

**I N S I D E:**

**HOW TO FIX CHR**

Calling CHR's obsession with adults "absurd," **Jeff Pollack** provides a timely treatise on the struggling format, with specific strategies for getting it back on track.

Page 56

**FIRE SALE?**

What major broadcast groups may have to sell off assets to raise cash? Details in Radio Business.

Page 6

**WHAT TO DO IN '92**

What does your station need to meet the 1992 budget challenge? What factors will affect your ability to generate revenue? **Chris Beck** provides the bottom line.

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**AC FROM A-Z**

At least 10 formats fall under the AC umbrella, according to **John Parikhal**, who explores the myriad adult-oriented approaches available today.

Page 62

**DUPING THE LOOP**

**WLUP (AM)/Chicago's** Rock Talk format continues to reap big dividends. But can its success be duplicated?

Page 88

**WE NEED AIDED RECALL**

**Rob Balon** makes the case for an aided recall ratings system.

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**IN THE NEWS THIS WEEK**

- **Donnie Simpson** VP/Prog. at Albimar; **Barbara Prieto** PD at WKYS/DC
- **Tom Barsanti** Sr. VP/GM at McClusky & Assoc.
- **CING/Toronto** goes Dance
- **Mike Roberts** PD at WWIN/Baltimore
- **Mike Finley** PD at WWWB/Greensboro
- **Steve Kelly** OM at WWLV/Orlando
- **Dan Forth** VP/GM at Superadio

Page 3, 14, 19

Newsstand Price \$6.00



**Surveys Reveal Salary Levels**

**Morning Drive Pay Approaches GSMs'; NAC, AC, AOR Salespeople Earn Most Money**

R&R's second annual Sales/Management Survey reveals that GSMs representing AC and NAC stations earn significantly more than their peers in other formats. And AC and AOR salespeople are the top earners in their field.

**Sales/Management Survey Begins On Page 22**

The survey also shows stations are continuing to drop their spotloads, owing perhaps to the ever-increasing number of consumer entertainment options. Across all dayparts, the typical spotload is nearly a minute less than it was last year. In morning drive, for example, the

average load is 11.6 minutes, down from 12.4 last year. The change is most dramatic in 100+ markets, where the mid-day load dropped from 13.1 minutes to 11.5.

The Sales/Management Survey of nearly 500 stations concludes that GSMs at NAC stations earn an average of \$95,000 per year. That figure is substantially higher than GSM pay in other formats, probably because most NAC stations are in Top 10 markets. AC GSMs earn \$79,164; third highest are CHR GSMs at \$68,274.

**Air Salaries Rise**

The average top performers in sales departments earn between \$50,000-\$60,000. But AC high achievers average \$71,000. Among lowest-paid salespeople, an average Classic Rock salesperson earns \$18,187. Next lowest is Urban at \$19,091.

In a related story, CPA George Nadel Rivin of Miller, Kaplan, Arase & Co. has unveiled the results of a yearlong study of salaries in the Top 25 markets. One major point of interest: Morning drive personalities' earnings are rapidly approaching those of GSMs. Miller, Kaplan determined the average GSM compensation was 26% higher than morning drive salaries as recently as 1987. That difference is only \$1700 today.

WYATT/See Page 54

**FTC: No Basis For Ownership Limits**

**Warns LMAs Might Bring On Price-Fixing, Anti-Competitive Behavior**

The Federal Trade Commission (FTC) has suggested eliminating the national radio ownership limits, but warns that increasingly popular local marketing agreements (LMAs) raise the specter of price fixing and other anti-competitive behavior.

In comments filed as part of the FCC's review of its radio ownership rules, the FTC's

Bureau of Economics said the localized nature of radio competition makes it difficult to build an economic case for any type of national limit, including the current 12 AMs-12 FMs rule and the various national audience reach and share-based limits being considered by the FCC.

**Competing Locally**

Noting that local spot sales accounted for over 75% of radio revenue in 1990, the FTC noted: "Competition among radio broadcasters... occurs principally on a local, rather than

FTC/See Page 54

**LMAs On Fire: Two More In New Orleans**

The ongoing flurry of local marketing agreements (LMAs) swept into New Orleans this week, where two new deals were inked: **EZ Communications** CHR **WEZB** (B97)/New Orleans will program and represent **Stoner Broadcasting** Hot AC **WMXZ** (Mix 95.7); and **Key-market Communications**, owner of **WVL** & **WLMG**, will do the same for **Coastal Broadcasting** NAC/CJ **KNOK**.

LMA/See Page 54

**Average Salaries Top 25 Markets**

General Manager	\$160,900
GSM	\$106,200
Morning Personality	\$104,500
PD	\$92,700
Top Salesperson	\$88,600
Average Salesperson	\$56,400
Chief Engineer	\$45,800
News Director	\$43,100
Promotion Director	\$35,900
Traffic Director	\$26,400

Source: Miller, Kaplan, Arase & Co. survey of 178 stations.

**Summer Birches**

**NY: WRKS In Front, 'NEW-FM Gains; L.A.: KIIS Goes Up; Chicago: WGCI-FM Up A Notch**

New York			Los Angeles-Orange County		
	Sp '91	Su '91		Sp '91	Su '91
WRKS (UC)	7.5	7.7	KIIS-A/F (CHR)	6.4	6.7
WQHT (CHR)	5.2	5.5	KKBT (UC)	6.6	6.0
WNEW-FM (AOR)	4.3	5.3	KLOS (AOR)	6.3	5.6
WBSL (UC)	5.4	4.8	KABC (Talk)	4.6	5.4
WCBS-FM (Gold)	4.3	4.1	KOST (AC)	4.6	5.3
WHTZ (CHR)	4.0	4.1			
WINS (News)	4.4	4.1			
Chicago			San Francisco		
	Sp '91	Su '91		Sp '91	Su '91
WGCI-FM (UC)	9.4	10.6	KMEL (CHR)	8.5	9.3
WGN (AC)	8.0	8.2	KGO (N/T)	8.6	7.9
WBBM-FM (CHR)	8.7	7.4	KSOL (UC)	4.2	4.6
WWBZ (AOR)	4.1	5.8	KCBS (News)	4.3	4.3
WVAZ (UC)	6.7	4.5	KIOI (AC)	3.1	3.4

For complete results from six major markets, see Page 52.

Summit's **WRKS** decisively held onto the lead in the New York ratings, according to just-released summer Birch/Scarborough results. **WNEW-FM** gained a full share, and the market's three CHRs also improved. **CHR KIIS-AM & FM/Los Angeles** overthrew **UC KKBT** for first place, while **KZLA, KABC, KOST,** and

**KRTH** improved. In Chicago, **UC WGCI-FM** racked up double digits and retained first place; **CHR WBBM-FM** finished third after **AC WGN**, and **AOR WWBZ** leaped to fourth. **KMEL/San Francisco** maintained its virtual format lock on the market. For complete results covering six markets, see Page 52.

**Ratings Strategy Review**

Begins On Page 39

# “CREAM”



## PRINCE AND THE NEW POWER GENERATION

The new single from the forthcoming album **DIAMONDS AND PEARLS**  
Produced, Arranged, Composed and Performed by Prince And The New Power Generation

Management by Paisley Park Enterprises



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## Albimar Ups Two PDs

Simpson Corporate VP/Programming; Prieto WKYS PD

Veteran WKYS/Washington PD/morning man Donnie Simpson has surrendered his day-to-day programming duties to become VP/Programming at parent Albimar Communications. WKYS Asst. PD Barbara Prieto has been promoted to PD.

"It's a distinct honor to make these appointments," announced Albimar President and WKYS GM Skip Finley. "Donnie is going to be a key player as we look to expand our group. I'm a numbers person and don't have much experience with music or programming, and senior level financiers will appreciate the fact that a hands-on programmer is part of the corporate structure now."

"I'm looking forward to the expansion, but I'm also looking forward to a little more time off," said Simpson. "Between my morning show and other commitments [a BET cable show and a Sheridan Broadcasting radio program], I'll have a bit more breathing room."

"As for Barbara, I'm happy to report she won't be another woman relegated forever to an assistant's role. I'd like to show the industry a Hispanic woman is capable of programming a top Urban station in a major market. Barbara is more than qualified for the job."

Simpson segued from WJLB/Detroit to WKYS in 1977, advancing to PD two years later. Prieto came aboard in 1989 after working in WGCI-FM/Chicago's programming department.

## Gannett Plans Airline DAB

Ad-Driven Service 'Needs No New FCC Approval'

Gannett's USA Today has teamed up with satellite entrepreneurs to deliver satellite DAB programming to airliners beginning next year. The news and sports radio service has been christened USA Today Sky Radio.

Declining to specify the exact technology that will be used, USA Today spokesman Steven Anderson called it a "new application of a widely used satellite technology." It was added that the service needs no new FCC approval, but does need clearance from the FAA. Asked if Gannett Radio was involved, Anderson said Sky Radio was "entirely a USA Today operation."

COMSAT officials say they're not involved, ruling out use of INMARSAT's L-band satellite transponders. It's likely then that the radio service will use the Ku-band, as do telephones currently available on some planes.

Anderson said Sky Radio hasn't determined how many staffers would be hired. The service will initially broadcast news 18 hours daily on weekdays and live sports coverage on weekends, although no play-by-play contracts have been signed. Eventually, two 24-hour channels (one news, the other sports) are planned. Anderson said the programming will be supported by advertising, "just like radio."

## Teller Tribute Nets \$3 Million



MCA Music Entertainment Group Chairman Al Teller was the guest of honor at last week's gala hosted by the Music and Entertainment Industry Chapter of the City of Hope. The benefit raised more than \$3 million to establish the Alvin N. Teller Research Fellowship at the City of Hope National Medical Center and Beckman Research Institute. Celebrating Teller's Spirit Of Life award are (l-r) MCA Inc. President Sid Sheinberg, Jody Watley, Teller, City of Hope Chairman Dick Ziman, Stephanie Mills, and Reba McEntire.

## Terms Announced On ASCAP Radio License

Fees To Rise Over The Next Five Years In Return For Bartered Commercial Concession

ASCAP and the Radio Music Licensing Committee (RMLC) announced a new five-year agreement that resolves a long-standing dispute over bartered programming. The deal increases blanket license fees, but may mean rebates

ed. RMLC estimates ASCAP is paid up to \$80 million annually by radio stations, with about 15% less going to BMI.

Having yielded on the barter issue, ASCAP Director/Radio Licensing Dave Hochman said payments under the new rates are "a wash as far as what our view of the license obligations had been." ASCAP Managing Director Gloria Messinger said the new agreement addresses the fact that "the radio

ASCAP/See Page 54

### Coming To Terms

- Bartered commercials no longer deemed revenue
- '91 fee: 1.575% of adjusted revenues; in '95: 1.615%
- Network compensation may no longer be deductible

to some stations from past ASCAP audits.

The ASCAP blanket fee for 1991 is 1.575% of a station's adjusted revenues, up from the 1.56% rate which had been in effect since 1986. The rate will rise to 1.585% in 1992, 1.6% in '93, 1.605% in '94, and 1.615% in '95. The agreement — retroactive to January 1 — is subject to approval by a federal court in New York, which is expected by all parties.

RMLC Chairman Dick Harris, owner of WSPB/Sarasota, FL and retired Group W Radio Chairman, told R&R the increase in the blanket license rate "was a compromise to get (ASCAP) to settle." He said the favorable resolution of the barter issue — "this great amount of phantom business" — was ample justification for the rate hike.

### Claim Dropped

Under the agreement, ASCAP agreed to drop its claim that stations should pay music license fees for no-cash ads aired on behalf of third-party program suppliers such as traffic report services and satellite format networks.

Stations that have paid ASCAP for barter under settlements of past audits will be eligible for refunds. Neither side could say how much money might be refund-

## SCOTT MARKETING/PROMO DIR.

### Barsanti Sr. VP/GM At McClusky



Tom Barsanti Jon Scott

Jeff McClusky & Associates — the Chicago-based independent marketing and promotion firm — has recruited Chase Communications Exec. VP/Programming Tom Barsanti as Sr. VP/GM.

"Bringing Tom aboard broadens our horizons and gives us a perspective about radio the entire staff can learn," said President Jeff McClusky. "He's a complete executive who has a passion for music and has led many winning teams. The transition from radio to records is a natural for Tom."

Barsanti told R&R, "The transition is going well. I'm still very much in touch with radio on a daily basis and am excited about the chance to serve radio in a different capacity. Jeff's credibility and service have set new industry standards." McClusky/See Page 54

SEPTEMBER 13, 1991

## COMMON MISTAKES (AND HOW TO AVOID THEM)

Personalities tend to make the same mistakes, regardless of individual format or style. Dan O'Day presents prime examples of what *not* to do.

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R&R is published weekly, except the week of December 25th. Subscriptions are available for \$275.00 per year in the United States or \$695.00 overnight delivery (U.S. funds only), \$295.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records, Inc., at 1930 Century Park West, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms AOR, AOR Tracks, Back Page, Breakers, Most Added, National Airplay/30, Parallels, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. © 1991. POSTMASTER: Send address changes to R&R, 1930 Century Park West, Los Angeles, California 90067.

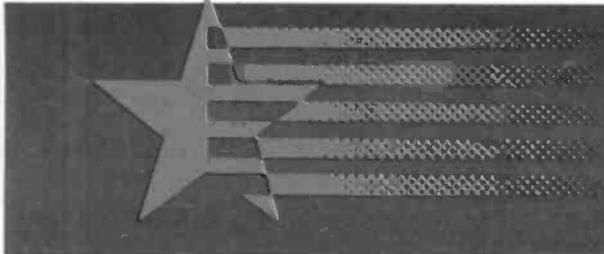


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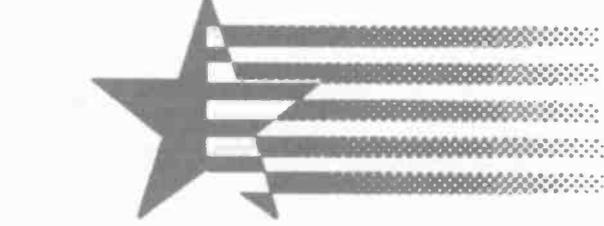
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**UNISTAR**

# Trade Group Says It Will Set DAB Standard For U.S.

The Electronic Industries Association (EIA) has announced plans to set the U.S. standard for DAB. The trade association for electronics manufacturers plans to test competing DAB systems independent of any testing efforts by the broadcasting industry.

## State Department Defers L-Band DAB Decision

The U.S. State Department has sidestepped making a decision on DAB's location. With the FCC and NTIA still at odds on L-band (1500 MHz) frequencies, the State Department sent off U.S. positions for the 1992 World Administrative Radio Conference (WARC '92) with no DAB recommendation.

The FCC had recommended that the U.S. WARC delegation support an L-band allocation for DAB. But that idea was strongly opposed by NTIA, the Pentagon, and several large defense contractors, all of whom object to any relocation of aircraft flight test telemetry users to accommodate DAB. "The dispute has not been settled," State Department official Warren Richards said Tuesday (9/10).

In its WARC '92 position statement to the International Telecommunications Union, which was due by mid-September, the State Department said the U.S. is still studying the DAB issue and that a recommendation "will be presented in a supplemental proposal."

With a North American L-band DAB allocation looking doubtful, the NAB has teamed up with its Canadian and Mexican counterparts, the CAB and CIRT, to form a DAB working group headed by NAB Exec. VP John Abel. The group will



consider various options for DAB implementation, including the NAB's recent request that Eureka design an in-band DAB system. CAB and CIRT officials agreed at a recent meeting in Victoria, BC to support NAB in its negotiations with Eureka-147 "regarding rights to the Eureka DAB technology in North America."

### Dual Strother Efforts

Ron Strother said he has formed not one, but two new entities to

Continued on Page 12

EIA Consumer Electronics Group VP Gary Shapiro said a new DAB panel "will organize and initiate a fair and impartial analysis, testing, and standards-setting program to determine which DAB technical system will best serve the consumer electronics industry and consumers." The panel, which will operate as a subcommittee of EIA's Audio Systems Committee, will hold its first meeting in October.

"The coming of DAB represents a major leap forward in radio sound quality for consumers," Shapiro said. "DAB promises to be the pinnacle of radio sound."

"There is a real and timely need for EIA's initiative to centralize DAB activities under a common, objective umbrella," said subcommittee Chairman Randall Bruntz, an official of General Motors' Delco Electronics division. The panel proposes to centralize DAB technical analysis, comparative testing, system selection, and standards development. The EIA said the subcommittee will "provide a uniform program designed to objectively evaluate each of the proposed systems' merits."

It wasn't clear at R&R's Tuesday (9/10) deadline why the EIA decided to establish its own standards procedure for DAB — which a spokesman conceded is "not the normal procedure" — rather than join the NAB through the National Radio Standards Committee (NRSC). Although a spokesman said, "We are doing this as an association," he had no word on whether the EIA would be willing to participate in setting an NRSC standard for DAB.



## DC REPORT

PAT CLAWSON

## Alliance Closes In On Dallas Deal

Group W Radio was on the brink of selling KRSR/Dallas to John Hayes's new Alliance Broadcasting at presstime (9/10). The price tag is \$11 million, and Group W will keep a piece of the station. Goldman Sachs is banking Hayes; Star Media's Bill Steding takes brokerage honors. Westinghouse bought the station in 1980 for \$7 million.

Star also is examining financial options for United Broadcasting's nine-station chain. "We're just performing a market evaluation for them; the company hasn't decided to sell anything yet," commented Steding. Star dealmaker Peter Handy is handling the project.

So what would the properties be worth on the open market if United decides to cash out? Based on current comparables, analysts estimate WINX & WDJY/Washington is valued at about \$19 million; WYST-AM & FM/Baltimore \$10 million; WJMO-AM & FM/Cleveland \$7 million; and KSOL/San Francisco about \$23 million. The company also owns two Spanish-language AMs, WKDM/New York and KALII/Los Angeles.

## Radio Revs Up Slightly In July

The Radio Advertising Bureau said radio revenue was up 2.6% in July over the same period in 1990, with every region of the country reporting substantial increases in local ad sales.

Local revenue was up 3.5% overall in July; the East and Southeast earned gains of 5.7% and 5.6%, respectively. National spot revenues were stagnant, posting an increase of only 0.1%. However, the Southeast recorded a whopping 11.6% increase. The Western U.S. posted a 3.3% increase in national revenues, but the Southwest fell 9.1%. National revenues in the East and Midwest declined 3.3% and 7.6%, respectively.

Overall for the year, radio revenue through July is down 3.1%. Local revenues are down 3.5% and national spot revenue has dipped 1.4%, based on the survey of 100 markets by Miller Kaplan Arase & Co. and Hungerford Aldrin Nichols & Carter.

## Fairmont's Problems Trouble Price

Is the big trouble brewing at Fairmont Communications going to bring down part-owner Price Communications? Price said the joint venture with Osborn Communications is "not generating cash flow."

"There is substantial doubt about Fairmont's ability to continue as a going concern," Bob Price said in a new SEC filing. Fairmont has missed payments on its debts and hasn't been able to refinance. Its debt is callable on demand because it's not in compliance with certain financial covenants. On top of that, the long-term debt matures in November — and there's no indication it can be serviced.

Also in jeopardy is a related TV venture, Northstar Television Group Inc., which also failed to pay its bills. This financial woe is rattling Price Communications, which was counting on the debt repayments to sustain its own cash flow. As a result, Price said its "cash and cash equivalents have been substantially depleted, and during 1991 the company has been unable to make interest and principal payments due on its public and other subordinated debt."

Price has been threatening a bankruptcy filing since last year, and recently a group of bondholders headed by New York financier Leon Black's Apollo Group muscled the company into spinning off its lucrative law newspaper chain. On June 30, Price had \$9.4 million in cash but a negative net working capital of \$295.7 million.

Osborn's exposure in the Fairmont deal is limited, but the company has its own headaches. Osborn reported that a Sherman Broadcasting subsidiary has defaulted on its promissory note for KKR/Wichita. "Due to uncertainties associated with KKR's ability to meet its obligations as they come due, the company may ultimately receive less than the note's carrying amount, which cannot be reasonably estimated," it said.

## Emmis: NYC Stations Not For Sale

Emmis Broadcasting may be in the grip of a cash crunch, but Exec. VP Randy Bongarten has told the *New York Post* the company has no intention of selling WFAN & WQHT/New York.

"The company is in the process of repackaging our debt structure. The

Continued on Page 12

# NRA Gunning For Public Radio

Angered by what it sees as public radio's anti-gun bias, the National Rifle Association is asking the FCC to reimpose the Fairness Doctrine on non-commercial broadcasters.

In a petition filed last week, the NRA argued that non-commercial educational broadcasters (NEBs) should be subject to the Fairness Doctrine because NEB stations and networks "exercise a predominant influence over political discourse" and are insulated from the economic effects the policy may have on commercial stations.

"We [the public] own public stations and are entitled to hear our views expressed on them," said NRA General Counsel Michael McCabe. "As it is, the public gets the door slammed in its face."

According to McCabe, the NRA's petition was prompted by National Public Radio's December 1989 series on guns in America. The filing contains affidavits from two NRA public relations consultants who accuse NPR of twisting or omitting the gun group's views. The NRA is being represented by former FCC General Counsel

Bruce Fein, a longtime opponent of the Fairness Doctrine. Fein could not be reached for comment.

### Experts: NEBs Safe

Legal experts said they doubt the FCC could selectively impose the Fairness Doctrine on NEBs. Their skepticism is based on a 1984 Supreme Court decision that non-commercial stations can't be barred from endorsing political candidates.

The Fairness Doctrine, which required broadcasters to provide balanced coverage of important public issues, was abandoned by the FCC in 1987. According to the Commission, the policy inhibited on-air debate of public issues by causing broadcasters to worry about the cost of defending themselves against Fairness complaints.

The NRA maintains NEB stations and networks are protected from such "chilling effects" be-

cause they're not "profit seekers" and typically have less capital investment at risk than commercial operations. "Unlike commercial broadcasters who must satisfy . . . shareholders, NEBs will not curb coverage of [controversial issues] out of concern for a rosy balance sheet," said the NRA.

However, observers noted that NEBs — with their thin economic resources — actually would be more vulnerable to costly Fairness complaints than successful commercial stations.

### Political Problems

The gun lobby also takes issue with the Commission's argument that a dramatic increase in the number of media outlets has made the Fairness Doctrine irrelevant. According to the NRA, non-commercial stations have a politically active audience separate from that of commercial broadcasters.

"[A] proliferation of commercial broadcast outlets will not foster political programming diversity

Continued on Page 12

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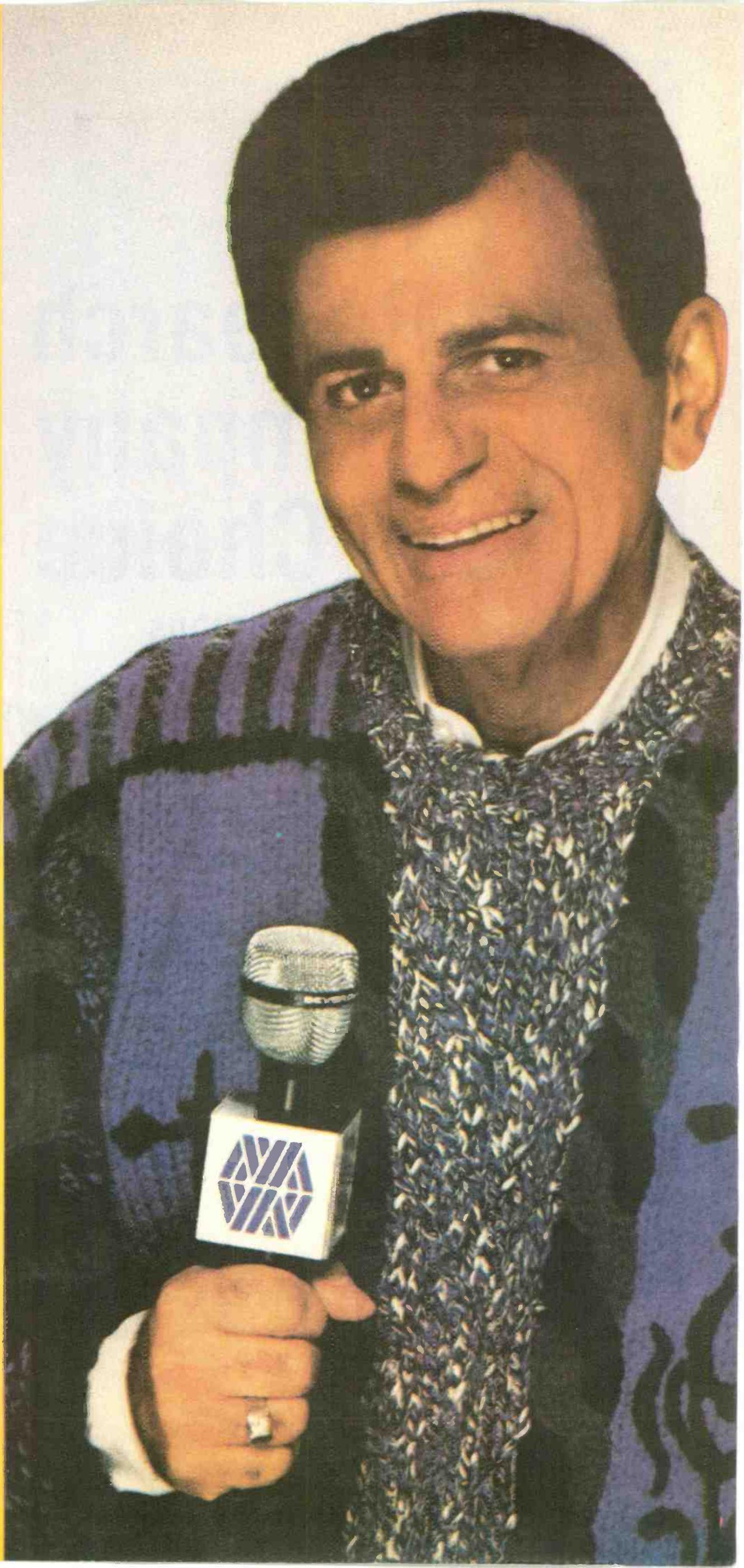
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**WARM/York**

**KTFM/San Antonio**

**WLTJ/Pittsburgh**

**KFOG/San Francisco**

**KPLX/Dallas**

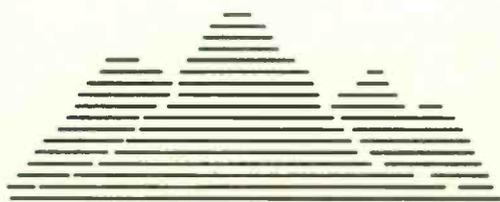
**WMXN/Norfolk**

**KLUC/Las Vegas**

**WKDQ/Evansville**

**WAPW/Atlanta**

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TRANSACTIONS

# Citadel Finds Price Is Right At \$12.5 Million

Hughes and Henry Tango Once More In Baltimore

**Deal Of The Week:**

**Price Broadcasting Company Stations**

PRICE: \$12.5 million  
 TERMS: Cash  
 BUYER: Citadel Communications Corp., controlled by Lawrence R. Wilson. His Montana-based Citadel Associates L.P. owns KCNR & KLZX/Salt Lake City; KKFM/Colorado Springs; KCTR-AM & FM/Billings, MT; and KBOZ-AM & FM/Bozeman, MT. These stations are expected to be transferred to Citadel Communications Corp.  
 SELLER: Price Broadcasting Co., owned by John Price. He also owns KUTR & KCPX/Salt Lake City and WOMG-AM & FM/Columbia, SC.  
 BROKER: Glenn Serafin of Communications Equity Associates

**KGA & KDRK/Spokane, WA**  
 FREQUENCY: 1510 kHz; 93.7 MHz  
 POWER: 50kw day/5 kw night; 56kw at 2380 feet  
 FORMAT: Country

**KOOK & KBEE/Modesto, CA**  
 FREQUENCY: 970 kHz; 103.3 MHz  
 POWER: 1kw; 3410 watts at 59 feet  
 FORMAT: Gold; B/EZ

**KQMS & KSHA/Redding, CA**  
 FREQUENCY: 1400 kHz; 104.3 MHz  
 POWER: 1kw; 100kw at 1560 feet  
 FORMAT: News/Talk; AC

**KROW & KNEV/Reno, NV**  
 FREQUENCY: 780 kHz; 95.5 MHz  
 POWER: 50kw; 60kw at 2270 feet  
 FORMAT: Country; B/EZ

**KHEZ/Caldwell (Boise), ID**  
 FREQUENCY: 103.3 MHz  
 POWER: 54kw at 2588 feet  
 FORMAT: B/EZ

**Arizona**

**KVNM (FM CP)/Oro Valley (Tucson)**

PRICE: \$423,000  
 TERMS: Cash  
 BUYER: Christopher Maloney Profit Sharing And Pension Plan, controlled by Christopher Maloney of Manchester, NH. He owns KTUC/Tucson.  
 SELLER: Pueblo Radio Broadcasting Service, owned by Roy Henderson of Seabrook, TX. He owns KMPQ-AM & FM/Rosenberg, TX; KACO/Bellville, TX; KHEN/Caldwell, TX; and KPXQ/Franklin, TX.  
 FREQUENCY: 97.5 MHz  
 POWER: 3kw at 328 feet

**Kansas**

**KABI & KSAJ/Abilene**

PRICE: \$650,000  
 TERMS: Cash  
 BUYER: Eagle Broadcasting, headed by John Vanier of Salina, KS  
 SELLER: Warner Stations, headed by Norton Warner. He also owns KRLN-AM & FM/Canon City, CO; KSTR-AM & FM/Grand Junction, CO; KWBE/Beatrice, NE; and KLIN & KEZG/Lincoln, NE.  
 FREQUENCY: 1560 kHz; 98.5 MHz  
 POWER: 250-watt daytimer; 100kw at 443 feet  
 FORMAT: Gold  
 BROKER: Richard Chapin of Jorgenson, Chapin

**Maryland**

**WWIN-AM & FM/Baltimore**

PRICE: \$4.7 million  
 TERMS: Asset sale for cash; escrow payment of \$150,000. Buyer is to receive \$200,000 for deposit it lost when planned purchase of the stations collapsed last year.

BUYER: Almico Broadcasting Inc., owned by Cathy Hughes of Washington, DC. Almico also owns WOL & WMMJ/Washington.

SELLER: Communications Management National L.P., controlled by Ragan Henry of Philadelphia. Henry owns or has interests in numerous radio stations, including KDIA/Oakland.  
 FREQUENCY: 1400 kHz; 95.9 MHz  
 POWER: 3kw at 298 feet  
 FORMAT: Urban  
 COMMENT: Almico initially agreed to purchase these stations in December 1989 for \$6.9 million. That deal collapsed one year later.

**Massachusetts**

**WFAL/Falmouth**

PRICE: \$425,000  
 TERMS: Asset sale; \$250,000 cash at closing with balance via a seven-year

Continued on Page 12

TRANSACTIONS AT A GLANCE

1991 Deals To Date:

**\$487,426,376**

(Last Year: \$803,659,918)

Total Stations Traded This Year: ..... 734

(Last Year: 917)

This Week's Action: ..... \$20,198,000

(Last Year: \$7,573,000)

Total Stations Traded This Week: ..... 19

(Last Year: 25)

● Deal Of The Week:

● Price Broadcasting Co. Stations \$12.5 million

- KGA & KDRK/Spokane, WA
- KOOK & KBEE/Modesto, CA
- KQMS & KSHA/Redding, CA
- KROW & KNEV/Reno, NV
- KHEZ/Caldwell (Boise), ID

- KVNM (FM CP)/Oro Valley (Tucson), AZ \$423,000
- KABI & KSAJ/Abilene, KS \$650,000
- WWIN-AM & FM/Baltimore \$4.7 million
- WFAL/Falmouth, MA \$425,000
- WDOE/Dunkirk, NY & WCQA/Fredonia, NY \$650,000
- WOBT & WRHN/Rhineland, WI \$850,000

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RADIO REPORTS VIA SATELLITE FROM THE JOHNS HOPKINS MEDICAL INSTITUTIONS

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PAUL KAGAN'S BROADCAST BUYER/BROKER NEWSLETTER JULY 25, 1991

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## State Department Defers L-Band DAB Decision

Continued from Page 6

deal with in-band DAB possibilities. **DATA (R&R 8/30)** is a research group open to any company that wants to participate. The company Strother has formed to design an in-band DAB system is **Technology Development Inc.**, with **Strother Communications Inc. (SCI)** and **LLD Communications** as announced investors. Strother also has picked up a major equity investor for SCI itself — **Smith Broadcasting**, owner of **KYLT & KZOQ/Missoula, MT.**

**Satellite CD Radio (SCDR)** has sold an option for one of its proposed satellite DAB channels to **New World Sky Media**, a Glendale, CA company headed by **Bryan Kim**. His family owns **KAZN/Pasadena-Los Angeles**. Kim plans Korean-American programming on an SCDR channel covering the western third of the U.S. No one's saying how much he paid up front to reserve the \$10 million regional channel. SCDR previously announced two option sales to unidentified radio programmers.

## TRANSACTIONS

Continued from Page 11

promissory note, with an interest rate of prime plus 1.5%

**BUYER:** Cape Coastal Communications Inc., owned by **John Aitken** of South Dennis, MA and **Edward Morgan** of West Dennis, MA. They own **WFXR/Harwich Port, MA.**

**SELLER:** Schooner Broadcasting Inc.  
**FREQUENCY:** 101.1 MHz  
**POWER:** 37kw at 253 feet  
**FORMAT:** AOR  
**COMMENT:** WFAL will simulcast WFXR.

### New York

**WDOE/Dunkirk & WCQA/  
Fredonia**

**PRICE:** \$650,000

**TERMS:** Asset sale

**BUYER:** Tri-County Broadcasting, owned by **E. Michael Boyle** of Allison Park, PA and members of his family. The family also owns the **Derrick Publishing Co.**, which publishes newspapers in Oil City, PA and Franklin, PA and owns **WKSN & WHUG/Jamestown, NY.**

**SELLER:** Chautaugua Broadcasting Corp., headed by **Vincent Riddikas**. He has interests in **WWDR/Hardeeville, SC** and a new FM station in **McClellanville, SC.**

**FREQUENCY:** 1410 kHz; 96.5 MHz

**POWER:** 1kw days/500 watts night; 66 watts at 686 feet  
**FORMAT:** Gold; AC

### Wisconsin

**WOBT & WRHN/Rhineland  
PRICE:** \$850,000

**TERMS:** Asset sale; escrow payment of \$42,500; \$300,000 cash at closing; \$400,000 payable via a seven-year 10% promissory note. Seller will receive an additional \$150,000 for a non-compete covenant.

**BUYER:** Northwoods Broadcasting Inc., headed by **Tom Koser** of Rice Lake, WI. He owns **WJMC-AM & FM/Rice Lake.**

**SELLER:** Onelda Broadcasting Co.  
**FREQUENCY:** 1240 kHz; 100.3 MHz  
**POWER:** 1kw; 25kw at 385 feet  
**FORMAT:** Gold; B/EZ

## NRA Gunning

Continued from Page 6

for audiences of NEBs," said the NRA. "These audiences, however, exert an influence in public affairs vastly disproportionate to their numbers, and thus are most in need of access to balanced speech." The group offered no data to support its claims about the non-commercial audience.

## PROGRAMMING

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## DC REPORT

Continued from Page 6

stations are not actively for sale. It's hard to say what the outcome of the debt restructuring will be," Bongarten commented.

It's also hard to say who could get financing to buy the stations in the current climate. While **WAVA/Washington** is about to be sold to **Salem Communications**, Emmis still can't find a way to unload **WCDJ/Boston** — a deal being dubbed by its brokers as "shopworn" after being on the market for more than a year. Meanwhile, the **Puget Sound Business Journal** has urged Emmis Chairman **Jeff Smulyan** to open the **Seattle Mariners** to additional corporate marketing tie-ins if the local business community is going to help save the team from financial collapse.

### Ackerley Moves To Bolster Stock

**A**nother Seattle radio and sports mogul, **Ackerley Communications** CEO **Barry Ackerley**, has purchased 30,000 shares of his company's stock on the open market as analysts cluck about his company's future.

According to recent SEC filings, the company recently missed four debt payments exceeding \$8 million. That's caused banks and insurance companies owed \$246.1 million to reclassify his company's debt from "long-term" to "current" status. The stock has plummeted from \$12 per share on the **American Stock Exchange** to about \$2 per share.

Ackerley said he won't sell his **Seattle Supersonics** basketball franchise, but broker **Gary Stevens** has been tapped to start liquidating radio properties. **WBOS/Boston** and **WAXY/Miami** already are on the block for \$28 million — a big drop from the \$40 million Ackerley paid for the stations.

"It has been a tough year in the advertising business, but we are responding to the changes. Our goal is to keep expenses in line and increase operational efficiencies. We are confident that we will weather the storm," Ackerley said in a news release.

### Jacor Mulls Asset Sales

**J**acor Communications may sell more assets if it can't get better credit terms with its lenders, according to the company's latest SEC report.

"The company is hopeful that by next year the availability of credit for broadcast companies will have improved, thereby providing the company with the availability of financing on terms more favorable than generally available now," Jacor said. "In the absence of favorable terms, the company would likely have to sell additional assets . . . No such additional sales, however, are presently contemplated."

Jacor has some significant debts on its books. The company's senior debt of \$112.4 million and subordinated debt of \$17.2 million are payable in August 1992, with a possible extension until January 1993. Also coming due next August are some "puts" on a detachable common stock purchase warrant to the tune of \$1.26 million. Jacor must fork over \$50,000 through the remainder of 1991 and \$500,000 in January for debt it assumed in connection with the purchase of **Eastman Radio** in 1988. On top of that, the company said it has borrowed the full \$2.46 million available on its working capital credit lines.

In a recent court settlement, the company recovered \$1.82 million from a security deposit after failing to buy two **Rusk Corp.** stations in Houston and San Antonio. However, former President **Frank Wood** — who left last year following a boardroom coup — has come out smelling like a rose. According to the documents, he received \$6.27 million from Jacor for his stock and is owed \$1.87 million for a non-compete settlement.

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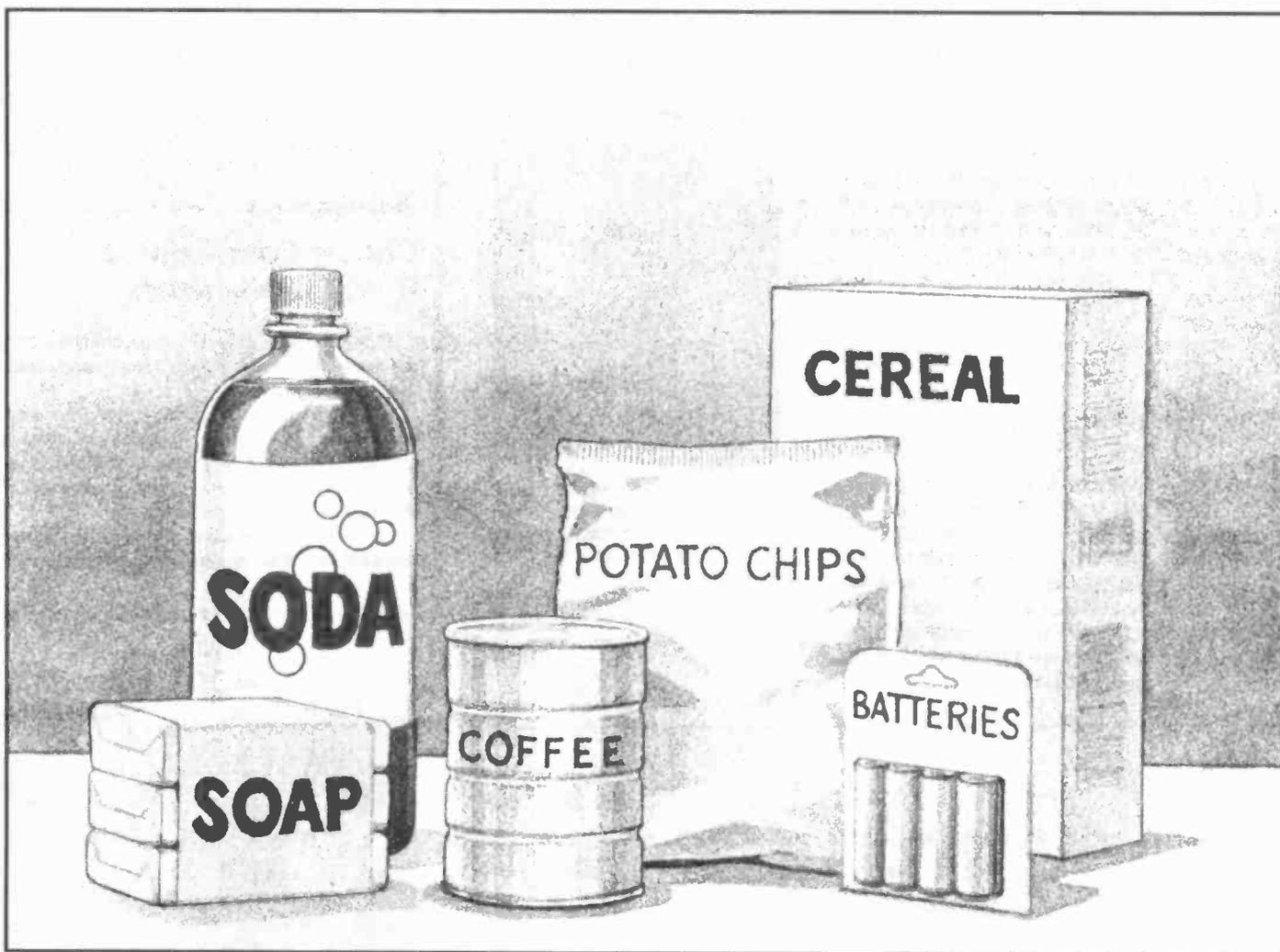
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## STRATFORD RESEARCH

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## WWIN Raises Roberts To Program Director

Two-year WWIN/Baltimore MD Mike Roberts has been elevated to PD. He takes over from Don Brooks, who left to become part-owner/GM of a new Atlantic City FM.

Roberts told R&R, "We're pretty much on course. But my first challenge is to get our name back into the community and let people know there's another Urban FM here. When you mention Urban radio in this market, most people think of WXYV. Years ago, they thought of WWIN first."

"Some people call what we do Black AC. The liner we're using is 'Baltimore's Adult Choice,' and we sound somewhat similar to WHUR/Washington. We're playing more uptempo music and really don't play any rap. But we do look at all rap songs on an individual basis."

This is Roberts's first programming assignment. He previously did on-air work at WKHI/Ocean City, MD and WFBR/Baltimore (now WLIF [AM]).

### Making History



The Museum of Television and Radio was slated to have opened its doors to the public yesterday (9/12). Located in Manhattan, the new building houses a library, two theaters, two screening rooms, a "scholars' area," a listening room, and gallery space.

## CING Gets Toronto Dancing

AC CING/Toronto has become the market's first fulltime FM Dance outlet, adopting the moniker "Dance 108." The switch follows a new Canadian Radio & Television Commission ruling that allows virtually any FM to change format to Rock, Country, or Dance without permission.

Station Manager/PD Con Chung told R&R, "We put the Dance format on the air in October 1989 from 7pm-5am and programmed AC during the day. We became fulltime Dance as of September 1. It's a format that's sorely needed here; the response has been overwhelmingly positive."

T'was  
months  
before  
Christmas,

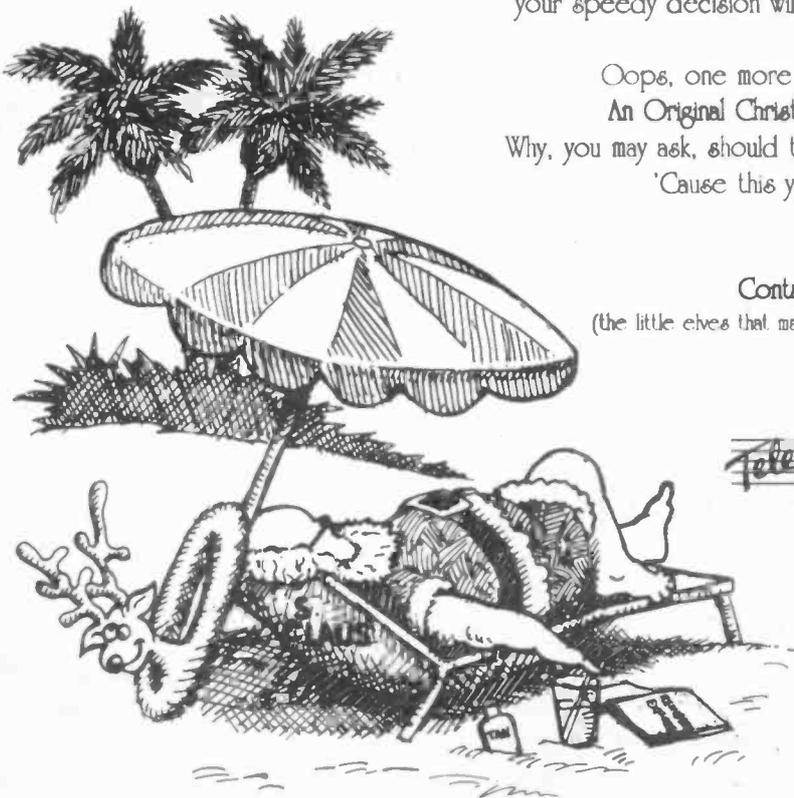
and all 'cross the land,  
Not a creature was stirring, they were all on the sand.  
Off on vacations were folks coast to coast,  
even Santa himself had deserted his post.  
In parks and by pools, folks were 'scaping the heat,  
with cool lemonade and something to eat.  
But at Santa's workshop--outpost number three,  
the folks at TelePrograms were busy as bees.  
Time was a-wasting, though the clock said don't worry,  
it's An Original Christmas,  
and we need you to hurry.

We know it's still hot, but make your plans now,  
it won't be too long, 'fore the sun turns to snow.  
Think Christmas now, please don't delay,  
your speedy decision will affect what you pay!

Oops, one more thing I almost forgot,  
An Original Christmas will be very hot.  
Why, you may ask, should this show be played?  
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## EXECUTIVE ACTION

### Scott To Work With Adult Formats

Veteran programmer Craig Scott is now presiding over Memphis-based Craig Scott & Associates, a consulting firm specializing in Country, AC, Gold, and Classic Rock formats.

"Over the past few years, I've consulted stations on a very limited basis," said Scott. "Recently, I've been approached by these stations and others to work with them fulltime. Having an objective partner working with you on a continuing basis just makes good sense."

During his consulting career, the former Plough Broadcasting VP/Programming has worked in such markets as Oklahoma City and Jackson, MS.

### Christy Forms Horizon Group Consultancy

Longtime radio executive Bob Christy has formed the Horizon Group, a Kansas City-based consultancy for broadcasters, investors, and financial institutions.

"If anything is to be learned from the current disarray in radio, it's that we must stop telling people what to do and start teaching them again," said Christy. "Too many organizations are spending inordinate amounts of money . . . when, on the station level, they haven't anyone who can get all this input to come out of the speakers."

Christy's background includes executive posts at Fairbanks, Midwest, and Blair, among other radio companies.

### WOGL Wins Phillies



WOGL (AM)/Philadelphia has extended its contract with the Philadelphia Phillies, giving the Gold station exclusive broadcast rights to carry all of the baseball franchise's games through the 1997 season. Finalizing the \$15 million deal are (l-r) WOGL (AM) VP/GM Stephen Carver, CBS Radio Division President Nancy Widmann, and Phillies President/General Partner William Giles.

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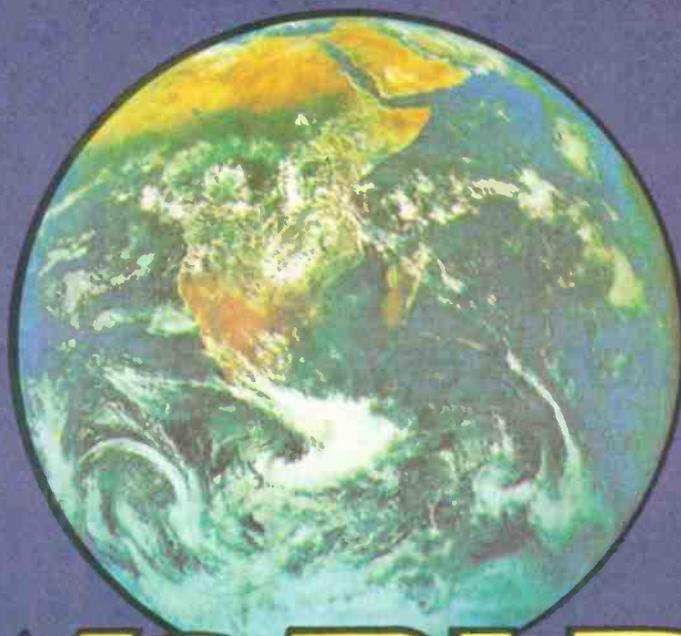
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WINTER RATINGS Report 1	MUSIC & PERCEPTUAL Weekly Report 2	MUSIC & PERCEPTUAL Weekly Report 3	MUSIC & PERCEPTUAL Weekly Report 4	MUSIC & PERCEPTUAL Weekly Report 5	MUSIC & PERCEPTUAL Weekly Report 6	WINTER OLDIES Test 7	MUSIC & PERCEPTUAL Weekly Report 8	MUSIC & PERCEPTUAL Weekly Report 9	MUSIC & PERCEPTUAL Weekly Report 10	MUSIC & PERCEPTUAL Weekly Report 11	MUSIC & PERCEPTUAL Weekly Report 12
SPRING RATINGS Report 13	MUSIC & PERCEPTUAL Weekly Report 14	MUSIC & PERCEPTUAL Weekly Report 15	MUSIC & PERCEPTUAL Weekly Report 16	MUSIC & PERCEPTUAL Weekly Report 17	MUSIC & PERCEPTUAL Weekly Report 18	SPRING OLDIES Test 19	MUSIC & PERCEPTUAL Weekly Report 20	MUSIC & PERCEPTUAL Weekly Report 21	MUSIC & PERCEPTUAL Weekly Report 22	MUSIC & PERCEPTUAL Weekly Report 23	MUSIC & PERCEPTUAL Weekly Report 24
SUMMER RATINGS Report 25	MUSIC & PERCEPTUAL Weekly Report 26	MUSIC & PERCEPTUAL Weekly Report 27	MUSIC & PERCEPTUAL Weekly Report 28	MUSIC & PERCEPTUAL Weekly Report 29	MUSIC & PERCEPTUAL Weekly Report 30	SUMMER OLDIES Test 31	MUSIC & PERCEPTUAL Weekly Report 32	MUSIC & PERCEPTUAL Weekly Report 33	MUSIC & PERCEPTUAL Weekly Report 34	MUSIC & PERCEPTUAL Weekly Report 35	MUSIC & PERCEPTUAL Weekly Report 36
FALL RATINGS Report 37	MUSIC & PERCEPTUAL Weekly Report 38	MUSIC & PERCEPTUAL Weekly Report 39	MUSIC & PERCEPTUAL Weekly Report 40	MUSIC & PERCEPTUAL Weekly Report 41	MUSIC & PERCEPTUAL Weekly Report 42	FALL OLDIES Test 43	MUSIC & PERCEPTUAL Weekly Report 44	MUSIC & PERCEPTUAL Weekly Report 45	MUSIC & PERCEPTUAL Weekly Report 46	MUSIC & PERCEPTUAL Weekly Report 47	MUSIC & PERCEPTUAL Weekly Report 48

## The Research Group approach made sense back in the '70s.

You could have been quite successful back then buying once-a-year studies... Even if the interviewing was farmed out, even if it came with "boilerplate" recommendations, even if your "consultant" was really a salesperson, and even if it was overpriced.

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In fact, by pre-testing new music through our *Listener's Choice* rating system, we can help you choose the new releases your listeners want to hear before you've even aired them.

Almost as fast as new music reaches your station, you'll know which new songs you can take to the bank. So you'll be playing the future hits without risking your audience on the duds.

The revolutionary *Listener's Choice* research tool does what until now couldn't be done – scientifically test the appeal of new music.

Listeners are selected nationwide. And the mix of listeners is psychographically and demographically tuned to match your own audience.

Each week they hear the newest songs, back to back, several times. Using our Multiple Exposure Testing System (METS), their preferences come through loud and clear – and are delivered by fax to subscribing stations every Friday morning.

Simply put, *Listener's Choice* takes the misses out of hit-or-miss new music programming.

Testing for CHR stations is already on-line. Other formats will soon follow. So if you think *Listener's Choice* sounds like a hit, you'll want to call

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And once we start moving up, we want to take your radio station with us.



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## Unistar Debuts Hot Country

Unistar Radio Networks will begin satellite delivery of a young adult-targeted Country format — Hot Country — beginning next January. Hot Country will target 20-42-year-olds. Among the artists who will be featured are Garth Brooks, Reba McEntire, George Strait, Randy Travis, and Clint Black.

Unistar currently distributes seven music formats plus CNN Headline News.

## WWLV/Orlando Appoints Kelly As Ops. Mgr.



Former WXXL/Orlando PD Steve Kelly has been named OM at Soft AC WWLV/Orlando (Daytona Beach), succeeding exiting PD Jay Cresswell. Also joining Kelly at WWLV is former WXXL MD Shadow Stevens.

Kelly, who will probably handle an afternoon airshift as well, told R&R, "I'm very impressed with this company [Root Communications]. It has solid backing and is committed to winning in this market."

"We have a tough challenge here: WOMX is a hybrid AC/CHR; WSTF sounds like an Adult CHR; WZTU [formerly WSSP] is a toned-down CHR that plays the hits; WMMO is an AC for males with an AOR presentation; and WMGF sounds identical to what we're doing right now [Carpenters, Barry Manilow, Neil Diamond, and Barbra Streisand]." Hinting a change in WWLV's programming may be forthcoming, Kelly added, "I see a bit of a gap in Orlando's radio spectrum graph."

## Back At The Ranch



Atlantic labelmates Foreigner and Marc Cohn were among the performers at the two-day Back At The Ranch concert benefiting the Nature Conservancy. Pictured at the Indian Field Ranch in Montauk, NY are (back, l-r) MTV Networks Chairman/CEO Tom Freston, Atlantic Co-Chairman/Co-CEO Doug Morris, Foreigner's Mick Jones, label VP/CFO Mel Lewinter, and Foreigner's Johnny Edwards; (front, l-r) Atlantic VP Jason Flom, Sr. VP Tunc Erim and VP Fran Lichtman, Marc Cohn and his son Max, and Cohn's guitarist, John Leventhal.

## Finley Finds WWWB PD Post

Former Gold WMQX/Greensboro PD Mike Finley has accepted a similar post at crosstown AC WWWB. He succeeds Tom Jackson, who was recently named GM of neighboring CHR WKZL.

"This station's done very well under Tom the past two years," said Finley. "It's exciting to take over a station that's in very good shape and help it grow. Tom and I competed against each other in our early days as programmers; [the WKZL job] was a good step up for

him. And it's an excellent opportunity for me to follow in his footsteps."

"My initial task is to maintain what we have and make this an easy transition. We'll look at the product and see how we can make it better, but I don't anticipate making any major changes."

In addition to his two years at WMQX, Finley was previously OM/PD at WKIX & WYLT/Raleigh and programmed WYYD/Raleigh and WGNI/Wilmington, NC.

## Quest For Success



RCA artists PC Quest met with label execs to discuss marketing strategies, profit margins, and Teenage Mutant Ninja Turtles. Gathering at RCA's NYC HQ are (l-r) the band's Steve Petree, label Sr. VP Randy Goodman, the band's Kim Whipkey, RCA President Joe Galante, band members Chad Petree and Drew Nichols, and label VP David Gales.

## UPDATE

### Forth Named Superadio VP/GM

Network radio vet Dan Forth has been promoted to VP/GM of New York-based Superadio Networks. Forth replaces Tom Shovan, who resigned to become Creative Director at CD Media.

Forth had been VP/GM of the company's 24-hour, satellite-distributed CITY-FM Adult CHR format. He previously served as an executive at ABC Radio and the Source.



Dan Forth

Superadio also distributes the weekly "Open House Party."

### Wilbraham New GSM At The Beat



Craig Wilbraham

Craig Wilbraham becomes GSM at Evergreen Media's KKBT (The Beat)/Los Angeles. He succeeds Greg McElroy, who joined the L.A. Kings hockey team in an executive capacity.

"It's taken over 10 years to convince Craig to join me," noted President/GM Jim de Castro. "This proves that good things are worth pursuing."

Wilbraham joins the Urban station after three years as VP of Barnstable Broadcasting. Before that, he was GM of WTWV/Chicago and Station Manager of crosstown WLOO.

### Testa, Pipolo Join JRS Label

Nick Testa and Pat Pipolo have been appointed National Directors of CHR and AC/Country, respectively, at JRS Records.

"Nick's experience in the national promo arena and his aggressive, relentless approach to radio stations nationally will clearly spell out he's second to none in CHR/Top 40 land," stated VP/Promotion Dave



Nick Testa

Pat Pipolo

Urso. "Getting Pat to do the national AC job is a coup for our company. He'll also coordinate all efforts in the C&W arena."

Testa formerly worked as an executive at Alpha International, Enigma Records, and Scotti Bros. Pipolo was most recently VP/Promotion at MCA Records and previously served at the UA label.

# THE PARC FIFTY ONE HOTEL. SMALL, BEAUTIFUL, UNDERSTATED.

A hidden refuge on Manhattan's West Side for radio & record executives, Parc Fifty One Hotel has 178 large rooms and suites designed in styles ranging from Country French to Art Deco.

At 51st Street and 7th Avenue, Parc Fifty One puts you within steps of Westwood One, Unistar, CBS, and major recording studios — as well as Manhattan's finest restaurants and shops.

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**Radio**

● **JOHN MARIN** has been appointed GM at KQLL-AM & FM/Tulsa. He most recently worked at KLTG & KDAE/Corpus Christi.



John Marin Robert DeFelice

● **ROBERT DeFELICE** has been named GM at WGNY-AM & FM/Newburgh, NY. His background includes stints at WSPK/Poughkeepsie, NY, neighboring WCZX, and the RAB.

● **MARK BOWKA** is tapped as General Sales Manager at WEZK/Knoxville. He comes from WYYY/Syracuse, where he served as Local Sales Manager.

● **MICHELE LOGAN** is elevated to the newly created National Sales Coordinator post at WTMJ & WKTI/Milwaukee. She segues from local AE.

● **ANTHONY MASIELLO** has been tapped as VP/Technical Operations at CBS Radio Division. He moves up from Director of the department.

● **JUDITH SIMMS** has been appointed Director/Advertising, Promotions & Public Affairs at KMOX/St. Louis. She held various positions with the station, including Continuity Editor, PD, and Public Affairs Director.

**Records**

● **TOD ELMORE** is promoted from National College Promotion Coordinator to National Promotion Manager/Alternative Music Division at Atlantic Records.



Tod Elmore Harry Fobbs

● **HARRY FOBBS** is elevated to Associate Manager/Rap Promotion at EMI Records USA.

● **DAVID ALEXANDER** has been hired as Director/Urban Sales Development at PolyGram Group Distribution. He most recently headed sales, creative, and concert promotion at the Entertainment Network. Also, **PETER MULLEN** is named Director/Pop Sales Development and **JIM McDERMOTT** is appointed Director/Alternative Sales Development. Mullen segues from PGD's Northeast office, where he was Pop Product Development Rep; McDermott joins from Island Records, where he held the National Sales Director post.

● **MARIO RUIZ** is upped from Director to VP/A&R & Marketing, Latin America at EMI Music.

**National Radio**

● **WFMT/Chicago** introduces the WFMT Ideas Network, aimed at News and Information stations. The network will offer three series: "Speakers Corner With Roger Mudd," "The Heart Of The Story," and "City Arts"; (312) 565-5000.

● **METATEC/DISCOVERY SYSTEMS** is now distributing "The Lutheran Hour" on CD; (800) 944-3450.

**Industry**

● **PAUL BERRY** has been tapped as ASCAP's European Director. He had been Secretary General/International Confederation of Music Publishers.

● **JODIE RENK** has formed Music Forecasting, a research company specializing in new music and artist forecasting. She formerly served as Director/Marketing Services at R&R. The firm is located at: 9860 Easton Dr., Beverly Hills, CA 90210; (213) 247-0248.

**CHRONICLE**

**Births:**

**Critical Mass Media** VP Joel Lind, wife Sherrie, son Evan, August 9.

**WKFM/Syracuse** air talent Lois Burns, husband Bob, daughter Corrine, August 27.

**WMTX/Tampa** GSM Kevin Malone, wife Beth, daughter Mackenzie Anne, August 29.

**KATS/Yakima, WA** Asst. PD/MD Dave Nelson, wife Janelle, daughter Karly Ann, August 29.

**WZZO/Allentown MD** Todd Heft, wife Jane, son Nevada Lynford, September 6.

**Keymarket Communications** VP/Programming Frank Bell, wife WRXR/Augusta, GA air talent Sandy Young, daughter Hilary Lynne, September 9.

**Marriages:**

**WCKT/Fort Myers, FL MD** Doc Dalley to Melissa Mingrone, August 24.

**KKAT/Salt Lake City** VP/GM and Apollo Radio VP Dana Horner to former KEGL/Dallas GSM Lindsay Russell, September 1.

**WNIC/Detroit** Asst. PD/MD Bob Kucken to WNIC AE Cheryl Rickle, September 7.

**Condolences:**

**WQMF/Louisville** air talent Ron Clay, 41, September 7.

**PROS ON THE LOOSE**

**Mike Blakemore** — Asst. PD/nights WKTI/Milwaukee (414) 527-2802

**Frank Cipolla** — News anchor WNBC & WFAN/New York (718) 447-7000

**Ralph Cipolla** — PD WUFX/ Buffalo (716) 633-1058

**Peter Coughlin** — GM WUFX/ Buffalo (716) 741-4551

**Jim Fox** — PD KTHT/Fresno (209) 432-6023

**Nancy Grover** — PD WGCH/ Greenwich, CT (203) 862-9712

**Joe Mamma** — Nights WWCK/Flint, MI (313) 653-4772

**Gary Johnson** — PD/nights WUSW/Appleton-Oshkosh, WI (414) 722-1523

**Bill Knight** — Afternoons WEZE/Pittsburgh (412) 934-3476

**Ron Kocher** — Nights WWLV/ Orlando (904) 255-6789

**Major Tom** — Asst. PD/nights WHHY/Montgomery, AL (205) 270-5871

**Chuck Matheson** — Asst. PD/MD/nights KZZU/Spokane, WA (509) 535-0478

**Shark Man** — Nights WOHT/ Jackson, MI (915) 646-9415

**Scott Stevens** — MD KRZR/ Fresno (209) 297-7323

**Dave Tyler** — Mornings WMMZ/Ocala, FL (904) 344-5331

**Changes**

**Chuck Armstrong** joins Katz Radio as Sr. AE in New York.

**Gregory Stroud** is named AE at Banner Radio in Dallas.

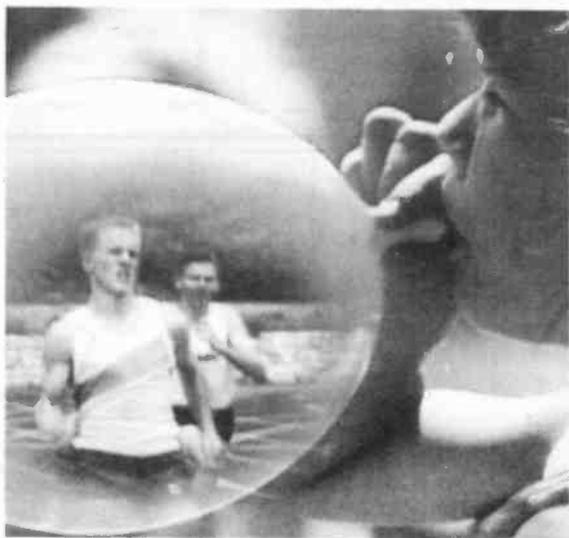
**David Baxter** has been named Manager of Toronto operations at Peer-music.

**STEREROIDS KILL!**

**"TAKING STEROIDS IS LIKE BLOWING UP A BALLOON"...** This exciting, new public service campaign speaks strongly to athletes, urging them to say "no" to all drugs including steroids.

Parents, teachers, coaches and the athletes themselves must become more aware of this new health threat. In the past year alone, the illegal use of steroids has increased by an estimated 20 percent.

This is a campaign you can really get behind with support from your community, public schools and health authorities. Build good public relations for your students while attacking the gravest problem to ever hit the field of sports and the highly motivated youths who participate.



TO: American Chiropractic Association 91-2  
1701 Clarendon Boulevard  
Arlington, Virginia 22209

Please send me copies of "Taking Steroids Is Like Blowing Up A Balloon" public service spots for:

- Television (One 60 sec. & one 30 sec. on 3/4" videocassette)
- Radio (Four 60 sec. & four 30 sec. taped spots)

I understand the spots will be sent without cost or obligation.

Public Service Director \_\_\_\_\_

Station \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Please Send Me Additional Health Campaigns That Are Available

**FREE**

60 second and 30 second radio and television spots.

**JAMES LOUPAS ASSOCIATES INC.**

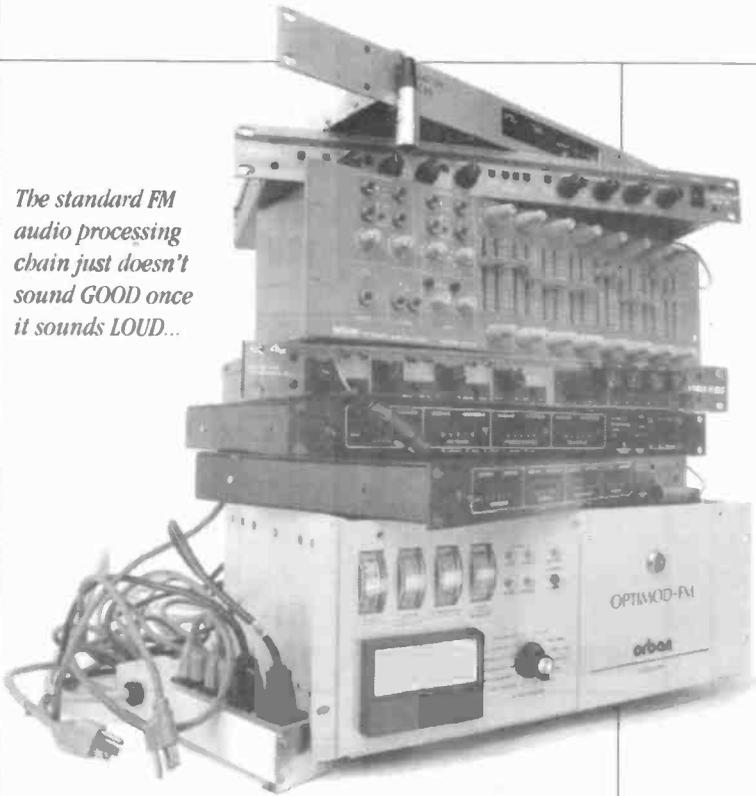
Cordially invites NAB Programmers to hear the **NEW WORLD STANDARD**

**AIRcorp Model500 Pro-Announcer Microphone Processor**

Making good sounds for the 1990's  
Booth 420 (Harris-Allied) Moscone Center  
or Call Jim Loupas 214-255-0550

# “Can't We Sound Good and Loud?”

The standard FM audio processing chain just doesn't sound GOOD once it sounds LOUD...



Suddenly, your music sounds more open... more *musical*, and *LOUD*. Suddenly, your listeners are staying tuned in... not getting fatigued from an overly processed sound. Suddenly, you find yourself with a competitive edge in the ratings wars. Not bad for a little box.

So, what have you got to lose? We'll provide a free in-station demo so that you can hear for yourself the advantages of **Unified Processing**.

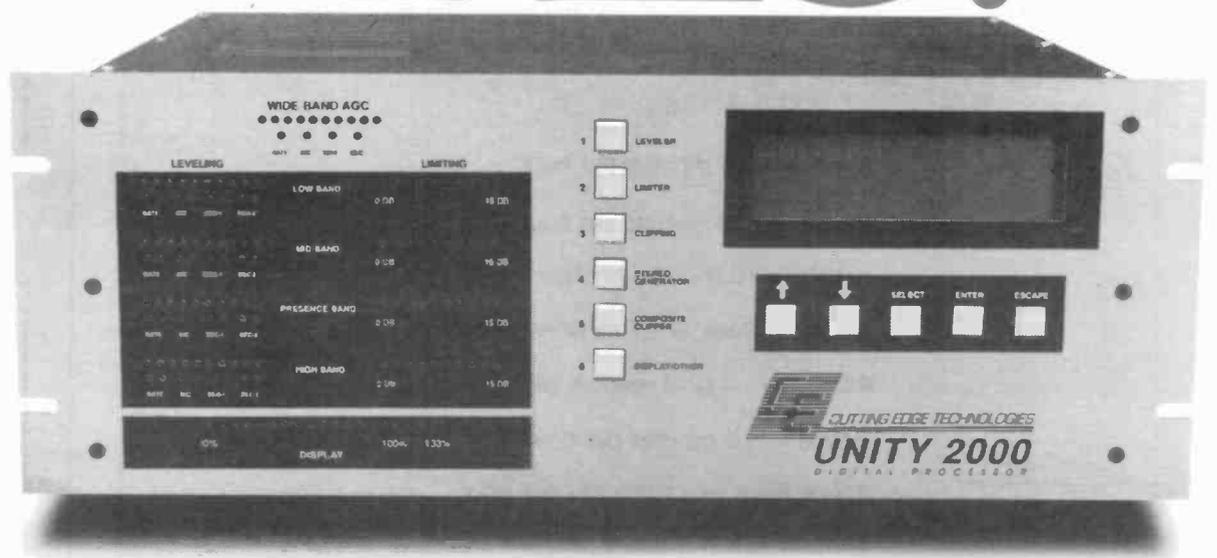
Give us a call now, and let us tell you about the new **UNITY 2000**. By the time the next book comes out, you'll be thanking us.

Getting the music you broadcast to be *LOUD* is easy... just spend a lot of money on a lot processing equipment, spend a lot of time learning how to use it, and spend a lot of brain power trying to figure out why it doesn't sound *GOOD* once it is *LOUD*.

Getting the music you broadcast to sound *GOOD* is really easy... just shut off all of your processors. But then you probably won't be *LOUD* enough.

The new **UNITY 2000** Digital Audio Processor from Cutting Edge, lets your music sound *GOOD* and *LOUD*, regardless of your format. By combining all of the components of the FM broadcast audio processing chain into a single chassis, the **UNITY 2000** provides control and functionality that you just can't get from the individual components. Plus, its menu driven interface and presets for all popular formats make it much easier to use.

# “YES!”



The UNITY 2000 gives you ALL the tools of the FM broadcast audio processing chain in a single chassis. It provides both *GREAT SOUND* and the *LOUDNESS* you need.

**THE UNITY 2000 DIGITAL AUDIO PROCESSOR**



**CUTTING EDGE TECHNOLOGIES**

2501 West Third Street • Cleveland, OH 44113 • 216.241.3343 • FAX: 216.621.2801



# SALES/MANAGEMENT SURVEY '91

**O**ur expanded, second annual Sales/Management Survey includes new questions about hiring, salaries, revenues, and competition, in addition to the basic topics. On these four pages, you'll find detailed information on:

- **Spotloads** — broken down by daypart and market size
- **Training** — how many stations use training and consultants, where they recruit salespeople
- **Meetings** — when they're held, how long they last, who attends them
- **Salaries** — average commissions, average salaries for GSMS, highest- and lowest-paid salespeople
- **Staff** — gender, minority, and age analyses, expense accounts, auto allowances, sales incentives, and strongest competition.

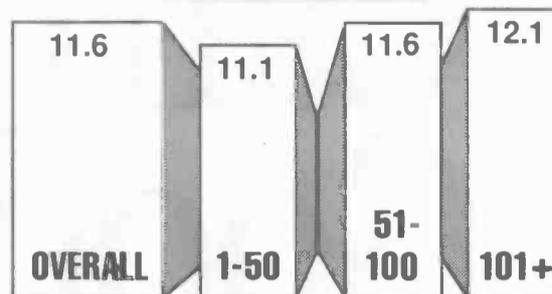
## Spotloads

**A**s might be expected, morning drive commands the most minutes per hour with an overall average of 11.6. As in last year's survey, Country continues to pack the most spots into the broadcast hour, while AOR ran the leanest hours. Below is a breakdown of spotloads by format (all dayparts):

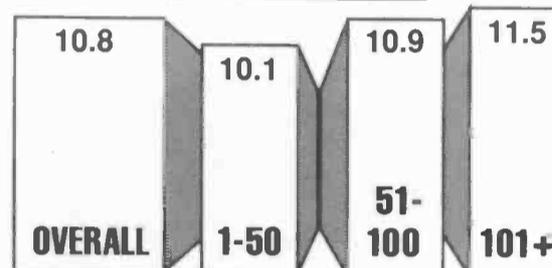
- **AC** — 10.5 minutes per hour
- **AOR** — 9.2 minutes per hour
- **CHR** — 10 minutes per hour
- **Classic Rock** — 11 minutes per hour
- **Country** — 12.2 minutes per hour
- **NAC** — 10 minutes per hour
- **New Rock** — 11 minutes per hour
- **Urban** — 9.6 minutes per hour

## Minutes Per Hour By Daypart, Market Size

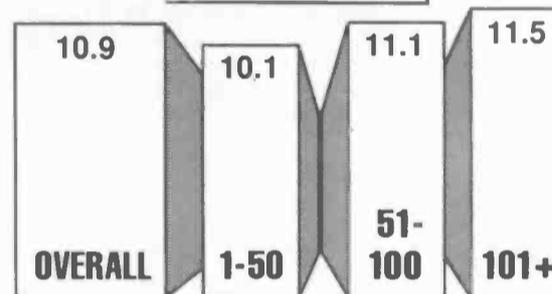
### AM DRIVE



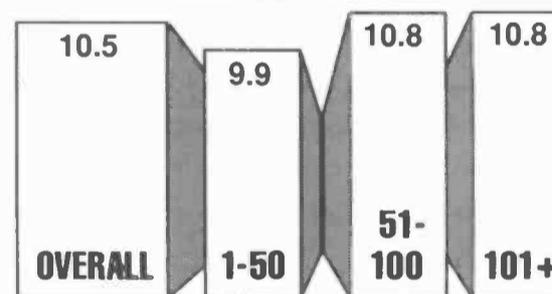
### MIDDAYS



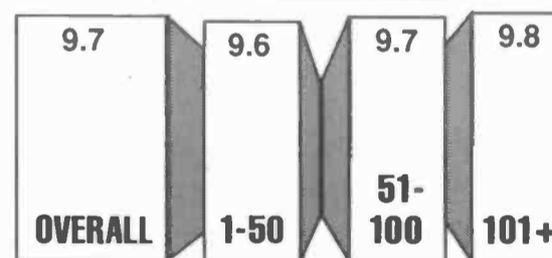
### PM DRIVE



### EVENINGS



### OVERNIGHTS



# CIA vs. KGB

Do You Lack Intelligence?!

## Monitored Playlists

- All the winning stations
- Long Five-Day Monitors
- Upgrade your music
- Find 'High Appeal' titles
- Eliminate 'weak' titles
- Scrutinize rotations

A/C • Oldies  
AOR • Country  
Classic Rock

800 562-4407

Only \$495  
per Format  
per Year  
6 Updates

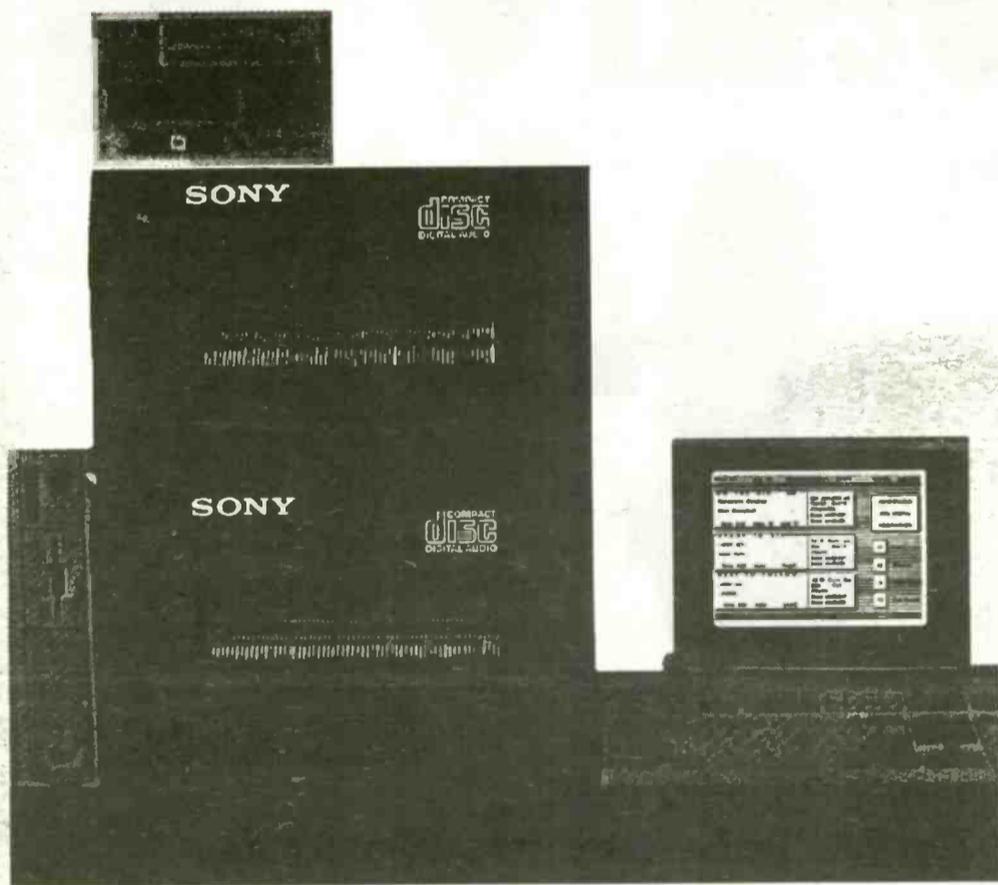
Music monitor database system from The Trapman Company

# Improve The Sound Of Your Station

...Control Commercials from Hard Disc  
...Control Music from Compact Discs  
...Improve DJ Content

## "Ultimate Digital Studio™" Controls Compact Disc Juke Boxes & "Digicart" Hard Disc Digital Audio Recorders

See it at Radio '91  
Booth 1202



### Imagine...

having a great sounding radio station, where songs, commercials, talk, promos, and jingles come together perfectly. You'll have a station where *creativity* thrives, yet announcers couldn't "forget" commercials or tags if they tried. Your studio'll be a clean, clutter-free showplace.

### Enjoy...

playing the *right* music from NoNOISE™ Compact Discs and sounding terrific. Your commercials will be *right* on the money from DigiCart digital audio hard drive. Logs automatically print out every spot to the second and every song by title and artist.

### Perfection Can Be Yours

with the *ultimate* in mistake-free, clutter-free, paper-free creative programming. It's affordable, with computer, three Sony CDK-006 juke boxes, DigiCart™ HD-400 soon storing \*8 hours of mono (or \*4 hours of stereo) spots, jingles and songs for only \$23,995! A DigiCart for your production room adds only \$3,995. Call for details.

(Storage \*upon receipt of Dolby AC-2 6:1 data compression.  
Verify delivery at time of order.)

# TM Century

Inc.

14444 Beltwood Parkway, Dallas, Texas 75244  
Phone: (800) 937-2100 - FAX: (800) 749-2121

Yes! I want to know how TM Century's "Ultimate Digital Studio™" can help my station sound better! Mail to: TM Century, Inc., 14444 Beltwood Parkway, Dallas, TX 75244-3228, or FAX toll-free to (800) 749-2121.

Name \_\_\_\_\_ Title \_\_\_\_\_  
Station \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

# COMMUNISM FALLS SADDAM RETREATS PERFECT GAME THROWN & WESTWOOD ONE BROUGHT YOU

**EXCLUSIVELY**



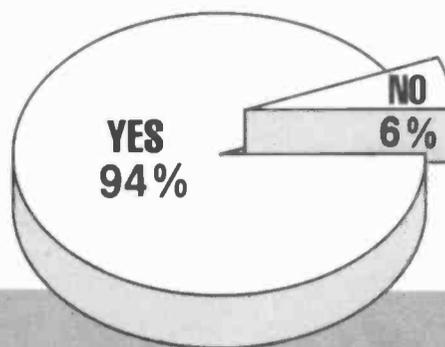
...STING "LIVE" from the Hollywood Bowl, Dire Straits World Album Premiere, Whitney Houston welcoming the troops home, the Solar Eclipse Rock Radio Festival, Bob Dylan's Bootleg Tapes, Madonna & Mary Turner talking, Rock in Rio, Paul Simon "LIVE" from Central Park, Janet Jackson with a 4th of July Superjam, Superstars like Eric Clapton & Billy Idol, not to mention The British Invasion, New Faces of Country Music & the BBC Beatles Original Master Tapes. WOW, What a Year. Don't let anyone tell you that nothing happened in '91. For the Biggest events on radio, tune in to Westwood One!

IT COULD ONLY COME  FROM WESTWOOD ONE

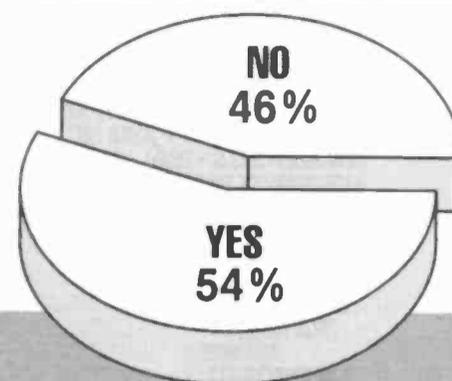
# R&R

## SALES/MANAGEMENT SURVEY '91

### In-Station Training



### Outside Consultants

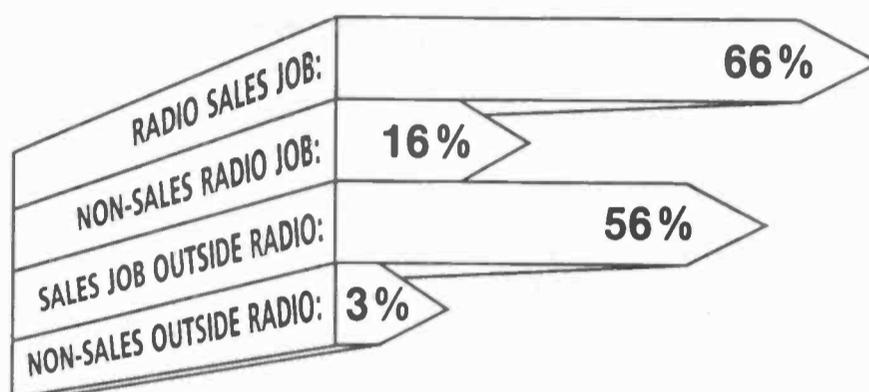


## Training

While nearly all stations surveyed conduct in-station sales training, slightly more than half use outside consultants (except in markets 101+, where the number of stations using consultants drops to 48%). And 85% send sales personnel to off-site training programs.

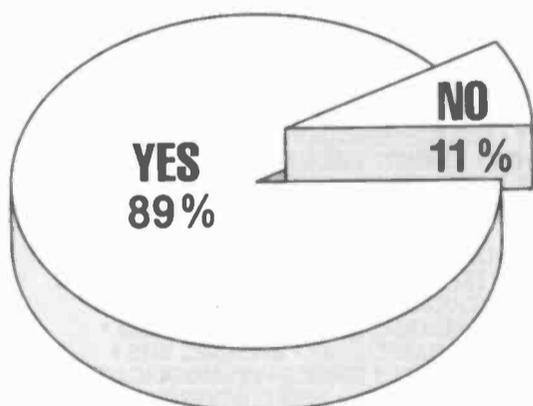
Two-thirds of responding stations recruit salespeople from similar positions, but almost as many also hire salespeople from outside the industry. (Note: Figures total more than 100% owing to multiple responses.)

### Where Stations Recruit Salespeople



## Meetings

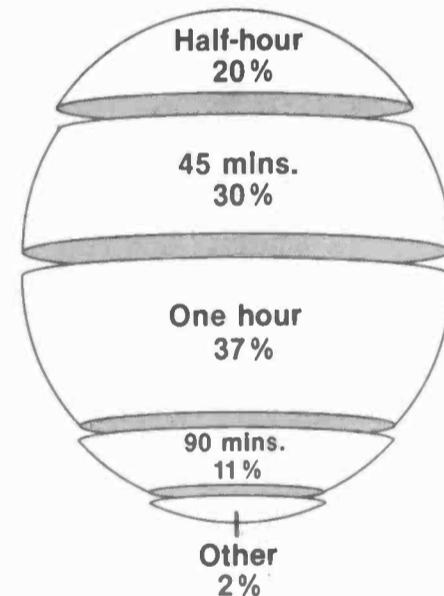
### PDs Who Attend Meetings



Almost all stations (99%) hold sales meetings, mostly in the morning (82%; 5% hold meetings in the afternoon, while 13% alternate). And although most PDs attend sales meetings, they do so sporadically. Four in ten of those who attend go only once a month, 14% make quarterly appearances, and 8% show up every other month.

Nearly half (49%) of the stations surveyed hold two sales meetings a week. Another 24% opt for weekly gatherings, while 15% meet three times a week, 3% meet four times a week, and 9% prefer to assemble daily.

### How Long Meetings Last



## The Bobby Rich NAB Convention Dialogue Guide

(Old Friend) "Hey Bobby, how yah doin, hows the family, I didn't even know you owned a suit."

(BR) "We're great! Laine's in 4th grade and Lesley's in Kindergarten. Debbie is wonderful, she made me buy the suit when I was a GM."

(OF) "Love your tie!"

(Business Acquaintance) "Hey Bobby, nice tie, how yah doin, what are you up to these days?"

(BR) "I'm marvelous! Since leaving

KRMX we've been enjoying family time together, doing some traveling and finishing off a bunch of projects on the house. I've been doing some projects with my company, RICH RADIO, and looking for an opportunity to program and/or get back on the air."

(Industry Person) "Hey Bobby, how yah doin, where did you get that tie, you still with B-100?"

(BR) "I'm sensational! I left B-100 in 1989 after 10 years as PD and 5 as

morning host with The Rich Brothers to become VP/GM and do mornings at KMGJ/KIXI Seattle. I returned to San Diego in February as PD/Mornings for KRMX to convert Hot AC 'Y-95' to Oldies Based AC 'MIX 94.9' and resigned in June."

(Interested Person) "Hey Bobby, what would you like to be doing?"

(BR) "Thanks for asking! Right now I'm happy doing some interesting and fun projects including

talent coaching, market evaluations and programming consultation. I'd like to stay in San Diego and continue having fun but realistically I could do it anywhere."

(Oblivious Person) "Hey Bob, when did yah get in, by the way who are you?"

(BR) "Nice to meet you, please call me 'Bobby' and I'm peachy. I've been in radio for over 20 years. I've programmed in San Diego (KFMB AM, B-100 FM, KRMX),

Los Angeles (KHTZ, now KLSX), New York (WXLO, now WRKS), Philadelphia (WWSH, now WEGX) and Davenport, Iowa (KSTT). I've jockeyed in these and other markets, the last 7 years anchoring morning teams. I've consulted, done voice work and been a General Manager. I'm the only multiple year consecutive winner of Billboard and Gavin's Major Market AC Program Director of the year.

(OP) "Gee that's nice, can I have your tie?"

