

I N S I D E:

**MORE \$\$ WOES
AT JACOR?**

Just over a year after a \$100 million refinancing, **Jacor** has been forced to negotiate a new debt restructuring.

Page 4

**HOW TO MAKE MONEY
WITH NEW ROCK**

"If you pigeonhole this as an alternative format, you're going to get alternative dollars," warns **91X/San Diego's Mike Glickenhau**s, who reveals how his station attracts consistently high revenues.

Page 55

SALES EVOLUTION

Anticipating the changes affecting agencies, retailers, and manufacturers can make the difference between success and failure. **Chris Beck** explains.

Page 26

THE COUNTRY ROLLS

More Americans listened to Country than CHR or AOR, according to **R&R's** Fall Format Performance Review. News/Talk and New Rock also posted significant audience gains.

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IN THE NEWS...

- **John Patton** Prez at Bonneville; **Ford Colley** PD at WTMX/Chicago
- **Jim Smith** VP/Sales & Mktg. at Strategic Radio
- **Chuck Santoni** upped to PD at WLLZ/Detroit
- **Bill Stairs** PD at KIOI/SF
- **Craig Johnson** elevated to PD at KMXI/Portland
- **KRSR/Dallas** goes Country
- **KLXK/Mpls.** flips to AOR
- **Doug Baker** PD at WSIX/Nashville

Page 3, 18, 20

Newsstand Price \$6.00



R&R

RADIO & RECORDS

Attack On The Budget-Busters

Stations continuing to tighten belts in uncertain economic times; **KCMO/KC** turns unsold avails over to programming

First in a two-part series.

According to industry analysts, 1991 was the radio industry's worst ad year since World War II. Although the new year has brought increased hope of economic recovery, an exclusive **R&R** survey of key radio stations around the country indicates that station managers are hedging their bets and cutting their costs.

"I'm glad 1991 is gone, and I'm looking forward to the first

**Urban Joins RCA
As Sr. VP/Ops**

Eighteen-year industry vet **Ron Urban** has returned to **RCA Records** as Sr. VP/Operations. He will be based in New York and report to President **Joe Galante**.



Urban

Galante said, "Ron brings a wealth of knowledge to our team as well as an understanding of the structure at **BMG**. His experience will help us in building our label for the future."

"I'm pleased to be rejoining the **RCA** team," said **Urban**. "Under **Joe's** direction, the label is poised to develop into a diversified powerhouse company. My experience in the industry and familiarity with **RCA Records** will enable me to make a positive contribution to the success of this company."

Urban was most recently Exec. VP/GM of **EMI Records** prior to its consolidation into **EMI Records North America**. Before that, he served as VP/Finance & Administration at **Arista Records**. His background also includes a tour of duty with **PolyGram Records** and a seven-year stint at **RCA**.

"A company's ability to survive is defined by the bad years, not the good years."
—**Milton Maltz**

quarter to end," lamented **KFMF/Chico, CA** GM **Jeff Kragel**. "Business has been very discouraging. With all the work we do to make this the best-sounding, most-listened-to radio station, it doesn't mean a rat's ass if the dollars aren't there. Our national business was off over 22% last year."

Overall, **Kragel** estimated **KFMF** trimmed \$100,000 from its budget. "That's about what we were off last year. And if we take a similar hit in '92, who knows? We might be gone. But I certainly don't expect that to happen."

Management Test

Malrite Communications Chairman/CEO **Milton Maltz**

**It's Official: KMPC/L.A.
Flips To All-Sports Format**

Legendary station uses its Angels, Rams, UCLA affiliations as anchor for new format

KMPC/Los Angeles — the legendary station that gained fame with big-name personalities and sports programming — will drop its MOR format in favor of all-Sports. The transition will be completed before the start of the spring Arbitron.

Golden West Broadcasters President/**KMPC** GM **Bill Ward** said the change had been con-

sidered for "a long time." He added that the station used **Critical Mass Media** and its execs **Randy Michaels** and **Joel Lind** for the last four months to conduct market research in preparation for the change.

"We've got hundreds of hours of play-by-play every year, and it's increasingly difficult to recycle audience into any other format," said **Ward**. "**WFAN/New York** and **WIP/Philadelphia** have had much success as all-Sports stations, and we have a lot more play-by-play resources than either of them had when they entered the format."

Ward said longtime morning **KMPC/See Page 29**

**Tenenbaum New
MCA Senior
VP/Promotion**

Impact Records Sr. VP/Promotion **Bruce Tenenbaum** has been appointed to a similar position at **MCA Records**. He succeeds former Sr. VP/Product Development & Promotion **Steve Meyer**, who exited last month. **MCA** also extended its long-term distribution deal with **Impact**.

"I'm very excited about **Bruce's** appointment," said label President **Richard Palmese**. "He brings hands-on experience and leadership qualities to the label in one of the most competitive periods in our industry's history. His skill in obtaining the important exposure our artists need to build their careers will be a great asset."

TENENBAUM/See Page 29



Tenenbaum

**MTV, R&R To Debut
Music News Service****Joint fax venture hits stations Monday**

MTV and **R&R** have teamed up to produce a weekly fax newsletter for radio. Beginning February 3, the **MTV/R&R MUSIC FAX** will hit the desks of more than 1000 industry and media executives each Monday morning with artist news, bite-size airworthy factoids and quotes, and previews of **MTV** events.

R&R Publisher **Bob Wilson** commented, "We're excited to be a part of this new music news service. Using **R&R's** proprietary **HOT-FAX** delivery system, **MTV/R&R MUSIC FAX** brings our individual newsgathering strengths together, benefiting radio stations and their listeners."

Added **MTV** Sr. VP/Marketing **Harriet Seidler**, "MTV has the largest international news organization in the world of music and pop culture, and we're thrilled to share these resources to further our partnership with radio. **Radio & Records** is the most credible and capable partner we could hope for."

**KUKQ & KUPD
Settlement Looms**

A settlement agreement pending before the **FCC** may lead to new ownership for **KUKQ & KUPD/Tempe (Phoenix), AZ**. A federal appeals court last week sent the long-running dispute back to the Commission, which had found current owner **Tri-State Broadcasting Co. Inc.** unfit to be a licensee.

Under the proposed settlement, former owners **Jack** and **KUKQ & KUPD/See Page 29**

'91 Business Review

Begins Page 10

A Movie For All Ages...A Song For All Time

Beauty and the Beast

From The Original Motion Picture Soundtrack
On Walt Disney Records

*Winner of the Golden Globe Award for
Best Original Song from a Motion Picture*



Performed by

Celine Dion
and
Peabo Bryson



Produced by Walter AfanasiEFF

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Capitol Nashville Takes Liberty As New Identity

Capitol Nashville, the home of such Country staples as Garth Brooks, Tanya Tucker, and Eddie Rabbitt, officially changed its name to Liberty Records last week, adopting the moniker of the once-retired — and EMI-owned — label started by Al Bennett in 1955. The change will be reflected immediately on all new and current product.



