

**I N S I D E:**

**MAXIMIZING MANAGEMENT**

The best stations keep their management structure flexible enough to adapt to changing priorities and personnel. **Chris Beck** examines the components necessary for a high-performing sales department. Also in Sales & Marketing: seven steps to more successful managers.

Page 19

**BANISHING BANALITY**

**Rob Balon** pulls no punches in a blistering assessment of today's radio talent, labeling the vast majority of personalities "boring, bland, and predictable."

Page 38

**RESUME THE POSITION**

If you've ever had to slog your way through a pile of resumes, you'll love "Resume Blunders, Bloopers & Mind-Bogglers," which features excerpts from some riotous resumes, including one describing former employers as "unappreciative beggars and slave drivers."

Page 16

**LOOK MA, NO HANDS!**

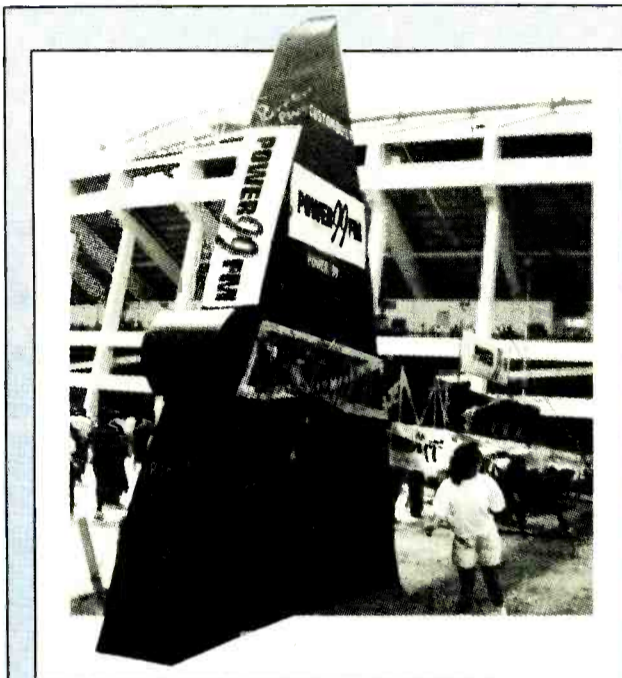
**Sanyo's** voice-activated car stereo will allow owners to choose stations without pushing a button. The new technology may have far-reaching implications for radio.

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**IN THE NEWS THIS WEEK**

- **Barry Weiss Sr.** VP/GM at Jive
- **FCC** upholds indecency fines
- **Rick Lambert** PD at KNDD/Seattle
- **WBNS/Columbus** flips to Gold
- **John Dimick** PD at KISN/SLC
- **Ray Barnett** GM at KSSK/Honolulu
- **Elvis Duran** PD at KBTS/Austin
- **Caroline Prutzman, Ron Shapiro** PR VPs at MCA
- **Bob Bernstein Sr.** Dir./PR at Capitol-EMI
- **Howard Paar Sr.** Dir./Publicity at Mercury

Page 3, 10, 13



**Power 99 Polishes Promotional Chops With 100-Foot Tomahawk**

**C**utting through the promotional clutter surrounding the National League Champion Atlanta Braves and their ax-wielding fans, **Power 99 (WAPW)/Atlanta** created a 100-foot-long tomahawk. The Susquehanna CHF then trucked it to a local car dealership (where listeners autographed it to become eligible to win Braves tix) before burying the humongous hatchet outside the infamous Chop Shop, aka Fulton County Stadium.

**National Sales Billings Way Off Outside Top 10 Markets**

The Top 10 markets continue to see increases in national business despite a significant overall national decrease this September. Stations in the Top 10 markets experienced a 5.7% increase during the first eight months of this year, but only 0.7% growth during September. Outside the Top 10, 61% of the 83 markets surveyed by **Miller, Kaplan, Arase & Co.** suffered decreases of more than 15% in September 1991 compared to September '90. The current month and year-to-date declines in national revenues going to markets outside the Top 10 were 12.1% and 6.3%, respectively. Only seven measured markets outside the Top 10 posted increases in national revenues for the month of September 1991.

—George Nadel Rivin, CPA

**RAB Faces The '90s**

**Economy, Attrition, Confab Concerns Confront New Chief**

**TUCSON** — As the radio industry reels from the economy's blows, the board of directors of the **Radio Advertising Bureau** is handing new President/CEO **Gary Fries** a mandate to proceed with an overhaul of the bureau's goals.

At the board's semiannual meeting, Fries said the RAB will have to "forge alliances"

with other elements of the radio industry in order to improve radio's short- and long-term sales goals.

RAB/See Page 26

**Snider PD At KRQR/SF**

**KRQR/San Francisco's** in-depth PD pursuit ended this week when the CBS AOR hired **KLPX/Tucson PD Larry Snider**, effective November 13. He succeeds **Chris Miller**, now **Larry Snider**



PD at **KZAP/Sacramento**.

"After an extensive nationwide search, I decided Larry is the best PD to help accomplish our current and long-term goals," remarked **KRQR VP/GM Don Marion**. "He brings with him over 20 years of programming knowledge and experience, as well as a true passion for this business."

SNIDER/See Page 26

**Columbia Ups Kudolla To Sr. VP/Sales**



**VP/Sales Rich Kudolla** is now Sr. VP/Sales at **Columbia Records**. The Retail Marketing Department, the newly created **Artist Development/Retail Marketing** Department, and the **Jazz Department** will all report to him now. He'll remain the primary sales liaison between **Columbia** and the **Sony Music** branch system and will still coordinate sales plans.

According to label President **Don Jenner**, "Rich has always been willing to break with tradition and do things differently. His ready acceptance of these new departments and responsibilities is what makes him a key player at Columbia."

KUDOLLA/See Page 26

**Fries Targets 'Cutting Edge'**

New **RAB President Gary Fries** said that by the January 1992 **Managing Sales Conference** in **Nashville**, he'll have a plan ready to put the association back on the radio industry's cutting edge.



Gary Fries

Less than a month into his new job, the former **Unistar** executive told **R&R** he's finding RAB's problems "can be solved"

FRIES/See Page 26

**Warner Music Group Names Schulman VP Heads Market Development**



**Atlantic Records Sr. VP/GM Mark Schulman** has been named to the new **VP/Market Development** post at **Warner Music Group**, where he will report to **Chairman Robert Morgado**.

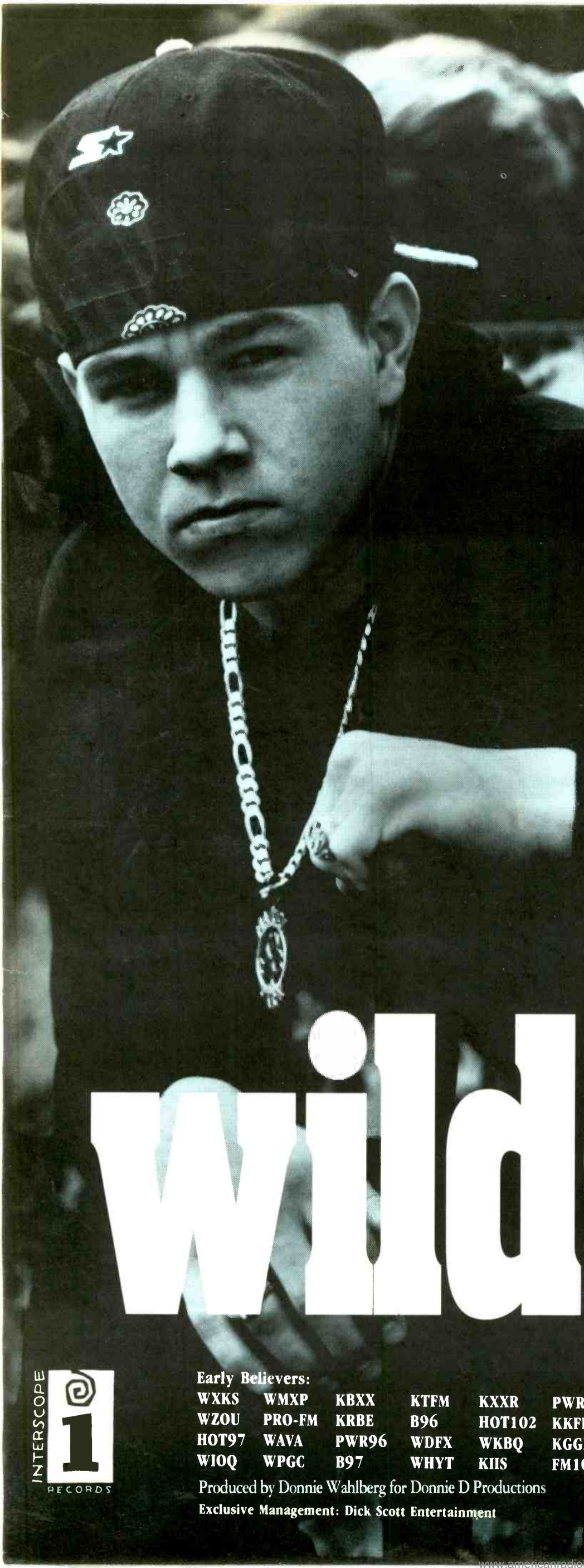
"The increasingly complex marketing environment has placed a premium on supporting our labels and **WEA** in their efforts to build traffic and sales at the retail level. A healthy retail marketplace and retail sales are the most efficient and profitable ways to sell our products. Mark's experience and relationships make him an ideal executive to work with the Music Group companies to deliver on this commitment."

"I'm looking forward to the new possibilities this position brings," said Schulman. "Since most of our product is sold through retail record stores, we will be researching ways of protecting that base. We'll also be looking at ways to bring older buyers into stores, for example."

SCHULMAN/See Page 26

**AC'S SUMMER VACATION**

**Arbitron Format Performance Review Page 24**



# Marky Mark & the Funky Bunch

Charles had everything going for him  
A top paying job, a good life, a good wife  
until he took a walk on the...

# wildside

The follow-up track to the #1 hit single "Good Vibrations"



**Early Believers:**

WXKS	WMXP	KBXX	KTFM	KXXR	PWR106	Q106
WZOU	PRO-FM	KRBE	B96	HOT102	KKFR	KMEL
HOT97	WAVA	PWR96	WDFX	WKBQ	KGGI	HOT977
WIOQ	WPGC	B97	WHYT	KIIS	FM102	and many more!

Produced by Donnie Wahlberg for Donnie D Productions

Exclusive Management: Dick Scott Entertainment

Co-produced by Marky Mark



east west records america

# Weiss Elevated To Jive Sr. VP/GM Position



Barry Weiss has ascended to Sr. VP/GM of Jive/Silvertone Records. According to Clive Calder, Zomba Group Chairman/CEO, "Barry has played a significant role in the development of our record labels in America, and he is undoubtedly ready for the challenge his increased responsibilities will bring."

Weiss added, "Having joined [UK-based] Jive at its inception in America, I am excited and proud to help lead the team that takes an independent Jive to the next stage. "Because we're P&D now [with BMG], we're much more hands-

on, although we're sharing certain sales and pop promotion services with RCA. So I'm really overseeing the day-to-day marketing/promotion/sales aspects of the company."

Earlier this year, Jive asserted its independence by changing its licensing deal with RCA to distribution directly through BMG.

Weiss began at Jive in 1982 as Manager/Artist Development, moved up to VP/Marketing, and was most recently Zomba Record Group Sr. VP. He remains in New York.

## FCC Upholds WLUP, KCNA Smut Fines

The FCC this week reaffirmed the indecency fines levied against WLUP (AM)/Chicago and KCNA/Cave Junction, OR.

In upholding the \$6000 fine it imposed on Evergreen Media for August 1987 and March 1989 segments of WLUP's Steve [Dahl] & Garry [Meier] afternoon show, the FCC's Mass Media Bureau rejected Evergreen's argument that the duo's discussions of former Miss America Vanessa Williams's sexual activities constituted social commentary that should be exempt from indecency actions.

The bureau also dismissed Evergreen's contention that the FCC's definition of indecency is unconstitutionally vague and does not reflect local community standards. Finally, it rejected Evergreen's argument that the statute of limitations had expired on the 1987 incident.

WLUP VP/GM Larry Wert said Evergreen is undecided on whether to pay the fine or appeal it to the full Commission. If the company does neither, the FCC will be forced to file a federal civil suit

SMUT FINES/See Page 26

## Commission To Propose Hoax Rule

Prompted by two bogus broadcasts this year, the FCC is moving to put some new teeth in its anti-hoax regulations.

The Commission is expected to begin considering a rule this week that would outlaw the intentional broadcast of fraudulent material that can "reasonably be foreseen" to cause public harm. The definition of "public harm" would include the diversion of law enforcement efforts, as occurred last year when KROQ/Los Angeles aired a phony murder confession that sent police on a 10-month wild goose chase.

That incident, combined with KSHE/St. Louis's January broadcast of a fake nuclear war alert, moved Mass Media Bureau Chief



Heart To Heart  
Capitol/Nashville artist Barbara Mandrell (l) takes a break with Unistar Radio Networks Director/Artist Relations Pam Green.

Roy Stewart to press for a hoax rule.

Enactment of the proposed rule, details of which remain unresolved, would give the FCC authority to fine stations that air harmful hoaxes. The Commission currently deals with such incidents by applying its "War Of The Worlds" policy, which bars fake newscasts and other "scare announcements" that divert public safety authorities. Violation of that policy is currently punishable by one of two sanctions: license revocation or a letter of reprimand.

"When you have a rule it gives you a lot more flexibility in sanctions," said FCC Mass Media Enforcement Chief Chuck Kelley.

HOAX/See Page 26

## EARNINGS

### Recession Squashes Profits

● **Cap Cities/ABC Inc.** net income for the first nine months of '91 fell 25%, from \$320.3 million to \$240.3 million. Per-share performance declined from \$18.45 to \$14.13. Revenues were off from \$3.834 billion to \$3.822 billion.

For the third quarter, net income fell from \$71.7 million to \$54 million (down to \$3.21 per share from \$4.16). Revenues slid 1% from \$1.22 billion to \$1.21 billion.

The company, which owns 21 stations in 11 markets, said profits were down 20% and revenues down 11% at the station level. It blamed the declines on the ad recession.

● **Gannett Co.** net income for the first nine months declined 21%, from \$259.7 million to \$204.6 million. Per-share performance: \$1.62 to \$1.34. Revenues fell 2%, \$2.54 billion to \$2.48 billion.

Third-quarter income is down 25%, from \$79.4 million to \$59.5 million (42 cents per share from 50 cents last year). Revenues were down 12%, from \$829.9 million to \$819.7 million.

Gannett owns 15 stations in eight markets. It attributed its decrease in earnings to the advertising recession.

● **Heritage Media's** January-September losses were cut 23%, from \$18.57 million to \$14.28 million. Per share: seven cents last year, 44 cents this year. Revenues rose 9%, from \$138.73 million to \$151.52 million.

Third-quarter losses are down 77%, from \$10.8 million to \$2.44 million (9 cents per share, compared to 28 cents last year).

Heritage owns 10 stations in five markets.

● **Time Warner** reduced losses by 25%, from \$193 million to \$144 million (\$8.99 per share from \$10.59). Revenues rose from \$8.23 billion to \$8.63 billion.

For the third quarter: Net losses improved 32%, from \$91 million to \$62 million (\$2.66 per share from \$4.05). Revenues increased 1%, from \$2.9 billion to \$2.94 billion.

Most of the losses are being attributed to the continuing costs of Time's buyout of Warner Bros. Time Warner has extensive publishing, movie, recording, cable TV franchise, and cable TV programming operations.

OCTOBER 25, 1991

## TELEMARKETING MADE SIMPLE

Direct marketing specialist Rick Torcasso presents a nuts-and-bolts review of telemarketing's five basic elements:

- The list
- Fulfillment
- The script
- Database management
- Field work

Make sure you're getting the most out of your telemarketing efforts.

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## Raining Rhythm



Peabo Bryson performed tunes from his Columbia debut, "Can You Stop The Rain," at New York's Radio City Music Hall recently. Chillin' after the show are (l-r) manager David Franklin, Columbia VPs Jerry Blair and Jay Landers, Famous Artists' Jerry Ade, the label's Sandra Trim-DaCosta, Bryson, and Columbia President Don Ienner.

## Spectrum Auctions Get Senate Support

The idea of selling portions of the airwaves gained momentum last week as Sen. Daniel Inouye (D-HI), a long-time opponent of spectrum auctions, agreed to consider the concept.

Inouye's grudging acceptance of limited spectrum sales came one week after another auction critic, Rep. Ed Markey (D-MA), expressed a similar willingness to compromise. However, both lawmakers continue to oppose the sale of broadcast frequencies, including DAB channels.

At a Thursday (10/17) hearing on Inouye's S-218 bill, which would transfer 200 MHz of government-

controlled spectrum to the private sector, Inouye said he'll consider working out a compromise with Sen. Ted Stevens (R-AK), who's seeking to amend the bill to allow much of that spectrum to be auctioned. The Bush administration has said it will veto any spectrum reallocation bill that doesn't include an auction provision.

During the hearing, the NAB voiced opposition to any plan to sell

broadcast frequencies. Spectrum auctions, said NAB President Eddie Fritts, would "dissolve a [public interest] contract among broadcasters, the government, and the public" and "seriously warp" the station licensing process.

FCC Chairman Al Sikes reiterated his support for auctions and said he would "oppose, at the very least, broadcasters having to buy the right to use frequencies made available for [HDTV]." Such broadcasters aren't starting a new business, but upgrading an existing service. Inouye said he hopes the Senate will vote on S-218 sometime this fall.



## DC REPORT

PAT CLAWSON

### Uncle Sam Welcomes Telcos To Cable Radio

The Bush administration is backing efforts by telephone companies to get a piece of the emerging cable radio business. The National Telecommunications & Information Administration, in a report released Tuesday (10/22), urged lifting all regulatory shackles prohibiting phone companies from becoming involved with cable programming.

"If the marketplace decides telephone companies offer services so valuable that everyone signs up for them and everyone wants to buy them, it would add to the competitive mix," said NTIA Deputy Administrator Tom Sugrue. The report, "Telecommunications in the Age of Information," also suggested that phone companies should bankroll and create their own programming companies, creating vertical integration to compete with those in the cable industry.

Several cable companies, such as industry giant TCI, already have become major investors in cable radio programming services such as California-based International Cablecasting Technologies and Pennsylvania-based Digital Cable Radio. While much of the report focuses on telco ownership of video services, Sugrue said the NTIA also supports telco involvement in audio services.

"Our intent wasn't to limit the telephone companies' activities in what they could provide over a wire. If cable is developing that [audio] business, that's a business the telephone company as a cable provider should be able to provide as well," he said.

The report doesn't address lifting regulatory restrictions that block phone companies from buying into broadcast stations. "That hasn't been on our radar screen, but we'll look at it," Sugrue said. He added that the NTIA is also looking at foreign ownership of American broadcast stations and will announce its proposals in about two months.

### Broadcast Alchemy Turns Stations Into Gold

Frank Wood's Broadcast Alchemy is paying 7.2 times cash flow to buy WDVE/Pittsburgh and WNDE & WFBQ/Indianapolis from Great American Broadcasting, according to a purchase agreement filed with the FCC.

The total price is \$54 million in cash at closing for assets — excluding cash and receivables — and as prepayment for a non-compete agreement. Broadcast Alchemy is placing \$5 million in cash or an irrevocable letter of credit into an escrow account. According to the contract, the combined cash flow of the stations for the past year was \$7.5 million. Any change in performance will be handled with a cash flow "collar."

"If the cash flow at closing is between \$7.3 million and \$7.7 million, the purchase price will not be adjusted. If cash flow is less than \$7.3 million, the consideration will be adjusted downward by 7.2 times the difference between \$7.5 million and actual cash flow. If cash flow exceeds \$7.7 million, the consideration will be adjusted upward by 7.2 times the difference between actual cash flow and \$7.5 million," Wood states in a commitment letter.

In any event, the purchase price will not total less than \$52 million. If cash flow dips below \$6.5 million, Broadcast Alchemy isn't required to go ahead with the deal. A minimum of \$10.8 million of the purchase price represents a prepaid non-compete agreement. Great American will be blocked from competing in either market and from hiring any of the stations' employees for five years.

### Alliance Gets Help From Group W

Alliance Broadcasting L.P.'s \$11 million deal to buy KRSR/Dallas from Group W Radio depends on some generous seller financing, according to recently filed FCC transfer papers.

In a written agreement that's part of the file, Group W Radio President Jim Thompson said the deal is subject to Westinghouse providing \$8 million in financing over five years to John Hayes Jr.'s new company — 73% of the overall purchase price.

"The note would bear simple interest at 9% during years one through three following the closing and 9.5% during years four and five following the closing. The first year's interest would be deferred and added to principal. Thereafter, interest would be paid quarterly, in arrears. The partnership would make principal payments of \$500,000 and \$1.5 million at the end of years three and four following the closing, respectively. The balance of the note would be paid at maturity, five years following closing," Thompson states.

Continued on Page 8

## KFI Disability Debate Sparks FCC Complaint

An on-air discussion of whether a person should risk passing along a genetically transmitted handicap to a new generation has prompted a coalition of 100 disabled individuals and advocacy groups to file an FCC complaint charging Cox News/Talk KFI/Los Angeles with violating the personal attack rule and failure to broadcast in the public interest.

The coalition is led by KCBS-TV/Los Angeles anchor Bree Walker Lampley, who was the focal point of the July 22 KFI segment. Walker Lampley, who has a genetic condi-

tion known as ectrodactyly — the fusing of fingers and toes — was pregnant at the time of the broadcast. According to the complaint, KFI's discussion of Walker

Lampley's decision to conceive a child violated the FCC's personal attack rule by assaulting her "integrity, character, and other like qualities."

A Commission source observed, however, that the personal attack rule applies only in discussions of "controversial issues of public importance." It's unclear, the source said, whether the debate over transmitting disabilities fits that definition and whether KFI host Jane Norris was even questioning Walker Lampley's integrity and character.

The complaint alleged that KFI violated its public interest responsibilities by providing a biased view of the disabilities issue. According to the complaint, Norris allowed only her viewpoint to be "discussed and validated" during the two-hour show. The coalition accused Norris of harassing or cutting off callers who defended Walker Lampley and claimed KFI medical talk host Dr. Steven York provided Norris's listeners with "incorrect and inflammatory" information about Walker Lampley's condition.

### 'Heightened Prejudice'

Such misinformation, the complaint charged, "heightened fear and prejudice against persons with disabilities and constituted irresponsible broadcasting." In addition, said the coalition, Norris's August 28 appearance on KFI's "Tom Leykis Show" consisted of outright attacks on Walker Lampley, the disabled, and callers who disagreed with Leykis and Norris.

The complaint further charged that KFI has denied Walker Lampley and her husband, KCBS-TV co-anchor and former ABC-TV sportscaster Jim Lampley, the opportunity to present their views. But KFI VP/GM Howard Neal flatly denied the coalition's charges, saying the Lampleys were invited to appear on the station. "The invitation is still open," he said. "We've never heard from them."

The coalition is asking the Commission to levy both a fine and a

Continued on Page 8

## DAB Proponents, Makers Begin Closed-Door Talks

Leading DAB proponents met behind closed doors with receiver manufacturers and electronics industry executives in Washington last week to begin the development of a U.S. digital audio broadcasting standard.

The meeting, under the aegis of the Electronics Industries Association, was held Friday (10/18) to "organize and initiate a fair and impartial analysis, testing, and standards-setting program in order to determine which [DAB] technical system will best serve EIA membership and consumers at large," according to documents distributed at the session. The Digital Audio Radio (DAR) subcommittee's primary charge is to "recommend a system for adoption."

DAB proponents present included NAB VP/Science & Technology Michael Rau; CBS Engineering VP Tony Masiello; Strother Communications CEO Ronald Strother; and executives from Stanford Telecom, which has been developing a DAB transmission system for Satellite CD Radio Inc. Leading radio industry executives were noticeably absent.

### Panel Bars Press

The committee's first action was to expel the trade press from the meeting. The committee chairman, Randall Brunts of Deico Electronics, said the panel would meet in secret so it could "feel free to discuss possible standards. We want



to have uninhibited discussions, and that can't happen with reporters present. Some of the people here are not authorized to speak for their companies." Despite R&R's protests, Brunts refused several requests to take a committee vote to allow press access and vowed to bar the press from all of the panel's future meetings.

According to EIA documents, the panel proposes to "centralize DAR technical analysis, comparative testing, system selection, and standards development. EIA believes that policies for digital audio broadcasting should be framed in a manner which preserves the value-

Continued on Page 8

With just three singles, he's accomplished what it takes many artists a career to achieve.

**URBAN BREAKERS**

Tevin Campbell's debut single, "Tomorrow," from Quincy Jones' **Back On The Block**, was a No. 1 R&B hit. He scored gold, a Grammy nomination and a Top 15 pop hit with "Round And Round" from Prince's **Graffiti Bridge**. And "Just Ask Me To," from the "Boyz N The Hood" soundtrack, just went Top Ten R&B.

Tevin's fourth single launches a career that's already pretty remarkable.

• **TEVIN CAMPBELL** •

The first single from his very own debut album **T.E.V.I.N.**

"Tell Me What You Want Me To Do"



**TRANSACTIONS**

# Mitchell & Barnett Buy Lone Star Combo

**Boxing Champ George Foreman Enters Texas Radio Ring**

**Deal Of The Week:**

**California**

**KIMP & KPXI/Mt. Pleasant (Tyler), TX**  
**PRICE:** \$850,000  
**TERMS:** Asset sale for cash  
**BUYER:** East Texas Broadcasting Inc., owned by John Mitchell of Shreveport and Robert Barnett of Texarkana, TX. Mitchell owns KLLI/Hooks, TX and KELE/Aurora, MO. Phone: (903) 832-5536  
**SELLER:** James Acock, receiver of Mt. Pleasant Broadcasting Co., formerly owned by David Ward. Phone: (903) 572-8726  
**FREQUENCY:** 960 kHz; 100.7 MHz  
**POWER:** 1kw daytimer; 100kw at 985 feet  
**FORMAT:** Country; AC

**KBET/Canyon County (Santa Clarita)**  
**PRICE:** \$330,000  
**TERMS:** Asset sale pursuant to bankruptcy court order; cash down payment of \$150,000; a three-year promissory note for \$150,000 at 10% annual interest, payable in monthly installments of \$4669; assumption of lease payments totaling \$30,000  
**BUYER:** Saddleback Broadcasting Inc., owned by Carl Goldman and Jeri Seratti of Santa Clarita, CA; Sheldon Gordon of Malibu, CA; and M.K. Dean of Beverly Hills, CA. Phone: (805) 251-3736  
**SELLER:** Canyon Broadcasters Inc., a debtor-in-possession headed by

Lawrence Bloomfield. Phone: (805) 298-1220  
**FREQUENCY:** 1220 kHz  
**POWER:** 1kw day/500 watts night  
**FORMAT:** Gold

**Colorado**

**KBZZ & KBLJ/La Junta**  
**PRICE:** \$171,500 for 50%  
**TERMS:** Transfer of stock interest for home and other real estate involved in bankruptcy case and \$7500 promissory note  
**BUYER:** Grady Franklin Maples, liquidating agent for his own bankruptcy estate. Phone: (303) 384-5456  
**SELLER:** Edna Hills Maples  
**FREQUENCY:** 1400 kHz; 92.1 MHz  
**POWER:** 1kw; 3kw at 300 feet  
**FORMAT:** Nostalgia; Country

**TRANSACTIONS AT A GLANCE**

**1991 Deals To Date:**  
**\$613,465,190**  
 (Last Year: \$921,531,659)

**Total Stations Traded This Year:** ..... **887**  
 (Last Year: 1071)

**This Week's Action:** ..... **\$3,523,038**  
 (Last Year: \$37,611,000)

**Total Stations Traded This Week:** ..... **20**  
 (Last Year: 27)

**Deal Of The Week:**  
**KIMP & KPXI/Mt. Pleasant (Tyler), TX**  
**\$850,000**

- KBET/Canyon County (Santa Clarita), CA \$330,000
- KBZZ & KBLJ/La Junta, CO \$171,500 for 50%
- WTIS & WSOS/Tampa-St. Petersburg \$20,000 for 20% of AM and 53% of FM
- KXGA (FM CP)/Eldora, IA \$15,000
- KNZA/Hiawatha, KS No cash consideration for 84%
- KMYQ/Bastrop, LA \$47,538
- WPRG (FM CP)/Bar Harbor, ME \$45,000
- KFIL-AM & FM/Preston, MN No cash consideration
- WIZE/Springfield, OH \$550,000 (approximate)
- WDFZ/Tullahoma, TN \$237,000
- KMHT-AM & FM/Marshall, TX \$232,000
- KMGP/Monahans (Odessa-Midland), TX \$325,000
- KSFA & KTBQ/Nacogdoches, TX \$700,000

# LOOKING FOR LENO

Nobody ever thought NBC could replace Johnny Carson ... but they did.

## CAN LIGHTING STRIKE TWICE?

Our "irreplaceable" morning man is leaving after years in the top spot. If NBC can find their Leno, we can find our next morning star. This is a winning adult station in a Top 5 market. The competition is fierce, and we need a real killer. You must appeal to women in an adult manner ... with natural wit and humor, rather than relying on syndicated comedy services.

## AWESOME COMPENSATION!

This is most likely the best opportunity today in American radio. Solo acts, as well as teams are encouraged to apply. No matter what size market you're in now, no matter what format you're doing: whether you're a major market star, or waiting to be discovered.

If you're our "Leno," rush your cassette and resume today to: Radio and Records, 1930 Century Park West, #400, Los Angeles, CA. 90067 EOE.

**Florida**

**WTIS & WSOS/Tampa-St. Petersburg**  
**PRICE:** \$20,000 for 20% of AM and 53% of FM  
**TERMS:** Stock sale for \$10,000 cash; additional \$10,000 cash payment may be paid following a meeting to discuss "all issues that are pertinent to the radio stations as well as [the seller's] performance of the warranties and representations" of the sales agreement. The shares have been assigned to First Florida Bank as collateral for acquisition loans.  
**BUYER:** Ronald and Edward Roseman of Tampa and Marvin Stone of Odessa, FL. Phone: (813) 224-0708  
**SELLER:** Luis Diaz-Albertini is selling his 53% stock interest in WTIS Inc. Phone: (813) 960-3150  
**FREQUENCY:** 1110 kHz; 105.5 MHz  
**POWER:** 10kw daytimer; 2.27kw at 378 feet  
**FORMAT:** Religious; AC

**Kansas**

**KNZA/Hiawatha**  
**PRICE:** No cash consideration for 84%  
**TERMS:** Stock sale for no consideration  
**BUYER:** Gregory Buser and Robert Hilton of Hiawatha, KS  
**SELLER:** Edwin and Gerva Buser are selling their 84% stake in KNZA Inc.  
**FREQUENCY:** 103.9 MHz  
**POWER:** 3kw at 300 feet  
**FORMAT:** Country

**Louisiana**

**KMYQ/Bastrop**  
**PRICE:** \$47,538  
**TERMS:** Asset sale for \$10,000 cash; a one-year promissory note for \$17,875; and a two-year promissory note for \$19,663  
**BUYER:** Jerald Womack of Monroe, LA. Phone: (318) 361-0999  
**SELLER:** My Cue Broadcasting Inc., owned by Billy Edmonson; Phone: (318) 322-1914

**Iowa**

**KXGA (FM CP)/Eldora**  
**PRICE:** \$15,000  
**TERMS:** Asset sale for cash  
**BUYER:** Eldora Broadcasting Co., a partnership of Marshalltown, IA investors Dean, Audrey, and Mark Osmondson. Phone: (515) 752-4122. Their other broadcast holdings include KDAO & K39AS/Marshalltown and KGGI/Grundy Center, IA.  
**SELLER:** E.W. Bie of Memphis. Phone: (901) 377-7999.  
**FREQUENCY:** 99.5 MHz  
**POWER:** 3kw at 328 feet

**FREQUENCY:** 1340 kHz  
**POWER:** 1kw  
**FORMAT:** Gospel  
**COMMENT:** According to an FCC filing, the seller is submitting the transfer application for Commission approval without the buyer's signature because the buyer has failed to seek FCC approval for the transaction "despite repeated requests" that he do so. The seller has filed suit to force the buyer to seek FCC approval for the transaction. The buyer has already taken possession of the station.



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## TRANSACTIONS

Continued from Page 6

## Maine

## WPRG (FM CP)/Bar Harbor

PRICE: \$45,000

TERMS: Asset sale

BUYER: Star Broadcasting of Maine Inc., owned by Mark Osborne and Natalie Knox. Osborne is the 50% owner of WKSQ/Ellsworth, ME.

SELLER: Robert and Thomas Cole. Robert Cole also owns WCME/Boothbay Harbor-Bath, ME and WPVM/Howland, ME.

FREQUENCY: 99.1 MHz

POWER: 10.5kw at 498 feet

BROKER: Kozacko-Horton Co.

## Minnesota

## KFIL-AM &amp; FM/Preston

PRICE: No cash consideration

TERMS: Gift of stock

BUYER: Jeffrey and Michael Borgen of Rochester, MN. Phone: (612) 739-4433

SELLER: KFIL Inc., owned by Obed Borgen of Rochester, MN. Phone: (507) 281-0173. Borgen also owns WMIN/Maplewood, MN.

FREQUENCY: 1060 kHz; 103.1 MHz

POWER: 1kw; 6kw at 270 feet

FORMAT: Country

## Ohio

## WIZE/Springfield

PRICE: \$550,000 (approximate)

TERMS: Asset sale for \$300,000; cash payment of \$210,000 and \$90,000 promissory note at 11% interest. No principal payments are due on the note for 18 months; a \$5000 payment is due on the 19th month, along with accrued interest. Thereafter, the buyer will make quarterly \$5000 principal payments and monthly interest payments. In a separate six-year non-compete agreement, the buyer agrees to pay \$125,000 cash within one year of closing. If the non-compete payment is stretched over six years, the amount due increases annually in \$25,000 steps to a maximum of \$250,000 if paid within six years. After year six, the buyer agrees to pay seller 25% of the station's net income. If the station is sold after six years, the buyer agrees to pay the seller the greater of \$250,000 or 25% of the station's net sales price.

BUYER: Staggs Broadcasting Inc., owned by Gerald and Rebecca Staggs of Springfield, OH. Phone: (513) 399-4955

SELLER: Great Trails Broadcasting Corp., owned by Alexander Williams. The company also owns WING &

WGTZ/Dayton and WCOL-AM & FM/ Columbus, OH. Phone: (513) 294-3333

FREQUENCY: 1340 kHz

POWER: 1kw

FORMAT: AC

## Tennessee

## WDFZ/Tullahoma

PRICE: \$237,000

TERMS: Asset sale for \$24,000 cash and eight-year promissory note for \$213,000 at 7.5% interest

BUYER: NRS Enterprises Inc., owned by Clint Nichols of Summitville, TN and George Rogalle and Melba Smithey of Manchester, TN. Phone: (615) 455-7426

SELLER: FWD Media Inc., headed by Billy Freeze

FREQUENCY: 740 kHz

POWER: 250 watts day/10 watts night

FORMAT: Gold

## Texas

## KMHT-AM &amp; FM/Marshall

PRICE: \$232,000

TERMS: Asset sale for cash

BUYER: R.W. And J.J. Inc., owned by former professional heavyweight boxing champion George Foreman of Humble, TX. The company's name is based on the initials of the children of Foreman's brother, Roy Foreman. Phone: (713) 446-3626

SELLER: Marshall Media Inc., owned by Clint Formby and George Franz. Phone: (409) 295-2651

FREQUENCY: 1450 kHz; 103.9 MHz

POWER: 1kw; 1.85kw at 422 feet

FORMAT: These stations are dark.

## KMGP/Monahans (Odessa-Midland)

PRICE: \$325,000

TERMS: Asset sale

BUYER: FHL Communications, headed by President Gordon Holcomb

SELLER: Rusk Corporation, headed by President J.H. Jones II. The company also owns KTRH & KLOL/Houston, KSMG/San Antonio, and KHFI/Austin. Phone: (713) 526-5874

FREQUENCY: 102.1 MHz

POWER: 100 kw at 977 feet

FORMAT: AC

BROKER: Bill Whitley of Whitley Media

## KSFA &amp; KTBQ/Nacogdoches

PRICE: \$700,000

TERMS: Asset sale for \$640,000; escrow deposit \$25,000. A total of \$90,000 cash is due at closing, along with a \$550,000 promissory note. Additional non-compete agreement

valued at \$60,000 is payable in equal annual installments of \$6667, beginning two years from closing.

BUYER: George Wilkes III of Florence, SC. Phone: (803) 664-8890

SELLER: Center City Communications Inc., headed by President Ken Williams and Garlyn Shelton. Williams also owns KIIZ/Killeen, TX and KLFX/Harker Heights, TX. Shelton also owns KTON & KOOC/Belton, TX. Phone: (409) 560-6677

FREQUENCY: 860 kHz; 107.7 MHz

POWER: 1kw day/500 watts night; 50kw at 492 feet

FORMAT: Urban; CHR

BROKER: Bill Whitley of Whitley Media

## KFI Disability Debate Sparks FCC Complaint

Continued from Page 4

reprimand against KFI and consider whether the station's license should be revoked. Mass Media Enforcement Chief Chuck Kelley said his staff will handle the complaint on an expedited basis because of the publicity it has generated.

While Kelley and other enforcement staffers declined to discuss the complaint, knowledgeable observers feel the Commission is unlikely to take action against KFI. Said one source, "[Norris's show] may have been poorly done, and it might have been in bad taste, but that's not the same as breaking the rules."

## DAB Proponents, Makers Begin Closed-Door Talks

Continued from Page 4

ble role played by terrestrial broadcasters in American society. Neither cable nor satellite, however, should be excluded from the delivery of digital radio," an association document stated.

Last week's meeting focused primarily on organizational efforts. The DAR subcommittee will get down to business in a series of meetings beginning next month, a senior EIA official said. Several "working groups" are being organized to manage audio encoding systems, costs, and laboratory and field testing. "We felt satisfied that we had broad representation from broadcasters, equipment manufacturers, and semiconductor manufacturers," commented EIA VP/Consumer Electronics Gary Shapiro.

## DC REPORT

Continued from Page 4

Alliance, which is bankrolled by Goldman, Sachs & Co., posted a \$500,000 escrow deposit. No more than 30% of the purchase price will be allocated to the non-compete agreement.

## Eight Stations Cited For EEO Violations

The FCC has sanctioned eight radio stations in Alabama and Georgia for EEO infractions, but has dismissed license renewal challenges filed by the NAACP and the National Black Media Coalition.

Each of the stations had their licenses renewed on Tuesday (10/22) subject to a three-year reporting requirement on minority hiring and recruitment efforts, including Holder Communications Corp.'s WAPI-AM & FM/Birmingham and WHBB & WDXX/Selma, AL. Four other stations were fined a total of \$27,000. Fines included \$15,000 for Metro Media Broadcasting Inc.'s WQPW/Valdosta, GA; \$9000 for Radio WBHP Inc.'s WBHP/Huntsville, AL; and \$3000 for Elton Darby's WVNA-AM & FM/Tuscumbia, AL.

While in each case the broadcasters had contested the allegations, the FCC ruled that record keeping was often so poor the broadcasters "did not have sufficient information to meaningfully self-assess" EEO programs or there was little evidence to support any serious effort to recruit minorities.

## Foreman Shopping Olympia Radio Network

With the holidays just around the corner, how about a radio network for a nice Christmas present? Olympia Broadcasting Corp. trustee Archie Kovanen has tapped Richard Foreman & Associates to sell the bankrupt casualty's Olympia Radio Network division.

Unlike the rest of the company, ORN is said to be financially healthy, with positive cash flow in the \$1 million ballpark. The asking price is believed to be somewhere around \$5 million.

In other market action this week:

- Media broker Gary Stevens has been elected to the Southern Starr Broadcasting Group Inc.'s board of directors.

- Carl Venters and Jack McCarthy are reorganizing their radio holdings under the Voyager Communications umbrella in an effort to take advantage of reduced overhead and tax breaks from consolidated reporting of gains and losses. Stations affected include WMFR & WMAG/High Point (Greensboro), NC; WRDU/Wilson (Raleigh-Durham), NC; WOIC & WNOK/Columbia, SC; and WELP & WLWZ/Easley (Greenville-Spartanburg), SC. The stations currently are owned in a series of Subchapter S corporations under the Voyager banner for tax purposes. After a series of mergers, all stations will be owned by a single corporation.

- Burkburnett Broadcasters, licensee of KYII/Wichita Falls, TX, has filed Chapter 11 in the Northern District of Texas. The company estimates its assets at \$900,000; its liabilities total \$1.58 million. The largest creditor is the Fourth National Bank of Tulsa, owed about \$250,000. Wichita Falls attorney Ron Yandell is fielding inquiries.

- Marlon Broadcasting Corp.'s WMMN/Fairmont (Morgantown), WV has gone dark after 63 years on the air. The regional powerhouse's eight employees, including 48-year veteran Frank Lee, got only 14 hours' advance notice. The shutdown comes after efforts to sell the station to cross-town rival WTCS collapsed last week. The station has a strong 5kw unlimited signal on 920 kHz.

- KSAZ/Marana (Tucson), AZ has gone dark. Licensee Owl Broadcasting & Development Inc., which was constructing new facilities for the station, filed Chapter 11 after credit restructuring negotiations with its primary lender broke down.

- The first national summit on LMAs will take place in Washington on December 5, courtesy of Broadcast Investment Analysts. Industry bigwigs will discuss the nuts and bolts of the operational and financial strategies involved. FCC enforcement chief Chuck Kelley will be on hand, along with brokers Dick Blackburn and Charles Giddens and communications lawyers Jason Shrinsky and Tom Schattenfield.

SAVE THE DATE...  
And lock it in your budget!



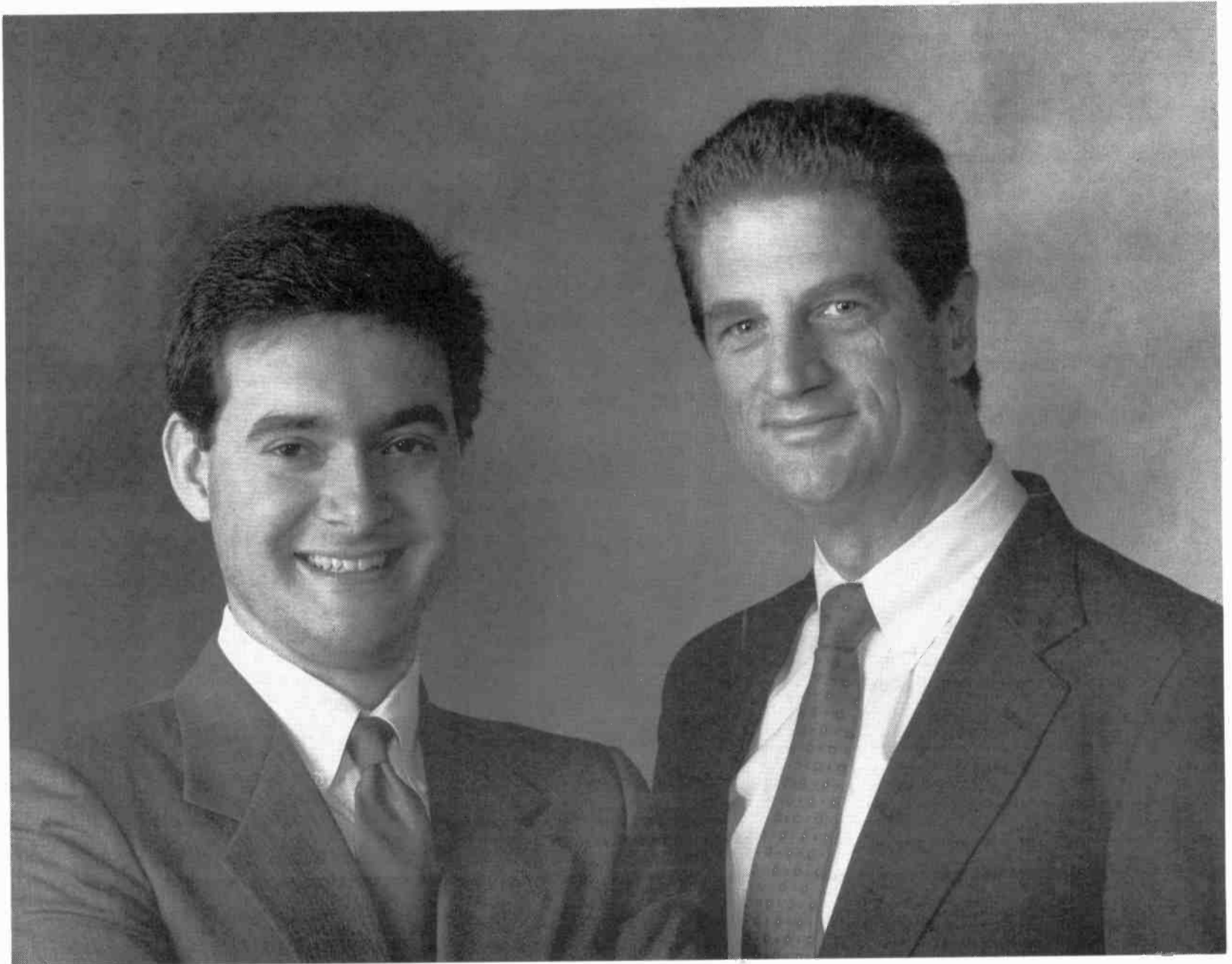
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**Shades Of Procol Harum**



Zoo Entertainment execs greeted Procol Harum after the band's gig at NYC's Town Hall. Gathering backstage are (standing, l-r) BMG International President/CEO Rudi Gassner and Sr. VP Heinz Henn, Zoo Sr. VP/GM George Gerrity, and band members Keith Reid, Mark Brzezicki and Tim Renwick; (seated, l-r) the band's Gary Brooker, BMG Distribution President Pete Jones, and band members Dave Bronze and Matthew Fisher.

**Noble New Rock KNDD Appoints Lambert PD**

Former KXRX/Seattle PD Rick Lambert has accepted the PD job at crosstown KNDD. The Noble outlet recently switched to New Rock under the direction of XTRA (91X)/San Diego PD Kevin Stapleford, who will continue consulting the station.

"There's a definite niche for this type of format here, and the time is right," noted Lambert. "Kevin really has things up and running already, so I feel really comfortable going in. This is exactly what I've wanted to do."

Lambert spent just over a year at KXRX before exiting in December 1989. Prior to that, he logged five years at KLOL/Houston, the last two and a half as PD. Lately, he's been working for a TV production company.

**PUBLIC RELATIONS**

**Prutzman, Shapiro Take MCA VP Posts**

MCA Records has elevated National Publicity Directors **Ron Shapiro** and **Caroline Prutzman** to VP/Public Relations posts. This follows the recent promotion of their immediate superior, **Paula Batson**, to Sr. VP/Public Relations, MCA Music Entertainment Group.



Calling the new VPs "consummate publicists," Batson noted, "Their creativity and tenacity have resulted in successful press campaigns that are second to none. They have both demonstrated considerable administrative skills in directing the department."

Prutzman will head the East Coast PR staff and Shapiro will run the West Coast office, assisting with corporate PR. Until she joined MCA in 1990, Prutzman was National Publicity Director at EMI. Shapiro was previously Sr. Director/Media & Writer/Publisher Relations at BMI.

**Dimick Named To KISN PD Post**

Former KBER/Salt Lake City OM John Dimick has crossed the street to become PD at CHR KISN. He replaces Randy Rose, who took the post several weeks ago and then resigned for personal reasons after one week.

of our internal changes are in order. In a three-way CHR race, KISN is taking the adult end of the spectrum and winning, and the other two stations [KUTQ and KZHT] are battling it out for second place."

Dimick told R&R, "Everyone here is great, and things can only get better at KISN 97, now that all

Dimick has also programmed KQOL/Salt Lake City, KERN/Bakersfield, and WBLQ/Logan, UT.

**B/EZ WBNS-FM Flips To Gold**

WBNS-FM/Columbus ended its 28-year run as a B/EZ outlet by switching to Gold this past Monday (10/21) at 5:30am.

The station keeps its present calls and will be known as "Oldies 97.1 FM"; PD Ed Douglas remains. VP/GM Tom Stewart told R&R, "This wasn't an overnight decision. We've been studying this move for about a year, and we changed to appeal to the widest possible segment. The reaction's been extremely positive."

WBNS-FM will target 25-54s with, said Stewart, "gold from the late '50s, '60s, and '70s. Our playlists are different from [crosstown Gold] WCOL, which tends to go more into the '50s. And we have a veteran airstaff, especially a well-known commodity in morning drive."

That's **Bob Simpson**, formerly of crosstown AC WSNY. He'll be teamed with **Mitzi Miles**, who joins from WAMO/Pittsburgh.

**Capitol-EMI Boosts Bernstein**

Assumes Sr. Director/PR-Corporate Communications Post



Bob Bernstein

Director/Public Relations **Bob Bernstein** has been promoted to Sr. Director/Public Relations-Corporate Communications at **Capitol-EMI Music**. Based in Los Angeles, he'll plan, coordinate, and implement PR, reporting to President/CEO **Joe Smith**.

Bernstein signed on at Capitol-EMI as Manager/PR in 1987 and rose to Director two years later. He'd previously established and run his own PR writing firm, **RhythmBios**, before moving on to a two-year stretch as an AE/staff writer at **Dennis Davidson Associates**.

**Paar Upped To Mercury Sr. Director**

**Howard Paar** is rising from Director to Sr. Director/Publicity at **Mercury Records**. VP/Publicity **Dawn Bridges** stated, "Howard is my partner on the West Coast. He has a great relationship with our artists and the media, and I'm happy to have Howard at Mercury."

Paar came to the label in 1989 as National Director/Publicity, West Coast after two years as a VP at **Norman Winter Associates**. Previously, he was with **MFC Management** and, before that, had created and booked several Los Angeles clubs.

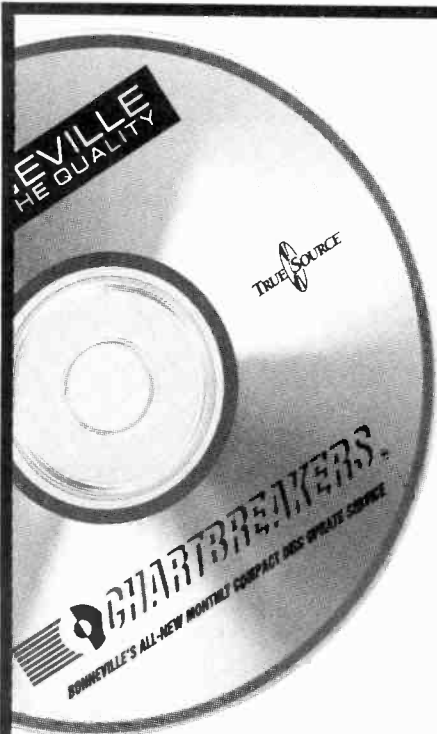


Howard Paar

**Roxette's Wild 'Ride**



EMI Sr. VP Jim Cawley (l) and President/CEO Sal Licata (r) flew to Stockholm, Sweden recently to present Roxette's *Per Gessle and Marie Fredriksson* with platinum albums for their "Joyride" LP.



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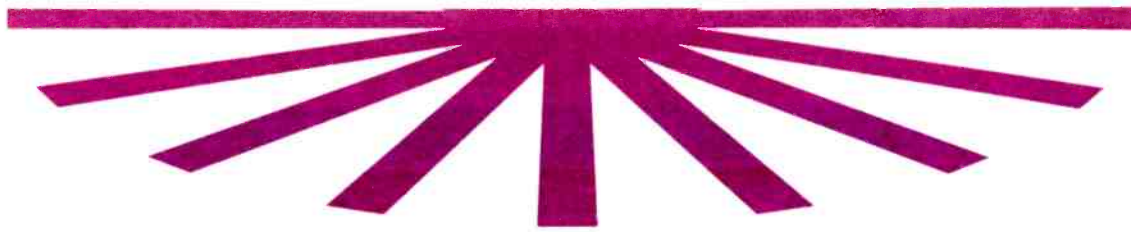
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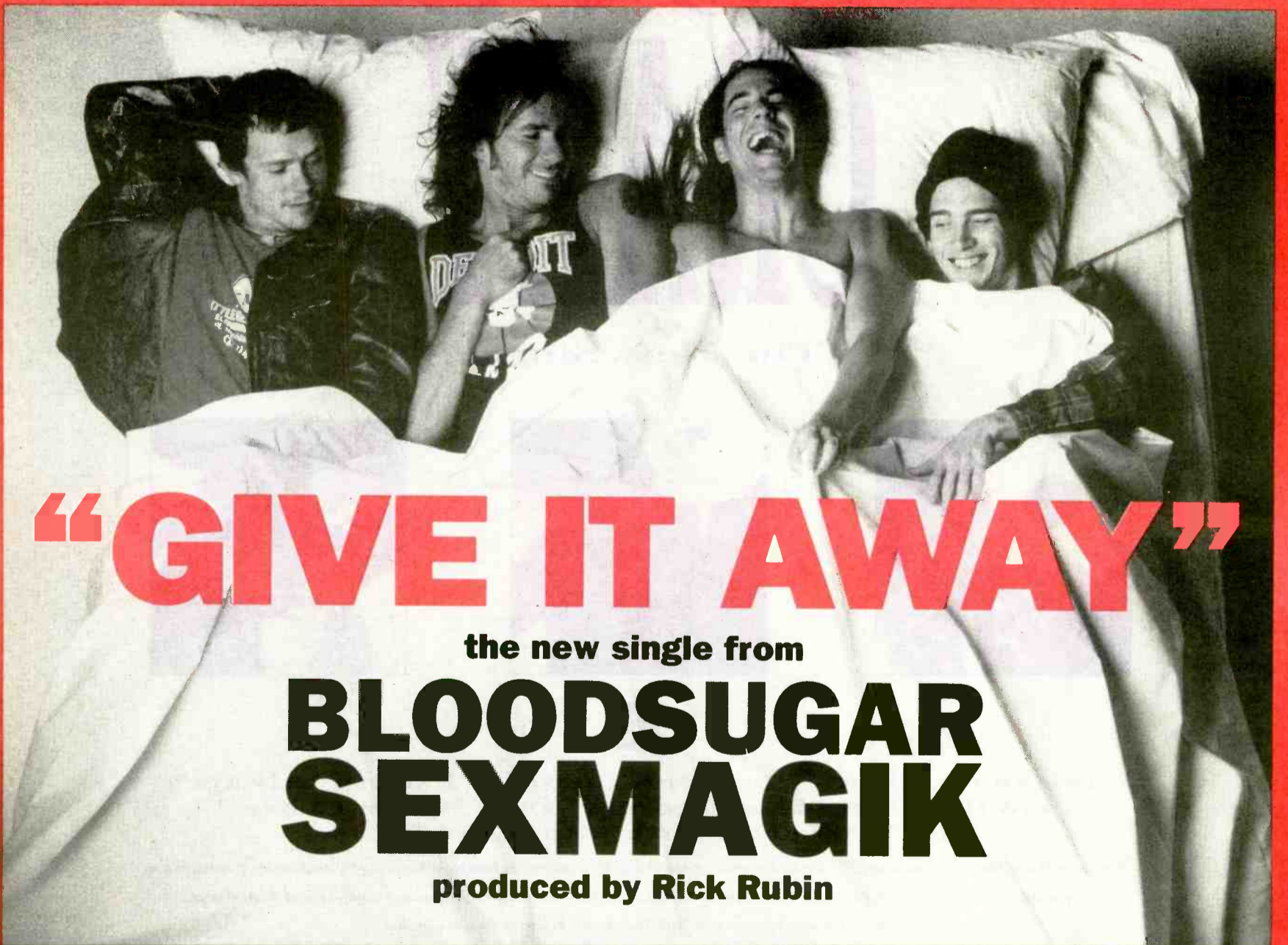
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**“GIVE IT AWAY”**

the new single from

**BLOODSUGAR  
SEXMAGIK**

produced by Rick Rubin

Management: Lindy Goetz for LGM



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**'Two Rooms' Tribute**

Hundreds of music industry luminaries turned out for the party marking the release of "Two Rooms," a multimedia project honoring **Elton John** and **Bernie Taupin**. In addition to the **Polydor/PLG** album, **PolyGram Video** has released a documentary of the same name, "ABC's In Concert '91" will air the making of the video later this fall, and a pay-per-view special is planned for December 13.

Below, the guests of honor arrive at the Four Seasons restaurant in New York; top right, PLG President/CEO **Rick Dobbis** and Sr. VP **John Barbis** flank Taupin; and bottom right, **Rod Stewart** (c) talks shop with longtime John associates/**Artful Balance** artists **Nigel Olsson** (l) and **Davey Johnstone** (Warpipes).



**Showstoppers Soiree**



Barry Manilow (second from left) brought his Showstoppers Tour to NYC's Paramount Theatre, where a number of composers were on hand to congratulate him. Pictured with Manilow are (l-r) songwriters Craig Carnelia, Sammy Cahn, Julie Stein, Burton Lane, Cy Coleman, Betty Comden, and Adolph Green.

**EXECUTIVE ACTION**

**KSSK/Honolulu Names Barnett GM**

After five months as **KSSK-AM & FM/Honolulu's** interim GM, **Ray Barnett** has been officially appointed GM. He succeeds **Earl McDaniel**, who's left the Full-Service AC/AC combo for corporate duties at parent **Coast Broadcasting**.



Ray Barnett

According to Coast President **Peter Bedford**, "We're fortunate to convince Ray to delay his retirement [at age 65] and resume his broadcasting career. Rarely does a station find a person who possesses not only long and valuable experience in major markets, but also total familiarity with the Hawaii market. We know he'll continue KSSK's leadership position."

A 42-year industry vet, Barnett previously was VP/GM of **KCBS (AM)/San Francisco** and GSM for **KNX/Los Angeles**.

**Elvis Spotted In Austin**

**Duran Captures PD/Morning Post At Genesis CHR KBTS**

Rumor turns to reality as **Elvis Duran** leaves afternoons at **WHTZ (Z100)/New York** to become PD/morning man at **Genesis CHR KBTS/Austin**. He replaces PD **Lisa Tonacci** and wakeup artist **Mike Butts**.



Elvis Duran

VP/GM **Ken Roberts** told **R&R**, "We are ecstatic to bring Elvis Duran back home to Texas. His passion and incredible desire to win will make an immediate impact."

Duran told **R&R**, "Not only am I blessed with the chance to live and work in America's most beautiful city, but the great staff at B93 will make this a festive place to work and win. Asst. PD/MD **Tracy Austin** is making the transition extremely smooth, and I couldn't do this without her."

Duran has been PD at **WIOQ/Philadelphia**, interim PD at **WZGC/Atlanta**, and on-air at **KRBE/Houston** and **KITY/San Antonio**.

**Johnson Now GSM At WEMP & WMYX**

Former **WDOK/Cleveland** VP/Sales **Marianne Johnson** has replaced **Cathy Macombe** as GSM of Gold/AC combo **WEMP & WMYX/Milwaukee**. She'll direct an eight-member staff.

Johnson, who just spent six months as a consultant for **Sports Marketing**, told **R&R**, "The economy here is fine; the radio market is only down 0.6%. The potential for these two stations is incredible."

Prior to becoming VP/Sales, Johnson served as **WDOK** Station Manager. She was previously VP of the **Imagination Stations Network**.

**Walker Wins KUII/Dallas GSM Job**

**Donald Walker** has been named GSM of **Greystone D/M's KUII/Dallas**, which airs **CNN** Headline News. He replaces **Ed Robbins**, who exited the station in late summer.



Donald Walker

"[Walker] brings us a tremendous amount of experience and is highly thought of," said KUII VP/GM **Steve Dinkel**. "We expect he will bring a great deal of direction to the sales department."

Walker was previously VP/GM of **WAVH/Mobile**. He spent five years as GM of **KLZZ-AM & FM/San Diego** and has been in sales and management at **WCCO-FM (now WLTE) Minneapolis**, **KFAC-AM & FM (now KWKW (AM) and KKBT)/Los Angeles**, **KIQQ (now KQLZ/Los Angeles, and KMJC (now KECR)/San Diego**.

**SAUNDERS LSM**

**AOR KSHE Ups Sanders To GSM**

**Emmis AOR KSHE/St. Louis** has elevated LSM **J. Marvin Sanders** to GSM and AE **Matt Saunders** to LSM. The GSM position has been open since July, when **David Kelley** transferred to sister **WKQX/Chicago**.



J. Marvin Sanders Matt Saunders

Sanders, an 11-year **KSHE** sales vet, was promoted to LSM in 1988, the same year Saunders became a **KSHE** AE.

## Radio

● **THOMAS HENNESSEY** has been elevated from VP/GM to President/GM at WHMP/Northampton, MA. Concurrently, **RICHARD HEIDEMAN** has been promoted from VP/GSM to VP/Station Manager.

● **DAVID FERRARO** is tapped as GM at KID & KSIF/Idaho Falls, ID.

● **DAVE BROWER** has been appointed GM at KPAY/Chico, CA. He moves from the GSM post at KEZJ/Twin Falls, ID.

● **VALERIE DICOSTANZO** has been upped from AE to Local Sales Manager at WKLX/Rochester, NY.

● **ALBERT KIM** is promoted to PD/middayer at WLX/Hartford. He segues from Asst. PD/morning drive announcer.



Valerie DiCostanzo Wade Marsten

● **WADE MARSTEN** has founded Red Planet Records and made the following appointments: **INGRID PLAETH** becomes Managing Director, **LAUREN DONOVAN** is in charge of Promotion & Sales, **CHERYL PAWELSKI** oversees Artist Development & Marketing, and **AMANDA GOODWIN** heads Publicity. Red Planet has an exclusive distribution agreement with Landmark Distributors. The label's address is 2531 Sawtelle Blvd., Suite 49, Los Angeles, CA 90064; (213) 202-7432.

## Records

● **DANNY MCGUFFEY** has been named VP/Marketing & Sales at Reunion Records. Other changes: **DEB RHODES** has become VP/Creative Services, **GRETCHEN KOEHLER** has been hired as Exec. Assistant/Marketing & Development, and **MICHELLE FINK** has been tapped as Radio Relations Coordinator. Also, **CATHERINE BIRD** has been upped from Director/Administration to VP/Copyright & Royalty Administration at Reunion Music Group.

● **MARK PUCCI** has rejoined Capricorn Records as VP/Publicity & Media Relations. He most recently operated his own publicity company, Mark Pucci Associates.

● **WARNER BROS. RECORDS** has entered a joint venture with **MUSIC FOR LITTLE PEOPLE**.

● **WARNER MUSIC INTERNATIONAL** and **PWL RECORDS** have signed a worldwide joint venture agreement in which Warner will market PWL's roster.

## National Radio

● **GENE DAVIS** has added OM stripes at Interstate Radio Network. He'll also retain his air personality duties.

● **RSC COMMUNICATIONS** is now offering "Bluegrass America," a one-hour program hosted by WFUV/New York air talent Tom Tortorella; (718) 565-9815.

● **MJI BROADCASTING** has been chosen by NARAS to cover the Grammy Awards for the seventh straight year. The program will follow the event up to the February 25 ceremony; (212) 245-5010.

● **RADIO AMERICA** is producing "Mr. Justice: Thurgood Marshall And The Struggle To End Legal Segregation." The series of six half-hour segments is slated to be ready next February for Black History Month; (202) 488-7122.

## Industry

● **DAVID RUDNITSKY** now heads up Killer Radio, the new radio commercial production division of Killer Music; (213) 659-0380.

### PROS ON THE LOOSE

**Fashad Aazami** — Asst. Promo Dir. WEGX/Philadelphia (215) 265-0226

**Jeff Bell** — Evenings WTMX/Chicago (708) 298-0215

**Mike Boyer** — Morning show producer/weekends KDKB/Phoenix (602) 951-1380

**David Calabrese** — Pittsburgh/Cleveland promo rep Geffen Records (412) 327-5963

**Tom Chaltas** — Dallas promo rep RCA Records (214) 871-9186

**Dangerous Dave** — Morning show producer/overnights KAKS/Amarillo (817) 793-3155

**Tim Dundee** — Asst. Promo Dir. WEGX/Philadelphia (215) 265-0226

**Marc Elliot** — Promo Dir./afternoons WCOL/Columbus, OH (614) 433-0713

**Tom Hanson** — Afternoons WPNT/Chicago (312) 477-0990

**J.J. Hemingway** — MD/mornings KIKX/Colorado Springs (719) 634-8350

**Scott LaRoc** — Nights WWCK/Flint, MI (313) 694-1108

**Jim Larsin** — Swing KQKS/Denver (303) 388-7586

**Brad Miller** — Weekends/production WBMX/Boston (617) 783-8099

**Jack Murphy** — Mornings KHYI/Dallas (817) 430-0280

**Michael O'Reilly** — Mornings WFXF/Indianapolis (317) 841-3913

**Robbie Snow** — Dir./Marketing RCA Records (818) 506-4886

**Penny Tucker** — Overnights KLAC/Los Angeles (805) 294-0929

**Ron Tyler** — MD WYNU/Jackson, TN (901) 686-8248



Elissa Dorfsman James Jackson

● **ELISSA DORFSMAN** has been named Executive Director at the Philadelphia Radio Organization, which she will spearhead through her own company, Elissa Dorfsman Inc.

● **ROBERT KOPPEL** is elevated from Director to VP/Legal & Regulatory Affairs at IDB Communications Group.

### Changes

**Lucy Teresi** and **Amy Linder** have been tapped as AEs at WKLX/Rochester, NY.

**Leanne Hollingsworth** joins KZOK/Seattle as AE.

**Mary Butler** becomes AE at Katz Radio in New York.

**Al Smith** has been appointed A&R Rep at Atlantic Records.

**Gerry Kuster** is named Associate Director/Production at Arista Records.

**John Hill** has been appointed Associate Director/Data Processing Audit at Sony Music Entertainment.

**Sherri Halford** has been promoted to VP/Production at Capitol/Nashville.

**Lena Je'une** becomes Coordinator/Black Music at Arista Records.

**Cheryl Lindsey** has been hired as Talent Coordinator at Emerald Entertainment Group; **Andrew Kautz** takes a fulltime post as Administrative Assistant.

**Barbara Goodman** has been appointed Sr. VP/Organizational Development & Training at PolyGram Holding.

**Darren Marino** has been tapped as Associate Director/Financial Reporting at Sony Music Operations U.S.

**Harriet Yassky** has joined Columbia House Co. as VP/Video Acquisitions & Programming.

● **JAMES JACKSON** has been tapped as Manager/Creative Services-R&B/Dance Music at MCA Music Publishing. He previously served as GM/Black Music at Invasion Group.

## CHRONICLE

### Births:

**Westwood One AE Mary Jo Fellin**, husband Chris, daughter Claire Marie, August 29.

**WJMO/Cleveland** Promo Dir. **Marie Griffin**, husband Brian, daughter Emily Annastacia, September 2.

**KZZB/Beaumont, TX** air talent **Mark Roberts**, wife Jeri, son Mark, September 4.

**MJI Broadcasting** VP & Dir./Sales **Howard Davis**, wife Ellen, son Stephen Lloyd, October 3.

**KROC/Rochester, MN** PD **Brent Ackerman**, wife Diane, daughter Kelsey Lee, October 12.

**Unistar** Dir./Affiliate Relations **Debbie Brand**, husband Kenny, daughter Rachel Lauren, October 14.

**IRS** Nat'l Promo Associate **Mare Jeffries**, husband Will, son Christian McKenzie, October 14.

**KQDI-FM & FM/Great Falls, MT** PD **Cory Wells**, wife Lois, son Zachary William, October 16.

**WANM/Tallahassee** PD/MD **Van Wilson**, wife Cheria, daughter Olivia Cherice, October 18.

### Marriages:

**WQGN/New London, CT** Station Manager/air talent **Franco** to **WQGN** Promo Dir./air talent **Jody**, September 29.

**XHTZ/San Diego** air talent **Kimo Jensen** to **KIOZ/San Diego** North County air talent **Shannon Leader**, October 10.

**WSGY/Albany** PD **Holly Heuston** to John Chizma, October 12.

**Charisma** VP/CHR Promotion **Al Moinet** to Linda Jackson, October 19.

### Condolences:

**NARAS** Publications Director **Stephen Padgett**, 38, October 13.

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December 4, 1991

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# Tommy Page

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KMOK*

*Produced and Arranged by  
Michael Jonzun and Tommy Page  
From the album, FROM THE HEART*

*Management: Ray Anderson Entertainment*

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# MANAGEMENT

## FIVE TIPS

### Cutting Travel Costs Today

With an eye toward bringing the cost of business travel down to earth, Hickory Travel Systems President William Chiles notes that traveling isn't as necessary as it used to be. Technological advances now provide cost-effective, viable alternatives in the form of videoconferences.

For those times when travel is mandatory, however, make sure everyone follows the company's established travel policy. Making exceptions is a major reason that travel budgets go overboard. Chiles also offers five ways in which you can cut travel costs today:

- **Create incentives for cutting costs.** Offer benefits such as free trips or car rentals to staffers who reduce expenses.

- **Computerize expense reports.** Manually processing an expense report costs between \$10-\$20. Not only is computerized processing less costly, it can help you negotiate special deals with travel vendors.

- **Tighten receipt requirements.** Although the IRS only requires receipts on expenses over \$25, asking for everything over \$10 will help prevent expense account padding.

- **Work out deals with individual suppliers.** Hotels, car rental firms, and airlines quite often are willing to reduce rates if you commit to a certain amount of usage for the year.

- **Require employees to take the lowest fares.** Even though more expensive flights mean more frequent flier miles, top management must set the example and encourage staffers to book less expensive fares.

### A Manager's Question

**W**ant to find out how well you're doing with your employees? Victoria Secunda, writing in *New Woman*, suggests asking yourself, "If I were fired tomorrow, how many of my staffers would be willing to hire me?"

### Setting Goals: Target What And When

**Y**our first step toward success is setting goals. But you can't stop there. Once you've decided what those goals are, you must decide when they'll be accomplished.

Management consultant Allan Cox, in his book "The Achiever's Profile" (\$14.95/Amacom), says setting a deadline turns your goals into more of a tangible reality by requiring action.

Workers will have to not only divide and assume the responsibilities necessary to meet this deadline, but also set priorities, confront conflicts, and address inconsistencies in your company's existing schedule.

### Keep Mailing Lists Current

**C**hances are you're on several mailing lists. Chances are even greater that your predecessor is still on some of them. Richard Amelar, of Leonia, NJ-based Amelar Communications, says up to a quarter of the names on business-to-business mailing lists are inaccurate.

Why? Because 18%-25% of people change jobs, transfer, retire, or die during the year. To keep your business-to-business mailing lists current, update them frequently and regularly.

## STRANGE, BUT TRUE

### Resumé Blunders, Bloopers & Mind-Bogglers

**E**mployees and employers alike know the importance of a good resume. Bad resumes, particularly from those who try too hard to impress prospective employers, usually end up in the round file.

Robert Half, founder of the Menlo Park, CA-based temporary personnel service Accountemps, has collected resume blunders and bloopers from around the world for more than 40 years. Here are 14 of our favorites:

- "My enclosed resume shows my critical career developments. I'm also including other important parts of me." (*No Jeffrey Dahmer jokes, please.*)

- "Self-Image: An octagon with smooth, radius angles versus a plain square with sharp corners." (*How about a circle of one?*)

- "Education: Curses in liberal arts, curses in computer science, curses in accounting." (@%\*!!!)

- "Don't take the comments of my former employer too seriously, they were unappreciative beggars and slave drivers." (*Other than that, how did you like the job?*)

- "Referees available on request." (*Spoiling for a fight?*)

- "Size of employer: 6'1". (So it was a small business?)

- "Goal: Talent for Cash." (*So are you buying or selling?*)

- "An obsession for detail; I like to make sure I cross my i's and dot my t's." (*Cross your i's too often and they'll get struck that way.*)

- "My complete mastery of the software interface was undermined by jealous peers. You can see the whole story when I sell the screenplay." (*Coming soon: "Teenage Mutant Ninja Programmers."*)

- "Money available to loan at 14%." (*So why are you looking for a job?*)

- "My name is Sam Johnson, but I now prefer to be called Michael, or at least Mike." (*Whatever you say, Jim.*)

- "In addition to my business duties, I care for a very demanding cat, two adorable puppies, a chipper cockatiel, and three feisty guinea pigs — all of whom insist on a share of my time and attention." (*Dr. Doolittle, call your office immediately.*)

- "Experience: Self-employed job hunter — executed all marketing and advertisement for the

product; wrote sales material; and delivered oral presentations for several years." (*Obviously wasn't too good at this.*)

- "Objective — Post as communicative expert in which coordination as an administrative responsibility in pertinence to my related background in light of the relevance to the duties are coherently applied." (*Just what we were looking for!*)

## DATELINE

- **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.

- **November 2** — Holland Cooke Broadcast News Career Seminar. Warwick Hotel, New York City.

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

- **March 13-16** — NARM Convention. New Orleans Marriott.

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

- **May 27-31** — AWRT's 41st National Convention. La Posada, Phoenix.

## R&R CONVENTION '92 ... JUNE 11-13 IN CENTURY CITY

- **November 21-24** — YBPC Convention. Hyatt Regency, Houston.

### 1992

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

- **January 26** — Super Bowl XXVI. Metrodome, Minneapolis.

- **January 29-February 1** — Ninth Annual Pollack Media Group Programming/Management Conference. J.W. Marriott, Century City, CA.

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

- **February 13-15** — Gavin Seminar 1992. Westin St. Francis/Union Square, San Francisco.

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

- **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.

- **June 18-20** — Talk Show Host Convention. Mayflower Hotel, Washington, DC.

- **June 25-27** — Bobby Poe Convention Sheraton Premiere, Tysons Corner, VA.

- **July 16-19** — Upper Midwest Conclave. Radisson Hotel South, Bloomington, MN.

- **August 13-16** — Jack The Rapper Convention. Atlanta Hilton and Towers Hotel.

- **September 23-26** — RTNDA 47th International Conference & Exhibition. Convention Center, San Antonio.

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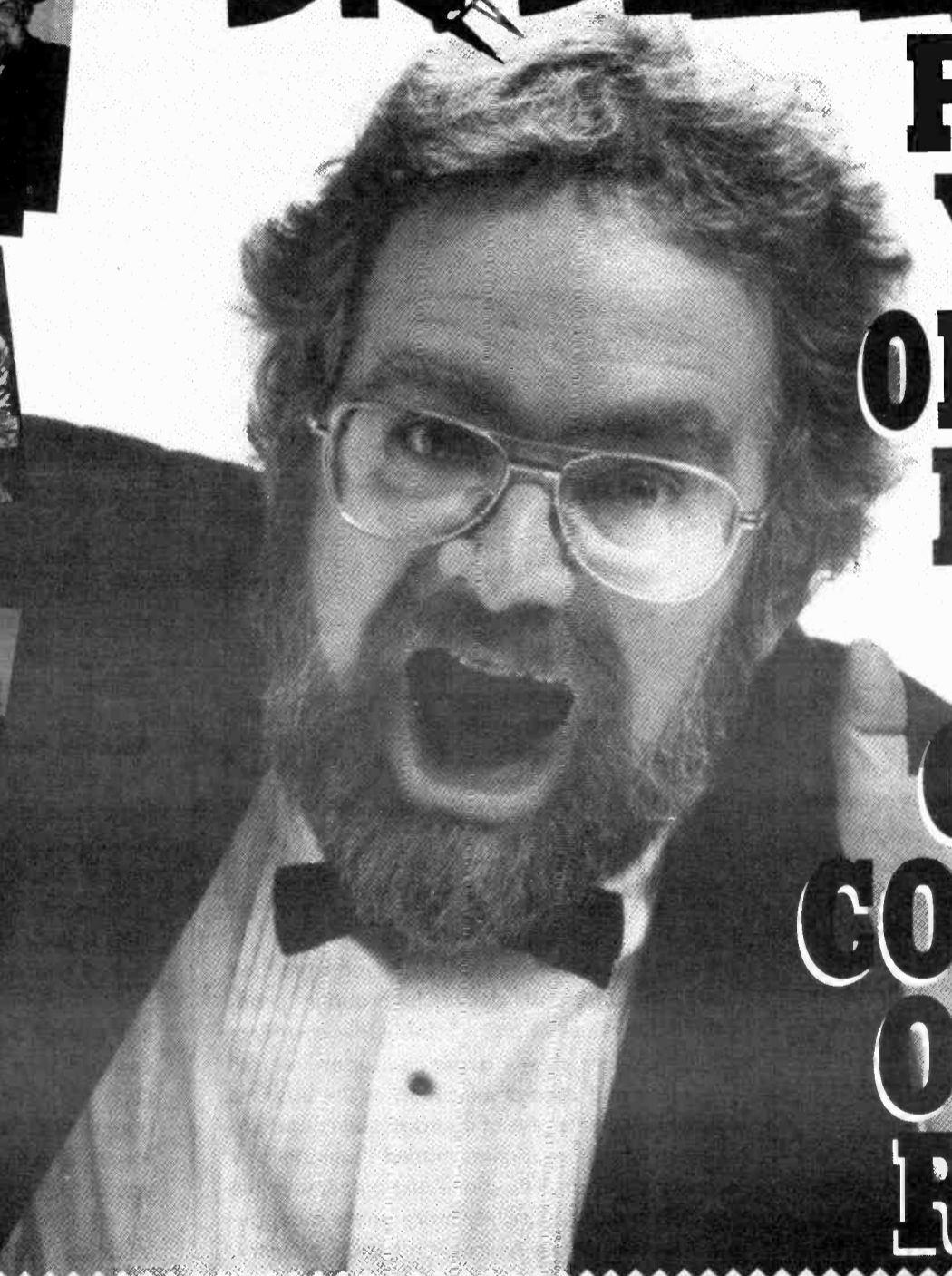
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IT COULD ONLY COME FROM WESTWOOD ONE 

Management:

IMAGINARY ENTERTAINMENT

# WELCOME TO THE NEW WORLD OF RADIO

## WELCOME TO THE JUNGLE

No one expects radio's ad revenue pie to grow at the pace of the eighties. Yet more radio stations than ever now divide that pie, and over half are losing money. Operators are being forced to look to operating efficiencies to survive and produce cash flow.

Typically, radio operators have believed that radio is a fixed cost business and little can be done to reduce operating expense. Yet the business world abounds with examples of other enterprises where supposedly "fixed" costs were reduced substantially. Frequently, effective cost reduction efforts involve applications of new technologies which lower costs while raising both quality and marketability.

Radio does not need to invent new methods. All it needs to do is to utilize already proven techniques from numerous other industries.

Writing in Harvard Business Review, Boston Consulting Group's Mark Blaxill and Thomas Hout observe that companies which simply slash overhead end up weaker and less competitive. Their review of over 100 companies shows that successful and sustainable overhead reduction involves rethinking and redesigning each of the fundamental processes of the business:

- Elimination of unproductive overhead costs.
- Reduction of indirect labor and management expense.
- Improved quality.
- Enhanced competitiveness and profitability.

It is this kind of process redesign that allows Toyota to produce the high quality Lexus at 1/3 of the labor cost of a comparable BMW sedan. By contrast, the radio industry has not redefined its business processes on a broad scale since TV replaced radio as the dominant electronic medium. The table of organization is the same and the job descriptions have not changed. About the only thing new at most stations is a few desk top computers and a couple of CD players. Aside from those items, the typical radio station operates exactly as it did in the 1950's.

**CITY-FM** stations operate quite differently as the following comparison reveals:

### TYPICAL RADIO STATION

- Large program department.
- Bureaucratic hierarchy
- Manager is a "generalist."
- 25-50 employees.
- Loses money.

### CITY-FM STATION

- Satellite delivered.
- Hands-on management.
- Sales specialist manager
- 9-14 employees.
- Makes money.

Instead of simply slashing overhead, **CITY-FM** stations apply proven business techniques and state-of-the-art mass distribution utilizing satellite

and microprocessor technology to those processes. The result: a radically redesigned radio station capable of operating profitably in the overpopulated radio market environment of the 90's.

## YOU DON'T HAVE TO BE #1 TO WIN BIG

**CITY-FM** is a franchise system which enables radio stations in competitive markets to rapidly achieve substantial positive cash flow. The **CITY-FM** system transforms stations into the highest quality, lowest cost producer in their market. Mass distribution efficiencies and quality control through digital technology enables many major market stations to immediately achieve reductions in operating expenses of 25% to 40%.

With only average ratings and revenues, **CITY-FM** stations can produce operating margins above 40%.

Superadio developed the **CITY-FM** franchise system after extensive analysis of numerous successful retail and service businesses including Domino's Pizza, Four Seasons Hotels, The Gap, Mrs. Field's Cookies, Jiffy Lube, American Airlines, McDonald's, Automated Data Processing, Lexus Autos and others who share a common operational philosophy:

- A product or service easy to understand and in wide demand.
- Focus on cash flow and operating profit.
- An extremely focused definition of the business.
- Strong management and management systems
- Application of technology to key production and service processes.
- Commitment to quality which exceeds customer expectations.

Profits of these businesses are derived from their ability to consistently deliver high quality products and services at a predictably low cost. Profit margins are chiefly dependent upon internal processes and correct execution of the business concept by employees of average ability, instead of external factors such as market dominance or economic growth. This places the outcome of the business plan significantly more under management control than is typical in the radio industry.

This point becomes readily apparent with a side-by-side comparison of the assumptions in the typical radio station business plan versus the **CITY-FM** system:

TRADITIONAL PLAN	CITY-FM PLAN
• Strong market growth	• Average market growth
• Quick, dramatic ratings growth	• Average ratings shares.
• Market and/or format dominance	• Neither
• Converts ratings to revenue at or above industry norms	• Average "power ratio"

The **CITY-FM** system does not rely upon unusual market growth or above average performance in either programming or sales to generate cash flow, repay debt, or build investor wealth. Instead, **CITY-FM** has redesigned the typical major market radio station to achieve greater efficiency, profitability, and competitiveness.

## CITY-FM IS NOT FOR EVERYONE

The best is not the cheapest. For operators in one or two station markets where competitive considerations are not of major concern, the traditional satellite format networks deliver suitcases of formats at truly bargain basement prices.

But if ratings matter, and you need a great morning show, an all-star talent lineup with tested music, and top shelf production, all proven and ready to go, your station can become **CITY-FM** in 30 days.

Visualize your station sounding the best it ever has, with crisp identity, all major league air talent lineup, a music and production presentation which "cuts through" to the prime 22-44 demo, and a sales-focused lean mean operating team. We believe so strongly in **CITY-FM** that you may cancel your contract anytime with no strings attached on thirty days notice.

For market availability and further information, contact **Dan Forth at Superadio Networks: (212) 302-1100**. Franchises are market exclusive and moving fast. Lock up this exclusive franchise for profits and success before somebody else locks you out.

Welcome to the new world of radio.



# SALES & MARKETING

## Planning Your Station's Management Portfolio

As the new year approaches, one question keeps surfacing in my conversations with station managers and owners: What's the best sales department structure for the future?

This week I'll examine some components for structuring your sales department and maximizing your station's management portfolio. Traditionally, it's not uncommon to remove managers from the areas in which they have the most experience — where they could create the most impact.

It's also not uncommon for managers' backgrounds not to match the station's needs. In these situations it's hardly surprising that traditional thinking and job descriptions don't create the desired results.

There are three components to a high-performing sales department: the levels of management, their job descriptions, and their background. This is your management portfolio. It's best to structure your sales management not on traditional titles and job descriptions, but on these portfolios.

### Department Structure

With the radio business in such turmoil, it's astounding how many sales departments are structured simply because "that's the way it's always been," rather than based on managers' experience and growth interests.

In fact, most stations that not only outperformed the market, but made or exceeded budget last year structure their sales departments around their management portfolios.

An important factor at some of those top stations is the sales managers' varied backgrounds. Traditionally, managers don't always play to their strengths; all too often, they're focused on areas that generate less sales productivity.

Furthermore, too many man-

**It's not uncommon to remove managers from the areas in which they have the most experience — where they could create the most impact.**

agers have little or no background in the areas that are most critical to the station's growth. Keep in mind that your managers — not their staff — make the real difference.

### Guidelines For Success

- Capitalize on your managers' strengths and background. Remember, you don't have to stick to traditional job descriptions.

- Hire managers with varied backgrounds to complement each other.

- Don't expect your managers to have all of the answers. Provide them with training, guidance, and support so they can achieve maximum results.

- Involve them in areas in which they have a background and can provide street-smart guidance to the staff. There's little a person with an agency or national background can do to help a salesperson with a local retailer.

- Focus your management on areas in which they can create, not on areas such as banking or budgeting your revenue history based on past assumptions. Controlled growth will come from station core account maximization, local retail

By Chris Beck

accounts, manufacturer development, regional account marketing, and agencies' managing directors, account supervisors, and special teams.

- Reduce administrative paperwork and reporting requirements while emphasizing salespeople's growth strategies and client involvement.

- Compensate your managers both financially and psychologically.

### Client Involvement

Everyone in your company's management hierarchy, from sales managers to CEOs, should interact with clients and focus on generating revenues. This is a reality of performing in a down and volatile market. Every manager in your corporation should be involved in selling — not entertaining, but working and meeting with clients.

Everyone at the station also should, in some way, participate actively in client marketing, sales, and service. This could be the traffic director who meets with the media director of an agency, the sales secretary who calls direct clients to

**There's little a person with an agency or national background can do to help one of the salespeople with a local retailer.**

let them know their airtimes, or the air personality who meets with clients. The entire staff must be client-focused.