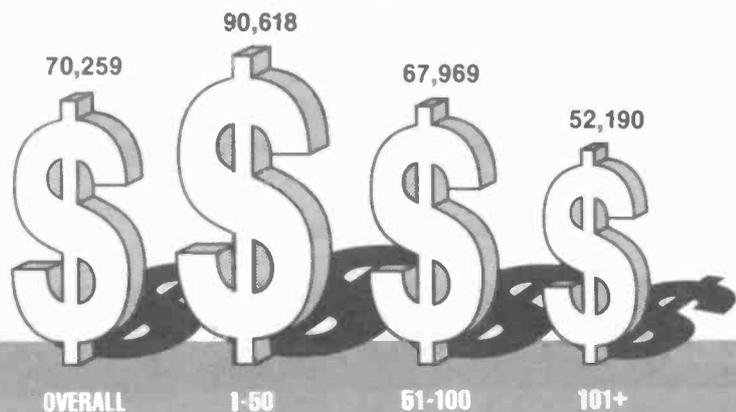
(Any of the Above) "I'd like to discuss some ideas, how can I reach you?"

(BR) "619-793-0692, 1133 Los Caballitos, Del Mar, California 92014. I'd love to explore any challenge."





### GSMs' Average Salary By Market Size



## Salaries

Nearly three-quarters (73%) of the stations that responded said their salespeople received a draw against commission, slightly more than last year's average of 69%. Fewer people this year received straight commission (14% in 1991 vs. 17% in 1990) and salary plus straight commission (6% vs. 8%); salary plus draw remained steady at 3% (4% named other payment methods this year). None received a salary alone in 1991, as did 1% of salespeople last year.

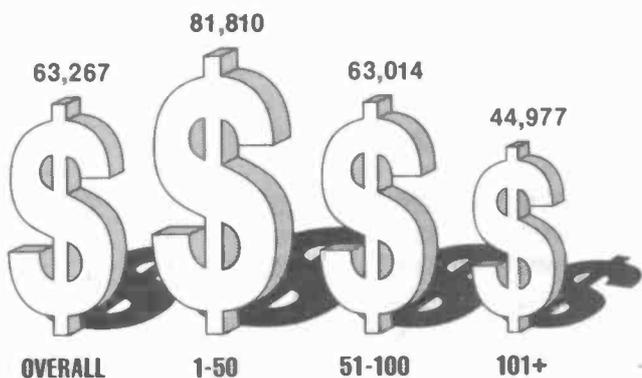
GSMs earned an average of more than \$70,000 a year. That figure varied widely by market size and format, however, as did the average salaries of the stations' highest-paid (about \$63,000) and lowest-paid (nearly \$22,000) salespeople.

While local revenues were up an average of 20.4%, national revenues showed an average rise of 33.9%. By market size, markets 1-50 showed moderate increases (average revenue growth: 59.2%); by format, AOR stations topped the chart (130.7%), followed by New Rock outlets (41%).

### GSMs' Average Salary By Format

AC	\$79,164
AOR	\$66,158
CHR	\$68,274
CR	\$55,000
CTRY	\$65,485
NAC	\$95,000
NR	\$66,666
URBAN	\$64,500

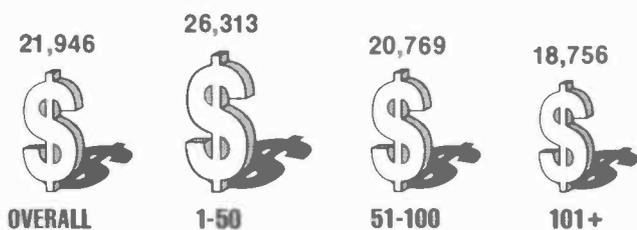
### Highest-Paid Salespeople's Average Salaries By Market Size



### Average Commissions By Market Size

	Overall	1-50	51-100	101+
Agency	12.7	11.3	12.6	14.1
Direct	16.2	16.4	15.5	16.6
Total Average	14.2	12.7	14.0	16.1

### Lowest-Paid Salespeople's Average Salaries By Market Size



### Salespeople's Average Salaries By Format

Lowest-Paid Person	Format	Highest-Paid Person
\$23,385	AC	\$71,441
\$22,833	AOR	\$64,526
\$20,796	CHR	\$56,044
\$18,187	CR	\$52,000
\$21,643	CTRY	\$60,424
\$25,000	NAC	\$60,000
\$21,666	NR	\$55,166
\$19,091	URBAN	\$60,818

# Rise this Fall

## Monitored Playlists

- All the winning stations
- Long Five-Day Monitors
- Upgrade your music
- Find 'High Appeal' titles
- Eliminate 'weak' titles
- Scrutinize rotations

A/C • Oldies  
AOR • Country  
Classic Rock

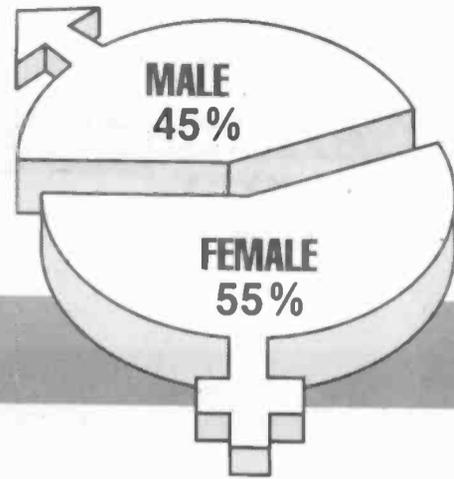
800 562-4407

Only \$495  
per Format  
per Year  
6 Updates

Music monitor database system from The Trapman Company

# R&R SALES/MANAGEMENT SURVEY '91

## Gender Analysis

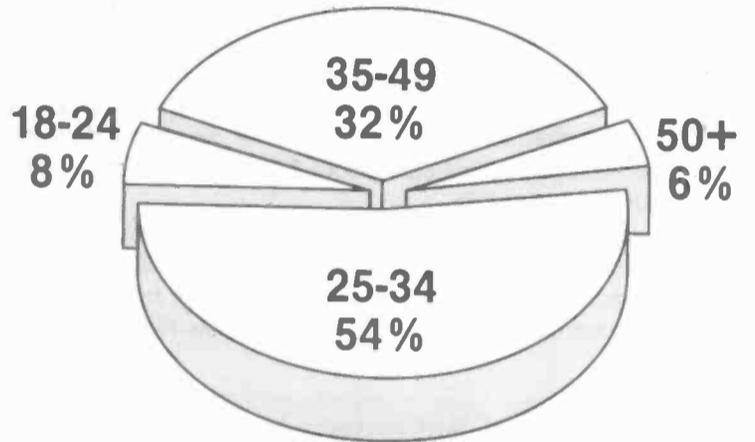


## Staff

Stations employ an average of seven salespeople, who have worked at their jobs for about three years. At a majority of stations, more than one salesperson calls on an agency (56%) and the staff is *not* separated for retail and agency business (93%). Non-whites make up an average of 11% of sales staffs, although minorities are the majority at Urban stations. By age, more than half of all salespeople are 25-34.

Nearly all stations (96%) have sales contests, an average of 5.5 a year. Cash is the most effective award for a job well done. While 73% of stations offer bonus spots, only 24% have a new business development person and 27% have a co-op person on board. As far as current advertising is concerned, other radio stations and newspaper/print represent radio's strongest competition.

## Age Analysis



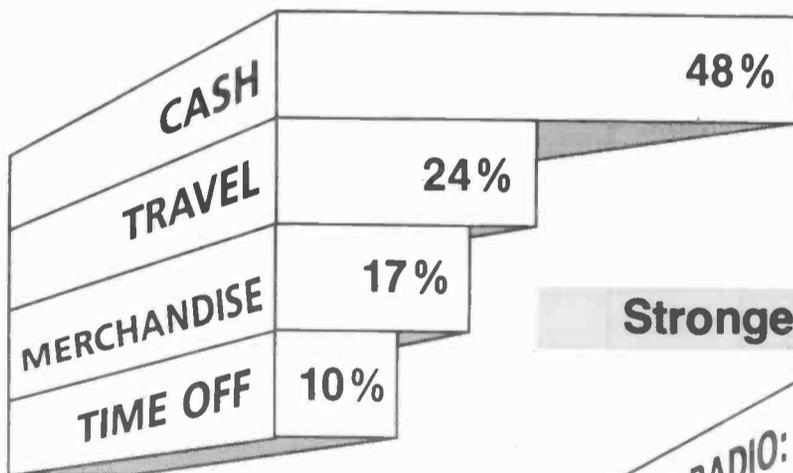
## Minority Analysis By Format

AC	9%
AOR	11%
CHR	11%
CR	13%
CTRY	7%
NAC	12%
NR	16%
URBAN	65%

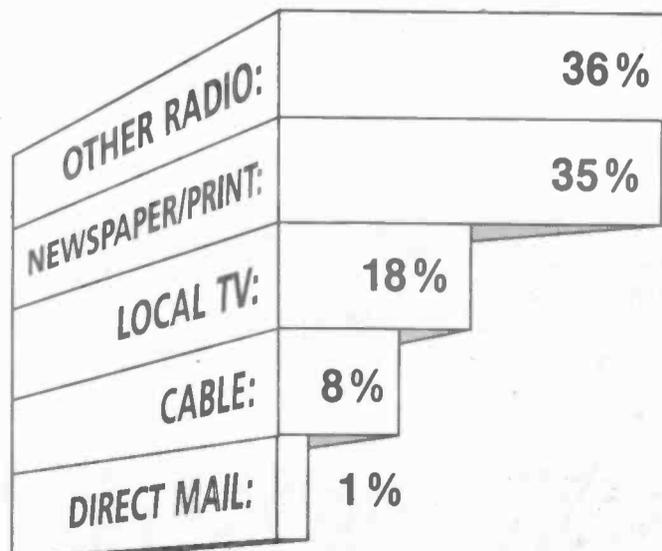
## Age Analysis By Format

	18-24	25-34	35-49	50+
AC	7%	52%	35%	6%
AOR	9%	64%	23%	4%
CHR	12%	59%	26%	3%
CR	11%	53%	28%	8%
CTRY	6%	44%	42%	8%
NAC	2%	62%	36%	—
NR	3%	74%	18%	5%
URBAN	8%	50%	33%	9%

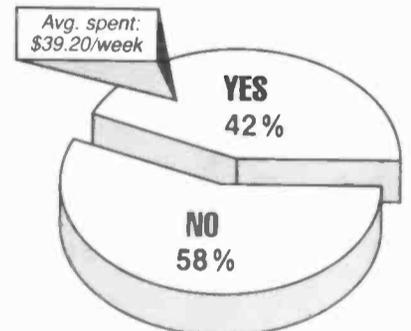
## Sales Incentives



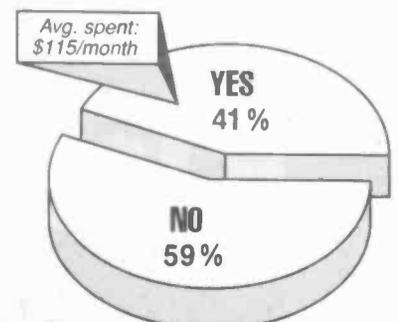
## Strongest Competition



## Expense Accounts



## Auto Allowances



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# MANAGEMENT

## SIX STEPS

### Keeping Key Employees After Recession Ends

Competent employees tend not to quit their jobs during a recession. This is mostly because competent employees realize they won't be fired because of the value their employers place on them. (They also don't want to make a move and then be stuck due to a slow economy.) All this changes, however, once the recession ends.

When the economy bounces back, job opportunities become more abundant for good people, who often are lured away by the sweeter deals that become available owing to increased corporate profitability.

Following are six steps you should take now — during the recession — to hold on to your key employees:

- Promote them whenever possible.
- Give them raises or bonuses, if possible.
- Provide positive feedback often.

- Consider offering a contract.
- Give them more pep talks, including promises you can keep.
- Give them occasional perks, such as dinners or theater tickets.

Source: Robert Half International

### Sunny Awards Go National

The Southern California Broadcasters Association has announced it will accept entries from all U.S. radio stations for its 1992 Sunny Creative Radio Awards.

Stations from across the nation will compete in the best radio station promotion, public service, and station-produced commercial categories. Deadline for entry is October 31. For more information and entry forms, call (213) 466-4481.

### Top 10 Frequent-Flier Programs

If you belong to a frequent-flier program, you'd be wise to watch your airline's bottom line. The *Wall Street Journal* reports that many ailing carriers are giving away 10%-12% of their traffic, compared with the typical 5%-8%.

Following is a comparison of the 10 largest U.S. frequent-flier programs:

Airline	Current Members (in millions)	New Members Per Month	Travel Awards Redeemed In 1990
American	14.2	143,000	975,000
United	13.3	130,000	1,200,000
Delta	10.1	122,000	912,000
Continental	9.1	101,000	200,000
Northwest	8.6	87,000	623,000
USAir	7.8	76,000	1,000,000
TWA	6.2	47,000	311,300
Pan Am	1.7	9,000	402,000
America West	1.2	21,000	125,000
Midway	0.7	14,000	81,000

Source: Frequent magazine

### Hotels Add Extra Phone Amenities

In response to the demands of business travelers, hotels are upgrading their amenities with regard to telephones. San Francisco's Fairmont, for example, recently spent \$600,000 on adding two-line speaker phones, modem links, and voice mail to every room.

Meanwhile, Dallas's Westin Hotel Galleria has added two-line phones to 26 executive rooms, and New York's Peninsula (and others) have turned their rooms' phone consoles into virtual nerve centers, featuring touch-sensitive screens that also adjust the rooms' light, temperature, and television.

### How To Lively Up Your Business Letters

Do your business letters read as if they were copied directly from your high school English book? Below are four suggestions for writing better

letters, courtesy of "Business Writing Quick & Easy" (AMACOM) by Laura Brill:

- Replace old-fashioned phrases such as "per your request" with contemporary ones such as "as you asked."

- Use personal pronouns and contractions to make your letters more conversational. For example, replace sentences such as "A

report will be sent shortly" with "You'll receive a report soon."

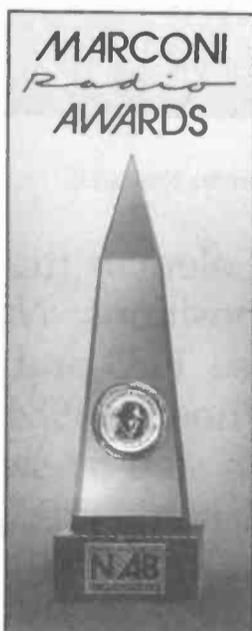
- Keep your letters positive. Don't use annoying language such as "you claim that..." or "you are wrong in thinking..."

- Use words that make the reader feel good, such as "We're happy to tell you..." or "I understand how you feel."

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Sacramento, CA

#### BIG BAND NOSTALGIA

WOKY-AM  
Milwaukee, WI

#### LEGENDARY STATION

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St. Louis, MO

WCCO-AM  
Minneapolis, MN

#### MAJOR MARKET

WCCO-AM  
Minneapolis, MN

## DATELINE

- September 10-13 — National Association of Black-Owned Broadcasters Fall Conference. Sheraton, Washington, DC.

- September 11-14 — NAB Radio 1991 Convention. Moscone Convention Center, San Francisco.

- September 13 — Academy Of Interactive Entertainment Arts & Sciences conference. Executive offices, Los Angeles.

- September 25-28 — RTNDA 46th International Conference & Exhibition. Denver Convention Center.

- September 29-30 — T.J. Martell Music Row Golf 'N' Bowl. Various locations, Nashville.

- October 2 — CMA Awards. Grand Ole Opry, Nashville.

- October 3-5 — Concrete Marketing's Foundations Forum. Los Angeles Airport Marriott.

- October 3-6 — Society of Broadcast Engineers National Convention. Hyatt Regency, Houston.

- October 11-13 — National Professional Conference Of Women In Communications. Hyatt Regency, Atlanta.

- October 14-16 — Broadcast Cable Credit Association's 26th Credit and Collection Seminar. Palmer House Hotel, Chicago.

- October 23 — John Bayliss Foundation Dinner. Plaza Hotel, New York City.

- October 24-27 — CMJ Convention. Vista Hotel, New York City.

- October 27-29 — Third Annual EPM Entertainment Marketing Conference. Universal City Hilton & Towers, Los Angeles.

#### 1992

- January 19-23 — MIDEM '92. Palais des Festivals, Cannes.

- January 29-February 1 — Ninth Annual Pollack Media Group Programming/Management Conference. J.W. Marriott, Los Angeles.

- January 30-February 2 — RAB Managing Sales Conference. Opryland Hotel, Nashville.

- February 13-15 — Gavin Seminar 1992. Westin St. Francis, San Francisco.

- February 25 — 34th Annual Grammy Awards. Radio City Music Hall, New York City.

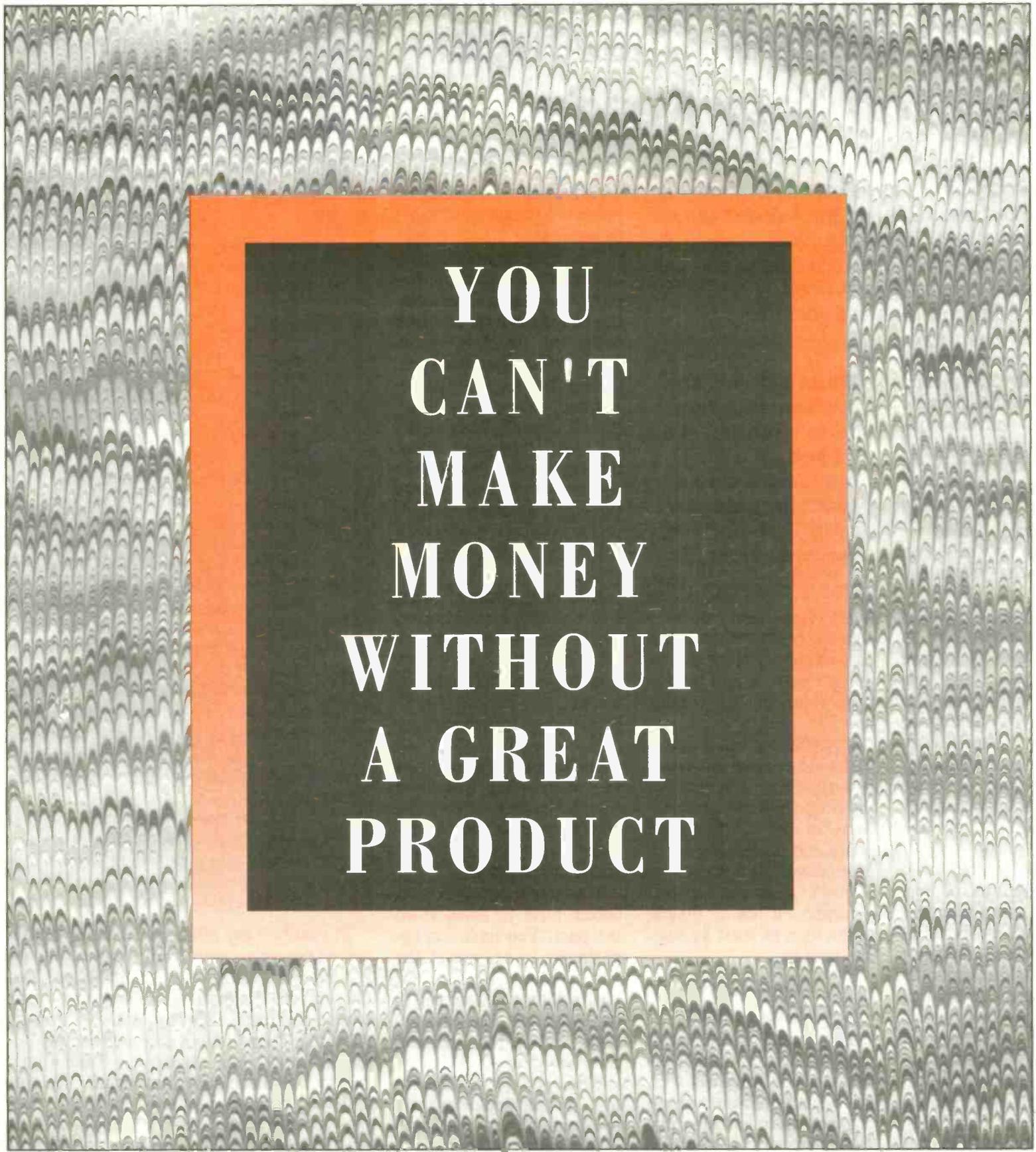
- March 4-7 — 23rd Country Radio Seminar. Opryland, Nashville.

- April 13-16 — 70th Annual NAB Convention. Convention Center, Las Vegas.

- May 28-31 — AWRT's 41st National Convention. La Posada, Phoenix.

- June 11-13 — R&R Convention '92. Century Plaza Hotel, Los Angeles.

- June 14-17 — BPME & BDA Conference & Exposition. Washington State Convention & Trade Center, Seattle.



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# SALES & MARKETING

## PART TWO

### The '92 Budget Challenge: Analyzing Your Needs

By Chris Beck

Everyone in radio sales, whether they're investors, GMs, or the salespeople on the street, probably will remember 1991 as the year of budget reductions and the year in which achieving past revenue levels became more difficult than ever before.

Few stations have emerged as heroes. By the end of the year, the picture could look like this: One or two stations will have disproportionately outbilled the market, one or two will have maintained 1990 revenues, and the rest will have suffered losses — some seeing drops of 30% or more over last year's figures.

This week, in part two of a two-part series, I'll go over a number of budget considerations. I hope this special expanded column will help you determine whether you need more staff, better managers, additional training, or more sponsorship opportunities to win the '92 budget challenge.

Right now we're faced with the dilemma of preparing next year's budget and our war cry is, "Reduce expenses, increase billing." That's understandable, especially in light of this year's performance to date. After all, many of those enticed into investing in our business came in during the double-digit growth of the '70s and early '80s, when advertising looked as if it would never stop growing.

During that era, stories of the glamorous and lucrative broadcasting business circulated throughout country clubs and meeting rooms: Expenses are rela-

tively fixed and all revenues except the increasing cost of sales (which is virtually only commission) flow right to the bottom line.

**There's doom and gloom, and then there's reality. It's been said that understanding a problem gets you more than halfway toward solving it.**

tively fixed and all revenues except the increasing cost of sales (which is virtually only commission) flow right to the bottom line.

It wasn't unusual for a station to achieve 40% on its bottom line. Except for those who had operated stations in the oil-depressed South and in New England, there were few owners who weren't used to annual growth — if not by double digits then at least by high single digits.

#### Budgetary Considerations

Last year I predicted this year's sales slump, not because of the imminent war, but because of issues erupting from the client level and the inherent change from an efficiency-oriented advertising environment to a results-oriented one. Many are saying the worst is over, that things will miraculously improve in the first quarter of 1992. The biggest debate seems to be over

which month — January or March — things will return to normal.

The signs these optimists are pointing to include the current economic upswing, the end of the war, and 1992 being an election year. Those on the front lines preparing the budgets are being handed copies of these growth reports. They're being told they can meet budget with fewer resources — in some cases through a "no hiring" policy in sales — and if they forecast "conservative" growth.

Now ask yourself what items you take into account when preparing budgets. What are your most important line items? How do you make a better-than-educated guess on your revenue assumptions? What other factors will continue to affect billing besides a turn in the economic environment? How can you ensure that the important items are in place?

There has never been a better time to learn from the past. You have the opportunity to be one of the heroes of the '90s because your strategy is designed to capitalize on the environment rather than be victimized by it.

When you get right down to it, this particular column is about human resources — the people, their skills, their resources, and the support they receive.

#### The Bad News Bearer?

In August 1990, when I forecast the coming of the

### Revenue-Influencing Factors

The advertising and marketing economy you deal with day in and day out — not the national or global economy — will have the greatest impact on your ability to generate revenue. Other critical factors that play a role include:

- **More salespeople.** Many more salespeople will be vying for advertising and marketing dollars.
- **More advertising media.** There's been a dramatic increase in the number of advertising media that clients are considering today, from databases to regional editions of national publications. This trend should continue.
- **Innovative traditional media.** Many traditional ad media are offering advertisers innovative options. Magazines in particular are doing a great job of attracting advertiser support through increasingly sophisticated methods.
- **More marketing-based media.** There will be more competition from marketing-based media such as in-store point-of-purchase or direct-marketing options.
- **Client demand for results.** After investing tens of millions in image, creative, and efficiency, clients are demanding case sales and in-store tangible support. This is playing seriously into the lack of avails from the agency side. Performance and results are becoming more critical daily. Make no mistake — *the pressure is to perform.*
- **Fewer people, more responsibilities.** On the client side, fewer people with greater responsibilities are seeing more people — in the same amount of time. This is almost universal.
- **Fewer new businesses.** The '90s will see fewer new businesses and more megacorporations. Mom-and-Pop operations are now franchises, not independents, creating the need for new staff skills to generate revenue from these operations as well as the need to better penetrate core accounts.
- **Cost per points remain low.** Many markets have seen their CPPs cave in 50%-75% within the past couple of years. History says once they're down, they stay down.

"'91 reality," my office received numerous calls from readers who said I was a doomsayer. It's interesting to note how those calls have subsided. There's doom and gloom, and then there's reality. It's been said that understanding a problem gets you more than halfway toward solving it.

Sales and management skills have never been more critical to success. This may sound trite, but keep in mind that this business has traditionally relegated skills development and management coaching to

one-day seminars or annual corporate getaways. Remember: Learning a skill requires time, encouragement, and repetition to be effective.

Take a good look at your staff. Do you need more people? Better people? These are important questions to consider when preparing a budget. The first step you can take is to determine your station's output per person and compare it with those of similarly ranked or formatted stations in your market.

Continued on Page 34

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# SALES & MARKETING

## The '92 Budget Challenge

Continued from Page 32

### Output Per Person

Figuring this requires a little counterintelligence, information gathering, and guesswork. To get your output per person, divide your total year-to-date sales by your number of salespeople. The hard part is obtaining other stations' year-to-date revenues; you can do this by using your monthly market reports. Analyze the stations above and below your billing and use some espionage tactics to figure out which ones they are.

Some markets have opted to go with an additional report that lists the actual billing by a station's rank. From here, it's relatively easy to determine the stations. Find the top two or three and compare them to yours. You might try to figure out their numbers based on last year's figures. Or you could always ask.

Once you make a calculated guess as to the stations' revenue, find out how many local salespeople they have. As competitive as our business is, this feat might take some homework. After you get this info, divide each station's year-to-date sales by the number of salespeople to get your competitors' output per person.

This valuable exercise will reveal several things about your salespeople as well as those at other out-

lets. It should take some of the guesswork out of the budgeting process and help you determine how to respond in the coming year.

### Analyze Your Findings

If your staff is outperforming the other stations' salespeople, expecting a great deal more from your people is unrealistic. You probably need additional qualified staffers to ensure that you increase your numbers.

If your output per person is about the same as those in the market, you're faced with a skills issue. You're all starting from the same point, but the salespeople who are better trained and skilled will outperform their counterparts.

If your output is significantly lower, however, you have a problem. Stations whose output per person is more than 20% lower than that of their competitors probably have more than one problem; likely candidates include a combination of low morale, management deficiencies, or lack of sales skills.

This situation often is a byproduct of a staff that got into the business during its heyday. After paying their dues for a relatively short period, they inherited an agency list and made a tremendous amount of money — not for their sales skills, but for their service skills. It's also a byproduct of a staff whose skills simply don't match the revenue they're expected to generate.

### Great Expectations

Do you have realistic expectations regarding the amount of revenue that's possible for your staff to achieve? Managers often

get into a bind by hiring a salesperson only because he was all they could find (or afford) — and then expecting superhuman achievement.

Here's a good way to better understand this concept. Suppose that after calculating your budget, your billing by account, and your projections for the coming year you put in for a new salesperson. Your company limits the starting salary for a salesperson without a list to \$18,000 a year. So you hire someone for \$18,000 a year, expecting him to generate \$55,000 the first year.

In other words, you're expecting this person to generate *three times* his income even though his skills level won't increase nearly that much. Although it is possible for someone to meet the numbers you'd like to see in this situation, it's highly unlikely for anyone but those in the top 10% of the sales profession to achieve.

The majority of people are capable of a 40%-60% increase in skills per year. But how often do we hire people for \$18,000 a year and expect them to appreciate several hundred percent within 12 months? Whether you use my guidelines or develop your own formula, this particular numerical approach is important when preparing a budget and making revenue assumptions.

### Running The Numbers

If you need an additional \$300,000 a year and you pay 15% commission, chances are you won't meet that goal if you hire someone at \$18,000. Even if that person



**Managers often get into a bind by hiring a salesperson only because he was all they could find (or afford) — and then expecting superhuman achievement.**



increases his skills 40%-60% you still won't achieve that goal.

Let's say you hire him anyway. Using the upper end of my appreciation guidelines, if he achieves 60% growth the first year he'll make \$28,800 (60% of \$18,000 = \$10,800). With a 15% commission, that translates into billing of roughly \$190,000. Thus — not counting any other variables — hiring this person will cause you to miss your goal by \$110,000.

And . . . if you're shooting for \$600,000 and you hire someone for \$25,000, you'd miss by an even greater margin.

### Management Matters

In some cases, adding another layer of management to the local staff may be the answer to the budget challenge. This step usually doesn't reap the revenue expected. However, there are a few exceptions.

Adding a manager could work if your existing supervisor is managing an area in which he's not experienced; e.g., your GSM has a background as a national rep, yet he's expected to assimilate years of local sales ability (or vice versa).

Unless there's a glaring lack of depth, I believe the manager's salary is better invested in the salespeople — the people bringing in the money. They're the ones who will allow you to increase management to reduce pressures down the

line. Meanwhile, you may be able to delegate some of your responsibilities to your better employees in order to get through the current crunch.

A ratio of one manager to every five or six salespeople seems to produce the best results. I define a manager as any hands-on person who consistently assists the staff, is able to answer questions, provides guidance and training, and is the station's authority in at least one area of expertise.

It doesn't matter whether that person is a GSM or a national sales manager as long as he or she is available and does in fact assist in the sales operation. The exception comes with stations that have a special sales emphasis, such as sports. In that situation, there's usually a need for at least an administrative manager, if not a hands-on manager.

Next year will be a challenge for almost every station. I hope these ideas have taken some of the guesswork out of your budget planning process — or at least provoked some thought on the subject.

Chris Beck is the President of Beck Marketing Group, an international sales and marketing 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; by CompuServe at ID # 76066,3334; or by mail at 22900 Ventura Blvd., Suite 340, Woodland Hills, CA 91364.

### Coming Up

In the next Sales & Marketing column, I'll show you how to design a model salesperson and take the guesswork out of the hiring process.



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## FILMS

### WEEKEND BOX OFFICE SEPTEMBER 6-8

1 <b>Dead Again</b> (Paramount)	\$4.36
2 <b>Terminator 2: Judgment Day</b> (Tri-Star)	\$3.10
3 <b>Child's Play 3</b> (Universal)	\$3.00
4 <b>Hot Shots!</b> (Fox)	\$2.71
5 <b>Doc Hollywood</b> (WB)	\$2.68
6 <b>The Doctor</b> (Buena Vista)	\$2.30
7 <b>Robin Hood: Prince Of Thieves</b> (WB)	\$2.10
8 <b>Double Impact</b> (Columbia)	\$1.55
9 <b>City Slickers</b> (Columbia)	\$1.47
10 <b>Boyz N The Hood</b> (Columbia)	\$1.27

All figures in millions

Source: Exhibitor Relations Co.

### COMING ATTRACTIONS:

This week's openers include "Freddy's Dead: The Final Nightmare," the sixth film in the "Nightmare On Elm Street" series. The movie — shot in 3-D — stars **Robert Englund** as the title character and **Epic rocker Alice Cooper** as Freddy's abusive father, and features a **Metal Blade/WB** soundtrack (due 9/24) with songs by the **Goo Goo Dolls** (who perform the first single, "I'm Awake Now"), **Iggy Pop**, and others.

## VIDEO

### NEW THIS WEEK

• **NOTHING CAN STOP ... PRINCE & THE NEW POWER GENERATION 'GETT OFF'**  
(Warner Reprise)  
Five songs, 30 minutes. Video "EP" features four tracks unavailable on the just-released LP as well as the uncensored European version of the current single, "Gett Off."

• **DOORS: THE SOFT PARADE — A RETROSPECTIVE**  
(MCA/Universal)

Seven songs, 50 minutes. This documentary, directed by **Ray Manzarek**, features the band's last televised appearance (on PBS in 1969), behind-the-scenes footage, never-before-seen interviews, and private archive footage.

• **THE FIVE HEARTBEATS**  
(Fox)

Feature film starring **Robert Townsend, Michael Wright, Leon, Harry Lennix, Tico Wells, and Diahann Carroll** chronicles the 25-year span of an R&B band. Its **Virgin** soundtrack includes songs by the **Dells, Patti LaBelle, After 7, and U.S. Male**.

## TELEVISION

### TOP TEN SHOWS SEPTEMBER 9-15

- 1 **NFL Monday Night Football**  
(49ers vs. Giants)
- 2 **Married ... With Children**
- 3 **Roseanne**
- 4 **60 Minutes**
- 5 **Cheers**
- 6 **Coach**
- 7 **Full House**
- 8 **Who's The Boss?**
- 9 **Unsolved Mysteries**
- 10 **A Different World**

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.

### Friday, 9/13

- **Heavy D. & The Boyz**, "The Arsenio Hall Show" (syndicated; check local listings).
- **Eric Clapton, Boz Scaggs, Michael McDonald, Donald Fagen, and Phoebe Snow**, "ABC's In Concert '91" (midnight).

### Saturday, 9/14

- **Mark & Brian and Little Richard** host "Friday Night Videos" (NBC, 1:35am).

### Sunday, 9/15

- "The Adventures Of Mark & Brian" premieres in its regular time slot (NBC, 7pm).

### Monday, 9/16

- The season premiere of "The Fresh Prince Of Bel-Air" (NBC, 8pm) features the world premiere of the video "Ring My Bell" by **D.J. Jazzy Jeff & The Fresh Prince**.

- **D.J. Jazzy Jeff & The Fresh Prince**, "Arsenio Hall."

### Tuesday, 9/17

- **Harry Connick Jr.**, "Arsenio Hall."
- **Bonnie Raitt**, "The Tonight Show Starring Johnny Carson" (NBC, 11:35pm).

### Wednesday, 9/18

- **Clint Black**, "Johnny Carson."

### Thursday, 9/19

- A mystery guest who sounds a lot like **Michael Jackson** lends his voice to the third season opener of "The Simpsons" (Fox, 8pm).
- **Gladys Knight**, "Arsenio Hall."

## 'ZINE SCENE

### Another Baby For The Boss?



**IT'S A GIRL!** — Linda Ronstadt has become a single parent at age 45, according to *People* and *Star*. The singer secretly adopted an infant girl, **Mary Clementine Ronstadt**, earlier this year, but kept mom, er, mum on the subject until now. "It was a personal matter, and I never discuss my personal life in public," Ronstadt said through a publicist.

### Madonna To Marry?

Although the *Star* reports **Madonna** and **Sandra Bernhard** have had a falling out (because Lady Madonna has become fast friends with Bernhard's comedic rival **Rosie O'Donnell**), the *Globe* predicts **La Sandra** will give Madonna away during the *Material Girl's* wedding to on-again, off-again boytoy **Tony Ward**.

### Jackson Action

**LaToya Jackson** is being sued by **Bally's Reno** for allegedly walking out on a whopping \$22,291.48 tab (*Hollywood Reporter*).

Meanwhile, brother **Michael** made headlines in the *Star* by sending his houseboy on a two-day vacation to Mexico — because MJ didn't like the way the servant smelled! The worker, who'd strained his back moving one of Jackson's houseplants, was wearing an ointment that Michael allegedly said reeked like "rotten fish and mint."

### Express Lines

• *Entertainment Weekly* likens **BMG's** initial rebate proposal in the **Milli Vanilli** legal flap to "offering diners a free meal at a restaurant where they had contracted botulism."

• **CBS** head **Larry Tisch** once denied deposed **Columbia Records** chief **Walter Yetnikoff** a breakfast bagel at the ritzy **Beverly Hills Hotel** because it cost too much! For his revenge, Yetnikoff brought a bagel to every subsequent **CBS** monthly board meeting (*Esquire*).

• The September *M Inc.* looks at life at the top by profiling 1991's so-called **Power Brokers**. Music business moguls to make the grade include (drum roll, please . . .) syndicated radio giant **Rush Lim-**

**baugh, Tommy Mottola** (whose name is misspelled on the 'zine's cover), **David Geffen, Charles Koppelman, Time Warner Inc. Chairman/Co-CEO Steve Ross, Amy Grant, Madonna, Jimmy Jam & Terry Lewis, and N.W.A.**

• **Jordan Knight of New Kids On The Block** almost came to blows with actor **Kiefer Sutherland** over a pool table at a trendy Hollywood nightspot. Knight sent his bodyguard to secure the table from Sutherland, who growled, "He can wait like everyone else." Knight decided to exit instead.

### Radio Talk

Musician-turned-**WNCX/Cleveland** air talent **Michael Stanley** addresses the contrast between making and playing records in the October *Playboy*. "It's like the difference between having sex and watching porno movies," he notes.

*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.

## MUSIC & MOVIES

### CURRENT

- **ROBIN HOOD: PRINCE OF THIEVES** (Morgan Creek)  
Single: (Everything I Do) I Do It For You/Bryan Adams (A&M/Morgan Creek)
- **BOYZ N THE HOOD** (Qwest/WB)  
Singles: Just Ask Me To/Tevin Campbell Me And You/Tony! Toni! Tone!  
Other Featured Artists: Ice Cube, 2 Live Crew, Yo-Yo
- **BILL & TED'S BOGUS JOURNEY** (Interscope/EastWest)  
Single: God Gave Rock And Roll To You II/Kiss  
Other Featured Artists: Slaughter, Faith No More, Steve Vai
- **JUNGLE FEVER** (Motown)  
Single: Fun Day/Stevie Wonder
- **RETURN TO THE BLUE LAGOON**  
Single: A World Of Our Own/Surface I/Bernard Jackson (Columbia)

### UPCOMING

- **HOUSE PARTY II**  
Single: House Party II (I Don't Know What You Come To Do)/Tony! Toni! Tone! (MCA)

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Make decisions you can trust.

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# LIFESTYLES

## Living Arrangements, Marital Status Of America's Young Adults Changing

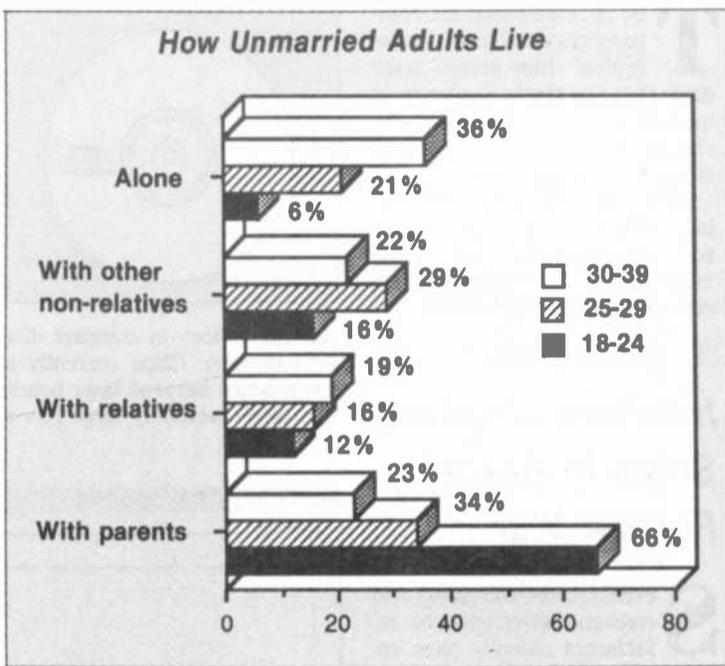
**Y**oung adults' living arrangements have changed significantly in the past few decades. As more are living with their parents, with roommates, or alone, fewer are starting families of their own.

A recent Census Bureau report notes that the number of young adults who haven't married has been growing during the past 20 years. Between 1970-1990, the proportion of 25-29-year-olds who had never married tripled for women and more than doubled for men.

### Marriage Prospects

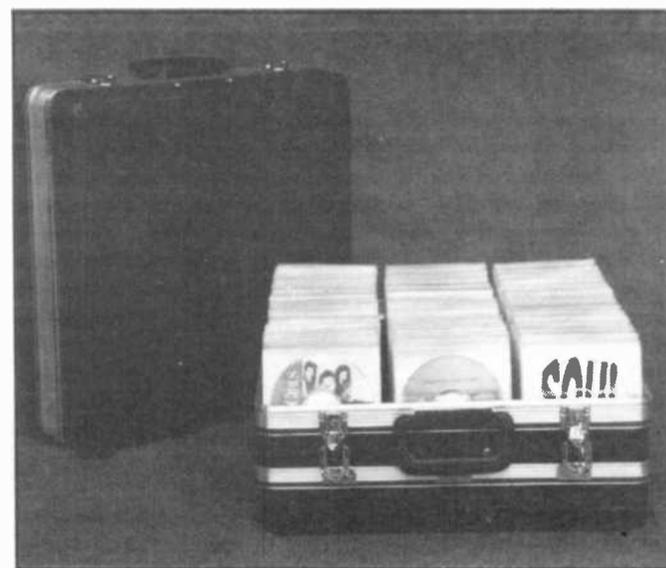
The same report says marriage prospects for younger women are better than for older women. There are 127 unmarried men for every 100 unmarried women in the 25-29 demo, but the ratio reverses beginning with the 40-44 age group.

The median age for first marriage seems to have reversed in the past century. In 1890, newlyweds' median ages were 26 for men and 22 for women. Those figures declined until 1956, when men married at



23 and women at 20. That decline then reversed between 1956-1990, when the median went up to 26 for men and 24 for women.

For a look at the living arrangements of never-married adults in 1990 (by age of head of household), consult the adjacent chart.



## 400-CD Carrying Case

**D**ublin, OH-based Univenture has developed the "DJ Express 400," a portable, lightweight — only 33 lbs. when full — case made to hold and protect 400 CDs.

Perfect for on-the-go-go promo types, road trips, and remotes, the DJ Express 400 measures 17 1/4 x 17 1/4 x 6 inches and sports a removable hinged lid that doubles as a base.

Price: \$225 for music industry people; \$295 for non-industry folks. Call (800) 992-8262 for more information.

## DOGZ N THE HOOD

### Collar Helps Stop Unwanted Barking

**D**oes your neighbor's dog keep you up all night — only to stop barking just as you head out to do your morning shift? If this is the case (and the owners can't be bothered training the animal), there is a humane solution.

Suggest your neighbors invest \$50 in one of the "Silencer" dog collars recently developed by Austin, TX-based Canine Concepts and Texas Instruments. The collar sports a microchip that distinguishes between the sharp, rapid barks a dog makes to sound an alarm from the yelps that signal loneliness or a fascination with the moon.

If the pooch isn't chasing away a potential thief, the collar emits an unpleasant, ultrasonic noise that stops as soon as the dog does. Just like Pavlov's pup, your neighbor's dog will catch on quickly and soon you'll be able to sleep.

## Used Car Sales Up

**F**or the first time since 1950 used cars are more popular than new ones, according to a recent study conducted on behalf of the National Automobile Dealers Association.

Last year, 14.3 million used cars and 13.9 new cars were sold in the U.S. One reason this trend is expected to continue is that Americans are increasingly unwilling — or unable — to spend money on a new vehicle.

The recession isn't helping the nation's new car dealers, either. The National Automobile Dealers Association estimates that dealers will sell 13.4 million used cars and 12.7 new autos this year.

Another reason for the used-car upswing: More late models are available as more new cars are sold to car rental places. Those cars are then sold within a few months as "nearly new." Last year, 1.5 million new cars followed that route. This year, an estimated 2 million will head down the same road.

## Shorts Long On Fashion

**S**horts have dominated the fashion scene this year, with tight Lycra bicycle shorts and knee-length waders among the hottest styles.

Sales of men's shorts skyrocketed 22% and women's shorts shot up 11% during the first six months of 1991, according to Port Jefferson, NY-based research group NPD. And those figures are above and beyond the increases of 1990, when consumers spent \$2.7 billion on shorts.

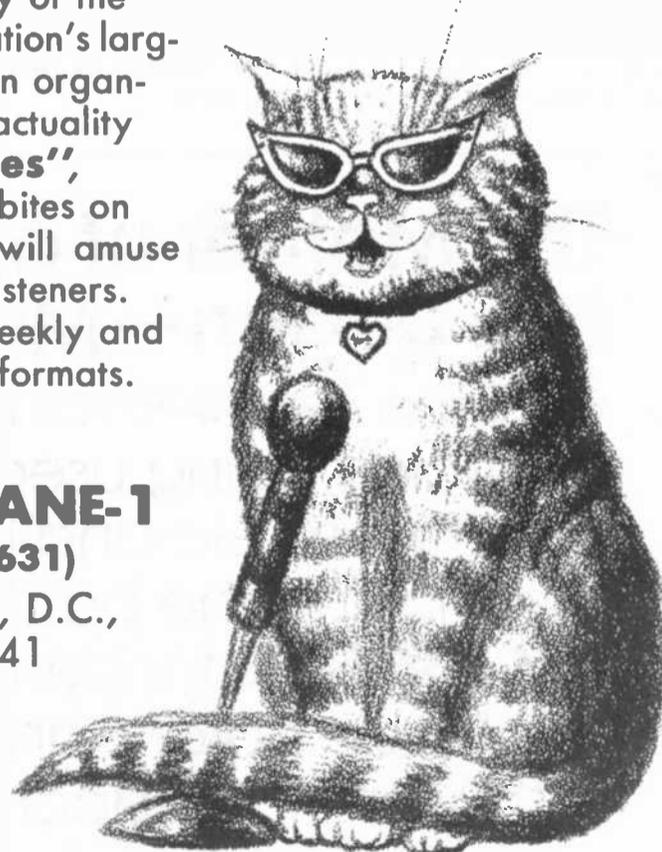
Among the reasons offered for the surge in popularity are relaxed dress codes and designer attention. One trend consultant says fashion currently is in a leg cycle — and when legs are important, shorts follow suit.

# PUT SOME BITE INTO YOUR RADIO SHOW!

The Humane Society of the United States, the nation's largest animal-protection organization, presents its actuality line, **Animal "Bites"**, sixty-second sound-bites on animal topics that will amuse and astound your listeners. The bites change weekly and are suitable for all formats.

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**(1-800-486-2631)**  
In Washington, D.C.,  
call 778-6141

The Humane Society  
of the United States  
2100 L Street, NW  
Washington, DC 20037  
202-452-1100



# TECHNOLOGY

## BLUE LIGHT SPECIAL

### New Laser Extends CD Playing Time

The St. Paul-based 3M company has developed a prototype blue-green laser diode that reportedly can triple or quadruple the amount of data — including music — that can be stored on CDs and optical discs.

Semiconductor diodes, often no bigger than a grain of sand, are used to convert electrical signals into laser beams. The tiny beams then cut and insert information into



3M's new chip, however, produces lasers with much shorter and more compact wavelengths, allowing the same amount of information to be recorded in less space — a process that increases a disc's overall storage capacity.

The company says the diode may be commercially available within the next two years (after researchers develop a way to make it work at room temperature). As with the previously reported diode prototype developed by Matsushita (see R&R 9/23/88), the 3M model works only in extremely cold environments.

storage devices (a compact disc, for example). Chips currently in use produce infrared laser beams that notch relatively large pits in CDs.

## Industry Chooses Sides In Digital Format War

Several record companies and consumer electronics manufacturers recently have endorsed rival digital music formats, heightening the tension in the so-called digital music war between Philips Electronics and Sony — each of which is hoping to set the next standard in home recording.

EMI, Warner Bros., BMG, and Virgin have pledged their support for Sony's Mini Disc system, a handheld player/recorder that plays 2.5-inch discs (which can record or play back up to 78 minutes of music). All four labels say they'll release prerecorded music in the new format.

Meanwhile, audio component-makers Yamaha, Sharp, Tandy, and Sanyo have signed preliminary agreements to license Philips's digital compact cassette units (DCC). The format, codeveloped by Matsushita, not only allows users to play and record DAT cassettes, it's also compatible with prerecorded analog cassettes.

Look for the battle to heat up even more by mid-1992, when Philips introduces the first DCC players. Sony's Mini Disc system will follow a few months later.



## Digital Audio 'Codecs' Arrive

Designed to provide broadcasters with a cost-effective alternative to satellite feeds and dedicated circuits, Comrex's recently unveiled digital audio "Codecs" allow full duplex audio transmission with a 7.5 kHz bandwidth.

The system enables broadcasters to utilize various digital data services for audio links in network distribution as well as in studio-to-studio and studio-to-transmitter applications.

### Portable & Rack-Mount Versions

There are two versions of the Codecs available: the portable DXP unit (top) and the in-studio, rack-mount DXR unit (bottom).

The DXP unit, designed for field use, includes a built-in A/C power supply, adjustable headphone output, and an input that can be switched from microphone to line levels. List price: \$2195.

The DXR provides balanced, line-level input and output. List price: \$1995. Call the Acton, MA-based company at (508) 263-1800 for more info.

## 3-D TV Breakthrough Means No More Colored Glasses

Two Japanese companies — Japan Broadcasting Corp. and Nippon Telegraph & Telephone Corp. — are developing three-dimensional television systems that don't require special glasses.

Researchers are working on screens that create the 3-D effect through hundreds of special lenses built into the surface. The system works with two cameras (one for each eye), but Japan Broadcasting is experimenting with four cam-

eras to create a greater illusion of depth.

Size seems to be a problem, however. Japan Broadcasting's TV has a 50-inch screen and measures 10 feet long; to get the best 3-D effect, viewers must sit 15 feet away.

NTT is working on a 15-inch screen for those with less living room space. But don't whip out your checkbook yet — commercial use of the technology is expected to be years away.

## Multifunctional Audio Signal Processor

Franklin, TN-based Valley International has introduced the "Dynamite 2," a multifunctional audio signal processor that enables broadcasters to simultaneously (or independently) compress, gate or expand, and "peak limit" a station's signal.

The device also features special linear integration detection circuitry that's designed to respond like a human ear, differentiating between simple and complex wave forms without arbitrarily compressing the signal.

In addition, the rack-mount unit sports a built-in anticipatory release computer that delivers short release times without familiar "pumping" and "breathing" distortion.

Other features include front panel controls for expander, compressor, and limiter threshold levels; a hardware bypass switch for the unit's two channels; and eight LED gain reduction meters. List price: \$435. Call (800) 800-4345 for more info.

## The Mother of all radio battles has begun — MOJO Radio vs. Z100...

and the Techsonics Production Libraries are the weapons of choice being used by these two hot competitors!

Creative music and high-tech power parts by Techsonics are making the battle fierce. Call 804-547-4000 or FAX

804-436-5928 for demos of Turbo Techsonics, Techsonics 2 The Music Library, and Chainsaw One. Win your own war with "smart" weapons from

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**RADIO & RECORDS**

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# RATINGS STRATEGY REVIEW

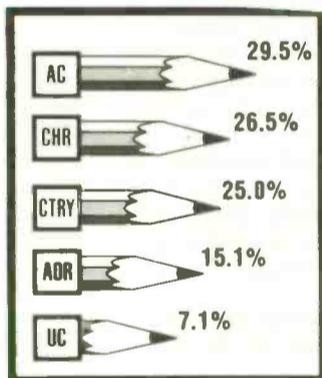
*A colorful look at winning programming, promotion, and marketing strategies from the Spring '91 sweep.*

## PROMOTIONAL BUDGETS



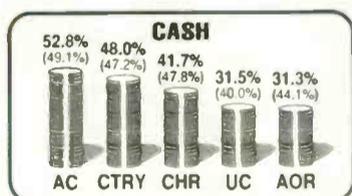
**Money Spent  
By Market Size**

## MUSIC RESEARCH



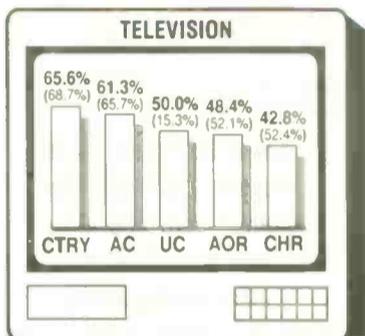
- Callouts
- Auditorium Tests
- Focus Groups

## FAVORITE GIVEAWAYS



- Cash
- Trips
- Cars/Trucks

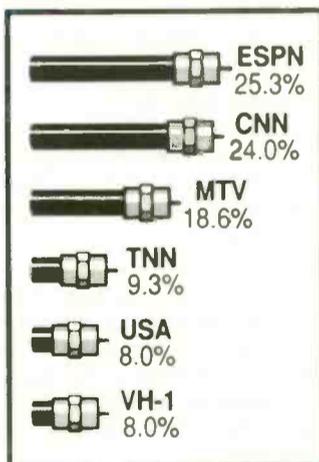
## RADIO'S OUTSIDE MEDIA USAGE



- TV
- Billboards
- Newspapers
- Magazines
- Busboards

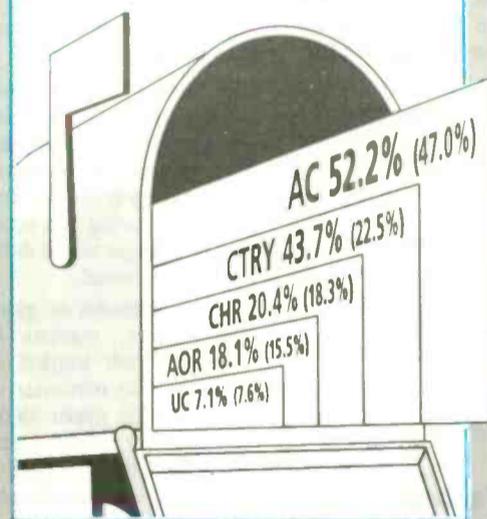
## RADIO'S TV BUYING PREFERENCES

- Nets, Indies, Cable
- Cable Ad Choices
- Spot Slotting



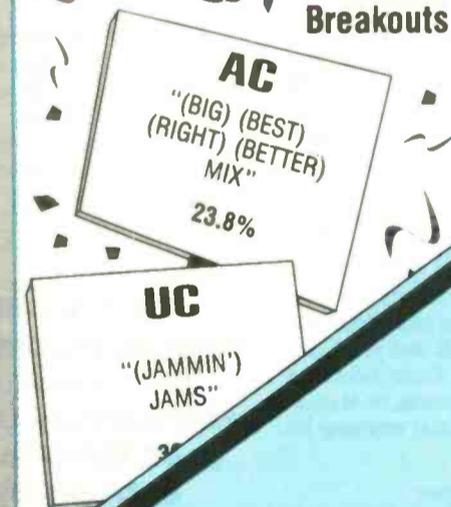
## DIRECT MAIL USAGE

### Format Breakouts



## TOP IMAGING SLOGANS

### Format Breakouts



**ALAN  
BURNS  
& Associates.**

*Presented By*

# INTERVIEW



ALAN BURNS

## AC, CHR At Crossroads

Alan Burns and Associates' Tracy Johnson and Jeff Johnson Update State Of Formats

En route to the NAB we caught up with Tracy Johnson and Jeff Johnson of Alan Burns and Associates.

Q: Tracy, what seems to be wrong with CHR these days?

Tracy: There are several factors contributing to the apparent decline of the format. Here are four:

### 1. Core Artists

We are experiencing a drought in CHR-exclusive core artists that drive the format during its most healthy times. In past years, CHR has had the benefit of such pop icons as Michael Jackson, Prince, George Michael, and Madonna to drive the popularity of the format.

As AC gets more aggressive musically, there is less difference between the CHR and AC roster of



**We are experiencing a drought in CHR-exclusive core artists that drive the format during its most healthy times.**



core artists. Michael Bolton, Phil Collins, Mariah Carey, Rod Stewart, Whitney Houston and Amy Grant are as compatible with AC as they are with CHR.

When CHR is at its best, it is powered by core artists who are exclusive to the format. Trace the glory years of CHR and you'll find an Elvis, Beatles, Elton John, Bee Gees, Michael Jackson, or Madonna setting trends and enjoying hit records.

### 2. Music Extremes

The popular argument is that rap and heavy metal killed CHR. M.C. Hammer and C&C Music Factory gave us legitimate hit records that happened to be rap in nature. The typically over reactive nature on the part of programmers took a good thing to an extreme by introducing (non-hit) music that happened to be of the same style.

A little salt on your steak improves the flavor, but too much ruins dinner. It's the same with music styles. The farther you stray from the mainstream, the greater the risk of alienating your audience. By the same token, a steady diet of mainstream staples such as Bryan Adams, Michael Bolton, and Rod Stewart produces

a bland, uninteresting station.

Rap and heavy metal music alone didn't hurt CHR... it was our over reaction to them which caused serious damage.

### 3. Over Reliance On Research

CHR has always misused research in a couple of ways: First by removing some positives as well as negatives from the format, second by focusing too much on individual songs to the detriment of the overall sound.

In an attempt to gain greater 25+ shares, stations have researched their markets to determine how to eliminate negatives that prevent upper demos from listening to their stations. By removing these negatives, they have also eliminated some of the positives that make up the very essence of the format's appeal.

The bottom line is that research is an invaluable tool that should be used to help direct your station. However, it should not replace common sense nor should tactical research be allowed to dictate the strategic positioning of your station.

### 4. Being On The Cutting Edge

CHR has lost its edge. To be successful, CHR has to be a half-step ahead of the audience... not so much they can't keep up but always leading and introducing the "next big thing."



**The typically over reactive nature on the part of programmers took a good thing to an extreme by introducing (non-hit) music that happened to be of the same style.**



When you stop innovating and moving forward, you lose! When you are on top in your market, you have to ask, "where do I go from here?"

Q: So what's the solution?

Tracy: I expect several things to occur before CHR comes out of its current doldrums:

### 1. A shakeout

In the never-ending search to attract upper demos, many markets will end up with only one CHR... and four-five AC stations com-



**The format will come out of the down-cycle and those stations that are properly positioned will reap huge rewards.**



peting for 25-44 year-olds. As the differences between CHR and the other formats becomes more evident, CHR will enjoy a better defined position in the market.

### 2. The "Next Big Thing"

It has been quite some time since a major musical movement has taken place. The emergence of rap was only a minor trend, nothing on the scale that generates excitement and attracts listeners to a format. More than a decade has passed since music came between the younger generation and their parents. Alternative music may be CHR's savior... or it may not. But something is bound to emerge and when it does, it will create renewed interest in the station that is positioned to deliver what the audience is looking for.

### 3. New Superstars

The format has always been song-oriented, but the anchors are the megastars such as George Michael and Madonna who are unique to CHR.

### 4. Faith

Operators have to believe in the format, and the long-term benefits of being the leading CHR. The format will come out of the down-cycle and those stations that are properly positioned will reap huge rewards.

### AC Bandwagon

Q: Jeff, what's the biggest trend in AC right now?

Jeff: The biggest trend - and the biggest danger - is jumping on the AC bandwagon without a clear reason to do so, and without a clear plan for winning. In many markets, we're seeing stations bail out of what they see as a troubled format - perhaps CHR or Easy Listening - and rolling into AC without a plan.

## AC Action, CHR Choices

- Less difference between CHR and AC's roster of core artists
- Rap, heavy metal didn't hurt CHR... over reaction to them did
- New major music trend, superstars will spark CHR
- There are five types of AC stations: Oldies-based, Soft, Variety, 'A Rock,' Adult Hit

Q: Tell us about the different types of AC.

Jeff: There are five types of Adult Contemporary that are viable right now, depending on the specific market circumstances.

They are:

#### • Oldies-based AC

This was the "original" AC format and still works well unless the market has a fulltime oldies station.

#### • Soft AC

• Variety AC - '70s, '80s, '90s mid-tempo

#### • 'A Rock,' or mellow rock.

That's right, it has 'rock' in its format label, but it functions as an AC... it's '70s based softer rock.

#### • Adult Hit Radio

Basically, an '80s and '90s adult station, fairly uptempo.

Stations thinking of converting to AC need to figure out which, if any, of these positions make sense in their market before taking the plunge, and then commit to something that will differentiate them in the market. In too many markets, there are three or even four ACs, and no one can tell them apart. In these markets, one or more of the ACs will eventually differentiate... or will become the market's second country station.

Q: Jeff, if you could pin down the three or four most critical ingredi-

ents to winning in AC, what would they be?

Jeff: First comes the positioning issue - the five positions, or variants, on them. Next most important is marketing. With few excep-



**The biggest trend - and the biggest danger - is jumping on the AC bandwagon without a clear reason to do so, and without a clear plan for winning.**

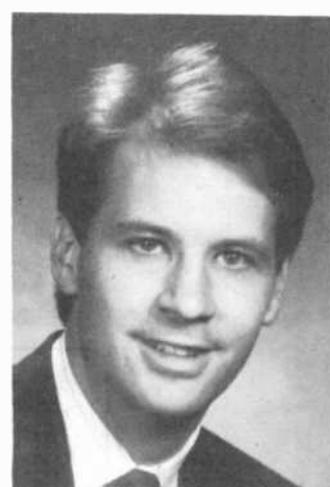


tions, AC stations are not extreme enough to generate substantial emotion or word of mouth, so outside advertising is critical. Third, consistency. Over time, you've got to create a set of expectations, and then fulfill them every single time you come - or new tryer - checks in to your frequency. Finally, there's 'stationality.' Don't become so generic that you are easily taken for granted.



JEFF JOHNSON, a consultant for Alan Burns & Associates, has served as Director/Client Services for Jhan Hiber Associates, Research Director for WRQX/Washington, and as a member of the RAB Goals Committee working on Arbitron issues. Jeff's been with Alan Burns & Associates since 1987. His first four clients reached #1 (12+) in their markets.

Jeff and Tracy, by the way, are not related to each other.



TRACY JOHNSON joined Alan Burns & Associates in Spring 1989 after successful programming stints in Lincoln, NE, Kansas City, and Jacksonville. As station manager of KFRX/Lincoln, Tracy guided the station to its best ever share and a number one ranking five years in a row. While at WAPE/Jacksonville, Tracy earned a Gavin award for medium market station of the year. In addition, he is recognized as having some of the "best ears" around.

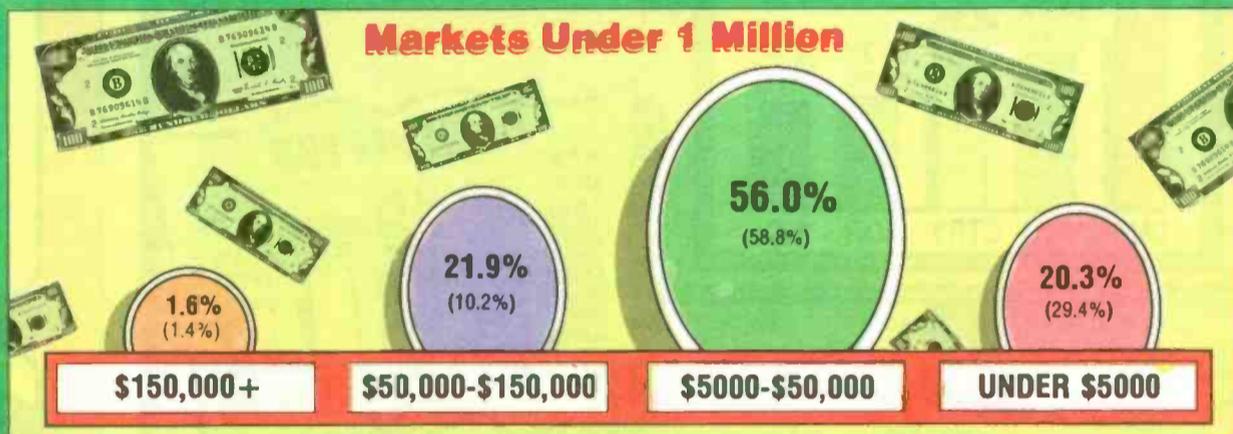
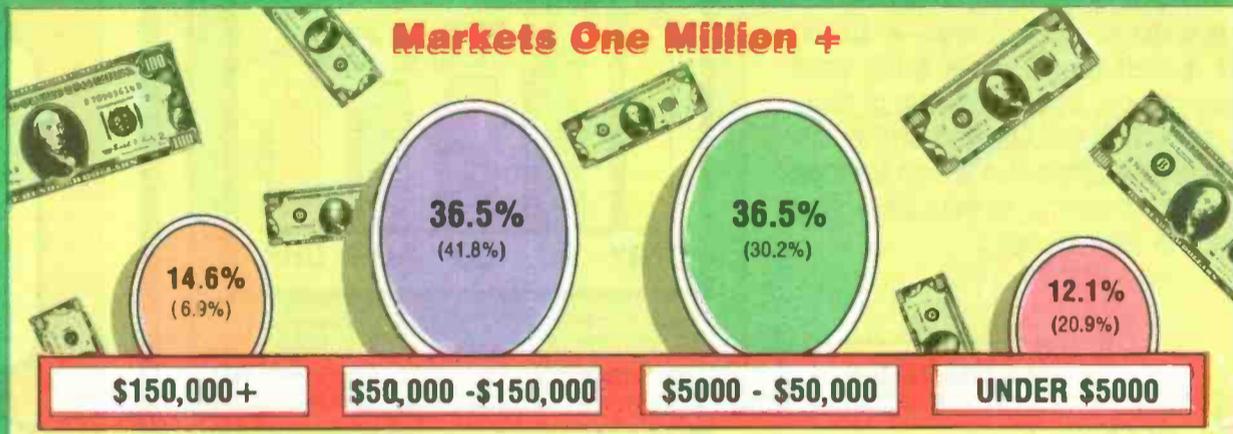
## Weathering The Economic Climate

**F**ollowing the end of the Persian Gulf War, domestic economic conditions remained a major source of station budgetary concerns during the Spring '91 sweep. Among the findings tabulated in the latest "Ratings Strategy Review":

- Country boosted its usage of auditorium tests and callout research, while other formats made no change or cut back.
- Focus group research was down drastically compared to Winter '91 figures.
- Trip giveaways increased in all formats, with concert tie-ins a major incentive.
- ESPN usurped CNN's crown as radio's top cable preference

## Promotional Budgets

More than half of stations with populations exceeding 1 million had promotion budgets in the \$50,000-\$150,000 range. (Winter '90 percentages are in parentheses.)



## TOP IMAGING SLOGANS

**AOR**  
"HOME OF ROCK 'N' ROLL"  
34.7%

**CHR**  
"NO. 1 HIT MUSIC STATION"  
30.9%

**AC**  
"(BIG) (BEST) (RIGHT) (BETTER) MIX"  
23.8%

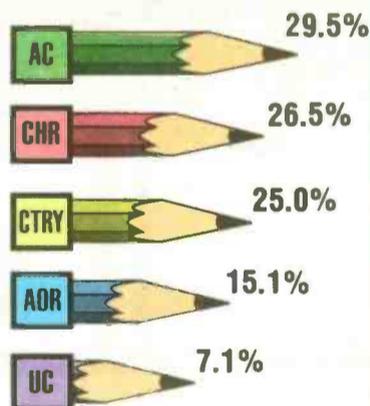
**COUNTRY**  
"(CONTINUOUS) BACK-TO-BACK COUNTRY FAVORITES"  
24.1%

**UC**  
"(JAMMIN') JAMS"  
30.0%

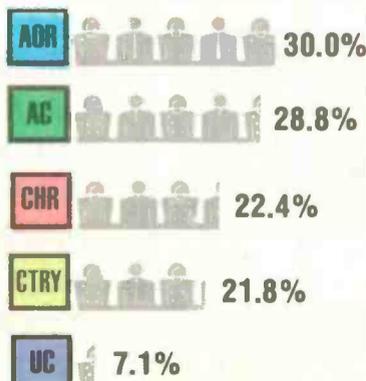
## MUSIC RESEARCH

Here are the percentages of stations in the five major music formats that conduct auditorium tests, callouts, and focus groups.

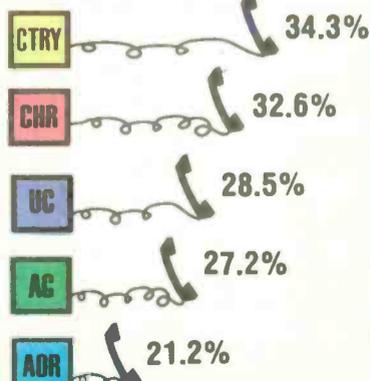
### AUDITORIUM TESTS



### FOCUS GROUPS

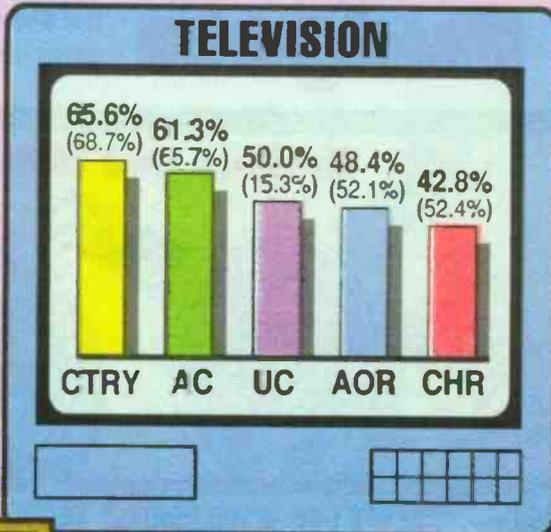


### CALLOUTS

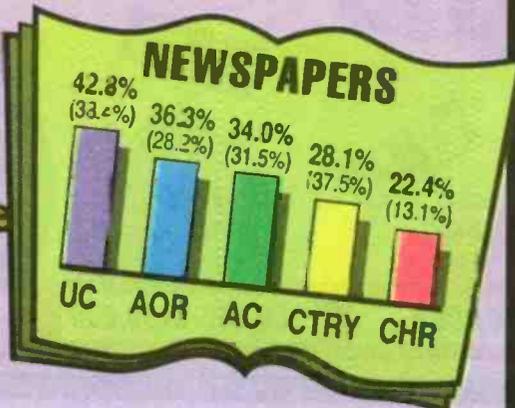
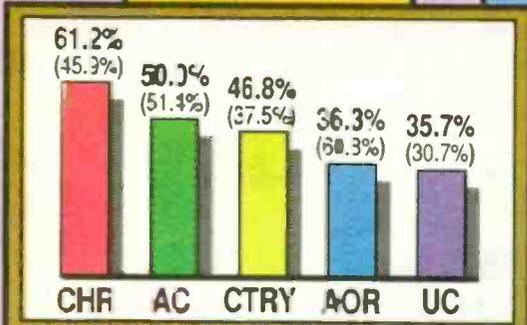


## OUTSIDE MEDIA USAGE BY FORMAT

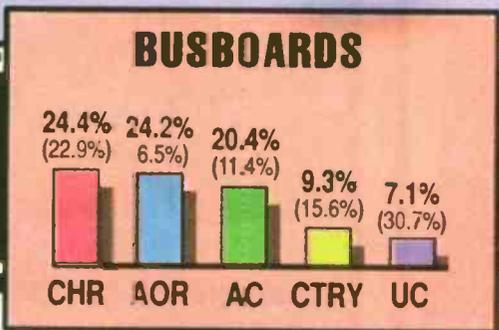
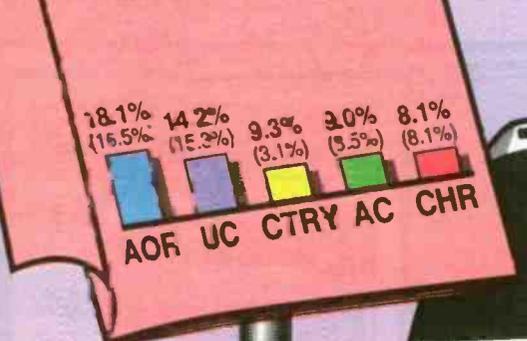
Television and billboards continued their one-two reign; newspapers again outpaced magazines. Interestingly, 83% of JCs — top newspaper advertisers — traded out their usage, while AORs used newspaper trade in one out of three cases. Half the AOs and CHRs utilizing magazines also did so through trade. (Percentages from last spring are in parentheses.)



### BILLBOARDS

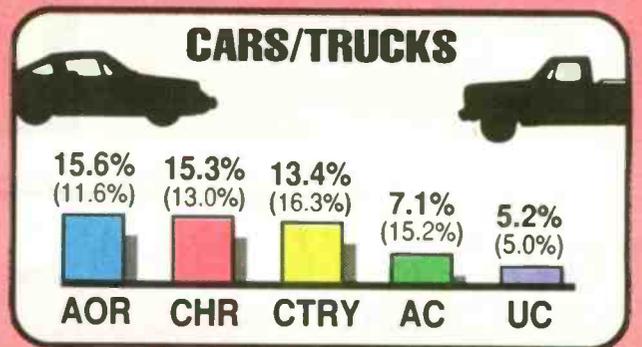
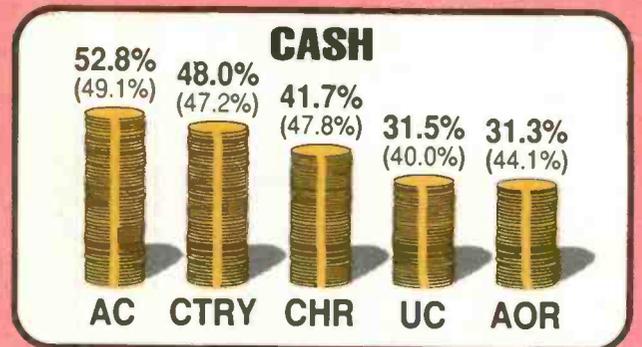
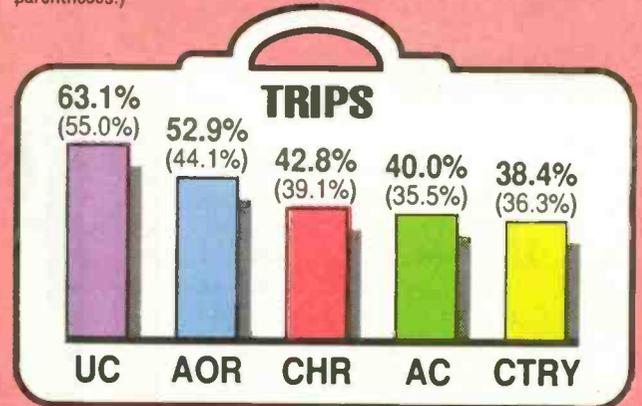


### MAGAZINES



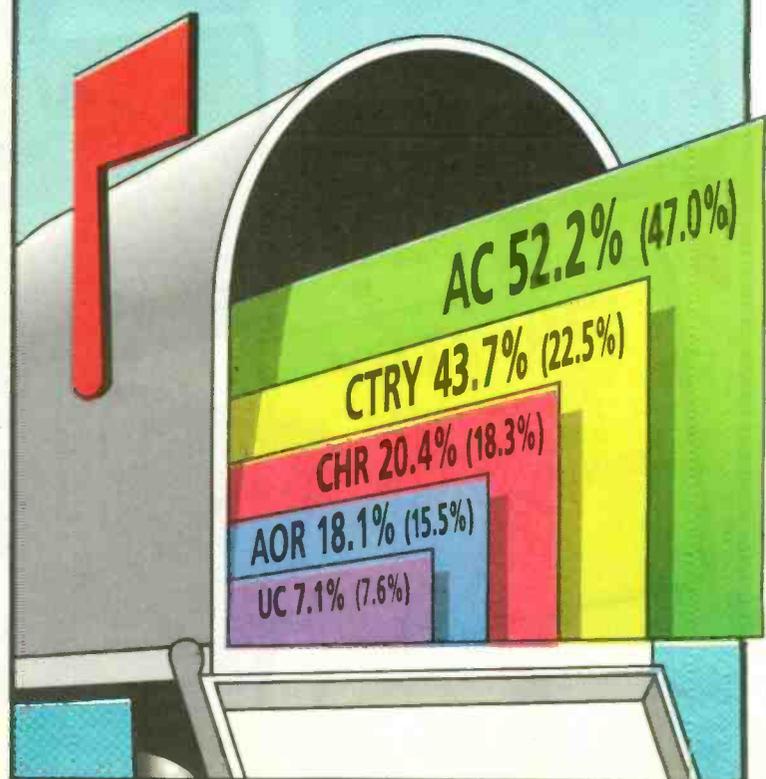
## Radio's Favorite Giveaways

Trip giveaways increased in all formats: Concert tie-ins were the impetus behind giveaways packaged by UCs (66%), CHRs (61%), and AORs (59%), while Los Angeles, Orlando, and Hawaii ranked 1-2-3 as favorite destinations. AC was the only format that boosted its cash outlay; AOR, CHR, and UC focused more on cars. (Percentages from last spring are in parentheses.)

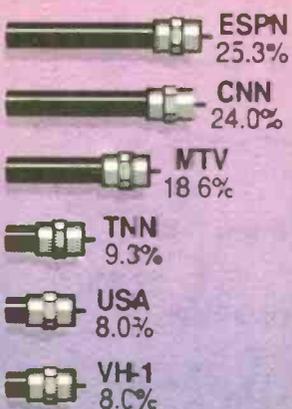


## Who Uses Direct Mail?

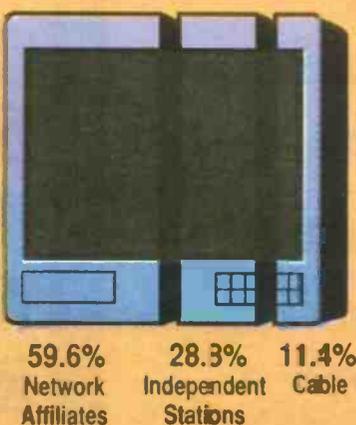
Although format standings and percentages stayed basically the same from a year ago, Country's fascination with this marketing strategy increased dramatically. (Percentages from last spring are in parentheses.)



### Cable Ad Choices



### TV Buying Preferences



### Spot Slotting

Prime	20.4%
Late Night	13.6%
Late News	13.3%
Early News	12.9%
Prime Access	11.9%
ROS/Orbit	10.2%
Soaps	6.1%
Morning	5.8%
Sports	5.4%



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BURNS**  
& Associates.

# K.M.C. KRU

## THE DEVIL CAME UP TO MICHIGAN

**WHYT - Detroit/MARK JACKSON, PD**  
 "#1 phones—all ages. It's a smash  
 #18-8-HOT

**PowerPig - Tampa/B.J. HARRIS**  
 "There's a lot of rock product on the charts now - and we look for instant reaction records. We saw that in this record wherever it was being played. We researched it and saw the sales following the airplay. That's when we added it. The familiarity of the hook is definitely a major factor."  
**ADDED @ #35**

**KXXR - Kansas City/JACK ALIX**  
 "The K.M.C.. KRU record struck us as a potentially strong novelty hit. But it's turning out to have more life than we projected. It's been #1 on our Top 8 at 8 and has surprisingly strong upper demo appeal because of the song's familiarity for them."  
**#36-23-21-HOT**

**WOKI - Knoxville/CLAY GISH, PD**  
 "After 8 weeks what I originally perceived to be a novelty record has proven to be an  
**ACROSS THE BOARD smash.**  
**#1 SALES #4-3**

**WNVZ - Norfolk / CHRIS BAILEY**  
 "I started out to prove someone wrong on this record. But I put it on and after only 2 weeks, it's the #1 record at nights. They love it — and they remember the Charlie Daniels song, which makes it even stronger."  
**DEBUT #22-20**

**WCKZ - Charlotte / ERIC BRADLEY**  
 "#1 phones for 5 weeks...#2 cassette single sales. A very hot street record and in the clubs. I absolutely recommend it."  
**#24-18-15-HOT**

**KRQ - Tucson / ROGER SCOTT**  
 "An immediate phone record. So blatantly obvious to the audience - how can it miss? It's recognizable to adults...and teens love it. A broad appeal hit!"  
**DEBUT #27-24**

**KPRR - El Paso / ELI MOLANO**  
 O.P.P. and K.M.C. KRU are my two hottest records. Such a hot record the phones explode when the devil is in the house.  
**#26-17**

JUST ADDED:

**WDFX • WWHT**  
**WHHY • KWIN**  
**WBBO • WILN**

CURB



# STREET TALK

## KKBQ Trading Cleveland Wheeler For 18-Wheelers?

**T**his week's developments at KKBQ/Houston lend a lotta support to rumors that the former CHR powerhouse will switch from Rock Hits to Country. ST has learned that vacationing morning man **Cleveland Wheeler** — who replaced **John Lander** just a few months back — has been bought out of his contract and will *not* return to the station.

Also missing from the KKBQ airwaves: afternoon driver **Ron Parker** — although insiders say his vacation's the real deal. But will he be back? ST hears OM **Melodye Hodges** has exited as well. ST also hears that Country consultant **Joel Raab** — a good bud



**SPACE ODDITY** — To help celebrate the recent CD release of Jeff Wayne's "The War Of The Worlds" album in Australia, 2Day-FM/Sydney aired live! bulletins of a Martian Invasion and dispatched the station's mobile units to broadcast from the site of the alien spacecraft that, as pictured, mysteriously appeared in front of the local Martin Place Amphitheatre. The mates in the white coats are "scientists," who wound up serving breakfast to the appropriately wowed crowd.

### Rumors

- Have the honchos at CHR Hot 94.7/Chicago imposed a hiring freeze on PD Greg Cassidy? And has he been told that the station's format will be reassessed shortly? And is it true that outgoing GM Kevin O'Grady won't be replaced anytime soon?
- What was KHMV/Houston and Nationwide national programming honcho Guy Zapoleon doing in Boston last week? Were he and Steve Parun discussing their future?
- Is B94/Pittsburgh talking about an LMA? Is crosstown B/EZ outlet WEZE going to come to Jesus November 1?
- Is Z100/NY afternoon driver Elvis Duran being chased for a PD gig? Regardless of what — if anything — goes down here, don't look for an exit 'til the mid-day vacancy at Z100 is filled.
- Is Power 106/L.A. Asst. PD/MD Al Tavera close to a record promo post?
- Is WMEE/Ft. Wayne PD/morning Tony Richards about to become GM, replacing Walt Steffan? Will APD/MD Jeff Davis become PD?
- Is Interscope trying to hire EMI's Chris Baca?
- KSOL/SF APD/MD/afternoon driver Russ Allen is off the air. Is this just until the station relocates to new studios in December?
- Is IRS West Coast regional promo rep Felicia Swerling heading to Charisma to replace Julie Rae McLeod, who jumped to PLG for Northwest regional promo duties recently?
- Is Z104/Madison trying to grab KDWB/Minneapolis APD/MD Ed Lambert for its soon-to-be-vacant PD slot?
- Will a brand-new Austin New Rock outlet sign on soon?
- Is Bryce Crousore out as PD at KQDS/Duluth?
- Is ex-WKQX/Chicago GSM Jeffrey Grey about to replace VP/GM Mori Freedman at WKKV-AM & FM (V100)/Racine-Milwaukee?
- Has consultant Garry Wall inked WKBQ/St. Louis?

of PD Dene Hallam's — may be involved. (Raab denies it.)

Market observers speculate KKBQ could flip as early as Sunday (9/15) or Thursday (9/19) — the latter of which is, of course, the day the fall Arbitron starts. Calls to KKBQ President/GM Don Troutt went unreturned.

In other local news, a jury has ordered former KLOL/Houston afternoon man Moby to pay crosstown KLDE staffer Helen Stone \$255,000 after he tricked her into announcing that Glen Campbell had died.

Back in 1989, Moby — now doing mornings at WKHX/Atlanta — called Stone on-air from a car phone and, disguising his voice, convinced her Campbell had died in a car crash. Stone went on the air with the news, playing "By The Time I Get To Phoenix" in Campbell's honor.

Moby later told ST the spur-of-the-moment stunt was designed to "teach young broadcasters that they have to check things out." But the jury found his prank intentionally inflicted emotional distress on Stone. Moby plans an appeal.

### Wyatt Storm

Who are the strongest possible outside candidates to replace Jeff Wyatt at Emmis's Power 106/L.A.? The names of KMEL/SF PD Keith Naftaly, B96/Chicago PD Dave Shakes, KKFR/Phoenix PD Steve Smith, Power 99/

Continued on Page 47

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- Making History On Geffen Records!

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100 CHR Adds!  
200 AOR Adds!



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**USE YOUR ILLUSION I · USE YOUR ILLUSION II · TWO ENTIRELY NEW AND ENTIRELY SEPARATE ALBUMS.**



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Listen from the heart.

# AMY GRANT



"that's  
what  
love  
is  
for"

On tour now!

"That's What Love Is For," the  
follow-up to the chart-topping smashes  
"Baby Baby" and "Every Heartbeat"  
from the platinum-plus album  
Heart In Motion

Produced by Michael Omartian for Rhema Productions  
Executive Producers: Amy Grant and Michael Blanton  
Exchange Management and Direction: Blanton/Hamell, Inc.

VH1

AM  
RECORDS

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# STREET TALK®

Continued from Page 44

Atlanta PD Rick Stacy, WBMX/Boston PD Greg Strassell, WHYT/Detroit PD Rick Gillette, KTFM/San Antonio OM Bob Perry, KKLQ/SD PD Kevin Weatherly, and former Z90/SD PD Brian White have already been bandied about the hallways of Power 106.

But will Emmis look outside? One scenario has Hot 97/NY PD Joel Salkowitz — who's been in town all week — making the move to L.A., which would clear the way for Hot 97 Asst. PD/MD Kevin McCabe to settle into that station's PD chair.

Meanwhile, there are rumors that Exec. VP/Programming Rick Cummings is a likely candidate to program Power 106. In any case, don't look for anything significant to take place on the PD front for at least six weeks.

Incidentally, spike that talk about vacationing morning man Jay Thomas getting whacked. If he would leave to pursue his burgeoning TV career, it'd be his call.

And . . . where's Wyatt headed once his sabbatical is over? ST hears the first calls into him came from Pyramid Broadcasting.

Ah, but ST also hears that Precision Media — owner of WKSS/Hartford — contacted Wyatt about taking that PD gig as a short-term position while the company pursues Emmis's WCDJ/Boston. A decision on the WKSS PD reportedly will be made next week. Meanwhile, another name has come into the picture: Star 105/Dallas PD Bill Pasha.

## Rumbles

- WQFM/Milwaukee GM Kris Foate exits to become GSM at crosstown AC WKTI.
- Former KISS-AM & FM/San Antonio VP/GM Reggie Jordan becomes VP/GM at WGCX/Mobile.
- Word out of KIIS/L.A. is that late-night personality Wendi will stay on without a new contract. Meanwhile, insiders report there is now some positive movement toward keeping Magic Matt Alan in afternoons with a new contract.
- Ye olde philosophical differences lead to the departure of longtime WYVJ/Jacksonville VP/GM Yulee Commander. GSM Mark Kanak becomes interim GM.
- Former KKDJ/Fresno PD Art Farkas lands the PD gig at crosstown AC KTHT, replacing Jim Fox.
- Former KGON/Portland OM Jon Robbins fills the PD slot at WAQX/Syracuse.
- N/T WOKV/Jacksonville axes nine staffers, including ND Rebecca Turner.
- WWNK/Cincy APD/middayer Steve Bender becomes PD/morning man at WYAV/Myrtle Beach, SC.
- WILN/Panama City, FL ups PD Steve Christian to OM and APD Todd Shannon to PD.
- Alan Burns & Assoc. consultant Tracy Johnson passes on the GM slot at CRB's WAEB/Allentown. Johnson, however, will continue to consult WAEB.
- WHYT/Detroit morning man Michael J. Fox and midday dude Dr. Drex switch shifts.