Liberty President Jimmy Bowen

said the switch was made to bring a better focus, fewer preconceptions, and wider recognition to the strides currently being achieved by the label, which remains a part of the EMI North America Record Group. "We're not the country division of Capitol Records. This kind of misconception has resulted in an identity loss," stated Bowen, pointing out that Liberty is the only autonomous Nashville-based major label with business affairs and financial departments and the ability to make independent contractual and financial decisions.

The name change also coincides with Liberty's plans to expand into the alternative music field under the guidance of newly hired VP/Alternative Charlie Lico (R&R 1/24). The first release to bear the Liberty label will be the March debut by the South African band Zulu Spear. Approximately 60 other titles will follow later this year.

COLLEY WTMX PD

Bonneville Names Patton As Pres.



Patton Broadcast Management President John Patton has been appointed President of Bonneville Broadcasting System, the same division of Bonneville International Corp. he headed in the early 1980s. He'll assume most of the duties previously handled by former President/CEO James Opsitnik, who left in November (R&R 11/22/91).

Meanwhile, WTMX/Chicago interim PD/Bonneville AC PD Ford Colley has been officially named PD of the Windy City AC outlet. He succeeds Lorna Ozmon, who has already exited.

In making the Patton announcement, Bonneville International Corp. Sr. VP/Bonneville Major Market Radio Group President Jack Adamson commented, "John's both a futurist and a realist. This division can lead the way for radio stations in the very difficult business environment we all face."

Noted Patton, "I'm delighted to be back with Bonneville. BBS has a rich heritage in B/EZ and, in recent years, has developed a track record in other formats. My first task will be to find out how we can better service our customers and fulfill their needs."

Colley told R&R, "It's a wonderful programming opportunity in one of the best radio markets in the country. The possibilities for the vision we've planned are endless. There are many other people out there who would like to be sitting in this chair. I'm lucky and honored to have been chosen."

Patton previously managed KKHT/Houston and WKSG/Detroit. Before joining Bonneville two years ago, Colley programmed WBBM-FM/Chicago and was MD at crosstown outlets WLUP and WIND.

BAKER/See Page 29

Royal Couple



Exercise guru Richard Simmons (r) brought his unique form of entertainment to a recent installment of Mutual Broadcasting's late-night interview/call-in program, "The Larry King Show."

Smith Heads To Strategic Radio

Longtime radio exec Jim Smith has joined Chicago-based Strategic Radio Research as VP/Sales & Marketing.

"Since our company began, we've been growing consistently at about 20%-30% a year," stated company President Kurt Hanson. "Thus far most of our sales growth has come from word-of-mouth recommendations from successful clients. With a radio professional like Jim on board, it's possible that our rate of growth will increase even more."

"Strategic's commitment to quality in every step of the research process is the best I've seen in the industry," said Smith. "I'm proud to be part of such a quality operation and I think the sales potential is unlimited."

Smith most recently was Director/Marketing for Profit Plus, a developer of software for radio stations. He has also been VP/GM of KFRC & KXXX/San Francisco, WKQX/Chicago, and KBEQ/Kansas City.

PEARMAN PD

KRSR/Dallas Flips To Country Format

KRSR/Dallas became the market's third Country FM and fourth format outlet overall Monday (1/27) when the Alliance Broadcasting property switched from AC "Star 105" to "Young Country 105.3" New calls are being sought. KQAM & KEYN/Wichita OM Dan Pearman is the station's new PD, succeeding the exiting Bill Pasha. Pearman joins recently appointed VP/GM Scott Savage (R&R 1/24).

Pearman told R&R, "Installing a new format for a new company with all new people is a once-in-a-lifetime opportunity. I couldn't be more excited about a job than I am right now."

"The three top stations in Dallas are Country, and more country records are sold here than anywhere else. We're going to give it to them in a way none of the other stations do. We'll be a high-profile, highly interactive station playing

KRSR/See Page 29

JANUARY 31, 1992

TRICKS OF THE TRADE

According to John Parikhal, understanding radio's four major elements — demography, consumer behavior, appropriate strategy, tactics — will keep you on a steady course.

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Note New Area Code
Subscription Information 310-553-4330

R&R is published weekly, except the week of December 25th. Subscriptions are available for \$275.00 per year in the United States or \$695.00 overnight delivery (U.S. funds only). \$295.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records, Inc., at 1930 Century Park West, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms AOR, AOR Tracks, Back Page, Breakers, Most Added, National Airplay/30, Parallels, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records © 1992. POSTMASTER: Send address changes to R&R, 1930 Century Park West, Los Angeles, California 90067.

65% Attendance Increase Expected For RAB Confab

More than 1100 radio sales executives were expected in Nashville for the RAB's 1992 Managing Sales Conference (January 30 to February 2), a dramatic 65% increase from last year's Persian Gulf War-depressed turnout of 666.

"The war definitely was a factor," RAB President Gary Fries told R&R. But he said the gain in preregistrations also was due in part to this year's theme, "Radio Survival School," with its emphasis on sales techniques to battle the nation's economic recession. Fries said the sessions have been designed to give attendees ideas they can use immediately.

Responding to complaints last year that the sprawling Opryland Hotel inhibited contact between new participants and industry veterans, the RAB has introduced a private cocktail lounge for after-hours socializing. Herb's Place, featuring life-size cardboard cut-outs of conference Chairman and Granum Communications President Herb McCord, will be open each night of the conference.

'Jazzier' Events

Despite complaints from exhibitors last year, Fries said he was unable to persuade the hotel to move the basement-level exhibit hall to a more accessible location. However, Fries — who took the helm in October — promised "jazzier" events to draw foot traffic into the exhibit hall and said the number of exhibitors has doubled from last year.

Fries also reported an increase in RAB membership. After hitting a low of 2760 in October, membership stood at 2866 on Monday

(1/27). "We're probably the only trade association in any of the me-

dia that's growing right now," he said.

The RAB bids goodbye to Nashville after this conference. Beck-Ross Communications President Jim Champlin will be Chairman of the 1993 gathering, slated to be held at Dallas's Loews Anatole Hotel.