### Case Study

Following is a case study in which I'll illustrate three typical management portfolios. (Some-

## Seven Steps To More Successful Managers

- Capitalize on their strengths
- Hire managers with varied backgrounds
- Provide them with training
- Place them in areas in which they have experience
- Place them in areas in which they can create
- Reduce their administrative paperwork
- Compensate them financially and psychologically

times it's easier to focus on someone else's situation rather than your own.) At KZZZ, national advertising is an average of 10%-15% of the billing; it was off 2% this year. Local advertising, which makes up the remaining 85%-90% of the station's revenue, was off 5%.

The decrease in numbers is a by-product of fewer agency buys as well as increased agency usage of buying services. KZZZ's local revenue also was affected by the auto industry, which was off dramatically; as a local biller, it went from the No. 2 category to No. 12.

KZZZ's total cash sales — national and local billing less tradeout — budget for 1992 is projected to be up 5%.

Case No. 1: The GSM has an extensive background in local agency sales, but his primary duties are in national and administrative. The LSM has primarily a local agency background, but was a national rep for three years before being hired by KZZZ.

Case No. 2: The GSM has a national rep background, the LSM has a local agency background, and the co-op vendor director has two years of sales experience primarily with established smaller accounts.

Case No. 3: The GSM has extensive local developmental experience, and is focused primarily on budgeting, station packages, and some calls to major agencies. The LSM, formerly the station's co-op vendor director, interacts with the staff primarily on local agency

avails. And the national sales manager, who has been a national rep, started in the research department.

### Portfolio Review

Now it's your turn to consult and advise this station; doing so ultimately will lead you to analyze your station's portfolio and job responsibilities.

First, go back to the market overview and decide what needs to be done to hit budget. Forecast where the growth should come from.

Second, which one of the three cases do you feel will have the best chance of success in 1992?

Third, how would you structure the job descriptions in the different scenarios? Try not to fire anyone; instead, work with the existing management portfolios.

Fourth, focus on your station. Determine if the results of your analysis of this case study make sense. Then see how your analysis could apply to your station's situation. I'll give you my answers in my next column.

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.

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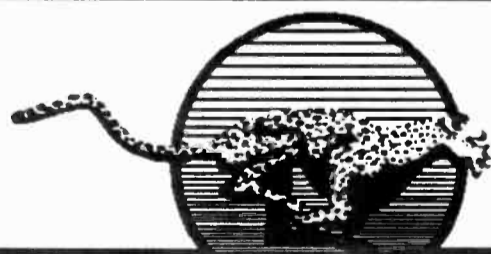
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pass all your tests. You'll smooth out your sweeps instantly, because POWERPLAY suggests the perfect revisions, helping make your music flow to perfection!

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## FILMS

### WEEKEND BOX OFFICE OCTOBER 18-20

1 <b>Other People's Money</b> (WB) *	\$5.01
2 <b>Frankie &amp; Johnny</b> (Paramount)	\$3.53
3 <b>The Fisher King</b> (TriStar)	\$3.38
4 <b>Ricochet</b> (WB)	\$3.11
5 <b>Ernest Scared Stupid</b> (Buena Vista)	\$3.06
6 <b>Little Man Tate</b> (Orion)	\$2.91
7 <b>Deceived</b> (Buena Vista)	\$2.68
8 <b>Paradise</b> (Buena Vista)	\$2.39
9 <b>Necessary Roughness</b> (Paramount)	\$2.12
10 <b>Shattered</b> (MGM/Pathé)	\$2.11

All figures in millions

\*First week in release

Source: Exhibitor Relations Co.

### COMING ATTRACTIONS:

This week's openers include "House Party 2," starring **Kid 'N Play**, **Full Force**, and **Queen Latifah** with special appearances by **Tony! Toni! Tone!** and **Ralph Tresvant**. The comedy's MCA soundtrack features songs by Tony! Toni! Tone! (who perform the single "House Party [I Don't Know What You Come To Do]"), Kid 'N Play, Tresvant, **Wrecks 'N' Effect**, **Bell Biv DeVoe**, and more.

Also opening this week: "Curly Sue," a comedy starring **James Belushi**, **Kelly Lynch**, and **Allison Porter**. Written, produced, and directed by **John Hughes**, the film sports a forthcoming **Giant** soundtrack featuring a **Ringo Starr** single titled "You Never Know."

## TELEVISION

### TOP TEN SHOWS OCTOBER 14-20

- 1 **World Series Game 2** (Braves vs. Twins)
- 2 **Roseanne**
- 3 **National League Championship Game 7** (Braves vs. Pirates)
- 4 **Murphy Brown**
- 5 **Movie (Tuesday)** ("A Woman Named Jackie" Part 3)
- 6 **Movie (Monday)** ("A Woman Named Jackie" Part 2)
- 7 **National League Championship Game 6** (Braves vs. Pirates)
- 8 **America's Funniest Home Videos**
- 9 **World Series Game 1** (Braves vs. Twins)
- 10 **Designing Women (tie)**
- 11 **60 Minutes (tie)**

Source: Nielsen Media Research

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

### Friday, 10/25

- **Garth Brooks, Amy Grant, and Billy Joel** perform on "Disney World's 20th Anniversary" (CBS, 9pm).
- **Ralph Tresvant**, "The Arsenio Hall Show" (syndicated; check local listings).
- **Paul McCartney**, "ABC's In Concert '91" (midnight).

### Saturday, 10/26

- **Bonnie Raitt**, "Saturday Night Live" (NBC, 11:30pm).

### Monday, 10/28

- **Smokey Robinson**, "Arsenio Hall."

### Tuesday, 10/29

- **Curtis Stigers**, "The Tonight Show Starring Johnny Carson" (NBC, 11:35pm).

### Wednesday, 10/30

- **Warren Zevon**, "Late Night With David Letterman" (NBC, 12:35am).
- **Gladys Knight & The Pips** and **T.G. Sheppard**, "Barbara Mandrell & The Mandrell Sisters" (TNN, 8pm EDT/5pm PDT).
- **Paul McCartney's** "Liverpool Oratorio" (PBS; check local listings for air time) makes its world TV premiere.
- **Four Play**, "Johnny Carson."

### Thursday, 10/31

- **Huey Lewis & The News**, "Arsenio Hall."
- **Al Jarreau**, "Johnny Carson."

## 'ZINE SCENE

### Madonna On Ice?

**V**anilla Ice recently flew to Indiana for a romantic rendezvous with **Madonna**! This week's *Globe* says the two "got down to business" after giggling their way through the movie "Frankie & Johnny" on Friday night. The 'zine's spy says, "Ice spent the night with Madonna, and they stayed inside all day Saturday with the bedroom curtains drawn."

Speaking of Madonna, her Upper West Side Manhattan apartment is spotlighted on the cover and in a 12-page spread in the November *Architectural Digest*. Could be your only chance to see her silver claw-and-ball-footed bathtub and burl maple bed with copper trim.

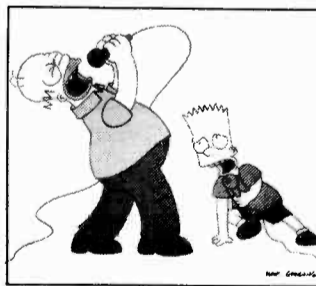
### Express Lines

- **NPR** reporter **Nina Totenberg** defends breaking the **Anita Hill** sexual harassment story in the current *People*: "I don't know if it was good or bad to have this story out, but I can't have any regrets. I don't know a reporter who, given all the facts, would have let it go."

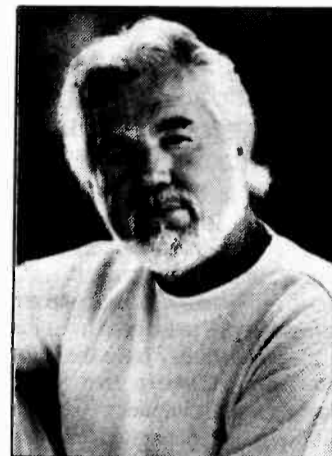
- **Heather Locklear** recently purchased a \$30,000 guitar inlaid with mother-of-pearl as a surprise gift for her hubby, **Motley Crue** drummer **Tommy Lee**! The *Star* notes the axe was custom-made for **Jimi Hendrix**, who died before he got a chance to play it.

- **Prince** explains why he makes music in the November *Details*. "Because if I don't, I'd die. I record because it's in my blood. I hear sounds all the time. It's almost a curse to know you can always make something new."

- **Rod Stewart** allegedly received a letter from his ex-galpal **Kelly Erberg** congratulating him and his bride, **Rachel Hunter**, on the birth of their forthcoming child. "I'm delighted that it's Rachel and not me," Erberg wrote (*Globe*).



**SIMPSONS II** — Double-platinum recording stars the *Simpsons* reportedly will release another LP next summer. Cartoon creator **Matt Groening** tells the current *Entertainment Weekly*, "It will be a broad spectrum of styles, with the exception of the lambada . . ."



**EARS TO A CLOSE SHAVE** — **Kenny Rogers** publicly admits to having three cosmetic liposuction surgeries in this week's *TV Guide*. The first surgery removed three-and-a-half pounds from his stomach, the second lifted 11 more, and the third — a chin job — left the singer with an odd after-effect. "My beard started to grow behind my ears," he says. "Now I have to shave back there."

- **Janet Jackson** refuses to wear short skirts because she's "embarrassed about a scar on her thigh from a childhood accident" (*Star*).

- The *Globe* claims **Wynonna Judd's** fed-up fiancé, **Tony King**, has given the singer an ultimatum: Lose weight or our wedding's off! A Nashville insider says, "Tony's worried she'll end up looking like she belongs in a sideshow instead of on stage."

- Actress **Linda Evans** reportedly will marry keyboard wizard **Yanni** (whom the *Star* identifies as a "New Wave musician") on a Greek island this Christmas.

- **Winona Ryder** denies she's dumped actor/boyfriend **Johnny Depp** for **Replacements** lead singer **Paul Westerberg** (*Star*).

### God Fodder

**Ozzy Osbourne** tells this week's *People* that he's long been bedeviled by the term "heavy metal." "I've never acknowledged heavy metal. [But] I've been branded the Godfather of Heavy Metal, and I'm not sure how I should take that. I suppose I should start speaking Italian or something."

Each week *R&R* sneaks a peek 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

#### ● COOL AS ICE (SBK)

Single: Cool As Ice (Everybody Get Loose)/Vanilla Ice  
f/Naomi Campbell

Other Featured Artists: **Lonnie Gordon**, **Derek B**, **Rozalla**

#### ● THE COMMITMENTS (Beacon/MCA)

Single: Try A Little Tenderness/Commitments

#### ● JUNGLE FEVER (Motown)

Single: Fun Day/Stevie Wonder

### UPCOMING

#### ● HOUSE PART 2 (MCA)

Singles: House Party 2 (I Don't Know What You Come To Do)/**Tony! Toni! Tone!**  
Yo, Baby, Yo!/Ralph Tresvant

Other Featured Artists: **Bell Biv DeVoe**, **M.C. Trouble**, **Kid 'N Play**

## VIDEO

#### ● INXS: LIVE BABY LIVE (A\*Vision)

Twenty songs, 110 minutes. This concert video, a companion to the audio release, captures the **Atlantic** band's July date at England's Wembley Arena.

#### ● RED HOT CHILI PEPPERS: FUNKY MONKS (Warner Reprise)

Hourlong program documents the making of the **Warner Bros.** artists' latest album, "Blood Sugar Sex Magik."

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## NBC-TV Brings Country Music To Prime Time

**N**oting that the CMA Awards CBS-TV show (10/2) won its time slot, came in third for the week with a 20.5 rating/33 share, and was seen by an estimated 31 million viewers, NBC-TV announced plans to debut an hour-long country music series during

prime time on November 24. This'll be the first musical program (in any format) to air during prime time since **Dolly Parton's** variety show was canceled after the 1987-88 season.

"Hot Country Nights" — which will appear in the 8-9pm Sunday

slot — will feature comedy and musical guests such as **Dwight Yoakam**, **Alabama**, **Vince Gill**, **Kathy Mattea**, **K.T. Oslin**, **Ricky Van Shelton**, and **Travis Tritt**. **Dick Clark** will hold the Exec. Producer reins.

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# LIFESTYLES

## Fitness Trend Going Flat & Flabby?

The national trend toward healthier living — which made headlines during the '70s and '80s — should continue as the population ages and becomes more educated, right? Guess again.

A 1991 Prevention Index survey by NYC-based Lou Harris & Associates not only indicates the health kick has leveled off, but also suggests the trend may not have been as dramatically successful as previously thought.

The Prevention Index is compiled from the annual study of 21 key health-related behaviors and risks. Since 1983, response levels have sent the index soaring (from 3.7% to 65.2% between 1984-87). But the index grew by only 1% from 1987-1990. This year it was unchanged.

### Fitness Facts

Moreover, the index's overall growth during the '80s appears to owe more to technology, legislation, and government intervention than to Americans' progress in the areas of nutrition, exercise, and weight control. For example:

- The number of adults who wear seat belts has jumped from 19% in 1983 to 65% this year. (But these numbers increased faster in states where usage is mandatory. National seat belt compliance numbers increased only 2% from 1989-1990 and were flat during 1991.)

- Smoke-detector use also has climbed 19% since '83. (But installation is mandatory — not voluntary — in many instances.)

- The number of adults who say they drink alcohol and drive has plunged from 32% in '83 to 19% today. (This likely has more to do with higher drinking ages in some states and stricter drinking/driving laws than with abstinence.)

- The number of adults who claim to drive over the speed limit has increased only 3%. (Greater self-control or the result of less stringent law enforcement on speeding?)

### Health Myths

Masked by the index's increase during the '80s are the following statistics:

- The number of adult Americans who claim to exercise regularly has been flat — at 34% — since 1983.

- The share of your neighbors who say they "try a lot" to eat enough fiber remains unchanged since '83.

- The number of adults who say they avoid eating too much fat has

increased only 1% during the past eight years.

- The number of overweight American adults has broadened from 58% in '83 to 64% in 1990.

### Smoke & Mirrors

Even the nation's highly touted curb on smoking is not as impressive as one might think. The number of adult cigarette smokers dropped from 43% in 1975 to 30% in 1983. But since then the proportion has further declined only 4 percentage points (to 26% of all adults).

## STRESS!

### Working Women, Execs, Parents Feel Most Pressure

Feeling a little stressed out? Loosen your grip on the industry's newspaper and relax. You're not alone. In fact, more than 40% of Americans report feeling tension at the end of the day at least once or twice a week. Only 20% say they almost never feel stress.

### Spandex In, Hot Colors Out

Just when you thought bicycle shorts were for bicycling, the NYC-based Roper Organization issues a report saying they're a fashion statement. According to the survey, 66% of all Americans and 75% of those under 30 consider bicycle wear or spandex "in." Only 16% say spandex clothing is out.

Although people are squeezing into the tight, stretchy garments, they're shedding anything with bright fluorescent colors. So before you order your next set of station promotional clothing, think about this: Barely 50% say those eyeball-searing colors are in, and three in 10 (30%) consider them *definitely* out.

Employed women, executives, professionals, and parents with children under 18 report feeling the most stress. The majority of people in each of those groups say they regularly experience tension at the end of the day.

### Money & Time

Money — or the lack thereof — is a major cause of stress for 32% of Americans, and a minor cause for 39%. Younger people feel more stress over money than other age groups: 42% of 18-29-year-olds feel the financial pinch, 33% of people 30-59, and 18% of those over 60 cite money as a stress factor.

Time — or the lack thereof — is the second biggest reason for tension. Two-thirds of U.S. adults experience tension because they don't have enough spare time. And 61% say their daily workload causes stress. People earning at least \$30,000 and baby boomers (defined as those in the 30-44 age group) say lack of time is the biggest reason for stress.

Nevertheless, the amount of Americans who report feeling stressed these days is *lower* than in 1989.

Source: Roper Organization, NYC



## New Car Stereo Is Voice-Activated

Sanyo's "EX-W2" car stereo system, due out late this year, contains a voice-recognition feature that allows owners to select a radio station, tape, or CD *without* pushing a button.

The unit includes a six-disc CD changer in addition to a tuner and cassette player. To program the system, you simply speak each of the 20 available vocal commands into the microphone (included) in a predetermined order. Once it's programmed, you can say a chosen password to begin a new series of commands.

Furthermore, the unit's voice-recognition module absorbs changes in speech patterns over time to achieve a high degree of accuracy. Suggested retail price: \$1500. For more information, call the Chatsworth, CA-based company at (818) 998-7322.

## SNAP SHOT

### Fewer Americans Taking Photographs

Apparently, pictures aren't worth as many words as they used to be. In 1987, 19% of Americans said they took at least one photograph during the past week.

According to a recent survey by the NYC-based Roper Organization, this figure now stands at less than 15%.

Influential Americans are more likely to snap photos than any other group — 32% take pictures on a weekly basis. Other avid picture-taking groups: executives, professionals, upscale consumers, West-

erners, college graduates, and people earning \$50,000+.

### Why The Decrease?

One possible reason people are taking photographs less frequently is that they have less time. They work more during the week and don't spend as much time on hobbies and leisure activities.

Also, the camcorder may be replacing a good deal of still photography. Instead of whipping out the 35mm to catch special moments, about 5% of people — more than 9 million consumers — now roll videotape instead.

## ARE YOU READY FOR THE NEW WORLD OF RADIO? TEST YOURSELF!

1. **It's 1961.** You own a hamburger stand. You notice a crane down the street erecting a "golden arch". You then:
- Pretend you didn't see it.
  - Decide to "muscle" them out of business.
  - Give up.
  - Inquire about buying a franchise.

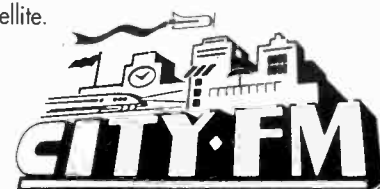
2. **It's 1971.** You own an American Motors dealership. You hear from your buddies that the Honda motorcycle dealer will soon be selling cars. You then:
- Double over with laughter.
  - Spend \$2,000 for a giant American flag to hang over your dealership.
  - Slash prices on all new and used cars and star in your own fringe time TV campaign.
  - Inquire about a Honda or Datsun franchise.

3. **It's 1981.** You own a pizza parlor specializing in "homemade" pies. Domino's and Pizza Hut open up in town. You then:
- Ignore them because they're not "local".
  - Sell two pies for the price of one.
  - Borrow money from your family to advertise in "Shoppers Weekly", thereby thwarting their "syndicated" TV campaign.
  - Try to buy a franchise.

4. **It's 1991.** You (and your friendly bank) own a radio station. You just got another mediocre (but "OK") ratings report. Your sales staff reminds you daily that even the #1 station is having a tough quarter and is cutting their rates in half. You then:
- Hire ANOTHER Program Director.
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## FORMAT PERFORMANCE REVIEW

# AC Takes ARB Summer Vacation

AOR, N/T, UC, Classic Rock Gain

**L**ong-reigning Arbitron format champion AC dropped 42 shares, according to R&R's exclusive Format Performance Review for the Summer '91 ratings period. Coupled with a moderate gain for runner-up News/Talk, a spring AC margin of nearly 200 shares shrank to 141 as AC, perhaps suffering its customary summer slump, lost almost a share-and-a-half on average through the Top 30 markets.

AOR, the big winner in the Summer '91 Birch, duplicated that feat in this Arbitron book, with Urban, Classic Rock, and News/Talk also registering notable gains. CHR, generally a strong summer performer, was able to slow its two-year slide, while Country, which usually slides during the summer, dropped only slightly.

### Formats By The Numbers

- **AC:** Down almost 8% from spring and last year, in what's either a temporary though severe seasonal skid or a return to normal from an unusually high summer peak in 1990.

- **AOR:** Up 11 shares from spring and nine from last year, possibly picking up listeners from the AC or CHR sides . . . or both.

- **B/EZ:** A one-share increase, up to 60 total shares — nearly double its Birch total.

- **Big Band:** Down two shares from spring but up three from a year ago. Still hovering around 90 total shares.

- **CHR:** Usually a winner during the summer, but barely ahead of

its spring numbers. Still down an alarming 64 shares (18%) from last year and now less than five total shares ahead of AOR.

- **Classical:** A seven-share decrease from spring but up two from a year ago. Now at 48 total shares.

- **Classic Rock:** AOR's rise did not come at the expense of its nearest relative. Classic Rock was up five shares from spring but down four from last year.

- **Country:** A 24-share increase over last year reduces the significance of its five-share summer slide. With some new big market believers joining the Country club, the format could be headed for a big fall book.

- **Gold:** Up a share and a half from spring and 16 from a year ago. Is the Gold surge tapering off?

- **NAC/Jazz:** A strong 5.5-share increase from last year; it's now at 56 total shares.

- **New Rock:** Encouraging results: a three-share increase from spring and an impressive 23% up from last year. Its total surpassed 30 total shares.

## Ranking The Formats

AC continued on top, though down from spring's 21.4% share. News/Talk, now firmly entrenched in second, was up four-tenths of a point. The real battle was for third, with AOR (up from 10.6%) breathing down CHR's neck and Country stampeding its way into the fray. Urban, almost passed by Gold three months ago, firmed its hold on sixth. Classical's slide dropped it below Spanish, while B/EZ, last in Birch, finished tenth in Arbitron.

AC	19.8%
News/Talk	14.1%
CHR	11.6%
AOR	11.4%
Country	10.5%
Urban	7.0%
Gold	6.8%
Classic Rock	4.3%
Big Band	3.7%
B/EZ	2.4%
NAC/Jazz	2.2%
Spanish	2.1%
Classical	2.0%
New Rock	1.2%
Rel/CC	0.9%

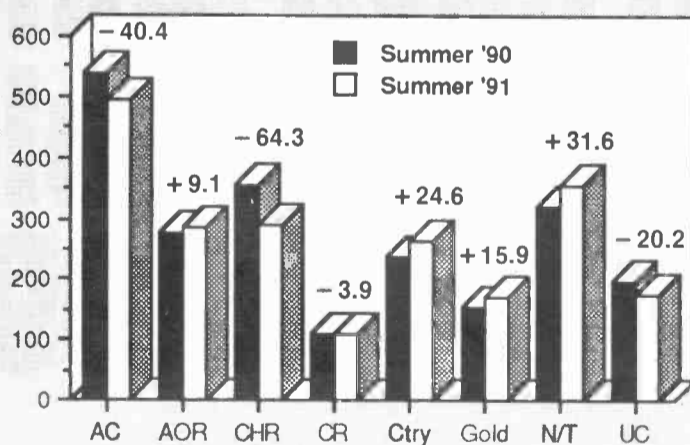
- **News/Talk:** The war may be over, but listeners retained an ear for News/Talk: an eight-share bulge over a year ago and 31 shares over last year — the largest year-to-year increase.

- **Religious:** Up 14% from spring and last year; now at 23 total shares.

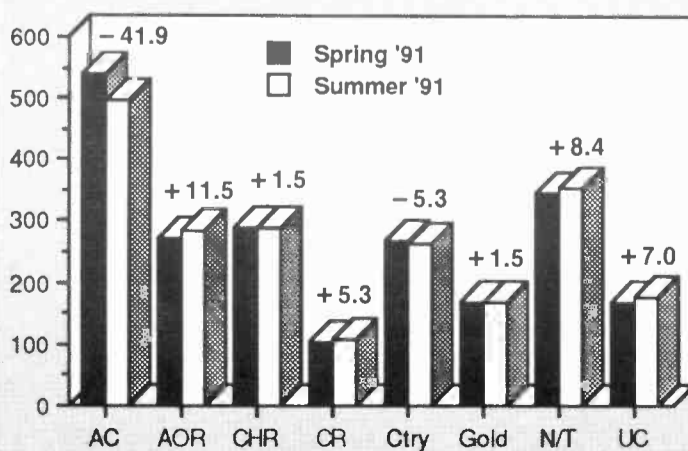
- **Spanish:** A weak performance, down three shares from spring and six from last year. Still more than 51 total shares.

- **Urban:** A solid seven-share increase from spring mirrored the recently released Birch results, although the year-to-year figures were still off 20 shares.

## Key Format Trends Year To Year



## Book To Book



All figures total shares, Top 30 markets, Arbitron

## Formats' Favorite Markets

AC's 34.1 share in Minneapolis was the largest share for any format in any market. Dallas was once again Country king with a 21.4 share. St. Louis took top News/Talk honors with a 20.4 share, edging out perennial winner New York. Milwaukee, Miami, and Portland were leaders in two formats each. Other format-best shares included:

- **AOR:** 19.2 (Denver)
- **Spanish:** 18.2 (Miami)
- **Urban:** 15.9 (Atlanta)
- **CHR:** 15.2 (Nassau-Suffolk)
- **Gold:** 10.3 (Portland)
- **B/EZ:** 8.7 (Miami)
- **BBnd:** 7.7 (Milwaukee)
- **CR:** 6.3 (Milwaukee)
- **NAC:** 6.2 (Portland)
- **NR:** 5.5 (San Diego)
- **Rel/CC:** 5.5 (Baltimore)
- **Clas:** 4.7 (San Francisco)

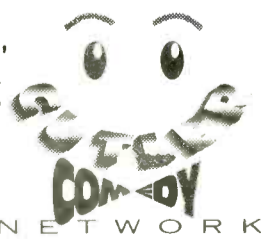


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**Snider**

Continued from Page 1

Snider's 21 years in radio have encompassed a variety of stations and formats. Most recently he's programmed KLPX, sister KOZZ/Reno, and KKZX/Spokane. "As far as I'm concerned, there's no better job in rock 'n' roll radio than to work for CBS at their San Francisco facility," he commented. "I'm going to miss my team here at KLPX and the incredible Southern Arizona climate, but I'll leave knowing the station's in very good hands."

**Schulman**

Continued from Page 1

Schulman joined Atlantic 23 years ago. He became VP/Advertising in 1978 and VP/Creative Marketing Services in 1987. A year later, he was promoted to Sr. VP/GM.

**Smut Fines**

Continued from Page 3

seeking the \$6000. According to Wert, "Steve and Garry's input will weigh heavily" in the company's decision.

The fine stems from several Dahl and Meier bits, including one about Williams having sex with another woman.

**UnKempt**

In upholding a \$4000 fine against KCNA, the Mass Media Bureau said the station had failed to document its claim that it has suffered severe financial trouble as a result of the indecent broadcasts and cannot afford to pay the penalty.

KCNA was fined for two segments of the Guy Kemp morning show that aired in fall 1989, including the broadcast of a recorded telephone conversation in which the word "fuck" was used six times.

An FCC official said the agency is "not actively investigating" Kemp's claim that he had nothing to do with the incident and was framed by station owner Charles Knerr.

"We're not really interested in who did what to whom," said another staffer. "All that matters to us is that the [indecent] material came out of the radio." However, the sources refused to rule out the possibility that they are examining whether Knerr lied to them about some aspects of the incident.

Neither Kemp nor Knerr could not be reached for comment.

**RAB**

Continued from Page 1

"This is not just a casual commitment," he said. "We have to get together with the reps, the networks, and the station group owners in all size markets — working in the same direction — to raise radio's profile in the advertising marketplace."

**Fries**

Continued from Page 1

easier and faster than I had expected." Fries has been gathering ideas from his staffers, and last weekend he wrapped up three days of "think tank" sessions with 27 group heads who also sit on the RAB board.

Fries called himself a "long-time member and critic" of RAB, but refused to make any comment — positive or negative — regarding the tenure of his predecessor, Warren Potash. He said he will make some organizational changes in the RAB staff, with more emphasis on marketing. Among his first moves: He hired former RAB Sr. VP Wayne Cornils to coordinate the Managing Sales Conference.

"My mandate is to have the best qualified people I can find, [but] there's no reason the current staff can't fill most of those positions," he said.

**Slow Slide**

RAB's slide from the forefront of the industry, in Fries's view, came gradually. He recalled that "RAB was at the cutting edge" when radio and TV charted different paths in the late 1950s and early '60s, with radio moving to distinct formats and a period of rapid growth. "In recent years the sophistication of radio sales has continued . . . I have not felt that the RAB has kept on the cutting edge as it had in the past."

Noting that many broadcasters are experiencing hard times and the entire advertising industry is in a slump, Fries said the industry needs leadership from the RAB. Although RAB itself doesn't sell spots, he said it needs to lead the industry in marketing radio. "I don't believe the marketing association for radio in the '90s can be a continuation of the same organization of the '80s."

Virtually all 35 board members in attendance bemoaned the economy, as did several group heads who were guests of the meetings. "This has been an unprecedented bad year," remarked Heritage Media Radio Group President Paul Fiddick. "We haven't had a down year in the entire history of radio. Even in 1971, with the tobacco pull-out, we were able to replace those dollars with other business."

**Membership Drive**

Aside from developing new methods for marketing radio to advertisers, Fries faces the task of bolstering RAB membership and increasing attendance at the Bureau's annual Managing Sales Conference (MSC).

An RAB official admitted the association had been losing "several hundred members per year over the last several years." In his presentation of the National Sales Report, Nationwide VP/Radio Mickey Franko noted, "Radio is asking us, 'What are you doing for me lately?' We need to eliminate negative perceptions of this association."

Fries said any member station that let its membership lapse will be allowed back in without a reinstatement penalty if it commits to attending the MSC. He also lowered the price of the conference from \$495 to \$365.

"These moves were just the first step toward increasing membership in the RAB," said Fries. "We're committed to making the MSC something each sales manager can use to sell more effectively on the street. And we're going to make sure we get sales materials into our members' hands much quicker."

Attendance at last year's MSC — which occurred during the second week of the Persian Gulf war — was off 28% from the previous year. RAB officials hope the lowered registration fee will draw attendance back to prewar levels.

**Buckley Re-Elected**

The board unanimously voted to renew the terms of Buckley Broadcasting President and RAB Board Chairman Richard Buckley and all other executive board members. Cap Cities/ABC Radio President Jim Arcara is giving up his seat and has asked that it be given to ABC Group 1 President Don Bouloukos. Joining the board are former RAB President/CEO and current Apollo Radio chief Bill Stake-lin, and KTAR/Phoenix VP/GM Jim Tazarek.

**Hoax**

Continued from Page 3

At R&R's Tuesday (10/22) deadline, the commissioners, who face a heavy agenda for Thursday's public meeting, had not yet focused their attention on the hoax rule. However, some top Commission staffers have expressed concerns about the proposal. They question whether such a regulation is needed, given the rarity of hoax broadcasts, and worry that such a rule — if poorly written — could affect a broad range of programming. "The key for the people writing the rule is to strike a balance between too broad and too narrow," said one source. "I'd much rather err on the side of too narrow."

**KROQ Case Closing?**

Meanwhile, the FCC's investigation of the KROQ murder confession hoax is apparently winding down. "We're very near the end of the staff process," said Kelley. "We're close to providing the Com-

mission with a report and recommendation." Kelley declined to reveal the report's findings or the nature of the pending recommendation.

Mel Karmazin, CEO of KROQ parent Infinity Broadcasting, said the group has not heard from the FCC in two months and is standing by its story that the hoax was a "spontaneous" stunt conducted by morning personalities Gene Baxter and Kevin Ryder without management's knowledge.

**Kudolla**

Continued from Page 1

Kudolla's record career began at Royal Disc Distributors and Heilicher Brothers in Chicago, which he left in 1975 to become a CBS Records sales rep in Indianapolis. He rose through local slots to become Regional VP/Marketing, then Los Angeles Branch Manager, and then VP/Sales.

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MANAGEMENT: BILL SAMMETH PHOTO: HERS RITTS  
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## More Power 95 Flip Flap

The latest developments at **Power 95/Dallas** indicate the **Evergreen CHR's** expected format change may be right around the corner.

Monday (10/21), morning man **Jack Murphy** was released — his contract reportedly has nearly two years to go — and ST heard PD **Frank Miniaci** and MD **Mike Easterlin** would also exit by week's end. Veteran afternoon **Billy Burke** has been given an option to stay or wait out the remaining eight months of his contract (with pay) while searching for a new gig.

Still no definitive word on a new format, but Gold and AOR remain the leading contenders. However, ST hears the station's phone numbers are being changed to include the digits 949, the station's frequency. Calls to Evergreen chief **Scott Ginsburg** went unreturned.

Meanwhile, ST received another hoax fax on Power 95 stationery — this one allegedly from Ginsburg his badself — saying the station would switch to "EZ Country" and target 45-64. The amusing ruse concludes, "God bless our station. God bless America."

Now that **Mark Schulman** has left the Sr. VP/GM post at **Atlantic** to become VP/Market Development at **Warner Music Group** (see Page 1), will label VP **Val Azzoli** be moving up to Exec. VP/GM?

### Rumors

- ST's all-seeing one-eyed monster recently spotted **Pollack Media Group** Chairman **Jeff Pollack** and former **Power 106/L.A.** PD **Jeff Wyatt** huddling. Is Wyatt the lead dog in the race to head Pollack's new CHR division? Or will Wyatt explore options that require just a tad less travel?

- Will **WLOL/Minneapolis** rise again? Does noted record producer **Jimmy Jam** have eyes to buy a Twin Cities station and re-establish a dance-formatted CHR? ST hears those WLOL calls are still available.

- Why do those present-day rumors about **Mercury** co-Prez **Mike Bone** exiting the label refuse to die?

- Come the new year, can we expect voiceover guru **Mark Driscoll** to get actively involved in day-to-day programming with a new format idea?

- Is **KHTK/St. Louis** midday personality **Tami Rush** about to become MD?

- Now that **Tim Fox** has returned to San Antonio as PD at **Rusk Gold KSMG**, will he influence **Adams** Gold outlet **KISS** — which he also previously programmed (and is now involved in an LMA with 'SMG) — to go CHR?

### Sex, Lies & Audiotapes

While the topic of sexual harassment in the workplace continues to dominate the media, the focus will soon shift to the entertainment industry — including the music business. Expect features in the *L.A. Times* and *Entertainment Weekly*, plus possibly a "60 Minutes" segment on the subject.

Former **Z90/SD** PD **Brian White** — most recently interim PD at **B93/Austin** — becomes the new PD at Hot AC **WMXB/Richmond**, replacing **Russ Brown**.

### 25,000 In A Row

New CHR **WAQQ (95 Double Q)/Charlotte** — now in the midst of a 25,000-song marathon — should be done with the stunt by mid-December, at which time VP/Prog. **Andrew Ashwood** expects to have an entire airstaff assembled. **Talentmasters' Don Anthony** is doing the recruiting.

Ever since **Metroplex AOR WUFX (The Fox)/Buffalo** inked an LMA with **Rich** and turned its programming and sales over to crosstown AOR rival **WGRF (97 Rock)**, speculation was that the Fox would harden up and skew younger, while 'GRF concentrated on 25+. Subsequent moves at the Fox have supported that assumption.

However, this week a highly unlikely — but nonetheless intriguing — rumor began circulating that the Fox would actually flip to CHR and take on **WKSE**, which currently has the market all to its lonesome.

97 Rock Exec. VP/GM **Jim Meltzer** — who once managed **WKSE** — was not available for comment.

**Z100/NY** has **Clark Ingram** and **MTV's Adam Curry** doing those midday and afternoon shifts, respectively, while fulltime replacements for **Shadow Steele** and **Elvis Duran** are being finalized.

Meanwhile, ST hears **Z100** in-house consultant **Randy Kabrich** is *not* leaving, and is merely on vacation. Kabrich is said to have purchased a sweater and a coat, so he might stick around for a while.

And . . . word is former **KKBQ/Houston** Ops Dir. **Dave Elliott** is *still* in line for a research post at **Z100**.

Continued on Page 30

**DRUMMER DIED, need new one.**  
Must have no immediate family.  
Auditions October 31 at LA Coliseum with  
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SO TELL ME WHY

A photograph of the rock band Poison in a hallway. The band members are dressed in their signature glam rock style. The word "Poison" is written in a large, stylized, green and yellow font across the center of the image.

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**KTUX 22-17**  
**WRQK 22-11**  
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**HOT949 18-16**  
**WNYP 27-22 Hot**  
**WHTO 25-19 Hot**  
**KCHX 14-10 Hot**  
**KYYY 35-28**  
**KTMT 9-4**  
**OK95 16-13**



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## STREET TALK®

Continued from Page 28

### Hoppin' Mad

What started out as a skirmish between Riverside-San Bernardino Country outlets KCKC and KFRG (The Frog) has escalated into a marketwide war.

After KCKC secured the rights to give away tickets to a charity concert featuring the **Highwaymen**, the local promoter said KFRG officials told him that unless he dumped KCKC, KFRG would:

- Stop playing Highwaymen music
- Refuse to sell ads for the concert
- Refuse to acknowledge the benefit in any way. (The concert is a fundraiser for a new children's hospital at the Loma Linda University Medical Center.)

### Rumbles

• ST hears **Alan Burns & Associates** is now consulting **Z100/NY**.

• **WEGX/Philly** Music Coordinator **Chuck Tisa** slides into the MD slot; **Danny Bonaduce** officially joins **John Lander** in morning drive.

• **WSTC & WQQQ/Stamford, CT** GM **Warren Lada** has been named GM at **WAQY/Springfield, MA**; **Fred Steinman** exits.

• **KZRR/Albuquerque** ups **Phil Mahoney** to MD as **Hubby Dean** exits.

• Look for **WWAZ & WWLI/Providence** acting GM **Carol Carson** to cop the permanent nod around January 1.

• **Sue Cline** is the new GM at **WRZR/Columbus, OH**, succeeding **Terry Mowery**, now GM at cross-town **WWCD**.

• Former **WBPR/Myrtle Beach, SC** PD **Gary Zane** made a last-minute decision *not* to take the PD/morning post at **Q99.5/SLC**. Zane instead inked a deal to do mornings at crosstown **AC KCPX**.

• **KSOL/SF** MD/afternoon **Russ "The Hammer" Allen** is leaving for personal reasons. Look for him to surface at an East Coast station real soon. New **KSOL** MD is night jamster **Dave Morales**.

• After three weeks on the air, **KJR/Seattle** morning drive sports talker **Jim Volkman** exits.

• **UC WTLC/Indy** names its *fifth* morning man in a year, replacing **Dennis Scott** with **Bryan St. Jaymes**.

• **AOR WMYG (97 Rock)/Pittsburgh** changes calls to **WRRK**.

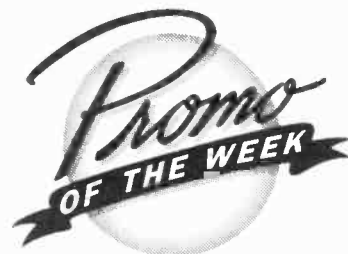
• Dance CHR **WSKX (Power 92 Jamz)/Hinesville, GA** will begin putting a 50kw signal into Savannah this weekend.

• **WMXF/Fayetteville, NC** PD **Dale O'Brian** exits for the PD post at **WLAP/Lexington, KY**. APD/MD/night rocker **Sammy Simpson** becomes interim PD.

• **WGTZ/Dayton** MD/afternoon **Randy Ross** heads to **92Q/Baltimore** for the same duties. The move reunites him with PD **Jeff Ballentine**.

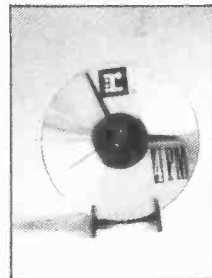
• **WGST/Atlanta** picks up former **ABC Talk** overnigher **Freddy Mertz** for afternoons, replacing **Brian Wilson**.

• **KHTK/St. Louis** morning man **Chuck Nasty** segues to afternoons at **SMN's Z-Rock**.



### The Clock Stops Here

Offering sweeping evidence in support of the somewhat second-hand notion that the time for **4PM's** debut single "She's In There" has come *today*, the big hands 'n' little ticks at **Reprise** cold-clocked all competition for Promo Item O' The Week honors by providing selected programmers with desk clocks — the faces of which are compact discs that've been custom printed with the group's and label's logos. Batteries included. Time. Peace.



A number of stations hopped on the bandwagon and aired free spots, among them Soft AC **KQLH**, CHR **KGGI**, AOR **KCAL-FM**, B/EZ **KDUO**, Gold **KMEN**, and Nostalgia **KRSO**. Other outlets, including Country **KIK-FM/Anaheim** and AC **KATY/Hemet**, offered free airtime to promote the concert.

As ST went to press, KFRG had not dropped any Highwaymen records. GM **Richard McIntosh** had no comment on the matter.

**ABC-TV** sportscaster **Dick Schaap**, **ESPN** sportscaster **Chris "Squirmin" Berman**, and ex-*National* editor **Frank Deford** are expected to become anchors for the new **ABC/ESPN** sports radio net, set to debut January 1.

From the "old rumors never die, they just smell that way" file: The remaining 50% of **Chrysalis** will be sold to **EMI/Thorn** soon, and **EMI/Thorn** and **BMG** are still in hush-hush negotiations with **Virgin/Charisma**.

**Andrew Reimer** — VP/GM at **Home News AOR KTYD/Santa Barbara** for nearly six years — is heading to the land down under to become Business Development Manager for **Austereo**, Australia's largest radio group. Reimer will coordinate the development of sales and management training programs, and work with ad agencies and industry organizations to develop new national radio clients. He begins his new job November 18.

Continued on Page 5

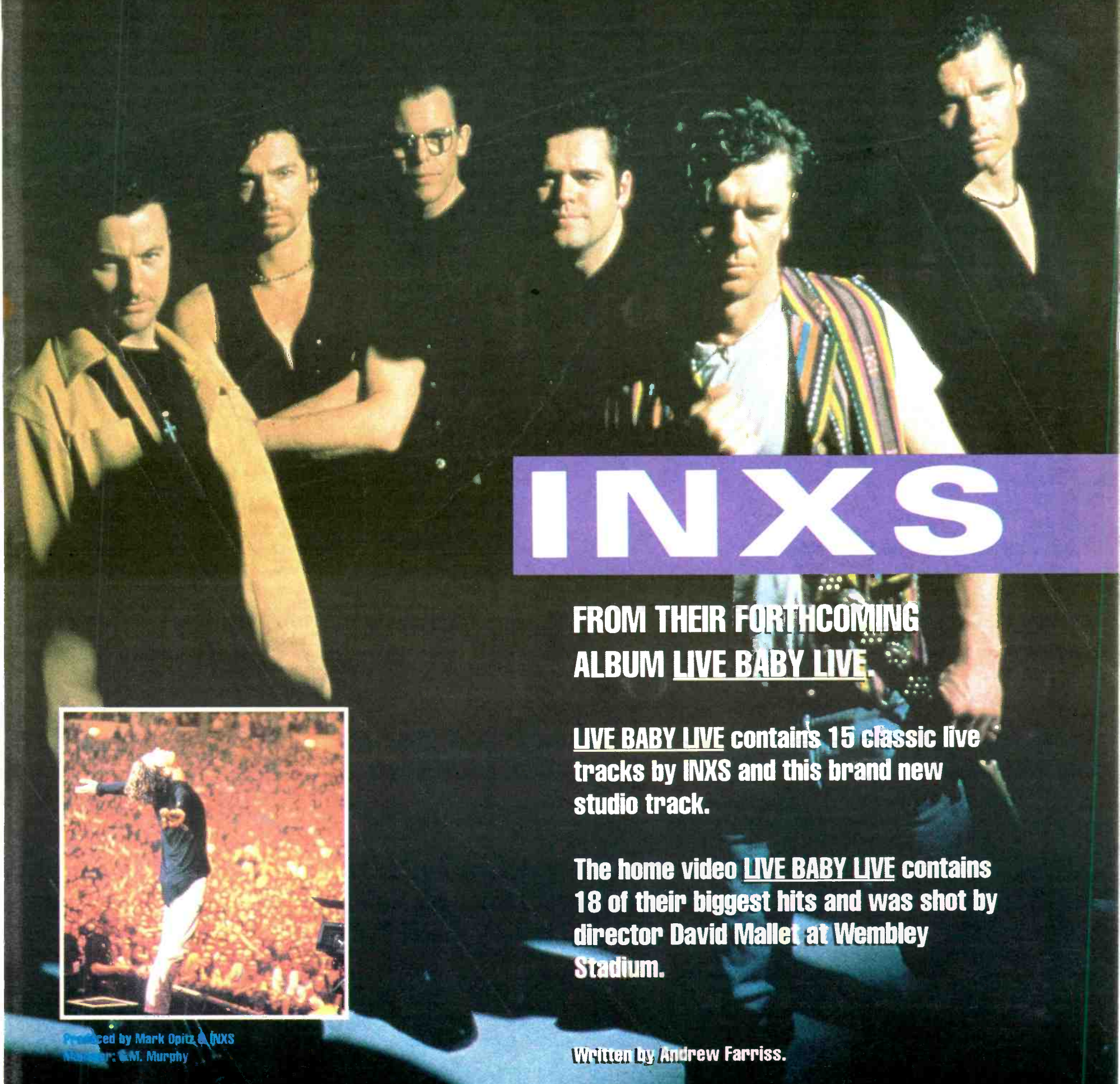
## Are You Winning The Song For Song Battle?

In 1991,  
There's No Margin For Error



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# "SHINING STAR"



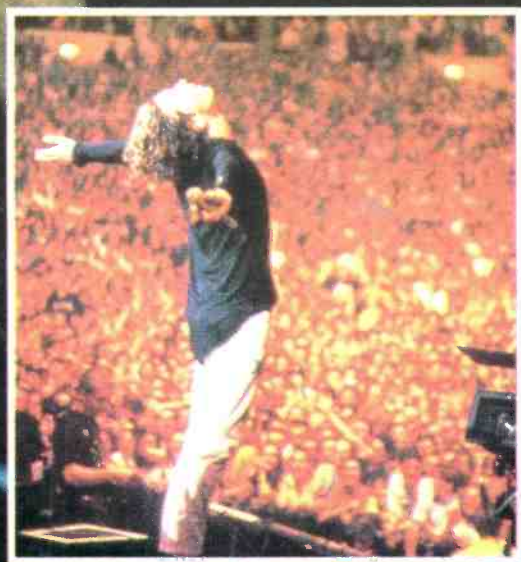
## INXS

FROM THEIR FORTHCOMING  
ALBUM LIVE BABY LIVE.

LIVE BABY LIVE contains 15 classic live  
tracks by INXS and this brand new  
studio track.

The home video LIVE BABY LIVE contains  
18 of their biggest hits and was shot by  
director David Mallet at Wembley  
Stadium.

Written by Andrew Farriss.



Produced by Mark Opitz & INXS  
Manager: G.M. Murphy



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Set Adrift on Memory Bliss

the new single and video from

# PM DAWN

CHR BREAKER 22  
MOST ADDED & HOTTEST  
P1 CHART 18-8  
P2 CHART 37-29

 BUZZ BIN

HOT97 13-12 Hot	WRCK 40-27 Hot
WMXP 19-14 Hot	B93 13-6 Hot
KBXX 3-3 Hot	WCKZ 12-9 Hot
KRBE 7-2 Hot	WNOK 34-22 Hot
PWR96 31-22 Hot	KPRR 24-17 Hot
WJMO 22-17 Hot	KBFM 25-19 Hot
KXXR 22-10 Hot	K92 18-13 Hot
HOT102 28-19 Hot	KHTK 18-15 Hot
KS104 10-5 Hot	KKSS 18-16 Hot
PWR106 14-9 Hot	KKMG 30-19 Hot
KOY-FM 13-6 Hot	KCAQ 20-14 Hot
Q106 8-4 Hot	HOT949 28-25 Hot
KMEL 6-1 Hot	KWIN 15-8 Hot
HOT977 8-7 Hot	WYKS 24-18 Hot
KPLZ 26-20 Hot	KSMB 32-20 Hot
KUBE 27-22 Hot	WILN deb 35 Hot
TIC-FM 16-14 Hot	WFHT 20-9 Hot
WLAN 30-22 Hot	KMGZ 32-25 Hot
KC101 19-11 Hot	KPSI 27-23 Hot
WSPK 37-33 Hot	

From their debut album

"Of The Heart, Of The Soul And Of The Cross: The Utopian Experience"

**GEE STREET**

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# STREET TALK®

Continued from Page 30

Incidentally, KTYD is currently on the block, as are Home News's other radio, TV, and newspaper holdings.

Former **WFBQ/Indy MD**/midday personality **Jay Baker** — who ended his 10-year tenure with the station for mornings at **WOFX/Cincy** about four months back — returns to Speedway City, but at crosstown Classic Rock **WFXF**. He'll succeed **Michael O'Reilly** in mornings, effective November 1.

'OFX — which has had at least *nine* morning show permutations since July 1988 — reportedly never got around to signing Baker to a contract.

## Wildman Watch

The Cincinnati Bengals self-destructed Monday night and were soundly thrashed by the Buffalo Bills, which means **WEBN/Cincy Sports Commando Wildman Walker's** billboard sit will e-x-t-e-n-d to at least 54 days. Next Bengals loss: Sunday at Houston.

**Island Nat'l Dir./Promo Dave "Rambo" Darus** declines the restructured label's newly created West Coast Dir./Ops slot. Instead, Darus has decided to join **Interscope** and head up its rock radio promo division, effective December 1. His Island position will not be filled.

Country **WKEZ/Norfolk** is now simulcasting with Soft Rock **WKOC/Virginia Beach, VA** under an LMA. Five fulltime staffers are out. The move leaves the market with two fulltime FM Country stations, **WCMS** and **WGH**.

Trash last week's curb chatter about **Power 99/Atlanta APD**/mornings **Leslie Fram** returning to **WABB/Mobile**. All parties say "t'ain't so," including **FM100/Memphis MD Will Pendarvis**, who was also rumored to be heading to WABB.

The Phoenix-based **Talk TV Network** — originally set for a September launch — is now scheduled to bow in December. The proposed cable channel now hopes to produce eight daily hours of NY-based gab hosted by such

Continued on Page 34

## DREW FRIEDMAN'S CONFIDENTIAL

### The Elvis Of Rap: 2011



Vanilla Ice at the culmination of a fruitful 20 years in showbiz.

Drew Friedman's Confidential is brought to you by PolyGram Label Group

## TWO ROOMS

Celebrating The Songs Of  
**ELTON JOHN & BERNIE TAUPIN**

One Result:  
MOST ADDED!

**THE WHO**  
"Saturday Night's  
Alright (For Fighting)"  
AOR Most Added  
Track Debut 15

**KATE BUSH**  
"Rocket Man (I Think It's Going  
To Be A Long, Long Time)"  
New Rock Most Added #1  
New Rock Debut 29



marc cohn  
marc cohn

## CHR New & Active

- PRO-FM add
- WNVZ
- KISN add
- WERZ 29-21
- WLAN 37-31
- K96.7 30-26
- WGTZ 27-22
- KKHT 29-25
- KLYV deb 39 HOT
- KTRS 33-23 HOT

And More!

## "TRUE COMPANION"

From the self-titled album.

## "SALTWATER"

From the album  
**HELP YOURSELF**

## Heavy Rotation

- |        |            |
|--------|------------|
| WERZ   | KWOD 29-25 |
| 999KHI | WJMX       |
| WSTW   | KISR       |
| WCGQ   | KNOE       |
| WRHT   | KROC       |
| WABB   | KTMT       |
| KSND   |            |

julian lennon



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## MONSTERS AND ANGELS

# VOICE OF THE BEEHIVE

NEW & ACTIVE  
NOW ON 62 CHR REPORTERS

KISN add	WDFX 26-24
WERZ add	WPST 34-28
WSTW add	WAPE 26-23
KTUX add	CK105 26-24
96STO add	KWOD 13-10 Hot
KZZU add	WJAD 12-10 Hot
WBNQ add	WJMX 39-36
KBEQ deb 33	KISR 34-30
PWR92 deb 39	KNOE 39-36
KZZB deb 34	WILN 19-10 Hot
WZYP deb 36	WVBS 40-37
WDJX deb 35	KYYY 39-30
WZOK deb 35	KLYV 39-30 Hot
WRQN deb 28	99KG 39-32
WWFX deb 40	WDBR 35-33
KROC deb 35	KFTZ 40-35
PWR95	KTMT 34-26
WNVZ	KFFM 33-31

...AND MANY MORE!  
PRODUCED BY ALAN TARNEY  
MIXED BY JULIAN MENDELSON



## STREET TALK®

Continued from Page 33

Talk radio stars as **Talknet's Bruce Williams**, **Daynet's Dr. Joy Browne** and **Barry Farber**, and **Alan Burke**.

After about two months on the job, **Al J. Wallace** exits the **Reprise** Dallas promo slot and returns to radio, rejoining **UC WXOK & KWXL/Baton Rouge** in his previous post as Ops Dir.

Legendary radio dude **Joey Reynolds** is not only doing his nightly coast-to-coast show on **City-FM**, but also handling East Coast Nat'l Promo duties for **Quality Records**.

### Coffin Corner

New CHR **WHHH (Hoosier 96)/Indy** will debut next Monday (10/28), but the sign-on stunt of owner/GM **Bill Shirk** escaping from a coffin buried under seven tons of dirt and cement will be delayed six to eight weeks, owing to Shirk's recent racquetball injury.

This, however, opened the lid for crosstown CHR **WZPL** morning man **Dave McKay**, who'll attempt to satisfy the local boys 'n' ghouls by broadcasting *live!* from a coffin and attempting an escape this Wednesday (10/23).

**NBC-TV** ordered another two episodes of "The Adventures Of **Mark & Brian**." The **KLOS/L.A.** morning stars nevertheless refuse to give up their day jobs.

Ouch. Former **WYTZ/Chicago** PD **Ric Lippincott** is handling Chicago regional promo duties for **Morgan Creek — not Zoo Entertainment**.

Speaking of Der Lippmeister, ST hears he's also consulting a radio company that's planning to launch a new station in a Top Five

### Records

- Former **EastWest** Sr. Dir./Nat'l CHR Promo **Lisa Velasquez's** move to **Atlantic** is now official. She's been given the newly created position of VP/Special Projects.
- **Hollywood** VP/Sales **Gary Arnold** exits due to dem ole philosophical differences.
- Former **EastWest** Cleveland local rep **Kevin Rabat** is now handling **DGC Atlanta** promo.
- **RCA** local Denver rep **Andy Kemp** heads to Dallas for similar duties, replacing **Tommy Chaitas**, who exits. Kemp will continue to maintain a presence in Denver and will not be replaced. The market also will be covered by SF rep **Kim Hughes** and Minneapolis rep **Ricochet Rabbit**.
- **Geffen** Pittsburgh/Cleveland promo rep **David Calabrese** exits.
- Former **Atco** Atlanta promo rep **Steve Smith** segues to **PLG** in the same market.
- **Atlantic** local NYC promo rep **Steve Kline** resigns to fill the long-vacant **MCA** Northeast regional slot.
- **Zoo Ent.** hires former **EastWest** Atlanta promo rep **Lisa Van Welf** for the Southeast region, ex-**WRQX (Q107)/DC MD** **Laura Shostak** for Chicago/Midwest, and **Caesar's Hotel/Tahoe Media & Talent** Coordinator **Jim Parsons** for the Northwest/SF area. **Marti Parsons** also joins the Zoo as Nat'l Promo Coordinator.
- **MCA** ups **Maria Kleinman** to Nat'l Dir./Publicity.
- Former **Sleeping Bag** Prez **Will Socolov** has formed a new street label: **Moon Roof Records**.

RADIO & RECORDS



1

- **Atlantic** forms **EastWest Records** with **Sylvia Rhone** as President/CEO and **Vince Faraci** as President/COO.
- **Charles Banta** named Group VP/Radio for **Greater Media**.
- **KQLZ (Pirate Radio)/L.A.** ups **Nancy Leichter** to Station Mgr./GSM.
- **John Mainelli** rejoins **WABC/NY** as Ops Dir./PD.

5

- **Norm Feuer** elevated to **Noble Broadcasting** Exec. VP/COO.
- **Harvey Leeds** becomes **E/P/A** VP/Album Promo.
- **Mark Larson** named Nat'l Program Mgr./Radio for **Midwest Television**.

10

- **Randy Bongarten** appointed VP/Radio for **GE Broadcasting**.
- **Herb McCord** elevated to **Greater Media** Group VP.
- **J. Robert Wood** upped to **CHUM-AM & FM/Toronto** GM.

15

- **RKO General** sells **KFRC-FM/SF** to **Century Broadcasting**, which later renames the station **KMEL**.

market. The format will target kids (ages 6-12) and needs product from all sources.

The **Academy of Country Music** raised nearly \$40,000 for the **T.J. Martell Foundation** from its annual celebrity golf tournament in L.A. last week. Among those joining host **Willie Nelson** on the links were **Earl Thomas Conley**, **Steve Gatlin**, and **Charlie Daniels**.

### Bicoastal Marriages

Last Saturday **Charisma** Prez **Phil Quartararo** attended the Long Island wedding of **Chrysalis** Prez **John Sykes** to **Lauri Guthrie**, then caught a chopper to Kennedy Airport and flew to L.A. in time to take his place as best man at the nuptials of **Charisma** VP/Promo **Al Moinet** and **Linda Jackson**.

Speaking of wedding belles 'n' beaus, Country crooner **Clint Black** married actress (and fellow native Houstonian) **Lisa Hartman** in a ceremony that took place on the lawn of Black's Houston farm before only 30 relatives Sunday (10/20).

### Sperminator III

Seeing as how this is "National Infertility Week," **KWOD/Sacramento** morning man **Pat Still**, partner **Andy Quinn**, and newsman **Shawn Cash** each decided to donate sperm to the National Infertility Awareness Association.

The lucky listener who guesses which of the three posts the highest sperm count will win a free weekend in a cheap hotel room, a copy of *Penthouse*, and a clean test tube.

# A HIT

FOR NOW, FOR TOMORROW, FOR ALL TIME



Produced By DeVante Swing For The Swing Mob Productions  
And Al B. Sure! For Sure Time! Recording, Inc.  
Executive Producers: Andre Farrell, Puff Daddy And Al. B. Sure!

MCA

## "FOREVER MY LADY"

The Top 5 Urban Hit Now Crossing Over  
Over 500,000 Albums Sold

The Title Track From The Gold Debut Album Featuring  
"first-rate displays of young, Black male artistry"  
*(The Source)*

Urban: **4 - 2**

Crossing To CHR At . . .

WPGC 2-2 Hot	HOT977 add	KZFM deb 29
KBXX 2-1 Hot	WWKX add	WWHT deb 19
KTFM deb 30	WQXA add	PWR102 deb 32
WHYT add	KPRR add	WCKZ 29-23
KS104 add	KBFM add	B95 12-9 Hot
FM102 19-11 Hot	WBVS add	KCAQ
KMEL 5-4	WBXX add 39	KQMQ

Straight off their acclaimed Gold Album, EMOTIONALLY YOURS, comes...

THE

O'JAYS

Home for Christmas

The O'JAYS' first-ever Christmas record featuring a selection of original and all-time-favorite Christmas songs. Including the heart-warming single, *I Can Hardly Wait 'Til Christmas*.



Produced by: Walter Williams Sr., Eddie Levert Sr., Dwain Mitchell, Ron Fair, Craig T. Cooper, Steve Dubin and Jeff Pescetto Executive Producer: Ron Fair Management: Shelly Berger Star Direction From EMI Records USA

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# Raise Your Ratings With Telemarketing

## Scripts, Field Work Critical For Success

By Rick Torcasso

More and more radio stations are discovering the benefits of telemarketing, an efficient and targeted means of acquiring listeners. A properly executed telemarketing plan can draw demos from competitors, turn occasional listeners into frequent listeners, and boost your ratings.

Telemarketing can be broken into five steps:

- The list
- The script
- Field work
- Fulfillment
- Database management.

The direct marketing firm you choose to execute your program should provide all of these elements. Before you select a firm or attempt an in-house program, however, it's important to learn all you can about these steps. Also keep in mind that a marketing program should include direct mail as well as telemarketing; this complete plan can turn your path to success into a yellow brick road.

The most important elements of a telemarketing campaign are the script and the field work. In this column, I'll offer some guidelines on performing these two steps efficiently and successfully.

### Script Success

The script, or what the telemarketing sales representative (TSR) says on the phone, is the most important part of a campaign. A results-oriented approach allows you only 90-120 seconds in which to make your presentation (including your incentive and station benefits) — maybe 300-400 words — then about a minute for name and address verification, confirmation, and farewell.

“

**It takes a good script to make telemarketing work. Because the medium is an intimate one, your opportunity to induce trial, word of mouth, and acceptance is excellent.**

”

“

**To do a good job on the phone, the telemarketing sales reps must know a lot more about your station than what's in the script.**

”

It takes a good script to make telemarketing work. Because the medium is an intimate one, your opportunity to induce trial, word of mouth, and acceptance is excellent. But with a bad script — or none at all — bottom-line performance probably will be mediocre at best.

The first element of a good script is the greeting. This doesn't have to be wildly creative, but it does have to be sincere as well as functional. For example: “Hello, this is (TSR's first and last name) calling for WZZZ radio. Can you hear me OK?” The question immediately involves the listener and lets you determine how clear the phone connection is.

Next comes the product or service information. It's important to present the concept or key benefits for the call right away. Why should the person listen? Then there's the offer, in which you state the terms and conditions, so to speak. Example: “We're calling a select number of radio listeners to enter in our \$1000 giveaway. If you'd agree to listen to WZZZ at work we'll enter your name to win. Would that be OK?” A “yes” answer gives you the opportunity to sell your prospect on station benefits.

### Be Honest, Cheerful

Whatever you decide to say about your station's benefits and features must be completely honest and sincere. Reinforce the most important reason listeners choose your station over others. TSRs should know the answers to commonly asked questions about the station; supply them with a fact

sheet on the station and a clear script for consistency.

TSRs should remain cheerful even if a question seems stupid; the prospect might not have heard the presentation correctly. See that common objections are met with a friendly rebuttal. For example, if someone says, “That station plays the same songs over and over,” a TSR might say: “I can appreciate that, Mrs. Smith, but WZZZ never repeats the same song during the workday. We've made a lot of improvements in that area.” Never argue with the prospect. If the rebuttal isn't effective, simply skip to the farewell and end the call.

In the confirmation close, quickly reinforce the reason for the call and — if the prospects are agreeable — how they've agreed to participate and what they can expect from the station. And always verify the name and address; 10%-20% of addresses from a list service are typically incorrect. Such verification also makes your direct mail fulfillment program more effective. Finally, no matter what has transpired during the call, it's essential that the farewell be warm, friendly, and polite.

### Field Work

When selecting a telemarketing firm, you'll need to ask some questions about field work. For instance, how are the TSRs being trained for your specific project? To do a good job on the phone, the TSRs must know a lot more about your station than what's in the script. Each caller should have a

“

**Telemarketing sales reps are a lot like radio talent — they must be monitored continually and critiqued often.**

”

working knowledge of the Dos names, the request line number, the address, the kind of music you play, any special programming, etc.

The TSRs should be able to easily answer any questions a prospective listener might ask. That's why you should be present during the

## Eight Elements Of A Successful Script

- Greeting
- Product/service info
- Offer
- Benefits/features
- Answers to questions
- Confirmation close
- Verification
- Farewell

“

**To keep boiler-room techniques from making your project a mediocre one, you must understand each step of telemarketing, from the list to database management.**

”

training session. Your presence shows the TSRs the project is important and allows them to become familiar with the station by asking you questions.

How experienced are the TSRs? Try to choose a firm that's rich with telemarketing experience. Companies that do more than just radio-oriented telemarketing generally are much more advanced because they provide TSRs who are comfortable asking for a substantial order where money's involved. These people are productive telephone salespeople, or they wouldn't still be working at the firm.

What is the company's quality control system? TSRs are a lot like radio talent — they must be monitored continually and critiqued often. There should be at least one quality control supervisor for every team of 16 TSRs and one program manager for every three supervisors.

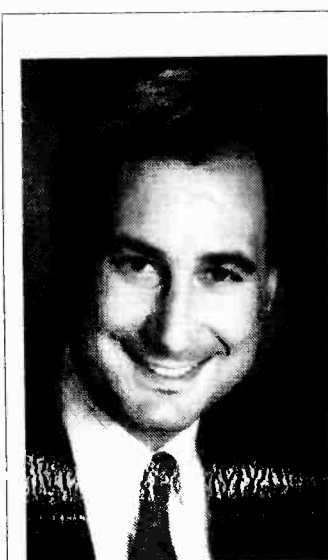
### Efforts Pay Off

What kind of telemarketing system does the company use? Computerized light-pen systems are much more efficient and error-free than the old pen and paper system. Computer-assisted telemarketing takes the information right from the TSR and into the fulfillment stage without any possibility of er-

ror. With light-pen systems, TSRs can get a wealth of information about your station by simply touching a screen. Light pens also allow TSRs to follow the script more easily when deluged with questions from prospects.

The bottom line is this: Don't use telemarketing unless you have total respect for the medium. All too often radio stations think nothing of spending thousands of dollars on a TV spot, taking great pains to assure top quality. But when it comes to telemarketing, they get sloppy and trust that the firm they hire will handle every-

It takes back-breaking work to achieve record-breaking results. To keep boiler-room techniques from making your project a mediocre one, you must understand each step of telemarketing, from the list to database management. The more you know about the process, the more effective your marketing will be.



Rick Torcasso is President of TeleConversions, a direct marketing firm specializing in customized marketing campaigns. He can be reached at (216) 338-8140.

# The Lost Art Of Communication

A great injustice has been visited upon American radio over the past 15 years.

In our obsession with creating maximum music formats and "more music, less talk" (on the erroneous assumption that all talk is negative), we've ushered out air personalities who can truly communicate with an audience. I agree with research findings that in the last 10 years talk has been viewed negatively because the vast majority of it is boring, bland, and predictable.

I've seen listeners and focus groups refer to personalities as "wooden"; other research has revealed that when asked about the personalities on radio stations, the majority of respondents answered, "What personalities?" The kind of talk that occurs on most music radio stations after morning drive is banal to the point of nausea and does nothing to ingrain the fabric of the station into the listener's heart and soul.

This may seem somewhat heretical coming from a research person. But I'm also a broadcaster, and this is what I'm seeing in market after market. On a recent car trip between several large East Coast markets, I was struck by the similarity between dozens of adult stations.

## Banal 101

The jocks all seemed as if they majored in Banal Broadcasting 101 and did nothing to communicate any kind of flavor or feel for the

**When asked about the personalities on radio stations, the majority of respondents answered, 'What personalities?'**

station. Is this their fault? In most cases it's probably not; it's the symptom of a much deeper problem in our business.

It's become fashionable to believe that all listeners want to hear music only, and they don't care about the spoken word. This, of course, flies in the face of the fact that most stations in the Top 100 markets invest considerable energy and money in a morning program where creativity, zaniness, and lots of talk are rewarded.

**The DJ . . . is the maestro through which the spell of music is woven, the conduit to a successful package.**

But even the vast majority of those programs are extremely typical in their style and form. We have a number of gross-out clones around the country who fall all over themselves trying to bring listeners to even lower levels. In a great number of markets we have the traditional wild and crazy morning dudes. And we have the morning stud and his zany cast of characters who laugh hysterically at each other throughout the four hours of the show.

These styles all work to some degree. But what happened along the way to our ability to communicate an image of feeling and style for a radio station beyond a morning talent's ego? What happened to our ability to place personalities across the board who entertain as well as deliver music? What has happened in radio that has allowed those two concepts to become so incompatible?

## Talk: A Dirty Word

The answer probably lies in the misapplication of a lot of music and program research that was conducted in the early '80s. Within a couple of years, talk in almost any form outside of morning drive became a dirty word. I submit that's wrong.

Listeners will indeed listen and even reward a DJ who does something more than babble moronically between records. Somebody who really has something to say and does it in an entertaining way is not incompatible with a maximum music presentation, and sooner or later stations are going to wake up and see this.

There's no question that the majority of people listen to radio for music. That's always been the case and will continue to be. But the DJ can be an important and integral part of that entire process. He's the maestro through which the spell of music is woven; he's the communi-

cator, the conduit to a successful package. And at most Top 100 market stations, this kind of non-morning personality is basically nonexistent.

Most radio listeners have no idea what time things occur outside a station's morning drive. That's because stations today are reluctant to package any of their personalities as the "Bob Smith Show." The DJ simply goes on for four unmemorable hours and makes a vain attempt to welcome the next audio nonentity who will go on for another four hours. And so it goes.

That shouldn't have to occur. Smart PDs across the country are beginning to recognize you don't need a five-minute talk break to inform and entertain listeners. This kind of show, however, takes time to prepare and a dedication to the craft that you don't often see in radio today. That's because the training grounds where this kind of per-

**Let's restore that lost art so a new generation can become fans who are responsive and able to talk about something the station does other than play 12 in a row.**

son can hone his craft are drying up across the American radio dial. At the vast majority of radio stations, the average talk break consists of something like this:

*You just heard from Carly Simon, James Taylor, and Stephen Bishop. Lite and Easy FM 107, where we play the best variety of today's soft and easy favorites from the '60s, '70s, '80s, '90s, and well into the future.*

Then it's quickly into a stopset, another unenthusiastic reading of a liner, and back into yet another extended music set.

## Trademark Talent

It's been clearly proven that you can only have one or two maximum music winners in the marketplace. In most radio markets, you have dozens of stations slugging it out on the "more music" front. All this may eventually lead to every broadcaster's worst nightmare --

## Banishing Banality

To bring back the *personality* in air personality, try developing creative, informative, and entertaining airstaff instead of recycling the following types of "talent":

- The Liner-reader
- The Laugher
- The Babler

a market with 30 stations each possessing a 3.3 share.

One solution to that problem is to develop a personality in the day-part who owns the show. One who can become a trademark for the station along with the music, is knowledgeable about the music, and can tell listeners something they didn't know. His range of communication goes beyond something he reads on a card.

This may upset a number of consultants whose stock and trade is telling clients to "shut up and play the hits." But you can't escape the fact that we have dozens of radio stations in the larger markets, many of them doing the exact same thing. We're inundated with faceless and nameless personalities who add little to the overall context within which music and other programming elements are presented.

Why can't we take a minute and reintroduce a little bit of creativity into a medium that was once labeled as theater of the mind? Listeners will tell researchers they love music. However, when you read between the lines, the listeners are always aware of the personalities who communicate with them, talk to them, and give them something to think about.

This type of talent doesn't grow on trees. It has to be developed, trained, and encouraged. Don't get me wrong. I'll be the first one to tell the client to cease and desist regarding too much talk for any particular personality. But I will also be the first one to acknowledge a personality who has something good to say and has mastered the fine art of brevity in the process.

## Radio Rejuvenation

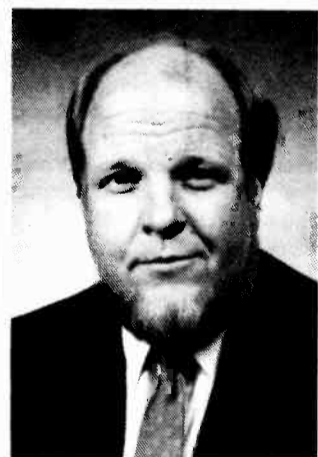
Don't misunderstand. I'm not advocating a wholesale return to

**It's high time we started reintroducing elements other than the finely crafted reading of a liner card.**

**What happened to our ability to place personalities across the board who entertain as well as deliver music?**

Top 40 screamers and mile-a-minute motormouths. The '90s is about communicating with listeners. So let's restore that lost art so a new generation can become fans who are responsive and able to talk about something the station does other than play 12 in a row. I dedicate this column to any young personalities who are doing something creative and communicative with their moments between records.

It's high time we started reintroducing elements other than the finely crafted reading of a liner card into that delicate bond that can and should exist between air talent and listener.



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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## COMPACT DATA<sup>®</sup>

### 'T.E.V.I.N.' — Campbell's First Solo Set

**Q**west/Warner Bros. will release teen sensation Tevin Campbell's debut LP — "T.E.V.I.N." — on November 19. Along with the current single, "Tell Me What You Want Me To Do," the disc features "Just Ask Me To" (Campbell's hit contribution to the "Boyz N The Hood" soundtrack) and a cover of the 1977 Brothers Johnson smash "Strawberry Letter 23."

The disc — produced by Narada Michael Walden, Quincy Jones, Al B. Sure!, Arthur Baker, and others — also includes the tunes "One Day" (penned by songwriting duo Alan and Marilyn Bergman) and "Little Brother," which features a rap by Tyler Collins. The Baker-produced "She's All That" is likely to be the LP's second single.

#### Sweat Soul Music

Keith Sweat returns with a new Elektra LP — "Keep It Comin'" — on November 26. Notable tracks include the ballad "Why Me Baby" (featuring L.L. Cool J on guest vocals), "Give Me What I Want" (with guest vocals by Silk), "(There You Go) Tellin' Me No Again" (which originally appeared on the "New Jack City" soundtrack), and the title song (which ships as a single to Urban radio November 18).

#### Poison Live + 4

The first single from Poison's forthcoming Capitol LP, "Swallow This Live," will be "So Tell Me Why" — one of four new studio tracks on the otherwise live double LP. ("No More Lookin' Back," "Souls On Fire," and "Only Time Will Tell" are the other three.)

The studio tracks — which mark the band's debut turn at producing — sit alongside material recorded at concerts in Tampa, Miami, Orlando, and Irvine, CA. The album's due November 12.

#### MJQ40

Atlantic is celebrating the Modern Jazz Quartet's 40th anniversary with the October 29 release of "MJQ40" — a 54-track, four-CD box set culled from the band's Atlantic, Prestige, United Artists, Finesse, Philips, Pablo, and Little David catalogs. Two previously unreleased tracks, too.

#### K-Jack Swing

Philadelphia Eagles Pro Bowl tight end Keith Jackson has adopted the *nom de rap* K-Jack. He'll make his recording debut with the October 30 release of his "America" LP on Washington, DC-based City Block Records. The title track/first single has already begun shipping to Urban and CHR.

#### One Louder

- The first Britny Fox LP featuring new lead singer Tommy Paris is due from Atco/EastWest on October 29. Titled "Bite Down Hard," the disc includes "Six Guns Loaded," "Midnight Moses," and "Louder," the last of which is the first single/emphasis track.

- Richard Marx will undertake a whirlwind *one-day* tour of five U.S. cities in support of his forthcoming "Rush Street" LP. The Capitol recording artist plans to play gigs in Washington/Baltimore, NYC, Cleveland, Chicago, and L.A. between 9am and midnight on November 9.

- Seminal rock group Spinal Tap will hold auditions for a new drummer shortly after an October 31 press conference at L.A.'s Coliseum, during which the former Polymer recording artistes are expected to announce the signing of a megadeal with MCA.

### Clash Box Set On Horizon

**E**pic/Legacy will release a three-CD Clash career anthology on November 19. Titled "The Clash On Broadway," the 63-song package draws material from the band's first single all the way through their 1982 "Combat Rock" LP — the last to feature key members Joe Strummer, Mick Jones, and Paul Simonon.

Included on the set are digitally remastered versions of some of the group's better-known material as well as a healthy assortment of rarities, including two unreleased demos from their debut LP ("Janie Jones" and "Career Opportunities"), a pair of live tracks recorded in 1979 ("I Fought The Law" and "English Civil War"), and an extended version of "Straight To Hell."

The set also contains three unreleased studio songs: "One Emotion," a guitarless cover of Brenda Holloway's 1964 Motown hit "Every Little Bit Hurts," and "Midnite To Stevens" (a tribute to the late Guy Stevens, who produced the band's "London Calling" LP). Two booklets — one featuring photos and essays, the other compiling song lyrics — are included.

## MUSIC DATEBOOK

### MONDAY, NOVEMBER 4

1961/Bob Dylan makes his NYC performing debut and takes home \$20.

1963/The Beatles play a Royal Command Performance, inspiring John Lennon to wisecrack, "Those of you in the cheap seats can applaud. The rest of you can rattle your jewelry."

1977/The Band's concert film/documentary "The Last Waltz" premieres in New York.

Born: The late James Honeyman-Scott (Pretenders) 1956, Najee 1957

### TUESDAY, NOVEMBER 5

1965/The Who release "My Generation."

1990/2 Live Crew's Luther Campbell comments on his legal battles in an L.A. Times editorial: "We have people sleeping in the streets, but we find rappers more important."

Born: Ike Turner 1931, Art Garfunkel 1941, Bryan Adams 1959, Brian Wheat (Tesla) 1962

### WEDNESDAY, NOVEMBER 6

1965/Bill Graham promotes his first rock concert.

1975/The Sex Pistols play their first show at an art school in London. Administrators pull the plug after 10 minutes.



Robbie Robertson — Band in the theaters?

1984/Marvin Gay Sr. is sentenced to five months' probation for the shooting death of his son, entertainer Marvin Gaye.

Born: Glenn Frey 1948

### THURSDAY, NOVEMBER 7

1988/John Fogerty emerges victorious from his self-plagiarization legal battle with Fantasy Records. The label claimed "The Old Man Down The Road" was a copy of "Run Through The Jungle."

Born: Johnny Rivers 1942, Joni Mitchell 1943

### FRIDAY, NOVEMBER 8

1968/John and Cynthia Lennon are divorced.

1970/Jim Morrison records what will become his "American Prayer" poetry LP.

1985/Sting's concert movie "Bring On The Night" opens.

Born: Bonnie Raitt 1949, Rickie Lee Jones 1954

### SATURDAY, NOVEMBER 9

1967/Rolling Stone publishes its first issue, including a roach clip with every copy.

### SUNDAY, NOVEMBER 10

1989/Bruce Springsteen tells the E Street Band members that he won't be using them on his next album.

Also... Pebbles and husband-producer L.A. Reid have a son, Aaron.

Born: Greg Lake (ELP) 1948, Khiry Abdul Samad (Boys) 1973

—Paul Colbert



55.1 million households  
Patti Galluzzi  
Director/Music Programming

Weeks On

#### HEAVY

BRYAN ADAMS/Can't Stop This Thing... (A&M)	10
HAMMER/2 Legit 2 Quit (Bust It/Capitol)	ADD
JESUS JONES/Real, Real, Real (SBK)	12
METALLICA/Enter Sandman (Elektra)	14
MOTLEY CRUE/Primal Scream (Elektra)	10
TOM PETTY & THE...Into The Great... (MCA)	9
PRINCE & THE NEW.../Cream (Paisley Park/WB)	6
U2/The Fly (Island)	3

#### EXCLUSIVES

GUNS N' ROSES/Don't Cry (Geffen)	2
MARCY MARK &.../Wildside (Interscope)	4
RICHARD MARX/Keep Coming Back (Capitol)	2
RED HOT CHILI PEPPERS/Give It Away (WB)	6
R.E.M./Radio Song (WB)	5
SKID ROW/Wasted Time (Atlantic)	2
VAN HALEN/Top Of The World (WB)	3

#### BUZZ BIN

BIG AUDIO DYNAMITE II/Rush (Columbia)	13
NINE INCH NAILS/Head Like A Hole (TVT)	7
NIRVANA/Smells Like Teen Spirit (GDC)	5
PM DAWN/Set Adrift On... (Gee Street/Island)	6
RED HOT CHILI PEPPERS/Give It Away (WB)	6

#### ACTIVE

BABY ANIMALS/Painless (Imago)	ADD
BOYZ II MEN/It's So Hard To Say (Motown)	ADD
CHER/Save Up All Your Tears (Geffen)	2
COLOR ME BADD/All 4 Love (Giant/Reprise)	ADD
CROWDED HOUSE/Fall At Your Feet (Capitol)	7
D.J. JAZZY JEFF &.../Ring My Bell (Jive)	6
EXTREME/Get The Funk Out (A&M)	ADD
FARM/Groovy Train (Sire/Reprise)	14
FIREHOUSE/All She Wrote (Epic)	ADD
LITA FORD/Shot Of Poison (RCA)	2
CHESNEY HAWKES/The One And... (Chrysalis)	9
KLF/What Time Is Love? (Arista)	4
LENNY KRAVITZ/Stand By My Woman (Virgin)	6
L.L. COOL J/Who's Afraid Of The... (Columbia)	4
NIA PEEPLES/Street Of Dreams (Charisma)	2
PUBLIC ENEMY/Can't Truss... (Def Jam/Columbia)	5
ROXETTE/Spending My Time (EMI)	ADD
SHABBA RANKS I/MAXI PRIEST/Housecall (Epic)	5
SOUTHSIDE JOHNNY &.../It's Been A... (Impact) ADD	
ROD STEWART/Broken Arrow (WB)	3

#### ON

CRASH TEST DUMMIES/Superman's Song (Arista)	4
ROBYN HITCHCOCK/So You Think You're... (A&M)	4
NED'S ATOMIC DUSTBIN/Grey Cell... (Columbia)	2
ROBBIE ROBERTSON/What About Now (Geffen)	2
SIMPLY RED/Something Got... (Atco/EastWest) ADD	
TRANSVISION VAMP/I Just Wanna B With... (MCA) 3	
VOICE OF THE BEEHIVE/Monsters... (London/PLG) ADD	
CHRIS WHITLEY/Big Sky Country (Columbia) ADD	

#### STRESS

MARIAH CAREY/Emotions (Columbia)	7
ALICE COOPER/Love's A Loaded Gun (Epic)	5
EMF/Lies (EMI)	10
EXTREME/Hole Heared (A&M)	16
JULIAN LENNON/Galtwater (Atlantic)	3
JOHN MELLENCAMP/Get A Leg Up (Mercury)	6
NAUGHTY BY NATURE/O.P.P. (Tommy Boy)	10
OZZY OSBORN/No More Tears (Epic)	7
QUEENSRÛCHE/Another Rainy Night (EMI)	4
SALT-N-PEPA/Let's Talk About Sex (Next Plateau)	9
SCORPIONS/Send Me An Angel (Mercury)	2

#### HOT NEW VIDEOS

HAMMER/2 Legit 2 Quit (Bust It/Capitol)	ADD
COLOR ME BADD/All 4 Love (Giant/Reprise)	ADD
FIREHOUSE/All She Wrote (Epic)	ADD
EXTREME/Get The Funk Out (A&M)	ADD
BABY ANIMALS/Painless (Imago)	ADD
SOUTHSIDE JOHNNY &.../It's Been A... (Impact) ADD	

#### ADDS

HAMMER/2 Legit 2 Quit (Bust It/Capitol)	ADD
COLOR ME BADD/All 4 Love (Giant/Reprise)	ADD
FIREHOUSE/All She Wrote (Epic)	ADD
EXTREME/Get The Funk Out (A&M)	ADD
BABY ANIMALS/Painless (Imago)	ADD
BOYZ II MEN/It's So Hard To Say... (Motown)	ADD
ROXETTE/Spending My Time (EMI)	ADD
SOUTHSIDE JOHNNY &.../It's Been A... (Impact)	ADD
CHRIS WHITLEY/Big Sky Country (Columbia)	ADD
VOICE OF THE BEEHIVE/Monsters... (London/PLG)	ADD
SIMPLY RED/Something Got Me... (Atco/EastWest)	ADD



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

Weeks On

#### FIVE STAR

ROBBIE ROBERTSON/What About Now (Geffen)	3
--	---

#### GREATEST HITS

COMMITMENTS/Try A Little... (Beacon/MCA)	5
GLORIA ESTEFAN/Life For Loving You (Epic)	8
AMY GRANT/That's What Love Is For (A&M)	ADD
JOHN MELLENCAMP/Get A Leg Up (Mercury)	2
AARON NEVILLE/Everybody Plays The Fool (A&M)	20
ROD STEWART/Broken Arrow (WB)	2
LUTHER VANOROSS/Don't Want To Be A... (Epic)	11

#### HEAVY

R. FLACK w/M. PRIEST/Set The... (Atlantic)	3
PRINCE & THE NEW.../Cream (Paisley Park/WB)	3
SMOKEY ROBINSON/Double Good... (SBK)	4
SIMPLY RED/Something Got Me Started (EastWest)	6
CURTIS STIGERS/I Wonder Why (Arista)	8
JAMES TAYLOR/Copper Line (Columbia)	2
KARYN WHITE/Romantic (WB)	10
VANESSA WILLIAMS/Running... (Wing/Mercury)	12

#### WHAT'S NEW

CHER/Save Up All Your Tears (Geffen)	ADD
HARRY CONNICK JR./Blue Light Red... (Columbia)	1
JULIA FORDHAM/Love Moves In... (Virgin)	ADD
NANCI GRIFFITH/Late Night Grande Hotel (MCA)	2
SOUTHSIDE JOHNNY &.../It's Been A... (Impact) ADD	
TINA TURNER/Love Thing (Capitol)	1
ZUCCHERO w/P. YOUNG/Senza... (London/PLG)	3

Information current as of October 22.



11.7 million households  
Les Garland, VP/Programming  
Mike Cooper, consultant

1	2 LIVE CREW/Pop That Coochie (Luke/Atlantic)
2	GETO BOYS/Mind Playing Tricks... (Rap-A-Lot)
3	JODECI/Forever My Lady (Uptown/MCA)
4	BOYZ II MEN/It's So Hard To Say... (Motown)
5	N.W.A./Always Into Somethin' (Priority)
6	M.C. BREED & DFC/Ain't No... (S.D.G.E./Ichiban)
7	TKA/Louder Than Love (Tommy Boy)
8	HONEY\$/How Low (Can You Go) (J&J/Belmark)
9	ANOTHER BAD CREATION/Jelous... (Motown)
10	PUBLIC ENEMY/Can't Truss... (Def Jam/Columbia)

Most requested for the week ending October 18

## POLLSTAR

### CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	ROD STEWART	\$656.4
2	JANE'S ADDICTION/ "LOLLAPALOOZA "	\$495.4
3	VAN HALEN	\$462.2
4	PAUL SIMON	\$287.5
5	GLORIA ESTEFAN & THE MIAMI SOUND MACHINE	\$278.1
6	STING	\$265.7
7	ZZ TOP	\$231.2
8	STEVE MILLER	\$228.6
9	DON HENLEY	\$216.2
10	YES	\$215.3
11	DIANA ROSS	\$212.3
12	TOM PETTY & THE HEARTBREAKERS	\$192.9
13	MICHAEL BOLTON	\$189.9
14	GEORGE STRAIT	\$189.6
15	BEACH BOYS	\$174.6

### New Tours

Among this week's new tours:  
PEABO BRYSON RTZ  
NATALIE COLE SHENANDOAH  
LITA FORD SIOUXSIE & THE  
L.L. COOL J BANSHEES  
OZZY OSBORN SOUNDGARDEN  
The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of Pollstar, a publication of Promoters On-Line Listings, (800) 344-7383, or in California (209) 224-2631.