**DEES SHARP OR B FLAT?** — As part of an ongoing "Dare The Dees" promotion, KIIS/L.A. morning star Rick Dees accepted a listener's challenge to sing our National Anthem live! at the onset of the Angels-Rangers Monday (9/9) game. Seen precious seconds before attempting to negotiate the "and the rockets' red glare . . ." passage are (l-r) Reggie Ellis, Claude Henry, and Augie Johnson — otherwise known as members of local vocal group Flawless — and Dees, who took a page from the Roseanne Barr songbook and apologized on-air prior to his performance.

## Bennett For Babineau?

Industry tongues continue to wag over last week's sudden resignation of DGC GM Marko Babineau. After eight years with the David Geffen organization, the colorful promo domo exited "to pursue a personal life," according to President Ed Rosenblatt.

"After nearly 20 years on the promotional battlefield I need to take a break," Babineau explained. "I've promised myself not to even think about 'what's next' for at least six months."

ST hears MCA Sr. VP/Rock Promo & Artist Development Bill Bennett already has had conversations with Geffen about Babineau's old gig.

In addition to the two New Orleans LMAs that became official this week (see Page 1), the buzz on Bourbon Street is that another set of stations — Clear Channel UC WQUE and Beasley Gold KQLD — will get together on an LMA.

However, 'QUE GM John Rockweiler denied that any deal had been struck, but added, "Clear Channel is looking for possible LMAs in all markets that it's operating in." Stay tuned.

## Don & Mike: Done Deal

Rumor turns to reality in DC, where former WAVA morning zoosters Don & Mike ink a multiyear contract with crosstown WJFK to do afternoons, beginning October 1. Former B104/Baltimore morning show producer Diana Sillman will produce Don & Mike.

In order to accommodate its new arrivals, 'JFK will shorten shifts and move current 3-7pm personality Cerphe to 6-10pm and

Continued on Page 48



## Jasmine Guy

"Just Want To Hold You"

The new single from the album Jasmine Guy

"Top 5 callout in all demos and a huge request record for us here !! Moves to #1\* HOT again for the fourth week! A stone muthafunkin' smash! Don't just hold it, play it!"

Dave Ferguson, PD  
FM102/Sacramento (1-1-1) HOT

"#1 three weeks straight at PWR102! Say no more...play it!"

Renee Roberts, MD  
PWR102/Fresno (1-1-1) HOT

"One of our favorite records and a #1 smash hit for the second week in a row! If you're not playing this, you're missing out!"

Johnny Milford, PD  
KWIN/Stockton (1-1) HOT

"Our #1 callout record here-totally huge!"

Michael Newman, PD  
KDON/Salinas (2-1) HOT

## P1 CHART 35

WPGC 16-14	Q106 27-23	B95 2-2 Hot
WNCI add 33	KMEL 4-3	194 5-5 Hot
WHYT deb 24	HOT977 7-6	KLUC 4-3 Hot
KS104 2-2 Hot	WFME add	Z90 12-10 Hot
KKFR 3-1 Hot	KZFM 4-3 Hot	KFBQ add
KOY-FM deb 28	KPRR 20-14 Hot	KQMQ 6-6 Hot
KKRZ add	KBFM add	KTMT add
KGGI 22-9 Hot	Y107 add	KPSI add



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## BARRY SKIDELSKY

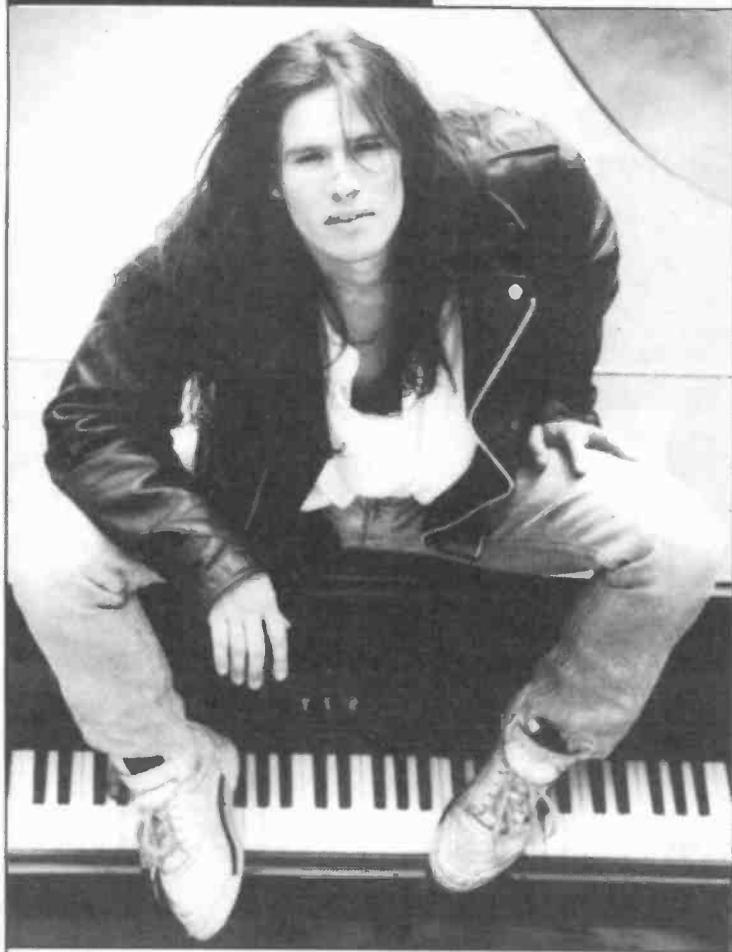
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# RUSS IRWIN

## My Heart Belongs To You



“‘My Heart Belongs To You’ is a classic sounding song with major multi-format hit potential. The delicate lyrics and powerful production set this record apart from everything else on the radio.”

**STEVE WYROSTOK, PD KRBE/Houston**

“This song has all the makings of a monster love song. Phones every time we play it!”

**JEFF McCARTNEY, PD WAPE/Jacksonville**

“Play this song and your listener’s hearts (and diaries) will belong to you!”

**TOM MITCHELL, PD WTIC-FM/Hartford**

### MOST ADDED CHR! 79/24

WERZ add	WHHY add	WGTZ deb 29
FUN107 add	96STO add	KJ103 deb 35
KC101 add	KQKQ add	KKHT deb 29
999KHI add	WPHR deb 29	KRBE 22-20
93Q add	WKEE deb 25	WNCI 31-29
WYCR add	WLAN deb 28	WHYT
WBBQ add	WQGN deb 37	KOY-FM
WNOK add	I95 deb 26	Q106
WRHT add	G105 deb 33	...And Many
WZYP add	KKYK deb 32	More!

PRODUCED BY PHIL RAMONE



## STREET TALK®

Continued from Page 47

7pm-midnight rocker **Vinnie Brewster** to 10pm-2am. **Cerphe** will host “Cerphe’s Progressive Show” and will be given “total” musical freedom, according to GM **Ken Stevens**.

**Arbitron** and **Birch** cooperating? Perhaps. Asked at last weekend’s **Burkhart/Douglas & Assoc.** convention whether they’d consider an **IBM/Apple**-like agreement, **Arbitron’s Jay Guyther** and **Birch’s Bill Livek** each agreed they’d be open to such an arrangement.

“Everybody deserves a fifth chance,” says **WEGX/Philly PD Brian Philips**, explaining why former **EGX** night rocker **Danny Bonaduce** has been given a shot to rejoin the station. He’s been auditioning all week for a co-host slot with wakeup master **John Lander**. Expect negotiations to make the pairing permanent to begin soon.

### Motown Vs. MCA Update

The fax machines were workin’ overtime last week concerning the ongoing distribution struggle between **Motown Records** and **MCA Inc.** First, **Motown** issued a release stating **Motown** would extend the termination date of its distribution deal with **MCA** until September 28, and that “**MCA** has indicated to **Motown** that it will cooperate in the transition.”

### Rumbles, Pt. II

- **Jeff Young** — who joined **KDUO/Riverside** just six weeks back — exits for mornings at **KZFX/Houston**.
- Two **Buffalo** stations have adopted new monikers: **Hot AC WMJQ** drops longtime handle “**Majic 102**” to become “**Q102**.” **AOR WGR-FM** switches calls to **WGRF**.
- **KLLL/Lubbock MD Jay Richards** becomes PD. He replaces **Rick Gilbert**, who assumes Promotion Dir. duties.
- **KQIZ/Amarillo GSM Danny Alexander** is upped to GM.
- **CHR KFAV/St. Louis PD Chris Ling** hires **WYAV/Myrtle Beach** wakeup artist **Dan “The Van Man” Hoffman** for mornings.
- **B97/N.O. ND Caml McCormick** joins the **Mutual-NBC Radio** nets as a **Moscow** bureau correspondent.
- **WDFX/Detroit** morning man **Andy Savage** welcomes local standup comic **Mark Ridley** as co-host.
- **Q106/SD** hires **Howard Freshman** as its new Mktg./Promo Dir.
- Former **WCTK/Providence PD Dan Meaney** is now doing swing/weekends at **WXTU/Philly**.
- **WVIC/Lansing PD Kevin Robinson** will exit in 30 days.
- After 51 years on the air, **WCLT/Lima, OH** talk host **Easter Staker** has called it quits. The 73-year-old woman has been battling cancer for several years.



### Zotz Entertainment!

To set industry tongues a-waggin’ with word o’ the **Strawberry Zotz**’ new “**Love Operation**” EP, the tasty buds at **NJ-based Indie Acid Test/Continuum Records** licked all competition for **Promo Item O’ The Week** honors by sweetening selected programmers with shrink-wrapped packages that contain CD, cassette, and 12-inch vinyl versions of the recording as well as a bio, pics, clips, stickers, and poster-packed presskit.



Tarting it up a bit more, the fruits o’ the label’s labors features a custom-printed paper bag (pictured) that’s wrapped around a group interview on cassette, more stickers, and — of course — ample samples of the original “**Zotz**” hard candies from which the band derives its peculiar *nom de rock*. **Zotz** all, folks . . .

However, **MCA** shot back with a release of its own disputing any claim of cooperation, saying, “**MCA** has not in any manner consented to the purported termination of **MCA’s** distribution and service agreement with **Motown.**”

The **MCA** release also stated that the firm would “**vigorously pursue**” its legal rights against any company that attempts to distribute **Motown’s** product in the future. And the boardroom battle rages on . . . including a top secret meeting last week between **Lew Wasserman, Sid Sheinberg, Al Teller**, and the top **Motown** brass, at which **Sheinberg** reportedly said, “**No way!**” very loudly.

In other **Motown** tidings, **ST** hears that **Lionel Richie**, who owed the label two albums, will now provide three new tracks to a greatest hits package and then seek greener pastures elsewhere.

**B104/Baltimore** morning show update: The team of **Glenn Beck & Pat Gray** are temporarily split up. **Gray** was asked to take a pay cut — and refused — so he’s sitting it out and getting paid. Partner **Beck** is back on the air with airstaffer **Larry Wax**. Can we expect **B&G** to reunite elsewhere in the coming months?

Continued on Page 50

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"Set The Night To Music"

A dynamic duet with Maxi Priest from the album Set The Night To Music

#1 MOST ADDED OUT OF THE BOX!

FLACK



Written by Diane Warren Produced by Arif Mardin Arranged by Robbie Kondor Exclusive Agent: Associated Booking Corporation, NYC.

stevie

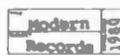
"Sometimes (It's A Bitch)"

from the album Timespace  
The Best Of Stevie Nicks

NOW REACTING ON 93 CHR STATIONS!

NICKS



Co-Written by Jon Bon Jovi & Billy Falcon Produced by Danny Kortchmar & Jon Bon Jovi H.K. Management: Howard Kaufman/ Glen Parrish On  Cassettes & Compact Discs Distributed by Atlantic Recording Corporation

"Stop Baby" Somewhere on your desk now!



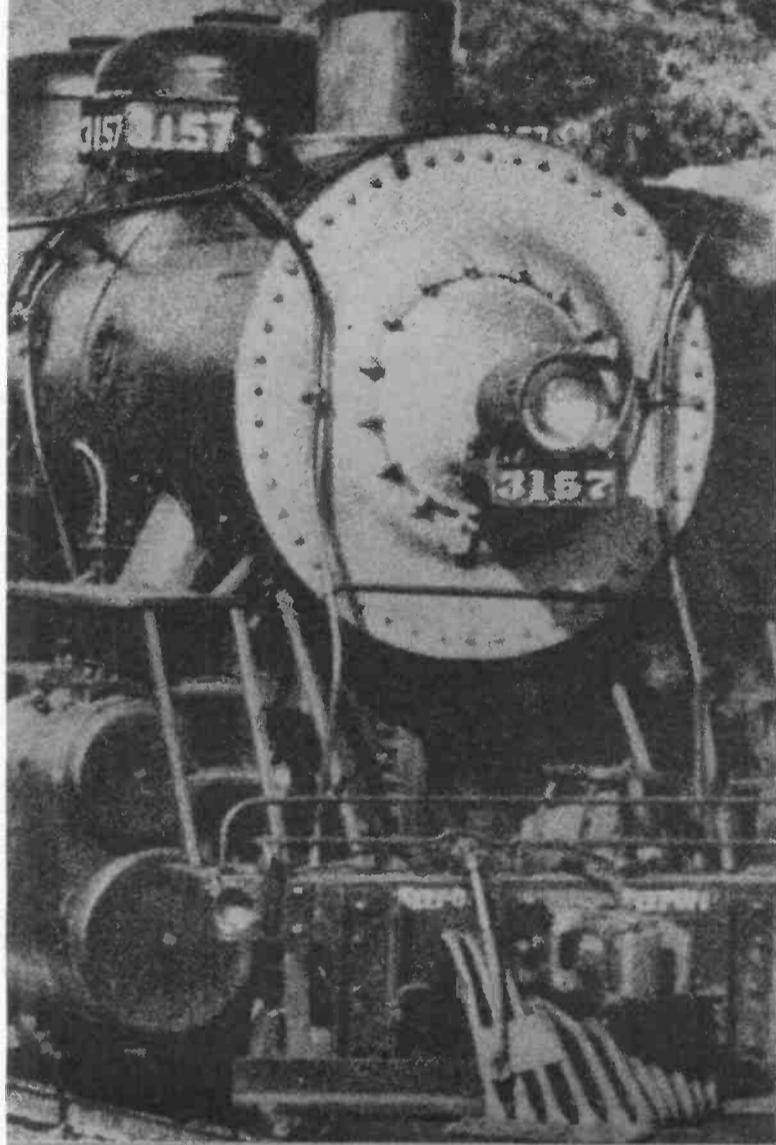
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& the mechanics

## PICKING UP STEAM!

# blue TRAIN

All I Need Is You



## ALREADY ABOARD

## FIRST WEEK ACTION

WXKS add	KWOD add
KRXY add 32	WJAD add
PWR106 add	KMGZ add
Q106 add	KQIX add
K96.7 add	KZOZ add
WOVV add	

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Management: George Ghiz/Arthur Spivak  
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CATCH "ALL I NEED IS YOU"  
IT'S A RUNAWAY HIT.

## STREET TALK®

Continued from Page 48

**WSTR (Star 94)/Atlanta** has dropped Hot AC (and its nightly "Jazz Flavours" program) in favor of Adult CHR 'round the clock. PD **Bill Cahill** and OM **Tony Novla** upped the station's current percentage to at least 70%.

New **WAKS/Ft. Myers** PD **Jim Corey** called the ST "fun-fone" to let our loyal readers know that the station — which recently lost its GM, PD, and other key staffers — was *not* forced to go satellite. Rather, it's business as usual at the **WRCC Partners AOR**, which has hired former crosstown **WRXK** personalities **Rick Blade** and **Allyn Black** to shore up its airstaff. Group Manager **Bill Verecka** is handling interim GM duties.

ST hears **Jacor** exec **Randy Michaels** and **WEBN/Cincy** OM **Tom Owens** are doing some *free* consulting for **Venice Broadcasting Classic Rock WXKR/Toledo**. Why? Well, maybe it's because 'XKR's main competitor — AOR **WIOT** — is owned by financially beleaguered **Reams Broadcasting**, which also happens to own 'EBN's chief competitor, Cincy Z-Rock outlet **WZRZ**.

The 1991 **Country Music Association Broadcast Awards** winners for large, medium, and small markets, respectively, are:

- **Stations:** **KNIX/Phoenix**; **KSSN/Little Rock**; **KYKZ/Lake Charles, LA**.
- **Personalities:** **Bill Whyte (WUBE/Cincy)**; **Ernie Brown (KVET/Austin)**; **Rick Mize & Gwen Wilson (WKNN/Biloxi, MS)**.

Five Uzi-toting masked bandits stormed the Queens, NY offices of **Relativity Records** Friday (9/6) and stole the label's \$14,000 payroll while it was in the process of being transferred from an armored vehicle. With the exception of a maintenance man, who was pistol-whipped, no one was hurt in the heist.

## Records

- **Arista** Dallas promo rep **Dave Ross** heads to the Twin Cities as **Columbia's** new local promo rep.
- **IRS** hires **JRS** Chicago regional promo rep — and former **KSAQ/San Antonio** PD — **Leo Vela** for similar duties.
- **Hollywood** hires **Island** Northeast regional promo rep **James Evans** for Boston regional promo duties, and **Sleeping Bag Records** Nat'l Promo/Sales rep **Paul Cioffi** for the Northwest regional promo slot, based out of Seattle.
- **Alpha International Records** and **PGD** have inked a distribution/joint label deal. AI had previously been linked with **CEMA**.

## RADIO &amp; RECORDS



1

- **Gannett** transfers **Bill Richards** and **Dene Hallam**, respectively, to the **KIIS/L.A.** and **KKBQ/Houston** PD posts.
- **Kenny Puvogel** elevated to VP/Promo at **WB**.
- **Morgan Creek Music** formed; **Jim Mazza** and **David Kershenbaum** named co-Presidents.
- **Steve Hegwood** becomes **WJLB/Detroit** PD.

5

- **General Electric** sells **RCA/Ariola** to **Bertelsmann**.
- **Norm Epstein** promoted to **KLAC & KZLA/L.A.** VP/GM.

10

- **Jim deCastro** elevated to **WLUP/Chicago** VP/GM.
- **Dave Van Dyke** named **KGON/Portland** PD.
- **Satellite Music Network** debuts the first 24-hour live satellite net, beaming its Country format to **KBRJ/Boise**.

15

- **E. Alvin Davis** becomes **WSAI/Cincy** PD.
- **Charlie Kendall** joins **KZEW/Dallas** for mornings.
- **Richard Palmese** named Nat'l Promo Dir. for **Arista**.

**NBC-TV** pulled out all the stops this week to promote "The Adventures of **Mark & Brian**." The net not only aired *three* episodes, but also saw to it that the **KLOS/L.A.** stars were interviewed on the "Today" and "Tonight" shows.

The first installment of "Adventures," in which **M&B** performed with the **Temptations**, logged an 18 share in the overnight-rated **Nielsen** markets.

**Don Anthony (Talentmasters)** and **Dan Vallie (Vallie Consulting)** have formed **Morningmasters**, a separately owned and operated company concentrating exclusively on the training and nurturing of air talent, primarily wakeup artists. Vallie's **Randy Lane** will be spearheading the effort.

Radio consultant and anti-censorship activist **Jeff Pollack** will be honored by the **American Civil Liberties Union** at its annual "Torch of Liberty Awards Gala" October 1. **Don Henley** will present the award to Pollack. Also to be honored that night: "Boyz N The Hood" writer/director **John Singleton**.

(advertisement)

## McVay Media Wins

Program Consultants **McVay Media**, once again post wins at client stations with an 82% victory ratio.

Congratulations to **WPNT/Chicago**, **WLTF/Cleveland**, **WMTX/Tampa**, **KLSY/Seattle**, **WKJY/Long Island**, **WWNK/Cincinnati**, **WWLI/Providence**, **WKLI/Albany**, **WMAS/Springfield**, **KMGL/Oklahoma City**, **KWFM/Tucson**, **WAJI/Ft. Wayne**, **WVAF/Charleston**, **WYNK/Baton Rouge**, **WWKL/Harrisburg**, **KLTD/Austin**, **WMYI/Greenville**, **KPYR/Memphis**, **WHYI/Miami**, **WWWI/Toledo**,

**WQXK/Canton**, **WYNK/Baton Rouge**, **WHYI/Montgomery**, and **WMLI/Madison**.

Special Recognition goes to **Mason Dixon** at **WMTX (Mix 96) Tampa** on his return to Tampa Bay and his debut victory over both **Q-105** and **The Power Pig**.

Congrats also to associate consultant **Harry Lyles** who won big for us at **WDZZ/Flint**.

## More Winners

The complete **McVay Media** report card is available by calling **Mike McVay** at (216) 892-1910.

# LUTHER VANDROSS



**"DON'T WANT TO BE A FOOL"**

CHR CHART: **25**  
158 CHR REPORTERS — 65%  
AVERAGE MOVE: +3

**Z100 add 27**      WIOQ 21-9      KRXY 8-6  
**KDWB add**      WPGC 14-11 hot      FM102 6-6  
**PWR106 add 31**      KBXX 5-3 hot      KPLZ deb 24  
... AND MANY MORE!

AC **BREAKERS**. AC CHART **23** — MOST ADDED!  
#1 URBAN HIT!  
NOW ON MAJOR U.S. TOUR!

TOP 5 FEMALE CALLOUTS AND PHONES . . . GET IT!



# BAD ENGLISH



**"STRAIGHT TO THE HEART"**

**P2 CHART 37**

**P3 CHART 36**

NOW ON 137 CHR REPORTERS INCLUDING

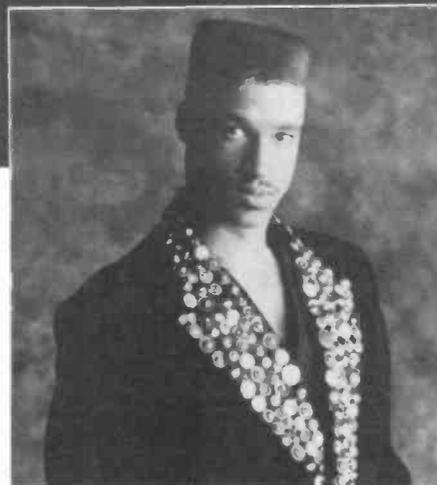
<b>WXKS</b>	<b>KKBQ</b>	Y102 deb 25	XL1067 deb 29	WBWB add	WDBR add 35
<b>B94</b>	<b>Q105</b>	WMXF add	WVIC add	WLRW deb 25	KFFM add
<b>PRO-FM</b>	<b>KBEQ</b>	HOT95 add	WILN add 34	KSNX deb 25	...AND MANY MORE!
<b>PWR95</b>	<b>KRXY</b>				

BAD ENGLISH -- GOOD NUMBERS . . . GET IT!

AOR TRACKS: **9**



# TONY TERRY



**"WITH YOU"**

**P1 CHART 30**

NOW ON 61 CHR REPORTERS INCLUDING:

NEW BELIEVERS	PWR99 31-28	KKFR 9	KZFM 7-6 Hot
<b>HOT97 add 35</b>	KBXX 6	KOY-FM 25	HJOT95 24-18 Hot
<b>B96 ad</b>	KRBE 28-24	KGGI 6-4 Hot	KBFM 26-17
<b>KIIS add</b>	KTFM 7-6 Hot	FM102 15-13	B95 29-21
BREAKING AT	PWRPIG 33-27	Q106 18-14 Hot	Z90 24-20 Hot
WIOQ 11	WHYT 23	KMEL 6	...AND MANY MORE!
WPGC 2-2 Hot	KXXR	HOT977 9-7	
	PWR106 23-18 Hot	WBBQ 36-26	
		WCKZ 14-9 Hot	

TOP 5 URBAN HIT!

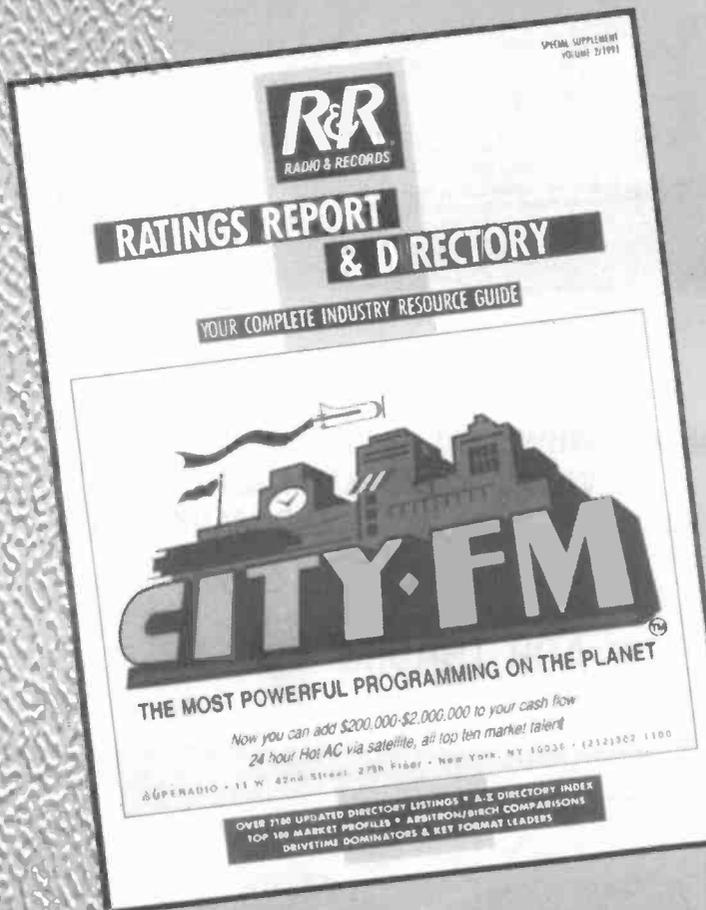
- SINGLE SALES OVER 350,000 UNITS!
- ALBUM SALES OVER 250,000 UNITS!
- VIDEO JUKEBOX - TOP 10, ALL REGIONS!

WE WILL BRING IT HOME . . . GET IT!



With Next Week's R&R

# YOUR COMPLETE INDUSTRY RESOURCE GUIDE



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**SUPERADIO**

# RATINGS

## 12+ SUMMER BIRCH RESULTS

### New York

	Sp '91	Su '91
WRKS (UC)	7.5	7.7
WQHT (CHR)	5.2	5.5
WNEW-FM (AOR)	4.3	5.3
WBLS (UC)	5.4	4.8
WCBS-FM (Gold)	4.3	4.1
WHTZ (CHR)	4.0	4.1
WINS (News)	4.4	4.1
WFAN (Sports)	3.3	4.0
WXRK (CR)	3.5	3.9
WNSR (AC)	3.5	3.3
WOR (Talk)	3.6	3.3
WPAT-A/F (B/EZ)	3.3	3.2
WQCD (NAC)	2.9	3.2
WABC (Talk)	2.6	2.8
WPLJ (CHR)	2.3	2.8
WCBS (News)	2.7	2.7
WLTW (AC)	4.4	2.7
WYNY (Ctry)	2.1	2.3
WNEW (Nost)	1.4	1.9
WSKQ-FM (Span)	1.2	1.7
WQXR-A/F (Clas)	1.4	1.6
WNCN (Clas)	1.7	1.1
WADO (Span)	1.4	1.0
WBAB-FM (AOR)	.9	1.0

### San Diego

	Sp '91	Su '91
KKLQ-A/F (CHR)	8.8	8.1
XTRA-FM (NR)	7.8	7.9
KSON-A/F (Ctry)	8.3	7.8
KIOZ (AOR)*	3.0	5.9
XHTZ (CHR)	5.4	5.7
KFMB-FM (AC)	4.9	5.5
KGB (AOR)	6.7	5.3
KSDO (N/T)	4.6	5.0
KJQY (AC)	2.4	4.0
KFMB (AC)	5.6	3.9
KIFM (NAC)	3.9	3.6
KYXY (AC)	2.6	3.1
KPOP (Nost)	3.1	3.0
XHRM (UC)	3.0	2.7
KCBQ (Gold)	1.9	2.3
KFSD (Clas)	2.0	2.0
KSDO-FM (CR)	3.0	1.9
XLTN (Span)	1.3	1.6
KCBQ-FM (Gold)	2.7	1.5
KRMX (AC)	.4	1.4
KPBS (News)	1.4	1.1
XTRA (Sports)	.9	1.1

\*Formerly KGMG-FM

### Nassau-Suffolk

	Sp '91	Su '91
WBAB-FM (AOR)	6.0	6.0
WHTZ (CHR)	5.0	5.9
WALK-A/F (AC)	4.5	5.7
WBLI (CHR)*	4.7	5.4
WNEW-FM (AOR)	4.3	5.2
WCBS-FM (Gold)	5.4	5.0
WFAN (Sports)	4.9	4.2
WQHT (CHR)	4.5	4.1
WXRK (CR)	3.9	4.1
WPLJ (CHR)	1.9	3.2
WRKS (UC)	3.0	3.1
WCBS (News)	3.3	2.9
WNSR (AC)	1.8	2.7
WOR (Talk)	2.0	2.6
WPAT-A/F (B/EZ)	2.3	2.6
WHLI (BBnd)	1.6	2.5
WYNY (Ctry)	2.2	2.4
WABC (Talk)	2.9	2.3
WDRE (NR)	3.0	2.3
WINS (News)	2.0	2.3
WQCD (NAC)	2.5	2.2
WLTW (AC)	3.7	2.0
WKJY (AC)	2.0	1.9
WCTO (AC)	1.4	1.6
WQXR-FM (Clas)	1.1	1.6
WBLS (UC)	2.2	1.5
WGSM (BBnd)	.7	1.5
WPLR (AOR)	1.6	1.3
WRCN (AOR)	1.0	1.2
WNEW (Nost)	.6	1.0

\*Switched to AC after rating period

### Los Angeles-Orange County

	Sp '91	Su '91
KIIS-A/F (CHR)	6.4	6.7
KKBT (UC)	6.6	6.0
KLOS (AOR)	6.3	5.6
KABC (Talk)	4.6	5.4
KOST (AC)	4.6	5.3
KPWR (CHR)	5.0	4.4
KROQ (NR)	4.4	3.7
KLSX (CR)	3.1	3.2
KWKW (Span)	3.1	3.0
KRTH (Gold)	2.3	2.9
KBIG (AC)	2.5	2.8
KFWB (News)	2.9	2.7
KQLZ (AOR)	2.6	2.7
KNX (News)	2.9	2.6
KZLA (Ctry)	1.6	2.6
KTWV (NAC)	3.5	2.5
KFI (Talk)	2.8	2.4
KMPC (Nost)	2.0	2.4
KLVE (Span)	3.4	2.3
KJLH (UC)	1.8	2.2
KTNQ (Span)	2.3	1.7
KKHJ (Span)	1.5	1.6
KCBS-FM (Gold)*	1.4	1.3
KNAC (AOR)	1.4	1.3
KGFJ (UC)	.8	1.2
KKGO (Clas)	1.3	1.2
KUSC (Clas)	1.4	1.2
KACE (NAC)	.9	1.1
KLON (Jazz)	.6	1.1
KXEZ (Gold)	1.2	1.1
KKLA (CC)	.4	1.0

\*Formerly KODJ

### San Jose

	Sp '91	Su '91
KHQT (CHR)	8.8	9.0
KGO (N/T)	8.9	8.4
KSJO (AOR)	5.9	6.2
KOME (AOR)	5.2	5.4
KUFY (CR)	3.2	4.1
KBAY (B/EZ)	3.4	4.0
KMEL (CHR)	3.2	3.7
KEZR (AC)	3.3	3.4
KBRG (Span)	2.5	3.3
KRTY (Ctry)	2.1	3.3
KITS (NR)	2.6	3.0
KARA (Gold)	3.0	2.8
KNBR (Talk)	2.7	2.8
KSAN (Ctry)	2.6	2.8
KCBS (News)	2.5	2.4
KQED (News)	3.6	2.4
KSOL (UC)	2.9	2.3
KBLX-FM (NAC)	1.1	2.0
KIOI (AC)	2.5	1.9
KFRC-FM (Gold)	1.4	1.8
KKSF (NAC)	1.9	1.7
KLOK (Span)	1.4	1.6
KDBK & KDBQ (AC)	2.3	1.5
KFRC (Nost)	.9	1.5
KOIT-A/F (AC)	3.4	1.5
KSFO (Gold)*	1.2	1.4
KEEN (Ctry)	1.5	1.3
KDFC-FM (Clas)	.9	1.2
KKHI-FM (Clas)	1.1	1.2
KAZA (Span)	.9	1.1

\*KSFO simulcasts most of its programming with KYA

### Chicago

	Sp '91	Su '91
WGCFM (UC)	9.4	10.6
WGN (AC)	8.0	8.2
WBBM-FM (CHR)	8.7	7.4
WWBZ (AOR)	4.1	5.8
WVAZ (UC)	6.7	4.5
WCKG (CR)	4.5	4.0
WUSN (Ctry)	4.7	4.0
WLUP-FM (AOR)	3.6	3.8
WXRT (AOR)	3.2	3.8
WBBM (News)	3.9	3.4
WNUA (NAC)	3.2	3.3
WLUP (Talk)	3.2	2.9
WMAQ (News)	3.0	2.7
WJJD (Nost)	2.4	2.6
WKQX (AC)	2.3	2.1
WLS (Talk)	2.6	2.0
WFMT (Clas)	1.3	1.9
WLIT (AC)	2.0	1.9
WPNT (AC)	.9	1.8
WJMK (Gold)	2.0	1.7
WBEZ (N/T)	1.2	1.5
WOJO (Span)	.8	1.5
WYTZ (CHR)	1.9	1.5
WTMX (AC)	1.5	1.4
WGCI (Gold)	.4	1.2
WMBI-FM (Rel)	1.1	1.0
WNIB (Clas)	1.1	1.0

### San Francisco

	Sp '91	Su '91
KMEL (CHR)	8.5	9.3
KGO (N/T)	8.6	7.9
KSOL (UC)	4.2	4.6
KCBS (News)	4.3	4.3
KIOI (AC)	3.1	3.4
KSAN (Ctry)	2.8	3.3
KFRC (Nost)	2.8	3.2
KITS (NR)	2.4	3.2
KNBR (Talk)	3.2	2.8
KBLX-A/F (NAC)	2.8	2.7
KHQT (CHR)	2.4	2.5
KSJO (AOR)	2.3	2.5
KOME (AOR)	1.8	2.4
KFRC-FM (Gold)	1.9	2.2
KQED (News)	2.8	2.2
KABL-A/F (AC)	1.4	2.1
KOIT-A/F (AC)	2.8	2.0
KSFO (Gold)*	1.9	2.0
KDBK & KDBQ (AC)	2.2	1.8
KBRG (Span)	1.2	1.7
KFOG (AOR)	1.9	1.7
KKHI-A/F (Clas)	2.0	1.7
KKSF (NAC)	2.8	1.7
KRQR (AOR)	3.4	1.7
KBAY (B/EZ)	1.4	1.5
KDFC-A/F (Clas)	1.4	1.5
KJAZ (Jazz)	.8	1.5
KUFY (CR)	.9	1.5
KDIA (UC)	1.3	1.2
KYA (Gold)*	1.5	1.0

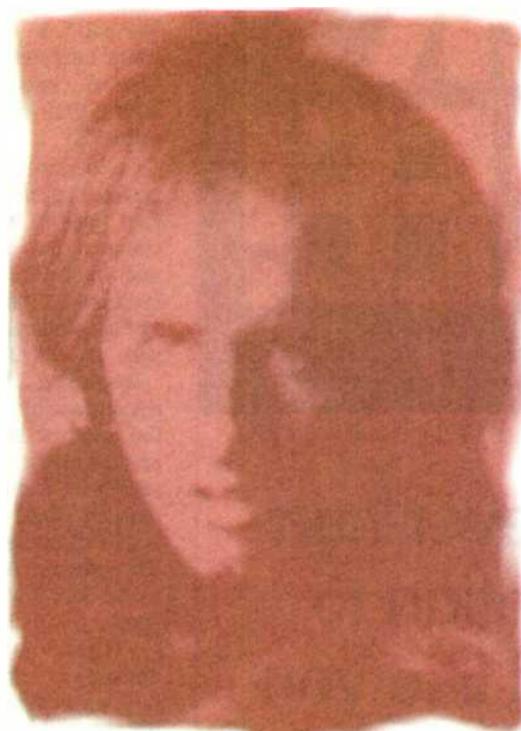
\*KSFO & KYA simulcast most of their programming

### 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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## NEWS

### FTC

Continued from Page 1

national, level. It is unclear why competition in local markets would be threatened by the formation of [national radio groups larger than those currently permitted]."

On the local level, the FTC suggested that relaxation of the ownership rules to allow, for example, common ownership of two AMs and an FM in the same market could serve the public interest by saving stations that would otherwise go dark.

Regarding LMAs, the FTC said it is impossible to generalize about the antitrust implications of such arrangements because they take a variety of forms and are used in markets of varying size. However, while acknowledging their potential economic benefits, the agency made clear it will not tolerate their abuse.

"Where an arrangement amounts to price fixing or market division, both of which remain illegal per se, it will not be saved from antitrust liability by claims of efficiency benefits or absence of market power," said the FTC.

### LMA

Continued from Page 1

WMXZ GM Rick Francis and two sales staffers were dismissed, but four other members of the WMXZ sales department have been absorbed by B97's sales team, which will now serve both outlets.

"This deal came together just two weeks after first being discussed with Stoner," WEZB & WMXZ VP/GM Marc Leunissen told R&R. "Stoner and EZ have had a history of good relations. We're partners in a tower project here, and we respect and trust each other. We saw WMXZ coming on as the new AC force in the market and have been fortunate enough to strike a deal with a station that can make an immediate and positive impact on the bottom line."

Leunissen said each station's programming department will remain autonomous, with B97 PD Brian Thomas and WMXZ PD Bruce Bond reporting to him. Added Leunissen, "We're working on new studios in our building for the WMXZ airstaff because their lease runs out at the end of the month."

The only remaining Stoner employee is Station Manager Pamela Sharp-Brown, who has the responsibility of protecting the license and ascertaining that all FCC requirements are being met.

### 'Logical Choice'

Explaining the Keymarket-Coastal arrangement, Coastal executive Tac Carrere noted, "This seems to be the logical choice for us. Economic conditions have made it difficult for new stand-alone FM stations to be profitable. We're confident Keymarket has the resources available to handle the programming, marketing, and advertising sales of the station. We will continue to own the station and are responsible for maintaining the license and serving the community."

A Keymarket executive could not be reached for comment. But a news release indicated that KNOK's format may be changed.

### ASCAP

Continued from Page 3

industry has changed the way it does business in the five years covered by our last agreement."

Other changes in the ASCAP license include:

- Elimination of the highest one-minute rate formula for all new licensees (since January 1, 1991) electing to use a per program license (PPL), rather than a blanket license. The base PPL fee for incidental music will be 0.24%.

- Network affiliate compensation is no longer deductible under the blanket license unless a station is broadcasting 90% or more of the network programs in which spots were fed.

- The yearly adjustment in estimated payments is tied to the government's Consumer Price Index, rather than the previous fixed increase of 8%.

### Wyatt

Continued from Page 1

Rose stressed the adjustments would not constitute a wholesale format change. "Power 106 will still be a dance-leaning CHR and will still be called Power 106. But the packaging and presentation will be somewhat different."

Emmis Exec. VP/Programming Rick Cummings told R&R, "The changes have already begun, and there will be more in the next two months or so. We're not going to blow up Power 106 and the changes may not be readily perceptible, but they will help us fine-tune the station in order to add a few more minutes of time spent listening."

### McClusky

Continued from Page 3

In addition, the company has hired WBBM-FM (B96)/Chicago Promotion Director Jon Scott as Director/Radio Marketing & Promotion, replacing Andrea Chiaro.

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## FORMAT IN CRISIS

# The End Of CHR As We Know It?

By Jeff Pollack

The only crisis that's received more headlines lately than the future of CHR is the upheaval in the Soviet Union. I've never heard more indecision and confusion from top programmers about the direction of a major format in all my years in radio.

What's abundantly clear is that CHR is not only in trouble from a ratings standpoint, but is suffering a general crisis of confidence among managers and owners alike as to its future viability. As with most things, it's impossible to project the future of CHR without a thorough review of the chain of events that has brought the format to the precipice.

Contrary to what you've been reading or hearing, the main problems with CHR do not include the following:

- Conservative PDs
- The quality of music being recorded today
- Song-driven rather than artist-driven product
- The audience's lack of interest in new music
- Too much research, not enough gut in programming today
- Music that's too one-dimensional, with an overabundance of rap and dance and not enough diversity — as in the "old days"
- Fatigue with Morning Zoos
- Decline in dollars to promote and market the format
- Too much arbitrary dayparting.

### Falling Into Traps

Yes, all of the above can be factors in a given situation. But the real deterioration began only a few short years ago, when programmers began feeling pressure to abandon the natural core of their audience to seek greener pastures.

The result has been disastrous, as CHR has fallen into the following traps:

- The absurdity of trying to attract adults in a competitive environment — The single most important factor which has caused

**CHR is not only in trouble from a ratings standpoint, but is suffering a general crisis of confidence among managers and owners alike as to its future viability.**

serious audience erosion among CHRs is that in the bid to gain adults, the format has altered what's essentially a 12-24 music mix and blown off much of its core. Despite the desires of your sales department and ownership, a CHR station is in a young people's business. To be simplistic, playing today's most popular hits is a format designed for 12-24s, not adults. To get an older audience in a competitive market, you'd better have someone like Rick Dees doing your morning show.

• Inability to sell the format's strengths — Everyone knows the majority of dollars is spent against the 25-54 demos. But being a top station 12+ with a good 18-24 number that can translate into a good 18-34 ranking should be enough. No sales department, regardless of format, is in a position any longer to be an order-taker. Selling the unique sizzle of your station should never be just about numbers anyway, since CHR attracts such an active audience. A CHR format is designed primarily to attract 12-24s, so sell the agencies what you have more creatively and effectively. Don't blame the programmer.

• Fragmentation and the squeeze play — Like mainstream AOR, which is being squeezed by Classic Rock on one side and hard-rocking AOR on the other, main-

stream CHR is feeling a similar pinch — with Hot AC on one side and dance CHR on the other. Consequently, mainstream AORs and CHRs have become hybrid formats, resulting in the loss of a clear and unique music identity in an environment which demands it. The '90s are clearly a decade of narrowcasting. For either format, attempting to attract a core demo spread larger than 10-12 years in a competitive environment is a hazardous road which leads to disappointment.

• Don Quixote syndrome — In a busy market, you cannot simply decide you're going to skew older. You may as well chase rainbows or do battle with windmills — and then get prepared to change formats when it doesn't work. A well-established CHR with a strong image carries a lot of baggage in terms of image, which is almost impossible to leave behind. Attempts to add a lot of '80s oldies in a bid to attract 25-34s simply isn't going to work. It's like casting Dustin Hoffman in "Bill And Ted's Excellent Adventure" to encourage an older filmgoer to see the movie. Once you have a firm identity, trying to convince potential listeners that you've become something else overnight is a foolhardy strategy that ends up pleasing no one.

• No. 1 overall isn't good enough — For programmers who have grown up in an environment which has always rewarded someone for being No. 1, this is a time for retrenching and re-focusing. These PDs fully realize a CHR in a competitive market faces an almost impossible task of trying to finish in the Top 5 25-54, let alone No. 1. Again, by definition, a mainstream CHR relies on primarily 12-24 music, so it's a pipe dream to think a station can succeed with these older demo parameters and goals. As a result, it's very discouraging for today's CHR PDs to be set up to fail.

## CHR Repair Kit

So, how to fix this format? Here are 10 issues to consider:

- 1 CHR can only work when it consists of the hits of today. *There is no such thing as Adult CHR.* Come to terms with the premise that a CHR format is designed to attract young people. Wake up and look at your playlist — what adult can listen to even half of what you're playing?
- 2 Target and program to the audience which actually likes the music. A 12-34 demo is too wide and not viable. A 10-12-year demo spread is all you'll get.
- 3 Program to the segment which drives the numbers. Be proud you're No. 1 12-24 or get out of the format and into another (if one's still available).
- 4 Get used to lower numbers. With the "squeeze play," you won't be seeing double digits again in a competitive market. But you can still be No. 1 overall.
- 5 Stop throwing money at the audience. Play the right music to a specific, realistic target. Contesting won't get you adults.
- 6 Stop playing a lot of oldies. You can't hope to attract an AC audience by playing a few more '80s cuts. It doesn't fit with today's music, and it isn't going to work. Give that idea up.
- 7 Educate your sales department and ownership that there's a lot to be said for being No. 1. I know the station probably has a big debt service, but not being No. 1 in at least one demo is a worse fate. Sales has to be as creative as programming. Taking orders isn't the way it's going to be in the '90s.
- 8 Communicate, don't talk at your audience. They get it. They want excitement, not jive. Don't lie to them. They're pretty aware of what's going on.
- 9 Don't give up on trying to find a great morning show. It's your only chance to attract an audience beyond the core audience. It can't be done with music.
- 10 There isn't room for two stations to do exactly the same thing; two "mainstream" CHRs are no longer viable in one market. If a dance niche is available, take it. An alternative-based CHR can be a very attractive option (especially in light of the success of this summer's Lollapalooza concert tour and the amount of alternative bands that are crossing over). If you're in a weak AC market, take the Hot AC position. But evaluate carefully what's available and make sure you're unique, or you won't make it in a busy market.

### Reports Of Demise Widely Exaggerated

Is it any wonder the format finds itself in dire straits? Is it surprising so many recent format evolutions from CHR haven't worked, and that the tantalizing "mix" format hasn't exploded? It's because the basic tenets of success in any busy market always apply: Do what you can to be unique product-wise, and sell the hell out of it.

Is CHR dead? Shakespeare's Henry V could have been addressing this problem when he stated, "The man who sold the lion's skin while the beast still lived was killed while hunting him."

CHR was pronounced dead in the early '70s and early '80s, only to come roaring back with a vengeance. CHR's widely predicted demise will be pre-

mature as long as the format's done properly. CHR will rebound and survive as long as there are realistic expectations and the performance to match.



Jeff Pollack is Chairman/CEO of Pollack Media Group (213-459-8556), an international programming advisory firm, consulting all radio formats in nine countries. He contributes to this section on a regular basis.

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## Music: A Cycle Of Boom & Bust

By Donald Passman

A friend of mine told me about a short story he once read that described the life of an ant colony. The ants had a lifespan of only two weeks, but learned about the world from their elders. The ants born in the summer heat would hear legends from the deep past about ice and snow covering the ground and trees without leaves. But they never believed them.

What does this have to do with the music business? Well, every time we get into a down cycle, it feels like the golden days are merely legends of another era. But the ups and downs are just as much a part of life as the seasons, and they will continue to come around in our business just as they do in everybody else's business. See if these quotes from 1977 sound familiar: "I've never seen the business so bad"; "These are the worst record sales in history"; and "The industry is in the toilet."

### Coming Full Circle

In my book, "All You Need To Know About The Music Business," one section is devoted to record industry cycles. It goes something like this:

• The music business follows the general economic cycle very closely. Unlike movies, for example, which seem to do better in bad times (because people want a cheap escape), the record industry floats on the waves of our overall economy. If

“**Unlike movies, for example, which seem to do better in bad times, the record industry floats on the waves of our overall economy.**”

the economy is humming, records sell; if not, they don't. There are, of course, our own minicycles. The fact that there's no good music out means lousy sales. And when an incredible album sells huge numbers, it's great for everyone because it brings people to the stores and pumps up all the companies' sales.

However, the broader trend still rules: the greatest and the most mediocre of albums sell more in good economic times than in bad. And the reason is pretty simple — people don't have as much money to spend on records.

• When the economy heats up and business is

good, there's a lot of money for everyone, so the companies spend freely. This also causes a power shift in the industry. Recording artists begin to have much more clout (they're getting richer on the increased sales), and so the record deals get tougher on the artists' side. Also, the companies have lots of money with which to bid each other into a feeding frenzy.

During these times, companies love to put big money into major artist deals because the large sales numbers increase their market share and show a great return (as long as the artist keeps selling at high levels). Interestingly, however, these big deals can be very fragile; if the artists' sales dip even a little, the company can lose a large amount.

“**The music business is a long-term major industry. Don't be discouraged by the doomsayers when times are bad (or by the doomsayers when times are good).**”

• This trend moves along elegantly until the economy slams into a mountain, at which point the excesses

“**Ups and downs are as much a part of life as the seasons, and they will continue to come around in our business just as they do in everybody else's business.**”

come home to roost and the big deals start to look like burdens. Executives begin flying business class, the companies rent Chevys instead of limos, and the signing parties move to Taco Bell. This is also the time some companies go belly up or are sold to a foreign power. But the good news about this part of the cycle is it shakes out the inefficiencies of the business and forces everyone to tighten their operations. Also, when times are bad, new artists do better — new artist deals are attractive because they're cheap.

• Following the cutbacks, when things have become lean and mean, we're poised to take advantage of the next upturn in the economy. When it starts to turn, records begin to sell again and we start the cycle all over again.

### Sky Isn't Falling

There's something in the genetic makeup of humans which makes us feel that whatever cycle we're currently in will last forever. When things are booming, we assume they can only go higher. And when things are down, we can only believe the sky will keep falling.

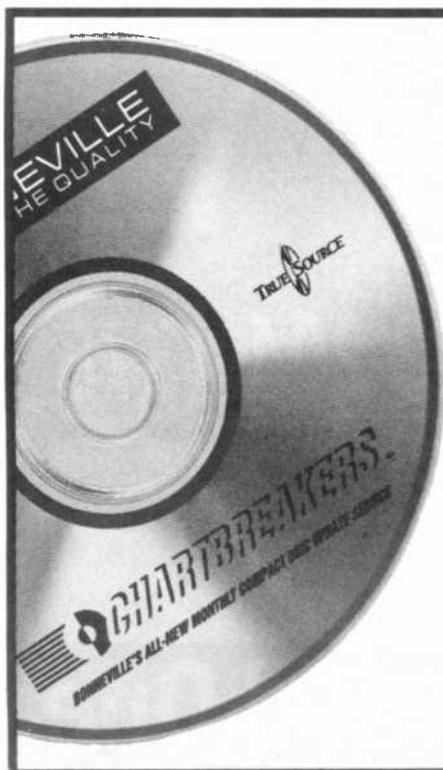
But now that I've done this for almost 20 years and

lived through several cycles, I'm convinced the music business is a long-term major industry. Music is still one of the cheapest forms of permanent entertainment. So don't be discouraged by the doomsayers when times are bad (or by the doomsayers when times are good).

We're going to come through this dip just as we've come through the last few. And keep a record of all the depressing quotes you hear so you can pull them out and comfort yourself the next time the cycle reaches this point.



Donald Passman practices law with the firm of Gang, Tyre, Ramer, & Brown and has authored the recently published "All You Need To Know About The Music Business."



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# A Case For Aided Recall

By Rob Balon

Now that the great debate revolving around the three-book/four-book issue has been resolved, it's time to address a much more critical and fundamental quantitative issue: the introduction of an aided recall ratings system.

The problem with the radio business is that our revenue does not derive from sets sold. Our ability to profit is a direct function of our skill at attracting listeners to our stations (hard enough) and getting them to accurately report the listening that occurred (harder still). If the first part occurs without the second, it's as if listening never happened at all.

The retail analogy is obvious. If your business is selling soap, you count every bar sold at the end of the day. The numbers are absolute. If your business is attracting listeners to your station, you have no idea when and if you've made "a sale." In even the largest markets, you must wait at least 90 days to find this out. And then the results are prone to wide margins of error.

Is this any way to run a business? And why turn the already difficult process of diarykeeping into a guessing game? Why put the station you work so assiduously to build at the mercy of the average respondent who will never be as radioliterate as you'd like him to be? Why, indeed!

## Removing Shackles

We need a ratings system that makes it as easy as possible for listening to be properly credited and reported. Lacking an electronic diary, we need some

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**As an industry, we should stop playing ratings roulette and start trying to make the most of the opportunities that our ratings process affords us.**

”

“

**While an aided recall system would not eliminate all the guesswork from diarykeeping, it would almost totally wipe out the need for ascription.**

”

form of an aided recall system.

When you compare the differences between what a station's listeners can remember top of mind (unaided recall) and what they say they listen to after a roster of stations is read to them (aided recall), these differences are often euphemistically referred to as "phantom" or lost cume. I've seen stations with phantom cumes running as high as 50%. And the simple truth is there's no need for it to be that high.

While an aided recall system would not eliminate all the guesswork from diarykeeping, it would almost totally wipe out the need for ascription. There would be little doubt as to the correct reporting of call letters, dial positions, or station slogans. Diarykeepers would be far less likely to flip, switch, or shorten call letters; and dial positions would be accurate. On top of all that, weekly total cume numbers would probably rise as listeners would no longer have to grope for impressions of stations covered. Radio as an industry would remove itself from some age-old shackles.

Radio is the only medium where unaided recall rules the day. Newspapers and magazines have hard subscription figures along with in-depth personal interviews (Simmons). Billboard awareness is reas-

sured using aided recall. Even television, where the diary is still widely used, has aids like *TV Guide* and the Sunday TV supplement, where all stations are routinely listed and which viewers use to look stations up. Radio has nothing close to that.

## No Shortcuts

Many radio professionals have long suspected that ad agencies bring pressure to bear on keeping an unaided recall system. Agencies want to know if an ad can be recalled on its own merits and don't want the respondent to have a roster. But that argument is without merit. Many diarykeepers can remember an ad without having any idea of what station they heard it on.

And that's just the point. Recognition of ad placement and product has virtually no relationship to station awareness. Because for most listeners, the radio station is not an end unto it-

“

**I've seen stations with phantom cumes running as high as 50%. And the simple truth is there's no need for it to be that high.**

”

self. It's the conduit through which music, information, and advertising flow. Therefore, it makes perfect sense to give listeners as much assistance as possible in the complicated task of accurately keeping a diary where the sole task is not to evaluate the product but to identify the source.

Stations know there's no shortcut. You can't manipulate diarykeepers by such thinly veiled paeans as "write it down." Those just don't have any basis in reality. The easiest way would simply be to make it as expeditious for each diarykeeper as possible.

It works in France. Mediametre, the French

“

**We need a ratings system that makes it as easy as possible for listening to be properly credited and reported. Lacking an electronic diary, we need some form of aided recall.**

”

ratings company, uses an aided recall system in its telephone interviews. Respondents are taken through the list of stations in Paris twice before they are asked to recall listening. About a year ago, Mediametre dropped the aided recall stimulus for one report. Overall results: The numbers of all stations tumbled. Not surprisingly, a great hue and cry rose from the client base, and the aided recall element was reinstated.

It works in Australia as well. McNair Anderson uses a roster system in its diaries that is similar to what was used in the old Pulse books in the U.S. So far, Australian broadcasters are most pleased with it.

## Logistical Soul-Searching

So how come we don't have it here? Arbitron VP/Marketing Jay Guyther says it's been discussed in the past and dismissed more for practical than methodological reasons. Guyther makes several excellent points:

- Each individual diary would have to have a complete roster of stations. In New York, that's 126 stations. Who do you put first or last?
- Will the order of listing create a bias in and of itself?
- Will that many stations confuse the diarykeeper instead of aiding him?
- What happens when a diarykeeper moves and his diary is forwarded to him?
- Do you list dial positions and slogans as well?
- What happens when a station changes call letters in mid-survey?

Another argument I've heard is that an aided recall system could artificially raise the overall cume. People would just check off stations because they were listed, not because they had listened. Studies indicate

that the majority of listeners don't do that at all. Indeed, a roster of stations helps bring their levels of reported listening up to a point that approaches their real or actual listening. In unaided recall surveys I've conducted, reported listening usually lags considerably behind real listening.

I acknowledge that going to an aided system would take a lot of logistical reworking. But the bottom line here is that our industry needs all the help it can get. If we can make it that much easier for listeners to remember what stations they've spent time with, isn't that worth some logistical soul-searching? So it won't be perfect. Show me any type of research instrument that is.

But the fact remains that asking a respondent to reflect back over a week or even a 24-hour period is an arduous process. There's no need to put the average ratings respondent through diary gymnastics. As an industry, we should stop playing ratings roulette and start trying to make the most of the opportunities that our ratings process affords us.



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

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# Adult Contemporary: All Mixed Up

I'm all "mixed" up. Within the last year, many AC stations across the country have decided to call themselves "Mix" as if the name is salvation.

This lemming-like rush is happening because Adult Contemporary radio is chasing finer and finer slivers of an aging Big Generation. What's going on here?

To understand today's AC format, we need to define Adult Contemporary. Defining adult is easy: Adult simply means 25-54. In our Big Generation-centered society, we have decided that 55+ is no longer adult, but old. We think the hundreds of millions of dollars in advertising that go to 12-24-year-olds should be left for MTV and a few CHR stations that aren't joining the stampede to "mix" it up.

The word contemporary, however, has messed everybody up. Contemporary does not mean "new." In other words, Adult Contemporary is not new music for adults. Rather, contemporary is what is relevant right now. Newness is not as relevant as it was.

“**Adult Contemporary is chasing finer and finer slivers of an aging Big Generation.**”

## 10-Year Cycles

When the Big Generation was growing up, newness was the most relevant thing, as it still is with today's teenagers. Now that the Big Generation is passing through mid-life, newness is less important. It's not contemporary. Today, contemporary can be everything from a mix of old and new to all-oldies.

For a significant section of the Big Generation, musical life stopped almost two decades ago. They replaced their record collections with CDs, which suddenly made them contemporary. For them, Adult Contemporary includes oldies of all sorts.

Nationwide Communications programming guru Guy Zapoleon reminded me that Adult Contemporary tends to follow 10-year cycles that are spawned by Top 40 or CHR radio. Ten years ago successful AC was a spinoff from "Urban Cowboy" and Kenny Rogers cross-overs. During this time, Top 40 eroded as a format, added more oldies, became afraid to take chances, and ended up as stations we call Hot AC today.

## Adult

- 25-54
- Mostly baby boomers
- Think young
- "Memory"-driven

MTV kick-started CHR radio, which returned to currents. Meanwhile, Adult Contemporary began the long mutation through the '80s to its current incarnations. Using the aforementioned definition of contemporary, a strong case can be made that there are at least 10 AC formats, including Oldies stations.

Most of them share the same goals: increase ratings; play it safe: don't challenge or upset your target audience musically; figure out a way to increase in-office listening so you can artificially inflate real listening because of Arbitron's methodology; and spend tons of money advertising an innocuous product people can't be bothered to remember.

## Format Variations

Here are the key offshoots that fall under the Adult Contemporary umbrella:

• **Hot AC** — This is basically CHR for adults. It plays mostly currents and recurrents from the '80s. It's uptempo and tends to keep gold cuts out of the rotation. KFMB-FM (B100)/San Diego and KYKY/St. Louis are good examples of Hot AC.

• **Lite AC** — This is an oldies-based, relaxing format that focuses on Lionel Richie, Billy Joel, and other safe, soft sounds. It's one step up from the old Easy Listening formats — modern but with no edge. It could almost be called a decaffeinated Rock AC station. WHTX (Variety 96)/Pittsburgh would fit this bill.

• **Rock AC** — Becoming very popular, this format runs down two distinct sides. One focuses strongly on male listenership; the other more strongly on a female audience. To date, male-oriented Rock ACs are much more common.

For example, WMMO/Orlando has shown great success with 25-44 males. Many stations are jumping on that bandwagon, including

KMTT (The Mountain)/Seattle and KCDU (CD 107)/Dallas. Not all are succeeding.

On the flip side, rock-based AC for females can work extremely well. KHMV/Houston has outperformed all expectations by recognizing that contemporary for 25-44 females is not the same as contemporary for 25-44 males.

• **Uptempo, Soulful AC** — This offshoot is based on two key variables. First, AC stations must be different from each other if they're going to succeed. There's no point in being the third AC if it sounds the same as the first two.

Second, an aging Big Generation doesn't categorize radio stations as black or white. They just enjoy the music they grew up with.

An incredible hole is showing up in Boston, where Joint Communications' research helped WBMX deliver huge 25-54 numbers by providing the correct color-blind balance of old Motown and contemporary soulful music.

• **Slow, Urban AC** — A soulful, relaxing format that's more passionate than a Lite AC. The best example is WVAZ (V103)/Chicago.

## Contemporary

- Relevant today
- Mix/blend/variety
- Adult "hit"

• **Oldies** — These are fragmenting in so many directions that they could almost be considered a format of their own, except they act as contemporary programming for many adults. Millions of radio listeners live their lives in the present, but have their musical hearts in the past. Oldies formats fragment along three basic lines.

Some are based in the '50s and '60s, appealing to the older end of 25-54. Others are '60s- and '70s-based, appealing to the younger

“**A strong case can be made that there are at least 10 Adult Contemporary formats, including Oldies stations.**”



You can choose only one "Mix."

“**Broadcasters are finding it's harder than ever to simply transplant a successful format from one market to another and expect it to succeed.**”

end of the Big Generation. Some have gone even further and decided to be nothing but soft oldies, competing with Lite ACs for office listening.

• **Oldies-based AC** — This format holds a lot of promise. KODA/Houston, which calls itself Sunny, has successfully attacked CBS's KLTR (K-LITE) by carefully balancing song selection and tempo and focusing on the 35-44 demo.

• **Classic Rock** — It may not sound like AC, but it sure delivers numbers like AC. Increasingly, Classic Rock stations are adding new AOR artists and becoming the oldies AC station for a bunch of graying boomers.

• **AOR** — This isn't what most people would call an AC format. But with the enormous fragmentation taking place, it often performs like one. In the most recent ratings, KISW/Seattle — a very hard-rocking AOR station — was the No. 1 25-54 music station and No. 2 overall in the market. Is it contemporary? Is it adult?

## Fun Future

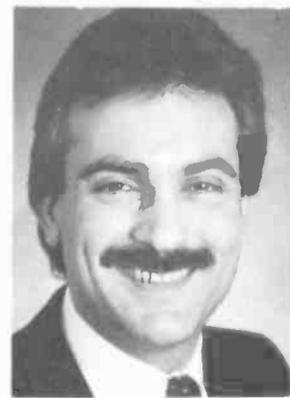
Everyone agrees that today's AC stations need heavy marketing, but some need more than others. And broadcasters are finding it's harder than ever to simply transplant a successful format from one

market to another and expect it to succeed. For example, WMMO's great line, "We're true to the music," didn't work as well for KMMK/Las Vegas.

The reason formats are no longer transplantable is simple. Most programmers and managers are smarter than ever before and use market research to block holes as quickly as possible.

What does this say about the future of AC? We'll find smaller, more precisely defined audience clusters than ever before. Marketing will be essential. Positioners such as "variety," "mix," and "best of the old, best of the new" will pop up in even more places. A decade from now we're bound to hear a station position itself as "The best of the '50s, '60s, '70s, '80s, '90s, and the 21st Century." It promises to be fun.

No. 31 in a series.



John Parikhal is CEO of Joint Communications, media strategists who conduct custom research and consulting for over 100 media and corporate clients. He can be reached at (416) 593-1136.

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Including: WBLK WAMO KMJQ WOWI WJLB  
WBLS WKYS K97 WGCI WTLC  
WRKS WVEE WEDR WIZF KPRS  
WDAS K104 WYLD WZAK KMJM



...And Many More!

## COMPACT DATA®

# Stop! Hammer Time (Again)

**M**C. Hammer — who recently dropped the “M.C.” from his name — is about to hit the streets with his third Capitol LP, “Too Legit To Quit.” The first single from the album will be the title track. Set to reach radio on October 7, the song features a complete horn section and guest vocals by 18-year-old Houston homegirl Saja (known for her work with B Angie B). Look for Hammer’s full LP to follow on October 29.

Incidentally, the single version of “Legit” also will double as the theme to Paramount’s forthcoming film “The Addams Family,” which is set to open nationally on November 22.

### Rock 'N' Role Stars

• David Bowie and Chris Isaak have landed feature roles in the big-screen version of director David Lynch’s cult fave (but cancelled) TV series, “Twin Peaks.” The movie is shooting on location in Seattle.

• SBK has set an October 8 release for the soundtrack to Vanilla Ice’s forthcoming movie, “Cool As Ice.” Along with Lonnie Gordon’s current single, “Gonna Catch You,” the platter features four new Ice tunes, including “Cool As Ice (Everybody Get Loose),” which the rapper performs as a duet with supermodel Naomi Campbell.

• Look for Danny Elfman to score Tim Burton’s forthcoming film, “Batman Returns.” Meanwhile, Elfman — who scored the first “Batman” movie — is also set to write music for Burton’s forthcoming “A Nightmare Before Christmas” and Orion’s “Article 99.”

• Judd Nelson has been tapped to play Crosby, Stills & Nash’s drummer Dallas Taylor in a forthcoming TV movie about the musician and his fight against liver disease.

Stylistics’ ballad “You Make Me Feel Brand New” (co-produced by Atlantic chief Ahmet Ertegun) and the Irving Berlin standard “Always.” And... Quincy Jones lends a rap to “The Waiting Game” and Patti Austin provides background vocals throughout. Arif Mardin produced.

### That Voice Themes Familiar

B.B. King has recorded the theme song to CBS’s fall TV show “Teach.” Other acts who’ve contributed opening themes to forthcoming fall series include the Judds (NBC’s “The Torkelsons”), the Roches (CBS’s “Princesses”), Art Garfunkel and Marvin Hamlisch (CBS’s “Brooklyn Bridge”), and Leon Russell (NBC’s “Flesh ‘N Blood”).

### Groove Juice

• Former Berlin songstress Terri Nunn will see her DGC solo debut (“Moment Of Truth”) released on October 22. The 11-song set features “Let Me Be The One” (which ships as a single on October 8), “Fly By Night” (written by Ric Ocasek), and “89 Lines.” David Z produced.

• The Pixies return with a new Elektra LP, “Trompe Le Monde,” on October 8. The 15-track disc includes a cover version of the Jesus & Mary Chain’s “Head On.”

• Surf guitar legend Dick Dale makes a guest appearance on Psychefunkapus’s forthcoming Atlantic LP, adding licks to the song “Surfing On Jupiter.” The album, produced by Talking Heads keyboardist/guitarist Jerry Harrison, is due in late October.

## CS&N 4-CD Box Coming

**A**tantic plans to release a four-CD box set of Crosby, Stills & Nash material on October 15. Titled simply “Crosby, Stills & Nash,” the 22-year career retrospective collects tracks from the musicians’ various solo and collaborative efforts, including tunes recorded with Manassas and Neil Young.

Featured on the 78-song set are many of the group’s proven hits as well as 27 previously unreleased tracks, ranging from outtakes, demos, and alternate versions of some of their better-known songs to newly unearthed live and studio material.

The accompanying 34-page booklet sports a “family tree,” an essay by noted rock journalist Chet Flippo, a discography, numerous illustrations, and track-by-track credits. Carry on.

### Flack’s Back

Roberta Flack’s new Atlantic LP, “Set The Night To Music,” is due in early October. In addition to the title track/current single, the disc features cover versions of the

**M**TV  
55.1 million households  
Patti Galluzzi  
Director/Music Programming

HEAVY	Weeks On
PAULA ABDUL/The Promise Of... (Capitol/Virgin)	6
BOYZ II MEN/Motownphilly (Motown)	12
EXTREME/Hole Hearted (A&M)	10
GUNS N' ROSES/You Could Be Mine (Geffen)	14
JESUS JONES/Real, Real, Real (SBK)	6
MARLYN JONES &.../Good... (Interscope/EastWest)	9
MC SKAT KAT &.../Slat Strut (Capitol/Virgin)	4
METALLICA/Enter Sandman (Elektra)	8
RICHIE SAMBORA/Ballad Of Youth (Mercury)	3
VAN HALEN/Runaround (WB)	7

EXCLUSIVES	
BRYAN ADAMS/Can't Stop This Thing... (A&M)	4
BELL BIV DEVOE/Word To The Mutha (MCA)	3
MARIAH CAREY/Emotions (Columbia)	ADD
EMF/Lies (EMI)	4
MOTLEY CRUE/Primal Scream (Elektra)	4
TOM PETTY & THE.../Into The Great... (MCA)	3

BUZZ BIN	
EMF/Lies (EMI)	4
FARM/Groovy Train (Sire/Reprise)	8
NINE INCH NAILS/Head Like A Hole (TVT)	ADD
SHOUBIE & THE BANSHEES/Kiss... (Geffen)	11
WHITE TRASH/Apple Pie (Elektra)	12

ACTIVE	
ALICE IN CHAINS/Sea Of Sorrow (Columbia)	3
ANTHRAX I/PUBLIC.../Bring... (Megalforce/Island)	10
BIG AUDIO DYNAMITE II/Rush (Columbia)	7
TOMI CHILDS/We Got To Go Now (A&M)	8
CROWDED HOUSE/Fan At Your Feet (Capitol)	ADD
BILLY FALCON/Power Windows (Jambco/Mercury)	ADD
CHESNEY HAWKES/The One And... (Chrysalis)	3
JOAN JETT & THE.../Backlash (Blackheart/Epic)	3
KISS/God Gave Rock... (Interscope/EastWest)	6
LATIN ALLIANCE I/WAR/Lowrider (On.) (Virgin)	4
ZIGGY MARLEY & THE.../Good Time (Virgin)	ADD
MARTIKA/Love.../Thy Will Be Done (Columbia)	7
NAUGHTY BY NATURE O.P.P. (Tommy Boy)	4
N.W.A./Always Into Somethin' (Priority)	7
DZZY OSBOURNE/No More Tears (Epic)	ADD
BONNIE RAITT/Something To Talk About (Capitol)	10
SALT-N-PEPA/Let's Talk About Sex (Next Plateau)	3

ON	
MIND FUNK/Sister Blue (Epic)	4
RTZ/Face The Music (Giant/Reprise)	ADD
SCHOOL OF FISH/3 Strange Days (Capitol)	19
SMYTHEENS/Top Of The Pops (Capitol)	ADD

STRESS	
COLOR ME BADD/Adore Mi... (Giant/Reprise)	8
COMMITMENTS/Try A Little Tenderness (MCA)	ADD
DIRE STRAITS/Calling Elvis (WB)	3
FIREHOUSE/Love Of A Lifetime (Epic)	13
HEAVY D. & THE BOYZ/Now That... (Uptown/MCA)	13
L.L. COOL J/6 Minutes Of... (Def Jam/Columbia)	7
PRINCE & THE NEW POWER GENERATION/Get Off (Paisley Park/WB)	5
SKID ROW/Slave To The Grind (Atlantic)	4
TEBLA/Edison's Medicine (Geffen)	ADD
KARYN WHITE/Romantic (WB)	6

HOT NEW VIDEOS	
BRYAN ADAMS/Can't Stop This Thing... (A&M)	4
BELL BIV DEVOE/Word To The Mutha (MCA)	3
MARIAH CAREY/Emotions (Columbia)	ADD
EMF/Lies (EMI)	4
RICHIE SAMBORA/Ballad Of Youth (Mercury)	3

ADDS	
MARIAH CAREY/Emotions (Columbia)	
NINE INCH NAILS/Head Like A Hole (TVT)	
COMMITMENTS/Try A Little Tenderness (MCA)	
TEBLA/Edison's Medicine (Geffen)	
BILLY FALCON/Power Windows (Jambco/Mercury)	
ZIGGY MARLEY & THE.../Good Time (Virgin)	
CROWDED HOUSE/Fan At Your Feet (Capitol)	
DZZY OSBOURNE/No More Tears (Epic)	
SMYTHEENS/Top Of The Pops (Capitol)	
RTZ/Face The Music (Giant/Reprise)	

**VH1**  
41.8 million households  
Sal LoCurto, VP/Music Programming  
Norman Schoenfeld, VP/Program & Artist Development

FIVE STAR	
GLORIA ESTEFAN/Live For Loving You (Epic)	2

GREATEST HITS	
PAULA ABDUL/The Promise Of... (Capitol/Virgin)	3
B. ADAMS/Everything... (A&M/Morgan Creek)	11
MICHAEL BOLTOW/Time, Love And... (Columbia)	8
MARIAH CAREY/Emotions (Columbia)	ADD
HUEY LEWIS & THE NEW POWER GENERATION/At Hi Me Lie A... (EMI)	7
BONNIE RAITT/Something To Talk About (Capitol)	13
ROD STEWART/The Motown Song (WB)	11

HEAVY	
EXTREME/Hole Hearted (A&M)	8
WHITNEY HOUSTON/My Name Is Not Susan (Arista)	3
MARTIKA/Love.../Thy Will Be Done (Columbia)	2
AARON NEVILLE/Everybody Plays The Fool (A&M)	14
ROXETTE/Fading Like A Flower (Every...) (EMI)	13
LUTHER VANDROSS/Don't Want To Be A... (Epic)	5
KARYN WHITE/Romantic (WB)	4
VANESSA WILLIAMS/Running... (Wing/Mercury)	6

WHAT'S NEW	
FRANCESCA BISHNE/Something About... (SBK)	6
DIRE STRAITS/Calling Elvis (WB)	1
BUDDY GUY w/L. BECK/Mustang... (Silvertone)	ADD
CHRIS ISAAK/Blue Spanish Sky (Reprise)	ADD
SIMPLY RED/Something Got Me... (EastWest)	ADD
CURTIS STUBBS/Wonder Why (Arista)	2
STING/Mad About You (A&M)	3
STEVIE WONDER/Fun Day (Motown)	1

ARTIST OF THE MONTH	
TAJ MAHAL/Don't Call Us (Private Music)	3

Information current as of September 10.

**JUVE BOX**  
11.7 million households  
Lee Garland, VP/Programming  
Mike Cooper, consultant

LTW	
4 1 BOYZ II MEN/It's So Hard To Say... (Motown)	
2 2 LIVE CREW/Pop That Coochie (Lue/Atlantic)	
1 3 ANOTHER BAD.../Jealous Girl (Motown)	
2 4 N.W.A./Always Into Somethin' (Priority)	
5 5 NAUGHTY BY NATURE O.P.P. (Tommy Boy)	
3 6 M.C. BREED & DFC/In't No... (SDGE/Aniban)	
7 7 TKO POSSE/Daddy's On... (Oceanic/Taste Good)	
8 8 PRINCE & THE NEW POWER GENERATION/Get Off (Paisley Park/WB)	
9 9 SHABBA RANKS I/MAJ P/BEST/Housecall (Epic)	
6 10 COLOR ME.../I Adore Mi Amor (Giant/Reprise)	

Most requested for the week ending September 6

## MUSIC DATEBOOK

### MONDAY, SEPTEMBER 23

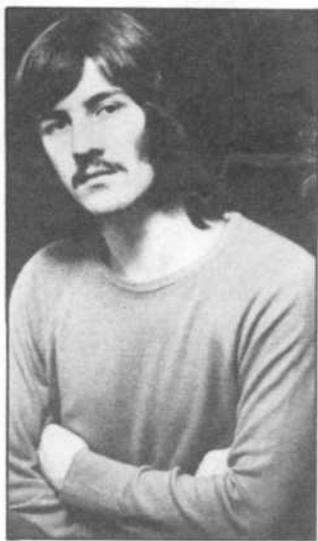
1969/“Paul McCartney is dead” rumors begin circulating when an Illinois newspaper erroneously cites several “clues” as conclusive evidence.  
Born: Ray Charles 1930, Julio Iglesias 1943, Bruce Springsteen 1949

### TUESDAY, SEPTEMBER 24

1988/James Brown leads state troopers on an hourlong chase through South Carolina and Georgia.  
Born: Linda McCartney 1943

### WEDNESDAY, SEPTEMBER 25

1954/Elvis makes his first — and last — appearance at the Grand Ole Opry. A talent coordinator tells Presley to return to truck driving.  
1965/The Beatles cartoon series premieres on ABC-TV.  
1975/Jackie Wilson suffers a paralyzing stroke while performing onstage at the Latin Quarter in New Jersey.  
1980/Led Zeppelin drummer John Bonham, 32, dies. The band members decide he's irreplaceable and break up.



John Bonham — bedtime for Bonzo.

### THURSDAY, SEPTEMBER 26

1989/Paul McCartney begins his first world tour in 13 years in Drammen, Norway.  
Born: Bryan Ferry 1945, Olivia Newton-John 1948

### FRIDAY, SEPTEMBER 27

1964/The Beach Boys make their first appearance on the “Ed Sullivan Show.”  
1986/Metallica bassist Cliff Burton is killed in a bus accident in Sweden.  
1990/Marvin Gaye is posthumously awarded a star on the Hollywood Walk Of Fame.  
Born: Randy Bachman 1943, Meat Loaf 1947, Shaun Cassidy 1958

### SATURDAY, SEPTEMBER 28

1968/Janis Joplin confirms that she'll soon exit Big Brother & The Holding Company.  
1989/Jimmy Buffett publishes “Tales From Margaritaville,” a book of his short stories.  
Born: Ben E. King 1938

### SUNDAY, SEPTEMBER 29

1976/Jerry Lee Lewis, aiming at a bottle, accidentally shoots his bass player.  
1989/Glenn Frey joins Don Henley onstage in L.A., marking the first time in eight years the two ex-Eagles have performed together.  
Born: Jerry Lee Lewis 1935  
— Paul Colbert

**POLL STAR**

### CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	GRATEFUL DEAD	\$1153.3
2	GUNS N' ROSES	\$617.9
3	JIMMY BUFFETT	\$425.8
4	JANE'S ADDICTION/“LOLLAPALOOZA”	\$411.3
5	GLORIA ESTEFAN & THE MIAMI SOUND MACHINE	\$275.5
6	AC/DC	\$275.2
7	ZZ TOP	\$262.4
8	JULIO IGLESIAS	\$252.6
9	DON HENLEY	\$250.0
10	STEVE MILLER	\$228.8
11	YES	\$221.2
12	JUDDS	\$214.7
13	“MUSIC OF ANDREW LLOYD WEBBER”	\$198.1
14	ELVIS COSTELLO	\$172.6
15	SCORPIONS	\$170.5

### New Tours

Among this week's new tours:

COLOR ME BADD	OMD
MEAT PUPPETS	PROCOL HARUM
GEORGE MICHAEL	HENRY LEE SUMMER
NAUGHTY BY NATURE	WONDER STUFF

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) 224-2831.

# PHYLLIS HYMAN

*“Don’t  
Wanna  
Change  
The  
World”*

Urban  
Contemporary  
Chart

**1**

89 UC Reporters—  
100%!!

#1 HOTTEST!!

**Thank You,  
Urban Radio!**

*from the album  
PRIME OF MY LIFE*

*Produced by Nick Martinelli  
Executive Producers:  
Kenneth Gamble  
& Leon A. Huff*

**ZO** ENTERTAINMENT

**PR**  
PHILADELPHIA  
INTERNATIONAL  
RECORDS

## Fripp: King Crimson To Regroup & Record

Former KING CRIMSON leader ROBERT FRIPP, speaking to ROL about the band's forthcoming four-CD boxed set, has revealed that Crimson plan to regroup and record new material for release in 1992 or '93. The LP will be their first since 1984's "Three Of A Perfect Pair."

"The future involves a continuation of cataloguing the band's history and a re-formation of King Crimson," said Fripp. "The band's members are currently fairly committed to their work schedules, so there'll be writing and rehearsing into next year."

Fripp admitted that "phone calls were made three years ago" with a view to the reunion, but wouldn't reveal the exact band lineup. "King Crimson is always the same and always different."

Meanwhile, the boxed set — due in November — consists of three CDs of remastered studio material from Crimson and a live disc of performances from 1969-84, virtually all previously unissued.

### Straits Speaking

DIRE STRAITS mainman MARK KNOPFLER gave BBC Radio One an exclusive interview last weekend. Of the band's recently launched two-year world tour, he said: "I'm hoping to write and rehearse on tour as well, so we can chuck stuff in."

Regarding his NOTTING HILL-BILLIES project, Knopfler said: "It just got a bit too popular. When you play little clubs, you can behave as if you're in a living room. I'm hoping we'll be able to do another [LP], maybe in about 10 or 15 years."



Brian May — "I've told our manager I need a deal and a deadline so I can get it done."

### Word From The May Queen

BRIAN MAY of QUEEN has been giving ROL an exclusive progress report on his activities in and out of the band. He's working on a new solo project — which he admits he needs some encouraging to complete.

"I've told our manager I need a deal and a deadline so I can get it done."

"Rock Over London" news is a service of Rock Over London Ltd., which can be reached at 47 Roebuck House, Stag Place, London SW1 E5BB; phone/fax (81) 661-2603.



He also reports that Queen are progressing with the follow-up to "Innuendo." "We have some good material — I think we're about halfway through the next album. It sounds quite a bit different from the last one, a bit more introspective."

Meanwhile, Queen are about to release "The Show Must Go On" as the last UK single from "Innuendo" and May is set to appear at next month's Guitar Legends event in Seville, where he'll be musical director his night of the five-concert extravaganza.

### Cropper's Blues Brothers News

ROL has news from legendary guitarist STEVE CROPPER,



Robert Fripp — "King Crimson is always the same and always different."

known for his appearances on many of the classic Atlantic and Stax hits of the '60s and as a member of BOOKER T. & THE MGs, with whom he's been playing live again. Cropper is making a new album for WEA as a member of the BLUES BROTHERS BAND, and tells us it'll include some harmonica contributions by original Blues Brother DAN AYKROYD.

### Jack Bruce & Friends

Master bassist JACK BRUCE — also set to perform in the Guitar Legends lineup — revealed exclusive details of his next album (due next year) to ROL last week. As on his last LP ("A Question Of Time"), he'll be reunited with former CREAM colleague GINGER BAKER, among other notable guests.

"I've got some good folks playing on it," said Bruce. "GARY MOORE and ROBERT CRAY. Good drummers, too. CHARLIE WATTS and Ginger Baker. And

my guitar player in my own band, BLUES SARACENO. He's a young kid who's really good."

### Music & Movies

ROZALLA has reached the UK Top 40 with her single "Everybody's Free To Feel Good." She's also set to feature on the soundtrack of the new VANILLA ICE film.

Speaking of movies, SPANDAU BALLET's GARY KEMP is about to finish work on his new film, "Paper Marriage." Kemp — who last starred with his brother MARTIN in "The Krays" — plays an art student involved with a Polish girl looking for a husband to secure her British citizenship.

Meanwhile, DAVE STEWART is writing and producing a film with '60s guru TIMOTHY LEARY of "tune in, turn on, drop out" fame. The film is titled "Motorcycle Mystics" — as is one of the tracks on Stewart's new LP, "Honest" — and will be shot in India later this year.

### Talk Talk, Wyatt LPs Coming

TALK TALK's "Laughing Stock" LP will be out on Polydor's Verve label next week. The long-awaited follow-up to "Spirit Of Eden" is again produced by long-time band associate TIM FRIESE-GREENE. It features six tracks, including the nine-minute "After The Flood," and the near 10-minute "New Grass."

Former SOFT MACHINE member ROBERT WYATT, best known for his 1983 version of ELVIS COSTELLO's "Shipbuilding" and an unlikely 1974 UK hit cover of the MONKEES' "I'm A Believer," will return next week with "Dondestan" — his first album of new material in six years. Wyatt plays all the instruments on the LP, but his former Soft Machine colleague HUGH HOPPER wrote the music for "Lisp Service," and Wyatt's wife, ALFIE, wrote lyrics for half of the songs.



Adeva — a Fair cover version.

### Under The Covers

The BLUE AEROPLANES will release their version of PAUL SIMON's "Graceland" track "The Boy In The Bubble" as a single on October 7. Leader GERARD LANGLEY told ROL recently: "We've got enough cover versions on record now to make a whole album. I think the main difference about this one — why people ask about it — is that it's the first cover we've done that's a well-known song."

Also due that day is dance diva ADEVA's adaptation of YVONNE FAIR's 1976 UK hit, "It Should Have Been Me." Adeva scored three consecutive UK hits in 1989, and this spring teamed up with British rapper MONIE LOVE for the UK Top 20 hit "Ring My Bell."

### Joan Collins's Daughter: Newley Arrived

JOAN COLLINS's daughter has just made her big-league recording debut. TARA NEWLEY — Collins's 27-year-old daughter by her marriage to crooner ANTHONY NEWLEY — is the featured vocalist on E-ZEE POSSEE's fourth single ("Breathing Is E-Zee"), which came out last week.

Newley wrote the lyrics for the song and has spent several years playing and singing on the pub and club circuit. Now she's teamed up with Possee leader JEREMY HEALY, once of HAYSI FANTAZEE.

## BRITAIN



LW TW

- 1 1 BRYAN ADAMS/(Everything I Do) I Do It For You (A&M)
- 3 2 PRODIGY/Charly (XL)
- 2 3 RIGHT SAID FRED/I'm Too Sexy (Tug)
- 4 4 PRINCE & THE NEW POWER GENERATION/Gett Off (Paisley Park/WB)
- 5 5 ZOE/Sunshine On A Rainy Day (M&G)
- 7 6 ARNEE & THE TERMINATORS/I'll Be Back (Epic)
- 9 7 OCEANIC/Insanity (Dead Dead Good)
- 19 8 SALT-N-PEPA/Let's Talk About Sex (FFRR/PG)
- 8 9 MARTIKA/Love...Thy Will Be Done (Columbia)
- 6 10 PM DAWN/Set Adrift On Memory Bliss (Gee Street/Island)
- 18 11 KYLIE MINOGUE/Word Is Out (PWL)
- 20 12 MARKY MARK & THE FUNKY BUNCH 1/OLEATTA HOLLOWAY/ Good Vibrations (Interscope/WEA)
- 14 13 UTAH SAINTS/What Can You Do For Me (FFRR/PG)
- 17 14 MARC BOLAN & T-REX/20th Century Boy (Marc On Wax)
- 10 15 JASON DONOVAN/Happy Together (PWL)
- 11 16 COLOR ME BADD/All 4 Love (Giant)
- 17 ROXETTE/The Big L (EMI)
- 12 18 EXTREME/More Than Words (A&M)
- 19 SABRINA JOHNSTON/Peace (EastWest)
- 20 SONIA/Be Young, Be Foolish, Be Happy (IQ)

### Moving Up

- CRYSTAL WATERS/Makin' Happy (A&M PM)  
 STONE ROSES/Wanna Be Adored (Silvertone)  
 BRYAN ADAMS/Can't Stop This Thing We Started (A&M)  
 CLIFF RICHARD/More To Life (EMI)  
 RUNRIG/Hearthammer (Chrysalis)  
 STATUS QUO/Can't Give You More (Vertigo/PG)

The Network Chart, courtesy MRIB

## AUSTRALIA

LW TW

- 2 1 YOTHU YINDI/Treaty
- 1 2 DEBORAH CONWAY/It's Only The Beginning
- 5 3 TROY NEWMAN/Love Gets Rough
- 3 4 MELISSA/Read My Lips
- 9 5 CROWDED HOUSE/Fall At Your Feet
- 6 6 JIMMY BARNES/Love Is Enough
- 7 7 KATE CEBERANO/Every Little Thing
- 4 8 NOISEWORKS/Hot Chilli Woman
- 9 BABY ANIMALS/Rush You
- 18 10 ROXUS/Bad Boys

### Most Added

- JENNY MORRIS/Break In The Weather  
 DARYL BRAITHWAITE/Don't Hold Back Your Love

Top 10 Australian records from playlists of 3 Triple M-FM/Melbourne, FOX-FM/Melbourne, 96 FM/Perth, SA-FM/Adelaide, 2-DAY/Sydney, 2 Triple M-FM/Sydney, MMM-FM/Brisbane, B105/Brisbane, FM-104.7/Canberra, and 2 KIX 106/Canberra.