Douglas Closes L.A. FM 'Trimulcast'

Douglas Broadcasting President N. John Douglas (center) has created the nation's first FM "trimulcast" with his acquisition of two Southern California stations on the same frequency as Douglas's KMAX/Arcadia, CA — 107.1 MHz. The three signals cover the Los Angeles area from Santa Barbara in the north to Escondido in the south. Pictured with Douglas at the dual closing are KAGR/Ventura seller Jim Sylvester (l) and KMLO/Fallbrook seller Bob Jacobson. Both deals were brokered by Mark Jorgenson of Jorgenson Broadcast Brokerage.

WARC PREVIEW

Ambassador Hopeful About DAB Allocation

Ambassador Jan Baran said he's optimistic about chances for agreement on a DAB allocation as he prepared to leave Washington for Torremolinos, Spain, where the World Administrative Radio Conference begins Monday (2/3).

Although the U.S. stands alone in proposing a satellite DAB band at 2300 MHz, Baran said, "We had expressions of relief from Japan and

Europe that at least we were closer to their proposals [2500 MHz] than L-band [1500 MHz]." But the head of the U.S. WARC delegation conceded the first order of business is to try to come to terms with Canada and Mexico, which are still pushing L-band. "It's important to resolve our differences hemispherically," he said. "What we have in common is that we want the technology to be available."

Baran said it appeared France would break ranks with most other European countries and support L-band DAB, but added he was unaware of rumors that the Netherlands would also support L-band. Other known L-band backers include Australia and most Latin American nations.

Asked if it's possible the WARC will allocate several DAB bands for different parts of the world, Baran said, "I don't consider it likely or inevitable, but it certainly is a possibility." He refused to comment on whether the U.S. would exempt itself if an L-band DAB allocation is approved. The Bush administration has insisted that military and civilian aircraft telemetry can't be moved from the band to open space for DAB.

With the recent crumbling of the East Bloc (at least six WARC delegations are expected from republics of the former Soviet Union), Baran said he expected a "higher degree of openness and flexibility on everyone's part than may have existed in the past." The conference is scheduled to run through March 3.



DC REPORT

PAT CLAWSON

Jacor Negotiating New Deal

Jacor Communications said it's negotiating a new debt restructuring with its lenders just 13 months after successfully concluding a \$100 million refinancing. Jacor officials said declining advertising revenues have left the company "unable to meet the financial covenants in its credit agreement."

Company officials also stated in an SEC filing, "The company has requested from its senior lenders a waiver of this resulting default. The lenders, however, have so far declined to grant such a waiver, and instead are focusing on discussions with the company over a restructuring of Jacor's debt obligations into a capitalization that is designed for a longer term."

Jacor CEO Terry Jacobs wasn't available for comment about possible station sales, but the company's statement blamed the financial woes on the nation's sluggish economy. Last week NASDAQ stock market officials extended an exception to listing standards that allows Jacor stock to continue trading.

AT&T Overhauls Radio Lending Group

AT&T Commercial Finance will close its Media Group division offices in Atlanta and Portland, OR on June 30 as part of a sweeping reorganization that consolidates all lending to its Morristown, NJ headquarters.

"There's no truth whatsoever to rumors that we're exiting the radio lending business," Media Group VP/GM Steve Turpin told R&R. He said the reorganization is intended to streamline operations and generate "some fairly significant numbers in volume production this year." About 85 employees in Portland and 12 in Atlanta will be affected. Most will be offered the opportunity to keep their jobs by relocating to New Jersey.

Meanwhile, AT&T continues to strong-arm delinquent borrowers. Earlier this month, former Chapman Associates President Bill Cate lost control of WMOG-AM & FM/Brunswick, GA after AT&T sued. Lee Mitchell has been appointed receiver of the combo.

Olympia Sale Plans Snagged

Olympia Broadcasting's plans to sell KYAK & KGOT/Anchorage and KIAK-AM & FM/Fairbanks to Alpha & Beta Communications for \$1.2 million are in limbo following a Seattle bankruptcy court hearing last Friday (1/24).

The court ordered the sale scuttled at the request of receiver Archie Kovanen because of continuing clashes between senior secured creditor Barclays Bank and junior lender Greyhound Financial. Greyhound repeatedly complained that the deal wasn't rich enough and wanted to be paid before Olympia completes its reorganization.

"The secured creditors couldn't decide by themselves how to divide the proceeds, and we couldn't get approval of the sale. Now it'll all be in Barclays' and Greyhound's hands to put the deal together," Kovanen said.

No hearing date has been set on a proposed sale of the Olympia Broadcasting Networks division to Stephen Bunyard for \$5.98 million in cash and notes. Kovanen expects action next month when a reorganization plan is presented.

Other market action this week:

- Robert F.X. Sillerman said Legacy Broadcasting has successfully completed a \$6 million private placement. He added that his planned purchase of several Edens Broadcasting stations with Norm Feuer's Force II "is still winding its way to a productive close, we hope." He blamed financing difficulties for a delay in closing the transaction.

- Chapter 11 casualty Tak Communications has filed a lenders liability suit against the FDIC in its capacity as receiver for Bank of New England. Tak contended it was forced into bankruptcy when BONE first refused to allow the company to tap its credit line for an interest payment in January 1990, then accelerated the loan and demanded payment of \$170 million in full. Tak is demanding \$175 million in damages for breach of contract and negligence. The FDIC has not yet responded.

- Louisiana broadcaster Joe Costello denied he's shopping WRNO/New Orleans, but admitted he wants to sell shortwave sister station WRNO Worldwide because he's "been running into brick walls" selling it to advertisers. The asking price for the 100kw global boomer — which is heard in dozens of countries — is \$2.5 million. "We've been around for a decade and we've got squatters' rights on certain frequencies," Costello said.

- Wilks-Schwartz Communications has successfully closed a \$10 million private placement of senior secured notes with institutional lenders with the aid of Oppenheimer & Co. Inc.

FCC Slaps WMCA With Hefty Sponsor ID Fine

The FCC has fined Salem Media's WMCA/New York \$12,500 for violating the agency's sponsor identification rules. According to the Commission, the Religious station repeatedly broke the regulation by failing to tell listeners the weekly "Healthline" show was a brokered program purchased by its host, Dr. Stuart Berger.

Although Salem took steps to correct the violation after being contacted by the FCC, the agency said the company would not "be excused from past violations because of subsequent remedial actions." Salem executives and their attorney did not return R&R's calls. However, according to a WMCA staffer, the last "Healthline" aired this past weekend.

In other enforcement action, the FCC:

- Renewed the licenses of Toledo Broadcasting's WSPD & WLQR/Toledo but will require the stations to file regular EEO progress reports. According to the agency, WSPD & WLQR failed to recruit qualified black candidates for upper-level jobs.