## Guitar Legends Highlights & Notable Quotes

Highlights of the five-night Guitar Legends extravaganza held in Seville, Spain last week included **ROBBIE ROBERTSON's** first live solo performance in some 15 years, which spotlighted "Go Back To Your Woods" and "What About Now" from his new "Storyville" album as well as a version of "The Weight" — featuring guest vocals by **BRUCE HORNSBY** and **IVAN NEVILLE**. Meanwhile, **KEITH RICHARDS's** set featured a duet with **BOB DYLAN** on "Shake, Rattle & Roll" (!).

During closing night's metal celebration, **BRIAN MAY** introduced surprise guest vocalist **PAUL RODGERS**, who joined a band featuring **STEVE VAI**, **NUNO BETENCOURT**, **JOE WALSH**, and others to perform "Can't Get Enough Of Your Love," "Feel Like Making Love," and "All Right Now." May, incidentally, surprised many by singing lead vocals on **QUEEN's** "Now I'm Here" and "Tie Your Mother Down" as well as his own new song, "Driven By You."

### Spank The Monkey

**ROL** spoke with **ROGER WATERS**, who used his Guitar Legends appearance to introduce the new song "What God Wants," due to be included on his forthcoming "Amused To Death" album. "The album is about a monkey watching television. I'm prepared to give that much away, but no more."

Speaking of **JEFF BECK's** involvement, Waters said: "He's all over it, which was terrific because he's always been a hero of mine. He plays on about half the tracks."



Les Paul — making a rock 'n' roll album.

### Les Paul Tribute LP

**ROL** also discovered another Jeff Beck project when speaking to producer **PHIL RAMONE**, who was responsible for the live mix in Seville. Beck is among a busload of guitarists set to appear on a **LES PAUL** tribute album that Ramone's been compiling for some months.

"We're really trying to make a rock 'n' roll album. It's got some very unusual people — **SLASH** from **GUNS N' ROSES** is playing. I've done a six-minute version of 'How High The Moon' where everybody will play. We'll be highly criticized, I'm sure, but Les Paul

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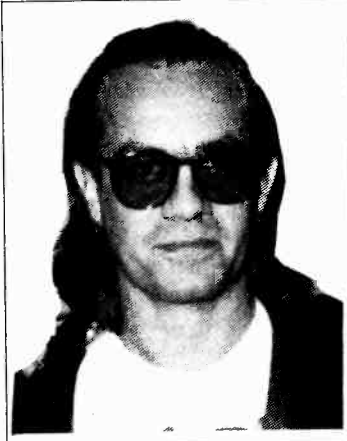
being what he is, said, 'Go make the track the way you would if you were making a pop record of "How High The Moon" now and I would be the star playing what I play.'

### The Bobness Of Seville

Also from Seville, further confirmation of the idiosyncrasies of the man they call His Bobness. Bob Dylan surprised many by appearing for an afternoon soundcheck, at which we were allowed to take photographs of Bob 'n' Keef running through the aforementioned "Shake . . ." but then astonished just about everyone (including the

band that night) by finishing with a version of "Answer Me" — a UK No. 1 in 1953 for **FRANKIE LAINE** (!).

Dylan was supported on guitar by **RICHARD THOMPSON**, who was drafted by musical director **PHIL MANZANERA** as a late ally. Manzanera told **ROL** that he and the band rehearsed 15 songs with Dylan, who then proceeded to perform none of them.



Bernie Taupin — "I try to encourage Elton to read the lyrics through."

### Elton, Michael & Taupin

**GEORGE MICHAEL** and **ELTON JOHN's** duet of "Don't Let The Sun Go Down On Me," recorded live at Michael's Wembley show earlier this year, is due to be released as a single about four weeks before Christmas.

Meanwhile, **BERNIE TAUPIN** has revealed to the *Independent* that his songwriting partnership with Elton John — currently being celebrated on the "Two Rooms"

compilation — isn't always as poetic as one might imagine. "I try to encourage him to read the lyrics through because sometimes he doesn't even read the thing first. He just starts from the top and works down. Years later he'll say, 'I just realised what that song's about.' He's been onstage sometimes when that's happened."

Taupin says he and John will go to Paris next month to start work on the next album. He's already written six lyrics in what he describes as a "mature vein."

### A Tale Of Twin Cities

**EVERYTHING BUT THE GIRL's** **TRACEY THORN** told **ROL** about their next single, "Twin Cities" — inspired by Minneapolis and St. Paul. "The song itself is very much a traveler's view of America. Although it's all about America, I don't think it could have been written by an American. It's meant to be a collection of bizarre images." It'll be the second release from their new album ("Worldwide"), due November 25.

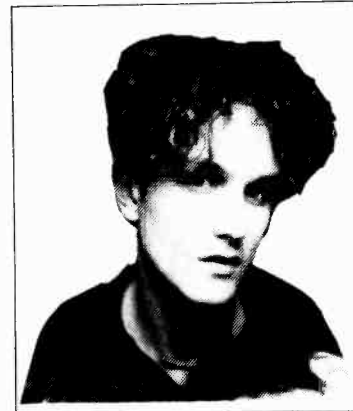
### INXS Three Live B-Sides

**INXS's** new single, "Shining Star" — from their forthcoming "Live Baby Live" LP — sports three more live tracks on the CD: "I Send A Message," "Faith In Each Other," and "Bitter Tears," recorded in Sydney, Paris, and New York, respectively.

### James Singled Out

And on November 11, **JAMES** — who scored a major UK hit earlier this year with "Sit Down" — will return with a new single titled "Sound." It'll be backed with last year's "Come Home" and a new song, "All My Sons."

That same day, **SIMPLY RED** are slated to follow up "Something



James frontman Tim Booth — some "Sound" advice?

Got Me Started" with the title track from their "Stars" LP.

The following week, former **FAIRGROUND ATTRACTION** singer **EDDI READER** is set to make her solo return with the "Cherry Tree" EP. Her album release has now been postponed until the new year.

Meanwhile, **BLACK BOX's** remix album, "Mixed Up," is unlikely to surface until the new year. However, the single ("Open Your Eyes") is still due next month. It'll be a different mix from the one featured on the LP.

### Altern 8 Currents

Also this week: Stafford-based techno-dance outfit **ALTERN 8** follow their UK Top 30 debut ("Infiltrate 202") with "Active 8 (Come With Me)" on the Network label.

### Factory Box Set

James also is one of the bands featured on "Palatine," a boxed set due in December from Manchester's **Factory Records**. Titled after the road where the first Factory office was located, the four-volume set — each following a different theme — will trace the company's 13-year history and will include tracks from **HAPPY MONDAYS**, **NEW ORDER**, **JOY DIVISION**, **ELECTRONIC**, **NORTHSIDE**, **A CERTAIN RATIO**, **CATH CARROLL**, **CABARET VOLTAIRE**, and **OMD**.

## BRITAIN

LW TW

- 5 1 **KIRI TE KANAWA**/World In Union (Columbia)
- 3 2 **MONTY PYTHON**/Always Look On The Bright Side Of Life (Virgin)
- 2 3 **BRYAN ADAMS**/(Everything I Do) I Do It For You (A&M)
- 1 4 **SCORPIONS**/Wind Of Change (Vertigo/PG)
- 12 5 **2 UNLIMITED**/Get Ready For This (PWL Continental)
- 4 6 **JULIAN LENNON**/Saltwater (Virgin)
- 7 7 **OCEANIC**/Insanity (Dead Dead Good)
- 8 **LISA STANSFIELD**/Change (Arista)
- 6 9 **KENNY THOMAS**/Best Of You (Cooltempo/Chrysalis)
- 10 **DANNI MINOGUE**/Baby Love (MCA)
- 11 11 **BELINDA CARLISLE**/Live Your Life Be Free (Virgin)
- 12 **VIC REEVES & THE WONDER STUFF**/Dizzy (Sense)
- 16 13 **MARC COHN**/Walking In Memphis (Atlantic)
- 8 14 **SALT-N-PEPA**/Let's Talk About Sex (FFRR/PG)
- 10 15 **ROZALLA**/Everybody's Free (To Feel Good) (Pulse 8)
- 20 16 **CATHY DENNIS**/Too Many Walls (Polydor/PG)
- 17 **MARIAH CAREY**/Emotions (Columbia)
- 18 **PET SHOP BOYS**/DJ Culture (Parlophone/EMI)
- 19 **ENYA**/Caribbean Blue (WEA)
- 20 **MOBY**/Go (Outer Rhythm)

### Moving Up

- CE CE PENISTON**/Finally (A&M PM)
- QUEEN**/The Show Must Go On (Parlophone/EMI)
- DON McLEAN**/American Pie (EMI)
- SLADE**/Radio Wall Of Sound (Polydor/PG)
- CARTER THE UNSTOPPABLE SEX MACHINE**/After The Watershed (Early Learning The Hard Way) (Chrysalis)

The Network Chart, courtesy MRIB

## AUSTRALIA

LW TW

- 1 1 **JENNY MORRIS**/Break In The Weather
- 4 2 **JIMMY BARNES**/I Gotcha
- 2 3 **YOTHU YINDI**/Treaty
- 6 4 **CROWDED HOUSE**/Fall At Your Feet
- 5 **NOISEWORKS**/R.I.P. (Millie)
- 6 **HUNTERS & COLLECTORS**/Where Do You Go
- 3 7 **MELISSA**/Sexy (Is The Word)
- 8 8 **BEATFISH**/Wheels Of Love
- 10 9 **JAMES REYNE**/Any Day Above Ground
- 5 10 **BABY ANIMALS**/Rush You

### Most Added

- INXS**/Shining Star
- DEBORAH CONWAY**/Under My Skin
- ANGELS**/Some Of That 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**/Can't Stop This Thing We Started
- 2 2 **TOM COCHRANE**/Life Is A Highway
- 4 3 **GLASS TIGER**/My Town
- 3 4 **GRAPES OF WRATH**/I Am Here
- 5 5 **ALANIS**/Feel Your Love
- 7 6 **WORLD ON EDGE**/Standing Push And Fall
- 8 7 **ROBBIE ROBERTSON**/What About Now
- 10 8 **INFIDELS**/100 Watt Bulb
- 9 **DEBBIE JOHNSON**/I'll Respect You
- 10 **ODDS**/Love Is The Subject

### Most Added

- LONGFELLOW**/Powerdrive
- SARAH McLACHLAN**/Into The Fire
- CHRISSE STEELE**/Love Don't Last Forever

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



RANDALL BLOOMQUIST

## DEFINING A STATION

## It's Not News, Talk, Or Music; It's WKXW

My recent look at the future of FM Talk prompted anguished, John Madden-like cries from deep in New Jersey.

"Hey, wait a minute! What about us?" say the folks at Press Broadcasting's WKXW (New Jersey 101.5)/Trenton, NJ, which was omitted from the article. "We're FM, we talk, and we're successful."

Well, the station is successful. It was No. 1 12+ and 25-54 in the spring Arbitron in a market (No. 44, Monmouth-Ocean, NJ) traditionally dominated by New York and Philly stations. And it's certainly an FM station.

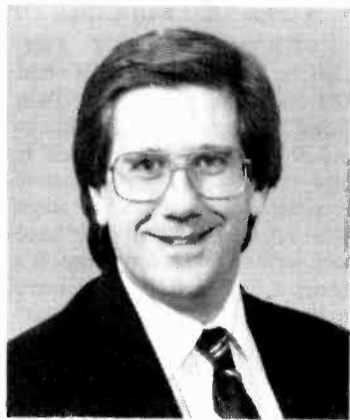
But can any station that plays up to eight Gold records an hour be considered a Talk station? That question exasperates the programmers who built and run WKXW's unique 18-month-old format.

"We're not a Talk station, we're not an Oldies station, we're not a News station," says PD Jay Sorensen, "but we have elements of all three. The format of this station is 'New Jersey.'"

Adds WKXW consultant Walter Sabo: "What we're doing is called radio. It's radio designed to serve the entertainment and information needs of New Jersey."

### Feeding Jersey

When Sabo was hired in early 1990, WKXW was languishing in eighth place with a "less talk, more music" AC sound. In researching the market, Sabo quickly discovered that listeners were starved for information about their own state, which is often treated by the media as a giant suburb of New York and Philadelphia.



Jay Sorensen

Armed with that information, Sabo instituted an information-intensive, personality Gold format in March 1990. Between songs culled from the '60s Top 40 heyday of WABC/New York — a station New Jersey baby boomers grew up with — WKXW personalities took calls on such light talk fare as "What's the best diner in Jersey?" and "Where's the worst traffic circle in the state?"

Then, as now, the presentation was heavily salted with newscasts which put state news ahead of most national and world developments. In addition, the station instituted statewide traffic reports and began airing New Jersey weather forecasts every 10 minutes. WKXW became "New Jersey 101.5," its call letters relegated to legal IDs.

"The idea is to be the New Jersey station," says Sorensen. "We want to make other stations —

particularly those from New York and Philadelphia — sound as if they're coming from another planet."

### Governor's Gifts

In mid-1990, the station received two gifts from New Jersey Governor James Florio (D). First, Florio pressed for a state ban on assault weapons. That action generated several calls to WKXW from angry gun advocates. After briefly debating whether they wanted the station to address such a hot issue, Sorensen and Sabo decided that as "New Jersey's radio station," WKXW had to deal with every important issue in the state — no matter how controversial.

That decision set the stage for New Jersey 101.5's role as the sounding board for public anger over Florio's June '90 decision to raise taxes. The station's role in promoting an anti-tax hike rally and its relentless Florio-bashing (led by afternoon drivers John Kobylt and Ken Chiampou) helped establish the station by generating tons of press and boosting listenership.

While some observers expected WKXW to flame out when the tax flap died, the station continued progressing. Its Spring '91 Arbitron numbers were considerably ahead of its Fall '90 performance. "I think we would have achieved our current level of success without [the Florio controversy]," says Sorensen, "but it certainly sped things up."

## Hybrid Station

What makes WKXW (New Jersey 101.5)/Trenton, NJ so successful? It:

- Discusses hot topics
- Plays music when the phones are quiet
- Targets baby boomers
- Positions itself as the New Jersey station

### Stellar Lineup

Talk permeates almost every airshift at New Jersey 101.5. Here's a look at the music/talk balance:

• WKXW's day begins with a 5am news block which emphasizes state and local stories.

• The 6-10am shift is a quick-moving mix of music, information, news, and call-ins anchored by veteran New York Top 40 personality Jim Gearhart. As is the case with all of WKXW's daytime programming, Gearhart's music/talk ratio depends on how much interest a topic generates.

If plenty of good calls come in, the music is swept aside. Conversely, when the phones don't light up, or if calls become repetitive, the host simply tosses on a record. On average, Gearhart plays about four songs an hour.

To keep up the pace, WKXW limits calls to two minutes — and frequently keeps them to 30 seconds. Such brevity enables the station to squeeze more calls into its crowded hours.

With the exception of the occasional "newsmaker" interviews, which are kept to five or 10 minutes, the station eschews guests. "Authors, guests — that's boring, old lady talk," says Sorensen.

• The 10-11am slot belongs to Sorensen, who takes calls on the day's hottest topics. The emphasis, as always, is on New Jersey issues or matters that hit close to home with baby boomers. "We talk about sex, kids, and wallets," says Sorensen. He plays five to eight records an hour.

• The mix of quick calls and five to eight records per hour continues during the 11am-3pm show hosted by former CHR personality Brook Daniel.

• Music frequently takes a back seat during Kobylt and Chiampou's often acerbic and raucous 3-8pm show. "John and Ken are sometimes noisy, loud, and obnoxious," Sorensen laughs. "But that kind of mirrors [the public's mood]."

• The 7:30pm-midnight shift during the week is given to "Passion Phones," which focuses on romance and other light fare.

• The overnight all-request music show also dabbles in talk by occasionally asking callers to discuss why they made a request or what it's like to work the graveyard shift.

• On weekends the station is all music, with frequent request or theme blocks.

### Musical Welcome Mat

According to Sabo, music serves as "a beacon and a welcome mat" to potential listeners. "Our research shows that many people tune in because they hear a favorite song, and end up getting hooked on the other stuff we do."

While the hybrid approach has alienated some purists among the music and Talk audiences, it apparently has attracted a, well, hybrid audience.

"We get complaints from the music pigs who always want 20 in a row," says Sorensen. "And the talk [junkies] don't like the music. But obviously there are 700,000 people out there who don't find [the mix] offensive."

# Sonny Bloch, now celebrating 12 years on the air.

Sonny Bloch, host of America's longest running independent, 2-way talk show about money, business, real estate, and life, would like to work for you for free. He offers 18 hours of live programming 6 days per week (take all or part), plus a daily afternoon business news show with plenty of openings for your local news, traffic, and weather reports.

Call him if you need instant revenue and ratings. He is now

heard in over 200 cities including 90% of the top 100 markets. There must be a reason that this broadcaster has kept growing for 12 years.

The answer is simple: The audience loves the show, the sponsors love the show, and your bank account will love the show!! You can have him now. It's as easy as a telephone call.

Ask for Susan at  
(212)371-9268.



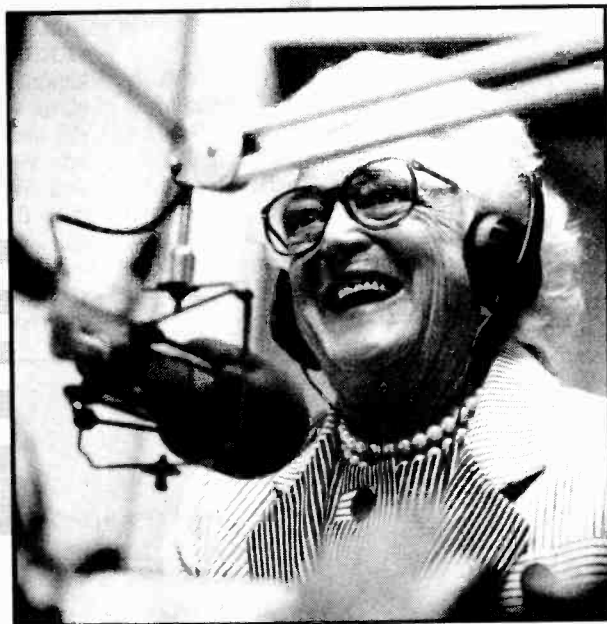
# What is the First Lady Doing on the Radio?

**R**adio has always pioneered social issues, especially when it concerns building goodwill in local communities. This holiday season, First Lady Barbara Bush will be on the ABC Radio Networks with a very special family event, promoting the value of reading aloud to our children.

**M**rs. Bush will be joined by a host of top stars and public figures such as Norman Schwarzkopf, Whitney Houston, Young M.C., Gloria Estefan, Joe Montana, as well as such colorful cartoon characters as Bugs Bunny, Sylvester, Big Bird, and Garfield among many others.

**M**rs. Bush's Story Time is the perfect program to bring the entire family together around the radio. Representing the highest standard in public service programming, Mrs. Bush's Story Time can only enhance your station's prestige through this nationally visible campaign.

**T**here's nothing more important than the education of our children. Here's how you can do some good for your listeners, your community and your radio station. To reserve this very special program for your market, contact Joanna Ghiggeri at (212) 456-5595.



**Let's show the world what radio can really accomplish!**

**Mrs. Bush's Story Time** is produced by ABC News in conjunction with Children's Literacy Initiative. The series is made possible by Founding Sponsor The Chase Manhattan Bank, and Time Warner Inc.

**abc ABC RADIO NETWORKS**



JOEL DENVER

## PD FORUM REDUX

## Creative CHR On The Horizon

What elements go into molding a winning CHR in the '90s?

Continuing last week's roundtable discussion, WBBM-FM (B96)/Chicago PD Dave Shakes, WNCI/Columbus and Nationwide Group PD Dave Robbins, KRBE/Houston PD Steve Wyrostok, and WRVQ (Q94)/Richmond PD/afternoon Steve Davis outline their views on contests, research, and marketing strategies.

## Top-Of-Mind Awareness

R&R: What's the most important element when it comes to image-building?

DS: We have money to spend on things like TV and billboards, but our biggest impact comes by being on the street. We've hired an airstaff that loves to be out. On average they collectively make 14 appearances a week at a minimum; some weeks it's 20-25. It's a lot of work. But we make sure they're equipped when they go out to meet people, arming them with station souvenirs to help make an impression.

That street campaign is what we built B96's awareness on. You'd think a market like Chicago would be too big to do that, but it sure works here. Maybe it's because Chicago's a neighborhood town or because not enough radio stations do it. If you're the only station in your market that goes out and touches people, you stand out from the other guys who do nothing but TV.

**You don't beat the other radio station, you win the audience. We've just got to find fresh ways to keep the audience's loyalty.**  
—Dave Shakes

SD: That's exactly what we're doing in Richmond. Q94 was built 20 years ago as a street radio station, and we've continued it today. My pet phrase is "Let's go shake some hands and kiss some babies." We've got a thing called the "Q-Zoo World Tour '91" where we take things as simple as a keychain, cup, or T-shirt to hand out to make Q94 top of mind. My thing is if there are five people in a crowd talking about something, I want to be one of the five.



WRVQ's free money machine in action.

## Promotional Reinforcement

R&R: Are you under a lot of pressure to do client promotions?

SW: I draw the line on client promotions when they start to sound more like a client promotion than a station service or benefit.

SD: You've got to try and turn those things around to your advantage. We have the image of being the promotion-cash giveaway station. We'll take our free money machine out and make the client put money in the doggone thing. Like I said before, we're in the process of being sold right now so I have no money... I'm broke. We tell the clients, "We'll bring people into your showroom, but it's up to you to sell the cars."

DR: We've found through the years that things costing the least amount of money generate the most amount of buzz on WNCI. We did a week on the morning show where we proved products' advertised benefits. For example, we sprayed a construction worker with Secret — you know, "Strong enough for a man but made for a woman." We had him ride his jackhammer and then gave him the old smell test. Stuff like that got us more talk than a \$50,000 giveaway.

DS: We look for promotions that can reinforce existing programming features. For example, we've made "No Panties Thursday" a big deal here in Chicago. You're not supposed to wear any underwear, and people call in to brag about it. The next week we'll ask people to fly the underwear they're not wearing on their car antennas on the way to work. We've got a helicopter to help us spot these people, and we give them a hundred bucks. A thing like that doesn't add

baggage; it reinforces existing product. And the cost is minimal.

R&R: Are contests working anymore?

SW: We don't do on-air contesting. It goes against our positioning.

DS: Bumper stickers worked real well in Chicago this summer; they're all over the place. If you've got a radio station that people get passionate about, they will put a bumper sticker on their car.

SD: We did the same thing with a "Supersticker Summer," giving away T-shirts and CDs. Some of the things that work here [Richmond] may sound small, but we get a response like you wouldn't believe. We salute honor roll students. And as stupid as that sounds we get more response from that and kids' birthdays than from other standard contests.



**We almost try to make the station like a soap opera: If you don't listen one day, you're going to miss something.**  
—Dave Robbins



We also do a thing called "Washington's Wednesday," giving away a pair of seats for each Redskins game when the 94th caller hears the song "Hail To The Redskins." This is a big Redskins city; you'd think we were giving away \$20,000. You try to hit listeners where they live with something lifestyle in nature.



The B96 airstaff and the "96 Coolest Days of Summer."

## Back To Basics

Going back to basics appears to be a growing trend in CHR. With that in mind, programmers should:

- Do promotions that are win-win for the client and audience
- Build up street awareness with personal appearances
- Mix in glamour and show biz, but keep the station relatable
- Stay committed to the format and station goals.

## Making A Difference

R&R: It sounds like touchy-feely programming is coming back.

DR: One of the problems is that stations in most markets are beginning to sound alike. WNCI has always been a touchy-feely station. There's always something crazy going on. We almost try to make the station like a soap opera: If you don't listen one day, you're going to miss something. If you're playing the same records as four other guys in your market, why would you ever believe you're going to have any more of a lead than anybody else? What makes the difference is the fun — the wild, crazy elements seem to stand out.

DS: It's [understanding] what people care about. Kids going back to school is a natural for fall, so we do "Back To School With [night jammer] George McFly." He'll pick you up at school in a limo and take you home. It's simple, and kids love that.

SW: Each year we choose five kids from every high school. They come up four nights a week (Monday-Thursday), and we let them take votes for the "Top Nine." We feed them, give them backpacks, buttons, a whole package of KRBE stuff. This year we added the "KRBE New Music Meeting." The kids sit in the conference room, eat pizza, watch videos, listen to music, and actually pick some future hits. We put those songs on the air that night, letting the kids introduce the records and offer their opinions. It's a good way to tie in with the high schools.

DR: We're actually talking about the record companies on the air.

It's unique, fresh; it's show business. That's why *Premiere* magazine does so well — people want to know. The illusion is there when they're watching a movie or listening to a record. They want to know what goes into the making of it. Bringing back some of that glamour could be really useful to CHR.

## Creative Cutbacks

R&R: Given the recession, many stations have had to make some cutbacks. Where can you cut costs without hurting the product?

DS: You have to analyze your station's benefits to the audience. Why are they listening to you? Who is the core? Work to protect these two areas. If you have an internal program or personnel at the station that aren't directly involved in the success of those areas, then that's an area to cut. I don't think contests are as critical to the health of a station as good research is in appealing to an audience.

SD: I don't have the money to do things like that. WRVQ had about four outdoor boards up but had to bring them down because of budget restrictions. That was a better choice than losing someone critical to WRVQ's operation.



**I draw the line on client promotions when they start to sound more like a client promotion than a station service or benefit.**  
—Steve Wyrostok



We found that doing co-promotions with local TV stations worked well. The ABC-TV affiliate here wanted our morning show to host 30- to 60-second comedy bits around a 90-minute afternoon comedy block. So we came up with the concept of "Zoo TV."

Some of the things we're doing on the morning show, like "Tomorrow's News Today" and "Skirt With The Dirt," are being translated into TV bits. And the TV station loves it because the bits are bringing the station some notice in a programming area where it was getting killed. Additionally, our guys are co-hosting telethons like Jerry Lewis, and I do a concert fea-

Continued on Page 46

# blue TRAIN

## All I Need Is You

"All I Need Is You" sounds great on the air. Radio needs a record like this. It's a dance, country, rock, not too alternative, radio perfect CHR record.  
**JAMIE HYATT, PD KOY-FM/Phoenix**

Beginning to test well in only 18-24 females over 18. Example of a record that should be a BB record for us.  
**STEVE DAVIS, PD WRVQ/Richmond**

Blue Train covers all the bases from dance to alternative to mainstream. It's a great transition record for all demographics.  
**DUSTY HAYLE, PD WABB/Mobile**

Top 5 all time Top 5 phones from females 25-34.  
**CHARLIE MICHAELS, PD KQIX/Grand Junction**

Blue Train brings a very welcomed sound to CHR radio. Top 10 phones from females 18-35. Santa Barbara has jumped aboard the Blue Train.  
**RICKY SLAVE, MD Y97/Santa Barbara**

Getting calls till demos. I'm very excited that I'm playing Blue Train. This record is great.  
**PAUL CANNON, PD PRO-FM/Providence**

Every time we play it the phones go wild. All I Need Is You will work on mainstream, dance, and rock based CHR.  
**RANDY LOGAN, MD KRXY/Denver**

Blue Train's "All I Need Is You" went uptempo straight ahead, great sounding record.  
**TRACY LUSTE, MD 3100/Jacksonville**

Great sound. All I Need Is You should take Blue Train to the top of the charts.  
**WAGNER DALL, MD KZFM/Corpus Christi**

Great sound! All I Need Is You is a Top 3 must requesting song.  
**ROGER ALLEN, PD K96.7/Seattle**

### NEW & ACTIVE NOW ON 53 CHR REPORTERS

- |              |               |                |
|--------------|---------------|----------------|
| WXKS 30-27   | FUN107 deb 42 | KZFM 38-28     |
| PRO-FM 26-2  | WSTW deb 29   | WRHT 28-32 Hot |
| PWR93 deb 31 | WJAX deb 33   | WABB 35-31     |
| WYZZ 19-17   | KRIS 6th 22   | XL1067 30-27   |
| KPKY 15-14   | WJAX deb 39   | WRVQ 32-28     |
| KRIS 15-14   | WHT deb 40    | Z102 36-33     |
| EWG 16 23-20 | KYY deb 38    | 96STO 24-19    |
| KOY-FM 18-16 | 99KG deb 31   | WORD 35-31     |
| KISN 18-16   | WLAJ 27-23    | KFBI 32-28     |
| Q106 18-16   | WJAX 36-35    | KSNL 19-20     |
| KZZB 14-10   | WFTT 37-34    | KWOB 14-11     |
| KFBC 14-10   | WJST 37-31    | Y97 15-10 Hot  |
| WJAX 14-10   | K96.7 21-18   | Am More        |
| FLY92 deb 33 | WFMF 33-29    |                |



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distinguished; meritorious;  
peaceful; professional;  
suitable; imposing; gratuitous;  
valuable; superlative; exalted;  
abiding; impressive; essential;  
dependable; perpetual; civil;  
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FAX #: (201) 941-9750

## CHR

### MOTION

• **Tom Jackson** from WWWB (B100)/Greensboro-Winston Salem is named PD at neighboring WKZL.

**Alan Hoover** from WVYV/New Bern takes the MD gig at WVBS/Wilmington as **Steve York** exits . . . KIKX/Colorado Springs welcomes middayer **Tim Marx** from KRFX/Denver; PD **John Dantzer** moves to mornings and handles music as MD/morning man **J.J. Hemmingway** leaves . . . WZPL/Indianapolis ups parttimer **Gerry Dixon** to overnights as **Laura Steele** segues to WOFX/Cincinnati . . . KCHX/Midland-Odessa, TX adds night flyer **Steven Cruise** from KSFM (FM102)/Sacramento and overnigher **Jo Jo Hanson** from KAFX/Lufkin, TX.

New faces at KWNZ/Reno: **Melanie Mackert**, last at KZHT/Salt Lake City, secures late-nights; **Lincoln Dahl** returns to radio handling overnights . . . WSTW/Wilmington greets night talent **Kathy Wagner** from AOR WZXL/Atlantic City, replacing **Nicole** . . . WILN/Panama City, FL has split its overnight shift — **Big John** from WKSM/Ft. Walton Beach, FL takes 6-10pm, overnigher **Skip Stevens** does 10pm-2am, and **Mad Chad** moves to overnights.

KDWB/Minneapolis welcomes Promotions Director **Paul Miraldi** from ABC Radio Networks . . . **Rick Lovett** from WOVV/West Palm Beach switches to middays at WFMF/Baton Rouge . . . At KHFI (K96.7)/Austin, MD/night stalker **Jay Michaels** steps down to concentrate on producing the morning show, air talent **Willy B.** becomes acting MD, and **Bo Nasty** joins for nights from KIOC (K106)/Beaumont, TX . . . KMGZ/Lawton, OK PM driver **Scott Stalker** is elevated to APD/MD, replacing **Phil Houston** . . . WHHY/Montgomery, AL's **Major Tom** moves to mornings at WILN/Panama City, FL, succeeding **Steve Christian** . . . At WAZY/Lafayette, IN, PD **Jim Stacy** handles the morning shift, overnigher **Mike Carman** goes to afternoons, and parttimer **Mike Hamm** segues to overnights.

KLUC/Las Vegas hires AM partner **Kelli Powers** from KCNA/Medford, OR as **John Navin** exits . . . WOMX/Orlando afternooner **Dave Kelly** changes to overnights . . . **John Anderson** from KQIZ/Amarillo becomes afternoon driver at KIKX/Colorado Springs . . . WBSB (B104)/Baltimore brings in weekender **Steve Stinett** . . . WHYI (Y100)/Miami PM driver **Doug Dunbar** now hosts a late-night lifestyle show on local ABC-TV affiliate Channel 10 . . . KGGI/Riverside, CA has a new address: 2001 Iowa Ave. #200, Riverside, CA 92507; (714) 684-1991.

### BITS

**Q106.5 Does It Blindfolded** — "Love Connection" host **Chuck Woolery** recently hosted a variation of his TV program for the **Steve & D.C.** morning show at **WKBQ (Q106.5)/St. Louis**. Matchmaker Woolery selected two listeners for a blind date, which included dinner, a comedy show, and a stay in a romantic hotel. The catch? The couple wore blindfolds through the whole date! Unfortunately, the love connection broke when the blindfolds came off.

### Creative CHR

Continued from Page 44

ture on the 6pm news for the NBC-TV affiliate. We're becoming involved in the things they're involved in; as a result our faces and logos show up all over TV. That beats the hell out of an expensive 30-second TV spot that says, "We play more hits than anybody else."

**SW:** We do 30- to 45-second featurettes at the end of stopsets, which are promoted at the beginning of the stopsets with a five-second teaser. They run the gamut from a lunchtime comedy clip and CD/movie reviews to "Earth Beat," an environmental tip for the day, and "Hollywood Dirt." Those things break up the monotony and vault you through a stopset. You can tie in a lot of your client giveaways if you can't find any other place to work those things with sales.

**DR:** We do a lot of promotion, including direct mail twice a year, a little TV, and outdoor. It's the cost of doing business. How bad do you want to be number one? If you have a company that's committed to that, you'll remain number one. If you don't, you're looking at the other side of the equation.

#### New Attitude

**R&R:** What's the most significant characteristic(s) of your radio station?

**SW:** Service and reality.

**DS:** The hits and fun.

**DR:** The ability to face any challenge and have the positive attitude to overcome it.

**SD:** [Being] a consistent friend.

**R&R:** What does the future hold for the format?

**SD:** The stations and operators dropping out of CHR weren't committed to the format to begin with, and those that are left are here to win. Music has become a more viable force again for mass appeal CHR; it's better than it's been in a long time. WRVQ's been doing CHR in Richmond for 20 years, and we hope to be doing it for another 20 years.



**Music has become a more viable force again for mass appeal CHR; it's better than it's been in a long time.**  
—Steve Davis



**DR:** Abraham Lincoln said it best: "A person is about as successful as he makes his mind up to be." If your attitude is your format's in trouble, then so is your station. If you want to win as a mass appeal CHR, you'll find the ways and avenues to do it. That might mean a shift, say, in musical direction or more emphasis on marketing. Whatever it is, with the proper attitude and a positive outlook, you can attack just about any problem and beat it.

**DS:** CHRs are getting back to what their core wants to hear, not what management wishes they want to hear. That means we must have a good supply of music out there so we're not choosing between one stiff and another stiff. Our attitude is you don't beat the other radio station, you win the audience. We've just got to keep finding fresh ways to keep the audience's loyalty.

**SW:** Adversity makes you really take a look at what's going on. It kicks you in the ass and makes you come up with new ways of doing things. CHR is going to be fine. We have to remind ourselves that even in the midst of this so-called slump there were a lot of successes in the Top 10-20 markets. I'm just wondering if there really was a problem, or was it just a lot of knee-jerking by a lot of companies and GMs?



**GRANTING AN AUDIENCE** — The gang at KKLQ (Q106)/San Diego was recently treated to a visit from Amy Grant. Keeping fingers on Grant's musical pulse are (back, l-r) Q106's Mike Redmond and Johnny Devine; (middle, l-r) Q106's Rick Rumble, Grant, and the station's John Murphy and Pam Giganti; (seated) Q106's R.J. "The Bus Driving D.J."

# STAND BY MY WOMAN



# LENNY KRAVITZ

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**CHR New & Active**

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WQGN 29-22  
999KHI 24

WCGQ 28-22  
WBBO 19  
HOT95 19-15 HOT  
WJLQ 24-22  
K92 26-24

Z102 19-17  
KTUX 28-20  
HOT947 23  
96STO 31-25  
WIXX 22-18

KKHT 22-20  
WFHT 25-20  
KPXR 20-16 HOT  
KQIX 21-19

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WALT LOVE

# KJMZ's Winning Summer Ways

A fierce ratings battle is taking place in the Dallas-Fort Worth area, where KJMZ (100.3 Jamz) — Urban again after a brief fling with Dance CHR — is challenging format leader KKDA-FM (K104). After changing its music presentation to target the metro's black community, KJMZ finally overtook its rival in the Summer '91 Birch.

KJMZ has flourished under PD Tom Casey — who started as Asst. PD/afternoon driver when the station signed on in December 1989, moved to OM in August 1990, became acting PD last December, and made it official May 1 — and VP/GM Howard Toole, who came to the station in May. "We started as an Urban station and were successful with that approach," said Casey. "Then we changed to what some might refer to as Churban.

"We had some success for a while; we were taking what I call an 'off-center Urban' approach, playing some dance music you might hear on other mainstream Urban stations. [We took that approach] because of our success among the market's large Hispanic population. Well, that wasn't the thing to do. We got a little carried away and lost our primary focus. When I took over, my goal was to refocus the station to Urban and stay consistent."



Tom Casey



## Community Is Key

How did KJMZ change its market image? "One thing we lacked during our first year was community involvement," Casey said. "One thing I've learned while working in this format is how important the community really is. It's important to any format — but to Urban radio it's even more important."



**There seems to be a stronger bond in the black and Hispanic communities than in other communities. So we actively focus on being involved with them.**



"There seems to be a stronger bond in the black and Hispanic communities than in other communities. So we actively focus on being involved with the black community. We do have some involvement with Hispanics, but we need to pay particular attention to the black people. We didn't do a very good job of that [at first], but now we're doing it and will continue to do it."

Casey's determination paid off during Dallas-Fort Worth's Juneteenth celebration. "I don't believe in bashing the competition, and I won't. But during this summer's Juneteenth celebration we were

## By The Numbers

Here's a look at recent Birch and Arbitron 12+ numbers for Dallas-Fort Worth's Urban stations:

Birch		
	Sp '91	Su '91
KJMZ	4.9	6.1
KKDA-FM	7.0	5.9
KKDA (AM)	2.9	2.3
Arbitron		
	Sp '91	Su '91
KKDA-FM	4.6	5.0
KJMZ	4.3	4.3
KKDA (AM)	2.2	2.1

shut out of the official local celebrations by a competitor. So we made some arrangements to have our own event. We rented a stage and got some acts to per-

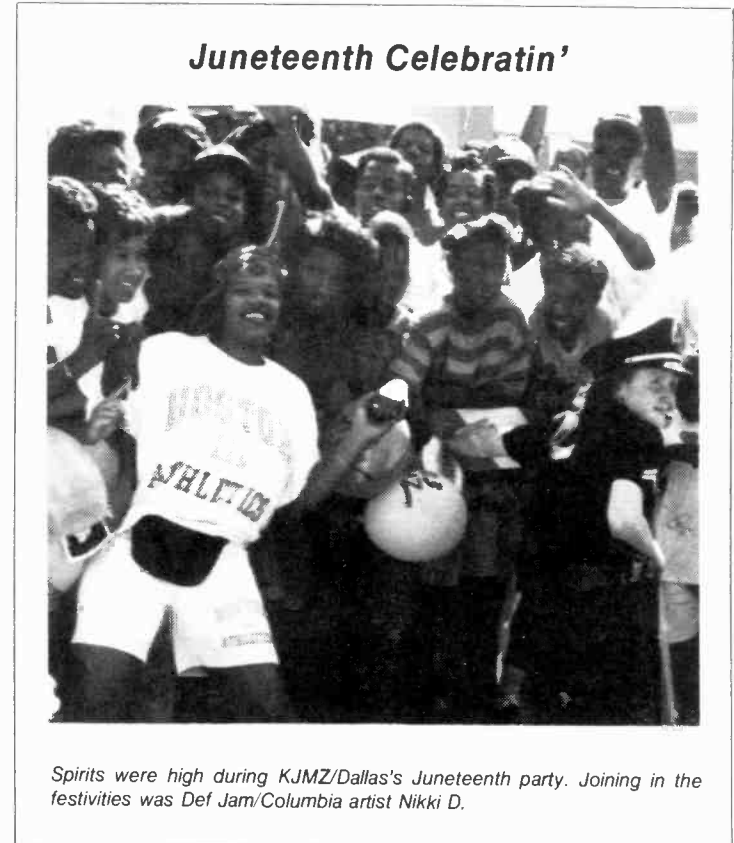


**Don't try to program to impress other radio people; program to impress your audience.**



form. We literally stole the event from the promoter of the official event and the competing station.

"That situation, along with our hard work, shows that 100.3 Jamz has made a commitment to the



Juneteenth Celebratin'

Spirits were high during KJMZ/Dallas's Juneteenth party. Joining in the festivities was Def Jam/Columbia artist Nikki D.

black community. I think they know now that we're more than just a jukebox, we care about what's happening, and we're actually going to get involved — and stay involved — in the black community."

## Learning Experience

Although Casey likes working at KJMZ, it took him a while to adjust musically. "When I first got into the format it was really alien to me. I wasn't too familiar with the music or the artists. But having been at this station for almost two years now, not only have I become familiar with the core music and artists, I've also learned to appreciate the role this music plays in just about every musical spectrum. I'm glad to be a part of it, and I'm even more thankful I can be successful with this format."



**After all we've all been through — losing a PD, a GM, and some of our sales staff — regaining our morale was a big factor in our success.**



Casey offered this advice on programming: "Don't try to program to impress other radio people; program to impress your audience. I know that sounds obvious, but too many radio folks are too busy trying to find the slickest, most happening jingle package that won't necessarily appeal to the audience, but to radio people. Program to the people, not to the industry."

Turning around the summer book was no easy task for KJMZ. "After all we've all been through — losing a PD, a GM, and some of our sales staff — regaining our morale was a big factor in our success," Casey said. "Our young night guy, whom we named Easy Street, has made quite an impact on our audience and staff members. I found him at KBUZ/Wichita. His energy and enthusiasm have become contagious. This station has become a fun place to work again, and that's important."

## KKDA-FM: Competition Benefits Listeners

Since my interview with KJMZ/Dallas-Fort Worth PD Tom Casey (see main column), there have been some major changes in crosstown KKDA-FM's programming department.

In-house programming consultant Michael Spears has assumed the duties of VP/Programming Terri Avery, who hadn't disclosed her next position at presstime. To the best of my knowledge, KKDA-FM GM Chuck Smith had not released any information, either. I did have the opportunity to talk to Spears about his competition, however.

"The people over at KJMZ have done a fine job in tightening up the competitive battle between our stations," he said. "They deserve congratulations because they've done what they needed to do to compete. We still own the mornings; [morning man] Tom Joyner wouldn't have it any other way. But we have our work cut out for us, because we're not going to leave town and we're not going to change format. Competition is good for everybody and the listeners benefit [from it]."

## V-103's Got The Spirit



WVEE(V-103)/Atlanta sponsored a contest challenging local sports fans to prove their team spirit. V-103 air personality Jerry "Smokin' B" (!) cheers on two contestants.

## Strike The Pose

What's in vogue? Shooting your best promotional shots to R&R. Any station event is fair game — contests, concert tie-ins, benefits, in-studio celebrity visits. Just make sure the photos (black & white or color) are clearly focused and those pictured are properly identified. Mail to Walt Love, 1930 Century Park West, Los Angeles, CA 90067. And keep flashin'.

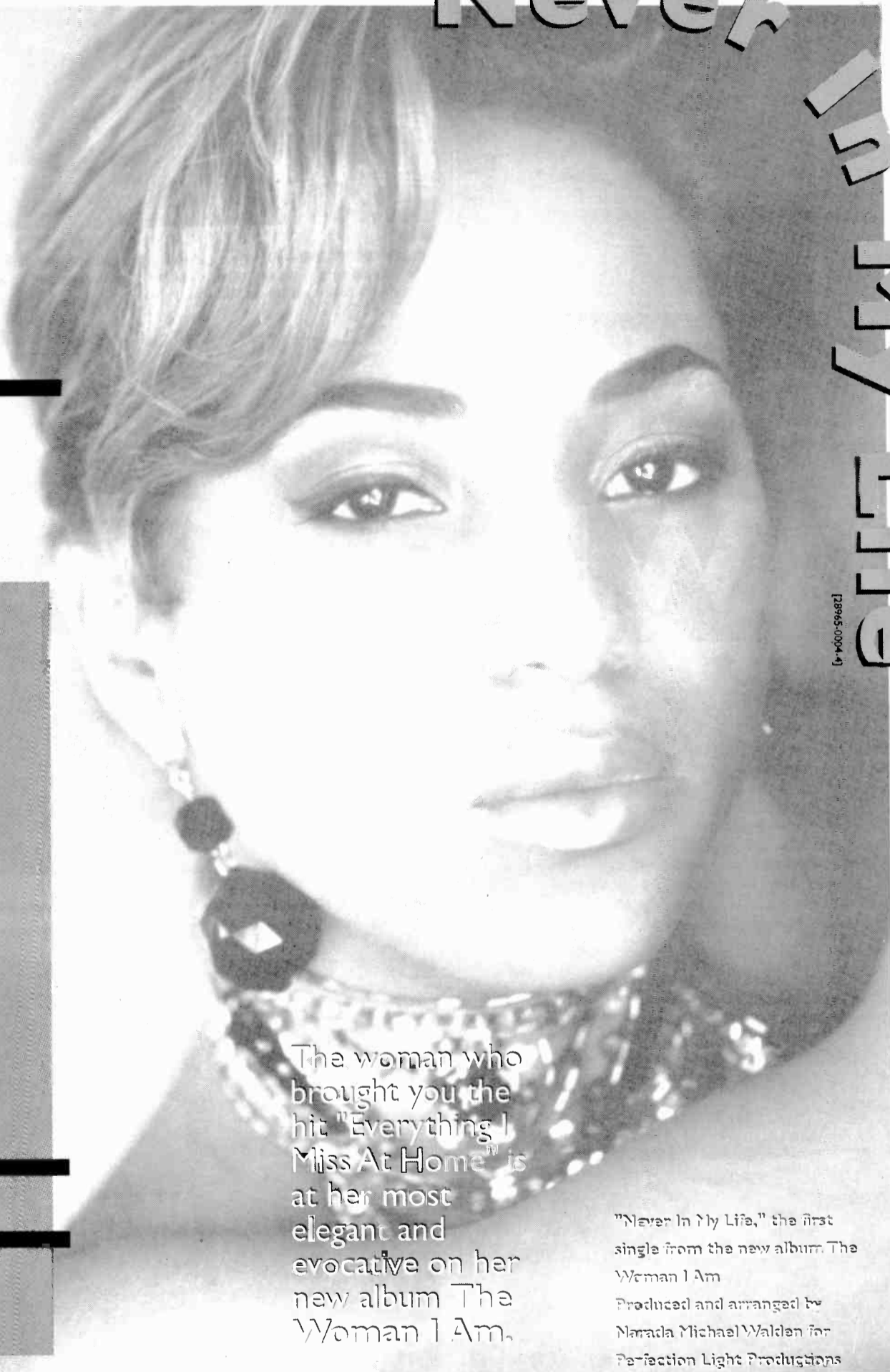


You've never heard her like this before.

Never


In My Life

Cherrelle



The woman who brought you the hit "Everything I Miss At Home" is at her most elegant and evocative on her new album *The Woman I Am*.

"Never In My Life," the first single from the new album *The Woman I Am*  
Produced and arranged by Narada Michael Walden for Perfection Light Productions

**Executive Producers:**  
Clarence Avant and Cherrelle  
**Management:** James Feaster  
in association with Lil C.A.N. Productions,  
Sherman Oaks, CA 

Urban  
**NEW & ACTIVE**  
Already On  
39 UC  
Reporters- 44%

Including  
WUSL WIZF  
WHUR WJLB  
WKYS WTLC  
K97 KPRS  
WHQT and many more!

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# Set Adrift on Memory Bliss

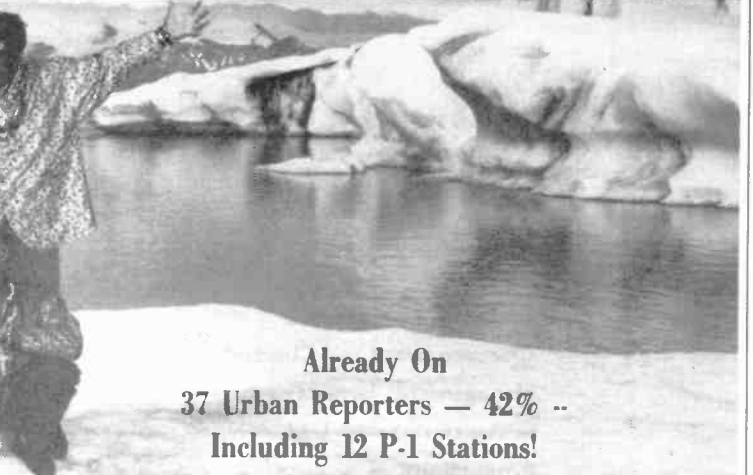


the new single and video from

# PM DAWN



From their debut album  
"Of The Heart,  
Of The Soul And Of The Cross:  
The Utopian Experience"



Already On  
37 Urban Reporters — 42% --  
Including 12 P-1 Stations!



**RICE FOR DINNER** — After having dinner with a KIPR (Power 92FM)/Little Rock listener, artist Gene Rice stopped by the next morning to chat with station staffers. From (l-r) are KIPR's Steven "Jammin'" Stone and Deborah Foxx, Rice, and KIPR's Gloria Barley and Broadway Joe Booker.



**RIGHT DOWN TO KJLH** — LaFace/Arista's Damian Dame visits with KJLH/Los Angeles air personality Greg Mack; (l-r) Mack, Deah Dame, and Damian Dame.



**HEY, TEACH** — Columbia Regional Promotion Manager John Greene recently moonlighted as a teacher when he talked to St. Augustine College students about promotion and industry job opportunities. While visiting the Raleigh campus, he dropped by the school's WAUG-AM & TV; doubling as tour guide was WAUG air personality Lady "B."



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GEESTREET

# ENTOUCH

## She Used 2 B My Girl

the new single from the  
forthcoming album *Entouch*

Produced by Entouch  
Executive Producer: Vincent Davis



On Elektra Compact Discs and **digalog** Cassettes

© 1991 Elektra Entertainment, A Division of Warner Communications, Inc. A Time Warner Company



LON HELTON

## SUMMER SUCCESSES

## Changes Sweep Chicago, Nashville

This is the tale of two cities, Chicago and Nashville. Country stations in each market achieved different levels of success in the Arbitron Summer '91 ratings, thanks in part to numerous programming changes.

WUSN/Chicago exploded with record-setting shares, while in Nashville, WSM-FM slipped past ratings rival WSIX-FM.

## Soaring In The Windy City

WUSN/Chicago is enjoying unprecedented success:

- The 4.5 summer 12+ figure was the station's best ever. It also marked the highest demo share for a Chicago Country outlet in 10 years. (WMAQ scored a 4.8 in Summer '81.)

- Its 25-54 numbers topped the station's previous demo high mark by a full share.

- WUSN has ranked among the market's Top 7 12+ stations for three of the last four sweeps.

PD/morning man J.D. Spangler — whose slot ranked fourth in the market, 25-54 — diffuses any



J.D. Spangler

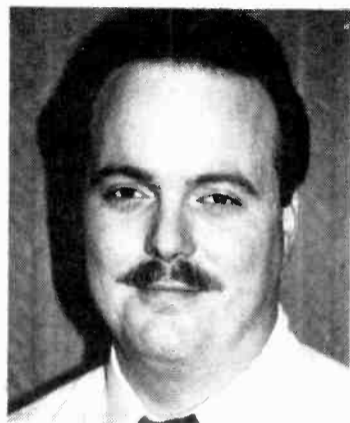
would-be skepticism. "There's no doubt these numbers are for real. Our in-house research has shown us at these levels for the last year. It appears Arbitron's methodology has finally caught up with our success." Keys to that success include:

"

**Listeners have trouble finding current music until they come across a Country station. Once they find us, they stay. More 25-54-year-olds can relate to Garth Brooks than to Hammer.**

—J.D. Spangler

"



Kevin O'Neal

- Consistency. "We have been consistently good for the last 18 months," said Spangler. "There must be a high level of consistency when dealing with an adult audience."

- Stability. There have been no airstaff changes at WUSN in the last two years. (Note: Former station personality Bill Garcia has returned for evenings since the interview for this article took place.)

- Music. "Country has the hottest current music in the world. There's an excitement level unmatched by any other genre. Listeners have trouble finding current music until they come across a Country station. Once they find us, they stay. More 25-54-year-olds can relate to Garth Brooks than to Hammer."

- More currents. WUSN boosted its currents from 40% to 60%, with some hours featuring as much as 65% current music. Spangler also established a Hot Recurrent category — with songs coming up every four to five hours — as his second most-rotated group of records.

What's more, the station recently added a jingle package and have been with the Rusty Walker & Associates consultancy for about a year.

## Collaring The Cume

Spangler says parent company Cook Inlet's promotion philosophy is to "make sure we're near to our listeners." WUSN enlists a two-pronged attack — direct mail campaigns and a frequent caller phone line — to accomplish that goal.

The station conducts four direct mailings per year (that's likely to double soon) to what Spangler calls a "huge database." The campaign began 18 months ago. Furthermore, Spangler uses little TV support, placing select time-buys only on country-oriented programs.

The frequent caller line allows listeners to dial a special number

"

**We wanted to deliver a Country radio station that's music-intensive as well as one that's warm, friendly, and has a human side.**

—Kevin O'Neal

"

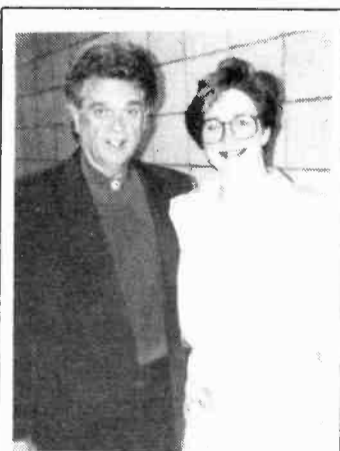
for information on a number of station-related projects: Concert updates, WUSN events, ticket information and prices, and traffic (the last of which is updated every 10 minutes).

## New Music City Leader

The Summer '91 Nashville Arbitron marked WSM-FM's first 12+ victory over WSIX-FM since Spring '89 and only its third win over WSIX-FM since Fall '87.

WSM-FM PD Kevin O'Neal said, "I'm surprised at the distance between the two stations even though I expected us to do well. Not only have the Arbitron monthlies shown us improving, but other audience-research studies have shown us getting stronger, too."

Describing his goal since arriving last October, O'Neal said, "We wanted to deliver a Country radio station that's music-intensive as well as one that's warm, friendly, and has a human side. We've tried to be a lot more aggressive promotionally — with concerts and in terms of internal and external marketing."



ALL ATWITTER — Conway Twitty, Vern Gosdin, Aaron Tippin, Eddie Rabbitt, and Patty Loveless are a few of the acts who have graced the WZPR/Meadville, PA airwaves during concert stopovers. Catching some quality backstage time with Twitty is midday personality Beth Christy.

## Tale Of The Tape

Here's how this week's featured Chicago and Nashville stations fared in the summer Arbitron and Birch (in parentheses) ratings.

Chicago				
	12+	25-54 Rank (Arb)		
	Sp '91	Su '91	Sp '91	Su '91
WUSN	3.3 (4.7)	4.5 (4.0)	11	3
Nashville				
	12+	25-54 Rank (Arb)		
	Sp '91	Su '91	Sp '91	Su '91
WSIX	12.2 (11.5)	10.1 (11.9)	1	2
WSM-FM	9.0 (10.3)	11.9 (11.8)	2	1

O'Neal also feels WSM-FM has benefitted from a change within the industry. "We're fortunate the format became more song-based during the last year, because that's our niche. WSIX is more personality-driven and talk-intensive."

WSM-FM's Country Club promotion was another element in the station's success. Launched last March, the promotion has placed more than 400,000 club cards in the hands of Middle Tennessee listeners. Those card-carriers vied for the \$1000 daily prize WSM-FM gave away during the summer book.

## Fine Tuning

The hotly contested battle for Music City listeners was more completely detailed in my June 7 R&R Country column. However, since his arrival, O'Neal has:

- Brightened WSM-FM's music. It had been conservative and down-tempo, with a heavy emphasis on Gold. Now it's closer to WSIX-FM's mix (although the station's still not as aggressive when it comes to adding music by new acts).

- Increased the station's production values by adding Charlie Van Dyke as the station's voice.

- Added a new jingle package.
- Raised the staff's on-air enthusiasm level.

- Added the call letters to the station's identifier, changing it from "Nashville 95FM" to "Nashville 95: WSM-FM."

- Instituted airshift changes. Morning co-host and former PD Bruce Sherman, a 15-year market vet, moved to middays; afternoon driver Rich Miller segued to evenings; Jim Tabor of Country WCOS/Columbia, SC and Ginny Harmon from New Rock KGSR/Austin were teamed for mornings (Harmon has since exited, and the search is under way for a new wakeup sidekick); WPAP/Panama City PD Rick Braswell joined for PM drive.

- Debuted "Cryin', Lovin', and Leavin'" — an all-request and dedication show.

## WSIX's Plans

In June, WSIX-FM PD Eric Marshall noted his station hadn't changed much while WSM-FM went through its metamorphosis.



Eric Marshall

He said, "We're on top. We can't focus on what someone else is doing. We just keep doing what we do best, while concentrating on building the best product we can."

"

**WSM-FM is to be congratulated . . . It deserves to be No. 1 — even if it is only a temporary position.**

—Eric Marshall

"

Marshall declined to detail WSIX-FM's strategies for the fall sweep. But when asked about his plans for the station now that WSM-FM jumped ahead in the ratings, Marshall said, "WSM-FM is to be congratulated. It threw a lot of money at the product, and it deserves to be No. 1 — even if it's only a temporary position."

"We're a great radio station. You don't take the level of talent in this building and put it under anyone's thumb TFN [Till Further Notice]. That's just not going to happen. We will address the reasons for the decline and be back on top."

Incidentally, WSIX-FM's four-year President/GM David Manning, widely acknowledged as the station's architect and promotional mastermind, left October 15 to pursue other business opportunities. The new VP/GM is former WGFY/Nashville VP/GM Diane Kruhaup.

*Country radio  
knows a hit record because*

IT'S EASY TO ADD  
IT'S EASY TO PLAY  
"IT'S EASY TO TELL"



*the new hit single from*

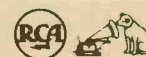
**MATRACA BERG**

---

*From the forthcoming album  
"Bittersweet Surrender" available  
in January.*



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## Nashville Labels Introduce Earth-Conscious Alternatives

A few Nashville labels have begun addressing environmental concerns by introducing retail and promotional products in recyclable materials.

### RCA & DigiTrak

RCA/Nashville has released the Roy Rogers "Tribute" CD to retail in DigiTrak, an environmentally friendly package. DigiTrak eliminates waste caused by the long and jewel boxes by using four cardboard panels. The panels are displayed in the store in longbox form with plastic tracks holding the sides together. When consumers open the package, the tracks are removed and the cardboard panels fold down into a jewel box to store the CD. Only the shrink wrap and plastic tracks are thrown away.

"Tribute" is the first country album ever to use DigiTrak, following two other albums — Sting's "Soul Cages" and Bonnie Raitt's "Luck Of The Draw." Shorewood Packaging, DigiTrak's manufacturer, is currently working on a U2 CD, but has no other orders at this time for country product. RCA/Nashville says it has no current plans to package upcoming projects in DigiTrak.

### WB's Smart-Pak

Warner Bros./Nashville also steps to the environmental forefront with the Smart-Pak — a shipper and storage container made entirely of recycled paper. The label now releases some of its promotional CDs in the still experimental packaging, replacing the jewel box and outer mailing envelope completely with folding panels similar to DigiTrak's. WB hopes to use something similar to the Smart-Pak for its retail products in the future.

"The Smart-Pak is cost-efficient, and by going to it we felt we could have a positive impact on at least the promotional percentage of our product," said WB/Nashville National Promotion Director Bill Mayne. "The industry response to it overall has been positive, but I think anytime you introduce anything new, people are going to be

hesitant at first. We're already getting feedback from radio about it and have begun to address some design issues to improve it."

### Mixed Feelings

MCA/Nashville also found mixed feedback when it tried to alter its promotional CD packaging for environmental reasons earlier this year. According to MCA/Nashville VP/Production Katie Gillon, the label scaled down from a regular jewel box to a slim-line box and finally to a paper sleeve, but received so much flak from radio that it reverted back to the jewel boxes.

"Radio complained that they couldn't file it properly because of the sleeves and that they needed a spine. They were actually removing the CDs from our packaging and putting them in their own jewel boxes. So we switched back," said Gillon. "But we're ready to go to

whatever the industry goes with as a standard."

Certain industry sectors question graphic visibility if the longbox is altered to a smaller state or phased out. Will impulse buying due to eye-catching graphics decrease? "We want Country to be the innovator in environmental measures. But at the same time we don't want to make people hunt for a first-time artist's product," said Arista/Nashville Manager/Office Services Ramona Simmons. "And if you're hidden or doing something that's not as noticeable, you lose sales."

Shorewood Packaging AE Doug Brown agreed. "Personally, I miss the album jacket. I used to buy on impulse what caught my eye. But as these get smaller and smaller, I think sales will go down. The graphics are the record company's salesmen in the store."

Other Nashville labels such as Sony, Capitol, and Arista do their part in making an environmental difference by using recycled paper for CD longboxes, scaling down mailing envelope sizes, and recycling leftover jewel boxes. Several have even committed to using completely recycled packages (J-cards and CD booklets included) as soon as possible. One thing the labels all seem to agree on is that once an industrywide, acceptable alternative is reached the initial adjustment will be worth the long-term outcome.

### Earth Party

The Nashville chapter of ECO (Earth Communications Office) will present its second annual Earth Ball on November 8 at 328 Performance Hall. Rodney Crowell hosts the event, which will feature entertainment by the Fabulous Del Beatles and special guests Run C&W. This year's Earth Ball theme is energy awareness and conservation. Prizes will be awarded for the best vegetable corsage and organic accessory.

— Lorie Hollabaugh

## Tennessee Ernie Ford Succumbs

Tennessee Ernie Ford died last week (10/17) in a Reston, VA hospital after a bout with liver disease. The Ol' Pea Picker, as he was affectionately known, spent time as a radio announcer before being discovered by Cliffie Stone and signing with Capitol Records in 1949.

He enjoyed a singing career that spanned two decades and several musical formats. Best-known for songs such as "Sixteen Tons," "The Ballad Of Davy Crockett," and "Mule Train," he racked up 17 Top 10 country hits, nearly a dozen Top 20 pop hits, and four million-selling pop albums. He later won a gospel Grammy in 1964 and was inducted into the Country Music Hall of Fame in 1990.

## CMTN THE NASHVILLE NETWORK

53.9 million households  
Larry Pareigis, MD  
Lyndon LaFevers,  
Video Program Administrator

Weeks On

### HEAVY

MARK COLLIE/She's Never Comin' Back (MCA)	4
DAVIS DANIEL/For Crying Out Loud (Mercury)	14
VINCE GILL/Look At Us (MCA)	6
ALAN JACKSON/Someday (Arista)	8
GEORGE JONES/You Couldn't Get The (MCA)	11
LITTLE TEXAS/Some Guys Have All The Love (WB)	9
PATTY LOVELESS/Hurt Me Bad (In A...) (MCA)	13
LORRIE MORGAN/A Picture Of Me... (RCA)	16
ROY ROGERS & CLINT BLACK/Hold On Partner (RCA)	3
RICKY VAN SHELTON/Keep It Between... (Col.)	11
MARTY STUART/Tempted (MCA)	15
PAM TILLIS/Put Yourself In My Place (Arista)	11
TRAVIS TRITT/Anymore (WB)	10
K. WHITLEY & E.T. CONLEY/Brotherly Love (RCA)	10
TRISHA YEARWOOD/Like We Never Had... (MCA)	10

### ADDS

EDDIE LONDON/Uninvited Memory (RCA)
NORTHERN PIKES/She Ain't Pretty (Scotti Bros)
BOB SEGER/The Real Love (Capitol)

Information current as of October 21.

## COUNTRY FLASHBACK

### 1 YEAR AGO

• No. 1: "Home" — Joe Diffie

### 5 YEARS AGO

• No. 1: "You're Still New To Me" — Marie Osmond & Paul Davis

### 10 YEARS AGO

• No. 1: "Fancy Free" — Oak Ridge Boys

### 15 YEARS AGO

• No. 1: "You And Me" — Tammy Wynette (2nd week)

## CMT

COUNTRY MUSIC TELEVISION  
14.2 million households  
Bob Baker, Director/Operations  
Ric Trask, Program Manager

### TOP 10

LW TW

1	TRAVIS TRITT/Anymore (WB)	
2	MARTY STUART/Tempted (MCA)	
3	VINCE GILL/Look At Us (MCA)	
4	ALAN JACKSON/Someday (Arista)	
5	RICKY VAN SHELTON/Keep It Between... (Col.)	
10	NEAL MCCOY/This Time I Hurt (Atlantic)	
9	DOLLY PARTON/Eagle When She Flies (Col.)	
8	SAMMY KERSHAW/Cadillac Style (Mercury)	
9	REBA MCENTIRE/For My Broken Heart (MCA)	
8	MARTIN DELRAY/Lillie's White Lies (Atlantic)	

Weeks On

### HEAVY

JOHN ANDERSON/Straight Tequila Night (BNA)	3
MATRACA BERG/It's Easy To Tell (RCA)	4
JAMES BLUNDELL/Time On His Hands (Capitol)	9
BROOKS & DUNN/My Next Broken Heart (Arista)	6
MARK COLLIE/She's Never Coming Back (MCA)	5
DAVIS DANIEL/For Crying Out Loud (Mercury)	14
CHARLIE DANIELS/Little Folks (Epic)	6
JOHN DENVER/Potter's Wheel (Windstar)	ADD
DESERT ROSE BAND/You Can Go Home (Curb/MCA)	9
DIAMOND RIO/Mirror, Mirror (Arista)	13
DEAN DILLON/Don't You Even Think... (Atlantic)	10
HOLLY DUNN/No One Takes The Train Anymore (WB)	8
GEORGE FOX/I Know Where You Go (WB)	10
EMMYLOU HARRIS/Rollin' And Ramblin' (WB)	9
HIGHWAY 101/The Blame (WB)	12
JJ WHITE/Heartbreak Train (Curb)	5
GEORGE JONES/You Couldn't Get The... (MCA)	12
KENTUCKY HEADHUNTERS/It's Chittin'... (Mercury)	8
HAL KETCHUM/I Know Where... (Curb) BREAKOUT/6	
JIM LAUDERDALE/Maybe (WB)	5
CHRIS LEBOUX/Workin' Man's Dollar (Capitol)	3
LITTLE TEXAS/Some Guys Have All The Love (WB)	11
EDDIE LONDON/Uninvited Memory (RCA)	2
PATTY LOVELESS/Hurt Me Bad (In A...) (MCA)	13
KATHY MATTEA/Asking Us To Dance (Mercury)	7
RONNIE McODWELL/Just Out Of Reach (Curb)	8
LORRIE MORGAN/A Picture Of Me... (RCA)	16
MARK O'CONNOR/Bowie (WB)	7
PIRATES OF THE MISSISSIPPI/Fighting... (Capitol)	5
REMINGTONS/Long Time Ago (BNA)	4
ROY ROGERS & CLINT BLACK/Hold On Partner (RCA)	4
SAWYER BROWN/The Walk (Capitol)	16
DAWN SEARS/Good Goodbye (WB)	7
BOB SEGER/The Real Love (Capitol)	ADD
RICKY SKAGGS/Lie's Too Long (To Live...) (Epic)	10
SWEETHEARTS OF THE RODEO/Devil And... (Col.)	4
TEXAS TORNAOOS/Is Anybody Goin' To... (WB)	6
PAM TILLIS/Put Yourself In My Place (Arista)	14
KAREN TOBIN/Carolina Smokey Moon (Atlantic)	6
STEVE WARINER/Leave Him Out Of This (Arista)	6
K. WHITLEY & E.T. CONLEY/Brotherly Love (RCA)	12
TOM WOPAT/Back To The Well (Epic)	4
TRISHA YEARWOOD/Like... (MCA) BREAKOUT/12	

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 October 25.

JANICE & JAYNE

# HEART BREAK TRAIN

All Aboard November 4

WHITE

CURB RECORDS

# LET ME COUNT THE WAYS... TO SAY "THANK YOU"

FOR THE 1991  
CMA HORIZON AWARD

FOR "ANymore"...  
MY 5TH #1 SINGLE IN 18 MONTHS

FOR "IT'S ALL ABOUT TO CHANGE"  
WHICH IS ABOUT TO BECOME MY  
SECOND PLATINUM ALBUM,  
ONLY 4 MONTHS AFTER RELEASE.



Management: Ken Kragen, Ken Kragen & Co. Agency: William Morris/Nashville Public Relations: Evelyn Shriver Public Relations/Nashville



RECORDS



THE SKY IS CRYING



Epic® Reg. U.S. Pat. & Tm. Off. Marco Records & is a trademark of Sony Music Entertainment Inc. © 1991 Sony Music Entertainment Inc.





HARVEY KOJAN

## ALBUM ORIENTED ROCK

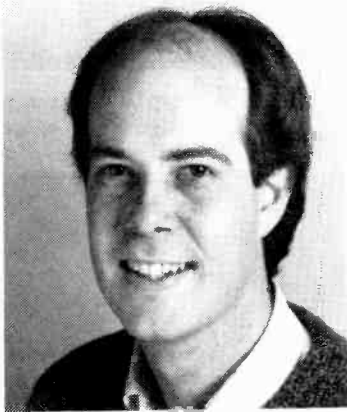
## Parity In The Motor City

You'll find no tighter, tougher radio war than the three-way battle involving Detroit rockers WLLZ, WRIF, and WCSX. Just when it seems one station is gaining an advantage over the others, a new book arrives painting a different picture.

The latest Arbitron shows the stations are separated by just three-tenths of a share, with WLLZ at 4.2, 'CSX at 4.1, and 'RIF at 3.9. WLLZ leads in 18-34s, mornings, nights, and weekends; 'CSX is on top in middays, afternoons, and with women; 'RIF excels in 35-44 males and has the most balanced demographic profile.

But while each station can tout its own strengths, this is essentially a three-way tie. "It's almost like we've reached parity," says 'RIF PD Jim Pemberton. "I don't think anyone's going to break out of the pack. I'd like to think it's possible, and of course I'm always striving to do that. But I'm not so sure that's the ultimate answer."

'CSX PD Mark Pasman agrees. "As far as 12+ is concerned, I don't



Jim Pemberton

think you're ever going to see the day when one of the stations will be three or four points ahead of the others. We're all hovering between 3.5-4.0, and it's getting a little boring."

WLLZ PD Jay Clark characterizes the three-way race as "the toughest single battle I've ever been in. The competition is so good. I hope it's not always this way."

### Incestuous Relationship

One of the reasons breaking out of the pack is so difficult is because all three stations are firmly entrenched in the market. 'RIF's the true heritage station. But WLLZ has been around for a decade, and 'CSX hit the air in early '87. The PDs are all Detroit veterans, particularly Pasman and Pemberton, who've spent nearly their entire careers in the Motor City. (Pasman programmed 'RIF in 1983-84; Pemberton worked at WLLZ for three years.)

Another factor is the potential listener confusion caused by talent-swapping among the stations. The

most recent example is Ken Calvert, who crossed to WLLZ after 13 years at 'RIF. ('RIF wakeup team J.J. & The Morning Crew made a similar move a few years back.)

"This is one of the most incestuous markets I'm aware of," Pemberton says. "Not only have we all worked at the other stations, but we also steal from each other. There's a lot of potential for confusion, especially with the weekends. WLLZ does block parties, we do 'three-for-alls,' and 'CSX does something similar at times as well. You don't even know who you're listening to unless you look at the dial."

"The difference between the two AORs is definitely blurred," Pasman agrees. "Our advantage is having one major plank to stand on. People know who the Classic Rock station is."



Mark Pasman

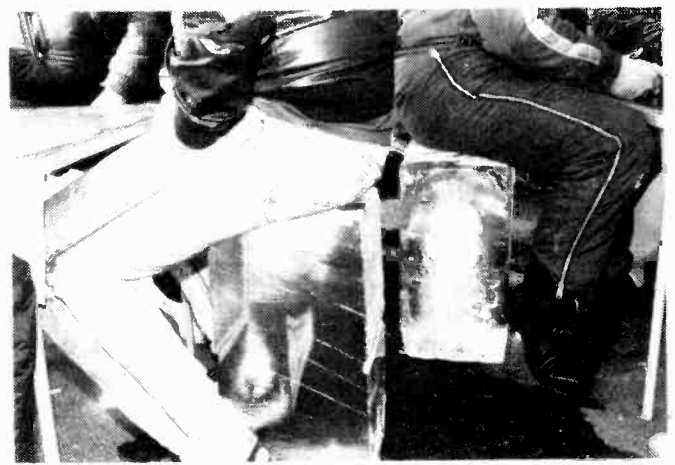
"We shared 58% with 'RIF in this last book, and 'RIF shared 60% with us. So there's certainly a definite blurring in some people's minds," Clark concurs. "Focus groups definitely know the difference between the three stations — 'CSX in particular. But the non-core listener probably has trouble distinguishing among the three."

### Musical Shifts

Looking at the numbers, you might think the stations have been merely spinning their wheels. But all three have made significant changes over the years in an attempt to break away from the pack.

"The battle has shifted a couple of times since I've been at 'CSX," Pasman says. "Initially WLLZ and 'RIF reacted to us like most AORs do against Classic Rock: by heavily shifting their music mix toward classic rock. The change at WLLZ was especially noticeable, but it backfired because WLLZ just couldn't shake its hard-rock image.

"They did such a good job of developing that persona over the years — [former PD/evening personality] Doug Podell really helped define it — that the audience considered them the heavy metal station no matter what they played.



ANYONE FOR AN ICE-COLD BUTT? — Pictured are two of the cool participants in WCSX morning team Chapin & McBean's first annual "Cold Butt Poker Tournament." Gamblers played in 27-degree weather while sitting on blocks of ice.

## WCSX 94.7 FM

### Sample Hour

SPENCER DAVIS GROUP/Gimme Some Lovin'  
CCR/Born On The Bayou  
ELTON JOHN/Rocket Man  
JOURNEY/Wheel In The Sky  
SQUEEZE/Tempted  
EAGLES/Witchy Woman  
SANTANA/Open Invitation  
JONATHAN EDWARDS/Shanty  
DOORS/L.A. Woman  
FOGHAT/Fool For The City  
ROLLING STONES/Shattered

Recent indications are that WLLZ has moved toward a lot harder, more current sound. Whereas you used to hear 'Rhiannon' at 10am, now you'll hear 'Back In Black.'

"'RIF has also modified its approach. In the past few months



Jay Clark

they've become more aggressive musically, adding things out of the box and playing some of the big-hair bands they'd ignored in the past. Despite that, they still have their eyes on 25+ and have made some headway."

Clark acknowledges the musical changes. "Until a couple of months ago we were trying to appeal to a slightly older demo. Now we're basically a 25-34 station and have really focused our music tightly. I don't think you can be all things to all people anymore, especially when you have a good Classic Rocker — as well as a heritage rocker — in town. We'll still pick up

plenty of 18-24s and 35+, but our primary focus is 25-34."

"WLLZ can't seem to decide whether it wants to target 18-34s or 25-44s," Pemberton says. "I went through the heavy-rock period at WLLZ, and there was a specific plan on how to evolve from that. But that plan seemed to evaporate as I was leaving. They moved in an adult direction too quickly and confused their listeners. You can't change overnight."

"While WLLZ has gone back and forth, we've been consistent since shifting our music two years ago. Based on focus groups and other research, we decided to go with a 50/50 mix of old and new, and a lot of our recent success is due to that fact."

### Morning Race Tightens

'CSX's biggest change has occurred in AM drive. Like most Classic Rockers, the station debuted without a strong morning show, and its 6-10am slot consistently underperformed the other dayparts. But not anymore. "What we've needed to do, and what we finally think we've done, is develop a morning show," Pasman says. "We had a great train, but needed an engine to pull it. We've found that in Chapin & McBean. Our goal was to become

Continued on Page 58



### Sample Hour

PINK FLOYD/Comfortably Numb  
RUSH/Dreamline  
EDDIE MONEY/Baby Hold On  
THUNDER/Dirty Love  
NAZARETH/Hair Of The Dog  
BAD COMPANY/Feel Like Makin' Love  
STORM/I've Got A Lot To Learn About Love  
NIGHT RANGER/Don't Tell Me You Love Me  
LYNYRD SKYNYRD/Keeping The Faith  
BOSTON/Hitch A Ride  
ERIC CLAPTON/Forever Man



IS THAT A SAUSAGE IN YOUR HAND, OR... — WLLZ wakeup hosts Jim "J.J." Johnson and George Baier host a sausage-stuffing contest as part of their annual Oktoberfest bash at the Stroh's brewery.



### Sample Hour

BEATLES/Hard Day's Night  
QUEENSRYCHE/Jet City Woman  
VAUGHAN BROTHERS/Good Texan  
CULT/Wild Hearted Son  
METALLICA/Enter Sandman  
ROMANTICS/When I Look In Your Eyes  
BLACKEYED SUSAN/None Of It Matters  
JOE WALSH/Ordinary Average Guy  
SHADOW KING/I Want You  
BATON ROUGE/Slave To The Rhythm  
ELTON JOHN/Grey Seal

# Parity In The Motor City

Continued from Page 57

competitive within a year, and they've accomplished that.

"J.J. & The Morning Crew were the reigning rock 'n' roll knuckleheads, but Chapin & McBean are giving them a real tough time. The morning battle has become super-competitive. We've been competitive without having a big morning show, and I think we can open up a lead if Chapin & McBean develop into the top-rated morning show I truly feel they're on their way to being."

Pasman says Calvert's defection to WLLZ will deal 'RIF' a double blow. "I'm glad I'm not at 'RIF' trying to figure out what to do. Ken worked for two years in mornings

**"I'm glad I'm not at 'RIF' trying to figure out what to do. With WLLZ turning their guns against them, I don't think the future bodes well for 'RIF."**

— Mark Pasman

## Money Changes Everything

Despite each station's efforts to pull away from the others, recent history indicates this will remain a tight three-way affair. If anyone blinks, money could be the determining factor.

"A lot will depend on who can survive the next couple of years from an economic standpoint," Clark says. "If everybody had held their rates, I think we'd all be in a much better position than we are now. But one of the three stations has a tendency not to do that. When it doesn't, it drags the other two down. And I can see a problem developing down the road if that continues to happen — especially if the economy doesn't turn around."

**"This is one of the most incestuous markets I'm aware of. Not only have we all worked at the other stations, but we also steal from each other."**

— Jim Pemberton

"[Current WLLZ afternoon driver] Sheri Donovan did extremely well against Arthur in the summer book," notes Clark. (She actually beat Penhallow 12+.) "If she can do it, I think Ken certainly can. She's a fine personality, but doesn't have the time in the trenches that Ken has. When she moves to mid-days we'll have a very strong lineup."

But despite losing Calvert, Pemberton isn't concerned. "There's no question in my mind Arthur's going to beat him. Arthur's been in the slot for 21 years. He's a habit in afternoons. Ken is not. As far as our mornings are concerned, Ken was just one cog in the wheel. The other elements are still in place. All I need to do is put the right person into the mix and we'll have a good morning show."

**"There's certainly a definite blurring in some people's minds. The non-core listener probably has trouble distinguishing among the three stations."**

— Jay Clark

and was finally starting to see a payoff. Not only do they lose that, they also give a key competitor someone to compete against. 'RIF's down to one proven strong horse: [21-year afternoon man] Arthur Penhallow. With WLLZ turning their guns against them, I don't think the future bodes well for 'RIF.'"

**Coming Next Week**

**KIOZ Rocks San Diego!**

"If one guy keeps dropping his pants, there might come a time when there's not enough money for the three of us. The price of business has gone up, and that's certainly going to affect everybody's attitude toward the format and the need for bigger numbers."



**TONGUE TIED** — WKZQ/Myrtle Beach PD Johnny Diaz is the lucky man surrounded by this bevy of hot oil wrestlers.



**SLOTS O' LUCK** — There may not be a ton of slots available at AOR these days, but that certainly wasn't the case at WMMR/Philadelphia's annual Trump Plaza remote in Atlantic City. Among the gambling fools were (l-r) Don Henry, 'MMR morning personality John DeBella, and Marc Cohn.

## FAMOUS FIRSTS

**CORY DRAPER**  
APD/MD,  
KBER/Salt Lake City

WHAT WAS THE FIRST RECORD YOU BOUGHT?

C: KISS, "Love Guns," on 8-track.

WHO WAS YOUR FIRST RADIO IDOL?

C: Casey Kasem.

WHAT WAS YOUR FIRST COMMERCIAL RADIO JOB?

C: KBER.

WHAT WAS YOUR FIRST SEXUAL ENCOUNTER?

C: In second grade, with Rachel and Brenda, behind the bushes at recess

**YOUR FIRST PRIORITY THIS WEEK:**

**FIREHOUSE**  
"ALL SHE WROTE"

A Most Added AOR 23/20

WIYY	KUPD	KNCN	KTAL	KQLZ	WCIZ
WWBZ	KBER	WSTZ	WAPL	KRZQ	WKZQ
WRIF	WCCC	WRXL	KILO	KEZE	KZOQ
KYYS	WRFX	WIXV	KRZR	KLPX	



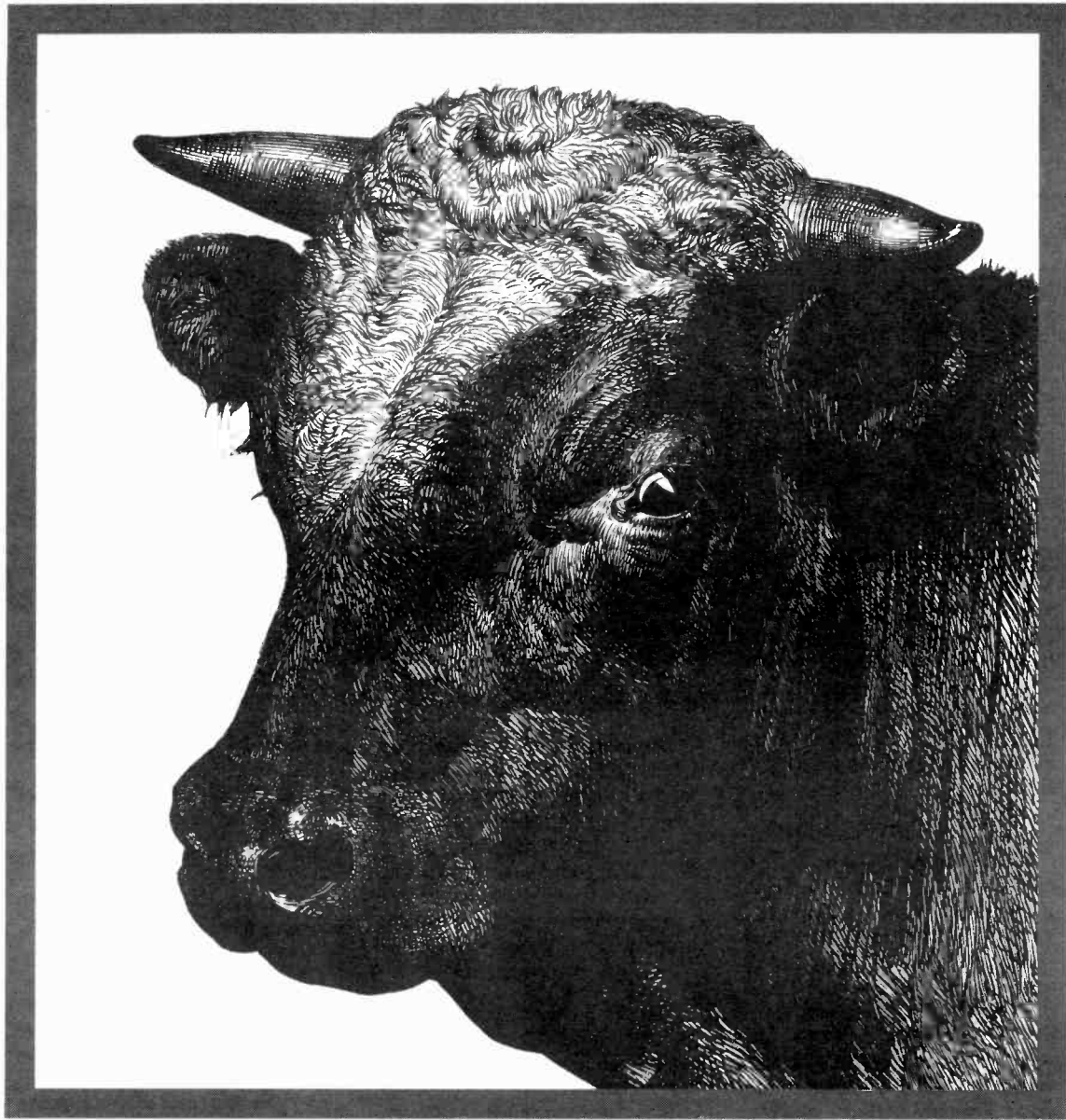
## SEGUES

Kelly McKann, who recently resigned as PD at WDJR/Dothan, AL, surfaces at new AOR WDRK/Panama City, FL, which flips from an SMN Gold format. He'll handle PD/MD/af-

ternoon duties ... Former WKTI/Milwaukee night rocker **Stef Ludwig** is now doing weekends/swing at WWBZ/Chicago ... Longtime KZRR/Albuquerque MD **Hubby Dean** exits.



