robbie Wootton



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AC ADDS & HOTS

CURRENT-BASED

EAST	SOUTH	MIDWEST	P2	P3
<p>P1</p> <p>WALK/Long Island Edwards/Lombardo</p> <p>HALL & OATES Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL ROD STEWART TAYLOR DAYNE MARIAH CAREY</p> <p>WNSR/New York Bob Dunphy</p> <p>WHITNEY HOUSTON DAVID CASSIDY Hottest: PHIL COLLINS RIGHTEOUS BRO/PO TAYLOR DAYNE GEORGE MICHAEL BREATHE</p> <p>WLTT/Washington Chuck Morgan</p> <p>MARIAH CAREY Hottest: RIGHTEOUS BRO/PO GO WEST GEORGE MICHAEL BILLY JOEL BETTE MIDLER</p> <p>P2</p> <p>WLEV/Allentown Jeff Silvers</p> <p>DAVID CASSIDY MAXI PRIEST SARA HICKMAN WHITNEY HOUSTON Hottest: GEORGE MICHAEL BETTE MIDLER RIGHTEOUS BRO/PO BREATHE ROD STEWART</p> <p>WJLK/Asbury Park Holcomb/Guida</p> <p>MAXI PRIEST WHITNEY HOUSTON Hottest: ROD STEWART RIGHTEOUS BRO/PO GEORGE MICHAEL BREATHE MARIAH CAREY</p> <p>WEBE/Bridgeport Hansen/Norman</p> <p>WHITNEY HOUSTON NEW KIDS ON THE B Hottest: DAN FOGELBERG ROD STEWART MICHAEL BOLTON TAYLOR DAYNE RIGHTEOUS BRO/PO</p> <p>WRVC/Huntington Hayes/Swan</p> <p>WILSON PHILLIPS WHITNEY HOUSTON JUDY COLLINS SARA HICKMAN Hottest: RIGHTEOUS BRO/PO TAYLOR DAYNE GEORGE MICHAEL ROD STEWART BREATHE</p> <p>WKYE/Johnstown Jack Michaels</p> <p>WHITNEY HOUSTON BRUCE HORNSBY JULIEE CRUISE CS&N Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL MAXI PRIEST AFTER 7 ROD STEWART</p> <p>WOBM/Monmouth Downs/Devoti</p> <p>WILSON PHILLIPS BRUCE HORNSBY JUDY COLLINS DAVID CASSIDY Hottest: BETTE MIDLER MARIAH CAREY GEORGE MICHAEL DAN FOGELBERG ROD STEWART</p> <p>WMGS/Wilkes Barre Norton/Marriott</p> <p>ROD STEWART JILL SOBULE BRUCE HORNSBY Hottest: TAYLOR DAYNE BREATHE RIGHTEOUS BRO/PO GEORGE MICHAEL ROD STEWART</p> <p>P3</p> <p>WEIM/Fitchburg Jack Raymond</p> <p>JULIEE CRUISE WHITNEY HOUSTON NEVILLE BROTHERS LOU RAWLS BROTHER BEYOND TIMOTHY B. SCHMIT SARA HICKMAN RAY CHARLES Hottest: ROD STEWART RIGHTEOUS BRO/PO GEORGE MICHAEL TAYLOR DAYNE MAXI PRIEST</p> <p>WECO/Geneva Anthony/Smith</p> <p>WHITNEY HOUSTON DOWNY OSMOND TIMOTHY B. SCHMIT NEW KIDS ON THE B SARA HICKMAN Hottest: GEORGE MICHAEL BRENDA RUSSELL BREATHE TAYLOR DAYNE RIGHTEOUS BRO/PO</p> <p>WHA1/Greenfield, MA Deane/Archer</p> <p>JULIEE CRUISE TIMOTHY B. SCHMIT LOU RAWLS SARA HICKMAN NEVILLE BROTHERS Hottest: ROD STEWART GEORGE MICHAEL BREATHE DAN FOGELBERG</p> <p>WGLL/Mercersburg Meyer/Burns</p> <p>WHITNEY HOUSTON BRUCE HORNSBY ROD STEWART VAUGHAN BROTHERS Hottest: ROD STEWART GEORGE MICHAEL DAN FOGELBERG BREATHE TAYLOR DAYNE</p> <p>WAF1/Milford, DE Tim Brough</p> <p>WHITNEY HOUSTON LOU RAWLS JULIEE CRUISE SARA HICKMAN NEVILLE BROTHERS JUDY COLLINS Hottest: GEORGE MICHAEL TAYLOR DAYNE BREATHE ROD STEWART RIGHTEOUS BRO/PO</p> <p>WSUL/Monticello, NY Rob Dillman</p> <p>WHITNEY HOUSTON JULIEE CRUISE SARA HICKMAN DOWNY OSMOND CELINE DION Hottest: RIGHTEOUS BRO/PO ROD STEWART GEORGE MICHAEL DAN FOGELBERG MARIAH CAREY</p> <p>WSKI/Montpelier Jim Severance</p> <p>WHITNEY HOUSTON RUSO & DAMIAN CONCRETE BLONDE SARA HICKMAN JULIEE CRUISE BROTHER BEYOND Hottest: TAYLOR DAYNE PHIL COLLINS BREATHE DAN FOGELBERG ROD STEWART</p> <p>WKSBI/Williamsport Tom Benson</p> <p>CARLY SIMON HEART MICHAEL MCDONALD Hottest: RIGHTEOUS BRO/PO TAYLOR DAYNE GEORGE MICHAEL DAN FOGELBERG BREATHE</p> <p>WTFC/Jacksonville Matthews/Mann</p> <p>WHITNEY HOUSTON WILSON PHILLIPS CELINE DION Hottest: TAYLOR DAYNE ROD STEWART BREATHE RIGHTEOUS BRO/PO MARIAH CAREY</p> <p>WTFM/Johnson City Mark McKinney</p> <p>CELINE DION MAXI PRIEST AFTER 7 HALL & OATES WILSON PHILLIPS Hottest: TAYLOR DAYNE RIGHTEOUS BRO/PO GEORGE MICHAEL DAN FOGELBERG ROD STEWART</p>	<p>P1</p> <p>U102/Knoxville Larry Trotter</p> <p>WBSB-FM/Atlanta LoCasolo/McCoy</p> <p>BREATHE MARIAH CAREY Hottest: RIGHTEOUS BRO/PO PHIL COLLINS BILLY JOEL BETTE MIDLER DAN FOGELBERG</p> <p>KVIL/Dallas Rhoads/Eberhart</p> <p>WILSON PHILLIPS BRENDA RUSSELL Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL DAN FOGELBERG MARIAH CAREY CARLY SIMON</p> <p>WLVN/New Orleans Bob Mitchell</p> <p>BREATHE CARLY SIMON JULIEE CRUISE Hottest: MICHAEL BOLTON DAN FOGELBERG MARIAH CAREY BETTE MIDLER</p> <p>KELT/McAllen Greg Rambin</p> <p>MICHAEL MCDONALD MAXI PRIEST HALL & OATES WILSON PHILLIPS CELINE DION Hottest: JILL SOBULE ROD STEWART MARIAH CAREY AFTER 7 BETTE MIDLER</p> <p>2WD/Norfolk Bill Curtis</p> <p>ANITA BAKER HALL & OATES Hottest: BILLY JOEL PHIL COLLINS PAUL YOUNG GEORGE MICHAEL RIGHTEOUS BRO/PO</p> <p>WNLN/Tampa Schaeffer/Michaels</p> <p>WHITNEY HOUSTON ANITA BAKER CARLY SIMON Hottest: RIGHTEOUS BRO/PO DAN FOGELBERG GEORGE MICHAEL TAYLOR DAYNE BREATHE</p> <p>P2</p> <p>WZNY/Augusta, GA John Patrick</p> <p>WHITNEY HOUSTON TEDDY PENDERGRASS HEART WILSON PHILLIPS Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL DAN FOGELBERG BREATHE</p> <p>P3</p> <p>WSGY/Albany, GA K.C. Edwards</p> <p>JUDY COLLINS BRUCE HORNSBY JUDY COLLINS Hottest: RIGHTEOUS BRO/PO DAN FOGELBERG ROD STEWART PHIL COLLINS PAUL YOUNG</p> <p>WTCB/Columbia, SC Doug Spets</p> <p>NEVILLE BROTHERS RAY CHARLES LOU RAWLS Hottest: MICHAEL BOLTON BETTE MIDLER DAN FOGELBERG ROD STEWART MARIAH CAREY</p> <p>WAHR/Huntsville St. John/Richards</p> <p>LAURA BRANIGAN ALIAS HALL & OATES CELINE DION JUDY COLLINS Hottest: RIGHTEOUS BRO/PO ROD STEWART DAN FOGELBERG BREATHE PHIL COLLINS</p> <p>WVIV/Jacksonville Matthews/Mann</p> <p>WHITNEY HOUSTON WILSON PHILLIPS CELINE DION Hottest: TAYLOR DAYNE ROD STEWART BREATHE RIGHTEOUS BRO/PO MARIAH CAREY</p> <p>WTFM/Johnson City Mark McKinney</p> <p>CELINE DION MAXI PRIEST AFTER 7 HALL & OATES WILSON PHILLIPS Hottest: TAYLOR DAYNE RIGHTEOUS BRO/PO GEORGE MICHAEL DAN FOGELBERG ROD STEWART</p>	<p>KEZAI/Fayetteville, AR Turner/Snow</p> <p>RIGHTEOUS BRO/PO PAUL SIMON WHITNEY HOUSTON BRUCE HORNSBY Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL BREATHE ROD STEWART DAN FOGELBERG</p> <p>WKTK/Gainesville Nick Allen</p> <p>none Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL TAYLOR DAYNE ROD STEWART JUDE COLE</p> <p>WGSV/Guntersville Jackson/Mason</p> <p>NEVILLE BROTHERS DOWNY OSMOND WHITNEY HOUSTON SARA HICKMAN TIMOTHY B. SCHMIT JULIEE CRUISE Hottest: RIGHTEOUS BRO/PO ROD STEWART GEORGE MICHAEL DAN FOGELBERG BREATHE</p> <p>KRLB/Lubbock Paul Ramone</p> <p>WHITNEY HOUSTON DOWNY OSMOND Hottest: GEORGE MICHAEL RIGHTEOUS BRO/PO DAN FOGELBERG BREATHE MARIAH CAREY</p> <p>WNMB/No. Myrtle Beach Thompson/Adams</p> <p>WHITNEY HOUSTON CS&N SARA HICKMAN LOU RAWLS TIMOTHY B. SCHMIT BROTHER BEYOND Hottest: ROD STEWART RIGHTEOUS BRO/PO TAYLOR DAYNE GEORGE MICHAEL DAN FOGELBERG</p> <p>WKCC/Rome Randy Quick</p> <p>WHITNEY HOUSTON TIMOTHY B. SCHMIT JULIEE CRUISE NEVILLE BROTHERS SARA HICKMAN Hottest: BREATHE ROD STEWART DAN FOGELBERG BRENDA RUSSELL MARIAH CAREY</p> <p>KTYL/Tyler Janie Baker</p> <p>WHITNEY HOUSTON SARA HICKMAN TIMOTHY B. SCHMIT JULIEE CRUISE Hottest: PAUL YOUNG BILLY JOEL PHIL COLLINS GEORGE MICHAEL RIGHTEOUS BRO/PO</p> <p>KVIC/Victoria Tony Davis</p> <p>JULIEE CRUISE WHITNEY HOUSTON SARA HICKMAN TIMOTHY B. SCHMIT JUDY COLLINS Hottest: GEORGE MICHAEL TAYLOR DAYNE RIGHTEOUS BRO/PO MARIAH CAREY ROD STEWART</p>	<p>P1</p> <p>WARM98/Cincinnati Michael Grayson</p> <p>AFTER 7 Hottest: JAMES INGRAM MAXI PRIEST RIGHTEOUS BRO/PO PAUL YOUNG PHIL COLLINS</p> <p>WNNK/Cincinnati Matthews/McCullough</p> <p>NEW KIDS ON THE B DAVID CASSIDY BETTE MIDLER CARLY SIMON Hottest: JAMES INGRAM PHIL COLLINS GO WEST WILSON PHILLIPS MAXI PRIEST</p> <p>WLTF/Cleveland Popovich/Kennedy</p> <p>ALIAS BETTE MIDLER Hottest: WILSON PHILLIPS PHIL COLLINS SWEET SENSATION GO WEST ROD STEWART</p> <p>WSNY/Columbus Hallett/Nunnally</p> <p>MAXI PRIEST Hottest: PAUL YOUNG PHIL COLLINS WILSON PHILLIPS JANET JACKSON</p> <p>WNIC/Detroit Bob Kucken</p> <p>HEART WHITNEY HOUSTON MAXI PRIEST ROD STEWART Hottest: MARIAH CAREY BETTE MIDLER JAMES INGRAM PHIL COLLINS PAUL YOUNG</p> <p>WVUD/Dayton Reed Kittredge</p> <p>MARIA MCKEE NEW KIDS ON THE B AFTER 7 TIMOTHY B. SCHMIT Hottest: BREATHE MARIAH CAREY ROD STEWART CONCRETE BLONDE GEORGE MICHAEL</p> <p>WVWG/Grand Rapids Dirksen/Brown</p> <p>WHITNEY HOUSTON WILSON PHILLIPS Hottest: GEORGE MICHAEL RIGHTEOUS BRO/PO ROD STEWART MARIAH CAREY DAN FOGELBERG</p> <p>WFMK/Lansing Tom Knight</p> <p>WILSON PHILLIPS LAURA BRANIGAN Hottest: GEORGE MICHAEL PHIL COLLINS ROD STEWART RIGHTEOUS BRO/PO MARIAH CAREY</p> <p>WMGN/Madison Pat O'Neill</p> <p>none Hottest: MICHAEL BOLTON JUDE COLE TAYLOR DAYNE ROD STEWART BREATHE</p> <p>KYKY/St. Louis Weed/Hewitt</p> <p>HEART WHITNEY HOUSTON MAXI PRIEST ROD STEWART Hottest: MARIAH CAREY BETTE MIDLER JAMES INGRAM PHIL COLLINS PAUL YOUNG</p> <p>KBIG/Los Angeles Edwards/Verdery</p> <p>none Hottest: RIGHTEOUS BRO/PO ROD STEWART GEORGE MICHAEL DAN FOGELBERG BREATHE</p> <p>KQST/Los Angeles Kaye/Amidon</p> <p>ROD STEWART Hottest: WILSON PHILLIPS RIGHTEOUS BRO/PO DAN FOGELBERG PAUL YOUNG BREATHE</p> <p>KCLY/Salt Lake City Michael O'Brien</p> <p>HALL & OATES ALIAS BRUCE HORNSBY JUDY COLLINS Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL ROD STEWART DAN FOGELBERG BETTE MIDLER</p>	<p>3WM/Toledo Mark Roberts</p> <p>WHITNEY HOUSTON SARA HICKMAN TIMOTHY B. SCHMIT Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL ROD STEWART MARIAH CAREY BETTE MIDLER</p> <p>WCMJ/Cambridge, OH Mike Ruble</p> <p>WHITNEY HOUSTON SARA HICKMAN LOU RAWLS TIMOTHY B. SCHMIT Hottest: MARIAH CAREY ROD STEWART CONCRETE BLONDE Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL ROD STEWART BREATHE DAN FOGELBERG</p> <p>WMT-FM/Cedar Rapids Dennis Green</p> <p>WHITNEY HOUSTON Hottest: TAYLOR DAYNE RIGHTEOUS BRO/PO BRENDA RUSSELL ROD STEWART DAN FOGELBERG</p> <p>WFR0/Fremont, OH Larry Ziebold</p> <p>none Hottest: MICHAEL BOLTON JUDE COLE TAYLOR DAYNE ROD STEWART BREATHE</p> <p>KIDJ/Billings, MT Rick Lawrence</p> <p>RAY CHARLES BROTHER BEYOND ALIAS SLYCE DAVID CASSIDY Hottest: JAMES INGRAM BILLY JOEL LINDA RONSTADT MICHAEL BOLTON ROD STEWART</p> <p>KLSY/Seattle Bob Brooks</p> <p>WILSON PHILLIPS ALIAS Hottest: MARIAH CAREY PAUL YOUNG BETTE MIDLER WILSON PHILLIPS LAURA BRANIGAN</p> <p>KBLO/Logan, UT John Dimick</p> <p>SARA HICKMAN WHITNEY HOUSTON TIMOTHY B. SCHMIT JOHN DENVER NATASHA'S BROTHER NEVILLE BROTHERS JULIEE CRUISE LALAH HATHAWAY M.C. HAMMER RAY CHARLES Hottest: RIGHTEOUS BRO/PO ROD STEWART GEORGE MICHAEL DAN FOGELBERG BREATHE</p> <p>KAYN/Nogales Bob Gerhard</p> <p>WHITNEY HOUSTON RUSO & DAMIAN SARA HICKMAN NEW KIDS ON THE B JULIEE CRUISE Hottest: GEORGE MICHAEL ROD STEWART BREATHE MAXI PRIEST MARIAH CAREY</p> <p>KSCB/Liberal Mark David</p> <p>WHITNEY HOUSTON SARA HICKMAN TIMOTHY B. SCHMIT NEVILLE BROTHERS JULIEE CRUISE Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL ROD STEWART BREATHE DAN FOGELBERG</p> <p>WTWR/Monroe Lori Demick</p> <p>WHITNEY HOUSTON BRUCE HORNSBY MARK EDWARDS DOWNY OSMOND Hottest: GEORGE MICHAEL RIGHTEOUS BRO/PO TAYLOR DAYNE BREATHE DAN FOGELBERG</p> <p>WLDRI/Traverse City Angie Honda</p> <p>NEW KIDS ON THE B BRUCE HORNSBY SARA HICKMAN TIMOTHY B. SCHMIT LOU RAWLS Hottest: RIGHTEOUS BRO/PO TAYLOR DAYNE ROD STEWART GEORGE MICHAEL DAN FOGELBERG</p> <p>KCMJ/Palm Springs Mike Bell</p> <p>none Hottest: JUDE COLE PHIL COLLINS GEORGE MICHAEL BREATHE RIGHTEOUS BRO/PO</p> <p>KTID/San Rafael Bob Gowa</p> <p>WILSON PHILLIPS SARA HICKMAN CELINE DION JOHNNY GILL BRUCE HORNSBY Hottest: MICHAEL BOLTON ROD STEWART RIGHTEOUS BRO/PO DAN FOGELBERG TAYLOR DAYNE</p> <p>KWSI/Warm Springs, OR Vivalobos/Matters</p> <p>RUSO & DAMIAN NEVILLE BROTHERS RAY CHARLES Hottest: RIGHTEOUS BRO/PO GEORGE MICHAEL BETTE MIDLER CARLY SIMON</p>

NEW ARTISTS

	Reports/Adds
1 JUDY COLLINS/Fires Of Eden (Columbia)	38/10
2 CELINE DION/Where Does My Heart Beat Now? (Epic)	37/6
3 ASIA/Days Like These (Geffen)	29/0
4 JULIEE CRUISE/Falling (WB)	18/17
5 RUSO & DAMIAN/Never Look Back (Cypress)	16/4
6 BROTHER BEYOND/Just A Heartbeat Away (EMI)	12/5
7 JOAN ARMATRADING/Always (A&M)	11/0
8 LALAH HATHAWAY/Heaven Knows (Virgin)	10/1
9 JOHNNY GILL/My, My, My (Motown)	9/1
10 PETER ALLEN/Tonight You Made My Day (RCA)	9/0

New artists have not yet had an AC Breaker.

82 Current Reporters
77 Current Playlists

Called In Frozen Playlist (3):
KCMJ/Palm Springs
WFR0/Fremont
WMGN/Madison

Did Not Report, Playlist Frozen (2):
U102/Knoxville
WKTK/Gainesville

Did Not Report For Two Consecutive Weeks, Not Used In This Week's Data (1):
WSNI/Philadelphia

NATIONAL AIRPLAY®

Table with columns LW, TW, and track information including artists like ACOUSTIC ALCHEMY, RIPPINGTONS I/RUSS FREEMAN, and DAVID BENOIT.

Table with columns LW, TW, and track information including artists like MICHEL CAMILO, EMILY REMLER, and TANIA MARIA.

MOST ADDED LPS, HOTTEST LPS, HOT TRACKS. Lists artists like T-SQUARE, BETH NIELSEN CHAPMAN, and ACOUSTIC ALCHEMY.

MOST ADDED LPS, HOTTEST LPS, HOT TRACKS. Lists artists like LOU RAWLS, RALPH MOORE, and EMILY REMLER.