- Renewed the licenses of L.M. Communications' WLXG &

WCOG/Lexington. In granting the renewal, the agency rejected an EEO-based petition to deny filed by the NAACP and the National Black Media Coalition. However, the agency admonished the stations to improve their minority employment efforts.

- Upheld a \$15,000 EEO fine levied against Culpepper Communications' WPFM/Panama City, FL in 1990 for repeated failure to recruit minority employees. Culpepper never responded to the agency's original fine notice.

- Upheld a \$5000 fine imposed on Heart Of Texas Communications, the former licensee of KYZZ (now KOOC)/Belton, TX, for failure to deliver announced contest prizes. Heart Of Texas, which never answered the original 1991 fine notice, reportedly is bankrupt.

A N D

WARNER/CHAPPELL MUSIC

CHR

5	4	WKS	WKS	LW	TW	
4	3	1				1 MARIAH CAREY/Can't Let Go (Warner/Chappell)
18	11	4				2 G. MICHAEL & E. JOHN/Don't Let The Sun (Warn./Chapp.)
23	18	5				3 PRINCE & N.P.G./Diamonds And Pearls (Warner/Chappell)
1	1	2				4 MICHAEL JACKSON/Black Or White (Warner/Chappell)
25	19	9				5 KARYN WHITE/The Way I Feel About You (Warn./Chapp.)
16	13	8				6 U2/Mysterious Ways (Warner/Chappell)

AOR TRACKS

5	4	WKS	WKS	LW	TW	
1	1	1				1 U2/Mysterious Ways (Warner/Chappell)
2	2	2				2 VAN HALEN/Right Now (Warner/Chappell)

ADULT CONTEMPORARY

5	4	WKS	WKS	LW	TW	
8	3	3	1			1 MARIAH CAREY/Can't Let Go (Warner/Chappell)

NEW ROCK

LW	TW	
10	1	1 U2/Achtung Baby (Warner/Chappell)

COUNTRY

5	4	WKS	WKS	LW	TW	
14	13	5				1 DOUG STONE/A Jukebox With A (Warner/Chappell)

P1 Major Markets

LW	TW	
1	1	1 MARIAH CAREY/Can't Let Go (Warner/Chappell)
4	2	2 PRINCE & N.P.G./Diamonds And Pearls (Warner/Chappell)

P2 Secondary Markets

LW	TW	
2	1	1 MARIAH CAREY/Can't Let Go (Warner/Chappell)
4	2	2 G. MICHAEL & E. JOHN/Don't Let The Sun Go (Warn./Chapp.)
7	3	3 PRINCE & N.P.G./Diamonds And Pearls (Warner/Chappell)
1	4	4 MICHAEL JACKSON/Black Or White (Warner/Chappell)

P3 Smaller Markets

LW	TW	
2	1	1 MARIAH CAREY/Can't Let Go (Warner/Chappell)
6	2	2 G. MICHAEL & E. JOHN/Don't Let The Sun Go (Warn./Chapp.)
5	3	3 U2/Mysterious Ways (Warner/Chappell)
9	4	4 PRINCE & N.P.G./Diamonds And Pearls (Warner/Chappell)
1	5	5 MICHAEL JACKSON/Black Or White (Warner/Chappell)

UNBELIEVABLE
UNPRECEDENTED
UNPARALLELED

WARNER/CHAPPELL MUSIC, INC

A TIME WARNER COMPANY



The Research Group.

Out of date.

(Research every 6 to 12 months.)



Strategic Radio Research.

Up to date.

(Fresh research every week, all year long.)

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

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

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

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STAR

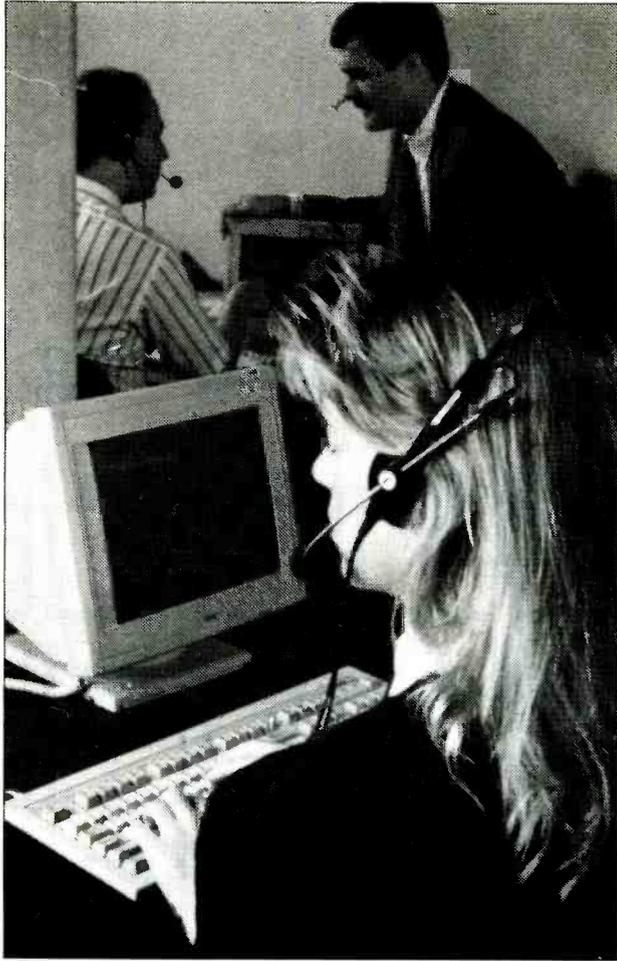
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DMR
Direct Marketing Results

The marketing edge of the 90's

TRANSACTIONS

California FM Joins Westcoast

Small deals dominate week's weak trading action

Deal Of The Week

KKUS/San Luis Obispo, CA
PRICE: \$800,000
TERMS: Asset sale
BUYER: Westcoast Broadcasting Inc., headed by Larry Woods. He owns KJUG-AM & FM/Tulare, CA.
SELLER: Cabrillo Communications Inc., owned by Richard Mason
FREQUENCY: 98.1 MHz
POWER: 3 kw at 1624 feet
FORMAT: AC
BROKER: William Exline Inc.