**BOARD TO BE WILD** — WEBN/Cincinnati Sports Commando Wildman Walker broadcasts from his billboard "highrise to hell," which has served as his home since his September 5 vow not to come down until the Cincinnati Bengals won. The Bengals' loss to Buffalo Monday night guaranteed Walker would spend at least 54 consecutive days on the billboard.



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## PROMOTION RECAP

## Enthusiasm Builds For Annual Events

Here's a look at a few recent promotions designed to create a sense of heritage among New Rock listeners.

## 'DRE Rock Fest

WDRE/Long Island's Rock Fest '91 was so large it took six night-clubs to hold and as many nights to complete. The event — an outgrowth of the station's annual WDRE Day celebration — showcased 21 alternative acts and raised approximately \$40,000 for the Long Island Association for AIDS Care and the Nature Conservancy.

Marketing & Promotion Director Theresa Beyer says the decision to expand the event from one to six nights was based on support from the industry as well as the desire to serve listeners. "We really wanted to get into our various listening areas. By staging each concert on a separate night and in a different area, we gave everybody the opportunity to participate."

The station's fragmented listening area encompasses parts of New Jersey, Connecticut, Long Island, Manhattan, and the boroughs of NYC. Passes to the weeklong event cost \$15. "The pass essentially provided you with tickets for all six nights," explains Beyer. "You could use all of them or just the ones you wanted."

## Careful Planning

To ensure success, Beyer says she carefully developed a marketing plan. "We started working on this seven months ago, sending letters to record reps to tell them what was going on." While still securing the talent, Beyer began lining up sponsors. "I put together different sponsorship packages at levels ranging from \$2500 to \$10,000. We had three major sponsors, and they were absolutely tickled at the response. Hopefully next year we can double our sponsorships and raise even more money."

'DRE promoted the event extensively, using an arsenal of 27 produced promos on the air and a music sampler mail-in campaign co-



sponsored by the Atlantic Group. Beyer says the event came off without a hitch. "We had people lined up and waiting to get into these clubs each night at five o'clock. The potential for problems was six-fold. But there were no major problems, except for the sound cutting out once or twice during the first night."

## 'FNX Turns Eight

WFNX/Boston celebrated its eighth birthday this fall by staging a three-club music marathon to raise money for two local homeless charities: Shelter Incorporated and Family To Family.

For a mere \$5, fans could hear 11 alternative bands at the venues, which are conveniently located within stumbling distance of each other. The only problem, says Marketing Manager Ginny Markowitz,

was that 8000 people tried to squeeze into areas designed to seat 3000 comfortably.

"It was great, but very bizarre. It was an amazing event. People were everywhere. The lines hooked around the block on both ends. But it was wonderful, and the jocks loved doing it. It's a celebration of us and of being here for eight years."

Markowitz says record labels and the participating bands — including Smashing Pumpkins, Nirvana, School Of Fish, Chapterhouse, the Wonder Stuff, and the Milltown Brothers — were cooperative and "really psyched to do it." She also notes there was a wider variety of bands playing the event than in previous years.

The station used a strict timetable to get the word out. "We ran a forced listening promotion for six weeks," explains Markowitz. "It's called the 'Birthday Song of the Day.' That ended a few days before the concert party was scheduled. During the two weeks prior to the event, we aired two special promos — one live, one recorded."

The event raised about \$8000 for charity. Markowitz says 'FNX will do it again next year after making a few changes. "We're going to increase the price and will definitely presell tickets. We're looking for-



Live 105's fifth annual Modern Rock Cruise prepares to set sail; (l-r) mid-dayer Mark Hamilton, OM/PD Richard Sands, Entercom President Joe Field, Promotion Director Gabrielle Medeck, MD Steve Masters, David Bowie, asst. engineer Bruce Berman, Tin Machine's Reeves Gabrels, and Live 105 VP/GM Pat McNally.

ward to doing it all again. I'm convinced we could sell out the show even if we sold tickets in July and didn't tell people which bands were performing. It has become the event to attend."

## KITS Cruise Control

KITS (Live 105)/San Francisco packed 1000 lucky listeners aboard a luxury yacht and set sail on a three-hour tour (no "Gilligan's Island" jokes, please) around the SF Bay. Promotion Director Gabrielle Medeck says the Modern Rock Cruise, now in its fifth year, is as popular as ever. "The number of ticket requests was more than 6000. It was incredible."

To become a passenger on the ship, listeners had to win tickets during a two-week on-air contest. "This is not a fundraising event; it's just a way of saying 'thank you' to our listeners. The yacht we used was twice as big as the ones from previous years. Everybody had a great time."



Middayer Steve West lets the audience do the talking as Dave Wakeling (formerly of English Beat and General Public) strums a guitar autographed by Squeeze. The instrument was auctioned for \$400.

## 91X Hosts Second Annual Radiothon

**X**TRA-FM (91X)/San Diego recently hit the air with a live, 56-hour radiothon auction that moved a mountain of music paraphernalia to the tune of \$55,000.

The event — the result of four to six months of planning — got under way in the station's parking lot at 1pm on a Friday and wrapped up at 7pm the following Sunday. Promotion consultant Dawn Gallagher says everybody worked hard to make it a success.

"Our airstaff put in triple time. We had three to five jocks in the building at all times. They were in the telephone operators' room, in the studio playing music and anchoring the event, and in the parking lot area for the party."

Up for bids were more than 300 pieces of musical memorabilia, including two Morrissey concert packages (a pair of front row center seats and dinner with the Mozzer's tour manager) that fetched \$2500 each, a Doors gold record (\$1750), a personalized platinum record by any Warner Bros. artist of the winning bidder's choice (\$1200), a Living Colour tour jacket (\$700), and Johnny Lydon's bright orange stage outfit (\$700).

Although "I Love A Clean San Diego County, Inc." was the only cash beneficiary, Greenpeace, the Rainforest Alliance, and California's Surf Rider Foundation also benefited from exposure. The groups set up booths near the auction area, handing out information to bidders and to folks dropping off re-



cyclable goods. ("We filled two giant garbage trucks with items to be recycled," notes Gallagher.)

"The weekend was a total high. There was so much going on. We handed out free barbecue and tree seedlings. We got a lot of help from record companies and artist managers, too. Several artists stopped by. We had Dave Wakeling. Ten minutes later Ranking Roger was here. We also had Fishbone, Joan Jett, and some local bands. The parking lot was one big party."

"The whole event also was really educational. The fact that so many artists got involved — whether with appearances or by donating items — is amazing. I'm sure it motivated our listeners to take environmental issues fairly seriously. It makes a big impact when listeners hear their favorite recording artists saying these things are important and that people need to change their lifestyles to help save the world."

In addition to the listeners and a few handpicked clients, there was live music courtesy of Transvision Vamp, the Candy Skins, and Cy Curnin of the Fixx. And there was at least one surprise celebrity guest. "David Bowie stopped by. He was in town and wanted to come aboard. We were doing live broadcasts and special cut-ins during the cruise, so [MD] Steve Masters interviewed Bowie on the air."

Medeck says the one thing that worried her the most about the cruise was the weather. "It was very cold and foggy during the days leading up to the cruise, and we were kind of nervous. [But] it

was a beautiful night, and the water was smooth."

—Shawn Alexander & John Brake

## Pictures Of You

Smiles, smirks, and precarious poses. We want to see 'em all. If you have clear shots (black & white are best, but color will do) of any station events — contests, in-studio guests, promotions — be sure to send them to Shawn Alexander and John Brake at 1930 Century Park West, Los Angeles, CA 90067.

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# Achtung New Rock

## KATE BUSH "Rocket Man (I Think It's Gonna Be A Long, Long Time)"

From "Two Rooms"

Celebrating the songs of  
Elton John and Bernie Taupin



New Rock Most Added #1

New Rock Debut 29



## TIN MACHINE "Baby Universal"

Remixed & Live Versions

On Your Desk Now

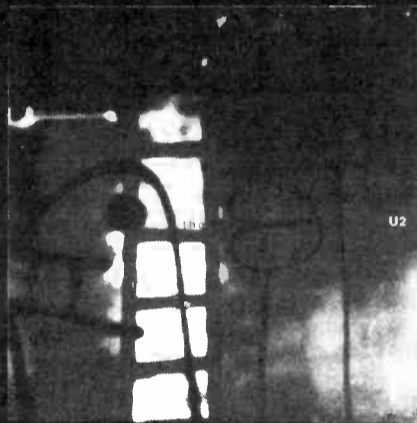
Now On U.S. Tour



## U2 "The Fly"

From the Album "Achtung Baby"

New Rock 2



## VOICE OF THE BEEHIVE "I Think I Love You"

The Second Track From Their  
Hit Album "Honey Lingers"



New Rock #11

On MTV

Now On Tour



## POWER OF DREAMS "Never Been To Texas"

WFXN KJJO WNCB  
WDRE KJQN WDST  
WHFS WHTG KACV

And more!



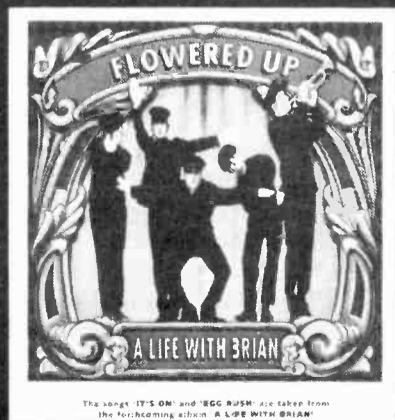
## THE TOP "Number One Dominator"

Going for Adds Oct. 28th



## FLOWERED UP "It's On"

Going for Adds Oct. 28th



## THE MILLIONS "Sometimes"

Coming On 11/4





MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

## WLTT: Combating A Format Stranglehold

### Countering Country's 25-54 Stampede

It's not unusual to see AC variations such as Soft, Lite, Hot, Mainstream, and NAC competing in the same market for similar demos — and the same ad dollars. Now, however, competition to attract and maintain coveted 25-54s is more intense than ever as Country enters the fray.

While not intended to minimize Country's recent blistering ratings success, this tremendous AC splintering may help explain some of Country's pervasive 25-54 gains. AC, which traditionally conceded 35-64s to Country outlets, now finds Country placing a firm stranglehold on 25-54s as well (see accompanying chart).

#### Rival Adult Sound

WLTT/Washington PD Chuck Morgan isn't surprised by Country's huge ratings gains. "This format hasn't gone away since the 'Urban Cowboy' days. AC evolved about the same time with artists like Kenny Rogers, Crystal Gayle, and Eddie Rabbit. Those artists have become a staple at some types of AC stations, and listeners can certainly get a steady diet of them on Country stations. PDs would be smart to watch and listen to [Country] KNIX/Phoenix.



Chuck Morgan

Its presentation and marketing is extremely well done.

"People have been exposed to so many different types of music that the potential for a mass appeal audience exists for many formats.

There are so many options today — people are looking around for things that suit their musical tastes and needs."

Since many of today's modern Country stations avoid the "down home" approach, more of them have a definite adult sound. Regarding crosstown Country competitor WMZQ's on-air presentation, Morgan stated, "Since I've been here, 'MZQ has never sounded as if it's programmed for good ole boys. It's always had a straight-ahead, mass appeal, adult sound."

#### AC: Format Of The '90s

For stations counterprogramming Country challengers, Morgan advised PDs to devise and execute a game plan. "You have to be true to your audience. You can't violate any of their expectations. A while back, many programmers were crazed about disco. [Non-disco PDs] began to muddy the water. As a result, people weren't getting what they expected from their favorite stations."

According to Morgan, AC's future is far from bleak in spite of Country's recent gains. "AC is the pop music format of the '90s, and we're going to thrive. It'll be great to see format exclusive stations get

## The 25-54 Battle

For the fourth successive spring Arbitron sweep, Country outdistanced runner-up AC in the prime 25-54 demo. This sweep, however, marked Country's most decisive and stunning victory.

The following figures recap Arbitron's past five spring surveys. Percentages noted reflect each format's No. 1 showing among Top 100 markets. For example, 35% of the No. 1 25-54 stations in the Top 100 markets in Spring '87 were ACs and 26% were Country.

While not included in the chart, it's noteworthy that in 1987, 35% of Country's No. 1 25-54s came from Top 50 markets; by 1991, 47% were in the Top 50 markets. In 1989, 62% of AC's No. 1s were in markets 1-50; two years later, 40% came from the Top 50.

For maximum comparison purposes, all formats registering number ones the past five years are included.

	'87	'88	'89	'90	'91
AC	35%	24%	29%	26%	24%
Ctry	26%	28%	32%	33%	46%
AOR	7%	13%	11%	11%	10%
B/EZ	2%	1%	0%	0%	0%
CHR	12%	17%	16%	10%	5%
CR	0%	1%	2%	3%	1%
Gold	5%	6%	5%	9%	6%
N/T	3%	4%	4%	3%	6%
Span	2%	2%	0%	0%	0%
UC	7%	4%	2%	5%	3%

some competition. Then people will see AC's true strength.

"Many of us who programmed 10 years ago learned that you can't offer a stale product. You have to update what you do and stay in touch with your audience to find out how they respond to your programming. Radio in general tends to be

very safe and pretty boring at times.

"A PD's responsibility is to get around that problem by offering an exciting product. Today's AC PDs should know what's going on with their audience and stay the course. By doing that, our format's going to be fine."

## WMYX Not Afraid Of The Big Bad Country

WMYX/Milwaukee GM Craig Hodgson believes Country won't become a truly mainstream format and, therefore, isn't too worried about its phenomenal 25-54 ratings explosion.

"Country's 25-54 shares and qualitative perception have both increased," commented Hodgson. "But AC's still considered a 'safe' buy. There's usually one or two of them on a buy in an adult demo. Our Country competitor [WML] has become a market leader, but that's not causing me as much of a problem as some of our other battles, such as with Adult CHR and Classic Rock."

Hodgson — a former PD — attributed much of Country's success to its artists. "They're huge — and getting bigger. Country stations are operating at a product advantage. They have a recording industry that's producing product made for radio. The rest of us don't have that luxury. By comparison, CHR's radio product has disappeared. AC's in a little better shape, but we're sometimes dragging the bottom of the barrel for our big acts. We have a product crisis that's giving Country an advantage.

"This year's biggest AC smash came from 1965 [Natalie Cole's "Unforgettable"]. It's a beautiful song. But come on — AC leans on lots of non-current product. The



Craig Hodgson

new music being created for radio comes from artists like Garth Brooks. I don't see record company product to drive audience shares higher for AC."

Despite the plethora of product, he said Country's audience is too narrow to keep the format growing. "Culturally, it's geared toward one life group. While Country stations have the advantage of superserving that group a little easier and there's more product to satisfy it, the life group doesn't get much bigger."

## WMJJ: Magic Plan To Bridge Ratings Gap

Top 55 market ACs posting 25-54 numbers in the mid-teens are usually firmly entrenched in the No. 1 demo slot. Not so with WMJJ (Magic 96)/Birmingham (market No. 53), which consistently racks up impressive 25-54 figures yet continues to play second banana to Country WZZK.

"To keep pace with 'ZZK, we have to keep up a strong promotional image," commented Magic 96 PD Brad Ellis. "They have lots of contest-type listeners. We try combating them by conducting a significant number of contests. There's a good [ratings] spread between us, but it could be a lot worse. The race is closer than it has been in a long time."

Another way Ellis attempts to bridge the ratings gap is staying focused on community service projects. "There's a big battle between the two stations regarding which one does the March of Dimes Mothers Walk and Vestavia Hills Christmas Parade. This is one way for us to stay competitive among 25-54s."

#### Crossover Clash

According to Ellis, 'ZZK's music has an AC flavor. "They play lots of crossover material. It's very annoying to an AC programmer. Most Country stations probably wouldn't touch Dr. Hook and the

ly Dean's "Somewhere In My Broken Heart." Ellis explained, "It's a very contemporary — and barely Country — song. You'd have to be a loyal Country listener to know it's Country."

Theorizing that some of Country's 25-54 numbers can be attributed to artists like Randy Travis and Garth Brooks, Ellis noted, "These types of singers are hip to the yuppie crowd. We're going through a phase. Country stations won't be able to hold younger demos very long. These listeners will go back to what they grew up with — some form of pop music. Eventually, the [Country] audience is going to go back up to the 35-64 scale."

For fellow AC PDs knocking heads with a strong Country outlet, Ellis advised: "The best thing to do is remember your audience [composition]. Country's 25-54 qualitative data is much different than AC's. Give your audience the best product they can listen to for long periods. You can't always win with cume. Sometimes it takes long TSL. If you provide your own exclusive audience what they truly want to hear, chances are you'll do a great job against a Country station."

While 'ZZK crosses to AC's turf, Ellis said he doesn't reciprocate. "We stay as far away from Country as we can. We don't play any of it in any form or fashion. We want to be as [format-] exclusive as possible, and take advantage of the audience that doesn't like Country."

Brad Ellis

Eagles, but 'ZZK plays many of their songs."

WMJJ, however, recently made an exception to that policy with Bil-



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### AUDIO & VIDEO AIRCHECKS

CURRENT ISSUE #139. MOJO/Scott Shannon, KPWR/Jay Thomas, Phoenix CHRs KKFR & KOY, Oldies 93/Real Don Steele, WHYY/Michael J. Fox, KC's KRVC, KGGI/Bob West, KRMX/Chuck Cannon. 90-min. cassette. \$6.50.  
 CURRENT ISSUE #138. KMEL/Bill Lee & Zoo, B96 Gary Spears-George McFly, KHYY/Jack Murphy, Z100/Gary Bryan & Ross Britain, WKQX/Robert Murphy, KBEQ/Steve E.B. 90-min. cassette. \$6.50.  
 PERSONALITY PLUS #PP-47, KLOS/Mark & Brian, KUBE/Charlie & Ty, WNIC/Harper & Gannon, WLUP/Jonathan Brandmeier, K101/Don Bleu. \$6.50  
 PERSONALITY PLUS #PP-46, KIIS/Rick Dees, B100/Jeff & Jer, KXXR/Crow & West, WLW/Gary Burbank, KJMZ/Russ Parr. Cassette. \$6.50  
 ISSUE #S-210, SAN DIEGO! CHRs KKLQ, XHTZ, ACs B100, KFMB, KXYX, KRMX, KJQY, AORs 91X, KGB, KIOZ, KSDO-FM, Gold KCQB, Cry KSON. \$6.50.  
 ISSUE #S-211, ST. LOUIS! CHRs WKQB, KHTK, AORs KSD & KSHE, AC KYKY, Gold KLOU, UC KMJM, Cry WIL & WKXX. Cassette. \$6.50.  
 PROMO VAULT #PR-9, promo samples - all formats, market sizes! \$10.  
 CLASSIC ISSUE #C-132, KFWB/Gene Weed-1958, KFRC/Joe Conrad-1969, WYSL/Tim Kelly-1968, WAPI/Mark & Brian-1986, KHJ/Bob Anthony-Bobby Ocean-1977, KYA/Chris Cane-1976. Cassette, \$10.50  
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Engineering assistants sought for WCTC/WMGQ central NJ weekend remotes. Experienced only please. JOHN STANLEY: (908) 249-2600. (10/25) EOE

Seeking PT AT for adult rocker on eastern shore of MD. T&R: WZBH, Cepth, 701 N. Dupont Highway, Georgetown, DE 19947. (10/25) EOE

Broad-based adult station seeks down-to-earth airperson with good production skills. T&R: WNCS, Box 551, Montpelier, VT 05602. (10/25) EOE

Announcer sought for central Jersey AC. T&R: WMGQ, Joe DeRose, Box 100, New Brunswick, NJ 08903. (10/25) EOE

### TALK HOST

Northeast market leader seeks topical, controversial, sensitive host for weekly program. Guests/phones. Integration into community ESSENTIAL. T&R & salary requirements to: Radio & Records, 1930 Century Park West, #432, Los Angeles, CA 90067. EOE

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KIKK seeks major market daytime AT. Small ad, big job. T&R: Jim Robertson, 6306 Gulfport, Houston, TX 77081. (10/25) EOE

WGNE/Daytona-Orlando Country seeks experienced entertainer for morning drive. T&R: WGNE, Jim King, 340 S. Beach St., Daytona Beach, FL 32114. (10/25) EOE

Market-leading CHR in P2 market seeks air talent. Good side dollars. T&R: KTUX, Shepard, Box 9104, Shreveport, LA 71139. (10/25) EOE

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Newsperson/talk show host sought for newly formatted station. You'll be a warm-up act for Rush. T&R: WAMR, 287 N. Auburn Road, Venice, FL 34292. (10/18) EOE

## OPENINGS

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KCII-A/F seeks mature, experienced midday AT/production for Full-Service AC/mx in SE IA. T&R: Tom Brehmer, Box 524, Washington, IA 52353. (10/25) EOE

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Winning AM experience required! Medium market. Very successful, full-service, Contemporary AC. T&R, program philosophy to: John Lund, The LUND CONSULTANTS, 1330 Millbrae Ave., Millbrae, CA 94030. No calls, please. EOE

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Country station seeks midday talent with strong production. T&R: KRKT, Bill O'Brien, 1207 E. 9th, Albany, OR 97321. (10/25) EOE

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Talk PD/host. I'll create a solid news foundation and build exciting talk on it. Major market experience. (205) 444-9813 (10/18)

I didn't pick all the CMA winners, but I'd still rather be doing Country than Big Band and Jazz. Any shift. DAN LONDON: (708) 771-2935. (10/18)

College and broadcasting school graduate with advertising, sales, and management experience seeking on-air position. Energetic team player. CHARLIE: (619) 558-7231. (10/18)

Oldies/Country/Soft Favorites and Talk radio. I've done it for others in the past several years; now let me do it for you. BOB: (319) 391-0593. (10/18)

Two years' success behind the scenes in a Top 15 market, seeking FT airshift. Versatile team player with great attitude. TONY: (619) 457-4821. (10/18)

27-year Boston market alumni seeks small/medium market for AT/PD/management. Will help you shine. Let's talk! DICK POWER: (413) 499-1611. (10/18)

MD/AT in Terre Haute market seeks new horizons. AOR/Country/CR preferred. J.R.: (217) 932-2688. (10/18)

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Seasoned CT/NY newsman seeks challenging position. MARTY: (203) 795-4927. (10/18)

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Morning team. Local, funny, team players. ROD BARKER AND JACK REYNOLDS: (919) 671-1162. (10/18)

San Jose, here to stay. 14-year pro seeks AOR/Gold/Country/AC. Let's party. JOHN LEE HUNTER: (408) 227-0282. (10/18)

Attention GMs seeking new ideas to create a first-class ACR. Seven-year veteran seeks to bring ideas to you. Prefer West. DON: (619) 695-7014. (10/18)

Major market air personality with TV experience. Formerly KFMK/Houston, seeking AC/Oldies/CR. ERIC GARCIA: (713) 728-8873. (10/25)

Have personality. will travel anywhere! More than just a liner card reader, a real person behind this ad who will do anything for an airshift. BEN: (202) 338-2699. (10/25)

Ed knows music. Ed knows news. Ed knows computers. Ed knows humor. Ed is seeking a new job. Call him. Just do it. ED: (205) 883-4944. (10/25)

Look at all the ads in here! What's a PD to do? Make it easy and call me. AM drive talent seeks medium/major gig. (212) 330-8391. (10/25)

Top-rated, nine-year Country personality seeks large market on-air or small market PD position. ART OPPERMANN: (303) 686-5645. (10/25)



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WSM offers a competitive salary, excellent benefits, and an organizational atmosphere that is challenging, professional, and rewarding.

Qualified candidates should send resume and non-returnable aircheck, along with salary requirements, in confidence to:

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Nashville, TN 37214

NO PHONE CALLS

WSM IS AN EQUAL OPPORTUNITY EMPLOYER

## POSITIONS SOUGHT

Fun, creative six-year pro seeks OH station where I can utilize my talents. Voices, phones, community involvement. CAPTAIN JACK: (513) 399-2713. (10/25)

Full-Service AT/writer/producer, major market experience, creative style, track record, seeking Top 35 market. CHARLEY: (301) 431-1960. (10/25)

Recently made PD, now the station has been sold. 14-year AT available for the Midwest/South. PATRICK: (708) 369-8939. (10/25)

Hey Southern CA! This Orange County traffic reporter seeks to play some tunes. I have excellent recommendations! ANDI LAUREN: (213) 247-9227. (10/25)

Let me help you! Real team player with winning attitude seeks airshifts in small or medium market. Willing to relocate. MICHAE: (215) 825-2440. (10/25)

Oldies and production whiz with remotes, news, comedy, etc. seeking AC/Oldies/CR in Midwest or NW. Take me, I'm yours. PAUL: (513) 696-2121. (10/25)

### MARK WAINWRIGHT

- \* 19 years' experience as morning and afternoon drive personality.
- \* Interviews, humor, phones, and community involvement.
- \* Versatile performer, excellent production skills.
- \* Great fit for News/Talk, full-service, or personality adult formats.

**(919) 949-8596**

Took my P3 CHR to a 39, then I got fired. I guess I needed a 40. (318) 635-2191. (10/25)

Major market pro seeks small/medium market programming position with rock station. DOUG: (609) 854-0979. (10/25)

Seeking a pro? 17 years with major market experience in Baltimore, Washington, DC, and St. Louis. Willing to relocate. KAT: (314) 230-0415. (10/25)

Save money now! Multitalented 19-year pro with small to major market experience available immediately. All formats and markets. RICK: (412) 774-2574. (10/25)

Experienced, mature, college-educated broadcaster seeks airshift and production at Midwest station. Relates well to adult audiences. ERIC STOUT: (812) 882-7760. (10/25)

Have ambition, enthusiasm, and pipes. Give me a call and we're home. Toto. WADE: (313) 388-0551. (10/25)

K-Marty the discount AT seeks a FT job. Love Country, but any format OK. BA/Communications, interned in news. MARTY: (206) 734-3143. (10/25)

Top 75 sports/talk PBP talent seeks a challenging sports opportunity with your station. GREG: (717) 626-1388. (10/25)

Oldies stations! Seeking a young, experienced, energetic, headstrong, personable, and knowledgeable PD/AT? Relocation OK. BUSTER J. KEATON: (608) 362-0086. (10/25)

Romance is on the air. Warm, personable delivery. Strong female appeal, sizzling production. Soft and Hot AC/CHR/Gold/etc. SHAUN VALENTINE: (213) 278-6373. (10/25)

Most powerful CHR in IL has dumped its best talent. Will relocate for FT job. AC/CHR/AOR. JOHN: (309) 674-3304. (10/25)

### TALENT!

FM morning talk host/director of operations, top-rated (12+) in Salisbury/Ocean City, MD seeking Wash./Balt./Phil. challenge. 10 years' experience in morning talk and 5 years' programming. **302-684-0260**

IL AT returns from IA. Help me get my Land of Lincoln license plates back! Country/CHR/AC experience as MD/AT. STEVE: (618) 498-3523. (10/18)

16 years' experience AC/AOR/NAC AT/PD. After four years' radio in Tokyo, I'm back and seeking an on-air position. RICK: (815) 338-7223. (10/18)

Experienced anchor/updater with excellent writing and delivery skills plus top-notch references. Sports and talk experience too. DAVE: (619) 426-7925. (10/18)

## POSITIONS SOUGHT

College and broadcasting school with advertising sales and management experience seeks on-air position. Energetic team player. CHARLIE: (619) 558-7231. (10/25)

Combine contract engineer and an AT's salary, get an experienced FT engineer/AT combo for your AOR/CR FM. ERIC: (219) 838-4979. (10/25)

High-energy AT will work any format, almost anywhere. Prefer Midwest or South, but open to anything. Let's talk. TIM: (815) 946-2851. (10/25)

Seeking next step up. AMD/AT for major market SW AOR seeks MD gig for rock or alternative station. Learned from the best. LARRY MAC: (602) 963-3657. (10/25)

The female AT you've been seeking. No Anita Hill problems either. JOY: (313) 489-1414. (10/25)

Creative comic seeks opportunity anywhere. Imitations and original comedy. Production and operations in Cleveland. CHRIS: (216) 351-2703. (10/25)

Reason No. 3 to hire me: I live, eat, drink, and sleep rock and roll. GARY G: (412) 327-4460. (10/25)

You should see what I do to men and women 18-34! KPWR, KLOS, KQNG APD/MD/AT. Awesome phones/production. HAL: (808) 245-7605. (10/25)

Female Brown graduate seeks position at Gospel station. Ministry-oriented, with news, announcing, and production experience. BETH: (612) 437-7358. (10/25)

Night owl seeks daylight! Currently FT overnights in So. CA, experience in AC/CHR, seeking FT day or evening shift. DAWN: (818) 346-8310. (10/25)

Recycle! Don't let a great PD go to waste. Graduate of WMMR school of progressive radio. Positioning, music, and promotions. RENEE: (603) 228-2307. (10/25)

Overnight Country AT seeks FT opportunity. Small/medium market, any format. COREY MICHAELS: (515) 752-6522. (10/25)

Sports broadcaster with two years' experience seeks position with station committed to sports. Combo is fine. GREG: (717) 626-1388. (10/25)

Top-rated overnight talent on Country combo seeks daylight gig. AC/CHR experience also. TONY: (616) 696-1631. (10/25)

Make the difference! Environmentalist writer/media pro seeks station to produce programs/promos combining ecology and rock music. AOR/CR/Alt. (213) 665-2508. (10/25)

**Attention small/medium market GMs!  
Major market pro seeks PD position at  
Rock or AC station. I'm a team player  
with all the skills. Call Doug at (609)  
854-0970.**

Contemporary female 18-35. Major market and network-owned experience. PAUL MITCHELL: (215) 324-2866. (10/25)

Rock radio promotions director; creative and innovative promotions. Prior major market radio experience with huge success! JEFF: (303) 450-7782. (10/25)

The Jammer lottery winner could be your CHR/AOR/AC. I offer experience, stability, commitment, reliability, people skills. JAMMER: (615) 842-6996. (10/25)

Talk radio host, unique and original. Satirical and controversial. Do not be fooled by imitations. WALTER JACOBSON: (818) 985-4992. (10/25)

Mike Butts in the morning. Over 21 years' major market experience seeks new challenge. All replies confidential. (512) 343-2068. (10/18)

Top CHR/AC programmer now available. B93 FM, ABC veteran. Excellent knowledge of research and strong people skills. LISA TONACCI: (512) 343-2068. (10/18)

Just in time for basketball season! Sports pro, PBP, color, anchor. TV and radio experience. Degree. DON: (616) 941-4358. (10/18)

Romance is on the air. Warm, personable delivery, strong female appeal, and sizzling production seeks Hot AC or AC/CHR/Gold. SHAUN VALENTINE: (213) 278-6373. (10/18)

Former major market/network PD available to any medium/major FM seeking an 18-49 female audience. PAUL MITCHELL: (215) 324-2866. (10/18)

CHR/AOR/AC seeks FT opportunity in Midwest to learn and grow as part of a winning team. (816) 646-1663. (10/18)

## POSITIONS SOUGHT

# ALAN (FILL JOCK) KABEL

Radio is alive and thrives because of a few great guys. Without you fun, creativity and spontaneity would die like at MOJO, Z100, and WEJX. We, the tape mailers, thank you: Chuck Beck, Brian Burns, Mark Capps, Gregg Cassidy, Alan Chartrand, Rick Cummings, Todd Fisher, Joel Folger, Pat Gillen, Rick Gillette, Matt Hudson, Casey Keating, Palmer Pyle, Doyle Rose, Joel Salkowitz, Dave Shakes, Tom Shovan, Rick Stacy, Gregg Strassel, Dave Van Stone, Gregg Swedburg, Sunny Joe White.

**612-544-5099**

Two years success behind the scenes in Top 15 market seeks FT airshift in small/medium market. Versatile team player with great attitude. TONY: (619) 457-4821. (10/25)

27-year Boston market alumni seeks small to medium market opportunity as AT/PD/management to help you shine! DICK POWER: (413) 499-1611. (10/25)

Creative ideas to help promote your station. Experience with production. Presently at top AOR station in Hartford. ROB: (203) 232-5981. (10/25)

**Roger Wilko and Ilsa are looking  
for radio stations seeking an enter-  
taining program. Fill-ins and/or  
fulltime, call (213) 874-4551 and  
leave dirty messages.**

WMMR, WBCN, WSHE. 15-year pro with great AOR/CR numbers. Let's talk. TOM ROBINSON: (305) 929-3825. (10/25)

A taste of down under. Employed New Zealander presently doing AM drive in medium market seeks new challenges. STEPHEN: (806) 794-5700. (10/25)

Energetic, wide-awake morning entertainer with MD experience seeks direction at small/medium market combo in the NE. MATT: (617) 843-6966. (10/25)

WV and points NE. Four-year MD/AT seeks FT in any market size AC/AOR/CHR/Oldies. Major market experience. STEVE: (203) 767-1113. (10/25)

Let's think about the meaning of AOR. It's not what it is today. If you want new ideas, call now to find out. DON: (619) 695-7014. (10/25)

Rock/CHR/Oldies personality currently seeking a full or PT gig in Omaha/Lincoln market. JON: (402) 474-6408. (10/25)

CHR/AOR/AC AT seeks FT opportunity in the Midwest to learn and grow as a part of a winning team. ANDY: (816) 646-1663. (10/25)

Seeking a skilled programmer/on-air talent? 11-year veteran available now. MIKE: (314) 432-1949. (10/25)

Just hired! Station's sold, I'll be fired! Experienced AT will work almost any format, anywhere. TIM: (815) 946-2851. (10/25)

When numbers mean dollars, dial a pro AT. CHR/Oldies/CR/Country. Writer/creator with voice bits. NE and FL preferred. BILL: (516) 423-0167. (10/25)

Texas radio and the big beast! Let me lower the boom on your competition. DOUG: (915) 943-3091. (10/18)

Offering great pipes, good attitude, and all my experience for an on-air position at your AOR/CR/AC station. DON: (201) 445-5331. (10/18)

You should see what I do to men and women 18-34! KPWR, KLOS, KQNG. APD/MD/AT. Awesome phones and production. HAL: (808) 245-7605. (10/18)

Sales and promotions coordinator/AT, formerly Z100/NY. I will exceed your expectations. Seeking a winner. (908) 322-6985. (10/18)

CHR/AOR/AC seeks FT opportunity in Midwest to learn and grow as part of a winning team. (816) 646-1663. (10/18)

So there I was in a small market and I said to myself, "Self, you're seeking more!" Seeking s'more. CHUCK: (318) 357-0754. (10/18)

Reason No. 4 to hire me: I am learning to make a darned good pizza! Get me out of here. GARY G: (412) 327-4460. (10/18)

20-year veteran sportscaster who can do it all: talk, reporting, PBP. Unique programming for devoted listeners. LARRY COTLAR: (515) 279-9675. (10/18)

Talk radio host. Unique and original, satirical and controversial. Do not be fooled by imitations. WALTER JACOBSON: (818) 985-4992. (10/18)

Production director/AT on the loose. Quality product, dedicated, team player seeks medium/major market career opportunity. DAVE: (616) 929-7851. (10/18)

Available now. 11-year programming and on-air veteran seeks to help you grow. MIKE: (314) 432-1949. (10/18)

Fun, creative six-year pro seeks OH station where I can utilize my talents. Voices, phones, community involvement. CAPTAIN JACK: (513) 399-2713. (10/18)

Attention western OR. 10-year AT with multitrack skills seeks Soft CR/Oldies/Country. Serious only, please. LARRY: (702) 878-2474. (10/18)

## POSITIONS SOUGHT

Formerly with WALK/Long Island. Currently with WYMJ/Da- ton. Seeking FT gig. Good pipes. GLENN: (513) 325-5501. (10/18)

Seeking a top-notch sports producer? Two years' on-air and sports producing experience. GREG: (717) 626-1388. (10/18)

Combine contact engineer and an AT's salary, get experienced FT engineer/AT combo for your AOR/CR FM. ERIC: (219) 838-4979. (10/18)

Florida! Seeking a leading Country AT and/or MD/PD/OM/ Group PD? Record-breaking ratings! Creative, stable, and positive. DAVE: (615) 385-4066. (10/18)

## MISCELLANEOUS

Music Channel. Alternative music network seeks CD service from all labels. TO: Bruce Ranes, World Cafe, 3905 Spruce St., Philadelphia, PA 19104. (10/18)

Seeking MOR! Will buy MOR records by the box or entire library. (716) 283-3535. (10/25)

New management selling all 33s, 45s, 78s. Records for sale from 50-year-old station. JOE JR.: (318) 352-8105. (10/25)

New management of old station seeks AOR/NR/CHR CD releases. TO: Cane River Communications, Box 607, Natchitoches, LA 71457. (10/25)

## R&R Opportunities Display Advertising

**DISPLAY:** \$60 per inch per week (maximum 35 words per inch including heading). Includes generic border. Add ½ 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 ½ 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 8½" 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.

## 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!**

## NEW & ACTIVE

**HAL KETCHUM "I Know Where Love Lives" (Curb) 118/38**

Rotations: Heavy 0, Medium 15, Light 103, Total Adds 38 including WQBE, WIOV, WDSY, WYNK, WCKT, WYGC, WAMZ, WSIX, WWKA, WTQR, WFMS, KEEY, WMUS, KUAD, KHAY, KNIX, KUPL, KCCY, KSON, KIIM. Debuts at number 46 on the Country chart.

**MARK CHESNUTT "Broken Promise Land" (MCA) 110/62**

Rotations: Heavy 1, Medium 11, Light 98, Total Adds 62 including WGNA, WDSY, WPKX, WYAY, WEZL, KSCS, WESC, WSSL, WIVK, WVLC, WKSJ, WNOE, KCYY, WTQR, WUSN, WFMS, KWEN, KYGO, KMLE, KKAT. Debuts at number 47 on the Country chart.

**ROY ROGERS & CLINT BLACK "Hold On Partner" (RCA) 96/16**

Rotations: Heavy 1, Medium 17, Light 78, Total Adds 16, WVAM, WQBE, WAJR, KRRV, WYGC, WTNV, WPCV, WYYD, WAXX, KCJB, WTHI, KWOX, KALF, KUPL, KSAN, KXDD. Debuts at number 48 on the Country chart.

**MARK COLLIE "She's Never Comin' Back" (MCA) 91/33**

Rotations: Heavy 0, Medium 10, Light 81, Total Adds 33 including WNUS, WDSY, WYGC, KLLL, KNFM, WRNS, WCHY, KNUE, WACO, WASKFM, WITL, WKCC, WIL, KTPK, KUGN, KMIX, KMLE, KNCQ, KCKC, KRTY. Debuts at number 49 on the Country chart.

**DEAN DILLON "Don't You Even (Think About Leavin')" (Atlantic) 85/4**

Rotations: Heavy 0, Medium 23, Light 62, Total Adds 4, WNUS, KNFM, WYNG, KHAY. Medium: WWNC, WSTH, WSIX, WSM, KLUR, KODY, WAXX, KCJB, KTTS, WTCM, KFDI, KRKT, KUZZ, KALF, KUGN, KEKB, KRPM. Debuts at number 50 on the Country chart.

**PIRATES OF THE MISSISSIPPI "Fighting For You" (Capitol) 69/18**

Rotations: Heavy 0, Medium 5, Light 64, Total Adds 18, WRKZ, WXTU, WDSY, KKIX, WYGC, WCMS, WBKR, WAVC, WFMS, WNNW, KEEY, KCJB, WTHI, KTPK, KALF, KEKB, KRAK, KORD. Medium: WXCL, KTTS, WTCM, KFDI, KWJJ.

**CLINTON GREGORY "Satisfy Me And I'll Satisfy You" (SOR) 68/15**

Rotations: Heavy 0, Medium 14, Light 54, Total Adds 15, WTCR, WNUS, KRRV, KAYD, WXBQ, WTNV, WCHY, KCLR, KWMT, WDAF, WMIL, KZSN, KUAD, KHAY, KXDD. Medium: WQCB, WSIX, WSM, WCMS, WTCM.

## SIGNIFICANT ACTION

**DAN SEALS "Sweet Little Shoe" (WB) 48/12**

Rotations: Heavy 0, Medium 7, Light 41, Total Adds 12, WCTK, KEAN, WSTH, WKSJ, WSM, WUSQ, KODY, WYNG, KCJB, KIK-FM, KMIX, KSAN. Medium: WQBE, WXBQ, WGKX, WKYQ, KVOC, KALF, KORD.

**KENTUCKY HEADHUNTERS "Only Daddy That'll Walk The Line" (Mercury) 42/37**

Rotations: Heavy 0, Medium 1, Light 41, Total Adds 37 including WYVZ, WRKZ, WBEE, WICO, KHEY, WYGC, WSSL, WIVK, WVLC, KNFM, WSM, WCHY, WAXX, WASKFM, WGTC, WFMB, KFDI, KALF, KEKB, KEEN.

**CHARLIE DANIELS BAND "Little Folks" (Epic) 41/17**

Rotations: Heavy 0, Medium 2, Light 39, Total Adds 17, WHWK, WRKZ, WVVA, WKAK, WSTH, KHEY, WFLS, WYGC, WRNS, WACO, WUSQ, KCLR, WAXX, KTPK, KWOX, KNCQ, KRAK. Medium: WWNC, WTCM.

**MATRACA BERG "It's Easy To Tell" (RCA) 40/19**

Rotations: Heavy 0, Medium 1, Light 39, Total Adds 19, WYVZ, WRKZ, WCTK, WSTH, KTCS, WYGC, WPCV, KYKX, KTEX, KQDY, KVOX, KWMT, WDAF, WWJO, WTCM, KWOX, KEKB, KMIX, KWJJ. Medium: WTVY.

**HOLLY DUNN "No One Takes The Train Anymore" (WB) 38/10**

Rotations: Heavy 0, Medium 5, Light 33, Total Adds 10, WRKZ, WTCR, KRRV, WSTH, WYGC, KYKX, WKYQ, KIXQ, KUGN, KORD. Medium: KVOO, KFDI, KRKT, KVOC. Light: WVVA, KMML, WOWW, KIXS, KLUR, KCLR, KUUY.

**DAWN SEARS "Good Goodbye" (WB) 31/1**

Rotations: Heavy 0, Medium 1, Light 30, Total Adds 1, KNCQ. Medium: WTCM, Light: WQCB, WRKZ, WCTK, WICO, WKAK, WSTH, KHEY, WYGC, KLUR, KODY, WAVC, KWMT, WNNW, WOW, KTTS, KFDI, KUUY, KEKB.

**SHELBY LYNNE "Don't Cross Your Heart" (Epic) 26/26**

Rotations: Heavy 0, Medium 1, Light 25, Total Adds 26, WPOC, WYVZ, WCTK, WDL, WKAK, KRRV, KMML, WSTH, WTVY, WKML, WFLS, WDXE, KTEX, WSIX, KIXS, KLUR, KVOX, KTTS, WTCM, KVOO, KFDI, KUZZ, KVOC, KUUY, KRWO, KSOP.

**EXILE "Nothing At All" (Arista) 24/1**

Rotations: Heavy 0, Medium 3, Light 21, Total Adds 1, WYGC. Medium: WKAK, KVOO, KALF. Light: WVVA, KRRV, WSTH, WTVY, KHEY, WFLS, WDXE, WVLK, KTEX, KIXS, KLUR, WUSQ, WAXX, WYNG, WOW, KTTS, KVOC, KUAD, KWJJ, KSOP.

**KAREN TOBIN "Carolina Smokey Moon" (Atlantic) 23/8**

Rotations: Heavy 0, Medium 0, Light 23, Total Adds 8, WICO, WSTH, WVLC, WBKR, WUSQ, KODY, KVOO, KWOX, Light: WDL, WKAK, KMML, WTVY, WFLS, WPCV, WDXE, WOWW, KLUR, WMUS, KTTS, KRKT, KVOC, KUUY, KALF.

**SWEETHEARTS OF THE RODEO "Devil And Your Deep Blue Eyes" (Columbia) 22/19**

Rotations: Heavy 0, Medium 0, Light 22, Total Adds 19, WYVZ, WICO, WDL, WKAK, KMML, WTVY, WDXE, KYKX, KTEX, KLUR, WOW, KTTS, WWJO, KVOO, KFDI, KWOX, KUZZ, KUUY, KALF. Light: WFLS, KVOC, KNIX.

**JANIE FRICKE "I Want To Grow Old With You" (Intersound) 16/5**

Rotations: Heavy 0, Medium 0, Light 16, Total Adds 5, WRKZ, WFLS, KIXS, WOW, KWOX. Light: WICO, KRRV, WSTH, WTVY, KHEY, WDXE, KLUR, KTTS, KVOO, KFDI, KUUY.

**EDDIE LONDON "Uninvited Memory" (RCA) 15/15**

Rotations: Heavy 0, Medium 1, Light 14, Total Adds 15, WCTK, WICO, KMML, WSTH, KHEY, WKML, WFLS, KLUR, WOW, KTTS, WTCM, KVOO, KFDI, KVOC, KUUY.

**MIKE REID "I'll Stop Loving You" (Columbia) 15/15**

Rotations: Heavy 0, Medium 1, Light 15, Total Adds 15, WYVZ, WICO, WKAK, WSTH, WFLS, WIVK, WDXE, WHOK, KIXQ, WNNW, WMUS, KFDI, KWOX, KUUY, KNIX.

**MARTIN DELRAY "One In A Row" (Atlantic) 15/1**

Rotations: Heavy 0, Medium 3, Light 12, Total Adds 1, WICO. Medium: KTTS, KVOO, KRKT. Light: KRRV, KMML, WYGC, KSSN, KJLO, WNOE, WOWW, KLUR, WOW, KVOC, KALF.

**J.P. PENNINGTON "Old Familiar Ring" (MCA) 14/14**

Rotations: Heavy 0, Medium 0, Light 14, Total Adds 14, WDL, WKAK, WFLS, WIVK, WDXE, WVLK, KLUR, WNNW, KTTS, KVOO, KFDI, KUUY, KALF, KEKB.

**TEXAS TORNADOS "Is Anybody Goin' To San Antone" (Reprise) 14/2**

Rotations: Heavy 0, Medium 3, Light 11, Total Adds 2, WNOE, KCCY. Medium: WYVZ, WRWD, WTCM. Light: WCTK, KOUL, KTEX, WCMS, WOW, KTTS, KWOX, KRKT, KNIX.

**MARK O'CONNOR & THE NEW NASHVILLE CATS "Bowtie" (WB) 10/6**

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 6, WYVZ, WICO, KVOX, KTTS, KVOO, KNCQ. Light: WKYQ, WDAF, KFDI, KUUY.

**SCOTT CARTER "My Miss America" (Stop Hunger) 10/3**

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 3, KRRV, WTVY, KWOX. Light: WSTH, WBKR, KLUR, KTTS, KVOO, KFDI, KUUY.

## ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
GARTH BROOKS/Papa Loved Mama (Capitol)	Ropin' The Wind
GARTH BROOKS/Against The Grain (Capitol)	Ropin' The Wind
ALABAMA/Born Country (RCA)	Greatest Hits II
ALABAMA/Hats Off (RCA)	Greatest Hits II
GARTH BROOKS/Burning Bridges (Capitol)	Ropin' The Wind
PATTY LOVELESS/Jalous Bone (MCA)	Up Against My Heart
MARTY STUART/Burn Me Down (MCA)	Tempted
GARTH BROOKS/The River (Capitol)	Ropin' The Wind
ALAN JACKSON/Just Playin' Possum (Arista)	Don't Rock The Jukebox
DOUG STONE/A Jukebox With A Country Song (Epic)	I Thought It Was You
REBA McENTIRE/The Night The Lights Went Out (MCA)	For My Broken Heart
LORRIE MORGAN/Something In Red (RCA)	Something In Red
TRAVIS TRITT/Homesick (WB)	It's All About To Change
RANDY TRAVIS/Better Class Of Losers (WB)	High Lonesome
GARTH BROOKS/What She's Doing Now (Capitol)	Ropin' The Wind

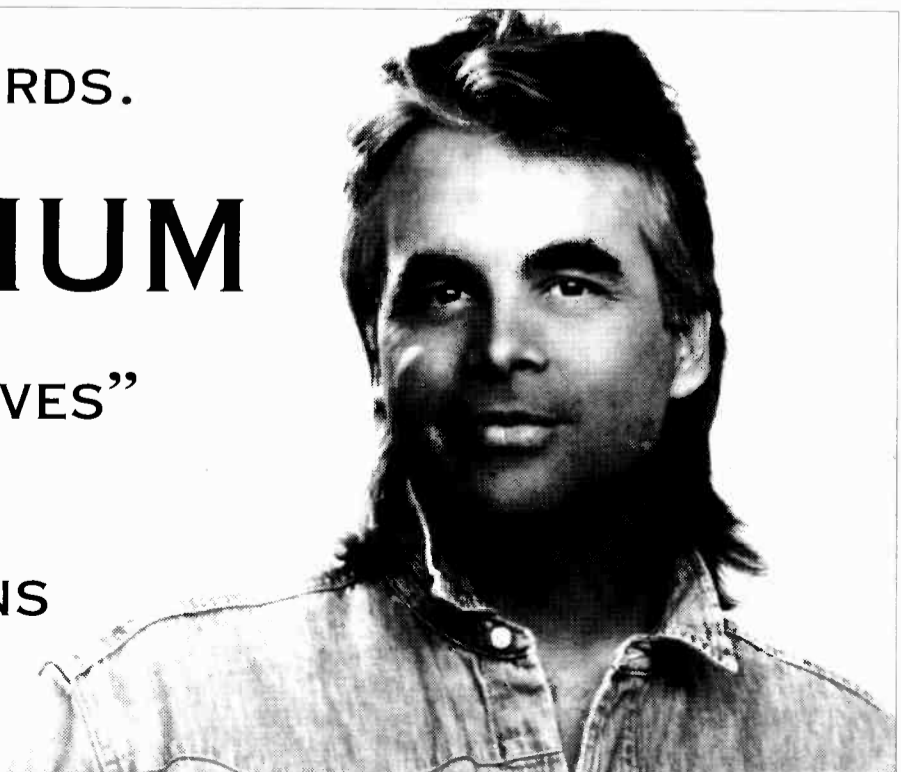
HITS LIVE AT CURB RECORDS.

# HAL KETCHUM

"I KNOW WHERE LOVE LIVES"

HIGHEST DEBUT **46**

118/38 + 10 CONVERSIONS





# COUNTRY

NATIONAL AIRPLAY®

OCTOBER 25, 1991

3	2							
WKS	WKS	LW	TW	Total Reports/Adds	Heavy	Medium	Light	
6	4	2	1	<b>ALAN JACKSON</b> /Someday (Arista)	208/1	202	6	0
13	8	5	2	<b>KEITH WHITLEY &amp; EARL THOMAS CONLEY</b> /Brotherly Love (RCA)	208/0	188	18	2
7	2	1	3	<b>TRAVIS TRITT</b> /Anymore (WB)	205/0	192	11	2
11	6	4	4	<b>MARTY STUART</b> /Tempted (MCA)	204/0	165	32	7
9	5	3	5	<b>LORRIE MORGAN</b> /A Picture Of Me (Without You) (RCA)	202/0	171	20	11
14	10	7	6	<b>TRISHA YEARWOOD</b> /Like We Never Had A Broken Heart (MCA)	208/0	144	60	4
17	11	9	7	<b>PATTY LOVELESS</b> /Hurt Me Bad (In A Real Good Way) (MCA)	208/1	128	71	9
21	15	11	8	<b>ALABAMA</b> /Then Again (RCA)	207/2	101	97	9
23	20	12	9	<b>RANDY TRAVIS</b> /Forever Together (WB)	208/0	91	105	12
—	36	17	10	<b>GARTH BROOKS</b> /Shameless (Capitol)	208/5	70	121	17
22	19	15	11	<b>BILLY DEAN</b> /You Don't Count The Cost (SBK/Capitol)	205/3	68	130	7
18	16	13	12	<b>DAVIS DANIEL</b> /For Crying Out Loud (Mercury)	207/2	69	122	16
10	7	6	13	<b>PAM TILLIS</b> /Put Yourself In My Place (Arista)	188/0	121	49	18
29	23	18	14	<b>GEORGE STRAIT</b> /The Chill Of An Early Fall (MCA)	207/0	30	157	20
12	9	8	15	<b>DWIGHT YOAKAM</b> /Nothing's Changed Here (Reprise)	168/0	78	77	13
26	25	19	16	<b>LITTLE TEXAS</b> /Some Guys Have All The Love (WB)	204/3	31	137	36
40	28	22	17	<b>REBA McENTIRE</b> /For My Broken Heart (MCA)	208/2	13	152	43
25	24	20	18	<b>SUZY BOGGUSS</b> /Someday Soon (Capitol)	199/6	32	134	33
19	18	16	19	<b>CONWAY TWITTY</b> /She's Got A Man On Her Mind (MCA)	185/0	46	126	13
38	33	23	20	<b>VINCE GILL</b> /Look At Us (MCA)	206/16	19	129	58
24	22	21	21	<b>GEORGE JONES</b> /You Couldn't Get The Picture (MCA)	189/3	35	110	44
39	35	26	22	<b>STEVE WARINER</b> /Leave Him Out Of This (Arista)	201/11	8	121	72
32	27	24	23	<b>JUDDS</b> /John Deere Tractor (Curb/RCA)	188/4	15	103	70
41	37	30	24	<b>BROOKS &amp; DUNN</b> /My Next Broken Heart (Arista)	198/14	4	102	92
35	32	28	25	<b>ROB CROSBY</b> /Still Burnin' For You (Arista)	182/10	9	101	72
31	30	27	26	<b>HIGHWAY 101</b> /The Blame (WB)	178/2	10	102	66
48	42	33	27	<b>RESTLESS HEART</b> /You Can Depend On Me (RCA)	193/19	5	82	106
1	3	14	28	<b>RICKY VAN SHELTON</b> /Keep It Between The Lines (Columbia)	124/1	68	42	14
5	1	10	29	<b>JOE DIFFIE</b> /New Way (To Light Up An Old Flame) (Epic)	120/0	54	48	18
47	43	36	30	<b>TANYA TUCKER</b> /Without You What Do I Do With Me (Capitol)	181/21	0	80	101
27	26	25	31	<b>RICKY SKAGGS</b> /Life's Too Long (To Live Like This) (Epic)	145/0	29	69	47
49	46	37	32	<b>REMINGTONS</b> /A Long Time Ago (BNA Entertainment)	159/23	0	56	103
43	41	38	33	<b>OAK RIDGE BOYS</b> /Baby On Board (RCA)	138/14	4	49	85
<b>BREAKER</b>	34		34	<b>DOLLY PARTON</b> /Eagle When She Flies (Columbia)	136/33	1	40	95
<b>BREAKER</b>	35		35	<b>COLLIN RAYE</b> /Love, Me (Epic)	140/50	2	25	113
3	17	29	36	<b>DIAMOND RIO</b> /Mirror, Mirror (Arista)	63/0	21	26	16
42	40	39	37	<b>LEE GREENWOOD</b> /Between A Rock And A Heartache (Capitol)	117/3	0	55	62
<b>BREAKER</b>	38		38	<b>KATHY MATTEA</b> /Asking Us To Dance (Mercury)	135/18	0	37	98
<b>BREAKER</b>	39		39	<b>SAMMY KERSHAW</b> /Cadillac Style (Mercury)	132/31	1	35	96
<b>BREAKER</b>	40		40	<b>MARY-CHAPIN CARPENTER</b> /Going Out Tonight (Columbia)	135/52	0	21	114
46	45	42	41	<b>KEITH PALMER</b> /Don't Throw Me In The Briarpatch (Epic)	103/3	3	39	61
50	47	46	42	<b>DESERT ROSE BAND</b> /You Can Go Home (Curb/MCA)	101/5	0	34	67
45	44	43	43	<b>GREAT PLAINS</b> /A Picture Of You (Columbia)	95/2	3	35	57
34	34	34	44	<b>NEAL MCCOY</b> /This Time I Hurt Her More (Than She Loves Me) (Atlantic)	83/0	8	28	47
33	36	41	45	<b>CLINT BLACK</b> /Where Are You Now (RCA)	56/0	30	13	13
<b>DEBUT</b>	46		46	<b>HAL KETCHUM</b> /I Know Where Love Lives (Curb)	118/38	0	15	103
<b>DEBUT</b>	47		47	<b>MARK CHESNUTT</b> /Broken Promise Land (MCA)	110/62	1	11	98
<b>DEBUT</b>	48		48	<b>ROY ROGERS &amp; CLINT BLACK</b> /Hold On Partner (RCA)	96/16	1	17	78
<b>DEBUT</b>	49		49	<b>MARK COLLIE</b> /She's Never Comin' Back (MCA)	91/33	0	10	81
<b>DEBUT</b>	50		50	<b>DEAN DILLON</b> /Don't You Even (Think About Leavin') (Atlantic)	85/4	0	23	62

## MOST ADDED®

- MARK CHESNUTT (62)
- MARY-CHAPIN CARPENTER (52)
- COLLIN RAYE (50)
- HAL KETCHUM (38)
- KENTUCKY HEADHUNTERS (37)
- MARK COLLIE (33)
- DOLLY PARTON (33)
- SAMMY KERSHAW (31)
- SHELBY LYNNE (26)
- REMINGTONS (23)

## HOTTEST

- ALAN JACKSON (149)
- TRAVIS TRITT (145)
- WHITLEY & CONLEY (85)
- LORRIE MORGAN (83)
- GARTH BROOKS (73)
- TRISHA YEARWOOD (69)
- MARTY STUART (65)
- PATTY LOVELESS (33)
- RICKY VAN SHELTON (27)
- RANDY TRAVIS (27)

## NEW ARTISTS

Reports/Adds

- 1 KEITH PALMER/Don't... (Epic) ... 103/3
- 2 GREAT PLAINS/A Picture Of You (Col.) ... 95/2
- 3 DAWN SEARS/Good Goodbye (WB) ... 31/1
- 4 KAREN TOBIN/Carolina Smokey... (Atlantic) ... 23/8
- 5 J.P. PENNINGTON/Old Familiar Ring (MCA) ... 14/14
- 6 TEXAS TORNADOS/Is Anybody... (WB) ... 14/2
- 7 SCOTT CARTER/My Miss... (Stop Hunger) ... 10/3

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

### COLLIN RAYE Love, Me (Epic)

On 67% of reporting stations. Rotations: Heavy 2, Medium 25, Light 113, Total Adds 50 including WGNA, WVAM, WWNC, KPLX, WSIX, WGEE, WFMS, KASH, KZLA. Moves 49-35 on the Country chart.

### MARY-CHAPIN CARPENTER Going Out Tonight (Columbia)

On 65% of reporting stations. Rotations: Heavy 0, Medium 21, Light 114, Total Adds 52 including WHWK, WYRK, WWNC, KASE, WKYQ, WKNN, KHAK, KCLR, KORD, KIIM. Moves 50-40 on the Country chart.

### DOLLY PARTON Eagle When She Flies (Columbia)

On 65% of reporting stations. Rotations: Heavy 1, Medium 40, Light 95, Total Adds 33 including WPOC, WQCB, WYNK, WEZL, KIKK, KYCK, KIK-FM, KASH. Moves 45-34 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.

### KATHY MATTEA Asking Us To Dance (Mercury)

On 65% of reporting stations. Rotations: Heavy 0, Medium 37, Light 98, Total Adds 18 including WQCB, WCKT, WKYQ, WYYD, KYCK, KEEY, KCKC. Moves 49-44-38 on the Country chart.

### SAMMY KERSHAW Cadillac Style (Mercury)

On 63% of reporting stations. Rotations: Heavy 1, Medium 35, Light 96, Total Adds 31 including WHWK, WXTA, KAYD, KKIX, WMIL, WIL, KCTR, KRWQ. Moves 50-47-39 on the Country chart.

KATHY MATTEA

"Asking Us To Dance"

Breaker 38

From the Mercury release Time Passes By 846 975-2/4

BREAKER!

MAKING IT EASY TO FIGURE OUT WHAT THE HITS ARE!

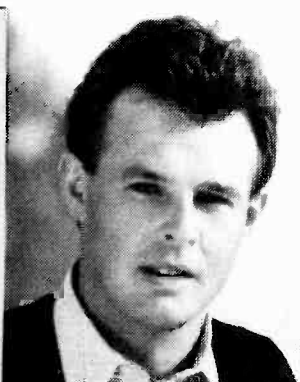
BREAKER!

SAMMY KERSHAW

"Cadillac Style"

Breaker 39

One of the Most Added From the Mercury release Don't Go Near The Water 314-510 161-2/4





# CONVINCED?

## 3 CMA AWARDS

MALE VOCALIST OF THE YEAR

SONG OF THE YEAR

VOCAL EVENT OF THE YEAR

HOTTEST SALES NATIONWIDE  
OVER A 300% SALES INCREASE  
SINCE THE CMA'S...

"WHEN I CALL YOUR NAME"  
PLATINUM

POCKET FULL OF GOLD  
700,000 UNITS

# AMERICA WATCHED & THE COUNTRY IS CONVINCED

**MCA**  
NASHVILLE

FITZGERALD HARTLEY



## 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 Morris

## B

## MATRACA BERG "It's Easy To Tell" (RCA 62060-2)

Prod: Josh Leo, Larry Michael Lee Wr: Stephony Smith, Pamela Brown Hayes Pub: Songs of PolyGram International/Yellow Jacket Music; PolyGram International Publishing (BMI; ASCAP) Mgr: Susan Hackney

## 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

## GARTH BROOKS "Shameless" (Capitol 79008)

Prod: Allen Reynolds Wr: Billy Joel Pub: Joel Songs (BMI) Mgr: Doyle/Lewis Management

## BROOKS &amp; DUNN "My Next Broken Heart" (Arista 2337)

Prod: Scott Hendricks, Don Cook Wr: Don Cook, Ronnie Dunn, Kix Brooks Pub: Sony Tree Publishing; Sony Cross Keys Publishing (BMI; ASCAP) Mgr: Bob Tittle

## C

## MARY-CHAPIN CARPENTER "Going Out Tonight" (Columbia 38 74038)

Prod: John Jennings, Mary-Chapin Carpenter Wr: John Jennings, Mary-Chapin Carpenter Pub: EMI April Music/Getarealjob Music; Obie Diner Music (ASCAP; BMI) Mgr: Tom Carrico

## SCOTT CARTER "My Miss America" (Stop Hunger album cut)

Prod: Robert Metzgar Wr: Robert Metzgar Pub: Aim High Music (ASCAP) Mgr: Jack Ponder

## MARK CHESNUTT "Broken Promise Land" (MCA 54256)

Prod: Mark Wright Wr: Bill Rice, Sharon Rice Pub: EMI April Music/Swallow Fork (ASCAP) Mgr: BDM Company

## MARK COLLIE "She's Never Comin' Back" (MCA 54244)

Prod: Doug Johnson, Tony Brown Wr: Mark Collie, Gerry House Pub: Judy Judy Music; Housenotes Music (ASCAP; BMI) Mgr: Don Light

## ROB CROSBY "Still Burnin' For You" (Arista 2336)

Prod: Scott Hendricks, Tim DuBois Wr: Rob Crosby Pub: Grand Coalition Music (BMI) Mgr: Smalltime Management

## D

## DAVIS DANIEL "For Crying Out Loud" (Mercury 868 544)

Prod: Ron Haffkine Wr: Jimmy Compton, Phillip W. Wood Pub: Ivan James Music (ASCAP) Mgr: Ron Haffkine

## CHARLIE DANIELS BAND "Little Folks" (Epic 34 74061)

Prod: James Stroud Wr: Charlie Daniels Pub: Cabin Fever Music, Miss Hazel Music (BMI) Mgr: David Corlew

## 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 Stitts

## MARTIN DELRAY "One In A Row" (Atlantic 7-4225)

Prod: Blake Mevis, Nelson Larkin Wr: Wood Newton, Martin Delray Pub: Mighty Nice Music/Add-In Music; Hot Serve Music, Haven Harbor Music/MCA Music Publishing, Breakpoint Music, Lusted 4 Fun Music/Zomba Enterprises (BMI; ASCAP) Mgr: Blake Mevis

## DESERT ROSE BAND "You Can Go Home" (Curb/MCA 54188)

Prod: Tony Brown Wr: Chris Hillman, Jack Tempchin Pub: Bar None Music; Night River Music (BMI; ASCAP) Mgr: Chuck Morris

## 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

## HOLLY DUNN "No One Takes The Train Anymore"

(WB 7-19149)  
Prod: Holly Dunn, Chris Waters Wr: Chris Waters Pub: Sony Tree Publishing (BMI) Mgr: Refugee Management

## E

## EXILE "Nothing At All" (Arista 2351)

Prod: Tim DuBois, Randy Sharp Wr: Susan Longacre, Johnny Pierce Pub: WBM Music; Sweet Gum Music/Pierce Music (SESAC; ASCAP) Mgr: Gallin, Morey & Associates

## JANIE FRICKE "I Want To Grow Old With You"

(Intersound 9105)  
Prod: Gilles Godard Wr: Billy Troy, Lee Bach, Gilles Godard Pub: Nashville Title Wave/Marbleworks Music (BMI) Mgr: Randy Jackson

## F

## 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

## 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

## G

## 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

## CLINTON GREGORY "Satisfy Me And I'll Satisfy You" (SOR 434)

Prod: Ray Pennington Wr: Billy Dees Pub: Sony Tree Publishing (BMI) Mgr: Ray Pennington

## 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 Cobum

## 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. John Hammond Pub: Radadara Music (BMI) Mgr: Ken Stitts

## K

## KENTUCKY HEADHUNTERS "Only Daddy That'll Walk The Line" (Mercury 866 134)

Prod: Kentucky Headhunters Wr: Ivy J. Bryant Pub: Beechwood Music Corporation (BMI) Mgr: Mitchell Fox

## SAMMY KERSHAW "Cadillac Style" (Mercury 868 812)

Prod: Buddy Cannon, Norro Wilson Wr: Mark Petersen Pub: Ray Stevens Music (BMI) Mgr: Jim Dowell

## HAL KETCHUM "I Know Where Love Lives" (Curb 76892)

Prod: Allen Reynolds, Jim Rooney Wr: Hal Ketchum Pub: Foreshadow Songs (BMI) Mgr: Mighty Quinn Management

## L

## LITTLE TEXAS "Some Guys Have All The Love" (WB 4967)

Prod: James Stroud, Christy DiNapoli, Doug Gray Wr: Porter Howell, Dwayne O'Brien Pub: Howlin' Hits Music, Square West Music (ASCAP) Mgr: Christy DiNapoli

## EDDIE LONDON "Uninvited Memory" (RCA 62103-2)

Prod: Ronnie Rogers, Warren Peterson Wr: Will Robinson, Larry Boone, John Greenebaum Pub: Alabama Band Music/Warner Bros. Music (ASCAP) Mgr: Dale Morris & Associates

## 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

## SHELBY LYNNE "Don't Cross Your Heart" (Epic 34 74062)

Prod: James Stroud Wr: Tony Halseiden, Tim Mensy Pub: Millhouse Music, Music City Music (BMI) Mgr: Norman Ratner

## M

## KATHY MATTEA "Asking Us To Dance" (Mercury 868 866)

Prod: Allen Reynolds Wr: Hugh Prestwood Pub: Careers-BMG Music Publishing/Hugh Prestwood Music (BMI) Mgr: Bob Tittle

## NEAL MCCOY "This Time I Hurt Her More (Than She Loves Me)" (Atlantic 7-87636)

Prod: Nelson Larkin Wr: Earl Thomas Conley, Mary Larkin Pub: Zomba Enterprises, Bluemoon Music (ASCAP) Mgr: Dan Hexter

## REBA McENTIRE "For My Broken Heart" (MCA 54223)

Prod: Tony Brown, Reba McEntire Wr: Liz Hengber, Keith Palmer Pub: Starstruck Writers Group (ASCAP) Mgr: Starstruck Entertainment

## 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 Entertainment

## O

## OAK RIDGE BOYS "Baby On Board" (RCA 62099-2)

Prod: Richard Landis Wr: J.C. Crowley, Jeff Silbar Pub: Warner/Elektra/Asylum Music/Crownman Music; Silbar Songs (BMI; ASCAP) Mgr: Jim Halsey

## MARK O'CONNOR "Bowtie" (WB 5103)

Prod: Mark O'Connor Wr: Mark O'Connor Pub: Mark O'Connor Musik (BMI) Mgr: Craig Miller

## 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: Rothbaum & Garner

## DOLLY PARTON "Eagle When She Flies" (Columbia 38 74011)

Prod: Steve Buckingham, Gary Smith Wr: Dolly Parton Pub: Velvet Apple Music (BMI) Mgr: Gallin, Morey & Associates

## J.P. PENNINGTON "Old Familiar Ring" (MCA 54255)

Prod: Barry Beckett Wr: J.P. Pennington, J.D. Miller Pub: Pacific Island Publishing, Always Alive/Life Gate (BMI) Mgr: Bill Carter

## PIRATES OF THE MISSISSIPPI "Fighting For You"

(Capitol 79972)  
Prod: Jimmy Bowen, Richard Alves Wr: Roger Murrah, Bill McConvey Pub: Murrah Music, Tom Collins Music (BMI) Mgr: Ken Stitts

## R

## COLLIN RAYE "Love, Me" (Epic 34 74051)

Prod: Jerry Fuller, John Hobbs Wr: Skip Ewing, Max T. Barnes Pub: Acuff-Rose Music; WB Music/Two Sons Music (BMI; ASCAP) Mgr: Steve Cox

## MIKE REID "I'll Stop Loving You" (Columbia 38 74102)

Prod: Steve Buckingham Wr: Mike Reid, Robert Byrne Pub: Almo Music/Brio Blues Music; Fame Publishing/Bobworld Music (ASCAP; BMI) Mgr: Mores, Nanas, Golden Entertainment

## REMINGTONS "A Long Time Ago" (BNA 62063-7)

Prod: Larry Michael Lee, Josh Leo Wr: Richard Manegra Pub: Maypop Music (BMI) Mgr: Vector Management

## RESTLESS HEART "You Can Depend On Me" (RCA 62129)

Prod: Josh Leo, Larry Michael Lee Wr: Ronnie Rogers, Jimmy Griffin Pub: Maypop Music, Careers-BMG Music Publishing (BMI) Mgr: Fitzgerald-Hartley

## ROY ROGERS &amp; CLINT BLACK "Hold On Partner"

(RCA 62061-2)  
Prod: Richard Landis Wr: Bobby Paine, Larsen Paine Pub: U.S. One Music/WB Music; Route Sixty-Six Music/Warner-Tamerlane Publishing (ASCAP; BMI) Mgr: Roy Rogers Jr.; Mores, Nanas, Golden Entertainment

Exclusively In R&R...

## COUNTRY SONG INFORMATION INDEX

The most comprehensive list of everything you need to know about who's behind the country hits. . .

• Artist • Title • Label • Manager • Producer • Writer • Publisher

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for the Country radio and music industry.



NEW ARTISTS

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New Artists have not yet had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.

EAST

P1

- WIYY/Baltimore (301) 889-0098
WBAB/Long Island (516) 587-1023
WNEW/New York (212) 286-1027
WMMR/Philadelphia (215) 561-0933
WHJY/Providence (401) 438-6110
WVBE/Pittsburgh (412) 937-1441
WBWC/Washington (301) 587-7100
WVHC/Boston (617) 266-1111
WVFS/Washington (301) 306-0991

- LLOYD COLE
OCEAN BLUE
PSYCHEDELIC FURS
R.E.M.
T.M. MACHINE
VOICE OF THE BEEHIVE
BRUCE COCKBURN
CULT
DREAMARAMA
ELEVEN
FIVE THIRTY
ROBIN HITCHCOCK &
HOUSE OF FREAKS
JAMES
NIRVANA
NORVANSIDE
PRIMAL SCREAM
RED HOT CHILI PEPPERS
SHAMEN
SMITHERSENS
SQUEEZE
THEY MIGHT BE GIANT
GOLDEN PALOMINGS
TWO ROOMS
DIRE STRAITS
SMITHERSENS
GENESIS
MR. BIG
RTZ
ALICE COOPER
JOHN MELLENCAMP(M)
JOHN MELLENCAMP(M)
GUNS N' ROSES(M,L)
VAN HALEN
BOB SEGER
BIG AUDIO DYNAMITE
U2
GENESIS
ERIC CLAPTON
TWO ROOMS(L)
BOB SEGER
METALLICA
U2
BIG AUDIO DYNAMITE
GENESIS
GUNS N' ROSES
SOUTHSIDE JOHNNY &
COMMITMENTS
ROBBIE ROBERTSON
VAN MORRISON
VAN HALEN
BONNIE RAITT
TOM PETTY & THE HE
JAMES TAYLOR
NEW YORK ROCK & SO
DIRE STRAITS
BLUES TRAVELER
RUSS IRWIN
STORM
PRIMAL SCREAM
RUSH
DMF
NIRVANA
ALICE IN CHAINS
QUEENSRYCHE
KIX
JULIAN LENNON
SHADOW KING
NEW YORK ROCK & SO
PRIMAL SCREAM
CHRISSEY STEELE

- 32 CULT
33 SCORPIONS
34 COMMITMENTS
35 DRIVEN N CRYIN
36 WARREN ZEVON
37 SCHOOL OF FISH
38 LLOYD COLE
39 LITA FORD
40 FOREIGNER
GENESIS
TWO ROOMS
BRUCE COCKBURN
SOUTHSIDE JOHNNY &
NEW YORK ROCK & SO
T. REX
NEIL YOUNG

P2

- WPKX/Albany (518) 785-9061
WZZO/Allentown (215) 821-9559
WKGB/Binghamton (607) 785-9925
WGRF/Buffalo (716) 881-4555
WVOC/Washington (301) 587-7100
WRKI/Danbury (203) 775-1212
WVHC/Boston (617) 266-1111
WDHA/Dover (201) 445-1055

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- WVHC/Boston (617) 266-1111
WVFS/Washington (301) 306-0991
WVBE/Pittsburgh (412) 937-1441
WBWC/Washington (301) 587-7100
WVHC/Boston (617) 266-1111
WDHA/Dover (201) 445-1055

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- WVHC/Boston (617) 266-1111
WDHA/Dover (201) 445-1055
WVHC/Boston (617) 266-1111
WDHA/Dover (201) 445-1055

- WRKT/Erie (814) 725-4000
WBLM/Portland (207) 774-6364
WTPA/Harrisburg (717) 697-1141
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WVFS/Washington (301) 306-0991

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WVHC/Boston (617) 266-1111
WDHA/Dover (201) 445-1055

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## SOUTH (Continued)

**WRFX/Charlotte**  
(704) 338-9970  
PD: JEFF KENT

Heavy  
VAN HALEN  
TOM PETTY & THE HE  
JOHN MELLENCAMP  
BRYAN ADAMS  
RUSH  
Medium  
a TWO ROOMS  
a GENESIS  
Light  
a ERIC CLAPTON  
a FIREHOUSE

**WVRK/Columbus**  
(404) 576-3000  
PD: JOHN STUART  
MD: BRIAN GREATHOUSE

Heavy  
VAN HALEN  
RUSH  
BRYAN ADAMS  
GUNS N' ROSES(L)  
JOHN MELLENCAMP  
STORM  
Medium  
a GENESIS  
Light  
a EXTREME  
a RTZ

**KNCN/Corpus Christi**  
(512) 289-1000  
PD: TIM PARKER  
MD: HATT VAUGHAN

Heavy  
BRYAN ADAMS  
CULT  
ERIC GALLES BAND  
JOHN MELLENCAMP  
OZZY OSBOURNE  
TOM PETTY & THE HE  
COENSBRYCHE  
STORM  
Medium  
VAN HALEN  
a FIREHOUSE  
a LITA FORD  
a GENESIS  
a RICHARD MARX  
Light  
a VINNIE MOORE  
a NIRVANA

**KLAQ/EI Paso**  
(915) 544-8864  
OW/PD: NAT LAMP  
MD: MIKE RANSEY

Heavy  
RUSH  
JOHN MELLENCAMP  
VAN HALEN  
BOB SEGER  
DIRE STRAITS  
Medium  
a GENESIS  
a TWO ROOMS  
a LITA FORD  
a NEW YORK ROCK & SO

**WRCQ/Fayetteville**  
(919) 484-2107  
PD: BUZZ BOHMAN  
MD: ED MCCOYD

Heavy  
JOHN MELLENCAMP  
STORM  
VAN HALEN  
Medium  
BRYAN ADAMS  
a GENESIS  
a DIRE STRAITS  
TOM PETTY & THE HE  
BOB SEGER  
RTZ  
38 SPECIAL  
Medium  
a ERIC CLAPTON  
Light  
a ROBBIE ROBERTSON  
a MOTLEY CRUE  
a LITA FORD  
a SOUNDGARDEN  
a CHRISSEY STEELE

**KKEG/Fayetteville**  
(501) 521-5566  
PD: WES JEFFRIES  
MD: DAVE JACKSON

Heavy  
JOHN MELLENCAMP  
VAN HALEN  
RTZ  
TOM PETTY & THE HE  
BOB SEGER  
Medium  
a ROBBIE ROBERTSON  
a GENESIS  
a TWO ROOMS  
a NEW YORK ROCK & SO  
a RICHARD MARX  
a MR. BIG  
a MOQUEEN STREET  
a CHRISSEY STEELE

**WRXK/Ft. Myers**  
(813) 332-3696  
PD: DICK TYLER  
MD: ARVETTE

Heavy  
BRYAN ADAMS  
JOHN MELLENCAMP  
DIRE STRAITS  
LITTLE FEAT  
TOM PETTY & THE HE  
RUSH  
SCORPIONS  
BOB SEGER  
STORM  
38 SPECIAL  
VAN HALEN(M)  
Medium  
a EDDIE MONEY  
a SOUTHSIDE JOHNNY &  
Light  
a ERIC GALLES BAND  
a L.A. GUNS  
a EXTREME  
a PRIMAL SCREAM

**WROQ/Greenville**  
(803) 242-0101  
PD: LEE ROGERS  
MD: BILL WALKER

Heavy  
GUNS N' ROSES(M)  
CULT  
JOHN MELLENCAMP  
STORM  
VAN HALEN  
RUSH(M)

BOB SEGER  
TOM PETTY & THE HE  
DIRE STRAITS  
VAN HALEN  
ERIC CLAPTON  
Medium  
Light  
a FIREHOUSE

**WSTZ/Jackson**  
(601) 982-1067  
PD: DRU LABORDE  
MD: PAH RIVERS

Heavy  
BRYAN ADAMS  
JOHN MELLENCAMP  
STORM  
Medium  
VAN HALEN  
Light  
a FIREHOUSE  
Medium  
a TEXAS  
a GENESIS  
a SOUTHSIDE JOHNNY &  
a NEW YORK ROCK & SO

**WFYV/Jacksonville**  
(904) 642-1055  
MD: JOHN LEARD

Heavy  
BRYAN ADAMS  
JOHN MELLENCAMP  
TOM PETTY & THE HE  
RUSH(M)  
VAN HALEN  
BAD ENGLISH  
DIRE STRAITS  
Medium  
a GENESIS  
a SCORPIONS  
BOB SEGER  
Medium  
a STORM  
a TWO ROOMS  
Light  
a WHITE TRASH

**WIMZ/Knoxville**  
(615) 525-6000  
PD: BLAKE WATSON  
MD: BILL KIDD

Heavy  
38 SPECIAL  
BOB SEGER  
BRYAN ADAMS  
GUNS N' ROSES  
JOHN MELLENCAMP  
LITTLE FEAT  
RUSH  
STORM  
VAN HALEN  
Medium  
a GENESIS  
a TWO ROOMS  
Light  
a LITA FORD  
a NORTHERN PIKES

**WKQQ/Lexington**  
(606) 252-6694  
PD: PETER DELLORO  
MD: TONY TILFORD

Heavy  
JOHN MELLENCAMP(M)  
RUSH(M)(L)  
VAN HALEN(L)  
TOM PETTY & THE HE(L)  
FOUR HORSEMEN  
BRYAN ADAMS  
DIRE STRAITS(M)  
BAD COMPANY  
BOB SEGER(M)  
a GENESIS  
Medium  
a LITA FORD  
Light  
a STORM  
a TWO ROOMS

**KMJX/Little Rock**  
(501) 224-6500  
PD: TOM WOOD  
MD: DAVID A. ROSS

Heavy  
JOHN MELLENCAMP  
VAN HALEN  
Medium  
BRYAN ADAMS  
a GENESIS  
a DIRE STRAITS  
TOM PETTY & THE HE  
BOB SEGER  
RTZ  
38 SPECIAL  
Medium  
a ERIC CLAPTON  
Light  
a ROBBIE ROBERTSON  
a MOTLEY CRUE  
a LITA FORD  
a SOUNDGARDEN  
a CHRISSEY STEELE

**WQMF/Louisville**  
(502) 896-4400  
OW: BILL HAY  
MD: DUKE MEYER

Heavy  
FOUR HORSEMEN(L)  
RUSH(M)(L)  
VAN HALEN(M)  
SCHOOL OF FISH  
JOHN MELLENCAMP  
R.E.M.  
DIRE STRAITS  
BOB SEGER(M)  
TOM PETTY & THE HE(M)  
Medium  
a GENESIS  
Light  
a TESLA

**WQBZ/Macon**  
(912) 781-6558  
PD: NATHAN HALE

Heavy  
JOHN MELLENCAMP  
BRYAN ADAMS  
SCORPIONS  
Medium  
VAN HALEN  
Light  
a SMITHS  
a TWO ROOMS  
a FIREHOUSE

**WEGR/Memphis**  
(901) 578-1103  
PD: DRAKE HALL  
MD: ZEKI LOGAN

Heavy  
JOHN MELLENCAMP  
EDDIE MONEY  
TOM PETTY & THE HE  
BRYAN ADAMS  
RUSH(M)

U2  
VAN HALEN  
Medium  
a GENESIS  
a TWO ROOMS  
Light  
a MOQUEEN STREET  
a L.A. GUNS

**WGCK/Mobile**  
(205) 626-9600  
PD: LORI DUBOSE  
MD: CHARLIE OCEAN

Heavy  
ALLMAN BROTHERS  
BRYAN ADAMS  
BAD ENGLISH  
HEART  
TOM PETTY & THE HE  
JOHN MELLENCAMP  
BOB SEGER  
DIRE STRAITS  
a TWO ROOMS  
a OZZY OSBOURNE  
Medium  
a TEXAS  
a GENESIS  
a SOUTHSIDE JOHNNY &  
Light

**WKDF/Nashville**  
(615) 244-9532  
PD: KIDD REDD  
MD: JOHN NAGARYA

Heavy  
BRYAN ADAMS  
JOHN MELLENCAMP  
TOM PETTY & THE HE  
RUSH(M)  
VAN HALEN  
BAD ENGLISH  
DIRE STRAITS  
Medium  
a GENESIS  
a SCORPIONS  
BOB SEGER  
Medium  
a RICHARD MARX  
a FOREIGNER  
Light  
a FOUR HORSEMEN

**WHTQ/Orlando**  
(407) 295-3990  
PD: JIM STEEL

Heavy  
METALLICA  
BRYAN ADAMS  
GUNS N' ROSES(M)  
VAN HALEN  
STORM  
Medium  
a TWO ROOMS  
Light  
a JOHNNY WINTER  
a LITA FORD  
a NEW YORK ROCK & SO  
a SHADOW KING

**WDIZ/Orlando**  
(407) 682-7676  
PD: NEAL MINSKY  
MD: LEE RANDALL

Heavy  
RUSH  
BRYAN ADAMS  
JOHN MELLENCAMP  
SCORPIONS  
TOM PETTY & THE HE  
STORM  
Medium  
a GENESIS  
a RICHARD MARX  
a FOREIGNER  
a MR. BIG  
Light  
a LITA FORD  
a GUNS N' ROSES  
a TWO ROOMS

**WTKX/Pensacola**  
(904) 438-7543  
PD: MIKE ONDARTO  
MD: STRUMMER

Heavy  
DIRE STRAITS  
VAN HALEN  
Medium  
JOHN MELLENCAMP(M)  
TOM PETTY & THE HE  
U2  
a TWO ROOMS  
a VAN HALEN(L)  
a TWO ROOMS  
a NEW YORK ROCK & SO  
a MR. BIG  
a PRIMAL SCREAM

**WRDU/Raleigh**  
(919) 876-1061  
PD: BOB WALTON  
MD: TOM GUILD

Heavy  
RUSH(L)  
BRYAN ADAMS  
38 SPECIAL  
VAN HALEN  
GUNS N' ROSES(L)  
DIRE STRAITS  
JOHN MELLENCAMP  
BOB SEGER  
VAN HALEN  
TOM PETTY & THE HE  
Medium  
a MR. BIG  
a NEW YORK ROCK & SO  
a TWO ROOMS

**WRXL/Richmond**  
(804) 756-6400  
PD: BILL RUGH  
MD: PAUL SHUGRUE

Heavy  
BOB SEGER  
BRYAN ADAMS  
JOHN MELLENCAMP(M)  
LITTLE FEAT  
TOM PETTY & THE HE  
DIRE STRAITS  
Medium  
a BLUES TRAVELER  
a HOUSE OF FREAKS  
a GENESIS  
a PRIMAL SCREAM  
a MOQUEEN STREET  
Light  
a SMITHS  
a TWO ROOMS  
a FIREHOUSE