NEW & ACTIVE

MAX LASSER'S ARK "Timejump" (Narada) 28/2
FATTBURGER "Come & Get It" (Enigma) 26/6
LEO GANDELMAN "Solar" (Verve Forecast/PolyGram) 26/3
CHARLES MICHAEL BROTMAN "Mango Cooler" (Global Pacific) 24/2
JIM CHAPPELL "Saturday's Rhapsody" (Music West) 24/0
RIC FLAUDING "Letters" (Spindletop) 23/1
IMAGES "Goin' Uptown" (Capitol) 19/0
MARK ISHAM "Mark Isham" (Virgin) 18/5
BOBBY LYLE "The Journey" (Atlantic) 18/0
TWIN PEAKS "Soundtrack" (WB) 17/3
DAVOL "Paradox" (Silver Wave) 17/2
RANDY TICO "Earth Dance" (Higher Octave) 17/0

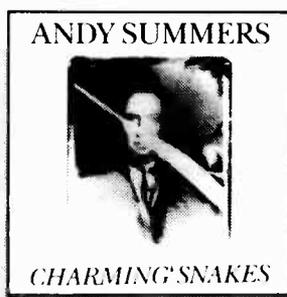
NEW & ACTIVE

LEO GANDELMAN "Solar" (Verve Forecast/PolyGram) 31/4
DAVID BENOIT "Inner Motion" (GRP) 27/0
THOM ROTELLA "Without Words" (DMP) 23/3
BETTY CARTER "Droppin' Things" (Verve Forecast/PolyGram) 20/3
TAKE 6 "So Much To Say" (WB) 19/4
TURTLE ISLAND STRING QUARTET "Skylife" (Windham Hill) 19/2
BEBOP & BEYOND "Play Thelonious Monk" (Bluemoon) 19/1
WISHFUL THINKING "That Was Then" (Intima/Enigma) 18/0
DON CHERRY "Multikulti" (A&M) 17/4
HARRY SHEPPARD "Viva Brasil" (Justice) 17/4
THE MEETING "The Meeting" (GRP) 17/0
JORGE STRUNZ & ARDESHIR FARAH "Primal Magic" (Mesa) 17/0

PRIVATE MUSIC IS PROUD TO ANNOUNCE THE FOLLOWING RELEASES



KRISTEN VIGARD
"The Announcement"
"Paint My Head"
"Waiting For You"
Already on
KTWV The Wave, Los Angeles
KOAI The Oasis, Dallas
WLVE, Miami



ANDY SUMMERS
Charming Snakes
Already on
CD101, New York
KJZZ, Phoenix
WDET, Detroit

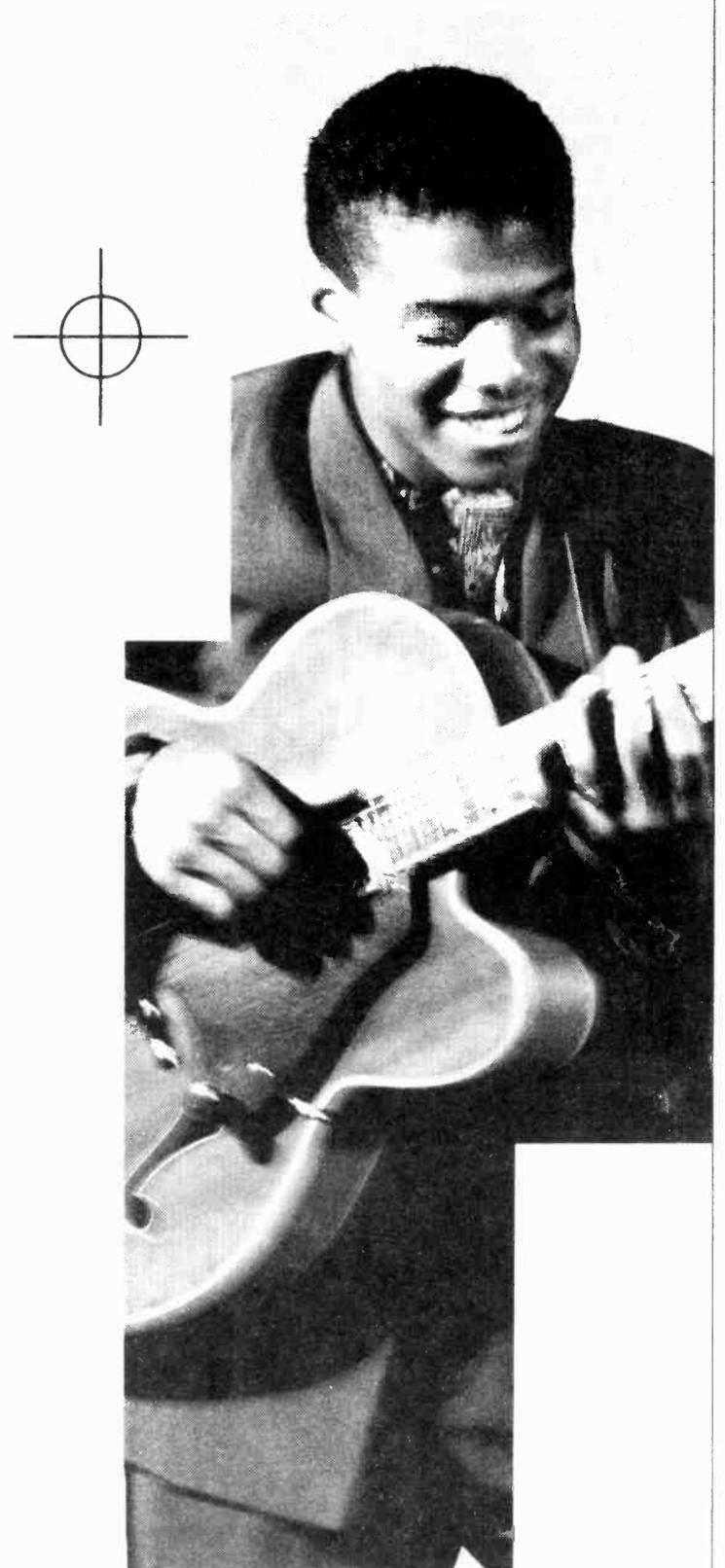


New AC

EAST		MIDWEST		P3		WEST		P2		KNOX	
P2	P3	P1	P1	P1	P1	P1	P1	P1	P1	P1	P1
WHUR/Albany Michael/Rochelle FATTBURGER T-SQUARE MARIO OZOME DANIEL FANTASY MARK WHITFIELD PAUL GREGLIANA VINYL BROTHERS TOM STACY TRON ROTELLA BETH NIELSEN CHAMP Notelist: RICHARD ELLIOT DAVID BENJOIT LALAH HATHAWAY JOHN TESH WGMC/Rochester Eric Gruner FATTBURGER LONNIE PLACIDIO KRISTEN VIGARO Notelist: BOB JAMES HARRY CONNICK JR. REPPINGTONS ACUSTIC ALCHMY FREDDA RUSSELL	WJIB/Boston Anna Williams VENERABLE BILL ARTIS TOM STACY Notelist: SUZANNE CHAINI JIM CHAPPELL JIMMY WATTS BETH NIELSEN CHAMP WOTB/Newport Bernice Perry FATTBURGER T-SQUARE KIM MATERS BETH NIELSEN CHAMP Notelist: BLUESIANA TRIANGLE ANITA BAKER RICHARD ELLIOT GEORGE BENSON BLUESIANA TRIANGLE WVAY/West Dover Stacey McCoy Notelist: PETER WHITE FREDDA RUSSELL BOB JAMES HARRY CONNICK JR. REPPINGTONS ACUSTIC ALCHMY FREDDA RUSSELL	WNUA/Chicago Hansen/Logan LOU RAMS Notelist: ACUSTIC ALCHMY PETER WHITE REPPINGTONS BOB JAMES LALAH HATHAWAY WBYY/Columbus Perkins/Krishner FATTBURGER T-SQUARE KIM MATERS BETH NIELSEN CHAMP Notelist: ANITA BAKER RICHARD ELLIOT GEORGE BENSON BLUESIANA TRIANGLE WBMX/Ann Arbor Allen/Williams MATT BLACK Notelist: COLBY & CARUSO LALAH HATHAWAY MICHAEL MCCONNELL ROBERT LYLE GEORGE MICHAEL	KRVA/Columbia Owen/Helmke NEIL PLASSING T-SQUARE KRISTEN VIGARO RICHARD ELLIOT Notelist: SONY SOUTHERN DAVID BENJOIT ROBERT LYLE BERNARDO RUBIJA VANDIA ARTISTS WMGN/Madison O'Neill/Beige WAYNE ORATE KIM MATERS Notelist: JONATHAN BUTLER REPPINGTONS DAVID BENJOIT NARRA ARTISTS SUZANNE CHAINI KTCZ/Minneapolis Lawson/Fredrickson TOM HORTON TRACY MOORE PETER DUNN Notelist: LARRY CARLTON TOM SCOTT WIND MACHINE BOB JAMES OTTAWA LIBERTY	KJFM/San Diego Bob O'Connor Notelist: REPPINGTONS ACUSTIC ALCHMY RICHARD SILVEIRA LALAH HATHAWAY JONATHAN BUTLER KKSF/San Francisco Dave Steinberg Notelist: ACUSTIC ALCHMY MICHAEL FRANKS BRIAN KENNEDY RICHARD SILVEIRA PETER WHITE RNWR/Seattle Francis/Welsh MARK ISHAM FATTBURGER DAVID BENJOIT DALE JOHNSON JOHN SCOTFIELD Notelist: ACUSTIC ALCHMY REPPINGTONS T-SQUARE DAVE MARK ISHAM ANET SUPPERS Notelist: ACUSTIC ALCHMY REPPINGTONS DAVID BENJOIT BOB JAMES BRIAN KENNEDY	KLSK/Santa Fe-Albuquerque Rhoda White Notelist: WINE GRATE PRIDDHAM DAVID LANE NOEL PAUL STOEKEY ANET SUPPERS SPIES NSM MAC PACE POWER LOOKING EAST - POL Notelist: ACUSTIC ALCHMY BERNARDO RUBIJA URS MICHAEL HODGES NARRA ARTISTS KEZL/Fresno J. Widenhalm Notelist: ACUSTIC ALCHMY RICHARD ELLIOT DAVID BENJOIT REPPINGTONS KEYL/Vegas Ben/Selby Notelist: BETH NIELSEN CHAMP KIM MATERS Notelist: ACUSTIC ALCHMY REPPINGTONS DAVID BENJOIT BOB JAMES DAVID BENJOIT SONY SOUTHERN	KECO/Denver-Boulder C/NoonRay Notelist: INDOLO GILIS MARK WHITFIELD DAVID BENJOIT BETTY CARTER Notelist: NEVILLE BROTHERS MICHAEL WINE MACHINE CONNOR JONKES Portraits in Sound Thom Reinstein Notelist: JIM CHAPPELL ACUSTIC ALCHMY WIND MACHINE PHIL PALMER PETER WHITE					

One Of Music's
Hottest New Young Guns
Takes Aim
For The Charts!

Mark Whitfield



CONTEMPORARY JAZZ

EAST		SOUTH		MIDWEST		WEST		P3	
P1	P3	P2	P2	P1	P1	P1	P1	P1	P3
WGOB/Boston Thurston Briscoe LOU RAMS RALPH MOORE LONNIE PLACIDIO MICHAEL FRANKS DAVID CATNEY OTTAWA LIBERTY KELLI GRAY Notelist: GEORGE BENSON MICHAEL FRANKS GERRY MULLIGAN MARK WHITFIELD BETTY CARTER	WGBR/Boston Al Wallace JOHN HODGKINS BOB JAMES TAYLOR DAVID CATNEY LEO GARDERMAN HARRY CONNICK JR. KEVIN JARRETT Notelist: GEORGE BENSON MICHAEL FRANKS GERRY MULLIGAN MARK WHITFIELD BETTY CARTER	WFLA/Louisville Leslie Stewart MARIO OZOME ALLEN ALLEN & THE O COLBY & CARUSO LOU RAMS MICHAEL HILLER RALPH MOORE ANET SUPPERS DON CHERRY JOHN HODGKINS LONNIE PLACIDIO KELLI GRAY SPIES Notelist: MICHAEL BRUCESTER SHULTZ ROHLER BOB BEG RAY BROWN STEVE ENGLISH PHIL SHEERAN	WTEB/Greenville Tom Mattoon BETTY CARTER NOT SPOT TAYLOR MARIO HODGES KRISTEN VIGARO LOU RAMS MICHAEL HILLER RALPH MOORE ANET SUPPERS DON CHERRY JOHN HODGKINS LONNIE PLACIDIO KELLI GRAY SPIES Notelist: MICHAEL BRUCESTER SHULTZ ROHLER BOB BEG RAY BROWN STEVE ENGLISH PHIL SHEERAN	WJZZ/Tampa HUGHES MICHAEL HILLER RALPH MOORE Notelist: COLBY & CARUSO FRANK HARTWORTH TURTLE ISLAND STRI MICHAEL HILLER RALPH MOORE ANET SUPPERS DON CHERRY JOHN HODGKINS LONNIE PLACIDIO KELLI GRAY SPIES Notelist: MICHAEL BRUCESTER SHULTZ ROHLER BOB BEG RAY BROWN STEVE ENGLISH PHIL SHEERAN	WVFD/Washington Ken M. Dent RUSSELLA TRIANGLE MARIO HODGES GERRY MULLIGAN JOHN HODGKINS Notelist: GARY ANGLAS RONNIE LANS CHALD T. GOODEN VINCENT HONEY ANITA BAKER	WOPR/Honolulu Scott Brown Notelist: BETTY CARTER JOHN MALTON SHULTZ ROHLER GERRY MULLIGAN JOHN HODGKINS WOPN/Cleveland Harvey Zay LOU RAMS MARIO HODGES REPPINGTONS JOHN FATTUCCI NOT SPOT KIM MATERS ANET SUPPERS INAGES FRANK HARTWORTH EDN PENNELL HARRY SHEPPARD MARK WHITFIELD LONNIE PLACIDIO BOB JAMES KEVIN JARRETT TOM OCHSNER CHARLES HODGE JR. THOM ROTELLA Notelist: BOB JAMES HARRY CONNICK JR. ANITA BAKER MICHAEL FRANKS RICHARD ELLIOT	WZZM/Detroit Terry Arnold MARKIE LANS NEELY FOR REALLTY T-SQUARE SPIES Notelist: BOB JAMES PAUL JACKSON JR. ANITA BAKER MICHAEL FRANKS RICHARD ELLIOT	WJZZ/South Bend/Elkhart Jon Kaufmann/Karnell RAY SHOWN DIAL & GATTS FATTBURGER MARIO OZOME JOHN HODGKINS MICHAEL FRANKS RALPH MOORE SPIES TAYLOR Notelist: PETER PEREZ PHIL SHEERAN BOB JAMES HARRY CONNICK JR. GERRY MULLIGAN KEVIN JARRETT	

THANKS NAC RADIO FOR THE

2

3

PUNCH!

THE RIPPINGTONS

"WELCOME TO THE ST. JAMES CLUB"

DAVID BENJOIT

"INNER MOTION"

ACUSTIC ALCHMY

"REFERENCE POINT"

© 1990 GRP RECORDS, INC.

The Marksman The New Album

CONTEMPORARY JAZZ

BREAKERS

DEBUT 19

NAC

MOST ADDED

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NEW ARTISTS

Reports

- 1 **TRIXTER**/Give It To Me Good (Mechanic/MCA) 80
- 2 **STEVE VAI**/I Would Love To (Relativity) 59
- 3 **EVERY MOTHER'S NIGHTMARE**/Love Can Make... (Arista) . 49
- 4 **LOVE/HATE**/Why Do You Think They Call It Dope? (Columbia) 48
- 5 **REMBRANDTS**/Just The Way It Is, Baby (Atco) 42
- 6 **FAITH NO MORE**/Falling To Pieces (Slash/Reprise) 41
- 7 **WIRE TRAIN**/Should She Cry (MCA) 31
- 8 **LYNCH MOB**/Wicked Sensation (Elektra) 30
- 9 **CONCRETE BLONDE**/Caroline (IRS) 28
- 10 **IGGY POP**/Candy (Virgin) 27
- 11 **METALLICA**/Stone Cold Crazy (Elektra) 23
- TROUBLE TRIBE**/Tattoo (Chrysalis) 23
- 13 **ANTHRAX**/Got The Time (Megaforce/Island) 21
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- 15 **JAY AARON**/Ronda (WB) 17
- JANE'S ADDICTION**/Been Caught Stealing (WB) 17
- 17 **CONCRETE BLONDE**/Joey (IRS) 16
- 18 **HAND OF FATE**/Good Life (WTG/Epic) 14
- INDIGO GIRLS**/Hammer And A Nail (Epic) 14
- 20 **EYES**/Callin' All Girls (Pasha/Curb) 13
- MAGGIE'S DREAM**/Love & Tears (Capitol) 13
- NELSON**/Can't Live Without Your Love & Affection (DGC) . . 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.

AOR TRACKS

3	2	1	177 REPORTERS	Reports/Add	Heavy	Medium
WKS	WKS	LW	TW			
—	2	1	1 ZZ TOP /Concrete And Steel (WB)	174+/2	155+	17-
10	6	3	2 DAMN YANKEES /High Enough (WB)	159+/1	112+	37-
1	1	2	3 INXS /Suicide Blonde (Atlantic)	146-/1	116-	25=
6	5	4	4 NEIL YOUNG & CRAZY HORSE /Mansion On The Hill (Reprise)	158=/1	88+	62-
8	7	5	5 VAUGHAN BROTHERS /Tick Tock (Epic)	145-/2	89+	47-
13	10	6	6 AC/DC /Thunderstruck (Atco)	167-/0	47+	80-
14	15	8	7 ERIC JOHNSON /Cliffs Of Dover (Capitol)	135+/8	78+	42-
17	16	10	8 ALLMAN BROTHERS BAND /Seven Turns (Epic)	141+/7	72+	60-
—	27	18	9 BLACK CROWES /Hard To Handle (Def American/Geffen)	151+/12	52+	77-
25	17	12	10 STYX /Love Is The Ritual (A&M)	151+/4	44+	80=
12	12	7	11 ROBERT CRAY /The Forecast (Calls For Pain) (Mercury)	144-/2	55=	82+
21	18	13	12 HOUSE OF LORDS /Can't Find My Way Home (Simmons/RCA)	144+/3	53+	63-
11	14	9	13 LIVING COLOUR /Type (Epic)	138-/1	44+	62-
—	—	21	14 DEEP PURPLE /King Of Dreams (RCA)	152+/13	23+	91+
24	20	17	15 TOMMY CONWELL & THE YOUNG... /I'm Seventeen (Columbia)	143-/3	33+	78-
DEBUT	—	—	16 LED ZEPPELIN /Travelling Riverside Blues (Atlantic)	122 /122	35	60
19	19	19	17 WARRANT /Cherry Pie (Columbia)	126-/2	31+	53-
2	3	11	18 ASIA /Days Like These (Geffen)	86-/0	58-	21-
—	36	28	19 POISON /Something To Believe In (Enigma/Capitol)	115+/12	27+	61+
32	23	22	20 BOB DYLAN /Unbelievable (Columbia)	118+/5	21+	75=
31	26	24	21 GARY MOORE /Still Got The Blues (Charisma)	107+/13	34+	50+
—	38	31	22 JON BON JOVI /Miracle (Mercury)	108+/24	17+	68+
34	29	27	23 QUEENSRYCHE /Empire (EMI)	118+/12	13+	44+
33	28	29	24 TOY MATINEE /Last Plane Out (Reprise)	106+/12	20+	53+
9	13	20	25 SLAUGHTER /Fly To The Angels (Chrysalis)	81-/2	34-	28-
60	39	32	26 WINGER /Miles Away (Atlantic)	103+/19	14+	52+
7	9	14	27 ROGER WATERS /BRYAN ADAMS /Young Lust (Mercury)	73-/0	35-	28-
26	24	23	28 DON DOKKEN /Mirror Mirror (Geffen)	102-/1	15+	51-
3	8	16	29 BAD COMPANY /Boys Cry Tough (Atco)	69-/0	41-	21-
5	11	25	30 JEFF HEALEY BAND /While My Guitar Gently Weeps (Arista)	57-/0	40-	15-
51	37	34	31 JOHNNY VAN ZANT /Hearts Are Gonna Roll (Atlantic)	86+/14	7+	61+
—	49	39	32 COLIN JAMES /Keep On Loving You Baby (Virgin)	87+/24	5+	47+
42	34	33	33 CHEAP TRICK /Back N' Blue (Epic)	78+/8	7=	44+
4	4	15	34 BRUCE HORNSBY /A Night On The Town (RCA)	52-/0	30-	19-
48	44	37	35 TRIXTER /Give It To Me Good (Mechanic/MCA)	80+/10	7+	27+
—	—	44	36 PAUL SIMON /The Obvious Child (WB)	71+/24	4=	41+
55	45	38	37 CALL /What's Happened To You (MCA)	69+/6	3+	47+
—	57	48	38 HEART /Stranded (Capitol)	52+/17	20+	27+
—	—	47	39 REO SPEEDWAGON /Love Is A Rock (Epic)	58+/20	12+	37+
44	41	41	40 STEVE VAI /I Would Love To (Relativity)	59+/9	3=	24-
58	54	49	41 CURE /Never Enough (Elektra)	59+/7	0=	21+
37	35	35	42 LOS LOBOS /Down On The Riverbed (Slash/WB)	47-/1	4-	35-
18	21	26	43 RATT /Lovin' You's A Dirty Job (Atlantic)	45-/1	8-	19-
43	40	40	44 LITTLE CAESAR /From The Start (DGC)	51-/1	5=	24-
—	60	51	45 JIMMY BARNES /Let's Make It Last All Night (Atlantic)	51+/8	3+	24+
—	58	50	46 BATON ROUGE /There Was A Time (Atlantic)	41+/4	8=	9+
—	—	53	47 EVERY MOTHER'S NIGHTMARE /Love Can Make You Blind (Arista)	49+/15	3-	10+
49	46	45	48 LOVE/HATE /Why Do You Think They Call It Dope? (Columbia)	48-/1	1=	8-
—	—	58	49 FAITH NO MORE /Falling To Pieces (Slash/Reprise)	41+/9	1=	14+
15	25	36	50 WINGER /Can't Get Enuff (Atlantic)	27-/0	10-	11-
20	31	42	51 GENE LOVES JEZEBEL /Jealous (Beggars Banquet/Geffen)	26-/0	7-	13-
28	33	43	52 GUNS N' ROSES /Civil War (WB)	26-/0	8-	10-
23	22	30	53 HEART /Tall, Dark Handsome Stranger (Capitol)	31-/0	4-	23-
DEBUT	—	—	54 REMBRANDTS /Just The Way It Is, Baby (Atco)	42+/16	2+	13+
—	—	60	55 JUDAS PRIEST /A Touch Of Evil (Columbia)	30+/8	2=	9=
—	—	59	56 WIRE TRAIN /Should She Cry (MCA)	31+/6	2=	17+
DEBUT	—	—	57 IGGY POP /Candy (Virgin)	27+/4	3+	10+
DEBUT	—	—	58 JOHN HIATT /The Rest Of The Dream (A&M)	28+/6	3+	14+
DEBUT	—	—	59 LYNCH MOB /Wicked Sensation (Elektra)	30 /30	0	7
DEBUT	—	—	60 CONCRETE BLONDE /Caroline (IRS)	28+/5	1-	19+

PRECIOUS METAL



LOOKS THAT THRILL RIFFS THAT KILL... "MR. BIG STUFF"

**CD PRO IS ON
YOUR DESK NOW**




BREAKERS

- LED ZEPPELIN**
Travelling Riverside Blues (Atlantic)
69% of our reporters on it.
- POISON**
Something To Believe In (Enigma/Capitol)
65% of our reporters on it.
- JON BON JOVI**
Miracle (Mercury)
61% of our reporters on it.
- GARY MOORE**
Still Got The Blues (Charisma)
60% of our reporters on it.
- TOY MATINEE**
Last Plane Out (Reprise)
60% of our reporters on it.