Arkansas

KXOW & KLAZ/Hot Springs
PRICE: \$525,000
TERMS: Transfer of stations to settle defaulted loan. The seller is relieved of liability for \$525,000 owed to the buyer (the combo's previous owner) due to a 1990 sale. A lawsuit which the buyer has filed against the seller is to be dismissed at closing.
BUYER: Noalmark Broadcasting Corp., owned by William Nolan Jr. and Edwin Alderson Jr. The company also owns KELD & KAYZ/El Dorado, AR; KKTJ-AM & FM/Kilgore, TX; KYKK & KZOR/Hobbs, NM; and KKIX/Fayetteville, AR. Phone: (501) 862-7777
SELLER: KZ Radio L.P., headed by managing general partner Billy Thomas of Memphis. The company also owns KDEZ/Jonesboro, AR; KZKZ/Greenwood, AR; WJKX/Ellisville, MS; WXLN-AM & FM/Gulfport-Biloxi, MS; and KLAA/Tioga, LA. Phone: (901) 272-2093
FREQUENCY: 1420 kHz; 105.9 MHz
POWER: 5kw daytimer; 95kw at 994 feet
FORMAT: AC; CHR

California

KLXR/Redding
PRICE: \$79,000
TERMS: Transfer of station for \$4000 cash and settlement of \$75,000 debt
BUYER: Eugene and Joy Hill of Redding, CA. Eugene Hill is Station Man-

ager of KEWB/Anderson, CA. Phone: (916) 222-0345
SELLER: Eisman & Clark of North Hollywood, CA. Phone: (818) 761-1026
FREQUENCY: 1230 kHz
POWER: 1kw
FORMAT: Classic Rock

New York

WLNG-AM & FM/Sag Harbor
PRICE: \$100,000
TERMS: Transfer of 97 shares of stock, four of which are gifts to transferees. The buyer will pay \$100,000 cash for 93 shares of stock and within 30 days will also extend to the licensee a loan for \$150,000 at an interest rate equal to one point over the Citibank base rate.
BUYER: A group comprised of Sag Harbor, NY investors Paul Sidney, Ann Buckhout, and Robert Potz and East Orleans, MA investor Rosemary Nelson. At closing, Nelson will become the majority stockholder of the company. Phone: (508) 255-2991
SELLER: Robert King of Ft. Lauderdale is selling his 97% stake in licensee Main Street Broadcasting Co. Inc.
FREQUENCY: 1600 kHz; 92.1 MHz
POWER: 500 watts day/20 watts night; 2.63kw at 350 feet
FORMAT: Gold

Pennsylvania

WZZC/Benton
PRICE: \$540,000
TERMS: Asset sale for a \$540,000 promissory note at 7.5% annual interest. Monthly payments of \$5500 are due for 13 months following closing; \$6250 from months 14 through 49; \$7500 from months 50 through 72; and a final balloon payment of \$259,753 is due 73 months after closing.
BUYER: Robert Cordaro Inc., owned by Robert and Joanne Cordaro of Dunmore, PA. The Cordaros also own WWAX & WZZV/Olyphant, PA. Phone: (717) 343-5661
SELLER: Holt Associates Group Inc., headed by Arthur Holt and members

of his family. The Holts also own WKAP/Allentown; WZZO/Bethlehem, PA; KMXQ/Socorro, NM; WTKX-AM & FM/Pensacola; and WOAD & WJMI/Jackson, MS. Phone: (215) 821-9085
FREQUENCY: 95.9 MHz
POWER: 6kw at 328 feet
FORMAT: Country

Texas

KIIZ-FM/Killeen
PRICE: \$435,000
TERMS: Asset sale for \$165,000 cash, payment of a seller's obligation to Hicks Broadcasting Co. in the amount of \$50,000, and six-year promissory note for \$110,000. The note is payable via the following schedule: \$3500 six months and one year following closing; 48 monthly installments of \$1833; and a final balloon payment of \$15,000. Additional compensation is authorized by a non-competition agreement in the amount of \$110,000 to be paid in the same manner as the promissory note.
BUYER: Julia Conner of Killeen, TX. She owns a minority interest in KIIZ

TRANSACTIONS AT A GLANCE

1992 Deals To Date:
\$39,200,081
 (Last Year: \$43,414,494)

Total Stations Traded This Year: 53
 (Last Year: 57)

This Week's Action: \$2,479,000
 (Last Year: \$23,934,978)

Total Stations Traded This Week: 8
 (Last Year: 31)

● **Deal Of The Week:**
 ● **KKUS/San Luis Obispo, CA \$800,000**

- **KXOW & KLAZ/Hot Springs, AR \$525,000**
- **KLXR/Redding, CA \$79,000**
- **WLNG-AM & FM/Sag Harbor, NY \$100,000**
- **WZZC/Benton, PA \$540,000**
- **KIIZ-FM/Killeen, TX \$435,000**

(AM)/Killeen, TX and KLFX/Harker Heights, TX. Phone: (817) 699-2470
SELLER: Tricom Broadcasting Inc., owned by Carolyn and William Vance. They also own KEEE & KJCS/Nacogdoches, TX and KISX/Whitehouse, TX and are applicants for a new FM at Pleasant Hope, MO. Phone: (409) 774-0089
FREQUENCY: 92.3 MHz
POWER: 3kw at 259 feet
FORMAT: Urban

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QUARTERLY UPDATE

4th Quarter Trading Holds Steady

Station trading, which leveled off in the third quarter of 1991, remained flat in the final quarter. By comparison, though, two flat quarters was good news following a six-quarter plunge in the radio station trading market.

Transactions for the last three months of '91 totaled \$323 million, down only 5% from \$340 million for the October-December '90 period. The number of stations changing hands rose 12% — from 356 to 399.

The fourth quarter also posted increasing evidence that the trading market for radio stations, at least those with positive cash flows, has begun building a solid base of support. The two largest transactions of '91 both occurred in the final quarter. And in a year that saw only 17 deals bring in over \$10 million, six took place in the fourth quarter.

Infinity Broadcasting's December deal to buy WFAN/New York from Emmis Broadcasting for \$70 million was by far the largest transaction of the quarter and the year. It also set an all-time record price for a stand-alone AM. Infinity President/CEO Mel Karmazin hopes that, coupled with the com-

4th Quarter

**Total Stations Traded
October-December
'91: 399**

**Total Dollar Volume:
\$323 Million**

- **Combos: 103**
- **AM CPs: 1**
- **AM Stand-Alones: 85**
- **FM CPs: 23**
- **FM Stand-Alones: 84**

pany's FM ratings giant WXRK/New York, the acquisition will give his group a lock on morning drive ratings and dollars in the Big Apple.

Three radio groups that didn't even exist a year ago secured major buys in the fourth quarter. For-

mer Jacor Communications President Frank Wood returned to the industry via his new Broadcast Alchemy L.P., which put up a whopping \$54 million to buy WDVE/Pittsburgh and WNDE & WFBQ/Indianapolis from Great American Broadcasting. Home Shopping Network co-founder Bud Paxson continued building his new radio group with a \$18.3 million deal to buy Guy Gannett Publishing Company's WINZ & WZTA/Miami and WWNZ & WZTU/Orlando. And Herb McCord added to his rapidly growing Granum Communications empire by picking up WBOS/Boston for \$9 million from Ackerley Communications.