**KTAL/Shreveport**  
(318) 425-2422  
PD: JOHN SHERMAN  
MD: TOM MICHAELS

Heavy  
SCORPIONS  
JOHN MELLENCAMP  
EXTREME  
VAN HALEN  
RUSH  
RICHIE SAMBORA  
BOB SEGER(M)  
TESLA(M)  
TOM PETTY & THE HE  
CULT  
OZZY OSBOURNE  
STORM  
DIRE STRAITS  
METALLICA  
GUNS N' ROSES  
a STEVIE NAY VAUGHN

Medium  
a ERIC CLAPTON  
a TWO ROOMS  
a GENESIS  
Light  
a FIREHOUSE

**WROV/Roanoke**  
(703) 343-4444  
PD: MIKE BELL  
MD: ELLEN FLAHERTY

Heavy  
RUSH  
JOHN MELLENCAMP  
LITTLE FEAT  
TOM PETTY & THE HE  
VAN HALEN  
BRYAN ADAMS  
Medium  
a GENESIS  
Light  
a RTZ

**WIXV/Savannah**  
(912) 897-1529  
PD: CURT GART  
MD: JAY SISSON

Heavy  
JOHN MELLENCAMP  
BRYAN ADAMS  
SCORPIONS  
LITTLE FEAT  
TOM PETTY & THE HE  
STORM  
Medium  
a GENESIS  
Light  
a JOHNNY WINTER  
a METALLICA  
a BIG AUDIO DYNAMITE  
a COMMITMENTS  
a SOUTHSIDE JOHNNY &  
STORM  
Medium  
a GENESIS  
Light  
a RTZ

**KEYJ/Abilene**  
(915) 677-7225  
PD: RANDY JONES  
MD: MIKE WILLIAMS

Heavy  
TOM PETTY & THE HE  
JOHN MELLENCAMP  
STORM  
RTZ  
LITTLE FEAT  
a SCORPIONS  
a GENESIS  
a TWO ROOMS  
Light  
a NEW YORK ROCK & SO  
a JULIAN LENNON

**KATP/Amarillo**  
(806) 359-5999  
OW/PD: DALE MELLER

Heavy  
JOHN MELLENCAMP  
BOB SEGER  
38 SPECIAL  
STORM  
ROBBIE ROBERTSON  
TOM PETTY & THE HE  
ALLMAN BROTHERS  
VAN HALEN  
TINA TURNER  
DIRE STRAITS  
U2  
SOUTHSIDE JOHNNY &  
BONNIE RAITT  
KINGDOM COME  
a TWO ROOMS

**WWRV/Charlottesville**  
(804) 971-4057  
PD: VENNIE KICE  
MD: DEBBIE GILBERT

Heavy  
BAD ENGLISH  
RUSH  
BRYAN ADAMS  
LITTLE FEAT  
EDDIE MONEY  
JOHN MELLENCAMP  
BOB SEGER  
SCORPIONS  
STORM  
VAN HALEN  
TOM PETTY & THE HE  
ROBBIE ROBERTSON  
U2  
Medium  
a BARRY ANIMALS  
a LITA FORD  
a TEXAS  
a MOTLEY CRUE  
a OZZY OSBOURNE  
a STEVE PLUNKETT  
a SHADOW KING  
a TALL STORIES  
a TESLA  
a WILD HORSES

**WRRD/Dothan**  
(205) 347-2700  
PD: MR. LOU  
MD: LEIGH HUTCHENS

Heavy  
BRYAN ADAMS  
LITTLE FEAT  
JOHN MELLENCAMP  
OZZY OSBOURNE  
TOM PETTY & THE HE  
QUENSBRYCHE  
STORM  
VAN HALEN  
Medium  
Light  
a BLUES TRAVELER  
a HOUSE OF FREAKS  
a GENESIS  
a PRIMAL SCREAM  
a MOQUEEN STREET  
Light  
a SMITHS  
a TWO ROOMS  
a FIREHOUSE

**WGLF/Tallahassee**  
(904) 878-1104  
PD: JEFF HORN  
MD: PAUL DAVIS

Heavy  
TOM PETTY & THE HE  
STORM  
JOHN MELLENCAMP  
Light  
VAN HALEN  
Medium  
a GUNS N' ROSES  
a LITA FORD  
a DRIVIN N CRYIN  
a ERIC CLAPTON  
a SOUTHSIDE JOHNNY &  
a METALLICA  
a EDDIE MONEY  
a THUNDER

**WLUP/Chicago**  
(312) 440-5270  
PD: RICK BALLS  
MD: DAVE BENSON

Heavy  
TOM PETTY & THE HE(M)

Medium  
a ERIC CLAPTON  
a TWO ROOMS  
a GENESIS  
Light  
a FIREHOUSE

**WRUF/Gainesville**  
(904) 392-0771  
PD: HARRY GUSCOTT  
MD: KRISTI CLARK

Heavy  
JOHN MELLENCAMP  
VAN HALEN  
38 SPECIAL  
DIRE STRAITS  
BOB SEGER  
RUSH(L)  
Medium  
a TWO ROOMS  
a GENESIS  
Light  
a JOHNNY WINTER  
a METALLICA  
a BIG AUDIO DYNAMITE  
a COMMITMENTS  
a SOUTHSIDE JOHNNY &  
STORM  
Medium  
a GENESIS  
Light  
a RTZ

**KFMX/Lubbock**  
(806) 747-1224  
PD: JON MCGANN  
MD: KID HANNING

Heavy  
DIRE STRAITS  
a GENESIS  
JOHN MELLENCAMP  
VAN HALEN  
TOM PETTY & THE HE  
BOB SEGER  
U2  
a TWO ROOMS  
a BONNIE RAITT  
a MR. BIG  
a TWO ROOMS  
Light

**WBBZ/Chicago**  
(312) 861-8100  
VP/PROG: JOHN EDWARDS  
MD: KEVIN LEWIS

Heavy  
BATON ROUGE  
DANGER DANGER  
SUICIDE  
FIREHOUSE  
LITA FORD  
GUNS N' ROSES  
KIX  
L.A. GUNS  
MOQUEEN STREET  
METALLICA  
MOTLEY CRUE  
OZZY OSBOURNE  
STEVE PLUNKETT  
SHADOW KING  
TALL STORIES  
TESLA  
VAN HALEN  
WILD HORSES

**WRRT/Chicago**  
(312) 777-1700  
PD: NORM WINER  
MD: PAUL MARSALEK

Heavy  
JOHN MELLENCAMP  
DIRE STRAITS  
SMITHS  
ROBBIE ROBERTSON  
a TWO ROOMS  
a RED HOT CHILI PEPP  
a ERIC CLAPTON  
a CRIMINAL MINDS  
a SQUEEZE  
a BUDDY GUY  
a TOM PETTY & THE HE  
a FARM  
a BOB SEGER  
a ROBYN HITCHCOCK &  
a BIG AUDIO DYNAMITE  
a CHRIS WHITLEY  
a PSYCHEDELIC FURS  
a SAM PHILLIPS  
a WEDD OLE  
a JULIAN CORN  
a WEBB WILDER  
Medium  
a JESSIE JONES  
a LITTLE FEAT  
a JOHN LEE HOOKER  
a MEAT PUPPETS  
a PRODIGY  
a TINA TURNER  
a GOLDEN PALOMINOS  
a NIRVANA  
a WONDER STUFF  
a ELECTRONIC  
a RICHARD THOMPSON  
a BRUCE COCKBURN  
a PRINCE & THE N.P.O.  
a FABULOUS THUNDERBOLT  
a SKELETONS  
a TITANIC LOVE AFFAIR  
a SMASHING PUMPKINS  
a JOHNNY WINTER  
a JETHRO TULL  
a LILLY BRAGG  
a RATCAT  
a HOUSE OF FREAKS  
a BLUE BUJ  
a PERE UBU  
a BIG SHOULDERS  
a VISM  
a NORTHERN PIKES  
a BLUES TRAVELER  
a YOUNG FRESH FELLOW  
a JERRY GARCIA BAND  
a PIXIES  
a AMERICAN MUSIC CLUB

**WLVQ/Columbus**  
(614) 488-9696  
PD: BOB NEUMANN  
MD: JO ROBINSON

Heavy  
GUNS N' ROSES  
JOHN MELLENCAMP(L)  
BOB SEGER  
TOM PETTY & THE HE  
U2  
RUSH  
a NEW YORK ROCK & SO  
a GENESIS  
a TWO ROOMS  
Medium  
a BAD ENGLISH  
a EDDIE MONEY  
a BAD COMPANY  
a RTZ  
a SHADOW KING  
a OZZY OSBOURNE  
a PRIMAL SCREAM  
a MR. BIG  
a SOUTHSIDE JOHNNY &  
a TESLA  
a RICHIE SAMBORA  
a ERIC CLAPTON  
a ALLMAN BROTHERS  
a JULIAN LENNON

**WRIF/Detroit**  
(313) 827-9505  
PD: JIM PEBBERTON

Heavy  
VAN HALEN  
SCORPIONS  
GUNS N' ROSES(L)  
U2  
RTZ  
a OZZY OSBOURNE  
a STORM  
a QUENSBRYCHE  
a TWO ROOMS  
a DILLINGER  
a CULT  
a JOHN MELLENCAMP  
a ALICE COOPER  
a METALLICA  
a TOM PETTY & THE HE  
a RICHIE SAMBORA  
a CHEAP TRICK  
a FOREIGNER  
a L.A. GUNS  
a ALICE IN CHAINS  
a THUNDER  
a RICHARD MARX  
a JAMES REYNE  
a FIREHOUSE  
a RUSH  
a GENESIS  
Light  
a KIX

**KKZQ/Ft. Smith**  
(501) 646-6700  
PD: MARK MORAN  
MD: JOHN ALLEN  
(FROZEN)  
Heavy  
JOHN MELLENCAMP  
BOB SEGER  
LITTLE FEAT  
38 SPECIAL  
TOM PETTY & THE HE  
DIRE STRAITS  
STORM  
a GUNN TWIN  
VAN HALEN  
Medium  
Light

**WRUF/Gainesville**  
(904) 392-0771  
PD: HARRY GUSCOTT  
MD: KRISTI CLARK

Heavy  
JOHN MELLENCAMP  
VAN HALEN  
38 SPECIAL  
DIRE STRAITS  
BOB SEGER  
RUSH(L)  
Medium  
a TWO ROOMS  
a GENESIS  
Light  
a JOHNNY WINTER  
a METALLICA  
a BIG AUDIO DYNAMITE  
a COMMITMENTS  
a SOUTHSIDE JOHNNY &  
STORM  
Medium  
a GENESIS  
Light  
a RTZ

**KFBAT/Odessa**  
(915) 563-2121  
PD: RIC ELLIOTT  
MD: DREW DANSON

Heavy  
BRYAN ADAMS  
GUNS N' ROSES(M)  
LITTLE FEAT  
JOHN MELLENCAMP  
TOM PETTY & THE HE  
QUENSBRYCHE  
RUSH  
RICHIE SAMBORA  
SCORPIONS  
BOB SEGER  
STORM  
VAN HALEN  
RTZ  
ROBBIE ROBERTSON  
Medium  
a NEW YORK ROCK & SO  
a GENESIS  
Light  
a NIRVANA  
a WARREN ZEVON  
a B.B. KING

**WVQB/Indianapolis**  
(317) 257-7565  
PD: HARTY BENDER  
MD: ACE COSBY

Heavy  
SCHOOL OF FISH  
JOHN MELLENCAMP(L)  
SCORPIONS  
VAN HALEN(M)  
a HENRY LEE SUMMER  
Medium  
a GENESIS  
a BRYAN ADAMS  
a BOB SEGER  
a RUSH  
a ALLMAN BROTHERS  
TOM PETTY & THE HE  
38 SPECIAL  
Medium  
a LITTLE FEAT  
a VAN HALEN(M)  
a FOUR HORSEMEN(M)  
a SCHOOL OF FISH  
a DIRE STRAITS(M)  
a SMITHS  
Medium  
a BOB SEGER(L)  
a BRYAN ADAMS  
a JETHRO TULL  
a PSYCHO DOGS  
a BAD COMPANY  
a RTZ  
a GENESIS  
a OZZY OSBOURNE  
a GUNS N' ROSES  
Light

**WEBN/Cincinnati**  
(513) 621-9326  
PD: TOM OWENS  
MD: TONY TOLLIVER

Heavy  
RUSH(M)  
VAN HALEN(M)  
FOUR HORSEMEN(L)  
JOHN MELLENCAMP(M)  
SCHOOL OF FISH  
TOM PETTY & THE HE(M)  
DIRE STRAITS(M)  
SMITHS  
Medium  
a BOB SEGER(L)  
a BRYAN ADAMS  
a JETHRO TULL  
a PSYCHO DOGS  
a BAD COMPANY  
a RTZ  
a GENESIS  
a OZZY OSBOURNE  
a GUNS N' ROSES  
Light

**WVWQ/Columbus**  
(614) 488-9696  
PD: BOB NEUMANN  
MD: JO ROBINSON

Heavy  
GUNS N' ROSES  
JOHN MELLENCAMP(L)  
BOB SEGER  
TOM PETTY & THE HE  
U2  
RUSH  
a NEW YORK ROCK & SO  
a GENESIS  
a TWO ROOMS  
Medium  
a BAD ENGLISH  
a EDDIE MONEY  
a BAD COMPANY  
a RTZ  
a SHADOW KING  
a OZZY OSBOURNE  
a PRIMAL SCREAM  
a MR. BIG  
a SOUTHSIDE JOHNNY &  
a TESLA  
a RICHIE SAMBORA  
a ERIC CLAPTON  
a ALLMAN BROTHERS  
a JULIAN LENNON

**WVWQ/Columbus**  
(614) 488-9696  
PD: BOB NEUMANN  
MD: JO ROBINSON

Heavy  
GUNS N' ROSES  
JOHN MELLENCAMP(L)  
BOB SEGER  
TOM PETTY & THE HE  
U2  
RUSH  
a NEW YORK ROCK & SO  
a GENESIS  
a TWO ROOMS  
Medium  
a BAD ENGLISH  
a EDDIE MONEY  
a BAD COMPANY  
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a OZZY OSBOURNE  
a PRIMAL SCREAM  
a MR. BIG  
a SOUTHSIDE JOHNNY &  
a TESLA  
a RICHIE SAMBORA  
a ERIC CLAPTON  
a ALLMAN BROTHERS  
a JULIAN LENNON

**WVWQ/Columbus**  
(614) 488-9696  
PD: BOB NEUMANN  
MD: JO ROBINSON

Heavy  
GUNS N' ROSES  
JOHN MELLENCAMP(L)  
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Medium  
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a OZZY OSBOURNE  
a PRIMAL SCREAM  
a MR. BIG  
a SOUTHSIDE JOHNNY &  
a TESLA  
a RICHIE SAMBORA  
a ERIC CLAPTON  
a ALLMAN BROTHERS  
a JULIAN LENNON

**WVWQ/Columbus**  
(614) 488-9696  
PD: BOB NEUMANN  
MD: JO ROBINSON

Heavy  
GUNS N' ROSES  
JOHN MELLENCAMP(L)  
BOB SEGER  
TOM PETTY & THE HE  
U2  
RUSH  
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a GENESIS  
a TWO ROOMS  
Medium  
a BAD ENGLISH  
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a BAD COMPANY  
a RTZ  
a SHADOW KING  
a OZZY OSBOURNE  
a PRIMAL SCREAM  
a MR. BIG  
a SOUTHSIDE JOHNNY &  
a TESLA  
a RICHIE SAMBORA  
a ERIC CLAPTON  
a ALLMAN BROTHERS  
a JULIAN LENNON

**WMMS/Cleveland**  
(216) 781-9667  
PD: MICHAEL LUCZAK  
MD: BRAD HANSON

Heavy  
TOM PETTY & THE HE  
RUSH  
EDDIE MONEY  
VAN HALEN  
LITTLE FEAT  
PRIMAL SCREAM  
JOHN MELLENCAMP  
PSYCHEDELIC FURS  
HEART  
DIRE STRAITS  
ROBYN HITCHCOCK &  
BOB SEGER  
U2  
SOUTHSIDE JOHNNY &  
Medium  
KENNY LOGGINS  
MARC JOHN  
GUNS N' ROSES  
OZZY OSBOURNE  
a JULIAN LENNON  
a GENESIS  
Light  
a LITA FORD  
a TWO ROOMS

**WLLZ/Detroit**  
(313) 855-5100  
PD: JAY CLARK  
MD: CHUCK SANTONI

Heavy  
VAN HALEN  
RUSH(M)  
BOB SEGER  
JOHN MELLENCAMP  
TOM PETTY & THE HE  
Medium  
METALLICA(L)  
SCORPIONS  
DIRE STRAITS  
HEART  
STORM  
ERIC CLAPTON(L)  
LITTLE FEAT  
CULT  
SHADOW KING  
GUNS N' ROSES  
a GENESIS  
a SOUTHSIDE JOHNNY &  
Light  
a RTZ  
a LITA FORD  
a SCREAM  
a KIX

**WQFM/Milwaukee**  
(414) 276-2040  
PD: J.J. STEVENS  
MD: JIM SMITH

Heavy  
GUNS N' ROSES(L)  
QUENSBRYCHE  
TESLA(L)  
VAN HALEN(L)  
Medium  
CULT  
METALLICA(L)  
MOTLEY CRUE(L)  
OZZY OSBOURNE  
RTZ  
RUSH(L)  
SCORPIONS  
U2  
JOHN MELLENCAMP  
Light  
a LITA FORD  
a ASPHALT BALLETT  
a GENESIS  
a SKID ROW

**WVWQ/Columbus**  
(614) 488-9696  
PD: BOB NEUMANN  
MD: JO ROBINSON

Heavy  
GUNS N' ROSES  
JOHN MELLENCAMP(L)  
BOB SEGER  
TOM PETTY & THE HE  
U2  
RUSH  
a NEW YORK ROCK & SO  
a GENESIS  
a TWO ROOMS  
Medium  
a BAD ENGLISH  
a EDDIE MONEY  
a BAD COMPANY  
a RTZ  
a SHADOW KING  
a OZZY OSBOURNE  
a PRIMAL SCREAM  
a MR. BIG  
a SOUTHSIDE JOHNNY &  
a TESLA  
a RICHIE SAMBORA  
a ERIC CLAPTON  
a ALLMAN BROTHERS  
a JULIAN LENNON

**WVWQ/Columbus**  
(614) 488-9696  
PD: BOB NEUMANN  
MD: JO ROBINSON

Heavy  
GUNS N' ROSES  
JOHN MELLENCAMP(L)  
BOB SEGER  
TOM PETTY & THE HE  
U2  
RUSH  
a NEW YORK ROCK & SO  
a GENESIS  
a TWO ROOMS  
Medium  
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a BAD COMPANY  
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a SHADOW KING  
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a PRIMAL SCREAM  
a MR. BIG  
a SOUTHSIDE JOHNNY &  
a TESLA  
a RICHIE SAMBORA  
a ERIC CLAPTON  
a ALLMAN BROTHERS  
a JULIAN LENNON

**WVWQ/Columbus**  
(614) 488-9696  
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MD: JO ROBINSON

Heavy  
GUNS N' ROSES  
JOHN MELLENCAMP(L)  
BOB SEGER  
TOM PETTY & THE HE  
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RUSH  
a NEW YORK ROCK & SO  
a GENESIS  
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a BAD ENGLISH  
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a BAD COMPANY  
a RTZ  
a SHADOW KING  
a OZZY OSBOURNE  
a PRIMAL SCREAM  
a MR. BIG  
a SOUTHSIDE JOHNNY &  
a TESLA  
a RICHIE SAMBORA  
a ERIC CLAPTON  
a ALLMAN BROTHERS  
a JUL

MIDWEST (Continued)



KRNA/Cedar Rapids (319) 351-9300

Heavy BRYAN ADAMS JOHN HELLENCAMP GUNS N' ROSES VAN HALEN BOB SEGER

WZNF/Champaign (217) 367-1195

Heavy BRYAN ADAMS JOHN HELLENCAMP GUNS N' ROSES VAN HALEN BOB SEGER

KFMZ/Columbia (314) 874-3000

Heavy BAD ENGLISH BRYAN ADAMS GUNS N' ROSES EDDIE MONEY

KQDS/Duluth (218) 728-6421

Heavy JOHN HELLENCAMP VAN HALEN TOM PETTY & THE HE BOB SEGER

KQWB/Fargo (218) 236-7900

Heavy JOHN HELLENCAMP VAN HALEN TOM PETTY & THE HE BOB SEGER

KJJK/Grand Forks (701) 746-1417

Heavy JOHN HELLENCAMP VAN HALEN TOM PETTY & THE HE BRYAN ADAMS

KFMQ/Lincoln (402) 489-6500

Heavy MR. BIG VAN HALEN TOM PETTY & THE HE BOB SEGER

Light a THUNDER a ALICE COOPER a LITA FORD

KSQY/Rapid City (605) 348-9877

Heavy RUSH(L) GUNS N' ROSES(M)(L) BRYAN ADAMS

KSEZ/Sioux City (712) 258-6740

Heavy TOM PETTY & THE HE DIRE STRAITS BOB SEGER

KBPI/Denver (303) 534-6200

Heavy GUNS N' ROSES L.A. GUNS METALLICA

KBCO/Denver (303) 444-5600

Heavy DIRE STRAITS ROBBIE ROBERTSON BOB SEGER

KLOS/Los Angeles (213) 840-4836

Heavy RUSH(L) BRYAN ADAMS VAN HALEN

WYMG/Springfield (217) 546-9000

Light a THUNDER a ALICE COOPER a LITA FORD

WZZQ/Terre Haute (812) 232-5034

Heavy GUNS N' ROSES(M)(L) METALLICA(M)

WKLT/Traverse City (616) 947-0003

Heavy TOM PETTY & THE HE DIRE STRAITS BOB SEGER

KUPD/Phoenix (602) 838-3062

Heavy GUNS N' ROSES(M)(L) METALLICA(M)

KOME/San Jose (408) 985-9800

Heavy BRYAN ADAMS JOHN HELLENCAMP GUNS N' ROSES

KUFO/Portland (503) 222-1011

Heavy TOM PETTY & THE HE VAN HALEN GUNS N' ROSES

KRXQ/Sacramento (916) 334-7777

Heavy ALICE IN CHAINS GUNS N' ROSES(M)

KLOS/Los Angeles (213) 840-4836

Heavy RUSH(L) BRYAN ADAMS VAN HALEN

KGON/Portland (503) 223-1441

Heavy DIRE STRAITS BRYAN ADAMS JOHN HELLENCAMP

WZZQ/Terre Haute (812) 232-5034

Heavy GUNS N' ROSES(M)(L) METALLICA(M)

WKLT/Traverse City (616) 947-0003

Heavy TOM PETTY & THE HE DIRE STRAITS BOB SEGER

KUPD/Phoenix (602) 838-3062

Heavy GUNS N' ROSES(M)(L) METALLICA(M)

KOME/San Jose (408) 985-9800

Heavy BRYAN ADAMS JOHN HELLENCAMP GUNS N' ROSES

KUFO/Portland (503) 222-1011

Heavy TOM PETTY & THE HE VAN HALEN GUNS N' ROSES

KRXQ/Sacramento (916) 334-7777

Heavy ALICE IN CHAINS GUNS N' ROSES(M)

KLOS/Los Angeles (213) 840-4836

Heavy RUSH(L) BRYAN ADAMS VAN HALEN

KZKI/Denver (303) 759-5600

Heavy JOHN HELLENCAMP VAN HALEN EXTREME

KZEL/Eugene (503) 342-7096

Heavy BRYAN ADAMS JOHN HELLENCAMP(M)

KKDJ/Fresno (209) 226-5991

Heavy VAN HALEN DIRE STRAITS JOHN HELLENCAMP

KRZR/Fresno (209) 252-8994

Heavy BRYAN ADAMS GUNS N' ROSES JOHN HELLENCAMP

KRZR/Albuquerque (505) 765-5400

Heavy BRYAN ADAMS VAN HALEN TOM PETTY & THE HE

KJOT/Bolse (208) 344-3511

Heavy SHADOW KING STORM HEART

KJOT/Bolse (208) 344-3511

Heavy SHADOW KING STORM HEART

KKRX/Santa Rosa (206) 283-5979

Heavy BRYAN ADAMS JOHN HELLENCAMP GUNS N' ROSES

KZKI/Denver (303) 759-5600

Heavy JOHN HELLENCAMP VAN HALEN EXTREME

KZEL/Eugene (503) 342-7096

Heavy BRYAN ADAMS JOHN HELLENCAMP(M)

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KRZR/Albuquerque (505) 765-5400

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KJOT/Bolse (208) 344-3511

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KKRX/Santa Rosa (206) 283-5979

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KZKI/Denver (303) 759-5600

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Heavy BRYAN ADAMS GUNS N' ROSES JOHN HELLENCAMP

KRZR/Albuquerque (505) 765-5400

Heavy BRYAN ADAMS VAN HALEN TOM PETTY & THE HE

KJOT/Bolse (208) 344-3511

Heavy SHADOW KING STORM HEART

KJOT/Bolse (208) 344-3511

Heavy SHADOW KING STORM HEART

KKRX/Santa Rosa (206) 283-5979

Heavy BRYAN ADAMS JOHN HELLENCAMP GUNS N' ROSES

KEZE/Spokane (509) 448-8888

Heavy EDDIE MONEY(L) VAN HALEN DIRE STRAITS

KZEL/Eugene (503) 342-7096

Heavy BRYAN ADAMS JOHN HELLENCAMP(M)

KKDJ/Fresno (209) 226-5991

Heavy VAN HALEN DIRE STRAITS JOHN HELLENCAMP

KRZR/Fresno (209) 252-8994

Heavy BRYAN ADAMS GUNS N' ROSES JOHN HELLENCAMP

KRZR/Albuquerque (505) 765-5400

Heavy BRYAN ADAMS VAN HALEN TOM PETTY & THE HE

KJOT/Bolse (208) 344-3511

Heavy SHADOW KING STORM HEART

KJOT/Bolse (208) 344-3511

Heavy SHADOW KING STORM HEART

KKRX/Santa Rosa (206) 283-5979

Heavy BRYAN ADAMS JOHN HELLENCAMP GUNS N' ROSES

KQDI/Great Falls (406) 761-2800

Heavy BOB SEGER JOHN HELLENCAMP EDDIE MONEY

KBOY/Medford (503) 779-2244

Heavy JOHN HELLENCAMP SCORPIONS

KZOO/Missoula (406) 728-5004

Heavy JOHN HELLENCAMP VAN HALEN TOM PETTY & THE HE

KATY/Santa Barbara (805) 967-4511

Heavy BOB SEGER JOHN HELLENCAMP TOM PETTY & THE HE

KATY/Santa Barbara (805) 967-4511

Heavy BOB SEGER JOHN HELLENCAMP TOM PETTY & THE HE

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Heavy BOB SEGER JOHN HELLENCAMP TOM PETTY & THE HE

KATY/Santa Barbara (805) 967-4511

Heavy BOB SEGER JOHN HELLENCAMP TOM PETTY & THE HE

WHJY # 1 Requested Song for one month solid 'I've got alot to learn about love' THE STORM

P2 logo

KJOT/Bolse (208) 344-3511

KLCO/Colorado Springs (719) 634-4896

P3 logo

KRZX/Billings (406) 245-5000

KRZO/Reno (702) 827-0965

KIOZ/San Diego (619) 560-5464

KXFX/Santa Rosa (707) 523-1369

176 Current Reporters 170 Current Playlists Called In Frozen Playlist (2): WKQZ/Saginaw WYNF/Tampa

Did Not Report, Playlist Frozen (4): KCLB/Palm Springs KZKZ/Ft. Smith WZNF/Champaign WLZR/Milwaukee is no longer an AOR reporter.

PLAYLISTS — Artists are listed once per playlist in the highest rotation that any of their album's tracks is reported. For example, if tracks from the same album are reported in both heavy and medium, the artist will appear in heavy. For all stations, light rotation is condensed to include only adds to the rotation this week. For P-2 and P-3 stations, medium rotation is condensed in the same manner. Symbols: 'a' — Album or track is newly reported. (M); (L) — Other tracks from that album are in those rotations (medium or light). A "frozen" list indicates that a current report was not received, and last week's rotations are included in the data base. Stations which fail to report for two consecutive weeks do not contribute any data to this week's charts. PARALLELS — Stations arranged by market size, according to Arbitron's MSA population figures. Parallel One: 1,000,000 +. Parallel Two: 200,000 - 1,000,000. Parallels Three: under 200,000. Stations at a significant ratings disadvantage to an in-format competitor are assigned a lower parallel.

# AOR TRACKS®

# NEW & ACTIVE

3	2			173 REPORTERS		Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW					
3	1	2		1	JOHN MELLENCAMP/Get A Leg Up (Mercury)	166-/2	152+	12-
5	2	1		2	VAN HALEN/Top Of The World (WB)	161-/1	140-	19-
-	-	3		3	U2/The Fly (Island)	166+/2	96+	59-
13	9	5		4	TOM PETTY & THE.../Into The Great Wide Open (MCA)	150+/2	100+	44-
23	16	11		5	DIRE STRAITS/Heavy Fuel (WB)	153+/9	71+	73=
DEBUT				6	GENESIS/No Son Of Mine (Atlantic)	153 /153	63	77
8	8	7		7	SCORPIONS/Send Me An Angel (Mercury)	146-/1	73-	58+
16	10	10		8	STORM/I've Got A Lot To Learn About Love (Interscope)	152+/4	62+	78+
7	6	6		9	BOB SEGER & THE SILVER BULLET.../The Fire Inside (Capitol)	137-/2	78-	56-
4	5	4		10	BRYAN ADAMS/Can't Stop This Thing We Started (A&M)	117-/0	92-	23-
2	4	8		11	RUSH/Dreamline (Atlantic)	105-/0	77-	23-
29	17	16		12	QUEENSRYCHE/Another Rainy Night (EMI)	139+/9	32+	66-
17	14	13		13	OZZY OSBOURNE/No More Tears (Epic Associated)	141=/1	26+	59-
18	15	14		14	CULT/Wild Hearted Son (Sire/Reprise)	141-/1	23+	74-
DEBUT				15	WHO/Saturday Night's Alright (For Fighting) (Polydor/PLG)	122 /122	30	64
26	19	18		16	ROBBIE ROBERTSON/What About Now (Geffen)	123+/4	22+	70+
1	3	9		17	GUNS N' ROSES/Don't Cry (Geffen)	87-/0	48-	31-
27	18	19		18	HEART/You're The Voice (Capitol)	106-/2	21+	67-
28	20	20		19	SHADOW KING/I Want You (Atlantic)	110-/2	11+	67-
31	27	24		20	RTZ/There's Another Side (Giant/Reprise)	103+/8	21+	60+
39	29	25		21	MR. BIG/To Be With You (Atlantic)	111+/9	13+	58+
12	12	12		22	LITTLE FEAT/Shake Me Up (Morgan Creek)	85-/0	31-	42-
25	22	22		23	38 SPECIAL/Rebel To Rebel (Charisma)	85-/1	23+	45-
42	32	26		24	BONNIE RAITT/Slow Ride (Capitol)	80-/1	19+	49-
10	13	17		25	METALLICA/Enter Sandman (Elektra)	79-/0	21-	33-
35	33	30		26	ALLMAN BROTHERS/Bad Rain (Epic)	69+/2	12-	46+
41	31	28		27	GUNS N' ROSES/November Rain (Geffen)	69+/10	9=	36+
38	35	32		28	GUNS N' ROSES/Live And Let Die (Geffen)	69+/13	11+	36+
24	23	23		29	SCREAM/Man In The Moon (Hollywood)	89-/0	5-	42-
44	37	31		30	ALICE COOPER/Love's A Loaded Gun (Epic)	86+/5	1-	31+
11	11	15		31	RICHIE SAMBORA/Ballad Of Youth (Mercury)	64-/1	18-	28-
47	39	34		32	DRIVIN N CRYIN/The Innocent (Island)	89+/3	2=	39+
-	-	38		33	SOUTHSIDE JOHNNY & THE ASBURY.../It's Been A Long... (Impact)	68+/19	9+	38+
30	30	27		34	ALICE IN CHAINS/Sea Of Sorrow (Columbia)	80-/1	6+	21-
52	43	36		35	PRIMAL SCREAM/Movin' On Up (Sire/WB)	73+/8	3=	25+
43	40	37		36	NORTHERN PIKES/She Ain't Pretty (Scotti Bros.)	63+/4	9+	28+
-	58	48		37	RUSH/Roll The Bones (Atlantic)	56+/25	9+	29+
-	53	41		38	EXTREME/Get The Funk Out (A&M)	73+/19	2+	22+
55	46	40		39	CHRIS WHITLEY/Big Sky Country (Columbia)	66+/7	2+	35+
51	45	39		40	ERIC GALES BAND/Resurrection (Elektra)*	73+/6	1=	18=
6	7	21		41	EDDIE MONEY/Heaven In The Back Seat (Columbia)	43-/0	18-	21-
DEBUT				42	LITA FORD/Shot Of Poison (RCA)	69+/62	1+	17+
40	36	35		43	DILLINGER/Home For Better Days (JRS)	58-/1	5+	27-
-	49	47		44	ERIC CLAPTON/Watch Yourself (Duck/Reprise)	43+/7	4+	24+
58	51	46		45	L.A. GUNS/Some Lie 4 Love (Polydor/PLG)	57+/4	2=	12+
19	26	29		46	TOM PETTY & THE HEARTBREAKERS/Out In The Cold (MCA)	28-/0	15-	7=
-	-	59		47	NIRVANA/Smells Like Teen Spirit (DGC)	50+/22	3=	7+
48	44	45		48	BIG AUDIO DYNAMITE II/Rush (Columbia)*	37-/3	8-	13=
-	-	60		49	METALLICA/The Unforgiven (Elektra)	42+/20	5+	7+
21	21	33		50	MOTLEY CRUE/Primal Scream (Elektra)	31-/0	8-	12-
DEBUT				51	DONALD FAGEN w/MICHAEL McDONALD/Pretzel Logic (Giant/WB)	38 /38	4	19
-	57	52		52	TALL STORIES/Wild On The Run (Epic)	36+/5	3=	13+
57	56	54		53	BLUES TRAVELER/All In The Groove (A&M)	37+/3	2-	20+
-	60	57		54	JOHN MELLENCAMP/Love And Happiness (Mercury)	31+/7	3+	18+
54	50	49		55	R.E.M./Radio Song (WB)	30-/3	4-	18=
DEBUT				56	TESLA/Call It What You Want (Geffen)	32+/20	3+	10+
DEBUT				57	McQUEEN STREET/In Heaven (SBK)	32+/9	3=	4+
-	54	-		58	VAN HALEN/Right Now (WB)	21+/4	6=	11+
DEBUT				59	SMITHEREENS/Tell Me When Did Things Go So Wrong (Capitol)	29+/12	3=	10+
DEBUT				60	VAN MORRISON/Why Must I Always Explain (Polydor/PLG)	25+/1	5+	15=

\* Keeps a bullet due to continued growth.

JULIAN LENNON "Saltwater" (Atlantic) 26/9 (17/8)  
 Adds including WLVO, WDHA, WHEB, KEYJ, KQDS Medium 12 including WNEW, WMMR, WHJY, KUPD  
 BABY ANIMALS "Painless" (Imago) 26/5 (21/5)  
 Adds including WMMR, KEZO, KQWB Heavy 1: KKDJ Medium 11 including WNEW, WDVE, KXRX  
 KIX "Same Jane" (Atco/EastWest) 25/10 (15/14)  
 Adds including WBAB, WHJY, WWDC, WLLZ, WRIF, WZBH, KAZY, WKIT, WKZO  
 FIREHOUSE "All She Wrote" (Epic) 23/20 (3/1)  
 Adds including WIYY, WCCC, WRFX, WSTZ, WRXL, WIXV, KTAL, WAPL, KRZR, KEZE Heavy 3 including  
 WWBZ, KBER  
 RICHARD MARX "Playing With Fire" (Capitol) 21/21 (0/0)  
 Adds including KSAQ, KWIC, KMJX, WWCT, KEZE, WGIR  
 WHITE TRASH "Apple Pie" (Elektra) 20/2 (18/4)  
 Adds WIFY, KQDS Heavy 4: WIYY, WXTB, WAZU, KICT Medium 3: KSAQ, KNCN, WKQZ  
 TINA TURNER "Love Thing" (Capitol) 20/1 (19/4)  
 Adds including Heavy 4: KYYS, WGIR, KATP, KZQO Medium 8 including KWIC, KJOT, KKDJ, KEZE  
 LYNRYD SKYNYRD 1991 "Pure & Simple" (Atlantic) 19/3 (16/10)  
 Adds: KRQR, WXL, WBA Medium 10: WDHA, WRFX, WMFX, WROQ, WGCK, KKDJ, KATP, WGLF,  
 KWHL, KRXX  
 WARREN ZEVON "Finishing Touches" (Giant/Reprise) 19/3 (16/7)  
 Adds including WPXC, KBAT Heavy 2: WMMR, WPDH Medium 3 including WDHA, KKDJ  
 SKID ROW "Wasted Time" (Atlantic) 18/7 (12/11)  
 Adds including WQFM, KBPI, WDHA, KRZQ, KIOZ, KJKJ Medium 4 including WXTB, KMJX, WAZU  
 CHRISSE STEELE "Love Don't Last Forever" (Chrysalis) 17/16 (1/1)  
 Adds including WNEW, KSAQ, KGON, KISW, KXRX, KWIC, KKEG, WRQO, WROQ, KEZO  
 COMMITMENTS "Mustang Sally" (Beacon/MCA) 17/3 (16/6)  
 Adds: WJXQ, WRUF, KBOY Heavy 2: WMMR, WKQZ Medium 6: WBAB, WEZX, WRXR, KMOD, WKZO,  
 KWHL  
 LLOYD COLE "She's A Girl And I'm A Man" (Capitol) 17/0 (17/2)  
 Heavy 1: WHFS Medium 5: KXRX, KEZE, KATP, KZQO, KFMU  
 SCHOOL OF FISH "King Of The Dollar" (Capitol) 16/3 (13/3)  
 Adds: WPDH, KRZQ, KFMZ Medium 3: KSJO, KMBY, WKZO  
 RUSH "Ghost Of A Chance" (Atlantic) 16/3 (16/3)  
 Adds including KSAQ, WBA Heavy 4: WNOR, WLVO, WHCN, WCMF Medium 9 including WDVE, WEBN  
 TEXAS "Mothers Heaven" (LP) (Mercury) 15/12 (3/0)  
 Adds including KUPD, WDHA, WZBH, WRXR, WSTZ, WJXQ, WGIR, KRNA, KFMU Medium 5 including  
 KTCZ, KBCC  
 HOUSE OF FREAKS "Rocking Chair" (Giant/Reprise) 15/5 (10/8)  
 Adds: WDHA, KLB, WDJR, KQDS, KCOR Medium 4: WHFS, WRXL, KFMQ, KZQO  
 JOHNNY WINTER "Life Is Hard" (Point Blank/Charisma) 15/4 (13/3)  
 Adds: WDHA, WRUF, KBOY, KRQK Heavy 1: KMJX Medium 5: KWIC, WIXV, KLPX, KATP, KZKZ

### MOST ADDED

- GENESIS/Son (153)
- WHO/Saturday (122)
- LITA FORD/Poison (62)
- D. FAGEN WITH.../Pretzel (38)
- RUSH/Bones (25)
- NIRVANA/Smells (22)
- RICHARD MARX/Playing (21)
- FIREHOUSE/Wrote (20)
- METALLICA/Unforgiven (20)
- TESLA/Call (20)
- EXTREME/Funk (19)
- SOUTHSIDE JOHNNY & THE.../Long (19)

### MOST REQUESTED

- U2/Fly (55)
- OZZY OSBOURNE/Tears (53)
- STORM/I've (46)
- METALLICA/Sandman (35)
- JOHN MELLENCAMP/Leg (29)
- VAN HALEN/Top (28)
- GUNS N' ROSES/Cry (20)
- QUEENSRYCHE/Rainy (14)
- SCORPIONS/Angel (14)
- GENESIS/Son (11)



**BUSINESS IS GOOD**

Out Of The Box At

WXTB KSJO WRDU WXKE  
 WEBN WQMF WIXV KILO  
 KOME WKDF WAPL KNAC  
 KIOZ

From the album **NOBODY SAID IT WAS EASY**

Produced by Rick Rubin

© 1991 Def American Recordings, Inc.

# BREAKERS®

**GENESIS**  
 No Son Of Mine (Atlantic)  
 88% of our reporters on it.

**WHO**  
 Saturday Night's Alright (For Fighting) (Polydor/PLG)  
 71% of our reporters on it.

**RTZ**  
 There's Another Side (Giant/Reprise)  
 60% of our reporters on it.



LW TW

- 1 RED HOT CHILI PEPPERS/Blood Sugar Sex Magik (WB)
2 U2/The Fly (Track) (Island)
3 BILLY BRAGG/Don't Try This At Home (Elektra)
4 NIRVANA/Nevermind (DGC)
5 ROBYN HITCHCOCK & THE EGYPTIANS/Perspek Island (A&M)
6 PRIMAL SCREAM/Screamadelica (Sire/WB)
7 BIG AUDIO DYNAMITE II/The Globe (Columbia)
8 LLOYD COLE/Don't Get Weird On Me, Babe (Capitol)
9 BLUR/Leisure (Food/SBK)
10 CULT/Ceremony (Sire/Reprise)
11 VOICE OF THE BEEHIVE/Honey Lingers (London/PLG)
12 PIXIES/Trompe Le Monde (4AD/Elektra)
13 HOUSE OF FREAKS/Cake Walk (Giant/Reprise)
14 SMITHEREENS/Blow Up (Capitol)
15 PSYCHEDELIC FURS/World Outside (Columbia)
16 CROWDED HOUSE/Tin Machine (Giant/Reprise)
17 FIVE THIRTY/Bed (Atco/EastWest)
18 ERASURE/Chorus (Sire/Reprise)
19 NORTHSIDE/Chicken Rhythms (Geffen)
20 GOLDEN PALOMINOS/Drunk With Passion (Charisma)\*
21 SHAMEN/En-Tact (Epic)
22 BLUE AEROPLANES/Beatsongs (Ensign/Chrysalis)
23 DRAMARAMA/Vinyl (Chameleon/Elektra)
24 SQUEEZE/Play (Reprise)
25 OCEAN BLUE/Cerulean (Sire/Reprise)
26 NED'S ATOMIC DUSTBIN/God Fodder (Columbia)
27 TIN MACHINE/Tin Machine II (Victory Music/PLG)
28 TEXAS/Mothers Heaven (Mercury)
29 VARIOUS ARTISTS/Two Rooms (Polydor/PLG)
30 CURVE/Frozen (EP) (Charisma)

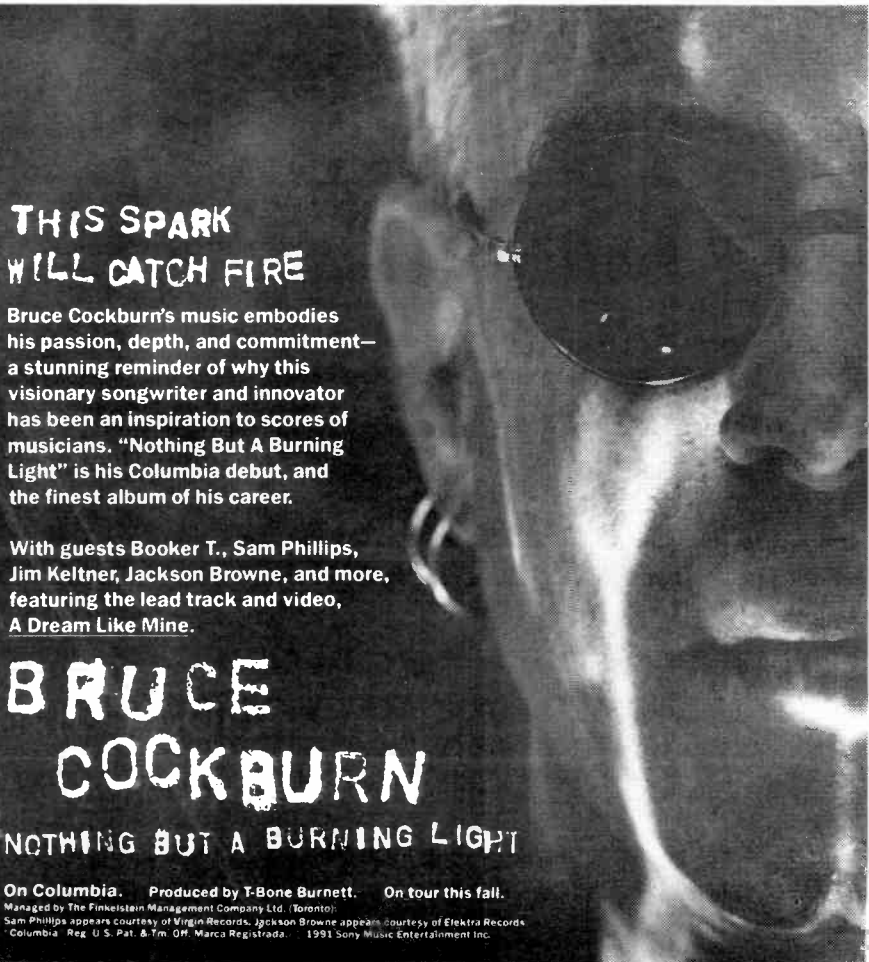
\*Keeps a bullet due to continued growth.

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED: TWO ROOMS, DYLAN, NYMPHS, CLIFFS OF DOONEEN, MATTHEW SWEET

HOTTEST: NIRVANA U2, RED HOT CHILI PEPPERS, PIXIES, BIG AUDIO DYNAMITE II

MOST REQUESTED: NIRVANA, RED HOT CHILI PEPPERS U2, BIG AUDIO DYNAMITE II, BILLY BRAGG, ERASURE



THIS SPARK WILL CATCH FIRE

Bruce Cockburn's music embodies his passion, depth, and commitment—a stunning reminder of why this visionary songwriter and innovator has been an inspiration to scores of musicians.

With guests Booker T., Sam Phillips, Jim Keltner, Jackson Browne, and more, featuring the lead track and video, A Dream Like Mine.

BRUCE COCKBURN

NOTHING BUT A BURNING LIGHT

On Columbia. Produced by T-Bone Burnett. On tour this fall. Managed by The Finkelstein Management Company Ltd. (Toronto). Sam Phillips appears courtesy of Virgin Records. Jackson Browne appears courtesy of Elektra Records. Columbia Reg. U.S. Pat. & Tm. Off. Marca Registrada. © 1991 Sony Music Entertainment Inc.

P1 PLAYLISTS

WFNX/Boston (617) 595-6200 Kurt St. Thomas

- Heavy BILLY BRAGG
BIG AUDIO DYNAMITE
RED HOT CHILI PEP
NIRVANA
SMASHING PUMPKINS
SIOUXSIE & THE BA
TRIBE
SQUEEZE
ROBYN HITCHCOCK & SMITHEREENS
DIRE STRAITS
CANDY SKINS
ALISON MOYET
VOICE OF THE BEEHIVE
JOAN JETT & THE B
GRAPES OF WRATH
NED'S ATOMIC DUST
NORTHSIDE
PRIMAL SCREAM
THE PSYCHEDELIC FURS
U2
CLIFFS OF DOONEEN
Medium CROWDED HOUSE
TIN MACHINE
MOCK TURTLES
OCEAN BLUE
TRANSMISSION VAMP
BLUE AEROPLANES
Light ERASURE
ELECTRONIC
MORRISSEY
DRAMARAMA
ANIMAL LOGIC
PALE DIVINE
WONDER STUFF
PIXIES
a SCOUR DRAGONS
a TWO ROOMS
a SCHOOL OF FISH

WBUR/Providence (401) 272-9550 Michael Osborne

- Heavy FIVE THIRTY
PIXIES
BIG AUDIO DYNAMITE
RED HOT CHILI PEP
U2
BILLY BRAGG
CROWDED HOUSE
TODD THE NET SPRO
HOUSE OF FREAKS
KIRSTY MacCOLL
OCEAN BLUE
SQUEEZE
SIOUXSIE & THE BA
LLOYD COLE
NORTHSIDE
TIN MACHINE
GARY CLAIL
ERASURE
PSYCHO DOTS
NIRVANA
THIS PICTURE
Medium GOLDEN PALOMINOS
TRIP SHAKESPEARE
MASSIVE ATTACK
BLUES TRAVELER
ALISON MOYET
SAM PHILLIPS
PRIMAL SCREAM
THIS PICTURE
BLUR
GOLDEN PALOMINOS
SHAMEN
CURVE
NATHALIE ARCHANGE
Light NED'S ATOMIC DUST
a TWO ROOMS
a CLIFFS OF DOONEEN
a SMERVDRIIVER
a WALKABOUTS

WDR/Long Island (516) 832-9400 Tom Calderone

- Heavy U2
BLUR
RED HOT CHILI PEP
MORRISSEY
NED'S ATOMIC DUST

P2 ADDS & HOTS

WHTGI/Asbury Park (908) 542-1410 Butscher/Pinfield

- TWO ROOMS
INTERNATIONAL BEA
GIN BLOSSOMS
CHRIS STAMEY
DYLANS
BRUCE COCKBURN
STRATOCRACKET PITS
CLIFFS OF DOONEEN
NYMPHS
OVERLORDS
SISTER DOUBLE HAP
SEVEN RED SEVEN
FARM
Hottest: U2
RED HOT CHILI PEP
DRAMARAMA
NED'S ATOMIC DUST
NIRVANA
SQUEEZE
SHAMEN
NORTHSIDE
BLUE AEROPLANES
Light SMASHING PUMPKINS
a T. REE
a NYMPHS
a TWO ROOMS

KTCL/Ft. Collins-Denver (303) 571-1232 John Hayes

- Heavy ROBYN HITCHCOCK & NIRVANA
LLOYD COLE
U2
RED HOT CHILI PEP
PIXIES
CULT
SMITHEREENS
DRAMARAMA
OCEAN BLUE
FIVE THIRTY
PRIMAL SCREAM
HEAT PUPPETS
THIS PICTURE
BLUR
VOICE OF THE BEEHIVE
HOUSE OF FREAKS
NORTHSIDE
THOMPSON TWINS
HEAD CANDY
Medium BIG AUDIO DYNAMITE
ERASURE
RED HOT CHILI PEP
SEVEN RED SEVEN
NIRVANA
U2
ELECTRONIC
SHAMEN
NED'S ATOMIC DUST
RATCAT
VOICE OF THE BEEHIVE
HOUSE OF FREAKS
MOCK TURTLES
PSYCHEDELIC FURS
BLUE AEROPLANES
Light NED'S ATOMIC DUST
WENDYS
BRUCE COCKBURN
CULT
TOP
G. W. MCLENNAN
BILLY BRAGG
LLOYD COLE
R.E.M.
PRIMAL SCREAM
CANDYLAND
MIR
FIVE THIRTY
THEY MIGHT BE GIA
CHAPTERHOUSE
THIS PICTURE
Light MEAT PUPPETS
a DYLAN

KITS/San Francisco (415) 512-1053 Richard Sands

- Heavy BIG AUDIO DYNAMITE
ERASURE
RED HOT CHILI PEP
SEVEN RED SEVEN
NIRVANA
U2
ELECTRONIC
SHAMEN
NED'S ATOMIC DUST
RATCAT
VOICE OF THE BEEHIVE
HOUSE OF FREAKS
MOCK TURTLES
PSYCHEDELIC FURS
BLUE AEROPLANES
Medium NED'S ATOMIC DUST
NATHALIE ARCHANGE
WENDYS
BRUCE COCKBURN
CULT
TOP
G. W. MCLENNAN
BILLY BRAGG
LLOYD COLE
R.E.M.
PRIMAL SCREAM
CANDYLAND
MIR
FIVE THIRTY
THEY MIGHT BE GIA
CHAPTERHOUSE
THIS PICTURE
Light MEAT PUPPETS
a DYLAN

WVCD/Columbus (614) 444-9923 Kelli Gates

- Heavy SCHOOL OF FISH
OCEAN BLUE
INNOCENCE MISSION
SIOUXSIE & THE BA
CROWDED HOUSE
TIN MACHINE
BIG AUDIO DYNAMITE
PSYCHEDELIC FURS
HARRY'S DANISH
ROBYN HITCHCOCK & SQUEEZE
RED HOT CHILI PEP
CULT
LLOYD COLE
SMITHEREENS
BILLY BRAGG
NORTHSIDE
MOCK TURTLES
PRIMAL SCREAM
HOUSE OF FREAKS
PIXIES
NIRVANA
U2
GOLDEN PALOMINOS
SLUR
Medium GRAPES OF WRATH
DRAMARAMA
THIS PICTURE
WOLFGANG PRESS
BLUR
WONDER STUFF
TIMBUK3
NED'S ATOMIC DUST
KATYDIDS
FIVE THIRTY
HEAT PUPPETS
VOICE OF THE BEEHIVE
KIRSTY MacCOLL
HOUSE OF LOVE
MORRISSEY
TOLL
TODD THE NET SPRO
BLUE AEROPLANES
WENDYS
TRIP SHAKESPEARE
JOAN JETT & THE B
SMASHING PUMPKINS
FREDDY'S DEAD: TH
MASSIVE ATTACK
ERASURE
Light DYLAN
a SHAMEN
a BRUCE COCKBURN

XTRA/San Diego (619) 291-9191 Kevin Stapleford

- Heavy R.E.M.
GOLDEN PALOMINOS
GUNS N' ROSES
CULT
JESUS JONES
PSYCHEDELIC FURS
U2
TOM PETTY & THE H
USAO
SQUEEZE
DIRE STRAITS
ROBBIE ROBERTSON
PRICE & THE N.P.
BILLY BRAGG
CROWDED HOUSE
BIG AUDIO DYNAMITE
TIN MACHINE
ROBYN HITCHCOCK & RED HOT CHILI PEP
PRIMAL SCREAM
SMITHEREENS
a TWO ROOMS
GUNS N' ROSES
Medium

KUKQ/Phoenix (602) 838-0400 Jonathan L. Rosen

- Heavy RED HOT CHILI PEP
NIRVANA
U2
DRAMARAMA
BIG AUDIO DYNAMITE
CULT
PSYCHEDELIC FURS
PRIMAL SCREAM
BLUR
VOICE OF THE BEEHIVE
PIXIES
ERASURE
NED'S ATOMIC DUST
GOLDEN PALOMINOS
OCEAN BLUE
WONDER STUFF
ROBYN HITCHCOCK & HOUSE OF FREAKS
MORRISSEY
Medium CURVE
GIN BLOSSOMS
CARTER U.S.M.
LONN KRAVITZ
SMITHEREENS
WARREN ZEVON
SQUEEZE
SHAMEN
NORTHSIDE
BLUE AEROPLANES
Light SMASHING PUMPKINS
a T. REE
a NYMPHS
a TWO ROOMS

KJJO/Minneapolis (612) 941-5774 Tony Powers

- Heavy NIRVANA
U2
BIG AUDIO DYNAMITE
RED HOT CHILI PEP
CULT
BLUR
HOUSE OF FREAKS
PIXIES
NORTHSIDE
LLOYD COLE
PRIMAL SCREAM
VOICE OF THE BEEHIVE
THIS PICTURE
BILLY BRAGG
Medium DRAMARAMA
MORRISSEY
DAVE STEWART & TH
WONDER STUFF
FIVE THIRTY
BLUE AEROPLANES
SMITHEREENS
GOLDEN PALOMINOS
SHAMEN
OCEAN BLUE
ERASURE
POWER OF DREAMS
TODD THE NET SPRO
ROBYN HITCHCOCK & RATCAT
BABY ANIMALS
PSYCHEDELIC FURS
SQUEEZE
a DYLAN
a SCHOOL OF FISH
a NED'S ATOMIC DUST

KITS/San Francisco (415) 512-1053 Richard Sands

- Heavy BIG AUDIO DYNAMITE
ERASURE
RED HOT CHILI PEP
SEVEN RED SEVEN
NIRVANA
U2
ELECTRONIC
SHAMEN
NED'S ATOMIC DUST
RATCAT
VOICE OF THE BEEHIVE
HOUSE OF FREAKS
MOCK TURTLES
PSYCHEDELIC FURS
BLUE AEROPLANES
Medium NED'S ATOMIC DUST
NATHALIE ARCHANGE
WENDYS
BRUCE COCKBURN
CULT
TOP
G. W. MCLENNAN
BILLY BRAGG
LLOYD COLE
R.E.M.
PRIMAL SCREAM
CANDYLAND
MIR
FIVE THIRTY
THEY MIGHT BE GIA
CHAPTERHOUSE
THIS PICTURE
Light MEAT PUPPETS
a DYLAN

KJQN/Salt Lake City (801) 392-9550 Mike Summers

- Heavy NIRVANA
U2
RED HOT CHILI PEP
CANDY SKINS
CULT
TRANSMISSION VAMP
ORB
NIRVANA
ORB
TRANSMISSION VAMP
ERASURE
REDDY'S GUNN
DRAMARAMA
U2
RED HOT CHILI PEP
SMITHEREENS
THOMPSON TWINS
FIVE THIRTY
TALES FROM EDGE 3
BILLY BRAGG
FARM
SIOUXSIE & THE BA
PRINCE & THE N.P.
Medium LLOYD COLE
CROWDED HOUSE
SQUEEZE
DIRE STRAITS
NORTHSIDE
ODDS
VOICE OF THE BEEHIVE
PIXIES
PRIMAL SCREAM
SHAMEN
Light CARTER U.S.M.
a DYLAN
a SINGLE GUN THEORY

KNDD/Seattle (206) 622-3251 Marco Collins

- Heavy U2
BIG AUDIO DYNAMITE
NIRVANA
TIN MACHINE
LLOYD COLE
BLUR
MORRISSEY
ERASURE
DIRE STRAITS
PRIMAL SCREAM
ROBYN HITCHCOCK & PRINCE & THE N.P.
RED HOT CHILI PEP
BLUR
SIOUXSIE & THE BA
ELECTRONIC
R.E.M.
BILLY BRAGG
SMASHING PUMPKINS
TOM PETTY & THE H
a TWO ROOMS
PSYCHEDELIC FURS
SMITHEREENS
Medium INGRID CHAVEZ
PUBLIC ENEMY
BLUR
WOLFGANG PRESS
NED'S ATOMIC DUST
NORTHSIDE
TODD THE NET SPRO
HONEYDEW
PEARL JAM
a SOUNDGARDEN
a THIS PICTURE
a VOICE OF THE BEEHIVE
a FIVE THIRTY

KROQ/Los Angeles (818) 567-1067 Andy Schoun

- Heavy U2
MORRISSEY
BIG AUDIO DYNAMITE
SHAMEN
BLUR
ROBYN HITCHCOCK & VOICE OF THE BEEHIVE
NED'S ATOMIC DUST
RED HOT CHILI PEP
BILLY BRAGG
BLUE TRAIN
NIRVANA
PSYCHEDELIC FURS
SQUEEZE
URAO
ERASURE
Medium DRAMARAMA
PRIMAL SCREAM
ALISON MOYET
FIVE THIRTY
RATCAT
CANDYLAND
PIXIES
THIS PICTURE
SMITHEREENS
CURVE
a TWO ROOMS
CANDY SKINS
CROWDED HOUSE

KUKQ/Phoenix (602) 838-0400 Jonathan L. Rosen

- Heavy RED HOT CHILI PEP
NIRVANA
U2
DRAMARAMA
BIG AUDIO DYNAMITE
CULT
PSYCHEDELIC FURS
PRIMAL SCREAM
BLUR
VOICE OF THE BEEHIVE
PIXIES
ERASURE
NED'S ATOMIC DUST
GOLDEN PALOMINOS
OCEAN BLUE
WONDER STUFF
ROBYN HITCHCOCK & HOUSE OF FREAKS
MORRISSEY
Medium CURVE
GIN BLOSSOMS
CARTER U.S.M.
LONN KRAVITZ
SMITHEREENS
WARREN ZEVON
SQUEEZE
SHAMEN
NORTHSIDE
BLUE AEROPLANES
Light SMASHING PUMPKINS
a T. REE
a NYMPHS
a TWO ROOMS

KTCL/Ft. Collins-Denver (303) 571-1232 John Hayes

- Heavy ROBYN HITCHCOCK & NIRVANA
LLOYD COLE
U2
RED HOT CHILI PEP
PIXIES
CULT
SMITHEREENS
DRAMARAMA
OCEAN BLUE
FIVE THIRTY
PRIMAL SCREAM
HEAT PUPPETS
THIS PICTURE
BLUR
VOICE OF THE BEEHIVE
HOUSE OF FREAKS
NORTHSIDE
THOMPSON TWINS
HEAD CANDY
Medium BIG AUDIO DYNAMITE
ERASURE
RED HOT CHILI PEP
SEVEN RED SEVEN
NIRVANA
U2
ELECTRONIC
SHAMEN
NED'S ATOMIC DUST
RATCAT
VOICE OF THE BEEHIVE
HOUSE OF FREAKS
MOCK TURTLES
PSYCHEDELIC FURS
BLUE AEROPLANES
Light NED'S ATOMIC DUST
WENDYS
BRUCE COCKBURN
CULT
TOP
G. W. MCLENNAN
BILLY BRAGG
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R.E.M.
PRIMAL SCREAM
CANDYLAND
MIR
FIVE THIRTY
THEY MIGHT BE GIA
CHAPTERHOUSE
THIS PICTURE
Light MEAT PUPPETS
a DYLAN

KITS/San Francisco (415) 512-1053 Richard Sands

- Heavy BIG AUDIO DYNAMITE
ERASURE
RED HOT CHILI PEP
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KJQN/Salt Lake City (801) 392-9550 Mike Summers

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DRAMARAMA
U2
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SMITHEREENS
THOMPSON TWINS
FIVE THIRTY
TALES FROM EDGE 3
BILLY BRAGG
FARM
SIOUXSIE & THE BA
PRINCE & THE N.P.
Medium LLOYD COLE
CROWDED HOUSE
SQUEEZE
DIRE STRAITS
NORTHSIDE
ODDS
VOICE OF THE BEEHIVE
PIXIES
PRIMAL SCREAM
SHAMEN
Light CARTER U.S.M.
a DYLAN
a SINGLE GUN THEORY

KNDD/Seattle (206) 622-3251 Marco Collins

- Heavy U2
BIG AUDIO DYNAMITE
NIRVANA
TIN MACHINE
LLOYD COLE
BLUR
MORRISSEY
ERASURE
DIRE STRAITS
PRIMAL SCREAM
ROBYN HITCHCOCK & PRINCE & THE N.P.
RED HOT CHILI PEP
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BLUR
WOLFGANG PRESS
NED'S ATOMIC DUST
NORTHSIDE
TODD THE NET SPRO
HONEYDEW
PEARL JAM
a SOUNDGARDEN
a THIS PICTURE
a VOICE OF THE BEEHIVE
a FIVE THIRTY

KROQ/Los Angeles (818) 567-1067 Andy Schoun

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KUKQ/Phoenix (602) 838-0400 Jonathan L. Rosen

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WARREN ZEVON
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a T. REE
a NYMPHS
a TWO ROOMS

KTCL/Ft. Collins-Denver (303) 571-1232 John Hayes

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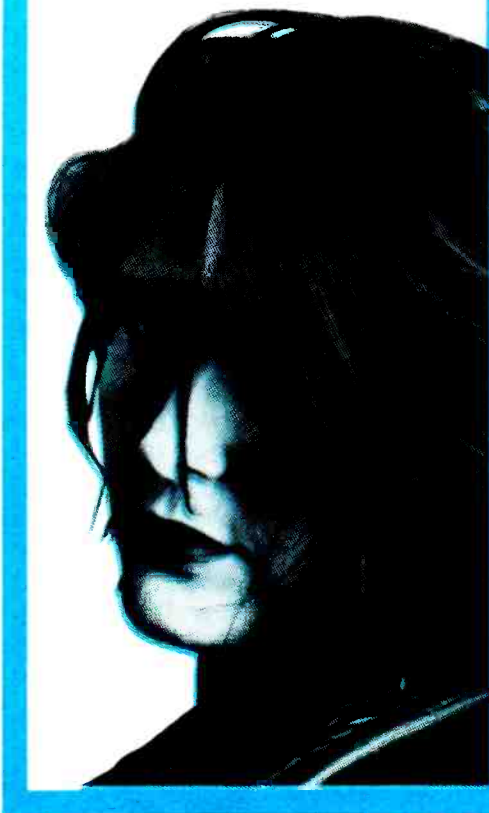
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**POWER.**

**PASSION.**



**ALISON  
MOYET.**

IT WON'T BE LONG.

THE NEW SINGLE FROM  
ALISON MOYET'S MESMERIZING  
ALBUM, "HOODOO".

ONE OF LIVE 105'S BEST RESEARCHING RECORDS FOR MONTHS AND MONTHS.



" GREAT IMAGE - GREAT TESTS - GREAT SONG.

WE'VE BEEN PLAYING IT FOR MONTHS AND IT STILL BURNS THE JOCKS' FINGERS."

-ANDY SCHUON, **KROQ**  
106.7 FM

**ALISON  
MOYET  
HOODOO**

PRODUCED BY PETE GLENISTER  
MANAGEMENT: MOTLEY MUSIC LTD.  
NORTH AMERICAN REPRESENTATION: KRT MANAGEMENT INC.

**COLUMBIA**

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## 176 REPORTERS

OCTOBER 25, 1991

Reports/Adds Heavy Medium

- 3 2 **1** JOHN MELLENCAMP/Whenever We Wanted (Mercury)  
2 2 1 **2** VAN HALEN/For Unlawful Carnal Knowledge (WB)  
5 5 4 **3** TOM PETTY & THE HEARTBREAKERS/Into The Great Wide Open (MCA)  
1 1 3 **4** GUNS N' ROSES/Use Your Illusion I (Geffen)  
3 4 5 **5** RUSH/Roll The Bones (Atlantic)  
6 8 8 **6** DIRE STRAITS/On Every Street (WB)  
7 7 6 **7** BOB SEGER & THE SILVER BULLET BAND/The Fire Inside (Capitol)  
4 6 7 **8** BRYAN ADAMS/Waking Up The Neighbors (A&M)  
9 10 9 **9** SCORPIONS/Crazy World (Mercury)  
15 11 10 **10** STORM/Storm (Interscope)  
22 17 16 **11** QUEENSRYCHE/Empire (EMI)  
**DEBUT** **12** VARIOUS ARTISTS/Two Rooms (Polydor/PLG)  
16 15 13 **13** OZZY OSBOURNE/No More Tears (Epic Associated)  
17 16 15 **14** CULT/Ceremony (Sire/Reprise)  
— 18 17 **15** ERIC CLAPTON/24 Nights (Duck/Reprise)  
10 14 14 **16** METALLICA/Metallica (Elektra)  
24 20 19 **17** ROBBIE ROBERTSON/Storyville (Geffen)  
25 19 20 **18** HEART/Rock The House "Live" (Capitol)  
28 25 23 **19** RTZ/Return To Zero (Giant/Reprise)  
11 13 11 **20** LITTLE FEAT/Shake Me Up (Morgan Creek)  
29 23 21 **21** SHADOW KING/Shadow King (Atlantic)  
35 30 25 **22** MR. BIG/Lean Into It (Atlantic)  
27 27 24 **23** BONNIE RAITT/Luck Of The Draw (Capitol)  
21 21 22 **24** 38 SPECIAL/Bone Against Steel (Charisma)  
23 31 27 **25** ALLMAN BROTHERS/Shades Of Two Worlds (Epic)  
12 12 12 **26** RICHIE SAMBORA/Stranger In This Town (Mercury)  
26 26 26 **27** SCREAM/Let It Scream (Hollywood)  
— 37 32 **28** DRIVIN N CRYIN/Fly Me Courageous (Island)  
32 32 29 **29** EXTREME/Extreme II Pornograffiti (A&M)  
8 9 18 **30** EDDIE MONEY/Right Here (Columbia)  
— 35 31 **31** ALICE COOPER/Hey Stoopid (Epic)  
30 29 28 **32** ALICE IN CHAINS/Facelift (Columbia)  
— — 36 **33** PRIMAL SCREAM/Screamadelica (Sire/WB)  
— 39 34 **34** CHRIS WHITLEY/Living With The Law (Columbia)  
— 38 37 **35** NORTHERN PIKES/Snow In June (Scotti Bros.)  
18 33 38 **36** TESLA/Psychotic Supper (Geffen)  
33 40 39 **37** SMITHEREENS/Blow Up (Capitol)  
20 22 30 **38** MOTLEY CRUE/Decade Of Decadence '81 - '91 (Elektra)  
36 36 33 **39** DILLINGER/Horses & Haws (JRS)  
**DEBUT** **40** BIG AUDIO DYNAMITE II/The Globe (Columbia)

"Leg" (166) "Love" (31) "Now" (5)	170 - /1	155 +	12 -
"Top" (161) "Right" (21) "Runaround" (20)	165 - /1	146 -	16 -
"Great" (150) "Cold" (28) "Learning" (4)	163 = /0	116 +	41 -
"Cry" (87) "Live" (69) "November" (69)	142 - /1	62 -	57 +
"Dreamline" (105) "Bones" (56) "Ghost" (16)	132 - /2	84 -	41 +
"Fuel" (153) "Bug" (11) "Elivs" (10)	158 + /4	76 +	73 +
"Fire" (137) "Chance" (6) "Real" (5)	148 - /3	89 -	56 -
"Stop" (117) "Mama" (4) "Touch" (4)	126 - /0	93 -	26 -
"Angel" (146) "Wind" (1)	146 - /1	73 -	58 +
"I've" (152)	152 + /4	62 +	78 +
"Rainy" (139) "Jet" (7) "Thin" (2)	140 + /8	36 +	66 -
"Saturday" (122) "Levon" (6) "Border" (5)	127 /127	32	66
"Tears" (141) "Mama" (4) "Tinkertrain" (1)	141 = /1	26 +	59 -
"Wild" (141) "Mofo" (1) "Heart" (1)	142 - /1	23 +	74 -
"Watch" (43) "Wonderful" (10) "White" (5)	139 + /11	17 +	66 +
"Sandman" (79) "Unforgiven" (42) "Nothing" (7)	109 - /4	24 -	41 -
"What" (123) "Day" (1) "Hold" (1)	126 + /4	25 +	70 +
"Voice" (106) "Barracuda" (1)	107 - /1	21 +	67 -
"There's" (103) "Face" (2) "Until" (2)	108 + /8	23 +	62 +
"Shake" (85) "Things" (1)	89 - /0	33 -	44 -
"Want" (110) "What" (1) "Don't" (1)	110 - /2	11 +	67 -
"Be" (111)	111 + /9	13 +	58 +
"Slow" (80) "Something" (5) "Tangled" (1)	87 - /1	24 +	51 -
"Rebel" (85) "Sound" (2) "Signs" (2)	89 - /1	24 +	46 -
"Bad" (69) "End" (6)	74 + /2	14 -	48 +
"Ballad" (64) "Bluesman" (2) "Stranger" (1)	66 - /0	18 -	29 -
"Moon" (89) "Believe" (1)	90 - /0	5 -	42 -
"Innocent" (89) "Build" (4) "Fly" (1)	91 + /3	3 =	40 +
"Funk" (73) "Hole" (10) "Monster" (1)	82 + /16	6 -	24 -
"Heaven" (43) "She" (10)	52 - /4	20 -	24 -
"Loaded" (86)	86 + /4	1 -	31 +
"Sea" (80) "Man" (1) "Bleed" (1)	80 - /1	7 =	21 -
"Movin" (73)	75 + /8	3 =	27 +
"Sky" (66) "Poison" (1)	70 + /7	5 +	36 +
"Pretty" (63)	64 + /4	9 +	29 +
"Call" (32) "Edison's" (14) "Give" (5)	49 - /10	5 =	15 -
"Tell" (29) "Girl" (4) "Top" (3)	41 + /11	8 -	17 +
"Primal" (31) "Home" (5) "Angela" (3)	36 - /3	8 -	16 -
"Home" (58)	58 - /1	5 +	27 -
"Rush" (37) "Globe" (2)	39 + /3	10 =	13 =

## "PRETZEL LOGIC"

DONALD FAGEN  
with  
MICHAEL  
McDONALD

from  
*The New York Rock  
And Soul Revue*

First Week Action:

Track Debut **51**

A Most Added 38/38

WBCN WNEW WDVE WNOR WLWQ  
WBAB WMMR KTXQ WLUP KXRX



Management: Craig Fruin for HK Management



## BREAKERS®

VARIOUS ARTISTS  
Two Rooms (Polydor/PLG)  
72% of our reporters on it.

MR. BIG  
Lean Into It (Atlantic)  
63% of our reporters on it.

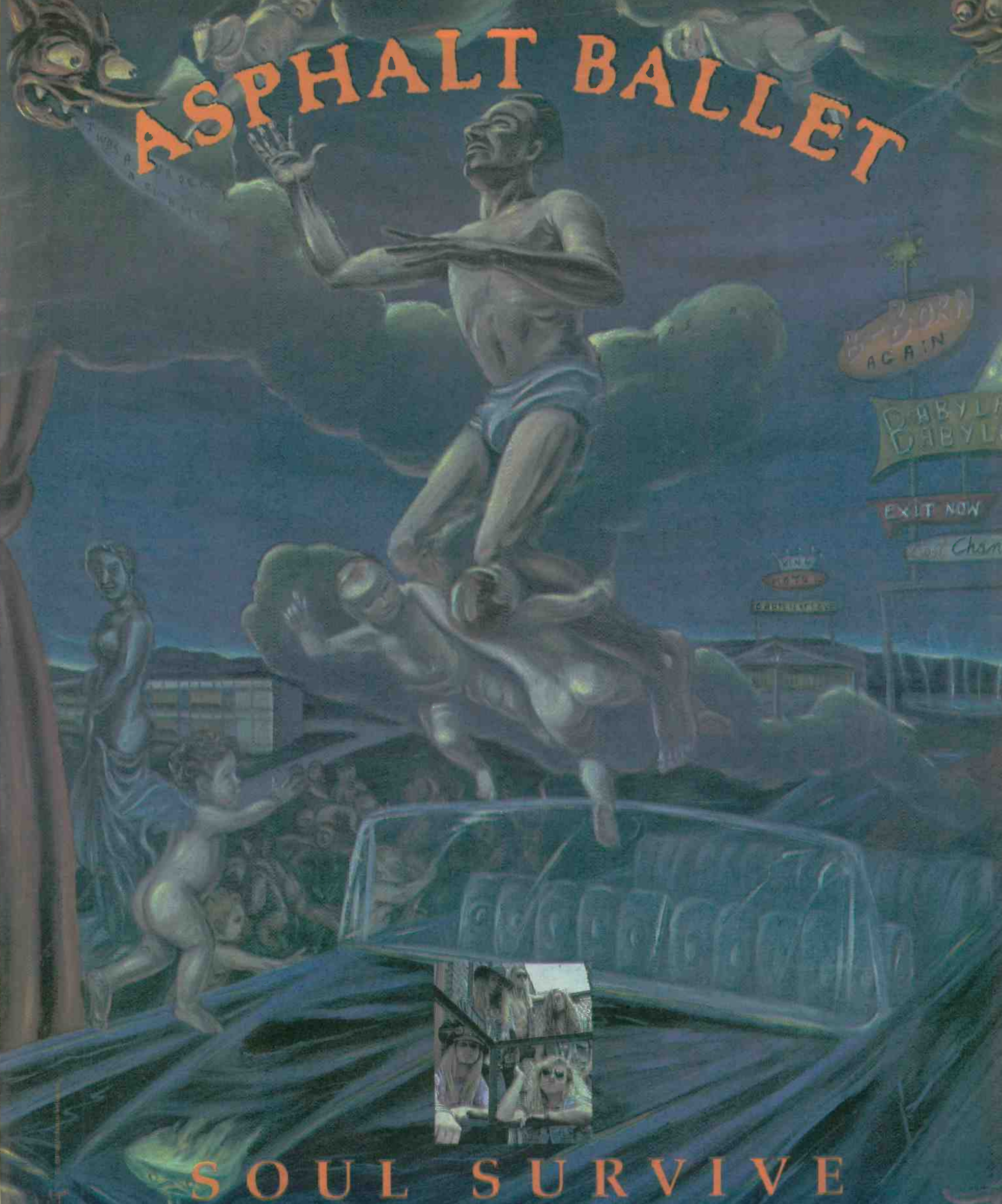
### MOST ADDED®

TWO ROOMS (127)  
NIRVANA (22)  
FIREHOUSE (19)  
EXTREME (16)  
CHRISSY STEELE (16)  
TEXAS (12)  
ERIC CLAPTON (11)  
SMITHEREENS (11)  
KIX (10)  
TESLA (10)

### HOTTEST

JOHN MELLENCAMP (155)  
VAN HALEN (146)  
TOM PETTY &... (116)  
BRYAN ADAMS (93)  
BOB SEGER &... (89)  
RUSH (84)  
DIRE STRAITS (76)  
SCORPIONS (73)  
GUNS N' ROSES (62)  
STORM (62)

# ASPHALT BALLET



## SOUL SURVIVE



**First Week Adds Include**  
WXTB WQFM KICT KNAC KIOZ

The first week adds include WXTB, WQFM, KICT, KNAC, KIOZ. Produced by Greg Edwards. © J. Managerson

*A Movie For All Ages  
A Song For All Time*

# Beauty and the Beast

From The Original Motion Picture Soundtrack  
On Walt Disney Records



*Performed by*


Celine Dion  
and  
Peabo Bryson



Going For Adds October 28



Produced by Walter AfanasiEFF

"Epic" Reg. U.S. Pat. & Tm. Off. Marca Registrada. /  is a trademark of Sony Music Entertainment Inc.





AC

NATIONAL AIRPLAY®

# BREAKERS

## KENNY LOGGINS

### Conviction Of the Heart (Columbia)

57% of our reporters on it. Rotations: Heavy 4, Medium 27, Light 23, Total Adds 7, WOBN, WDLX, WJDX, WLAC-FM, WMXB, WRMF, KRNO. Moves 28-24 on the AC chart.

# NEW & ACTIVE

### PAULA ABDUL "Blowing Kisses In The Wind" (Captive/Virgin) 43/19

Rotations: Heavy 3/1, Medium 15/3, Light 25/15, Total Adds 19, WBMX, WNSR, WENS, WMYX, KYKY, KBIG, WVAF, WGLL, WMGS, WZNY, WTCB, WMAG, WIVY, KRNO, WSGY, WKTK, WQLR, KIZZ, KPAYFM. Heavy including WLTT, KELT. Medium including WKQX, KESZ, WKYE, WAHR, WMXB, WMGN, WFFX, KTYL, KVIC. Debuts at number 25 on the AC chart.

### DESMOND CHILD "You're The Story Of My Life" (Elektra) 43/8

Rotations: Heavy 2/0, Medium 20/2, Light 21/6, Total Adds 8, WMTX, WUSA, KSFI, WHYFM, WJDX, WKTK, WFFX, KPAYFM. Heavy: KZLT, KKAZ. Medium including WKYE, WMGS, WAHR, WTFM, WRVR, KELT, 3WM, WSGY, WXL, KTDY, WNTM, KZLT, WQLH. Light including 2WD, WUSA, WNNK, WKQI, B100. Moves 30-27 on the AC chart.

### COMMITMENTS "Try A Little Tenderness" (Beacon/MCA) 43/1

Rotations: Heavy 3/0, Medium 21/0, Light 19/1, Total Adds 1, KMJC. Heavy: KVIL, WFFX, KKAZ. Medium: WNSR, WRQX, WMTX, WKQX, WGLL, KKM, WDLX, KELT, WMXB, 3WM, KISC, KKLD, WSGY, WXL, KTDY, WNMB, KTYL, KVIC, WMTFM, KZLT, WQLH. Light including 2WD, WUSA, WNNK, WKQI, B100. Moves 27-26 on the AC chart.

### CHER "Save Up All Your Tears" (Geffen) 39/4

Rotations: Heavy 0, Medium 20/0, Light 19/4, Total Adds 4, WLTF, WVAF, WLMX, WCRZ. Medium: WKQI, WKYE, WOBN, WMGS, WDLX, WAHR, WLACFM, WMXB, 3WM, KRNO, JOY99, WXL, KTDY, WNMB, WFFX, KVIC, KZLT, WQLH, WLDR, KKAZ. Light including KLSI, B100, WGLL, WZNY, WTCB, WIVY. Debuts at number 30 on the AC chart.

### RICHARD MARX "Keep Coming Back" (Capitol) 38/38

Rotations: Heavy 1/1, Medium 10/10, Light 27/27, Total Adds 38 including WYXR, WLTT, WRQX, KVIL, KHM, WUSA, KLSI, KYKY, KESZ, KKCW, B100, KEZR, WKYE, WMGS, WZNY, KKM, WBTFM, WTCB, WJDX, WIVY, WRVR, KVKI, KMJC, WWSN, WMGN, KGBX, 3WM, WXL, KTDY, WNMB. Debuts at number 29 on the AC chart.

### JAMES INGRAM "Where Did My Heart Go" (WB) 37/3

Rotations: Heavy 1/0, Medium 15/1, Light 21/2, Total Adds 3, WHYFM, WLMX, KVKI. Heavy: KMMX. Medium including WENS, KSFI, WGLL, WAHR, WTFM, WRVR, WSGY, WXL, WNMB, WMTFM, KZLT, WQLR, KKAZ, KPAYFM. Light including WLTS, WARM98, KLSI, KLSY, WKYE, WTCB, KELT, KMGL, KMJC, WFMK, 3WM, KRNO.

### GENESIS "No Son Of Mine" (Atlantic) 32/32

Rotations: Heavy 2/2, Medium 5/5, Light 25/25, Total Adds 32 including WYXR, WRQX, KHM, WKQX, WLTF, WKQI, WENS, KLSI, WMYX, KYKY, B100, WKYE, WMGS, KKM, WBTFM, WIVY, KMJC, 3WM, WXL, WKTK, KTDY, WNMB, WFFX, KTYL, KVIC, KZLT, WQLH, WQLR, WLDR, KPAYFM.

### MARC COHN "True Companion" (Atlantic) 32/4

Rotations: Heavy 1/0, Medium 11/0, Light 20/4, Total Adds 4, KKM, WLACFM, KMGL, WCRZ. Heavy: KMMX. Medium: KKCW, WKYE, WOBN, WDLX, WAHR, 3WM, WXL, WFFX, WMTFM, KZLT, WQLR. Light including KHM, WARM98, KLSI, B100, WGLL, WIVY, KELT, KMJC, KKLD, WSGY, KTDY, WNMB, KTYL, KVIC.

### ELECTRIC LIGHT ORCHESTRA PART TWO "For The Love Of A Woman" (Scotti Bros.) 31/1

Rotations: Heavy 2/0, Medium 17/0, Light 12/1, Total Adds 1, WLACFM. Heavy: WDLX, KKAZ. Medium: WGLL, WKYE, WMGS, WZNY, KKM, WMAG, WAHR, KRNO, WSGY, WXL, WFFX, KVIC, WMTFM, KZLT, WQLR, KIZZ, WLDR. Light including WLMX, KELT, WMXB, KMJC, WCRZ, KKLD, KEZA, KTDY, WNMB, WQLH.

### CROWDED HOUSE "Fall At Your Feet" (Capitol) 29/2

Rotations: Heavy 3/0, Medium 9/0, Light 17/2, Total Adds 2, WLEV, KIZZ. Heavy: WMTX, WAHR, WXL. Medium: KHM, WKYE, WOBN, WMGS, KKM, KRNO, WSGY, KZLT, KKAZ. Light including KESZ, B100, WGLL, KELT, KMJC, KISC, KKLD, WNMB, KTYL, KVIC, WMTFM, WQLH, WQLR, WLDR, KMAJ.

## ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 MICHAEL BOLTON	95/1	77	17	1
2 GLORIA ESTEFAN	89/1	82	3	4
3 ROBERTA FLACK w/MAXI PRIEST	89/2	64	23	2
4 LUTHER VANDROSS	82/2	60	17	5
5 AMY GRANT	92/8	46	35	11
6 BOB SEGER & THE SILVER BULLET BAND	74/0	55	12	7
7 CATHY DENNIS	69/0	38	24	7
8 BETH NIELSEN CHAPMAN	63/0	44	16	3
9 CURTIS STIGERS	82/4	26	40	16
10 AARON NEVILLE	69/0	27	35	7
11 MARIAH CAREY	63/0	32	26	5
12 BONNIE RAITT	71/9	11	39	21
13 JAMES TAYLOR	66/9	15	37	14
14 NEIL DIAMOND	52/0	22	23	7
15 BILLY DEAN	55/2	18	28	9
16 MICHAEL W. SMITH	54/0	16	32	6
17 SMOKEY ROBINSON	68/11	6	38	24
18 ZUCCHERO w/PAUL YOUNG	64/4	8	42	14
19 ROD STEWART	64/14	4	37	23
20 SIMPLY RED	56/1	8	33	15
21 DIANA ROSS	47/1	10	24	13
22 BONNIE RAITT	34/0	15	13	6
23 BRYAN ADAMS	38/0	9	14	15
24 KENNY LOGGINS	54/7	4	27	23
25 PAULA ABDUL	43/19	3	15	25
26 COMMITMENTS	43/1	3	21	19
27 DESMOND CHILD	43/8	2	20	21
28 TRIPLETS	30/0	11	13	6
29 RICHARD MARX	38/38	1	10	27
30 CHER	39/4	0	20	19

## MOST ADDED

- RICHARD MARX (38)
- GENESIS (32)
- PAULA ABDUL (19)
- ROD STEWART (14)
- SMOKEY ROBINSON (11)
- LISA STANSFIELD (11)
- BONNIE RAITT (9)
- JAMES TAYLOR (9)
- DESMOND CHILD (8)
- AMY GRANT (8)
- DAN HILL (8)

## HOTTEST

- GLORIA ESTEFAN (74)
- MICHAEL BOLTON (65)
- FLACK & PRIEST (43)
- LUTHER VANDROSS (38)
- BOB SEGER (33)
- CATHY DENNIS (28)
- AMY GRANT (26)
- BETH NIELSEN CHAPMAN (25)
- MARIAH CAREY (17)
- AARON NEVILLE (15)

### NATALIE COLE "Route 66" (Elektra) 26/0

Rotations: Heavy 1/0, Medium 10/0, Light 15/0, Total Adds 0. Heavy: KSSKFM. Medium: WAHR, KVKI, KKLD, WSGY, WXL, KTYL, WMTFM, KZLT, KKAZ, KPAYFM. Light: WLTS, WARM98, KKCW, KSFI, WGLL, KKM, WLMX, WRVR, KMGL, WMGN, KGBX, 3WM, WNMB, WQLR, WLDR.