"SHE'S MY BABY"



NEW FROM



FEATURING
SPIKE WILBURY
MUDDY WILBURY
CLAYTON WILBURY
BOO WILBURY



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AOR ALBUMS

NATIONAL AIRPLAY®

3	2			181 REPORTERS	OCTOBER 12, 1990	Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW					
6	1	1		1 INXS/X (Atlantic)	"Suicide" (146) "Disappear" (7) "On" (6)	152-0	119-	28=
—	7	2		2 VAUGHAN BROTHERS /Family Style (Epic)	"Tick" (145) "Telephone" (21) "Long" (12)	163+5	94+	58-
8	6	3		3 DAMN YANKEES /Damn Yankees (WB)	"High" (159) "Come" (4) "Coming" (1)	161=1	113+	39-
7	5	4		4 NEIL YOUNG & CRAZY HORSE /Ragged Glory (Reprise)	"Mansion" (158) "Country" (1) "Over" (1)	161=1	89+	65-
6	8	5		5 ALLMAN BROTHERS BAND /Seven Turns (Epic)	"Seven" (141) "Good" (15) "It" (4)	155+6	84+	60-
32	22	11		6 BLACK CROWES /Shake Your Money Maker (Def American/Geffen)	"Hard" (151) "Twice" (16) "She" (2)	159+10	58+	79-
—	10	6		7 AC/DC /Razor's Edge (Atco)*	"Thunderstruck" (167) "Money" (15) "Shot" (2)	167-0	47+	81-
14	14	8		8 ERIC JOHNSON /Ah Via Musicom (Capitol)	"Cliffs" (135) "Desert" (3) "Righteous" (3)	141+10	79+	46+
13	12	7		9 ROBERT CRAY /Midnight Stroll (Mercury)	"Forecast" (144) "Consequences" (1)	148-2	58=	83+
DEBUT				10 STYX /Edge Of The Century (A&M)	"Love" (151) "Edge" (1)	152 /5	44	81
20	17	13		11 HOUSE OF LORDS /Sahara (Simmons/RCA)	"Can't" (144) "Chains" (1)	145+3	53+	64-
12	13	9		12 LIVING COLOUR /Time's Up (Epic)	"Type" (138) "Solace" (2) "Love" (1)	142-1	47+	63-
—	20	16		13 TOMMY CONWELL & THE YOUNG RUMBLERS /Guitar Trouble (Columbia)	"Seventeen" (143)	146-3	33+	80-
18	19	19		14 WARRANT /Cherry Pie (Columbia)	"Cherry" (126) "Red" (1) "Blind" (1)	127-2	32+	53-
3	3	10		15 ASIA /Then & Now (Geffen)	"Days" (86) "Summer" (1)	87-0	58-	22=
31	30	23		16 POISON /Flesh & Blood (Enigma/Capitol)	"Something" (115) "Unskinny" (8)	116+11	30+	59+
10	16	17		17 WINGER /In The Heart Of The Young (Atlantic)	"Miles" (103) "Can't" (27)	118+13	24-	57+
—	23	22		18 BOB DYLAN /Under The Red Sky (Columbia)	"Unbelievable" (118) "Under" (1)	122+5	23+	76=
30	25	25		19 GARY MOORE /Still Got The Blues (Charisma)	"Still" (107) "Oh" (1) "All" (1)	111+13	35+	51+
26	26	26		20 JON BON JOVI /Blaze Of Glory (Mercury)	"Miracle" (108) "Blaze" (8) "Bang" (1)	114+21	20+	68+
2	4	12		21 BAD COMPANY /Holy Water (Atco)	"Boys" (69) "If" (12) "Holy" (3)	77-3	47-	20-
9	9	15		22 ROGER WATERS /The Wall: Live In Berlin (Mercury)	"Young" (73) "Hey" (4) "Run" (2)	80-0	36-	31-
34	29	28		23 QUEENSRYCHE /Empire (EMI)	"Empire" (118) "Silent" (7) "Jet" (1)	122+11	16+	44+
5	11	21		24 JEFF HEALEY BAND /Hell To Pay (Arista)	"While" (57) "Full" (4) "I" (3)	62-2	41-	16-
11	15	20		25 SLAUGHTER /Stick It To Ya (Chrysalis)	"Fly" (81)	81-2	34-	28-
33	31	30		26 TOY MATINEE /Toy Matinee (Reprise)	"Last" (106) "Remember" (1)	107+12	21+	53+
25	27	29		27 JOHNNY VAN ZANT /Brickyard Road (Atlantic)	"Hearts" (86) "Brickyard" (14) "Three" (1)	98+13	13-	66+
4	2	14		28 BRUCE HORNSBY /A Night On The Town (RCA)	"Night" (52) "Fire" (25)	79-10	32-	37-
22	24	24		29 DON DOKKEN /Up From The Ashes (Geffen)	"Mirror" (102) "Forever" (3) "Crash" (1)	105-1	17+	51-
16	18	18		30 HEART /Brigade (Capitol)	"Stranded" (52) "Tall" (31) "Under" (1)	81-4	24-	49-
37	37	33		31 COLIN JAMES /Sudden Stop (Virgin)	"Keep" (87) "Just" (5) "Crazy" (1)	92+21	9+	49+
27	32	31		32 CHEAP TRICK /Busted (Epic)*	"Back" (78) "Can't" (5) "Hard" (2)	86+8	9=	48=
—	—	35		33 TRIXTER /Only Young Once (Mechanic/MCA)	"Give" (80)	80+10	7+	27+
—	—	36		34 CALL /Red Moon (MCA)	"What's" (69) "You" (1) "Like" (1)	73+6	4+	49+
23	—	34		35 REO SPEEDWAGON /The Earth, A Small Man, His Dog And A Chicken (Epic)*	"Love" (58) "Live" (2) "You" (1)	60+15	14+	38+
39	40	38		36 STEVE VAI /Passion & Warfare (Relativity)	"Would" (59)	59=9	3=	24-
36	36	32		37 LOS LOBOS /The Neighborhood (Slash/WB)	"Down" (47) "I" (1)	51-1	6-	36-
—	39	39		38 CONCRETE BLONDE /Bloodletting (IRS)	"Carolina" (28) "Joey" (16)	45+7	13-	23+
17	21	27		39 RATT /Detonator (Atlantic)	"Lovin" (45) "Givin" (1)	46-0	9-	19-
DEBUT				40 VARIOUS ARTISTS /Rubaiyat (Elektra)	"Stone" (23) "You're" (15) "In" (2)	40+15	3+	13+

*Keeps a bullet due to continued growth.

L e d Z e p p e l i n
 22 YEARS LATER . . . STILL THE
#1
 BAND AT ROCK RADIO.



Travelling Riverside Blues

BREAKERS

STYX
 Edge Of The Century (A&M)
 84% of our reporters on it.

MOST ADDED

- JON BON JOVI (21)
- COLIN JAMES (21)
- REMBRANDTS (16)
- EVERY MOTHER'S NIGHTMARE (15)
- REO SPEEDWAGON (15)
- RUBAIYAT (15)
- GARY MOORE (13)
- JOHNNY VAN ZANT (13)
- WINGER (13)
- TOY MATINEE (12)

HOTTEST

- INXS (119)
- DAMN YANKEES (113)
- VAUGHAN BROTHERS (94)
- NEIL YOUNG & CRAZY HORSE (89)
- ALLMAN BROTHERS BAND (84)
- ERIC JOHNSON (79)
- ASIA (58)
- BLACK CROWES (58)
- ROBERT CRAY (58)
- HOUSE OF LORDS (53)

GARY MOORE

STILL GOT THE BLUES

Breaker

Track 24 - 21

Album 25 - 19

Cracking 200,000
Sold In US--
Over 2 Million Worldwide!

New This Week:

WKLS	WGCX	WGLF
WLZR	WTKX	KQDS
WGR	KOMP	KFMQ
WAVF	WZYC	KXUS
		WZZQ



Top 5 Phones:

WYNF
WLVQ
WFBQ
WRKI
WHCN
WAQX
WRFX
WRXK
WKRR
KMJX
KRIX
KMOD
KDJK
KRZQ
WKIT
WPXC
KQWB
KFMH
KZOO
KTYD
WBCN
KATP
KGMG
KKDJ
KOZZ
KSQI
WQWK
WRKR
WRLF
KOME

Produced by Gary Moore and Ian Taylor
Management: Steve Barnett/Stewart Young
Hard To Handle Management





LW	TW	
2	1	LIVING COLOUR /Time's Up (Epic)
3	2	JANE'S ADDICTION /Ritual De Lo Habitual (WB)
4	3	CURE /Never Enough (track) (Elektra)
5	4	REPLACEMENTS /All Shook Down (Sire/Reprise)
6	5	IGGY POP /Brick By Brick (Virgin)
7	6	COCTEAU TWINS /Heaven Or Las Vegas (4AD/Capitol)
1	7	SOUP DRAGONS /Lovegod (Big Life/Mercury)
8	8	INXS /X (Atlantic)
9	9	CHARLATANS U.K. /The Only One I Know (EP) (Beggars Banquet/RCA)
12	10	DARLING BUDS /Crawdaddy (Columbia)
13	11	AZTEC CAMERA /Stray (Sire/Reprise)
11	12	HEART THROBS /Cleopatra Grip (Elektra)
10	13	BOB MOULD /Black Sheets Of Rain (Virgin)
16	14	DNA I/SUZANNE VEGA /Tom's Diner (A&M)
14	15	PIXIES /Bossanova (4AD/Elektra)
17	16	PET SHOP BOYS /So Hard (track) (EMI)
18	17	SOUL ASYLUM /Soul Asylum & The Horse They Rode In On (A&M)
18	18	VARIOUS ARTISTS /Rubaiyat (Elektra)
15	19	SOHO /Hippy chick (track) (Atco)
15	20	PUBLIC IMAGE LIMITED /The Greatest Hits So Far (Virgin)
22	21	MOJO NIXON /Otis (Enigma)
22	22	HUMAN LEAGUE /Romantic (A&M)
25	23	BOB GELDOF /The Vegetarians Of Love (Atlantic)
24	24	WATERBOYS /Room To Roam (Ensign/Chrysalis)
30	25	AN EMOTIONAL FISH /An Emotional Fish (Atlantic)
20	26	LOS LOBOS /The Neighborhood (WB)
27	27	POSIES /Dear 23 (DGC)
29	28	LILAC TIME /Love For All (Fontana/Mercury)
29	29	ULTRA VIVID SCENE /Joy (4AD/Columbia)
21	30	JELLYFISH /Bellybutton (Charisma)

DEBUT

DEBUT

DEBUT

DEBUT

DEBUT

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED	HOTTEST	MOST REQUESTED
<p>CONNELLS PUBLIC IMAGE LIMITED PYLON HINDU LOVE GODS ENO & CALE</p>	<p>CURE JANE'S ADDICTION REPLACEMENTS DNA I/SUZANNE VEGA INXS SOUP DRAGONS COCTEAU TWINS IGGY POP</p>	<p>CURE JANE'S ADDICTION REPLACEMENTS IGGY POP DNA I/SUZANNE VEGA COCTEAU TWINS SOHO</p>

AOR TRACKS

Continued from Page 98

MOST ADDED

- LED ZEPPELIN/Travelling (122)
- LYNCH MOB/Wicked (30)
- JON BON JOVI/Miracle (24)
- COLIN JAMES/Keep (24)
- PAUL SIMON/Obvious (24)
- BRUCE HORNSBY/Fire (23)
- REO SPEEDWAGON/Love (20)
- WINGER/Miles (19)
- HEART/Stranded (17)
- REMBRANDTS/Just (16)

HOTTEST

- ZZ TOP/Concrete (155)
- INXS/Suicide (116)
- DAMN YANKEES/High (112)
- VAUGHAN BROTHERS/Tick (89)
- NEIL YOUNG &.../Mansion (88)
- ERIC JOHNSON/Climbs (78)
- ALLMAN BROS.../Seven (72)
- ASIA/Days (58)
- ROBERT CRAY/Forecast (55)
- HOUSE OF LORDS/Can't (53)

MOST REQUESTED

- AC/DC/Thunderstruck (64)
- ERIC JOHNSON/Climbs (36)
- ZZ TOP/Concrete (34)
- BLACK CROWES/Hard (31)
- DAMN YANKEES/High (31)
- VAUGHAN BROTHERS/Tick (29)
- INXS/Suicide (21)
- GARY MOORE/Still (20)
- QUEENSRYCHE/Empire (20)
- POISON/Something (17)
- SLAUGHTER/Fly (17)
- STYX/Love (17)

NEW & ACTIVE

REPLACEMENTS "Merry Go Round" (Sire/Reprise) 26/1 (27/3)

Adds: KXRX. Heavy 1: KFMH. Medium 9: WHFS, WDHA, WPLR, WRDU, WROV, WPGU, KQDS, KQWB, KFMU.

BRUCE HORNSBY "Fire On The Cross" (RCA) 25/23 (2/1)

Adds including WDHA, WRXR, KLB, KZRR, WPGU, KQDS, KSQY, KSEZ, KRXX, KCNA. Heavy 1: WHCN. Medium 16 including WNOR, WTPA, WCCC, KEYJ, WRFX, WMFX, WRXK, KRIX, WRDU, KMOD.

ROBERT PLANT "Nirvana" (Es Paranza/Atlantic) 25/10 (15/14)

Adds: WBCN, KLOL, WNOR, WXL, KATT, WIZN, WXQR, KSQY, KWHL, KFMF. Medium 13 including WMMR, WRIF, KZAP, KEYJ, WRXK, WKGB.

TROUBLE TRIBE "Tattoo" (Chrysalis) 23/8 (18/7)

Adds: KUPD, WTPA, WHEB, KKEG, WAZU, WKIT, KFMH, KWHL. Medium 3 including WDVE.

METALLICA "Stone Cold Crazy" (Elektra) 23/7 (16/16)

Adds including KOME, KISW, WCCC, WKQZ, KFMH. Heavy 1: KNAC. Medium 7: WIYY, KUPD, KRSP, WAZU, KICT, KRZQ, KQDS.

VAUGHAN BROTHERS "Telephone Song" (Epic) 21/13 (10/5)

Adds including WMMS, WQFM, WFYV, KMJX, WTKX, WROV, WIBA, KICT, KKDJ, KOMP. Heavy 3 including WHCN, KILQ. Medium 14 including WNEW, KSHE, KOME, WLAV, WMAD.

ANTHRAX "Got The Time" (Megaforce/Island) 21/2 (21/4)

Adds: WHJY, KBAT. Heavy 1: KNAC. Medium 3: WIYY, KUPD, WAZU.

RED HOUSE "Rain" (SBK) 18/3 (16/8)

Adds: WKGR, WXL, KQDI. Heavy 1: WAPL. Medium 5: WQBZ, WTKX, KJOT, KWHL, KFMU.

JANE'S ADDICTION "Been Caught Stealing" (WB) 17/12 (5/0)

Adds including WBAB, WMMS, WLZR, KISW, KXRX, KLB, WRFX, KLPX, KRNA, KFMH. Medium 5 including WHFS, WIYY, KUPD, WWTR.

JAY AARON "Ronda" (WB) 17/2 (15/3)

Adds: KQDS, KCHV. Heavy 1: KRIX. Medium 2: KRZQ, KFMU.

GRATEFUL DEAD "Dear Mr. Fantasy" (Arista) 16/8 (8/8)

Adds including KRXX, KFMF. Heavy 5: WMMR, KROR, WHCN, WZBH, WZXL. Medium 6: WHFS, WBAB, WNEW, KMOD, KJOT, WKIT.

HOTHOUSE FLOWERS "I Can See Clearly Now" (London/Polydor) 16/0 (16/0)

Medium 8: WBCN, KDKB, WBLM, WEZX, KBAT, WKIT, KQDI, KCOR.

AC/DC "Moneytalks" (Atco) 15/6 (10/3)

Adds including WRIF, KXRX, WKLC, WNCD, WKLT. Medium 7 including WDVE, KUPD, WLRS, WQMF, KTAL, WXQR.

FASTER PUSSYCAT "You're So Vain" (Elektra) 15/4 (12/12)

Adds including KBER, KRSP, WKIT. Heavy 2 including KNAC. Medium 2: WAZU, KQDS.

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.



AN EMOTIONAL FISH

"CELEBRATE"

Already Celebrating Success at:
KJQN, KDGE, WFNX, KUKO, WBRU, WXVX, WDET, KJJO, WWCD, KTCL, WMDK, WHTG, WBER, WTUL, WDRE

Major Market tour starts October 26th!

NEW ROCK 25

"Very emotional. Very fishy. I love it!"
GEORGE GIMARC, KDGE/DALLAS



PLAYLISTS — Artists are listed once per playlist in the highest rotation that any of their album's tracks is reported...

For all stations, light rotation is condensed to include only adds to the rotation this week...

Symbols: 'a' — Album or track is newly reported. (M); (L) — Other tracks from that album are in those rotations...

A "frozen" list indicates that a current report was not received, and last week's rotations are included in the data base...

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.

P2 logo with station information for WCCC/Hartford.

WCCC/Hartford (203) 233-4426. PD: TED SELLERS. MD: LISA TRAXLER. Heavy: LED ZEPPELIN, DAMN YANKEES...

WBYX/Albany (518) 785-9061. PD: STEVE BECKER. MD: JOHN COOPER. Heavy: DAMN YANKEES, ASIA...

WHYJ/Providence (401) 438-6110. PD: BILL WESTON. MD: PHIL MARLOWE. Heavy: DAMN YANKEES, ASIA...

WZZO/Allentown (215) 694-0511. PD: RICK STRAUSS. MD: TODD HERT. Heavy: JEFF HEALEY BAND, ROGER WATERS...

WVDC/Washington (301) 587-7100. VP/PRG: DAVE BRONN. MD: KUSTY SCOTT. Heavy: ERIC CLAPTON, JEFF HEALEY BAND...

WGR/Buffalo (716) 881-4555. PD: JOHN HADGER. MD: BOB RICHARDS. Heavy: JOHNNY VAN ZANT, ROGER WATERS...

WZBH/Ocean City (302) 856-2567. PD: DEPTH MICHAELS. Heavy: ROGER WATERS, AEROSMITH...

WEZI/Scranton (717) 961-1842. PD: JOE RISING. MD: JACK HEYERS. Heavy: TOMMY CONNELL, GRATEFUL DEAD...

WZXR/Binghamton (607) 785-9925. Heavy: TOM MARSHALL. MD: CHARLIE LOGAN. Heavy: INXS, DON DOKKEN...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

P3 logo with station information for WZXR/Binghamton.

WZXR/Binghamton (607) 785-9925. Heavy: TOM MARSHALL. MD: CHARLIE LOGAN. Heavy: INXS, DON DOKKEN...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

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WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

P1 logo with station information for WYNY/Tampa.

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

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WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

P2 logo with station information for WYNY/Tampa.

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

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WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

P1 logo with station information for WYNY/Tampa.

WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

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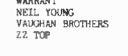
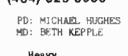
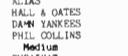
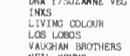
WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...

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WYNY/Tampa (813) 228-6090. Heavy: ROBERT CRAY. MD: JEFF CARROLL. MD: JODY DENBERG. Heavy: ROBERT CRAY, INXS...



SOUTH (Continued)

WLRS/Louisville (502) 585-5178 PD: BRAD HARDIN

WQBZ/Macon (912) 825-0106 PD: NATHAN HALE

KRIX/McAllen (512) 968-1548 PD: KIRK DAVIDSON

WEGR/Memphis (901) 578-1103 PD: DRAKE HALL

WGCM/Mobile (205) 626-9600 PD: J.T. STEVENS

WKDF/Nashville (615) 244-9532 PD: KIDD REDD

KBAT/Odesa (915) 563-2121 PD: FRANK HALL

WHTQ/Orlando (407) 295-3990 PD: KEN CARSON

WDIZ/Orlando (407) 682-7676 PD: NEAL MERSKY

WTKX/Pensacola (904) 438-7543 PD: MIKE ONDAYKO

WRDU/Raleigh (919) 876-1061 PD: BOB WALTON

WROV/Roanoke (703) 343-4444 PD: MIKE BELL

WIXV/Savanna (912) 897-1529 PD: CURT GARY

KTAL/Shreveport (318) 425-2422 PD: JOHN SHERMAN

WINGER INKS ZZ TOP POISON NEIL YOUNG

WWWV/Charlottesville (804) 971-4057 PD: JAY LOPEZ

WXRQ/Coastal NC (919) 455-2177 PD: KRIS KELLY

WZVC/Coastal NC (919) 247-6343 PD: BILL CANNON

WEBN/Cincinnati (513) 621-9326 PD: TOM OWENS

WIXV/Savanna (912) 897-1529 PD: CURT GARY

WMMS/Cleveland (216) 781-9667 PD: MICHAEL LUSZAK

KKZ/Ft. Smith (501) 846-6700 PD: DAVE ROBERTS

WRUF/Gainesville (904) 392-0771 PD: HARRY GUSCOTT

KFMX/Lubbock (806) 747-1224 PD: JON MCGANN

WGLF/Tallahassee (904) 878-1104 PD: JEFF HORN

WLVQ/Columbus (614) 224-1271 PD: BUZZ KNIGHT

WRIF/Detroit (313) 827-9505 PD: JIM HENDERSON

WLLZ/Detroit (313) 855-5100 PD: JAY CLARK

WFBQ/Indianapolis (317) 257-7565 PD: MARTY BENDER

WQFM/Milwaukee (414) 276-2040 PD: DAN HANSEN

KYYS/Kansas City (816) 561-9102 PD: LARRY MOFFITT

KTCZ/Minneapolis (612) 339-0000 PD: ALAN LAMSON

WLVQ/Columbus (614) 224-1271 PD: BUZZ KNIGHT

KSHE/St. Louis (314) 621-0095 PD: RICK BALLS

WXRT/Chicago (312) 777-1700 PD: NORM WIENER

WLPJ/Chicago (312) 440-5270 PD: VFSH: GREG SOLK

WQFM/Milwaukee (414) 276-2040 PD: DAN HANSEN

WLRZ/Milwaukee (414) 453-4130 PD: GREG AUSHAM

WJXQ/Lansing (517) 788-6360 PD: MARK STEVENS

WAPL/Appleton (414) 734-9226 PD: GARRETT HART

WXLN/Davenport (319) 328-2541 PD: GUY PERRY

WAZU/Dayton (513) 223-9445 PD: LISA LYONS

WQZZ/Saginaw (517) 695-5115 PD: MIKE FERRIS

WPGU/Champaign (217) 333-2016 PD: PAUL MALONEY

KFMZ/Columbia (314) 874-3000 PD: CHRIS KELLGOS

KMOT/Tulsa (918) 664-2810 PD: PHIL STONE

WQWB/Fargo (218) 236-7900 PD: MARK NICHOLLS

KSOY/Rapid City (605) 348-9877 PD: JEFF DANIELS

KSEZ/Sioux City (712) 258-6740 PD: GLEN MILLER

WQWB/Fargo (218) 236-7900 PD: MARK NICHOLLS

WYMG/Springfield (217) 546-9000 PD: CRAIG STEVENS

KXUS/Springfield (417) 831-9700 PD: KEVIN ALLEN

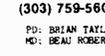
WZZO/Terre Haute (812) 232-5034 PD: TODD HELMAN

KJKJ/Grand Forks (701) 748-1417 PD: JANE ORBEN

KBPD/Denver (303) 573-6200 PD: BILL BETTS

KLOS/Los Angeles (213) 840-4836 PD: GARY CURELOP

KUPD/Phoenix (602) 838-3062 PD: CURTIS JOHNSON



Continued on next page

CHRIST 1 PLAYLISTS

WBSB Baltimore 104.5 FM Baltimore's Best Hits! PD: Steve Perun APD/MD: Pam Trickett

Pittsburgh 14 FM PD: Danny Clayton APD: Zak Szabo MD: Lori Campbell

Boston WKXS-FM 108 FM PD: Sunny Joe White MD: Jerry McKenna

KRBE Houston POWER 104 KRBE PD: Steve Wyrostok MD: Cheryl Broz

Q6 fm KSAQ/San Antonio PD: Leo Vela APD: Ree Cruze MD: Likko Ollervidez

POWER 99 FM Atlanta PD: Rick Stacy MD: Lee Chesnut

WVAW 105 Washington PD: Chuck Beck Music Coord.: Chris Taylor

New York Z100 New York VP/Dir. Ops. & Prog.: Steve Kingston APD/MD: Frankie Blue

Long Island FM 106 VP/Programming: Bill Terry APD: Mike Larkin MD: Mark Lobel

Tampa Q103 Ops Director: John Clay APD: Dennis Reay

Houston HOUSTON'S ORIGINAL RADIO STATION 93.5 KKQB PD: Dene Hallam Ops Dir: Dave Elliott MD: Mike Snow

KHYI/Dallas 99.5 Station Mgr: Randy Kabrich APD: J.J. McKay MD: Mike Easterlin

New York 95.5 WPLJ VP/Programming: Tom Cuddy MD: Mike Preston

Philadelphia WEGX PD: Todd Fisher APD/MD: Jay Beau Jones Music Coord: Chuck Tisa

Miami 100.7 FM The Beat Music Mix PD: Frank Amadeo MD: Johnna Ceccoli

WFLZ/Tampa TOWER 93 FM PD: Marc Chase APD: B.J. Harris

Dallas all hit 97.1 KECL The Eagle PD: Joel Folger APD/MD: Jimmy Steal

Boston WJZL 94.5 FM PD: Steve Rivers APD/MD: Cadillac Jack McCartney

Providence 94.9 FM White & Red PD: Paul Cannon MD: Tony Bristol

New Orleans 77 FM PD: Greg Rolling APD/MD: Joey Giovinco

Houston, TX KHM 96.5 PD: Guy Zapoleon MD: Jeff Scott APD: Kurt Kelly MD: Michael Newman