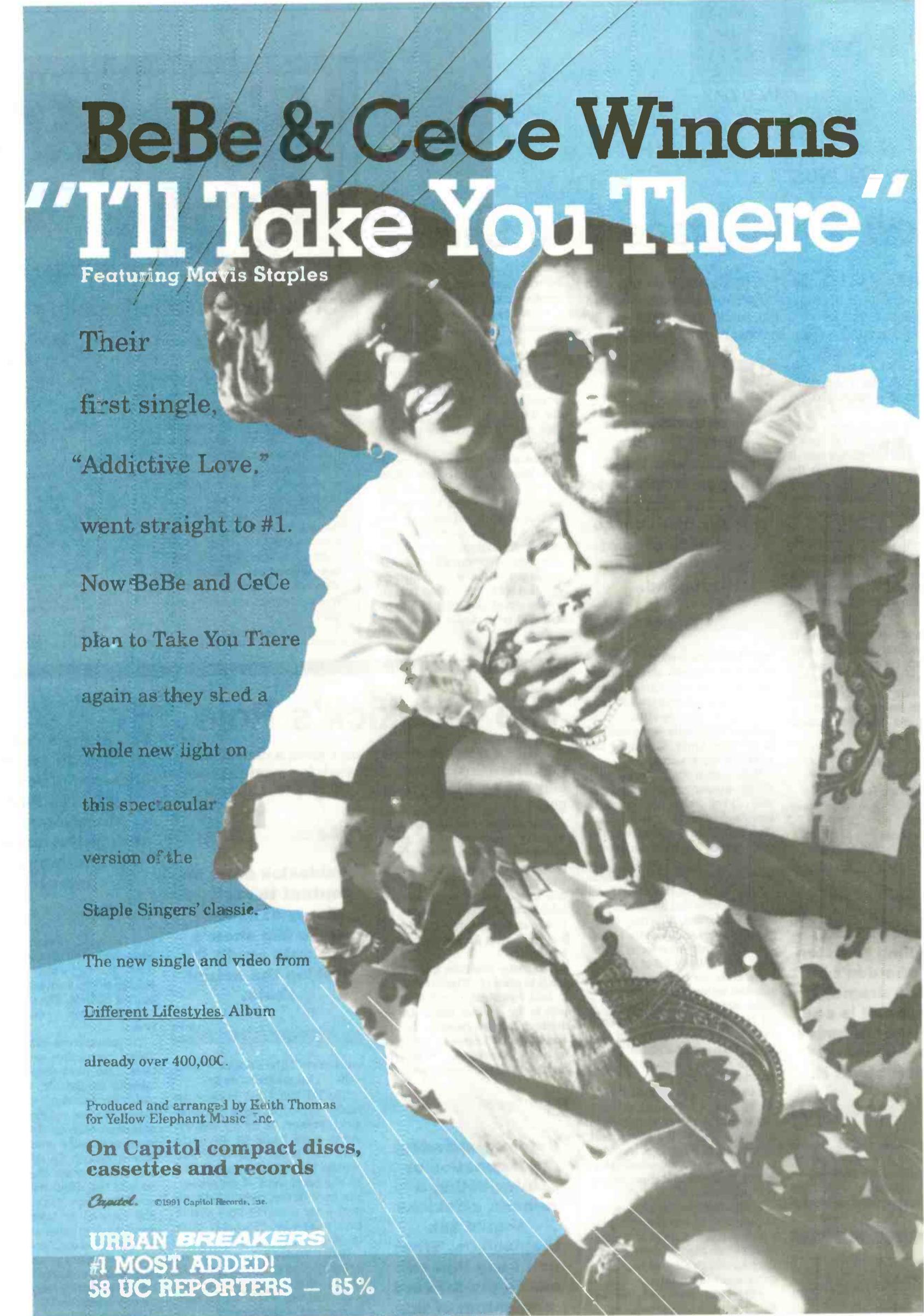
## CANADA

LW TW

- 1 1 BRYAN ADAMS/ (Everything I Do) I Do It For You
- 2 2 GRAPES OF WRATH/Am Here
- 5 3 ALANIS/Feel Your Love
- 6 4 WEST END GIRLS/I Want You Back
- 3 5 CELINE DION/Have A Heart
- 7 6 GLASS TIGER/My Town
- 4 7 CRASH TEST DUMMIES/ Superman's Song
- 8 BRYAN ADAMS/Can't Stop This Thing We Started
- 9 9 TOM COCHRANE/Life Is A Highway
- 8 10 WORLD ON EDGE/Standing Push And Fall

### Most Added

- BRYAN ADAMS/Can't Stop This Thing We Started  
 INFIDELS/100 Watt Bulb  
 TOM COCHRANE/Life Is A Highway



# BeBe & CeCe Winans

## "I'll Take You There"

Featuring Mavis Staples

Their

first single,

"Addictive Love,"

went straight to #1.

Now BeBe and CeCe

plan to Take You There

again as they shed a

whole new light on

this spectacular

version of the

Staple Singers' classic.

The new single and video from

Different Lifestyles Album

already over 400,000.

Produced and arranged by Keith Thomas  
for Yellow Elephant Music Inc.

**On Capitol compact discs,  
cassettes and records**

*Capitol* ©1991 Capitol Records, Inc.

**URBAN BREAKERS**  
**#1 MOST ADDED!**  
**58 UC REPORTERS — 65%**



DAN O'DAY

# AIR PERSONALITIES

## COMMON FAILINGS

### How To Sabotage Your Show

In listening to countless airchecks and working with air personalities of all market sizes and formats, you can hear the same mistakes being made again and again. Here's a quick rundown on the most common ones I hear:

- **Overuse of music beds.** It's possible to sound too slick. Seamless production values can make the show sound too packaged, not alive enough.

- **Knee-jerk use of music beds.** This occurs when the DJ uses a particular music bed because it has an obvious connection to the show content — even if the musical choice is inappropriate. The morning after Michael Landon died, one morning show talked about how sad they were . . . while the theme from "Bonanza" played underneath. Yes, that TV show made Landon famous. No, that music did not fit the mood of what was being said.

- **The bland leading the bland.** If the DJ is a laid-back, easygoing host who puts callers on the air, he needs callers with verve. Someone has to provide the entertainment factor in an on-air call. Here's a bland air talent talking to a bland phone caller:

DJ: Hi, who's this?

Caller: Bob.

DJ: What's up, Bob?

Caller: Could you play some George Strait?

DJ: Sure thing.

Caller: I really like his music.

DJ: I do, too.

**If a contest isn't compelling to listen to, it shouldn't be aired. A dramatic contest call is one that either is fun or has a sense of tension about it.**

- **A predictable format with a predictable DJ.** The more rigid the show's structure, the more unpredictable the air talent should be. With the proliferation of overlever-

**The more accurately [listeners] can predict what will happen within the show, the more vital it is for them not to be able to predict how the DJ will respond.**

aged broadcast properties, produced comedy services, and expensive programming consultants, you can travel the entire country and hear the same cookie-cutter disc jockeys. They do the same features at the same times, often using virtually the same words.

With such a show, the listeners rarely wonder what will happen next: First come the celebrity birthdays, then the "suck wall," then the tabloid headlines, etc. The more accurately they can predict what will happen within the show, the more vital it is for them not to be able to predict how the DJ will respond within that structure.

- **Management inflicting someone else's personality on the air talent.** The surest way for a PD to suck the creativity out of a show is to insist the air talent do whatever bits and features are working at a sister station in another market. A bit or feature works best when it reflects the personality of the show; too many stations try to bend a show's personality to fit a preconceived bit.

- **On-air contests without drama.** We all know a very small percentage of your audience ever calls in to enter a contest. If a contest isn't compelling to listen to, it shouldn't be aired. A dramatic contest call is one that either is fun or has a sense of tension about it.

A call might be fun because the DJ uses it as an opportunity to play with a listener. A sense of tension, on the other hand, is derived from the contestant's attempt to play the game and win the prize.

- **DJs who waste valuable air-time with meaningless filler phrases.** "Glad to be with you" . . . "Good morning to you" . . . "On your Wednesday evening . . ." A disc jockey not speaking at all is

far more interesting than one who speaks but says nothing.

- **Not knowing how to tease an upcoming element.** Here's how one news personality attempted to "tease" her preview of a movie opening that week: "Coming up in just a few minutes, I'll give you my prediction on 'Terminator 2.' I predict it'll be one of the biggest hits ever, and I'll tell you why in just a few minutes."

- **Not adding one's own spin to an idea.** Reading *USA Today's* "Question Of The Day" on the air and asking your listeners to phone in their opinions is not creative. It's possible, however, to use that question as an inspiration for one of your own. A creative jock might transform "What is your favorite vacation spot?" to "What famous person would you least like to be stranded on a desert island with . . . and why?"



Dianna Kelly (l) and Jonathan Monk.

### Creative Cassette Labeling

When submitting an aircheck to a prospective employer, most disc jockeys think they've done all they can by using a new tape and, perhaps, a computer-typeset cassette label.

Here are two very creative methods which can make your tape stand out from the rest. **Dianna Kelly & Jonathan Monk**, formerly of WTIC/Hartford, use a simple color photograph (above) — inserted into the plastic box in front of the cassette — to show what they look like, suggest an element of fun in their show, and immediately attract a PD's attention. **WSNX/Muskegon, MI** talent **Dirk Slamm's** cassette wraparound (right) includes all of the pertinent information a PD might need.

**DIRK SLAMM**  
5129 Martin Road  
Muskegon, MI 49441

**\*CURRENTLY** WSNX AM/PM  
MUSKEGON, MI

**\*Music Assistant**  
**\*Research Director**  
**\*Selector' experience**  
**\*Weekends/Swing-shift**  
**\*4-track experience**  
**\*high energy presentation**  
**\*team player**

**LOOKING FOR:**

**\*full-time position**  
**preferably nights**  
**\*possibly a music-oriented position**

### The Sidekick's Role

All too often the sidekick isn't given a clear description of his role on the show. This leads to a main air personality and a sidekick who aren't working toward the same goal.

The sidekick is there to help the morning team score as many points as possible, as efficiently as possible. Like a basketball player whose primary job is to feed the ball to the team's lead scorer, a sidekick must be content to rack up plenty of assists while the show's star gets credit for making the actual shots.

Too many sidekicks think their job is to show off. Their real job is to lend consistent, thoughtful support to the lead air talent. On an aircheck I heard recently, for example, the DJ followed a newscast by asking his sidekick, "What's the tackiest thing you've ever seen on a

**A sidekick must be content to rack up plenty of assists while the show's star gets credit for making the actual shots.**

front lawn?" The sidekick replied, "Oh . . . I don't know, really."

The DJ didn't ask because he really wanted to know the sidekick's answer; he simply was trying to segue into a bit. He might have had better luck if he had warned his partner ahead of time so she could think of an answer. But even having been caught off-guard, she should've been able at least to answer, "Probably those garish pink flamingoes."

Before responding to a question or interjecting a remark, sidekicks should ask themselves, "What can I say that will add to the forward momentum of this break?"

Another major market morning show included a newscast/sidekick who complained she didn't have enough to do on the air. The

**Too many sidekicks think their job is to show off. Their real job is to lend consistent, thoughtful support to the lead air talent.**

lead DJ didn't want her to be unhappy, so he had her do a daily segment during which she read strange stories from various supermarket tabloids. The segment ran several minutes . . . and was dead-ly dull.

The newscast didn't bring a unique perspective to the tabloid tales. Like most people who use tabloids on the air, she simply touted them as dumb stories, read them verbatim, and then sniggered over them when she finished. Each morning the show ground to a halt once an hour so the sidekick could deliver this feature. She was happy because that additional mike time made her feel more important. And the lead air talent felt good about having generously surrendered some of the spotlight.

But the feature was a tuneout. In other words, everyone was pleased about it *except the listeners*. Is that the only reason the DJ and the sidekick are unemployed now? No. But perhaps the lack of a team purpose it illustrates was an important factor in the show's lack of ratings success.

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

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## LOST 45s UNEARTHED

## WZLX Mines A Pot Of Gold

By Mike Kinosian

WZLX/Boston's seventh annual "Lost 45s Top 100 Countdown" featured hits by the Partridge Family, Carl Douglas, the DeFranco Family, and a host of other music immortals during two September Sundays.

WZLX's list was compiled by tabulating approximately 5000 mail-in and phone votes received during late June and July. Promotions Director/air personality Barry Scott then took charge of the countdown. The lower 50 songs were played September 1; the Top 50 were unveiled last Sunday (9/8).

Scott noted that the countdown's complexion has changed over the past few years. "There are definitely songs that have fallen out of favor. The No. 1 song the first year [1985] was the DeFranco Family's 'Heartbeat, It's A Lovebeat' [No. 11 this year].

"Some mainstream bubble gum songs like 'Sugar Sugar' [Archies] are gone, and people seem to get tired of novelty songs like 'King Tut' [Steve Martin], 'Convoy' [C.W. McCall], and 'The Streak' [Ray Stevens]. These songs — at the top of the chart in 1985 — don't seem to survive year after year.

"For the most part, our audience doesn't seem to care for '60s music anymore. There's a totally different sound once we reach the '70s."

## Beantown Ties

Consequently, early and mid-'70s songs are gaining in popularity. "[Crosstown Gold] WODS might play Dawn's 'Knock Three Times,' but we get many requests for their 'What Are You Doing Sunday,' said Scott. "There's also a lot of re-

sponse for songs not being played anymore by other stations."

Like most areas, Beantown has produced its share of regional favorites. Noted Scott, "The Wildweeds are from New England, and 'No Good To Cry' was huge around here. Everything by Abba did well in Boston, and that group's fondly

remembered.

"I looked at old [ex-Top 40, now Talk] WRKO charts, and almost every Abba song went to No. 1 — including 'S.O.S.' [No. 23 on this



**TEMPTING OFFER** — The Temptations visit with KYA & KSFO/San Francisco PM driver John Mack Flanagan backstage before a station-sponsored concert.



**THAT'S SHOW BIZ** — While celebrating his 40th year in show business, Tony Bennett has been busy visiting stations across the country; (at left) he chats with KAAM/Dallas OM/"Breakfast Club" host Jaan McCoy; (at right) WNEW (AM)/New York personality Jonathan Schwartz spends some time with the singer.

year's 'ZLX list]. The Road Apples had a local base, and 'Let's Live Together' also appears on the list [No. 99]."

Artist interviews helped augment the presentation of the Top 100 lost tunes. Commented Scott, "Neil Sedaka talks about 'Bad Blood' and why Elton John sings about it. Jim Stafford discusses why 'Spiders And Snakes' was banned, Albert Hammond tells why 'Free Electric Band' is autobiographical, and Clint Holmes talks about how he was discovered. The interviews helped tie everything together."

Scott also has been spinning records and conducting his own informal research on Wednesday nights at a local nightspot. "We pack in 500-600 adults who dance to this music. I've noticed lately whenever I play the Four Seasons' 'December, 1963 (Oh, What A Night),' [No. 5 on the countdown] people go crazy. They may have bought it when they were nine or 10; now it's incredible to hear again. Some songs like that come into their own as time goes by."

## 50 Ways To Please Boston Listeners

Here are WZLX/Boston's Top 50 songs from its "Top 100 Lost 45s Countdown":

1. PARTRIDGE FAMILY/Think I Love You
2. GILBERT O'SULLIVAN/Get Down
3. ALAN O'DAY/Undercover Angel
4. CARL DOUGLAS/Kung Fu Fighting
5. FOUR SEASONS/December, 1963 (Oh, What A Night)
6. BO DONALDSON & THE HEYWOODS/Billy, Don't Be A Hero
7. SWEET/Little Willy
8. BOBBY SHERMAN/Easy Come, Easy Go
9. TERRY JACKS/Seasons In The Sun
10. PAPER LACE/The Night Chicago Died
11. DeFRANCO FAMILY/Heartbeat, It's A Lovebeat
12. VICKI LAWRENCE/The Night The Lights Went Out In Georgia
13. DEAN FRIEDMAN/Ariel
14. GUNHILL ROAD/Back When My Hair Was Short
15. HENRY GROSS/Shannon
16. DAWN/Knock Three Times
17. BAY CITY ROLLERS/Saturday Night
18. CHER/Gypsies, Tramps & Thieves
19. REUNION/Life Is A Rock (But The Radio Rolled Me)
20. WILDWEEDS/No Good To Cry
21. BOOMER CASTLEMAN/Judy Mae
22. JIGSAW/Sky High
23. ABBA/S.O.S.
24. OSMONDS/One Bad Apple
25. DAVID GEDDES/Run Joey Run
26. SHAUN CASSIDY/Hey Deanie
27. SAMMY JOHNS/Chevy Van
28. COVEN/One Tin Soldier (The Legend Of Billy Jack)
29. VILLAGE PEOPLE/Y.M.C.A.
30. BLUE SWEDE/Hooked On A Feeling
31. ANDY KIM/Rock Me Gently
32. REDBONE/Come And Get Your Love
33. BO DONALDSON & THE HEYWOODS/Who Do You Think You Are
34. MAGIC/Pilot
35. DAWN/What Are You Doing Sunday
36. SILVER/Wham Bam
37. AUSTIN ROBERTS/Rocky
38. WILD CHERRY/Play That Funky Music
39. HELEN REDDY/Leave Me Alone (Ruby Red Dress)
40. AL WILSON/The Snake
41. NICK GILDER/Hot Child In The City
42. HUDSON BROTHERS/So You Are A Star
43. SUGARLOAF/Don't Call Us, We'll Call You
44. PARTRIDGE FAMILY/I Woke Up In Love This Morning
45. RAM JAM/Black Betty
46. BOBBY SHERMAN/Julie, Do Ya Love Me
47. GILBERT O'SULLIVAN/Out Of The Question
48. CHER/Dark Lady
49. MAXINE NIGHTINGALE/Right Back Where We Started
50. RUPERT HOLMES/Escape (The Pina Coloda Song)

If you'd like to share your station's countdown info, write Mike Kinosian at R&R, 1930 Century Park West, Los Angeles, CA 90067; or fax me at (213) 203-9763.

## Dream Vacation

WIBM/Lansing recently gave away a "Dream Vacation." Nearly 100 qualifiers wearing vacation-style clothing attended a station-sponsored party, during which a random drawing produced a winner who walked home with a \$4000 package.

During the eight-week promotion, listeners registered to win at participating sponsors. Upon hearing their names mentioned on-air, participants had approximately 10 minutes to call the station and become eligible for one of three vacation prize packages: a trip to Jamaica or Hawaii; a Caribbean cruise; or a combination Disney World vacation/Caribbean cruise. Each trip also included \$941 spending money (frequency tie-in).



Winner Linda Lake (second from left) receives WIBM/Lansing's "Dream Vacation" prize from PD Bob LaBorde (l) and morning co-hosts Cindy O'Day and Jim Bosh.

## GOLD VAULT

## Management

WWKL/Harrisburg promotes midday personality Tom Shannon to PD . . . WFOX/Atlanta elevates Promotion Director Tim Johnson to Director/Promotions & Marketing.

## Air Talent

KUDA/Las Vegas PD Amy Daniels leaves to become midday personality at KQQL/Minneapolis . . . WWKL/Harrisburg adds Chris Andree to middays . . . Joining WGY-FM/Albany are Marty Brandon (afternoons); Dave Scott

(evenings); and Brian McCormick (parttime) . . . WKLL/Utica, NY names Laura Coluzza nighttime personality. She replaces Geoff Storm, who is upped to middays . . . Mike Rivers joins WOWO/Fort Wayne, IN as host of the "National Oldies Request Show"; Chris Underwood is added to WOWO's parttime staff.

## Miscellaneous

KCBS-FM/Los Angeles AM drive newscaster Linda Lambert and night personality Gary Reid won several thousand dollars as contestants on the new "Shop Til You Drop" cable TV game show.

## Gotham City Favorites

On-air solicitations for WCBS-FM/New York's "New York Top 500 Oldies Survey" began late last month.

Listeners are being invited to vote for their three all-time favorite songs. Participants will receive a free survey poster after the survey's Thanksgiving weekend broadcast.

It would be an understatement to say the Five Satins' "In The Still Of The Nite" has dominated the survey. The tune has been the top vote-getter every year of the poll's 19-year history. Besides the Satins, last year's top finishers were the Penguins ("Earth Angel"), Elvis Presley ("My Way") and "Can't Help Falling In Love", and the Four Seasons ("Rag Doll").

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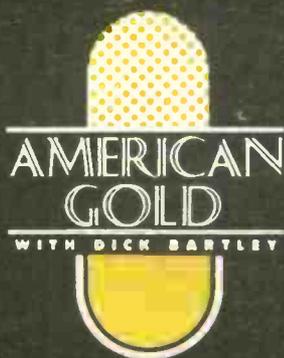
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AMERICAN GOLD

Contemporary in delivery, *American Gold* focuses on a powerful mix of music from the 60's and 70's. The foundation of each week's program is the exclusive Top 10 countdown from Billboard's official Hot 100 charts of that era. Artist interviews, listener requests and memories, and capsule salutes to the most memorable movies, television shows and personalities will round out the program.



ROCK & ROLL'S GREATEST HITS

Following a format that Dick Bartley successfully developed and is best known for, *Rock & Roll's Greatest Hits* is a live all-request gold show. Each week, Dick will host a coast-to-coast oldies party as listeners from all across America call in their favorite songs on our toll-free request lines. The classic hits of yesterday meet the digital audio technology of today, as *Rock & Roll's Greatest Hits* features the best possible version of each song played directly from compact disc.

ROCK & ROLL'S  
GREATEST HITS

The Dick Bartley Show



JOEL DENVER

# CHR

CONTEMPORARY HIT RADIO

## WBBQ: A Winning Tradition Prevails

There's a lot to be said for tradition, as evidenced by WBBQ-AM & FM/Augusta, GA's spring Arbitron. WBBQ-FM's 12+ rating climbed 21.5-23.0, and the station is No. 1 in every demo but 12-24 (Urban WFXA edges ahead for top honors). WBBQ-FM's Birch was almost as impressive: No. 2 12+ (20.9-21.0) just behind WFXA, which notched 21.1-21.4 for first place.

Augusta native and PD/10am-noon personality Bruce Stevens helped build the tradition when he joined WBBQ in 1974. "I've worked in this area my whole career. The first and only other job I had was at an AM station — WAKN/Aiken, SC — where I was MD. One day [then-local A&M promo rep, now Giant President] Charlie Minor started calling on me and the rest is history. I got started here as a weekender and was MD until three years ago, when Harley Drew left to join [crosstown] WZNY as GM."

### Stable Management

Despite his small market background, Stevens is familiar with major market radio. He's had plenty of opportunity to observe what goes on through peers at other stations. "The biggest mistake I see is that there's no commitment to the



Bruce Stevens

format, PD, and staff for any length of time.

**The biggest mistake I see is that there's no commitment to the format, PD, and staff for any length of time. Too many owners and GMs want 90-day turnarounds in Arbitron, and it's just not going to happen.**

"Too many owners and GMs want 90-day turnarounds in Arbitron, and it's just not going to happen. The real growth of a new station takes too long to show in Arbitron. We'd better start looking at Birch — especially in CHR. I don't trust someone to remember what he listened to on Friday night when he's filling out a diary three days later.

"Last year, Country WGUS-FM became CHR WOPW for about 90 days. It didn't get the huge impact it expected and changed formats again. Now they're a clone of [Rock/AC] WMMO/Orlando and are still trying to get off the ground.

"If WOPW had stayed with it they'd have made a dent in the younger demos, forcing me to defend the upper demos and give up bragging rights to a huge 12+. We were smart and waited them out."

Stevens's own situation is much different. "[Owner] George Weiss put the stations on the air in 1949 and has been the owner ever since. He's absolutely the greatest guy to work for and backs us up as well as any major chain. If it weren't for his support we wouldn't be in the dominant position we are today. Savannah Valley Broadcasting President/GM Birnie Florie and George really give us what we need to take care of business. In fact, George still does a daily shift in one of our four mobile news cars.

"It's all part of a very close working relationship between the staff and the community at large. To do that you have to have 110% support, and we've got it."

### Multiformat Competition

Stevens compared Augusta to other markets that support multiformat — instead of direct format — competition. "If this was true to form to what's happening in other markets, then the only Urban



WBBQ's outdoor campaign supports its direct mail piece.

[WFXA] should be No. 1 by a long mile, the AC [WZNY] should be No. 2, the only AOR/Classic Rocker [WRXR] should be killing us in upper demos, and the market's only Country [WKXC] just might be a contender also. But we dominate [nearly] every demo, including 12+, and will continue to do so."

With morning man Mark Sommers in place for over a decade, afternoon driver Dick Shannon at 'BBQ on and off for 17 years, and night rocker Rob Collins holding down that shift for 22 years, the tradition continues. "We've even got some major market talent: Mike Dineen came from WFIL/Philadelphia years ago. He's Production Director and handles some weekends. The youngest member of the staff is late-nighter Tony Knight, my music assistant. The newest staffer is overnighter Robert Marx from afternoons at WOPW."

### National Tastemaker

Stevens said the station conducts basic research using retail and phones. "Tony takes some of the work off me by helping with the research. I'd bet most stations in our market size don't have callouts anymore, with the economy being what it is. That's OK — it lets us use our ears to pick music."

WBBQ-FM is nationally known as a mainstream tastemaker. But Stevens doesn't "care about the national picture on records. That's why we've been able to take some shots. We play what's right for us. We've had some success with alternative product recently and, luckily, never fell into the trap of playing as much disposable music as so many CHRs did.

**I don't care about the national picture on records. That's why we've been able to take some shots. We play what's right for us.**

### WBBQ-FM Music Monitor



While many CHRs are stopping for spots only twice an hour, WBBQ-AM & FM/Augusta, GA still finds that three stops work well: :22, :38, and :51. This allows PD Bruce Stevens to balance out a 12-unit load with a quick commercial set. Then it's back to the music. Here's a recent 5pm hour.

BOB SEGER/Real Love  
DEEE-LITE/Groove Is In The Heart  
38 SPECIAL/The Sound Of Your Voice  
ARETHA FRANKLIN & GEORGE MICHAEL/I Knew You Were Waiting (For Me)  
FIREHOUSE/Love Of A Lifetime  
BILLY FALCON/Power Windows  
LENNY KRAVITZ/It Ain't Over 'Til It's Over  
MADONNA/Into The Groove  
MICHAEL BOLTON/Time, Love And Tenderness  
WINGER/Miles Away  
HI-FIVE/I Can't Wait Another Minute  
TOTO/Rosanna  
CATHY DENNIS/Too Many Walls  
MARIAH CAREY/Emotions

### Q-Card Cash

WBBQ-FM's spring promotional campaign was anything but small for market No. 109. "The 'Q-Card' was a huge success," recalled Stevens. "We had a wheel in the control room which we spun for the cash amounts and then called out a

Daily game tickets and detachable reminder cards from WBBQ's "Lot-O-Dough" direct mail contest lured listeners to call in and win cash when their numbers were called.

# The more things change the more they stay the same.



Musical trends come and go, but over the past 2 decades there’s been one constant—American Top 40. Listeners worldwide have had their curiosity about chart facts and music trivia satisfied by listening to AT40, which culminates in the crowning of the #1 record each week. Our success formula? Simple—we play the top 40 hits and only those hits each week as ranked by Billboard Magazine.

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The new single  
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100% Groovy U.K. smash!

PWR99 add	I95 add
KRBE add	G105 add
KTFM add	WPXR add
HOT102 add	KLUC 30-24
KS104 deb 23	KWOD deb 20
KPLZ on	KMGZ add
93Q add	KTRS add
WSTW add	KTMT 38-32
	OK95 add

MTV - BUZZ BIN

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HOT97 deb 28	WCKZ add
KBXX deb 20	KKXX deb 29
KS104 11-11	B95 18-11 Hot
PWR106 deb 33	PWR102 30-23
FM102 4-4 Hot	KCAQ deb 40
KMEL 9-7	Z90 deb 28
HOT977 26-21 Hot	KWIN 32-23
WQXA add	

Urban Chart ⑥

The new single  
From the album **X MARKS THE SPOT**

“why can't you  
come home”



© 1991 Reprise Records

**EX**  
girlfriend

## WBBQ: A Winning Tradition

Continued from Page 72

number. Cardholders called in to win. In addition, we did a direct mail campaign which went to 100% of the metro households. The mailers had numbered panels which directed listeners to tune in at 7:20am to win \$1000 — \$5000 on Thursdays. We had about seven hits over 12 weeks; three of them were for \$5000. We also did some outdoor and TV to back it all up.”

WBBQ-FM's simplistic approach to audience appeal extends to its on-air marketing. Aside from using the TM/Century “KIIS” jingle package and some sweepers, “word of mouth is the best way to advertise yourself,” observed Stevens. “If your product is great, word gets around. That's why, aside from an oldies hour from 11am-noon — which we turn into a request show on Fridays — we don't do a lot of hype or specialty features on the air.

“We don't battle records, we don't have a ‘Top Eight At 8,’ and no one on the air is named Hollywood because no one in town knows anyone with that kind of name. That may work well for other markets, but here we're very much ourselves. We've avoided a lot of industry cliches.

“WBBQ is really what we pound home — 104.3 WBBQ-FM. It really works and it's easy to listen to compared with some stations that have so many phrases and liners you can't really identify with any of them.”

### Visible Impression

Stevens makes sure WBBQ-FM is out and about. “We've been pretty visible this summer with a July 4 event at River Walk — an area that's being refurbished in the heart of downtown. About 200,000 people attended. Also ‘Arts In The

“**No one on the air is named Hollywood because no one in town knows anyone with that kind of name. We've avoided a lot of industry cliches.**”

Heart Of Augusta' was a big attraction.

“We do just about anything that makes sense from a listener benefit standpoint. Charity concerts have gone over very well. We had Concrete Blonde perform on behalf of the American Cancer Society, Trixter for the American Heart Association, and the LA'S for the

Ronald McDonald House. We give the charity the entire door and a percentage of the drinks.

Stevens also talked about WBBQ-FM's news face. “Unlike a lot of CHRs, we do news every day. In the spring we had a huge flood and used the [mobile news cars] to keep the market aware of the situation.

“[Morning newscasts run] four minutes each half-hour from 5:30-9am. Then we cut back until afternoon drive with four-minute updates at 3:55, 4:55, and 5:55. It's this kind of special attention to entertainment and information that keeps us strong in so many demos.

“What WBBQ does isn't really anything more than what the listeners expect from us. They want the right music, companionship, and to know that we are a part of the community. Those elements have been the basics of radio I grew up with, and they're still working here.”

## MOTION

• WPRR/Altoona, PA replaces PD Scott St. John with midday/promotions man Dave McCall.

Peter Masse moves from overnights to afternoons at KRXY (KS104)/Denver. Changes at KXXR/Kansas City, MO: Overnighter Ben Jammin' is bumped up to Music Coordinator, Brian Williams (aka Brother Weems) from WLAN/Lancaster, PA joins the morning team, and Jim Allan from KKRZ (Z100)/Portland slides into afternoons. KKRZ/Wichita places Greg “The Hit Man” Williams in the night slot vacated by J.J. Jeffries. KZII/Lubbock morning man Steve Sever has left to focus on his production com-

pany. The new wakeup man is John Griffin from crosstown country KKIK.

KQIX/Grand Junction, CO PD Charlie Michaels has had a change of heart and is not heading to KFTZ/Idaho Falls. WXXL (XL106.7)/Orlando ups Mark Litton to Promotions Director, and Kathy Bailes to Asst. Promo Dir. Doc Livingston is the new MD at WBHV/State College, PA as Mike Maze concentrates on mornings. KHTT/Santa Rosa, CA AM Producer/middayer Mark Masters from crosstown KKSR and promotes parttimer Darrell Roberts to afternoons. WZAT (Z102)/Savannah night jammer Ralphie On The Radio — now called The Judge — has switched to nights at WOWI/Norfolk.

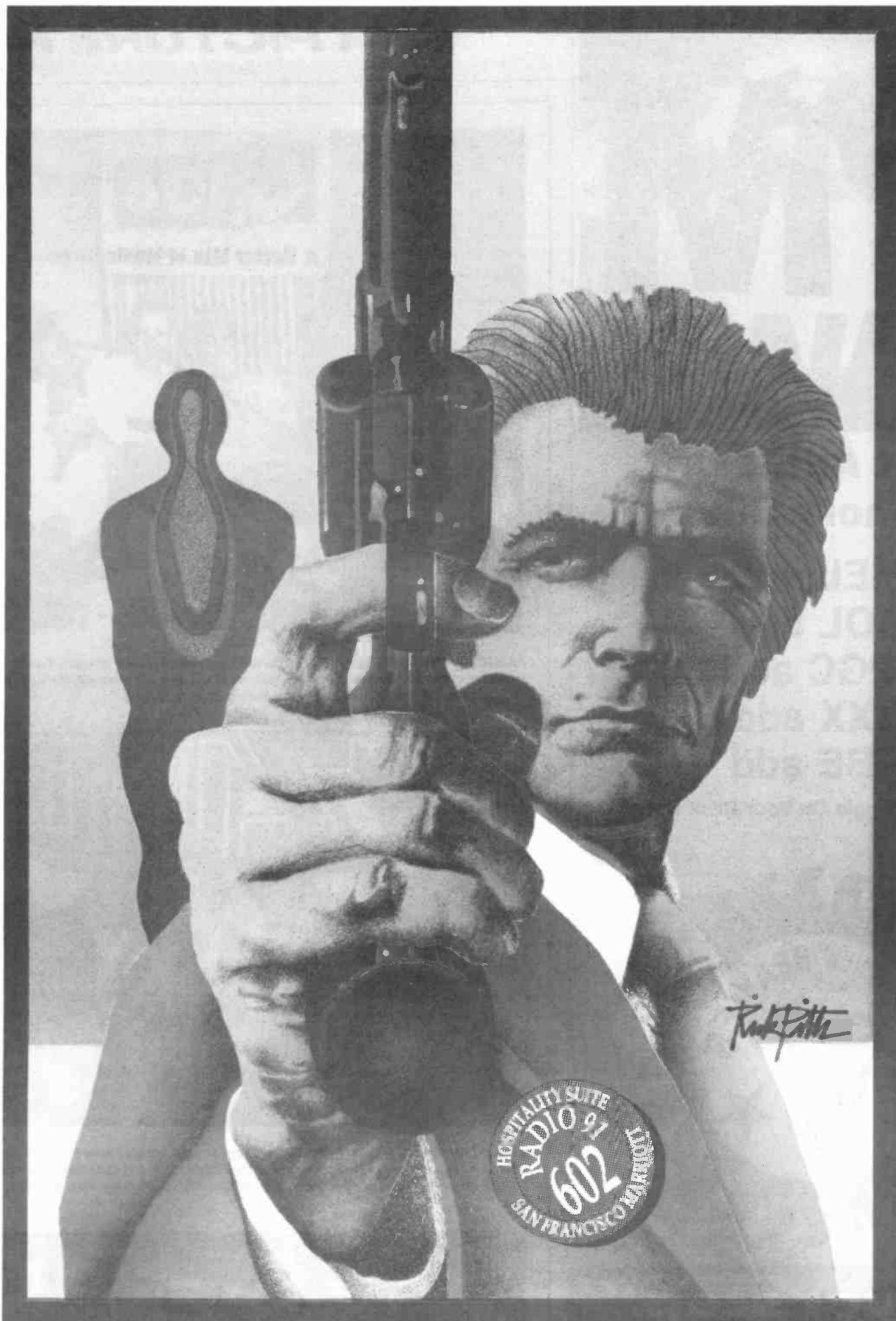
WJMO/Cleveland adds Flats Entertainment Assoc. VP Rosemary Vincl (aka Madame LaRue) to the morning team. WFLY (Fly 92)/Albany ups Ellen Rockwell to nights, replacing Jammin' Jim Steele.

Ex-WKXX/Birmingham middayer Jenna Foxx now does nights at WMTX/Tampa. WWSF/Fort Walton, FL Mktg. & Promo Dir. Bill Brock becomes MD/night rocker, succeeding Rick Daily, who's now doing middays. WHJX/Jacksonville weekender Tony Mann crosses the street to WAPE for similar duties. KMEL/Phoenix morning producer Steve Amari exits for mornings at WTXT/Tuscaloosa, AL. KIXY/San Angelo, TX personality Tab Allen takes mornings at WYAV/Myrtle Beach, SC.

Hildi Brooks from WYKS/Gainesville, FL joins WXXL (XL106.7)/Orlando for middays and Just Plain Mark from WVKs/Toledo comes in for nights. WERZ/Exeter, NH adds parttimer Rob Walker from WKSS/Hartford. KTMT/Medford, OR MD Grant Tressel exits over budgetary problems. WKEE/Huntington, WV Asst. PD/afternoon driver Rick Steele leaves. WTHT/Portland, ME Creative Services Dir. Steve Schneider departs. WWGT/Portland, ME middayer Jeff Webster picks up weekends at WPRO-FM/Providence. KRXY/Denver says goodbye to 24-year Traffic Manager Virginia Bryant Warden.



ANOTHER ELVIS SIGHTING — The folks at KPAT/Slouss Falls, SD shared some big laughs with listeners by dressing up a 40-foot “muffler man” as Elvis. Ticking the King's ear is APD Maxx Boogie.

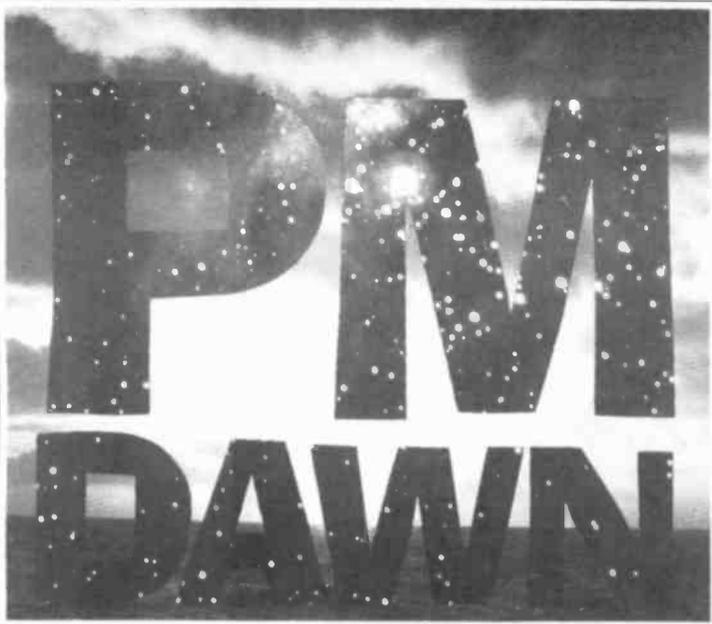


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WZOU add 31	HOT97 28-25
FM102 add	WPGC 29-26
WDFX deb 27	KTFM 16-14
KS104 deb 25	PWRPIG 30-28
KGGI deb 22	PWR106 16-14
Q106 deb 26	KMEL 26-24



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**FRUITS OF THE LOOM** — KKLQ (Q106)/San Diego hid four pairs of Gloria Estefan concert tickets in underwear packages at a local store and challenged listeners to find them. Pictured with the winners on a pile of briefs are AMers Rick Rumble (with microphone) and John Murphy (third from right).



**Z100'S EIGHT BALL** — WHTZ (Z100)/New York brought out the heavy hitters to participate in its eighth birthday bash and concert. Hanging out backstage at the Palladium are (l-r) Columbia's Jerry Lembo, President Don Jenner, Z100's Steve Kingston, Mariah Carey, the station's APD/MD Frankie Blue, and the label's President Tommy Motola.



**A HITTER WITH POWER** — Michael Bolton huddles with the WAPW (Power 99)/Atlanta posse following a station-sponsored charity softball game. Pictured are (back row, l-r) Columbia's Lee Durham and Power 99's Paul Ossmann and Major Tom; (front row, l-r) WAPW's Rick Stacy and Leslie Fram, Bolton, and station staffers Reggie B., George Lowe, and Rob Kessler.

# we have a one track mind

Angel by Nikolaj Steen. Angel by Nikolaj Steen. Angel by Nikolaj Steen. Angel by Nikolaj Steen. Angel by Nikolaj Steen.

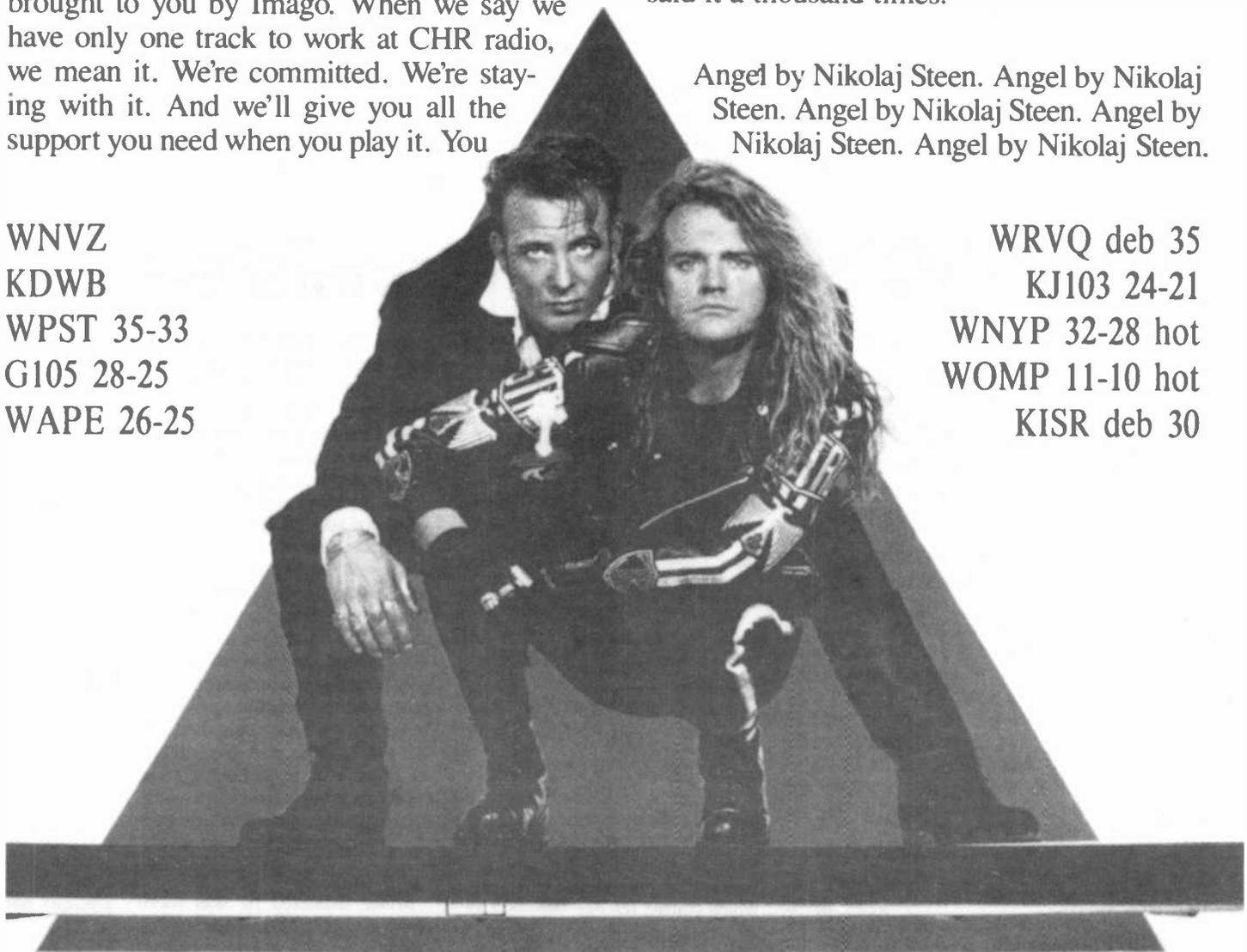
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WNVZ  
KDWB  
WPST 35-33  
G105 28-25  
WAPE 26-25

WRVQ deb 35  
KJ103 24-21  
WNYP 32-28 hot  
WOMP 11-10 hot  
KISR deb 30



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## MODESTO OVERVIEW

## Sunny Catches Fire

When Joe Kelly arrived as PD of CHR KFIV/Modesto, CA in summer 1988, he flipped the format to Hot AC.

"It lasted about a year, but didn't work," he admitted. "This station had lots of CHR heritage and [after the format change] people perceived us as being a CHR playing wimpy music. We changed calls to KJSN [Sunny 102] and went to a more serious, straight-down-the-middle 25-54 AC approach. We've been doing it for about two years, and it's just now started to click."

## Record Cutback

The main thrust of Sunny 102's library focuses on music from 1970-77. Kelly commented, "The meat of the station — about five cuts an hour — comes from that time frame. It's a comfortable, familiar-sounding station. But our currents and recurrenents keep us fresh."

In preparation for this spring's sweep, Kelly chopped about 300 tunes from the base library. "Modesto's an overserved male market, and there aren't many radio choices for women. We wanted to superserve 35-44 females by playing music specifically for them. We eliminated lots of titles that might be perceived as Classic Rock.

"It doesn't do us any good to be a 'me too' station. We didn't want to play music listeners could hear on [crosstown rival] KOSO or elsewhere."

Kelly finds himself competing against an old rival at KOSO — PD Max Miller. The two butted heads



Joe Kelly

in Colorado Springs when Miller was at KKMG and Kelly was at KIKX. "He's a very good PD and I have lots of respect for him. But he doesn't worry me that much," Kelly said. "I've beaten him once and I'll beat him again."

"It wouldn't be wise for KOSO to come after us because we've already established our niche. We're

the perceived Lite Rock station — we stole that position from them.

"KOSO's sort of the format of the hour. It's heavily dayparted with a zoo-like morning show. It puts the brakes on at 9am and sounds like us during the day. Then it puts the steam on at 5pm and sounds like a CHR at night. We're the same station at 7am as we are at 7pm."

## Promotion Ploys

According to Kelly, there are also definite promotional differences between the two ACs. "We don't promote for the sake of promoting, which is what KOSO does. Sometimes KOSO's sales department programs the station. There are many promotions on the air that probably wouldn't be if the PD had the ability to say yes or no.

"We only do big contests. People don't tune to us for free car washes or movie passes. They come to us for great music. KOSO's always straddled with running high spotloads. We're locked into 11 total units in three breaks an hour — it's a very uncluttered presentation."

In addition to approximately \$30,000 spent on television this

## Ratings Race

CHR-turned-AC KJSN/Modesto posted a No. 1 spring Arbitron 25-54 victory, as well as formidable No. 2 and No. 3 rankings in other key demos.

While neighboring KOSO trailed KJSN in the book (market No. 123), it performed extremely well — appearing below the line — in the larger Stockton (No. 87) survey. The following charts illustrate how KJSN and KOSO fared in Arbitron and Birch. Arbitron TSL figures are shown in minutes per day.

Arbitron				
	18-34	25-54	35-64	12+ TSL
KJSN/Modesto	#2	#1	#3	96.0
KOSO/Modesto	#6	#5	#5	68.2
KJSN/Stockton	DNA	DNA	DNA	DNA
KOSO/Stockton	#3	#2	#10	85.6

Birch			
	18-34	25-54	35-64
KJSN/Modesto	#5	#4	#12
KOSO/Modesto	#6	#9	#12
KJSN/Stockton	DNA	#26	#24
KOSO/Stockton	#7	#15	#19

(Note: DNA means the station did not appear in that particular demo).

spring, Sunny 102's outside media mix included bus benches. "We had about 150 of them throughout Modesto. We also did a direct mail campaign and gave away lots of cash. KOSO had a ton of billboards up and did plenty of on-air contesting. Both stations spent a considerable amount of money."

## Ratings Game

A February power increase (3000-6000 watts) also enabled Sunny 102 to compete for a share of the pie in the larger Stockton market. That, however, carries its own pitfalls. "We run the risk of alienating Mo-

desto listeners. People in Modesto hate Stockton and vice versa. There's a snob appeal attached to living in Modesto; residents here perceive Stockton as a slum. People would wonder why we would bother mentioning anything about Stockton on the air."

Modesto's spring Arbitron results show Sunny 102 holding the upper hand over KOSO (Sunny's No. 1 25-54). "I was actually disappointed we weren't stronger 12+. We won because of superior music and consistency. I know they go crazy over there [at KOSO] whenever we do well."

## KOSO's Call For Consistency

In recent years, lack of consistency has plagued KOSO/Modesto.

"This station's experimented with Hot AC, Gold-Based AC, and Oldies for about 20 minutes," commented one-year PD Max Miller. "We didn't start putting things together here until about the first of the year."

Describing KOSO's present AC position as upbeat and recurrent-based, Miller remarked, "KOSO could still be doing OK as a Gold-Based AC if it didn't react to market fragmentation. KOSO would always try to outdo new competitors, continuing to change its product and react to the market. The station should've waited for the market to stabilize. [By not doing so] KOSO basically gave up its position."

Miller was brought in to help reverse KOSO's alarming history of downtrends. "We stopped going down in the fall, and I thought we made some good gains this spring — considering we hadn't kicked in with any outside marketing. Right now, we're superserving 25-34s, which is basically where the hole is."

KOSO's primary spring promotion involved a Mazda Miata giveaway. "We did a 'Key Song of the Day' and gave away \$100 to designated callers when that song was



Max Miller

played," Miller recalled. In addition to the \$100 prize, each of the 93 winners (matching the station's frequency) received a key — one of which started the car.

## Stockpiling Stats

With no local TV in the market, Modesto radio stations must rely on cable. "That can be a blessing and a curse," said Miller. "It presents an interesting marketing problem because you really can't dominate a market in terms of television just by making cable buys. All stations in the market have a problem promoting themselves."

Ironically, KOSO's 25-54 numbers in the larger Stockton market significantly overshadow its Modesto stats. "We're doing very well there [Stockton] because we don't have any baggage; we're essentially a new radio station.

"KOSO's a regional station. When you add Stockton to Modesto, we're the desired radio buy. Our cume was down, but our quarter-hours were up in our female target. That indicates we're healthy and on the right track.

"Our Modesto numbers are lagging behind because of our bad image and perception problem. We've been a consistently bad station and have been so many different things with no focus. It's going to take time to get listeners to come back because many Modesto people have basically given up on us."

## Bee Sting

Miller indicated he was more disappointed than surprised at this spring's No. 1 25-54 Arbitron showing by crosstown rival KJSN (Sunny 102).

"Sunny's strength basically came at the expense of [B/EZ] KBEE, which was playing an instrumental/vocal mix, then went back to primarily instrumentals. It just died and Sunny was the beneficiary of all those numbers. We need an assist from KBEE.

"Sunny came in here with a good focus and managed to steal KOSO's mainstream AC position. There aren't too many ACs that are lite and hip; Sunny has managed to do that.

"It was No. 2 with 18-24 and 18-34 females and it's been driving me crazy. Sunny isn't making many mistakes. [PD] Joe Kelly is a bright guy. I'll have my hands full with him there."

## KJSN Music Monitor

Noon

10cc/The Things We Do For Love  
 WHITNEY HOUSTON/All The Man That I Need  
 LIONEL RICHIE/Running With The Night  
 EURYTHMICS/Sweet Dreams (Are Made Of This)  
 MICHAEL BOLTON/That's What Love Is All About  
 NATALIE COLE w/NAT "KING" COLE/Unforgettable  
 GARY WRIGHT/Dream Weaver  
 SIMPLY RED/If You Don't Know Me By Now  
 JAMES TAYLOR/Your Smiling Face  
 LENNY KRAVITZ/It Ain't Over 'Til It's Over  
 RIGHTEOUS BROTHERS/Unchained Melody  
 JEFFREY OSBORNE/You Should Be Mine (The Woo Woo Song)  
 TOTO/Rosanna  
 PHIL COLLINS/Do You Remember?

## KOSO Music Monitor

Noon

ELTON JOHN/Club At The End Of The Street  
 STEVE WINWOOD/Higher Love  
 AMBROSIA/How Much I Feel  
 AMY GRANT/Every Heartbeat  
 BOBBY BROWN/Rock Wit'cha  
 MARIAH CAREY/Someday  
 MICHAEL BOLTON/Love Is A Wonderful Thing  
 ATLANTIC STARR/Always  
 SHERIFF/When I'm With You  
 LUTHER VANDROSS/Power Of Love/Love Power  
 GENESIS/Invisible Touch  
 DAN FOGELBERG/Longer  
 JANET JACKSON/Come Back To Me

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WSRS (Hot) WTCB (Hot) WRVR (Hot)  
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## Bruce & Mike's 'X'-Cellent Adventure

Public Support Gives Reno Rocker New Lease On Life

Considering the depressing stories I sometimes write about format changes, mass firings, and the like, it's particularly rewarding to relate the following saga of KTHX (The X)/Reno.

The X, you see, recently came back from the dead, revived by a small-but-loyal audience that refused to allow yet another adventurous radio station to quietly fade away.

Here's what happened: After enduring nine months of red ink, Olympic Broadcasting decided to jettison the X's eclectic format and simulcast AM News sister KOH. "It wasn't a programming decision," explains combo GM Michael Espinoza. "It was purely economical. The ratings were decent, but Reno is a very tough market for advertising. There are more than 25 stations, but only a handful do really well — one of them being our AM. Everyone else has to struggle for the rest of the pie."

"The war and recession certainly didn't make things any easier. We did our best, but eventually decided we couldn't justify the AM subsidizing the FM anymore. The X was in such a deep hole — the station lost \$180,000 this year — that it was hard to ever see any light at the end of the tunnel."

### Power To The People

Olympic expected to receive some flack over the change, but was not at all prepared for the intense reaction that followed.

"The groundswell of listener support was unbelievable, and the lo-



Michael Espinoza

cal media immediately picked up on it," Espinoza says. "There were multiple reports on every television station. When you see that kind of response it turns your head. Listeners took out ads in newspapers, circulated petitions, and actually pledged to support advertisers."

Those pledges were the key factor in the X's return, as the station's AEs were able to turn them into commitments from clients. "It wasn't as simple as saying, 'Look at all of this listener support — now we can go back on the air,'" Espinoza explains. "We still had to get the advertising dollars. People had to put their money where their mouths were."

"So we determined exactly what kind of revenue commitments we'd need to bring back the X. We put together packages that required six-month commitments from all our advertisers, which would get us through till at least the next ratings period. We had different rates for each advertiser, but everyone had to commit for six months. I took everybody off AM sales and put them on FM sales for one week. And everybody came through. It was just incredible."

Two weeks after dropping the X, Olympic completed its about-face and decided to put the format back on the air. "We called the FM staff and asked if they were interested in coming back, which they were. Then I called a press conference and made the announcement. All of the TV stations showed up and put it on their news that evening. It also was on the front page of the paper. We went back on the air three days later, and it was as if we didn't miss a beat."

### Ratings-Proof?

While a ratings increase in the fall book would certainly enhance the X's chances for long-term success, Espinoza says the most important factor may be the new bond forged between listeners and advertisers.

"What came out of this whole situation is that the X may almost be ratings-proof. The listeners are so devoted they're willing to support our advertisers just to keep the station on the air, and our clients understand that. I believe the advertisers will continue supporting the station even if the next book doesn't show a lot of growth."

"This was a great educational process, and I think the radio industry in this market benefited. The listeners came to realize how important advertising really is to commercial radio. People learned that if they like a particular station's programming they'd better support its advertisers."

"Right now things look healthy. Given the press we've received I can't possibly see us dropping in the ratings. I see a lot of people coming out of the woodwork who didn't know the X existed. They're sampling us, and I think we'll have a great book. This was the hump we needed to climb to take the FM to the next level."



**The listeners are so devoted that they're willing to support our advertisers just to keep the station on the air, and our clients understand that.**  
— Michael Espinoza

### Roller Coaster

Ironically, X PD/morning man Bruce Van Dyke thought the station had crawled over the hump before the format was temporarily turfed.

"You talk about being on a roller coaster!" Van Dyke says. "When we got the summer book and saw some solid growth in key demos, I thought we were really ready to fly. The day after I called the staff together to congratulate them was the day we got axed. We were completely stunned. We didn't feel at

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- Cartoon Junction 825-7225
- Music Land 826-8896

SHOW YOUR SUPPORT. TELL A FRIEND!

THE X IS ALSO ACTIVELY SEARCHING FOR POTENTIAL BACKERS FOR MORE INFORMATION 829-9252

Six days after the X was axed, this ad appeared in the local paper, complete with Van Dyke's home phone number.

all like failures. We felt like something went wrong, and it wasn't us.

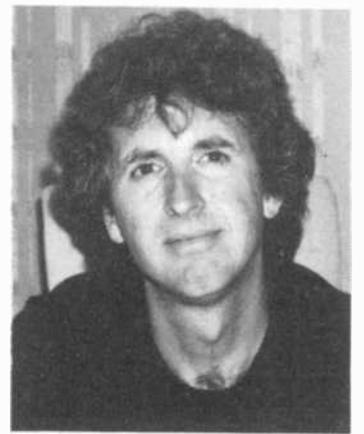
"As we cleared out I told the airstaff, 'Look, we have something here. It would be terrible to have it cut off like this, so I'm going to try to find a new home for us.' There are a few FMs in this market that are in worse shape than us, and I figured my best shot would be to convince someone we could just pack it up, move over, and get it back on the air quickly."

Van Dyke says keeping the staff together was no problem. "Olympic gave each of us a one-month severance package, so nobody was desperate. And there was no danger of the fulltimers going to any local stations, because we had all been spoiled by doing this for nine months. It's one of those idyllic radio jobs if you're involved in music at all. We wanted to continue doing this kind of eclectic rock radio. So I told the others to sit tight; we weren't going to just roll over and die."

### Not Fade Away

With his staff intact, Van Dyke immediately hit the phones. Then the reaction started coming in.

"It didn't take long to see that our audience was pouring it on the station and the local media at a very impressive rate. Letters and petitions started piling up, and things got really interesting. Most of the time when you announce a format change you get a few let-



Bruce Van Dyke

ters, then the disgruntled listeners fade away pretty quickly. But it became obvious that wasn't the case.

"Baby boomers are commonly portrayed as being pretty apathetic. It takes a lot to get them off their asses. And here we had a bunch of folks who represent a choice demographic really getting ornery and vocal, so much so that Olympic started to take notice. They realized they had something that was a bit out of the ordinary. About a week after the change the owners told me they were reconsidering, and I started to believe we just might come back."

"Looking back, I think the listeners wrote just to express their general dismay. I don't think any

Continued on Page 82

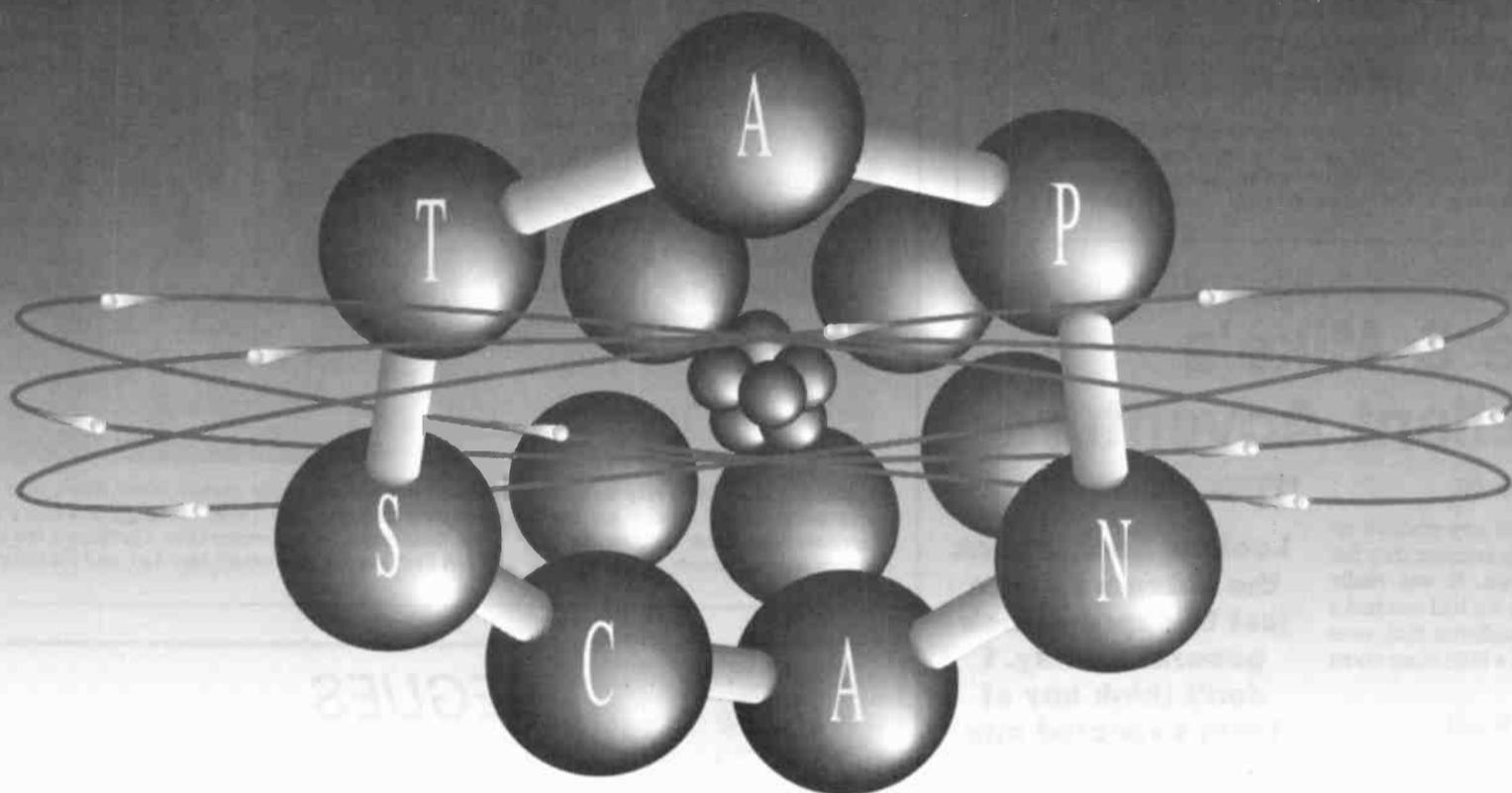
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KTHX

### Sample Hour

PAUL SIMON/She Moves On  
STING/History Will Teach  
Us Nothing  
BONNIE RAITT/Something To  
Talk About  
LITTLE FEAT/Roll Um Easy  
CHRIS WHITLEY/Big Sky Country  
ERIC CLAPTON/Lay Down Sally  
JERRY GARCIA & DAVID  
GRISMAN/The Thrill Is Gone  
JOHN HIATT/Memphis In  
The Meantime  
MASSIVE ATTACK/Safe  
From Harm  
NEVILLE BROTHERS/Brother's  
Keeper  
JOHN LENNON/Jealous Guy



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**STICKY FINGERS** — WLUP/Chicago afternoon driver Bobby Skafish (r) parties with restaurateur Bill Wyman, who owns a popular London establishment called Sticky Fingers. When he's not pampering his guests, Wyman likes to play in a rock 'n' roll band.



**PANIC IN ATLANTA** — Fifty WKLS/Atlanta contest winners and station staffers joined Widespread Panic for a pre-show party. Ready to rock are (standing, l-r) band manager Sam Lanier, Widespread Panic's David Schools, Capricorn's Jeff Cook, band members John Bell, Todd Nance, and Domingo Ortiz, Capricorn's Phil Walden, and the group's Michael Houser; (kneeling, l-r) WKLS MD Beth Kepple, personality Alan Ayo, and the band's T Lavitz.

## Bruce & Mike's 'X'-Cellent Adventure

Continued from Page 80

of them expected any positive results. They wrote because they felt they had to write. It was really gratifying to see we had touched a nerve with an audience that, over time, has gotten a little blasé about life."

### No Stunt

A confirmed cynic might wonder whether the whole deal was merely an elaborate publicity stunt. "It worked out to be a fantastic publicity windfall," Van Dyke acknowledges, "but anybody who knows me knows I'm about as crafty as Jethro Clappett. If we had tried to pull this off it would have blown up in our faces, and we would have looked foolish.

"Olympic was simply smart enough to capitalize on the situation. Once they saw the publicity

**Looking back, I think the listeners wrote just to express their general dismay. I don't think any of them expected any positive results.**

— Bruce Van Dyke

machine in motion and the great reaction from a literate, loyal audience, they started thinking, 'Maybe we can turn this around and take advantage of it.' The whole thing really is kind of amazing. Hell, I never thought we'd be back."



**SHADES OF TWO DUDES** — Greg Allman (r) visits with WXRK/New York air personality Jimmy Fink.

## SEGUES

New WLAV-FM/Grand Rapids PD Denny Schaffer slides into mornings this week; interim 'LAV wakeup man Steve Labenz moves to 4-8pm ... CJAY/Calgary flips to Classic Rock ... KXRK/Seattle personality Gretchen Hart takes nights at WRXL/Richmond ... Kris Rosiensmutek succeeds Kelly Campbell as Programming Assistant at KXRK/Seattle ... Harris Communications inks two new AORs: WSFL/Coastal NC and WFXX/Williamsport, PA ... DeMers Programming/Marketing pens

WMGG/Columbus, OH ... KCDU/Dallas hires Rose Wright to do morning news ... WXLN/Quad Cities, IA evening personality Len O'Kelly heads to WLLI/Joliet-Chicago for morning duties.

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C: BEATLES, "Do You Want To Know A Secret?" (VeeJay Records)

WHO WAS THE FIRST PD TO TAKE YOUR CALL?  
C: Tommy Hedges, KLOS.

WHEN DID YOU LOSE YOUR VIRGINITY?  
C: I went all the way with a boyfriend after an orthodontist appointment.

### YOUR FIRST PRIORITY THIS WEEK:

**JOAN JETT & THE BLACKHEARTS**  
"BACKLASH"

Track: 45

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WBCN KRXQ  
WBAB KOMA  
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# WDRE's Morning Show: Off To A Promising Start

Faced with some of the toughest morning competition in radio, WDRE/Long Island's Howie & Mina Greene are making a name for themselves by serving up topical conversation with the market's only commercial alternative music.

The duo, known to listeners as the Greene Team, are not married or related. They were brought together by PD Tom Calderone. He wanted to inject some personality into 'DRE's music-intensive approach, creating a morning show that would appeal to 'DRE's core audience and expand the Jarad outlet's cume.

"I had to create a show that sounded comfortable," says Calderone. "People who listen to this format are a very sensitive type. They're not crazy about hype and that type of radio. So we wanted to put two people on the air who could talk not only about music but also about art exhibits, movies, or something they read in the newspaper."

Of course, ratings were also a motivational factor. "It was basically a numbers problem," says Calderone. "It wasn't that the old morning show was awful by any means; it wasn't. We just needed a fresh approach, a little kick. Instead of adding and subtracting things, we just decided to start with



a clean slate. Mornings are important because they get the ball rolling."

Since the Greene Team's debut in March, WDRE's 12+ morning numbers have climbed a half-share (1.3-1.8), and its 18-34 showing has increased two full shares (to just under 5.0). Calderone is cautiously ecstatic: "I'm very happy with the results and didn't expect the success to happen this quickly. We've had one really good book, but the Greene Team has just started. When we went over the numbers they said, 'OK, good, fine, who cares — we've got more work to do.' That was really nice to hear. You've got to have a good attitude about [ratings]."

Calderone says he's pleased with the duo's chemistry. "They're fresh, something new. Howie is one of the most well-read morning show hosts in the market. You can hit him with any story and he'll know about it. He may be opinionated sometimes, but at least he knows about it. Mina has a comfortable voice, and she's friendly. Listeners feel like they can become part of the show with her there, and she knows the basics and formatics very well."

## Elements Of Success

Despite the increased focus on personality, the morning show still provides plenty of alternative music. "We're playing more music now than we did before, eight to 10

titles each hour," notes Calderone. "However, I think you're selling your audience short if you base your morning show on music alone. It is an important element. But by pontificating about a new album and ignoring what's going on in the world — politics, health, or anything like that — you're not acknowledging that your listeners are interested in other things."

Calderone admits listeners aren't going to instantly turn to a

**“We're not going to compromise the intelligence of our audience by doing lowbrow things. We want to make people think and react in a positive way.”**

New Rock station for news and traffic, but says those elements are nonetheless viable parts of a good morning mix. "We can become news-intensive when the situation calls for it. When news happens, our listeners don't need to run to the AC or News station. We'll give



The Greene Team's Howie (l) and Mina Greene (second from right) are caught stealing a free moment to pose with the winners of WDRE's "Dressed To Steal" promotion.

them that information. One of the mistakes this format has made in the past is that we haven't really taken a news or current-events stance except when a major concert comes to town."

Although Calderone likes having a high-profile morning team, he doesn't think it should operate independently of the rest of the station. "We don't want a morning show that's a separate entity. That's not what the station is all about. I don't want a talk-intensive morning show, and then start music at 9-10am. That wouldn't represent the station."

"I want someone who listens at 6pm to hear the same thing at 6am — from the production elements to the attitude and presentation. I also want people to sample us and say, 'Hey these guys play INXS and the

Talking Heads. They're not too weird, and they make me laugh every once in a while.' That's important to me. We're not going to compromise the intelligence of our audience by doing lowbrow things. We want to make people think and react in a positive way."

"Our philosophy is to have a morning show that people are going to slowly — but surely — gravitate toward. We also want one that'll keep the correct image of the station intact. If Howard Stern, Don Imus, etc. weren't here, maybe we would take a different approach. The fact that they are and do a very good job means we need to do a good job, too. Would it really serve the market if we were to hire two wacky people to do comedy bits for four hours?"

## Helping Hand

Calderone works closely with the Greene Team, helping them shape the dynamics of their show. "We meet every day when they get off the air. We talk about the day's show and what's coming up for tomorrow. They're still new. I help them come up with different ideas and different ways of presenting things."

"We have to make sure Howie & Mina are focused on what our audience is all about and what they want in a morning show. It takes a lot of practice. You've got to really work. You don't just come in and switch on the microphone. You've got to be a walking newspaper and music encyclopedia for your listeners every morning. You're the one who gets their day going."

"I've really been happy with the way Howie & Mina have been able to balance current events, comedy, and music. I think it's a pretty original package."

—Shawn Alexander & John Brake

**“You've got to be a walking newspaper and music encyclopedia for your listeners every morning.”**

## Greene Team Tactics

**E**ncouraged by the initial response to their new morning show, WDRE/Long Island Greene Team co-captains Howie & Mina Greene reflect on the keys to their recent ratings success:

"We try to stay true to our audience," says Howie. "We're very music-intensive and play more music in the mornings than anyone else. That's what's really important to our audience. Plus I like to keep myself a little controversial. Our audience is a little more socially and politically aware."

"We're also on top of the news," adds Mina. "We do a lot of phone-ins and impromptu things, bantering back and forth with topical conversation."

### Show Prep

Thorough show prep is also essential. By 4:30am, Howie and Mina have read the national and New York-area papers, cleared the wire reports, tuned in to other radio stations, and monitored CNN. At that point, they briefly discuss the topics they plan to discuss before hitting the air.

"We don't script anything out because we like spontaneity," says Mina. "We just give each other a rough outline of what we want to talk about. Nothing's set in concrete."

The duo also enjoy spicing up their show with humorous skits and bogus commercials written and produced by an in-house comedy writer and production team. "We also give the Greene Finger of the Week award to the week's biggest shithead," notes Howie.

### Ratings Rapture

"I'm ecstatic about the ratings," says Howie. "Mina and I have a really great chemistry. Sure, it was one book, and we have a lot of work to do. But we're obviously very excited, and I want a raise!"

"We're trying not to get too excited," cautions Mina, "but we're very pleased with the way things have been going. We've only known each other for a few months, but we get along great."

For Mina, the ratings boost also was a personal victory. "It's an honor, especially since I'm only the second woman to do mornings in New York. There was some speculation in the beginning as to how a female morning show host would do with a male [former] newscaster, but we seem to be doing fine."

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## REVOLUTION

Former KGON/Portland, OR night driver **Scott Alexander** has picked up the swing shift at XTRA-FM (91X)/San Diego . . . WWCD/Columbus, OH part-timer **Carey Sutton** graduates to overnights.

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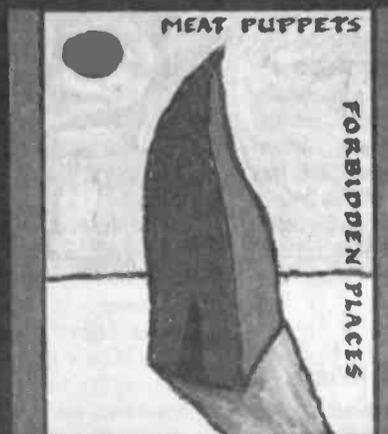
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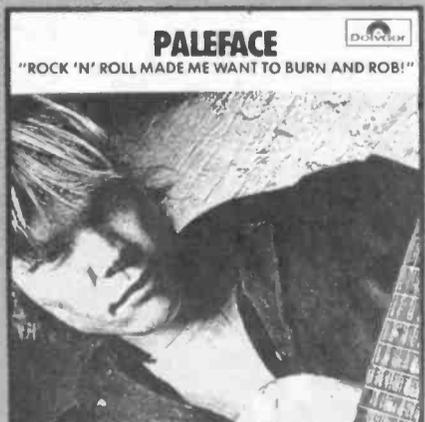
◆ On 120 Minutes and Night Tracks



## PALEFACE

Featuring the Anti-Censorship Anthem

### "Burn and Rob"





WALT LOVE

## Gridiron Of Dreams

Grambling's Football Radio Network Benefits Black Academics And Athletics

At this time of year, UCs around the country feature black college football play-by-play.

Appreciation of the sport and its growing impact on UC radio and audiences is still greater in the South. But national interest seems to be growing. Part of that progress can be traced to Calvin Miles, currently Director/Broadcasting & Coordinator of Grambling University's burgeoning Grambling Football Network.

### Ups & Downs

Miles graduated from the university (home of the championship Tigers football team) in 1980, but returned in 1988 as GM of KGRM, the on-campus student radio station. He explained the history of the network project: "When I came back to Grambling to work with KGRM, I was able to introduce the idea and get approval to put the network together.

"Our first year — 1989 — was really a test year. Several Louisiana stations and one Chicago UC [WGCI (AM)] carried the games. Fortunately, the response was great. Last year, we did our initial coast-to-coast broadcasts of the Grambling Football Network.

"During the network's first year we had a lot of ups and downs. But we did have a pretty good season. We finished eight and three, with a couple of last-second wins to our credit. Plus every time Coach [Eddie] Robinson wins a game, it's another record being etched in the books [see related story]; we're looking for even more of this during the 1991 season.

"Currently we have 44 stations. However, by the time the season starts we hope to have cracked the half-century mark. We're learning as we go along, trying to build this



Calvin Miles

organization into something solid. We're thankful that we're getting a lot of cooperation from stations and sponsors around the country."

### Student Interns

Three men will handle the play-by-play coverage this year: Miles and TBC Sports President Will Tieman — the radio network was launched in association with TBC Sports — will be in the booth handling color commentary, while George Wheatley will man the sidelines.

Also on board are four KGRM student staffers, who will serve as interns. Miles noted, "These interns will perform intricate broadcasting duties before and during the broadcast. They won't just stand around and have the 'get me a cup of coffee' type of internship that doesn't teach them anything. We're proud of that because they'll learn how to perform under pressure.

"When we run the 'Eddie Robinson Show' on Thursday nights prior to our games, the students are the technicians, producers, and directors. When Coach Robinson and I are in the studio on-air, they're giving us the cues, directions, and everything else. It's a very good hands-on learning situation for them.

"This broadcast goes across the country — that's experience you really can't buy. The students really take pride in their work and what they can accomplish. Now that KGRM has been granted a power increase to 50,000 watts, we cover most of Northern Louisiana and Southern Arkansas. We also reach into parts of Texas and Mississippi."



Will Tieman

### Peacock Connection

Grambling football already has one foot in the national pond. The university has signed a three-year deal with NBC-TV to televise the Bayou Classic nationally.

According to Miles, "We play all the exciting schools in our division, like Alcorn State, Tennessee State, and Texas Southern — always good games.

"But the biggest black college game of the year is the Bayou Classic, which features Grambling and Baton Rouge's Southern University." The Classic is held annually on Thanksgiving weekend at the New Orleans Superdome. Added Miles, "I'm really glad NBC has recognized the power of this type of game. We packed the Superdome last year with over 72,000 fans, and we hope to do even better this year."

### Spreading The Word

Miles explained another important function of Grambling's football network. "We're not only trying to promote Grambling, but also [the idea] of attending black colleges and playing black college football.



First-round NFL draft pick Walter Dean making it happen for Grambling last season.

**We have 44 stations . . . and hope to crack the half-century mark. We're learning as we go along, trying to build this organization into something solid.**  
—Calvin Miles

"We've found from our research that most people still don't know much about black colleges. Thanks to the premier NFL players who came from this league — such as Doug Williams, Jerry Weiss, and Walter Payton — we've been getting press, so people do know about

the colleges. But they don't really have a good understanding of what we do. We're not just athletic factories that crank out superstars in football and basketball. These schools are educating millions of black students around the country. We're a valuable resource more people need to know about.

"That's what we're trying to do with our network — not just expose Grambling State University, but also make people aware of Jackson State University, Howard University, Florida A&M, Morgan State, and Texas Southern University. Thus far, all the [network] cities have responded favorably to our mission.

"We want people to know about black colleges and their value to society as a whole. We want them to know there are choices when it comes to higher education — and that black colleges and universities should be considered."

## ROBINSON'S HEROES

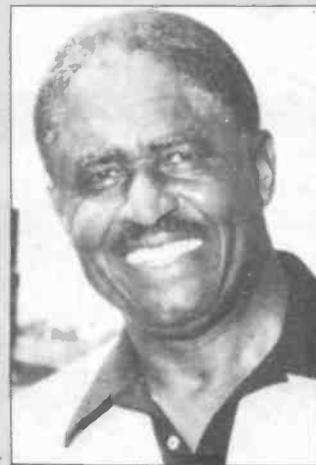
### The Tigers Who Earn Their Stripes

In 1941, when Grambling State University hired the young Eddie Robinson to direct its football program, no one could have known what the future held.

But half a century later, Robinson has enough honors under his belt to fill a museum — soon to be built, thanks to a \$2 million federal grant. He's also led the team to the most wins in the history of college football.

The Tigers have become one of the nation's popular collegiate football attractions, having played in almost every city and stadium in the country. Grambling averaged over 30,000 fans per game last year and was No. 1 in Division I-AA. The team also set a new attendance record at Indianapolis's Hoosier Dome by playing in front of an SRO crowd last year.

Under Coach Robinson, Grambling has contributed more than 300



Eddie Robinson

athletes to professional football's ranks. In 1971, Grambling set an NFL record — still unbroken — by sending 43 players to NFL training camps.



Grambling scores another first down.

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RANDALL BLOOMQUIST

# A Loopy Take On News/Talk

## Does WLUP (AM) Provide A Glimpse Of Talk's Future?

In a recent column on the future of FM Talk (R&R 8/30), I touched on the prospects of a budding format I call — for lack of a better term — Rock Talk. According to some programmers, this hip, laid-back sound, epitomized in some ways by Infinity Broadcasting's Howard Stern show, may hold the key to luring FM listeners to the Talk format.

Ironically, the prototype fulltime Rock Talker is an AM — WLUP (AM)/Chicago. For the past four years, the Loop AM has aired a unique personality-driven Talk sound that largely ignores the issues of the day, pooh-poohs callers, and generally disregards most other elements of traditional Talk radio. The result: AM 1000 finished 10th 25-54 in the Spring '91 Arbitron survey — significantly ahead of crosstown N/T WLS and not far behind Talk-oriented WGN. What's more, WLUP (AM) has Chicago's wealthiest audience (median income: \$50,400), according to Scarborough.

### Secret Of Success

The Loop's broadcast day begins with one of Chicago's (and America's) best-known radio personalities, Jonathon Brandmeier, who does a spontaneous, freewheeling morning show that's simulcast on AOR WLUP-FM. Brandmeier's program includes a full range of wacky stunts, from putting callers through outrageous paces for concert tickets to on-air marriages to celebrity wakeup calls to offbeat remotes. Brandmeier plays roughly two songs per hour from a list prepared by WLUP-FM PD Rick Balis.

Brandmeier, who generated less-than-stellar numbers following his 1983 arrival in Chicago, is now a regular in the ratings penthouse. In



Larry Wert

the Spring '91 Arbitron, he finished second in 12+ with a combined 7.2 share and first in 25-54 with a combined share in the mid-9s (AM listening accounted for roughly half that figure).

Midday (10am-2:30pm) host Kevin Matthews, who was an AOR jock in St. Louis, does a comedy-oriented show that includes his impressions and bits featuring a gallery of alter egos, including sportscaster Jim Shorts. Following in the footsteps of Brandmeier, who makes regular concert appearances with his own band (the Leisure Suits), Matthews works the Chicagoland comedy circuit and peddles his own line of clothing and other "KevHead" products.

### Afternoon Banter

Afternoon drive (2:30-7pm) is the province of two other radio legends, Steve Dahl & Garry Meier, whose wide-open, virtually seamless program makes Stern's show sound tightly formatted. The duo spend much of the show engaged in stream-of-consciousness banter reminiscent of those Dockers television ads that show a bunch of thirtysomething guys shooting the breeze while they toss a football. The laid-back chatter is laced with meandering babble with sports and entertainment figures (interviews they aren't). Commercial breaks and service elements occur with little (if any) fanfare; there's no "We'll be back after this break" or "We're coming up on news time."

Although their show includes regularly scheduled news, traffic, and sports updates, the pair aren't constrained by them. "We don't try to be the news and information station," says WLUP GM Larry Wert. "If the guys are on a roll, those [service] elements take second place."

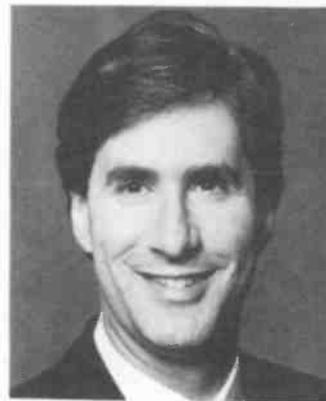
Similarly, while the duo are supposed to play five to 10 songs per shift (hits from the golden age of AM CHR and currents chosen by Dahl), they often go for days without playing a record. "When I first got here," says WLUP (AM) PD Jack Silver, who joined the station earlier this year, "I thought, 'This show is just two guys yapping.' But it works. Steve and Garry have been in Chicago for 13 years, so people have literally grown up with them. Listeners tune in to find out what's going on in their lives."

Do they ever. Steve and Garry were No. 1 25-54 in three of the past

four Arbitron books, including Spring '91 — when they netted a 25-54 share in the low 6s.

### 'Talent Is Product'

Evening hours on AM 1000 are given to slightly more traditional Talk, including Chet Coppick's sports show and Ed Tyll's topical call-in show. According to Wert,



Jack Silver

Tyll's show focuses on "25-54 topics." Recent segments have focused on the difficulty of raising children in modern society, traffic and commuting woes, and the record business. "It's 'Oprah [Winfrey Show]-like stuff," says Wert.

So, can the Loop's format — and success — be duplicated elsewhere? Maybe, says Wert, assuming a station knows how to find and manage the type of high-powered personalities Rock Talk demands. "In this format, the talent is the product. Period. You're asking people to forego music, news, and information, so you have to offer a very creative perspective."

Noting that WLUP is blessed with two of radio's top talents in Brandmeier and Dahl, Wert gener-

**"We don't try to be the news and information station. If [Dahl & Meier] are on a roll, [service] elements take second place."**

—Larry Wert

ally agrees with those who say there aren't many personalities capable of executing the Rock Talk format. "True, we found Kevin Matthews doing a music show in St. Louis," he says. "But I just don't think that many diamonds are out there — not even diamonds in the rough. That's why people who can [handle the format] make so much money." (Dahl is in the middle of a five-year deal worth \$6.5 million, one-third of which he pays to Meier. Brandmeier's current contract will earn him \$6 million over four years.)

### Best Rule: No Rules

Warns Wert, "Don't think you can just put a stand-up comic on the air. It doesn't work. This isn't a format where somebody will win rookie [personality] of the year."

Assuming a station can assemble a top-drawer staff, the next challenge is to fully support those personalities during the long period required to attract and build a loyal audience, say Wert and Silver. Both PDs and GMs must understand how to nurture developing personalities (as WLUP did with Matthews) and recognize when not to crowd talented, successful people.

"We've found that the best rule with the talents we have is to have no rules — just broad parameters," says Silver. "I mean, what am I going to tell Steve Dahl about how to do his show?" Perhaps the most important things a station must have before adopting the Rock Talk format are a desire to win and a willingness to take major risks, he says. "It's all about programming to succeed — not programming not to lose."

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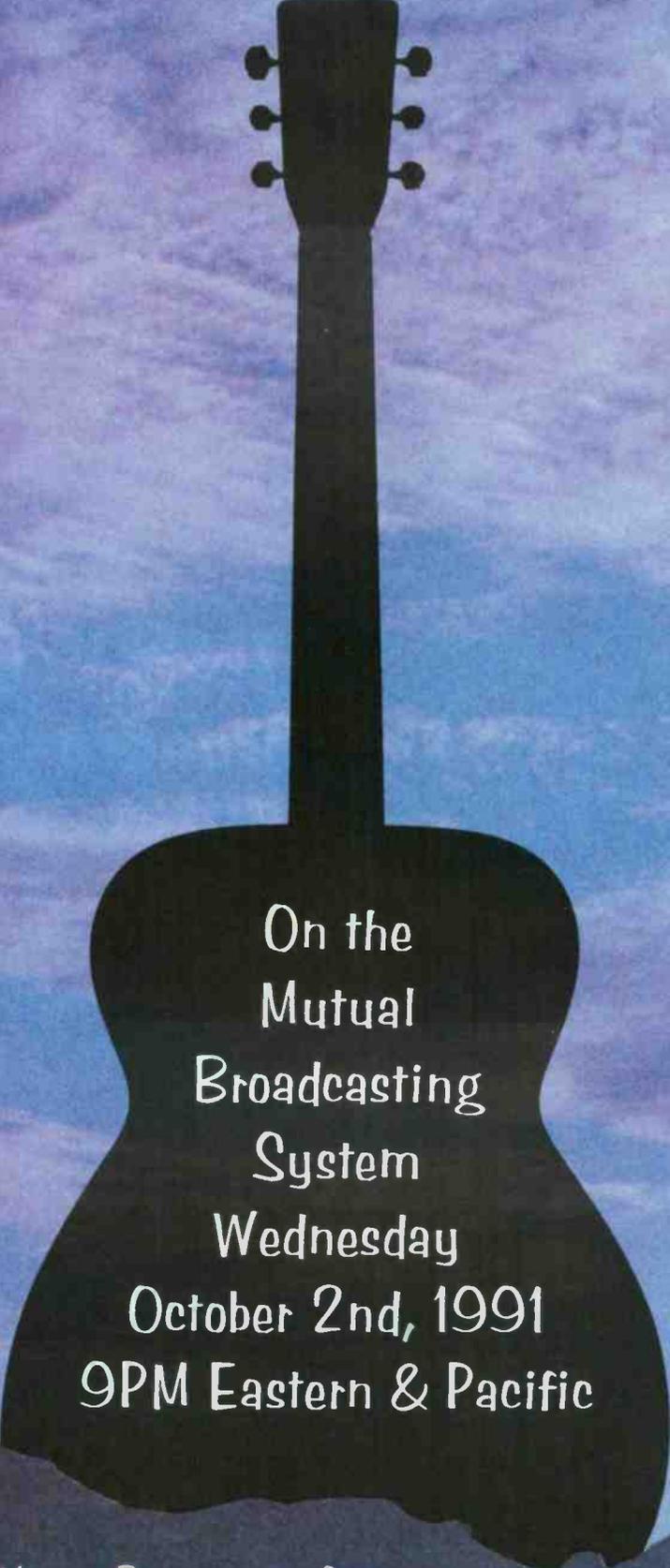
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LON HELTON

## Duels In The Desert

**KMLE Vs. KNIX In Phoenix; KWNR Vs. KFMS In Las Vegas**

KNIX/Phoenix and KFMS-AM & FM/Las Vegas are likely to appear on most people's Top 10 list of formidable Country stations. And it's precisely because of the stations' perceived invulnerability that both have gone virtually unchallenged.