### ARETHA FRANKLIN "Someone Else's Eyes" (Arista) 25/4

Rotations: Heavy 0, Medium 9/1, Light 16/3, Total Adds 4, WLTS, WOBN, WTCB, KELT. Medium including KESZ, WKYE, WDLX, WAHR, WFFX, WMTFM, KZLT, WQLR. Light including KKM, KMJC, 3WM, KRNO, KKLD, WXL, WNMB, KTYL, KVIC, WQLH, KIZZ, WLDR, KKAZ.

### RUSS IRWIN "My Heart Belongs To You" (SBK) 19/2

Rotations: Heavy 0, Medium 5/0, Light 14/2, Total Adds 2, KHM, KGBY. Medium: WLMX, WAHR, WSGY, KZLT, WQLR. Light including WLTS, WKQI, KLSI, B100, WKYE, KKLD, KEZA, WNMB, KTYL, KVIC, WMTFM, KKAZ.

### ROXETTE "Spending My Time" (EMI) 18/7

Rotations: Heavy 0, Medium 5/1, Light 13/6, Total Adds 7, KLSI, WAHR, KRNO, WSGY, WXL, WNMB, KMAJ. Medium including WMGS, KGBX, KVIC, WQLH. Light including WRQX, KELT, KMJC, WMTFM, KZLT, WQLR, KKAZ.

### VAN MORRISON "Why Must I Always Explain" (Polydor/PLG) 18/0

Rotations: Heavy 0, Medium 4/0, Light 14/0, Total Adds 0. Medium: WAHR, WXL, WFFX, KZLT. Light: WGLL, WKYE, KKM, WMXB, KKLD, WSGY, WNMB, KTYL, KVIC, WMTFM, WQLH, WQLR, WLDR, KKAZ.

## SIGNIFICANT ACTION

### 38 SPECIAL "Signs Of Love" (Charisma) 14/5

Rotations: Heavy 0, Medium 2/2, Light 12/3, Total Adds 5, WNSR, WMXB, KMJC, WFFX, KPAYFM. Light including KELT, 3WM, WXL, WNMB, KTYL, KVIC, KZLT, WQLR, KKAZ.

### ROBBIE ROBERTSON "What About Now" (Geffen) 14/4

Rotations: Heavy 0, Medium 1/0, Light 13/4, Total Adds 4, WGLL, WAHR, WMTFM, KMAJ. Medium: KVIC. Light including WKYE, KKM, KKLD, WXL, WFFX, KZLT, WQLR, KIZZ, KKAZ.

### JULIAN LENNON "Saltwater" (Atlantic) 12/2

Rotations: Heavy 0, Medium 1/0, Light 11/2, Total Adds 2, KKOBFM, WFFX. Medium: KKLD. Light including WGLL, WTCB, WRVR, WXL, KTYL, KVIC, KZLT, WQLR, KKAZ.

### LISA STANSFIELD "Change" (Arista) 11/11

Rotations: Heavy 0, Medium 0, Light 11/11, Total Adds 11, WKYE, KELT, WMXB, KMJC, KTYL, KVIC, WMTFM, KZLT, WQLR, WLDR, KKAZ.

### JULIA FORDHAM "Love Moves In Mysterious Ways" (Virgin) 11/0

Rotations: Heavy 0, Medium 1/0, Light 10/0, Total Adds 0. Medium: WQLR. Light: WARM98, WKYE, KKM, WMGN, KKLD, WSGY, WFFX, WMTFM, KIZZ, WLDR.

### GINO VANNELLI "Sunset On L.A." (Vie/BMG) 10/0

Rotations: Heavy 0, Medium 6/0, Light 4/0, Total Adds 0. Medium: KKCW, WGLL, WAHR, WSGY, WXL, KKAZ. Light: WARM98, KKLD, WMTFM, KIZZ.

### DAN HILL "I Fall All Over Again" (Quality) 8/8

Rotations: Heavy 0, Medium 0, Light 8/8, Total Adds 8, KKCW, WKYE, WRVR, KVKI, 3WM, KKLD, WQLR, KKAZ.

### FIREHOUSE "Love Of A Lifetime" (Epic) 8/0

Rotations: Heavy 3/0, Medium 4/0, Light 1/0, Total Adds 0. Heavy: KHM, WMGS, WLDR. Medium: WRQX, WLTF, B100, WKYE. Light: WVAF.

### BEACH BOYS "Cocodile Rock" (Polydor/PLG) 7/7

Rotations: Heavy 0, Medium 2/2, Light 5/5, Total Adds 7, WMTX, KESZ, 3WM, KZLT, WQLR, KMAJ, KKAZ.

### PEABO BRYSON "Closer Than Close" (Columbia) 7/2

Rotations: Heavy 0, Medium 0, Light 7/2, Total Adds 2, KELT, WMTFM. Light including WRVR, WMXB, WNMB, WFFX, KKAZ.

### DAVID WILCOX "She's Just Dancing" (A&M) 7/2

Rotations: Heavy 1/0, Medium 1/0, Light 5/2, Total Adds 2, WXL, WQLR. Heavy: KMMX. Medium: KKCW. Light including WGLL, WMGN, KKAZ.

### EXTREME "Hole Hearted" (A&M) 7/1

Rotations: Heavy 3/0, Medium 3/0, Light 1/1, Total Adds 1, WYXR. Heavy: WMTX, B100, WMGS. Medium: KHM, WKQX, WVAF.

### WILSON PHILLIPS "Daniel" (Polydor/PLG) 6/6

Rotations: Heavy 0, Medium 1/1, Light 5/5, Total Adds 6, B100, WKYE, KVKI, WRMF, WFFX, KKAZ.

### RIC OCASEK "The Way You Look Tonight" (Reprise) 5/5

Rotations: Heavy 0, Medium 0, Light 5/5, Total Adds 5, WXL, KVIC, KZLT, WQLR, KKAZ.

### COLOR ME BADD "I Adore Mi Amor" (Giant/Reprise) 5/1

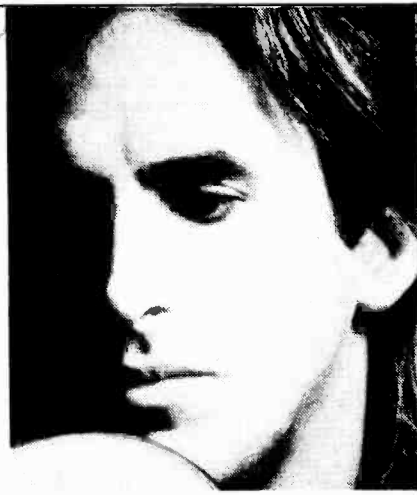
Rotations: Heavy 1/0, Medium 3/0, Light 1/1, Total Adds 1, WNNK. Heavy: KSSKFM. Medium: WKQX, WVAF, WMXB.

### KARYN WHITE "Romantic" (WB) 5/1

Rotations: Heavy 2/0, Medium 2/0, Light 1/1, Total Adds 1, WNNK. Heavy: WBMX, B100. Medium: WVAF, WMXB.

# BILLY FALCON

## "Heaven's Highest Hill"



GOING FOR AC ADDS MONDAY OCTOBER 28!  
Produced by Danny Kortchmar and Jon Bon Jovi



# AC ADDS & HOTS

## CURRENT-BASED

### EAST

#### P1

**WVAF/Charleston, WV**  
Johnson/Kasey

CHER  
PAULA ABDUL  
BONNIE RAITT  
Hottest:  
MARIAH CAREY  
GLORIA ESTEFAN  
CATHY DENNIS  
BETH NIELSEN CHAP  
MICHAEL BOLTON

**WGLL/Hagerstown, MD**  
Burns/Conlon

ROD STEWART  
PAULA ABDUL  
ROBBIE ROBERTSON  
Hottest:  
GLORIA ESTEFAN  
LUTHER VANDROSS  
BOB SEGER  
ROBERTA FLACK  
AMY GRANT

**WNSR/New York**  
Bob Dunphy

38 SPECIAL  
PAULA ABDUL  
JAMES TAYLOR  
AMY GRANT  
Hottest:  
MICHAEL BOLTON  
CURTIS STIGERS  
SCORPIONS  
LUTHER VANDROSS  
ROBERTA FLACK

**WYXR/Philadelphia**  
Cook/Gress

GENESIS  
RICHARD MARX  
EXTREME  
GLORIA ESTEFAN  
Hottest:  
BRYAN ADAMS  
BONNIE RAITT  
CATHY DENNIS  
LUTHER VANDROSS  
MICHAEL BOLTON

**WLTT/Washington**  
Chuck Morgan

SMOKEY ROBINSON  
JAMES TAYLOR  
RICHARD MARX  
ROD STEWART  
Hottest:  
BETH NIELSEN CHAP  
LUTHER VANDROSS  
AARON NEVILLE  
GLORIA ESTEFAN  
MICHAEL BOLTON

**WRQX/Washington**  
Lorin Palagi

GENESIS  
RICHARD MARX  
ROD STEWART  
Hottest:  
ROD STEWART  
CATHY DENNIS  
SCORPIONS  
MICHAEL BOLTON  
MICHAEL BOLTON

#### P2

**WKLH/Ibany**  
Knot/Holmberg

none  
Hottest:  
GLORIA ESTEFAN  
CATHY DENNIS  
MICHAEL BOLTON  
ROBERTA FLACK  
AARON NEVILLE

**WLEV/Allentown**  
Jeff Silvers

SMOKEY ROBINSON  
ROD STEWART  
CROWDED HOUSE  
Hottest:  
AARON NEVILLE  
CATHY DENNIS  
GLORIA ESTEFAN  
MARIAH CAREY  
MICHAEL BOLTON

### SOUTH

#### P1

**KKMY/Beaumont, TX**  
Ferris/Brock

GENESIS  
RICHARD MARX  
MARC COHN  
Hottest:  
DIANA ROSS  
JAMES TAYLOR  
BILLY DEAN  
MICHAEL BOLTON  
GLORIA ESTEFAN

**WTFM/Johnson City**  
Mark McKinney

none  
Hottest:  
AARON NEVILLE  
CATHY DENNIS  
GLORIA ESTEFAN  
BILLY DEAN  
BOB SEGER

**WPEZ/Macon**  
Jim Franklin

CURTIS STIGERS  
BONNIE RAITT  
Hottest:  
BETH NIELSEN CHAP  
BOB SEGER  
GLORIA ESTEFAN  
ROBERTA FLACK  
LUTHER VANDROSS

**WRVR/Memphis**  
Mark Hamlin

DION & BRYSON  
RICHARD MARX  
DAN HILL  
Hottest:  
MICHAEL BOLTON  
GLORIA ESTEFAN  
BONNIE RAITT  
DIANA ROSS  
LUTHER VANDROSS

**KELT/McAllen**  
Jeff Garrison

LISA STANSFIELD  
ARETHA FRANKLIN  
SMOKEY ROBINSON  
PEABO BRYSON  
Hottest:  
GLORIA ESTEFAN  
MARIAH CAREY  
MICHAEL BOLTON  
CURTIS STIGERS  
PAULA ABDUL

**WLAC-FM/Nashville**  
Bryan Sargent

KENNY LOGGINS  
ELO PART II  
MARC COHN  
Hottest:  
MICHAEL BOLTON  
MARIAH CAREY  
BETH NIELSEN CHAP  
AMY GRANT  
BOB SEGER

**KMGJ/Oklahoma City**  
O'Brien/Kelly

SMOKEY ROBINSON  
MARC COHN  
Hottest:  
GLORIA ESTEFAN  
LUTHER VANDROSS  
BOB SEGER  
MICHAEL BOLTON  
ROBERTA FLACK

**WMBX/Richmond**  
Brown/Duncan

ROD STEWART  
KENNY LOGGINS  
LISA STANSFIELD  
38 SPECIAL  
Hottest:  
BILLY DEAN  
GLORIA ESTEFAN  
BETH NIELSEN CHAP  
ROBERTA FLACK  
MICHAEL BOLTON

**WJDX/Jackson, MS**  
Dave Perkins

RICHARD MARX  
ROD STEWART  
DESMOND CHILD  
KENNY LOGGINS  
Hottest:  
CATHY DENNIS  
MICHAEL BOLTON  
BOB SEGER  
GLORIA ESTEFAN  
ROBERTA FLACK

#### P2

**WZNY/Augusta, GA**  
John Patrick

PAULA ABDUL  
RICHARD MARX  
Hottest:  
GLORIA ESTEFAN  
MICHAEL BOLTON  
LUTHER VANDROSS  
BILLY DEAN  
ROBERTA FLACK

### WVY/Jacksonville

**Mathews/West**

GENESIS  
PAULA ABDUL  
LUTHER VANDROSS  
RICHARD MARX  
Hottest:  
BRYAN ADAMS  
MICHAEL BOLTON  
GLORIA ESTEFAN  
MICHAEL BOLTON  
BONNIE RAITT

### KVKI/Shreveport, LA

**Jim Thompson**

RICHARD MARX  
DAN HILL  
WILSON PHILLIPS  
JAMES INGRAM  
Hottest:  
BETH NIELSEN CHAP  
CATHY DENNIS  
GLORIA ESTEFAN  
MICHAEL W. SMITH  
MARIAH CAREY

#### P3

**WSGY/Albany, GA**  
Terry Ailred

ROXETTE  
PAULA ABDUL  
Hottest:  
TRIPLETS  
MARIAH CAREY  
LUTHER VANDROSS  
GLORIA ESTEFAN  
ROBERTA FLACK

**WXLS/Biloxi, MS**  
Fonda/McGowan

DAVID WILCOX  
GENESIS  
RIC OCASEK  
RICHARD MARX  
ROXETTE  
Hottest:  
CROWDED HOUSE  
CURTIS STIGERS  
DIANA ROSS  
JAMES TAYLOR  
MICHAEL BOLTON

**KEZA/Fayetteville**  
Dennis Snow

none  
Hottest:  
MARIAH CAREY  
GLORIA ESTEFAN  
BOB SEGER  
NEIL DIAMOND  
TRIPLETS

**WKTK/Gainesville, FL**  
Nick Allen

BONNIE RAITT  
PAULA ABDUL  
GENESIS  
Hottest:  
GLORIA ESTEFAN  
BETH NIELSEN CHAP  
MICHAEL BOLTON  
LUTHER VANDROSS

**KTDY/Lafayette, LA**  
Walker/Murphy

GENESIS  
CURTIS STIGERS  
RICHARD MARX  
Hottest:  
BOB SEGER  
GLORIA ESTEFAN  
MICHAEL BOLTON  
LUTHER VANDROSS  
ROBERTA FLACK

**WNMB/Myrtle Beach, SC**  
Thompson/Adams

GENESIS  
RICHARD MARX  
ROXETTE  
Hottest:  
GLORIA ESTEFAN  
LUTHER VANDROSS  
MICHAEL BOLTON  
BILLY DEAN

**WFFX/Tuscaloosa, AL**  
Sander Walker

GENESIS  
RICHARD MARX  
WILSON PHILLIPS  
38 SPECIAL  
DESMOND CHILD  
JULIAN LENNON  
Hottest:  
MICHAEL BOLTON  
BOB SEGER  
LUTHER VANDROSS  
GLORIA ESTEFAN  
CATHY DENNIS

**KTYL/Tyler, TX**  
Janie Baker

RICHARD MARX  
LISA STANSFIELD  
GENESIS  
Hottest:  
CATHY DENNIS  
AARON NEVILLE  
BOB SEGER  
NEIL DIAMOND  
MARIAH CAREY

**KVIC/Victoria, TX**  
Tony Davis

RICHARD MARX  
LISA STANSFIELD  
GENESIS  
Hottest:  
CATHY DENNIS  
AARON NEVILLE  
BOB SEGER  
NEIL DIAMOND  
MICHAEL BOLTON  
SIMPLY RED

### MIDWEST

#### P1

**WKQX/Chicago**  
Gamble/Shuminas

AMY GRANT  
GENESIS  
Hottest:  
MICHAEL BOLTON  
BONNIE RAITT  
CATHY DENNIS  
MARIAH CAREY  
MICHAEL BOLTON

**WARM98/Cincinnati**  
Michael Grayson

AMY GRANT  
SMOKEY ROBINSON  
Hottest:  
BETH NIELSEN CHAP  
MICHAEL BOLTON  
ROBERTA FLACK  
GLORIA ESTEFAN  
JAMES TAYLOR

**WWNK/Cincinnati**  
Matthews/Maxwell

RONNIE MILSAP  
BILLY DEAN  
COLOR ME BADD  
KARYN WHITE  
CHESNEY HAWKES  
SIMPLY RED  
Hottest:  
BRYAN ADAMS  
MICHAEL BOLTON  
AARON NEVILLE  
ROD STEWART  
BETH NIELSEN CHAP

**WLTF/Cleveland**  
Popovich/Kennedy

GENESIS  
BETTE MIDLER  
CHER  
Hottest:  
ROD STEWART  
MICHAEL BOLTON  
PEABO BRYSON  
CATHY DENNIS  
BONNIE RAITT

**WWSN/Dayton**  
Shelly James

GENESIS  
ROD STEWART  
MICHAEL BOLTON  
GLORIA ESTEFAN  
ROBERTA FLACK  
KENNY LOGGINS  
JAMES TAYLOR

**WENS/Indianapolis**  
Eagan/Cook

PAULA ABDUL  
GENESIS  
Hottest:  
BETH NIELSEN CHAP  
MICHAEL BOLTON  
ROBERTA FLACK  
LUTHER VANDROSS  
MICHAEL W. SMITH

**WCRZ/Flint**  
Patrick/Downey

CHER  
MARC COHN  
Hottest:  
LUTHER VANDROSS  
GLORIA ESTEFAN  
ROBERTA FLACK  
AMY GRANT  
MICHAEL BOLTON

**WLHT/Grand Rapids**  
Dirksen/Brown

JAMES TAYLOR  
ROD STEWART  
Hottest:  
GLORIA ESTEFAN  
MICHAEL BOLTON  
CATHY DENNIS  
ROBERTA FLACK  
LUTHER VANDROSS

#### P2

**KMJC/Davenport**  
Chuck O'Brien

COMMITMENTS  
GENESIS  
RICHARD MARX  
38 SPECIAL  
LISA STANSFIELD  
Hottest:  
MICHAEL BOLTON  
GLORIA ESTEFAN  
ROBERTA FLACK  
AMY GRANT  
LUTHER VANDROSS

**WWSN/Dayton**  
Shelly James

GENESIS  
ROD STEWART  
MICHAEL BOLTON  
GLORIA ESTEFAN  
ROBERTA FLACK  
KENNY LOGGINS  
JAMES TAYLOR

**WCRZ/Flint**  
Patrick/Downey

CHER  
MARC COHN  
Hottest:  
LUTHER VANDROSS  
GLORIA ESTEFAN  
ROBERTA FLACK  
AMY GRANT  
MICHAEL BOLTON

#### P3

**WMT-FM/Cedar Rapids**  
Randy Lee

BELINDA CARLISLE  
RICHARD MARX  
ROBBIE ROBERTSON  
ROXETTE  
LISA STANSFIELD  
PEABO BRYSON  
Hottest:  
BOB SEGER  
MARIAH CAREY  
GLORIA ESTEFAN  
ROBERTA FLACK  
MICHAEL BOLTON  
LUTHER VANDROSS

**KZLT/Grand Forks, ND**  
Hennen/Roberts

GENESIS  
RICHARD MARX  
LISA STANSFIELD  
BEACH BOYS  
Hottest:  
MICHAEL BOLTON  
GLORIA ESTEFAN  
ROBERTA FLACK  
LUTHER VANDROSS  
AMY GRANT

### WQLH/Green Bay, WI

**Jim Taylor**

GENESIS  
Hottest:  
GLORIA ESTEFAN  
MICHAEL BOLTON  
CATHY DENNIS  
ROBERTA FLACK  
BOB SEGER

**WQLR/Kalamazoo, MI**  
Lanphear/Wertz

PAULA ABDUL  
LISA STANSFIELD  
BEACH BOYS  
DAN HILL  
CARL KING  
GENESIS  
DAVID WILCOX  
RIC OCASEK  
Hottest:  
NEIL DIAMOND  
GLORIA ESTEFAN  
ROBERTA FLACK  
AMY GRANT  
MICHAEL BOLTON

### WEST

#### P1

**KKCW/Portland**  
Bill Minckler

JAMES TAYLOR  
RICHARD MARX  
DAN HILL  
Hottest:  
BETH NIELSEN CHAP  
CATHY DENNIS  
TRIPLETS  
BOB SEGER  
GLORIA ESTEFAN

**KGBY/Sacramento**  
Sattler/Garcia

SMOKEY ROBINSON  
RUSS IRWIN  
Hottest:  
CATHY DENNIS  
MARIAH CAREY  
GLORIA ESTEFAN

**KSFJ/Salt Lake City**  
MacNeil/Morris

SMOKEY ROBINSON  
ZUCCHERO & YOUNG  
DESMOND CHILD  
Hottest:  
GLORIA ESTEFAN  
MICHAEL BOLTON  
CATHY DENNIS  
ROBERTA FLACK  
LUTHER VANDROSS

**B100/San Diego**  
Gene Knight

GENESIS  
RICHARD MARX  
Hottest:  
ROD STEWART  
BILLY DEAN  
WILSON PHILLIPS  
Hottest:  
MICHAEL BOLTON  
BOB SEGER  
GLORIA ESTEFAN  
AMY GRANT  
LUTHER VANDROSS

**KESZ/Phoenix**  
Carla Fox

RICHARD MARX  
ROBERTA FLACK  
BEACH BOYS  
Hottest:  
FRANCESCA BBEHE  
MICHAEL BOLTON  
BETH NIELSEN CHAP  
SMOKEY ROBINSON  
MICHAEL W. SMITH

#### P2

**KEZR/San Jose**  
Kirk Patrick

AMY GRANT  
RICHARD MARX  
Hottest:  
BRYAN ADAMS  
CATHY DENNIS  
GLORIA ESTEFAN  
MICHAEL BOLTON  
ROBERTA FLACK

**KLSY/Seattle**  
Irwin/Brooks

none  
Hottest:  
CATHY DENNIS  
TRIPLETS  
BOB SEGER  
BETH NIELSEN CHAP  
AMY GRANT

**KKOB-FM/Albuquerque**  
Forsythe/Allen

JULIAN LENNON  
BONNIE RAITT  
Hottest:  
ROBERTA FLACK  
MICHAEL BOLTON  
LUTHER VANDROSS  
AMY GRANT  
GLORIA ESTEFAN

**KSSK-FM/Honolulu**  
Michael Shishido

SMOKEY ROBINSON  
AMY GRANT  
Hottest:  
MARIAH CAREY  
AARON NEVILLE  
COLOR ME BADD  
TONY TERRY  
MICHAEL BOLTON

#### P3

**KKAZ/Cheyenne, WY**  
Kevin Mee

BEACH BOYS  
CARL KING  
RICHARD MARX  
RIC OCASEK  
DAN HILL  
LISA STANSFIELD  
TONY TERRY  
GENESIS  
WILSON PHILLIPS  
BELINDA CARLISLE  
MARK EDWARDS  
PRIDE 'N POLITIX  
Hottest:  
GLORIA ESTEFAN  
LUTHER VANDROSS  
AMY GRANT  
CURTIS STIGERS  
ZUCCHERO & YOUNG

**KPAY-FM/Chico, CA**  
Ron Woodward

GENESIS  
PAULA ABDUL  
RICHARD MARX  
DESMOND CHILD  
38 SPECIAL  
Hottest:  
JAMES TAYLOR  
ROD STEWART  
KENNY LOGGINS  
BOB SEGER  
MICHAEL BOLTON

## NEW ARTISTS

Reports/Adds

- 1 **DESMOND CHILD/You're The Story Of My Life (Elektra)** ..... 43/8
- 2 **COMMITMENTS/Try A Little Tenderness (Beacon/MCA)** ..... 43/1
- 3 **RUSS IRWIN/My Heart Belongs To You (SBK)** ..... 19/2
- 4 **FIREHOUSE/Love Of A Lifetime (Epic)** ..... 8/0
- 5 **DAVID WILCOX/She's Just Dancing (A&M)** ..... 7/2
- 6 **COLOR ME BADD/Adore Mi Amor (Giant/Reprise)** ..... 5/1
- HI-FIVE/I Can't Wait Another Minute (Jive/RCA)** ..... 5/0

New artists have not yet had an AC Breaker.

## FULL-SERVICE AC

### MOST ADDED

PAULA ABDUL (3)  
KENNY LOGGINS (3)  
MICHAEL BOLTON (2)  
FLACK & PRIEST (2)  
RICHARD MARX (2)  
SMOKEY ROBINSON (2)  
CURTIS STIGERS (2)  
JAMES TAYLOR (2)

### HOTTEST

GLORIA ESTEFAN (11)  
MICHAEL BOLTON (10)  
AARON NEVILLE (10)  
CATHY DENNIS (9)  
BOB SEGER (7)  
LUTHER VANDROSS (7)  
MARIAH CAREY (6)  
NEIL DIAMOND (5)  
AMY GRANT (5)

### EAST

#### P1

KDKA/Pittsburgh  
Chuck Dickemann

CURTIS STIGERS  
Hottest:  
MARIAH CAREY  
BONNIE RAITT  
ROBERTA FLACK  
LUTHER VANDROSS  
MICHAEL BOLTON

#### P2

WGY/Albany  
Buzz Brindle

none  
Hottest:  
CATHY DENNIS  
BONNIE RAITT  
AMY GRANT  
MARIAH CAREY  
AARON NEVILLE

WBEN/Bufalo  
Kevin Keenan

KENNY LOGGINS  
ZUCCHERO & YOUNG  
Hottest:  
MARIAH CAREY  
AARON NEVILLE  
MICHAEL BOLTON  
GLORIA ESTEFAN  
BILLY DEAN

WELI/New Haven  
Gross/McCormick

PAULA ABDUL  
RICHARD MARX  
Hottest:  
SIMPLY RED  
AMY GRANT  
GLORIA ESTEFAN  
MICHAEL BOLTON  
BONNIE RAITT

#### P3

WFMD/Frederick  
Fieseler/Young

ROD STEWART  
SMOKEY ROBINSON  
Hottest:  
CATHY DENNIS  
AARON NEVILLE  
BOB SEGER  
GLORIA ESTEFAN  
MICHAEL BOLTON

### SOUTH

#### P2

WHAS/Louisville  
Doug McElvein

GLORIA ESTEFAN  
AMY GRANT  
MICHAEL BOLTON  
Hottest:  
CATHY DENNIS  
LUTHER VANDROSS  
AARON NEVILLE  
GLORIA ESTEFAN

WDBO/Orlando  
Dan Shaffer

none  
Hottest:  
GLORIA ESTEFAN  
BOB SEGER  
BETH NIELSEN CHAP  
AARON NEVILLE  
NEIL DIAMOND

WRVA/Richmond  
Farley/Stevens

none  
Hottest:  
MICHAEL W. SMITH  
NEIL DIAMOND  
BOB SEGER  
BETH NIELSEN CHAP  
BETTE MIDLER

#### P3

WKYX/Paducah  
Cook/Miller

SIMPLY RED  
Hottest:  
GLORIA ESTEFAN  
MICHAEL BOLTON  
BOB SEGER  
LUTHER VANDROSS  
AMY GRANT

WSTU/Stuart  
Grant/Fox

BONNIE RAITT  
JAMES TAYLOR  
Hottest:  
MARIAH CAREY  
BOB SEGER  
GLORIA ESTEFAN  
MICHAEL BOLTON  
LUTHER VANDROSS

### MIDWEST

#### P1

WLW/Cincinnati  
Phillips/Wills

MARIAH CAREY  
Hottest:  
none

WTVN/Columbus  
John Lane

SIMPLY RED  
Hottest:  
BOB SEGER  
CATHY DENNIS  
EXTREME  
MICHAEL BOLTON  
AARON NEVILLE

#### P2

WOOD/Grand Rapids  
Robb Westaby

none  
Hottest:  
MICHAEL BOLTON  
ROD STEWART  
BRYAN ADAMS  
AMY GRANT  
CATHY DENNIS

WIBA/Madison  
Reed/Kay

none  
Hottest:  
BETH NIELSEN CHAP  
LUTHER VANDROSS  
NEIL DIAMOND  
BILLY DEAN  
DIANA ROSS

#### P3

KFSB/Joplin  
Robin Wells

KENNY LOGGINS  
ROD STEWART  
PAULA ABDUL  
MARK EDWARDS  
Hottest:  
GLORIA ESTEFAN  
LUTHER VANDROSS  
MICHAEL BOLTON  
MICHAEL W. SMITH  
ROBERTA FLACK

KFOR/Lincoln  
Cathy Blythe

none  
Hottest:  
BETH NIELSEN CHAP  
NEIL DIAMOND  
BILLY DEAN  
BETTE MIDLER

KELO/Sioux Falls  
Scott Jeffries

MICHAEL BOLTON  
ROBERTA FLACK  
Hottest:  
MARIAH CAREY  
AARON NEVILLE  
BONNIE RAITT  
AMY GRANT  
CATHY DENNIS

### WEST

#### P1

KEXI/Portland  
Dirkx/Fort

JAMES TAYLOR  
Hottest:  
GLORIA ESTEFAN  
CATHY DENNIS  
MICHAEL BOLTON  
AARON NEVILLE  
NEIL DIAMOND

KFMB/San Diego  
Larson/Robertson

KENNY LOGGINS  
JULIAN LENNON  
RICHARD MARX  
Hottest:  
GLORIA ESTEFAN  
BOB SEGER  
CATHY DENNIS  
LUTHER VANDROSS  
ROBERTA FLACK

#### P2

KBOI/Boise  
Drew Harold

SMOKEY ROBINSON  
CURTIS STIGERS  
Hottest:  
GLORIA ESTEFAN  
MICHAEL BOLTON  
CATHY DENNIS  
AARON NEVILLE  
BRYAN ADAMS

KSSK/Honolulu  
Phil Abbott

ROBERTA FLACK  
Hottest:  
MICHAEL BOLTON  
BRYAN ADAMS  
AARON NEVILLE  
MARIAH CAREY  
PEABO BRYSON

## ASSOCIATE REPORTERS

### MOST ADDED

RICHARD MARX (13)  
PAULA ABDUL (8)  
LISA STANSFIELD (8)  
DAN HILL (7)  
GENESIS (6)  
JULIAN LENNON (6)  
ROBBIE ROBERTSON (6)  
BEACH BOYS (3)  
MATHIS & AUSTIN (3)  
RIC OCASEK (3)  
38 SPECIAL (3)  
DAVID WILCOX (3)

### HOTTEST

GLORIA ESTEFAN (17)  
MICHAEL BOLTON (12)  
FLACK & PRIEST (10)  
AMY GRANT (10)  
LUTHER VANDROSS (8)  
MARIAH CAREY (7)  
BOB SEGER (7)  
BONNIE RAITT (6)  
BETH NIELSEN CHAPMAN (4)  
NEIL DIAMOND (4)

### EAST

WGMT/Burke  
Mountain, VT  
Steve Chizmas

RIC OCASEK  
ROBBIE ROBERTSON  
PAULA ABDUL  
RICHARD MARX  
GENESIS  
Hottest:  
SIMPLY RED  
MICHAEL BOLTON  
CROWDED HOUSE  
CURTIS STIGERS  
BONNIE RAITT

WECQ/Geneva, NY  
Dennis Federico

LENNY KRAVITZ  
GENESIS  
Hottest:  
MARIAH CAREY  
MICHAEL BOLTON  
AARON NEVILLE  
ROBERTA FLACK  
MARTIKA

WHA1/Greenfield, MA  
Deane/Archer

DAVID WILCOX  
RICHARD MARX  
WILSON PHILLIPS  
ROBBIE ROBERTSON  
GENESIS  
Hottest:  
GLORIA ESTEFAN  
AMY GRANT  
MICHAEL W. SMITH  
MICHAEL BOLTON  
SIMPLY RED

WEIM/Fitchburg, MA  
Jack Raymond

CURTIS STIGERS  
RIC OCASEK  
ROBBIE ROBERTSON  
JULIAN LENNON  
MATHIS & AUSTIN  
Hottest:  
NEIL DIAMOND  
BOB SEGER  
ROBERTA FLACK  
GLORIA ESTEFAN  
COMMITMENTS

WAFI/Milford, DE  
Mike Polo

ROD STEWART  
LAMONT DOZIER  
MARC COHN  
JULIAN LENNON  
DAVID WILCOX  
Hottest:  
BILLY DEAN  
GLORIA ESTEFAN  
LUTHER VANDROSS  
BONNIE RAITT  
MICHAEL W. SMITH

WSUL/Monticello, NY  
Fred Mulharin

ELO PART II  
JULIAN LENNON  
CURTIS STIGERS  
PAULA ABDUL  
ROXETTE  
Hottest:  
BOB SEGER  
NEIL DIAMOND  
SIMPLY RED  
GLORIA ESTEFAN  
MARIAH CAREY

WSKI/Montpelier, VT  
Jim Severance

GENESIS  
DAN HILL  
RICHARD MARX  
LISA STANSFIELD  
GINO VANNELLI  
Hottest:  
MICHAEL BOLTON  
MARIAH CAREY  
CATHY DENNIS  
GLORIA ESTEFAN  
ROBERTA FLACK

WTSX/Port Jervis, NY  
Elliott/Fox

PAULA ABDUL  
ROXETTE  
RICHARD MARX  
MARK EDWARDS  
LISA STANSFIELD  
Hottest:  
GLORIA ESTEFAN  
LUTHER VANDROSS  
ROBERTA FLACK  
BETH NIELSEN CHAP  
BILLY DEAN

WTTR/Westminster, MD  
Brian Beddow

DAN HILL  
RICHARD MARX  
ELO PART II  
SMOKEY ROBINSON  
Hottest:  
MICHAEL W. SMITH  
NEIL DIAMOND  
GLORIA ESTEFAN  
BETH NIELSEN CHAP  
CROWDED HOUSE

### SOUTH

WYKZ/Beaufort, SC  
Robertson/Kennedy

JULIAN LENNON  
MATHIS & AUSTIN  
Hottest:  
BOB SEGER  
GLORIA ESTEFAN  
CATHY DENNIS  
AARON NEVILLE  
MICHAEL BOLTON

WVIO/Blowing Rock, NC  
Ted Bell

PAULA ABDUL  
GENESIS  
DAN HILL  
RICHARD MARX  
LISA STANSFIELD  
Hottest:  
MICHAEL BOLTON  
GLORIA ESTEFAN  
ROBERTA FLACK  
LUTHER VANDROSS  
AMY GRANT

WGSV/Guntersville, AL  
Jackson/Mason

38 SPECIAL  
PAULA ABDUL  
NANCI GRIFFITH  
LISA STANSFIELD  
RICHARD MARX  
Hottest:  
MICHAEL BOLTON  
ROBERTA FLACK  
LUTHER VANDROSS  
AMY GRANT  
CURTIS STIGERS

WKCX/Rome, GA  
Randy Quick

RICHARD MARX  
LISA STANSFIELD  
BEACH BOYS  
PEABO BRYSON  
Hottest:  
JULIAN LENNON  
ARETHA FRANKLIN  
Hottest:  
LUTHER VANDROSS  
GLORIA ESTEFAN  
ROBERTA FLACK  
AMY GRANT  
MICHAEL BOLTON

### MIDWEST

WABJ/Adrian, MI  
Bruce Goldsen

PAULA ABDUL  
RICHARD MARX  
DION & BRYSON  
DAN HILL  
Hottest:  
BOB SEGER  
MARIAH CAREY  
MICHAEL BOLTON  
ROBERTA FLACK  
GLORIA ESTEFAN

WCMJ/Cambridge, OH  
J.P. Feldner

RICHARD MARX  
MATHIS & AUSTIN  
BEACH BOYS  
PEABO BRYSON  
Hottest:  
GLORIA ESTEFAN  
LUTHER VANDROSS  
MICHAEL BOLTON  
AMY GRANT  
ROBERTA FLACK

WFRO/Fremont, OH  
Larry Ziebold

DAVID WILCOX  
JULIAN LENNON  
MICHAEL OMARTIAN  
DAN HILL  
LISA STANSFIELD  
Hottest:  
GLORIA ESTEFAN  
NEIL DIAMOND  
LUTHER VANDROSS  
AMY GRANT  
MICHAEL BOLTON

KSCB/Liberal, KS  
Mark David

none  
Hottest:  
BOB SEGER  
MARIAH CAREY  
GLORIA ESTEFAN  
BETH NIELSEN CHAP  
TRIPLAYS

### WEST

KATW/Lewiston, ID  
Rik Mikals

LAMONT DOZIER  
38 SPECIAL  
SIMPLY RED  
ROBBIE ROBERTSON  
KENNY LOGGINS  
Hottest:  
STYLISTICS  
ELO PART II  
AMY GRANT  
CURTIS STIGERS  
BONNIE RAITT

KBLQ/Logan, UT  
Jackson/White

RICHARD MARX  
LISA STANSFIELD  
J.T. TAYLOR  
DAN HILL  
HARRY CONNICK JR.  
Hottest:  
AMY GRANT  
LUTHER VANDROSS  
CURTIS STIGERS  
BONNIE RAITT  
ZUCCHERO & YOUNG

KAYN/Nogales, AZ  
Bob Gerhard

KENNY LOGGINS  
RICHARD MARX  
LISA STANSFIELD  
PAULA ABDUL  
BONNIE RAITT  
Hottest:  
GLORIA ESTEFAN  
MARIAH CAREY  
AMY GRANT  
BOB SEGER  
LUTHER VANDROSS

KTID/San Rafael, CA  
Bob Gowa

PAULA ABDUL  
Hottest:  
AMY GRANT  
ROBERTA FLACK  
MICHAEL BOLTON  
GLORIA ESTEFAN  
BONNIE RAITT

KSCQ/Silver City, NM  
Kelsey

38 SPECIAL  
DAN HILL  
BEACH BOYS  
Hottest:  
CATHY DENNIS  
BOB SEGER  
MARIAH CAREY  
BETH NIELSEN CHAP  
GLORIA ESTEFAN

KSSY/Wenatchee, WA  
Charlie Busch

RICHARD MARX  
GENESIS  
LENNY KRAVITZ  
RIC OCASEK  
JOHNNY WINTER  
Hottest:  
BONNIE RAITT  
MARC COHN  
JAMES TAYLOR  
KENNY LOGGINS  
DAVID WILCOX



JUST THE BEGINNING!

# DAN HILL

## "I FALL ALL OVER AGAIN"

ALREADY ON:

KKCW KVKI WQLH  
WKYE 3WM WQLR  
WRVR KKLD KKAZ

...AND MANY MORE!



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.

NATIONAL AIRPLAY®

LW	TW	Artist/Track	Notes
1	1	<b>RIPPINGTONS</b> /Curves Ahead (GRP)	"Curves" "Aspen" "Snowbound"
2	2	<b>ACOUSTIC ALCHEMY</b> /Back On The Case (GRP)	"Break" "Jamaica"
3	3	<b>RICHARD ELLIOT</b> /On The Town (Manhattan)	"Over" "Along"
6	4	<b>FOURPLAY</b> /Fourplay (WB)	"Bali" "Max"
4	5	<b>MANHATTAN TRANSFER</b> /The Offbeat Of Avenues (Columbia)*	"Gentleman" "Sassy"
5	6	<b>PRIDE N' POLITIX</b> /Changes (Atco/EastWest)	"Crying" "Your"
7	7	<b>WIND MACHINE</b> /Voices In The Wind (Silver Wave)	"Voices" "Millwood" "Cottonwood"
9	8	<b>SADAO WATANABE</b> /Sweet Deal (Elektra)	"After" "Passing" "Old"
11	9	<b>ALEXANDER ZONJIC</b> /Neon (Reprise)	"Procession" "N'est"
12	10	<b>ALEX BUGNON</b> /107 Degrees In The Shade (Orpheus/Epic)	"107" "Back"
13	11	<b>ERIC MARIENTHAL</b> /Oasis (GRP)	"Seafood" "Oasis" "Understanding"
8	12	<b>ANIMAL LOGIC</b> /Animal Logic II (IRS)	"Through" "Another"
<b>BREAKER</b> 13	13	<b>SIMPLY RED</b> /Stars (Atco/EastWest)	"For" "Model" "How"
15	14	<b>BRIAN HUGHES</b> /Between Dusk... And Dreaming (Justin Time/Bluemoon)	"Promise" "May"
14	15	<b>DAVID WILCOX</b> /Home Again (A&M)	"Distant" "Wildberry" "She's"
10	16	<b>PHIL SHEERAN</b> /Standing On Fishes (Sonic Edge)	"Message" "Agape"
18	17	<b>RICHARD SMITH</b> /Bella Firenze (Bluemoon)	"Bella" "Caledonian" "Hands"
<b>BREAKER</b> 18	18	<b>KENNY LOGGINS</b> /Leap Of Faith (Columbia)	"Sweet" "Real" "Leap"
<b>DEBUT</b> 19	19	<b>DAVID BENOIT</b> /Shadows (GRP)	"Still" "Already"
21	20	<b>PORCUPINE</b> /Porcupine (Kazu/Sonic Atmospheres)	"Slider" "Urban" "Brooks"
<b>BREAKER</b> 21	21	<b>EVERYTHING BUT THE GIRL</b> /Worldwide (Atlantic)	
25	22	<b>NESTOR TORRES</b> /Dance Of The Phoenix (Verve Forecast)	"Feel" "Sultry" "Bascayne"
29	23	<b>DAVE SAMUELS</b> /Natural Selection (GRP)	"Cara" "Between"
16	24	<b>KEN NAVARRO</b> /After Dark (Positive Music)	"Close" "After" "Along"
26	25	<b>CHRIS SPHEERIS &amp; PAUL VOUDOURIS</b> /Enchantment (Music West)	"Pura" "Through"
23	26	<b>UNCLE FESTIVE</b> /Paper & The Dog (Bluemoon)	
<b>BREAKER</b> 27	27	<b>VAN MORRISON</b> /Hymns To The Silence (Mercury)	"Why" "So"
<b>DEBUT</b> 28	28	<b>ANDY SUMMERS</b> /World Gone Strange (Private Music)	"Bacchante"
<b>DEBUT</b> 29	29	<b>JUDE SWIFT</b> /Common Ground (Nova)	"Common"
<b>BREAKER</b> 30	30	<b>SUZANNE CIANI</b> /Hotel Luna (Private Music)	"Hotel" "Rain"

\* Keeps bullet due to continued growth.

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
GEORGE WINSTON (7) RON COOLEY (6) BEVERLEY CRAVEN (6) EVERYTHING BUT THE GIRL (6) VAN MORRISON (6)	RIPPINGTONS (23) ACOUSTIC ALCHEMY (20) RICHARD ELLIOT (18) MANHATTAN TRANSFER (17) FOURPLAY (15) DAVID WILCOX (10) ALEX BUGNON (9) WIND MACHINE (7) ALEXANDER ZONJIC (6)	MANHATTAN TRANSFER/ Gentleman

**NEW & ACTIVE**

- \*ERIC TINGSTAD & NANCY RUMBEL "In The Garden" (Narada) 26/4**  
Rotations: Heavy 3/0, Medium 12/3, Light 11/1, Total Adds 4, WQCD, WHRL, WNND, MS, Heavy: KKNW, KTCZ, SS **BREAKER this week.**
- \*ROBERTO PERERA "Passions, Illusions, & Fantasies" (Heads Up) 24/2**  
Rotations: Heavy 2/0, Medium 14/0, Light 8/2, Total Adds 2, WNWV, KBIA, Heavy: WNND, JZTRAX **BREAKER this week.**
- RICKIE LEE JONES "Pop, Pop" (Geffen) 23/3**  
Rotations: Heavy 3/0, Medium 9/2, Light 11/1, Total Adds 3, WNND, KTCZ, KCLC, Heavy: WGMC, KWVS, WAMX
- BEVERLEY CRAVEN "Beverley Craven" (Epic) 22/6**  
Rotations: Heavy 2/0, Medium 8/1, Light 12/5, Total Adds 6, KHIH, WHRL, KWVS, KXDC, WWAY, KKLD, Heavy: WNWV, WNND
- CHUCK LOEB "Balance" (OMP) 22/1**  
Rotations: Heavy 2/0, Medium 13/1, Light 7/0, Total Adds 1, WHRL, Heavy: KIFM, WFAE
- CHICK COREA ELEKTRIC BANO "Beneath The Mask" (GRP) 22/0**  
Rotations: Heavy 7/0, Medium 5/0, Light 10/0, Total Adds 0, Heavy: WHRL, WGMC, WMGL, KWVS, WNND, WWAY, KTCZ, Medium: WQCD, KKVU, KEZL, KCLC, JZTRAX
- USUAL SUSPECTS "Usual Suspects" (Sheffield Labs) 21/1**  
Rotations: Heavy 3/0, Medium 7/0, Light 11/1, Total Adds 1, KEYV, Heavy: KIFM, WNND, KTCZ
- POCKET CHANGE "Intimate Notions" (Brainchild/Nova) 21/0**  
Rotations: Heavy 2/0, Medium 12/0, Light 7/0, Total Adds 0, Heavy: WGMC, JZTRAX
- CHI "Sun Lake" (Sonic Atmospheres) 18/5**  
Rotations: Heavy 0/0, Medium 7/1, Light 11/4, Total Adds 5, WCDJ, WQCD, KOPT, KKNW, WGMC
- GOVI "Heart Of A Gypsy" (Real Music) 18/5**  
Rotations: Heavy 1/0, Medium 4/1, Light 13/4, Total Adds 5, KOAI, WHRL, WGMC, WFAE, KEYV, Heavy: SS

\* Uncharted Breakers denoted by one asterisk.

\*\* Chart Extra denoted by two asterisks.

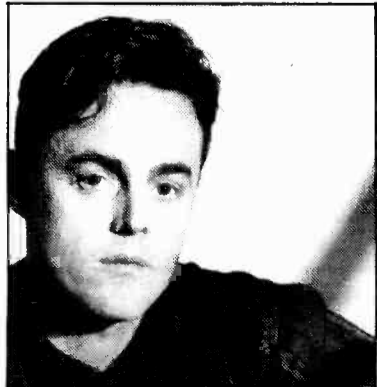
LW	TW	Artist/Track	Notes
1	1	<b>HERB ELLIS</b> /Roll Call (Justice)	"Blues"
2	2	<b>MARK WHITFIELD</b> /Patrice (WB)	"David's"
6	3	<b>STEPHEN SCOTT</b> /Something To Consider (Verve)	"Ninth"
4	4	<b>MANHATTAN TRANSFER</b> /The Offbeat Of Avenues (Columbia)	"Sassy" "Gentleman"
5	5	<b>VARIOUS ARTISTS</b> /Bluesiana II (Windham Hill/Jazz)	"Skoshuss" "Montana"
3	6	<b>WYNTON MARSALIS</b> /Thick In The South - Soul... Vol. 1 (Columbia)	
7	7	<b>WYNTON MARSALIS</b> /Levee Low Moan - Soul... Vol. 3 (Columbia)	"Superb"
9	8	<b>JACKIE McLEAN QUINTET</b> /Rites Of Passage (Triloka)	
14	9	<b>BEBOP &amp; BEYOND</b> /Plays Dizzy Gillespie (Bluemoon)	
8	10	<b>TONY CAMPISE</b> /Once In A Blue Moon (Heart Music)	"Sol"
16	11	<b>CHARLIE SEPULVEDA</b> /The New Arrival (Antilles/Island)	"Dunes"
10	12	<b>WYNTON MARSALIS</b> /Uptown Ruler - Soul... Vol. 2 (Columbia)	"Burglar"
11	13	<b>SADAO WATANABE</b> /Sweet Deal (Elektra)	"Passing"
12	14	<b>JASON REBELLO</b> /A Clearer View (Novus/RCA)	"Ship"
15	15	<b>GROOVE HOLMES</b> /Hot Tat (Muse)	
28	16	<b>MACEO PARKER</b> /Mo' Roots (Verve)	"Chicken"
26	17	<b>DAVE GRUSIN</b> /The Gerswin Connection (GRP)	
22	18	<b>PAQUITO D'RIVERA I/ARTURO SANDOVAL</b> /Reunion (Messidor)	"Claudia"
20	19	<b>CHICK COREA ELEKTRIC</b> /Beneath The Mask (GRP)	"Lifescape"
17	20	<b>NESTOR TORRES</b> /Dance Of The Phoenix (Verve Forecast)*	"Sultry"
19	21	<b>WALLACE RONEY</b> /Obsession (Muse)*	
<b>DEBUT</b> 22	22	<b>J.J. JOHNSON</b> /Standards/Live At The Village Vanguard (Antilles/Island)	
24	23	<b>FOURPLAY</b> /Fourplay (WB)	"101"
<b>DEBUT</b> 24	24	<b>HARRY CONNICK, JR.</b> /Blue Light, Red Light (Columbia)	
29	25	<b>RICKY FORD</b> /Hard Groovin' (Muse)	
21	26	<b>OLIVER JONES</b> /A Class Act (Justin Time)	
<b>BREAKER</b> 27	27	<b>MARVIN STAMM</b> /Bop Boy (Music Master)	
<b>DEBUT</b> 28	28	<b>STEVE TURRE</b> /Right There (Antilles/Island)	
<b>DEBUT</b> 29	29	<b>DAVE SAMUELS</b> /Natural Selection (GRP)	"Spring"
<b>DEBUT</b> 30	30	<b>ALEXANDER ZONJIC</b> /Neon (Reprise)	"Hi" "Procession"

\* Keeps bullet due to continued growth.

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
KENNY KIRKLAND (9) MARK ISHAM (8) VINCE MENDOZA (7) JOHNNY ADAMS (6) BRANFORD MARSALIS (6) GONZALO RUBALCABA (6)	HERB ELLIS (15) MARK WHITFIELD (14) BLUESIANA II (11) MANHATTAN TRANSFER (9) JACKIE McLEAN (8) FOURPLAY (6)	No Tracks Qualified

**NEW & ACTIVE**

- \*\*ELIANE ELIAS "A Long Story" (Manhattan) 28/5**  
Rotations: Heavy 2/0, Medium 7/0, Light 19/5, Total Adds 5, WDET, KJZZ, JCITY, WKRY, WSIE, Heavy: WRTI, WTEB **CHART EXTRA this week.**
- \*BRANFORD MARSALIS "The Beautiful Ones Are Not Yet Born" (Columbia) 24/6**  
Rotations: Heavy 1/0, Medium 7/0, Light 16/6, Total Adds 6, WYJZ, KXJZ, WFPL, WOTB, JCITY, WUSF, Heavy: WTEB **BREAKER this week.**
- \*HARRY SHEPPARD "This-A-Way That-A-Way" (Justice) 24/4**  
Rotations: Heavy 2/0, Medium 6/0, Light 16/4, Total Adds 4, KMHD, JCITY, KSLU, KSBR, Heavy: WFPL, WFSS **BREAKER this week.**
- \*DAVE BRUBECK "Quiet As The Moon" (Music Master) 23/4**  
Rotations: Heavy 0/0, Medium 13/1, Light 10/3, Total Adds 4, WRTI, KLCC, KUOP, WVPE, **BREAKER this week.**
- \*KENNY KIRKLAND "Kenny Kirkland" (GRP) 22/9**  
Rotations: Heavy 2/0, Medium 7/2, Light 13/7, Total Adds 9, WRTI, WYJZ, WNOP, WDET, KPLU, WSHA, KLCC, JCITY, WFSS, Heavy: WBGO, WTEB **BREAKER this week.**
- \*\*BRANNOON FIELDS "Everybody's Business" (Nova) 22/1**  
Rotations: Heavy 5/0, Medium 8/0, Light 9/1, Total Adds 1, WEBR, Heavy: WDET, WAER, KUOP, WOTB, KSLU **CHART EXTRA this week.**
- \*\*WOLFGANG MUTHSPIEL "The Promise" (Antilles/Island) 22/0**  
Rotations: Heavy 3/0, Medium 10/0, Light 9/0, Total Adds 0, Heavy: WFPL, WMOT, WUSF **CHART EXTRA this week.**
- \*\*NEW YORK VOICES "Hearts Of Fire" (GRP) 22/0**  
Rotations: Heavy 4/0, Medium 14/0, Light 4/0, Total Adds 0, Heavy: WFPL, CJ, WOTB, JCITY **CHART EXTRA this week.**
- \*RICKIE LEE JONES "Pop, Pop" (Geffen) 21/2**  
Rotations: Heavy 5/0, Medium 10/0, Light 6/2, Total Adds 2, KMHD, WSHA, Heavy: WDET, KLCC, WOTB, WKRY, KWMU **BREAKER this week.**
- \*ROBERTO PERERA "Passions, Illusions & Fantasies" (Heads Up) 21/2**  
Rotations: Heavy 4/0, Medium 5/0, Light 12/2, Total Adds 2, KMHD, WSHA, Heavy: WAER, KLCC, WEBR, KSLU **BREAKER this week.**
- RICHARD STOLTZMAN "Brasil" (RCA) 20/0**  
Rotations: Heavy 0/0, Medium 10/0, Light 10/0, Total Adds 0, Medium: WCPN, KJZZ, KJAZ, WFPL, KLCC, WEBR, WTEB, WKRY, WUSF, WVPE
- ANDY SUMMERS "World Gone Strange" (Private Music) 19/1**  
Rotations: Heavy 3/0, Medium 8/0, Light 8/1, Total Adds 1, WEBR, Heavy: WDET, KLCC, KSLU



In the tradition of Ancient Dreams  
**PATRICK O'HEARN**  
 Indigo

- KKSF—San Francisco**
- KOAI—Dallas**
- KTWV—Los Angeles**
- WNUA—Chicago**







**BREAKERS**

**SHANICE**

**I Love Your Smile (Motown)**

82% of our reporting stations on it. Rotations: Heavy 0/0, Medium 19/2, Light 53/20, Total Adds 22 including WKYS, WVEE, WEDR, WGCI, WJIZ, KBCE, WATV, WZFX, WQMG, WQIS. Debuts at number 30 on the Urban Contemporary chart.

**TEVIN CAMPBELL**

**Tell Me What You Want Me To Do (Qwest/WB)**

70% of our reporting stations on it. Rotations: Heavy 0/0, Medium 9/1, Light 53/24, Total Adds 25 including WBLK, WBLS, KMJQ, WZAK, WJLB, OC104, Z93, WJTT, WFXE, WHJX.

**VANESSA WILLIAMS**

**Comfort Zone (Mercury)**

64% of our reporting stations on it. Rotations: Heavy 0/0, Medium 4/2, Light 52/50, Total Adds 53 including WBLK, WRKS, WDAS, WUSL, WAMO, WHUR, K97, WEDR, WHQT, WGCI.

**GETO BOYS**

**Mind Playing Tricks On Me (Rap-a-Lot)**

61% of our reporting stations on it. Rotations: Heavy 15/0, Medium 28/1, Light 11/4, Total Adds 5, WUSL, WJIZ, Z16, U102, HOT105. Debuts at number 26 on the Urban Contemporary chart.

**NEW & ACTIVE**

**HI-FIVE "Just Another Girlfriend" (Jive/RCA) 52/11**

Rotations: Heavy 0/0, Medium 13/1, Light 39/10. Total Adds 11 including WHQT, WYLD, WZAK, WFXA, WJTT, WFXE, Z16, WALT, WBLX, WJHM. Mediums include: KJMZ, K97, WIZF, KBCE, WUJM.

**RIFF "Everytime My Heart Beats" (SBK) 50/5**

Rotations: Heavy 1/0, Medium 7/0, Light 43/5. Total Adds 5. KMJQ, WJIZ, WAGH, WQMG, WGZB. Mediums include: WTLC, WRKE, WXOK, WDXZ, Z93.

**KID 'N PLAY "Ain't Gonna Hurt Nobody" (Select/Elektra) 50/4**

Rotations: Heavy 2/0, Medium 22/0, Light 26/4. Total Adds 4. WBLK, KMJQ, U102, WDZZ. Heavy: WDXZ, WFXE. Mediums include: WXYV, WKYS, WEDR, WOWI, WIZF.

**READY FOR THE WORLD "Can He Do It (Like This, Can He Do It Like That)" (MCA) 49/7**

Rotations: Heavy 1/0, Medium 27/0, Light 21/7. Total Adds 7. WILD, KBCE, WJTT, KIIZ, WGZB, WPLZ, KBUZ. Heavy: WJHM. Mediums include: WXYV, WDAS, WHUR, WKYS, KJMZ. Debuts at number 40 on the Urban Contemporary chart.

**ARETHA FRANKLIN "Someone Else's Eyes" (Arista) 48/3**

Rotations: Heavy 0/0, Medium 24/0, Light 24/3. Total Adds 3. WBLK, KMJQ, WNOV. Mediums include: WDAS, K97, WEDR, WHQT, WZAK.

**PUBLIC ENEMY "Can't Truss It" (Def Jam/Columbia) 47/6**

Rotations: Heavy 5/0, Medium 16/0, Light 26/6. Total Adds 6. WBLS, WGCI, WRKE, Z16, WQOK, XHRM. Heavy: KMJQ, WZAK, WFXA, WJMI, WGZB. Mediums include: K97, WYLD, WOWI, KMJM, WDXZ.

**MC LYTE "When In Love" (Atlantic) 47/2**

Rotations: Heavy 1/0, Medium 25/0, Light 21/2. Total Adds 2. WJTT, WDZZ. Heavy: KJMS. Mediums include: WBLS, K97, WZAK, KPRS, KMJM.

**SHIRLEY MURDOCK "Stay With Me Tonight" (Elektra) 45/5**

Rotations: Heavy 0/0, Medium 17/0, Light 28/5. Total Adds 5. KMJQ, WTLC, OC104, WFXE, WCDX. Mediums include: WDAS, WHQT, WOWI, WIZF, WZAK.

**CHERYL "PEPSII" RILEY "Ain't No Way" (Columbia) 43/3**

Rotations: Heavy 0/0, Medium 19/0, Light 24/3. Total Adds 3. WHUR, WEAS, WTLC. Mediums include: K97, WEDR, WJIZ, WFXA, KQXL.

**ROGER "Everybody Get Up" (Reprise) 42/8**

Rotations: Heavy 1/0, Medium 9/0, Light 32/8. Total Adds 8. WJIZ, KBCE, WENN, WZFX, KFXZ, WFXM, WIKS, WCDX. Heavy: Z104. Mediums include: WOWI, WIZF, WZAK, WJLB, WFXA.

**LISA LISA "Where Were You When I Needed You" (Columbia) 41/1**

Rotations: Heavy 0/0, Medium 18/0, Light 23/1. Total Adds 1. Z93. Mediums include: WDAS, K97, WYLD, WWINFM, OC104.

**VESTA "Do Ya" (A&M) 40/8**

Rotations: Heavy 0/0, Medium 8/0, Light 32/8. Total Adds 8. WDAS, WTLC, WJTT, WFXE, WQMG, Z104, WJJS, WPLZ. Mediums include: WAMO, WOWI, WJLB, KPRS, WDXZ.

**CHERRELLE "Never In My Life" (Tabu/A&M) 39/6**

Rotations: Heavy 1/0, Medium 15/0, Light 23/6. Total Adds 6. WUSL, WKYS, WQIS, WLOU, WIKS, XHRM. Heavy: WJLB. Mediums include: K97, WHQT, WIZF, KPRS, WWINFM.

**PM DAWN "Set Adrift On A Memory Of Bliss" (Island) 37/9**

Rotations: Heavy 2/0, Medium 15/0, Light 20/9. Total Adds 9. WKYS, KMJQ, WYLD, WENN, WDXZ, Z104, WGZB, WFXM, WBLX. Heavy: OC104, U102. Mediums include: WBLK, KJMZ, WHQT, WOWI, WGCI.

**F.S. EFFECT /CHRISTOPHER WILLIAMS "I Wanna Be Ure Lover" (Giant/Reprise) 37/0**

Rotations: Heavy 1/0, Medium 14/0, Light 22/0. Total Adds 0. Heavy: KKBT. Mediums include: KMJQ, K97, WEDR, KQXL, WXOK.

**LISA STANSFIELD "Change" (Arista) 36/35**

Rotations: Heavy 0/0, Medium 0/0, Light 36/35. Total Adds 35 including WBLK, WBLS, WDAS, WVEE, K97, WHQT, WOWI, WIZF, WZAK, WJLB.

**DIGITAL UNDERGROUND "Kiss You Back" (TNT/Tommy Boy) 35/12**

Rotations: Heavy 0/0, Medium 3/0, Light 32/12. Total Adds 12 including K104, KMJQ, WOWI, WFXA, WATV, WFXE, KIIZ, WQIS, WFXM, KJMS. Medium: KJMZ, K97, OC104.

**ROBERTA FLACK w/MAXI PRIEST "Set The Night To Music" (Atlantic) 32/0**

Rotations: Heavy 0/0, Medium 13/0, Light 19/0. Total Adds 0. Mediums include: WDAS, K97, WTLC, OC104, WEUP.

**BRAND NEW HEAVIES "Stay This Way" (Delicious Vinyl/Island) 31/14**

Rotations: Heavy 0/0, Medium 1/0, Light 30/14. Total Adds 14 including WBLK, WHUR, WILD, WJIZ, WATV, WENN, Z104, KIIZ, KFXZ, WLOU. Medium: WDAS.

**B ANGIE B "Sweet Thang" (Bust It/Capitol) 31/7**

Rotations: Heavy 0/0, Medium 11/1, Light 20/6. Total Adds 7. WZAK, WTLC, WJIZ, WDXZ, KFXZ, WPLZ, WNOV. Mediums include: WHQT, WATV, WJMI, WQIS, HOT105.

**STONE LOC "All Through The Night" (Delicious Vinyl/Island) 27/27**

Rotations: Heavy 0/0, Medium 0/0, Light 27/27. Total Adds 27 including WKYS, K97, WEDR, WHQT, WIZF, WJLB, KPRS, KMJM, WFXA, WENN.

**SIGNIFICANT ACTION**

**KEITH WASHINGTON "Make Time For Love" (WB) 24/23**

Rotations: Heavy 0/0, Medium 1/0, Light 23/23. Total Adds 23 including WDAS, WEDR, WTLC, KPRS, WWINFM, WJIZ, WDXZ, Z93, WQMG, Z104. Medium: WOWI.

**MOST ADDED**

- VANESSA WILLIAMS (53)
- LISA STANSFIELD (35)
- TONE LOC (27)
- TEVIN CAMPBELL (25)
- KEITH WASHINGTON (23)
- SHANICE (22)
- PATTI AUSTIN (15)
- EX-GIRLFRIEND (15)
- BRAND NEW HEAVIES (14)
- 3RD BASS (14)

**HOTTEST**

- MARIAH CAREY (73)
- JODECI (71)
- TRACIE SPENCER (46)
- O'JAYS (36)
- BOYZ II MEN (32)
- NAUGHTY BY NATURE (30)
- DAMIAN DAME (28)
- SHABBA RANKS (27)
- STEVIE WONDER (27)
- RUDE BOYS (10)

**TOP 10**

**RECURRENTS**

LW	TW	Artist
3	1	V. WILLIAMS/Running
—	2	BELL BIV DEVOE/Word
—	3	KARYN WHITE/Romantic
1	4	COLOR ME.../I Adore
—	5	GUY/D.O.G.
2	6	PRINCE/Gett Off
—	7	LISA FISCHER/Save Me
10	8	L. VANDROSS/Don't
—	9	J. HOLLIDAY/I'm On
6	10	G. KNIGHT/Superwoman

**TIM OWENS "I'm Hooked" (Atlantic) 23/4**

Rotations: Heavy 0/0, Medium 5/0, Light 18/4. Total Adds 4. WDAS, WJIZ, KMJQ, WNOV. Mediums include: K97, WILD, WUJM, WEUP, WPGA.

**PATTI AUSTIN "Givin' In To Love" (GRP) 22/15**

Rotations: Heavy 0/0, Medium 0/0, Light 22/15. Total Adds 15 including WZAK, WJLB, WFXA, WATV, WAGH, WEUP, WFXM, WPGA, KJMS, WALT.

**MARVIN SEASE "Tonight" (Mercury) 22/2**

Rotations: Heavy 0/0, Medium 8/0, Light 14/2. Total Adds 2. WJIZ, WLOU. Mediums include: WATV, WFXE, Z104, WEUP, WQIS.

**ARTHUR BAKER 1/AL GREEN "Leave The Guns At Home" (RCA) 21/4**

Rotations: Heavy 0/0, Medium 4/0, Light 17/4. Total Adds 4. KBCE, WDXZ, WFXE, WPGA. Medium: WBLK, WDAS, WOWI, WALT.

**FRANKIE KNUCKLES "The Whistle Song" (Virgin) 21/2**

Rotations: Heavy 0/0, Medium 7/0, Light 14/2. Total Adds 2. OC104, KFXZ. Mediums include: WDAS, WHUR, K97, WOWI, WWINFM.

**YOURS TRULY "Hold Me" (Motown) 20/1**

Rotations: Heavy 0/0, Medium 5/0, Light 15/1. Total Adds 1. WPGA. Medium: WDAS, WHQT, WFXE, WEUP, WBLX.

**NIA PEEPLES "Street Of Dreams" (Charisma) 19/1**

Rotations: Heavy 0/0, Medium 3/0, Light 16/1. Total Adds 1. KBUZ. Medium: WDAS, OC104, WEAS.

**ROBBIE NEVIL "For Your Mind" (EMI) 18/2**

Rotations: Heavy 0/0, Medium 0/0, Light 18/2. Total Adds 2. WJTT, WCDX.

**EX-GIRLFRIEND "You (You're The One For Me)" (Reprise) 16/15**

Rotations: Heavy 0/0, Medium 1/0, Light 15/15. Total Adds 15 including WTLC, KPRS, KMJM, WILD, KBCE, WATV, WENN, WAGH, WEUP, WPGA. Medium: WJIZ.

**POOR RIGHTEOUS TEACHERS "Shakiyla" (Profile) 16/10**

Rotations: Heavy 0/0, Medium 0/0, Light 16/10. Total Adds 10. WBLK, KMJQ, K97, WJLB, KMJM, WRKE, WPEG, WFXE, WFXM, WBLX.

**CARL KING "I'm Gonna Be The One" (Scotti Bros.) 16/0**

Rotations: Heavy 0/0, Medium 1/0, Light 15/0. Total Adds 0. Medium: WEUP.

**MINT CONDITION "Breaking My Heart" (Perspective/A&M) 16/0**

Rotations: Heavy 0/0, Medium 4/0, Light 12/0. Total Adds 0. Medium: WHUR, WOWI, WEUP, KFXZ.

**3RD BASS "Portrait Of The Artist As A Hood" (Def Jam/Columbia) 14/14**

Rotations: Heavy 0/0, Medium 0/0, Light 14/14. Total Adds 14 including KMJQ, K97, WEDR, KPRS, WJIZ, WFXA, WDXZ, WUJM, WAGH, WFXE.

**JEFF REDD "You Called & Told Me" (MCA) 14/12**

Rotations: Heavy 0/0, Medium 0/0, Light 14/12. Total Adds 12 including WBLK, KMJQ, K97, WENN, Z104, WEUP, WFXM, WPGA, KJMS, WCDX.

**A TRIBE CALLED QUEST "Check The Rhime" (Jive) 14/3**

Rotations: Heavy 0/0, Medium 6/0, Light 8/3. Total Adds 3. WBLK, WJIZ, WDXZ. Mediums include: WYLD, WFXE, WQMG, WGZB, KJMS.

**ENTOUCH "She Used 2 B My Girl" (Vintertainment/Elektra) 13/4**

Rotations: Heavy 0/0, Medium 0/0, Light 13/4. Total Adds 4. WDXZ, WJMI, KIIZ, Z16.

**R. KELLY "She's Got That Vibe" (Jive) 12/12**

Rotations: Heavy 0/0, Medium 0/0, Light 12/12. Total Adds 12 including K97, WTLC, WRKE, WJIZ, WENN, WDXZ, WUJM, WAGH, WQMG, WPGA.

**RICHARD MARX "Keep Coming Back" (Capitol) 12/12**

Rotations: Heavy 0/0, Medium 0/0, Light 12/12. Total Adds 12 including WBLK, WDAS, K97, WHQT, WRKE, WFXA, WEUP, KIPR, WCDX, WTLC.

**AUDREY WHEELER "I'm Yours Tonight" (Ear Candy) 12/2**

Rotations: Heavy 1/0, Medium 3/0, Light 8/2. Total Adds 2. WDXZ, WUJM. Heavy: WOWI. Medium: WFXA, WXOK, WMVP.

**TRIPLE M "Prisoner Of Passion" (A&M) 12/1**

Rotations: Heavy 0/0, Medium 0/0, Light 12/1. Total Adds 1. KPRS.

**JC LODGE "Home Is Where The Hurt Is" (Tommy Boy) 11/11**

Rotations: Heavy 0/0, Medium 0/0, Light 11/11. Total Adds 11 including KMJQ, WOWI, KBCE, Z104, KFXZ, WQIS, WGZB, WJJS, WALT, WCDX.

**LEVEL 3 "Groove Ya" (EMI) 11/11**

Rotations: Heavy 0/0, Medium 0/0, Light 11/11. Total Adds 11 including WZAK, KMJM, WENN, Z104, KFXZ, WPGA, KJMS, WALT, HOT105, WEAS.

**RALPH TRESVANT "Yo, Baby, Yo!" (MCA) 11/1**

Rotations: Heavy 0/0, Medium 1/0, Light 10/1. Total Adds 1. WENN. Medium: WPGA.

**2 LIVE CREW "Pop That Coochie" (Luke) 10/2**

Rotations: Heavy 3/0, Medium 1/0, Light 6/2. Total Adds 2. Z16, WQOK. Heavy: KMJQ, WYLD, HOT105. Medium: WJHM.

**NEW ARTISTS**

	Reports/Adds
1 MC LYTE/When In Love (Atlantic)	47/2
2 PM DAWN/Set Adrift On A Memory Of Bliss (Island)	37/9
3 F.S. EFFECT/I Wanna Be Ure Lover (Giant/Reprise)	37/0
4 TIM OWENS/I'm Hooked (Atlantic)	23/4
5 MARVIN SEASE/Tonight (Mercury)	22/2
6 FRANKIE KNUCKLES/The Whistle Song (Virgin)	21/2
7 NIA PEEPLES/Street Of Dreams (Charisma)	19/1
8 CARL KING/I'm Gonna Be The One (Scotti Bros.)	16/0
9 JEFF REDD/You Called & Told Me (MCA)	14/12
10 ENTOUCH/She Used 2 B My Girl (Vintertainment/Elektra)	13/4

New artists have not yet had a UC Breaker.

**BREAKER**

she's got a great voice  
and her "smile" is a killer



i love your smile  
**Shanice**

**BREAKER**

URBAN CHART: DEBUT **30**

72 UC REPORTERS — 82%

**MOST ADDED!**

produced and arranged by narada michael walden

management: bill dem in association with crystal penny entertainment/ready d'roll management



# UC ADDS & HOTS

## EAST

**WWIN-FM/Baltimore**  
Mike Roberts

SHABBA RANKS  
LISA STANSFIELD  
VANESSA WILLIAMS  
ZIGGY MARLEY  
KEITH WASHINGTON  
Hottest:  
MARIAH CAREY  
JODECI  
JENNIFER HOLLIDAY  
DAMIAN DAME  
O'JAYS

**OC104/Ocean City**  
Scott Jantzen

NICE & SMOOTH  
FRANKIE KNUCKLES  
JAZZY JEFF  
TEVIN CAMPBELL  
SHIRLEY MURDOCK  
Hottest:  
MARIAH CAREY  
JODECI  
SHABBA RANKS  
NAUGHTY BY NATURE  
DAMIAN DAME

**WXVY/Baltimore**  
Sampson/Alston

none  
Hottest:  
JODECI  
NAUGHTY BY NATURE  
BOYZ II MEN  
MARIAH CAREY  
JENNIFER HOLLIDAY

**WUSL/Philadelphia**  
Allan/Monet

CHERRELLE  
VANESSA WILLIAMS  
GETO BOYS  
FOURPLAY  
Hottest:  
COLOR ME BADD  
BOYZ II MEN  
MARIAH CAREY  
TONY TONI TONE  
LUTHER VANDROSS

**WILD/Boston**  
Hilli/Hall

ATLANTIC STARR  
CECE PENISTON  
READY FOR THE WOR  
EX-GIRLFRIEND  
BRAND NEW HEAVIES  
Hottest:  
BOYZ II MEN  
MARIAH CAREY  
BELL BIV DEVOE  
SHABBA RANKS  
NAUGHTY BY NATURE

**WDAS/Philadelphia**  
Joe Tamburro

VANESSA WILLIAMS  
KEITH WASHINGTON  
J.T. TAYLOR f/S  
LISA STANSFIELD  
RICHARD MARX  
TIM OWENS  
VESTA  
Hottest:  
MARIAH CAREY  
O'JAYS  
TRACIE SPENCER  
STEVIE WONDER  
SHABBA RANKS

**WBLK/Buffalo**  
Felson/St. James

TEVIN CAMPBELL  
JEFF REDD  
LISA STANSFIELD  
BRAND NEW HEAVIES  
JAZZY JEFF  
A TRIBE CALLED QU  
KID 'N PLAY  
POOR RIGHTEOUS TE  
ARETHA FRANKLIN  
RICHARD MARX  
Hottest:  
JODECI  
MARIAH CAREY  
BELL BIV DEVOE  
TRACIE SPENCER  
ATLANTIC STARR

**WAMO/Pittsburgh**  
Hurricane Dave

FOURPLAY  
ATLANTIC STARR  
VANESSA WILLIAMS  
Hottest:  
MARIAH CAREY  
JODECI  
DAMIAN DAME  
FOURPLAY  
PHYLLIS HYMAN

**WBSL/New York**  
Mike Love

TEVIN CAMPBELL  
CECE PENISTON  
LISA STANSFIELD  
PUBLIC ENEMY  
Hottest:  
SHABBA RANKS  
JODECI  
BOYZ II MEN  
LENNY KRAVITZ  
NICE & SMOOTH

**WKYS/Washington**  
Prieto/Diggs

FOURPLAY  
SHANICE  
SIMPLY RED  
J.T. TAYLOR f/S  
PM DAWN  
TONE LOC  
CHERRELLE  
BEBE & CECE WINAN  
Hottest:  
JODECI  
BELL BIV DEVOE  
O'JAYS  
STEVIE WONDER  
SHABBA RANKS

**WRKS/New York**  
Brown/Beasley

DAMIAN DAME  
VANESSA WILLIAMS  
Hottest:  
MARIAH CAREY  
SHABBA RANKS  
O'JAYS  
KARYN WHITE  
RUDE BOYS

**WHUR/Washington**  
Kirkland/Hall

SIMPLY RED  
CHERYL "PEPSII" R  
JERMAINE JACKSON  
BRAND NEW HEAVIES  
VANESSA WILLIAMS  
SMOKEY ROBINSON  
Hottest:  
MARIAH CAREY  
JODECI  
GUY  
STEVIE WONDER  
O'JAYS

**WRKE/Ocean City**  
Quararone/Mena

VANESSA WILLIAMS  
PUBLIC ENEMY  
LISA STANSFIELD  
FOURPLAY  
POOR RIGHTEOUS TE  
R. KELLY  
RICHARD MARX  
Hottest:  
NAUGHTY BY NATURE  
MARIAH CAREY  
BOYZ II MEN  
JODECI  
O'JAYS

**WJTL/Chattanooga**  
Landecker/Rankin

VANESSA WILLIAMS  
MC LYTE  
TEVIN CAMPBELL  
VESTA  
ROBBIE NEVIL  
HI FIVE  
TONE LOC  
READY FOR THE WOR  
Hottest:  
MARIAH CAREY  
BOYZ II MEN  
O'JAYS  
STEVIE WONDER  
NAUGHTY BY NATURE

## SOUTH

**WJIZ/Albany**  
Don Allen

B ANGLE B  
RIFF  
ROGER  
VANESSA WILLIAMS  
R. KELLY  
SHANICE  
KEITH WASHINGTON  
BRAND NEW HEAVIES  
TIM OWENS  
3RD BASS  
GETO BOYS  
CANDYMAN  
A TRIBE CALLED QU  
MARVIN SEASE  
Hottest:  
MARIAH CAREY  
JODECI  
DAMIAN DAME  
TRACIE SPENCER  
SHABBA RANKS

**WENN/Birmingham**  
Donnell/Starr

VANESSA WILLIAMS  
EX-GIRLFRIEND  
BRAND NEW HEAVIES  
TONE LOC  
LISA STANSFIELD  
ROGER  
RALPH TRESVANT  
JEFF REDD  
LE GENT  
R. KELLY  
PM DAWN  
Hottest:  
KARYN WHITE  
SHABBA RANKS  
MARIAH CAREY  
RUDE BOYS  
STEVIE WONDER  
NAUGHTY BY NATURE  
S.O.S. BAND

**KBCE/Alexandria**  
Donnie Taylor

VANESSA WILLIAMS  
SHANICE  
EX-GIRLFRIEND  
DINA D  
LISA STANSFIELD  
READY FOR THE WOR  
ARTHUR BAKER f/AL  
JC LODGE  
Hottest:  
MARIAH CAREY  
JODECI  
TRACIE SPENCER  
SHABBA RANKS  
DAMIAN DAME

**WATV/Birmingham**  
Ron January

BRAND NEW HEAVIES  
SHANICE  
VANESSA WILLIAMS  
DIGITAL UNDERGROU  
EX-GIRLFRIEND  
T.C.F. CREW  
EMANUEL RAHIM  
PATTI AUSTIN  
LISA STANSFIELD  
Hottest:  
MARIAH CAREY  
JODECI  
STEVIE WONDER  
TRACIE SPENCER  
DAMIAN DAME

**WVEE/Atlanta**  
Roberts/Bacote

LISA STANSFIELD  
SHANICE  
ATLANTIC STARR  
Hottest:  
MARIAH CAREY  
JODECI  
DAMIAN DAME  
FOURPLAY  
PHYLLIS HYMAN

**WDXZ/Charleston**  
Jimmy Mack

VANESSA WILLIAMS  
ENTOUCH  
3RD BASS  
PM DAWN  
R. KELLY  
A TRIBE CALLED QU  
ARTHUR BAKER f/AL  
AUDREY WHEELER  
KEITH WASHINGTON  
B ANGLE B  
Hottest:  
MARIAH CAREY  
JODECI  
STEVIE WONDER  
DAMIAN DAME  
NAUGHTY BY NATURE

**WVFX/Columbus**  
Philip David March

POOR RIGHTEOUS TE  
3RD BASS  
DIGITAL UNDERGROU  
HI FIVE  
TEVIN CAMPBELL  
TONE LOC  
T.C.F. CREW  
VANESSA WILLIAMS  
SHIRLEY MURDOCK  
ARTHUR BAKER f/AL  
VESTA  
Hottest:  
BOYZ II MEN  
TRACIE SPENCER  
MARIAH CAREY  
SHABBA RANKS

**WJMI/Jackson**  
Todd/Jones

TONE LOC  
SMOKEY ROBINSON  
GLADYS KNIGHT  
ENTOUCH  
VANESSA WILLIAMS  
FAZE  
ERIC GABLE  
TIMA TURNER  
Hottest:  
MARIAH CAREY  
PATTI LABELLE  
S.O.S. BAND  
STEVIE WONDER  
JODECI

**WVOK/Baton Rouge**  
Matt Morton

none  
Hottest:  
BOYZ II MEN  
MARIAH CAREY  
JODECI  
TRACIE SPENCER  
STEVIE WONDER

**WUJM/Charleston**  
Earl Boston

LISA STANSFIELD  
MARVA HICKS  
VANESSA WILLIAMS  
LE GENT  
AUDREY WHEELER  
SHIRLEY BROWN  
JASMINE GUY  
R. KELLY  
3RD BASS  
Hottest:  
MARIAH CAREY  
O'JAYS  
JODECI  
STEVIE WONDER  
SHABBA RANKS

**WVFX/Ft. Wayne**  
Kelly Carson

VANESSA WILLIAMS  
LISA STANSFIELD  
TEVIN CAMPBELL  
SHANICE  
SOUNDS OF BLACKNE  
JERMAINE JACKSON  
Hottest:  
JODECI  
TRACIE SPENCER  
STEVIE WONDER  
LISA FISCHER  
DAMIAN DAME

**WQMG/Greensboro**  
Sam Weaver

ZIGGY MARLEY  
TONE LOC  
VESTA  
SHANICE  
KEITH WASHINGTON  
R. KELLY  
VANESSA WILLIAMS  
JERMAINE JACKSON  
Hottest:  
O'JAYS  
NAUGHTY BY NATURE  
TRACIE SPENCER  
JODECI  
STEVIE WONDER

**WVFX/Ft. Wayne**  
Kelly Carson

VANESSA WILLIAMS  
LISA STANSFIELD  
TEVIN CAMPBELL  
SHANICE  
SOUNDS OF BLACKNE  
JERMAINE JACKSON  
Hottest:  
JODECI  
TRACIE SPENCER  
STEVIE WONDER  
LISA FISCHER  
DAMIAN DAME

**WVFX/Ft. Wayne**  
Kelly Carson

VANESSA WILLIAMS  
LISA STANSFIELD  
TEVIN CAMPBELL  
SHANICE  
SOUNDS OF BLACKNE  
JERMAINE JACKSON  
Hottest:  
JODECI  
TRACIE SPENCER  
STEVIE WONDER  
LISA FISCHER  
DAMIAN DAME

## MIDWEST

**WGCI/Chicago**  
James Alexander

STEVIE WONDER  
VANESSA WILLIAMS  
SHANICE  
PUBLIC ENEMY  
Hottest:  
TONY TONI TONE  
JODECI  
BOYZ II MEN  
LUTHER VANDROSS  
MARIAH CAREY

**WVVO/Columbus**  
K.C. Jones

ATLANTIC STARR  
PHYLLIS HYMAN  
TONY TONI TONE  
Hottest:  
BOYZ II MEN  
O'JAYS  
STEVIE WONDER  
JODECI  
MARIAH CAREY

**WIZF/Cincinnati**  
Torey Turner

TONE LOC  
LISA STANSFIELD  
Hottest:  
SHABBA RANKS  
JODECI  
BOYZ II MEN  
NAUGHTY BY NATURE  
TONY TONI TONE

**WJLB/Detroit**  
Steve Hegwood

HEAVY D & THE BOY  
TEVIN CAMPBELL  
LISA STANSFIELD  
TONE LOC  
VANESSA WILLIAMS  
PATTI AUSTIN  
POOR RIGHTEOUS TE  
Hottest:  
MARIAH CAREY  
TRACIE SPENCER  
NAUGHTY BY NATURE  
JODECI  
TONY TONI TONE

**WZAK/Cleveland**  
Tolliver/Rush

PRINCE  
LISA STANSFIELD  
TEVIN CAMPBELL  
HI FIVE  
LUTHER VANDROSS  
B ANGLE B  
PATTI AUSTIN  
SIMPLY RED  
LEVEL 3  
PRIDE 'N POLITIX  
Hottest:  
O'JAYS  
JODECI  
GERALD LEVERT  
MARIAH CAREY  
BARRY WHITE

**WZZZ/Flint**  
Kris McClendon

KEITH WASHINGTON  
VANESSA WILLIAMS  
TONE LOC  
TRIPLE M  
3RD BASS  
KEITH WASHINGTON  
Hottest:  
MARIAH CAREY  
JODECI  
SHABBA RANKS  
TRACIE SPENCER  
S.O.S. BAND

**WVFX/Ft. Wayne**  
Kelly Carson

VANESSA WILLIAMS  
LISA STANSFIELD  
TEVIN CAMPBELL  
SHANICE  
SOUNDS OF BLACKNE  
JERMAINE JACKSON  
Hottest:  
JODECI  
TRACIE SPENCER  
STEVIE WONDER  
LISA FISCHER  
DAMIAN DAME

**WVFX/Ft. Wayne**  
Kelly Carson

VANESSA WILLIAMS  
LISA STANSFIELD  
TEVIN CAMPBELL  
SHANICE  
SOUNDS OF BLACKNE  
JERMAINE JACKSON  
Hottest:  
JODECI  
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JERMAINE JACKSON  
Hottest:  
JODECI  
TRACIE SPENCER  
STEVIE WONDER  
LISA FISCHER  
DAMIAN DAME