WFLZ/Tampa TOWER 93 FM PD: Marc Chase APD: B.J. Harris

Dallas all hit 97.1 KECL The Eagle PD: Joel Folger APD/MD: Jimmy Steal

CHR P1 PLAYLISTS

KWSS San Jose

PD: Larry Morgan
APD/MD: Rich Anhorn

- H 3 1 GEORF MICHAEL/Praising For Time
4 2 PHIL COLLINS/Something Happened On
5 4 ALIAS/More Than Words Can
6 3 JANET JACKSON/Black Cat
7 5 MARIAN CAREY/Heart Takes Time
8 13 BREATHE/In The Heat
9 8 DEPECHE MODE/Policy Of Truth
10 9 JOE COLE/Time For Letting Go
11 10 INSUBMISSIVE/Boots
12 12 TAYLOR DAYNE/Heart Of Stone
13 16 PAUL YOUNG/Oh Girl
14 14 HALL & GATES/No Close
15 15 DOWN YAMMER/High Enough
16 17 BREATHE/In The Heat
17 17 TAYLOR DAYNE/Heart Of Stone
18 18 PEBBLES/Giving You The Benefit
19 19 LISA STANFIELD/This Is The Right Time
20 20 MICHAEL BOLTON/Dreaming Of Dragsirl
21 21 DAVID CASSIDY/Lean 'N' Mean
22 22 POLINA/Smoothing The Way
23 23 MICHAEL BOLTON/Dreaming Of Dragsirl
24 24 UB40/This May Be The Last Time
25 25 HEART/Stranded
26 26 BILLY JOEL/A Woman
27 27 BETTE MIDLER/From A Distance
28 28 WHITNEY HOUSTON/In Your Baby Tonight
29 29 LOWER LOWDOWN/In Your Baby Tonight

ADD: 29 VANILLA ICE/In The Heat
30 BILLY JOEL/And So It Goes

ON: HARBART/Cherry Pie
BONO/Hippie Chick

X100

KXXX (X100)
San Francisco
PD: Dan O'Toole
MD: Mike Reilly

- H 2 1 GEORF MICHAEL/Praising For Time
3 2 BREATHE/In The Heat
4 3 PHIL COLLINS/Something Happened On
5 4 ALIAS/More Than Words Can
6 3 JANET JACKSON/Black Cat
7 5 MARIAN CAREY/Heart Takes Time
8 13 BREATHE/In The Heat
9 8 DEPECHE MODE/Policy Of Truth
10 9 JOE COLE/Time For Letting Go
11 10 INSUBMISSIVE/Boots
12 12 TAYLOR DAYNE/Heart Of Stone
13 16 PAUL YOUNG/Oh Girl
14 14 HALL & GATES/No Close
15 15 DOWN YAMMER/High Enough
16 17 BREATHE/In The Heat
17 17 TAYLOR DAYNE/Heart Of Stone
18 18 PEBBLES/Giving You The Benefit
19 19 LISA STANFIELD/This Is The Right Time
20 20 MICHAEL BOLTON/Dreaming Of Dragsirl
21 21 DAVID CASSIDY/Lean 'N' Mean
22 22 POLINA/Smoothing The Way
23 23 MICHAEL BOLTON/Dreaming Of Dragsirl
24 24 UB40/This May Be The Last Time
25 25 HEART/Stranded
26 26 BILLY JOEL/A Woman
27 27 BETTE MIDLER/From A Distance
28 28 WHITNEY HOUSTON/In Your Baby Tonight
29 29 LOWER LOWDOWN/In Your Baby Tonight

ADD: 29 VANILLA ICE/In The Heat
30 BILLY JOEL/And So It Goes

ON: CONCRETE BLONDE/Jury
DUYS NEXT DOOR/I Made For You
BONO/Hippie Chick
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time

KZZP 104.7 FM

THE NUMBER 1 HIT MUSIC STATION
KZZP/Phoenix, AZ
PD: Bob Case
MD: Darcy Sanders

- H 2 1 JANNY GILL/Father Friend
3 2 GEORF MICHAEL/Praising For Time
4 3 PHIL COLLINS/Something Happened On
5 4 ALIAS/More Than Words Can
6 3 JANET JACKSON/Black Cat
7 5 MARIAN CAREY/Heart Takes Time
8 13 BREATHE/In The Heat
9 8 DEPECHE MODE/Policy Of Truth
10 9 JOE COLE/Time For Letting Go
11 10 INSUBMISSIVE/Boots
12 12 TAYLOR DAYNE/Heart Of Stone
13 16 PAUL YOUNG/Oh Girl
14 14 HALL & GATES/No Close
15 15 DOWN YAMMER/High Enough
16 17 BREATHE/In The Heat
17 17 TAYLOR DAYNE/Heart Of Stone
18 18 PEBBLES/Giving You The Benefit
19 19 LISA STANFIELD/This Is The Right Time
20 20 MICHAEL BOLTON/Dreaming Of Dragsirl
21 21 DAVID CASSIDY/Lean 'N' Mean
22 22 POLINA/Smoothing The Way
23 23 MICHAEL BOLTON/Dreaming Of Dragsirl
24 24 UB40/This May Be The Last Time
25 25 HEART/Stranded
26 26 BILLY JOEL/A Woman
27 27 BETTE MIDLER/From A Distance
28 28 WHITNEY HOUSTON/In Your Baby Tonight
29 29 LOWER LOWDOWN/In Your Baby Tonight

ADD: 29 VANILLA ICE/In The Heat
30 BILLY JOEL/And So It Goes

ON: AL BURE/Just Can't Handle It
NE-FIVE/Just Can't Handle It
2 LIVE CREAM/Mama Juvenile
DOBBY O'NEAL/Just Another Day
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time

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.

WPGC Washington, D.C.

PD: Dave Ferguson
MD: Albie D

- H 1 1 VANILLA ICE/In The Heat
2 2 GEORF MICHAEL/Praising For Time
3 3 ADVENTURES OF BIE/Dirty Cash
4 4 JONAS/Don't Have The Heart
5 5 JANNY GILL/For The Benefit
6 6 DEPECHE MODE/Policy Of Truth
7 7 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
8 8 NEW KIDS ON THE BLOCK/I Believe In U
9 9 TOMAZI/Monster
10 10 GEORF MICHAEL/Praising For Time
11 11 BONO/Hippie Chick
12 12 BLACK BOYZ/Everybody Everybody
13 13 MAXI PRIEST/Close To You
14 14 PAUL YOUNG/Oh Girl
15 15 LINDA JAZZ/You're My First Love
16 16 JANNY GILL/For The Benefit
17 17 MARIAN CAREY/Heart Takes Time
18 18 JANNY GILL/For The Benefit
19 19 MARIAN CAREY/Heart Takes Time
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28 28 MARIAN CAREY/Heart Takes Time
29 29 MARIAN CAREY/Heart Takes Time
30 30 MARIAN CAREY/Heart Takes Time

WQHT New York

OM: Joel Salkowitz
APD/MD: Kevin McCabe

- H 1 1 2 IN A ROOM/Missile Is
2 2 GEORF MICHAEL/Praising For Time
3 3 MAXI PRIEST/Close To You
4 4 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
5 5 JANNY GILL/For The Benefit
6 6 VANILLA ICE/In The Heat
7 7 MARIAN CAREY/Heart Takes Time
8 8 DEPECHE MODE/Policy Of Truth
9 9 PAUL YOUNG/Oh Girl
10 10 R.C. HAMPER/Papa
11 11 JANNY GILL/For The Benefit
12 12 LISA STANFIELD/This Is The Right Time
13 13 MARIAN CAREY/Heart Takes Time
14 14 HALL & GATES/No Close
15 15 DOWN YAMMER/High Enough
16 16 BILLY JOEL/A Woman
17 17 BETTE MIDLER/From A Distance
18 18 WHITNEY HOUSTON/In Your Baby Tonight
19 19 LOWER LOWDOWN/In Your Baby Tonight

ADD: 29 VANILLA ICE/In The Heat
30 BILLY JOEL/And So It Goes

ON: CONCRETE BLONDE/Jury
DUYS NEXT DOOR/I Made For You
BONO/Hippie Chick
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time

POWER 106 WPOV Miami

VP/Programming: Bill Tanner
APD: Funk E. Frank Walsh
MD: John Rodgers

- H 1 1 VANILLA ICE/In The Heat
2 2 GEORF MICHAEL/Praising For Time
3 3 ADVENTURES OF BIE/Dirty Cash
4 4 JONAS/Don't Have The Heart
5 5 JANNY GILL/For The Benefit
6 6 DEPECHE MODE/Policy Of Truth
7 7 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
8 8 NEW KIDS ON THE BLOCK/I Believe In U
9 9 TOMAZI/Monster
10 10 GEORF MICHAEL/Praising For Time
11 11 BONO/Hippie Chick
12 12 BLACK BOYZ/Everybody Everybody
13 13 MAXI PRIEST/Close To You
14 14 PAUL YOUNG/Oh Girl
15 15 LINDA JAZZ/You're My First Love
16 16 JANNY GILL/For The Benefit
17 17 MARIAN CAREY/Heart Takes Time
18 18 JANNY GILL/For The Benefit
19 19 MARIAN CAREY/Heart Takes Time
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27 27 MARIAN CAREY/Heart Takes Time
28 28 MARIAN CAREY/Heart Takes Time
29 29 MARIAN CAREY/Heart Takes Time
30 30 MARIAN CAREY/Heart Takes Time

WIOQ Philadelphia

OM: Mark Driscoll
PD: John Roberts
MD: Pam Grund

- H 1 1 VANILLA ICE/In The Heat
2 2 GEORF MICHAEL/Praising For Time
3 3 ADVENTURES OF BIE/Dirty Cash
4 4 JONAS/Don't Have The Heart
5 5 JANNY GILL/For The Benefit
6 6 DEPECHE MODE/Policy Of Truth
7 7 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
8 8 NEW KIDS ON THE BLOCK/I Believe In U
9 9 TOMAZI/Monster
10 10 GEORF MICHAEL/Praising For Time
11 11 BONO/Hippie Chick
12 12 BLACK BOYZ/Everybody Everybody
13 13 MAXI PRIEST/Close To You
14 14 PAUL YOUNG/Oh Girl
15 15 LINDA JAZZ/You're My First Love
16 16 JANNY GILL/For The Benefit
17 17 MARIAN CAREY/Heart Takes Time
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27 27 MARIAN CAREY/Heart Takes Time
28 28 MARIAN CAREY/Heart Takes Time
29 29 MARIAN CAREY/Heart Takes Time
30 30 MARIAN CAREY/Heart Takes Time

103 KTEM San Antonio

OM: Bob Perry
PD: Rick "Big Dog" Hayes
MD: Ross Knight

- H 1 1 VANILLA ICE/In The Heat
2 2 GEORF MICHAEL/Praising For Time
3 3 ADVENTURES OF BIE/Dirty Cash
4 4 JONAS/Don't Have The Heart
5 5 JANNY GILL/For The Benefit
6 6 DEPECHE MODE/Policy Of Truth
7 7 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
8 8 NEW KIDS ON THE BLOCK/I Believe In U
9 9 TOMAZI/Monster
10 10 GEORF MICHAEL/Praising For Time
11 11 BONO/Hippie Chick
12 12 BLACK BOYZ/Everybody Everybody
13 13 MAXI PRIEST/Close To You
14 14 PAUL YOUNG/Oh Girl
15 15 LINDA JAZZ/You're My First Love
16 16 JANNY GILL/For The Benefit
17 17 MARIAN CAREY/Heart Takes Time
18 18 JANNY GILL/For The Benefit
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27 27 MARIAN CAREY/Heart Takes Time
28 28 MARIAN CAREY/Heart Takes Time
29 29 MARIAN CAREY/Heart Takes Time
30 30 MARIAN CAREY/Heart Takes Time

WQHT New York

OM: Joel Salkowitz
APD/MD: Kevin McCabe

- H 1 1 2 IN A ROOM/Missile Is
2 2 GEORF MICHAEL/Praising For Time
3 3 MAXI PRIEST/Close To You
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5 5 JANNY GILL/For The Benefit
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12 12 LISA STANFIELD/This Is The Right Time
13 13 MARIAN CAREY/Heart Takes Time
14 14 HALL & GATES/No Close
15 15 DOWN YAMMER/High Enough
16 16 BILLY JOEL/A Woman
17 17 BETTE MIDLER/From A Distance
18 18 WHITNEY HOUSTON/In Your Baby Tonight
19 19 LOWER LOWDOWN/In Your Baby Tonight

ADD: 29 VANILLA ICE/In The Heat
30 BILLY JOEL/And So It Goes

ON: CONCRETE BLONDE/Jury
DUYS NEXT DOOR/I Made For You
BONO/Hippie Chick
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time

106 KXXR/Kansas City

OM/MD: Steve Douglas
Acting MD: Scott Wheeler

- H 1 1 BLACK BOYZ/Everybody Everybody
2 2 PEBBLES/Giving You The Benefit
3 3 DINO/Rosso
4 4 JANNY GILL/For The Benefit
5 5 VANILLA ICE/In The Heat
6 6 LISA STANFIELD/This Is The Right Time
7 7 STONEY YOUNG/Blowin' Me Away
8 8 DEPECHE MODE/Policy Of Truth
9 9 SLENN MEDRADO/It's Missing In You
10 10 GEORF MICHAEL/Praising For Time
11 11 EN VOQUE/Lisa
12 12 TONY TOMI/TONI/Papa Good
13 13 LOUIE LOUIE/It's A Wonderful World
14 14 BREATHE/In The Heat
15 15 M.C. HAMPER/Papa
16 16 TRICIA LEMON/Everybody Everybody
17 17 DEE-LITE/Over In The Heat
18 18 TYLER COLLINS/Something Happened On
19 19 SANDYMAN/Reaction/Boots
20 20 STEVE B/Because I Love You
21 21 BONO/Hippie Chick
22 22 MAXI PRIEST/Close To You
23 23 INSUBMISSIVE/Boots
24 24 MS. ADVENTURES OF BIE/Dirty Cash
25 25 ELISA FIORILLO/On The Way Up
26 26 SWEET SENSATION/Each And Every Time
27 27 RIGHTeous BRO/Pd/Unchained Melody
28 28 HUMAN LEAGUE/Heart Like A Wheel

KHQT San Jose

PD: Ken Richards
APD/MD: John Christian

- 1 1 AFTER 7/Cant Stop
2 2 DINO/Rosso
3 3 JANNY GILL/For The Benefit
4 4 M.C. HAMPER/Papa
5 5 VANILLA ICE/In The Heat
6 6 SANDYMAN/Reaction/Boots
7 7 MARIAN CAREY/Heart Takes Time
8 8 DEPECHE MODE/Policy Of Truth
9 9 SLENN MEDRADO/It's Missing In You
10 10 GEORF MICHAEL/Praising For Time
11 11 EN VOQUE/Lisa
12 12 TONY TOMI/TONI/Papa Good
13 13 LOUIE LOUIE/It's A Wonderful World
14 14 BREATHE/In The Heat
15 15 M.C. HAMPER/Papa
16 16 TRICIA LEMON/Everybody Everybody
17 17 DEE-LITE/Over In The Heat
18 18 TYLER COLLINS/Something Happened On
19 19 SANDYMAN/Reaction/Boots
20 20 STEVE B/Because I Love You
21 21 BONO/Hippie Chick
22 22 MAXI PRIEST/Close To You
23 23 INSUBMISSIVE/Boots
24 24 MS. ADVENTURES OF BIE/Dirty Cash
25 25 ELISA FIORILLO/On The Way Up
26 26 SWEET SENSATION/Each And Every Time
27 27 RIGHTeous BRO/Pd/Unchained Melody
28 28 HUMAN LEAGUE/Heart Like A Wheel

102 WLUM Milwaukee

PD: Gregg Cassidy
MD: Dana Lundson

- H 1 1 AFTER 7/Cant Stop
2 2 JANNY GILL/For The Benefit
3 3 GEORF MICHAEL/Praising For Time
4 4 JONAS/Don't Have The Heart
5 5 JANNY GILL/For The Benefit
6 6 DEPECHE MODE/Policy Of Truth
7 7 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
8 8 NEW KIDS ON THE BLOCK/I Believe In U
9 9 TOMAZI/Monster
10 10 GEORF MICHAEL/Praising For Time
11 11 BONO/Hippie Chick
12 12 BLACK BOYZ/Everybody Everybody
13 13 MAXI PRIEST/Close To You
14 14 PAUL YOUNG/Oh Girl
15 15 LINDA JAZZ/You're My First Love
16 16 JANNY GILL/For The Benefit
17 17 MARIAN CAREY/Heart Takes Time
18 18 JANNY GILL/For The Benefit
19 19 MARIAN CAREY/Heart Takes Time
20 20 MARIAN CAREY/Heart Takes Time
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26 26 MARIAN CAREY/Heart Takes Time
27 27 MARIAN CAREY/Heart Takes Time
28 28 MARIAN CAREY/Heart Takes Time
29 29 MARIAN CAREY/Heart Takes Time
30 30 MARIAN CAREY/Heart Takes Time

PIRATE RADIO Los Angeles

VP/Programming: Scott Shannon
OM: Mark Todd
MD: Denise Lauren

- H 1 1 NELSON/Love And Affection
2 2 JONAS/Don't Have The Heart
3 3 RIGHTeous BRO/Pd/Unchained Melody
4 4 WINDY/Can't Stop
5 5 WINDY/Can't Stop
6 6 LINDA JAZZ/You're My First Love
7 7 BILLY JOEL/A Woman
8 8 DEE-LITE/Over In The Heat
9 9 JONAS/Don't Have The Heart
10 10 WINDY/Can't Stop
11 11 AFTER 7/Cant Stop
12 12 PEBBLES/Giving You The Benefit
13 13 JANNY GILL/For The Benefit
14 14 CONCRETE BLONDE/Jury
15 15 INSUBMISSIVE/Boots
16 16 MARIAN CAREY/Heart Takes Time
17 17 BREATHE/In The Heat
18 18 MARIAN CAREY/Heart Takes Time
19 19 MARIAN CAREY/Heart Takes Time
20 20 MARIAN CAREY/Heart Takes Time
21 21 MARIAN CAREY/Heart Takes Time
22 22 MARIAN CAREY/Heart Takes Time
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26 26 MARIAN CAREY/Heart Takes Time
27 27 MARIAN CAREY/Heart Takes Time
28 28 MARIAN CAREY/Heart Takes Time
29 29 MARIAN CAREY/Heart Takes Time
30 30 MARIAN CAREY/Heart Takes Time

ADD: 29 VANILLA ICE/In The Heat
30 BILLY JOEL/And So It Goes

ON: CONCRETE BLONDE/Jury
DUYS NEXT DOOR/I Made For You
BONO/Hippie Chick
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time

99.1 KGGI FM

Quadruples the Music!
KGGI/Riverside
OM/MD: Larry Martino
APD: Steve Craig
MD: Harley Davidson

- H 1 1 VANILLA ICE/In The Heat
2 2 CANDYMAN/Reaction/Boots
3 3 JANNY GILL/For The Benefit
4 4 MARIAN CAREY/Heart Takes Time
5 5 MARIAN CAREY/Heart Takes Time
6 6 JANNY GILL/For The Benefit
7 7 TONY TOMI/TONI/Papa Good
8 8 MARIAN CAREY/Heart Takes Time
9 9 JANNY GILL/For The Benefit
10 10 AFTER 7/Cant Stop
11 11 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
12 12 MARIAN CAREY/Heart Takes Time
13 13 M.C. HAMPER/Papa
14 14 UB40/This May Be The Last Time
15 15 JANNY GILL/For The Benefit
16 16 DEE-LITE/Over In The Heat
17 17 BISCUIT/Back In The Heat
18 18 NEW KIDS ON THE BLOCK/I Believe In U
19 19 DOC BOX & B/PRL/Slow Love
20 20 P.C. QUEST/After The Summer's Over
21 21 VANILLA ICE/In The Heat
22 22 CANDYMAN/Reaction/Boots
23 23 JANNY GILL/For The Benefit
24 24 MARIAN CAREY/Heart Takes Time
25 25 MARIAN CAREY/Heart Takes Time
26 26 JANNY GILL/For The Benefit
27 27 TONY TOMI/TONI/Papa Good
28 28 MARIAN CAREY/Heart Takes Time
29 29 JANNY GILL/For The Benefit
30 30 AFTER 7/Cant Stop

193 KOY-FM/Phoenix, AZ

PD: Jay Stevens
APD: Monson Eddie
MD: Dena Yasner

- H 1 1 CANDYMAN/Reaction/Boots
2 2 M.C. HAMPER/Papa
3 3 VANILLA ICE/In The Heat
4 4 BLACK BOYZ/Everybody Everybody
5 5 ADVENTURES OF BIE/Dirty Cash
6 6 REDUCITION/Back In The Heat
7 7 AFTER 7/Cant Stop
8 8 LISA STANFIELD/This Is The Right Time
9 9 JANNY GILL/For The Benefit
10 10 JANNY GILL/For The Benefit
11 11 TONY TOMI/TONI/Papa Good
12 12 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
13 13 DEE-LITE/Over In The Heat
14 14 SWEET SENSATION/Each And Every Time
15 15 BONO/Hippie Chick
16 16 MS. ADVENTURES OF BIE/Dirty Cash
17 17 UB40/This May Be The Last Time
18 18 ELISA FIORILLO/On The Way Up
19 19 PEBBLES/Giving You The Benefit
20 20 INSUBMISSIVE/Boots
21 21 MARIAN CAREY/Heart Takes Time
22 22 MARIAN CAREY/Heart Takes Time
23 23 MARIAN CAREY/Heart Takes Time
24 24 MARIAN CAREY/Heart Takes Time
25 25 MARIAN CAREY/Heart Takes Time
26 26 MARIAN CAREY/Heart Takes Time
27 27 MARIAN CAREY/Heart Takes Time
28 28 MARIAN CAREY/Heart Takes Time
29 29 MARIAN CAREY/Heart Takes Time
30 30 MARIAN CAREY/Heart Takes Time

POWER 92 FM

KKFR/Phoenix
VP/Programming: Steve Smith
APD: Paco Lopez
Prog Coord: Christopher Lance

- H 1 1 VANILLA ICE/In The Heat
2 2 CANDYMAN/Reaction/Boots
3 3 JANNY GILL/For The Benefit
4 4 MARIAN CAREY/Heart Takes Time
5 5 MARIAN CAREY/Heart Takes Time
6 6 JANNY GILL/For The Benefit
7 7 TONY TOMI/TONI/Papa Good
8 8 MARIAN CAREY/Heart Takes Time
9 9 JANNY GILL/For The Benefit
10 10 AFTER 7/Cant Stop
11 11 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
12 12 MARIAN CAREY/Heart Takes Time
13 13 M.C. HAMPER/Papa
14 14 UB40/This May Be The Last Time
15 15 JANNY GILL/For The Benefit
16 16 DEE-LITE/Over In The Heat
17 17 BISCUIT/Back In The Heat
18 18 NEW KIDS ON THE BLOCK/I Believe In U
19 19 DOC BOX & B/PRL/Slow Love
20 20 P.C. QUEST/After The Summer's Over
21 21 VANILLA ICE/In The Heat
22 22 CANDYMAN/Reaction/Boots
23 23 JANNY GILL/For The Benefit
24 24 MARIAN CAREY/Heart Takes Time
25 25 MARIAN CAREY/Heart Takes Time
26 26 JANNY GILL/For The Benefit
27 27 TONY TOMI/TONI/Papa Good
28 28 MARIAN CAREY/Heart Takes Time
29 29 JANNY GILL/For The Benefit
30 30 AFTER 7/Cant Stop

KZHT Salt Lake City

PD: Lou Simon
MD: John Griffith

- H 2 1 CONCRETE BLONDE/Jury
3 2 GEORF MICHAEL/Praising For Time
4 3 VANILLA ICE/In The Heat
5 4 JANNY GILL/For The Benefit
6 5 MARIAN CAREY/Heart Takes Time
7 6 JANNY GILL/For The Benefit
8 7 JANNY GILL/For The Benefit
9 8 JANNY GILL/For The Benefit
10 9 JANNY GILL/For The Benefit
11 10 JANNY GILL/For The Benefit
12 11 JANNY GILL/For The Benefit
13 12 JANNY GILL/For The Benefit
14 13 JANNY GILL/For The Benefit
15 14 JANNY GILL/For The Benefit
16 15 JANNY GILL/For The Benefit
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20 19 JANNY GILL/For The Benefit
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27 26 JANNY GILL/For The Benefit
28 27 JANNY GILL/For The Benefit
29 28 JANNY GILL/For The Benefit
30 29 JANNY GILL/For The Benefit