Until recently, that is. Ever since KMLE/Phoenix and KWNR/Las Vegas moved into town to take on their respective market monoliths, both upstarts have racked up respectable, steady ratings increases.

The assault against KNIX began in Fall '88, when Shamrock Broadcasting purchased KMLE. At the time, Religious 'MLE ranked last among FMs. Shamrock changed it to Country that October.

KFMS-AM & FM had vanquished an FM or two on its march toward double-digit numbers and had stood alone in the market for quite a while. Then last September 6, Southwest Broadcasting switched ailing AC KWNR to Country.

### Market Similarities

Perhaps the first thing that should be noted is the similarities between the market environments KMLE and KWNR entered. KNIX and KFMS were billing leaders as well as ratings winners. Both had developed and maintained a classy image for Country among listeners and advertisers alike. Thus, the new format entries didn't have to spend a lot of time and energy selling Country. Maintaining the format integrity built by KNIX and KFMS also meant mudslinging was off limits in both markets. Neither KMLE nor KWNR took shots at their competition, according to the respective PDs.

### KMLE's Plan

Current KMLE PD Alan Sledge joined the station in January '91, but had been Asst. PD at Shamrock's WFOX/Atlanta and was involved in the early KMLE discussions. (Original PD Bob Glasco left in January to join the Rusty Walker & Associates consultancy, of which KMLE is a client.)

Explaining the decision to take on KNIX, Sledge said, "We're competing with all of the stations in this town. The reason we decided on Country is that the Phoenix Country market is so big." KNIX's 12+ shares from Fall '87-Fall '88 averaged well over 13 points, with a Fall '87 spike of 17.4.

"This market is more like one in Texas than in Southern California," Sledge noted. "By offering Country radio that appealed to a younger audience, we felt we could do well without having to steal all — or even a lot — of KNIX's audience. We market KMLE to the [audience] segment who use Country along with AOR and AC."

Sledge said KMLE's biggest gains have been 21-35. "There's a



Alan Sledge



definite age break between KMLE and KNIX. KNIX has had a huge, loyal audience for a long time. It's really hard to get a person to change from a product he uses almost exclusively. So we went after a movable target."

### KWNR's Natural Choice

KWNR's switch to Country occurred during a five-way AC race. At one point, KWNR — the No. 2 AC station — had less than a three share, with two points separating all of the ACs.

"It was obvious that five ACs weren't going to survive," said PD Gary Moss, who also programmed the station under the old format. "And at that time, KFMS was always sitting at the top of the heap with double digits. Country was obviously popular with the audience; it seemed like the natural choice."

Like KMLE, KWNR targeted younger demos, using new music as the bait. "KFMS was very broad-based musically," said Moss. "By positioning ourselves as 'new country' we could attract a younger audience and not depend on taking away KFMS's listeners to create an audience for our station."

### Musical Parity

Sledge said KMLE's music philosophy is to "reflect what the people expect of us. There's a real yearning for current music." He added that recent research has shown a growing need for a wider gold selection because people are becoming interested in the music today's hot artists released within the last five years. "We haven't increased the size of the gold library yet, but we're stockpiling music in case we see the need growing more."

Assessing the difference between KMLE's and KNIX's music, Sledge said, "The difference may be more perceived than real — we're actually very close. KNIX may go back a bit further than we do and play a few older records."

Some highlights of KMLE's musical mechanics:

- **Morning drive:** 10-12 records, four breaks an hour; maximum of 10 units an hour
- **Outside of mornings:** 10 in a row every hour; three stopsets an hour, maximum of 10 units an hour
- **Current/oldie ratio:** 60/40
- **Rotations:** Heavies, 2½ hours; mediums, 3½ hours; lights, 6 hours
- **Recurrents:** Three categories rotate every 4½, 6½, and 7½-11 hours, respectively
- **Gold library:** Only 10% is pre-1980
- **Tempo:** Medium to medium up.

KWNR's Moss said he likes to focus on new country music from hot artists: "Being 'new country' doesn't mean you have to play all the new music that comes out." He said he's not afraid to jump on something new if it fits his station's sound. Moss, like Sledge, is extremely song-conscious, avoiding records that have an "old-sounding feel."

According to Moss, 85% of KWNR's music is duplicated by rival KFMS. He said the other 15% of KFMS's programming is oldies that go back further than KWNR's and currents that KFMS gets on before KWNR.

Commenting on the new music gamesmanship, Moss said, "When we changed to Country, 'FMS became less conservative with its current selection. In the meantime, we've become safer."

A few of KWNR's musical mechanics:

- **Counter strategy:** At least 51 minutes of music every hour to counteract KFMS's longstanding posture as the 12-in-a-row station.
- **Morning drive:** 10-12 records an hour
- **Current/oldie ratio:** 50/50
- **Stopsets:** Two stopsets an hour at :35 and :51; maximum four units/four minutes
- **Rotations:** Heavies, 5 hours; mediums, 6 hours; lights, 8 hours
- **Recurrents:** Two categories rotating every 12 and 24 hours, respectively
- **Gold library:** Around 700 titles: 20% between 1978-85; 80% between 1985-present; a few pre-1978 "monster cuts."

### On-Air Positioning

Both KWNR and KMLE are primarily staffed with personalities who didn't have much, if any, prior Country experience. KWNR retained its entire staff following the AC-to-Country switch. (Since then, af-

## Vegas, Phoenix By The Numbers

Here's how Arbitron has scored the Las Vegas battle between KFMS-AM & FM and KWNR and the war being waged in Phoenix by KNIX and KMLE.

Las Vegas					
Sweep 12+	Sp '90	Su '90	Fa '90	Wi '91	Sp '91
KFMS-AM & FM	10.0	11.8	13.4	8.7	8.9
KWNR	—	—	3.6	3.9	4.7

Phoenix					
KMLE	4.6	5.1	4.6	5.6	6.6
KNIX	9.1	9.8	11.0	10.5	10.4
25-54 Rank					
KFMS-AM & FM	1	1	1	2	1
KWNR	—	—	9T	10	5
KMLE	10	6	5	5	2
KNIX	2	1	1	1	1

25-54 Share Difference						
KNIX Ahead	Of KMLE	2.9	5.4	6.9	6.4	4.1
KFMS Ahead	Of KWNR	—	—	11.1	3.9	2.5

ternoons and nights have turned over.)

Though all but one of his staffers come from CHR backgrounds, KMLE's Sledge said he makes no conscious decision to hire jocks

they get out, but we are everywhere," Moss commented. KWNR's key lines are "Today's Country" and "New Country 95.5, KWNR."

### Promotional Savvy

Both stations have eschewed big-ticket giveaways for smaller items. Moss, in particular, wanted to avoid that arena. "Vegas is like no other city in America," he explained. "There are places to win everywhere; it's impossible to compete with the casinos for big-ticket prizes. A pocket full of quarters can turn into a million dollars at any moment."

Tickets to movie premieres and concerts are contest mainstays at KMLE and KWNR. However, T-shirts and "a lot of small prizes are the norm" at KWNR. "We want to give away the things people want but can't get anywhere else," said Moss.

Although KMLE's Sledge said free dinners and other entertainment-oriented items are popular, the station has also staged some bigger-ticket promotions. Last winter's "Social Security" game yielded numerous \$108 winners and five \$5000 winners. 'MLE also ran a "humper sticker" campaign during the winter book.

KMLE's spring promotional thrust centered on a concert featuring Restless Heart, Trisha Yearwood, and Garth Brooks, as well as what Sledge called the biggest fireworks display in Arizona history. He said the \$4 tickets were limited to 10 per person and sold out in 39 hours. That event was also the first time KNIX ever acknowledged KMLE's existence, noted Sledge. KNIX bought some tickets — reportedly about 100 — and gave them away on the air.

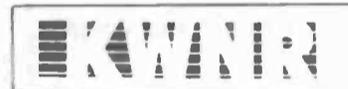
Reportedly, there was some initial bad blood over the incident. But Sledge maintained he's "glad they changed their policy and are now promoting our events. That means we're both addressing the needs of the Country listener."

### The Coming Trend

Long-term commitment and the patience to accept consistent,



Gary Moss



with that background. "KMLE jocks have to have three things: tempo, pacing, and irreverence. To get the style we want we've had to look at the talent pool outside the traditional Country stations."

The overall sound outside of morning drive is personality within a more-music approach. "We season things with as much personality as we can," said Sledge. "Our real key is developing 'stationality'; that is, giving the entire station its own personality."

KMLE's stationality centers around an irreverence that begins with the mascot — a "happy camel" with a wry smile that, Sledge said, lends itself perfectly to the "good times" feel of the station. "Everything we do connotes a fun atmosphere. We try to laugh at ourselves as well as at what's going on around us — without sounding cocky." Emphasizing that attitude is KMLE's key positioner, "Good times and today's great Country favorites."

Moss said he wants the KWNR talent to be fun, up, bright, have a good time with the music, and talk a lot about it. "KWNR is not liner-card radio," he said.

KWNR's jocks are out of the studio a lot, helping the station make its mark. "Many stations claim

## Tales From The Road

Artists often trade stories about their adventures and misadventures on the road. Here are a few that were overheard recently.

While en route to a Sioux Falls concert, those zany Kentucky Headhunters mysteriously disappeared for several hours, missing a scheduled interview with local KXRB. Concerned, PD Dan Christofferson called the Headhunters' management, but no one was able to locate the group until hours later. Their explanation? On the way through the Quad Cities, the Heads spotted the local John Deere tractor plant and decided to stop for a tour.

Meanwhile, back at the ranch: Some 4000 cassette samplers for the "Harley Davidson & The Marlboro Man" soundtrack — containing the Headhunters' remake of "Let's Work Together" — were recently distributed at film screenings across the country. The soundtrack will be available commercially in late September.

• Matraca Berg pulled a fast one on labelmate and touring partner Clint Black that left him nearly speechless — and her pantless. It seems opening act Berg has been wearing suede shorts while performing. Each night Black compli-

ments her performance, then comments about her shorts. During a recent date, however, Berg short-circuited his routine by hiding behind security guards and flinging the garment at him. A befuddled Black followed up his usual "How 'bout those shorts!" with a startled "And there they are now!"

• When the Bama Band's Eddie Long (aka Cowboy) left the tour bus to stretch his legs during a stop, he had no idea he'd be stretching them for the next 200 miles. The bus driver unwittingly drove off to the next destination without Long. Carrying no ID or money, a pajama-clad Long managed to call a friend and hitch a ride to the gig, showing up red-faced during the fifth song.

### Bits & Pieces

By late October, Capitol/Nashville plans to rerelease all 22 of the Chris LeDoux albums recorded on the American Cowboy label. Increased sales of LeDoux's Capitol debut, "Western Underground," prompted the move. Three of the early LPs were shipped in July; four more hit stores last week.



**LOVELESS HUNT** — MCA/Nashville sponsored its first annual Road Rally and Scavenger Hunt/Listening Party for Patty Loveless's upcoming album, "Up Against My Heart." Enjoying the festivities were (l-r) label President Bruce Hinton, Loveless, manager Larry Fitzgerald, Chuck Flood of Flood, Bumstead, McCreedy & Sayles, and label Exec. VP/A&R Tony Brown.

• Hank Williams Jr. is funding an excavation on his Montana property to shed new light on 1877's Battle Of The Big Hole. The complete dig and study will take 18 months. All artifacts will go on display at Wisdom, MT's Big Hole National Battlefield.

• The Judds have recorded the theme for a new Touchstone television series, "The Torkelsons." The half-hour comedy about a single Southern mother trying to raise five children premieres September 21 at 8:30pm EST on NBC-TV.

— Lorie Hollabaugh

## Great Plains

### NEW ARTIST FACT FILE

**Label:** Columbia/Nashville  
**Current Single/Album:** "A Picture Of You"/"Great Plains"  
**Management:** Doyle/Lewis Management  
**Booking:** Buddy Lee Attractions

### Background

• Members **Russ Pahl** (guitarist), **Jack Sundrud** (lead singer), **Michael Young** (drummer), and **Denny Dadmun-Bixby** (bassist) played at one time or another in **Michael Johnson's** band. Collectively, the quartet has played on sessions or on the road with **Mary-Chapin Carpenter**, **George Jones**, **Poco**, **Gary Morris**, **Kathy Mattea**, and **Vince Gill**, among others.

• Of their new role, Sundrud says, "The focus is entirely different now. As backup guys, when it came time to get down to things the artist needed to do, like interviews, we'd hit the pool. There was no real responsibility."

### Signing

• Young, who restores vintage cars, met producer **Brent Maher** while rebuilding a car for him. Young pitched the group's tape to Maher, who eventually used the band on several demos for his publishing company and decided to produce them. When **Chuck Flood**, the group's business manager, gave **Sony's Steve Buckingham** a tape, **Great Plains** was asked to join the label.



Great Plains

### Songs

• By the time the band was signed, it had already recorded 14 songs. Nine of these — written or co-written by Sundrud — are on the self-titled debut album.

• "The time is right for our kind of music, our kind of band," says Dadmun-Bixby. "We keep hearing how programmers are looking for new sounds. Since there are so many hat acts out there now, they're going back to old **Eagles** cuts. I think we'll provide something in that vein, only fresher."



Dottie West

## Dottie West Succumbs

Country singer **Dottie West** died in a Nashville hospital last week (9/4) as a result of injuries sustained in a car accident. Services were held Saturday (9/7).

West, born **Dorothy Marsh** in **McMinnville, TN**, spent most of her 58 years making country music. She had more than 60 charting records to her credit, including the hit "Country Sunshine," the award-winning **Coca-Cola** jingle she co-wrote. West also won two **Country Music Association** awards for her duets with longtime friend **Kenny Rogers**, and was the first artist to win a country female vocal performance Grammy, for "Here Comes My Baby" in 1964.

## Desert Duels

Continued from Page 91

steady gains have been part and parcel of **KMLE's** and **KWNR's** plans to coexist in the marketplace with Country stalwarts such as **KNIX** and **KFMS**.

As Country listenership continues to grow, it's a safe bet that many who have enjoyed an undisputed reign will soon see direct format competition. **KMLE** and **KWNR** are in the midst of proving that when an alternative is offered, the Country audience can expand enough to support another Country station.

## For The Record

The booking agent for **Little Texas** is the **Cliff Doyal Agency**, not the **Harp Agency** (R&R 8/30).

## TNN

THE NASHVILLE NETWORK.

53.9 million households  
 Larry Paregis, MD  
 Lyndon LaFavers,  
 Video Program Administrator

Weeks On

### HEAVY

- BROOKS & DUNN**/Brand New Man (Arista) 11
- MARY-CHAPIN CARPENTER**/Down At The (Col) 13
- LIONEL CARTWRIGHT**/Leap Of Faith (MCA) 10
- MARK CHESNUTT**/Your Love Is A Miracle (MCA) 10
- DIAMOND RIO**/Mirror, Mirror (Arista) 7
- ALAN JACKSON**/Someday (Arista) 2
- RONNIE MILSAP**/Since I Don't Have You (RCA) 9
- LORRIE MORGAN**/A Picture Of Me... (RCA) 10
- SAWYER BROWN**/The Walk (Curb/Capitol) 9
- RICKY VAN SHELTON**/Keep It Between... (Col) 5
- DOUG STONE**/I Thought It Was You (Epic) 11
- MARTY STUART**/Templed (MCA) 9
- TRAVIS TRITT**/Anymore (WB) 4
- TANITA TUCKER**/Down To My Last... (Capitol) 12
- B.B. WATSON**/Light At The End... (BNA) 11

### ADDS

- DeGARMO & KEY**/Family Reunion (Benson)
- HOLLY DUNN**/No One Takes The Train Anymore (WB)
- VINCE GILL**/Look At Us (MCA)
- KENTUCKY HEADHUNTERS**/It's Chillin' (Mercury)
- RONNIE McDOWELL**/Just Out Of Reach (Curb)
- DOLLY PARTON**/Eagle When She Flies (Columbia)

Information current as of September 9.

## CMT

COUNTRY MUSIC TELEVISION

14.2 million households  
 Bob Baker, Director/Operations  
 Ric Trask, Program Manager

### TOP 10

- LW TW
- 4 1 **MARTIN DELRAY**/Life's Whole Lies (Atlantic)
  - 5 2 **RICKY VAN SHELTON**/Keep It Between... (Col)
  - 3 3 **SAWYER BROWN**/The Walk (Curb/Capitol)
  - 1 4 **LORRIE MORGAN**/A Picture Of Me... (RCA)
  - 8 5 **TRAVIS TRITT**/Anymore (WB)
  - 2 6 **MARY-CHAPIN CARPENTER**/Down At... (Col)
  - 7 7 **LIONEL CARTWRIGHT**/Leap Of Faith (MCA)
  - 10 8 **GEORGE JONES**/You Couldn't Get... (MCA)
  - 9 **DIAMOND RIO**/Mirror, Mirror (Arista)
  - 10 **MARTY STUART**/Templed (MCA)

Weeks On

### HEAVY

- JAMES BLUNDELL**/Time On His Hands (Capitol) 3
- BROOKS & DUNN**/Brand New Man (Arista) 11
- MARTY BROWN**/High And Dry (MCA) 8
- MARK CHESNUTT**/Your Love Is A Miracle (MCA) 14
- DAVIS DANIEL**/For Crying Out Loud (Mercury) 8
- LINDA DAVIS**/Three Way Tie (Capitol) 9
- DESERT ROSE BAND**/You Can Go Home (MCA) 3
- DEAN DILLOW**/Don't You Even Think... (Atlantic) 4
- HOLLY DUNN**/No One Takes The Train Anymore (WB) 2
- GEORGE FOX**/I Know Where You Go (WB) 4
- VINCE GILL**/Look At Us (MCA) 2
- JOHN GORNA**/Houses In The Fields (High Street) 7
- VERN GOSDIN**/The Garden (Columbia) 7
- EMMYLOU HARRIS**/Rollin' And Ramblin' (WB) 3
- HIGHWAY 101**/The Blame (WB) 6
- ALAN JACKSON**/Someday (Arista) 5
- KENTUCKY HEADHUNTERS**/It's Chillin' (Mercury) 2
- SAMMY KERSHAW**/Cadillac Style (Mercury) 4
- LITTLE TEXAS**/Some Guys Have All The Love (WB) 5
- PATTY LOVELESS**/Hurt Me Bad (In A...) (MCA) 7
- S. LYNNE & L. TAYLOR**/The Very First (Epic) 8
- MARIO MARTIN**/Keep It On The Country Side (DPI) 6
- KATHY MATTEA**/Asking Us... (Mercury) ADD/PICK
- McBRIDE & THE RIDE**/Same Old Star (MCA) 12
- NEAL McCOY**/This Time I... (All) BREAKOUT/7
- RONNIE McDOWELL**/Just Out Of Reach (Curb) 2
- REBA McENTIRE**/For My Broken... (MCA) ADD/PICK
- RONNIE MILSAP**/Since I Don't Have You (RCA) 12
- MARK O'CONNOR**/Bowie (WB) ADD
- DOLLY PARTON**/Eagle When She Flies (Col) 2
- COLLIN RAYE**/All I Can Be (Is A...) (Epic) 15
- DAWN SEARS**/Good Goodbye (WB) ADD
- RICKY SKAGGS**/Life's Too Long (To Live...) (Epic) 4
- DOUG STONE**/I Thought It Was You (Epic) 7
- BO T**/Angel Fire (DCT) 6
- PAM TILLS**/Put Yourself In My Place (Arista) 8
- AARON TIPPIN**/She Made A Memory (RCA) 12
- TANYA TUCKER**/Down To My Last... (Capitol) 17
- K. WHITLEY & E.T. CONLEY**/Brotherly Love (RCA) 7
- KELLY WILLIS**/The Heart That Love Forgot (MCA) 8
- TRISHA YEARWOOD**/Like We Never Had... (MCA) 6

Breakout Videos and Picks (Pick Hits of the Week) receive an extra play above heavy rotation per day. All Top 10 videos also receive heavy rotation.

Information current as of September 13.

## COUNTRY FLASHBACK

### 1 YEAR AGO

• No. 1: "Jukebox In My Mind" — Alabama

### 5 YEARS AGO

• No. 1: "Both To Each Other" — Eddie Rabbit & Juice Newton

### 10 YEARS AGO

• No. 1: "Party Time" — T.G. Sheppard

### 15 YEARS AGO

• No. 1: "If You've Got The Money" — Willie Nelson

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 \*C-7...Country! All Dayparts on Houston's KILT, KIKK  
 \*Atlanta Mornings (#64)... AC's WSB-FM, WSTR, WFOX, WPCH... Urban WVVE... AOR's WKLS, WZGC... CHR WAPW  
 \*Atlanta Contemporary (#65)... All Dayparts Power 99, WSB-FM  
 \*NYC Special (#59)... "MOJO" signs on... Shannon's first "MOJO" show... Z-100 reacts... Shadow Steele returns to Z-100... Bill Lee's last "HOT 97" show  
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## AIRCHECKS

### AUDIO & VIDEO AIRCHECKS

**CURRENT ISSUE #137**, WBBM-FM/Eddie & JoJo, WZOU/Alan Kabel, WLUP/Steve & Garry, KIIS/Wendi, WJMK/Dick Biondi, KSOL/Engelman, Gunn & Fox, KFRC-FM/Jym Dingler, OKC's KJYO & KZBS. Cassette, \$6.50.

**CURRENT ISSUE #136**, KKBQ/Cleveland Wheeler, KODJ/Real Don Steele, KFRC-FM/Harry Nelson, 3WS/Merkel & Dixon, MOJO/Skye Walker, KKLQ/Jojo Kincaid, WMMMS/Jeff & Flash, 90-min. cassette, \$6.50.

**PERSONALITY PLUS #PP-45**, WFAN/Don Imus, KKBT/John London, MARS/Big Ron O'Brien, KEGU/Kidd Kraddick, KKLQ/Ruble & Murphy. \$6.50.

**PERSONALITY PLUS #PP-44**, WFBQ/Bob & Tom, KPWR/Jay Thomas, KHOT/Kelly & Kline, KJOL/Lamont & Tonelli, KJRU/Gary Lockwood. Cassette, \$6.50.

**ISSUE #S-206**, CHICAGO! CHRs B96 & WYZZ, AORs WLUP, WXRT & WCKG, UCs WVAZ & WGCI, ACs WKQX, WLIT, WPNT & WTMX. Cassette, \$6.50.

**ISSUE #S-207**, INDIANAPOLIS! CHR WZPL, AORs WFBQ & WFXF, ACs WENS, WIBC & WTPI, UC WTLC, Cory WFMS. Cassette, \$6.50.

**PROMO VAULT #PR-9**, promo samples — all formats, market sizes! \$10.

**CLASSIC ISSUE #C-130**, KFWB/Wink Martindale-1965, KYA/Tom Donahue-1961, WNBC/Cousin Bruce-1974, KFRC/Dr. Don Rose-1977, KHJ/Dr. John Leader-1976, KNDE/Mark Driscoll-1977. Cassette, \$10.50.

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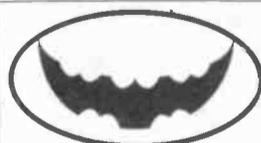
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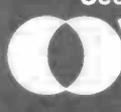
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Promotions coordinator. One year experience in radio promotions. On-air experience helpful. T&R: WVEZ, Jeff Leonard, 558 4th Ave., Louisville, KY 40202. (9/13) EOE

WINK radio seeks ND and news anchor. T&R: Jim Casale, Box 311, Ft. Myers, FL 33901. (9/13) EOE

## MORNINGS

Adult morning show needed in medium Florida market. Strong humor with phones and production. T&R to Radio & Records, 1930 Century Park West, #393, Los Angeles, CA 90067. EOE



KSSN 96 FM in Little Rock, Arkansas is looking for outstanding individual for **EVENING ANNOUNCER/MUSIC DIRECTOR**. Minimum of 2 years on-air experience, country music knowledge, public appearance experience, computer knowledge required. Send tape and resume to: Don Moore, KSSN 96 FM, P.O. Box #96, Little Rock, AR 72203. EOE

## AC MORNINGS

Major market AC radio station wants a voice impressionist/impersonator for our top-rated morning show. Great city, salary and company. You'll know who we are. Send tapes and resumes in confidence to: Radio & Records, 1930 Century Park West, #394, Los Angeles, CA 90067. EOE

## DYNAMIC AGGRESSIVE GROUP

seeking Adult CHR/Hot AC program director and promotion director. Must have great organizational & people skills. Tape, resume & philosophies to: Radio & Records, 1930 Century Park West, #395, Los Angeles, CA 90067. EOE

## East Texas Adult CHR Needs 2 Winners

1. Program Director to lead and direct an enthusiastic staff. Minimum 2 years' PD experience.
2. Production Director to help the PD make the air sound sizzle. Both jobs include an airshift.

Growing group offers chance of advancement. Send samples of your work and resume to Tom Love, K\*FOX 95 FM, P.O. Box 558, Lufkin, TX 75902. EOE

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## OPENINGS

## MIDWEST

KMA-AM seeks Country AT for nights. Two years' minimum experience. T&R: Don Hansen, Box 960, Shenandoah, IA 51601. (9/13) EOE

Newsperson sought for established News/Talk station. Experience a must. T&R: WLP/WAJK, Box 215, La Salle, IL 61301. (9/13) EOE

Hot AC KLTA/Fargo seeks experienced midday announcer/production talent. T&R: Dan Michaels, Box 9919, ND 58106. (9/13) EOE

Experienced news anchor/reporter sought for Oldies FM in beautiful state capital. T&R: WOLX, Ted Houston, 2306 W. Badger Road, Madison, WI 53713. (9/13) EOE

WWQM-FM has immediate opening for evening talent for CHR-styled Country. T&R: Tom Oakes, Box 44408, Madison, WI 53744-4408. (9/13) EOE

WDEK/WLKB seeks ND/morning anchor to run three-person newsteam. Experience required. T&R: Dianne Leifheit, 711 N. 1st St., Dekalb, IL 60115. (9/13) EOE

Help wake up central Illinois on growing AC! If you live, eat, and breathe radio, call Bob Marlowe, PD, (309) 888-4496. (9/6) EOE

FT AT sought. On-air experience, production, knowledge of Selector preferred, remote and promotions. T&R: Jerry Dugan, Box 499, Harbor Springs, MI 49740. (9/6) EOE

KMOR-FM is expanding and seeking ATs to add to our team. T&R: Mark Jensen, Box 532, Scottsbluff, NE 69363-0532. (9/6) EOE

## MEDIUM MIDWEST

In immediate need of morning co-host professional. Can you create & execute comedy? Can you relate & be entertaining, witty & concise? Also looking for the hottest night jock in the U.S.A.! Do you have high energy, monster creativity, good phones, great production and a team attitude? If you possess these talents (possible management position included) rush current tape, resume, photo to: Radio & Records, 1930 Century Park West, #389, Los Angeles, CA 90067. EOE

## AOR

Midwest AOR legend seeks morning person(s) yesterday! Rush T&R to: Radio & Records, 1930 Century Park West, #396, Los Angeles, CA 90067. EOE

## MORNING DRIVE

Large market Hot AC is looking for that special morning show. Must be entertaining, fun, have top of mind awareness, creativity, ability to win BIG 25-44 adults, especially women! Teams, solos, side kicks, male or female, EOE... Rush tape & resume to: Radio & Records, 1930 Century Park West, #397, Los Angeles, CA 90067.

## B96 is looking for a Promotions Manager

who can help create and manage the execution of some of the most exciting promotions in CHR. Reports to Marketing and Promotions Director. Works with a staff of parttimers to take B96 to the streets. Don't hesitate to submit your resume if exciting, fresh and new is important to you. CHR promotion experience is a must! EEO

Resumes: Thad Gentry/RR, B96 Radio, 630 N. McClurg Court, Chicago, IL 60611

## OPENINGS

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Top station small market now accepting tapes and resumes for mature, experienced program director-air talent and news director-air talent with Adult Contemporary AM and Country FM. Heavy promotion, remotes, community involvement. Nice area, nice people, nice company. P.O. Box 50863, Indianapolis, IN 46250. EOE

## KILLER

Talk pro needed for drivetime. Outrageous, compelling, hip. If you don't believe in prep, don't bother us. If you can deliver a 30-45-year-old audience and create controversy and street talk, we've got the bucks for the right talent and friends in high places. T&R to: Radio & Records, 1930 Century Park West, #387, Los Angeles, CA 90067. EOE M/F

## MORNING STAR

Expanding broadcast group seeks talented morning show for pending acquisition. If you are a warm, relatable entertainer that truly understands show prep, we'd like to hear your best. To win, we'll need someone creative and innovative with friendly adult appeal. We need a disciplined individual who knows how to apply current issues and lifestyle elements to a bright, lively morning show. Good production skills and outside appearance expertise a must. Radio & Records, 1930 Century Park West, #357, Los Angeles, CA 90067. EOE

## EAST

Seeking full and parttime ATs. Contemporary EZ FM, News/Talk AM. Females/minorities encouraged. T&R: WFRE/WFMD, Box 151, Frederick, MD 21701. (9/13) EOE

WLYT-FM, 50kw AC seeks full and parttime ATs for future openings. T&R: Bill Gould, Box 9250, Haverhill, MA 01831 (9/13) EOE

Immediate voiceover work for announcers with great pipes. Growing production company, New York metro area only. T&R: Mood Creations, 1 Depot Plaza, Ossining, NY 10562. (9/13) EOE

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WYMG 100.5/Springfield, Illinois' Heritage AOR is interviewing for our next program director. Experience in talent development and strategic planning a must. This station has the resources of fast-growing SAGA Communications. If you have a winning track record, send your materials right away to: Steve Goldstein, Executive V.P. Programming, SAGA Communications, 100 Prospect St., Stamford, CT 06901. EOE

Are you quick-witted? Lifestyle oriented? Able to fit in with a creative, fun environment and be part of the team? Can you relate to the 18-49 female? If yes is the answer, we want you. A traffic reporter/co-host is needed for the morning show in a Top Five market. Send tape and resume to: Star 104.5, One Bala Plaza, Bala Cynwyd, PA 19004. Attn: John Cook. Women and minorities encouraged. EOE

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# OPPORTUNITIES

## OPENINGS

### RARE

AM drive talent opening at top rated/award winning Nationwide Communications WNCI! If you desire a career environment of nothing but the best people, call Dave Robbins immediately: (614) 224-9624 (M-F 8:30AM to 5:30PM EST) or send credentials to: WNCI, 1 Nationwide Plaza, Columbus, OH 43215. WNCI/Nationwide Communications Inc. is an Equal Opportunity Employer. Females and minorities encouraged.

### WEST

Parttimers sought for weekend traffic and fill-in at high desert AC. T&R: KRXX, Lance Todd, Box 1668, Barstow, CA 92312-1668. (9/13) EOE

Personality newperson sought for AM drive at Oldies station on L.A. fringe. T&R: KXBS, 5200 Valentine Road, #230, Ventura, CA 93030. (9/13) EOE

Parttime assistant sought for radio syndicate. Filing and typing 50 wpm a must. RESUMES: The Interview Factory, Box 615, Van Nuys, CA 91408. (9/13) EOE

SRO marketing and promotions in Los Angeles seeks to fill an alternative radio promotion position. CALL: C.J., (213) 652-9002. (9/13) EOE

Parttime CHR talent sought for weekends and vacation relief at KIKX/Colorado Springs. CALL: John Danizer, (719) 632-5800. (9/13) EOE

AC leader seeks experienced morning host immediately. Positive, creative, localized with some phones. T&R: KRNO, Paul Mitchell, Box 10630, Reno, NV 89510. (9/13) EOE

Personality for airshift/production/copy. Seeking versatile team player for growing small California market. CALL: Jack, (209) 782-1006. (9/8) EOE

KIK FM Country looking for on-air personalities, remotes and appearances! No calls. T&R: Craig Powers, KIK FM, Two City Blvd. E. Suite 183, Orange, CA 92668. (9/8) EOE



KLUC in Las Vegas needs a newperson/sidekick to work as part of the top-rated morning show in town. We're looking for a person who can write and deliver "lifestyle, USA Today-type" news, in addition to handling our public affairs department. You would not only be news director, but would also be a major player on the morning show. You need to have a quick wit, good sense of humor, and be able to interact with our morning man. If this is you, rush T&R to: Jerry Dean, program director, KLUC radio, P.O. Box 14805, Las Vegas, NV 89114. Qualified females and minorities are encouraged to apply. KLUC is an Equal Opportunity Employer of Nationwide Communications, Inc.

### PRO WANTED

P3 wants morning pro for beautiful Northwest. Rush T&R yesterday to: Jay Stevens, 1190 Lincoln Road, Idaho Falls, ID 83401. EOE

### PD SOUGHT

California-based group seeks a program director for our small market live-assist Format 41 station. Looking for the opportunity of that first program director's job? We might be just what you want. Round out your experience and learn every aspect of the station's operation from proven broadcast pros. Board shift, production, people skills, team player attitude and community involvement are all part of the job. T&R: Broadcast Opportunity, 2550 5th Ave., 11th Floor, San Diego, CA 92103. Equal Opportunity Employer/M-F.

## POSITIONS SOUGHT

### POSITIONS SOUGHT

27-year Boston market alumni seeks small to medium market opportunity as AT/PD/management to help you shine. Let's talk! (617) 848-4222. (9/13)

Program Director/AT for adult CHR/Hot AC/CR. Fifteen years' experience seeks stable small/medium market programming. JONATHAN: (209) 538-3655. (9/13)

19-year broadcast veteran seeks small to medium market in Southern states/TN/VA preferred. CW/AC/Oldies format. JAY: (313) 721-1540. (9/13)

Fun, creative, six-year pro seeks OH station where I can utilize my talents. Voices, phones, community involvement. CAPTAIN JACK: (513) 399-2713. (9/13)

15-year pro. AC/Oldies/CR. Talk to me, you won't be disappointed. GREGG: (703) 672-4684. (9/13)

### MICHIGAN, MIDWEST, ANTARCTICA...?

Radio adventurer with 21+ morning Arbitrons and national comedy writing experience wants to put a total package together for your AC, CHR, AOR or Classic Rock daypart. Skilled in news, sports, music, promotions, public affairs, production and the DJ Arts. Call Tim Murphy (517) 792-6543.

Dynamic, exciting, broadcast school graduate seeks entry level position in the Midwest. Tremendous talent and musical knowledge. PHIL DAVIS: (708) 299-5454 (9/13)

19-year radio/TV veteran, award-winning ND, sidekick, OM, promotions, sales, all formats. RALPH SHAW: (919) 852-3944. (9/13)

Seeking a copy cat? Make a feline to your office and get your paws on the phone and call right meow! (803) 771-8830. (9/13)

Small market AC/CHR seeking a talented experienced AT? Then you are seeking me. MIKE CHRISTIAN: (903) 796-3931. (9/13)

I'm still available! Best AT ever for most powerful IL CHR. Willing to relocate. CHR/AC/AOR JOHN: (217) 674-3304. (9/13)

Rochester, Syracuse, Buffalo OM who actually understands micro, macro, guerilla marketing; actually understands station positioning and understands how to positively motivate staff. Also, knows that the reason radio exists is to make money. Stable individual looking for serious, long-term position and a move back East. Specialized in News/Talk and FSA. If you have the tools and the desire, let's build! Confidential inquiries to Ken (309) 698-6220.

### WORKING PRODUCER

Looking for a new challenge. Sports . . . talk . . . morning show . . . Have done it all. If you are looking for a quality producer, with hosting and interviewing skills, give me a call. Rick (317) 352-0845.

I'm your valentine. Currently on two stations in So. Ca with experience in Hot and Soft AC/Gold/Country. SHAUN VALENTINE: (818) 789-6214. (9/13)

News Anchor, outstanding on either FM or NT. Excellent writer, experienced, good sound, talk sports experience too. D.E.D.: (619) 426-7925. (9/13)

J.J. Shannon/Isle 95 The East Caribbean to CHR middays and afternoons, 10 years' medium market experience seeks new challenge. (305) 721-0682. (9/13)

Combine contract engineer and an AT's salary and get an experienced fulltime engineer/AT combo for your AOR/CR FM. ERIC: (219) 838-4979. (9/13)

## 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!**

## POSITIONS SOUGHT

### ALAN (FILL JOCK) KABEL

Any format, any daypart. Content or cards. Any energy level or presentation. Just filled 2 weeks WZOU, Boston; 1 week Z104, Madison; 2 weeks KS104, Denver. Former nights WLOL, Z95 Chicago (#1 12+, 12-24P), KDWB Minneapolis (#1 12+, 12-24P, 18-34W, 18-49W), KS104 (#1 12+, 18-24W, #2 18-34W). 14 years exp.

612-544-5099

### PETER DEAN - MORNING DRIVE

11 YEARS AT BONNEVILLE'S WTMX MIX 102 (FORMERLY WCLR) CHICAGO  
LOOKING FOR MORNING SHOW  
CALL (708) 699-1642

If your station does lively, contemporary talk and seeks to bury your competition, then I would welcome a chance to become a pallbearer.

Call Jim: (614) 228-8706 (formerly WTVN, WGY, WGR)  
Team player with news background also.

### CALIFORNIA MAJOR MARKET AT

Seeks fulltime L.A. or San Diego daytime airshift. Seasoned foreground personality, currently employed as Hot AC programmer & morning drive in Southern CA. FAX confidential inquiries to (619) 673-9487.

Hello Lincoln and Omaha. On-air personality currently seeking a gig. 14 years' experience in Rock/CHR/Oldies/Country. JON: (402) 464-9305. (9/13)

Ten-year programming veteran seeks place with team players. All offers considered. MIKE: (314) 432-1949. (9/13)

Your worries are over. Air personality with five years' experience, currently CHR small market as night talent. CHRIS: (309) 342-0296. (9/13)

AT/MD/traffic manager with four years' experience in small market AC/Country combo seeking a place for me to grow. JEFF: (919) 597-4843. (9/13)

Wherever there's bad radio, send out a call for the Radio Outlaw. Bob Green WSB/Atlanta did. Free demo! (305) 962-9282. (9/13)

Sales booster/production/copywriter with 15 years' AT in the majors. Seeking picturesque Western small or medium market. (818) 566-6588. (9/13)

Experienced Country/AC/Oldies AT anxious to relocate. Also news/sports/PBP. JERRY: (814) 398-8244. (9/13)

Major market experience, AT/PD currently weekends, and seeking any weekday/night position. Will phone or board op. L.A./Ventura/Orange only. TORY: (213) 936-2099. (9/13)

Triad, NC: 15-year veteran weekend, talented, team player. SCOTT: (919) 621-7227. (9/13)

Pro newsmen/copywriter, educated, personality. Available for interviews anytime in September. For details/demo tape, phone me c/o Boye De Mente, telephone: (602) 952-0163.

## POSITIONS SOUGHT

Production Director with extensive writing, multitrack experience seeks medium/major market. Quality, integrity and professionalism. STEVE: (207) 774-8482. (9/13)

Veteran CT/NY reporter seeks assignment. Ten years' commercial and public radio experience. MARTY: (203) 796-4927. (9/13)

### MISCELLANEOUS

CHR/AOR station in Midwest seeks record service from all labels. KDAM-FM, Box 38, Monroe City, MO 63456. (9/13)

### R&R Opportunities Display Advertising

DISPLAY: \$60 per inch per week (maximum 35 words per inch including heading). Includes generic border. Add 1/2 inch and \$30 if logo, custom border or larger heading required.

BLIND BOX: \$75 per inch per week (maximum 35 words per inch per week including heading, box number and R&R's address). Add 1/2 inch and \$37 if custom border or larger heading required. Rate includes generic 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 (20 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" company/station letterhead and are accepted only by mail or fax: (213) 203-8727. Address all 20-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.

## FULL-SERVICE AC

### MOST ADDED

NEIL DIAMOND (4)  
MARIAH CAREY (3)  
BEE GEES (2)  
MICHAEL BOLTON (2)  
BOB SEGER (2)

### HOTTEST

BRYAN ADAMS (11)  
ROD STEWART (11)  
AMY GRANT (10)  
BONNIE RAITT (7)  
MICHAEL BOLTON (6)  
AARON NEVILLE (5)  
NATALIE COLE (4)

### EAST

#### P1

**KDKA/Pittsburgh**  
Chuck Dickemann

MARIAH CAREY  
Hottest:  
NATALIE COLE w/NA  
ROD STEWART  
MICHAEL BOLTON  
ROXETTE  
HUEY LEWIS & THE

#### P2

**WSGY/Albany**  
K.C. Edwards

CATHY DENNIS  
BETH NIELSEN CHAP  
BOB SEGER  
Hottest:  
WILSON PHILLIPS  
LENNY KRAVITZ  
BRYAN ADAMS  
AMY GRANT  
STEWART & DULFER

**WICC/Bridgeport**  
Stormin' Norman

none  
Hottest:  
ROD STEWART  
PAULA ABDUL  
AMY GRANT  
BRYAN ADAMS  
GLORIA ESTEFAN  
ROD STEWART

**WBEN/Buffalo**  
Kevin Keenan

none  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
BONNIE RAITT  
ROXETTE  
ROD STEWART

**WELI/New Haven**  
Gross/McCormick

NEIL DIAMOND  
Hottest:  
BETH NIELSEN CHAP  
ROD STEWART  
HUEY LEWIS & THE  
MICHAEL BOLTON  
CHICAGO

#### P3

**WFMD/Frederick**  
Fleseler/Young

MARIAH CAREY  
BILLY DEAN  
Hottest:  
ROD STEWART  
BRYAN ADAMS  
MICHAEL BOLTON  
AMY GRANT  
BONNIE RAITT

### MIDWEST

#### P1

**WLW/Cincinnati**  
Phillips/Wills

MICHAEL BOLTON  
BOB SEGER  
Hottest:  
none

**WTVN/Columbus**  
John Lane

none  
Hottest:  
BRYAN ADAMS  
LENNY KRAVITZ  
AMY GRANT  
ROD STEWART  
CATHY DENNIS

#### P2

**WOOD/Grand Rapids**  
Robb Westaby

ROD STEWART  
MICHAEL BOLTON  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
WILSON PHILLIPS  
GLORIA ESTEFAN  
MICHAEL W. SMITH

#### P3

**KFSB/Joplin**  
Robin Wells

BEE GEES  
EXTREME  
CURTIS STIGERS  
Hottest:  
CATHY DENNIS  
BONNIE RAITT  
HUEY LEWIS & THE  
CHICAGO  
AARON NEVILLE

### SOUTH

#### P2

**WDBO/Orlando**  
Dan Shaffer

NEIL DIAMOND  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
GLORIA ESTEFAN  
NATALIE COLE w/NA  
LUTHER VANDROSS

**WRVA/Richmond**  
Farley/Stevens

NEIL DIAMOND  
Hottest:  
PEABO BRYSON  
AARON NEVILLE  
BETTE MIDLER  
BILLY DEAN  
BOB SEGER

#### P3

**WKYX/Paducah**  
Cook/Miller

BETTE MIDLER  
NEIL DIAMOND  
MARIAH CAREY  
Hottest:  
ROD STEWART  
BRYAN ADAMS  
AMY GRANT  
MICHAEL BOLTON  
BONNIE RAITT

**WSTU/Stuart**  
Grant/Fox

none  
Hottest:  
ROD STEWART  
LENNY KRAVITZ  
MICHAEL BOLTON  
BONNIE RAITT  
ROXETTE

### WEST

#### P1

**KFMB/San Diego**  
Larson/Robertson

BEE GEES  
Hottest:  
ROD STEWART  
AMY GRANT  
BONNIE RAITT  
AARON NEVILLE  
CHICAGO

#### P2

**KBOI/Boise**  
Drew Harold

GLORIA ESTEFAN  
Hottest:  
ROD STEWART  
BRYAN ADAMS  
CHER  
AMY GRANT  
STEWART & DULFER

**KSSK/Honolulu**  
Phil Abbott

PEABO BRYSON  
Hottest:  
BRYAN ADAMS  
AARON NEVILLE  
PAULA ABDUL  
AMY GRANT  
NATALIE COLE w/NA

**KFOR/Lincoln**  
Cathy Blythe

none  
Hottest:  
NATALIE COLE w/NA  
BETH NIELSEN CHAP  
KENNY G  
AARON NEVILLE

**KELO/Sioux Falls**  
Scott Jeffries

BONNIE RAITT  
HUEY LEWIS & THE  
AARON NEVILLE  
Hottest:  
BRYAN ADAMS  
MICHAEL BOLTON  
ROD STEWART  
CATHY DENNIS  
BONNIE RAITT

19 Current Reporters  
15 Current Playlists

Called In Frozen Playlist (1):  
WSTU/Stuart

Did Not Report, Playlist Frozen (3):  
KFOR/Lincoln  
WBEN/Buffalo  
WICC/Bridgeport

Did Not Report For Two  
Consecutive Weeks, Not Used  
In This Week's Data (5):  
KEX/Portland  
WHAS/Louisville  
WIBA/Madison  
WJR/Detroit  
WROK/Rockford

## ASSOCIATE REPORTERS

### MOST ADDED

SIMPLY RED (13)  
GLORIA ESTEFAN (8)  
JAMES INGRAM (7)  
DESMOND CHILD (6)  
BEE GEES (4)  
ROBERTA FLACK (4)  
CROWDED HOUSE (3)  
EXTREME (3)  
DIANA ROSS (3)

### HOTTEST

AARON NEVILLE (15)  
MICHAEL BOLTON (13)  
HUEY LEWIS (11)  
BONNIE RAITT (11)  
ROD STEWART (11)  
CATHY DENNIS (9)  
CHICAGO (7)  
BETH NIELSEN CHAPMAN (6)  
BRYAN ADAMS (4)  
ROXETTE (4)  
BOB SEGER (4)

### EAST

**WGMT/Burke**  
Mountain, VT  
Steve Chizmas

SIMPLY RED  
QUEEN  
JAMES INGRAM  
DESMOND CHILD  
Hottest:  
HUEY LEWIS & THE  
CHICAGO  
BETH NIELSEN CHAP  
CATHY DENNIS  
BOB SEGER

**WECQ/Geneva, NY**  
Dennis Federico

AMY GRANT  
Hottest:  
ROD STEWART  
CATHY DENNIS  
MICHAEL BOLTON  
PAULA ABDUL  
AARON NEVILLE

**VHAI/Greenfield, MA**  
Deane/Archer

SIMPLY RED  
DESMOND CHILD  
GLORIA ESTEFAN  
EXTREME  
Hottest:  
AARON NEVILLE  
HUEY LEWIS & THE  
CATHY DENNIS  
EDDIE RAITT  
BETH NIELSEN CHAP

**WEIM/Fitchburg, MA**  
Jack Raymond

GLORIA ESTEFAN  
JAMES INGRAM  
SIMPLY RED  
ROBERTA FLACK  
CRASH TEST DUMMIE  
Hottest:  
ROD STEWART  
MICHAEL BOLTON  
BONNIE RAITT  
AARON NEVILLE  
TRIPLETS

**WAFL/Milford, DE**  
Lane Jernigan

NEIL DIAMOND  
HI-FIVE  
BODEANS  
COLOR ME BADD  
ERIN CRUISE  
Hottest:  
MICHAEL BOLTON  
BONNIE RAITT  
AARON NEVILLE  
HUEY LEWIS & THE  
BETH NIELSEN CHAP

**WSUL/Monticello, NY**  
Fred Mulharin

LUTHER VANDROSS  
CROWDED HOUSE  
BEE GEES  
SIMPLY RED  
FRANCESCA BERGE  
Hottest:  
HUEY LEWIS & THE  
ROD STEWART  
CHICAGO  
MICHAEL BOLTON  
BETH NIELSEN CHAP

**WSKI/Montpellier, VT**  
Jim Severance

GLORIA ESTEFAN  
SIMPLY RED  
DESMOND CHILD  
Hottest:  
AMY GRANT  
CHER  
BRYAN ADAMS  
CATHY DENNIS  
ROXETTE

**WTSX/Port Jervis, NY**  
Elliot/Fox

CROWDED HOUSE  
DIANA ROSS  
BODEANS  
BEBE & CECE WINAN  
Hottest:  
ROD STEWART  
BRYAN ADAMS  
AMY GRANT  
CATHY DENNIS  
CHICAGO

### SOUTH

**WYKZ/Beaufort, SC**  
Robertson/Kennedy

DAVID FOSTER  
ROBERTA FLACK  
JAMES INGRAM  
GLORIA ESTEFAN  
Hottest:  
BRYAN ADAMS  
AMY GRANT  
BONNIE RAITT  
AARON NEVILLE  
CHICAGO

**WGSV/Guntersville, AL**  
Jackson/Mason

JAMES INGRAM  
SIMPLY RED  
PIERCE PETTIS  
Hottest:  
BONNIE RAITT  
ROD STEWART  
MICHAEL BOLTON  
ROXETTE  
AARON NEVILLE

**WVIO/Blowing Rock, NC**  
Ted Bell

GLORIA ESTEFAN  
SIMPLY RED  
JAMES INGRAM  
ROBERTA FLACK  
COMMITMENTS  
Hottest:  
MICHAEL BOLTON  
ROD STEWART  
BRYAN ADAMS  
BONNIE RAITT  
AARON NEVILLE

**WKCX/Rome, GA**  
Randy Quick

GLORIA ESTEFAN  
DESMOND CHILD  
SIMPLY RED  
ROBERTA FLACK  
BEE GEES  
Hottest:  
ROXETTE  
AARON NEVILLE  
CATHY DENNIS  
BOB SEGER  
BETH NIELSEN CHAP

### MIDWEST

**WABJ/Adrian, MI**  
Bruce Goldsen

BEE GEES  
SIMPLY RED  
RICK ASTLEY  
CROWDED HOUSE  
Hottest:  
ROD STEWART  
MICHAEL BOLTON  
HUEY LEWIS & THE  
CHICAGO  
BOB SEGER

**WFRO/Fremont, OH**  
Larry Ziebold

none  
Hottest:  
ROD STEWART  
BONNIE RAITT  
MICHAEL BOLTON  
AARON NEVILLE  
ROXETTE

**WCMJ/Cambridge, OH**  
J.P. Feldner

none  
Hottest:  
AARON NEVILLE  
HUEY LEWIS & THE  
LENNY KRAVITZ  
BETTE MIDLER  
ROD STEWART

### WEST

**KBLQ/Logan, UT**  
Jackson/White

EXTREME  
AMY GRANT  
DESMOND CHILD  
JAMES INGRAM  
SIMPLY RED  
Hottest:  
AARON NEVILLE  
MICHAEL BOLTON  
CATHY DENNIS  
BONNIE RAITT  
HUEY LEWIS & THE

**KAYN/Nogales, AZ**  
Bob Gerhard

GLORIA ESTEFAN  
SIMPLY RED  
ZUCCHERO & YOUNG  
Hottest:  
CATHY DENNIS  
PAULA ABDUL  
ROD STEWART  
MICHAEL BOLTON  
HUEY LEWIS & THE

**KTID/San Rafael, CA**  
Bob Gowa

LUTHER VANDROSS  
BEE GEES  
Hottest:  
LENNY KRAVITZ  
BONNIE RAITT  
RONNIE MILSAP  
CATHY DENNIS  
AARON NEVILLE

**KSSY/Wenatchee, WA**  
Busch/West

EXTREME  
ANIMAL LOGIC  
TONI CHILD  
CURTIS SALGADO &  
Hottest:  
MARC COHN  
BOB SEGER  
QUEEN  
BETH NIELSEN CHAP  
SCORPIONS

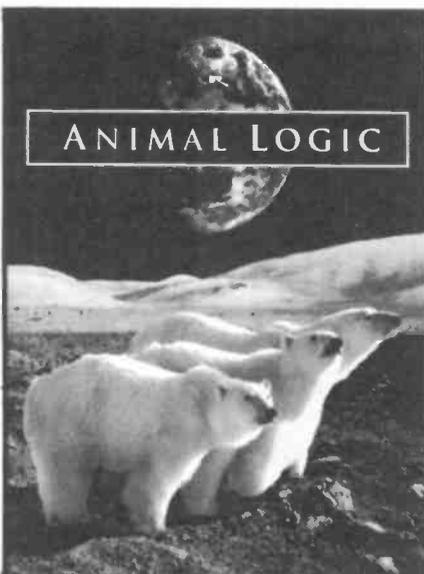
**KSCQ/Silver City, NM**  
Kelsey

CURTIS STIGERS  
RUSS IRWIN  
DIANA ROSS  
ERIN CRUISE  
SIMPLY RED  
Hottest:  
BONNIE RAITT  
MICHAEL BOLTON  
AARON NEVILLE  
HUEY LEWIS & THE  
CHICAGO

22 Current Reporters  
20 Current Playlists

Did Not Report, Playlist Frozen (2):  
WCMJ/Cambridge  
WFRO/Fremont

Did Not Report For Two  
Consecutive Weeks, Not Used  
In This Week's Data (1):  
KATW/Lewiston



## ANIMAL LOGIC

### "Rose Colored Glasses"

GOING FOR AC  
ADDS NOW!

Over 100,000 CD's and  
Cassettes Already Sold!

See The Video On VH-1



X2/4-13106

Associate Reporters are AC stations in unrated markets with aggressive approaches toward new music. Although they do not contribute to the AC chart, their consensus Most Added and Hottest records serve as advance indicators of format hits.



# BREAKERS

## NEIL DIAMOND

### If There Were No Dreams (Columbia)

57% of our reporters on it. Rotations: Heavy 12, Medium 32, Light 24, Total Adds 13 including WUSA, WNIC, WENS, WOBM, WTFM, WPEZ, KELT, WKDQ, WLHT, KISC. Moves 23-17 on the AC chart.

## BETTE MIDLER

### The Gift Of Love (Atlantic)

52% of our reporters on it. Rotations: Heavy 8, Medium 34, Light 20, Total Adds 6, WWLI, WARM98, WSNY, WRAL, WRMF, KLTA. Moves 20-19 on the AC chart.

## LUTHER VANDROSS

### Don't Want To Be A Fool (Epic)

52% of our reporters on it. Rotations: Heavy 4, Medium 33, Light 25, Total Adds 14 including WLTT, WRQX, WOBM, WQHQ, WSTR, WMAG, U102, WLHT, KKOB-FM, KISC. Moves 27-23 on the AC chart.

# NEW & ACTIVE

### RONNIE MILSAP "Since I Don't Have You" (RCA) 57/3

Rotations Heavy 15/1, Medium 34/1, Light 8/1, Total Adds 3, WGLO, WKTK, WGNH Heavy including WWLI, WUSA, WARM98, WLTE, KKMJ, WTCB, WAHR, WRVR, KVKI, 3WM, WFFX, KZLT, KIDX, KKAZ. Medium including KXLT, KESZ, WLEV, WKYE, WOBM, WHYNFM, WZNY, KKMJ, WLMX, WDLX, WTFM, WPEZ, KELT. Moves 19-18 on the AC chart.

### BILLY DEAN "Somewhere In My Broken Heart" (SBK/Capitol) 56/6

Rotations Heavy 8/0, Medium 35/2, Light 13/4, Total Adds 6, WALK, KBIG, WBTFM, WFMK, WIHN, KLTA Heavy KLSY, WKYE, WZNY, WLMX, WDLX, KVKI, KKKI, KQLH. Medium including KMMX, KLSI, KESZ, WGLL, WOBM, WHYNFM, KKMJ, KKMJ, WTCB, WMAG, WMYI, WAHR, WRVR, WLACFM, 3WM, KRNO Moves 25-22 on the AC chart

### MICHAEL W. SMITH "For You" (Reunion/Geffen) 45/9

Rotations Heavy 0, Medium 23/2, Light 22/7, Total Adds 9, WALK, KLSI, KELT, KMGL, WRMF, KMJC, WKDO, JOY99, WIHN. Medium including KESZ, KLSY, WGLL, WKYE, WMGS, WDLX, WAHR, WLACFM, KVKI, KGBX, 3WM, WSGY, WNMB, WFFX, KTYL, WMTFM, KZLT, WQLH, WQLR, KIDX, KKAZ. Moves 30-27 on the AC chart

### GLORIA ESTEFAN "Live For Loving You" (Epic) 38/38

Rotations Heavy 0, Medium 11/11, Light 27/27, Total Adds 38, WLTT, 2WD, KYKY, KBIG, KOST, KESZ, KEZR, KLSY, WKLI, WGLL, WKYE, WHYNFM, WMGS, WZNY, KKMJ, WBTFM, WTCB, WIVY, WTFM, WRVR, KELT, KMJC, WWSN, WMGN, 3WM, JOY99, WSGY, KEZA, WNMB, KTYL, KVIC, WMTFM, KZLT, WQLR, KKR, KKAZ, KPAYFM Debuts at 28 on the AC chart.

### PAULA ABDUL "The Promise Of A New Day" (Captive/Virgin) 36/5

Rotations Heavy 4/0, Medium 24/3, Light 8/2, Total Adds 5, WWNK, KLSI, WHYNFM, WIHN, KTHH Heavy B100, WQHQ, KMJC, KSSKFM Medium including WYXR, WKQX, WGLL, WSTR, WIVY, KELT, WRMF, KKOBFM, JOY99, WSGY, WKTK, WNMB, WFFX, KTYL, KVIC, WMTFM, KZLT, WLDR, KMAJ, KKAZ, KCMJ Moves 29-26 on the AC chart

### CURTIS STIGERS "I Wonder Why" (Arista) 33/10

Rotations Heavy 0, Medium 11/1, Light 22/9, Total Adds 10, WARM98, KLSI, WLEV, WAHR, WTFM, KELT, KCIX, KEZA, WKTK, WQLR. Medium including WGLL, WLMX, WMGN, WSGY, WNMB, WFFX, KTYL, KZLT, KIDX, KKAZ Light including WKYE, WZNY, KKMJ, KVKI, KMJC

### DIANA ROSS "When You Tell Me That You Love Me" (Motown) 33/8

Rotations Heavy 1/0, Medium 13/1, Light 19/7, Total Adds 8, KOSI, KLSY, WKYE, WLACFM, WRMF, WWSN, WFMK, KQLH. Heavy KPAYFM Medium including KESZ, KKMJ, KKMJ, WAHR, 3WM, KKLD, WNMB, WFFX, KTYL, WMTFM, KZLT, WQLR Light including WKLI, WZNY, WTCB, WDLX. Debuts at 30 on the AC chart

### ZUCCHERO w/PAUL YOUNG "Senza Una Donna (Without A Woman)" (London/PLG) 29/8

Rotations Heavy 0, Medium 11/1, Light 18/7, Total Adds 8, WWNK, KESZ, B100, WOBM, KMJC, KVIC, WMTFM, KCMJ Medium including KXLT, WGLL, WKYE, KRNO, KQLH, WSGY, WFFX, KTYL, KZLT, KKAZ Light including KKMJ, WTFM, KELT, KVKI, 3WM, KKLD, KEZA

### RICK ASTLEY "Wonderful You" (RCA) 24/4

Rotations Heavy 0, Medium 6/1, Light 18/3, Total Adds 4, KLSI, WLEV, KQLH, KIDX Medium including WAHR, WSGY, WNMB, KZLT, KKAZ Light including WARM98, KESZ, WKYE, KELT, WCRZ, 3WM, KKLD, WFFX, KTYL, KVIC, WMTFM

# ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 ROD STEWART	108/0	94	12	2
2 MICHAEL BOLTON	108/1	87	18	3
3 AARON NEVILLE	111/5	76	31	4
4 BRYAN ADAMS	108/0	81	22	5
5 BONNIE RAITT	101/1	77	20	4
6 CATHY DENNIS	107/5	56	42	9
7 ROXETTE	97/2	55	34	8
8 AMY GRANT	98/0	54	35	9
9 CHICAGO	98/2	52	31	15
10 HUEY LEWIS & THE NEWS	94/0	47	42	5
11 LENNY KRAVITZ	91/1	37	38	16
12 BOB SEGER & THE SILVER BULLET BAND	89/14	24	51	14
13 MARIAH CAREY	86/7	15	58	13
14 BETH NIELSEN CHAPMAN	72/5	29	29	14
15 TRIPLETS	70/8	17	38	15
16 DAVE STEWART w/CANDY DULFER	63/0	22	29	12
17 NEIL DIAMOND	68/13	12	32	24
18 RONNIE MILSAP	57/3	15	34	8
19 BETTE MIDLER	62/6	8	34	20
20 CHER	63/0	10	37	16
21 PEABO BRYSON	50/0	11	24	15
22 BILLY DEAN	56/6	8	35	13
23 LUTHER VANDROSS	62/14	4	33	25
24 NATALIE COLE w/NAT COLE	44/0	7	22	15
25 GLORIA ESTEFAN	36/0	6	18	12
26 PAULA ABDUL	36/5	4	24	8
27 MICHAEL W. SMITH	45/9	0	23	22
28 GLORIA ESTEFAN	38/38	0	11	27
29 CELINE DION	26/0	4	14	8
30 DIANA ROSS	33/8	1	13	19

## MOST ADDED

- GLORIA ESTEFAN (38)
- ROBERTA FLACK (20)
- SIMPLY RED (20)
- BOB SEGER (14)
- LUTHER VANDROSS (14)
- NEIL DIAMOND (13)
- JAMES INGRAM (13)
- DESMOND CHILD (12)
- CURTIS STIGERS (10)
- MICHAEL W. SMITH (9)

## HOTTEST

- ROD STEWART (79)
- MICHAEL BOLTON (75)
- BRYAN ADAMS (70)
- BONNIE RAITT (65)
- AARON NEVILLE (54)
- AMY GRANT (33)
- ROXETTE (31)
- CATHY DENNIS (30)
- CHICAGO (28)
- HUEY LEWIS (20)

### HI-FIVE "I Can't Wait Another Minute" (Jive/RCA) 23/2

Rotations Heavy 0, Medium 12/1, Light 11/1, Total Adds 2, KYKY, KKAZ Medium including WLTS, KLSY, WMGS, WSTR, WTCB, WAHR, WRVR, KELT, KMJC, KSSKFM, WSGY Light including KESZ, B100, KEZR, KKMJ, WIVY, KKLD, WMTFM

### ROBERTA FLACK w/MAXI PRIEST "Set The Night To Music" (Atlantic) 20/20

Rotations Heavy 0, Medium 1/1, Light 18/18, Total Adds 20, WLTT, WRQX, WUSA, KKCW, WGLL, WKYE, WIVY, 3WM, KKLD, KEZA, WKTK, WNMB, WFFX, KTYL, KZLT, WQLR, KKAZ, KPAYFM, WSGY

### SIMPLY RED "Something Got Me Started" (EastWest) 20/20

Rotations Heavy 0, Medium 1/1, Light 19/19, Total Adds 20, WARM98, B100, WGLL, WKYE, KKMJ, WIVY, KELT, KVKI, KGBX, JOY99, KKLD, WSGY, WNMB, WFFX, KTYL, KVIC, KZLT, WQLR, KIDX, KKAZ.

### MARTIKA "Love...Thy Will Be Done" (Columbia) 18/3

Rotations Heavy 0, Medium 10/1, Light 8/2, Total Adds 3, WRMF, WQLR, KCMJ Medium including WKYE, KELT, KRNO, KKLD, WSGY, KVIC, KZLT, KIDX, KKAZ. Light including KLSI, WSTR, KKMJ, WNMB, WFFX, WQLH.

### FRANCESCA BEGHE "Something About Your Touch" (SBK) 18/1

Rotations Heavy 1/0, Medium 7/0, Light 10/1, Total Adds 1, KKLD Heavy WDLX. Medium KESZ, WAHR, KRNO, KQLH, WSGY, KZLT, KIDX Light including WGLL, WKYE, KVKI, 3WM, WNMB, WMTFM, WQLH, WQLR, KKAZ.

### QUEEN "These Are The Days Of Our Lives" (Hollywood) 18/1

Rotations Heavy 0, Medium 8/0, Light 10/1, Total Adds 1, B100 Medium KESZ, WDLX, WAHR, 3WM, KQLH, WNMB, KZLT, WQLR Light including KKCW, WGLL, KKLD, WFFX, KTYL, KVIC, WMTFM, WQLH, KKAZ

### BODEANS "Paradise" (Slash/Reprise) 18/1

Rotations Heavy 0, Medium 2/0, Light 14/1, Total Adds 1, WFFX Medium WKYE, WSGY. Light including B100, WGLL, KKMJ, WTFM, KELT, KKLD, WNMB, KTYL, KVIC, KZLT, WQLR, KIDX, KKAZ

### SOUL FAMILY SENSATION "I Don't Even Know If I Should" (Epic) 15/1

Rotations Heavy 0, Medium 1/0, Light 14/1, Total Adds 1, WQLR Medium WSGY. Light including WARM98, WKYE, KELT, KKLD, KEZA, WNMB, WFFX, KTYL, WMTFM, KZLT, WLDR, KMAJ, KKAZ.

# SIGNIFICANT ACTION

### BEE GEES "Happy Ever After" (WB) 14/4

Rotations Heavy 0, Medium 5/1, Light 9/3, Total Adds 4, KESZ, WARM, WZNY, KVIC Medium including WAHR, WRVR, 3WM, KZLT. Light including WTCB, KKLD, WMTFM, WQLR, WLDR, KKAZ

### COLOR ME BADD "I Adore Mi Amor" (Giant/Reprise) 14/3

Rotations Heavy 0, Medium 8/1, Light 6/2, Total Adds 3, WKQX, KS95, KCMJ Medium including WMGS, KMJC, KSSKFM, KQLH, WSGY, KVIC, KZLT Light including B100, WGLL, KTYL, KKAZ

### JAMES INGRAM "Where Did My Heart Go" (WB) 13/13

Rotations Heavy 0, Medium 1/1, Light 12/12, Total Adds 13, KMMX, WGLL, WKYE, WTCB, WRVR, 3WM, KKLD, WSGY, WNMB, KTYL, WMTFM, KZLT, KKAZ

### DESMOND CHILD "You're The Story Of My Life" (Elektra) 13/12

Rotations Heavy 0, Medium 2/1, Light 11/11, Total Adds 12, KKMJ, WTFM, KELT, 3WM, KKLD, WSGY, WFFX, KTYL, WMTFM, KZLT, WQLR, KKAZ Medium including WAHR

### RUSS IRWIN "My Heart Belongs To You" (SBK) 12/4

Rotations Heavy 0, Medium 0, Light 12/4, Total Adds 4, WAHR, KELT, KTYL, KIDX Light including WLMX, 3WM, KKLD, KEZA, WNMB, KZLT, WQLR, KKAZ

### MARC COHN "Silver Thunderbird" (Atlantic) 12/0

Rotations Heavy 0, Medium 6/0, Light 6/0, Total Adds 0 Medium, WMTX, WGLL, KKMJ, WAHR, WQLR, KIDX Light: WLEV, KELT, KTYL, WMTFM, WQLH, KKAZ

### ESCAPE CLUB "I'll Be There" (Atlantic) 11/1

Rotations Heavy 2/0, Medium 7/0, Light 2/1, Total Adds 1 KATF Heavy WMTX, KKKI Medium WRQX, WKQX, KLSI, KLSY, WMGS, WSTR, WOMX Light including KYKY

### SURFACE "A World Of Our Own" (Columbia) 11/0

Rotations Heavy 0, Medium 3/0, Light 8/0, Total Adds 0 Medium KKCW, WAHR, WQLR Light WDLX, WIVY, WRVR, KELT, KMJC, WNMB, WLDR, KKAZ

### DAVID HALLYDAY "Tears Of The Earth" (Scotti Bros) 10/0

Rotations Heavy 0, Medium 4/0, Light 6/0, Total Adds 0 Medium KRNO, KQLH, WSGY, WQLR Light KKLD, KTDY, KVIC, KZLT, KIDX, KKAZ

### CROWDED HOUSE "Fall At Your Feet" (Capitol) 9/4

Rotations Heavy 0, Medium 3/0, Light 6/4, Total Adds 4, KKMJ, WAHR, KELT, KVIC, Medium: KRNO, WSGY, KIDX Light including 3WM, KKAZ.

### FIREHOUSE "Love Of A Lifetime" (Epic) 7/4

Rotations Heavy 1/0, Medium 4/2, Light 2/2, Total Adds 4, WKYE, WMGS, WSTR, KATF Heavy B100 Medium including WKWK, WLDR

### MICHAEL BOLTON "When A Man Loves A Woman" (Columbia) 7/1

Rotations Heavy 1/0, Medium 5/0, Light 3/1, Total Adds 1, WRQX Heavy WWNK Medium WWLI, WKWK, KATF Light including B100, WWSN

### DAVE KOZ "Endless Summer Nights" (Capitol) 7/1

Rotations Heavy 0, Medium 0, Light 7/1, Total Adds 1, WWLI Light including WARM98, KESZ, WMTFM, KZLT, WLDR, KIDX

### SCORPIONS "Wind Of Change" (Mercury) 6/1

Rotations Heavy 2/0, Medium 3/0, Light 1/1, Total Adds 1, WDLX Heavy WMTX, WMGS Medium WRQX, B100, WSTR

### AMERICA "Nothing's So Far Away" (Rhino) 5/0

Rotations Heavy 1/0, Medium 2/0, Light 2/0, Total Adds 0 Heavy KQLH Medium WALK, WAHR Light WMTFM, KIDX

### WILL DOWNING "I Go Crazy" (Island) 5/0

Rotations Heavy 0, Medium 0, Light 5/0, Total Adds 0 Light KKLD, WMTFM, WQLR, WLDR, KIDX

# DESMOND CHILD



MOST ADDED AC!



"YOU'RE THE STORY OF MY LIFE"



*julia fordham* LOVE MOVES IN MYSTERIOUS WAYS

*the theme from the forthcoming DEMI MOORE film*

**"THE BUTCHER'S WIFE"**

*as well as the first single from the soon to be released album SWEPT.*

**GOING FOR ADDS SEPTEMBER 16TH.**

MANAGEMENT: J.D. MANAGEMENT © 1991 Virgin Records America, Inc.







 *Triplets*

**"S U N R I S E"**

**AC CHART 18 - 15 70/8**

**KVIL/Dallas - Heavy  
Rotation After One Week!**

- |        |        |
|--------|--------|
| WWNK   | WMGS   |
| KBIG   | WBTFM  |
| WLTT   | WMAG   |
| WLTS   | WIVY   |
| 2WD    | WPEZ   |
| WUSA   | WLACFM |
| WARM98 | WWSN   |
| KLSI   | WLHT   |
| KXLT   | KGBX   |
| KESZ   | KMZQ   |
| KKCW   | KISC   |
| KLSY   | JOY99  |

...And Many More!

**NETWORK 40: 10\***

From The CD & Cassette . . . **Thicker Than Water**

Produced by Tony Peluso and Steve Barri for Starsong Productions.

Mixed by Chris Lord-Alge.

Executive Producers: Steve Allen and Tom Vickers.

Management: Allen Management.



LW	TW	ARTIST/Album	TRACKS
1	1	ACOUSTIC ALCHEMY/Back On The Case (GRP)	"Break" "Alchemist"
2	2	RIPPINGTONS/Curves Ahead (GRP)	"Morning" "Curves"
5	3	BONNIE RAITT/Luck Of The Draw (Capitol)	"Make" "Tangled"
8	4	WARREN HILL/Kiss Under The Moon (Novus/RCA)	"Promises" "Take" "Maybe"
3	5	OTTMAR LIEBERT/Borrasca (Higher Octave)	"August" "Isla"
7	6	PETE BARDENS/Watercolors (Miramar)	"Wonder?" "Profundis"
9	7	AARON NEVILLE/Warm Your Heart (A&M)	"La Vie" "Louisiana" "Everybody"
4	8	TOM SCOTT/Keep This Love Alive (GRP)	"Kilimanjaro" "Keep"
6	9	DOTSERO/Jubilee (Nova)	"Grandma's" "Irrational"
12	10	JEREMY WALL/Cool Running (Amherst)	"Key" "Cool"
13	11	PHIL SHEERAN/Standing On Fishes (Sonic Edge)	"Message" "Grabacab" "Going"
10	12	ANIMAL LOGIC/Animal Logic II (IRS)	"Through" "Another"
14	13	KEN NAVARRO/After Dark (Positive Music)	"Close" "After"
16	14	MANHATTAN TRANSFER/The Offbeat Of Avenues (Columbia)	"10" "Gentleman"
11	15	TONI CHILDS/House Of Hope (A&M)	"I've" "Walk"
17	16	SCHONHERZ & SCOTT/Under A Big Sky (Windham Hill)	"Daydream" "Gathering"
19	17	PRIDE N' POLITIX/Changes (EastWest)	"Crying" "Love"
15	18	CANDY DULFER/Saxuality (Arista)	"Lily" "Pee"
21	19	BENDIK/IX (Columbia)	"Say"
28	20	WIND MACHINE/Voices In The Wind (Silver Wave)	"Voices" "Millwood" "Post"
23	21	PHYLLIS HYMAN/Prime Of My Life (Zoo)	"When" "Can't"
18	22	EKO/Future Primitive (Higher Octave)	"Raindance" "Curragh" "Writing"
27	23	UNCLE FESTIVE/Paper & The Dog (Bluemoon)	"Jessica"
30	24	SADAO WATANABE/Sweet Deal (Elektra)	"After" "Passing" "Photograph"
20	25	NATALIE COLE/Unforgettable (Elektra)	"Unforgettable"
22	26	MICHAEL DOWDLE/From The Hip (Arista)	"Worries" "Out" "Old"
29	27	DYING YOUNG/Soundtrack (Arista)	"Theme" "Driving" "Hilary's"
26	28	BELA FLECK & THE FLECKTONES/Flight Of The Cosmic Hippo (WB)	"Flight" "Star"
25	29	FREEWAY PHILHARMONIC/Car Tunes (Spindletop)	"Alligator" "Long"
24	30	DAVID SANBORN/Another Hand (Elektra)	"Hobbies" "Jesus"

LW	TW	ARTIST/Album	TRACKS
2	1	ANTONIO HART/For The First Time (Novus/RCA)	"K.Y.H."
5	2	BENNY GREEN TRIO/Greens (Blue Note)	"Captain"
6	3	McCOY TYNER/Remembering John (Enja)	
8	4	TOUGH YOUNG TENORS/Alone Together (Antilles/Island)	
4	5	CLEO LAINE/Jazz (RCA)	"Just"
12	6	BOBBY HUTCHERSON/Mirage (Landmark)	"Nascimento"
10	7	KENNY BARRON/Quick Step (Enja)	
9	8	REBECCA COUPE FRANKS/Suit Of Armor (Justice)	"Afternoon"
7	9	TERENCE BLANCHARD/Terence Blanchard (Columbia)	"Tomorrow's"
3	10	DAVID SANBORN/Another Hand (Elektra)	"Dukes"
13	11	GEOFF KEEZER/Here And Now (Blue Note)	"There"
1	12	MICHEL PETRUCCIANI/Playground (Blue Note)	"September" "Play"
11	13	NATALIE COLE/Unforgettable (Elektra)	"Route"
14	14	JESSE DAVIS/Horn Of Passion (Concord)	"Stop"
18	15	WYNTON MARSALIS/Thick In The South - Soul... Vol. 1 (Columbia)	
24	16	WYNTON MARSALIS/Levee Low Moan - Soul... Vol. 3 (Columbia)	"Superb"
17	17	BDB MALACH/Mood Swing (Bluemoon/Go Jaz)	"Spell"
29	18	HERB ELLIS/Roll Call (Justice)	
20	19	WYNTON MARSALIS/Uptown Ruler - Soul... Vol. 2 (Columbia)	"Burglar"
19	20	TURTLE ISLAND STRING QUARTET/On The Town (Windham Hill)	"Smoother"
16	21	CASSANDRA WILSON/She Who Weeps (JMT/PolyGram)	"Out"
23	22	SADAO WATANABE/Sweet Deal (Elektra)	
15	23	FREDDIE HUBBARD/Bolivia (Music Master)	
DEBUT	24	MANHATTAN TRANSFER/The Offbeat Of Avenues (Columbia)	"Sassy" "Gentleman"
DEBUT	25	VARIOUS ARTISTS/Bluesiana II (Windham Hill/Jazz)	"Montana"
27	26	JACKIE McLEAN QUINTET/Rites Of Passage (Triloka)	
22	27	CHARLIE WATTS/From One Charlie... (Continuum)	
26	28	CLAYTON HAMILTON ORCHESTRA/Heart & Soul (Capri)	
BREAKER	29	STEPHEN SCOTT/Something To Consider (Verve)	
DEBUT	30	OLIVER JONES/A Class Act (Justin Time)	

\* Keeps bullet due to continued growth.

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
ERIC MARIENTHAL (12) PORCUPINE (8) ALEXANDER ZONJIC (8) DAVE SAMUELS (7) RICHARD SMITH (7) BRIAN HUGHES (6) POCKET CHANGE (6)	ACOUSTIC ALCHEMY (17) BONNIE RAITT (15) RIPPINGTONS (14) WARREN HILL (11) PETE BARDENS (10) OTTMAR LIEBERT (10) JEREMY WALL (9) MANHATTAN TRANSFER (8)	TONI CHILDS/I've SPECIAL EFX/Quiet

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
WOLFGANG MUTHSPIEL (8) BEBOP & BEYOND (6) LARRY GALES (6) JASON REBELLO (6) DAVE SAMUELS (6) ALEXANDER ZONJIC (6)	ANTONIO HART (13) BOBBY HUTCHERSON (13) BENNY GREEN TRIO (12) DAVID SANBORN (10) McCOY TYNER (7) TERENCE BLANCHARD (6) NATALIE COLE (6) MICHEL PETRUCCIANI (6)	No Tracks Qualified This Week

NEW & ACTIVE

\*BRIAN HUGHES "Between Dusk...And Dreaming" (Justin Time/Bluemoon) 30/6  
Rotations: Heavy 0/0, Medium 11/0, Light 19/6, Total Adds 6, WHRL, WFAE, KCLC, KMXX, KBCO, KJOY BREAKER this week.

\*ERIC MARIENTHAL "Oasis" (GRP) 27/12  
Rotations: Heavy 3/0, Medium 7/3, Light 17/9, Total Adds 12, WCDJ, WLVE, WHVE, WNWV, WGMC, KKVU, WWAY, WNGS, WMGN, KCLC, KMXX, PS. Heavy: WMGL, KTCZ, JZTRAX. BREAKER this week.

\*\*MICHAEL POWERS "Perpetual Motion" (Nastymix) 27/1  
Rotations: Heavy 2/0, Medium 9/0, Light 16/1, Total Adds 1, KEYV. Heavy: KTWV, KKNW. CHART EXTRA this week.

\*DAVID WILCOX "Home Again" (A&M) 25/3  
Rotations: Heavy 6/0, Medium 10/0, Light 9/3, Total Adds 3, KHIH, KIFM, WWAY. Heavy: KTWV, WFAE, KLTR, KTCZ, KMXX, KBCO. BREAKER this week.

\*GUIRE WEBB "New Frontier" (Proxima) 25/1  
Rotations: Heavy 4/0, Medium 10/1, Light 11/0, Total Adds 1, WHRL. Heavy: KIFM, WNNL, KLTR, PS. BREAKER this week.

ALEXANDER ZONJIC "Neon" (Reprise) 24/8  
Rotations: Heavy 1/0, Medium 8/0, Light 17/7, Total Adds 8, WLVE, KTWV, WGMC, WFAE, WLOQ, KKVU, PS, SS. Heavy: JZTRAX.

CHRIS SPHEERIS & PAUL VOUDOURIS "Enchantment" (Music West) 24/1  
Rotations: Heavy 4/0, Medium 10/0, Light 10/1, Total Adds 1, WHVE. Heavy: WCDJ, WNUA, WNWV, SS.

NESTOR TORRES "Dance Of The Phoenix" (Verve/PolyGram) 23/3  
Rotations: Heavy 1/0, Medium 8/0, Light 14/3, Total Adds 3, WHVE, KBIA, KJOY. Heavy: WLVE.

VELAS "Velas" (Voss) 22/1  
Rotations: Heavy 4/0, Medium 8/0, Light 10/1, Total Adds 1, KEYV. Heavy: KIFM, WHRL, KXDC, PS.

DAVID BECKER TRIBUNE "In Motion" (Bluemoon) 21/1  
Rotations: Heavy 3/0, Medium 7/0, Light 11/1, Total Adds 1, WLOQ. Heavy: WNNL, KBIA, KTCZ.

\*\*TONY CAMPISE "Once In A Blue Moon" (Heart Music) 28/2  
Rotations: Heavy 2/0, Medium 16/1, Light 10/1, Total Adds 2, WAER, KSLU. Heavy: WSIE, WVPE. CHART EXTRA this week.

\*JASON REBELLO "A Clearer View" (Novus/RCA) 26/6  
Rotations: Heavy 1/0, Medium 7/1, Light 18/5, Total Adds 6, KATZ, KJAZ, KSLU, WKRY, KTCL, KSBR. Heavy: WDET. BREAKER this week.

\*\*CHICK COREA ELEKTRIC "Beneath The Mask" (GRP) 23/0  
Rotations: Heavy 1/0, Medium 13/0, Light 9/0, Total Adds 0. Heavy: WKRY. CHART EXTRA this week.

\*NESTOR TORRES "Dance Of The Phoenix" (Verve) 22/4  
Rotations: Heavy 0/0, Medium 9/1, Light 13/3, Total Adds 4, WNOP, KJAZ, WAER, KSLU. BREAKER this week.

DONALD HARRISON "For Ari's Sake" (Candid) 20/1  
Rotations: Heavy 6/0, Medium 8/0, Light 6/1, Total Adds 1, WEBR. Heavy: WCPN, KSDS, KUOP, WFSS, WTEB, WVPE.

\*\*LEEANN LEDGERWOOD "You Wish" (Triloka) 20/0  
Rotations: Heavy 4/0, Medium 9/0, Light 7/0, Total Adds 0. Heavy: WYJZ, KLCC, WSIE, KWMU. CHART EXTRA this week.

RIPPINGTONS "Curves Ahead" (GRP) 19/1  
Rotations: Heavy 6/0, Medium 6/0, Light 7/1, Total Adds 1, KLCC. Heavy: KJZZ, WAER, WTEB, KSLU, WVPE, KSBR.

ROLAND VAZQUEZ "No Separate Love" (RVCD) 18/0  
Rotations: Heavy 3/0, Medium 10/0, Light 5/0, Total Adds 0. Heavy: WFPL, WEBR, KSLU.

ALEXANDER ZONJIC "Neon" (Reprise) 17/6  
Rotations: Heavy 0/0, Medium 3/0, Light 14/6, Total Adds 6, WYJZ, WNOP, KJAZ, DSS, KSLU, KSBR.

CHARLIE SEPULVEDA "The New Arrival" (Antilles/Island) 17/3  
Rotations: Heavy 0/0, Medium 4/0, Light 13/3, Total Adds 3, KSDS, KUOP, WFSS.

\* Uncharted Breakers denoted by one asterisk.

\*\* Chart Extra denoted by two asterisks.

**GET ON BOARD!**



**WORLD GONE STRANGE**  
ANDY SUMMER'S JOURNEY  
INTO THE WORLD OF JAZZ  
Produced by Mike Mainieri  
featuring:  
Mike Mainieri • Tony Levin • Mitchel Forman  
Chad Wackerman • Eliane Elias • Victor Bailey  
Nana Vasconcelos • Manuella Badrena

**GET ON BOARD!**



**HOTEL LUNA**  
SUZANNE CIANI'S JOURNEY  
TO ITALY, THE HOMETLAND OF HER HEART  
featuring:  
Ondine • Mareosso  
Festa & Hotel Luna

**ARRIVING THIS WEEK!**

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## BREAKERS

### BEBE & CECE WINANS I'll Take You There (Capitol)

65% of our reporting stations on it. Rotations: Heavy 0/0, Medium 7/1, Light 51/45, Total Adds 48 including WBLK, WUSL, WAMO, WHUR, WYLD, WZAK, WJLB, WILD, WRKE, WJZ.

## NEW & ACTIVE

### SURFACE "You Are The One" (Columbia) 52/7

Rotations: Heavy 3/0, Medium 21/0, Light 28/7, Total Adds 7, WFXA, Z93, WJTT Z104, HOT105, WVO, XHRM Heavy WJLB, KMJM, K98-FM. Mediums include WDAS, WHUR, WJZ, WAGH, WQMG

### YO YO "Ain't Nobody Better" (EastWest) 49/4

Rotations: Heavy 0/0, Medium 23/0, Light 26/4, Total Adds 4, WAMO, WQMG, HOT105 WJHM Mediums include K104, K97, WEDR, WHQT, WYLD

### MARC NELSON "I Want You" (Capitol) 47/4

Rotations: Heavy 0/0, Medium 13/0, Light 34/4, Total Adds 4, KBCE, WATV, WDXZ, KIIZ Mediums include WAMO, K97, KPRS, WFXA, WXOK

### CHRIS WALKER "Giving You All My Love" (Pendulum/Elektra) 45/37

Rotations: Heavy 0/0, Medium 2/0, Light 43/37, Total Adds 37 including WDAS, WUSL, WKYS, K104, KMJQ, WEDR, WHQT, WOWI, WZAK, KMJM. Medium: WJFX, KJLH.

### BARRY WHITE "Put Me In Your Mix" (A&M) 44/40

Rotations: Heavy 0/0, Medium 7/0, Light 37/21, Total Adds 40 including WDAS, WAMO, WKYS, WEDR, WHQT, WTLC, KPRS, KKBT, WILD, WRKE. Medium: WJFX, KJLH.

### SOUNDS OF BLACKNESS "The Pressure" (Perspective/A&M) 44/21

Rotations: Heavy 0/0, Medium 7/0, Light 37/21, Total Adds 21 including WUSL, WKYS, WYLD, KKBT, WA-TV, WENN, Z93, WEUP, WJMI, WHJX. Mediums include: WDAS, WHUR, K97, WUJM, WQMG.

### ZIGGY MARLEY & THE MELODY MAKERS "Good Time" (Virgin) 42/19

Rotations: Heavy 0/0, Medium 2/0, Light 40/19, Total Adds 19 including WHQT, WZAK, KMJM, OC104, WXOK, WENN, Z104, WHJX, Z16, HOT105. Medium: K104, WOWI.

### PATTI LABELLE "Feels Like Another One" (MCA) 40/40

Rotations: Heavy 0/0, Medium 2/2, Light 38/38, Total Adds 40 including WDAS, WHUR, WKYS, K104, KMJQ, WEDR, WHQT, WYLD, WOWI, WJLB.

### DIANA ROSS "When You Tell Me That You Love Me" (Motown) 39/10

Rotations: Heavy 0/0, Medium 3/0, Light 36/10, Total Adds 10, WKYS, KPRS, OC104, WDXZ, WJMI, KIPR, WJHM, WCDX, KBMS, KRIZ. Medium: WDAS, HOT105, WIKS.

### TONY! TONII TONE! "Me & You" (Qwest/WB) 39/5

Rotations: Heavy 6/1, Medium 17/2, Light 16/2, Total Adds 5, KJMJ, WHQT, WOWI, WJLB, WQOK Heavy: WGCI, WILD, WPEG, Z104, U102. Mediums include: WDAS, K104, WEDR, WZAK, WDXZ.

### TONY! TONII TONE! "House Party II (I Don't...)" (MCA) 37/16

Rotations: Heavy 0/0, Medium 3/1, Light 34/15, Total Adds 16 including WKYS, KMJQ, WHQT, WZAK, WTLC, WJZ, KBCE, WQMG, WAGH, WJMI. Medium: K104, K97.