# BREAKING . . .



**“JUST ANOTHER GIRLFRIEND”**



**THIS WEEK:  
BREAKERS**

**NEXT WEEK:  
NOW ON 52 UC  
REPORTERS - 59%**

**INCLUDING:  
WBLK  
K104  
KJMZ  
K97  
WHQT  
WYLD  
WIZF  
WZAK  
WTLC  
KPRS  
... AND MANY MORE!**



**A** *Arthur*  
**B** *aker*

*featuring*  
**AL GREEN**

**“LEAVE THE GUNS AT HOME”**



**“Good record. I love it. The kids certainly need to hear this!”  
Steve Crumbley, PD  
WOWI-FM**

**“One of the most underrated records of the year.”  
Larry Steele, PD  
WZHT-FM**

**“The kind of record Black radio needs to play!”  
Michael Saunders, PD  
WPEG-FM**

**“A song that’s long overdue. Thumbs up!”  
Carlos DeJesus, PD  
WNJR-AM**


**ALREADY ON:**

<b>WBLK</b>	<b>KBCE</b>	<b>WEUP</b>	<b>WLOU</b>	<b>WALT</b>	<b>K98-FM</b>
<b>WDAS</b>	<b>WDXZ</b>	<b>WJMI</b>	<b>WFXM</b>	<b>HOT105</b>	<b>... AND MANY MORE!</b>
<b>WOWI</b>	<b>WPEG</b>	<b>KFXZ</b>	<b>WPGA</b>	<b>WEAS</b>	
<b>KDIA</b>	<b>WFXE</b>	<b>Z16</b>	<b>KJMS</b>	<b>KMJJ</b>	



# CHR PLAYLISTS

**New York**



**WPLJ**  
New York  
95.5 FM


VP Programming: Tom Cuddy  
PD: Scott Shannon  
APD/MD: Mike Preston

VP/Dir. Ops & Prog: Steve Kingston  
APD/MD: Frankie Blue  
Asst. MD: Andy Shane

M 2 1 EXTREME/Hole Hearted  
M 3 2 NAUGHTY BY NATURE/D.P.P.  
M 4 3 MICHAEL BOLTON/When A Man Loves A Wo  
M 5 4 FIREHOUSE/Love Of A Lifetime  
M 6 5 AARON NEVILLE/Everybody Plays The F  
M 7 6 BRYAN ADAMS/Can't Stop This Thing  
M 8 7 PAULA ABDUL/Blowing Kisses In The  
M 9 8 PRINCE/Cream  
M 10 9 LUTHER VANDROSS/Don't Want To Be A F  
M 11 10 JESUS JONES/Real. Real. Real  
M 12 11 MARIAN CAREY/Emotions  
M 13 12 RICHIE SANDORA/Baloo Of Youth  
M 14 13 TONY TERRY/With You  
M 15 14 NATURAL SELECTION/Do Anything  
M 16 15 BONNIE RAITT/Something To Talk Ab  
M 17 16 LISSETTE NELENDZ/A Day In My Life I  
M 18 17 GUNS N' ROSES/Don't Cry  
M 19 18 AARON NEVILLE/Everybody Plays The F  
M 20 19 CURTIS STIGERS/1 Monder Why  
M 21 20 CORINA/Whispers  
M 22 21 PH DAMN/Set Adrift On Memory  
M 23 22 ROBERTA FLACK/Set The Night To Must  
M 24 23 GLORIA ESTEFAN/Live For Loving You  
M 25 24 NIA PEEPLES/Street Of Dreams  
M 26 25 NIA PEEPLES/Street Of Dreams  
M 27 26 ROD STEWART/Broken Arrow  
M 28 27 BOYZ II MEN/It's So Hard To Say G  
M 29 28 SHABBA RANKS/Housecall  
M 30 29 COLOR ME BADD/All 4 Love  
M 31 30 GENESIS/No Son Of Mine

ADDS 24, 28, 29, 30

**Baltimore**



**WBSB**  
104  
94.5 FM


OM/MD: John Roberts  
MD: Lori Campbell

PD: Todd Fisher  
MD: Ric Sanders

M 1 1 FIREHOUSE/Love Of A Lifetime  
M 2 2 EXTREME/Hole Hearted  
M 3 3 MARIAN CAREY/Emotions  
M 4 4 KARYN WHITE/Romantic  
M 5 5 COLOR ME BADD/All 4 Love  
M 6 6 BONNIE RAITT/Something To Talk Ab  
M 7 7 NATURAL SELECTION/Do Anything  
M 8 8 MICHAEL BOLTON/When A Man Loves A Wo  
M 9 9 AARON NEVILLE/Everybody Plays The F  
M 10 10 JESUS JONES/Real. Real. Real  
M 11 11 PRINCE/Cream  
M 12 12 BRYAN ADAMS/Can't Stop This Thing  
M 13 13 SCORPIONS/Mind Of Change  
M 14 14 BOYZ II MEN/Motownology  
M 15 15 BAD ENGLISH/Right To Your Hear  
M 16 16 CHESENEY HAMES/The One And Only  
M 17 17 AMY GRANT/That's What Love Is F  
M 18 18 CURTIS STIGERS/1 Monder Why  
M 19 19 NIA PEEPLES/Street Of Dreams  
M 20 20 RICHARD MARX/Keep Coming Back

ON JOHN MELLENCAMP/Get A Leg Up  
EMF/Lies  
VAN HALEN/Top Of The World  
RUSSELL SIMMONS/Heart Beats To Y  
STORMY/You Got A Lot To Lea  
SHANEY ROBINSON/Double Good Everyth  
ROD STEWART/The Town Song  
VANILLA ICE/Cool As Ice

**Philadelphia**




**WEGX**  
106  
94.5 FM

PD: Brian Philips  
OM: John Lander  
MD: Chuck Tisa

M 1 1 MARIAN CAREY/Emotions  
M 2 2 EXTREME/Hole Hearted  
M 3 3 BRYAN ADAMS/Can't Stop This Thing  
M 4 4 KARYN WHITE/Romantic  
M 5 5 MICHAEL BOLTON/When A Man Loves A Wo  
M 6 6 KARYN WHITE/Romantic  
M 7 7 FIREHOUSE/Love Of A Lifetime  
M 8 8 NATURAL SELECTION/Do Anything  
M 9 9 COLOR ME BADD/All 4 Love  
M 10 10 PRINCE/Cream  
M 11 11 HEAVY D & THE 30/Now That We Found  
M 12 12 JESUS JONES/Real. Real. Real  
M 13 13 LUTHER VANDROSS/Don't Want To Be A F  
M 14 14 CURTIS STIGERS/1 Monder Why  
M 15 15 BOYZ II MEN/Motownology  
M 16 16 NAUGHTY BY NATURE/D.P.P.  
M 17 17 GUNS N' ROSES/Don't Cry  
M 18 18 BONNIE RAITT/Something To Talk Ab  
M 19 19 TONY TERRY/With You  
M 20 20 PAULA ABDUL/Blowing Kisses In The  
M 21 21 BOYZ II MEN/It's So Hard To Say G  
M 22 22 JOHN MELLENCAMP/Get A Leg Up  
M 23 23 ROBERTA FLACK/Set The Night To Must  
M 24 24 RYTHM SYNDICATE/Hey Donna  
M 25 25 NIA PEEPLES/Street Of Dreams  
M 26 26 ROD STEWART/Broken Arrow  
M 27 27 AARON NEVILLE/Everybody Plays The F  
M 28 28 GLORIA ESTEFAN/Live For Loving You  
M 29 29 AMY GRANT/That's What Love Is F  
M 30 30 PH DAMN/Set Adrift On Memory  
M 31 31 ROXETTE/Spending My Time  
M 32 32 GENESIS/No Son Of Mine  
M 33 33 COLOR ME BADD/All 4 Love

ADDS 30, 33

**Boston**



**WZLX**  
94.5 FM


PD: Sunny Joe White  
APD: Jerry McKenna  
Music Coord: Russ LaFiani

M 1 1 NAUGHTY BY NATURE/D.P.P.  
M 2 2 VANESSA WILLIAMS/Running Back To You  
M 3 3 SALT-N-PEPA/Let's Talk About Sex  
M 4 4 LUTHER VANDROSS/Don't Want To Be A F  
M 5 5 MARIAN CAREY/Emotions  
M 6 6 CECE PENITON/Finally  
M 7 7 NATURAL SELECTION/Do Anything  
M 8 8 BELL BIV DEVOE/Hard To The Mutha  
M 9 9 MARIAN CAREY/Emotions  
M 10 10 MARY MARK & THE/Whisper  
M 11 11 LISSETTE NELENDZ/A Day In My Life I  
M 12 12 KARYN WHITE/Romantic  
M 13 13 JIM AUDIO DYNAMIT/Rush  
M 14 14 LITTLE LOUIS/Creep On The Rhyth  
M 15 15 JASMINE GUY/Just Want To Hold You  
M 16 16 S & G THE PRINCE/D/This Beat Is Hot  
M 17 17 ERASURE/On Your Knees  
M 18 18 CORINA/Whispers  
M 19 19 RYTHM SYNDICATE/Hey Donna  
M 20 20 PH DAMN/Set Adrift On Memory  
M 21 21 JAZZY JEFF & FRES/Ring My Bell  
M 22 22 NIA PEEPLES/Street Of Dreams  
M 23 23 COMMITMENTS/Tru A Little Tenderne  
M 24 24 PAULA ABDUL/Blowing Kisses In The  
M 25 25 TONY TERRY/With You  
M 26 26 JESUS JONES/Real. Real. Real  
M 27 27 BOYZ II MEN/It's So Hard To Say G  
M 28 28 EMY ARAVITZ/Stand By My Man  
M 29 29 ROBBIE NEVIL/For Your Mind  
M 30 30 DR/What Would We Do  
M 31 31 CHR/Save Us All Your Tear  
M 32 32 PUBLIC ENEMY/Can't Truss It  
M 33 33 DEONDO CHILDFOR/The Story Of M  
M 34 34 KVM SIMS/Too Blind To See It  
M 35 35 SIMPLY RED/Something Got Me Star

ADDS 34  
FARR/Gravy Train  
KMF/What Time Is Love?  
SHANEY ROBINSON/Double Good Everyth  
HAMMER/2 Legit 2 Out

ON ROD STEWART/Broken Arrow  
SHABBA RANKS/Housecall

**New York**




**WPLJ**  
New York  
95.5 FM

VP Programming: Tom Cuddy  
PD: Scott Shannon  
APD/MD: Mike Preston

M 2 1 EXTREME/Hole Hearted  
M 3 2 NAUGHTY BY NATURE/D.P.P.  
M 4 3 MICHAEL BOLTON/When A Man Loves A Wo  
M 5 4 FIREHOUSE/Love Of A Lifetime  
M 6 5 AARON NEVILLE/Everybody Plays The F  
M 7 6 BRYAN ADAMS/Can't Stop This Thing  
M 8 7 PAULA ABDUL/Blowing Kisses In The  
M 9 8 PRINCE/Cream  
M 10 9 LUTHER VANDROSS/Don't Want To Be A F  
M 11 10 JESUS JONES/Real. Real. Real  
M 12 11 MARIAN CAREY/Emotions  
M 13 12 RICHIE SANDORA/Baloo Of Youth  
M 14 13 TONY TERRY/With You  
M 15 14 NATURAL SELECTION/Do Anything  
M 16 15 BONNIE RAITT/Something To Talk Ab  
M 17 16 LISSETTE NELENDZ/A Day In My Life I  
M 18 17 GUNS N' ROSES/Don't Cry  
M 19 18 AARON NEVILLE/Everybody Plays The F  
M 20 19 CURTIS STIGERS/1 Monder Why  
M 21 20 CORINA/Whispers  
M 22 21 PH DAMN/Set Adrift On Memory  
M 23 22 ROBERTA FLACK/Set The Night To Must  
M 24 23 GLORIA ESTEFAN/Live For Loving You  
M 25 24 NIA PEEPLES/Street Of Dreams  
M 26 25 NIA PEEPLES/Street Of Dreams  
M 27 26 ROD STEWART/Broken Arrow  
M 28 27 BOYZ II MEN/It's So Hard To Say G  
M 29 28 SHABBA RANKS/Housecall  
M 30 29 COLOR ME BADD/All 4 Love  
M 31 30 GENESIS/No Son Of Mine

ADDS 24, 28

**Pittsburgh**



**WBTA**  
94 FM

OM/MD: John Roberts  
MD: Lori Campbell


PD: John Roberts  
MD: Lori Campbell

M 1 1 HI-FIVE/I Can't Wait Another  
M 2 2 EXTREME/Hole Hearted  
M 3 3 NATURAL SELECTION/Do Anything  
M 4 4 NAUGHTY BY NATURE/D.P.P.  
M 5 5 KARYN WHITE/Romantic  
M 6 6 MARY MARK & THE/Good Vibrations  
M 7 7 BOYZ II MEN/Motownology  
M 8 8 FIREHOUSE/Love Of A Lifetime  
M 9 9 SCORPIONS/Mind Of Change  
M 10 10 JESUS JONES/Real. Real. Real  
M 11 11 COLOR ME BADD/All 4 Love  
M 12 12 BAD ENGLISH/Right To Your Hear  
M 13 13 BRYAN ADAMS/Can't Stop This Thing  
M 14 14 GUNS N' ROSES/Don't Cry  
M 15 15 MICHAEL BOLTON/When A Man Loves A Wo  
M 16 16 VAN HALEN/Top Of The World  
M 17 17 ROBBIE NEVIL/For Your Mind  
M 18 18 MICHAEL BOLTON/When A Man Loves A Wo  
M 19 19 BAD COMPANY/Through Fire  
M 20 20 TAMI SIMONS/You Are My Heart  
M 21 21 SALT-N-PEPA/Let's Talk About Sex  
M 22 22 RYTHM SYNDICATE/Hey Donna  
M 23 23 NEW EDITION/Boys To Men  
M 24 24 PAULA ABDUL/Blowing Kisses In The  
M 25 25 PRINCE/Cream  
M 26 26 BELINDA CARLISLE/Do You Feel Like I  
M 27 27 JOHN MELLENCAMP/Get A Leg Up  
M 28 28 CHESENEY HAMES/The One And Only  
M 29 29 NAUGHTY BY NATURE/D.P.P.  
M 30 30 SIOUXIE & THE/BAK/Isa Than For Me

ADDS GENESIS/No Son Of Mine  
RICHARD MARX/Keep Coming Back  
LITA STANFIELD/Change  
EMF/Lies  
COLOR ME BADD/All 4 Love

ON FARR/Gravy Train  
NIA PEEPLES/Street Of Dreams  
KENNY LOGGINS/Conviction Of The Hea  
ROXETTE/Spending My Time  
HAMMER/2 Legit 2 Out

**Washington**




**WAVA**  
105  
94.5 FM

PD: Chuck Beck  
APD: Brett Dumler  
MD: Chris Taylor

M 1 1 AARON NEVILLE/Everybody Plays The F  
M 2 2 MARIAN CAREY/Emotions  
M 3 3 MICHAEL BOLTON/When A Man Loves A Wo  
M 4 4 NATURAL SELECTION/Do Anything  
M 5 5 FIREHOUSE/Love Of A Lifetime  
M 6 6 NAUGHTY BY NATURE/D.P.P.  
M 7 7 MARY MARK & THE/Good Vibrations  
M 8 8 HI-FIVE/I Can't Wait Another  
M 9 9 LUTHER VANDROSS/Don't Want To Be A F  
M 10 10 EXTREME/Hole Hearted  
M 11 11 BONNIE RAITT/Something To Talk Ab  
M 12 12 COLOR ME BADD/All 4 Love  
M 13 13 CURTIS STIGERS/1 Monder Why  
M 14 14 MARIAN CAREY/Emotions  
M 15 15 JESUS JONES/Real. Real. Real  
M 16 16 BRYAN ADAMS/Can't Stop This Thing  
M 17 17 ROBERTA FLACK/Set The Night To Must  
M 18 18 BOYZ II MEN/It's So Hard To Say G  
M 19 19 PH DAMN/Set Adrift On Memory  
M 20 20 MARY MARK & THE/Whisper  
M 21 21 VAN HALEN/Top Of The World  
M 22 22 PAULA ABDUL/Blowing Kisses In The  
M 23 23 NATURAL SELECTION/Do Anything  
M 24 24 PAULA ABDUL/Blowing Kisses In The  
M 25 25 TONY TERRY/With You

ADDS 16, 25  
RICHARD MARX/Keep Coming Back  
GENESIS/No Son Of Mine  
ROXETTE/Spending My Time  
MARIAN CAREY/Can't Let Go

**Pittsburgh**



**WMXP**  
100.7 FM


PD: Rich Hawkins  
MD: Bill Webster

M 2 1 KARYN WHITE/Romantic  
M 3 2 SALT-N-PEPA/Let's Talk About Sex  
M 4 3 PRINCE/Cream  
M 5 4 JESUS JONES/Real. Real. Real  
M 6 5 BOYZ II MEN/It's So Hard To Say G  
M 7 6 BELL BIV DEVOE/Hard To The Mutha  
M 8 7 VANESSA WILLIAMS/Running Back To You  
M 9 8 NAUGHTY BY NATURE/D.P.P.  
M 10 9 NATURAL SELECTION/Do Anything  
M 11 10 RYTHM SYNDICATE/Hey Donna  
M 12 11 PH DAMN/Set Adrift On Memory  
M 13 12 LUTHER VANDROSS/Don't Want To Be A F  
M 14 13 RYTHM SYNDICATE/Hey Donna  
M 15 14 PH DAMN/Set Adrift On Memory  
M 16 15 BRAND NEW HEAVIES/Never Stop  
M 17 16 ERASURE/On Your Knees  
M 18 17 EMF/Lies  
M 19 18 NEW EDITION/Boys To Men  
M 20 19 CECE PENITON/Finally  
M 21 20 JAZZY JEFF & FRES/Ring My Bell  
M 22 21 MICHAEL BOLTON/When A Man Loves A Wo  
M 23 22 PAULA ABDUL/Blowing Kisses In The  
M 24 23 SIMPLY RED/Something Got Me Star  
M 25 24 JASMINE GUY/Just Want To Hold You  
M 26 25 CORINA/Whispers  
M 27 26 MARY MARK & THE/Whisper  
M 28 27 NIA PEEPLES/Street Of Dreams  
M 29 28 SHABBA RANKS/Housecall  
M 30 29 TRACIE SPENCER/Tender Kisses  
M 31 30 AMY GRANT/That's What Love Is F

ADDS 16, 25  
RICHARD MARX/Keep Coming Back  
GENESIS/No Son Of Mine  
ROXETTE/Spending My Time  
MARIAN CAREY/Can't Let Go

ON HAMMER/2 Legit 2 Out  
BEVIE B/Forever Rom  
VANILLA ICE/Cool As Ice  
UNIT 3 UR/M/A Family

**Boston**



**WXKS-FM**  
108 FM

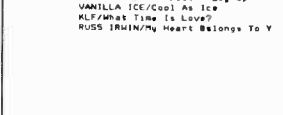
PD: Steve Rivers  
MD: Cadillac Jack McCartney  
Music Coord: Tan Bonnie

M 1 1 MARIAN CAREY/Emotions  
M 2 2 KARYN WHITE/Romantic  
M 3 3 MICHAEL BOLTON/When A Man Loves A Wo  
M 4 4 AARON NEVILLE/Everybody Plays The F  
M 5 5 VANESSA WILLIAMS/Running Back To You  
M 6 6 LUTHER VANDROSS/Don't Want To Be A F  
M 7 7 PRINCE/Cream  
M 8 8 NATURAL SELECTION/Do Anything  
M 9 9 TONY TERRY/With You  
M 10 10 HEAVY D & THE 30/Now That We Found  
M 11 11 NAUGHTY BY NATURE/D.P.P.  
M 12 12 RYTHM SYNDICATE/Hey Donna  
M 13 13 JAZZY JEFF & FRES/Ring My Bell  
M 14 14 ROBERTA FLACK/Set The Night To Must  
M 15 15 JESUS JONES/Real. Real. Real  
M 16 16 CORINA/Whispers  
M 17 17 LISSETTE NELENDZ/A Day In My Life I  
M 18 18 BRAND NEW HEAVIES/Never Stop  
M 19 19 MARY MARK & THE/Whisper  
M 20 20 AMY GRANT/That's What Love Is F  
M 21 21 PH DAMN/Set Adrift On Memory  
M 22 22 NIA PEEPLES/Street Of Dreams  
M 23 23 CECE PENITON/Finally  
M 24 24 COLOR ME BADD/All 4 Love  
M 25 25 SALT-N-PEPA/Let's Talk About Sex  
M 26 26 CURTIS STIGERS/1 Monder Why  
M 27 27 BLUE TRAIN/All I Need Is You  
M 28 28 MIA PEEPLES/Street Of Dreams  
M 29 29 BOYZ II MEN/It's So Hard To Say G  
M 30 30 GLORIA ESTEFAN/Live For Loving You  
M 31 31 CHR/Save Us All Your Tear  
M 32 32 COLOR ME BADD/All 4 Love  
M 33 33 ROD STEWART/Broken Arrow  
M 34 34 NIA PEEPLES/Street Of Dreams  
M 35 35 JASMINE GUY/Just Want To Hold You

ADDS 31, 33, 34  
EMF/Lies  
HAMMER/2 Legit 2 Out

ON ROBBIE NEVIL/For Your Mind  
JOHN MELLENCAMP/Get A Leg Up  
VANILLA ICE/Cool As Ice  
KMF/What Time Is Love?  
RUSSELL SIMMONS/Heart Beats To Y

**Providence**



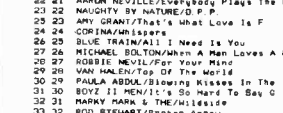
**92.9 FM**

PD: Paul Cannon  
MD: Tony Bristol

M 2 1 MARIAN CAREY/Emotions  
M 3 2 FIREHOUSE/Love Of A Lifetime  
M 4 3 KARYN WHITE/Romantic  
M 5 4 VANESSA WILLIAMS/Running Back To You  
M 6 5 HEAVY D & THE 30/Now That We Found  
M 7 6 EXTREME/Hole Hearted  
M 8 7 LUTHER VANDROSS/Don't Want To Be A F  
M 9 8 BRYAN ADAMS/Can't Stop This Thing  
M 10 9 BELL BIV DEVOE/Hard To The Mutha  
M 11 10 JESUS JONES/Real. Real. Real  
M 12 11 CURTIS STIGERS/1 Monder Why  
M 13 12 BONNIE RAITT/Something To Talk Ab  
M 14 13 RYTHM SYNDICATE/Hey Donna  
M 15 14 RYTHM SYNDICATE/Hey Donna  
M 16 15 RICHIE SANDORA/Baloo Of Youth  
M 17 16 LISSETTE NELENDZ/A Day In My Life I  
M 18 17 JOHN MELLENCAMP/Get A Leg Up  
M 19 18 RYTHM SYNDICATE/Hey Donna  
M 20 19 AARON NEVILLE/Everybody Plays The F  
M 21 20 AMY GRANT/That's What Love Is F  
M 22 21 CORINA/Whispers  
M 23 22 VAN HALEN/Top Of The World  
M 24 23 MARY MARK & THE/Whisper  
M 25 24 PH DAMN/Set Adrift On Memory  
M 26 25 TONY TERRY/With You  
M 27 26 NIA PEEPLES/Street Of Dreams  
M 28 27 GENESIS/No Son Of Mine

ADDS 35  
MARC CONN/True Companion  
RICHARD MARX/Keep Coming Back  
LITA STANFIELD/Change  
PH DAMN/Set Adrift On Memory

**Philadelphia**



**WIOQ**  
102  
94.5 FM

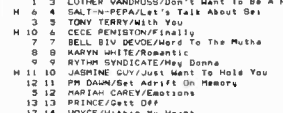
PD: Jefferson Ward  
MD: Glenn Kalina

M 2 1 BOYZ II MEN/It's So Hard To Say G  
M 3 2 NATURAL SELECTION/Do Anything  
M 4 3 LUTHER VANDROSS/Don't Want To Be A F  
M 5 4 SALT-N-PEPA/Let's Talk About Sex  
M 6 5 TONY TERRY/With You  
M 7 6 CECE PENITON/Finally  
M 8 7 BELL BIV DEVOE/Hard To The Mutha  
M 9 8 KARYN WHITE/Romantic  
M 10 9 RYTHM SYNDICATE/Hey Donna  
M 11 10 JASMINE GUY/Just Want To Hold You  
M 12 11 PH DAMN/Set Adrift On Memory  
M 13 12 MARIAN CAREY/Emotions  
M 14 13 PRINCE/Cream  
M 15 14 VOYCE/Within My Heart  
M 16 15 NIA PEEPLES/Street Of Dreams  
M 17 16 JAZZY JEFF & FRES/Ring My Bell  
M 18 17 CORINA/Whispers  
M 19 18 TRACIE SPENCER/Tender Kisses  
M 20 19 LISSETTE NELENDZ/A Day In My Life I  
M 21 20 MARY MARK & THE/Whisper  
M 22 21 STEVIE N/Forever Hope  
M 23 22 ATLANTA/In My Nature  
M 24 23 PAULA ABDUL/Blowing Kisses In The  
M 25 24 SEVENTH HEAVEN/Downs Of Love  
M 26 25 MARY MARK & THE/Whisper  
M 27 26 HI-FIVE/I Can't Wait Another  
M 28 27 GLORIA ESTEFAN/Live For Loving You  
M 29 28 SHABBA RANKS/Housecall  
M 30 29 BRENDA K STARR/If You Could Read My

ADDS 21  
LITA STANFIELD/Change  
COLOR ME BADD/All 4 Love  
LAISSEZ FAIRE/In Paradise  
RICHARD MARX/Keep Coming Back

ON HAMMER/2 Legit 2 Out  
CEVILL JEFFRIES/Over Your Heart  
SOUNDS OF BLACK/In The Pressure

**Philadelphia**



**WIOQ**  
102  
94.5 FM


PD: Jefferson Ward  
MD: Glenn Kalina

M 2 1 BOYZ II MEN/It's So Hard To Say G  
M 3 2 NATURAL SELECTION/Do Anything  
M 4 3 LUTHER VANDROSS/Don't Want To Be A F  
M 5 4 SALT-N-PEPA/Let's Talk About Sex  
M 6 5 TONY TERRY/With You  
M 7 6 CECE PENITON/Finally  
M 8 7 BELL BIV DEVOE/Hard To The Mutha  
M 9 8 KARYN WHITE/Romantic  
M 10 9 RYTHM SYNDICATE/Hey Donna  
M 11 10 JASMINE GUY/Just Want To Hold You  
M 12 11 PH DAMN/Set Adrift On Memory  
M 13 12 MARIAN CAREY/Emotions  
M 14 13 PRINCE/Cream  
M 15 14 VOYCE/Within My Heart  
M 16 15 NIA PEEPLES/Street Of Dreams  
M 17 16 JAZZY JEFF & FRES/Ring My Bell  
M 18 17 CORINA/Whispers  
M 19 18 TRACIE SPENCER/Tender Kisses  
M 20 19 LISSETTE NELENDZ/A Day In My Life I  
M 21 20 MARY MARK & THE/Whisper  
M 22 21 STEVIE N/Forever Hope  
M 23 22 ATLANTA/In My Nature  
M 24 23 PAULA ABDUL/Blowing Kisses In The  
M 25 24 SEVENTH HEAVEN/Downs Of Love  
M 26 25 MARY MARK & THE/Whisper  
M 27 26 HI-FIVE/I Can't Wait Another  
M 28 27 GLORIA ESTEFAN/Live For Loving You  
M 29 28 SHABBA RANKS/Housecall  
M 30 29 BRENDA K STARR/If You Could Read My

ADDS 21  
LITA STANFIELD/Change  
COLOR ME BADD/All 4 Love  
LAISSEZ FAIRE/In Paradise  
RICHARD MARX/Keep Coming Back

ON HAMMER/2 Legit 2 Out  
CEVILL JEFFRIES/Over Your Heart  
SOUNDS OF BLACK/In The Pressure

**Washington, D.C.**



**95.5 FM**


PD: Jay Stevens  
MD: Albie Dee

M 1 1 GETO BOYS/And Playing Tricks D  
M 2 2 JOCELI/Forever My Lady  
M 3 3 LUTHER VANDROSS/Don't Want To Be A F  
M 4 4 AARON NEVILLE/Everybody Plays The F  
M 5 5 VANESSA WILLIAMS/Running Back To You  
M 6 6 LUTHER VANDROSS/Don't Want To Be A F  
M 7 7 PRINCE/Cream  
M 8 8 NATURAL SELECTION/Do Anything  
M 9 9 TONY TERRY/With You  
M 10 10 HEAVY D & THE 30/Now That We Found  
M 11 11 NAUGHTY BY NATURE/D.P.P.  
M 12 12 RYTHM SYNDICATE/Hey Donna  
M 13 13 JAZZY JEFF & FRES/Ring My Bell  
M 14 14 ROBERTA FLACK/Set The Night To Must  
M 15 15 JESUS JONES/Real. Real. Real  
M 16 16 CORINA/Whispers  
M 17 17 LISSETTE NELENDZ/A Day In My Life I  
M 18 18 BRAND NEW HEAVIES/Never Stop  
M 19 19 MARY MARK & THE/Whisper  
M 20 20 AMY GRANT/That's What Love Is F  
M 21 21 PH DAMN/Set Adrift On Memory  
M 22 22 NIA PEEPLES/Street Of Dreams  
M 23 23 CECE PENITON/Finally  
M 24 24 COLOR ME BADD/All 4 Love  
M 25 25 SALT-N-PEPA/Let's Talk About Sex  
M 26 26 CURTIS STIGERS/1 Monder Why  
M 27 27 BLUE TRAIN/All I Need Is You  
M 28 28 MIA PEEPLES/Street Of Dreams  
M 29 29 BOYZ II MEN/It's So Hard To Say G  
M 30 30 GLORIA ESTEFAN/Live For Loving You  
M 31 31 CHR/Save Us All Your Tear  
M 32 32 COLOR ME BADD/All 4 Love  
M 33 33 ROD STEWART/Broken Arrow  
M 34 34 NIA PEEPLES/Street Of Dreams  
M 35 35 JASMINE GUY/Just Want To Hold You

ADDS 28, 29, 30

ON VANILLA ICE/Cool As Ice  
SHANEY ROBINSON/Double Good Everyth  
NIA PEEPLES/Street Of Dreams  
EX-GIRLFRIEND/Why Can't You Come Ho

**New York**



**HOT 97 FM**

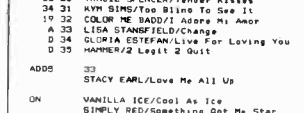
OM/MD: Joel Salkowitz  
APD/MD: Kevin McCabe

M 4 1 CECE PENITON/Finally  
M 2 2 CORINA/Whispers  
M 3 3 LISSETTE NELENDZ/A Day In My Life I  
M 4 4 NAUGHTY BY NATURE/D.P.P.  
M 5 5 KARYN WHITE/Romantic  
M 6 6 MARY MARK & THE/Good Vibrations  
M 7 7 MARIAN CAREY/Emotions  
M 8 8 TONY TERRY/With You  
M 9 9 SOUNDS OF BLACK/In The Pressure  
M 10 10 LUTHER VANDROSS/Don't Want To Be A F  
M 11 11 T.P.E./Then Came You  
M 12 12 PH DAMN/Set Adrift On Memory  
M 13 13 PRINCE/Cream  
M 14 14 LITTLE LOUIS/Creep On The Rhyth  
M 15 15 VOYCE/Within My Heart  
M 16 16 SHABBA RANKS/Housecall  
M 17 17 CEVILL JEFFRIES/Over Your Heart  
M 18 18 SALT-N-PEPA/Let's Talk About Sex  
M 19 19 JAZZY JEFF & FRES/Ring My Bell  
M 20 20 MARIAN CAREY/Emotions  
M 21 21 SABRINA JOHNSON/Piece In The Wall  
M 22 22 KMF/What Time Is Love?  
M 23 23 JASMINE GUY/Just Want To Hold You  
M 24 24 CRYSTAL WATERS/Makin' Nappy  
M 25 25 MARY MARK & THE/Whisper  
M 26 26 LAISSEZ FAIRE/In Paradise  
M 27 27 BOYZ II MEN/It's So Hard To Say G  
M 28 28 MARY MARK & THE/Good Vibrations  
M 29 29 COLOR ME BADD/All 4 Love  
M 30 30 TRACIE SPENCER/Tender Kisses  
M 31 31 KVM SIMS/Too Blind To See It  
M 32 32 COLOR ME BADD/All 4 Love  
M 33 33 LITA STANFIELD/Change  
M 34 34 GLORIA ESTEFAN/Live For Loving You  
M 35 35 HAMMER/2 Legit 2 Out

ADDS 33  
STACY EARL/Love Me All Up

ON VANILLA ICE/Cool As Ice  
SIMPLY RED/Something Got Me Star

**Miami**



**WPOW**  
97.7 FM

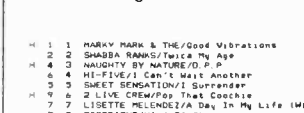
VP/Programming: Bill Tanner  
APD: Funk E. Frank Walsh  
MD: John Rogers

M 1 1 MARY MARK & THE/Good Vibrations  
M 2 2 SHABBA RANKS/Twice My Age  
M 3 3 NAUGHTY BY NATURE/D.P.P.  
M 4 4 HI-FIVE/I Can't Wait Another  
M 5 5 SWEET SENSATION/I Surrender  
M 6 6 LIVE CREW/Pop That Cooks  
M 7 7 LISSETTE NELENDZ/A Day In My Life I  
M 8 8 SCORPIONS/Mind Of Change  
M 9 9 CURTIS STIGERS/1 Monder Why  
M 10 10 PRODUCE/It's A Rap  
M 11 11 PE QUEST/After The Summer's Go  
M 12 12 MARIAN CAREY/Emotions  
M 13 13 CATHY DENNIS/Too Many Walls  
M 14 14 BLACK BOX/Fantasy  
M 15 15 EL GENERAL/In My Bunea  
M 16 16 GLORIA ESTEFAN/Live For Loving You  
M 17 17 ESCAPE CLUB/It's So Hard To Say G  
M 18 18 GETO BOYS/And Playing Tricks O  
M 19 19 MARIAN CAREY/Can't Let Go  
M 20 20 VANESSA WILLIAMS/Running Back To You  
M 21 21 CORINA/Whispers  
M 22 22 PH DAMN/Set Adrift On Memory  
M 23 23 CHESENEY HAMES/The One And Only  
M 24 24 BOYZ II MEN/It's So Hard To Say G  
M 25 25 CRYSTAL WATERS/Makin' Nappy  
M 26 26 POISON/Clam In My Nature  
M 27 27 COLOR ME BADD/All 4 Love  
M 28 28 PH DAMN/Set Adrift On Memory  
M 29 29 CRO/Missing You  
M 30 30 NEW KIDS ON THE B/Stay With Me Baby  
M 31 31 MARTINA/It's My Nature  
M 32 32 PRINCE/Cream  
M 33 33 GRANDMASTER SLICE/Thinking Of You  
M 34 34 BROTHERS IN RHYTHM/A Good Feeling  
M 35 35 PAULA ABDUL/Blowing Kisses In The

ADDS RICHARD MARX/Keep Coming Back  
JAZZY JEFF & FRES/Ring My Bell  
SHABBA RANKS/Double Good Everyth  
INNER CIRCLE/Bad Boys

ON VANILLA ICE/Cool As Ice  
CLUBHOUSE/Deep In My Heart  
ROBERTA FLACK/Set The Night To Must  
CECE PENITON/Finally  
JESUS JONES/Real. Real. Real  
AMY GRANT/That's What Love Is F

**Miami**



**POWER 97 FM**


PD: Rick Stacy  
APD: Leslie Fram  
MD: Lee Chesnut

M 1 1 FIREHOUSE/Love Of A Lifetime  
M 2 2 KARYN WHITE/Romantic  
M 3 3 EXTREME/Hole Hearted  
M 4 4 MICHAEL BOLTON/When A Man Loves A Wo  
M 5 5 BOYZ II MEN/It's So Hard To Say G  
M 6 6 TONY TERRY/With You  
M 7 7 BONNIE RAITT/Something To Talk Ab  
M 8 8 PAULA ABDUL/Blowing Kisses In The  
M 9 9 NATURAL SELECTION/Do Anything  
M 10 10 GUNS N' ROSES/Don't Cry  
M 11 11 JESUS JONES/Real. Real. Real  
M 12 12 VANESSA WILLIAMS/Running Back To You  
M 13 13 ERASURE/On Your Knees (Covered Up)  
M 14 14 NATURAL SELECTION/Do Anything  
M 15 15 CHESENEY HAMES/The One And Only  
M 16 16 PH DAMN/Set Adrift On Memory  
M 17 17 MARIAN CAREY/Emotions  
M 18 18 NAUGHTY BY NATURE/D.P.P.  
M 19 19 MARIAN CAREY/Emotions  
M 20 20 AARON NEVILLE/Everybody Plays The F  
M 21 21 FARR/Gravy Train  
M 22 22 CURTIS STIGERS/1 Monder Why  
M 23 23 DONNA SUMMER/Hot Chick  
M 24 24 RYTHM SYNDICATE/Hey Donna  
M 25 25 NIA PEEPLES/Street Of Dreams  
M 26 26 CECE PENITON/Finally  
M 27 27 RICHARD MARX/Keep Coming Back  
M 28 28 SHABBA RANKS/Keep Coming Back  
M 29 29 JAZZY JEFF & FRES/Ring My Bell  
M 30 30 BLUE TRAIN/All I Need Is You  
M 31 31 KVM SIMS/Too Blind To See It  
M 32 32 GENESIS/No Son Of Mine  
M 33 33 LITA STANFIELD/Change

ADDS 27  
CEVILL JEFFRIES/Over Your Heart  
LITA STANFIELD/Change

ON HAMMER/2 Legit 2 Out

**Miami**



**100.7 FM**

The Best Music Mix

PD: Frank Amadeo  
MD: Johnna Ceccoli

M 10 1 MICHAEL BOLTON/When A Man Loves A Wo  
M 11 2 FIREHOUSE/Love Of A Lifetime  
M 12 3 SCORPIONS/Mind Of Change  
M 13 4 ROBERTA FLACK/Set The Night To Must  
M 14 5 GLORIA ESTEFAN/Live For Loving You  
M 15 6 KARYN WHITE/Romantic  
M 16 7 BRYAN ADAMS/Can't Stop This Thing  
M 17 8 NATURAL SELECTION/Do Anything  
M 18 9 BONNIE RAITT/Something To Talk Ab  
M 19 10 R.E.M./Johnny  
M 20 11 SIMPLY RED/Something Got Me Star  
M 21 12 AMY GRANT/That's What Love Is F  
M 22 13 JESUS JONES/Real. Real. Real  
M 23 14 EXT



Dir. Ops: Marc Chase
PD: B.J. Harris
APD: Jeff "Booger" Kapugi
MD: Hawk Harrison

- 1 SALT-N-PEPA/Let's Talk About Sex
2 MARIAM CAREY/Emotions
3 NATURAL SELECTION/Do Anything



PD: Frank Miniaci
APD/MD: Mike Easterlin

- 1 MARIAM CAREY/Emotions
2 KARYN WHITE/Romantic
3 EXTREME/Hole Hearted



New Orleans
PD: Brian Thomas
APD/MD: Joey Giovingo
Research Dir
Music Coord: Lee Cagle

- 1 MICHAEL BOLTON/When A Man Loves A Mo
2 EXTREME/Hole Hearted
3 CHEVY CHASE/That's What Love Is F



PD: Dave Robbins
APD: Dan Bowen
MD: John Cline

- 1 KARYN WHITE/Romantic
2 EXTREME/Hole Hearted
3 NATURAL SELECTION/Do Anything



PD: Rick Gillette
APD/MD: Mark Jackson

- 1 MARIAM CAREY/Emotions
2 NAUGHTY BY NATURE/D.P.P.
3 PRINCE/Cream



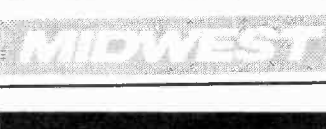
PD: Joel Folger
APD/MD: Jimmy Steal

- 1 FIREHOUSE/Love Of A Lifetime
2 MARIAM CAREY/Emotions
3 NATURAL SELECTION/Do Anything



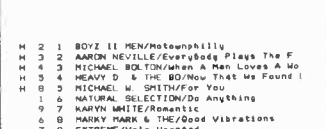
San Antonio
OM: Bob Perry
PD: Rick "Big Dog" Hayes
MD: Ross Knight

- 1 MARIAM CAREY/Emotions
2 TONY TERRY/With You
3 KARYN WHITE/Romantic



Kansas City
PD: Jack Alix
APD/MD: Mike Kennedy
Music Coord: Ben Jammin

- 1 PRINCE/Cream
2 KARYN WHITE/Romantic
3 CHEVY CHASE/That's What Love Is F



PD: Dave Allen
MD: Brian Douglas

- 1 BOYZ II MEN/It's So Hard To Say O
2 AARON NEVILLE/Everybody Plays The F



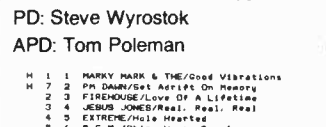
INDY'S #1 HIT MUSIC STATION
WZPL Indianapolis
OM/MD: Don London
MD: Garrett Michaels

- 1 NATURAL SELECTION/Do Anything
2 MICHAEL W. SMITH/For You
3 HEAVY D & THE BOYHOOD/That We Found I



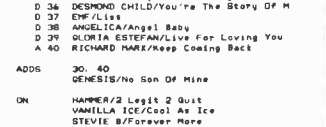
OMP/MD: Chns Bailey
MD: Ellis B. Feaster

- 1 KARYN WHITE/Romantic
2 PRINCE/Cream
3 EXTREME/Hole Hearted



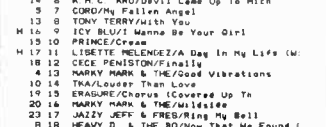
Houston
Hits. Without the hype.
PD: Steve Wyrostok
APD: Tom Poelman

- 1 HARRY MARK & THE/Good Vibrations
2 PH DAMN/Set Afire On Me
3 FIREHOUSE/Love Of A Lifetime



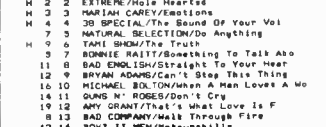
PD: Dan Kielew
MD: Kandy Klutch

- 1 BOYZ II MEN/It's So Hard To Say O
2 HARRY MARK & THE/Good Vibrations
3 MARIAM CAREY/Emotions



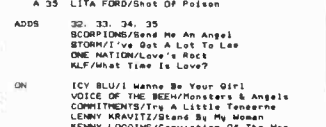
PD: Dave Shakes
MD: Todd Cavanah

- 1 SALT-N-PEPA/Let's Talk About Sex
2 NAUGHTY BY NATURE/D.P.P.
3 KARYN WHITE/Romantic



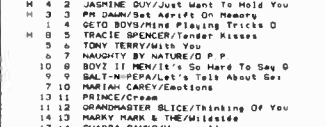
PD/MD: Jon Anthony
APD: Geoff St. John

- 1 CHEVY CHASE/That's What Love Is F
2 EXTREME/Hole Hearted
3 MARIAM CAREY/Emotions



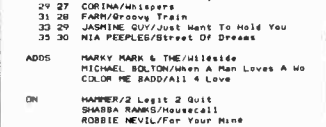
PD: Rob Scarpio
MD: Greg Head

- 1 KARYN WHITE/Romantic
2 PRINCE/Cream
3 EXTREME/Hole Hearted



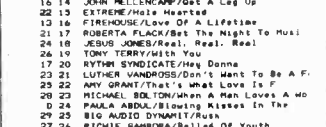
PD: Rob Scarpio
MD: Greg Head

- 1 RICHARD MARX/Keep Coming Back
2 HAMMER/2 Legit 2 Quit



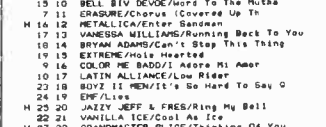
PD: Dan Kielew
MD: Kandy Klutch

- 1 BOYZ II MEN/It's So Hard To Say O
2 HARRY MARK & THE/Good Vibrations
3 MARIAM CAREY/Emotions



PD: Mark Bolke
APD/MD: Mr. Ed Lambert

- 1 PRINCE/Cream
2 MARIAM CAREY/Emotions
3 BONNIE RAITT/Somebody's Got Me Star



DETROIT'S FOX 95.5 FM
MD: Deanna Kaminski

- 1 NATURAL SELECTION/Do Anything
2 SALT-N-PEPA/Let's Talk About Sex
3 MARIAM CAREY/Emotions



PD: Cat Thomas  
APD: Rick Michaels  
MD: Ed Brown

- M 1 EXTREME/Hole Hearted
- M 2 NATURAL SELECTION/Do Anything
- M 3 SALT-N-PEPA/Let's Talk About Sex
- M 4 KARYN WHITE/Romantic
- M 5 MARIAM CAREY/Emotions
- M 6 BRYAN ADAMS/Can't Stop This Thing
- M 7 FIREHOUSE/Love Of A Lifetime
- M 8 BAD COMPANY/Walk Through Fire
- M 9 SCORPIONS/Send Me An Angel
- M 10 RYTHM SYNDICATE/Hey Donna
- M 11 JAZZY JEFF & PRES/Ring My Bell
- M 12 DUNS N' ROBES/Don't Cry
- M 13 BONNIE RAITT/Something To Talk About
- M 14 CHESEY HAWKES/The One And Only
- M 15 JESUS JONES/Real, Real, Real
- M 16 JOHN HELLER/Just Want To Hold You
- M 17 CURTIS STIGERS/I Monster Why
- M 18 LUTHER VANDROSS/Don't Want To Be A F
- M 19 RYTHM SYNDICATE/Hey Donna
- M 20 MICHAEL BOLTON/When A Man Loves A Wo
- M 21 PRINCE/Cream
- M 22 NIA PEELES/Street Of Dreams
- M 23 SIMPLY RED/Something Got Me Star
- M 24 PAULA ABDUL/Blowing Kisses In The
- M 25 CORINA/Hissers
- M 26 METALLICA/Enter Sandman
- M 27 JAZZY JEFF & PRES/Ring My Bell
- M 28 TONY TERRRY/With You
- M 29 ROXETTE/Spending My Time
- M 30 RICHARD MARX/Keep Coming Back

ADDS 30 PH DAWN/Set Asrift On Memory  
NAUGHTY BY NATURE/O.P.P.  
GENESIS/No Son Of Mine  
GLORIA ESTEFAN/Live For Loving You

ON VAN HALEN/Top Of The World  
LITA FORD/Shot Of Poison  
BIC AUDIO DYNAMIT/Rush  
KENNY LOGGINS/Conviction Of The Hea



KKFR/Phoenix  
VP/Programming: Steve Smith  
APD/MD: Dena Yasner  
Prog. Coord.: Tim Byrd

- M 1 SALT-N-PEPA/Let's Talk About Sex
- M 2 TONY TERRRY/With You
- M 3 NAUGHTY BY NATURE/O.P.P.
- M 4 NATURAL SELECTION/Do Anything
- M 5 MARIAM CAREY/Emotions
- M 6 MI-C/I'm Not Your Poppet
- M 7 LUTHER VANDROSS/Don't Want To Be A F
- M 8 COLOR ME BADD/I Adore Mi Amor
- M 9 MARIAM CAREY/Emotions
- M 10 A LIGHTER SHADE/O'Latin Active
- M 11 BOYZ II MEN/It's So Hard To Say G
- M 12 CECE PENITON/Finally
- M 13 PH DAWN/Set Asrift On Memory
- M 14 BELL BIV DEVOE/More To The Mutha
- M 15 TRACIE SPENCER/Tender Kisses
- M 16 ANGELICA/Angel Baby
- M 17 RIFF/It's Not Your Serious
- M 18 PRINCE/Cream
- M 19 HEAVY D & THE BO/Now That We Found L
- M 20 JAZZY JEFF & PRES/Ring My Bell
- M 21 PAULA ABDUL/Blowing Kisses In The
- M 22 NIA PEELES/Street Of Dreams
- M 23 MARIAM CAREY/Emotions
- M 24 ANY GRANT/That's What Love Is F
- M 25 MARY MARK & THE/Good Vibrations
- M 26 ROBERTA FLACK/That's What Love Is F
- M 27 JASMIN GUY/Just Want To Hold You
- M 28 LISA STANSFELD/Change
- M 29 GRANDMASTER SLICE/Thinking Of You
- M 30 HAMMER/2 Legit 2 Quit

ADDS 28 LISA STANSFELD/Change

ON MICHAEL BOLTON/When A Man Loves A Wo  
SHABBA RANKS/Housecall  
ROBBIE NEVIL/For Your Mind



KPWR/Los Angeles  
PD: Rick Cummings  
MD: Michelle Mercer

- M 1 TONY TERRRY/With You
- M 2 SALT-N-PEPA/Let's Talk About Sex
- M 3 MARIAM CAREY/Emotions
- M 4 NAUGHTY BY NATURE/O.P.P.
- M 5 NATURAL SELECTION/Do Anything
- M 6 VANESSA WILLIAMS/Running Back To You
- M 7 NATURAL SELECTION/Do Anything
- M 8 PH DAWN/Set Asrift On Memory
- M 9 COLOR ME BADD/I Adore Mi Amor
- M 10 LUTHER VANDROSS/Don't Want To Be A F
- M 11 KARYN WHITE/Romantic
- M 12 JAZZY JEFF & PRES/Ring My Bell
- M 13 HEAVY D & THE BO/Now That We Found L
- M 14 MICHAEL BOLTON/When A Man Loves A Wo
- M 15 PRINCE/Cream
- M 16 CECE PENITON/Finally
- M 17 CORINA/Hissers
- M 18 SIMPLY RED/Something Got Me Star
- M 19 BILLY FALCON/Power Windows
- M 20 NIA PEELES/Street Of Dreams
- M 21 FRANKIE KNUCKLES/The Whistle Song
- M 22 AARON NEVILLE/Everybody Plays The F
- M 23 BOYZ II MEN/It's So Hard To Say G
- M 24 PAULA ABDUL/Blowing Kisses In The
- M 25 STEREO MC'S/Just In Music
- M 26 BELL BIV DEVOE/More To The Mutha
- M 27 GLORIA ESTEFAN/Live For Loving You
- M 28 RYTHM SYNDICATE/Hey Donna
- M 29 BOYZ II MEN/It's So Hard To Say G
- M 30 LITTLE LOUIE/Ride On The Rhythm
- M 31 BRYAN ADAMS/Everything I Do I D
- M 32 MARIAM CAREY/Emotions
- M 33 COLOR ME BADD/All 4 Love

ADDS 25, 26, 28, 30  
SABRINA JOHNSTON/Peace In The Valley  
HAMMER/2 Legit 2 Quit  
LISA STANSFELD/Change  
KID 'N PLAY/Ain't Gonna Hurt Nobody  
STACY EARL/Love Me All Up

ON



Los Angeles  
PD: Bill Richards  
APD: Gwen Roberts  
MD: Michael Martin

- M 1 KARYN WHITE/Romantic
- M 2 AARON NEVILLE/Everybody Plays The F
- M 3 NAUGHTY BY NATURE/O.P.P.
- M 4 MARIAM CAREY/Emotions
- M 5 LUTHER VANDROSS/Don't Want To Be A F
- M 6 NATURAL SELECTION/Do Anything
- M 7 ROBERTA FLACK/That's What Love Is F
- M 8 PH DAWN/Set Asrift On Memory
- M 9 PAULA ABDUL/Blowing Kisses In The
- M 10 MICHAEL BOLTON/When A Man Loves A Wo
- M 11 PRINCE/Cream
- M 12 BOYZ II MEN/It's So Hard To Say G
- M 13 EXTREME/Hole Hearted
- M 14 BILLY FALCON/Power Windows
- M 15 BOYZ II MEN/It's So Hard To Say G
- M 16 EXTREME/Hole Hearted
- M 17 JAZZY JEFF & PRES/Ring My Bell
- M 18 MARIAM CAREY/Emotions
- M 19 AARON NEVILLE/Everybody Plays The F
- M 20 MARIAM CAREY/Emotions
- M 21 BILLY FALCON/Power Windows
- M 22 VANESSA WILLIAMS/Running Back To You
- M 23 JASMIN GUY/Just Want To Hold You
- M 24 MARY MARK & THE/Good Vibrations
- M 25 ROBERTA FLACK/That's What Love Is F
- M 26 MARY MARK & THE/Good Vibrations
- M 27 MI-FIVE/I Can't Wait Another
- M 28 COLOR ME BADD/All 4 Love
- M 29 RICHARD MARX/Keep Coming Back
- M 30 ROBERTA FLACK/That's What Love Is F
- M 31 FRANKIE KNUCKLES/The Whistle Song
- M 32 BLUE TRAIN/All I Need Is You

ADDS 22  
NIA PEELES/Street Of Dreams  
RICHARD MARX/Keep Coming Back  
ROBERTA FLACK/That's What Love Is F  
FRANKIE KNUCKLES/The Whistle Song

ON BLUE TRAIN/All I Need Is You

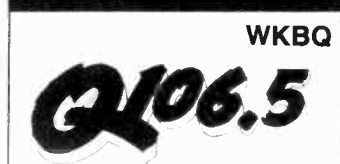


A Better Mix of Music  
KKLQ/San Diego  
PD: Kevin Weatherly  
MD: Michelle Santosusso  
APD: JoJo "Cookin'" Kincaid

- M 1 NAUGHTY BY NATURE/O.P.P.
- M 2 ANGELICA/Angel Baby
- M 3 SALT-N-PEPA/Let's Talk About Sex
- M 4 PH DAWN/Set Asrift On Memory
- M 5 BOYZ II MEN/It's So Hard To Say G
- M 6 JASMIN GUY/Just Want To Hold You
- M 7 KARYN WHITE/Romantic
- M 8 COLOR ME BADD/All 4 Love
- M 9 PRINCE/Cream
- M 10 EXTREME/Hole Hearted
- M 11 GRANDMASTER SLICE/Thinking Of You
- M 12 DIGITAL UNDERGROUND/Kiss You Back
- M 13 LUTHER VANDROSS/Don't Want To Be A F
- M 14 VANESSA WILLIAMS/Running Back To You
- M 15 PAULA ABDUL/Blowing Kisses In The
- M 16 MARIAM CAREY/Emotions
- M 17 JAZZY JEFF & PRES/Ring My Bell
- M 18 MARY MARK & THE/Good Vibrations
- M 19 MICHAEL BOLTON/When A Man Loves A Wo
- M 20 KID 'N PLAY/Ain't Gonna Hurt Nobody
- M 21 CECE PENITON/Finally
- M 22 LISETTE HELENDEZ/A Day In My Life (M)
- M 23 SHABBA RANKS/Housecall
- M 24 NIA PEELES/Street Of Dreams
- M 25 RICHARD MARX/Keep Coming Back
- M 26 ROBERTA FLACK/That's What Love Is F

ADDS 29  
AMY GRANT/That's What Love Is F  
LISA STANSFELD/Change  
A LIGHTER SHADE/O'Latin Active  
RYTHM SYNDICATE/Hey Donna

ON HAMMER/2 Legit 2 Quit  
BLUE TRAIN/All I Need Is You  
TRACIE SPENCER/Tender Kisses



PD: Mark Todd  
APD: Chris Knight  
MD: Jim Atkinson

- M 1 MICHAEL M. SMITH/For You
- M 2 SALT-N-PEPA/Let's Talk About Sex
- M 3 CHESEY HAWKES/The One And Only
- M 4 JESUS JONES/Real, Real, Real
- M 5 ANY GRANT/That's What Love Is F
- M 6 PAULA ABDUL/Blowing Kisses In The
- M 7 BRYAN ADAMS/Can't Stop This Thing
- M 8 PRINCE/Cream
- M 9 ROXETTE/Spending My Time
- M 10 NAUGHTY BY NATURE/O.P.P.
- M 11 EXTREME/Hole Hearted
- M 12 KARYN WHITE/Romantic
- M 13 FIREHOUSE/Love Of A Lifetime
- M 14 MICHAEL BOLTON/When A Man Loves A Wo
- M 15 RICHARD MARX/Keep Coming Back
- M 16 NATURAL SELECTION/Do Anything
- M 17 BLUE TRAIN/All I Need Is You
- M 18 BOYZ II MEN/It's So Hard To Say G
- M 19 VAN HALEN/Top Of The World
- M 20 NIA PEELES/Street Of Dreams
- M 21 BELINDA CARLISLE/Do You Feel Like I F
- M 22 RYTHM SYNDICATE/Hey Donna
- M 23 GENESIS/No Son Of Mine
- M 24 MARY MARK & THE/Good Vibrations
- M 25 BONNIE RAITT/Something To Talk About
- M 26 COLOR ME BADD/All 4 Love
- M 27 ROD STEWART/Broken Arrow
- M 28 TONY TERRRY/With You
- M 29 JOHN HELLER/Just Want To Hold You
- M 30 MARIAM CAREY/Emotions

ADDS 15, 23, 26  
PH DAWN/Set Asrift On Memory

ON STORMI/It's Got A Lot To Lea



PD: Jamie Hyatt  
APD: Steve Goddard  
Music Coord: Julie Gavin  
MD: Carey Edwards

- M 1 KARYN WHITE/Romantic
- M 2 SALT-N-PEPA/Let's Talk About Sex
- M 3 JASMIN GUY/Just Want To Hold You
- M 4 BOYZ II MEN/It's So Hard To Say G
- M 5 TONY TERRRY/With You
- M 6 PH DAWN/Set Asrift On Memory
- M 7 VANESSA WILLIAMS/Running Back To You
- M 8 MARIAM CAREY/Emotions
- M 9 NATURAL SELECTION/Do Anything
- M 10 MICHAEL BOLTON/When A Man Loves A Wo
- M 11 CECE PENITON/Finally
- M 12 RYTHM SYNDICATE/Hey Donna
- M 13 PRINCE/Cream
- M 14 AARON NEVILLE/Everybody Plays The F
- M 15 MARY MARK & THE/Good Vibrations
- M 16 BLUE TRAIN/All I Need Is You
- M 17 NIA PEELES/Street Of Dreams
- M 18 NAUGHTY BY NATURE/O.P.P.
- M 19 FIREHOUSE/Love Of A Lifetime
- M 20 TRACIE SPENCER/Tender Kisses
- M 21 COLOR ME BADD/I Adore Mi Amor
- M 22 GRANDMASTER SLICE/Thinking Of You
- M 23 COLOR ME BADD/All 4 Love
- M 24 BOYZ II MEN/It's So Hard To Say G
- M 25 ROBERTA FLACK/That's What Love Is F
- M 26 PAULA ABDUL/Blowing Kisses In The
- M 27 CATHY DUNNE/It's Gonna Hurt Nobe
- M 28 MICHAEL BOLTON/When A Man Loves A Wo
- M 29 ANGELICA/Angel Baby
- M 30 ANY GRANT/That's What Love Is F

ADDS 23  
LISA STANSFELD/Change  
DIGITAL UNDERGROUND/Kiss You Back  
SHABBA RANKS/Housecall  
STACY EARL/Love Me All Up

ON ROBBIE NEVIL/For Your Mind  
CHESEY HAWKES/The One And Only  
BIC AUDIO DYNAMIT/Rush  
CORINA/Hissers  
JAZZY JEFF & PRES/Ring My Bell  
CORINA/Hissers  
MC SHAT KAT/Stat Strut  
KID 'N PLAY/Ain't Gonna Hurt Nobe  
HAMMER/2 Legit 2 Quit



Quadruples the Music!  
KGGI/Riverside  
OM: Larry Martino  
PD: Bob West  
MD: Mike Marino

- M 1 ANGELICA/Angel Baby
- M 2 JASMIN GUY/Just Want To Hold You
- M 3 NAUGHTY BY NATURE/O.P.P.
- M 4 TONY TERRRY/With You
- M 5 MARIAM CAREY/Emotions
- M 6 BOYZ II MEN/It's So Hard To Say G
- M 7 VANESSA WILLIAMS/Running Back To You
- M 8 MARY MARK & THE/Good Vibrations
- M 9 DJ QUIK/Tonight
- M 10 LUTHER VANDROSS/Don't Want To Be A F
- M 11 NATURAL SELECTION/Do Anything
- M 12 DAVE NAVRO/It's So Crazy
- M 13 PH DAWN/Set Asrift On Memory
- M 14 COLOR ME BADD/I Adore Mi Amor
- M 15 AARON NEVILLE/Everybody Plays The F
- M 16 KARYN WHITE/Romantic
- M 17 PRINCE/Cream
- M 18 MICHAEL BOLTON/When A Man Loves A Wo
- M 19 BOYZ II MEN/It's So Hard To Say G
- M 20 ANY GRANT/That's What Love Is F
- M 21 ROBERTA FLACK/That's What Love Is F
- M 22 LISA STANSFELD/Change
- M 23 KID 'N PLAY/Ain't Gonna Hurt Nobe
- M 24 STACY EARL/Love Me All Up

ADDS 11  
HAMMER/2 Legit 2 Quit  
COLOR ME BADD/All 4 Love  
ROBERTA FLACK/That's What Love Is F

ON B O C THE PRICE O/It's Beat It Hot  
PAULA ABDUL/Blowing Kisses In The  
NIA PEELES/Street Of Dreams



PD: Dave Van Stone  
APD/MD: Stacy Cantrell

- M 1 BOYZ II MEN/It's So Hard To Say G
- M 2 SALT-N-PEPA/Let's Talk About Sex
- M 3 BILLY FALCON/Power Windows
- M 4 TONY TERRRY/With You
- M 5 PH DAWN/Set Asrift On Memory
- M 6 JASMIN GUY/Just Want To Hold You
- M 7 MARY MARK & THE/Good Vibrations
- M 8 RIFF/It's Not Your Serious
- M 9 NATURAL SELECTION/Do Anything
- M 10 NAUGHTY BY NATURE/O.P.P.
- M 11 PRINCE/Cream
- M 12 FARM/Over My Train
- M 13 ROBERTA FLACK/That's What Love Is F
- M 14 EXTREME/Hole Hearted
- M 15 AARON NEVILLE/Everybody Plays The F
- M 16 NIA PEELES/Street Of Dreams
- M 17 ICY BLU/I Wanna Be Your Girl
- M 18 KLF/What Time Is Love?
- M 19 CECE PENITON/Finally
- M 20 MARIAM CAREY/Emotions
- M 21 COLOR ME BADD/All 4 Love
- M 22 MICHAEL BOLTON/When A Man Loves A Wo
- M 23 HEAVY D & THE BO/Now That We Found L
- M 24 KARYN WHITE/Romantic

ADDS 22  
NIA PEELES/Street Of Dreams  
RICHARD MARX/Keep Coming Back  
ROBERTA FLACK/That's What Love Is F  
FRANKIE KNUCKLES/The Whistle Song

ON BLUE TRAIN/All I Need Is You



PD: Keith Clark  
MD: Tank Sherman

- M 1 KARYN WHITE/Romantic
- M 2 SALT-N-PEPA/Let's Talk About Sex
- M 3 PRINCE/Cream
- M 4 VANESSA WILLIAMS/Running Back To You
- M 5 MARIAM CAREY/Emotions
- M 6 LUTHER VANDROSS/Don't Want To Be A F
- M 7 JASMIN GUY/Just Want To Hold You
- M 8 NATURAL SELECTION/Do Anything
- M 9 BOYZ II MEN/It's So Hard To Say G
- M 10 JAZZY JEFF & PRES/Ring My Bell
- M 11 COLOR ME BADD/I Adore Mi Amor
- M 12 BELL BIV DEVOE/More To The Mutha
- M 13 PAULA ABDUL/Blowing Kisses In The
- M 14 HEAVY D & THE BO/Now That We Found L
- M 15 M.C. KRU/Doin' It Right To Me
- M 16 NAUGHTY BY NATURE/O.P.P.
- M 17 PH DAWN/Set Asrift On Memory
- M 18 CECE PENITON/Finally
- M 19 MARY MARK & THE/Good Vibrations
- M 20 BRAND NEW HEAVENS/Never Stop
- M 21 PAULA ABDUL/Blowing Kisses In The
- M 22 NIA PEELES/Street Of Dreams
- M 23 RYTHM SYNDICATE/Hey Donna
- M 24 MICHAEL BOLTON/When A Man Loves A Wo
- M 25 TARA KEMP/Too Much
- M 26 LISETTE HELENDEZ/A Day In My Life (M)
- M 27 MI-FIVE/I Can't Wait Another
- M 28 BOYZ II MEN/It's So Hard To Say G
- M 29 HAMMER/2 Legit 2 Quit
- M 30 TRACIE SPENCER/Tender Kisses
- M 31 BONNIE RAITT/Something To Talk About
- M 32 KLF/What Time Is Love?
- M 33 MICHAEL BOLTON/When A Man Loves A Wo
- M 34 ROBBIE NEVIL/For Your Mind
- M 35 COLOR ME BADD/All 4 Love
- M 36 SIMPLY RED/Something Got Me Star
- M 37 TONY TERRRY/With You
- M 38 LISA STANSFELD/Change
- M 39 LISA STANSFELD/Change

ADDS 30, 37, 39, 40  
SOUNDS OF BLACKNE/The Pressure  
KID 'N PLAY/Ain't Gonna Hurt Nobe  
DIGITAL UNDERGROUND/Kiss You Back



PD: Ken Richards  
APD/MD: John Christian

- M 1 JASMIN GUY/Just Want To Hold You
- M 2 KARYN WHITE/Romantic
- M 3 TONY TERRRY/With You
- M 4 NAUGHTY BY NATURE/O.P.P.
- M 5 VANESSA WILLIAMS/Running Back To You
- M 6 PRINCE/Cream
- M 7 PH DAWN/Set Asrift On Memory
- M 8 MARIAM CAREY/Emotions
- M 9 SALT-N-PEPA/Let's Talk About Sex
- M 10 NATURAL SELECTION/Do Anything
- M 11 THE RHYTHM/It's So Hard To Say G
- M 12 NIA PEELES/Street Of Dreams
- M 13 VANESSA WILLIAMS/Running Back To You
- M 14 RYTHM SYNDICATE/Hey Donna
- M 15 BELL BIV DEVOE/More To The Mutha
- M 16 LISETTE HELENDEZ/A Day In My Life (M)
- M 17 BOYZ II MEN/It's So Hard To Say G
- M 18 MICHAEL BOLTON/When A Man Loves A Wo
- M 19 SHABBA RANKS/Housecall
- M 20 ANGELICA/Angel Baby
- M 21 LUTHER VANDROSS/Don't Want To Be A F
- M 22 CECE PENITON/Finally
- M 23 FRANKIE KNUCKLES/The Whistle Song
- M 24 KID 'N PLAY/Ain't Gonna Hurt Nobe
- M 25 HEAVY D & THE BO/Now That We Found L
- M 26 TRACIE SPENCER/Tender Kisses
- M 27 YOUNG M.C./Keep It In Your Pants
- M 28 MC SHAT KAT/Stat Strut
- M 29 ROBERTA FLACK/That's What Love Is F
- M 30 CORINA/Hissers
- M 31 MARY MARK & THE/Good Vibrations
- M 32 SIMPLY RED/Something Got Me Star
- M 33 SOUNDS OF BLACKNE/The Pressure
- M 34 MICHAEL BOLTON/When A Man Loves A Wo
- M 35 COLOR ME BADD/All 4 Love
- M 36 PUBLIC ENEMY/Can't Trust No One
- M 37 SABRINA JOHNSTON/Peace In The Valley
- M 38 LISA STANSFELD/Change
- M 39 JODECI/Forever My Lady
- M 40 SHABBA RANKS/Housecall

ADDS  
JAZZY JEFF & PRES/Ring My Bell  
GLORIA ESTEFAN/Live For Loving You  
CHRIS CUEVAS/You Are The One  
GRANDMASTER SLICE/Thinking Of You  
KLF/What Time Is Love?

ON



PORTLAND'S HOTTEST MUSIC  
PD: Mark Capps  
MD: Kim Matthews

- M 1 KARYN WHITE/Romantic
- M 2 PRINCE/Cream
- M 3 EXTREME/Hole Hearted
- M 4 BRYAN ADAMS/Can't Stop This Thing
- M 5 LUTHER VANDROSS/Don't Want To Be A F
- M 6 JESUS JONES/Real, Real, Real
- M 7 NATURAL SELECTION/Do Anything
- M 8 RYTHM SYNDICATE/Hey Donna
- M 9 BONNIE RAITT/Something To Talk About
- M 10 VANESSA WILLIAMS/Running Back To You
- M 11 ANY GRANT/That's What Love Is F
- M 12 MICHAEL BOLTON/When A Man Loves A Wo
- M 13 TONY TERRRY/With You
- M 14 CURTIS STIGERS/I Monster Why
- M 15 MARIAM CAREY/Emotions
- M 16 ROBERTA FLACK/That's What Love Is F
- M 17 BOYZ II MEN/It's So Hard To Say G
- M 18 CHESEY HAWKES/The One And Only
- M 19 BOYZ II MEN/It's So Hard To Say G
- M 20 HARRY MARK & THE/Good Vibrations
- M 21 JASMIN GUY/Just Want To Hold You
- M 22 PAULA ABDUL/Blowing Kisses In The
- M 23 MARTINA/Love This Will Be Do
- M 24 NIA PEELES/Street Of Dreams
- M 25 GUNS N' ROBES/Don't Cry
- M 26 PH DAWN/Set Asrift On Memory
- M 27 HAMMER/2 Legit 2 Quit
- M 28 EMP/Lees
- M 29 SIMPLY RED/Something Got Me Star
- M 30 RICHARD MARX/Keep Coming Back

ADDS 16, 29, 30  
COLOR ME BADD/All 4 Love

ON CHER/Save Up All Your Tears  
FARM/Over My Train

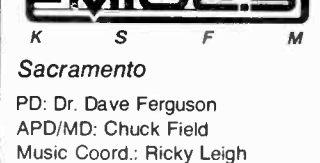


OM/MD: Casey Keating  
APD: Mark Allan  
MD: Randy Irwin

- M 1 KARYN WHITE/Romantic
- M 2 PRINCE/Cream
- M 3 BRYAN ADAMS/Can't Stop This Thing
- M 4 MARIAM CAREY/Emotions
- M 5 CURTIS STIGERS/I Monster Why
- M 6 JESUS JONES/Real, Real, Real
- M 7 ROBERTA FLACK/That's What Love Is F
- M 8 RYTHM SYNDICATE/Hey Donna
- M 9 NATURAL SELECTION/Do Anything
- M 10 NAUGHTY BY NATURE/O.P.P.
- M 11 EXTREME/Hole Hearted
- M 12 FARM/Over My Train
- M 13 MICHAEL BOLTON/When A Man Loves A Wo
- M 14 CHESEY HAWKES/The One And Only
- M 15 NATURAL SELECTION/Do Anything
- M 16 DUNS N' ROBES/Don't Cry
- M 17 JOHN HELLER/Just Want To Hold You
- M 18 EXTREME/Hole Hearted
- M 19 BOYZ II MEN/It's So Hard To Say G
- M 20 PH DAWN/Set Asrift On Memory
- M 21 BIG AUDIO DYNAMIT/Rush
- M 22 VAN HALEN/Top Of The World
- M 23 CURTIS STIGERS/I Monster Why
- M 24 PAULA ABDUL/Blowing Kisses In The
- M 25 NIA PEELES/Street Of Dreams
- M 26 COLOR ME BADD/I Adore Mi Amor
- M 27 COMMITMENTS/Try A Little Tender
- M 28 METALLICA/Enter Sandman
- M 29 RYTHM SYNDICATE/Hey Donna
- M 30 RRD STEWART/Broken Arrow

ADDS 29  
ERASURE/Chorus (Covered Up Th

ON CROWEDED HOUSE/Fall At Your Feet  
RUSS IRVING/My Heart Belongs To Y



PD: Dr. Dave Ferguson  
APD/MD: Chuck Field  
Music Coord.: Ricky Leigh

- M 1 LUTHER VANDROSS/Don't Want To Be A F
- M 2 MARIAM CAREY/Emotions
- M 3 MI-C/I'm Not Your Poppet
- M 4 KARYN WHITE/Romantic
- M 5 E-C/GIRLFRIEND/My Can't You Come Ho
- M 6 TONY TERRRY/With You
- M 7 JASMIN GUY/Just Want To Hold You
- M 8 JODECI/Forever My Lady
- M 9 ICY BLU/I Wanna Be Your Girl
- M 10 SALT-N-PEPA/Let's Talk About Sex
- M 11 JODECI/Forever My Lady
- M 12 MC BREED/Ain't No Future In So
- M 13 PRINCE/Cream
- M 14 CECE PENITON/Finally
- M 15 NAUGHTY BY NATURE/O.P.P.
- M 16 PH DAWN/Set Asrift On Memory
- M 17 BILLY FALCON/Power Windows
- M 18 TRACIE SPENCER/Tender Kisses
- M 19 MARY MARK & THE/Good Vibrations
- M 20 MICHAEL BOLTON/When A Man Loves A Wo
- M 21 HONEYB/How Low Can You Go
- M 22 LUTHER VANDROSS/Don't Want To Be A F
- M 23 GRANDMASTER SLICE/Thinking Of You
- M 24 COLOR ME BADD/I Adore Mi Amor
- M 25 TARA KEMP/Too Much

ADDS  
COLOR ME BADD/All 4 Love  
RICHARD MARX/Keep Coming Back

ON NIA PEELES/Street Of Dreams  
HAMMER/2 Legit 2 Quit

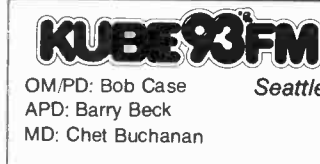


PD: Keith Natfaly  
APD/MD: Hosh Gureli  
Music Coord: Harold Austin

- M 1 PH DAWN/Set Asrift On Memory
- M 2 GETO BOYS/Mind Playing Tricks O
- M 3 BOYZ II MEN/It's So Hard To Say G
- M 4 JODECI/Forever My Lady
- M 5 JASMIN GUY/Just Want To Hold You
- M 6 TRACIE SPENCER/Tender Kisses
- M 7 MARIAM CAREY/Can't Let Go
- M 8 GRANDMASTER SLICE/Thinking Of You
- M 9 PRINCE/Cream
- M 10 LUTHER VANDROSS/Don't Want To Be A F
- M 11 BELL BIV DEVOE/More To The Mutha
- M 12 AARON NEVILLE/Everybody Plays The F
- M 13 DIGITAL UNDERGROUND/Kiss You Back
- M 14 PAULA ABDUL/Blowing Kisses In The
- M 15 CECE PENITON/Finally
- M 16 NIA PEELES/Street Of Dreams
- M 17 COLOR ME BADD/All 4 Love
- M 18 VANESSA WILLIAMS/Running Back To You
- M 19 SOUNDS OF BLACKNE/The Pressure
- M 20 SHABBA RANKS/Housecall
- M 21 JAZZY JEFF & PRES/Ring My Bell
- M 22 NIA PEELES/Street Of Dreams
- M 23 M.C. 'S/Blive Cheese
- M 24 MARY MARK & THE/Good Vibrations
- M 25 LISETTE HELENDEZ/A Day In My Life (M)
- M 26 NAUGHTY BY NATURE/O.P.P.
- M 27 LISA STANSFELD/Change
- M 28 ROBERTA FLACK/That's What Love Is F
- M 29 NAUGHTY BY NATURE/O.P.P.
- M 30 MICHAEL BOLTON/When A Man Loves A Wo
- M 31 SMOKEY ROBINSON/Don't Be A Good Everyb
- M 32 TEVIN CAMPBELL/Tell Me What You Want
- M 33 JIMMY 'Funky Flute
- M 34 MARIAM CAREY/Emotions

ADDS 33  
SHANICE/I Love Your Smile  
A TRIBE CALLED QU/Check The Rhyms  
ANGELICA/Angel Baby

ON DAMIAN DARE/Right Down To It  
TARA KEMP/Too Much



OM/MD: Bob Case  
APD: Barry Beck  
MD: Chet Buchanan

- M 1 MARIAM CAREY/Emotions
- M 2 KARYN WHITE/Romantic
- M 3 BONNIE RAITT/Something To Talk About
- M 4 NATURAL SELECTION/Do Anything
- M 5 EXTREME/Hole Hearted
- M 6 PRINCE/Cream
- M 7 BRYAN ADAMS/Can't Stop This Thing
- M 8 MARIAM CAREY/Emotions
- M 9 COLOR ME BADD/I Adore Mi Amor
- M 10 ROBERTA FLACK/That's What Love Is F
- M 11 JESUS JONES/Real, Real, Real
- M 12 AARON NEVILLE/Everybody Plays The F
- M 13 BOYZ II MEN/It's So Hard To Say G
- M 14 BIG AUDIO DYNAMIT/Rush
- M 15 CURTIS STIGERS/I Monster Why
- M 16 LUTHER VANDROSS/Don't Want To Be A F
- M 17 ANY GRANT/That's What Love Is F
- M 18 AARON NEVILLE/Everybody Plays The F
- M 19 MICHAEL BOLTON/When A Man Loves A Wo
- M 20 BOYZ II MEN/It's So Hard To Say G
- M 21 DUNS N' ROBES/Don't Cry
- M 22 PH DAWN/Set Asrift On Memory
- M 23 COMMITMENTS/Try A Little Tender
- M 24 T

MOST ADDED

GENESIS (38)
RICHARD MARX (37)
COLOR ME BADD (20)
LISA STANSFIELD (12)
MOTLEY CRUE (11)

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

New & Active includes songs reported by at least 50 of our CHR reporters. Significant Action includes songs reported by fewer than 50, but at least 10 of our CHR reporters.

NOTE: Records that lack the required 60% of our CHR reporters to become Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay/40.

CHR Rotation Criteria - Fulltime Adds and/or Ons: four plays in a 24-hour period, three of them before midnight.

Dayparted Adds and/or Ons: One-two plays in a 24-hour period, both of them before midnight.

NOTE: "Breakouts" are records not included in the "Regional Most Added," but have five or more adds in a region and fewer than 50 stations overall.