ADD: 29 VANILLA ICE/In The Heat
30 BILLY JOEL/And So It Goes

ON: CONCRETE BLONDE/Jury
DUYS NEXT DOOR/I Made For You
BONO/Hippie Chick
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time
CANDYMAN/Reaction/Boots
JANNY GILL/Father Friend
ROSE/Just A Matter Of Time

KIHL 105 FM

San Francisco
PD: Keith Nafatty
MD: Hosh Gureli

- H 3 1 VANILLA ICE/In The Heat
2 2 MARIAN CAREY/Heart Takes Time
3 3 TONY TOMI/TONI/Papa Good
4 4 CANDYMAN/Reaction/Boots
5 5 JANNY GILL/For The Benefit
6 6 MARIAN CAREY/Heart Takes Time
7 7 JANNY GILL/For The Benefit
8 8 MARIAN CAREY/Heart Takes Time
9 9 JANNY GILL/For The Benefit
10 10 AFTER 7/Cant Stop
11 11 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
12 12 MARIAN CAREY/Heart Takes Time
13 13 M.C. HAMPER/Papa
14 14 UB40/This May Be The Last Time
15 15 JANNY GILL/For The Benefit
16 16 DEE-LITE/Over In The Heat
17 17 BISCUIT/Back In The Heat
18 18 NEW KIDS ON THE BLOCK/I Believe In U
19 19 DOC BOX & B/PRL/Slow Love
20 20 P.C. QUEST/After The Summer's Over
21 21 VANILLA ICE/In The Heat
22 22 CANDYMAN/Reaction/Boots
23 23 JANNY GILL/For The Benefit
24 24 MARIAN CAREY/Heart Takes Time
25 25 MARIAN CAREY/Heart Takes Time
26 26 JANNY GILL/For The Benefit
27 27 TONY TOMI/TONI/Papa Good
28 28 MARIAN CAREY/Heart Takes Time
29 29 JANNY GILL/For The Benefit
30 30 AFTER 7/Cant Stop

Power 106 FM

KPWR/Los Angeles
PD: Jeff Wyatt
APD/MD: AI Tavera

- H 3 1 MAXI PRIEST/Close To You
2 2 M.C. HAMPER/Papa
3 3 VANILLA ICE/In The Heat
4 4 BLACK BOYZ/Everybody Everybody
5 5 ADVENTURES OF BIE/Dirty Cash
6 6 REDUCITION/Back In The Heat
7 7 AFTER 7/Cant Stop
8 8 LISA STANFIELD/This Is The Right Time
9 9 JANNY GILL/For The Benefit
10 10 JANNY GILL/For The Benefit
11 11 TONY TOMI/TONI/Papa Good
12 12 CYNTHIA & JOHNNY/Dreaming Of Dragsirl
13 13 DEE-LITE/Over In The Heat
14 14 SWEET SENSATION/Each And Every Time
15 15 BONO/Hippie Chick
16 16 MS. ADVENTURES OF BIE/Dirty Cash
17 17 UB40/This May Be The Last Time
18 18 ELISA FIORILLO/On The Way Up
19 19 PEBBLES/Giving You The Benefit
20 20 INSUBMISSIVE/Boots
21 21 MARIAN CAREY/Heart Takes Time
22 22 MARIAN CAREY/Heart Takes Time
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27 27 MARIAN CAREY/Heart Takes Time
28 28 MARIAN CAREY/Heart Takes Time
29 29 MARIAN CAREY/Heart Takes Time
30 30 MARIAN CAREY/Heart Takes Time

POWER 92 FM

KKFR/Phoenix
VP/Programming: Steve Smith
APD: Paco Lopez
Prog Coord: Christopher Lance

- H 1 1 VANILLA ICE/In The Heat
2 2 CANDYMAN/Reaction/Boots
3 3 JANNY GILL/For The Benefit
4

CHR ADDS & HOTS

MIDWEST

MOST ADDED BREAKOUTS

Whitney Houston Prince
Wilson Phillips Living Colour
Donny Osmond Vaughan Brothers
Jon Bon Jovi
Bette Midler

MIDWEST

P2

WKDD/Akron, OH
Clark/Nichols
 JON BON JOVI (dp)
 DONNY OSMOND (dp)
 WINGER (dp)
 Hottest:
 JAMES INGRAM 1-1
 RIGHTeous BRO/PO 3-2
 ALIAS 15-10
 HEART 22-14
 DANN YANKEES 23-19

WGRO/Grand Rapids, MI
Ron Brandon
 RIGHTeous BRO/PO
 REO SPEEDWAGON
 UB40
 WHITNEY HOUSTON
 Hottest:
 JAMES INGRAM 5-3
 GEORGE MICHAEL 8-4
 PEBBLES 9-5
 M.C. HAMMER 15-8
 VANILLA ICE 19-15
 CANDYMAN 28-16

WGND/Grand Rapids, MI
Ron Brandon
 RIGHTeous BRO/PO
 REO SPEEDWAGON
 UB40
 WHITNEY HOUSTON
 Hottest:
 JAMES INGRAM 5-3
 GEORGE MICHAEL 8-4
 PEBBLES 9-5
 M.C. HAMMER 15-8
 VANILLA ICE 19-15
 CANDYMAN 28-16

WKYC/Dayton, OH
Gillian/Mitchell
 HALL & OATES (dp)
 DNA F/SUZANNE VEG (dp)
 Hottest:
 NELSON 1-1
 PHIL COLLINS 2-2
 TAYLOR DAYNE 7-3
 SLAUGHTER 14-10
 VANILLA ICE 19-27

WPKR/Davenport, IA
John Austin
 none
 Hottest:
 NELSON 1-1
 PHIL COLLINS 2-2
 TAYLOR DAYNE 5-3
 ALIAS 6-5
 HEART 25-21

WGNT/Dayton, OH
Balentine/Ross
 WHITNEY HOUSTON
 DANN YANKEES
 DAVID CASSIDY
 STEVIE B (dp)
 DEEZ-LITE (dp)
 INFORMATION SOCIE (dp)
 Hottest:
 RIGHTeous BRO/PO 5-1
 INKS 3-2
 JANET JACKSON 6-3
 M.C. HAMMER 14-6
 VANILLA ICE 15-12

KRNG/Des Moines, IA
Knight/Austin
 RIGHTeous BRO/PO
 BILLY JOEL
 DONNY OSMOND
 DINO
 WILSON PHILLIPS
 M.C. HAMMER
 WHITNEY HOUSTON
 Hottest:
 PHIL COLLINS 1-1
 JAMES INGRAM 2-2
 TAYLOR DAYNE 5-3
 PAUL YOUNG 8-4
 ALIAS 10-8

CKIO/Ft. Mt. St. Michaels/O'Dell
 JON BON JOVI
 WHITNEY HOUSTON
 WILSON PHILLIPS
 STEVIE B
 WINGER
 Hottest:
 CONCRETE BLONDE
 Hottest:
 JAMES INGRAM 2-2
 MARIAH CAREY 9-5
 CANDYMAN 13-8
 CANDYMAN 23-18
 POISON 27-20

WMEE/Ft. Wayne, IN
Jeff Davis
 WHITNEY HOUSTON
 BETTE MIDLER
 DONNY OSMOND
 Hottest:
 MAXI PRIEST 2-1
 GEORGE MICHAEL 7-3
 RIGHTeous BRO/PO 9-5
 JAMES INGRAM 11-6
 JANET JACKSON 15-7

K2KQ/Omaha, NB
Bentley/Adama
 WHITNEY HOUSTON
 DEEZ-LITE (dp)
 WINGER (dp)
 Hottest:
 GEORGE MICHAEL 1-1
 VAUGHAN BROTHERS (dp)
 BETTE MIDLER (dp)
 M.C. HAMMER 3-2
 INKS 8-4
 M.C. HAMMER 9-5
 VANILLA ICE 17-8

K233/Paola, IL
Edwards/Stern
 DONNY OSMOND
 WHITNEY HOUSTON
 REO SPEEDWAGON
 CHEAP TRICK
 Hottest:
 GEORGE MICHAEL 2-1
 MAXI PRIEST 4-3
 ALIAS 7-5
 BREATHE 12-8

WZOK/Rockford, IL
Ivey/Zile
 WHITNEY HOUSTON
 BILLY JOEL
 JON BON JOVI
 CONCRETE BLONDE
 Hottest:
 GEORGE MICHAEL 1-1
 JAMES INGRAM 3-2
 ALIAS 9-3
 DAVID CASSIDY 11-4
 HALL & OATES 14-5

KHTR/St. Louis, MO
Johnson/Gilbert
 RIGHTeous BRO/PO
 DONNY OSMOND (dp)
 RED SPEEDWAGON
 UB40
 WHITNEY HOUSTON
 Hottest:
 JAMES INGRAM 5-3
 GEORGE MICHAEL 2-1
 MAXI PRIEST 3-2
 GEORGE MICHAEL 5-3
 JANET JACKSON 7-4
 VANILLA ICE 10-6

WVKR/Toledo, OH
Mika Wheeler
 HEART
 JON BON JOVI
 TAYLOR DAYNE
 Hottest:
 RIGHTeous BRO/PO 5-4
 MAXI PRIEST 8-2
 POISON 11-7
 VANILLA ICE 14-9
 JANET JACKSON 15-15
 BETTE MIDLER 20-9
 BLACK BOX 26-21

KAY107/Tulsa, OK
Jan Dean
 HUMAN LEAGUE
 WILSON PHILLIPS
 DEEZ-LITE
 JON BON JOVI
 WHITNEY HOUSTON
 Hottest:
 WINGER 4-1
 WARRANT 10-7
 BAD COMPANY 14-8
 POISON 19-12
 KKKR/Dallas, KS
O'Brien/Williams
 WHITNEY HOUSTON
 TONY TONIL TONIL (dp)
 SMO (dp)
 Hottest:
 JANET JACKSON 14-2
 JAMES INGRAM 12-5
 RIGHTeous BRO/PO 13-7
 VANILLA ICE 23-15
 DANN YANKEES 32-21

WHOTY/Youngstown, OH
Dick Thompson
 WILSON PHILLIPS
 WHITNEY HOUSTON
 SMO
 DEEZ-LITE
 DONNY OSMOND
 Hottest:
 GEORGE MICHAEL 3-1
 ALIAS 7-4
 RIGHTeous BRO/PO 14-6
 M.C. HAMMER 20-14
 POISON 34-23

P3

WBXX/Battle Creek, MI
Dawson/Davis
 CONCRETE BLONDE
 LYVIA COLOUR (dp)
 WHITNEY HOUSTON (dp)
 HEART (dp)
 Hottest:
 GEORGE MICHAEL 6-1
 TONY TONIL TONIL 20-13
 INKS 21-11
 M.C. HAMMER 26-20
 CANDYMAN 29-24

KYYT/Bismarck, ND
Bob Beck
 VANILLA ICE (dp)
 JON BON JOVI
 WHITNEY HOUSTON
 PET SHOP BOIS
 LONDON DRIVERS
 TIFFANY (dp)
 Hottest:
 GENE LOVES JESSE 3-1
 WARRANT 6-3
 ALIAS 9-4
 RIGHTeous BRO/PO 11-6
 CONCRETE BLONDE 23-15

WBWQ/Bloomington, IL
Scott/Wale
 WHITNEY HOUSTON
 DONNY OSMOND (dp)
 UB40
 BILLY JOEL (dp)
 Hottest:
 WILSON PHILLIPS
 INKS 7-4
 ALIAS 14-8
 AFTER 7 15-9
 DANN YANKEES 24-16
 CONCRETE BLONDE 23-17
 VANILLA ICE 25-18
 POISON 29-26

WVQC/Bloomington, IN
Jim Cerone
 WILSON PHILLIPS
 WHITNEY HOUSTON
 BILLY JOEL
 DONNY OSMOND
 Hottest:
 RIGHTeous BRO/PO 4-2
 AFTER 7 13-7
 MARIAH CAREY 20-16
 VANILLA ICE 25-18
 POISON 29-26

WCIL/Carbondale, IL
Tony Waltkus
 WHITNEY HOUSTON
 DEEZ-LITE (dp)
 BILLY JOEL (dp)
 HOTTEST:
 BETTE MIDLER (dp)
 SLAUGHTER (dp)
 HUMAN LEAGUE
 CONCRETE BLONDE 2-1
 JANET JACKSON 14-8
 ALIAS 15-9
 MARIAH CAREY 16-11
 WILSON PHILLIPS 4-2
 WARRANT 15-10
 POISON 25-14
 DANN YANKEES 27-15

WZYY/Lafayette, IN
Mark Callaghan
 WHITNEY HOUSTON
 WILSON PHILLIPS
 DONNY OSMOND
 SMO (dp)
 Hottest:
 JAMES INGRAM 6-2
 AFTER 7 10-4
 RIGHTeous BRO/PO 8-6
 WARRANT 17-11
 MARIAH CAREY 19-16

KFRX/Indianapolis, IN
Sony Valentine
 RIGHTeous BRO/PO
 DONNY OSMOND
 DONNY OSMOND
 VAUGHAN BROTHERS (dp)
 WINGER (dp)
 Hottest:
 JAMES INGRAM 1-1
 RIGHTeous BRO/PO 2-2
 INKS 10-4
 M.C. HAMMER 22-10
 MARIAH CAREY 17-13
 ALIAS 14-10

KCMQ/Columbia, MO
Hansen/Turn
 WHITNEY HOUSTON
 JON BON JOVI
 DEEZ-LITE
 WARRANT
 JANET JACKSON 7-3
 INKS 16-7
 ALIAS 14-11
 VANILLA ICE 21-16
 BETTE MIDLER 36-27

KLVV/Dubuque, IA
Davis/Janssen
 SMO (dp)
 WHITNEY HOUSTON
 VANILLA ICE (dp)
 WHITNEY HOUSTON
 BETTE MIDLER
 WENTLEY BROTHERS
 WILSON PHILLIPS
 Hottest:
 GEORGE MICHAEL 3-1
 ALIAS 7-4
 RIGHTeous BRO/PO 8-6
 M.C. HAMMER 20-14
 POISON 34-23

KZIO/Duluth, MN
Michelle/Tommy B
 WHITNEY HOUSTON
 SWEET SENSATION
 ELISA FIORILLO
 WINGER
 Hottest:
 GEORGE MICHAEL 2-1
 JAMES INGRAM 6-2
 ALIAS 10-5
 RIGHTeous BRO/PO 15-9
 M.C. HAMMER 25-19

YM4/Fargo, ND
Jack Lundy
 DONNY OSMOND
 WHITNEY HOUSTON
 WILSON PHILLIPS
 Hottest:
 RIGHTeous BRO/PO 3-1
 JUDE COLE 5-4
 ALIAS 6-5
 INKS 10-7
 JANET JACKSON 13-9

KLBF/Grand Forks, ND
Scott/McKirdy
 M.C. HAMMER
 WHITNEY HOUSTON
 DONNY OSMOND
 UB40
 Hottest:
 ALIAS 12-11
 CONCRETE BLONDE 13-12
 STEVIE B 20-15
 VANILLA ICE 25-19

KQHT/Grand Forks, ND
Jay Murphy
 WHITNEY HOUSTON
 WILSON PHILLIPS
 WILSON PHILLIPS
 HUMAN LEAGUE
 Hottest:
 JANET JACKSON 7-3
 GEORGE MICHAEL 12-6
 MARIAH CAREY 20-15
 SLAUGHTER 24-22

WTSX/Hibbing, MN
Kaprot/O'Brien
 WHITNEY HOUSTON
 HEART
 JON BON JOVI
 NEW KIDS ON THE B
 DONNY OSMOND (dp)
 Hottest:
 GEORGE MICHAEL 2-1
 INKS 8-2
 CONCRETE BLONDE 16-10
 ALIAS 17-12
 VANILLA ICE 24-17

WKFR/Kalamazoo, MI
Anthony/Brizan
 RATT
 HUMAN LEAGUE
 PARTY (dp)
 SLAUGHTER (dp)
 DAVID CASSIDY (dp)
 ASIA (dp)
 LIVING COLOUR (dp)
 SWEET SENSATION (dp)
 Hottest:
 COLIN JAMES 2-1
 WILSON PHILLIPS 4-2
 WARRANT 15-10
 POISON 25-14
 DANN YANKEES 27-15

WLRW/Champaign, IL
McCann/Co
 WILSON PHILLIPS
 BETTE MIDLER
 WHITNEY HOUSTON
 VANILLA ICE
 JON BON JOVI
 POISON (dp)
 DONNY OSMOND
 Hottest:
 WINGER 2-2
 WARRANT 10-7
 BAD COMPANY 14-8
 POISON 19-12
 KKKR/Dallas, KS
O'Brien/Williams
 WHITNEY HOUSTON
 TONY TONIL TONIL (dp)
 SMO (dp)
 Hottest:
 JANET JACKSON 14-2
 JAMES INGRAM 12-5
 RIGHTeous BRO/PO 13-7
 VANILLA ICE 23-15
 DANN YANKEES 32-21

KLVV/Dubuque, IA
Davis/Janssen
 SMO (dp)
 WHITNEY HOUSTON
 VANILLA ICE (dp)
 WHITNEY HOUSTON
 BETTE MIDLER
 WENTLEY BROTHERS
 WILSON PHILLIPS
 Hottest:
 GEORGE MICHAEL 3-1
 ALIAS 7-4
 RIGHTeous BRO/PO 8-6
 M.C. HAMMER 20-14
 POISON 34-23

896/Fresno, CA
Devie/Parker
 WHITNEY HOUSTON
 INFORMATION SOCIE
 TONOTRONIC (dp)
 PHINNEY
 Hottest:
 DENISE LOPEZ (dp)
 TOO SHORT (dp)
 Hottest:
 JAMES INGRAM 2-1
 VANILLA ICE 13-8
 LALAH HATHAWAY 22-14
 DEEZ-LITE 25-18
 STEVIE B 15-26

KBWZ/Phoenix, AZ
Heaven/Chase
 PEAK/DAVE
 MARIAH CAREY
 WHITNEY HOUSTON
 DNA F/SUZANNE VEG (dp)
 Hottest:
 JAMES INGRAM 2-1
 PAUL YOUNG 3-2
 RIGHTeous BRO/PO 7-3
 VANILLA ICE 20-7
 ALIAS 24-17

KG95/Sioux City, IA
Anderson/Kollins
 RIGHTeous BRO/PO
 WILSON PHILLIPS
 WHITNEY HOUSTON (dp)
 WINGER
 UB40
 Hottest:
 BILLY JOEL (dp)
 DONNY OSMOND
 ALIAS 5-3
 MARIAH CAREY 20-13
 POISON 26-16
 VANILLA ICE 10-25

KPAT/Sioux Falls, SD
Maguire/Ward
 WHITNEY HOUSTON
 DONNY OSMOND
 JON BON JOVI
 VAUGHAN BROTHERS (dp)
 SLAUGHTER (dp)
 Hottest:
 GEORGE MICHAEL 2-1
 JANET JACKSON 5-2
 DREXLER MOBE 6-5
 ALIAS 12-8
 INKS 13-9

WDBR/Springfield, IL
Moore/Lee
 WHITNEY HOUSTON
 WINGER (dp)
 STEVIE B (dp)
 JON BON JOVI
 DONNY OSMOND
 TONY TONIL TONIL (dp)
 LIVING COLOUR (dp)
 Hottest:
 CHEAP TRICK
 WILSON PHILLIPS
 WILSON PHILLIPS
 HUMAN LEAGUE
 Hottest:
 JANET JACKSON 7-3
 GEORGE MICHAEL 12-6
 MARIAH CAREY 20-15
 SLAUGHTER 24-22
 VANILLA ICE 27-22

FM104/Modesto-Stockton, CA
Demaroney/Hoffman
 WHITNEY HOUSTON
 SWEET SENSATION
 WHITNEY HOUSTON
 Hottest:
 RIGHTeous BRO/PO 1-1
 WILSON PHILLIPS 3-3
 JANET JACKSON 6-4
 VANILLA ICE 9-8
 STEVIE B 15-9

PRIME/Sioux Falls, SD
Maguire/Ward
 WHITNEY HOUSTON
 DONNY OSMOND
 JON BON JOVI
 VAUGHAN BROTHERS (dp)
 SLAUGHTER (dp)
 Hottest:
 GEORGE MICHAEL 2-1
 JANET JACKSON 5-2
 DREXLER MOBE 6-5
 ALIAS 12-8
 INKS 13-9

WDBR/Springfield, IL
Moore/Lee
 WHITNEY HOUSTON
 WINGER (dp)
 STEVIE B (dp)
 JON BON JOVI
 DONNY OSMOND
 TONY TONIL TONIL (dp)
 LIVING COLOUR (dp)
 Hottest:
 CHEAP TRICK
 WILSON PHILLIPS
 WILSON PHILLIPS
 HUMAN LEAGUE
 Hottest:
 JANET JACKSON 7-3
 GEORGE MICHAEL 12-6
 MARIAH CAREY 20-15
 SLAUGHTER 24-22
 VANILLA ICE 27-22

FM104/Modesto-Stockton, CA
Demaroney/Hoffman
 WHITNEY HOUSTON
 SWEET SENSATION
 WHITNEY HOUSTON
 Hottest:
 RIGHTeous BRO/PO 1-1
 WILSON PHILLIPS 3-3
 JANET JACKSON 6-4
 VANILLA ICE 9-8
 STEVIE B 15-9

MOST ADDED BREAKOUTS

Whitney Houston Prince
Donny Osmond Vaughan Brothers
Jon Bon Jovi
Styx
Soup Dragons
Too Short

996/Fresno, CA
Devie/Parker
 WHITNEY HOUSTON
 INFORMATION SOCIE
 TONOTRONIC (dp)
 PHINNEY
 Hottest:
 DENISE LOPEZ (dp)
 TOO SHORT (dp)
 Hottest:
 JAMES INGRAM 2-1
 VANILLA ICE 13-8
 LALAH HATHAWAY 22-14
 DEEZ-LITE 25-18
 STEVIE B 15-26

KBWZ/Phoenix, AZ
Heaven/Chase
 PEAK/DAVE
 MARIAH CAREY
 WHITNEY HOUSTON
 DNA F/SUZANNE VEG (dp)
 Hottest:
 JAMES INGRAM 2-1
 PAUL YOUNG 3-2
 RIGHTeous BRO/PO 7-3
 VANILLA ICE 20-7
 ALIAS 24-17

KG95/Sioux City, IA
Anderson/Kollins
 RIGHTeous BRO/PO
 WILSON PHILLIPS
 WHITNEY HOUSTON (dp)
 WINGER
 UB40
 Hottest:
 BILLY JOEL (dp)
 DONNY OSMOND
 ALIAS 5-3
 MARIAH CAREY 20-13
 POISON 26-16
 VANILLA ICE 10-25

KPAT/Sioux Falls, SD
Maguire/Ward
 WHITNEY HOUSTON
 DONNY OSMOND
 JON BON JOVI
 VAUGHAN BROTHERS (dp)
 SLAUGHTER (dp)
 Hottest:
 GEORGE MICHAEL 2-1
 JANET JACKSON 5-2
 DREXLER MOBE 6-5
 ALIAS 12-8
 INKS 13-9

WDBR/Springfield, IL
Moore/Lee
 WHITNEY HOUSTON
 WINGER (dp)
 STEVIE B (dp)
 JON BON JOVI
 DONNY OSMOND
 TONY TONIL TONIL (dp)
 LIVING COLOUR (dp)
 Hottest:
 CHEAP TRICK
 WILSON PHILLIPS
 WILSON PHILLIPS
 HUMAN LEAGUE
 Hottest:
 JANET JACKSON 7-3
 GEORGE MICHAEL 12-6
 MARIAH CAREY 20-15
 SLAUGHTER 24-22
 VANILLA ICE 27-22