The two brokerage companies that co-brokered the \$54 million Great American sale to Broadcast Alchemy also shared top brokerage honors for the quarter — Jorgenson, Chapin & Company and the Mahlman Company. In terms of volume, the brokers at Media Venture Partners were busy beavers in the fourth quarter. They sold 20 stations for \$38.3 million and easily topped all other firms for the full year, booking \$85.5 million in sales.



50% of stations traded were in Top 10 states.

State-By-State Transactions 1991 fourth quarter results

State	AM	AM CP	FM CP	FM	Combo*	Total
Alabama	1	0	0	2	3	9
Alaska	1	0	0	0	3	7
American Samoa	0	0	0	0	0	0
Arizona	0	0	0	1	2	5
Arkansas	0	0	0	1	0	1
California	4	0	1	5	8	26
Colorado	0	0	1	3	4	12
Connecticut	1	0	0	0	0	1
Delaware	0	0	0	0	0	0
DC	0	0	0	0	0	0
Florida	11	0	0	8	7	33
Georgia	1	0	1	0	3	8
Guam	0	0	0	0	0	0
Hawaii	0	0	0	0	1	2
Idaho	1	0	0	0	1	3
Illinois	3	0	1	1	2	9
Indiana	1	0	2	3	1	8
Iowa	0	0	1	1	5	12
Kansas	0	0	1	2	2	7
Kentucky	1	0	0	1	1	4
Louisiana	6	0	0	0	2	10
Maine	0	0	2	0	0	2
Mariana Islands	0	0	0	0	0	0
Maryland	2	0	0	1	0	3
Massachusetts	1	0	0	3	0	4
Michigan	3	0	3	1	0	7
Minnesota	1	0	2	0	8	19
Mississippi	0	1	1	0	3	8
Missouri	2	0	1	3	0	6
Montana	1	0	0	0	3	7
Nebraska	0	0	0	3	0	3
Nevada	0	0	0	1	1	3
New Hampshire	1	0	0	0	0	1
New Jersey	1	0	0	0	0	1
New Mexico	0	0	0	1	2	5
New York	3	0	0	4	6	19
North Carolina	11	0	0	5	0	16
North Dakota	0	0	0	1	0	1
Ohio	1	0	0	2	3	9
Oklahoma	1	0	1	4	1	8
Oregon	0	0	1	0	2	5
Pennsylvania	6	0	0	3	2	13
Puerto Rico	0	0	0	1	2	5
Rhode Island	1	0	0	0	0	1
South Carolina	1	0	0	1	3	8
South Dakota	0	0	0	0	0	0
Tennessee	5	0	0	2	1	9
Texas	4	0	1	14	10	39
Utah	0	0	0	0	2	4
Vermont	0	0	0	0	1	2
Virgin Islands	0	0	0	0	0	0
Virginia	2	0	0	0	2	6
Washington	4	0	1	0	1	7
West Virginia	0	0	2	0	2	6
Wisconsin	2	0	0	6	2	12
Wyoming	1	0	0	0	1	3
Total 4th Qtr.	85	1	23	84	103	399
3rd Qtr. Stations Traded						289
2nd Qtr. Stations Traded						270
1st Qtr. Stations Traded						222
Total 1991 Stations Traded						1180

*Counts as two stations

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A self-analysis session, featuring interaction between industry leaders and audience members discussing the serious challenges facing the industry and some of the choices for the future.

Moderated by

Larry King and Garry Wall

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- Thur 6/11 - T.J.Martell Celebrity Silent Auction
- Sun 6/14 - Celebrity Softball Games

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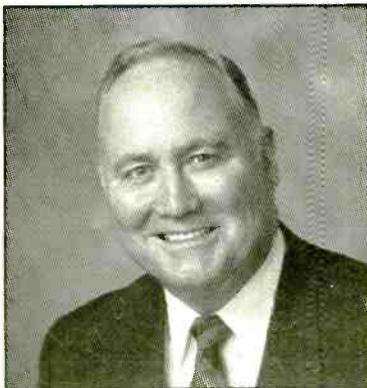
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KEYNOTE SPEAKERS

FRIDAY JUNE 12, 11AM

GENERAL H. NORMAN SCHWARZKOPF



Commander of the Allied Forces during last year's Operation Desert Storm, General Schwarzkopf will speak on the principles that guided him to victory. Applied to our industry, these principles are superb winning business strategies.

Question & Answer Session Will Follow

SATURDAY JUNE 13, 11AM

ROGER BLACKWELL, Ph.D.



A specialist in the analysis of changing social and economic variables, market segmentation, and lifestyle changes, Dr. Blackwell, in a speech specifically tailored to our industry, will discuss the keys to success in a highly fragmented environment.

Dr. Blackwell teaches marketing strategy and consumer research at Ohio State University.

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Registration includes all meetings, Welcoming Cocktail Party, Superstar Saturday Night Show, and admission to all Hospitality Rooms and events. Note: All guest ticket sales are donated to T.J. Martell Association.

Guest tickets for Welcoming Party \$75 each. Guest tickets for Superstar Show \$100 each.

REFUND POLICY: Registration refunds will be issued after the convention, minus a \$40 administrative fee. If a written cancellation is not received by June 5, 1992, only half the registration amount will be refunded.

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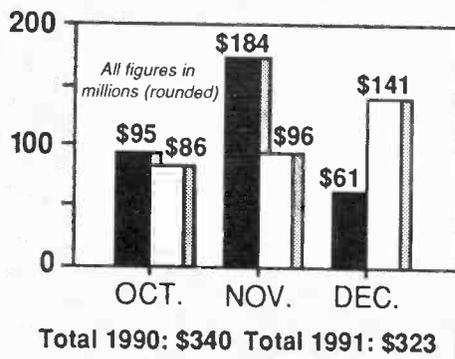
QUARTERLY UPDATE

Top 10 Transactions:

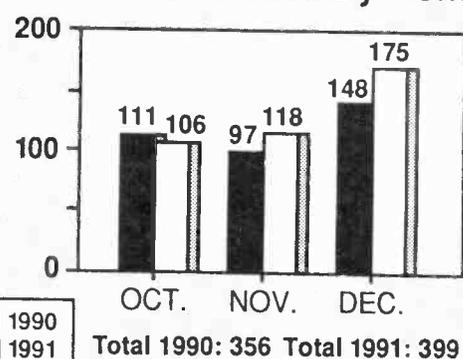
4th Quarter '91 Deals

1	\$70,000,000	WFAN/New York to Infinity Broadcasting
2	\$54,000,000	WDVE/Pittsburgh and WNDE & WFBQ/Indianapolis to Broadcast Alchemy
3	\$18,300,000	WINZ & WZTA/Miami and WWNZ & WZTU/Orlando to Paxson Enterprises
4	\$13,000,000	KSFO & KYA/San Francisco to First Broadcasting Co.
5	\$12,000,000	WNDR & WNTQ/Syracuse and WWVA & WOVK/Wheeling, WV to Osborn/VSA Communications L.P.
6	\$11,400,000	KOPA & KSLX/Scottsdale (Phoenix), AZ to Great American Broadcasting
7	\$9,750,000	KING-AM & FM/Seattle to Classic Radio
8	\$9,450,000	Willis Broadcasting Corp. stations to Willis Family Broadcasting Inc. <ul style="list-style-type: none"> • WESL/East St. Louis, IL • WWCA/East Chicago-Gary, IN • WIMG/Ewing (Trenton), NJ • WGSP/Charlotte • WBXB/Edenton, NC • WURD/Philadelphia • WXSS/Memphis • KDFT/Ferris-DeSoto (Dallas), TX • WPCE/Portsmouth (Norfolk), VA
9	\$9,000,000	WBOS/Boston to GCI Boston Inc.
10	\$8,750,000	KWIZ/Santa Ana, CA to International Radio Ltd.

Dollar Volume By Month



Stations Traded By Month



1990 4th Quarter Broker Results

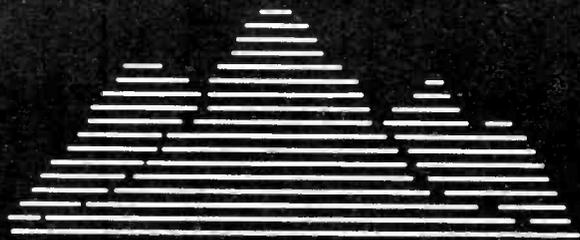
Brokers	4th Qtr. Stations Sold	4th Qtr. \$ Total*	1990 Stations Sold	1990 \$ Total*	Brokers	4th Qtr. Stations Sold	4th Qtr. \$ Total*	1990 Stations Sold	1990 \$ Total*
Aldefer	0	\$—	1	\$.2	LaFrance	0	—	1	.4
Americom	0	—	20	124.4	Langley	1	.2	1	.2
Associated	0	—	2	.5	LaRue	2	1.7	8	24.7
Barger	0	—	2	3.2	Mahlman	0	—	3	8.5
Biernacki	0	—	1	3.2	McLaughlin	2	17.7	2	17.7
Blackburn	13	52.4	33	151.7	Meador	0	—	5	2.2
Boyle	2	2.1	2	2.1	Media Marketing	0	—	2	1.5
Broadmark	0	—	3	2.0	Mediacor	2	.9	2	.9
Business Broker	0	—	1	.3	Merrill	0	—	1	.3
Cahn	0	—	6	15.0	Millar	3	1.6	3	1.6
Calhoun	0	—	1	.1	Mitchell	0	—	1	1.5
Chaisson	0	—	2	2.0	Moore	1	2.0	1	2.0
Chapman	5	3.5	28	21.8	Morgan Stanley	0	—	1	18.5
Chivers Realty	0	—	2	1.4	M.V.P.	11	11.1	30	64.9
Clark	0	—	1	.9	New England Media	2	.5	3	1.3
Colson	2	.1	2	.1	Parrish	0	—	2	.3
Columbia ERA	0	—	1	.2	Peak Media	0	—	1	.1
Connolly	0	—	5	3.4	Peterson	0	—	4	6.7
Contemporary	2	.1	3	.1	Pierce	2	.6	7	1.8
Crisler	0	—	1	—	Pond	0	—	1	.1
CSC Financial	0	—	2	1.5	Proctor	0	—	1	.1
Davis	0	—	1	4.9	Questcom	3	21.1	4	21.6
D.M.E.	0	—	1	1.0	Richards	0	—	12	32.4
Earls	0	—	1	.4	Riley	0	—	1	1.0
Exline	0	—	13	6.1	Rosenblum	1	.1	4	1.4
Fischer	1	.1	6	4.5	Sailors	0	—	4	8.6
Foreman	2	5.5	5	11.9	Satterfield & Perry	2	.3	2	.3
Freeman	0	—	2	1.2	Saunders	2	1.1	2	1.1
Ga. Business	0	—	1	.5	Skye-Fischer	0	—	4	10.4
Gammon	1	2.1	2	2.8	Snowden	0	—	2	.8
Grandy	2	.8	2	.8	Stebbins	0	—	2	.9
Hadden	0	—	2	.9	Stevens	1	15.1	7	45.7
Hickman	2	12.0	6	27.4	Thoben-Van Huss	0	—	3	3.5
Jamar	0	—	2	.4	Thompson	0	—	1	.5
Jorgenson, Chapin	2	.9	2	.9	Tindall	2	.8	2	.8
Kalil	3	27.0	7	29.2	VR Business	0	—	3	.5
Kennedy	0	—	1	.1					
Kozacko-Horton	0	—	4	1.4					
Total	74	\$181.4	310	\$713.1					

* All figures in millions (rounded)

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The Year's Biggest Deals

Price	Deal
\$70,000,000	WFAN/New York to Infinity Broadcasting
\$54,000,000	WDVE/Pittsburgh and WNDE & WFBQ/Indianapolis to Broadcast Alchemy
\$40,000,000	WCCO & WLTE/Minneapolis to CBS Inc.
\$28,000,000	WWDE/Hampton (Norfolk), VA & WRVA & WRVQ/Richmond to Force II
\$20,000,000	WAVA/Arlington, VA (Washington) to Salem Communications
\$19,000,000	WFYR/Chicago to Major Broadcasting
\$18,500,000	WINZ & WZTA/Miami and WWNZ & WZTU/Orlando to Paxson Enterprises
\$15,520,000	Durham Life Broadcasting Transactions: WPTF (AM)/Raleigh-Durham to First State Communications; WQDR/Raleigh-Durham, WMFX-AM & FM/Laurinburg, NC, and Southern Farm Network to Carolina Media Group
\$14,137,978	Robert Schmidt acquiring 50.66% of KAYS Inc. from Ross Beach <ul style="list-style-type: none"> ● KLOE & KKCI/Goodland, KS ● KFEQ/St. Joseph, MO ● KAYS & KHAZ/Hayes, KS ● KCOW & KAAQ/Alliance, NE ● KHOK/Hoisington (Great Bend), KS ● KOOQ & KLEN/North Platte, NE ● KWBW & KHUT/Hutchinson, KS ● KVOP & KATX/Painview, TX
\$13,000,000	KSFO & KYA/San Francisco to First Broadcasting Co.
\$12,500,000	Chadel Communications Corp. purchase of Price Broadcasting Co. stations <ul style="list-style-type: none"> ● KGA & KDRK/Spokane, WA ● KROW & KNEV/Reno, NV ● KOOK & KBEE/Modesto, CA ● KHEZ/Caldwell (Boise), ID ● KQMS & KSHA/Redding, CA
\$12,000,000	KMEO-AM & FM/Phoenix to Bonneville International Corporation
\$12,000,000	WNDR & WNTQ/Syracuse and WWVA & WOVK/Wheeling, WV to Osborn/VSA Communications L.P.
\$11,400,000	KOPA & KSLX/Scottsdale (Phoenix), AZ to Great American Broadcasting
\$11,000,000	KRSR/Dallas to Alliance Broadcasting
\$10,500,000	WOOD-AM & FM/Grand Rapids to Bruce Holberg
\$10,100,000	KRMX/San Diego to San Diego Broadcasting