EAST

WAZR/Exeter, NH
Falconi/McVie

GENESIS (38)
RICHARD MARX (37)
COLOR ME BADD (20)
LISA STANSFIELD (12)
MOTLEY CRUE (11)

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

WQGN/New London, CT
Davis/Jordan

GENESIS
RICHARD MARX (dp)
ROBBIE NEVIL (dp)
DMF (dp)

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

WKRZ/Wikes-Barre, PA
Medek/Padden

GENESIS
RICHARD MARX
MOTLEY CRUE
PM DAWN

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

WSTW/Wilmington, DE
Price/Rogers

GENESIS
RICHARD MARX
MOTLEY CRUE
PM DAWN

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

WCGQ/Columbus, GA
Harris/McCard

GENESIS
RICHARD MARX
MOTLEY CRUE
PM DAWN

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

WOKI/Knoxville, TN
Spillman/Treese

GENESIS
RICHARD MARX
MOTLEY CRUE
PM DAWN

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

K92/Roanoke, VA
Spillman/Michaels

GENESIS
RICHARD MARX
MOTLEY CRUE
PM DAWN

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

WZKX/Bloom, MS
Spillman/Rhodes

GENESIS
RICHARD MARX
MOTLEY CRUE
PM DAWN

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

KCHX/Midland-Odessa, TX
Haskell/Sireel

GENESIS
RICHARD MARX
MOTLEY CRUE
PM DAWN

BREAKOUTS

TOM PETTY (7)
ROBBIE ROBERTSON (6)
PARTY (5)

P2

FLY92/Albany, NY
Morgan/Scott

TONY TERRY (dp)
NAUGHTY BY NATURE (dp)
CHER
RICHARD MARX
PARTY (dp)

WABE/Alentown
Cosenza/Cadillac Jack

ROD STEWART
BOYZ II MEN
PM DAWN
GENESIS
RICHARD MARX
LITA FORD (dp)

WAAL/Binghamton, NY
Morgan/Orzel

ROD STEWART
ROXETTE
RICHARD MARX
GENESIS
LISA STANSFIELD
MOTLEY CRUE (dp)

WKSE/Buffalo, NY
Edwards/McGowan

CHESSNEY/HAWKES
AMY GRANT
GENESIS
CECE PENISTON
LENNY KRAVITZ

WIKZ/Chambersburg, PA
Rick Alexander

RICHARD MARX (dp)
GENESIS
COLOR ME BADD (dp)
MOTLEY CRUE (dp)

WYSR/Charleston, WV
Shehan/Allen

GENESIS
RICHARD MARX
COLOR ME BADD
FARM (dp)

JET-FM/Erie, PA
Cook/Sharpe

GENESIS
LITA FORD (dp)
MARC COHN (dp)
HOTTEST: 1-1
BRYAN ADAMS 4-2

241 Current Reporters
236 Current Playlists
Called In A Frozen Playlist (1):
KQIZ/Amarillo
Did Not Report, Playlist Frozen (4):
WBBQ/Austin
KQKQ/Omaha
FM104/Modesto-Stockton
KJG95/Sioux City

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# CHR ADDS & HOTS



### MOST ADDED

**RICHARD MARX (48)**  
**GENESIS (43)**  
**COLOR ME BADD (24)**  
**MOTLEY CRUE (16)**  
**LITA FORD (10)**

### BREAKOUTS

**PARTY (7)**  
**TOM PETTY (6)**



### WKDD/Akron, OH

**Clark/Nicholas**  
BOYZ II MEN  
RICHARD MARX  
GENESIS  
PAULA ABDUL  
COMMENTS  
JERRY KRIVITZ (dp)  
LITA FORD (dp)  
ROXETTE  
HotList:  
MARRY MARK & THE  
BRYAN ADAMS 3-2  
BAD COMPANY 11-7  
MICHAEL BOLTON 14-8  
STEELEHEART 19-11

### WKRC/Canton, OH

**Hughes/Vancott**  
GENESIS  
RICHARD MARX  
TOM PETTY  
HotList:  
COMMENTS 13-8  
TINA TURNER 19-10  
STORM 2-16  
LITA FORD 2-19  
GENESIS 2-23

### HOT947/Chicago, IL

**Gregg Cassidy**  
COLOR ME BADD  
SHABBA RAMKS (dp)  
RICHARD MARX (dp)  
HotList:  
EXTREME 3-1  
BRYAN ADAMS 7-4  
PRINCE 12-7  
CURTIS STIGERS 20-13  
CELESTE PENISTON 22-8

### WWHT/Columbus, OH

**Morris/Riley**  
TRACIE SPENCER  
HAMMER (dp)  
DIGITAL UNDERGROUND (dp)  
SOUNDS OF BLACK  
PUBLIC ENEMY (dp)  
HotList:  
SALT-N-PEPA 1-1  
KARIN WHITE 4-2  
KARIN WHITE 6-4  
BRYAN ADAMS 8-6  
NAUGHTY BY NATURE 10-7

### WPXR/Davenport, IA

**Austin/Ferguson**  
ROXETTE  
COLOR ME BADD  
MOTLEY CRUE (dp)  
RICHARD MARX  
HotList:  
EXTREME 1-1  
NATURAL SELECTION 2-2  
KARIN WHITE 3-3  
BRYAN ADAMS 6-6

### WGZ/Dayton, OH

**Kennedy/Ross**  
GENESIS  
RICHARD MARX  
STORM (dp)  
Kenny LOGGINS (dp)  
COLOR ME BADD (dp)  
HotList:  
KARIN WHITE 1-1  
NATURAL SELECTION 2-2  
EXTREME 3-3  
BRYAN ADAMS 7-4  
ROBERTA FLACK 8-5

### KRQI/Des Moines, IA

**McCann/Austin**  
ROXETTE  
STORM (dp)  
GENESIS  
NIA PEPPLES (dp)  
HotList:  
EXTREME 2-1  
MICHAEL BOLTON 8-3  
NATURAL SELECTION 11-7  
CATHY DUNN 13-9  
CHER 25-21

### 96STO/Evansville, IN

**Witherspoon/Mercer**  
COLOR ME BADD  
GENESIS  
RICHARD MARX  
VOICE OF THE BEEH  
ROD STEWART  
HotList:  
KARIN WHITE 1-1  
NATURAL SELECTION 3-2  
GUNS N' ROSES 9-6  
MARRY MARK & THE 18-14  
VAN HALEN 34-29

### CK105/Flint, MI

**St. Michael's/Cooper**  
COLOR ME BADD  
GENESIS  
NAUGHTY BY NATURE  
PARTY  
RICHARD MARX  
SCORPIONS  
HotList:  
SALT-N-PEPA 1-1  
M.F.C. KRU 3-2  
METALLICA 4-3  
BOYZ II MEN 12-4  
DESMOND CHILD 19-12

### WMEF/Wayne, IN

**Jeff Davis**  
GENESIS  
COLOR ME BADD  
RICHARD MARX  
ROXETTE  
HotList:  
KARIN WHITE 3-2  
NATURAL SELECTION 5-3  
BRYAN ADAMS 9-4  
PRINCE 16-12  
MICHAEL BOLTON 23-18

### WGRD/Grand Rapids, MI

**Kevin Gossett**  
PARTY  
KENNY LOGGINS  
SIMPLY RED  
BOYZ II MEN  
HAMMER (dp)  
SHOCKY ROBERTSON  
LITA FORD  
HotList:  
BRYAN ADAMS 6-3  
AMY GRANT 8-5  
ROBERTA FLACK 23-12  
BILLY FALCON 24-11  
MICHAEL BOLTON 32-22

### WIXX/Green Bay, WI

**Dan Stone**  
GENESIS  
RICHARD MARX  
ROXETTE  
STORM  
LITA FORD  
PH DAWN  
HotList:  
EXTREME 3-1  
BRYAN ADAMS 7-4  
PRINCE 12-7  
MICHAEL BOLTON 20-13  
RYTHM SYNDICATE 30-19

### Z104/Madison, WI

**Hudson/Brookes**  
GENESIS  
RICHARD MARX  
TOM PETTY  
HotList:  
NATURAL SELECTION 2-1  
BRYAN ADAMS 11-3  
PRINCE 13-6  
CURTIS STIGERS 15-11  
CHESNEY HAWKES 24-20  
NAUGHTY BY NATURE 10-7

### K103/Oklahoma City, OK

**McCoy/Kidd**  
RICHARD MARX  
COLOR ME BADD  
MOTLEY CRUE  
GENESIS  
PARTY  
STORM  
HotList:  
AMY GRANT 2-1  
EXTREME 3-2  
GUNS N' ROSES 17-12  
MICHAEL BOLTON 20-13  
PRINCE 22-14

### KQKI/Omaha, NE

**Edwards/Adams**  
none  
HotList:  
COLOR ME BADD 1-1  
EXTREME 2-2  
KARIN CAREY 3-3  
NATURAL SELECTION 4-4  
BONNIE RAITT 5-5

### K293/Poria, IL

**Wheeler/Stern**  
GENESIS  
RICHARD MARX  
COLOR ME BADD  
METALLICA (dp)  
VAN HALEN (dp)  
LITA FORD (dp)  
HotList:  
EXTREME 3-1  
KARIN WHITE 4-3  
BONNIE RAITT 1-4  
CATHY DUNN 13-9  
CHER 25-21

### WZOK/Rockford, IL

**Gjerdum/Kelley**  
RICHARD MARX  
PAULA ABDUL  
GENESIS  
KIM STEWART  
HotList:  
FIREHOUSE 2-2  
KARIN WHITE 9-6  
BONNIE RAITT 7-7  
EXTREME 10-8  
MICHAEL BOLTON 27-21

### WIOG/Saginaw, MI

**Rick Belcher**  
DANGER DANGER  
LITA FORD (dp)  
MOTLEY CRUE (dp)  
HotList:  
EXTREME 1-1  
CHESNEY HAWKES 4-2  
KISS 3-3  
STEELEHEART 5-4  
TUFF 14-6

### KKHT/Springfield, MO

**Alexander/Thissen**  
RICHARD MARX  
TOM PETTY (dp)  
38 SPECIAL (dp)  
PARTY  
RICHARD MARX  
SCORPIONS  
HotList:  
BIG AUDIO DYNAMIT (dp)  
GENESIS  
LITA FORD (dp)  
HOTTEST  
LITA FORD (dp)  
HOTTEST  
LITA FORD (dp)  
HOTTEST  
LITA FORD (dp)  
HOTTEST  
LITA FORD (dp)  
HOTTEST

### WCIW/Carbondale, IL

**Tony Watekus**  
RICHARD MARX  
COLOR ME BADD  
LISA STANSFIELD  
HotList:  
KARIN WHITE 1-1  
NATURAL SELECTION 2-2  
BRYAN ADAMS 9-4  
MARRY MARK & THE 7-7  
AMY GRANT 11-9

### WCLM/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WLRW/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WBXX/Battle Creek, MI

**Dawson/Friday**  
JAZZY JEFF & FRES  
GENESIS  
DME  
JODECI  
RICHARD MARX (dp)  
VAN HALEN (dp)  
FARM (dp)  
MOTLEY CRUE (dp)  
HotList:  
BOYZ II MEN 23-15  
NAUGHTY BY NATURE 12-3  
2 LIVE CROW 19-14  
BOYZ II MEN 23-15  
LUTHER VANDROSS 22-17  
RUSS IRWIN 38-29

### WBNQ/Bloomington, IL

**Robbins/Laughlin**  
TOM PETTY  
RICHARD MARX  
GENESIS  
MOTLEY CRUE (dp)  
VOICE OF THE BEEH  
HotList:  
EXTREME 1-1  
CHESNEY HAWKES 3-1  
BRYAN ADAMS 6-4  
AMY GRANT 14-9  
JOHN HELLKAMP 16-10  
VAN HALEN 26-21

### WBBW/Bloomington, IN

**Jim Cerona**  
RICHARD MARX  
COLOR ME BADD  
LISA STANSFIELD  
HotList:  
KARIN WHITE 1-1  
NATURAL SELECTION 2-2  
BRYAN ADAMS 9-4  
MARRY MARK & THE 7-7  
AMY GRANT 11-9

### WCIW/Carbondale, IL

**Tony Watekus**  
RICHARD MARX  
COLOR ME BADD  
LISA STANSFIELD  
HotList:  
KARIN WHITE 1-1  
NATURAL SELECTION 2-2  
BRYAN ADAMS 9-4  
MARRY MARK & THE 7-7  
AMY GRANT 11-9

### WCLM/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WLRW/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
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VAN HALEN (dp)  
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COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
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VAN HALEN (dp)  
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METALLICA 2-1  
MARRY MARK & THE 4-2  
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CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
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RICHARD MARX  
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BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
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METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WBRW/Hibbing, MN

**Jaynes/Morgan**  
RICHARD MARX  
GENESIS  
LITA FORD (dp)  
ROXETTE  
SCORPIONS (dp)  
VAN HALEN (dp)  
HotList:  
BILLY FALCON 3-2  
BRYAN ADAMS 5-4  
BAD COMPANY 8-7  
MICHAEL BOLTON 28-17  
JOHN HELLKAMP 27-21  
RUSS IRWIN 38-29

### WKFR/Kalamazoo, MI

**Anthony/Britain**  
ROD STEWART  
MOTLEY CRUE (dp)  
RICHARD MARX  
PARTY (dp)  
SHOCKY ROBERTSON (dp)  
38 SPECIAL  
HotList:  
EXTREME 1-1  
BRYAN ADAMS 4-2  
CHESNEY HAWKES 6-3  
KARIN WHITE 12-7  
MICHAEL BOLTON 14-9

### WAZL/Lafayette, IN

**Stacy/Kentony**  
PH DAWN  
ROD STEWART  
GENESIS  
LITA FORD (dp)  
LITA FORD (dp)  
HOTTEST  
LITA FORD (dp)  
HOTTEST  
LITA FORD (dp)  
HOTTEST  
LITA FORD (dp)  
HOTTEST

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WLRW/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
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MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### KROC/Rochester, MN

**Ackerman/Davis**  
LISA STANSFIELD  
GENESIS  
RICHARD MARX  
GLORIA ESTEFAN  
JULIAN LEWNON (dp)  
BOYZ II MEN (dp)  
HotList:  
PRINCE 7-4  
AMY GRANT 11-5  
CHESNEY HAWKES 9-6  
MICHAEL BOLTON 21-10  
ROBERTA FLACK 18-12

### 99KQ/Salina, KS

**Kevo/Jeffries**  
COLOR ME BADD  
RICHARD MARX  
GENESIS  
BELINDA CARLISLE  
KARIN ESTEFAN  
HotList:  
KARIN WHITE 2-1  
BRYAN ADAMS 14-9  
AMY GRANT 16-13  
FARM 19-16

### KKXK/Colorado

**John Dantzer**  
ROXETTE  
GLORIA ESTEFAN  
HOTTEST  
JESUS JONES 2-1  
PRINCE 3-2  
BIG AUDIO DYNAMIT 4-3  
DME 7-6  
VOICE OF THE BEEH 13-10  
KOON/Salinas  
Monterey, CA  
Newman/Holloway  
MICHAEL BOLTON (dp)  
CELESTE PENISTON  
NIA PEPPLES  
HOTTEST  
MARIAN CAREY 5-3  
BELL, BIV & DEVOE 9-7  
RTFF 25-17  
TRACIE SPENCER 28-20  
NAUGHTY BY NATURE 39-31

### KSNB/Eugene, OR

**Ruh/Stone**  
RICHARD MARX  
GENESIS  
PH DAWN (dp)  
RICHARD MARX  
BONNIE RAITT  
HotList:  
MARIAN CAREY 1-1  
CHESNEY HAWKES 5-3  
KARIN WHITE 6-4  
BRYAN ADAMS 13-6  
PRINCE 18-10

### WDRB/Springfield, IL

**Moore/Lacey**  
RICHARD MARX  
GENESIS  
ROD STEWART  
STORM  
Kenny LOGGINS (dp)  
PH DAWN (dp)  
HotList:  
NATURAL SELECTION 1-1  
BONNIE RAITT 2-2  
PRINCE 10-8  
JESUS JONES 11-10  
ROBERTA FLACK 14-13

### KFMW/Waterloo, IA

**Mark Hansen**  
GENESIS  
TOM PETTY  
MOTLEY CRUE  
ROBBIE ROBERTSON  
HotList:  
BRYAN ADAMS 6-2  
ROBERTA FLACK 13-9  
AMY GRANT 15-10  
MICHAEL BOLTON 19-12

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
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MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### WJZZ/Champaign, IL

**Blakemore/Cox**  
GENESIS  
LITA FORD  
RICHARD MARX  
HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
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COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

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GENESIS  
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BOYZ II MEN (dp)  
VAN HALEN (dp)  
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COMMENTS  
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MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

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HOTTEST  
BOYZ II MEN (dp)  
VAN HALEN (dp)  
BOYZ II MEN  
COLOR ME BADD  
COMMENTS  
HotList:  
METALLICA 2-1  
MARRY MARK & THE 4-2  
PRINCE 12-9  
SIOUXSIE & THE BA 15-12  
CRASH TEST DUMMIE 28-14

### KKXK/Colorado

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.

241 REPORTERS

PAULA ABDUL

Blowing Kisses... (Captive/Virgin) LP: Spellbound

Chart summary table for Paula Abdul's 'Blowing Kisses...' showing regional reach, chart position, and total reports.

STEVIE B

Forever More (LNR/RCA)

Chart summary table for Stevie B's 'Forever More' showing regional reach, chart position, and total reports.

BOYZ II MEN

It's So Hard To Say... (Motown) LP: Colehighharmony

Chart summary table for Boyz II Men's 'It's So Hard To Say...' showing regional reach, chart position, and total reports.

MICHAEL BOLTON

When A Man Loves A... (Columbia) LP: Time, Love & Tenderness

Chart summary table for Michael Bolton's 'When A Man Loves A...' showing regional reach, chart position, and total reports.

BRYAN ADAMS

Can't Stop This Thing We... (A&M) LP: Waking Up The Neighbours

Chart summary table for Bryan Adams' 'Can't Stop This Thing We...' showing regional reach, chart position, and total reports.

BLUE TRAIN

All I Need Is You (Zoo) LP: The Business Of Dreams

Chart summary table for Blue Train's 'All I Need Is You' showing regional reach, chart position, and total reports.

STEVIE B

Forever More (LNR/RCA)

Chart summary table for Stevie B's 'Forever More' showing regional reach, chart position, and total reports.

BOYZ II MEN

It's So Hard To Say... (Motown) LP: Colehighharmony

Chart summary table for Boyz II Men's 'It's So Hard To Say...' showing regional reach, chart position, and total reports.

MICHAEL BOLTON

When A Man Loves A... (Columbia) LP: Time, Love & Tenderness

Chart summary table for Michael Bolton's 'When A Man Loves A...' showing regional reach, chart position, and total reports.

BIG AUDIO DYNAMITE II

Rush (Columbia) LP: The Globe

Chart summary table for Big Audio Dynamite II's 'Rush' showing regional reach, chart position, and total reports.

STEVIE B

Forever More (LNR/RCA)

Chart summary table for Stevie B's 'Forever More' showing regional reach, chart position, and total reports.

BOYZ II MEN

It's So Hard To Say... (Motown) LP: Colehighharmony

Chart summary table for Boyz II Men's 'It's So Hard To Say...' showing regional reach, chart position, and total reports.

MICHAEL BOLTON

When A Man Loves A... (Columbia) LP: Time, Love & Tenderness

Chart summary table for Michael Bolton's 'When A Man Loves A...' showing regional reach, chart position, and total reports.

BELINDA CARLISLE

Do You Feel Like I Feel? (MCA) LP: Live Your Life Be Free

Chart summary table for Belinda Carlisle's 'Do You Feel Like I Feel?' showing regional reach, chart position, and total reports.

STEVIE B

Forever More (LNR/RCA)

Chart summary table for Stevie B's 'Forever More' showing regional reach, chart position, and total reports.

BOYZ II MEN

It's So Hard To Say... (Motown) LP: Colehighharmony

Chart summary table for Boyz II Men's 'It's So Hard To Say...' showing regional reach, chart position, and total reports.

MICHAEL BOLTON

When A Man Loves A... (Columbia) LP: Time, Love & Tenderness

Chart summary table for Michael Bolton's 'When A Man Loves A...' showing regional reach, chart position, and total reports.

BELINDA CARLISLE

Do You Feel Like I Feel? (MCA) LP: Live Your Life Be Free

Chart summary table for Belinda Carlisle's 'Do You Feel Like I Feel?' showing regional reach, chart position, and total reports.

STEVIE B

Forever More (LNR/RCA)

Chart summary table for Stevie B's 'Forever More' showing regional reach, chart position, and total reports.

BOYZ II MEN

It's So Hard To Say... (Motown) LP: Colehighharmony

Chart summary table for Boyz II Men's 'It's So Hard To Say...' showing regional reach, chart position, and total reports.

MICHAEL BOLTON

When A Man Loves A... (Columbia) LP: Time, Love & Tenderness

Chart summary table for Michael Bolton's 'When A Man Loves A...' showing regional reach, chart position, and total reports.

DESMOND CHILD

You're The Story Of My Life (Elektra) LP: Discipline

Total Reports 74 31% Parallel Reach P1 5% P2 25% P3 49%

Regional Reach: E 37%, S 34%, M 22%, W 30%. Chart Summary table with columns for Pos, P1, P2, P3, Tot.

Color Me Badd Continued

WEST

WEST regional reach and chart summary for Color Me Badd.

EAST

EAST regional reach and chart summary for Color Me Badd.

SOUTH

SOUTH regional reach and chart summary for Color Me Badd.

MARC COHN

True Companion (Atlantic) LP: Marc Cohn

Total Reports 64 27% Parallel Reach P1 6% P2 24% P3 46%

Regional Reach: E 25%, S 30%, M 25%, W 25%. Chart Summary table.

WEST

WEST regional reach and chart summary for Marc Cohn.

EAST

EAST regional reach and chart summary for Marc Cohn.

SOUTH

SOUTH regional reach and chart summary for Marc Cohn.

COLOR ME BADD

All 4 Love (Giant/Reprise) LP: C.M.B.

Total Reports 116 48% Parallel Reach P1 60% P2 50% P3 31%

Regional Reach: E 42%, S 51%, M 38%, W 62%. Chart Summary table.

WEST

WEST regional reach and chart summary for Color Me Badd.

EAST

EAST regional reach and chart summary for Color Me Badd.

SOUTH

SOUTH regional reach and chart summary for Color Me Badd.

Color Me Badd Continued

MIDWEST

MIDWEST regional reach and chart summary for Color Me Badd.

SOUTH

SOUTH regional reach and chart summary for Color Me Badd.

COMMITMENTS

Try A Little Tenderness (Beacon/MCA) LP: The Commitments' ST

Total Reports 87 36% Parallel Reach P1 11% P2 33% P3 60%

Regional Reach: E 33%, S 44%, M 29%, W 38%. Chart Summary table.

WEST

WEST regional reach and chart summary for Commitments.

EAST

EAST regional reach and chart summary for Commitments.

SOUTH

SOUTH regional reach and chart summary for Commitments.

MIDWEST

MIDWEST regional reach and chart summary for Commitments.

WEST

WEST regional reach and chart summary for Commitments.

EAST

EAST regional reach and chart summary for Commitments.

SOUTH

SOUTH regional reach and chart summary for Commitments.

MIDWEST

MIDWEST regional reach and chart summary for Commitments.

WEST

WEST regional reach and chart summary for Commitments.

EAST

EAST regional reach and chart summary for Commitments.

CROWDED HOUSE

Fall At Your Feet (Capitol) LP: Woodface

Total Reports 63 26% Parallel Reach P1 11% P2 22% P3 45%

Regional Reach: E 23%, S 30%, M 17%, W 34%. Chart Summary table.

WEST

WEST regional reach and chart summary for Crowded House.

EAST

EAST regional reach and chart summary for Crowded House.

SOUTH

SOUTH regional reach and chart summary for Crowded House.

MIDWEST

MIDWEST regional reach and chart summary for Crowded House.

WEST

WEST regional reach and chart summary for Crowded House.

EAST

EAST regional reach and chart summary for Crowded House.

SOUTH

SOUTH regional reach and chart summary for Crowded House.

MIDWEST

MIDWEST regional reach and chart summary for Crowded House.

WEST

WEST regional reach and chart summary for Crowded House.

EAST

EAST regional reach and chart summary for Crowded House.

SOUTH

SOUTH regional reach and chart summary for Crowded House.

MIDWEST

MIDWEST regional reach and chart summary for Crowded House.

EMF Continued

EMF Continued

Total Reports 112 46% Parallel Reach P1 36% P2 39% P3 67%

Regional Reach: E 42%, S 56%, M 37%, W 49%. Chart Summary table.

WEST

WEST regional reach and chart summary for EMF.

EAST

EAST regional reach and chart summary for EMF.

SOUTH

SOUTH regional reach and chart summary for EMF.

MIDWEST

MIDWEST regional reach and chart summary for EMF.

WEST

WEST regional reach and chart summary for EMF.

EAST

EAST regional reach and chart summary for EMF.

SOUTH

SOUTH regional reach and chart summary for EMF.

MIDWEST

MIDWEST regional reach and chart summary for EMF.

WEST

WEST regional reach and chart summary for EMF.

EAST

EAST regional reach and chart summary for EMF.

SOUTH

SOUTH regional reach and chart summary for EMF.

MIDWEST

MIDWEST regional reach and chart summary for EMF.

Farm Continued

Farm Continued

Total Reports 206 85% Parallel Reach P1 70% P2 87% P3 94%

Regional Reach: E 83%, S 89%, M 83%, W 87%. Chart Summary table.

WEST

WEST regional reach and chart summary for Farm.

EAST

EAST regional reach and chart summary for Farm.

SOUTH

SOUTH regional reach and chart summary for Farm.

MIDWEST

MIDWEST regional reach and chart summary for Farm.

WEST

WEST regional reach and chart summary for Farm.

EAST

EAST regional reach and chart summary for Farm.

SOUTH

SOUTH regional reach and chart summary for Farm.

MIDWEST

MIDWEST regional reach and chart summary for Farm.

WEST

WEST regional reach and chart summary for Farm.

EAST

EAST regional reach and chart summary for Farm.

SOUTH

SOUTH regional reach and chart summary for Farm.

MIDWEST

MIDWEST regional reach and chart summary for Farm.

D.J. JAZZY JEFF & THE FRESH PRINCE

Ring My Bell (Jive/RCA) LP: Homebase

Total Reports 50 21% Parallel Reach P1 36% P2 19% P3 13%

Regional Reach: E 15%, S 14%, M 17%, W 40%. Chart Summary table.

WEST

WEST regional reach and chart summary for D.J. Jazzy Jeff.

EAST

EAST regional reach and chart summary for D.J. Jazzy Jeff.

SOUTH

SOUTH regional reach and chart summary for D.J. Jazzy Jeff.

MIDWEST

MIDWEST regional reach and chart summary for D.J. Jazzy Jeff.

WEST

WEST regional reach and chart summary for D.J. Jazzy Jeff.

EAST

EAST regional reach and chart summary for D.J. Jazzy Jeff.

SOUTH

SOUTH regional reach and chart summary for D.J. Jazzy Jeff.

GLORIA ESTEFAN

Live For Loving You (Epic) LP: Into The Light

Total Reports 112 46% Parallel Reach P1 36% P2 39% P3 67%

Regional Reach: E 42%, S 56%, M 37%, W 49%. Chart Summary table.

WEST

WEST regional reach and chart summary for Gloria Estefan.

EAST

EAST regional reach and chart summary for Gloria Estefan.

SOUTH

SOUTH regional reach and chart summary for Gloria Estefan.

MIDWEST

MIDWEST regional reach and chart summary for Gloria Estefan.

WEST

WEST regional reach and chart summary for Gloria Estefan.

EAST

EAST regional reach and chart summary for Gloria Estefan.

SOUTH

SOUTH regional reach and chart summary for Gloria Estefan.

MIDWEST

MIDWEST regional reach and chart summary for Gloria Estefan.

ROBERTA FLACK & MAXI PRIEST

Set The Night To Music (Atlantic) LP: Set The Night To Music

Total Reports 206 85% Parallel Reach P1 70% P2 87% P3 94%

Regional Reach: E 83%, S 89%, M 83%, W 87%. Chart Summary table.

WEST

WEST regional reach and chart summary for Roberta Flack.

EAST

EAST regional reach and chart summary for Roberta Flack.

SOUTH

SOUTH regional reach and chart summary for Roberta Flack.

MIDWEST

MIDWEST regional reach and chart summary for Roberta Flack.

WEST

WEST regional reach and chart summary for Roberta Flack.

EAST

EAST regional reach and chart summary for Roberta Flack.

SOUTH

SOUTH regional reach and chart summary for Roberta Flack.

MIDWEST

MIDWEST regional reach and chart summary for Roberta Flack.

WEST

WEST regional reach and chart summary for Roberta Flack.

EAST

EAST regional reach and chart summary for Roberta Flack.



Lita Ford Continued. Charts for P2, P3, and P1. Includes regional and national reach data.

Amy Grant Continued. Charts for P2, P3, and P1. Includes regional and national reach data.

Jasmine Guy Continued. Charts for P3, P2, and P1. Includes regional and national reach data.

Chesney Hawkes Continued. Charts for P3, P2, and P1. Includes regional and national reach data.

Jesus Jones Continued. Charts for P2, P3, and P1. Includes regional and national reach data.

GENESIS: No Son Of Mine (Atlantic). LP: We Can't Dance. Total Reports 158 66%.

GUNS N' ROSES: Don't Cry (Geffen). LP: Use Your Illusion I. Total Reports 165 68%.

HAMMER: 2 Legit 2 Quit (Capitol). LP: Too Legit To Quit. Total Reports 83 34%.

RUSS IRWIN: My Heart Belongs To You (SBK). LP: Russ Irwin. Total Reports 119 49%.

LENNY KRAVITZ: Stand By My Woman (Virgin). LP: Mama Said. Total Reports 59 24%.

Chart Summary for Genesis. Pos, P1, P2, P3, Tot.

Chart Summary for Guns N' Roses. Pos, P1, P2, P3, Tot.

Chart Summary for Hammer. Pos, P1, P2, P3, Tot.

Chart Summary for Russ Irwin. Pos, P1, P2, P3, Tot.

Chart Summary for Lenny Kravitz. Pos, P1, P2, P3, Tot.

Chart Summary for Amy Grant. Pos, P1, P2, P3, Tot.

Chart Summary for Jasmine Guy. Pos, P1, P2, P3, Tot.

Chart Summary for Chesney Hawkes. Pos, P1, P2, P3, Tot.

Chart Summary for Jesus Jones. Pos, P1, P2, P3, Tot.

Chart Summary for Kenny Loggins. Pos, P1, P2, P3, Tot.

Chart Summary for Amy Grant. Pos, P1, P2, P3, Tot.

Chart Summary for Jasmine Guy. Pos, P1, P2, P3, Tot.

Chart Summary for Chesney Hawkes. Pos, P1, P2, P3, Tot.

Chart Summary for Jesus Jones. Pos, P1, P2, P3, Tot.

Chart Summary for Kenny Loggins. Pos, P1, P2, P3, Tot.

AMY GRANT: That's What Love Is For (A&M). LP: Heart In Motion. Total Reports 198 82%.

JASMINE GUY: Just Want To Hold You (WB). LP: Jasmine Guy. Total Reports 81 34%.

CHESNEY HAWKES: The One And Only (Chrysalis). LP: The One And Only. Total Reports 172 71%.

JESUS JONES: Real, Real, Real (SBK). LP: Doubt. Total Reports 193 80%.

KENNY LOGGINS: Conviction Of The Heart (Columbia). LP: Leap Of Faith. Total Reports 69 29%.

Chart Summary for Amy Grant. Pos, P1, P2, P3, Tot.

Chart Summary for Jasmine Guy. Pos, P1, P2, P3, Tot.

Chart Summary for Chesney Hawkes. Pos, P1, P2, P3, Tot.

Chart Summary for Jesus Jones. Pos, P1, P2, P3, Tot.

Chart Summary for Kenny Loggins. Pos, P1, P2, P3, Tot.

Chart Summary for Amy Grant. Pos, P1, P2, P3, Tot.

Chart Summary for Jasmine Guy. Pos, P1, P2, P3, Tot.

Chart Summary for Chesney Hawkes. Pos, P1, P2, P3, Tot.

Chart Summary for Jesus Jones. Pos, P1, P2, P3, Tot.

Chart Summary for Kenny Loggins. Pos, P1, P2, P3, Tot.

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RICHARD MARX Keep Coming Back (Capitol) LP: Rush Street Total Reports 171 71%

BREAKER Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 71% S 77% M 76% W 57%

JOHN MELLENCAMP Get A Leg Up (Mercury) LP: Whenever We Wanted Total Reports 158 66%

Regional Reach E 67% S 73% M 76% W 42%

Chart Summary Pos P1 P2 P3 Tot

METALLICA Enter Sandman (Elektra) LP: Metallica Total Reports 87 36%

Regional Reach E 23% S 42% M 49% W 25%

Chart Summary Pos P1 P2 P3 Tot

MOTLEY CRUE Home Sweet Home (Elektra) LP: Decade Of Decadence Total Reports 52 22%

Regional Reach E 21% S 25% M 27% W 17%

Chart Summary Pos P1 P2 P3 Tot

Naughty By Nature Continued

ROBBIE NEVIL For Your Mind (EMI) LP: Day 1 Total Reports 69 29%

Regional Reach E 23% S 22% M 32% W 40%

NIA PEEPLES Street Of Dreams (Charisma) LP: Nia Peeples Total Reports 194 80%

Regional Reach E 88% S 81% M 67% W 89%

Chart Summary Pos P1 P2 P3 Tot

Nia Peeples Continued

CECE PENISTON Finally (A&M) Total Reports 64 27%

Regional Reach E 27% S 26% M 16% W 40%

PM DAWN Set Adrift On... (Gee Street/Island) LP: Of The Heart, Of The Soul... Total Reports 145 60%

Regional Reach E 65% S 62% M 43% W 74%

Chart Summary Pos P1 P2 P3 Tot

PRINCE & THE N.P.G. Cream (Paisley Park/WB) LP: Diamonds And Pearls Total Reports 223 93%

Regional Reach E 96% S 93% M 86% W 96%

Chart Summary Pos P1 P2 P3 Tot

ROXETTE Spending My Time (EMI) LP: Joyride Total Reports 110 46%

Regional Reach E 38% S 49% M 54% W 38%

Chart Summary Pos P1 P2 P3 Tot

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Continued On Next Column

Continued On Next Column



SIGNIFICANT ACTION

Luther Vandross Continued. P2 EAST, WEST, MIDWEST, SOUTH, W. Includes station call letters and report numbers.

Karyn White Continued. P2 EAST, WEST, MIDWEST, SOUTH, W. Includes station call letters and report numbers.

VOICE OF THE BEEHIVE. Monsters & Angels (London/PLG). LP: Honey Lingers. Total Reports 62 26%. Includes regional reach and chart summary.

W. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

VANESSA WILLIAMS. Running Back To You (Wing/Mercury). LP: The Comfort Zone. Total Reports 105 44%. Includes regional reach and chart summary.

D. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

KARYN WHITE. Romantic (WB). LP: Ritual Of Love. Total Reports 225 93%. Includes regional reach and chart summary.

W. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

E. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

W. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

A. ANGELICA. Angel Baby (Quality). P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

C. CRASH TEST DUMMIES. Superman's Song (Arista). LP: The Ghosts That Haunt Me. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

D. DIGITAL UNDERGROUND. Kiss You Back (Tommy Boy). LP: Sons Of The P. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

E. ELO PART II. For The Love Of A... (Scotti Bros.). LP: Electric Light Orchestra Part II. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

ERASURE. Chorus (Covered Up...) (Sire/Reprise). LP: Chorus. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

K. ESCAPE CLUB. So Fashionable (Atlantic). LP: Dollars And Sex. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

G. GRANDMASTER SLICE. Thinking Of You (Jive/RCA). P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

H. ROBYN HITCHCOCK & THE EGYPTIANS. So You Think You're In Love (A&M). LP: Perspex Island. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

I. ICY BLU. I Wanna Be Your Girl (Giant/WB). LP: icy Blu. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

J. JOCELI. Forever My Lady (MCA). P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

K. KID 'N PLAY. Ain't Gonna Hurt... (Select/Elektra). LP: "House Party II" ST. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

K. KLF. What Time Is Love (Arista). LP: The White Room. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

L. JULIAN LENNON. Saltwater (Atlantic). LP: Help Yourself. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

M. MARKY MARK & FUNKY BUNCH. Wildside (Interscope). LP: Music For The People. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

M. MARKY MARK & FUNKY BUNCH. Wildside (Interscope). LP: Music For The People. P1 EAST, SOUTH, MIDWEST, WEST, P2, P3. Includes station call letters and report numbers.

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SIGNIFICANT ACTION

LISETTE MELENDEZ A Day In My Life... (Fever/Columbia) LP: Together Forever

Table with columns for P1, P2, and MIDWEST, listing radio stations and their broadcast times for Lisette Melendez's album.

O

ONE NATION Love's Rock (IRS) LP: Love's Rock

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for One Nation's album.

P

PARTY In My Dreams (Hollywood) LP: In The Meantime: In Between Time

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Party's album.

TOM PETTY & HEARTBREAKERS Into The Great Wide Open (MCA) LP: Into The Great Wide Open

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Tom Petty & Heartbreakers' album.

PRINCE & NEW POWER GENERATION Gett Off (Paisley Park/WB) LP: Diamonds And Pearls

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Prince & New Power Generation's album.

R

BONNIE RAITT I Can't Make You Love Me (Capitol) LP: Luck Of The Draw

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Bonnie Raitt's album.

SHABBA RANKS Housecall (Epic) LP: As Raw As Ever

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Shabba Ranks' album.

R.E.M. Radio Song (WB) LP: Out Of Time

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for R.E.M.'s album.

ROBBIE ROBERTSON What About Now (Geffen) LP: Storyville

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Robbie Robertson's album.

SMOKEY ROBINSON Double Good Everything (SBK) LP: Double Good Everything

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Smokey Robinson's album.

S

KYM SIMS Too Blind To See It (Atco/EastWest) LP: Too Blind To See It

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for KYM Sims' album.

TRACIE SPENCER Tender Kisses (Capitol) LP: Make The Difference

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Tracie Spencer's album.

T

38 SPECIAL Signs Of Love (Charisma) LP: Bone Against Steel

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for 38 Special's album.

TINA TURNER Love Thing (Capitol) LP: Simply The Best

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Tina Turner's album.

V

VANILLA ICE / NAOMI CAMPBELL Cool As Ice (SBK) LP: Cool As Ice - ST

Table with columns for P1, P2, and P3, listing radio stations and their broadcast times for Vanilla Ice & Naomi Campbell's album.

P1

EAST B94 (WBZZ) Pittsburgh, PA B104 (WBSB) Baltimore, MD HOT97 (WQHT) New York, NY MD10 (WPLJ) New York, NY PRO-FM (WPRO) Providence, RI WAVA Washington, DC WEGX Philadelphia, PA WIOQ Philadelphia, PA WMXP Pittsburgh, PA WPGC Washington, DC WXS Boston, MA WZOU Boston, MA Z100 (WHTZ) New York, NY

SOUTH B97 (WEZB) New Orleans, LA KEGL Dallas-Ft. Worth, TX KBXX Houston, TX KRBE Houston, TX KTFM San Antonio, TX PWR96 (WFLZ) Tampa, FL PWR95 (KHVI) Dallas, TX PWR96 (WPOW) Miami, FL PWR99 (WAPW) Atlanta, GA Q105 (WRBQ) Tampa, FL WNVZ Norfolk, VA Y100 (WHYI) Miami, FL

MIDWEST B95 (KBOS) Fresno, CA FM104 (KHOP) Modesto, CA HOT949 (KZHT) Salt Lake City, UT 194 (KIKI) Honolulu, HI KCAO (KSNV) Las Vegas, NV K00N Salinas, CA KF95 (KFJD) Boise, ID KHTT Santa Rosa, CA KIKX Colorado Springs, CO KMGK Colorado Springs, CO KKSS Albuquerque, NM KXXX Bakersfield, CA KLUC Las Vegas, NV KRQ (KRQO) Tucson, AZ KSNQ Eugene, OR KWIN Stockton, CA KWNZ Reno, NV KWOD Sacramento, CA KZZU Spokane, WA PWR102 (KOPW) Fresno, CA Q99.5 (KUTQ) Salt Lake City, UT Z90 (XHTZ) San Diego, CA

WEST 95XIL (WXIL) Parkersburg, WV 95XXX (WXXX) Burlington, VT 103CIR (WCIR) Beckley, WV WHTO Williamsport, PA WKPE Cape Cod, MA WNYF Ithaca, NY WOMP Wheeling, WV WPRR Altoona, PA WFFX Bangor, ME

EAST 93Q (WNTQ) Syracuse, NY 98PX (WPXY) Rochester, NY 999KH (WKHI) Ocean City, MD FLY92 (WFLY) Albany, NY FLY107 (WFHN) New Bedford, MA JET-FM (WJET) Erie, PA KC101 (WKCI) New Haven, CT PWR92 (WGLU) Johnston, PA TIC-FM (WTIC) Hartford, CT WAAL Binghamton, NY WAEB Allentown, PA WERZ Exeter, NH WIKZ Chambersburg, PA WKEE Huntington, WV WKZZ-FM/Wikes-Barre, PA WKSE Buffalo, NY WKSS Hartford, CT WLAN-FM/Lancaster, PA WNNK Harrisburg, PA WPST Trenton, NJ WQGN New London, CT WQXA York, PA WRCK Utica, NY WSPK Poughkeepsie, NY WSTW Wilmington, DE WTHT Portland, ME WWSR Charleston, WV WWXX Providence, RI WYCR York, PA Y102 (WRFY) Reading, PA

P2

EAST 93Q (WNTQ) Syracuse, NY 98PX (WPXY) Rochester, NY 999KH (WKHI) Ocean City, MD FLY92 (WFLY) Albany, NY FLY107 (WFHN) New Bedford, MA JET-FM (WJET) Erie, PA KC101 (WKCI) New Haven, CT PWR92 (WGLU) Johnston, PA TIC-FM (WTIC) Hartford, CT WAAL Binghamton, NY WAEB Allentown, PA WERZ Exeter, NH WIKZ Chambersburg, PA WKEE Huntington, WV WKZZ-FM/Wikes-Barre, PA WKSE Buffalo, NY WKSS Hartford, CT WLAN-FM/Lancaster, PA WNNK Harrisburg, PA WPST Trenton, NJ WQGN New London, CT WQXA York, PA WRCK Utica, NY WSPK Poughkeepsie, NY WSTW Wilmington, DE WTHT Portland, ME WWSR Charleston, WV WWXX Providence, RI WYCR York, PA Y102 (WRFY) Reading, PA

SOUTH B93 (KBTS) Austin, TX FM100 (WMC-FM) Memphis, TN G105 (WDCG) Durham-Raleigh, NC HOT95 (WQHT) Jackson, MS I95 (WAPL) Birmingham, AL K92 (WXLK) Roanoke, VA K96.7 (KHFI) Austin, TX KBFM McAllen-Brownsville, TX KKYK Little Rock, AR KPRR El Paso, TX KTUX Shreveport, LA KZFM Corpus Christi, TX KZZB Beaumont, TX PWR945 (WLAP) Lexington, KY WABB Mobile, AL WAPE Jacksonville, FL WBBQ Greenville, SC WBBQ Augusta, GA WCGO Columbus, GA WCKZ Charlotte, NC WDJK Louisville, KY WFMF Baton Rouge, LA WHHY Montgomery, AL WJLQ Pensacola, FL WKSJ Greensboro, NC WKZL Winston-Salem, NC WMXF Fayetteville, NC WNOX-FM Columbia, SC WOKI Knoxville, TN WOVV West Palm Beach, FL WOVV Johnson City, TN WRHT Greenville, VA WRVQ Richmond, VA WSSX Charleston, SC WZKS Louisville, KY WZYP Huntsville, AL XL1067 (WXLL-FM) Orlando, FL

MIDWEST 99KG (KSLG) Salina, KS KFMW Waterloo, IA KFRX Lincoln, NE KGS5 (KGLI) Sioux City, IA KGGG Rapid City, SD KQHT Grand Forks, ND KLYV Dubuque, IA KMGZ Lawton, OK KPAT Sioux Falls, SD KRDC Rochester, MN KYYY Bismarck, MN KZIO Duluth, MN WAZY Lafayette, IN WBIZ Eau Claire, WI WBND Bloomington, IL WBWB Bloomington, IL WBXX Battle Creek, MI WCIL Carbondale, IL WDBR Springfield, IL WIFC Wausau, WI WKFR Kalamazoo, MI WLRW Champaign, IL WSNX Muskegon, MI WTXB Hibbing, MN Y94 (WDAY) Fargo, ND

WEST KBOZ Bozeman, MT KFBZ Cheyenne, WY KFFM Yakima, WA KFTZ Idaho Falls, ID KGOT Anchorage, AK KMOK Lewiston, ID KPSI Palm Springs, CA KPXR Anchorage, AK KQIX Grand Junction, CO KOMQ Honolulu, HI KMTM Medford, OR KTRS Casper, WY KYRX Las Vegas, NV OK95 (KIOK) Tri-Cities, WA Y93 (KYYY) Billings, MT Y97 Santa Barbara, CA ZFUN (KZFN) Moscow, ID



**P1 Major Markets**

LW	TW	Artist/Song/Label
2	1	<b>KARYN WHITE/Romantic (WB)</b>
1	2	<b>MARIAH CAREY/Emotions (Columbia)</b>
4	3	<b>PRINCE &amp; NEW POWER.../Cream (Paisley Park/WB)</b>
3	4	<b>NATURAL SELECTION/Do Anything (Atco/EastWest)</b>
9	5	<b>MICHAEL BOLTON/When A Man Loves A Woman (Columbia)</b>
8	6	<b>NAUGHTY BY NATURE/O.P.P. (Tommy Boy)</b>
7	7	<b>EXTREME/Hole Hearted (A&amp;M)</b>
18	8	<b>PM DAWN/Set Adrift On Memory Bliss (Gee Street/Island)</b>
15	9	<b>BOYZ II MEN/It's So Hard To Say Goodbye To Say... (Motown)</b>
10	10	<b>LUTHER VANDROSS/Don't Want To Be A Fool (Epic)</b>
11	11	<b>TONY TERRY/With You (Epic)</b>
12	12	<b>BRYAN ADAMS/Can't Stop This Thing We Started (A&amp;M)</b>
13	13	<b>SALT-N-PEPA/Let's Talk About Sex (Next Plateau)</b>
14	14	<b>JESUS JONES/Real, Real, Real (SBK)</b>
23	15	<b>PAULA ABDUL/Blowing Kisses In The Wind (Captive/Virgin)</b>
19	16	<b>ROBERTA FLACK w/MAXI PRIEST/Set The Night... (Atlantic)</b>
17	17	<b>RYTHM SYNDICATE/Hey Donna (Impact)</b>
25	18	<b>NIA PEEPLES/Street Of Dreams (Charisma)</b>
6	19	<b>MARKY MARK &amp; THE FUNKY.../Good Vibrations (Interscope)</b>
21	20	<b>JASMINE GUY/Just Want To Hold You (WB)</b>
24	21	<b>AMY GRANT/That's What Love Is For (A&amp;M)</b>
22	22	<b>VANESSA WILLIAMS/Running Back To You (Wing/Mercury)</b>
16	23	<b>AARON NEVILLE/Everybody Plays The Fool (A&amp;M)</b>
5	24	<b>COLOR ME BADD/I Adore Mi Amor (Giant/Reprise)</b>
27	25	<b>CURTIS STIGERS/I Wonder Why (Arista)</b>
20	26	<b>BONNIE RAITT/Something To Talk About (Capitol)</b>
30	27	<b>CHESNEY HAWKES/The One And Only (Chrysalis)</b>
33	28	<b>CECE PENISTON/Finally (A&amp;M)</b>
31	29	<b>GUNS N' ROSES/Don't Cry (Geffen)</b>
36	30	<b>MARKY MARK &amp; THE FUNKY BUNCH/Wildside (Interscope)</b>
28	31	<b>FIREHOUSE/Love Of A Lifetime (Epic)</b>
26	32	<b>BOYZ II MEN/Motownphilly (Motown)</b>
DEBUT	33	<b>COLOR ME BADD/All 4 Love (Giant/Reprise)</b>
29	34	<b>BELL BIV DEVOE/Word To The Mutha (MCA)</b>
37	35	<b>CORINA/Whispers (Atco/EastWest)</b>
40	36	<b>JOHN MELLENCAMP/Get A Leg Up (Mercury)</b>
DEBUT	37	<b>SIMPLY RED/Something Got Me Started (Atco/EastWest)</b>
38	38	<b>D.J. JAZZY JEFF &amp; FRESH PRINCE/Ring My Bell (Jive/RCA)</b>
39	39	<b>LISETTE MELENDEZ/A Day In My Life... (Fever/Columbia)</b>
DEBUT	40	<b>GLORIA ESTEFAN/Live For Loving You (Epic)</b>

53 REPORTERS

MOST ADDED	HOTTEST
COLOR ME BADD (31)	NAUGHTY BY NATURE (22)
RICHARD MARX (30)	MICHAEL BOLTON (21)
GENESIS (26)	PM DAWN (16)
LISA STANSFIELD (15)	SALT-N-PEPA (16)
HAMMER (7)	PRINCE & N.P.G. (15)

**P2 Secondary Markets**

LW	TW	Artist/Song/Label
2	1	<b>KARYN WHITE/Romantic (WB)</b>
1	2	<b>MARIAH CAREY/Emotions (Columbia)</b>
3	3	<b>NATURAL SELECTION/Do Anything (Atco/EastWest)</b>
5	4	<b>PRINCE &amp; NEW POWER.../Cream (Paisley Park/WB)</b>
6	5	<b>BRYAN ADAMS/Can't Stop This Thing We Started (A&amp;M)</b>
7	6	<b>JESUS JONES/Real, Real, Real (SBK)</b>
4	7	<b>EXTREME/Hole Hearted (A&amp;M)</b>
16	8	<b>MICHAEL BOLTON/When A Man Loves A Woman (Columbia)</b>
10	9	<b>RYTHM SYNDICATE/Hey Donna (Impact)</b>
12	10	<b>ROBERTA FLACK w/MAXI PRIEST/Set The Night... (Atlantic)</b>
14	11	<b>AMY GRANT/That's What Love Is For (A&amp;M)</b>
13	12	<b>LUTHER VANDROSS/Don't Want To Be A Fool (Epic)</b>
17	13	<b>GUNS N' ROSES/Don't Cry (Geffen)</b>
18	14	<b>CHESNEY HAWKES/The One And Only (Chrysalis)</b>
19	15	<b>CURTIS STIGERS/I Wonder Why (Arista)</b>
9	16	<b>BONNIE RAITT/Something To Talk About (Capitol)</b>
17	17	<b>AARON NEVILLE/Everybody Plays The Fool (A&amp;M)</b>
27	18	<b>PAULA ABDUL/Blowing Kisses In The Wind (Captive/Virgin)</b>
28	19	<b>BOYZ II MEN/It's So Hard To Say Goodbye To (Motown)</b>
23	20	<b>TONY TERRY/With You (Epic)</b>
8	21	<b>COLOR ME BADD/I Adore Mi Amor (Giant/Reprise)</b>
31	22	<b>NIA PEEPLES/Street Of Dreams (Charisma)</b>
26	23	<b>JOHN MELLENCAMP/Get A Leg Up (Mercury)</b>
24	24	<b>VANESSA WILLIAMS/Running Back To You (Wing/Mercury)</b>
30	25	<b>EMF/Lies (EMI)</b>
35	26	<b>VAN HALEN/Top Of The World (WB)</b>
15	27	<b>MARKY MARK &amp; THE FUNKY.../Good Vibrations (Interscope)</b>
33	28	<b>SIMPLY RED/Something Got Me Started (Atco/EastWest)</b>
37	29	<b>PM DAWN/Set Adrift On Memory Bliss (Gee Street/Island)</b>
22	30	<b>FIREHOUSE/Love Of A Lifetime (Epic)</b>
21	31	<b>BAD COMPANY/Walk Through Fire (Atco/EastWest)</b>
38	32	<b>NAUGHTY BY NATURE/O.P.P. (Tommy Boy)</b>
34	33	<b>RUSS IRWIN/My Heart Belongs To You (SBK)</b>
20	34	<b>MARTIKA/Love...Thy Will Be Done (Columbia)</b>
DEBUT	35	<b>BIG AUDIO DYNAMITE II/Rush (Columbia)</b>
DEBUT	36	<b>ROD STEWART/Broken Arrow (WB)</b>
40	37	<b>SALT-N-PEPA/Let's Talk About Sex (Next Plateau)</b>
DEBUT	38	<b>FARM/Groovy Train (Sire/Reprise)</b>
39	39	<b>JASMINE GUY/Just Want To Hold You (WB)</b>
DEBUT	40	<b>METALLICA/Enter Sandman (Elektra)</b>

116 REPORTERS

MOST ADDED	HOTTEST
RICHARD MARX (81)	PRINCE & N.P.G. (49)
GENESIS (73)	KARYN WHITE (44)
COLOR ME BADD (54)	BRYAN ADAMS (40)
MOTLEY CRUE (27)	MICHAEL BOLTON (34)
LITA FORD (23)	EXTREME (31)
LISA STANSFIELD (23)	

**P3 Smaller Markets**

LW	TW	Artist/Song/Label
2	1	<b>KARYN WHITE/Romantic (WB)</b>
5	2	<b>BRYAN ADAMS/Can't Stop This Thing We Started (A&amp;M)</b>
1	3	<b>MARIAH CAREY/Emotions (Columbia)</b>
3	4	<b>EXTREME/Hole Hearted (A&amp;M)</b>
7	5	<b>PRINCE &amp; NEW POWER.../Cream (Paisley Park/WB)</b>
6	6	<b>JESUS JONES/Real, Real, Real (SBK)</b>
4	7	<b>NATURAL SELECTION/Do Anything (Atco/EastWest)</b>
9	8	<b>CHESNEY HAWKES/The One And Only (Chrysalis)</b>
10	9	<b>AMY GRANT/That's What Love Is For (A&amp;M)</b>
13	10	<b>ROBERTA FLACK w/MAXI PRIEST/Set The Night... (Atlantic)</b>
14	11	<b>GUNS N' ROSES/Don't Cry (Geffen)</b>
15	12	<b>RYTHM SYNDICATE/Hey Donna (Impact)</b>
20	13	<b>MICHAEL BOLTON/When A Man Loves A Woman (Columbia)</b>
17	14	<b>CURTIS STIGERS/I Wonder Why (Arista)</b>
18	15	<b>LUTHER VANDROSS/Don't Want To Be A Fool (Epic)</b>
8	16	<b>BONNIE RAITT/Something To Talk About (Capitol)</b>
22	17	<b>JOHN MELLENCAMP/Get A Leg Up (Mercury)</b>
12	18	<b>AARON NEVILLE/Everybody Plays The Fool (A&amp;M)</b>
11	19	<b>BAD COMPANY/Walk Through Fire (Atco/EastWest)</b>
24	20	<b>SIMPLY RED/Something Got Me Started (Atco/EastWest)</b>
25	21	<b>EMF/Lies (EMI)</b>
31	22	<b>PAULA ABDUL/Blowing Kisses In The Wind (Captive/Virgin)</b>
19	23	<b>BILLY FALCON/Power Windows (Jambco/Mercury)</b>
30	24	<b>VAN HALEN/Top Of The World (WB)</b>
29	25	<b>RUSS IRWIN/My Heart Belongs To You (SBK)</b>
16	26	<b>MARTIKA/Love...Thy Will Be Done (Columbia)</b>
32	27	<b>TONY TERRY/With You (Epic)</b>
34	28	<b>NIA PEEPLES/Street Of Dreams (Charisma)</b>
21	29	<b>COLOR ME BADD/I Adore Mi Amor (Giant/Reprise)</b>
39	30	<b>ROD STEWART/Broken Arrow (WB)</b>
35	31	<b>BIG AUDIO DYNAMITE II/Rush (Columbia)</b>
36	32	<b>FARM/Groovy Train (Sire/Reprise)</b>
DEBUT	33	<b>BOYZ II MEN/It's So Hard To Say Goodbye... (Motown)</b>
37	34	<b>METALLICA/Enter Sandman (Elektra)</b>
40	35	<b>GLORIA ESTEFAN/Live For Loving You (Epic)</b>
33	36	<b>VANESSA WILLIAMS/Running Back To You (Wing/Mercury)</b>
23	37	<b>SIOUXSIE &amp; THE BANSHEES/Kiss Them For Me (Geffen)</b>
27	38	<b>MARKY MARK &amp; THE FUNKY.../Good Vibrations (Interscope)</b>
26	39	<b>BAD ENGLISH/Straight To Your Heart (Epic)</b>
DEBUT	40	<b>CHER/Save Up All Your Tears (Geffen)</b>

72 REPORTERS

MOST ADDED	HOTTEST
RICHARD MARX (59)	PRINCE & N.P.G. (40)
GENESIS (58)	BRYAN ADAMS (35)
COLOR ME BADD (22)	MICHAEL BOLTON (29)
MOTLEY CRUE (20)	KARYN WHITE (24)
LISA STANSFIELD (17)	AMY GRANT (22)

**PERFORMING WHERE PLAYED**

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
RUSS IRWIN/My Heart Belongs To You (SBK)	119	49%	81%	22%
BIG AUDIO DYNAMITE II/Rush (Columbia)	113	47%	73%	20%
GLORIA ESTEFAN/Live For Loving You (Epic)	112	46%	75%	8%
FARM/Groovy Train (Reprise)	112	46%	77%	15%
ROXETTE/Spending My Time (EMI)	110	46%	53%	2%
VANESSA WILLIAMS/Running Back To You (Wing/Mercury)	105	44%	94%	59%
CHER/Save Up All Your Tears (Geffen)	97	40%	67%	3%
NAUGHTY BY NATURE/O.P.P. (Tommy Boy)	93	39%	95%	56%
METALLICA/Enter Sandman (Elektra)	87	36%	79%	38%
COMMITMENTS/Try A Little Tenderness(MCA)	87	36%	63%	9%
JASMINE GUY/Just Want To Hold You (WB)	81	34%	94%	43%
BELINDA CARLISLE/Do You Feel Like I Feel (MCA)	77	32%	65%	0%
CORINA/Whispers (Cutting/Atco)	75	31%	79%	7%
STORM/I've Got A Lot To Learn About Love (Interscope)	74	31%	55%	5%
SALT-N-PEPA/Let's Talk About Sex (Next Plateau)	71	29%	92%	66%
CECE PENISTON/Finally (A&M)	64	27%	72%	39%
BLUE TRAIN/All I Need Is You (Zoo)	63	26%	79%	6%
CROWDED HOUSE/Fall At Your Feet (Capitol)	63	26%	68%	14%
VOICE OF THE BEEHIVE/Monsters & Angels (London/PLG)	62	26%	50%	10%
LENNY KRAVITZ/Stand By My Woman (Virgin)	59	24%	68%	3%
SCORPIONS/Send Me An Angel (Mercury)	52	22%	42%	14%
D.J. JAZZY JEFF & FRESH PRINCE/Ring My Bell (Jive/RCA)	50	21%	72%	17%
MARKY MARK & THE FUNKY BUNCH/Wildside (Interscope)	49	20%	73%	17%
LISETTE MELENDEZ/A Day In My Life (Without You) (Fever/Columbia)	44	18%	86%	24%
TRACIE SPENCER/Tender Kisses (Capitol)	41	17%	80%	27%
ANGELICA/Angel Baby (Quality)	32	13%	78%	32%
TINA TURNER/Love Thing (Capitol)	29	12%	59%	6%
ICY BLU/I Wanna Be Your Girl (Giant/WB)	27	11%	67%	17%

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 numbers. 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**

Rank	Artist/Song/Label	Reports
1	RUSS IRWIN/My Heart Belongs To You (SBK)	119
2	BIG AUDIO DYNAMITE II/Rush (Columbia)	113
3	FARM/Groovy Train (Sire/Reprise)	112
4	NAUGHTY BY NATURE/O.P.P. (Tommy Boy)	93
5	COMMITMENTS/Try A Little Tenderness (MCA)	87
	METALLICA/Enter Sandman (Elektra)	87
7	JASMINE GUY/Just Want To Hold You (WB)	81
8	STORM/I've Got A Lot To Learn... (Interscope)	74
9	SALT-N-PEPA/Let's Talk About Sex (Next Plateau)	71
10	CECE PENISTON/Finally (A&M)	64

New artists have not yet had a CHR Breaker.

# FIREHOUSE. PLATINUM.

**October, 1989.**

A North Carolina quartet lands the number 1 most requested single at their local Charlotte station. All this with a basement demo.

**October, 1991.**

One year after their Epic debut, Firehouse is Platinum with two consecutive Top-10 hits under their belts. The story continues with...

**"ALL SHE WROTE"**

THE NEW SINGLE AND VIDEO.



Cultivate The Pearl

PRODUCED BY DAVID PRATER.  
MANAGEMENT: GIGI FREDY FOR ENDLESS GRIND MGT.

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# BREAKERS

**RICHARD MARX**

**Keep Coming Back (Capitol)**

71% of our reporters playing it. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 170 including WIOQ, PWR99, B96, WNCI, KIIS. Complete airplay in Parallels.

**GENESIS**

**No Son Of Mine (Atlantic)**

66% of our reporters playing it. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 157 including Z100, KRBE, Q105, KBEQ, KPLZ. Complete airplay in Parallels.

**TONY TERRY**

**With You (Epic)**

65% of our reporters playing it. Moves: Up 102, Debuts 9, Same 18, Down 12, Adds 15 including WAVA, PWR95, WZPL, KBEQ, Z104. See Parallels, moves 20-17.

**BOYZ II MEN**

**It's So Hard To Say Goodbye To Yesterday (Motown)**

64% of our reporters playing it. Moves: Up 114, Debuts 17, Same 5, Down 1, Adds 17 including PWR95, WAEB, WRCK, WKDD, KHHT. See Parallels, moves 27-20.

**ROD STEWART**

**Broken Arrow (WB)**

62% of our reporters playing it. Moves: Up 64, Debuts 29, Same 36, Down 0, Adds 21 including WXKS, KIIS, KUBE, WAAL, 96STO. See Parallels, debuts at number 35.

**VAN HALEN**

**Top Of The World (WB)**

62% of our reporters playing it. Moves: Up 103, Debuts 22, Same 18, Down 0, Adds 7 including Q102, WKSJ, WOKI, KZ93, WCIL. See Parallels, moves 39-33.

**PM DAWN**

**Set Adrift On Memory Bliss (Gee Street/Island)**

60% of our reporters playing it. Moves: Up 88, Debuts 19, Same 7, Down 0, Adds 31 including PRO-FM, WNVZ, WPHR, WKBQ, Q99.5. See Parallels, moves 31-22.

# NEW & ACTIVE

**RUSS IRWIN "My Heart Belongs To You" (SBK)**

Reports: 119. Moves: Up 82, Debuts 9, Same 28, Down 0, Adds 0, KRBE 10-9, KISN 18-13, WKEE 8-6, WLAN 6-5, WQGN 17-11. See Parallels, moves 40-36 on the CHR chart.

**COLOR ME BADD "All 4 Love" (Giant/Reprise)**

Reports: 116. Moves: Up 6, Debuts 0, Same 3, Down 0, Adds 107 including WXKS, Z100, KEGL, B97, B96, WZPL, KIIS, PWR106, Q106, KMEL 23-17.

**BIG AUDIO DYNAMITE II "Rush" (Columbia)**

Reports: 113. Moves: Up 65, Debuts 12, Same 30, Down 3, Adds 3, KZFM, KKHT, WRQN, KDWB 29-25, PWR92 27-21, WLAN 12-10. See Parallels, debuts at number 38 on the CHR chart.

**LITA FORD "Shot Of Poison" (RCA)**

Reports: 112. Moves: Up 4, Debuts 23, Same 47, Down 0, Adds 38 including B94, WNVZ, Y102, WZYP, WAPE, WRVQ, WDBR 34-26.

**GLORIA ESTEFAN "Live For Loving You" (Epic)**

Reports: 112. Moves: Up 55, Debuts 22, Same 20, Down 0, Adds 15 including WPHR, B93, HOT95, K107, MOJO 21-14, KRXY 7-4. See Parallels, debuts at number 39 on the CHR chart.

**FARM "Groovy Train" (Sire/Reprise)**

Reports: 112. Moves: Up 72, Debuts 9, Same 21, Down 0, Adds 10 including WZOU, Y102, WMXF, WHHY, KHHT, PWR95 23-16, WDFX 14-9. See Parallels, debuts at number 37 on the CHR chart.

**ROXETTE "Spending My Time" (EMI)**

Reports: 110. Moves: Up 12, Debuts 39, Same 26, Down 0, Adds 33 including WAVA, WNVZ, Q105, KPLZ, WKBO 11-9, WZKS 40-33.

**VANESSA WILLIAMS "Running Back To You" (Wing/Mercury)**

Reports: 105. Moves: Up 73, Debuts 3, Same 16, Down 12, Adds 1, PWR95, WXKS 7-5, WZOU 3-2, PWR99 20-12, KKAZ 15-10. See Parallels, moves 24-24 on the CHR chart.

**CHER "Save Up All Your Tears" (Geffen)**

Reports: 97. Moves: Up 45, Debuts 17, Same 27, Down 0, Adds 8 including FLY92, WRCK, WSSX, K92, WRQK, WGTZ 26-21, KFTZ 34-28.

**NAUGHTY BY NATURE "O.P.P." (Tommy Boy)**

Reports: 93. Moves: Up 71, Debuts 7, Same 6, Down 4, Adds 5, WIOQ, WPHR, FLY92, CK105, KQHT, WXKS 22-11, WZOU 6-1, WKBO 20-10. See Parallels, moves 28-23 on the CHR chart.

**METALLICA "Enter Sandman" (Elektra)**

Reports: 87. Moves: Up 43, Debuts 15, Same 22, Down 2, Adds 5, WOKI, WMEE, KZ93, Q99.5, KMCK, WDFX 16-12, JET-FM 12-10, WLAN 18-14. See Parallels, debuts at number 40 on the CHR chart.

**COMMITMENTS "Try A Little Tenderness" (Beacon/MCA)**

Reports: 87. Moves: Up 49, Debuts 2, Same 33, Down 0, Adds 3, WKDD, KSMB, WCIL, Y100 26-22, WERZ 24-17, FUN107 31-23.

**HAMMER "2 Legit 2 Quit" (Capitol)**

Reports: 83. Moves: Up 5, Debuts 17, Same 41, Down 0, Adds 20 including WXKS, WZOU, B97, WDFX, PWR106, KGGI, KUBE, PWRPIG 28-22, WJMO 37-30.

**JASMINE GUY "Just Want To Hold You" (WB)**

Reports: 81. Moves: Up 42, Debuts 7, Same 21, Down 11, Adds 0, WZOU 18-15, KBXX 4-2, WJMO 9-7, KOY-FM 5-3, HOT97 1-1, KBFM 16-8. See Parallels, moves 34-34 on the CHR chart.

**BELINDA CARLISLE "Do You Feel Like I Feel" (MCA)**

Reports: 77. Moves: Up 30, Debuts 19, Same 19, Down 0, Adds 9 including WLAN, WFMF, WOMP, KFRX, WKBO 27-21, G105 32-27, WPRR 31-23.

**CORINA "Whispers" (Atco/EastWest)**

Reports: 75. Moves: Up 51, Debuts 1, Same 20, Down 1, Adds 2, 95XXX, WMMZ, WZOU 22-18, HOT97 3-2, PWR96 29-21, FUN107 30-24.

**STORM "I've Got A Lot To Learn About Love" (Interscope)**

Reports: 74. Moves: Up 26, Debuts 15, Same 19, Down 0, Adds 14 including WNVZ, KDWB, WGTZ, KRNO, KJ103, KEGL 28-23, WCGQ 34-27.

**DESMOND CHILD "You're The Story Of My Life" (Elektra)**

Reports: 74. Moves: Up 41, Debuts 7, Same 26, Down 0, Adds 0, WERZ 22-16, WQUT 19-15, CK105 19-12, KHHT 29-20, WFFX 32-26, WHTO 22-17.

**SALT-N-PEPA "Let's Talk About Sex" (Next Plateau)**

Reports: 71. Moves: Up 46, Debuts 4, Same 15, Down 3, Adds 3, KHHT, KMCK, KFRX, WXKS 32-25, WZOU 7-3, WMPX 4-2, B96 1-1. See Parallels, moves 32-30 on the CHR chart.

**KENNY LOGGINS "Conviction Of The Heart" (Columbia)**

Reports: 69. Moves: Up 12, Debuts 10, Same 27, Down 0, Adds 20 including KBEQ, WMXF, WRHT, WZKS, WOVV, WYKS, WCGQ 39-31, WZYP 37-32.

**ROBBIE NEVIL "For Your Mind" (EMI)**

Reports: 69. Moves: Up 14, Debuts 12, Same 34, Down 0, Adds 9 including PWR95, WDFX, WQGN, XL1067, WJMO 39-35, WGRD 29-25.

**MARC COHN "True Companion" (Atlantic)**

Reports: 64. Moves: Up 14, Debuts 9, Same 32, Down 0, Adds 9 including PRO-FM, KISN, JET-FM, WCGQ, Q99.5, WERZ 29-21, WLAN 37-31.

**CECE PENISTON "Finally" (A&M)**

Reports: 64. Moves: Up 33, Debuts 5, Same 18, Down 0, Adds 8 including WDFX, WHYT, WRHT, KDON, WMMZ, WZOU 10-7, HOT97 4-1.

**BLUE TRAIN "All I Need Is You" (Zoo)**

Reports: 63. Moves: Up 38, Debuts 10, Same 11, Down 0, Adds 4, KZBB, WNPY, KFBQ, KMOK, PWR106 23-20, WPST 37-31, KZFM 38-28.

**CROWDED HOUSE "Fall At Your Feet" (Capitol)**

Reports: 83. Moves: Up 33, Debuts 6, Same 22, Down 0, Adds 2, WNCI, KZBB, WNNK 24-20, WLAN 21-15, KISR 28-24.

## MOST ADDED

- RICHARD MARX (170)
- GENESIS (157)
- COLOR ME BADD (107)
- LISA STANSFIELD (55)
- MOTLEY CRUE (51)
- LITA FORD (38)
- ROXETTE (33)
- PM DAWN (31)
- TOM PETTY (28)
- ROD STEWART (21)

## HOTTEST

- PRINCE & N.P.G. (104)
- MICHAEL BOLTON (84)
- BRYAN ADAMS (82)
- KARYN WHITE (80)
- EXTREME (54)
- NATURAL SELECTION (52)
- NAUGHTY BY NATURE (52)
- BOYZ II MEN (47)
- AMY GRANT (45)
- PM DAWN (39)

**VOICE OF THE BEEHIVE "Monsters & Angels" (London/PLG)**

Reports: 62. Moves: Up 21, Debuts 9, Same 25, Down 0, Adds 7 including KISN, WERZ, WSTW, KZZU, WPST 34-28, KWOD 13-10.

**LENNY KRAVITZ "Stand By My Woman" (Virgin)**

Reports: 59. Moves: Up 29, Debuts 5, Same 20, Down 0, Adds 5, WKSE, WKDD, KHHT, WJAD, KQMQ, WZOU 32-28, WQGN 29-22.

**LISA STANSFIELD "Change" (Arista)**

Reports: 58. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 55 including HOT97, WIOQ, PRO-FM, WPGC, PWR99, WNCI, PWR106, Q106, KMEL 32-28.

**STEVIE B "Forever More" (LMR/RCA)**

Reports: 56. Moves: Up 13, Debuts 8, Same 30, Down 1, Adds 4, FUN107, KKSS, WOMP, WFHT, WIOQ 26-22, WFMF 31-26, KZFM 35-27, KDON 38-30.

**MOTLEY CRUE "Home Sweet Home" (Elektra)**

Reports: 52. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 51 including Z100, Q105, WZPL, KDWB, KZBB, WZYP, KJ103, Q102 34-30.

**SCORPIONS "Send Me An Angel" (Mercury)**

Reports: 52. Moves: Up 9, Debuts 10, Same 13, Down 0, Adds 20 including WNVZ, KISN, PWR92, K92, CK105, JET-FM 20-15, WIOG 19-11.

**D.J. JAZZY JEFF & FRESH PRINCE "Ring My Bell" (Jive/RCA)**

Reports: 50. Moves: Up 29, Debuts 0, Same 16, Down 1, Adds 4, PWR96, KKSS, WBXX, KPSI, WIOQ 22-16, B96 23-17, WJMO 14-10.

## SIGNIFICANT ACTION

**MARKY MARK & THE FUNKY BUNCH "Wildside" (Interscope)**

Reports: 48. Moves: Up 27, Debuts 4, Same 1, Down 0, Adds 16 including KRBE, B97, HOT102, KIIS, PWR106, TIC-FM, WXKS 24-19, WZOU 24-10.

**LISETTE MELENDEZ "A Day In My Life (Without You)" (Fever/Columbia)**

Reports: 44. Moves: Up 33, Debuts 1, Same 10, Down 0, Adds 0, WZOU 19-11, HOT97 8-3, B96 17-11, WKSE 10-9, FUN107 19-8, B93 23-15.

**SHABBA RANKS "Housecall" (Epic)**

Reports: 43. Moves: Up 7, Debuts 8, Same 16, Down 0, Adds 12 including Z100, PWR96, KOY-FM, HOT977, B93, HOT97 20-16, WVKX 30-25.

**TRACIE SPENCER "Tender Kisses" (Capitol)**

Reports: 41. Moves: Up 14, Debuts 4, Same 9, Down 0, Adds 2, WWHT, KLYV, WIOQ 24-19, KBXX 8-5, KMEL 9-6.

**KLF "What Time Is Love?" (Arista)**

Reports: 39. Moves: Up 9, Debuts 5, Same 18, Down 0, Adds 7 including WZOU, WNVZ, WDFX, K96.7, WJMO 38-33, WCKZ 32-29, CK105 30-20.

**38 SPECIAL "Signs Of Love" (Charisma)**

Reports: 35. Moves: Up 1, Debuts 10, Same 13, Down 0, Adds 11 including KRXY, WLAN, WCGQ, KTUX, WKDD, WZYP d-38, WQUT d-31.

**SMOKEY ROBINSON "Double Good Everything" (SBK)**

Reports: 35. Moves: Up 6, Debuts 3, Same 20, Down 0, Adds 6, WZOU, Y100, WCKZ, WRHT, WGRD, WKFR, WLAN 38-32, 999KHI 40-29.

**ANGELICA "Angel Baby" (Quality)**

Reports: 32. Moves: Up 14, Debuts 6, Same 7, Down 0, Adds 5, PWR106, KMEL, I94, KCAQ, KRO, KTFM 12-8, KGGI 3-1.

**TOM PETTY & THE HEARTBREAKERS "Into The Great Wide Open" (MCA)**

Reports: 29. Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 28 including WAAL, JET-FM, WCGQ, WBBO, KKYK, WRQK.

**TINA TURNER "Love Thing" (Capitol)**

Reports: 29. Moves: Up 11, Debuts 6, Same 12, Down 0, Adds 0, WLAN 32-29, 999KHI 39-34, G105 34-30, WOKI 28-25, WRQK 19-10, KF95 39-35.

**ROBYN HITCHCOCK & THE EGYPTIANS "So You Think You're In Love" (A&M)**

Reports: 28. Moves: Up 4, Debuts 1, Same 17, Down 0, Adds 6, WNCI, WERZ, KNOE, KYYY, WAZY, KMGZ, WDJX 38-34, WCIL 32-26.

**ICY BLU "I Wanna Be Your Girl" (Giant/WB)**

Reports: 27. Moves: Up 8, Debuts 7, Same 9, Down 0, Adds 3, TIC-FM, WLAN, KNOE, B96 16-9, KS104 24-18, KLUC 9-4.

**VANILLA ICE / NAOMI CAMPBELL "Cool As Ice" (SBK)**

Reports: 27. Moves: Up 5, Debuts 1, Same 21, Down 0, Adds 0, B104 on-dp, WPGC on-dp, WOKI 21-19, WWHT 21-20, KDON 35-32.

**JODECI "Forever My Lady" (MCA)**

Reports: 21. Moves: Up 5, Debuts 4, Same 3, Down 0, Adds 9 including WHYT, KS104, HOT977, WQXA, KBFM, KBXX 2-1, FM102 19-11, KMEL 5-4.

**PARTY "In My Dreams" (Hollywood)**

Reports: 20. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 20 including Q102, FLY92, HOT95, CK105, KJ103.

**KID 'N PLAY "Ain't Gonna Hurt Nobody" (Select/Elektra)**

Reports: 19. Moves: Up 8, Debuts 3, Same 5, Down 0, Adds 3, WJMO, PWR106, WHTT, WPGC 29-26, KGGI d-25, TIC-FM 29-25, PWR102 24-20.

**BONNIE RAITT "I Can't Make You Love Me" (Capitol)**

Reports: 18. Moves: Up 0, Debuts 6, Same 5, Down 0, Adds 7 including Q102, WPST, I95, KKRD, KSND, Z102 d-38, KISR d-33.

**GRANDMASTER SLICE "Thinking Of You" (Jive)**

Reports: 17. Moves: Up 9, Debuts 2, Same 5, Down 1, Adds 0, WPGC 27-21, PWR96 d-33, WDFX 27-22, WHYT 6-4, Z90 20-13.

**R.E.M. "Radio Song" (WB)**

Reports: 15. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 14 including KPLZ, WLAN, K96.7, WZYP, KWOD, KZZU.

**ONE NATION "Love's Rock" (IRS)**

Reports: 15. Moves: Up 2, Debuts 1, Same 10, Down 0, Adds 2, WNVZ, WPST, WLAN 39-34, WWFX on, KISR on, 99K d-40.

**JULIAN LENNON "Saltwater" (Atlantic)**

Reports: 13. Moves: Up 1, Debuts 0, Same 4, Down 0, Adds 8 including WERZ, 999KHI, WSTW, WABB, KROC, KWOD 29-25.

**ERASURE "Chorus (Covered Up The Sun)" (Sire/Reprise)**

Reports: 13. Moves: Up 4, Debuts 0, Same 2, Down 0, Adds 5, KPLZ, KUBE, WRHT, HOT949, ZFUN, PWR99 16-13, B96 19-15, CK105 32-26.

**ESCAPE CLUB "So Fashionable" (Atlantic)**

Reports: 13. Moves: Up 1, Debuts 4, Same 8, Down 0, Adds 0, KZFM d-40, WRHT d-36, WDJX d-39, WZKS d-36, KWOD 28-24.

**ROBBIE ROBERTSON "What About Now" (Geffen)**

Reports: 12. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 12 including WLAN, 999KHI, WPST, WHTO, KPXR, KTRS.

**KYM SIMS "Too Blind To See It" (Atco/EastWest)**

Reports: 12. Moves: Up 1, Debuts 1, Same 1, Down 0, Adds 9 including WZOU, WMXF, KRBE, B96, Q106, WVKX, B95, HOT97 34-31, PWR99 d-32.

**ELECTRIC LIGHT ORCHESTRA PART II "For The Love Of A Woman" (Scotti Bros.)**

Reports: 12. Moves: Up 0, Debuts 1, Same 11, Down 0, Adds 0, WLAN on, KF95 on, WHTO d-38, KQIZ on, WJMX on.

**DIGITAL UNDERGROUND "Kiss You Back" (Tommy Boy)**

Reports: 11. Moves: Up 5, Debuts 1, Same 0, Down 0, Adds 5, WJMO, KOY-FM, WCKZ, WWHT, PWR102, WPGC 30-25, KBXX 23-16, Q106 19-15.

**CRASH TEST DUMMIES "Superman's Song" (Arista)**

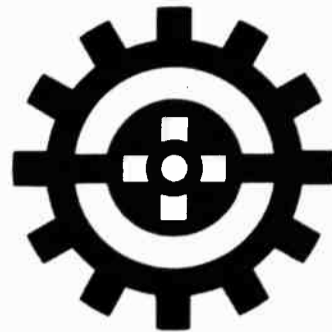
Reports: 11. Moves: Up 6, Debuts 0, Same 4, Down 1, Adds 0, KF95 34-30, KWOD 5-5, WBXX 39-36, KYYY 12-2, WCIL 28-14.

**PRINCE & NEW POWER GENERATION "Gett Off" (Paisley Park/WB)**

Reports: 11. Moves: Up 7, Debuts 0, Same 2, Down 2, Adds 0, WMPX 3-3, B96 11-5, KXXR 36-34, KIIS 18-15, WVKX 34-26.



# GET YOUR ASS IN



Gear up for  
just a touch of love

The latest single off "Gonna Make You Sweat"—the ground-breaking,  
worldwide 5x platinum album that already gave you three #1 hits.

Will Just a Touch of Love be just as big?

You bet your ass!

## C&C MUSIC FACTORY

Written by Robert Cliviles. Produced, arranged and mixed by Robert Cliviles and David Cole for Cole/Cliviles Music Enterprises.

Management: Barbara Warren-Pace for Cole/Cliviles Music Enterprises in Association with 23 West Entertainment, Inc.

COLUMBIA

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**DECEMBER 1989**

VIRGIN SHIPS **THE WAY YOU DO THE THINGS YOU DO**  
FROM THE MOTION PICTURE SOUNDTRACK *BLACK RAIN*  
AND THE UB40 ALBUM **LABOUR OF LOVE II**.

# GROOVIN'

**DECEMBER 1990**

ONE YEAR LATER, **THE WAY YOU DO THE THINGS YOU DO**  
PEAKS AT **NO. 6** IN BILLBOARD.

**JANUARY 1991**

**HERE I AM** IS RE-RELEASED.  
**LABOUR OF LOVE II** IS APPROACHING **PLATINUM**  
AT **900,000** IN SALES.

**SEPTEMBER 1991**

NINE MONTHS LATER, **HERE I AM** PEAKS AT **NO. 6**  
IN BILLBOARD AND IS THE **NO. 1** RECURRENT AIRPLAY  
RECORD IN THE COUNTRY FOR FIVE WEEKS.  
**LABOUR OF LOVE II** HAS BEEN ON THE CHARTS  
FOR **92 WEEKS** AND HAS SOLD  
OVER **1.4 MILLION** COPIES.



**OCTOBER 1991**

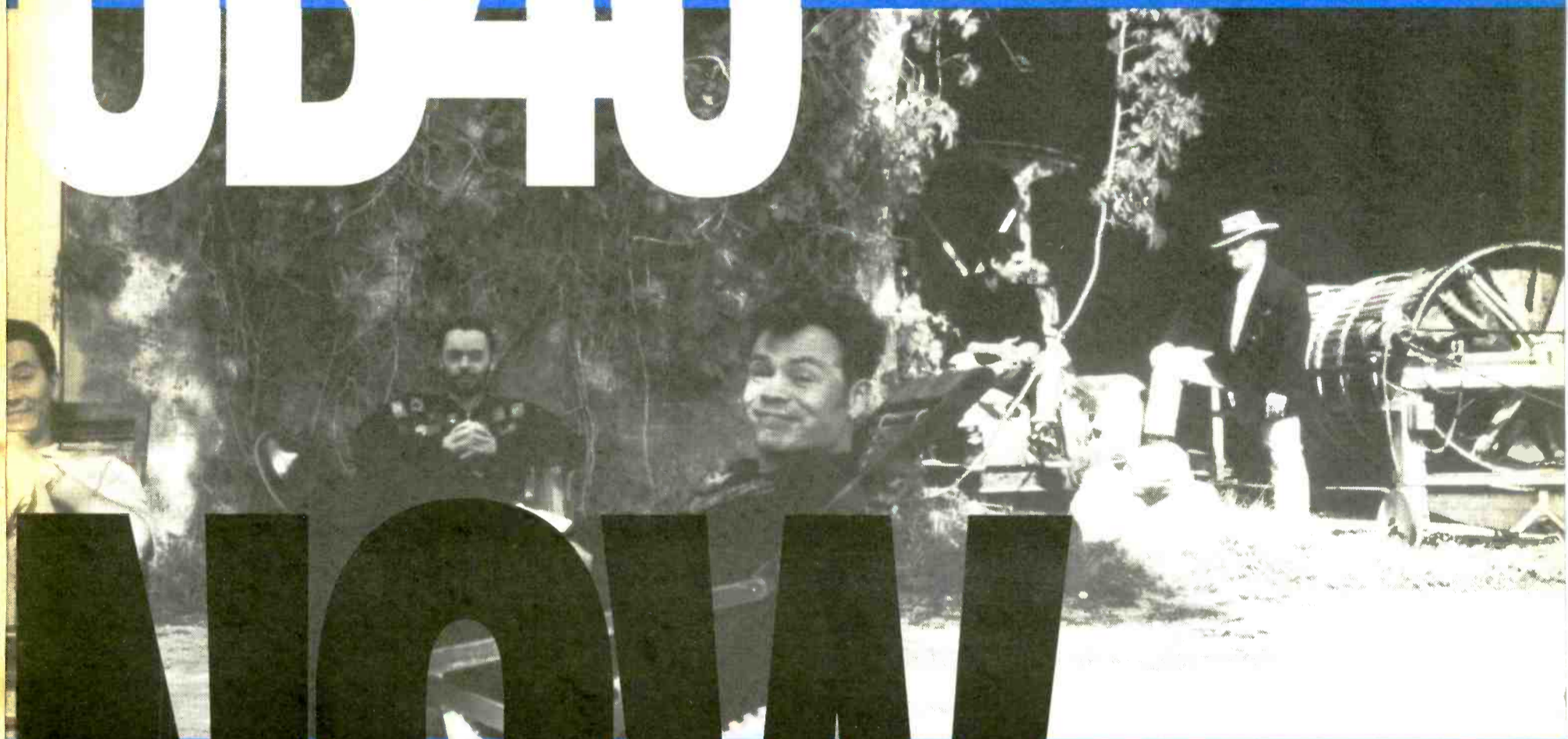
**GROOVIN'** IS THE NEW SINGLE FROM UB40.

Virgin

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TOWARDS OUR 3RD CHRISTMAS WITH

**UB40**



**NOW**

ADD IT BEFORE CHRISTMAS



## NATIONAL AIRPLAY OVERVIEW

### CHR

3	2	1	WKS	WKS	LW	TW
2	2	2	1			
1	1	1	2			
12	6	4	3			
4	3	3	4			
13	10	6	5			
6	5	5	6			
14	11	8	7			
—	22	14	8			
21	16	13	9			
17	14	11	10			
25	19	15	11			
15	13	12	12			
23	20	17	13			
—	—	26	14			
26	21	18	15			
29	23	19	16			
<b>BREAKER</b>			17			
9	9	10	18			
7	7	9	19			
<b>BREAKER</b>			20			
—	—	29	21			
<b>BREAKER</b>			22			
40	31	28	23			
27	25	24	24			
—	34	30	25			
3	4	7	26			
5	8	16	27			
—	40	36	28			
—	38	33	29			
37	33	32	30			
11	18	22	31			
18	17	23	32			
<b>BREAKER</b>			33			
39	36	34	34			
<b>BREAKER</b>			35			
—	—	40	36			
<b>DEBUT</b>			37			
<b>DEBUT</b>			38			
<b>DEBUT</b>			39			
<b>DEBUT</b>			40			

N&A Pg. 104; Playlists Pg. 90; Parallels Pg. 95; Parallel Chart Analysis Pg. 102

### ADULT CONTEMPORARY

3	2	1	WKS	WKS	LW	TW
17	7	2	1			
4	2	1	2			
14	11	5	3			
13	8	6	4			
21	16	10	5			
3	3	4	6			
1	1	3	7			
6	6	7	8			
22	19	12	9			
2	4	8	10			
5	5	9	11			
29	25	20	12			
28	23	18	13			
9	10	11	14			
18	17	15	15			
20	20	17	16			
—	29	25	17			
24	21	19	18			
—	30	26	19			
25	24	22	20			
23	24	21	21			
11	12	14	22			
10	13	16	23			
<b>BREAKER</b>			24			
<b>DEBUT</b>			25			
30	28	27	26			
—	—	30	27			
8	9	13	28			
<b>DEBUT</b>			29			
<b>DEBUT</b>			30			

New & Active Pg. 81  
Adds & Hits Pg. 82  
Associate Reporters, Full-Service Pg. 83

### URBAN CONTEMPORARY

3	2	1	WKS	WKS	LW	TW
4	2	1	1			
9	5	4	2			
13	12	5	3			
12	11	6	4			
10	7	7	5			
15	15	8	6			
22	18	11	7			
19	17	10	8			
3	1	2	9			
5	3	3	10			
23	20	15	11			
17	16	12	12			
40	27	20	13			
14	14	13	14			
25	21	17	15			
28	23	18	16			
29	24	19	17			
30	26	23	18			
37	28	24	19			
—	40	31	20			
—	35	26	21			
24	22	21	22			
38	33	27	23			
—	34	30	24			
36	30	25	25			
<b>BREAKER</b>			26			
—	—	35	27			
—	—	36	28			
6	6	9	29			
<b>BREAKER</b>			30			
—	32	32	31			
—	37	37	32			
—	—	40	33			
2	4	14	34			
—	—	39	35			
8	8	16	36			
—	38	38	37			
<b>DEBUT</b>			38			
35	29	28	39			
<b>DEBUT</b>			40			

New & Active, TOP 10 Recurrents Pg. 86

### NEW ROCK

LW	TW	1	2	3	4	5	6	7	8	9	10
2		1									
3		2									
1		3									
4		4									
5		5									
12		6									
7		7									
10		8									
6		9									
8		10									

Complete TOP 30 New Rock Chart Pg. 76

### NAC

LW	TW	1	2	3	4	5	6	7	8	9	10
1		1									
2		2									
3		3									
6		4									
4		5									
5		6									
7		7									
9		8									
11		9									
12		10									

Complete TOP 30 NAC Chart Pg. 84

### CONTEMPORARY JAZZ

LW	TW	1	2	3	4	5	6	7	8	9	10
1		1									
2		2									
6		3									
4		4									
5		5									
7		6									
7		7									
9		8									
14		9									
8		10									

Complete TOP 30 Contemporary Jazz Chart Pg. 84

### AOR TRACKS

3	2	1	WKS	WKS	LW	TW
3	1	2	1			
5	2	1	2			
—	—	3	3			
13	9	5	4			
23	16	11	5			
<b>BREAKER</b>			6			
8	8	7	7			
16	10	10	8			
7	6	6	9			
4	5	4	10			
2	4	8	11			
29	17	16	12			
17	14	13	13			
18	15	14	14			
<b>BREAKER</b>			15			
26	19	18	16			
1	3	9	17			
27	18	19	18			
28	20	20	19			
<b>BREAKER</b>			20			
39	29	25	21			
12	12	12	22			
25	22	22	23			
42	32	26	24			
10	13	17	25			
35	33	30	26			
41	31	28	27			
38	35	32	28			
24	23	23	29			
44	37	31	30			
11	11	15	31			
47	39	34	32			
—	—	38	33			
30	30	27	34			
52	43	36	35			
43	40	37	36			
—	58	48	37			
—	53	41	38			
55	46	40	39			
51	45	39	40			

Complete TOP 60 Tracks Chart Pg. 75; LP Chart Pg. 78

### COUNTRY

3	2	1	WKS	WKS	LW	TW
6	4	2	1			
13	8	5	2			
7	2	1	3			
11	6	4	4			
9	5	3	5			
14	10	7	6			
17	11	9	7			
21	15	11	8			
23	20	12	9			
—	36	17	10			
22	19	15	11			
18	16	13	12			
10	7	6	13			
29	23	18	14			
12	9	8	15			
26	25	19	16			
40	28	22	17			
25	24	20	18			
19	18	16	19			
38	33	23	20			

### BREAKERS

<b>BREAKER</b>	34	DOLLY PARTON/Eagle When She Flies (Columbia)
<b>BREAKER</b>	35	COLLIN RAYE/Love, Me (Epic)
<b>BREAKER</b>	36	KATHY MATTEA/Asking Us To Dance (Mercury)
<b>BREAKER</b>	39	SAMMY KERSHAW/Cadillac Style (Mercury)
<b>BREAKER</b>	40	MARY-CHAPIN CARPENTER/Going Out... (Columbia)

### DEBUTS

<b>DEBUT</b>	46	HAL KETCHUM/I Know Where Love Lives (Curb)
<b>DEBUT</b>	47	MARK CHESNUTT/Broken Promise Land (MCA)
<b>DEBUT</b>	48	ROY ROGERS & CLINT BLACK/Hold On Partner (RCA)
<b>DEBUT</b>	49	MARK COLLIE/She's Never Comin' Back (MCA)
<b>DEBUT</b>	50	DEAN DILLON/Don't You Even (Think About...) (Atlantic)

Complete TOP 50 Country Chart Pg. 68;  
Country Song Information Index Pg. 70