FM104/Modesto-Stockton, CA
Demaroney/Hoffman
 WHITNEY HOUSTON
 SWEET SENSATION
 WHITNEY HOUSTON
 Hottest:
 RIGHTeous BRO/PO 1-1
 WILSON PHILLIPS 3-3
 JANET JACKSON 6-4
 VANILLA ICE 9-8
 STEVIE B 15-9

PRIME/Sioux Falls, SD
Maguire/Ward
 WHITNEY HOUSTON
 DONNY OSMOND
 JON BON JOVI
 VAUGHAN BROTHERS (dp)
 SLAUGHTER (dp)
 Hottest:
 GEORGE MICHAEL 2-1
 JANET JACKSON 5-2
 DREXLER MOBE 6-5
 ALIAS 12-8
 INKS 13-9

WDBR/Springfield, IL
Moore/Lee
 WHITNEY HOUSTON
 WINGER (dp)
 STEVIE B (dp)
 JON BON JOVI
 DONNY OSMOND
 TONY TONIL TONIL (dp)
 LIVING COLOUR (dp)
 Hottest:
 CHEAP TRICK
 WILSON PHILLIPS
 WILSON PHILLIPS
 HUMAN LEAGUE
 Hottest:
 JANET JACKSON 7-3
 GEORGE MICHAEL 12-6
 MARIAH CAREY 20-15
 SLAUGHTER 24-22
 VANILLA ICE 27-22

FM104/Modesto-Stockton, CA
Demaroney/Hoffman
 WHITNEY HOUSTON
 SWEET SENSATION
 WHITNEY HOUSTON
 Hottest:
 RIGHTeous BRO/PO 1-1
 WILSON PHILLIPS 3-3
 JANET JACKSON 6-4
 VANILLA ICE 9-8
 STEVIE B 15-9

PRIME/Sioux Falls, SD
Maguire/Ward
 WHITNEY HOUSTON
 DONNY OSMOND
 JON BON JOVI
 VAUGHAN BROTHERS (dp)
 SLAUGHTER (dp)
 Hottest:
 GEORGE MICHAEL 2-1
 JANET JACKSON 5-2
 DREXLER MOBE 6-5
 ALIAS 12-8
 INKS 13-9

WDBR/Springfield, IL
Moore/Lee
 WHITNEY HOUSTON
 WINGER (dp)
 STEVIE B (dp)
 JON BON JOVI
 DONNY OSMOND
 TONY TONIL TONIL (dp)
 LIVING COLOUR (dp)
 Hottest:
 CHEAP TRICK
 WILSON PHILLIPS
 WILSON PHILLIPS
 HUMAN LEAGUE
 Hottest:
 JANET JACKSON 7-3
 GEORGE MICHAEL 12-6
 MARIAH CAREY 20-15
 SLAUGHTER 24-22
 VANILLA ICE 27-22

FM104/Modesto-Stockton, CA
Demaroney/Hoffman
 WHITNEY HOUSTON
 SWEET SENSATION
 WHITNEY HOUSTON
 Hottest:
 RIGHTeous BRO/PO 1-1
 WILSON PHILLIPS 3-3
 JANET JACKSON 6-4
 VANILLA ICE 9-8
 STEVIE B 15-9

PRIME/Sioux Falls, SD
Maguire/Ward
 WHITNEY HOUSTON
 DONNY OSMOND
 JON BON JOVI
 VAUGHAN BROTHERS (dp)
 SLAUGHTER (dp)
 Hottest:
 GEORGE MICHAEL 2-1
 JANET JACKSON 5-2
 DREXLER MOBE 6-5
 ALIAS 12-8
 INKS 13-9

WDBR/Springfield, IL
Moore/Lee
 WHITNEY HOUSTON
 WINGER (dp)
 STEVIE B (dp)
 JON BON JOVI
 DONNY OSMOND
 TONY TONIL TONIL (dp)
 LIVING COLOUR (dp)
 Hottest:
 CHEAP TRICK
 WILSON PHILLIPS
 WILSON PHILLIPS
 HUMAN LEAGUE
 Hottest:
 JANET JACKSON 7-3
 GEORGE MICHAEL 12-6
 MARIAH CAREY 20-15
 SLAUGHTER 24-22
 VANILLA ICE 27-22

We Produce The Software Our Competition Hates.

Several software companies have music scheduling systems. And like everything else, some are better than others. But only one can be the best. Let us introduce you to MusicSCAN. The most sophisticated yet simple to use music scheduling system around. If you're in doubt, check out these features: MusicSCAN can save (and report on) 99 days of history. MusicSCAN can daypart songs differently each day of the week. MusicSCAN can control tempo/intensity segues and balance. MusicSCAN will automatically report on each day's performance. MusicSCAN will give you help information when you need it. Did we mention it's also the world's fastest and most flexible?

By the way, if your competition uses anything other than MusicSCAN software, chances are we produce the software your competitors hate.



MusicSCAN
 Music Scheduling Software
 (205) 987-7456

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.

256 REPORTS

A

AFTER 7 Can't Stop (Virgin) LP After 7

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 210 82%

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 210 82%

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 210 82%

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Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 210 82%

ALIAS More Than Words Can Say (EMI) LP Alias

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 218 85%

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Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 218 85%

Asia Continued SOUTH SOUTH KMXK 32-27

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 125 49%

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Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 125 49%

BLACK BOX Everybody Everybody (RCA) LP Dreamland

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 181 71%

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 181 71%

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Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 181 71%

Jon Bon Jovi Continued SOUTH SOUTH SOUTH

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 210 82%

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 210 82%

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Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 210 82%

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 210 82%

Table with columns: Regional Reach, Summary, Chart Pos, P1, P2, P3, Tot. Total Reports 210 82%

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Parallels Continued on Page 112

Candyman Continued
WDFX 18-12
WEST 11-10
MLOL on

DAVID CASSIDY
Lynin' To Myself (Enigma)
LP: David Cassidy
Total Reports 169 66% Parallel Reach

MARIAH CAREY
Love Takes Time (Columbia)
LP: Mariah Carey
Total Reports 224 88% Parallel Reach

CONCRETE BLONDE
Joey (IRS)
LP: Bloodletting
Total Reports 138 54% Parallel Reach

DEEE-LITE
Groove Is In The Heart (Elektra)
LP: World Clique
Total Reports 134 52% Parallel Reach

HALL & OATES
So Close (Arista)
LP: Change Of Season
Total Reports 199 78% Parallel Reach

DAMN YANKEES
High Enough (WB)
LP: Damn Yankees
Total Reports 134 52% Parallel Reach

ELISA FIORILLO
On The Way Up (Chrysalis)
LP: I Am
Total Reports 76 30% Parallel Reach

M.C. HAMMER
Pray (Capitol)
LP: Please Hammer Don't Hurt Em
Total Reports 206 80% Parallel Reach

HEART
Stranded (Capitol)
LP: Brigade
Total Reports 180 70% Parallel Reach

HEART
Stranded (Capitol)
LP: Brigade
Total Reports 180 70% Parallel Reach

HEART
Stranded (Capitol)
LP: Brigade
Total Reports 180 70% Parallel Reach

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LP: Brigade
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LP: Brigade
Total Reports 180 70% Parallel Reach

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Stranded (Capitol)
LP: Brigade
Total Reports 180 70% Parallel Reach

HEART
Stranded (Capitol)
LP: Brigade
Total Reports 180 70% Parallel Reach

HEART
Stranded (Capitol)
LP: Brigade
Total Reports 180 70% Parallel Reach

HEART
Stranded (Capitol)
LP: Brigade
Total Reports 180 70% Parallel Reach

Heart Continued

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

HUMAN LEAGUE, Heart Like A Wheel (A&M), LP Romantic, Total Reports 171 67%, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

INFORMATION SOCIETY, Think (Tommy Boy/Reprise), LP Hack, Total Reports 98 38%, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

James Ingram Continued, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

Janet Jackson Continued, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

INXS, Suicide Blonde (Atlantic), LP X, Total Reports 222 87%, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WHITNEY HOUSTON, I'm Your Baby Tonight (Arista), LP Whitney Houston, Total Reports 224 88%, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

JAMES INGRAM, I Don't Have The Heart (WB), LP It's Real, Total Reports 241 94%, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

BILLY IOOL, L.A. Woman (Chrysalis), LP Charmed Life, Total Reports 62 24%, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

JANET JACKSON, Black Cat (A&M), LP Rhythm Nation 1814, Total Reports 246 96%, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

WEST, EAST, SOUTH, Regional Reach, Chart Summary, National Summary, DEBS, SAME, DOWN, ADDS

GEORGE MICHAEL
Praying For Time (Columbia)
LP: Listen Without Prejudice Volume One
Total Reports 239 93%

Regional Reach
E 98%
S 94%
M 98%
W 82%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 77%
S 82%
M 62%
W 57%
Chart Summary
Pos P1 P2 P3 Tot

BETTE MIDLER
From A Distance (Atlantic)
LP: Some People's Lives
Total Reports 180 70%

Regional Reach
E 77%
S 82%
M 62%
W 57%
Chart Summary
Pos P1 P2 P3 Tot

Bette Midler Continued
WEST
Y108 30-21
KZZP 22-20
KKRZ 25-22
KLSM 29-16
Q106 4-29
X100 on
KXSS 4-28
KPLZ a

NEW KIDS ON THE BLOCK
Let's Try It Again (Columbia)
LP: Step By Step
Total Reports 84 33%

Regional Reach
E 38%
S 34%
M 27%
W 32%
Chart Summary
Pos P1 P2 P3 Tot

DONNY OSMOND
My Love Is A Fire (Capitol)
LP: Eyes Don't Lie
Total Reports 151 59%

Regional Reach
E 58%
S 62%
M 61%
W 54%
Chart Summary
Pos P1 P2 P3 Tot

Donny Osmond Continued
KIND 4-26
MLDL on
WKGB 36-32
WEST
Y108 on
KZZP 25-22
KRRZ a
KISS a
KXSS 4-30
KPLZ on
KIDZ on
HOT949 on

PEBBLES
Giving You The Benefit... (MCA)
LP: Always
Total Reports 219 86%

Regional Reach
E 87%
S 85%
M 80%
W 91%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 35%
S 39%
M 52%
W 41%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 37%
S 29%
M 45%
W 20%
Chart Summary
Pos P1 P2 P3 Tot

POISON
Something To Believe In (Capitol)
LP: Flesh & Blood
Total Reports 171 67%

Regional Reach
E 71%
S 72%
M 71%
W 50%
Chart Summary
Pos P1 P2 P3 Tot

REO SPEEDWAGON
Love Is A Rock (Epic)
LP: The Earth, A Small Man, His Dog And...
Total Reports 107 42%

Regional Reach
E 35%
S 39%
M 52%
W 41%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 37%
S 29%
M 45%
W 20%
Chart Summary
Pos P1 P2 P3 Tot

RIGHTEOUS BROTHERS
Unchained Melody (Verve/Polydor)
LP: Greatest Hits
Total Reports 212 83%

Regional Reach
E 90%
S 89%
M 80%
W 70%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 37%
S 29%
M 45%
W 20%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 37%
S 29%
M 45%
W 20%
Chart Summary
Pos P1 P2 P3 Tot

Regional Reach
E 37%
S 29%
M 45%
W 20%
Chart Summary
Pos P1 P2 P3 Tot

Continued On Next Column

Continued On Next Column

Continued On Next Column

Slaughter Continued
WJQJ on
JBT-FM on
PWR92 d-37
WSTP 20-19
WDRZ 24-20
WYCR 5-4

SNAP
Ooops Up (Arista)
LP: World Power
Total Reports 56 22%
Regional Reach
E 23%
S 26%
M 15%
W 23%

Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 1 0 1
6-15 4 1 1 6
16-40 7 22 6 35
Ons 2 2 10 14
Adds 0 0 0 0
Ch Adds 1 2 4 7
Total 13 26 17 56

Regional Summary
UP 31
DEBS 22
SAME 2
DOWN 1
ADDS 0

SWEET SENSATION
Each And Every Time (Atco)
LP: Love Child
Total Reports 65 25%
Regional Reach
E 27%
S 32%
M 17%
W 25%

Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 0 0 0
16-40 5 10 2 17
Ons 5 7 8 20
Adds 4 8 12 24
Ch Adds 1 2 4 7
Total 15 26 24 65

Regional Summary
UP 6
DEBS 11
SAME 20
DOWN 0
ADDS 28

UB40
The Way You Do The Things You Do (Virgin)
LP: Labour Of Love II
Total Reports 127 50%
Regional Reach
E 40%
S 50%
M 47%
W 61%

Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 4 0 1 5
6-15 3 2 2 7
16-40 18 31 17 66
Ons 1 8 9 18
Adds 3 8 17 28
Ch Adds 2 1 0 3
Total 31 50 46 127

Regional Summary
UP 56
DEBS 20
SAME 20
DOWN 0
ADDS 31

Vanilla Ice Continued
WJQJ 1-1
WPCO 11-6
PWR92 1-1
KTFM 1-1
KOXR 16-7
HOT102 24-20
PWR106 8-3
KXPR 2-1
KOY-FM 6-5
KGGI 1-1
FM102 1-1
HOT949 9-4
KHEL 3-1
HOT977 8-5

Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 4 0 1 5
6-15 3 2 2 7
16-40 18 31 17 66
Ons 1 8 9 18
Adds 3 8 17 28
Ch Adds 2 1 0 3
Total 31 50 46 127

Regional Summary
UP 56
DEBS 20
SAME 20
DOWN 0
ADDS 31

Warrant Continued
WASB 10-8
FM104 14-11
WYSR 27-21
JBT-FM 21-13
KWNZ 20-17
KWOD 3-2
WKEE 32-30
PWR92 20-13
KZ101 a
WQON 33-27
999KH 26-17
WSPK d-36
Y102 on
WSTP 14-13
WROC 23-15
WCRZ 20-16
WYCR 7-3

Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 2 0 0 2
16-40 9 9 2 20
Ons 6 11 8 25
Adds 2 4 5 11
Ch Adds 1 1 0 2
Total 20 25 15 60

Regional Summary
UP 16
DEBS 3
SAME 28
DOWN 0
ADDS 13

SOHO
Hippy Chick (Atco)
Total Reports 144 56%
Regional Reach
E 48%
S 65%
M 59%
W 48%

Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 8 4 2 14
16-40 18 39 30 87
Ons 5 4 8 17
Adds 5 7 8 20
Ch Adds 0 3 3 6
Total 36 57 51 144

Regional Summary
UP 74
DEBS 23
SAME 21
DOWN 0
ADDS 26

TONY! TONI! TONE!
Feels Good (Wing/Polydor)
LP: The Revival
Total Reports 102 40%
Regional Reach
E 44%
S 40%
M 26%
W 52%

Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 6 3 0 9
6-15 8 8 2 18
16-40 12 20 15 47
Ons 2 0 7 9
Adds 3 6 5 14
Ch Adds 4 1 0 5
Total 35 38 29 102

Regional Summary
UP 56
DEBS 13
SAME 13
DOWN 1
ADDS 19

VANILLA ICE
Ice, Ice Baby (SBK)
Total Reports 200 78%
Regional Reach
E 75%
S 79%
M 77%
W 80%

Chart Summary
Pos P1 P2 P3 Tot
1 12 4 0 16
2-5 10 6 3 19
6-15 21 42 19 82
16-40 0 32 24 56
Ons 0 0 0 0
Adds 2 4 6 12
Ch Adds 0 1 5 6
Total 54 89 57 200

Regional Summary
UP 153
DEBS 16
SAME 13
DOWN 0
ADDS 18

WARRANT
Cherry Pie (Columbia)
LP: Cherry Pie
Total Reports 168 66%
Regional Reach
E 67%
S 67%
M 76%
W 50%

Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 2 3 5
6-15 7 25 16 48
16-40 15 36 50 101
Ons 3 4 1 8
Adds 0 4 1 5
Ch Adds 0 1 0 1
Total 25 72 71 168

Regional Summary
UP 140
DEBS 9
SAME 13
DOWN 0
ADDS 6

CARON WHEELER
Livin' In The Light (EMI)
LP: UK Blak
Total Reports 60 23%
Regional Reach
E 33%
S 20%
M 14%
W 32%

Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 2 0 0 2
16-40 9 9 2 20
Ons 6 11 8 25
Adds 2 4 5 11
Ch Adds 1 1 0 2
Total 20 25 15 60

Regional Summary
UP 16
DEBS 3
SAME 28
DOWN 0
ADDS 13

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SIGNIFICANT ACTION

WILSON PHILLIPS

Impulsive (SBK)

LP: Wilson Phillips

Total Reports 183 71%

Regional Reach: E 77%, S 77%, M 71%, W 59%. Parallels: P1 48%, P2 72%, P3 90%. Breaker: 39.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: UP 22, DBBS 80, SAME 32, DOWN 0, ADDS 49.

Station lists for Wilson Phillips: EAST (WKXS, WDOU, WBLI, etc.), SOUTH (PWR99, KGLL, KRXV, etc.), MIDWEST (Q102, WNCI, Q95, etc.), WEST (Y108, KLLS, KZZP, etc.), P3 (FLY92, WAEB, etc.).

WINGER

Miles Away (Atlantic)

LP: In The Heart Of The Young

Total Reports 89 35%

Regional Reach: E 38%, S 37%, M 32%, W 32%. Parallels: P1 10%, P2 34%, P3 56%. N&A.

Chart Summary: Pos 1-5, P1-P3, Tot. National Summary: UP 29, DBBS 15, SAME 25, DOWN 0, ADDS 20.

Station lists for Winger: EAST (B94, KSAQ, WKFS, etc.), SOUTH (KSAQ, WKFS, etc.), MIDWEST (WKFS, WKFS, etc.), WEST (WZLW, WZLW, etc.), P1 (PIRATE), P2 (WZLW), P3 (WZLW).

A OLETA ADAMS

Rhythm Of Life (Fontana/Mercury)

LP: Circle Of One

Station lists for Oleta Adams: EAST (KLSN, WJAX, etc.), SOUTH (KRXV, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

B BELL BIV DEVOE

B.B.D. (I Thought It Was Me) (MCA)

LP: Poison

Station lists for Bell Biv Devoe: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

BETTY BOO

Do In The Do (Reprise)

LP: Rhythm King

Station lists for Betty Boo: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

BISCUIT

Biscuit's In The House (Columbia)

LP: Biscuit's In The House

Station lists for Biscuit: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

BLACK CROWES

Hard To... (Def American/Geffen)

LP: Shake Your Money Maker

Station lists for Black Crowes: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

BOYS

Crazy (Motown)

LP: The Boys

Station lists for Boys: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

C CANDI & THE BACK BEAT

The World Just Keeps Turning (IRS)

LP: The World Just Keeps Turning

Station lists for Candi & The Back Beat: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

TOMMY CONWELL & YOUNG RUMBLERS

I'm Seventeen (Columbia)

LP: Guitar Trouble

Station lists for Tommy Conwell & Young Rumlbers: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

CURE

Never Enough (Elektra)

LP: Mixed Up

Station lists for Cure: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

CURIO

I Can't Stay (Motown)

LP: Special Feeling

Station lists for Curio: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

CYNTHIA & JOHNNY O

Dreamboy/Dreamgirl (Micmac)

LP: The Boys

Station lists for Cynthia & Johnny O: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

DNA / SUZANNE VEGA

Tom's Diner (A&M)

LP: A Night On The Town

Station lists for DNA / Suzanne Vega: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

FAITH NO MORE

Falling To Pieces (Reprise)

LP: The Real Thing

Station lists for Faith No More: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

G JOHNNY GILL

Fairweather Friend (Motown)

LP: Johnny Gill

Station lists for Johnny Gill: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

GUYS NEXT DOOR

I Was Made For You (SBK)

LP: Guys Next Door

Station lists for Guys Next Door: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

H LALAH HATHAWAY

Heaven Knows (Virgin)

LP: Lalah Hathaway

Station lists for Lalah Hathaway: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

BRUCE HORNSBY w/SHAWN COLVIN

Lost Soul (RCA)

LP: A Night On The Town

Station lists for Bruce Hornsby w/ Shawn Colvin: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

L LINEAR

Something Going On (Atlantic)

LP: Linear

Station lists for Linear: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

LIVING COLOUR

Type (Epic)

LP: Time's Up

Station lists for Living Colour: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

LONDON QUIREBOYS

I Don't Love You Anymore (Capitol)

LP: A Bit Of What You Fancy

Station lists for London Quireboys: EAST (WJAX, WJAX, etc.), SOUTH (WJAX, WJAX, etc.), MIDWEST (WJAX, WJAX, etc.), WEST (WJAX, WJAX, etc.), P1 (WJAX), P2 (WJAX), P3 (WJAX).

PARALLELS®

NEW ARTISTS

SIGNIFICANT ACTION

M S T

MARIA MCKEE Show Me Heaven (Geffen) LP: "Days Of Thunder" ST

SEDUCTION Breakdown (VendettaA&M) LP: Nothing Matters Without Love

TECHNOTRONIC Rockin' Over The Beat (SBK) LP: Trip On This - The Remixes

NEVILLE BROTHERS Fearless (A&M) LP: Brother's Keeper

SOUP DRAGONS I'm Free (Mercury) LP: Lovogod

TIFFANY New Inside (MCA) LP: New Inside

PARTY I Found Love (Hollywood) LP: The Party

STYX Love Is The Ritual (A&M) LP: Edge Of The Century

TOO SHORT In The Ghetto (Jive/RCA)

PET SHOP BOYS So Hard (EMI) LP: Behavior

AL B. SURE! Misunderstanding (WB) LP: Private Times... And The Whole 9!