### QUEEN LATIFAH "Fly Girl" (Tommy Boy) 36/3

Rotations: Heavy 0/0, Medium 9/0, Light 27/3, Total Adds 3, WFXM, WQOK, WCDX. Mediums include: K104, KJMJ, K97, WIZF, WPEG.

### GARY TAYLOR "Take Control" (Valley Vue) 35/4

Rotations: Heavy 0/0, Medium 3/0, Light 32/4, Total Adds 4, KKBT, WQIS, WJFX, XHRM Medium: WAGH, WPGA, WMVP.

### RANCE ALLEN "Miracle Worker" (Bellmark) 35/2

Rotations: Heavy 6/0, Medium 19/0, Light 10/2, Total Adds 2, KPRS, WMVP. Mediums include: WHJX, Z16, KIPR, WEAS, K98-FM. Mediums include: WKYS, K97, WHQT, WGCI, WIZF.

### KIO 'N PLAY "Ain't Gonna Hurt Nobody" (Select) 34/14

Rotations: Heavy 0/0, Medium 0/0, Light 34/14, Total Adds 14 including WKYS, WIZF, KKBT, WJTT, WFXE, KFXZ, KIPR, WQOK, WANM, K98-FM.

### RHYTHM "I'll Do Anything For You" (WTG/Epic) 34/5

Rotations: Heavy 1/0, Medium 13/0, Light 20/5, Total Adds 5, KPRS, Z93, Z104, WANM, WNOV. Heavy: K104 Mediums include: KJMJ, KMJQ, K97, WYLD, WOWI.

### RHYTHM KJMJ "Hey Donna" (Impact) 34/2

Rotations: Heavy 0/0, Medium 2/0, Light 32/2, Total Adds 2, WJTT, KFXZ. Medium: Z16, HOT105.

### PEABO BRYSON "Closer Than Close" (Columbia) 33/33

Rotations: Heavy 0/0, Medium 0/0, Light 33/33, Total Adds 33 including WBLK, WDAS, WHUR, WKYS, WHQT, KPRS, KMJM, WILD, KBCE, WFXA.

### DE LA SOUL "A Roller Skating Jam Named Saturday" (Tommy Boy) 31/7

Rotations: Heavy 0/0, Medium 9/0, Light 22/7, Total Adds 7, WBLS, WKYS, WRKE, Z93, HOT105, KBMS, KRIZ. Mediums include: KMJQ, K97, WOWI, WZAK, KMJM.

### ALEX BUGNON "Heart Of New York" (Orpheus/Epic) 31/3

Rotations: Heavy 0/0, Medium 1/0, Light 30/3, Total Adds 3, WDAS, KPRS, WLOU. Medium: WJFX.

### LONNIE GORDON "Gonna Catch You" (SBK) 29/6

Rotations: Heavy 0/0, Medium 7/0, Light 22/6, Total Adds 6, WXOK, WDXZ, KIPR, WLOU, WJJS, WPLZ. Mediums include: WOWI, WZAK, WJLB, WUJM, WJMI.

### ESCOFFERY'S "Look Who's Loving Me" (Atlantic) 28/10

Rotations: Heavy 0/0, Medium 0/0, Light 28/10, Total Adds 10, WOWI, WILD, WEUP, KFXZ, WQIS, WLOU, WQOK, KDIA, KBMS, KRIZ.

### PHIL PERRY "Forever" (Capitol) 28/9

Rotations: Heavy 0/0, Medium 3/0, Light 25/9, Total Adds 9, K104, WOWI, WTLC, HOT105, WCDX, KMJQ, K98-FM, WJFX, WMVP. Medium: WBLS, WDAS, WALT.

### HEAVY D & THE BOYZ "Is It Good To You" (Uptown/MCA) 27/12

Rotations: Heavy 0/0, Medium 5/0, Light 22/12, Total Adds 12 including WKYS, OC104, WFXA, WENN, KFXZ, KIPR, WBLX, WCDX, WPLZ, K98-FM. Medium: WZAK, WUJM, WALT, KMJJ, WVOI.

### VOYCEBOXING "Pain" (GRP) 27/5

Rotations: Heavy 0/0, Medium 2/0, Light 25/5, Total Adds 5, KPRS, WFXA, WUJM, KFXZ, WNOV. Medium: WZAK, WEUP.

## SIGNIFICANT ACTION

### P.C. QUEST "After The Summer's Gone" (RCA) 23/22

Rotations: Heavy 0/0, Medium 1/0, Light 22/22, Total Adds 22 including WHQT, WYLD, KPRS, KBCE, WXOK, WQMG, WEUP, WHJX, WQIS, KIPR. Medium: OC104.

### DANNY MADDOEN "Facts Of Life" (Giant/Reprise) 23/7

Rotations: Heavy 0/0, Medium 0/0, Light 23/7, Total Adds 7 including KBCE, WENN, Z93, Z104, WEUP, WJFX, KDIA.

### MOST ADDED

- BEBE & CECE WINANS (48)
- PATTI LABELLE (40)
- BARRY WHITE (40)
- CHRIS WALKER (37)
- PEABO BRYSON (33)
- P.C. QUEST (22)
- SOUNDS OF BLACKNESS (21)
- ZIGGY MARLEY (19)
- TONY! TONII TONE!/House (16)
- KID N' PLAY (14)

### HOTTEST

- PHYLLIS HYMAN (61)
- LUTHER VANDROSS (52)
- COLOR ME BADD (49)
- B ANGIE B (48)
- BRAND NEW HEAVIES (47)
- EX-GIRLFRIEND (34)
- TEVIN CAMPBELL (24)
- WHITNEY HOUSTON (20)
- PRINCE (13)
- VANESSA WILLIAMS (13)

### TOP 10

RECURRENTS	
LW	TW
4	1 GLADYS KNIGHT/Men
3	2 PEABO BRYSON/Rain
—	3 B. & C. WINANS/Addictive
1	4 HI-FIVE/I Can't
8	5 SHIRLEY MURDOCK/In
—	6 LISA LISA/Let
—	7 VESTA/Special
5	8 PEBBLES/Always
6	9 JAZZY JEFF/Summertime
9	10 COLOR ME.../A Wanna

### RONNIE OYSON /WICKI AUSTIN "Are We So Far Apart" (Society Hill) 23/5

Rotations: Heavy 0/0, Medium 0/0, Light 23/5, Total Adds 5, WDXZ, WMVP, KBMS, XHRM, KRIZ

### NATION FUNKTASIA "Move Me" (EastWest) 22/1

Rotations: Heavy 0/0, Medium 4/0, Light 18/1, Total Adds 1, KMJM Medium: WFXA, WXOK, WFXE, WEUP

### MARKY MARK & THE FUNKY BUNCH "Good Vibrations" (Interscope/EWA) 21/5

Rotations: Heavy 0/0, Medium 6/0, Light 15/5, Total Adds 5, WRKE, WQIS, WJJS, WFXM, WDXZ Mediums include: WAMO, WDXZ, WUJM, WJTT, KIIZ

### SEAL "Crazy" (WB) 20/6

Rotations: Heavy 0/0, Medium 4/0, Light 16/6, Total Adds 6, WDAS, WJTT, KIIZ, KFXZ, WANM, KDIA Medium: OC104, WEUP, U102, WJJS.

### SALT & PEPA "Let's Talk About Sex" (Next Plateau) 20/4

Rotations: Heavy 0/0, Medium 3/0, Light 17/4, Total Adds 4, WOWI, WPEG, WCDX, KJLH Medium: KMJQ, K97, WNOV

### FREDDIE JACKSON "Second Time For Love" (Capitol) 19/6

Rotations: Heavy 0/0, Medium 3/0, Light 16/6, Total Adds 6, WKYS, KPRS, KFXZ, WFXM, WALT, K98-FM Medium: WDAS, K97, Z16.

### NICE & SMOOTH "Hip Hop Junkie" (Columbia) 19/4

Rotations: Heavy 0/0, Medium 1/0, Light 18/4, Total Adds 4, KMJQ, WPEG, KIPR, WBLX Medium: WFXA

### GETO BOYS "My Mind Playing Tricks On Me" (Rap-a-Lot) 17/8

Rotations: Heavy 5/1, Medium 3/1, Light 9/6, Total Adds 8, KJMJ, WEDR, WGCI, WJLB, KMJM, KBCE, WPEG, K98-FM Heavy: K104, KMJQ, WYLD, WBLX, Medium: WHQT, KFXZ.

### MC LYTE "When In Love" (Atlantic) 17/8

Rotations: Heavy 0/0, Medium 2/1, Light 15/7, Total Adds 8, KMJM, WUJM, WPEG, WQMG, KIIZ, WIKS, WEAS, KJLH. Medium: WJMI.

### NEMESIS "I Want Your Sex" (Profile) 17/1

Rotations: Heavy 0/0, Medium 5/0, Light 12/1, Total Adds 1, K104. Medium: KMJQ, WJLB, KMJM, WFXA, WEAS

### D'BORA "Dream About You" (Smash/PLG) 16/4

Rotations: Heavy 0/0, Medium 2/0, Light 14/4, Total Adds 4, Z93, WIKS, KBMS, KRIZ. Medium: WOWI, WEUP.

### HONEY'S "How Low (Can You Go)" (J&J/Bellmark) 16/1

Rotations: Heavy 0/0, Medium 1/0, Light 15/1, Total Adds 1, WZAK. Medium: WVOI.

### LARRY LARR "Confused" (Columbia) 16/0

Rotations: Heavy 0/0, Medium 2/0, Light 14/0, Total Adds 0. Medium: K104, K97.

### LEVERT "Give A Little Love" (Atlantic) 14/12

Rotations: Heavy 0/0, Medium 2/0, Light 12/12, Total Adds 12 including KMJQ, WZAK, KMJM, WJTT, Z104, KJMS, WALT, HOT105, WJFX, WMVP. Medium: WHUR, WGZB.

### ALTITUDE "If You Believe" (Bahia/RCA) 14/0

Rotations: Heavy 0/0, Medium 0/0, Light 14/0, Total Adds 0.

### SYBIL "Let It Rain" (Next Plateau) 14/0

Rotations: Heavy 0/0, Medium 3/0, Light 11/0, Total Adds 0. Medium: WEUP, WIKS, WCDX

### AUDREY WHEELER "I'm Yours Tonight" (Ear Candy) 13/4

Rotations: Heavy 0/0, Medium 0/0, Light 13/4, Total Adds 4, WZAK, WLOU, WJFX, WMVP

### TYCIE & WOODY "Rhythm Is Gonna Get You" (Elektra) 13/4

Rotations: Heavy 0/0, Medium 1/0, Light 12/4, Total Adds 4, KBCE, WFXM, WALT, WANM Medium: WPGA

### CECE ROGERS "Thick Girlz" (Atlantic) 12/2

Rotations: Heavy 0/0, Medium 1/0, Light 11/2, Total Adds 2, WJFX, KBUZ Medium: WPGA.

### CHERYL "PEPSII" RILEY "Ain't No Way" (Columbia) 11/5

Rotations: Heavy 0/0, Medium 0/0, Light 11/5, Total Adds 5, WENN, WPEG, WEUP, WPGA, WQOK

### BIZ MARKIE "What Comes Around, Goes Around" (Cold Chillin/WB) 11/4

Rotations: Heavy 0/0, Medium 3/0, Light 8/4, Total Adds 4, WEDR, HOT105, KBMS, KRIZ Medium: WBLS, KIIZ, WEAS.

### NATURAL SELECTION "Do Anything" (EastWest) 11/1

Rotations: Heavy 0/0, Medium 2/0, Light 9/1, Total Adds 1, WZAK. Medium: OC104, U102.

### SOUL FAMILY SENSATION "I Don't Even Know" (Epic) 11/0

Rotations: Heavy 0/0, Medium 2/0, Light 9/0, Total Adds 0. Medium: WTLC, WEUP.

### FAMLEE "Love Me" (Def Jam/Columbia) 10/10

Rotations: Heavy 0/0, Medium 0/0, Light 10/10, Total Adds 10, WRKE, WJZ, WATV, WAGH, WFXE, WFXM, WPGA, WANM, KBMS, KRIZ.

### MARGARET BELL "Over And Over" (Reprise) 10/2

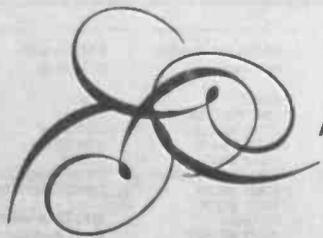
Rotations: Heavy 0/0, Medium 1/0, Light 9/2, Total Adds 2, KMJJ, WANM. Medium: WDAS.

## NEW ARTISTS

Reports/Adds

1	MARC NELSON/I Want You (Capitol)	47/4
2	CHRIS WALKER/Giving You All My Love (Pendulum/Elektra)	45/37
3	QUEEN LATIFAH/Fly Girl (Tommy Boy)	36/3
4	GARY TAYLOR/Take Control (Valley Vue)	35/4
5	RANCE ALLEN/Miracle Worker (Bellmark)	35/2
6	RHYTHM/I'll Do Anything For You (WTG/Epic)	34/5
7	ALEX BUGNON/Heart Of The City (Orpheus/Epic)	31/3
8	LONNIE GORDON/Gonna Catch You (SBK)	29/6
9	DEE HARVEY/Leave Well Enough Alone (Motown)	29/1
10	ESCOFFERY'S/Look Who's Loving Me (Atlantic)	28/10

New artists have not yet had a UC Breaker.



A CROWN JEWEL IN THE KING'S COLLECTION.

*"put me in your mix"*

(75021-1581-4)

**#2 MOST ADDED  
44/40**

**INCLUDING:**

WDAS WHQT  
WAMO WTLC  
WKYS KPRS  
WEDR KKBT

**...AND MANY MORE!!**

# Barry White

THE MAESTRO IS BACK

WITH A CLASSIC GROOVE

TO TAKE YOU THROUGH THE FALL.



*"Put Me In Your Mix,"* the title track from the new album by Barry White.

(75021-1581-4)

Produced by Barry White. Associate Producer: Herman Johnson.

Announcements: Shankman, DeBlasio and Aletina, Inc.



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# UC ADDS & HOTS

## EAST

**WXYV/Baltimore**  
Roy Sampson

none  
Hottest:  
LUTHER VANDROSS  
PHYLIS HYMAN  
VESTA  
VANESSA WILLIAMS  
BRAND NEW HEAVIES

**WILD/Boston**  
Mimi Hall

BARRY WHITE  
PATTI LABELLE  
ESCOFFERYS  
PEABO BRYSON  
BEBE & CECE WINAN  
Hottest:  
COLOR ME BADD  
BOYZ II MEN  
WHITNEY HOUSTON  
EX-GIRLFRIEND  
LUTHER VANDROSS  
WBLK/Buffalo  
Falcon/St. James

KOOL MOE DEE  
JOHNNY GILL  
PEABO BRYSON  
HELEN BRUNER  
BEBE & CECE WINAN  
Hottest:  
PRINCE  
LUTHER VANDROSS  
GLADYS KNIGHT  
PHYLIS HYMAN  
KEITH WASHINGTON

**WBLN/New York**  
Mike Love

FRANKIE KRUCKLES  
LENNY KRAVITZ  
MARIAH CAREY  
DE LA SOUL  
Hottest:  
NAUGHTY BY NATURE  
CHUBB ROCK  
TEVIN CAMPBELL  
COLOR ME BADD  
BRAND NEW HEAVIES

**WRKS/New York**  
Brown/Beasley

none  
Hottest:  
LUTHER VANDROSS  
COLOR ME BADD  
LISA LISA  
BRAND NEW HEAVIES  
EX-GIRLFRIEND

**WRKE/Ocean City**  
Quartarone/Mena

CHRIS WALKER  
SPECIAL GENERATIO  
A TRIBE CALLED QU  
MARKY MARK & THE  
BEBE & CECE WINAN  
DE LA SOUL  
FAMLEE  
BARRY WHITE  
Hottest:  
COLOR ME BADD  
PHYLIS HYMAN  
BOYZ II MEN  
MARIAH CAREY  
NAUGHTY BY NATURE

**OC104/Ocean City**  
Scott Jantzen

HEAVY D & THE BOY  
ZIGGY MARLEY  
CHRIS WALKER  
O'JAYS  
DIANA ROSS  
Hottest:  
LENNY KRAVITZ  
TEVIN CAMPBELL  
COLOR ME BADD  
VANESSA WILLIAMS  
PHYLIS HYMAN

**WUSL/Philadelphia**  
Allan/Monet

SOUNDS OF BLACKONE  
CHRIS WALKER  
DONNA SUMMER  
BEBE & CECE WINAN  
NEWKINK  
Hottest:  
TONY TERRY  
STEVE WONDER  
HI FIVE  
LUTHER VANDROSS  
COLOR ME BADD  
WDSJ/Philadelphia  
Joe Tamburro

PATTI LABELLE  
BARRY WHITE  
CHRIS WALKER  
PEABO BRYSON  
ALEX BUGHON  
SEAL  
Hottest:  
PHYLIS HYMAN  
COLOR ME BADD  
LENNY KRAVITZ  
WHITNEY HOUSTON  
VANESSA WILLIAMS

**WAMO/Pittsburgh**  
Deve/Goewey

SHABBA RANKS  
GLADYS KNIGHT  
BEBE & CECE WINAN  
BARRY WHITE  
YO YO  
Hottest:  
PHYLIS HYMAN  
COLOR ME BADD  
EX-GIRLFRIEND  
BRAND NEW HEAVIES  
KARYN WHITE

**WKYS/Washington**  
Simpson/Diggs

HEAVY D & THE BOY  
DE LA SOUL  
FREDDIE JACKSON  
SOUNDS OF BLACKONE  
KID 'N PLAY  
CHRIS WALKER  
BARRY WHITE  
PATTI LABELLE  
DIANA ROSS  
F.S. EFFECT f/ CH  
TONY TONI TONE  
READY FOR THE WOR  
PEABO BRYSON  
Hottest:  
LISA LISA  
LENNY KRAVITZ  
LUTHER VANDROSS  
BRAND NEW HEAVIES  
PHYLIS HYMAN

**WHUR/Washington**  
B.K. Kirkland

PATTI LABELLE  
BEBE & CECE WINAN  
PEABO BRYSON  
Hottest:  
BRAND NEW HEAVIES  
LUTHER VANDROSS  
JODECI  
PHYLIS HYMAN  
WHITNEY HOUSTON

## SOUTH

**WJZZ/Albany**  
Don Allen

BARRY WHITE  
FAMLEE  
BEBE & CECE WINAN  
TONY TONI TONE  
CHRIS WALKER  
Hottest:  
PHYLIS HYMAN  
LUTHER VANDROSS  
BRAND NEW HEAVIES  
EX-GIRLFRIEND  
WHITNEY HOUSTON

**KBCB/Alexandria**  
Donnie Taylor

P.C. QUEST  
BEBE & CECE WINAN  
GETO BOYS  
PEABO BRYSON  
TONY TONI TONE  
TYCIE & WOODY  
MARC NELSON  
BARRY WHITE  
DANNY MADDEN  
KOOL MOE DEE  
Hottest:  
LUTHER VANDROSS  
PHYLIS HYMAN  
B ANGIE B  
BRAND NEW HEAVIES  
TEVIN CAMPBELL

**WVEE/Atlanta**  
Roberts/Bacote

none  
Hottest:  
LUTHER VANDROSS  
PHYLIS HYMAN  
BOYZ II MEN  
COLOR ME BADD  
ANOTHER BAD CREAT

**WFXX/Augusta**  
Carl Conner

WHITNEY HOUSTON  
BARRY WHITE  
HEAVY D & THE BOY  
PEABO BRYSON  
BEBE & CECE WINAN  
SURFACE  
VOICEBOXING  
F.S. EFFECT f/ CH  
Hottest:  
LUTHER VANDROSS  
B ANGIE B  
PHYLIS HYMAN  
TEVIN CAMPBELL  
BRAND NEW HEAVIES

**WXOK/Baton Rouge**  
Matt Morion

P.C. QUEST  
PATTI LABELLE  
NAUGHTY BY NATURE  
BEBE & CECE WINAN  
LONNIE GORDON  
CHRIS WALKER  
ZIGGY MARLEY  
Hottest:  
COLOR ME BADD  
EX-GIRLFRIEND  
KARYN WHITE  
TEVIN CAMPBELL  
BRAND NEW HEAVIES

**KQXL/Baton Rouge**  
Chris Clay

none  
Hottest:  
LUTHER VANDROSS  
BEBE & CECE WINAN  
PHYLIS HYMAN  
COLOR ME BADD  
BRAND NEW HEAVIES

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**KPRS/Kansas City**  
King/Wonder

VOICEBOXING  
RHYTHM  
BARRY WHITE  
PEABO BRYSON  
DIANA ROSS  
ALEX BUGHON  
FREDDIE JACKSON  
RANCE ALLEN  
P.C. QUEST  
Hottest:  
BRAND NEW HEAVIES  
PHYLIS HYMAN  
LENNY KRAVITZ  
B ANGIE B  
EX-GIRLFRIEND

**WNOV/Milwaukee**  
Ernie G.

LEVERT  
VOICEBOXING  
DANNY MADDEN  
CHRIS WALKER  
ZIGGY MARLEY  
DONNA SUMMER  
RHYTHM  
PEABO BRYSON  
PATTI LABELLE  
Hottest:  
PHYLIS HYMAN  
B ANGIE B  
LUTHER VANDROSS  
BRAND NEW HEAVIES  
COLOR ME BADD

**KMJM/St. Louis**  
Atkins/Wymer

ZIGGY MARLEY  
GETO BOYS  
CHRIS WALKER  
PEABO BRYSON  
MC LYTE  
NATION FUNKTASIA  
LEVERT  
Hottest:  
PHYLIS HYMAN  
EX-GIRLFRIEND  
BRAND NEW HEAVIES  
LUTHER VANDROSS  
WHITNEY HOUSTON

**WENN/Birmingham**  
Donnell/Star

PATTI LABELLE  
ZIGGY MARLEY  
HEAVY D & THE BOY  
CHERYL "PEPSII" R  
SOUNDS OF BLACKONE  
MC BREED  
BARRY WHITE  
DANNY MADDEN  
Hottest:  
EX-GIRLFRIEND  
BRAND NEW HEAVIES  
LUTHER VANDROSS  
TONY TONI TONE  
NAUGHTY BY NATURE  
BOYZ II MEN

**WATV/Birmingham**  
Ron January

MARC NELSON  
BEBE & CECE WINAN  
BARRY WHITE  
SOUNDS OF BLACKONE  
SMALL CHANGE  
FAMLEE  
DAMIAN DAME  
Hottest:  
LUTHER VANDROSS  
WHITNEY HOUSTON  
B ANGIE B  
PHYLIS HYMAN  
EX-GIRLFRIEND

**WDXZ/Charleston**  
Jimmy Mack

PATTI LABELLE  
MARC NELSON  
GLADYS KNIGHT  
DIANA ROSS  
BARRY WHITE  
JAZZY JEFF  
LONNIE GORDON  
DAMIAN DAME  
BEBE & CECE WINAN  
RONNIE DYSON f/VI  
Hottest:  
PHYLIS HYMAN  
NAUGHTY BY NATURE

**WFAA/Augusta**  
Carl Conner

WHITNEY HOUSTON  
BARRY WHITE  
HEAVY D & THE BOY  
PEABO BRYSON  
BEBE & CECE WINAN  
SURFACE  
VOICEBOXING  
F.S. EFFECT f/ CH  
Hottest:  
LUTHER VANDROSS  
B ANGIE B  
PHYLIS HYMAN  
TEVIN CAMPBELL  
BRAND NEW HEAVIES

**WUJM/Charleston**  
Earl Boston

PATTI LABELLE  
MC LYTE  
JAZZY JEFF  
CHRIS WALKER  
VOICEBOXING  
GORGIO  
PRINCE  
B ANGIE B  
COLOR ME BADD

**293/Charleston**  
CWF Fletcher

DANNY MADDEN  
DE LA SOUL  
BEBE & CECE WINAN  
SURFACE  
RHYTHM  
SOUNDS OF BLACKONE  
SHEILA E  
CHRIS WALKER  
D'BORA  
Hottest:  
LUTHER VANDROSS  
COLOR ME BADD  
LISA LISA  
VESTA  
EX-GIRLFRIEND

**WFXE/Columbus**  
Philp David March

RUDE BOYS  
KID 'N PLAY  
BARRY WHITE  
PATTI LABELLE  
BEBE & CECE WINAN  
FAMLEE  
Hottest:  
PHYLIS HYMAN  
B ANGIE B  
LUTHER VANDROSS  
TEVIN CAMPBELL  
BRAND NEW HEAVIES

**KJMZ/Dallas-Ft. Worth**  
Casey/Jammer

TONY TONI TONE  
GETO BOYS  
JAZZY JEFF  
Hottest:  
LUTHER VANDROSS  
COLOR ME BADD  
TONY TONI TONE  
GETO BOYS

**WTLZ/Saginaw**  
Crocket/Lampley

BEBE & CECE WINAN  
CHRIS WALKER  
ERIC GABLE  
PATTI LABELLE  
BARRY WHITE  
P.C. QUEST  
CRYSTAL WATERS  
KID 'N PLAY  
Hottest:  
B ANGIE B  
COLOR ME BADD  
WHITNEY HOUSTON  
GETO BOYS

**WVON/Toledo**  
Casey/McMichaels

PATTI LABELLE  
BARRY WHITE  
READY FOR THE WOR  
CHRIS WALKER  
YOUNG M.C.  
CRYSTAL WATERS  
P.C. QUEST  
SURFACE  
Hottest:  
B ANGIE B  
BRAND NEW HEAVIES  
LUTHER VANDROSS  
COLOR ME BADD  
PHYLIS HYMAN

**KBUZ/Wichita**  
James McFadden

PATTI LABELLE  
PEABO BRYSON  
ZIGGY MARLEY  
SOUNDS OF BLACKONE  
CHRIS WALKER  
LEVERT  
CECE ROGERS  
Hottest:  
PHYLIS HYMAN  
COLOR ME BADD  
BRAND NEW HEAVIES  
EX-GIRLFRIEND  
WHITNEY HOUSTON

**WPEG/Charlotte**  
Saunders/Darcell

CHERYL "PEPSII" R  
BARRY WHITE  
PATTI LABELLE  
GETO BOYS  
NICE & SMOOTH  
KOOL MOE DEE  
SALT & PEPA  
MC LYTE  
JENNIFER HOLLIDAY  
GLADYS KNIGHT  
JAZZY JEFF  
PEABO BRYSON  
DANNY MADDEN  
Hottest:  
LUTHER VANDROSS  
EX-GIRLFRIEND  
TONY TONI TONE  
NAUGHTY BY NATURE  
BOYZ II MEN

**WJTT/Chattanooga**  
Landecker/Rankin

KID 'N PLAY  
PATTI LABELLE  
SEAL  
BEBE & CECE WINAN  
BARRY WHITE  
LEVERT  
SURFACE  
RHYTHM SYNDICATE  
Hottest:  
LUTHER VANDROSS  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
B ANGIE B  
PHYLIS HYMAN  
EX-GIRLFRIEND

**WVDM/Columbia**  
Andre Carson

PATTI LABELLE  
TONY TONI TONE  
BARRY WHITE  
DAMIAN DAME  
BEBE & CECE WINAN  
Hottest:  
LUTHER VANDROSS  
COLOR ME BADD  
BOYZ II MEN  
HEAVY D & THE BOY  
NAUGHTY BY NATURE

**WVON/Chattanooga**  
Avery/Anderson

LEVERT  
PEABO BRYSON  
RONNIE DYSON f/VI  
ZIGGY MARLEY  
AUDREY WHEELER  
RANCE ALLEN  
PHIL PERRY  
Hottest:  
B ANGIE B  
LUTHER VANDROSS  
BRAND NEW HEAVIES  
COLOR ME BADD  
PHYLIS HYMAN

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**KPRS/Kansas City**  
King/Wonder

VOICEBOXING  
RHYTHM  
BARRY WHITE  
PEABO BRYSON  
DIANA ROSS  
ALEX BUGHON  
FREDDIE JACKSON  
RANCE ALLEN  
P.C. QUEST  
Hottest:  
BRAND NEW HEAVIES  
PHYLIS HYMAN  
LENNY KRAVITZ  
B ANGIE B  
EX-GIRLFRIEND

**WNOV/Milwaukee**  
Ernie G.

LEVERT  
VOICEBOXING  
DANNY MADDEN  
CHRIS WALKER  
ZIGGY MARLEY  
DONNA SUMMER  
RHYTHM  
PEABO BRYSON  
PATTI LABELLE  
Hottest:  
PHYLIS HYMAN  
B ANGIE B  
LUTHER VANDROSS  
BRAND NEW HEAVIES  
COLOR ME BADD

**KMJM/St. Louis**  
Atkins/Wymer

ZIGGY MARLEY  
GETO BOYS  
CHRIS WALKER  
PEABO BRYSON  
MC LYTE  
NATION FUNKTASIA  
LEVERT  
Hottest:  
PHYLIS HYMAN  
EX-GIRLFRIEND  
BRAND NEW HEAVIES  
LUTHER VANDROSS  
WHITNEY HOUSTON

**WVON/Toledo**  
Casey/McMichaels

PATTI LABELLE  
BARRY WHITE  
READY FOR THE WOR  
CHRIS WALKER  
YOUNG M.C.  
CRYSTAL WATERS  
P.C. QUEST  
SURFACE  
Hottest:  
B ANGIE B  
BRAND NEW HEAVIES  
LUTHER VANDROSS  
COLOR ME BADD  
PHYLIS HYMAN

**KBUZ/Wichita**  
James McFadden

PATTI LABELLE  
PEABO BRYSON  
ZIGGY MARLEY  
SOUNDS OF BLACKONE  
CHRIS WALKER  
LEVERT  
CECE ROGERS  
Hottest:  
PHYLIS HYMAN  
COLOR ME BADD  
BRAND NEW HEAVIES  
EX-GIRLFRIEND  
WHITNEY HOUSTON

**WZFX/Fayetteville**  
Phii Allen

none  
Hottest:  
BEBE & CECE WINAN  
VESTA  
BRAND NEW HEAVIES  
PHYLIS HYMAN  
LUTHER VANDROSS

**WQMG/Greensboro**  
Sam Weaver

JENNIFER HOLLIDAY  
CHRIS WALKER  
P.C. QUEST  
MC LYTE  
PEABO BRYSON  
PATTI LABELLE  
TO YO  
A TRIBE CALLED QU  
Hottest:  
PHYLIS HYMAN  
BOYZ II MEN  
COLOR ME BADD  
LENNY KRAVITZ  
BRAND NEW HEAVIES

**Z104/Greenville**  
Walker/Valentine

WHITNEY HOUSTON  
SURFACE  
RHYTHM  
PATTI LABELLE  
DANNY MADDEN  
ZIGGY MARLEY  
BARRY WHITE  
BEBE & CECE WINAN  
LEVERT  
GROUND ZERO f/BOO  
CHRIS WALKER  
Hottest:  
PHYLIS HYMAN  
B ANGIE B  
COLOR ME BADD  
PRINCE  
LUTHER VANDROSS

**KMJQ/Houston**  
Atkins/Reynolds

TONY TONI TONE  
CHRIS WALKER  
2 LIVE CREW  
KOOL MOE DEE  
NEWKINK  
NICE & SMOOTH  
DAMIAN DAME  
LEVERT  
PATTI LABELLE  
STEVE WONDER  
Hottest:  
COLOR ME BADD  
BRAND NEW HEAVIES  
PHYLIS HYMAN  
GETO BOYS  
LUTHER VANDROSS

**WEUP/Huntsville**  
Steve Murry

B ANGIE B  
SOUNDS OF BLACKONE  
PEABO BRYSON  
BEBE & CECE WINAN  
ESCOFFERYS  
CHAMPAGNE  
PATTI LABELLE  
DANNY MADDEN  
BARRY WHITE  
CHERYL "PEPSII" R  
P.C. QUEST  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
LUTHER VANDROSS  
EX-GIRLFRIEND  
COLOR ME BADD

**WJMS/Jackson**  
Todd/Jones

GLADYS KNIGHT  
BEBE & CECE WINAN  
PATTI LABELLE  
JODECI  
PEABO BRYSON  
DIANA ROSS  
BARRY WHITE  
SPECIAL GENERATIO  
SOUNDS OF BLACKONE  
S.O.S. BAND  
TONY TONI TONE  
Hottest:  
B ANGIE B  
JENNIFER HOLLIDAY  
BELL RIV DEVOE  
TEVIN CAMPBELL  
LUTHER VANDROSS

**WHJX/Jacksonville**  
Young/Melvin

BARRY WHITE  
SOUNDS OF BLACKONE  
BEBE & CECE WINAN  
ZIGGY MARLEY  
PATTI LABELLE  
P.C. QUEST  
Hottest:  
B ANGIE B  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
PRINCE  
WHITNEY HOUSTON

**WFXM/Macon**  
Big George Threatt

BEBE & CECE WINAN  
FREDDIE JACKSON  
MARKY MARK & THE  
TYCIE & WOODY  
PATTI LABELLE  
QUEEN LATIFAH  
BARRY WHITE  
FAMLEE  
Hottest:  
B ANGIE B  
PHYLIS HYMAN  
WHITNEY HOUSTON  
LUTHER VANDROSS  
BRAND NEW HEAVIES

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**KXZZ/Lake Charles**  
Rob Neal

JODECI  
TONY TONI TONE  
CHRIS WALKER  
ESCOFFERYS  
CHAMPAGNE  
SALT & PEPA  
DREAD PLINSTONE  
PATTI LABELLE  
Hottest:  
NAUGHTY BY NATURE  
LUTHER VANDROSS  
EX-GIRLFRIEND  
BRAND NEW HEAVIES  
COLOR ME BADD

**WALT/Meriden**  
Steve Poston

NEWKINK  
BEBE & CECE WINAN  
TYCIE & WOODY  
FREDDIE JACKSON  
PEABO BRYSON  
PATTI LABELLE  
P.C. QUEST  
CHRIS WALKER  
Hottest:  
PHYLIS HYMAN  
COLOR ME BADD  
BRAND NEW HEAVIES  
B ANGIE B  
EX-GIRLFRIEND

**WQNS/Laurel**  
Ron Davis

BOYZ II MEN  
ANOTHER BAD CREAT  
PEABO BRYSON  
P.C. QUEST  
SOUNDS OF BLACKONE  
NAUGHTY BY NATURE  
ESCOFFERYS  
MARKY MARK & THE  
BEBE & CECE WINAN  
GARY TAYLOR  
JENNIFER HOLLIDAY  
Hottest:  
BRAND NEW HEAVIES  
LUTHER VANDROSS  
PHYLIS HYMAN  
WHITNEY HOUSTON  
TEVIN CAMPBELL

**U102/Lexington**  
Mack/Moberly

BEBE & CECE WINAN  
S.O.S. BAND  
Hottest:  
COLOR ME BADD  
LUTHER VANDROSS  
WHITNEY HOUSTON  
BOYZ II MEN  
EX-GIRLFRIEND

**KPRV/Little Rock**  
Booker

DIANA ROSS  
RUDE BOYS  
NICE & SMOOTH  
LONNIE GORDON  
BARRY WHITE  
KID 'N PLAY  
HEAVY D & THE BOY  
P.C. QUEST  
Hottest:  
PHYLIS HYMAN  
COLOR ME BADD  
B ANGIE B  
LENNY KRAVITZ  
J.T. TAYLOR

**WLOU/Louisville**  
Maurice Harrod

SOUNDS OF BLACKONE  
A TRIBE CALLED QU  
HEAVY D & THE BOY  
LISA FISHER  
Hottest:  
BOYZ II MEN  
B ANGIE B  
ANOTHER BAD CREAT  
EX-GIRLFRIEND  
TEVIN CAMPBELL

**HOT105/Montgomery**  
Steele/May

PHYLIS HYMAN  
PHIL PERRY  
SOUNDS OF BLACKONE  
BIZ MARKIE  
DE LA SOUL  
MC BREED  
YO YO  
CHRIS WALKER  
LEVERT  
ZIGGY MARLEY  
SURFACE  
P.C. QUEST  
PATTI LABELLE  
CHUCK STRONG  
Hottest:  
LUTHER VANDROSS  
B ANGIE B  
PRINCE  
EX-GIRLFRIEND  
PHYLIS HYMAN

**WQOK/Nashville**  
Paderick/McFreen

NAUGHTY BY NATURE  
JODECI  
TONY TONI TONE  
Hottest:  
BEBE & CECE WINAN  
LISA LISA  
SOUNDS OF BLACKONE  
PEBBLES  
B ANGIE B

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**K97/Memphis**  
O'Jay/Bell

none  
Hottest:  
LISA LISA  
B ANGIE B  
PRINCE  
LUTHER VANDROSS  
VANESSA WILLIAMS

**WJMS/Jackson**  
Todd/Jones

GLADYS KNIGHT  
BEBE & CECE WINAN  
PATTI LABELLE  
JODECI  
PEABO BRYSON  
DIANA ROSS  
BARRY WHITE  
SPECIAL GENERATIO  
SOUNDS OF BLACKONE  
S.O.S. BAND  
TONY TONI TONE  
Hottest:  
B ANGIE B  
JENNIFER HOLLIDAY  
BELL RIV DEVOE  
TEVIN CAMPBELL  
LUTHER VANDROSS

**WHJX/Jacksonville**  
Young/Melvin

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAVIES  
TEVIN CAMPBELL  
B ANGIE B  
EX-GIRLFRIEND

**WVON/Chicago**  
Johnson/Buchanan

BARRY WHITE  
GLADYS KNIGHT  
TONY TONI TONE  
PHIL PERRY  
HELEN BRUNER  
Hottest:  
PHYLIS HYMAN  
BRAND NEW HEAV

# CONSISTENT WINNERS



## TEVIN CAMPBELL "Just Ask Me To"

UC CHART: **8**

86 UC REPORTERS -- 97%

INCLUDING:

ONE OF THE  
HOTTEST

WXVY

WAMO

KJMZ

WYLD

WVCO

WBLK

WHUR

KMJQ

WOWI

WTLC Hot

WBLS Hot

WKYS

K97

WGCI

KPRS

WDAS

WVEE

WEDR Hot

WIZF Hot

KMJM

WUSL

K104

WHQT

WZAK

...AND MANY MORE!



HIS THIRD "HUGE"-SELLING SINGLE IN A ROW!!!



## KARYN WHITE "Romantic"

UC CHART: **10**

89 UC REPORTERS -- 100%!

ONE OF THE  
HOTTEST

WXVY

WAMO Hot

KMJQ

WGCI

KPRS

WBLK

WHUR

KJ97

WIZF

KMJM

WBLS

WKYS

WEDR

WZAK

KKBT

WRKS

WVEE

WHQT

WVCO

WDAS

K104

WYLD

WJLB Hot

WUSL

KJMZ

WOWI

WTLC

...AND MANY MORE!

HER SECOND SMASH HIT!!



## PRINCE <sup>and the</sup> New Power Generation "Gett Off"

UC CHART: **12**

79 UC REPORTERS -- 89%

ONE OF THE  
HOTTEST

INCLUDING:

WBLK Hot

K104

WHQT

WJLB

WDAS

KJMZ

WYLD

WTLC

WUSL

KMJQ

WOWI

KPRS

WAMO

K97 Hot

WIZF

KMJM

WKYS

WEDR

WZAK Hot

...AND MANY MORE!

Paisley Park

AS SEEN ON THE ARSENIO HALL SHOW AND THE **MTV** AWARDS



# FROM WARNER BROS.



SEPTEMBER 13, 1991

3	2	WKS	WKS	LW	TW		Total Reports/Adds	Heavy	Medium	Light
8	7	3	1			<b>CLINT BLACK/Where Are You Now (RCA)</b>	203/0	199	4	0
7	5	2	2			<b>LIONEL CARTWRIGHT/Leap Of Faith (MCA)</b>	203/0	191	11	1
9	8	5	3			<b>DOUG STONE/I Thought It Was You (Epic)</b>	202/0	182	20	0
10	9	6	4			<b>GARTH BROOKS/Rodeo (Capitol)</b>	202/0	161	39	2
15	11	8	5			<b>SAWYER BROWN/The Walk (Curb/Capitol)</b>	202/1	158	42	2
12	10	7	6			<b>DIAMOND RIO/Mirror, Mirror (Arista)</b>	200/0	151	45	4
6	6	1	7			<b>MARK CHESNUTT/Your Love Is A Miracle (MCA)</b>	190/0	146	34	10
17	13	11	8			<b>PAUL OVERSTREET/Ball And Chain (RCA)</b>	201/0	128	71	2
19	15	12	9			<b>JOE DIFFIE/New Way (To Light Up An Old Flame) (Epic)</b>	203/0	115	85	3
24	16	14	10			<b>RICKY VAN SHELTON/Keep It Between The Lines (Columbia)</b>	202/1	76	119	7
5	3	4	11			<b>RONNIE MILSAP/Since I Don't Have You (RCA)</b>	171/0	100	50	21
20	17	15	12			<b>MIKE REID/As Simple As That (Columbia)</b>	196/1	64	120	12
36	21	17	13			<b>ALAN JACKSON/Someday (Arista)</b>	201/0	36	153	12
26	18	16	14			<b>LORRIE MORGAN/A Picture Of Me (Without You) (RCA)</b>	195/0	53	129	13
40	28	22	15			<b>TRAVIS TRITT/Anymore (WB)</b>	202/6	21	156	25
28	20	18	16			<b>DWIGHT YOAKAM/Nothing's Changed Here (Reprise)</b>	196/1	30	141	25
29	23	20	17			<b>PAM TILLIS/Put Yourself In My Place (Arista)</b>	198/3	27	138	33
1	2	10	18			<b>BROOKS &amp; DUNN/Brand New Man (Arista)</b>	128/0	70	41	17
25	22	21	19			<b>PIRATES OF THE MISSISSIPPI/Speak Of The Devil (Capitol)</b>	174/0	34	113	27
35	27	25	20			<b>MARTY STUART/Tempted (MCA)</b>	194/10	16	120	58
30	26	24	21			<b>B.B. WATSON/Light At The End Of The Tunnel (BNA Entertainment)</b>	185/6	14	125	46
—	31	28	22			<b>KEITH WHITLEY &amp; EARL THOMAS CONLEY/Brotherly Love (RCA)</b>	193/16	6	105	82
27	24	23	23			<b>CARLENE CARTER/One Love (WB)</b>	174/0	23	103	48
3	4	9	24			<b>MARY-CHAPIN CARPENTER/Down At The Twist And Shout (Columbia)</b>	121/0	55	50	16
33	29	27	25			<b>McBRIDE &amp; THE RIDE/Same Old Star (MCA)</b>	179/4	14	105	60
2	1	13	26			<b>TANYA TUCKER/Down To My Last Teardrop (Capitol)</b>	112/0	33	59	20
44	36	31	27			<b>CONWAY TWITTY/She's Got A Man On Her Mind (MCA)</b>	170/12	3	89	78
50	38	32	28			<b>DAVIS DANIEL/For Crying Out Loud (Mercury)</b>	175/25	0	67	108
<b>BREAKER</b>	—	39	29			<b>TRISHA YEARWOOD/Like We Never Had A Broken Heart (MCA)</b>	177/82	1	38	138
—	—	37	30			<b>GEORGE JONES/You Couldn't Get The Picture (MCA)</b>	151/19	5	66	80
—	—	37	31			<b>PATTY LOVELESS/Hurt Me Bad (In A Real Good Way) (MCA)</b>	164/41	1	53	110
23	19	19	32			<b>MARK COLLIE/Calloused Hands (MCA)</b>	123/0	17	81	25
46	41	35	33			<b>VERN GOSDIN/The Garden (Columbia)</b>	123/8	5	56	62
<b>BREAKER</b>	—	—	34			<b>BILLY DEAN/You Don't Count The Cost (SBK/Capitol)</b>	150/59	0	32	118
<b>BREAKER</b>	—	—	35			<b>RICKY SKAGGS/Life's Too Long (To Live Like This) (Epic)</b>	126/25	0	48	78
48	43	38	36			<b>AARON TIPPIN/She Made A Memory Out Of Me (RCA)</b>	110/12	5	46	59
<b>BREAKER</b>	—	—	37			<b>SUZY BOGGUSS/Someday Soon (Capitol)</b>	123/34	0	27	96
—	—	45	38			<b>SHENANDOAH/When You Were Mine (Columbia)</b>	113/18	0	44	69
<b>BREAKER</b>	—	—	39			<b>HIGHWAY 101/The Blame (WB)</b>	124/27	0	27	97
—	—	48	40			<b>LITTLE TEXAS/Some Guys Have All The Love (WB)</b>	117/25	1	27	89
—	47	43	41			<b>EDDIE RABBITT/Hang Up The Phone (Capitol)</b>	92/2	1	42	49
—	48	42	42			<b>TAMMY WYNETTE w/RANDY TRAVIS/We're Strangers Again (Epic)</b>	93/1	0	39	54
—	50	46	43			<b>NEAL McCOY/This Time I Hurt Her More (Than She Loves Me) (Atlantic)</b>	109/8	0	26	83
14	25	30	44			<b>HAL KETCHUM/Small Town Saturday Night (Curb)</b>	62/0	24	20	18
<b>DEBUT</b>	—	—	45			<b>RANDY TRAVIS/Forever Together (WB)</b>	99/99	3	14	82
<b>DEBUT</b>	—	—	46			<b>JUDDS/John Deere Tractor (Curb/RCA)</b>	106/22	0	27	79
<b>DEBUT</b>	—	—	47			<b>ALABAMA/Then Again (RCA)</b>	96/96	1	17	78
31	32	34	48			<b>GEORGE STRAIT/You Know Me Better Than That (MCA)</b>	48/0	20	18	10
47	44	41	49			<b>HANK WILLIAMS JR./Angels Are Hard To Find (WB/Curb)</b>	84/1	1	35	48
<b>DEBUT</b>	—	—	50			<b>ROB CROSSBY/Still Burnin' For You (Arista)</b>	99/24	0	17	82

**MOST ADDED**

- RANDY TRAVIS (99)
- ALABAMA (96)
- TRISHA YEARWOOD (82)
- BILLY DEAN (59)
- VINCE GILL (45)
- PATTY LOVELESS (41)
- SUZY BOGGUSS (34)
- HIGHWAY 101 (27)
- DAVIS DANIEL (25)
- LITTLE TEXAS (25)
- RICKY SKAGGS (25)

**HOTTEST**

- CLINT BLACK (136)
- LIONEL CARTWRIGHT (129)
- GARTH BROOKS (125)
- DOUG STONE (76)
- SAWYER BROWN (70)
- DIAMOND RIO (68)
- MARK CHESNUTT (56)
- BROOKS & DUNN (30)
- RONNIE MILSAP (26)
- RICKY VAN SHELTON (24)

**NEW ARTISTS**

- Reports/Adds
- 1 LITTLE TEXAS/Some Guys... (WB) 117/25
  - 2 GREAT PLAINS/A Picture... (Col) 52/12
  - 3 KEITH PALMER/Don't Throw... (Epic) 42/17
  - 4 RAY BENSON/Four Scores And... (Arista) 29/14
  - 5 ALISON KRAUSS/I've Got... (Rouner) 17/17
  - 6 MARIO MARTIN/Keep It On... (DPI) 14/1
  - 7 DEBRA DUDLEY/Can't You... (Concord) 11/1
  - 8 WOOD BROS./Hooked On... (K-Tel) 9/1
  - 9 JERRY LANSDOWNE/I Give You... (SOR) 8/5
  - 10 BAMA BAND/Boys Like Me... (Cap.) 5/0

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations, with a minimum of five 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

**TRISHA YEARWOOD**

**Like We Never Had A Broken Heart (MCA)**

On 87% of reporting stations. Rotations: Heavy 1, Medium 38, Light 138, Total Adds 82 including WXTU, WDSY, WKML, WHLZ, WUBE, KCJB, WMUS, KIK-FM, KUZZ, KRAK, KKAT. Moves 44-29 on the Country chart.

**BILLY DEAN**

**You Don't Count The Cost (SBK/Capitol)**

On 74% of reporting stations. Rotations: Heavy 0, Medium 32, Light 118, Total Adds 59 including WVAM, WCAO, WSSL, WMSI, KCJB, WTCM, KVOO, KUZZ, KFMS, KZLA. Moves 49-34 on the Country chart.

**RICKY SKAGGS**

**Life's Too Long (To Live Like This) (Epic)**

On 62% of reporting stations. Rotations: Heavy 0, Medium 48, Light 78, Total Adds 25 including WAJR, WPOR, KEAN, KAYD, WKML, WITL, KZKX, KCJB, KWHT, KKAT. Moves 49-40-35 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.

**SUZY BOGGUSS**

**Someday Soon (Capitol)**

On 61% of reporting stations. Rotations: Heavy 0, Medium 27, Light 96, Total Adds 34 including WDSY, WPOR, WRWD, WTDR, KPLX, WFMS, KEYE, KIK-FM, KASH. Moves 50-37 on the Country chart.

**HIGHWAY 101**

**The Blame (WB)**

On 61% of reporting stations. Rotations: Heavy 0, Medium 27, Light 97, Total Adds 27 including WCAO, WQBE, WWNC, WCMS, WWKA, KZKX, KCJB, KKCS, KYGO, KKAT. Moves 47-39 on the Country chart.



Life's Too Long For This Record Not To Be A Breaker . . . So It Is!

# RICKY SKAGGS

## "Life's Too Long (To Live Like This)"

**BREAKER 35**

126/25  
ONE OF THE MOST ADDED

ON EPIC



NEW & ACTIVE

LITTLE TEXAS "Some Guys Have All The Love" (WB) 117/25

Rotations: Heavy 1, Medium 27, Light 89, Total Adds 25, WQCB, WAYZ, WTCR, WZPR, WNUS, WXTU, WDSY, WRWD, WSSL, KILFM, WTNV, WOKK, WWKA, WBKR, WIRK, KHAK, WHOK, WNWN, WTCM, WDEZ, KCTR, KZLA, KWHT, KNIX, KMPS. Moves 48-40 on the Country chart

SHENANODOAH "When You Were Mine" (Columbia) 113/18

Rotations: Heavy 0, Medium 44, Light 69, Total Adds 18, WVAM, WNUS, WPKX, WYAY, WCKT, WRNS, WPAP, WQDR, WCHY, WTQR, WUSN, WKKQ, WMIL, KCJB, WDEZ, KFMS, KKAT, KIIM. Moves 45-38 on the Country chart

NEAL McCOY "This Time I Hurt Her More..." (Atlantic) 109/8

Rotations: Heavy 0, Medium 26, Light 83, Total Adds 8, WCAO, WQCB, WAJR, KCYY, WKKQ, KIXQ, WXCL, KIK-FM, Medium WICO, KEAN, WSTH, WVLK, KLUR, WAXX, KTTS, WTCM, KFDI, KRKT, KEKB, KDRK. Moves 50-46-43 on the Country chart

JUDDS "John Deere Tractor" (Curb/RCA) 106/22

Rotations: Heavy 0, Medium 27, Light 79, Total Adds 22, WQCB, WWYZ, WIOV, WZPR, WHLZ, KTCS, WVLK, KYKX, WSM, KIXS, KJNE, WUBE, WAVC, KFKF, KCJB, WWJO, WQXX, KIK-FM, KUAD, KCCY, KNCO, KCKC. Debuts at number 46 on the Country chart.

RANDY TRAVIS "Forever Together" (WB) 99/99

Rotations: Heavy 3, Medium 14, Light 82, Total Adds 99 including WPOC, WYRK, WWYZ, WYNY, WXTU, WYAY, KPLX, WCKT, WESC, WSSL, WAMZ, WGKX, WSIX, WQDR, KCYY, WUSN, WGAR, KEYE, KXXY, KWEN. Debuts at number 45 on the Country chart.

ROB CROSBY "Still Burnin' For You" (Arista) 99/24

Rotations: Heavy 0, Medium 17, Light 82, Total Adds 24, WHWK, WWNC, WHLZ, WMSI, WTNV, WIVK, WVLK, KNFM, KJLO, WCHY, KIXS, KHAK, WUBE, WAVC, WGEE, KIXQ, KCJB, WDEZ, KUZZ, KKCS, KWHT, KUPL, KCCY, KKAT. Debuts at number 50 on the Country chart

ALABAMA "Then Again" (RCA) 96/96

Rotations: Heavy 1, Medium 17, Light 78, Total Adds 96 including WGNB, WYRK, WWYZ, WRKZ, WYNY, WXTU, WEZL, WCOS, KPLX, KHEY, WGKX, KCYY, WUSN, WGAR, KFKF, WITL, WMIL, KEYE, WQXX, KUPL, KKAT, KSAN, KMPS. Debuts at number 47 on the Country chart

KENTUCKY HEADHUNTERS "It's Chittin' Time" (Mercury) 77/19

Rotations: Heavy 0, Medium 10, Light 67, Total Adds 19, WOKQ, WDSY, WRWD, WHLZ, KTCS, WTNV, KYKX, WAMZ, WSIX, WSM, KIXS, WHOK, WAVC, WYNG, WXCL, KTPK, KRWO, KUPL, KNCO.

K.T. OSLIN "Cornell Crawford" (RCA) 29/1

Rotations: Heavy 0, Medium 10, Light 19, Total Adds 1, WNWN. Medium: WCTK, WTVY, WAXX, KTTS, KVOO, KALF, KEKB, KRWO, KNCO, KMPS. Light: WQBE, KRRV, KLLL, WSIX, WOWW, KIXS, WCUZ, KMIX, KEEN.

STATLER BROTHERS "There's Still Times" (Mercury) 26/3

Rotations: Heavy 0, Medium 5, Light 21, Total Adds 3, WRNS, WAXX, WXCL. Medium: WSTH, WTCM, KVOO, KFDI, KRKT. Light: WVAM, WRKZ, WKAK, WFLS, KLUR, WTQR, KXXY, WOW, KTTS, KTPK, KVOC, KUUY.

LINDA DAVIS "Three Way Tie" (Capitol) 22/0

Rotations: Heavy 0, Medium 7, Light 15, Total Adds 0. Medium: WKAK, KRRV, WSTH, KLUR, KTTS, KVOO, KWOX. Light: WICO, WTVY, WKML, KYKX, KLLL, WCMS, KWMT, WDAF, KTPK, KFDI, KVOC, KUUY, KALF, KMLE, KNCO.

T.G. SHEPPARD "It's One A.M. (Do You Know Where Your Memories Are)" (Curb/Capitol) 20/7

Rotations: Heavy 0, Medium 2, Light 18, Total Adds 7, KRRV, WSTH, WDXE, KIXS, WNWN, KFDI, KNIX. Medium: WWNC. Light: WICO, WKAK, WTVY, WFLS, WBKR, KLUR, KFGO, KTTS, WTCM, KVOO, KWOX, KUUY.

WILD ROSE "There Goes My Love" (Capitol) 18/12

Rotations: Heavy 0, Medium 2, Light 16, Total Adds 12, KRRV, WDXE, WVLK, WSIX, KLUR, WUSQ, KFGO, KTTS, KVOO, KVOC, KUUY, KALF. Medium: WSTH, KFDI. Light: KMML, WTVY, WFLS, KRKT.

ALISON KRAUSS "I've Got That Old Feeling" (Rounder) 17/17

Rotations: Heavy 0, Medium 2, Light 17, Total Adds 17, WWVA, WFLS, WDXE, WPAP, WQDR, WYYD, KLUR, KFGO, KTTS, KVOO, KFDI, KWOX, KUUY, KUGN, KEEN.

MARIO MARTIN "Keep It On The Country Side" (DPI) 14/1

Rotations: Heavy 0, Medium 1, Light 13, Total Adds 13, KUUY. Medium: KVOO. Light: WWYZ, WRKZ, WICO, WSTH, WTVY, WDXE, KLUR, KFGO, WXCL, KTTS, KFDI, KWOX.

LARRY BOONE "It Wouldn't Kill Me" (Columbia) 13/13

Rotations: Heavy 0, Medium 1, Light 12, Total Adds 13, WKAK, KRRV, KMML, WSTH, WFLS, WDXE, KLUR, WUSQ, KFGO, WOW, KTTS, KFDI, KVOC.

LEE GREENWOOD "Between A Rock And A Heartache" (Capitol) 12/12

Rotations: Heavy 0, Medium 0, Light 12, Total Adds 12, WWYZ, WSTH, WFLS, WKNN, WNWN, WMUS, KXXY, WXCL, KTPK, KWOX, KVOC, KUUY.

ANNE MURRAY "Everyday" (Capitol) 12/12

Rotations: Heavy 0, Medium 0, Light 12, Total Adds 12, WWYZ, WKAK, WSTH, WIVK, KYKS, WBKR, KFGO, KXXY, WTCM, KWOX, KUUY, KNIX.

BARBARA MANDRELL "The Key's In The Mailbox" (Capitol) 11/7

Rotations: Heavy 0, Medium 1, Light 10, Total Adds 7, WKAK, WFLS, WNOE, KFGO, KTTS, KTPK, KFDI. Medium: KRKT. Light: WWYZ, WTVY, KUUY.

DEBRA DUDLEY "Can't You Just Stay Gone" (Concord) 11/1

Rotations: Heavy 0, Medium 0, Light 11, Total Adds 1, WOW. Light: WICO, KRRV, WSTH, KLUR, KFGO, KTTS, KVOO, KFDI, KRKT, KUUY.

DELBERT McCLINTON "That's The Way I Feel" (Curb) 10/9

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 9, WRKZ, KRRV, WTVY, WFLS, KIXS, KLUR, KFGO, KTTS, KUUY. Light: WSTH.

SIGNIFICANT ACTION

GREAT PLAINS "A Picture Of You" (Columbia) 52/12

Rotations: Heavy 0, Medium 3, Light 49, Total Adds 12, WRKZ, WRWD, WWNC, KHEY, KNFM, KIXS, KJNE, WYNG, WWJO, WTCM, KEKB, KDRK. Medium: WWYZ, WKAK. Light: WPOR, WCTK, WKML, WYAK, WRNS, WIRK, WOW.

JOHN ANDERSON "Who Got Our Love" (BNA Entertainment) 47/8

Rotations: Heavy 0, Medium 6, Light 41, Total Adds 8, KTCS, WAMZ, KYKS, KIXS, WAXX, KEKB, KSAN, KRPM. Medium: WTVY, WOWW, KTTS, WTCM, KFDI, KRKT. Light: WRKZ, WDSY, WYNG, KVOO, KUGN, KMPS, KDRK.

VINCE GILL "Look At Us" (MCA) 46/45

Rotations: Heavy 1, Medium 2, Light 43, Total Adds 45 including WPOC, WAYZ, KMML, WIVK, WVLK, WSIX, WRNS, WNOE, WOWW, WQDR, KLUR, WAXX, WFMS, WDAF, WITL, KFDI, KUZZ, KUUY, KEKB, KEEN.

TIM RYAN "Seventh Direction" (Epic) 43/3

Rotations: Heavy 0, Medium 11, Light 32, Total Adds 3, KYKX, KTPK, KUPL. Medium: WWYZ, WRWD, WCTK, WKAK, WXCL, KTTS, WTCM, KWOX, KRKT, KVOC, KUUY. Light: WHWK, WRKZ, KMML, KASE, WOWW, KMIX.

KEITH PALMER "Don't Throw Me In The Briarpatch" (Epic) 42/17

Rotations: Heavy 0, Medium 2, Light 40, Total Adds 17, WWYZ, WRWD, KTCS, KYKX, WAMZ, WSIX, KIXS, WUSQ, KBMR, KVOX, WXCL, WTHI, WTCM, KVOO, KUGN, KRWO, KMIX. Medium: WOW. Light: WSM, KHAK.

DON WILLIAMS "Donald And June" (RCA) 35/17

Rotations: Heavy 0, Medium 1, Light 34, Total Adds 17, WWVA, KEAN, KRRV, KHEY, WCKT, WMSI, KLUR, WUSQ, WAXX, KVOX, KIXQ, WITL, WOW, KGH, KEKB, KWJJ, KDRK. Medium: WSTH.

DEAN DILLON "Don't You Even (Think About Leavin')" (Atlantic) 34/14

Rotations: Heavy 0, Medium 3, Light 31, Total Adds 14, WWYZ, WRKZ, KJLO, KIXS, WFMS, WOW, WWJO, KVOO, KRKT, KUZZ, KGH, KALF, KYGO, KEKB. Medium: WTCM, KFDI. Light: KMML, WOWW, WAXX, KNIX, KDRK.

RAY BENSON "Four Scores And Seven Beers Ago" (Arista) 29/14

Rotations: Heavy 0, Medium 1, Light 28, Total Adds 14, KHEY, WMSI, WDXE, KJLO, WUSQ, WHOK, WKKQ, KFGO, WWJO, KFDI, KRKT, KVOC, KUUY, KALF. Medium: WOW. Light: KPLX, KSSN, KIXS, KLUR, WIL.

ALBUM TRACKS

Table with 2 columns: ARTIST/Song Title (Label) and Album Title. Includes entries for Garth Brooks/Shameless, Doug Stone/Burning Down The Town, etc.

SAMMY KERSHAW

UPTEMPO!

"Cadillac Style"

TEST DRIVE IT TODAY!



On Your Desk Now Report Date - 9/16

From The Forthcoming Album DON'T GO NEAR THE WATER



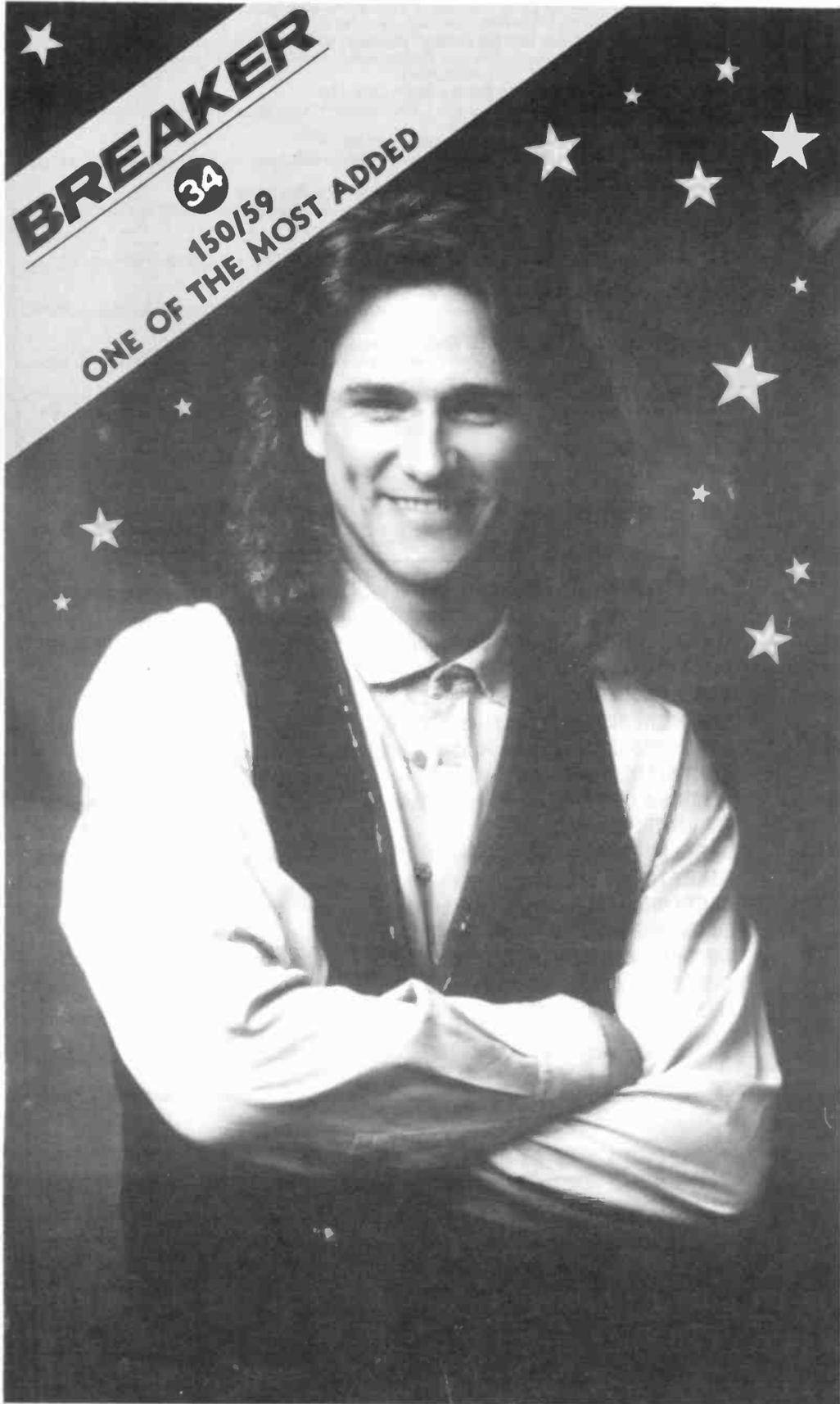
# THE SHINING OF CAPITOL

**BREAKER**

34

150/59

ONE OF THE MOST ADDED



## BILLY DEAN

### "You Don't Count The Cost"

"He's hot. He's talented. He's one of the most exciting acts I've seen in a long time." **Tisha Fein, Grammy Awards Show**

"Billy Dean has got the voice, got the talent, got the charisma...and he's got the song in 'You Don't Count The Cost.'" **John St. John, KYGO**

"Billy Dean -- the beginning of the next wave." **Hits Magazine**

"'You Don't Count The Cost' is just one more example of why this guy is going to be a big star!" **Tim Murphy, KMPS**

"It brought a tear to the eyes of more than one in our music committee meeting. Just a beautiful song." **Mike Meehan, WCMS**

"Didn't think it was possible to top 'Somewhere In My Broken Heart,' but damn if he didn't do it." **Mickey Dearstone, WIVK**

"A heartfelt song from a heartfelt singer. Billy Dean delivers his most powerful song yet. It's priceless." **Doug Baker, WSIX**

"'You Don't Count The Cost' is something real for anyone who has loved ones. Great message!" **Mark Burns, WCTK**

"Sounds like another home run for Billy Dean! Won our country challenge three nights in a row." **Kelly McCrae, KWJJ**

"All it will take is the right person catching Billy Dean's show, then this man will be a multi-media superstar." **Kathy Glanona, Attitudes**

"Move over, Clint and Alan. Billy Dean is about to be country's newest hunk." **Sandy Adzger, Tune In**

"'You Don't Count The Cost' covers the spectrum on friendship and love. A record for all demographics." **Mac Daniels, KPLX**

"We knew Billy Dean had something special the first time we saw him in Hershey. His music gets better and better." **Dandallon, WRKZ**

"Billy Dean is one of the most prolific acts on stage and on record to come along in quite some time. 'You Don't Count The Cost' is a must for programming, now!" **Jim Asker, WFLS**

"This is the best yet from Billy Dean. What a future this kid's gonna have!" **Jay Phillips, KOXY**

"'You Don't Count The Cost' is one of the best songs out this year. Billy Dean makes it believable." **Mike Brophy, WXTU**



# DOUBLE

# NEW STARS NASHVILLE!

## SUZY BOGGUSS "Someday Soon"

"Suzy Bogguss is truly one of the brightest new stars on the country horizon. Her stage presence is delightful and her emotional projection of ballads makes you feel glad you came to see her."  
**Gene Weed, ACM/Dick Clark Productions**

"Suzy Bogguss is everything female artists of the '90s should be. She's a fun, high-energy performer and a great vocalist who sings substantial songs."  
**Sandy Adzger, Tune In**

"This is it! The Suzy Bogguss single we've been waiting for. Sandwich this between Garth Brooks and George Strait and feast on the greatest voices in country music."  
**Mac Daniels, KPLX**

"She has always had a beautiful voice and now it's matched with a classic song. The result is a hit record."  
**Mike Meehan, WCMS**

"Her haunting and wistful reading of this standard is impeccable."  
**Billboard**

"She's the finest female vocalist out there in country today!"  
**Jay Phillips, KXXY**

"A pure voice...a pure talent...you should add Suzy 'Someday Soon'."  
**Greg Cole, WPOC**

"What a cool idea. This lovely tune is way overdue for a revival, and I doubt there's anyone reading this who would argue that Bogguss possesses the perfect silvery cowgirl voice for it."  
**Robert Oermann, Music Row**

"Suzy is a lady with a classic voice, doing a classic song. Should be a home run."  
**Dave Nicholson, WNOE**

"I always thought she was the best female singer in the business and maybe now she will get her due."  
**Mickey Dearstone, WTVK**

"Suzy Bogguss has one of the purest voices in country music. She's dynamite waiting to explode on the charts!"  
**John St. John, KYGO**

"Suzy Bogguss + 'Someday Soon' x great phones = a hit! No rocket science here, it's a hit!"  
**Cary Rolfe, KMLE**

"All she needed was the right song and 'Someday Soon' sounds like the one! She certainly has the talent!!"  
**Lee Rogers, WQIK**

"Suzy's 'Someday Soon' is a hit, a natural for Country radio. We had phones immediately!"  
**Kelly McCrae, KWJJ**

"Better than the original. Sweeter -- more punch. Highlights her vocal talents."  
**Mike Brophy, WXTU**



# BREAKERS



### A

**ALABAMA "Then Again" (RCA 62059-2)**  
Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Rick Bowles, Jeff Silbar Pub: Maypop Music; Lorimar Music A Corp./Silbar Songs (BMI, ASCAP) Mgr: Dale Morns

**JOHN ANDERSON "Who Got Our Love" (BNA 62062-2)**  
Prod: James Stroud Wr: John Anderson, Lionel Delmore Pub: Almo Music Corporation/Holmes Creek Music, PolyGram International Publishing/Foggy Jonz Music (ASCAP) Mgr: Bobby Roberts Entertainment

### B

**RAY BENSON "Four Scores And Seven Beers Ago" (Arista 2340)**  
Prod: Johnny Slate Wr: Danny Morrison, Kerry Kurt Phillips, Andy Spooner Pub: Texas Wedge Music, Pitch 'N' Run Music (ASCAP) Mgr: Benson Vale Management

**CLINT BLACK "Where Are You Now" (RCA 62016-2)**  
Prod: James Stroud Wr: Clint Black, Hayden Nicholas Pub: Howlin' Hits Music (ASCAP) Mgr: Bill Ham

**SUZY BOGGUSS "Someday Soon" (Capitol 79678)**  
Prod: Jimmy Bowen, Suzy Bogguss Wr: Ian Tyson Pub: Warner Bros. Music (ASCAP) Mgr: Maria Cooper-Bruner

**LARRY BOONE "It Wouldn't Kill Me" (Columbia 38 73992)**  
Prod: Steve Buckingham, Marshall Morgan Wr: Larry Boone, Paul Nelson, Tom Shapiro Pub: Great Cumberland Music; BMG Songs, Edge O'Woods/Kinetic Diamond Music/Moline Valley Music (BMI, ASCAP) Mgr: Gene Ferguson

**GARTH BROOKS "Rodeo" (Capitol 79383)**  
Prod: Allen Reynolds Wr: Larry Bastain Pub: Rio Bravo Music (BMI) Mgr: Doyle/Lewis Management

**BROOKS & DUNN "Brand New Man" (Arista 2232)**  
Prod: Scott Hendricks, Don Cook Wr: Don Cook, Ronnie Dunn, Kix Brooks Pub: Sony Tree Publishing; Sony Cross Keys Music (BMI, ASCAP) Mgr: Bob Titey

### C

**MARY-CHAPIN CARPENTER "Down At The Twist And Shout" (Columbia 38 73838)**  
Prod: Mary-Chapin Carpenter, John Jennings Wr: Mary-Chapin Carpenter Pub: EMI April Music/Getarealjob Music (BMI) Mgr: Tom Carrico, John Simson

**CARLENE CARTER "One Love" (WB 7-19255)**  
Prod: Howie Epstein Wr: Carlene Carter, Howie Epstein, Perry Lamek Pub: Carlooney Tunes/Chrysalis Music Group, EMI Music Publishing, He Dog Music/Twyla Dent Music; Lamek Publishing/Laughing Dogs Music (ASCAP, BMI) Mgr: Bill Carter

**LIONEL CARTWRIGHT "Leap Of Faith" (MCA 54078)**  
Prod: Barry Beckett, Tony Brown Wr: Lionel Cartwright Pub: Warner-Tamerlane Publishing/Long Run Music (BMI) Mgr: Noel Fox

**MARK CHESNUTT "Your Love Is A Miracle" (MCA 54136)**  
Prod: Mark Wright Wr: Bill Kenner, Mark Wright Pub: Tom Collins Music, EMI Blackwood Music/Wrightchild Music (BMI) Mgr: BDM Company

**MARK COLLIE "Calloused Hands" (MCA 54079)**  
Prod: Tony Brown, Doug Johnson Wr: Pat Alger, Gene Levine Pub: Bait And Beer Music/Forerunner Music, Colgems-EMI Music (ASCAP) Mgr: Don Light

**ROB CROSBY "Sittin' Burnin' For You" (Arista 2336)**  
Prod: Scott Hendricks, Tim DuBois Wr: Rob Crosby Pub: Grand Coalition Music (BMI) Mgr: Smalltime Management

### D

**DAVIS DARIEL "For Crying Out Loud" (Mercury 868 544)**  
Prod: Ron Haffkine Wr: Jimmy Compton, Phillip W. Wood Pub: Ivan James Music (ASCAP) Mgr: Ron Haffkine

**LINDA DAVIS "Three Way Tie" (Capitol 79797)**  
Prod: Jimmy Bowen, Linda Davis Wr: Mary Beth Anderson, Lisa Silver, Carol Grace Anderson Pub: Ha-Deb Music/MCA Music Publishing (ASCAP) Mgr: Starstruck Entertainment

**BILLY DEAN "You Don't Count The Cost" (SBK/Capitol 79832)**  
Prod: Chuck Howard, Tom Shapiro Wr: Bucky Jones, Tom Shapiro, Chris Waters Pub: PolyGram International Publishing/McBec Music, Edge O'Woods Music, Kinetic Diamond Music, Moline Valley Music (ASCAP) Mgr: Ken Stiltz

**DIAMOND RIO "Mirror, Mirror" (Arista 2262)**  
Prod: Monty Powell, Tim DuBois Wr: Bob DiPiero, John Jarrard, Mark D. Sanders Pub: Little Big Town Music/American Made Music; Alabama Band Music, MCA Music Publishing (BMI, ASCAP) Mgr: Ted Hacker

**JOE DIFFIE "New Way (To Light Up An Old Flame)" (Epic 34 73935)**  
Prod: Bob Montgomery, Johnny Slate Wr: Lonnie Wilson, Joe Diffie Pub: Zomba Enterprises; Forest Hills Music (ASCAP, BMI) Mgr: Danny Morrison

**DEAN DILLON "Don't You Even (Think About Leavin')" (Atlantic 7-4169)**  
Prod: Blake Mevis, Dean Dillon Wr: Dean Dillon, Randy Scruggs Pub: Music Corporation Of America/Jessie Jo Music, Labor Of Love Music (BMI) Mgr: Hallmark Direction

**DEBRA DUDLEY "Can't You Just Stay Gone" (Concorde 502)**  
Prod: Bill Walker Wr: Skip Ewing, Don Sampson Pub: Acuff Rose Music; Golden Reed Music (BMI, ASCAP) Mgr: Bill Walker

### G

**VINCE GILL "Look At Us" (MCA 54179)**  
Prod: Tony Brown Wr: Vince Gill, Max D. Barnes Pub: Benefit Music/Irving Music, Hardscratch Music (BMI) Mgr: Fitzgerald-Hartley

**VERN GOSDIN "The Garden" (Columbia 38 73946)**  
Prod: Bob Montgomery Wr: Bobby Fischer, Freddy Weller Pub: Bobby Fischer Music, Hookem Music; Young World Music, Hookit Music (ASCAP, BMI) Mgr: Ed Tickner

**GREAT PLAINS "A Picture Of You" (Columbia 38 73961)**  
Prod: Brent Maher, Don Potter Wr: Jack Sundrud, Gary Burr Pub: Sony Tree Publishing, Red Quill Music; MCA Music Publishing, Gary Burr Music (BMI, ASCAP) Mgr: Doyle/Lewis Management

**LEE GREENWOOD "Between A Rock And A Heartache" (Capitol 79807)**  
Prod: Jerry Crutchfield Wr: Ron Irving, Larry Wayne Clark, David Simmonds Pub: Glitterfish Music (BMI) Mgr: Jerry Bentley

### H

**HIGHWAY 101 "The Blame" (WB 4944)**  
Prod: Paul Worley, Ed Seay Wr: Cactus Moser, Paul Nelson, Gene Nelson Pub: Call Cac Tunes, Sony Tree Publishing/Warner Tamerlane Publishing; Mister Charlie Music (ASCAP, BMI) Mgr: Chuck Morris

### J

**ALAN JACKSON "Someday" (Arista 2335)**  
Prod: Scott Hendricks, Keith Stegall Wr: Alan Jackson, Jim McBride Pub: Mattie Ruth Music, Seventh Son Music/EMI April Music Inc. (ASCAP) Mgr: Barry Coburn

**GEORGE JONES "You Couldn't Get The Picture" (MCA 54187)**  
Prod: Kyle Lehning Wr: Chuck Harter Pub: Rainhill Music Publishing (BMI) Mgr: Nancy Jones

**THE JUDDS "John Deere Tractor" (Curb/RCA 62038-2)**  
Prod: Brent Maher Wr: L.J. Hammond Pub: Radadara Music (BMI) Mgr: Ken Stiltz

### K

**KENTUCKY HEADHUNTERS "It's Chittin' Time" (Mercury 868 760)**  
Prod: Kentucky Headhunters Wr: Kentucky Headhunters Pub: PRI Music/Practice House Music; PRI Songs, Inc./Three Headed Music (ASCAP, BMI) Mgr: Mitchell Fox

**HAL KETCHUM "Small Town Saturday Night" (Curb 76865)**  
Prod: Allen Reynolds, Jim Rooney Wr: Pat Alger, Hank DeVito Pub: Bait And Beer Music/Forerunner Music, Little Nemo Music (ASCAP) Mgr: Walt Quinn

**ALISON KRAUSS "I've Got That Old Feeling" (Rounder 1009)**  
Prod: Jerry Douglas, Bill Vorvick Wr: Sidney Cox Pub: Sidney Lawrence Company (BMI) Mgr: None

### L

**LITTLE TEXAS "Some Guys Have All The Love" (WB 4967)**  
Prod: James Stroud, Christy DiNapoli, Doug Grau Wr: Porter Howell, Dwayne O'Brien Pub: Howlin' Hits Music, Square West Music (ASCAP) Mgr: Christy DiNapoli

**PATTY LOVELESS "Hurt Me Bad (In A Real Good Way)" (MCA 54178)**  
Prod: Emory Gordy Jr., Tony Brown Wr: Deborah Allen, Rafe VanHoy Pub: Posey Publishing; Rockin' R Music (BMI, ASCAP) Mgr: Fitzgerald Hartley

### M

**BARBARA MANDELL "The Key's In The Mailbox" (Capitol 79841)**  
Prod: Jimmy Bowen Wr: Harlan Howard Pub: Fort Knox Music/Tno Music (ASCAP) Mgr: Irby Mandrell

**MARIO MARTIN "Keep It On The Country Side" (DPI 5006)**  
Prod: James Stroud Wr: Robert Skillen Pub: Lovey Music (BMI) Mgr: Garrett Martin

**McBRIDE & THE RIDE "Same Old Star" (MCA 54125)**  
Prod: Tony Brown, Steve Fishell Wr: Terry McBride, Bill Carter, Ruth Ellsworth, Gary Nicholson Pub: Violet Crown Music/Blame Music; Cross Keys Publishing (BMI, ASCAP) Mgr: Ken Stiltz

**DELBERT McCLINTON "That's The Way I Feel" (Curb 76889)**  
Prod: Barry Beckett, Delbert McClinton Wr: Steve Seskin, Mark D. Sanders Pub: Love This Town Music, Mid-Summer Music (ASCAP) Mgr: Harriet Stenberg

**NEAL McCOY "This Time I Hurt Her More (Than She Loves Me)" (Atlantic 7-87636)**  
Prod: Nelson Larkin Wr: Earl Conley, Mary Larkin Pub: Bluemoon Music (ASCAP) Mgr: Dan Hexter

**RONNIE MILSAP "Since I Don't Have You" (RCA 2848-2)**  
Prod: Rob Galbraith, Richard Landis, Ronnie Milsap Wr: Joseph Rock, James Beaumont & The Skyliners Pub: Bonnyville Music Corporation, Southern Music Publishing Company (ASCAP) Mgr: Mores, Nanas, Golden, Peay

**LORRIE MORGAN "A Picture Of Me (Without You)" (RCA 62014-2)**  
Prod: Richard Landis Wr: Norris Wilson, George Richey Pub: Al Gallico Music, Algee Music (BMI) Mgr: Mores, Nanas, Golden, Peay

**ANNE MURRAY "Everyday" (Capitol 79877)**  
Prod: Jerry Crutchfield Wr: David Malloy, Richard (Spady) Brannan Pub: Irving Music/David Malloy Music Publishing; BMG Songs/Jim And David Music (BMI, ASCAP) Mgr: Leonard Rameau

### O

**K.T. OSLIN "Cornell Crawford" (RCA 2053-2)**  
Prod: Joe Scarfe, Jim Cotton Wr: K.T. Oslin, Joe Miller Pub: Risky Tunes/Mazdu Music; JPM International/Arthur Aaron & Associates (SESAC, ASCAP) Mgr: Mores, Nanas, Golden, Peay

**PAUL OVERSTREET "Ball And Chain" (RCA 2459-2)**  
Prod: Brown Bannister, Paul Overstreet Wr: Paul Overstreet, Don Schlitz Pub: Scarlet Moon Music; Don Schlitz Music/Almo Music (BMI, ASCAP) Mgr: Bobby Roberts

### P

**KEITH PALMER "Don't Throw Me In The Briarpatch" (Epic 34 73988)**  
Prod: Bob Montgomery Wr: Chris Waters, Kix Brooks Pub: Sony Cross Keys Music/Edge O'Woods Music, Kinetic Diamond Music (ASCAP) Mgr: None

**PIRATES OF THE MISSISSIPPI "Speak Of The Devil" (Capitol 79783)**  
Prod: James Stroud, Rich Alves Wr: Bill McCorvey, Rich Alves, Danny Bear Mayo Pub: Great Cumberland Music, Flaw Factor, Bear And Bill Music (BMI) Mgr: Ken Stiltz

### R

**EDDIE RABBITT "Hang Up The Phone" (Capitol 79808)**  
Prod: Richard Landis Wr: Eddie Rabbitt Pub: Eddie Rabbitt Music Publishing (BMI) Mgr: Mores, Nanas, Golden, Peay

**MIKE REID "As Simple As That" (Columbia 38 73888)**  
Prod: Steve Buckingham Wr: Mike Reid, Allen Shamblin Pub: Almo Music Corporation/Brio Blues Music/Hayes St. Music (ASCAP) Mgr: Stan Mores

### TIM RYAN "Seventh Direction" (Epic 34 73959)

Prod: Paul Worley, Ed Seay, Anthony Martin Wr: D. Lowery, Wayne Newton Pub: Almo Music/Micropterus Music; Mighty Nice Music/Add In Music (ASCAP, BMI) Mgr: Bill Carter

### S

**SAWYER BROWN "The Walk" (Curb/Capitol 79750)**  
Prod: Randy Scruggs, Mark Miller Wr: Mark Miller Pub: Zoo II (ASCAP) Mgr: T.K. Kimbrell

**RICKY VAN SHELTON "Keep It Between The Lines" (Columbia 38 73956)**  
Prod: Steve Buckingham Wr: Russell Smith, Kathy Louvin Pub: MCA Music Publishing; Tills Tunes (ASCAP, BMI) Mgr: International Management Services

**SHENANDOAH "When You Were Mine" (Columbia 38 73957)**  
Prod: Rick Hall, Robert Byrne Wr: Robert Byrne, Gene Nelson Pub: Fame Publishing, Warner-Tamerlane Publishing (BMI) Mgr: Bill Carter

**T.G. SHEPPARD "It's One A.M. (Do You Know Where Your Memories Are)" (Curb/Capitol 79799)**  
Prod: Mac McAnally, Walt Aldridge Wr: Bill LaBounty, Craig Karp Pub: Warner-Tamerlane Music/Top Down Music, Logrhythm Music (BMI) Mgr: R. Kaltenbach

**RICKY SKAGGS "Life's Too Long (To Live Like This)" (Epic 34 73947)**  
Prod: Ricky Skaggs, Mac McAnally Wr: Dan Wilson, Don Cook, John Jarvis Pub: Sony Cross Keys Publishing, Inspector Barlow, Sony Tree Publishing (ASCAP, BMI) Mgr: Ricky Skaggs

**STATLER BROTHERS "There's Still Times" (Mercury 868 892)**  
Prod: Jerry Kennedy Wr: Don Reid Pub: Statler Brothers Music (BMI) Mgr: Marshall Grant

**DOUG STONE "I Thought It Was You" (Epic 34 73895)**  
Prod: Doug Johnson Wr: Tim Mensy, Gary Harrison Pub: Sony Cross Keys Publishing/Miss Dot Music; Warner-Tamerlane Publishing/Patrick Joseph Music (ASCAP, BMI) Mgr: John Dorris, Phyllis Bennette

**GEORGE STRAIT "You Know Me Better Than That" (MCA 54127)**  
Prod: Jimmy Bowen, George Strait Wr: Tony Haselden, Anna Lisa Graham Pub: Millhouse Music; Shedhouse Music (BMI, ASCAP) Mgr: Erv Woolsey

**MARTY STUART "Tempted" (MCA 54145)**  
Prod: Richard Bennett, Tony Brown Wr: Paul Kennerley, Marty Stuart Pub: Irving Music/Littlemarch Music, Songs Of PolyGram Music (BMI) Mgr: Rothbaum & Garner

**PAM TILLIS "Put Yourself In My Place" (Arista 2268)**  
Prod: Paul Worley, Ed Seay Wr: Carl Jackson, Pam Tillis Pub: PolyGram International Publishing, Amanda-Lin Music; Sony Tree Publishing (ASCAP, BMI) Mgr: Mike Robertson

**AARON TIPPIN "She Made A Memory Out Of Me" (RCA 62015-2)**  
Prod: Emory Gordy Jr. Wr: Aaron Tippin Pub: Acuff-Rose Music (BMI) Mgr: Starstruck Entertainment

**RANDY TRAVIS "Forever Together" (WB 7-19158)**  
Prod: Kyle Lehning Wr: Randy Travis, Alan Jackson Pub: Sometimes You Win Music, Seventh Son Music, Mattie Ruth Music (ASCAP) Mgr: Lib Hatcher

**TRAVIS TRITT "Anymore" (WB 7-19190)**  
Prod: Gregg Brown Wr: Travis Tritt, Jill Colucci Pub: Sony Tree Publishing/Post Oak Publishing; EMI April Music/Heartland Express Music (BMI, ASCAP) Mgr: Ken Kragen

**TANYA TUCKER "Down To My Last Teardrop" (Capitol 79711)**  
Prod: Jerry Crutchfield Wr: Paul Davis Pub: Paul And Jonathan Songs (BMI) Mgr: Beau Tucker

**CONWAY TWITTY "She's Got A Man On Her Mind" (MCA 54186)**  
Prod: Conway Twitty, Dee Henry Wr: Curtis Wright, Billy Spencer Pub: David N'Will Music, Warner Bros. Music/Two Sons Music (ASCAP) Mgr: Dee Henry

**B.B. WATSON "Light At The End Of The Tunnel" (BNA 62039-7)**  
Prod: Clyde Brooks Wr: Richard Fagan, Kim Williams, Mack Williams Pub: Of Music/Sony Cross Keys Publishing (ASCAP) Mgr: Gangwisch, Arwood, Holleran

**KEITH WHITLEY & EARL THOMAS CONLEY "Brotherly Love" (RCA 62037-2)**  
Prod: Blake Mevis, Garth Fundis Wr: Jimmy Stewart, Tim Nichols Pub: Peer International/Talbot Music Corporation, Milsap Music/Careers-BMG Music Publishing (BMI) Mgr: BDM Company

**WILD ROSE "There Goes My Love" (Capitol 79811)**  
Prod: Paul Worley, Ed Seay, Wild Rose Wr: Buck Owens Pub: Sony Tree Publishing (BMI) Mgr: Sharon Eaves

**DON WILLIAMS "Donald And June" (RCA 62055-2)**  
Prod: Don Williams, Garth Fundis Wr: Craig Bickhardt Pub: Colgems-EMI Music/Craig Bickhardt (ASCAP) Mgr: Stan Mores

**HANK WILLIAMS JR. "Angels Are Hard To Find" (WB/Curb 7-19193)**  
Prod: Barry Beckett, Hank Williams Jr., Jim Ed Norman Wr: Hank Williams Jr. Pub: Bocephus Music (BMI) Mgr: Merle Kilgore

**TAMMY WYNETTE w/RANDY TRAVIS "We're Strangers Again" (Epic 34 73958)**  
Prod: Kyle Lehning, Lib Hatcher Wr: Merle Haggard, Leona Williams Pub: Shade Tree Music (BMI) Mgr: George Richey, Lib Hatcher

### Y

**TRISHA YEARWOOD "Like We Never Had A Broken Heart" (MCA 54172)**  
Prod: Garth Fundis Wr: Garth Brooks, Pat Alger Pub: Major Bob Music/Mid-Summer Music, Bait And Beer Music/Forerunner Music (ASCAP) Mgr: Doyle/Lewis Management

**DWIGHT YOAKAM "Nothing's Changed Here" (Reprise 7-19258)**  
Prod: Pete Anderson Wr: Dwight Yoakam, Kostas Pub: Coal Dust West Music/Songs Of PolyGram International (BMI) Mgr: Gary Borman

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Street Talk and the industry's fastest chart data turnaround. **Call R&R to try it free!**  
Sent to your fax Monday evenings.