2 IN A ROOM Wiggle It (Cutting/Charisma)

PRINCE New Power ... (Paisley Park/WB) LP: "Graffiti Bridge" ST

KEITH SWEAT Merry Go Round (Elektra) LP: I'll Give All My Love To You

VAUGHAN BROTHERS Tick Tock (Epic) LP: Family Style

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2 CONCRETE BLONDE/Joey (IRS) 138
3 DAMN YANKEES/High Enough (WB) 134
4 DEEE-LITE/Groove Is In The Heart (Elektra) 134
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KATM Colorado Springs, CO (P2)
KBEO Kansas City, MO (P1)
KBFM McAllen-Brownsville, TX (P2)
KBOZ Bozeman, MT (P3)
KCAQ Oxnard-Veneta, CA (P2)
KCHX Midland-Odessa, TX (P3)
KCMQ Columbia, MO (P3)
KCPX Salt Lake City, UT (P1)
KDOM Salinas-Monterey, CA (P2)
KDWB Minneapolis, MN (P1)
KGLL Dallas, TX (P1)
KFBQ Cheyenne, WY (P3)
KFFM Anchorage, AK (P3)
KFMW Waterloo, IA (P3)
KFRX Lincoln, NE (P3)
KFTZ Idaho Falls, ID (P3)
KGGI Riverside, CA (P1A)
KGGT Anchorage, AK (P3)
KHHX Houston, TX (P1)
KHTK St. Louis, MO (P2)
KHS Los Angeles, CA (P1)
KIKX Colorado Springs, CO (P2)
KISN Salt Lake City, UT (P1)
KISR FL Smith, AR (P3)
KIXY San Angelo, TX (P3)
KKBQ Houston, TX (P1)
KKFR Phoenix, AZ (P1A)
KKHT Springfield, MO (P3)
KKMG Colorado Springs, CO (P2)
KKRO Wichita, KS (P2)
KKRZ Portland, OR (P1)
KKSS Albuquerque, NM (P2)
KKXX Bakersfield, CA (P2)
KKYK Little Rock, AR (P2)
KLUC Las Vegas, NV (P2)
KLYB Dubuque, IA (P3)
KMKR Fayetteville, AR (P3)
KMEL San Francisco, CA (P1A)
KMOX Lewiston, ID (P3)
KMYZ Tulsa, OK (P2)
KNIN Wichita Falls, TX (P3)
KNOE Monroe, LA (P3)
KOY-FM Phoenix, AZ (P1A)
KPAT Sioux Falls, SD (P3)
KPLZ Seattle, WA (P1)
KPRR El Paso, TX (P2)
KPRX Anchorage, AK (P3)
KQCR Cedar Rapids, IA (P3)
KQHT Grand Forks, ND (P3)
KOIZ Amarillo, TX (P3)
KOKQ Omaha, NE (P2)
KQMQ Honolulu, HI (P2)
KRBE Houston, TX (P1)
KRNO Des Moines, IA (P2)
KROY Sacramento, CA (P2)
KRZR Fresno, CA (P3)
KSAQ San Antonio, TX (P1)
KSLB Lafayette, LA (P3)
KSNB Eugene, OR (P3)
KTFM San Antonio, TX (P1A)
KTMJ Medford, OR (P3)
KTRX Casper, WY (P3)
KTUX Shreveport, LA (P2)
KUBE Seattle, WA (P1)
KWNZ Reno, NV (P2)
KWDD Sacramento, CA (P2)
KWSS San Jose, CA (P1)
KWTX Waco, TX (P3)
KXKR Kansas City, MO (P1A)
KXYL Portland, OR (P3)
KYYL Bismarck, ND (P3)
KZFM Corpus Christi, TX (P2)
KZLL Lubbock, TX (P3)
KZLO Duluth, MN (P3)
KZOU Little Rock, AR (P2)
KZQZ San Luis Obispo, CA (P3)
KZZB Beaumont, TX (P2)
KZZP Phoenix, AZ (P1)
KZZU Spokane, WA (P2)
WALB Birmingham, NY (P2)
WABZ Mobile, AL (P2)
WABE Allentown, PA (P2)
WABS Greenville, SC (P2)
WAFB Jacksonville, FL (P2)
WAVA Washington, DC (P1)
WAZV Lafayette, IN (P3)
WBBQ Augusta, GA (P2)
WBLI Long Island, NY (P1)
WBND Bloomington, IN (P3)
WBWB Bloomington, IN (P3)
WBXX Sante Fe Creek, MI (P3)
WCCO Columbia, GA (P2)
WCIL Carbondale, IL (P3)
WCXZ Charlotte, NC (P2)
WDBR Springfield, IL (P3)
WDFX Detroit, MI (P1)
WDJX Louisville, KY (P2)
WEGX Philadelphia, PA (P1)
WERZ Exeter, NH (P2)
WFHT Tallahassee, FL (P3)
WFHF Baton Rouge, LA (P2)
WGRD Grand Rapids, MI (P2)
WGTZ Dayton, OH (P2)
WHYH Montgomery, AL (P2)
WHOT Youngstown, OH (P2)
WHTO Williamsport, PA (P3)
WHYT Detroit, MI (P1)
WIBW Topeka, KS (P3)
WIFC Wausau, WI (P3)
WIKR Chambersburg, PA (P3)
WILN Panama City, FL (P3)
WIKX Ft. Myers, FL (P2)
WIOQ Philadelphia (P1A)
WIXX Green Bay, WI (P2)
WJAD Bainbridge-Albany, GA (P3)
WJMX Florence, SC (P3)
WKBO St. Louis, MO (P1)
WKDD Akron, OH (P2)
WKKE Huntington, WV (P2)
WKFR Kalamazoo, MI (P3)
WKPE Cape Cod, MA (P3)
WKQB Charleston, SC (P2)
WKRX Wilkes-Barre, PA (P2)
WKSE Buffalo, NY (P2)
WKSF Asheville, NC (P3)
WKSI Greensboro, NC (P2)
WKSS Hartford, CT (P2)
WKTI Milwaukee, WI (P1)
WKZL Winston-Salem, NC (P2)
WLAN Lancaster, PA (P2)
WLGL Minneapolis, MN (P1)
WLRW Champaign, IL (P3)
WMEE FL Wayne, IN (P2)
WMJQ Buffalo, NY (P2)
WNCL Columbus, OH (P1)
WNNK Harrisburgh, PA (P2)
WNOK Columbia, SC (P2)
WNVZ Norfolk, VA (P1)
WNYF Ithaca, NY (P3)
WOKI Knoxville, TN (P2)
WONP Wheeling, WV (P3)
WOMX Orlando, FL (P2)
WOPV West Palm Beach, FL (P2)
WPRR Terre Haute, IN (P3)
WPGC Washington, DC (P1A)
WPHR Cleveland, OH (P1)
WPLJ New York, NY (P1)
WPRR Altoona, PA (P3)
WPST Trenton, NJ (P2)
WPRX Davenport, IA (P2)
WQGN New London, CT (P2)
WQID Biloxi, MS (P3)
WQJF Johnson City, TN (P2)
WQKA York, PA (P3)
WQCK Ulica, NY (P2)
WROX Toledo, OH (P2)
WRVQ Richmond, VA (P2)
WSNX Muskegon, MI (P3)
WSPK Poughkeepsie, NY (P2)
WSSX Charleston, SC (P2)
WTFX Madison, WI (P2)
WTHI Portland, ME (P3)
WVBS Wilmington, NC (P3)
WVVC Lansing, MI (P2)
WVXS Toledo, OH (P2)
WVSR Charleston, WV (P2)
WVFX Bangor, ME (P3)
WVKS Boston, MA (P1)
WYCR York, PA (P2)
WYKS Gainesville, FL (P3)
WZKX Biloxi, MS (P3)
WZOK Rockford, IL (P2)
WZDU Boston, MA (P1)
WZPL Indianapolis, IN (P1)
WZYP Huntsville, AL (P2)
WZZG Charlotte, NC (P3)
833 (K8TS) Austin, TX (P2)
834 (W8ZZ) Pittsburgh, PA (P1)
895 (K8OS) Fresno, CA (P2)
896 (W8BM) Chicago, IL (P1)
897 (K8ZB) New Orleans, LA (P1)
898 (K8ZB) FL Smith, AR (P3)
8104 (W8SB) Baltimore, MD (P1)
CK105 (WVCK) Flint, MI (P2)
FLY92 (WFLY) Albany, NY (P2)
FM100 (WVCF) Memphis, TN (P2)
FM102 (KJFM) Sacramento, CA (P1A)
FM104 (KHOP) Modesto-Stockton, CA (P2)
G38 (WVGT) Portland, ME (P3)
G105 (WVOC) Durham-Raleigh, NC (P2)
HOT949 (KZHT) Salt Lake City, UT (P1A)
HOT95 (WQHT) Jackson, MS (P2)
HOT97 (WQHT) New York, NY (P1A)
HOT977 (KHQT) San Jose, CA (P1A)
HOT999 (WHXT) Allentown, PA (P2)
HOT102 (WLUM) Milwaukee, WI (P1A)
I94 (KIKI) Honolulu, HI (P2)
I95 (WAPI) Birmingham, AL (P2)
JET-FM (WJET) Erie, PA (P3)
K82 (WVXL) Roanoke, VA (P2)
K867 (KHFI) Austin, TX (P2)
K106 (KIOC) Beaumont, TX (P2)
KAY107 (KAYI) Tulsa, OK (P2)
KC101 (WKCI) New Haven, CT (P2)
KF95 (KFXD) Boise, ID (P2)
K695 (KGLI) Sioux City, IA (P3)
KIX106 (WVXX) Birmingham, AL (P2)
KJ103 (KJVD) Oklahoma City, OK (P2)
KJ104 (KJXS) Denver, CO (P1)
K233 (WKXV) Paris, IL (P2)
K2106 (WSKZ) Chattanooga, TN (P2)
OK95 (KIOK) Tri-Cities, WA (P3)
PIRATE (KGLZ) Los Angeles, CA (P1A)
PRO-FM (WPRO) Providence, RI (P1)
PWR945 (WLPJ) Lexington, KY (P2)
PWR92 (WGLU) Johnstown, PA (P2)
PWR96 (WPOW) Miami, FL (P1A)
PWR99 (WAPW) Atlanta, GA (P1)
PWR106 (KPRW) Los Angeles, CA (P1A)
PWR107 (WJET) Erie, PA (P3)
Q95 (WKXV) Paris, IL (P2)
Q98 (WQSM) Fayetteville, NC (P2)
Q101 (WJQD) Meridian, MS (P3)
Q102 (WKRQ) Cincinnati, OH (P1)
Q104 (WQEM) Gadsden, AL (P3)
Q105 (WKBQ) Tampa, FL (P1)
Q106 (KLLQ) San Diego, CA (P1)
S1Y96 (KSLY) San Luis Obispo, CA (P3)
TIC-FM (WTIG) Hartford, CT (P2)
X100 (KXKS) Denver, CO (P1)
X133FM (KXLY) Norfolk, ND (P3)
X1067 (WXLX) Orlando, FL (P2)
Y94 (WQAY) Fargo, ND (P3)
Y95 (KHYI) Dallas, TX (P1)
Y97 (KHYI) Santa Barbara, CA (P3)
Y100 (WHYI) Miami, FL (P1)
Y102 (WRFY) Reading, PA (P2)
Y107 (WVHY) Nashville, TN (P2)
Y108 (KRXY) Denver, CO (P1)
WIKR Chambersburg, PA (P3)
WIKX Ft. Myers, FL (P2)
WIOQ Philadelphia (P1A)
WIXX Green Bay, WI (P2)
WJAD Bainbridge-Albany, GA (P3)
WJMX Florence, SC (P3)
WKBO St. Louis, MO (P1)
WKDD Akron, OH (P2)
WKKE Huntington, WV (P2)
WKFR Kalamazoo, MI (P3)
WKPE Cape Cod, MA (P3)
WKQB Charleston, SC (P2)
WKRX Wilkes-Barre, PA (P2)
WKSE Buffalo, NY (P2)
WKSF Asheville, NC (P3)
WKSI Greensboro, NC (P2)
WKSS Hartford, CT (P2)
WKTI Milwaukee, WI (P1)
WKZL Winston-Salem, NC (P2)



BREAKERS

WHITNEY HOUSTON

I'm Your Baby Tonight (Arista)

88% of our reporters playing it. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 224 including B104, WEGX, KHM, WNVZ, B96, Q95, KDWB, KS104, Y108, Q106, FM102. See Parallels, debuts at number 38.

WILSON PHILLIPS

Impulsive (SBK)

71% of our reporters playing it. Moves: Up 22, Debuts 80, Same 32, Down 0, Adds 49 including WZPL, KBEQ, WKTI, X100, HOT999, WSPK, B93, WDJX, Y107, KLUC. See Parallels, debuts at number 39.

BETTE MIDLER

From A Distance (Atlantic)

70% of our reporters playing it. Moves: Up 83, Debuts 45, Same 18, Down 0, Adds 34 including B104, WBLI, WPLJ, WEGX, KKBQ, Z95, WKBQ, KPLZ, TIC-FM, WRQN. See Parallels, debuts at number 28.

NEW & ACTIVE

DONNY OSMOND "My Love Is A Fire" (Capitol)

Reports: 151. Moves: Up 9, Debuts 29, Same 40, Down 0, Adds 73 including WXKS, WBLI, B94, PWR104, KKRZ, KISN, WKSE, PWR92, B93, 95, WKDD, KZ93, KLUC, WKBQ 36-32, WAEB 36-29, G105 34-30, WZOK 31-20, SLY96 23-19.

JON BON JOVI "Miracle" (Mercury)

Reports: 148. Moves: Up 12, Debuts 50, Same 31, Down 0, Adds 55 including B94, PRO-FM, KKBQ, WHY, KBEQ, WAEB, Y102, KZOU, Y107, WKZL, WVIC, WRQN, KF95, YES97, Z100 26-22, WEGX 30-26, KIKX 22-10, WFFX 37-31.

SOHO "Hippy Chick" (Atco)

Reports: 144. Moves: Up 74, Debuts 23, Same 21, Down 0, Adds 26 including B97, WZPL, Y108, KZZP, KPLZ, WERZ, WKQB, WRVQ, KKRD, 95XXX, KISR, KLYV, KFRX, KMOK, WXKS 22-18, WPLJ 33-25, KSAQ 28-21, PWRPIG 34-29, WDFX 11-8. See Parallels, moves 36-32. Charted at 74%; Top 15 at 13%.

CONCRETE BLONDE "Joey" (IRS)

Reports: 138. Moves: Up 98, Debuts 10, Same 12, Down 8, Adds 10 including B104, KKRZ, KPLZ, K96.7, 95, CK105, WZOK, WIKZ, WHTO, WBXX, KKBQ 21-11, PWR104 32-26, Z95 5-3, HOT949 2-1, KUBE 30-20, JET-FM 20-16, WRCK 27-22, WQUT 14-8, K3ND 24-19, WTH 29-16. See Parallels, moves 31-27. 92% charting it; Top 15 at 38%; Hot at 21%.

DEEE-LITE "Groove Is In The Heart" (Elektra)

Reports: 134. Moves: Up 67, Debuts 15, Same 15, Down 0, Adds 30 including WEGX, WPGC, B97, Z95, WAAL, WCGQ, HOT95, 99WAYS, WGTZ, KQKQ, WHTO, WTH, WYKS, KCMQ, KMOK, WXKS 31-21, WIOQ 22-12, KXKR 23-19, PWR106 20-16, HOT949 22-11. See Parallels, moves 37-30. Charted at 73%; Top 15 at 13%; Hot at 6%.

DAMN YANKEES "High Enough" (WB)

Reports: 134. Moves: Up 95, Debuts 11, Same 21, Down 0, Adds 7, WZOU, WOKI, WGTZ, WTX, 95XXX, WZZG, KNOE, KSAQ 24-18, KUBE 23-14, WAAL 28-19, PWR92 25-17, WYCR 31-25, WZYP 24-19, CK105 21-16, WZOK 21-14, WHTO 17-13, YES97 22-12, Q104 23-17. See Parallels, debuts at number 40 on the CHR chart.

UB40 "The Way You Do The Things You Do" (Virgin)

Reports: 127. Moves: Up 56, Debuts 20, Same 20, Down 0, Adds 31 including WPLJ, WIOQ, Y108, FM102, X100, 98PXY, WGRD, KUJ103, WHTO, WYKS, WBNQ, KKHT, PWR99 31-26, PWR104 12-2, HOT102 30-24, KIIS 7-2, KGGI 20-14, Q106 20-16.

STEVIE B "Because I Love You (The Postman Song)" (LMR/RCA)

Reports: 125. Moves: Up 48, Debuts 25, Same 22, Down 0, Adds 30 including KSAQ, WKBQ, KZZP, FLY92, HOT999, 93Q, WRCK, Z102, CK105, KIKX, 95XXX, KMCK, WDBR, WZOU 20-14, PWR99 30-19, B97 27-19, WLOL 31-24, Y108 29-20.

REO SPEEDWAGON "Love Is A Rock" (Epic)

Reports: 107. Moves: Up 32, Debuts 18, Same 46, Down 0, Adds 11 including WKBQ, PWR92, Z102, KTUX, WGRD, KZ93, KATM, WTH, WFFR, KGO, KBOZ, KISN 34-30, 999KHI 36-30, WKRZ 39-32, YES97 40-29, KISR 33-23, WLRW 28-22.

TONY! TONI! TONE! "Feels Good" (Wing/Polydor)

Reports: 102. Moves: Up 56, Debuts 13, Same 13, Down 1, Adds 19 including WZOU, WPLJ, Z100, WEGX, WAVA, KKBQ, WDFX, WMJQ, WSSX, KKRD, WIKZ, WYKS, 99KG, HOT97 8-5, WIOQ 3-2, KTFM 29-22, HOT102 15-10, PWR106 16-11, HOT97 12-9. See Parallels, moves 38-35. Charting at 77%; Top 15 at 34%; Hot at 10%.

CANDYMAN "Knockin' Boots" (Epic)

Reports: 98. Moves: Up 54, Debuts 11, Same 24, Down 2, Adds 7, HOT97, WKSE, KIX106, WTX, WZZG, WYKS, ZFUN, WZOU 29-21, PRO-FM 33-29, KTFM 16-11, Q105 5-2, Z95 23-17, WDFX 18-12, HOT102 22-18, PWR106 12-9, HOT97 11-6. See Parallels, moves 35-33. Charted at 76%; Top 15 at 42%; Hot at 23%.

INFORMATION SOCIETY "Think" (Tommy Boy/Reprise)

Reports: 98. Moves: Up 41, Debuts 19, Same 32, Down 0, Adds 6, WOKI, WGTZ, B95, WQID, KCHX, Y97, PWR99 32-28, PWRPIG 28-24, WLOL 25-21, KKFR 29-22, TIC-FM 34-26, WQUT 37-31, Y107 34-28, WDBR 32-27. Charted at 61% of those stations playing it.

ASIA "Days Like These" (Geffen)

Reports: 97. Moves: Up 48, Debuts 10, Same 35, Down 0, Adds 4, KTUX, WKFR, WIFC, KFFM, WPST 29-25, WCGQ 23-19, WQUT 25-19, KF95 32-29, KWNZ 32-27, YES97 14-8, KNIN 27-21, KRZR 6-4. Charting at 67% with the South leading.

WINGER "Miles Away" (Atlantic)

Reports: 89. Moves: Up 29, Debuts 15, Same 25, Down 0, Adds 20 including WDFX, WAAL, WKRZ, WBBQ, WZYP, KBFM, KQKQ, WKSF, KZIO, KFRX, Z97, KZOO, KSAQ 32-23, WOMP 29-24, WJMX 25-19, KMOK 25-16.

NEW KIDS ON THE BLOCK "Let's Try It Again" (Columbia)

Reports: 84. Moves: Up 24, Debuts 13, Same 40, Down 0, Adds 7, WBLI, WAVA, KSAQ, Z95, FM102, KAKS, WTBX, B94 30-26, WRCK 35-26, KBFM 30-24, WIKZ 32-27, KIXY 35-26, KFBQ 36-28.

SLAUGHTER "Fly To The Angels" (Chrysalis)

Reports: 84. Moves: Up 47, Debuts 5, Same 18, Down 7, Adds 7, WOKI, KIKX, 95XXX, G98, Q101, WCIL, KPAT, WHY, 16-12, PIRATE 4-2, WKRZ 24-20, KTUX 11-6, KATM 3-1, WIKZ 25-18, WOMP 14-9, Q104 12-6, KRZR 1-1. Charting at 86%; Top 15 at 38%; Hot at 12%.

ANITA BAKER "Soul Inspiration" (Elektra)

Reports: 78. Moves: Up 46, Debuts 3, Same 26, Down 2, Adds 1, WIOQ, Y100 27-23, KTFM 28-23, WCGQ 24-18, 99WAYS 32-29, KTUX 26-19, B95 33-28, KFTZ 37-32. Charted at 73%.

ELISA FIORILLO "On The Way Up" (Chrysalis)

Reports: 76. Moves: Up 32, Debuts 8, Same 24, Down 0, Adds 12, Y100, WNVZ, Y108, Y107, Z99, I94, WQXA, B98, KISR, KIXY, KZIO, KFFM, WLDL 14-11, HOT97 17-14, WSPK 36-31, G105 29-25, KKMGM 23-15. Charting at 55%.

SWEET SENSATION "Each And Every Time" (Atco)

Reports: 65. Moves: Up 6, Debuts 11, Same 20, Down 0, Adds 28 including WIOQ, WKBQ, KS104, PWR106, KKFR, WKSS, WFMF, WHYY, XL1067, KLUC, 95XXX, Q104, WYKS, WILN, WFHT, KZIO, PWRPIG 32-28, KPRR 25-19.

BILLY IDOL "L.A. Woman" (Chrysalis)

Reports: 62. Moves: Up 35, Debuts 0, Same 23, Down 4, Adds 0, B94 25-21, WQUT 20-15, WHY 24-18, WIXX 26-22, WTH 17-14, WCIL 17-13, KTMT 22-15, OK95 15-11.

CARON WHEELER "Livin' In The Light" (EMI)

Reports: 60. Moves: Up 16, Debuts 3, Same 28, Down 0, Adds 13, WIOQ, PWRPIG, HOT949, TIC-FM, WQGN, 98PXY, I94, KCAQ, WFFX, 103CIR, KSMB, KZII, KIXY, WXKS 19-15, KZFM 30-24, KDON 25-19.

SNAP "Ooops Up" (Arista)

Reports: 56. Moves: Up 31, Debuts 2, Same 22, Down 1, Adds 0, WIOQ 23-17, WAAL 29-24, WSPK 27-23, KZZB 27-18, KBFM 17-13, WTFX 25-20, WQXA 17-14.

BILLY JOEL "And So It Goes" (Columbia)

Reports: 52. Moves: Up 4, Debuts 3, Same 3, Down 0, Adds 42 including WZOU, WBLI, WPLJ, PRO-FM, Q95, KDWB, KZZP, KISN, KWSS, WVSR, WPST, WAPE, FM100, KTUX, XL93FM, Y100 23-17, KXYQ 18-6.

MOST ADDED	MOST ACTIVE	HOTTEST
WHITNEY HOUSTON (224) DONNY OSMOND (73) JON BON JOVI (55) WILSON PHILLIPS (49) BILLY JOEL (42) BETTE MIDLER (34) PRINCE (31) UB40 (31) STEVIE B (30) DEEE-LITE (30)	DAMN YANKEES (106) CONCRETE BLONDE (100) SOHO (97) DEEE-LITE (89) UB40 (76) STEVIE B (73) TONY! TONI! TONE! (68) CANDYMAN (63) JON BON JOVI (62) INFORMATION SOCIETY (60)	VANILLA ICE (132) JAMES INGRAM (110) RIGHTEOUS BROTHERS (103) JANET JACKSON (96) ALIAS (78) GEORGE MICHAEL (72) M.C. HAMMER (51) INXS (45) MARIAH CAREY (38) MAXI PRIEST (37)

Most Active = Ups + Debuts - Downs

SIGNIFICANT ACTION

VAUGHAN BROTHERS "Tick Tock" (Epic)

Reports: 49. Moves: Up 4, Debuts 10, Same 11, Down 0, Adds 24 including WKZR, WBBQ, K96.7, WHYY, WRVQ, WKPE, WNY, KCHX, KNOE, KFRX, KPAT, KFBQ, 999KHI 40-25, B93 36-32, KTUX 31-22.

BELL BIV DEVOE "B.B.D. (I Thought It Was Me)" (MCA)

Reports: 49. Moves: Up 12, Debuts 4, Same 10, Down 0, Adds 23 including WXKS, WPLJ, B97, PWRPIG, B96, KXKR, PWR106, HOT999, 999KHI, WRCK, KZFM, WQXA, KCHX, KQCR, KFR, KKFR 26-19.

DNA featuring SUZANNE VEGA "Tom's Diner" (A&M)

Reports: 46. Moves: Up 25, Debuts 5, Same 10, Down 0, Adds 6, PRO-FM, WPGC, 92X, KKKX, KRO, 95XXX, PWR99 12-7, WKBQ 32-20, KPLZ 21-16, TIC-FM 23-14, WKSS 4-1, WNOK 22-17, KIKX 31-26, WIKZ 29-25, YES97 37-25. Charted at 70%; Top 15 at 16%; Hot at 11%.

BOYS "Crazy" (Motown)

Reports: 45. Moves: Up 26, Debuts 2, Same 13, Down 2, Adds 2, WNVZ, HOT949, PWRPIG 23-19, PWR106 24-19, Q106 21-17, HOT97 15-10, WBBQ on, KHTK 15-12, KFBQ 31-26.

PET SHOP BOYS "So Hard" (EMI)

Reports: 44. Moves: Up 2, Debuts 3, Same 20, Down 0, Adds 19 including HOT97, KSAQ, KPLZ, KC101, WPST, KZZB, WZYP, KTUX, WIXX, WNY, KAKS, KISR, KYYY, CK105 36-30, KPAT 28-24.