MOST ADDED EAST
Randy Travis (WB)
Trisha Yearwood (MCA)
Alabama (RCA)

EAST

HOTTEST
Garth Brooks (Capitol)
Lionel Cartwright (MCA)
Clint Black (RCA)
Sawyer Brown (Curb/Capitol)

MOST ADDED SOUTH
Randy Travis (WB)
Alabama (RCA)
Trisha Yearwood (MCA)
Billy Dean (SBK/Capitol)

SOUTH

HOTTEST
Clint Black (RCA)
Garth Brooks (Capitol)
Lionel Cartwright (MCA)
Doug Stone (Epic)

MOST ADDED MIDWEST
Randy Travis (WB)
Alabama (RCA)
Trisha Yearwood (MCA)
Vince Gill (MCA)

MIDWEST

HOTTEST
Clint Black (RCA)
Lionel Cartwright (MCA)
Garth Brooks (Capitol)

MOST ADDED WEST
Alabama (RCA)
Randy Travis (WB)
Trisha Yearwood (MCA)
Billy Dean (SBK/Capitol)

WEST

HOTTEST
Clint Black (RCA)
Garth Brooks (Capitol)
Lionel Cartwright (MCA)
Sawyer Brown (Curb/Capitol)

EAST

Table listing country music releases in the East region, including artist names, record labels, and release dates.

SOUTH

Table listing country music releases in the South region, including artist names, record labels, and release dates.

MIDWEST

Table listing country music releases in the Midwest region, including artist names, record labels, and release dates.

WEST

Table listing country music releases in the West region, including artist names, record labels, and release dates.

MIDWEST

Table listing country music releases in the Midwest region, including artist names, record labels, and release dates.

WEST

Table listing country music releases in the West region, including artist names, record labels, and release dates.

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Table listing country music releases in the West region, including artist names, record labels, and release dates.

WEST

Table listing country music releases in the West region, including artist names, record labels, and release dates.

203 Current Reporters
193 Current Playlists

Called In Frozen Playlist (4):
KIKK-FM/Houston
KLL-Lubbock, TX
KQFC/Boise
WCO/Salisbury, MD

Did Not Report, Playlist Frozen (6):

KKIX/Fayetteville, AR
KNAX/Freese
KTOP/Salt Lake City
WCTK/Providence
WFMB/Springfield, IL
WQOM/Madison, WI



3 2  
WKS WKS LW TW

177 REPORTERS

SEPTEMBER 13, 1991

Reports/Adds Heavy Medium

1	1	1	1	<b>TOM PETTY &amp; THE.../Into The Great Wide Open (MCA)</b>
—	—	4	2	<b>RUSH/Roll The Bones (Atlantic)</b>
—	4	2	3	<b>BOB SEGER &amp; THE SILVER BULLET BAND/The Fire Inside (Capitol)</b>
2	2	3	4	<b>VAN HALEN/For Unlawful Carnal Knowledge (WB)</b>
DEBUT	5			<b>DIRE STRAITS/On Every Street (WB)</b>
—	—	6	6	<b>STEVIE NICKS/Timespace/The Best Of Stevie Nicks (Modern/Atlantic)</b>
3	3	5	7	<b>EXTREME/Extreme II Pornograffiti (A&amp;M)</b>
—	13	8	8	<b>BAD ENGLISH/Backlash (Epic)</b>
DEBUT	9			<b>EDDIE MONEY/Right Here (Columbia)</b>
8	6	7	10	<b>LYNYRD SKYNYRD 1991/Lynyrd Skynyrd 1991 (Atlantic)</b>
14	11	11	11	<b>METALLICA/Metallica (Elektra)</b>
DEBUT	12			<b>JETHRO TULL/Catfish Rising (Chrysalis)</b>
16	16	14	13	<b>FOUR HORSEMEN/Nobody Said It Was Easy (Def American)</b>
13	8	10	14	<b>SCHOOL OF FISH/School Of Fish (Capitol)</b>
24	19	16	15	<b>SCORPIONS/Crazy World (Mercury)</b>
21	18	15	16	<b>BAD COMPANY/Holy Water (Atco)*</b>
—	—	17	17	<b>TIN MACHINE/Tin Machine II (Victory Music/PLG)</b>
DEBUT	18			<b>SMITHEREENS/Blow Up (Capitol)</b>
—	—	21	19	<b>RICHIE SAMBORA/Stranger In This Town (Mercury)</b>
DEBUT	20			<b>TESLA/Psychotic Supper (Geffen)</b>
4	5	9	21	<b>RTZ/Return To Zero (Giant/Reprise)</b>
12	9	13	22	<b>BILLY FALCON/Pretty Blue World (Jambco/Mercury)</b>
6	15	18	23	<b>ALLMAN BROTHERS/Shades Of Two Worlds (Epic)</b>
19	22	24	24	<b>38 SPECIAL/Bone Against Steel (Charisma)</b>
7	12	19	25	<b>BONNIE RAITT/Luck Of The Draw (Capitol)</b>
—	39	37	26	<b>SCREAM/Let It Scream (Hollywood)</b>
10	7	12	27	<b>FABULOUS THUNDERBIRDS/Walk That Walk, Talk That Talk (Epic Associated)</b>
30	27	26	28	<b>JULIAN LENNON/Help Yourself (Atlantic)</b>
17	17	20	29	<b>VARIOUS ARTISTS/Bill &amp; Ted's Bogus Journey Interscope/EWA)</b>
37	34	34	30	<b>THUNDER/Backstreet Symphony (Geffen)</b>
34	35	35	31	<b>ALICE IN CHAINS/Facelift (Columbia)</b>
18	26	28	32	<b>QUEENSRYCHE/Empire (EMI)</b>
32	29	33	33	<b>JOHNNY WINTER/Let Me In (Point Blank/Charisma)</b>
5	14	23	34	<b>R.E.M./Out Of Time (WB)</b>
9	10	22	35	<b>ERIC GALES BAND/Eric Gales Band (Elektra)</b>
33	31	31	36	<b>YES/Yesyears (Atco)</b>
11	24	30	37	<b>JOE WALSH/Ordinary Average Guy (Pyramid/Epic Associated)</b>
DEBUT	38			<b>JOAN JETT &amp; THE BLACKHEARTS/Notorious (Blackheart/Epic)</b>
38	38	40	39	<b>JESUS JONES/Doubt (SBK)</b>
25	25	25	40	<b>PROCOL HARUM/The Prodigal Stranger (Zoo)</b>

\*Keeps a bullet due to continued growth.

"Cold" (149) "Great" (27) "Learning" (16)	167-10	146-	15=
"Dreamline" (167) "Roll" (11) "Ghost" (8)	168+13	122+	39-
"Real" (125) "Fire" (56) "Chance" (17)	161-10	103-	50+
"Runaround" (101) "Top" (71) "Right" (16)	149-18	106-	33+
"Elvis" (154) "Fuel" (23) "Bug" (8)	162 19	86	70
"Sometimes" (154)	155+13	71+	71-
"Hole" (125) "Words" (1)	125-10	100-	22+
"Straight" (154)	154+15	49+	80-
"Heaven" (162)	162 128	35	110
"Faith" (129) "Smokestack" (3) "End" (1)	131-11	60+	57-
"Sandman" (144) "Unforgiven" (8) "Nothing" (7)	145+15	33+	57+
"Love" (132) "Occasional" (2) "Rocks" (1)	138 16	41	73
"Nobody" (141) "Rockin'" (1)	142-12	25+	77=
"3" (117) "Wrong" (1)	120-11	37=	61-
"Send" (114) "Wind" (9)	120+17	23+	78+
"Walk" (120)	120+19	29+	75+
"One" (124)	127+15	16+	70-
"Top" (116) "Girl" (1)	119 122	10	73
"Ballad" (133)	133+17	10+	62+
"Edison's" (130) "What" (2) "Change" (1)	131 110	7	47
"Face" (63) "There's" (8) "Devil" (3)	74-10	31-	33-
"Power" (73) "Heaven's" (1) "Girlfriend" (1)	76-10	29-	36-
"End" (36) "Bad" (34) "Get" (3)	71-110	25-	31-
"Rebel" (64) "Sound" (19)	79=16	7-	56+
"Something" (41) "Slow" (8) "Good" (2)	52-10	30-	14-
"Man" (85) "Outlaw" (1) "Need" (1)	87+13	1=	24+
"Twist" (56) "Born" (1)	60-10	22-	33-
"Listen" (73)	74-11	6-	52=
"God" (59) "Shout" (1) "Hell" (1)	60-11	5-	33-
"Dying" (75) "Dirty" (3)	77+17	3+	23=
"Sea" (57) "Man" (7)	60+110	4-	14+
"Jet" (27) "Rainy" (5) "Resistance" (1)	33-12	18-	7-
"Illustrated" (57) "Life" (1)	61-11	5-	33-
"Shiny" (19) "Radio" (4) "Texarkana" (4)	31-12	14-	12=
"Sign" (36)	36-10	7-	24-
"Easy" (52)	52-12	6-	26-
"Sudden" (19) "Look" (8) "Ordinary" (2)	27-10	11-	13-
"Backlash" (47)	48+18	1=	15+
"Real" (20) "Right" (5)	26-10	10+	9-
"Dreams" (31)	33-10	2-	24-

in the midst of BIG records  
at BIG stations, a little  
record is crying out with  
BIG requests and BIG sales

# MR. BIG

## "To Be With You"

NEW & ACTIVE 17/7

the little record that's gonna be BIG

# BREAKERS

**DIRE STRAITS**  
On Every Street (WB)  
92% of our reporters on it.

**EDDIE MONEY**  
Right Here (Columbia)  
92% of our reporters on it.

**JETHRO TULL**  
Catfish Rising (Chrysalis)  
78% of our reporters on it.

**TESLA**  
Psychotic Supper (Geffen)  
74% of our reporters on it.

**SMITHEREENS**  
Blow Up (Capitol)  
67% of our reporters on it.

### MOST ADDED

- EDDIE MONEY (28)
- SMITHEREENS (22)
- SCORPIONS (17)
- SCREAM (13)
- DILLINGER (11)
- ALICE IN CHAINS (10)
- ALLMAN BROTHERS (10)
- TESLA (10)
- BAD COMPANY (9)
- DIRE STRAITS (9)

### HOTTEST

- T. PETTY & THE HEARTBREAKERS (146)
- RUSH (122)
- VAN HALEN (106)
- BOB SEGER & THE SILVER... (103)
- EXTREME (100)
- DIRE STRAITS (86)
- STEVIE NICKS (71)
- LYNYRD SKYNYRD 1991 (60)
- BAD ENGLISH (49)
- JETHRO TULL (41)



RED HOT CHILI PEPPERS  
“GIVE IT  
AWAY”

THE NEW TRACK FROM  
BLOOD SUGAR SEX MAGIK

PRODUCED BY RICK RUBIN



# THE STORM

GREGG ROLIE ♦ ROSS VALORY ♦ KEVIN CHALFANT ♦ JOSH RAMOS ♦ STEVE SMITH

THEIR FIRST SINGLE

## "I'VE GOT A LOT TO LEARN ABOUT LOVE"

THE STORM L.P.  
IN STORES 9/17/91

(917491)

THE STORM STRIKES WITH ALL THE THUNDER OF BIG-TIME RADIO ROCK AND ALL THE LIGHTNING OF A SUPERSTAR MUSICIANS' BAND. GREGG ROLIE (CO-LEAD VOCALS, KEYBOARDS) CO-FOUNDED TWO OF ROCK'S MOST SUCCESSFUL AND POPULAR GROUPS — SANTANA AND JOURNEY. AWARD-WINNING BASSIST ROSS VALORY AND MODERN DRUMMER MAGAZINE'S BEST ALL-AROUND DRUMMER STEVE SMITH WERE JOURNEY'S RHYTHM SECTION THROUGH NUMEROUS TOP 10 MULTI-PLATINUM ALBUMS.

BUT THIS IS A DIFFERENT TIME AND THE STORM IS A DIFFERENT BAND — WITH ITS GENESIS IN ROLIE AND CO-LEAD VOCALIST KEVIN CHALFANT (WHO'S WRITTEN SONGS FOR CHER AND STARSHIP), PLUS GUITAR ACE JOSH RAMOS. ON ITS SELF-TITLED DEBUT ALBUM ON INTERSCOPE RECORDS, PRODUCED BY BEAU HILL (WHO'S HELMED MULTI-MILLION-SELLING ALBUMS FOR WARRANT, RATT AND WINGER), THE STORM HOWLS AND ROARS — AND ROCKS 'N' ROLLS.



PRODUCED & MIXED BY BEAU HILL  
Management: Herbie Herbert & Scott Boorey



3 2  
WKS WKS LW TW

174 REPORTERS

Reports/Adds Heavy Medium

Rank	WKS	WKS	LW	TW	Artist/Album (Label)	Reports/Adds	Heavy	Medium
5	3	1			<b>1 RUSH/Dreamline</b> (Atlantic)	167+/3	121+	39-
3	2	1			<b>2 TOM PETTY &amp; THE HEARTBREAKERS/Out In The Cold</b> (MCA)	149-/0	127-	19-
<b>DEBUT</b>					<b>3 GUNS N' ROSES/Don't Cry</b> (Geffen)	156 /156	69	70
		9			<b>4 BRYAN ADAMS/Can't Stop This Thing We Started</b> (A&M)	165+/24	62+	88-
	10	6			<b>5 DIRE STRAITS/Calling Elvis</b> (WB)	154+/7	80+	67-
18	7	7			<b>6 STEVIE NICKS/Sometimes It's A Bitch</b> (Modern/Atlantic)	154+/3	71+	70-
1	1	2			<b>7 EXTREME/Hole Hearted</b> (A&M)	125-/0	100-	22+
		11			<b>8 EDDIE MONEY/Heaven In The Back Seat</b> (Columbia)	162+/28	35+	110+
22	11	10			<b>9 BAD ENGLISH/Straight To Your Heart</b> (Epic)	154+/5	49+	80-
4	3	4			<b>10 BOB SEGER &amp; THE SILVER BULLET.../The Real Love</b> (Capitol)	125-/0	90-	30-
16	14	12			<b>11 METALLICA/Enter Sandman</b> (Elektra)	144+/4	33+	56+
2	4	5			<b>12 VAN HALEN/Runaround</b> (WB)	101-/0	78-	14=
10	8	8			<b>13 LYNRYD SKYNYRD 1991/Keeping The Faith</b> (Atlantic)	129-/1	58+	57-
19	17	13			<b>14 JETHRO TULL/This Is Not Love</b> (Chrysalis)*	132-/4	41+	68-
17	16	15			<b>15 FOUR HORSEMEN/Nobody Said It Was Easy</b> (Def American)	141-/2	25+	76=
14	13	14			<b>16 SCHOOL OF FISH/3 Strange Days</b> (Capitol)	117-/1	36-	60-
25	19	19			<b>17 BAD COMPANY/Walk Through Fire</b> (Atco)	120+/9	29+	75+
31	25	20			<b>18 TIN MACHINE/One Shot</b> (Victory Music/PLG)	124+/5	15+	69-
32	26	21			<b>19 RICHIE SAMBORA/Ballad Of Youth</b> (Mercury)	133+/7	10+	62+
37	30	23			<b>20 SCORPIONS/Send Me An Angel</b> (Mercury)	114+/18	19+	77+
	33	26			<b>21 LITTLE FEAT/Shake Me Up</b> (Morgan Creek)	108+/16	18+	69+
	31	24			<b>22 TESLA/Edison's Medicine</b> (Geffen)	130+/9	7+	47+
	35	27			<b>23 SMITHEREENS/Top Of The Pops</b> (Capitol)	116+/20	8+	71+
	27	25			<b>24 MOTLEY CRUE/Primal Scream</b> (Elektra)	120+/5	9+	43+
52	50	42			<b>25 VAN HALEN/Top Of The World</b> (WB)	71+/39	26+	37+
12	12	18			<b>26 BILLY FALCON/Power Windows</b> (Jambco/Mercury)	73-/0	28-	34-
<b>DEBUT</b>					<b>27 CULT/Wild Hearted Son</b> (Sire/Reprise)	106 /106	2	32
<b>DEBUT</b>					<b>28 OZZY OSBOURNE/No More Tears</b> (Epic Associated)	94 /91	5	34
5	6	16			<b>29 RTZ/Face The Music</b> (Giant/Reprise)	63-/0	28-	27-
46	44	37			<b>30 SCREAM/Man In The Moon</b> (Hollywood)	85+/13	1=	22+
		55			<b>31 BOB SEGER &amp; THE SILVER BULLET.../The Fire Inside</b> (Capitol)	56+/33	11+	38+
33	32	30			<b>32 JULIAN LENNON/Listen</b> (Atlantic)	73-/1	5-	52+
8	9	17			<b>33 FABULOUS THUNDERBIRDS/Twist Of The Knife</b> (Epic Associated)	56-/0	22-	29-
9	18	29			<b>34 BONNIE RAITT/Something To Talk About</b> (Capitol)	41-/0	26-	11-
58	52	43			<b>35 38 SPECIAL/Rebel To Rebel</b> (Charisma)	64+/9	2=	50+
45	43	38			<b>36 THUNDER/Until My Dying Day</b> (Geffen)	75+/8	2+	22=
20	20	22			<b>37 KISS/God Gave Rock And Roll To You II</b> (Interscope/EWA)	59-/1	5-	33-
11	24	31			<b>38 ALLMAN BROTHERS/End Of The Line</b> (Epic)	36-/0	22-	10-
36	37	36			<b>39 JOHNNY WINTER/Illustrated Man</b> (Point Blank/Charisma)	57-/1	5-	31-
50	49	48			<b>40 ALICE IN CHAINS/Sea Of Sorrow</b> (Columbia)	57+/11	2+	12+
21	38	40			<b>41 QUEENSRYCHE/Jet City Woman</b> (EMI)	27-/0	17-	6-
6	15	28			<b>42 ERIC GALES BAND/Sign Of The Storm</b> (Elektra)	36-/0	7-	24-
38	36	35			<b>43 YES/Make It Easy</b> (Atco)	52-/2	6-	26-
57	57	50			<b>44 KIK TRACEE/You're So Strange</b> (RCA)	45-/1	1=	14+
		53			<b>45 JOAN JETT &amp; THE BLACKHEARTS/Backlash</b> (Blackheart/Epic)	47+/8	1=	14+
	60	54			<b>46 DILLINGER/Home For Better Days</b> (JRS)	48+/11	0-	17+
<b>DEBUT</b>					<b>47 DIRE STRAITS/Heavy Fuel</b> (WB)	23 /23	4	16
<b>DEBUT</b>					<b>48 TOM PETTY &amp; THE.../Into The Great Wide Open</b> (MCA)	27+/23	8+	12+
56	54	51			<b>49 STING/Mad About You</b> (A&M)	37-/0	3=	23=
<b>DEBUT</b>					<b>50 ALLMAN BROTHERS/Bad Rain</b> (Epic)	34+/15	2=	22+
27	29	32			<b>51 PROCOL HARUM/All Our Dreams Are Sold</b> (Zoo)	31-/0	2-	22-
7	21	41			<b>52 R.E.M./Shiny Happy People</b> (WB)	19-/0	11-	6-
59	59	-			<b>53 NORTHERN PIKES/She Ain't Pretty</b> (Scotti Bros.)	34+/7	3=	14+
		58			<b>54 PLEASURE BOMBS/Love Takes A Walk</b> (Atco)	36+/3	0=	7+
		59			<b>55 STEELHEART/She's Gone</b> (Lady) (MCA)	34+/4	3+	3=
23	23	33			<b>56 TYKETTO/Seasons</b> (DGC)	24-/0	5-	9-
<b>DEBUT</b>					<b>57 BULLETBOYS/Talk To Your Daughter</b> (WB)	29+/8	0=	4=
15	22	39			<b>58 L.A. GUNS/Kiss My Love Goodbye</b> (Polydor/PLG)	22-/0	6-	6-
42	56	49			<b>59 GUNS N' ROSES/You Could Be Mine</b> (Geffen)	19-/0	3-	9=
13	34	44			<b>60 JOE WALSH/All Of A Sudden</b> (Pyramid/Epic Associated)	19-/0	6-	11-

\* Keeps a bullet due to continued growth.

**JIM JAMISON "Taste Of Love" (Scotti Bros.) 21/5 (17/2)**

Adds: WBAB, KWIC, KICT, KEYJ, KZOO Heavy 2 WBBZ, KBER Medium 5 WQBZ, WEGR, WHTO, KATP, KZKZ

**JERRY GARCIA BANO "Deal" (Arista) 20/7 (15/1)**

Adds including WCCC, WBLM, WIZN, WPXC, KCLB, KCOR Heavy 3 WHCN, WHEB, WGIR Medium 8 including WECN, WBAB, WNEW, WDHA, KTAL, WKIT, KFMU

**BIG AUDIO DYNAMITE II "Rush" (Columbia) 18/5 (13/1)**

Adds including WHJY, KXRX WHTO KEZE Heavy 3 WHFS, WBCN, WNEW Medium 4 including WBAB, KWHL, KZOO

**CROWDED HOUSE "Woodface" (LP) (Capitol) 18/3 (16/3)**

Adds including KWIC Heavy 4 WHFS, WXRT, KTCZ, KBCC Medium 8 including WNEW, KTXQ, KKDJ, WKIT, KBOY, KFMU

**STORM "I've Got A Lot To Learn About Love" (Interscope/EWA) 17/10 (7/1)**

Adds including WWDC, WOFM, KSJO, WAPL, KAZY, KEYJ, KZKZ, KRKX, KFMU Heavy 4 including WBBZ, KBER, KFMQ Medium 3 WFBQ, KRXQ, KTAL

**MR. BIG "To Be With You" (Atlantic) 17/7 (10/1)**

Adds including WCCC, WIOT, KMBY, WCIZ Heavy 1: KFMQ Medium 5 including KXFX, KZOO

**BOB SEGER & THE SILVER BULLET BAND "Take A Chance" (Capitol) 17/2 (17/8)**

Heavy 2 WLLZ, WIOT Medium 14 including WDVE, WHJY, KTXQ, WCMF, KLBJ, WXP, KGGG, WKLO, WWCT, KILQ

**CRASH TEST DUMMIES "Superman's Song" (Arista) 17/2 (15/1)**

Adds: WSTZ, WRUF Medium 10: WBCN, WDHA, WHCN, WRDU, WKIT, WCIZ, KFMQ, KBOY, KTYD, KFMU

**DOOBIE BROTHERS "Brotherhood" (LP) (Capitol) 16/6 (14/0)**

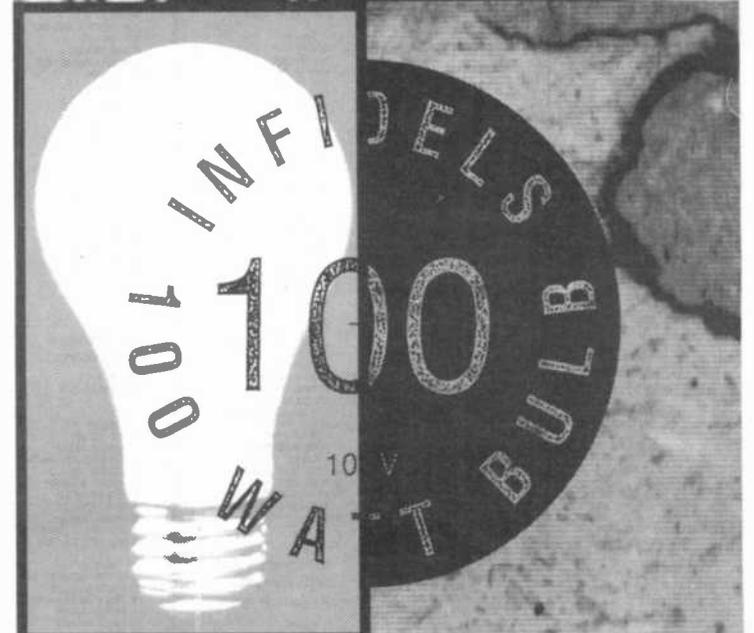
Adds including KRQK Heavy 3 including WAQX, WEGR, Medium 9 including KYYS, WBLM, KGGG, KMOD, KBOY

**MOST ADDED**

**GUNS N' ROSES/Cry (156)**  
**CULT/Wild (106)**  
**OZZY OSBOURNE/Tears (91)**  
**VAN HALEN/Top (39)**  
**BOB SEGER &.../Fire (33)**  
**EDDIE MONEY/Heaven (28)**  
**BRYAN ADAMS/Stop (24)**  
**DIRE STRAITS/Fuel (23)**  
**T. PETTY & THE.../Great (23)**  
**SMITHEREENS/Top (20)**

**MOST REQUESTED**

**RUSH/Dreamline (81)**  
**METALLICA/Sandman (75)**  
**GUNS N' ROSES/Cry (68)**  
**MOTLEY CRUE/Primal (35)**  
**DIRE STRAITS/Elvis (29)**  
**EXTREME/Hole (17)**  
**OZZY OSBOURNE/Tears (16)**  
**VAN HALEN/Runaround (16)**  
**KISS/God (15)**  
**JETHRO TULL/Love (13)**  
**BOB SEGER &.../Real (13)**  
**TESLA/Edison's (13)**


**ON TOUR:**
**OCTOBER:**

4 Detroit  
 5 Green Bay  
 6 Montreal  
 7 Ottawa  
 8 Toronto  
 9 Boston  
 10 New York  
 11 Atlanta  
 12 Dallas  
 17 Los Angeles

I.R.S.  
X2/4 13010

# BREAKERS®

**GUNS N' ROSES**  
**Don't Cry (Geffen)**  
 90% of our reporters on it.

**SMITHEREENS**  
**Top Of The Pops (Capitol)**  
 67% of our reporters on it.

**LITTLE FEAT**  
**Shake Me Up (Morgan Creek)**  
 62% of our reporters on it.

**SCORPIONS**  
**Send Me An Angel (Mercury)**  
 66% of our reporters on it.

**CULT**  
**Wild Hearted Son (Sire/Reprise)**  
 61% of our reporters on it.









NATIONAL AIRPLAY

LW TW

- 2 1 ROBYN HITCHCOCK & THE EGYPTIANS/Perspex Island (A&M)
1 2 PSYCHEDELIC FURS/World Outside (Columbia)
3 3 CROWDED HOUSE/Woodface (Capitol)
4 4 BIG AUDIO DYNAMITE II/The Globe (Columbia)
5 5 SQUEEZE/Play (Reprise)
6 6 VOICE OF THE BEEHIVE/Honey Lingers (London/PLG)
8 7 SMITHEREENS/Blow Up (Capitol)
9 8 TIN MACHINE/Tin Machine II (Victory Music/PLG)
15 9 TRANSVISION VAMP/Little Magnets vs. The Bubble of Babble (MCA)
23 10 LLOYD COLE/She's A Woman And I'm A Man (Track) (Capitol)
22 11 BILLY BRAGG/Sexuality (Track) (Elektra)
7 12 NED'S ATOMIC DUSTBIN/God Fodder (Columbia)
13 13 SIOUXSIE & THE BANSHEES/Superstition (Geffen)
20 14 JOAN JETT & THE BLACKHEARTS/Notorious (Blackheart/Epic)
6 15 ERASURE/Chorus (EP) (Sire/Reprise)
26 16 NORTHSIDE/Chicken Rhythms (Geffen)
DEBUT 17 CULT/Wild Hearted Son (Track) (Sire/Reprise)
17 18 CANDY SKINS/Space I'm In (DGC)
DEBUT 19 RED HOT CHILI PEPPERS/Give It Away (Track) (WB)
11 20 WONDER STUFF/Never Loved Elvis (Polydor/PLG)
16 21 MARY'S DANISH/Circa (Morgan Creek)
19 22 ELECTRONIC/Electronic (WB)
24 23 MEAT PUPPETS/Forbidden Places (London/PLG)
24 24 NITZER EBB/Family Man (Track) (Geffen)
14 25 GARY CLAIL/The Emotional Hooligan (Perfecto/RCA)
21 26 MOCK TURTLES/Turtle Soup (Relativity)
DEBUT 27 HOUSE OF FREAKS/Cake Walk (Giant/Reprise)
12 28 KIRSTY MacCOLL/Electric Landlady (Charisma)
DEBUT 29 NIRVANA/Smells Like Teen Spirit (Track) (DGC)
DEBUT 30 BLUR/There's No Other Way (Track) (Food/SBK)

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

Most Added, Hottest, Most Requested charts. Hottest: R. HITCHCOCK & THE... BIG AUDIO DYNAMITE II SMITHEREENS SQUEEZE CROWDED HOUSE

P1 PLAYLISTS

WFNX/Boston (817) 595-8200 Kurt St. Thomas

- Heavy R.E.M. BIG AUDIO DYNAMITE SIOUXSIE & THE BA CROWDED HOUSE KIRSTY MacCOLL SEAL SQUEEZE PSYCHEDELIC FURS ELECTRONIC GARY CLAIL ERASURE CHAPTERHOUSE SCHOOL OF FISH CANDY SKINS LA 5 THOMPSON TWINS POP'S COOL LOVE ROBYN HITCHCOCK & WONDER STUFF SMITHEREENS DIRT STRAITS Doves JULIAN COPE ALISON MOYET VOICE OF THE BEEHIVE HOUSE OF FREAKS TIT MACHINE TUBE HOOK TURTLES BILLY BRAGG GRAPES OF WRATH JOAN JETT & THE B OCEAN BLUE HEAT PUPPETS RED HOT CHILI PEPPER TRANSVISION VAMP Light SILENT LAVOLTA SLUR JRB

WDRE/Long Island (814) 832-4000 Tom Calderone

- Heavy JOAN JETT & THE B WONDER STUFF NITZER EBB CROWDED HOUSE MARY'S DANISH SMASHING PUMPKINS OCEAN BLUE RICHARD THOMPSON INNOCENCE MISSION CANDY SKINS SPRINGHOUSE HILLTOP BROTHERS SQUEEZE RED'S ATOMIC DUST VOICE OF THE BEEH ROBYN HITCHCOCK & TIN MACHINE ERASURE HOOK TURTLES BILLY BRAGG ELECTRONIC BLAKE BABIES KIRSTY MacCOLL OND PSYCHEDELIC PURS GARY CLAIL LLOYD COLE ORB HEAT PUPPETS SMITHEREENS HOUSE OF FREAKS MASSIVE ATTACK BLUR STRAITJACKET FITS CULT RED HOT CHILI PEPPER TEXAS Light MUDHONEY MENDITS FIVE THIRTY ALISON MOYET

WBRU/Providence (401) 272-9500 Michael Osborne

- Heavy SQUEEZE SEAN R.E.M. BIG AUDIO DYNAMITE PSYCHEDELIC PURS ERASURE ELECTRONIC TIN MACHINE ROBYN HITCHCOCK & SIOUXSIE & THE BA DFP RED HOT CHILI PEPPER LLOYD COLE TRANSVISION VAMP THOMPSON TWINS MUSIC JOES MASSIVE ATTACK RED'S ATOMIC DUST CROWDED HOUSE THOMPSON TWINS NORTHSIDE DIRT STRAITS JOAN JETT & THE B SMITHEREENS BILLY BRAGG CULT Light HOUSE OF FREAKS HOWLISSEY

WOXY/Cincinnati (513) 523-4114 Phil Manning

- Heavy R.E.M. SMITHEREENS PSYCHEDELIC PURS SIOUXSIE & THE BA BIG AUDIO DYNAMITE ELECTRONIC RICHARD THOMPSON ERASURE CROWDED HOUSE TOMO THE MET SPIN ROBYN HITCHCOCK & KIRSTY MacCOLL SEAL SQUEEZE JESUS JOES LLOYD COLE RED HOT CHILI PEPPER TIMBUK3 ALISON MOYET BILLY BRAGG SAM PHILLIPS HEAT PUPPETS HOUSE OF FREAKS RED'S ATOMIC DUST MARY'S DANISH NORTHSIDE Medium CARTER THE UNSTOP APOLLO SMILE TIMBUK3 DIRT STRAITS DFP NITZER EBB HEAT PUPPETS SAM PHILLIPS ROBYN HITCHCOCK & BILLY BRAGG JOAN JETT & THE B THOMPSON TWINS TRANSVISION VAMP LLOYD COLE Light FIVE THIRTY VOICE OF THE BEEHIVE ORB HOOKED GURUS

WVCD/Columbus (614) 444-9923 Kelli Gates

- Heavy SIOUXSIE & THE BA CROWDED HOUSE TIN MACHINE BIG AUDIO DYNAMITE ERASURE THOMPSON TWINS OCEAN BLUE BLUR SMASHING PUMPKINS NITZER EBB NIRVANA HOUSE OF FREAKS CROWDLAND TRIP SHAKESPEARE CULT Light MENDITS RED HOT CHILI PEPPER BLUE AEROPLANES RUDHONEY PRINCS GOLDEN PALOMNOS FIVE THIRTY HEAD CANDY TEXAS

WVCD/Columbus (614) 444-9923 Kelli Gates

- Heavy SIOUXSIE & THE BA CROWDED HOUSE TIN MACHINE BIG AUDIO DYNAMITE ERASURE THOMPSON TWINS OCEAN BLUE BLUR SMASHING PUMPKINS NITZER EBB NIRVANA HOUSE OF FREAKS CROWDLAND TRIP SHAKESPEARE CULT Light MENDITS RED HOT CHILI PEPPER BLUE AEROPLANES RUDHONEY PRINCS GOLDEN PALOMNOS FIVE THIRTY HEAD CANDY TEXAS

KJJO/Mnneapolis (612) 841-5774 Tony Powers

- Heavy PSYCHEDELIC PURS ERASURE CROWDED HOUSE SQUEEZE VOICE OF THE BEEHIVE BIG AUDIO DYNAMITE ROBYN HITCHCOCK & RED'S ATOMIC DUST TIN MACHINE HOOK TURTLES SMITHEREENS TRANSVISION VAMP LLOYD COLE Medium MASSIVE ATTACK GARY CLAIL CANDY SKINS PRIMAL SCREAM HEAT PUPPETS

KUKQ/Phoenix (602) 638-0400 Jonathan L. Rosen

- Heavy HEAT PUPPETS RED HOT CHILI PEPPER CROWDED HOUSE ERASURE TIN MACHINE WONDER STUFF PSYCHEDELIC PURS ROBYN HITCHCOCK & CANDY SKINS SMITHEREENS TRANSVISION VAMP JOAN JETT & THE B MATERIAL ISSUE HOUSE OF FREAKS HOOKED GURUS CULT POP WILL EAT ITSE DFP THOMPSON TWINS VOICE OF THE BEEHIVE Medium PAIN CANDYLAND OCEAN BLUE GRAPES OF WRATH TIMBUK3 Doves BLUE TRAIN HILLTOP BROTHERS CHAPTERHOUSE INTERNATIONAL BEA Light

KDGE/Dallas (214) 580-9400 Larry Nelson

- Heavy R.E.M. PAIN SEAL ERASURE GARY CLAIL BIG AUDIO DYNAMITE JESUS JOES JESUS JOES MATERIAL ISSUE CANDY SKINS ROBYN HITCHCOCK & SIOUXSIE & THE BA RED'S ATOMIC DUST KIRSTY MacCOLL CULT LEONARD COUPE CROWDED HOUSE SIOUXSIE & THE BA TIN MACHINE Medium JOE JACKSON PSYCHEDELIC PURS SQUEEZE CARTER THE UNSTOP APOLLO SMILE TIMBUK3 DIRT STRAITS DFP NITZER EBB HEAT PUPPETS SAM PHILLIPS ROBYN HITCHCOCK & BILLY BRAGG JOAN JETT & THE B THOMPSON TWINS TRANSVISION VAMP LLOYD COLE Light FIVE THIRTY VOICE OF THE BEEHIVE ORB HOOKED GURUS

KTCI/Fl. Collins-Dawson (303) 871-1232 John Hayes

- Heavy BIG AUDIO DYNAMITE KIRSTY MacCOLL SIOUXSIE & THE BA PSYCHEDELIC PURS CROWDED HOUSE ELECTRONIC VOICE OF THE BEEHIVE SQUEEZE ROBYN HITCHCOCK & HOOK TURTLES BILLY BRAGG TIN MACHINE JOAN JETT & THE B TRANSVISION VAMP MARY'S DANISH MASSIVE ATTACK LLOYD COLE NORTHSIDE RED'S ATOMIC DUST ST-ALTIJACKET FITS Medium PAIN PRINCS DREAMS ANTHRAX G.J. MOLDBLAW CARTER THE UNSTOP HEAT PUPPETS TOO MUCH JOE ALISON MOYET SCOTTLER ERASURE THOMPSON TWINS OCEAN BLUE BLUR SMASHING PUMPKINS NITZER EBB NIRVANA HOUSE OF FREAKS CROWDLAND TRIP SHAKESPEARE CULT Light MENDITS RED HOT CHILI PEPPER BLUE AEROPLANES RUDHONEY PRINCS GOLDEN PALOMNOS FIVE THIRTY HEAD CANDY TEXAS

KITB/San Francisco (415) 512-1053 Richard Sands

- Heavy BIG AUDIO DYNAMITE SIOUXSIE & THE BA ERASURE BLUR JAMES TIN MACHINE TRANSVISION VAMP Medium ALISON MOYET SMASHING PUMPKINS SIOUXSIE & THE BA R.E.M. SMITHEREENS WONDER STUFF VOICE OF THE BEEHIVE OND NORTHSIDE DFP BILLY BRAGG TRANSVISION VAMP TIN MACHINE NORTHSIDE RED HOT CHILI PEPPER CANDY SKINS Doves SMITHEREENS NIRVANA HOUSE OF FREAKS THOMPSON TWINS WONDER STUFF CULT RED HOT CHILI PEPPER OCEAN BLUE OND MENDITS MASSIVE ATTACK FIVE THIRTY THIS PICTURE NORTHSIDE & BILLY BRAGG CROWDED HOUSE BLAKE BABIES INNOCENCE MISSION

KROO/Los Angeles (818) 567-1067 Andy Schoun

- Heavy BIG AUDIO DYNAMITE SIOUXSIE & THE BA ERASURE BLUR JAMES TIN MACHINE TRANSVISION VAMP Medium ALISON MOYET SMASHING PUMPKINS SIOUXSIE & THE BA R.E.M. SMITHEREENS WONDER STUFF VOICE OF THE BEEHIVE OND NORTHSIDE DFP BILLY BRAGG TRANSVISION VAMP TIN MACHINE NORTHSIDE RED HOT CHILI PEPPER CANDY SKINS Doves SMITHEREENS NIRVANA HOUSE OF FREAKS THOMPSON TWINS WONDER STUFF CULT RED HOT CHILI PEPPER OCEAN BLUE OND MENDITS MASSIVE ATTACK FIVE THIRTY THIS PICTURE NORTHSIDE & BILLY BRAGG CROWDED HOUSE BLAKE BABIES INNOCENCE MISSION

30 Current Reporters 30 Current Playlists

WMDK/Peterborough, NH is no longer a New Rock reporter.

P2 ADDS & HOTS

WHTQ/Aabury Park (808) 542-1410 Butcher/Pinfield

- RED HOT CHILI PEPPER CULT MARSHALL CRUSHMAN SIOUXSIE & THE BA FIVE THIRTY ALISON MOYET NIRVANA FOOD FOR THOUGHT CHRIS WITLEY TIMBUK3 SUTTON DOUBLE HAP WIDESPREAD PANIC EAST TEXAS SEVEN SIDONS GOLDEN PALOMNOS PALE DIVINE MENDITS HotList: INSCAPE JANE MY LIFE WITH THE ROBYN HITCHCOCK & PSYCHEDELIC PURS CHRIS & COSET

KGSR/Austin (512) 472-1071 Jody Danberg

- YAM HOBBSMITH SMITHEREENS JOHNNY HEMPHAM TEXAS TORNAOS GOLDEN PALOMNOS BLUE AEROPLANES HotList: DIRT STRAITS KIRSTY MacCOLL BONNIE RAITT SQUEEZE CHRIS WITLEY

WRMT/Manchester (615) 242-5800 Jim Eskew

- TEXAS DIRT STRAITS JULIAN LEBRON SMITHEREENS CURTIS SALGADO & MENDITS TOM PETTY & THE H SQUEEZE DAVID WILCOX ARDMAN LOGIC BIG AUDIO DYNAMITE HotList: ROBYN HITCHCOCK & SIOUXSIE & THE BA VOICE OF THE BEEH SMITHEREENS NORTHSIDE

KBBT/Portland (503) 222-1011 Michelle Dodd

- SMITHEREENS NORTHSIDE LLOYD COLE CULT CHAPTERHOUSE NIRVANA LOUNHOUSE BLUR HotList: ROBYN HITCHCOCK & SIOUXSIE & THE BA VOICE OF THE BEEH SMITHEREENS NORTHSIDE

KACV/Amarillo (806) 371-5227 Jeremy Karr

- CULT RED HOT CHILI PEPPER FIVE THIRTY HotList: INNOCENCE MISSION JOAN JETT & THE B Doves SMITHEREENS CANDY SKINS

KBAC/Santa Fe Albuquerque (505) 471-7110 Ben Evans

- BLUES TRAVELER TEXAS TRIP SHAKESPEARE BLUE AEROPLANES TERRANCE SIOUX & GOLDEN PALOMNOS AMERICAN MUSIC CL RED HOT CHILI PEPPER SEVEN SIDONS HotList: MASSIVE ATTACK SQUEEZE INNOCENCE MISSION ARDMAN LOGIC NORMAL STUD

WRAB/Atlanta (404) 851-2240 Jeff Clark

- GOLDEN PALOMNOS BLUR BLUE AEROPLANES CULT RED HOT CHILI PEPPER FIVE THIRTY HotList: ALISON MOYET ALISON MOYET PSYCHEDELIC PURS ROBYN HITCHCOCK & MASSIVE ATTACK

WDEI/Detroit (313) 577-4146 Ann Dallas

- MATERIAL JULIAN LEBRON TEXAS FIVE THIRTY MENDITS HotList: ALISON MOYET ALISON MOYET PSYCHEDELIC PURS ROBYN HITCHCOCK & MASSIVE ATTACK

WBNY/Buffalo (716) 878-3080 Mike Parish

- METALLICA ICE-T DOUGHBITS MORRISSEY ALBINO STATE TWENTY FOUR ONE BLUE AEROPLANES MR. BONGLE TITANIC LOVE AFPA FIVE THIRTY RED HOT CHILI PEPPER BOB STATE CULT HotList: WONDER STUFF RED'S ATOMIC DUST PSYCHEDELIC PURS METALLICA TRANSVISION VAMP

KUNV/Las Vegas (702) 739-3877 Joel Habbeshaw

PH DAWN CULT HotList: PUCE TUNNEL INTERNATIONAL BEA MC 900PT JESUS FROM HELL ARBIT RED HOT CHILI PEPPER SINGLE GUN THEORY TEXAS WINDS MENDITS BUR STATE HotList: SMASHING PUMPKINS GARY CLAIL PATINA MANSIONS CARTER THE UNSTOP TRANSVISION VAMP

TEXAS THE BAND FROM SCOTLAND IN MY HEART THE NEW SINGLE From the forthcoming album MOTHERS HEAVEN. 848 578-47



WFLZ/Tampa Tower 93.7 FM THE POWER TRS PD: B.J. Harris APD: Jeff "Booger" Kapugi MD: Hawk Harrison

KHYI/Dallas Power 95.5 FM FEEL THE ENERGY! PD: Frank Miniaci APD/MD: Mike Easterlin Music Coord: J.J. Morgan

197 FM New Orleans PD: Brian Thomas APD/MD: Joey Giovingo Research Dir.: Lee Cagle

WICI 97.9 Columbus PD: Dave Robbins APD: Dan Bowen MD: John Cline

96.3 FM RADIO WHYY Detroit PD: Rick Gillette APD/MD: Mark Jackson

KRBE 104 Houston Hits. Without the hype. PD: Steve Wyrostok MD: Cheryl Broz

103.5 KTFM San Antonio OM: Bob Perry PD: Rick "Big Dog" Hayes MD: Ross Knight

KXXR Kansas City 106 PD: Jack Alix APD/MD: Mike Kennedy Music Coord: Ben Jammin

92 WKRO-FM Cincinnati PD: Dave Allen MD: Brian Douglas

99.5 FM WZPL Indianapolis INDY'S #1 HIT MUSIC STATION OMP/MD: Don London MD: Garrett Michaels

40.4 FM WNVZ Norfolk OM/MD: Chris Bailey MD: Ellis B. Feaster

all hit 97.1 NEGL Dallas PD: Joel Folger APD/MD: Jimmy Steal

HOT 102 WLUW FM MILWAUKEE PD: Dan Kleley MD: Dana London

90 KILLER BEE Chicago PD: Dave Shakes MD: Todd Cavanagh

91.4 KBEQ Kansas City PD/MD: Jon Anthony APD: Geoff St. John

40.4 FM WNVZ Norfolk OM/MD: Chris Bailey MD: Ellis B. Feaster

97.9 FM THE BOX KBOX Stopless Music KBXX/Houston PD: Rob Scorpio MD: Greg Head

WLUW/Milwaukee PD: Dan Kleley MD: Dana London

KB 101.3 Minneapolis PD: Mark Bolke APD/MD: Mr. Ed Lambert

90.7 FM Detroit WDFX PD: Deanna Kaminski

**WPHR**  
Cleveland

**POWER 92**  
PURE ENERGY... DANCE NOW!!

PD: Cat Thomas  
MD: Ed Brown

H 1 SCORPIONS/Edge Of Change  
2 MICHAEL BOLTON/Time, Love And Tender  
3 MARY MARR & THE GOOD VIBRATIONS  
4 FIREHOUSE/Love Of A Lifetime  
5 COLOR ME BADDI/Adore Me Amor  
6 BRYAN ADAMS/Everything I Do I D  
7 MARIAN CAREY/Emotions  
8 ROSETTE/Fading Like A Flower  
9 CATHY DENNIS/Too Many Malls  
10 B.E.R./Being Happy People  
11 SPECIAL/The Sound Of Your Voice  
12 BOY II MEN/Motompeville  
13 KARYN WHITE/Romantic  
14 HEAVY D & THE SO/How That We Found Lov  
15 SALT-N-PEPA/Let's Talk About Sex  
16 BONNIE RAITT/Something To Talk About  
17 HENRY LUIS & THE SO/How That We Found Lov  
18 HUEY LEWIS & THE 3/11 Hit Me Like A Hammer  
19 BRYAN ADAMS/Can't Stop This Thing  
20 EDDIE MONEY/Heaven In The Back  
21 BAD COMPANY/Heads Through Fire  
22 CHEBYY HARRIS/The One And Only  
23 HEAVY D & THE SO/How That We Found Lov  
24 RIC MURPHY/Save Me Just A Little  
25 MARTINA/Love... The Will Be Do  
26 BRYAN ADAMS/Can't Stop This Thing  
27 DRP/Panama's Hot Little A  
28 ESTREME/Hearts  
29 RUSS IRMINE/My Heart Belongs To Y  
30 TAMI BRINK/The Truth

ADDS  
NATURAL SELECTION/Do Anything  
OR-N-HOME/Everywhere  
LUTHER VANROSS/Don't Want To Be A Fool  
JAMES BROWN/Hot Love  
CURTIS STIGERS/Wonder Why  
ZOOBY HARLEY/Good Time

**WKBQ**  
St. Louis

**106.5**

PD: Mark Todd  
APD: Chris Knight  
MD: Jim Atkinson

1 FIREHOUSE/Love Of A Lifetime  
2 C & C MUSIC FACTO/Things That Make You  
3 ESTREME/Hearts  
4 MI-FIVE/I Can't Wait Another  
5 STEEL HEART/Don't Give Up On Me  
6 BOY II MEN/Motompeville  
7 BRYAN ADAMS/Everything I Do I D  
8 MARY MARR & THE GOOD VIBRATIONS  
9 SCORPIONS/Edge Of Change  
10 NATURAL SELECTION/Do Anything  
11 BONNIE RAITT/Something To Talk About  
12 MICHAEL BOLTON/Time, Love And Tender  
13 BAD COMPANY/Heads Through Fire  
14 CHEBYY HARRIS/The One And Only  
15 SCORPIONS/Edge Of Change  
16 HUEY LEWIS & THE 3/11 Hit Me Like A Hammer  
17 CATHY DENNIS/Too Many Malls  
18 DUMB B' BODIES/Don't Give Up  
19 ROSETTE/Fading Like A Flower  
20 JESU JONES/Real, Real, Real  
21 MICHAEL BOLTON/Time, Love And Tender  
22 COLOR ME BADDI/Adore Me Amor  
23 EPP/Less  
24 MARTINA/Love... The Will Be Do  
25 R.E.R./Being Happy People  
26 SALT-N-PEPA/Let's Talk About Sex

ADDS  
27 31  
OR-N-HOME/Everywhere

**WJMO**  
Cleveland

PD: Keith Clark  
MD: Tank Sherman

H 1 COLOR ME BADDI/Adore Me Amor  
2 MARY MARR & THE GOOD VIBRATIONS  
3 PAULA ABU/The Promise Of A New  
4 HEAVY D & THE SO/How That We Found Lov  
5 BOY II MEN/Motompeville  
6 C & C MUSIC FACTO/Things That Make You  
7 MARIAN CAREY/Emotions  
8 KARYN WHITE/Romantic  
9 MI-FIVE/I Can't Wait Another  
10 MICHAEL BOLTON/Time, Love And Tender  
11 JAZZY JEFF & FRES/Summerline  
12 JED BASS/Pop Goes The Weasel  
13 WHITNEY HIGHTOWER/Here I Am  
14 RLF/3 A.R. Eternal  
15 VANESSA WILLIAMS/Running Back To You  
16 ORP/Imagination  
17 CATHY DENNIS/Too Many Malls  
18 NATURAL SELECTION/Do Anything  
19 TARA HEMP/Place Of Heart  
20 RYTHM SYNDICATE/P.A.B.B.I.D.M.  
21 LATIN ALLIANCE/Love Rider  
22 SALT-N-PEPA/Let's Talk About Sex  
23 LUTHER VANROSS/Don't Want To Be A Fool  
24 HENRY LUIS & THE SO/How That We Found Lov  
25 JASMINE GUY/Just Want To Hold You  
26 BELL BIV DEVOTE/Here To The Hubba  
27 OR-N-HOME/Everywhere  
28 P.C. QUEST/After The Summer's Do  
29 AFTER /Tonight  
30 ZOOBY HARLEY/Good Time  
31 LORRIE GORDON/Catch You  
32 PAULA ABU/Run Run Run  
33 NIC MURPHY/Save Me Just A Little  
34 BLACK BODY/Passion  
35 RIFF/If You're Serious  
36 LISA FISCHER/Save Me  
37 R.E.R./Can't Stop This Thing

ADDS  
38  
OR-N-HOME/Everywhere

**WEST**

**POWER 92**  
PURE ENERGY... DANCE NOW!!

KKFR/Phoenix

VP/Programming: Steve Smith  
APD/MD: Dena Yasner  
Prog. Coord.: Tim Byrd

H 1 JASMINE GUY/Just Want To Hold You  
2 MI-FIVE/I Can't Wait Another  
3 HEAVY D & THE SO/How That We Found Lov  
4 MARY MARR & THE GOOD VIBRATIONS  
5 COLOR ME BADDI/Adore Me Amor  
6 JAZZY JEFF & FRES/Summerline  
7 C & C MUSIC FACTO/Things That Make You  
8 BRYAN ADAMS/Everything I Do I D  
9 TONY TERRY/Save Me  
10 LORRY KRAVITZ/It Ain't Over 'Til It  
11 CATHY DENNIS/Too Many Malls  
12 PAULA ABU/The Promise Of A New  
13 BEAL/Craig  
14 BRAND NEW HEAVIES/Never Stop  
15 RLF/3 A.R. Eternal  
16 KARYN WHITE/Romantic  
17 LIBA FISCHER/Save Me  
18 TONY TERRY/Save Me  
19 TONY TERRY/Save Me  
20 VANESSA WILLIAMS/Running Back To You  
21 VANESSA WILLIAMS/Running Back To You  
22 MARIAN CAREY/Emotions  
23 JIMMY/Keep Me  
24 LATIN ALLIANCE/Love Rider  
25 TRU/Lover Than Love  
26 JASMINE GUY/Just Want To Hold You  
27 MARTINA/Love... The Will Be Do  
28 NATURAL SELECTION/Do Anything  
29 SALT-N-PEPA/Let's Talk About Sex  
30 JONANDA/Get A Love For You  
31 LUTHER VANROSS/Don't Want To Be A Fool  
32 MARIAN CAREY/Emotions  
33 ER-SIR/FRIND/My Can't You Come Ho  
34 RYTHM SYNDICATE/My Donna  
35 CLUBHOUSE/Deep In My Heart

ADDS  
36 BELL BIV DEVOTE/Here To The Hubba  
37 BLUE TRAIN/All I Need Is You  
38 CECE PENISTON/Finally

**99.1 KGGI FM**

Quadruples the Music!

KGGI/Riverside

OM: Larry Martino  
PD: Bob West  
MD: Mike Marino

H 1 COLOR ME BADDI/Adore Me Amor  
2 BOY II MEN/Motompeville  
3 MARY MARR & THE GOOD VIBRATIONS  
4 TONY TERRY/Save Me  
5 BRYAN ADAMS/Everything I Do I D  
6 DJ QUIR/Tonight  
7 PAULA ABU/The Promise Of A New  
8 LATIN ALLIANCE/Love Rider  
9 JASMINE GUY/Just Want To Hold You  
10 MI-FIVE/I Can't Wait Another  
11 KARYN WHITE/Romantic  
12 ANGEL/Angel Baby  
13 C & C MUSIC FACTO/Things That Make You  
14 NATURAL SELECTION/Do Anything  
15 JAZZY JEFF & FRES/Summerline  
16 MARIAN CAREY/Emotions  
17 MI-FIVE/I Can't Wait Another  
18 HENRY LUIS & THE SO/How That We Found Lov  
19 BRAND NEW HEAVIES/Never Stop  
20 VANESSA WILLIAMS/Running Back To You  
21 VANESSA WILLIAMS/Running Back To You  
22 MARIAN CAREY/Emotions  
23 JIMMY/Keep Me  
24 LATIN ALLIANCE/Love Rider  
25 TRU/Lover Than Love  
26 JASMINE GUY/Just Want To Hold You  
27 MARTINA/Love... The Will Be Do  
28 NATURAL SELECTION/Do Anything  
29 SALT-N-PEPA/Let's Talk About Sex  
30 JONANDA/Get A Love For You  
31 LUTHER VANROSS/Don't Want To Be A Fool  
32 MARIAN CAREY/Emotions  
33 ER-SIR/FRIND/My Can't You Come Ho  
34 RYTHM SYNDICATE/My Donna  
35 CLUBHOUSE/Deep In My Heart

ADDS  
36 BELL BIV DEVOTE/Here To The Hubba  
37 BLUE TRAIN/All I Need Is You  
38 CECE PENISTON/Finally

**San Jose**  
**97.7 KHQT**

PD: Ken Richards  
APD/MD: John Christian

H 1 COLOR ME BADDI/Adore Me Amor  
2 A LIGHTER SHADE O/Latin Active  
3 VAN DAPPE/All Right Now  
4 PAULA ABU/The Promise Of A New  
5 MI-FIVE/I Can't Wait Another  
6 JASMINE GUY/Just Want To Hold You  
7 TONY TERRY/Save Me  
8 HEAVY D & THE SO/How That We Found Lov  
9 TRU/Lover Than Love  
10 BOY II MEN/Motompeville  
11 MARIAN CAREY/Emotions  
12 MARY MARR & THE GOOD VIBRATIONS  
13 KARYN WHITE/Romantic  
14 RLF/3 A.R. Eternal  
15 JONANDA/Get A Love For You  
16 JAZZY JEFF & FRES/Summerline  
17 THE RHYTHM/It'll Do Anything For  
18 C & C MUSIC FACTO/Things That Make You  
19 BRAND NEW HEAVIES/Never Stop  
20 JED BASS/Pop Goes The Weasel  
21 ESCAPE CLUB/It'll Be There  
22 LORRY KRAVITZ/It Ain't Over 'Til It  
23 MARTINA/Love... The Will Be Do  
24 P.C. QUEST/After The Summer's Do  
25 RYTHM SYNDICATE/My Donna  
26 VANESSA WILLIAMS/Running Back To You  
27 VANESSA WILLIAMS/Running Back To You  
28 BELL BIV DEVOTE/Here To The Hubba  
29 LUTHER VANROSS/Don't Want To Be A Fool  
30 NATURAL SELECTION/Do Anything  
31 WHITNEY HIGHTOWER/Here I Am  
32 TONY TERRY/Save Me  
33 TONY TERRY/Save Me  
34 TONY TERRY/Save Me  
35 TONY TERRY/Save Me  
36 TONY TERRY/Save Me  
37 TONY TERRY/Save Me  
38 TONY TERRY/Save Me  
39 TONY TERRY/Save Me  
40 TONY TERRY/Save Me

ADDS  
41 DJ QUIR/Tonight  
42 NAUGHTY BY NATURE/O.P.P.  
43 MICHAEL BOLTON/Time, Love And Tender  
44 MICHAEL BOLTON/Time, Love And Tender  
45 MICHAEL BOLTON/Time, Love And Tender  
46 MICHAEL BOLTON/Time, Love And Tender  
47 MICHAEL BOLTON/Time, Love And Tender  
48 MICHAEL BOLTON/Time, Love And Tender  
49 MICHAEL BOLTON/Time, Love And Tender  
50 MICHAEL BOLTON/Time, Love And Tender

**DANCE NOW!**

**Power 106 FM**

KPWR/Los Angeles

APD/MD: Al Tavera

H 1 COLOR ME BADDI/Adore Me Amor  
2 BRYAN ADAMS/Everything I Do I D  
3 JAZZY JEFF & FRES/Summerline  
4 C & C MUSIC FACTO/Things That Make You  
5 MI-FIVE/I Can't Wait Another  
6 A LIGHTER SHADE O/Latin Active  
7 HEAVY D & THE SO/How That We Found Lov  
8 LORRY KRAVITZ/It Ain't Over 'Til It  
9 LORRY KRAVITZ/It Ain't Over 'Til It  
10 LORRY KRAVITZ/It Ain't Over 'Til It  
11 CATHY DENNIS/Too Many Malls  
12 PAULA ABU/The Promise Of A New  
13 BEAL/Craig  
14 BRAND NEW HEAVIES/Never Stop  
15 RLF/3 A.R. Eternal  
16 KARYN WHITE/Romantic  
17 LIBA FISCHER/Save Me  
18 TONY TERRY/Save Me  
19 TONY TERRY/Save Me  
20 VANESSA WILLIAMS/Running Back To You  
21 VANESSA WILLIAMS/Running Back To You  
22 MARIAN CAREY/Emotions  
23 JIMMY/Keep Me  
24 LATIN ALLIANCE/Love Rider  
25 TRU/Lover Than Love  
26 JASMINE GUY/Just Want To Hold You  
27 MARTINA/Love... The Will Be Do  
28 NATURAL SELECTION/Do Anything  
29 SALT-N-PEPA/Let's Talk About Sex  
30 JONANDA/Get A Love For You  
31 LUTHER VANROSS/Don't Want To Be A Fool  
32 MARIAN CAREY/Emotions  
33 ER-SIR/FRIND/My Can't You Come Ho  
34 RYTHM SYNDICATE/My Donna  
35 CLUBHOUSE/Deep In My Heart

ADDS  
36 BELL BIV DEVOTE/Here To The Hubba  
37 BLUE TRAIN/All I Need Is You  
38 CECE PENISTON/Finally

**99.1 KGGI FM**

Quadruples the Music!

KGGI/Riverside

OM: Larry Martino  
PD: Bob West  
MD: Mike Marino

H 1 COLOR ME BADDI/Adore Me Amor  
2 BOY II MEN/Motompeville  
3 MARY MARR & THE GOOD VIBRATIONS  
4 TONY TERRY/Save Me  
5 BRYAN ADAMS/Everything I Do I D  
6 DJ QUIR/Tonight  
7 PAULA ABU/The Promise Of A New  
8 LATIN ALLIANCE/Love Rider  
9 JASMINE GUY/Just Want To Hold You  
10 MI-FIVE/I Can't Wait Another  
11 KARYN WHITE/Romantic  
12 ANGEL/Angel Baby  
13 C & C MUSIC FACTO/Things That Make You  
14 NATURAL SELECTION/Do Anything  
15 JAZZY JEFF & FRES/Summerline  
16 MARIAN CAREY/Emotions  
17 MI-FIVE/I Can't Wait Another  
18 HENRY LUIS & THE SO/How That We Found Lov  
19 BRAND NEW HEAVIES/Never Stop  
20 VANESSA WILLIAMS/Running Back To You  
21 VANESSA WILLIAMS/Running Back To You  
22 MARIAN CAREY/Emotions  
23 JIMMY/Keep Me  
24 LATIN ALLIANCE/Love Rider  
25 TRU/Lover Than Love  
26 JASMINE GUY/Just Want To Hold You  
27 MARTINA/Love... The Will Be Do  
28 NATURAL SELECTION/Do Anything  
29 SALT-N-PEPA/Let's Talk About Sex  
30 JONANDA/Get A Love For You  
31 LUTHER VANROSS/Don't Want To Be A Fool  
32 MARIAN CAREY/Emotions  
33 ER-SIR/FRIND/My Can't You Come Ho  
34 RYTHM SYNDICATE/My Donna  
35 CLUBHOUSE/Deep In My Heart

ADDS  
36 BELL BIV DEVOTE/Here To The Hubba  
37 BLUE TRAIN/All I Need Is You  
38 CECE PENISTON/Finally

**Better Music**

**KOY-FM/Phoenix, AZ**

PD: Jamie Hyatt  
APD: Steve Goddard  
Music Coord: Julie Gavian

H 1 COLOR ME BADDI/Adore Me Amor  
2 BOY II MEN/Motompeville  
3 MARY MARR & THE GOOD VIBRATIONS  
4 TONY TERRY/Save Me  
5 BRYAN ADAMS/Everything I Do I D  
6 DJ QUIR/Tonight  
7 PAULA ABU/The Promise Of A New  
8 LATIN ALLIANCE/Love Rider  
9 JASMINE GUY/Just Want To Hold You  
10 MI-FIVE/I Can't Wait Another  
11 KARYN WHITE/Romantic  
12 ANGEL/Angel Baby  
13 C & C MUSIC FACTO/Things That Make You  
14 NATURAL SELECTION/Do Anything  
15 JAZZY JEFF & FRES/Summerline  
16 MARIAN CAREY/Emotions  
17 MI-FIVE/I Can't Wait Another  
18 HENRY LUIS & THE SO/How That We Found Lov  
19 BRAND NEW HEAVIES/Never Stop  
20 VANESSA WILLIAMS/Running Back To You  
21 VANESSA WILLIAMS/Running Back To You  
22 MARIAN CAREY/Emotions  
23 JIMMY/Keep Me  
24 LATIN ALLIANCE/Love Rider  
25 TRU/Lover Than Love  
26 JASMINE GUY/Just Want To Hold You  
27 MARTINA/Love... The Will Be Do  
28 NATURAL SELECTION/Do Anything  
29 SALT-N-PEPA/Let's Talk About Sex  
30 JONANDA/Get A Love For You  
31 LUTHER VANROSS/Don't Want To Be A Fool  
32 MARIAN CAREY/Emotions  
33 ER-SIR/FRIND/My Can't You Come Ho  
34 RYTHM SYNDICATE/My Donna  
35 CLUBHOUSE/Deep In My Heart

ADDS  
36 BELL BIV DEVOTE/Here To The Hubba  
37 BLUE TRAIN/All I Need Is You  
38 CECE PENISTON/Finally

**KLAFM**  
102.7

Los Angeles

PD: Bill Richards  
APD: Gwen Roberts  
MD: Michael Martin

H 1 BRYAN ADAMS/Everything I Do I D  
2 SCORPIONS/Edge Of Change  
3 COLOR ME BADDI/Adore Me Amor  
4 BOY II MEN/Motompeville  
5 MICHAEL BOLTON/Time, Love And Tender  
6 MARY MARR & THE GOOD VIBRATIONS  
7 ESCAPE CLUB/It'll Be There  
8 PAULA ABU/The Promise Of A New  
9 C & C MUSIC FACTO/Things That Make You  
10 MI-FIVE/I Can't Wait Another  
11 R.E.R./Being Happy People  
12 MARIAN CAREY/Emotions  
13 NATALIE COLE w/NA/Unforgettable  
14 HEAVY D & THE SO/How That We Found Lov  
15 BEAL/Craig  
16 CATHY DENNIS/Too Many Malls  
17 A LIGHTER SHADE O/Latin Active  
18 KARYN WHITE/Romantic  
19 ROSETTE/Fading Like A Flower  
20 ROD STEWART/You're Making Me A Fool  
21 LUTHER VANROSS/Don't Want To Be A Fool  
22 AARON NEVILLE/Everywhere Plays The F  
23 HENRY LUIS & THE SO/How That We Found Lov  
24 SIOUXIE & THE BA/RKiss Then For Me  
25 RLF/3 A.R. Eternal  
26 BONNIE RAITT/Something To Talk About  
27 ESTREME/Hearts  
28 BRYAN ADAMS/Can't Stop This Thing  
29 NATURAL SELECTION/Do Anything  
30 RYTHM SYNDICATE/My Donna

ADDS  
ROBERTA FLACK/Get The Night To Must  
TONY TERRY/Save Me  
NAUGHTY BY NATURE/O.P.P.  
RYTHM SYNDICATE/My Donna

OR  
JESU JONES/Real, Real, Real  
P.C. QUEST/After The Summer's Do  
JASMINE GUY/Just Want To Hold You

**KQKS**  
Denver

PD: Dave Van Stone  
APD/MD: Stacy Cantrell

H 1 COLOR ME BADDI/Adore Me Amor  
2 NATURAL SELECTION/Do Anything  
3 C & C MUSIC FACTO/Things That Make You  
4 MI-FIVE/I Can't Wait Another  
5 BOY II MEN/Motompeville  
6 HEAVY D & THE SO/How That We Found Lov  
7 MARY MARR & THE GOOD VIBRATIONS  
8 JAZZY JEFF & FRES/Summerline  
9 BRAND NEW HEAVIES/Never Stop  
10 AARON NEVILLE/Everywhere Plays The F  
11 JASMINE GUY/Just Want To Hold You  
12 BELL BIV DEVOTE/Here To The Hubba  
13 P.C. QUEST/After The Summer's Do  
14 NATURAL SELECTION/Do Anything  
15 RYTHM SYNDICATE/My Donna  
16 RYTHM SYNDICATE/My Donna  
17 RYTHM SYNDICATE/My Donna  
18 RYTHM SYNDICATE/My Donna  
19 RYTHM SYNDICATE/My Donna  
20 RYTHM SYNDICATE/My Donna  
21 RYTHM SYNDICATE/My Donna  
22 RYTHM SYNDICATE/My Donna  
23 RYTHM SYNDICATE/My Donna  
24 RYTHM SYNDICATE/My Donna

ADDS  
ROBERTA FLACK/Get The Night To Must  
TONY TERRY/Save Me  
NAUGHTY BY NATURE/O.P.P.  
RYTHM SYNDICATE/My Donna

**EMIG 2.5**

K S F M

Sacramento

PD: Dr. Dave Ferguson  
APD/MD: Chuck Field  
Music Coord.: Ricky Leigh

H 1 JASMINE GUY/Just Want To Hold You  
2 COLOR ME BADDI/Adore Me Amor  
3 MARY MARR & THE GOOD VIBRATIONS  
4 ER-SIR/FRIND/My Can't You Come Ho  
5 MARIAN CAREY/Emotions  
6 LUTHER VANROSS/Don't Want To Be A Fool  
7 DJ QUIR/Tonight  
8 MI-FIVE/I Can't Wait Another  
9 BOY II MEN/Motompeville  
10 WHITNEY HIGHTOWER/Here I Am  
11 JAZZY JEFF & FRES/Summerline  
12 LORRY KRAVITZ/It Ain't Over 'Til It  
13 HEAVY D & THE SO/How That We Found Lov  
14 KARYN WHITE/Romantic  
15 RLF/3 A.R. Eternal  
16 NATALIE COLE w/NA/Unforgettable  
17 ANOTHER BAD GUY/Running Back To You  
18 BONNIE RAITT/Something To Talk About  
19 NATURAL SELECTION/Do Anything  
20 MARIAN CAREY/Emotions  
21 NATALIE COLE w/NA/Unforgettable  
22 RYTHM SYNDICATE/My Donna  
23 RYTHM SYNDICATE/My Donna  
24 RYTHM SYNDICATE/My Donna  
25 RYTHM SYNDICATE/My Donna  
26 RYTHM SYNDICATE/My Donna  
27 RYTHM SYNDICATE/My Donna  
28 RYTHM SYNDICATE/My Donna  
29 RYTHM SYNDICATE/My Donna  
30 RYTHM SYNDICATE/My Donna

ADDS  
SALT-N-PEPA/Let's Talk About Sex  
BRAND NEW HEAVIES/Never Stop  
LORRIE GORDON/Catch You

OR  
RIFF/If You're Serious  
LORRIE GORDON/Catch You

**106.8**  
San Diego

A Better Mix of Music

KKLQ/San Diego

PD: Kevin Weatherly  
MD: Michelle Santosuoso

H 1 COLOR ME BADDI/Adore Me Amor  
2 MARY MARR & THE GOOD VIBRATIONS  
3 BRYAN ADAMS/Everything I Do I D  
4 NATURAL SELECTION/Do Anything  
5 NAUGHTY BY NATURE/O.P.P.  
6 AMY GRANT/Every Heartbeat  
7 BOY II MEN/Motompeville  
8 PAULA ABU/The Promise Of A New  
9 MARIAN CAREY/Emotions  
10 CATHY DENNIS/Too Many Malls  
11 BEAL/Craig  
12 MI-FIVE/I Can't Wait Another  
13 HENRY LUIS & THE SO/How That We Found Lov  
14 TONY TERRY/Save Me  
15 C & C MUSIC FACTO/Things That Make You  
16 SALT-N-PEPA/Let's Talk About Sex  
17 KARYN WHITE/Romantic  
18 NATALIE COLE w/NA/Unforgettable  
19 BOY II MEN/Motompeville  
20 RLF/3 A.R. Eternal  
21 BONNIE RAITT/Something To Talk About  
22 ESTREME/Hearts  
23 BRYAN ADAMS/Can't Stop This Thing  
24 NATURAL SELECTION/Do Anything  
25 RYTHM SYNDICATE/My Donna

ADDS  
26 JESU JONES/Real, Real, Real  
27 P.C. QUEST/After The Summer's Do  
28 JASMINE GUY/Just Want To Hold You  
29 RYTHM SYNDICATE/My Donna

**KMEL**  
MORE MUSIC 106 FM

San Francisco

PD: Keith Naftaly  
APD/MD: Hosh Gureli  
Music Coord: Harold Austin

H 1 COLOR ME BADDI/Adore Me Amor  
2 BOY II MEN/Motompeville  
3 JASMINE GUY/Just Want To Hold You  
4 NAUGHTY BY NATURE/O.P.P.  
5 MARY MARR & THE GOOD VIBRATIONS  
6 MARY MARR & THE GOOD VIBRATIONS  
7 ESCAPE CLUB/It'll Be There  
8 ER-SIR/FRIND/My Can't You Come Ho  
9 C & C MUSIC FACTO/Things That Make You  
10 NATURAL SELECTION/Do Anything  
11 VANESSA WILLIAMS/Running Back To You  
12 NATALIE COLE w/NA/Unforgettable  
13 AARON NEVILLE/Everywhere Plays The F  
14 LUTHER VANROSS/Don't Want To Be A Fool  
15 RYTHM SYNDICATE/My Donna  
16 RYTHM SYNDICATE/My Donna  
17 RYTHM SYNDICATE/My Donna  
18 RYTHM SYNDICATE/My Donna  
19 RYTHM SYNDICATE/My Donna  
20 RYTHM SYNDICATE/My Donna  
21 RYTHM SYNDICATE/My Donna  
22 RYTHM SYNDICATE/My Donna  
23 RYTHM SYNDICATE/My Donna  
24 RYTHM SYNDICATE/My Donna

ADDS  
25 JESU JONES/Real, Real, Real  
26 P.C. QUEST/After The Summer's Do  
27 JASMINE GUY/Just Want To Hold You  
28 RYTHM SYNDICATE/My Donna

**WBE 93 FM**

Seattle

OM/MD: Bob Case  
APD: Barry Beck  
MD: Chet Buchanan

H 1 COLOR ME BADDI/Adore Me Amor  
2 MICHAEL BOLTON/Time, Love And Tender  
3 PAULA ABU/The Promise Of A New  
4 BRYAN ADAMS/Everything I Do I D  
5 ROD STEWART/You're Making Me A Fool  
6 C & C MUSIC FACTO/Things That Make You  
7 MARIAN CAREY/Emotions  
8 AMY GRANT/Every Heartbeat  
9 SCORPIONS/Edge Of Change  
10 MARY MARR & THE GOOD VIBRATIONS  
11 MI-FIVE/I Can't Wait Another  
12 KARYN WHITE/Romantic  
13 BOY II MEN/Motompeville  
14 HENRY LUIS & THE SO/How That We Found Lov  
15 ROSETTE/Fading Like A Flower  
16 HUEY LEWIS & THE 3/11 Hit Me Like A Hammer  
17 R.E.R./Being Happy People  
18 BONNIE RAITT/Something To Talk About  
19 ESTREME/Hearts  
20 NATURAL SELECTION/Do Anything  
21 MARTINA/Love... The Will Be Do  
22 LUTHER VANROSS/Don't Want To Be A Fool  
23 JESU JONES/Real, Real, Real  
24 BRYAN ADAMS/Can't Stop This Thing  
25 BAD COMPANY/Heads Through Fire  
26 HEAVY D & THE SO/How That We Found Lov  
27 MARIAN CAREY/Emotions  
28 AARON NEVILLE/Everywhere Plays The F  
29 CURTIS STIGERS/Wonder Why  
30 ROBERTA FLACK/Get The Night To Must  
31 TONY TERRY/Save Me  
32 TMD PLUS TMD/Love The Beat

ADDS  
33  
34  
35

**KRXY**  
Denver

PD: Dom Testa  
APD/MD: Randy Logan

H 1 MICHAEL BOLTON/Time, Love And Tender  
2 BONNIE RAITT/Something To Talk About  
3 AARON NEVILLE/Everywhere Plays The F  
4 HUEY LEWIS & THE 3/11 Hit Me Like A Hammer  
5 PAULA ABU/The Promise Of A New  
6 LUTHER VANROSS/Don't Want To Be A Fool  
7 AMY GRANT/Every Heartbeat  
8 ESCAPE CLUB/It'll Be There  
9 MARIAN CAREY/Emotions  
10 SCORPIONS/Edge Of Change  
11 CATHY DENNIS/Too Many Malls  
12 BONNIE RAITT/Something To Talk About  
13 AARON NEVILLE/Everywhere Plays The F  
14 WORLD ON EDGE/Watch The Rain  
15 RUB SEIDER/The Real Love  
16 BAD COMPANY/Heads Through Fire  
17 ROSETTE/Fading Like A Flower  
18 HENRY LUIS & THE SO/How That We Found Lov  
19 BRYAN ADAMS/Can't Stop This Thing  
20 MICHAEL BOLTON/Time, Love And Tender  
21 SIOUXIE & THE BA/RKiss Then For Me  
22 SIOUXIE & THE BA/RKiss Then For Me  
23 SIOUXIE & THE BA/RKiss Then For Me  
24 SIOUXIE & THE BA/RKiss Then For Me  
25 SIOUXIE & THE BA/RKiss Then For Me  
26 SIOUXIE & THE BA/RKiss Then For Me  
27 SIOUXIE & THE BA/RKiss Then For Me  
28 SIOUXIE & THE BA/RKiss Then For Me  
29 SIOUXIE & THE BA/RKiss Then For Me  
30 SIOUXIE & THE BA/RKiss Then For Me

ADDS  
31  
32  
33

## EAST

### MOST ADDED

**ROBERTA FLACK (22)**  
**GUNS N' ROSES (20)**  
**SMOOTH (14)**  
**BRYAN ADAMS (10)**  
**EDDIE MONEY (10)**  
**RICHIE SAMBORA (10)**

### BREAKOUTS

**BRAND NEW HEAVIES (5)**

## P2

FLYING SAUCERS, NY  
Morgan/Scott

BELL BIV DEVOE (dp)  
DP

CURTIS STIGERS  
CHESSY HANCKES

Not last:  
PAULA ABUL 3-1  
BOYZ II MEN 6-3  
HI-FIVE 12-8  
COLOR HE BADD 10-10  
MARIAH CAREY 20-12

WABW/Albany, NY  
Coonan/Coonan

JESUS JONES  
BRYAN ADAMS  
CURTIS STIGERS  
GUNS N' ROSES  
EDDIE MONEY

Not last:  
SCORPIONS 8-1  
COLOR HE BADD 10-6  
HARVEY KARPIS & THE 16-13  
NATURAL SELECTION 17-18  
MARIAH CAREY 28-16

WAAW/Binghamton, NY  
Morgan/Crist

NATURAL SELECTION  
MICHAEL V. SMITH  
GUNS N' ROSES (dp)  
RICHIE SAMBORA

Not last:  
MARIAH CAREY 15-9  
HARVEY KARPIS & THE 17-18  
TAMI SHOW 25-21  
BILLY FALCON 26-22  
RYTHM SYNDICATE 40-35

WKBW/Buffalo, NY  
Edwards/McGowan

none

Not last:  
CATHY DORRIS 2-1  
MILYNE HOUSTON 6-2  
HI-FIVE 8-4  
SCORPIONS 7-6  
R.E.H. 20-10

WKXZ/Chamberburg, PA  
Rick Alexander

HEAVY D. & THE BO  
GUNS N' ROSES  
TAMI SHOW (dp)  
METALLICA (dp)  
ROBERTA FLACK (dp)

Not last:  
BRYAN ADAMS 1-1  
FIREHOUSE 2-2  
BOYZ II MEN 12-4  
COLOR HE BADD 10-5  
HARVEY KARPIS & THE 18-13

WYSR/Charleston, WV  
Shahan/Allen

MICHAEL V. SMITH  
GUNS N' ROSES (dp)  
ROBERTA FLACK  
SMOOTH (dp)  
BELL BIV DEVOE (dp)

Not last:  
MICHAEL BOLTON 2-1  
C & C MUSIC FACTO 3-2  
COLOR HE BADD 8-5  
BOYZ II MEN 11-7  
MARIAH CAREY 29-8

JET-FM/Erie, PA  
Coat/Sharpe

RICHIE SAMBORA (dp)  
GUNS N' ROSES  
HOTLIPS CRUE (dp)

Not last:  
FIREHOUSE 2-1  
EXTREME 6-3  
38 SPECIAL 5-4  
R.E.H. 8-7  
BOB SEIDER 13-9

WHRZ/Canton, OH  
Falcon/McVie

ROBERTA FLACK  
RUSS IMVIN  
BLACK BOX

Not last:  
BONNIE RAITT 3-1  
ROD STUBART 4-3  
FIREHOUSE 5-4  
CATHY DORRIS 9-6  
EXTREME 10-7

WNNK/Harrisburg, PA  
O'Dear/Shaw

BRYAN ADAMS  
LUTHER VANDROSS  
RYTHM SYNDICATE

Not last:  
FIREHOUSE 2-1  
HI-FIVE 5-4  
COLOR HE BADD 8-5  
BOYZ II MEN 15-12  
EXTREME 21-16

WKBS/Hartford, CT  
Ward/Knight

CECE PENILTON  
TKA

Not last:  
BRAND NEW HEAVIES (dp)  
ROBERTA FLACK (dp)  
MARIAH CAREY 19-9  
BOYZ II MEN 2-1  
COLOR HE BADD 4-2  
HEAVY D. & THE BO 6-5  
HARVEY KARPIS & THE 10-7  
MARIAH CAREY 25-10

WKES/Harrisburg, WV  
McFadden/Wilder

BAD COMPANY  
Not last:  
PAULA ABUL 3-1  
COLOR HE BADD 7-4  
FIREHOUSE 15-11  
HI-FIVE 22-16  
RUSS IMVIN D-25

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

## P3

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WPKW/Johannston, PA  
Adams/James

GUNS N' ROSES  
BRYAN ADAMS  
EDDIE MONEY (dp)  
CURTIS STIGERS (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

## SOUTH

### MOST ADDED

**ROBERTA FLACK (40)**  
**GUNS N' ROSES (33)**  
**EMIG (19)**  
**SMOOTH (18)**  
**BRYAN ADAMS (11)**

### BREAKOUTS

**RICHIE SAMBORA (9)**  
**TRACEY SPENCER (9)**  
**ANOTHER BAD CREATION (5)**  
**FARM (5)**

## P2

WBBQ/Augusta, GA  
Bruce Stevens

GUNS N' ROSES  
SMOOTH (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WBBQ/Augusta, GA  
Bruce Stevens

GUNS N' ROSES  
SMOOTH (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WBBQ/Augusta, GA  
Bruce Stevens

GUNS N' ROSES  
SMOOTH (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WBBQ/Augusta, GA  
Bruce Stevens

GUNS N' ROSES  
SMOOTH (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WBBQ/Augusta, GA  
Bruce Stevens

GUNS N' ROSES  
SMOOTH (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WBBQ/Augusta, GA  
Bruce Stevens

GUNS N' ROSES  
SMOOTH (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

WBBQ/Augusta, GA  
Bruce Stevens

GUNS N' ROSES  
SMOOTH (dp)

Not last:  
SCORPIONS 3-1  
ESCAPE CLUB 5-8  
MARIAH CAREY 9-5  
BRYAN ADAMS 20-14  
EXTREME 23-17

# CHR ADDS & HOTS

## MIDWEST

### MOST ADDED

**GUNS N' ROSES (28)**  
**ROBERTA FLACK (18)**  
**EDDIE HONEY (13)**  
**BRYAN ADAMS (12)**  
**EMF (12)**  
**RYTHM SYNDICATE (12)**  
**SMPLY RED (12)**

### BREAKOUTS

**REMURDS (18)**  
**RICHIE SAMBORA (9)**  
**METALLICA (5)**

## P2

WKDIA/Alton, OH  
 Clark/Robles

none  
 HotList:  
 SCORPIONS 1-1  
 98 SPECIAL 2-2  
 C & C MUSIC FACTO 6-4  
 ROD STUBART 7-7  
 MICHAEL MONALIS 16-16

WPKM/Canton, OH  
 Hughes/Vincent

GUNS N' ROSES  
 EDDIE HONEY  
 BFW  
 RICHIE SAMBORA  
 HotList:  
 BOB SEGER 10-5  
 BILLY FALCON 16-11  
 BRYAN ADAMS 27-22  
 METALLICA 28-28

WVTV/Cincinnati, OH  
 Marry/Alley

ANOTHER MAD GREAT (dp)  
 RYTHM SYNDICATE  
 C.E.C. KID (dp)  
 HotList:  
 HI-FIVE 2-2  
 3RD BASS 9-7  
 MARILYN CAREY 18-8  
 SALT-N-PEPA 16-12  
 BELL BEV DEVOTE 20-1A

WPKM/Cincinnati, OH  
 Austin/Ferguson

BRYAN ADAMS  
 PAUL ABUL  
 GUNS N' ROSES (dp)  
 RYTHM SYNDICATE  
 HotList:  
 FINEHOUSE 4-1  
 ROD STUBART 6-3  
 EXTREME 6-4  
 MICHAEL BOLTON 12-8  
 NATURAL SELECTION 14-9  
 WOTZ/Detroit, MI  
 Bala/DeVito

REMURDS  
 GUNS N' ROSES  
 ROBERTA FLACK  
 HotList:  
 PAULA ABUL 3-1  
 CATIE DERRIS 5-3  
 C & C MUSIC FACTO 5-5  
 COLOR HE BADD 12-9  
 NATURAL SELECTION 15-10

KJRH/Denver, CO  
 Knight/Ashton

BAD COMPANY  
 HENRY LEE SUMNER  
 BOYZ II MEN 3-3  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 6-1  
 HELSON 4-4  
 EXTREME 16-13  
 MARILYN CAREY 19-15  
 BRYAN ADAMS 26-22

WPKM/Cincinnati, OH  
 Whipple/Holmes

GUNS N' ROSES  
 BFW  
 TIME SHOW  
 STEVE WICKS (dp)  
 RUSS ILMIN  
 HotList:  
 PAULA ABUL 2-1  
 KATHY WHITE 22-14  
 MARILYN CAREY 26-15  
 HEAVY D. & THE BO 30-23  
 JESUS JONES 34-29

CHWS/Peoria, IL  
 St. Michaels/Cooper

GUNS N' ROSES  
 KISS  
 RICHIE SAMBORA  
 STEVE WICKS  
 MICHAEL W. SMITH  
 CHOCOLATE HOUSE  
 HotList:  
 COLOR HE BADD 2-1  
 BOYZ II MEN 5-4  
 NATURAL SELECTION 7-8  
 SALT-N-PEPA 14-7  
 MARILYN CAREY 15-8

WHEA/Peoria, IL  
 Jeff Davis

GUNS N' ROSES  
 ROBERTA FLACK  
 HotList:  
 PAULA ABUL 3-2  
 MICHAEL BOLTON 3-2  
 C & C MUSIC FACTO 6-5  
 BOYZ II MEN 9-8  
 WPKM/Cincinnati, MI  
 Brian Christopher

GUNS N' ROSES  
 BFW  
 HENRY LEE SUMNER  
 CHESTNUT HICKS (dp)  
 ROBERTA FLACK  
 EDDIE HONEY  
 HotList:  
 COLOR HE BADD 10-8  
 98 SPECIAL 2-2  
 K.J.C. KID 30-21  
 TAMI SHOW 35-30  
 MARILYN CAREY 39-31

WPKM/Cincinnati, MI  
 Stearns/Crain

GUNS N' ROSES  
 EDDIE HONEY  
 BFW  
 RICHIE SAMBORA  
 HotList:  
 BOB SEGER 10-5  
 BILLY FALCON 16-11  
 BRYAN ADAMS 27-22  
 METALLICA 28-28

WVTV/Cincinnati, OH  
 Robinson/Parbur

BRYAN ADAMS  
 STEVE WICKS  
 HI-FIVE  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 1-1  
 PAULA ABUL 2-1  
 KATHY WHITE 12-12  
 MARILYN CAREY 20-20  
 SALT-N-PEPA 21-21

WPKM/Cincinnati, OH  
 Marry/Alley

ANOTHER MAD GREAT (dp)  
 RYTHM SYNDICATE  
 C.E.C. KID (dp)  
 HotList:  
 HI-FIVE 2-2  
 3RD BASS 9-7  
 MARILYN CAREY 18-8  
 SALT-N-PEPA 16-12  
 BELL BEV DEVOTE 20-1A

WPKM/Cincinnati, OH  
 Austin/Ferguson

BRYAN ADAMS  
 PAUL ABUL  
 GUNS N' ROSES (dp)  
 RYTHM SYNDICATE  
 HotList:  
 FINEHOUSE 4-1  
 ROD STUBART 6-3  
 EXTREME 6-4  
 MICHAEL BOLTON 12-8  
 NATURAL SELECTION 14-9  
 WOTZ/Detroit, MI  
 Bala/DeVito

REMURDS  
 GUNS N' ROSES  
 ROBERTA FLACK  
 HotList:  
 PAULA ABUL 3-1  
 CATIE DERRIS 5-3  
 C & C MUSIC FACTO 5-5  
 COLOR HE BADD 12-9  
 NATURAL SELECTION 15-10

KJRH/Denver, CO  
 Knight/Ashton

BAD COMPANY  
 HENRY LEE SUMNER  
 BOYZ II MEN 3-3  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 6-1  
 HELSON 4-4  
 EXTREME 16-13  
 MARILYN CAREY 19-15  
 BRYAN ADAMS 26-22

WPKM/Cincinnati, OH  
 Whipple/Holmes

GUNS N' ROSES  
 BFW  
 TIME SHOW  
 STEVE WICKS (dp)  
 RUSS ILMIN  
 HotList:  
 PAULA ABUL 2-1  
 KATHY WHITE 22-14  
 MARILYN CAREY 26-15  
 HEAVY D. & THE BO 30-23  
 JESUS JONES 34-29

WZLX/Peoria, IL  
 Quedrum/Kelley

JESUS JONES  
 RYTHM SYNDICATE  
 EDDIE HONEY  
 REMURDS  
 HotList:  
 MICHAEL BOLTON 1-1  
 ROD STUBART 2-1  
 PAULA ABUL 5-3  
 AARON NEVILLE 9-8  
 FINEHOUSE 10-9

WVTV/Cincinnati, OH  
 Robinson/Parbur

GUNS N' ROSES  
 KISS  
 RICHIE SAMBORA  
 STEVE WICKS  
 MICHAEL W. SMITH  
 CHOCOLATE HOUSE  
 HotList:  
 COLOR HE BADD 2-1  
 BOYZ II MEN 5-4  
 NATURAL SELECTION 7-8  
 SALT-N-PEPA 14-7  
 MARILYN CAREY 15-8

WPKM/Cincinnati, MI  
 Brian Christopher

GUNS N' ROSES  
 BFW  
 HENRY LEE SUMNER  
 CHESTNUT HICKS (dp)  
 ROBERTA FLACK  
 EDDIE HONEY  
 HotList:  
 COLOR HE BADD 10-8  
 98 SPECIAL 2-2  
 K.J.C. KID 30-21  
 TAMI SHOW 35-30  
 MARILYN CAREY 39-31

WPKM/Cincinnati, MI  
 Stearns/Crain

GUNS N' ROSES  
 EDDIE HONEY  
 BFW  
 RICHIE SAMBORA  
 HotList:  
 BOB SEGER 10-5  
 BILLY FALCON 16-11  
 BRYAN ADAMS 27-22  
 METALLICA 28-28

WVTV/Cincinnati, OH  
 Robinson/Parbur

BRYAN ADAMS  
 STEVE WICKS  
 HI-FIVE  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 1-1  
 PAULA ABUL 2-1  
 KATHY WHITE 12-12  
 MARILYN CAREY 20-20  
 SALT-N-PEPA 21-21

WPKM/Cincinnati, OH  
 Marry/Alley

ANOTHER MAD GREAT (dp)  
 RYTHM SYNDICATE  
 C.E.C. KID (dp)  
 HotList:  
 HI-FIVE 2-2  
 3RD BASS 9-7  
 MARILYN CAREY 18-8  
 SALT-N-PEPA 16-12  
 BELL BEV DEVOTE 20-1A

WPKM/Cincinnati, OH  
 Austin/Ferguson

BRYAN ADAMS  
 PAUL ABUL  
 GUNS N' ROSES (dp)  
 RYTHM SYNDICATE  
 HotList:  
 FINEHOUSE 4-1  
 ROD STUBART 6-3  
 EXTREME 6-4  
 MICHAEL BOLTON 12-8  
 NATURAL SELECTION 14-9  
 WOTZ/Detroit, MI  
 Bala/DeVito

REMURDS  
 GUNS N' ROSES  
 ROBERTA FLACK  
 HotList:  
 PAULA ABUL 3-1  
 CATIE DERRIS 5-3  
 C & C MUSIC FACTO 5-5  
 COLOR HE BADD 12-9  
 NATURAL SELECTION 15-10

KJRH/Denver, CO  
 Knight/Ashton

BAD COMPANY  
 HENRY LEE SUMNER  
 BOYZ II MEN 3-3  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 6-1  
 HELSON 4-4  
 EXTREME 16-13  
 MARILYN CAREY 19-15  
 BRYAN ADAMS 26-22

WPKM/Cincinnati, OH  
 Whipple/Holmes

WZLX/Peoria, IL  
 Quedrum/Kelley

JESUS JONES  
 RYTHM SYNDICATE  
 EDDIE HONEY  
 REMURDS  
 HotList:  
 MICHAEL BOLTON 1-1  
 ROD STUBART 2-1  
 PAULA ABUL 5-3  
 AARON NEVILLE 9-8  
 FINEHOUSE 10-9

WVTV/Cincinnati, OH  
 Robinson/Parbur

GUNS N' ROSES  
 KISS  
 RICHIE SAMBORA  
 STEVE WICKS  
 MICHAEL W. SMITH  
 CHOCOLATE HOUSE  
 HotList:  
 COLOR HE BADD 2-1  
 BOYZ II MEN 5-4  
 NATURAL SELECTION 7-8  
 SALT-N-PEPA 14-7  
 MARILYN CAREY 15-8

WPKM/Cincinnati, MI  
 Brian Christopher

GUNS N' ROSES  
 BFW  
 HENRY LEE SUMNER  
 CHESTNUT HICKS (dp)  
 ROBERTA FLACK  
 EDDIE HONEY  
 HotList:  
 COLOR HE BADD 10-8  
 98 SPECIAL 2-2  
 K.J.C. KID 30-21  
 TAMI SHOW 35-30  
 MARILYN CAREY 39-31

WPKM/Cincinnati, MI  
 Stearns/Crain

GUNS N' ROSES  
 EDDIE HONEY  
 BFW  
 RICHIE SAMBORA  
 HotList:  
 BOB SEGER 10-5  
 BILLY FALCON 16-11  
 BRYAN ADAMS 27-22  
 METALLICA 28-28

WVTV/Cincinnati, OH  
 Robinson/Parbur

BRYAN ADAMS  
 STEVE WICKS  
 HI-FIVE  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 1-1  
 PAULA ABUL 2-1  
 KATHY WHITE 12-12  
 MARILYN CAREY 20-20  
 SALT-N-PEPA 21-21

WPKM/Cincinnati, OH  
 Marry/Alley

ANOTHER MAD GREAT (dp)  
 RYTHM SYNDICATE  
 C.E.C. KID (dp)  
 HotList:  
 HI-FIVE 2-2  
 3RD BASS 9-7  
 MARILYN CAREY 18-8  
 SALT-N-PEPA 16-12  
 BELL BEV DEVOTE 20-1A

WPKM/Cincinnati, OH  
 Austin/Ferguson

BRYAN ADAMS  
 PAUL ABUL  
 GUNS N' ROSES (dp)  
 RYTHM SYNDICATE  
 HotList:  
 FINEHOUSE 4-1  
 ROD STUBART 6-3  
 EXTREME 6-4  
 MICHAEL BOLTON 12-8  
 NATURAL SELECTION 14-9  
 WOTZ/Detroit, MI  
 Bala/DeVito

REMURDS  
 GUNS N' ROSES  
 ROBERTA FLACK  
 HotList:  
 PAULA ABUL 3-1  
 CATIE DERRIS 5-3  
 C & C MUSIC FACTO 5-5  
 COLOR HE BADD 12-9  
 NATURAL SELECTION 15-10

KJRH/Denver, CO  
 Knight/Ashton

BAD COMPANY  
 HENRY LEE SUMNER  
 BOYZ II MEN 3-3  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 6-1  
 HELSON 4-4  
 EXTREME 16-13  
 MARILYN CAREY 19-15  
 BRYAN ADAMS 26-22

WPKM/Cincinnati, OH  
 Whipple/Holmes

WZLX/Peoria, IL  
 Quedrum/Kelley

JESUS JONES  
 RYTHM SYNDICATE  
 EDDIE HONEY  
 REMURDS  
 HotList:  
 MICHAEL BOLTON 1-1  
 ROD STUBART 2-1  
 PAULA ABUL 5-3  
 AARON NEVILLE 9-8  
 FINEHOUSE 10-9

WVTV/Cincinnati, OH  
 Robinson/Parbur

GUNS N' ROSES  
 KISS  
 RICHIE SAMBORA  
 STEVE WICKS  
 MICHAEL W. SMITH  
 CHOCOLATE HOUSE  
 HotList:  
 COLOR HE BADD 2-1  
 BOYZ II MEN 5-4  
 NATURAL SELECTION 7-8  
 SALT-N-PEPA 14-7  
 MARILYN CAREY 15-8

WPKM/Cincinnati, MI  
 Brian Christopher

GUNS N' ROSES  
 BFW  
 HENRY LEE SUMNER  
 CHESTNUT HICKS (dp)  
 ROBERTA FLACK  
 EDDIE HONEY  
 HotList:  
 COLOR HE BADD 10-8  
 98 SPECIAL 2-2  
 K.J.C. KID 30-21  
 TAMI SHOW 35-30  
 MARILYN CAREY 39-31

WPKM/Cincinnati, MI  
 Stearns/Crain

GUNS N' ROSES  
 EDDIE HONEY  
 BFW  
 RICHIE SAMBORA  
 HotList:  
 BOB SEGER 10-5  
 BILLY FALCON 16-11  
 BRYAN ADAMS 27-22  
 METALLICA 28-28

WVTV/Cincinnati, OH  
 Robinson/Parbur

BRYAN ADAMS  
 STEVE WICKS  
 HI-FIVE  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 1-1  
 PAULA ABUL 2-1  
 KATHY WHITE 12-12  
 MARILYN CAREY 20-20  
 SALT-N-PEPA 21-21

WPKM/Cincinnati, OH  
 Marry/Alley

ANOTHER MAD GREAT (dp)  
 RYTHM SYNDICATE  
 C.E.C. KID (dp)  
 HotList:  
 HI-FIVE 2-2  
 3RD BASS 9-7  
 MARILYN CAREY 18-8  
 SALT-N-PEPA 16-12  
 BELL BEV DEVOTE 20-1A

WPKM/Cincinnati, OH  
 Austin/Ferguson

BRYAN ADAMS  
 PAUL ABUL  
 GUNS N' ROSES (dp)  
 RYTHM SYNDICATE  
 HotList:  
 FINEHOUSE 4-1  
 ROD STUBART 6-3  
 EXTREME 6-4  
 MICHAEL BOLTON 12-8  
 NATURAL SELECTION 14-9  
 WOTZ/Detroit, MI  
 Bala/DeVito

REMURDS  
 GUNS N' ROSES  
 ROBERTA FLACK  
 HotList:  
 PAULA ABUL 3-1  
 CATIE DERRIS 5-3  
 C & C MUSIC FACTO 5-5  
 COLOR HE BADD 12-9  
 NATURAL SELECTION 15-10

KJRH/Denver, CO  
 Knight/Ashton

BAD COMPANY  
 HENRY LEE SUMNER  
 BOYZ II MEN 3-3  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 6-1  
 HELSON 4-4  
 EXTREME 16-13  
 MARILYN CAREY 19-15  
 BRYAN ADAMS 26-22

WPKM/Cincinnati, OH  
 Whipple/Holmes

WZLX/Peoria, IL  
 Quedrum/Kelley

JESUS JONES  
 RYTHM SYNDICATE  
 EDDIE HONEY  
 REMURDS  
 HotList:  
 MICHAEL BOLTON 1-1  
 ROD STUBART 2-1  
 PAULA ABUL 5-3  
 AARON NEVILLE 9-8  
 FINEHOUSE 10-9

WVTV/Cincinnati, OH  
 Robinson/Parbur

GUNS N' ROSES  
 KISS  
 RICHIE SAMBORA  
 STEVE WICKS  
 MICHAEL W. SMITH  
 CHOCOLATE HOUSE  
 HotList:  
 COLOR HE BADD 2-1  
 BOYZ II MEN 5-4  
 NATURAL SELECTION 7-8  
 SALT-N-PEPA 14-7  
 MARILYN CAREY 15-8

WPKM/Cincinnati, MI  
 Brian Christopher

GUNS N' ROSES  
 BFW  
 HENRY LEE SUMNER  
 CHESTNUT HICKS (dp)  
 ROBERTA FLACK  
 EDDIE HONEY  
 HotList:  
 COLOR HE BADD 10-8  
 98 SPECIAL 2-2  
 K.J.C. KID 30-21  
 TAMI SHOW 35-30  
 MARILYN CAREY 39-31

WPKM/Cincinnati, MI  
 Stearns/Crain

GUNS N' ROSES  
 EDDIE HONEY  
 BFW  
 RICHIE SAMBORA  
 HotList:  
 BOB SEGER 10-5  
 BILLY FALCON 16-11  
 BRYAN ADAMS 27-22  
 METALLICA 28-28

WVTV/Cincinnati, OH  
 Robinson/Parbur

BRYAN ADAMS  
 STEVE WICKS  
 HI-FIVE  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 1-1  
 PAULA ABUL 2-1  
 KATHY WHITE 12-12  
 MARILYN CAREY 20-20  
 SALT-N-PEPA 21-21

WPKM/Cincinnati, OH  
 Marry/Alley

ANOTHER MAD GREAT (dp)  
 RYTHM SYNDICATE  
 C.E.C. KID (dp)  
 HotList:  
 HI-FIVE 2-2  
 3RD BASS 9-7  
 MARILYN CAREY 18-8  
 SALT-N-PEPA 16-12  
 BELL BEV DEVOTE 20-1A

WPKM/Cincinnati, OH  
 Austin/Ferguson

BRYAN ADAMS  
 PAUL ABUL  
 GUNS N' ROSES (dp)  
 RYTHM SYNDICATE  
 HotList:  
 FINEHOUSE 4-1  
 ROD STUBART 6-3  
 EXTREME 6-4  
 MICHAEL BOLTON 12-8  
 NATURAL SELECTION 14-9  
 WOTZ/Detroit, MI  
 Bala/DeVito

REMURDS  
 GUNS N' ROSES  
 ROBERTA FLACK  
 HotList:  
 PAULA ABUL 3-1  
 CATIE DERRIS 5-3  
 C & C MUSIC FACTO 5-5  
 COLOR HE BADD 12-9  
 NATURAL SELECTION 15-10

KJRH/Denver, CO  
 Knight/Ashton

BAD COMPANY  
 HENRY LEE SUMNER  
 BOYZ II MEN 3-3  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 6-1  
 HELSON 4-4  
 EXTREME 16-13  
 MARILYN CAREY 19-15  
 BRYAN ADAMS 26-22

WPKM/Cincinnati, OH  
 Whipple/Holmes

WZLX/Peoria, IL  
 Quedrum/Kelley

JESUS JONES  
 RYTHM SYNDICATE  
 EDDIE HONEY  
 REMURDS  
 HotList:  
 MICHAEL BOLTON 1-1  
 ROD STUBART 2-1  
 PAULA ABUL 5-3  
 AARON NEVILLE 9-8  
 FINEHOUSE 10-9

WVTV/Cincinnati, OH  
 Robinson/Parbur

GUNS N' ROSES  
 KISS  
 RICHIE SAMBORA  
 STEVE WICKS  
 MICHAEL W. SMITH  
 CHOCOLATE HOUSE  
 HotList:  
 COLOR HE BADD 2-1  
 BOYZ II MEN 5-4  
 NATURAL SELECTION 7-8  
 SALT-N-PEPA 14-7  
 MARILYN CAREY 15-8

WPKM/Cincinnati, MI  
 Brian Christopher

GUNS N' ROSES  
 BFW  
 HENRY LEE SUMNER  
 CHESTNUT HICKS (dp)  
 ROBERTA FLACK  
 EDDIE HONEY  
 HotList:  
 COLOR HE BADD 10-8  
 98 SPECIAL 2-2  
 K.J.C. KID 30-21  
 TAMI SHOW 35-30  
 MARILYN CAREY 39-31

WPKM/Cincinnati, MI  
 Stearns/Crain

GUNS N' ROSES  
 EDDIE HONEY  
 BFW  
 RICHIE SAMBORA  
 HotList:  
 BOB SEGER 10-5  
 BILLY FALCON 16-11  
 BRYAN ADAMS 27-22  
 METALLICA 28-28

WVTV/Cincinnati, OH  
 Robinson/Parbur

BRYAN ADAMS  
 STEVE WICKS  
 HI-FIVE  
 KATHY WHITE  
 HotList:  
 FINEHOUSE 1-1  
 PAULA ABUL 2-1  
 KATHY WHITE 12-12  
 MARILYN CAREY 20-20  
 SALT-N-PEPA 21-21

WPKM/Cincinnati, OH  
 Marry/Alley

ANOTHER MAD GREAT (dp)  
 RYTHM SYNDICATE  
 C.E.C. KID (dp)  
 HotList:  
 HI-FIVE 2-2  
 3RD BASS 9-7  
 MARILYN CAREY 18-8  
 SALT-N-PEPA 16-12  
 BELL BEV DEVOTE 20-1A

WPKM/Cincinnati, OH  
 Austin/Ferguson

BRYAN ADAMS  
 PAUL ABUL  
 GUNS N' ROSES (dp)  
 RYTHM SYNDICATE  
 HotList:  
 FINEHOUSE 4-1  
 ROD STUBART 6-3  
 EXTREME 6-4  
 MICHAEL BOLTON 12-8  
 NATURAL SELECTION 14-9  
 WOTZ/Detroit, MI  
 Bala/DeVito

REMURDS  
 GUNS N' ROSES  
 ROBERTA FLACK  
 HotList:  
 PAULA ABUL 3-1  
 CATIE DERRIS 5-3  
 C & C MUSIC FACTO 5-5  
 COLOR HE BADD 12-9  
 NATURAL SELECTION 15-10

KJRH/Denver, CO

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.

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.

243 REPORTS

BRYAN ADAMS

Can't Stop This Thing We... (A&M)

LP: Waking Up The Neighbours

Total Reports 184 76%

Regional Reach: E 78%, S 81%, M 84%, W 56%. Parallel Reach: P1 52%, P2 75%, P3 93%. Breaker.

Chart Summary: Pos 1-5, P1-P3 Totals. National Summary: UP 47, DEBS 75, SAME 23, DOWN 0, ADDS 39.

Station lists for Bryan Adams: EAST (WJZZ, WJZZ-FM, WJZZ-TV, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bryan Adams: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bryan Adams: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

BAD COMPANY

Walk Through Fire (Atco)

LP: Holy Water

Total Reports 159 65%

Regional Reach: E 59%, S 72%, M 84%, W 41%. Parallel Reach: P1 26%, P2 67%, P3 92%.

Chart Summary: Pos 1-5, P1-P3 Totals. National Summary: UP 116, DEBS 18, SAME 16, DOWN 0, ADDS 9.

Station lists for Bad Company: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bad Company: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bad Company: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bad Company: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bad Company: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

BELL BIV DEVOE

Word To The Mutha (MCA)

LP: WBBD Bootcity The Remix Album

Total Reports 62 26%

Regional Reach: E 29%, S 27%, M 11%, W 37%. Parallel Reach: P1 39%, P2 27%, P3 12%.

Chart Summary: Pos 1-5, P1-P3 Totals. National Summary: UP 27, DEBS 17, SAME 8, DOWN 0, ADDS 10.

Station lists for Bell Biv Devoe: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bell Biv Devoe: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bell Biv Devoe: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bell Biv Devoe: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Bell Biv Devoe: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Mariah Carey Continued

Station lists for Mariah Carey: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Mariah Carey: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Mariah Carey: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Mariah Carey: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Mariah Carey: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for Mariah Carey: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

C & C MUSIC FACTORY

Things That Make You Go... (Columbia)

LP: Gonna Make You Sweat

Total Reports 198 81%

Regional Reach: E 75%, S 88%, M 77%, W 85%. Parallel Reach: P1 78%, P2 85%, P3 78%.

Chart Summary: Pos 1-5, P1-P3 Totals. National Summary: UP 104, DEBS 1, SAME 61, DOWN 31, ADDS 1.

Station lists for C & C Music Factory: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for C & C Music Factory: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for C & C Music Factory: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for C & C Music Factory: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Station lists for C & C Music Factory: EAST (WJZZ, WJZZ-FM, etc.), SOUTH (WISN, WISN-TV, etc.), MIDWEST (WISN, WISN-TV, etc.), WEST (WJZZ, WJZZ-FM, etc.).

Continued On Next Column

Parallels Continued on Page 130

Michael Bolton Continued

Michael Bolton Continued. Charts for Regional, National, and Parallel Reach. Includes station lists for various regions like WEST, MIDWEST, SOUTH, and EAST.

Color Me Badd Continued

Color Me Badd Continued. Charts for Regional, National, and Parallel Reach. Includes station lists for various regions like WEST, MIDWEST, SOUTH, and EAST.

D

MARC COHN Silver Thunderbird (Atlantic) LP: Marc Cohn. Total Reports 54 22%. Charts for Regional, National, and Parallel Reach.

CATHY DENNIS Too Many Walls (Polydor/PLG) LP: Move To This. Total Reports 205 84%. Charts for Regional, National, and Parallel Reach.

Color Me Badd I Adore Mi Amor (Giant) LP: C.M.B. Total Reports 230 95%. Charts for Regional, National, and Parallel Reach.

Color Me Badd I Adore Mi Amor (Giant) LP: C.M.B. Total Reports 230 95%. Charts for Regional, National, and Parallel Reach.

Color Me Badd I Adore Mi Amor (Giant) LP: C.M.B. Total Reports 230 95%. Charts for Regional, National, and Parallel Reach.

Color Me Badd I Adore Mi Amor (Giant) LP: C.M.B. Total Reports 230 95%. Charts for Regional, National, and Parallel Reach.

E

EMF Lies (EMI) LP: Schubert Dip. Total Reports 52 21%. Charts for Regional, National, and Parallel Reach.

EMF Lies (EMI) LP: Schubert Dip. Total Reports 52 21%. Charts for Regional, National, and Parallel Reach.

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EMF Lies (EMI) LP: Schubert Dip. Total Reports 52 21%. Charts for Regional, National, and Parallel Reach.

F

BILLY FALCON Power Windows (Jambco/Mercury) LP: Pretty Blue World. Total Reports 111 46%. Charts for Regional, National, and Parallel Reach.

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BILLY FALCON Power Windows (Jambco/Mercury) LP: Pretty Blue World. Total Reports 111 46%. Charts for Regional, National, and Parallel Reach.

LISA FISCHER Save Me (Elektra) LP: So Intense. Total Reports 61 25%. Charts for Regional, National, and Parallel Reach.

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LISA FISCHER Save Me (Elektra) LP: So Intense. Total Reports 61 25%. Charts for Regional, National, and Parallel Reach.

ROBERTA FLACK & MAXI PRIEST Set The Night To Music (Atlantic) LP: Set The Night To Music. Total Reports 100 41%. Charts for Regional, National, and Parallel Reach.

ROBERTA FLACK & MAXI PRIEST Set The Night To Music (Atlantic) LP: Set The Night To Music. Total Reports 100 41%. Charts for Regional, National, and Parallel Reach.

ROBERTA FLACK & MAXI PRIEST Set The Night To Music (Atlantic) LP: Set The Night To Music. Total Reports 100 41%. Charts for Regional, National, and Parallel Reach.

ROBERTA FLACK & MAXI PRIEST Set The Night To Music (Atlantic) LP: Set The Night To Music. Total Reports 100 41%. Charts for Regional, National, and Parallel Reach.

G GUNS N' ROSES Don't Cry (Geffen) LP: Use Your Illusion I Total Reports 96 40%

GUNS N' ROSES Don't Cry (Geffen) LP: Use Your Illusion I Total Reports 96 40%

H CHESNEY HAWKES The One And Only (Chrysalis) LP: The One And Only Total Reports 112 46%

CHESNEY HAWKES The One And Only (Chrysalis) LP: The One And Only Total Reports 112 46%

I RUSS IRWIN My Heart Belongs To You (SBK) LP: Russ Irwin Total Reports 79 33%

RUSS IRWIN My Heart Belongs To You (SBK) LP: Russ Irwin Total Reports 79 33%

MARKY MARK & THE FUNKY BUNCH Good Vibrations (Interscope/EastWest) LP: Music For The People Total Reports 184 76%

MARKY MARK & THE FUNKY BUNCH Good Vibrations (Interscope/EastWest) LP: Music For The People Total Reports 184 76%

J HEAVY D. & THE BOYZ Now That We Found Love (MCA) LP: Peacut Journey Total Reports 133 55%

HEAVY D. & THE BOYZ Now That We Found Love (MCA) LP: Peacut Journey Total Reports 133 55%

JESUS REYES Real, Real, Real (SBK) LP: Doubt Total Reports 170 70%

JESUS REYES Real, Real, Real (SBK) LP: Doubt Total Reports 170 70%

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MARKY MARK & THE FUNKY BUNCH Good Vibrations (Interscope/EastWest) LP: Music For The People Total Reports 184 76%

N NATURAL SELECTION Do Anything (EastWest) LP: Natural Selection Total Reports 211 87%

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MARKY MARK & THE FUNKY BUNCH Good Vibrations (Interscope/EastWest) LP: Music For The People Total Reports 184 76%

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MARKY MARK & THE FUNKY BUNCH Good Vibrations (Interscope/EastWest) LP: Music For The People Total Reports 184 76%

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MARKY MARK & THE FUNKY BUNCH Good Vibrations (Interscope/EastWest) LP: Music For The People Total Reports 184 76%

Aaron Neville Continued. Regional Reach: E 47%, S 58%, M 61%, W 35%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.

Or-N-More Continued. WEST: KOPR 40-30, KISM on fr, HOTY77 on. EAST: MAES 4-27, WJIS 4-25, WJAN 30-26, WJAX 28-27, WJAZ 28-27, WJZZ 28-27.

R.E.M. Continued. WEST: MAES 19-22, MAET 12-11, WJIS 20-10, WJAX 17-15, WJAZ 13-10, WJZZ 13-10.

RTZ Continued. WEST: MAES 35-38, MAET 35-32, WJIS 11 fr, WJAX 11 fr, WJAZ 11 fr, WJZZ 11 fr.

BOB SEGER The Real Love (Capitol). Total Reports 125 51%. Regional Reach: E 47%, S 58%, M 61%, W 35%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.

STEVIE NICKS Sometimes (It's A...) (Modern/Atlantic). LP: Timespace/The Best Of Stevie Nicks. Total Reports 93 38%. Regional Reach: E 37%, S 42%, M 39%, W 33%.

P.C. QUEST After The Summer's Gone LP: P.C. Quest (Headliner/RCA). Total Reports 82 34%. Regional Reach: E 27%, S 42%, M 16%, W 50%.

BONNIE RAITT Something To Talk About (Capitol). LP: Luck Of The Draw. Total Reports 171 70%. Regional Reach: E 65%, S 82%, M 78%, W 50%.

RYTHM SYNDICATE Hey Donna (Impact) LP: Rythm Syndicate. Total Reports 149 61%. Regional Reach: E 57%, S 70%, M 42%, W 76%.

Regional Reach: E 47%, S 58%, M 61%, W 35%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.

Regional Reach: E 37%, S 42%, M 39%, W 33%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.

Regional Reach: E 27%, S 42%, M 16%, W 50%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.

Regional Reach: E 65%, S 82%, M 78%, W 50%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.

Regional Reach: E 57%, S 70%, M 42%, W 76%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.

Regional Reach: E 47%, S 58%, M 61%, W 35%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.

OR-N-MORE Everyday (EMI) LP: Or-N-More. Total Reports 109 45%. Regional Reach: E 45%, S 45%, M 41%, W 50%.

R.E.M. Shiny Happy People (WB) LP: Out Of Time. Total Reports 195 80%. Regional Reach: E 86%, S 86%, M 80%, W 67%.

Regional Reach: E 53%, S 54%, M 69%, W 41%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.

SALT-N-PEPA Let's Talk About Sex (Next Plateau) LP: Black's Magic. Total Reports 54 22%. Regional Reach: E 14%, S 20%, M 20%, W 35%.

Regional Reach: E 47%, S 58%, M 61%, W 35%. Chart Summary: Pos 1, P1 0, P2 0, P3 0, Tot 0.



SIGNIFICANT ACTION

A

ANOTHER BAD CREATION Jealous Girl (Motown) LP: Coolin' At The Playground Ya Know

ARMY OF LOVERS My Army Of Lovers (Giant/WB)

B.G. THE PRINCE OF RAP This Beat Is Hot (Epic) LP: The Power Of The Rhythm

BLACK BOX Fantasy (RCA) LP: Dreamland

BLUE TRAIN All I Need Is You (Zoo) LP: The Business Of Dreams

BOY H MEN It's So Hard To Say... (Motown) LP: Colleyhighharmony

BRAND NEW HEAVIES Never Stop (Delicious Vinyl/Island) LP: Brand New Heavies

JAMES BROWN Move On (Scotti Bros.) LP: Love Overdue

CRASH TEST DUMMIES Superman's Song (Arista) LP: The Ghosts That Haunt Me

CROWDED HOUSE Fall At Your Feet (Capitol) LP: Woodface

D

DJ QUICK Tonight (Profile) LP: Quik Is The Name

EX-GIRLFRIEND Why Can't You Come Home (Reprise) LP: X Marks The Spot

FARM Groovy Train (Sire/Reprise) LP: Spartacus

LONNIE GORDON Gonna Catch You (SBK) LP: Cool As Ice

JASMINE GUY Just Want To Hold You (WB) LP: Jasmine Guy

H

DAVID HALLYDAY Tears Of The Earth (Scotti Bros) LP: David Hallyday

HI-C I'm Not Your Puppet (Hollywood)

JIMMY Keep Warm (Next Plateau)

JOMANDA Got A Love For You (Big Beat/Atlantic) LP: Someone To Love Me

KISS God Gave... (Interscope/EastWest) LP: "Bli" & Ted's Bogus Journey" ST

K.M.C. KRU The Devil Came Up To... (Curb) LP: Gettin' Smooth With

L.L. COOL J 6 Minutes Of... (Def Jam/Columbia) LP: Mama Said Knock You Out

ZIGGY MARLEY & THE MELODY MAKERS Good Time (Virgin) LP: Jahmekya

MC SKAT KAT Skat Strut (Captive/Virgin) The Adventures Of MC Skat Kat & The Stray Mob

METALLICA Enter Sandman (Elektra) LP: Metallica





### P1 Major Markets

LW	TW	ARTIST/SONG (Label)
1	1	<b>COLOR ME BADD</b> /Adore Mi Amor (Giant/Reprise)
5	2	<b>MARKY MARK &amp; THE ...</b> /Good Vibrations (Interscope/EWA)
6	3	<b>BOYZ II MEN</b> /Motownphilly (Motown)
8	4	<b>MARIAH CAREY</b> /Emotions (Columbia)
3	5	<b>C &amp; C MUSIC FACTORY</b> /Things That Make You... (Columbia)
2	6	<b>BRYAN ADAMS</b> /Everything I Do I Do... (A&M/Morgan Creek)
4	7	<b>PAULA ABDUL</b> /The Promise Of A New Day (Captive/Virgin)
7	8	<b>HI-FIVE</b> /Can't Wait Another Minute (Jive/RCA)
11	9	<b>KARYN WHITE</b> /Romantic (WB)
9	10	<b>CATHY DENNIS</b> /Too Many Walls (Polydor/PLG)
14	11	<b>NATURAL SELECTION</b> /Do Anything (EastWest)
10	12	<b>MICHAEL BOLTON</b> /Time, Love And Tenderness (Columbia)
16	13	<b>SCORPIONS</b> /Wind Of Change (Mercury)
13	14	<b>R.E.M.</b> /Shiny Happy People (WB)
17	15	<b>HEAVY D. &amp; THE BOYZ</b> /Now That We Found Love (MCA)
20	16	<b>FIREHOUSE</b> /Love Of A Lifetime (Epic)
19	17	<b>ROD STEWART</b> /The Motown Song (WB)
15	18	<b>KLF</b> /A.M. Eternal (Arista)
12	19	<b>AMY GRANT</b> /Every Heartbeat (A&M)
18	20	<b>SEAL</b> /Crazy (Sire/WB)
24	21	<b>MARTIKA</b> /Love...Thy Will Be Done (Columbia)
30	22	<b>BONNIE RAITT</b> /Something To Talk About (Capitol)
26	23	<b>LUTHER VANDROSS</b> /Don't Want To Be A Fool (Epic)
31	24	<b>EXTREME</b> /Hole Hearted (A&M)
29	25	<b>AARON NEVILLE</b> /Everybody Plays The Fool (A&M)
23	26	<b>ROXETTE</b> /Fading Like A Flower (Every Time You Leave) (EMI)
21	27	<b>LENNY KRAVITZ</b> /Ain't Over 'Til It's Over (Virgin)
35	28	<b>SALT-N-PEPA</b> /Let's Talk About Sex (Next Plateau)
25	29	<b>HUEY LEWIS &amp; THE NEWS</b> /At Hit Me Like A Hammer (EMI)
33	30	<b>TONY TERRY</b> /With You (Epic)
36	31	<b>JESUS JONES</b> /Real, Real, Real (SBK)
34	32	<b>VANESSA WILLIAMS</b> /Running Back To You (Wing/Mercury)
DEBUT	33	<b>BRYAN ADAMS</b> /Can't Stop This Thing We Started (A&M)
32	34	<b>ESCAPE CLUB</b> /I'll Be There (Atlantic)
37	35	<b>JASMINE GUY</b> /Just Want To Hold You (WB)
40	36	<b>BELL BIV DEVOE</b> /Word To The Mutha (MCA)
22	37	<b>D.J. JAZZY JEFF &amp; FRESH PRINCE</b> /Summertime (Jive/RCA)
27	38	<b>NATALIE COLE w/NAT COLE</b> /Unforgettable (Elektra)
DEBUT	39	<b>SHOXSIE &amp; THE BANSHEES</b> /Kiss Them For Me (Geffen)
DEBUT	40	<b>RYTHM SYNDICATE</b> /Hey Donna (Impact)

54 REPORTERS

MOST ADDED	HOTTEST
ROBERTA FLACK (14)	COLOR ME BADD (33)
GUNS N' ROSES (10)	MARKY MARK & THE... (29)
BRYAN ADAMS (9)	BOYZ II MEN (18)
NAUGHTY BY NATURE (7)	MARIAH CAREY (14)
CECE PENISTON (7)	NATURAL SELECTION (13)
RYTHM SYNDICATE (7)	SCORPIONS (13)

### P2 Secondary Markets

LW	TW	ARTIST/SONG (Label)
5	1	<b>COLOR ME BADD</b> /Adore Mi Amor (Giant/Reprise)
1	2	<b>PAULA ABDUL</b> /The Promise Of A New Day (Captive/Virgin)
3	3	<b>MICHAEL BOLTON</b> /Time, Love And Tenderness (Columbia)
4	4	<b>C &amp; C MUSIC FACTORY</b> /Things That Make You... (Columbia)
6	5	<b>CATHY DENNIS</b> /Too Many Walls (Polydor/PLG)
14	6	<b>MARIAH CAREY</b> /Emotions (Columbia)
8	7	<b>FIREHOUSE</b> /Love Of A Lifetime (Epic)
9	8	<b>BOYZ II MEN</b> /Motownphilly (Motown)
7	9	<b>ROD STEWART</b> /The Motown Song (WB)
11	10	<b>R.E.M.</b> /Shiny Happy People (WB)
2	11	<b>BRYAN ADAMS</b> /Everything I Do I Do... (A&M/Morgan Creek)
13	12	<b>MARKY MARK &amp; THE FUNKY...</b> /Good Vibrations (Interscope/EWA)
15	13	<b>KARYN WHITE</b> /Romantic (WB)
20	14	<b>NATURAL SELECTION</b> /Do Anything (EastWest)
19	15	<b>EXTREME</b> /Hole Hearted (A&M)
12	16	<b>HI-FIVE</b> /Can't Wait Another Minute (Jive/RCA)
23	17	<b>BONNIE RAITT</b> /Something To Talk About (Capitol)
10	18	<b>SEAL</b> /Crazy (Sire/WB)
24	19	<b>AARON NEVILLE</b> /Everybody Plays The Fool (A&M)
25	20	<b>MARTIKA</b> /Love...Thy Will Be Done (Columbia)
18	21	<b>HUEY LEWIS &amp; THE NEWS</b> /At Hit Me Like A Hammer (EMI)
17	22	<b>SCORPIONS</b> /Wind Of Change (Mercury)
26	23	<b>HEAVY D. &amp; THE BOYZ</b> /Now That We Found Love (MCA)
16	24	<b>AMY GRANT</b> /Every Heartbeat (A&M)
21	25	<b>KLF</b> /A.M. Eternal (Arista)
30	26	<b>BAD COMPANY</b> /Walk Through Fire (Atco)
32	27	<b>JESUS JONES</b> /Real, Real, Real (SBK)
22	28	<b>ROXETTE</b> /Fading Like A Flower (Every Time You Leave) (EMI)
33	29	<b>LUTHER VANDROSS</b> /Don't Want To Be A Fool (Epic)
31	30	<b>TAMI SHOW</b> /The Truth (RCA)
34	31	<b>BOB SEGER &amp; THE SILVER BULLET...</b> /The Real Love (Capitol)
DEBUT	32	<b>BRYAN ADAMS</b> /Can't Stop This Thing We Started (A&M)
35	33	<b>HENRY LEE SUMMER</b> /Till Somebody Loves You (Epic)
36	34	<b>CHESNEY HAWKES</b> /The One And Only (Chrysalis)
DEBUT	35	<b>RTZ</b> /Face The Music (Giant/Reprise)
29	36	<b>38 SPECIAL</b> /The Sound Of Your Voice (Charisma)
DEBUT	37	<b>BAD ENGLISH</b> /Straight To Your Heart (Epic)
DEBUT	38	<b>RYTHM SYNDICATE</b> /Hey Donna (Impact)
DEBUT	39	<b>VANESSA WILLIAMS</b> /Running Back To You (Wing/Mercury)
DEBUT	40	<b>BILLY FALCON</b> /Power Windows (Jambco/Mercury)

116 REPORTERS

MOST ADDED	HOTTEST
ROBERTA FLACK (53)	COLOR ME BADD (67)
GUNS N' ROSES (49)	MARIAH CAREY (47)
EMF (28)	BOYZ II MEN (43)
SIMPLY RED (25)	MARKY MARK & THE... (34)
BRYAN ADAMS (18)	NATURAL SELECTION (33)
RICHIE SAMBORA (18)	

### P3 Smaller Markets

LW	TW	ARTIST/SONG (Label)
1	1	<b>PAULA ABDUL</b> /The Promise Of A... (Captive/Virgin)
3	2	<b>FIREHOUSE</b> /Love Of A Lifetime (Epic)
2	3	<b>MICHAEL BOLTON</b> /Time, Love And Tenderness (Columbia)
7	4	<b>COLOR ME BADD</b> /Adore Mi Amor (Giant/Reprise)
5	5	<b>CATHY DENNIS</b> /Too Many Walls (Polydor/PLG)
4	6	<b>ROD STEWART</b> /The Motown Song (WB)
9	7	<b>R.E.M.</b> /Shiny Happy People (WB)
11	8	<b>EXTREME</b> /Hole Hearted (A&M)
16	9	<b>MARIAH CAREY</b> /Emotions (Columbia)
13	10	<b>BONNIE RAITT</b> /Something To Talk About (Capitol)
12	11	<b>C &amp; C MUSIC FACTORY</b> /Things That Make You... (Columbia)
14	12	<b>AARON NEVILLE</b> /Everybody Plays The Fool (A&M)
6	13	<b>BRYAN ADAMS</b> /Everything I Do I Do... (A&M/Morgan Creek)
10	14	<b>HUEY LEWIS &amp; THE NEWS</b> /At Hit Me Like A Hammer (EMI)
19	15	<b>KARYN WHITE</b> /Romantic (WB)
20	16	<b>NATURAL SELECTION</b> /Do Anything (EastWest)
18	17	<b>HI-FIVE</b> /Can't Wait Another Minute (Jive/RCA)
8	18	<b>SEAL</b> /Crazy (Sire/WB)
23	19	<b>TAMI SHOW</b> /The Truth (RCA)
25	20	<b>MARTIKA</b> /Love...Thy Will Be Done (Columbia)
26	21	<b>BOYZ II MEN</b> /Motownphilly (Motown)
27	22	<b>MARKY MARK &amp; THE FUNKY...</b> /Good Vibrations (Interscope/EWA)
21	23	<b>38 SPECIAL</b> /The Sound Of Your Voice (Charisma)
33	24	<b>BAD COMPANY</b> /Walk Through Fire (Atco)
28	25	<b>HENRY LEE SUMMER</b> /Till Somebody Loves You (Epic)
29	26	<b>CHESNEY HAWKES</b> /The One And Only (Chrysalis)
31	27	<b>BOB SEGER &amp; THE SILVER BULLET...</b> /The Real Love (Capitol)
15	28	<b>SCORPIONS</b> /Wind Of Change (Mercury)
32	29	<b>BILLY FALCON</b> /Power Windows (Jambco/Mercury)
36	30	<b>LUTHER VANDROSS</b> /Don't Want To Be A Fool (Epic)
17	31	<b>AMY GRANT</b> /Every Heartbeat (A&M)
40	32	<b>JESUS JONES</b> /Real, Real, Real (SBK)
DEBUT	33	<b>BRYAN ADAMS</b> /Can't Stop This Thing We Started (A&M)
37	34	<b>RTZ</b> /Face The Music (Giant/Reprise)
24	35	<b>KLF</b> /A.M. Eternal (Arista)
DEBUT	36	<b>BAD ENGLISH</b> /Straight To Your Heart (Epic)
38	37	<b>HEAVY D. &amp; THE BOYZ</b> /Now That We Found Love (MCA)
DEBUT	38	<b>STEELHEART</b> /She's Gone (Lady) (MCA)
DEBUT	39	<b>RYTHM SYNDICATE</b> /Hey Donna (Impact)
DEBUT	40	<b>STEVIE NICKS</b> /Sometimes (It's A Bitch) (Modern/Atlantic)

73 REPORTERS

MOST ADDED	HOTTEST
GUNS N' ROSES (37)	COLOR ME BADD (44)
ROBERTA FLACK (33)	FIREHOUSE (32)
SIMPLY RED (27)	MARIAH CAREY (30)
EMF (21)	EXTREME (25)
EDDIE MONEY (15)	PAULA ABDUL (22)
REMBRANDTS (15)	

## PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
BAD ENGLISH/Straight To Your Heart (Epic)	137	56%	72%	3%
HEAVY D. & THE BOYZ/Now That We Found Love (MCA)	133	55%	92%	49%
RTZ/Face The Music (Giant/Reprise)	133	55%	76%	5%
TAMI SHOW/The Truth (RCA)	132	54%	83%	27%
BOB SEGER/The Real Love (Capitol)	125	51%	91%	11%
HENRY LEE SUMMER/Till Somebody Loves You (Epic)	113	47%	93%	10%
CHESNEY HAWKES/The One And Only (Chrysalis)	112	46%	88%	18%
BILLY FALCON/Power Windows (Jambco/Mercury)	111	46%	74%	22%
OR-N-MORE/Everyotherday (EMI)	109	45%	56%	0%
SHOXSIE & BANSHEES/Kiss Them For Me (Geffen)	103	42%	62%	9%
VANESSA WILLIAMS/Running Back To You (Wing/Mercury)	94	39%	71%	19%
STEELHEART/She's Gone (Lady) (MCA)	94	39%	69%	5%
STEVIE NICKS/Sometimes (It's A Bitch) (Modern/Atlantic)	93	38%	61%	0%
P.C. QUEST/After The Summer's Gone (Headliner/RCA)	82	34%	79%	6%
MICHAEL W. SMITH/For You (Reunion/Geffen)	64	26%	53%	3%
BELL BIV DEVOE/Word To The Mutha (MCA)	62	26%	76%	13%
TONY TERRY/With You (Epic)	61	25%	74%	38%
LISA FISCHER/Save Me (Elektra)	61	25%	52%	0%
SALT-N-PEPA/Let's Talk About Sex (Next Plateau)	54	22%	74%	20%
JASMINE GUY/Just Want To Hold You (WB)	46	19%	74%	56%
BRAND NEW HEAVIES/Never Stop (Delicious Vinyl/Island)	44	18%	57%	8%
METALLICA/Enter Sandman (Elektra)	40	16%	58%	13%
KISS/God Gave Rock 'N' Roll To You II (Interscope/EWA)	34	14%	50%	12%
K.M.C. KRU/Devil Came Up To Michigan (Curb)	32	13%	78%	40%

Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart. Top 15% is determined by dividing a song's total Top 15 reports by its total charted reports.

PERFORMING WHERE PLAYED is a weekly listing of those records in New & Active and Significant Action which have a total of 25 or more reports with at least 50% of the airplay converted to chart that have not lost more than 5 stations from the previous week's total airplay. Note: See Parallels for a complete picture of all station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart numbers.

## NEW ARTISTS

Artist/Song/Label	Reports
1 HEAVY D. & THE BOYZ/Now That We... (MCA)	133
RTZ/Face The Music (Giant/Reprise)	133
3 TAMI SHOW/The Truth (RCA)	132
4 CHESNEY HAWKES/The One And Only (Chrysalis)	112
5 BILLY FALCON/Power Windows (Jambco/Mercury)	111
CURTIS STIGERS/I Wonder Why (Arista)	111
7 OR-N-MORE/Everyotherday (EMI)	109
8 SHOXSIE & THE BANSHEES/Kiss Them For Me (Geffen)	103
9 STEELHEART/She's Gone (Lady) (MCA)	94
10 P.C. QUEST/After The Summer's Gone (Headliner/RCA)	82

New artists have not yet had a CHR Breaker.

**DJ Jazzy Jeff &  
the Fresh Prince**



**WORLD VIDEO PREMIERE "Fresh Prince Of Bel-Air" NBC 8pm/7pm Central  
DEBUT LIVE PERFORMANCE "The Arsenio Hall Show" UNIVERSAL 9 11:30pm/10:30 Central  
both on MONDAY SEPT. 16**

**"RING MY BELL"**

**The follow up to the #1 Urban, #1 Rap, Top 5 Pop smash  
Platinum single, "Summertime". From the Platinum album, "HOMEBASE".**

**Report Date :  
CHR/Urban 9/23**

Direction/Management:  
JaRola Management  
& Camelot Entertainment



"Ring My Bell" Produced by :  
D.J. Jazzy Jeff for A Touch Of Jazz, Inc.,  
and Hula & K. Fingers and Mr. Lee for  
Zomba Recording Corporation



# BREAKERS

## BRYAN ADAMS

### Can't Stop This Thing We Started (A&M)

76% of our reporters playing it. Moves: Up 47, Debuts 75, Same 23, Down 0, Adds 39 including WAVA, Y100, WZPL, HOT102, KRXY, KOY-FM, KKRZ, WZYP. See Parallels, debuts at number 30.

## RHYTHM SYNDICATE

### Hey Donna (Impact)

61% of our reporters playing it. Moves: Up 44, Debuts 40, Same 37, Down 0, Adds 28 including PRO-FM, B96, Q102, HOT102, KDWB, KIIS, WNNK, WCGQ, WWHT. See Parallels, debuts at number 38.

# NEW & ACTIVE

## BAD ENGLISH "Straight To Your Heart" (Epic)

Reports: 137. Moves: Up 71, Debuts 23, Same 34, Down 0, Adds 9 including PRO-FM, WMXF, HOT95, WVIC, WILN, KLYV, KRXY 30-27, JET-FM 23-20, WLAN 33-27, KC101 25-20, WRCK 36-30.

## RTZ "Face The Music" (Giant/Reprise)

Reports: 133. Moves: Up 78, Debuts 14, Same 29, Down 1, Adds 11 including FUN107, I95, WDJX, WZKS, WABB, WRVO, WPXR, WZOK, WIOG, JET-FM 12-10, WZYP 25-18, WQUT 15-9, WWFX 25-20. See Parallels, debuts at number 37 on the CHR chart.

## HEAVY D. & THE BOYZ "Now That We Found Love" (MCA)

Reports: 133. Moves: Up 84, Debuts 8, Same 26, Down 9, Adds 6, KUBE, WIKZ, KKRZ, KZZU, 95XXX, KLYV, WXXS 4-3, WEGX 20-12, PWR96 13-8, B96 1-1, WDFX 13-8. See Parallels, moves 23-22 on the CHR chart.

## TAMI SHOW "The Truth" (RCA)

Reports: 132. Moves: Up 82, Debuts 8, Same 31, Down 3, Adds 8, WDFX, WIKZ, WKSI, 96STO, KWOD, 103CIR, WCIL, KPXR, Y102 30-27, KZFM 31-26, KF95 11-10, WOMP 7-5. See Parallels, moves 34-31 on the CHR chart.

## BOB SEGER & THE SILVER BULLET BAND "The Real Love" (Capitol)

Reports: 125. Moves: Up 99, Debuts 9, Same 16, Down 0, Adds 1, B104, KRXY 24-19, JET-FM 13-9, WERZ 29-24, PWR92 31-24, WQGN 23-19, WSTW 27-20, WZYP 28-20, WQUT 24-17, WRCK 10-5. See Parallels, moves 37-32 on the CHR chart.

## HENRY LEE SUMMER "Till Somebody Loves You" (Epic)

Reports: 113. Moves: Up 88, Debuts 3, Same 18, Down 1, Adds 3, KRNO, WGRD, WILN, WLAN 19-16, WKRZ 22-19, WSTW 18-13, WBBO 34-30, KZZB 35-29, 96STO 24-19, KZZU 26-22. See Parallels, moves 35-33 on the CHR chart.

## CHESNEY HAWKES "The One And Only" (Chrysalis)

Reports: 112. Moves: Up 81, Debuts 9, Same 14, Down 0, Adds 8, WZPL, FLY92, FUN107, WDJX, WZKS, WGRD, KJ103, KOIZ, PWR99 16-6, KBEO 7-5, KDWB 24-19, WAAL 10-8, WRCK 5-2. See Parallels, moves 36-34 on the CHR chart.

## CURTIS STIGERS "I Wonder Why" (Arista)

Reports: 111. Moves: Up 15, Debuts 24, Same 45, Down 0, Adds 27 including WEGX, KDWB, KKRZ, KUBE, WAEB, FUN107, KZFM, WZYP, PRO-FM 35-30, WLAN 37-31, 999KHI 40-28.

## BILLY FALCON "Power Windows" (Jambco/Mercury)

Reports: 111. Moves: Up 71, Debuts 7, Same 25, Down 0, Adds 8, KKQB, WNVZ, WQGN, KJ103, WPRR, 95XXX, WYKS, WBXX, WAAL 26-22, WWSR 17-13, PWR92 26-15, WLAN 31-25. See Parallels, debuts at number 40 on the CHR chart.

## OR-N-MORE "Everyotherday" (EMI)

Reports: 109. Moves: Up 33, Debuts 23, Same 41, Down 0, Adds 12 including B94, Y100, PWR92, KKYK, CK105, KCAQ, WAZY, PWR92 28-23, WJMO 37-29, WNNK 30-26, WLAN 34-26, WQGN 31-26.

## SIOUXSIE & THE BANSHEES "Kiss Them For Me" (Geffen)

Reports: 103. Moves: Up 42, Debuts 15, Same 24, Down 0, Adds 22 including KRBE, Q105, KOY-FM, Q106, KC101, WKKX, WABB, WIOG, KLUC, KRQ, WDFX 16-10, WPST 10-7, WBBO 30-18, K96 7 7-4.

## ROBERTA FLACK w/MAXI PRIEST "Set The Night To Music" (Atlantic)

Reports: 100. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 100 including WXXS, KEGL, KRBE, Y100, Q105, HOT102, KDWB, KRXY, KS104, KIIS, KKFR, KPLZ, KUBE.

## GUNS N' ROSES "Don't Cry" (Geffen)

Reports: 96. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 96 including WEGX, B94, PWR99, KEGL, PWR95, KKQB, Q102, WHYT, WKBO, KUBE, I95, WDJX, FM100.

## VANESSA WILLIAMS "Running Back To You" (Wing/Mercury)

Reports: 94. Moves: Up 50, Debuts 11, Same 28, Down 0, Adds 5, WDFX, WHYT, WLAN, WDJX, WILN, WXXS 31-27, WZOU 15-11, HOT97 18-15, PWR92 34-20, HOT102 34-28, KMEL 12-10, FUN107 28-23. See Parallels, debuts at number 39 on the CHR chart.

## STEELHEART "She's Gone (Lady)" (MCA)

Reports: 94. Moves: Up 50, Debuts 13, Same 26, Down 0, Adds 5, WHOT, KF95, KFOK, WBXX, KG95, WKBO 13-5, WAAL 31-28, PWR92 38-28, WQGN 26-22, WZYP 35-30, WQUT 26-20, KFBO 39-33.

## STEVIE NICKS "Sometimes (It's A Bitch)" (Modern/Atlantic)

Reports: 93. Moves: Up 35, Debuts 19, Same 31, Down 0, Adds 8, PWR95, 96STO, CK105, WVIC, KLYV, KZIO, KG95, JET-FM 22-19, WLAN 29-24, WNOK 39-35, WQUT 36-30.

## EDDIE MONEY "Heaven In The Back Seat" (Columbia)

Reports: 91. Moves: Up 8, Debuts 23, Same 26, Down 0, Adds 34 including KEGL, KDWB, WAEB, PWR92, KC101, Y102, WYCR, WBBO, PWR945, WGRD, WPHR d-20, WLAN 40-33.

## P.C. QUEST "After The Summer's Gone" (Headliner/Records/RCA)

Reports: 82. Moves: Up 44, Debuts 7, Same 25, Down 1, Adds 5, WHYT, KKYK, KWIN, WFHT, KMGZ, PWR96 29-23, KTFM 26-22, WJMO 38-28, WKSS 24-19, KZFM 35-27, KBFM 28-18.

## RUSS IRWIN "My Heart Belongs To You" (SBK)

Reports: 79. Moves: Up 5, Debuts 17, Same 33, Down 0, Adds 24 including WERZ, FUN107, KC101, 999KHI, 93Q, WYCR, WBBO, WZYP, WHYT, KQKQ, WNCI 31-29, K96 7 40-36.

## MICHAEL W. SMITH "For You" (Reunion/Geffen)

Reports: 64. Moves: Up 20, Debuts 10, Same 20, Down 0, Adds 14 including PWR95, WAAL, WWSR, KKYK, WHYT, CK105, KJ103, WPRR, WKBO 29-24, KRXY 31-25, WLAN 38-34, WPST 34-28, WVIC 24-17.

## BELL BIV DEVOE "Word To The Mutha" (MCA)

Reports: 82. Moves: Up 27, Debuts 17, Same 8, Down 0, Adds 10, WDFX, PWR106, FLY92, WKBQ, WFMF, KHKT, PWR102, WMMZ, KTRS, KPSI, WZOU 30-22, WIOQ 22-12, WPGC 12-9, PWR92 27-21, WWHF 20-14.

## TONY TERRY "With You" (Epic)

Reports: 81. Moves: Up 31, Debuts 5, Same 15, Down 1, Adds 9, HOT97, B96, KIIS, WKKX, WRHT, KTUX, WHTO, WMMZ, WILN, KRBE 28-24, KTFM 7-5, PWR92 33-27, PWR106 23-18, KGGI 6-4, Q106 18-14.

## LISA FISCHER "Save Me" (Elektra)

Reports: 61. Moves: Up 16, Debuts 14, Same 28, Down 0, Adds 3, WJMO, WKPE, KTRS, WQGN 30-25, KZZB 38-33, WCKZ 28-23, KZFM 34-31, B95 34-26, KHHT 27-22.

## SIMPLY RED "Something Got Me Started" (EastWest)

Reports: 56. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 56 including WMXP, WNVZ, WNCI, HOT102, WWSR, FUN107, WKKX, WKRZ, WBBO, KZFM, WBBO.

## BIG AUDIO DYNAMITE II "Rush" (Columbia)

Reports: 55. Moves: Up 3, Debuts 7, Same 27, Down 0, Adds 18 including WZOU, KKQB, KUBE, WQGN, 93Q, K96 7, WOVV, WWFX, KFOK, KC101 26-22, KMGZ 29-24.

## SALT-N-PEPA "Let's Talk About Sex" (Next Plateau)

Reports: 54. Moves: Up 28, Debuts 7, Same 7, Down 0, Adds 12 including WIOQ, PWR92, Q105, HOT102, FM102, G105, HOT95, KBFM, WHOT, KBXX 11-7, KRBE 27-22, B96 12-10, WDFX 20-15.

## MARC CONN "Silver Thunderbird" (Atlantic)

Reports: 54. Moves: Up 34, Debuts 0, Same 19, Down 1, Adds 0, WQUT 29-23, KJ103 28-25, KHKT 10-8, KZZU 33-30, WNYF 16-13, KLYV 33-26, WTBX 34-28, KROC 23-19, KFMW 11-9, KMOK 29-25.

## EMF "Lies" (EMI)

Reports: 52. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 52 including KBEO, WKBO, KPLZ, FLY92, FUN107, 93Q, WBBO, K96 7, I95, WAPE, XL1067.

# SIGNIFICANT ACTION

## JASMINE GUY "Just Want To Hold You" (WB)

Reports: 48. Moves: Up 20, Debuts 4, Same 14, Down 0, Adds 8, WNCI, KKRZ, WFMF, KBFM, Y107, KFBO, KTMT, KPSI, KKFR 3-1, KGGI 22-9, FM102 1-1, KMEL 4-3, HOT97 7-6, KZFM 4-3, PWR102 1-1.

## BRAND NEW HEAVIES "Never Stop" (Delicious Vinyl/Island)

Reports: 44. Moves: Up 13, Debuts 10, Same 10, Down 0, Adds 11 including WZOU, FM102, WXXS, WLAN, 999KHI, I94, WOMP, KYRK, HOT97 28-25, WQGN 36-31, KZFM 39-33, B95 37-29.

## ZIGGY MARLEY & THE MELODY MAKERS "Good Time" (Virgin)

Reports: 42. Moves: Up 4, Debuts 4, Same 28, Down 0, Adds 6, KRBE, PWR92, PWR92, KCAQ, WYKS, KQMG, WJMO 40-31, WWHF d-22, B95 38-30, KDON d-30, KTMT 39-33.

## METALLICA "Enter Sandman" (Elektra)

Reports: 40. Moves: Up 16, Debuts 6, Same 9, Down 0, Adds 9, KBEO, WIKZ, WKRZ, WBBO, WZYP, WVIC, WBLZ, KOHT, KGGG, WQGN 38-28, I95 26-18, WQUT 40-34, CK105 23-14.

## MOST ADDED

- ROBERTA FLACK (100)
- GUNS N' ROSES (96)
- SIMPLY RED (56)
- EMF (52)
- BRYAN ADAMS (39)
- EDDIE MONEY (34)
- RICHIE SAMBORA (34)
- RHYTHM SYNDICATE (28)
- CURTIS STIGERS (27)
- RUSS IRWIN (24)
- REMBRANDTS (24)

## HOTTEST

- COLOR ME BADD (144)
- MARIAH CAREY (91)
- MARKY MARK & THE... (81)
- BOYZ II MEN (80)
- FIREHOUSE (73)
- NATURAL SELECTION (65)
- EXTREME (59)
- PAULA ABDUL (56)
- MICHAEL BOLTON (48)
- C & C MUSIC FACTORY (44)

## MICHAEL LEARNS TO ROCK "My Blue Angel" (Impact)

Reports: 38. Moves: Up 7, Debuts 8, Same 22, Down 0, Adds 1, KTMT, KEGL d-32, FLY92 d-35, WSTW d-38, WVIC d-20, KWOD 29-23, KMGZ d-38, KGOT 39-36, KMOK 35-32.

## DAVID HALLYDAY "Tears Of The Earth" (Scotti Bros.)

Reports: 36. Moves: Up 5, Debuts 5, Same 23, Down 0, Adds 3, WJLO, KTUX, OK95, KKQB 21-19, WQUT 30-26, KYYY d-40, KFBO d-40, KTMT d-39, KFFM d-39.

## JOMANDA "Got A Love For You" (Big Beat/Atlantic)

Reports: 35. Moves: Up 14, Debuts 0, Same 15, Down 6, Adds 0, PWR96 20-16, HOT102 17-12, WSPK 22-19, KZFM 11-10, WDJX 35-32, KBFM 35-22, XL1067 25-21, WFHT 33-30.

## RICHIE SAMBORA "Ballad Of Youth" (Mercury)

Reports: 34. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 34 including Z100, PRO-FM, KEGL, WNVZ, KPLZ, JET-FM, WQGN, WKRZ, WZYP, WQUT, CK105, KMYZ, KZZU.

## FARM "Groovy Train" (Reprise)

Reports: 34. Moves: Up 2, Debuts 2, Same 18, Down 0, Adds 12 including PWR99, KRBE, KTFM, HOT102, 93Q, WSTW, I95, G105, WPXR, KS104 d-23, KLUC 30-24, KWOD d-20, KTMT 38-32.

## KISS "God Gave Rock 'N' Roll To You" (Interscope/EWA)

Reports: 34. Moves: Up 10, Debuts 4, Same 15, Down 1, Adds 4, WCGQ, WQUT, CK105, WIOG, KKQB 15-11, WAAL 39-36, WPST 38-35, WOKI 19-16, KISR 27-22, KMGZ 37-32, KFMW 27-20.

## K.M.C. KRU "Devil Came Up To Michigan" (Curb)

Reports: 32. Moves: Up 16, Debuts 3, Same 6, Down 1, Adds 6, WDFX, WBBO, WHYT, WWHT, KWIN, WILN, WHYT 18-8, WFMF 11-7, KPRR 26-17, HOT95 7-4, KTUX 22-15, CK105 18-12, WGRD 30-21.

## MOTLEY CRUE "Primal Scream" (Elektra)

Reports: 32. Moves: Up 3, Debuts 8, Same 17, Down 0, Adds 4, JET-FM, WOMP, WVBS, KMGZ, WKRZ d-40, WPXR d-31, CK105 d-40, WPRR d-35, WKSF d-31, KNIN 33-30, KTMT 40-35.

## LONNIE GORDON "Gonna Catch You" (SBK)

Reports: 32. Moves: Up 11, Debuts 2, Same 19, Down 0, Adds 0, WXXS 24-21, WZOU 27-24, WJMO 39-34, WDFX d-25, WLAN 25-21, WKKX 29-26, WQXA d-35, WJAD 32-29.

## CROWDED HOUSE "Fall At Your Feet" (Capitol)

Reports: 30. Moves: Up 1, Debuts 4, Same 13, Down 0, Adds 12, WNVZ, KRXY, KPLZ, KKYK, CK105, KOIZ, WILN, WDBR, KBOZ, KFBO, KOIX, Y97, WLAN d-38, KWOD d-27, KFOK d-31, KTMT d-37.

## 3RD BASS "Pop Goes The Weasel" (Def Jam/Columbia)

Reports: 27. Moves: Up 11, Debuts 0, Same 8, Down 8, Adds 0, WZOU 8-7, WMXP 7-6, KTFM 23-20, KS104 20-18, FUN107 23-17, WQXA 4-3, WWHF 9-7, KKOX 15-12.

## PRETTY IN PINK "All About You" (Motown)

Reports: 26. Moves: Up 6, Debuts 3, Same 10, Down 0, Adds 7, PRO-FM, WHYT, KKFR, KBFM, Y107, PWR102, WJAD, WIOQ d-28, PWR92 22-17, FM102 19-16, KMEL 28-25, B95 39-32.

## BLACK BOX "Fantasy" (RCA)

Reports: 26. Moves: Up 2, Debuts 3, Same 18, Down 0, Adds 3, WZOU, WERZ, 999KHI, WXXS 32-29, WJMO d-37, KZFM d-40, WJLO d-39, WILN 34-30.

## REMBRANDTS "Save Me" (Atco)

Reports: 25. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 24 including KBEO, WPST, WSTW, WGTZ, WZOK, KKHT, KF95, KWOD, HOT949, KMCK.

## TKA "Louder Than Love" (Tommy Boy)

Reports: 24. Moves: Up 12, Debuts 1, Same 5, Down 3, Adds 3, B96, WKSS, B95, PWR106 30-25, WKKX 27-19, WQXA 32-29, KZFM 37-30, KPRR 12-9, KBFM d-39, PWR102 33-25.

## NAUGHTY BY NATURE "O.P.P." (Tommy Boy)

Reports: 23. Moves: Up 7, Debuts 3, Same 2, Down 0, Adds 11, MOJO, Z100, KTFM, B96, KIIS, KKFR, HOT977, KPRR, PWR102, KCAQ, Z90, WPGC 1-1, WHYT 23-18, Q106 18-5.

## EX-GIRLFRIEND "Why Can't You Come Home" (Reprise)

Reports: 22. Moves: Up 10, Debuts 6, Same 4, Down 0, Adds 2, WQXA, WCKZ, HOT97 d-28, KBXX d-20, PWR106 d-33, KMEL 9-7, HOT977 26-21, B95 18-11, PWR102 30-23, KWIN 32-23.

## JAMES BROWN "Move On" (Scotti Bros.)

Reports: 21. Moves: Up 2, Debuts 1, Same 16, Down 0, Adds 2, WHYT, KC101, WXXS on, WZOU on, B94 on, WPGC on-dp, WPHR on-dp, WCGQ d-38, KTUX 31-25.

## RIFF "If You're Serious" (SBK)

Reports: 19. Moves: Up 9, Debuts 2, Same 6, Down 0, Adds 2, WJMO, HOT949, KS104 9-8, KMEL 18-15, WLAN d-40, WCKZ 31-29, PWR102 d-32, KWIN 37-34, KOMQ 25-20.

## TIMMY T. "Too Young To Love You" (Quality)

Reports: 17. Moves: Up 0, Debuts 4, Same 12, Down 0, Adds 1, KOMQ, WIOQ on, KISN on-dp, HOT977 on-dp, WFMF d-35, WZYP d-34, KF95 d-40, B95 d-39, Q99 5 on.

## ANOTHER BAD CREATION "Jealous Girl" (Motown)

Reports: 16. Moves: Up 4, Debuts 2, Same 0, Down 0, Adds 10, WXXS, PWR92, WKKX, WCKZ, KPRR, HOT95, WWHF, KHKT, KKKX, WFHT, WIOQ d-24, KS104 21-17, KKFR d-29, FM102 23-19, B95 35-22.

## ARMY OF LOVERS "My Army Of Lovers" (Giant/WB)

Reports: 16. Moves: Up 3, Debuts 3, Same 3, Down 0, Adds 7, HOT97, WJMO, WKKX, HOT95, PWR102, KCAQ, Y97, PWR99 24-21, KZFM d-39, 96STO d-40, WGRD d-36, B95 40-33.

## L.L. COOL J "6 Minutes Of Pleasure" (Columbia)

Reports: 16. Moves: Up 8, Debuts 1, Same 6, Down 1, Adds 0, WDFX 23-19, WQXA d-33, KYRK on, B95 22-15, PWR102 27-19, WBXX on, KYRK on.

## MIC MURPHY "Give Me Just A Little More Time" (EastWest)

Reports: 16. Moves: Up 3, Debuts 1, Same 12, Down 0, Adds 0, KRXY 28-24, KISN on, FLY92 on, WKKX on, KBFM on, WJLO on, WPRR 32-29, WJAD d-35.

## BG THE PRINCE OF RAP "This Beat Is Hot" (Epic)

Reports: 15. Moves: Up 9, Debuts 0, Same 4, Down 1, Adds 1, PWR92, WXXS 26-23, WIOQ 5-4, WPGC on-dp, PWR96 14-9, WJMO 30-24, KZFM 38-32.

## NIKOLAJ STEEN "Angel" (Imago)

Reports: 15. Moves: Up 7, Deb

love...thy will be done  
martika...

**It's done.  
Thank you radio!**



*On Columbia.*

Written by Martika and Prince  
Produced by Paisley Park  
Additional Production by Martika  
Management: Marta Marrero for Magico Management

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## NATIONAL AIRPLAY OVERVIEW

### CHR

3	2	WKS	WKS	LW	TW	
7	3	2	1			<b>1</b> COLOR ME BADA/Adore Mi... (Giant/Reprise)
2	2	1	2			<b>2</b> PAULA ABDUL/The Promise Of A New... (Captive/Virgin)
6	4	4	3			<b>3</b> C & C MUSIC FACTORY/Things That Make... (Columbia)
5	5	5	4			<b>4</b> MICHAEL BOLTON/Time, Love And Tenderness (Columbia)
38	22	14	5			<b>5</b> MARIAH CAREY/Emotions (Columbia)
9	7	6	6			<b>6</b> CATHY DENNIS/Too Many Walls (Polydor/PLG)
17	12	7	7			<b>7</b> BOYZ II MEN/Motownphilly (Motown)
19	14	12	8			<b>8</b> MARKY MARK &.../Good Vibrations (Interscope/EWA)
14	13	10	9			<b>9</b> FIREHOUSE/Love Of A Lifetime (Epic)
1	1	3	10			<b>10</b> BRYAN ADAMS/(Everything I Do)... (A&M/Morgan Creek)
25	19	15	11			<b>11</b> KARYN WHITE/Romantic (WB)
18	16	13	12			<b>12</b> R.E.M./Shiny Happy People (WB)
11	9	8	13			<b>13</b> ROD STEWART/The Motown Song (WB)
28	23	18	14			<b>14</b> NATURAL SELECTION/Do Anything (EastWest)
13	10	9	15			<b>15</b> HI-FIVE/Can't Wait Another Minute (Jive/RCA)
29	24	19	16			<b>16</b> EXTREME/Hole Hearted (A&M)
31	28	22	17			<b>17</b> BONNIE RAITT/Something To Talk About (Capitol)
8	8	11	18			<b>18</b> SEAL/Crazy (Sire/WB)
10	11	17	19			<b>19</b> SCORPIONS/Wind Of Change (Mercury)
30	27	24	20			<b>20</b> AARON NEVILLE/Everybody Plays The Fool (A&M)
36	32	26	21			<b>21</b> MARTIKA/Love...Thy Will Be Done (Columbia)
27	25	23	22			<b>22</b> HEAVY D. & THE BOYZ/Now That We Found Love (MCA)
22	21	20	23			<b>23</b> HUEY LEWIS & THE NEWS/It Hit Me Like... (EMI)
3	6	16	24			<b>24</b> AMY GRANT/Every Heartbeat (A&M)
40	35	29	25			<b>25</b> LUTHER VANDROSS/Don't Want To Be A Fool (Epic)
4	17	21	26			<b>26</b> ROXETTE/Fading Like A Flower (Every Time...) (EMI)
15	15	25	27			<b>27</b> KLF/3 A.M. Eternal (Arista)
—	—	38	28			<b>28</b> JESUS JONES/Real, Real, Real (SBK)
—	—	39	29			<b>29</b> BAD COMPANY/Walk Through Fire (Atco)
<b>BREAKER</b>			30			<b>30</b> BRYAN ADAMS/Can't Stop This Thing We Started (A&M)
39	36	34	31			<b>31</b> TAMI SHOW/The Truth (RCA)
—	40	37	32			<b>32</b> BOB SEGER & THE SILVER.../The Real Love (Capitol)
—	37	35	33			<b>33</b> HENRY LEE SUMMER/Till Somebody Loves You (Epic)
—	38	36	34			<b>34</b> CHESNEY HAWKES/The One And Only (Chrysalis)
34	33	32	35			<b>35</b> 38 SPECIAL/The Sound Of Your Voice (Charisma)
16	18	27	36			<b>36</b> D.J. JAZZY JEFF & FRESH.../Summertime (Jive/RCA)
<b>DEBUT</b>			37			<b>37</b> RTZ/Fade The Music (Giant/Reprise)
<b>BREAKER</b>			38			<b>38</b> RYTHM SYNDICATE/Hey Donna (Impact)
<b>DEBUT</b>			39			<b>39</b> VANESSA WILLIAMS/Running Back To... (Wing/Mercury)
<b>DEBUT</b>			40			<b>40</b> BILLY FALCON/Power Windows (Jambco/Mercury)

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### ADULT CONTEMPORARY

3	2	WKS	WKS	LW	TW	
3	2	1	1			<b>1</b> ROD STEWART/The Motown Song (WB)
4	4	3	2			<b>2</b> MICHAEL BOLTON/Time, Love And Tenderness (Columbia)
12	8	6	3			<b>3</b> AARON NEVILLE/Everybody Plays The Fool (A&M)
1	1	2	4			<b>4</b> BRYAN ADAMS/(Everything I Do)... (A&M/Morgan Creek)
8	6	5	5			<b>5</b> BONNIE RAITT/Something To Talk About (Capitol)
14	12	10	6			<b>6</b> CATHY DENNIS/Too Many Walls (Polydor/PLG)
10	7	7	7			<b>7</b> ROXETTE/Fading Like A Flower (Every Time...) (EMI)
2	3	4	8			<b>8</b> AMY GRANT/Every Heartbeat (A&M)
11	9	9	9			<b>9</b> CHICAGO/You Come To My Senses (Full Moon/Reprise)
13	11	11	10			<b>10</b> HUEY LEWIS & THE NEWS/It Hit Me Like... (EMI)
6	5	8	11			<b>11</b> LENNY KRAVITZ/It Ain't Over 'Til It's Over (Virgin)
24	18	15	12			<b>12</b> BOB SEGER & THE SILVER.../The Real Love (Capitol)
27	19	16	13			<b>13</b> MARIAH CAREY/Emotions (Columbia)
20	15	14	14			<b>14</b> BETH NIELSEN CHAPMAN/All I Have (Reprise)
21	20	18	15			<b>15</b> TRIPLETS/Sunrise (Mercury)
7	13	13	16			<b>16</b> DAVE STEWART I/CANDY DULFER/Lily Was... (Arista)
<b>BREAKER</b>			17			<b>17</b> NEIL DIAMOND/If There Were No Dreams (Columbia)
22	22	19	18			<b>18</b> RONNIE MILSAP/Since I Don't Have You (RCA)
<b>BREAKER</b>			19			<b>19</b> BETTE MIDLER/The Gift Of Love (Atlantic)
5	10	12	20			<b>20</b> CHER/Love And Understanding (Geffen)
9	14	17	21			<b>21</b> PEABO BRYSON/Can You Stop The Rain (Columbia)
30	28	25	22			<b>22</b> BILLY DEAN/Somewhere In My Broken... (SBK/Capitol)
<b>BREAKER</b>			23			<b>23</b> LUTHER VANDROSS/Don't Want To Be A Fool (Epic)
15	17	22	24			<b>24</b> NATALIE COLE w/NAT COLE/Unforgettable (Elektra)
16	16	21	25			<b>25</b> GLORIA ESTEFAN/Can't Forget You (Epic)
—	—	29	26			<b>26</b> PAULA ABDUL/The Promise Of A New... (Captive/Virgin)
—	—	30	27			<b>27</b> MICHAEL W. SMITH/For You (Reunion/Geffen)
<b>DEBUT</b>			28			<b>28</b> GLORIA ESTEFAN/Live For Loving You (Epic)
18	21	24	29			<b>29</b> CELINE Dion/The Last To Know (Epic)
<b>DEBUT</b>			30			<b>30</b> DIANA ROSS/When You Tell Me... (Motown)

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### URBAN CONTEMPORARY

3	2	WKS	WKS	LW	TW	
6	4	2	1			<b>1</b> PHYLLIS HYMAN/Don't Wanna... (Philly/Zoo)
11	6	3	2			<b>2</b> COLOR ME BADA/Adore Mi Amor (Giant/Reprise)
8	7	4	3			<b>3</b> BRAND NEW HEAVIES/Never Stop (Delicious Vinyl/Island)
3	1	1	4			<b>4</b> LUTHER VANDROSS/Don't Want To Be A Fool (Epic)
17	12	8	5			<b>5</b> VANESSA WILLIAMS/Running Back To... (Wing/Mercury)
9	8	5	6			<b>6</b> EX-GIRLFRIEND/Why Can't You Come Home (Reprise)*
14	10	6	7			<b>7</b> WHITNEY HOUSTON/My Name Is Not Susan (Arista)*
10	9	7	8			<b>8</b> TEVIN CAMPBELL/Just Ask Me To (Qwest/WB)*
13	11	9	9			<b>9</b> B ANGIE B/So Much Love (Bust It/Capitol)
22	15	11	10			<b>10</b> KARYN WHITE/Romantic (WB)
15	13	10	11			<b>11</b> LENNY KRAVITZ/It Ain't Over 'Til It's Over (Virgin)
21	17	14	12			<b>12</b> PRINCE & THE NEW POWER.../Get Off (Paisley Park/WB)
23	18	16	13			<b>13</b> O'JAYS/Keep On Lovin Me (EMI)
29	19	17	14			<b>14</b> BOYZ II MEN/It's So Hard To Say Goodbye (Motown)
19	16	15	15			<b>15</b> J.T. TAYLOR/Long Hot Summer Night (MCA)
40	27	18	16			<b>16</b> MARIAH CAREY/Emotions (Columbia)
25	21	19	17			<b>17</b> JENNIFER HOLLIDAY/I'm On Your Side (Arista)
32	22	20	18			<b>18</b> LISA FISCHER/Save Me (Elektra)
39	29	23	19			<b>19</b> GUY/D.O.G. Me Out (Uptown/MCA)
36	25	22	20			<b>20</b> BELL BIV DEVOE/Word To The Mutha! (MCA)
—	34	25	21			<b>21</b> STEVIE WONDER/Fun Day (Motown)
—	37	28	22			<b>22</b> NAUGHTY BY NATURE/O.P.P. (Tommy Boy)
—	39	31	23			<b>23</b> S.O.S. BAND/Sometimes I Wonder (Tabu/A&M)
38	32	29	24			<b>24</b> TRACIE SPENCER/Tender Kisses (Capitol)
31	26	24	25			<b>25</b> PRETTY IN PINK/All About You (Motown)
34	30	26	26			<b>26</b> ANOTHER BAD CREATION/Jealous Girl (Motown)
—	35	32	27			<b>27</b> JODECI/Forever My Lady (Uptown/MCA)
—	—	36	28			<b>28</b> DAMIAN DAME/Right Down To It (LaFace/Arista)
—	40	34	29			<b>29</b> DONNA SUMMER/When Love Cries (Atlantic)
—	—	37	30			<b>30</b> SHABBA RANKS/Housecall (Epic)
37	31	30	31			<b>31</b> GEORGINO/Rollin (RCA)
—	—	39	32			<b>32</b> JOHNNY GILL/I'm Still Waiting (Giant/Reprise)
—	—	38	33			<b>33</b> RUDE BOYS/Are You Lonely For Me? (Atlantic)
<b>DEBUT</b>			34			<b>34</b> LADY'S KNIGHT/Superwoman (MCA)
—	—	40	35			<b>35</b> SMALL CHANGE/Tear Drops (Mercury)
<b>DEBUT</b>			36			<b>36</b> NEWKIRK/Small Thing (Def Jam/Columbia)
4	5	13	37			<b>37</b> LISA LISA/Let The Beat Hit 'Em (Columbia)
2	2	12	38			<b>38</b> BEBE & CECE WINANS/Addictive Love (Capitol)
<b>DEBUT</b>			39			<b>39</b> GENE RICE/You're A Victim (RCA)
1	3	21	40			<b>40</b> VESTA/Special (A&M)

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### NEW ROCK

LW	TW	
2	1	<b>1</b> ROBYN HITCHCOCK &.../Perspex Island (A&M)
1	2	<b>2</b> PSYCHEDELIC FURS/World Outside (Columbia)
3	3	<b>3</b> CROWDED HOUSE/Woodface (Capitol)
4	4	<b>4</b> BIG AUDIO DYNAMITE II/The Globe (Columbia)
5	5	<b>5</b> SQUEEZE/Play (Reprise)
8	6	<b>6</b> VOICE OF THE BEEHIVE/Honey Lingers (London/PLG)
10	7	<b>7</b> SMITHEREENS/Blow Up (Capitol)
9	8	<b>8</b> TIN MACHINE/In Machine II (Victory Music/PLG)
15	9	<b>9</b> TRANSVISION VAMP/Little Magnets vs. The Bubble... (MCA)
23	10	<b>10</b> LLOYD COLE/She's A Girl And I'm A Man (Track) (Capitol)

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### NAC

LW	TW	
1	1	<b>1</b> ACOUSTIC ALCHEMY/Back On The Case (GRP)
2	2	<b>2</b> RIPPINGTONS/Curves Ahead (GRP)
5	3	<b>3</b> BONNIE RAITT/Luck Of The Draw (Capitol)
3	4	<b>4</b> WARREN RAITT/Kiss Under The Moon (RCA)
8	5	<b>5</b> OTTMAR LIEBERT/Borrasca (Higher Octave)
7	6	<b>6</b> PETE BARDENS/Watercolors (Miramar)
9	7	<b>7</b> AARON NEVILLE/Warm Your Heart (A&M)
4	8	<b>8</b> TOM SCOTT/Keep This Love Alive (GRP)
6	9	<b>9</b> DOTSERO/Jubilee (Nova)
12	10	<b>10</b> JEREMY WALL/Cool Running (Amherst)

Complete TOP 30 NAC Chart Pg. 104

### CONTEMPORARY JAZZ

LW	TW	
2	1	<b>1</b> ANTONIO HART/For The First Time (Novus/RCA)
5	2	<b>2</b> BENNY GREEN TRIO/Greens (Blue Note)
6	3	<b>3</b> McCOY TYNER/Remembering John (Enja)
8	4	<b>4</b> TOUGH YOUNG TENDERS/Alone Together (Antilles/Island)
4	5	<b>5</b> CLEO LAINE/Jazz (RCA)
12	6	<b>6</b> BOBBY HUTCHERSON/Mirage (Landmark)
10	7	<b>7</b> BENNY BARRON/Quick Step (Enja)
9	8	<b>8</b> REBECCA COUPE FRANKS/Suit Of Armor (Justice)
7	9	<b>9</b> TERENCE BLANCHARD/Terence Blanchard (Columbia)
3	10	<b>10</b> DAVID SANBORN/Another Hand (Elektra)

Complete TOP 30 Contemporary Jazz Chart Pg. 104

### AOR TRACKS

3	2	WKS	WKS	LW	TW	
—	5	3	1			<b>1</b> RUSH/Dreamline (Atlantic)
3	2	1	2			<b>2</b> TOM PETTY & THE.../Out In The Cold (MCA)
<b>BREAKER</b>			3			<b>3</b> GUNS N' ROSES/Don't Cry (Geffen)
—	—	9	4			<b>4</b> BRYAN ADAMS/Can't Stop This Thing We... (A&M)
—	10	6	5			<b>5</b> DIRE STRAITS/Calling Elvis (WB)
18	7	7	6			<b>6</b> STEVIE NICKS/Sometimes It's A Bitch (Modern/Atlantic)
1	1	2	7			<b>7</b> EXTREME/Hole Hearted (A&M)
—	—	11	8			<b>8</b> EDDIE MONEY/Heaven In The Back Seat (Columbia)
22	11	10	9			<b>9</b> BAD GUY/Strait To Your Heart (Epic)
4	3	4	10			<b>10</b> BOB SEGER & THE SILVER.../The Real Love (Capitol)
16	14	12	11			<b>11</b> METALLICA/Enter Sandman (Elektra)
2	4	5	12			<b>12</b> VAN HALEN/Runaround (WB)
10	8	8	13			<b>13</b> LYNRYD SKYNYRD 1991/Keeping The Faith (Atlantic)
19	17	13	14			<b>14</b> JETHRO TULL/This Is Not Love (Chrysalis)*
17	16	15	15			<b>15</b> FOUR HORSEMEN/Nobody Said It Was... (Def American)
14	13	14	16			<b>16</b> SCHOOL OF FISH/3 Strange Days (Capitol)
25	19	19	17			<b>17</b> BAD COMPANY/Walk Through Fire (Atco)
31	25	20	18			<b>18</b> TIN MACHINE/One Shot (Victory Music/PLG)
32	26	21	19			<b>19</b> RICHIE SAMBORA/Ballad Of Youth (Mercury)
<b>BREAKER</b>			20			<b>20</b> SCORPIONS/Send Me An Angel (Mercury)
<b>BREAKER</b>			21			<b>21</b> LITTLE FEAT/Shake Me Up (Morgan Creek)
—	31	24	22			<b>22</b> TESLA/Edison's Medicine (Geffen)
<b>BREAKER</b>			23			<b>23</b> SMITHEREENS/Top Of The Pops (Capitol)
—	27	25	24			<b>24</b> MOTLEY CRUE/Primal Scream (Elektra)
52	50	42	25			<b>25</b> VAN HALEN/Top Of The World (WB)
12	12	18	26			<b>26</b> BILLY FALCON/Power Windows (Jambco/Mercury)
<b>BREAKER</b>			27			<b>27</b> CULT/Wild Hearted Son (Sire/Reprise)
<b>DEBUT</b>			28			<b>28</b> OZZY OSBOURNE/No More Tears (Epic Associated)
5	6	16	29			<b>29</b> RTZ/Face The Music (Giant/Reprise)
46	44	37	30			<b>30</b> SCREAM/Man In The Moon (Hollywood)
—	—	55	31			<b>31</b> BOB SEGER & THE SILVER.../The Fire Inside (Capitol)
33	32	30	32			<b>32</b> JULIAN LENNON/Listen (Atlantic)
8	9	17	33			<b>33</b> FABULOUS THUNDERBIRDS/Twist Of The... (Epic Assoc.)
9	18	29	34			<b>34</b> BONNIE RAITT/Something To Talk About (Capitol)
58	52	43	35			<b>35</b> 38 SPECIAL/Rebel To Rebel (Charisma)
45	43	38	36			<b>36</b> THUNDER/Until My Dying Day (Geffen)
20	20	22	37			<b>37</b> KISS/God Gave Rock And Roll To You II (Interscope/EWA)
11	24	31	38		</	