STYX "Love Is The Ritual" (A&M)

Reports: 41. Moves: Up 3, Debuts 5, Same 17, Down 0, Adds 16 including KSAQ, KZZB, WCGQ, KMYZ, FM104, WHTO, WJMX, KNOE, KGOT, OK95, KFFM, PIRATE on, KATM 28-24, Q104 d-32.

2 IN A ROOM "Wiggle It" (Cutting/Charisma)

Reports: 40. Moves: Up 11, Debuts 11, Same 6, Down 0, Adds 12, WZOU, WPGC, PWR99, WNVZ, Z95, HOT949, WRCK, WFMF, KPRR, KKKX, KROY, KAKS, HOT97 1-1, PWR96 11-5, B96 7-1. Charted at 68%; Top 15 at 22%; Hot at 20%.

BRUCE HORNSBY & THE RANGE with SHAWN COLVIN "Lost Soul" (RCA)

Reports: 39. Moves: Up 2, Debuts 5, Same 21, Down 0, Adds 11, FLY92, WKRZ, PWR945, KTUX, KF95, WPRR, 103CIR, KOIZ, WQID, KIXY, KFBQ, WPLJ on, WNVZ on, KZZP d-25.

TIFFANY "New Inside" (MCA)

Reports: 39. Moves: Up 3, Debuts 6, Same 26, Down 0, Adds 4, KTUX, KNOE, KYYY, WDBR, KKRZ 26-23, KCHX 38-34.

LONDON QUIREBOYS "I Don't Love You Anymore" (Capitol)

Reports: 35. Moves: Up 17, Debuts 1, Same 13, Down 2, Adds 2, WNCI, KYYY, WKBQ 13-11, WQUT 31-24, WPRR 20-16, KISR 12-8, 99KG 23-19, KG95 19-14. Charting at 74%; Top 15 at 23%.

SEDUCTION "Breakdown" (A&M)

Reports: 33. Moves: Up 8, Debuts 3, Same 19, Down 0, Adds 3, WNVZ, WSPK, KHTK, HOT97 12-10, WIOQ d-32, KZFM 34-29.

PRINCE "New Power Generation" (Paisley Park/WB)

Reports: 32. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 31 including B94, WNVZ, PWRPIG, Q105, WHY, KXKR, HOT102, KDWB, WLOL, HOT949, Q106, KMEL, WQGN, WHYY, KROY.

TOMMY CONWELL & THE YOUNG RUMBLERS "I'm Seventeen" (Columbia)

Reports: 31. Moves: Up 3, Debuts 7, Same 10, Down 0, Adds 11, WVSR, 999KHI, WYCR, WOKI, WOMP, WJMX, WILN, 99KG, WDBR, KTRS, KFTZ, WPST 34-29, KFMW 39-34.

AL B SURE! "Misunderstanding" (WB)

Reports: 31. Moves: Up 15, Debuts 5, Same 8, Down 0, Adds 3, KOY-FM, FLY92, Z99, KS104 24-21, KKFR 24-20, KMEL 26-21, WCKZ 23-19, B95 31-25. Charting at 68% with West leading.

BLACK CROWES "Hard To Handle" (Def American/Geffen)

Reports: 30. Moves: Up 10, Debuts 4, Same 10, Down 0, Adds 6, WPST, WCGQ, WPRR, WKPE, G98, KAKS, KZ106 24-21, YES97 38-23, Q104 32-27.

JOHNNY GILL "Fairweather Friend" (Motown)

Reports: 29. Moves: Up 4, Debuts 2, Same 0, Down 0, Adds 23 including WXKS, HOT97, PWR99, PWRPIG, KXKR, KOY-FM, Q106, KMEL, HOT97, HOT999, TIC-FM, I95, KKKX, KCAQ, KDON.

PARTY "I Found Love" (Hollywood)

Reports: 29. Moves: Up 0, Debuts 3, Same 17, Down 0, Adds 9, WXKS, PWRPIG, KXKR, JET-FM, KTUX, KCHX, WKFR, KTRS, KFTZ.

CYNTHIA & JOHNNY O "Dreamboy/Dreamgirl" (Micmac)

Reports: 23. Moves: Up 13, Debuts 1, Same 2, Down 7, Adds 0, Q105 30-24, B96 20-13, KGGI 16-11, TIC-FM 10-4, KZFM 12-6, KBFM 21-16, KROY 18-15.

FAITH NO MORE "Falling To Pieces" (Slash/Reprise)

Reports: 21. Moves: Up 1, Debuts 4, Same 11, Down 0, Adds 5, YES97, Q104, 99KG, KGOT, OK95, WDFX 20-14.

BISCUIT "Biscuit's In The House" (Columbia)

Reports: 20. Moves: Up 2, Debuts 0, Same 5, Down 0, Adds 13, KS104, KKFR, KC101, WQGN, WSPK, WKQB, WCKZ, G105, WANS, Y107, KHTK, KROY, WZKX.

CANDI & THE BACK BEAT "The World Just Keeps On Turning" (IRS)

Reports: 17. Moves: Up 2, Debuts 0, Same 9, Down 0, Adds 6, WLOL, KKFR, 999KHI, FM104, WTH, WOMP, KXKR on-dp, PWR106 on, B95 37-33.

MARIA MCKEE "Show Me Heaven" (Geffen)

Reports: 17. Moves: Up 4, Debuts 2, Same 8, Down 0, Adds 3, KZZB, WQUT, KCHX, KHM, d-25, G105 35-31.

TECHNOTRONIC "Rockin' Over The Beat" (SBK)

Reports: 16. Moves: Up 4, Debuts 0, Same 7, Down 0, Adds 5, WIOQ, KXKR, WLOL, KKSS, B95, KZFM 38-33, KPRR 20-16.

KEITH SWEAT "Merry Go Round" (Vintertainment/Elektra)

Reports: 15. Moves: Up 1, Debuts 1, Same 11, Down 0, Adds 2, KOY-FM, Z99, WPGC 4-4, CK105 38-34.

OLETA ADAMS "Rhythm Of Life" (Fontana/Mercury)

Reports: 15. Moves: Up 3, Debuts 0, Same 12, Down 0, Adds 0, WPGC on, KHM, on-dp, KISN 31-28.

LINEAR "Something Going On" (Atlantic)

Reports: 15. Moves: Up 2, Debuts 0, Same 13, Down 0, Adds 0, WPHR on-dp, HOT102 on-dp, HOT97 20-17, KTUX 33-29.

LIVING COLOUR "Type" (Epic)

Reports: 13. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 13, FLY92, 999KHI, K106, WRQN, KATM, YES97, KNOE, KNIN, WBXX, WKFR, WDBR, KFMW, KRZR.

BETTY BOO "Doin' The Do" (Reprise)

Reports: 13. Moves: Up 4, Debuts 0, Same 7, Down 0, Adds 2, KTFM, KCAQ, WHY, 25-22, HOT949 21-12, KHTK 25-19.

LALAH HATHAWAY "Heaven Knows" (Virgin)

Reports: 13. Moves: Up 7, Debuts 3, Same 3, Down 0, Adds 0, HOT97 35-30, WKSS d-30, B95 22-14, KQMQ 23-14.

NEVILLE BROTHERS "Fearless" (A&M)

Reports: 11. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 11, WXKS, Y100, WZYP, WABB, WHYY, WOMX, WKZL, KJ103, B98, Q101, KLYV.

SOUP DRAGONS "I'm Free" (Mercury)

Reports: 11. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 10, KSAQ, HOT949, 999KHI, WPST, K106, KAKS, KFTZ, KTMT, ZFUN, Y97.

TOO SHORT

*You say it's your Birthday
It's my Birthday too-yeah.*

Paul McCartney

BIRTHDAY

*They say it's your Birthday
We're gonna have a good time.*

Never before released as a single...

BIRTHDAY

The live version

*Yes we're going to a party party
Yes we're going to a party party
Yes we're going to a party party*

BIRTHDAY

The new single and video from the forthcoming album *Tripping The Live Fantastic*. The complete "LIVE" recording of the history-making Paul McCartney World Tour '89-'90. Coming in November.

*I would like you to dance — Birthday
Take a cha-cha-cha-chance — Birthday
I would like you to dance — Birthday
Dance*

Produced by Paul McCartney, Bob Clearmountain and Peter Henderson



*I'm glad it's your Birthday
Happy Birthday to you.*



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NATIONAL AIRPLAY OVERVIEW

CHR

3	2	WKS	WKS	LW	TW	
2	2	1	1			1 GEORGE MICHAEL/Praying For... (Columbia)
10	4	4	2			2 JANET JACKSON/Black Cat (A&M)
12	6	5	3			3 JAMES INGRAM/Don't Have The Heart (WB)
13	7	6	4			4 RIGHTEOUS BROTHERS/Unchained... (Verve/Polydor)
3	3	3	5			5 MAXI PRIEST/Close To You (Charisma)
16	12	9	6			6 AFTER 7/Can't Stop (Virgin)
1	1	2	7			7 PHIL COLLINS/Something Happened On... (Atlantic)
18	13	11	8			8 PEBBLES/Giving You The Benefit Of The Doubt (MCA)
11	9	8	9			9 DINO/Romeo (Island)
21	16	13	10			10 INXS/Suicide Blonde (Atlantic)
32	26	18	11			11 VANILLA ICE/Ice Ice Baby (SBK)
30	21	16	12			12 MARIAH CAREY/Love Takes Time (Columbia)
20	17	14	13			13 BREATHE/Say A Prayer (A&M)
6	5	7	14			14 NELSON/(Can't Live Without Your) Love And... (DGC)
28	20	17	15			15 ALIAS/More Than Words Can Say (EMI)
14	11	10	16			16 DEPECHE MODE/Policy Of Truth (Sire/Reprise)
36	27	20	17			17 M.C. HAMMER/Pray (Capitol)
26	23	21	18			18 BLACK BOX/Everybody Everybody (RCA)
8	8	12	19			19 PAUL YOUNG/Oh Girl (Columbia)
15	14	15	20			20 JOHNNY GILL/My, My, My (Motown)
—	37	28	21			21 DARYL HALL & JOHN OATES/So Close (Arista)
38	32	27	22			22 WARRANT/Cherry Pie (Columbia)
—	34	29	23			23 HEART/Stranded (Capitol)
9	10	19	24			24 TAYLOR DAYNE/Heart Of Stone (Arista)
—	—	39	25			25 POISON/Something To Believe In (Capitol)
19	18	22	26			26 LISA STANSFIELD/This Is The Right Time (Arista)
39	35	31	27			27 CONCRETE BLONDE/Joey (IRS)
BREAKER			28			28 BETTE MIDLER/From A Distance (Atlantic)
5	15	23	29			29 JON BON JOVI/Blaze Of Glory (Mercury)
—	—	37	30			30 DEEE-LITE/Groove Is In The Heart (Elektra)
24	22	24	31			31 JUDE COLE/Time For Letting Go (Reprise)
—	—	36	32			32 SOHO/Hippychick (Atco)
—	40	35	33			33 CANDYMAN/Knockin' Boots (Epic)
—	—	40	34			34 HUMAN LEAGUE/Heart Like A Wheel (A&M)
—	—	38	35			35 TONY! TONI! TONE!/Feels Good (Wing/Polydor)
4	19	25	36			36 WILSON PHILLIPS/Release Me (SBK)
DEBUT			37			37 DAVID CASSIDY/Lyin' To Myself (Enigma)
BREAKER			38			38 WHITNEY HOUSTON/I'm Your Baby Tonight (Arista)
BREAKER			39			39 WILSON PHILLIPS/Impulsive (SBK)
DEBUT			40			40 DAMN YANKEES/High Enough (WB)

N&A Pg. 118; Playlists Pg. 106; Parallels Pg. 111

ADULT CONTEMPORARY

3	2	WKS	WKS	LW	TW	
10	7	2	1			1 ROD STEWART/I Don't Wanna Talk... (WB)
4	3	1	2			2 RIGHTEOUS BROTHERS/Unchained Melody (Verve/Polydor)
13	10	4	3			3 DAN FOGELBERG/Rhythm Of... (Full Moon/Epic)
9	8	5	4			4 BREATHE/Say A Prayer (A&M)
16	12	9	5			5 MARIAH CAREY/Love Takes Time (Columbia)
6	5	3	6			6 GEORGE MICHAEL/Praying For Time (Columbia)
—	19	12	7			7 BETTE MIDLER/From A Distance (Atlantic)
7	6	6	8			8 TAYLOR DAYNE/Heart Of Stone (Arista)
2	2	7	9			9 PHIL COLLINS/Something Happened On... (Atlantic)
22	16	14	10			10 JILL SOBULE/Too Cool To Fall In Love (MCA)
19	15	13	11			11 BRENDA RUSSELL/Stop Running Away (A&M)
24	18	15	12			12 ANITA BAKER/Soul Inspiration (Elektra)
1	4	10	13			13 PAUL YOUNG/Oh Girl (Columbia)
—	22	18	14			14 CARLY SIMON/Better Not Tell Her (Arista)
3	1	8	15			15 BILLY JOEL/And So It Goes (Columbia)
—	30	21	16			16 MAXI PRIEST/Close To You (Charisma)
30	26	22	17			17 HEART/Stranded (Capitol)
8	13	17	18			18 WILSON PHILLIPS/Release Me (SBK)
—	—	29	19			19 DARYL HALL & JOHN OATES/So Close (Arista)
—	—	30	20			20 WILSON PHILLIPS/Impulsive (SBK)
29	27	23	21			21 T. PENDERGRASS w/L. FISHER/Glad To Be... (Elektra)
—	—	25	22			22 MICHAEL McDONALD/Tear It Up (Reprise)
DEBUT			23			23 ALIAS/More Than Words Can Say (EMI)
—	—	27	24			24 AFTER 7/Can't Stop (Virgin)
—	—	26	25			25 LAURA BRANIGAN/Never In A Million Years (Atlantic)
18	20	20	26			26 JAMES INGRAM/Don't Have The Heart (WB)
11	11	11	27			27 JUDE COLE/Time For Letting Go (Reprise)
5	9	16	28			28 MICHAEL BOLTON/Georgia On My Mind (Columbia)
DEBUT			29			29 MARIA McKEE/Show Me Heaven (Geffen)
BREAKER			30			30 DAVID CASSIDY/Lyin' To Myself (Enigma)

AC Music Begins Pg. 93

URBAN CONTEMPORARY

3	2	WKS	WKS	LW	TW	
7	4	3	1			1 KEITH SWEAT/Merry... (Vintertainment/Elektra)
2	2	1	2			2 PEBBLES/Giving You The Benefit Of The Doubt (MCA)
9	6	4	3			3 SAMUELLE/So You Like What You See (Atlantic)
1	1	2	4			4 JOHNNY GILL/Fairweather Friend (Motown)
22	15	10	5			5 MARIAH CAREY/Love Takes Time (Columbia)
16	10	8	6			6 BELL BIV DEVOE/B.B.D. (I Thought It Was Me)? (MCA)
13	8	6	7			7 TRACIE SPENCER/Save Your Love (Capitol)
8	7	7	8			8 MAXI PRIEST/Close To You (Charisma)
25	19	14	9			9 CARON WHEELER/Livin' In The Light (EMI)
15	11	11	10			10 Q. JONES I/S. GARRETT/A Don't Go For... (Qwest/WB)
27	21	16	11			11 GERALD ALSTON/Slow Motion (Taj/Motown)
21	18	17	12			12 TEENA MARIE/Here's Looking At You (Epic)
12	9	9	13			13 KIARA/You're Right About That (Arista)
20	20	18	14			14 TROOP/That's My Attitude (Atlantic)
32	25	20	15			15 M.C. HAMMER/Pray (Capitol)
18	14	13	16			16 LISA STANSFIELD/This Is The Right Time (Arista)
40	27	22	17			17 AL B. SUREI/Misunderstanding (WB)
26	24	19	18			18 JANET JACKSON/Black Cat (A&M)
37	28	25	19			19 ANITA BAKER/Soul Inspiration (Elektra)
24	23	21	20			20 SNAP/Ooops Up (Arista)
—	35	28	21			21 VANILLA ICE/Ice Ice Baby (SBK)
30	26	24	22			22 L.L. COOL J I/JUNCLE L/The Boomin'... (Def Jam/Columbia)
19	16	15	23			23 OLETA ADAMS/Rhythm Of Life (Fontana/Mercury)
4	3	5	24			24 LALAH HATHAWAY/Heaven Knows (Virgin)
38	29	27	25			25 CYNDA WILLIAMS/Harlem Blues (Columbia)
—	32	26	26			26 TODAY/I Got The Feeling (Motown)
—	—	32	27			27 WHISPERS/My Heart Your Heart (Capitol)
39	33	29	28			28 HI-FIVE/Just Can't Handle It (Jive/RCA)
—	—	39	29			29 TEVIN CAMPBELL/Round And Round (Paisley Park/WB)
—	39	34	30			30 BERNADETTE COOPER/I Look Good (MCA)
—	—	37	31			31 LEVERT/Rope A Dope Style (Atlantic)
BREAKER			32			32 CANDYMAN/Knockin' Boots (Epic)
—	—	38	33			33 JASMINE GUY/Try Me (WB)
—	—	35	34			34 LISTEN UP/Listen Up (Qwest/Reprise)
6	5	12	35			35 BLACK BOX/Everybody Everybody (RCA)
BREAKER			36			36 WHITNEY HOUSTON/I'm Your Baby Tonight (Arista)
BREAKER			37			37 GUY/I Wanna Get With You (MCA)
BREAKER			38			38 TONY! TONI! TONE!/It Never Rains... (Wing/Polydor)
DEBUT			39			39 GEOFF McBRIDE/No Sweeter Love (Arista)
BREAKER			40			40 E.U./I Confess (Virgin)

New & Active, TOP 10 Recurrents Pg. 84

NEW ROCK

LW	TW	
2	1	1 LIVING COLOUR/Time's Up (Epic)
3	2	2 JANE'S ADDICTION/Ritual De Lo Habitual (WB)
4	3	3 CURE/Never Enough (track) (Elektra)
5	4	4 REPLACEMENTS/All Shook Down (Sire/Reprise)
6	5	5 IGGY POP/Brick By Brick (Virgin)
7	6	6 COCTEAU TWINS/Heaven Or Las Vegas (4AD/Capitol)
1	7	7 SOUP DRAGONS/Lovegod (Big Life/Mercury)
8	8	8 INXS/X (Atlantic)
9	9	9 CHARLATANS U.K./The Only... (EP) (Beggars Banquet/RCA)
12	10	10 DARLING BUDD/Crawdaddy (Columbia)

Complete TOP 30 New Rock Chart Pg. 102

NAC

LW	TW	
1	1	1 ACOUSTIC ALCHEMY/Reference Point (GRP)
2	2	2 RIPPINGTONS I/RUSS FREEMAN/Welcome To The... (GRP)
3	3	3 DAVID BENOIT/Inner Motions (GRP)
6	4	4 BOB JAMES/Grand Piano Canyon (WB)
5	5	5 RICARDO SILVEIRA/Amazon... (Verve Forecast/PolyGram)
4	6	6 RICHARD ELLIOT/What's Inside (Enigma)
10	7	7 LALAH HATHAWAY/Lalah Hathaway (Virgin)
12	8	8 JONATHAN BUTLER/Heal Our Land (Jive/RCA)
13	9	9 BERNARDO RUBAJA/New Land (Narada)
7	10	10 PETER WHITE/Reveilleez-vous (Chase Music Group)

Complete TOP 30 NAC Chart Pg. 96

CONTEMPORARY JAZZ

LW	TW	
1	1	1 MICHEL CAMILO/On The Other... (Epic)
2	2	2 EMILY REMLER/This Is Me (Justice)
4	3	3 TANIA MARIA/Bela Vista (World Pacific)
9	4	4 NINO TEMPO/Tenor Saxophone (Atlantic)
6	5	5 GERRY MULLIGAN/Lonesome Boulevard (A&M)
8	6	6 STEVE ERQUIAGA/Erkiology (Windham Hill/Jazz)
5	7	7 BRANFORD MARSALIS/Crazy People Music (Columbia)
7	8	8 MO' BETTER BLUES/Music From Mo' Better... (Columbia)
11	9	9 BOBBY LYLE/The Journey (Atlantic)
18	10	10 MICHAEL BRECKER/Now You See It... (Now You Don't) (GRP)

Complete TOP 30 Contemporary Jazz Chart Pg. 96

AOR TRACKS

3	2	WKS	WKS	LW	TW	
—	2	1	1			1 ZZ TOP/Concrete And Steel (WB)
10	6	3	2			2 DAMN YANKEES/High Enough (WB)
1	1	2	3			3 INXS/Suicide Blonde (Atlantic)
6	5	4	4			4 NEIL YOUNG & CRAZY HORSE/Mansion On... (Reprise)
8	7	5	5			5 VAUGHAN BROTHERS/Tick Tock (Epic)
13	10	6	6			6 AC/DC/Thunderstruck (Atco)
14	15	8	7			7 ERIC JOHNSON/Climbs Of Dover (Capitol)
17	16	10	8			8 ALLMAN BROTHERS BAND/Seven Turns (Epic)
—	27	18	9			9 BLACK CROWES/Hard To Handle (Def American/Geffen)
25	17	12	10			10 STYX/Love Is The Ritual (A&M)
12	12	7	11			11 ROBERT CRAY/The Forecast (Calls For Pain) (Mercury)
21	18	13	12			12 HOUSE OF LORDS/Can't Find My... (Simmons/RCA)
11	14	9	13			13 LIVING COLOUR/Type (Epic)
—	—	21	14			14 DEEP PURPLE/King Of Dreams (RCA)
24	20	17	15			15 T. CONWELL & THE YOUNG.../I'm Seventeen (Columbia)
BREAKER			16			16 LED ZEPPELIN/Travelling Riverside Blues (Atlantic)
19	19	19	17			17 WARRANT/Cherry Pie (Columbia)
2	3	11	18			18 ASIA/Days Like These (Geffen)
BREAKER			19			19 POISON/Something To Believe In (Enigma/Capitol)
32	23	22	20			20 BOB DYLAN/Unbelievable (Columbia)
BREAKER			21			21 GARY MOORE/Still Got The Blues (Charisma)
BREAKER			22			22 JON BON JOVI/Miracle (Mercury)
34	29	27	23			23 QUEENSRYCHE/Empire (EMI)
BREAKER			24			24 TOY MATINEE/Last Plane Out (Reprise)
9	13	20	25			25 SLAUGHTER/Fly To The Angels (Chrysalis)
60	39	32	26			26 WINGER/Miles Away (Atlantic)
7	9	14	27			27 R. WATERS I/B. ADAMS/Young Lust (Mercury)
26	24	23	28			28 DON DOKKEN/Mirror Mirror (Geffen)
3	8	16	29			29 BAD COMPANY/Boys Cry Tough (Atco)
5	11	25	30			30 JEFF HEALEY BAND/While My Guitar... (Arista)
51	37	34	31			31 JOHNNY VAN ZANT/Hearts Are Gonna Roll (Atlantic)
—	49	39	32			32 COLIN JAMES/Keep On Loving You Baby (Virgin)
42	34	33	33			33 CHEAP TRICK/Back N' Blue (Epic)
4	4	15	34			34 BRUCE HORNSBY/A Night On The Town (RCA)
48	44	37	35			35 TRIXTER/Give It To Me Good (Mechanic/MCA)
—	—	44	36			36 PAUL SIMON/The Obvious Child (WB)
55	45	38	37			37 CALL/What's Happened To You (MCA)
—	—	47	38			38 HEART/Stranded (Capitol)
—	—	47	39			39 REO SPEEDWAGON/Love Is A Rock (Epic)
44	41	41	40			40 STEVE VAI/I Would Love To (Relativity)

Complete TOP 60 Tracks Chart Pg. 98; LP Chart Pg. 100

COUNTRY

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