1991 Radio Transaction Summary: Building A Base

The second half of 1991 may have provided an answer to the question everyone was asking a year ago: "When will it end?"

The steep plunge in station prices that dominated all four quarters of 1990 continued through two more quarters in 1991, according to pricing data assembled by R&R. Then the market appeared to have found a new base to build from, as station trading leveled off during the second half of the year.

A quick review of the statistics: Trading volume dropped 42% in the first quarter of 1990, 59% in the second quarter, 66% in the third quarter, and 58% in the final quarter of '90. The trend continued in the first quarter of 1991, which was down 38%, and the second quarter,

Transactions At A Glance For 1991

Total Stations Traded:
1180

Total Dollar Volume:
\$850 Million

- Combos: 275
- AM CPs: 5
- AM Stand-Alones: 292
- FM CPs: 74
- FM Stand-Alones: 259

data into several easy-to-read charts. In the box at left is a list of all station and group sales announced in 1991 with price tags over \$10 million. Also, in the shaded box above is a quick run-down of the basic trading statistics for last year.

R&R systematically collects station trading information from a wide variety of sources. Experienced financial journalists review every license assignment or transfer application filed with the FCC, collate information from brokerage and corporate announcements, examine SEC and state securities filings, and receive information from a wide network of industry dealmaking sources in order to make our transactions summaries the most complete and valuable in the industry. Please note: These statistics include announced but subsequently cancelled sales, as well as some deals awaiting FCC approval.

On Page 17, the exclusive Broker Scorecard ranks the top-grossing brokerages according to the dollar

Continued on Page 17



down 57%. But the third quarter was off a mere 2% and the fourth quarter of '91 slipped only 5%. All comparisons are to the same period a year earlier.

If two quarters can be said to constitute a trend, it may be that the market has leveled off for radio station trading. 1992 has barely begun, but faithful followers of R&R's weekly Transactions section have no doubt observed that trading volume is running slightly ahead of year-ago levels.

Reviewing 1991

To provide you with a useful review of last year's trading activity, R&R has assembled 12 months of

WE MAKE DEALS THAT MAKE NEWS.

<p>June River City Broadcasting L.P. acquisition of KDSM-TV Des Moines, IA \$ 3,600,000</p>	<p>August Sinclair Broadcast Group Sale of WPTT-TV Pittsburgh, PA \$7,500,000</p>	<p>August Sinclair Broadcast Group Acquisition of WPGH-TV Pittsburgh, PA \$55,000,000</p>	<p>September River City Broadcasting L.P. Acquisition of WTV-TV Indianapolis, IN WTTK-TV Kokomo, IN \$37,000,000</p>
<p>November United Artists sale of WOOD AM/FM Grand Rapids, MI</p>	<p>January River City Broadcasting L.P. Senior Financing \$30,000,000</p>	<p>June River City Broadcasting L.P. Senior Secured Debt \$46,000,000</p>	<p>August Sinclair Broadcast Group, Inc. Senior Credit Facility \$95,000,000</p>
<p>September River City Broadcasting, L.P. Senior Debt Financing \$79,000,000</p>	<p>September River City Broadcasting, L.P. Equity Placement \$7,500,000</p>		



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- Generic programming in the morning
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- Bland DJs
- Music and format flow must work for two dayparts in three time zones simultaneously
- Bland "Satellite" sound

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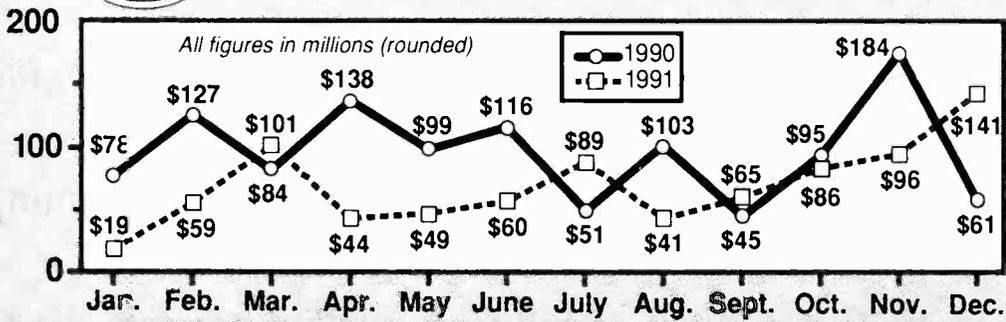


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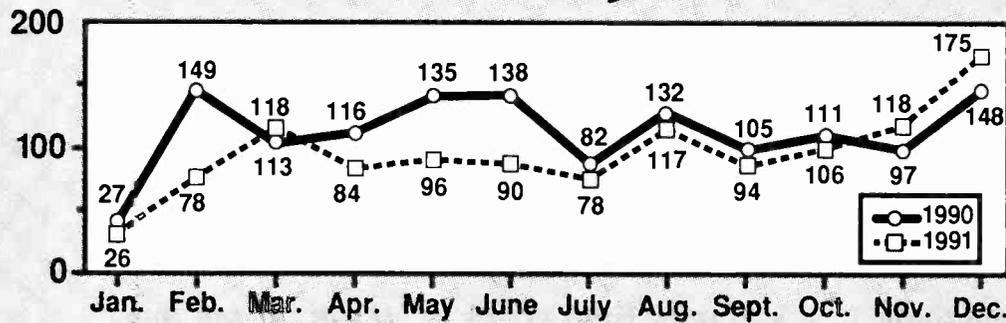


Dollar Volume By Month



1990 Total: \$1.18 Billion 1991 Total: \$0.85 Billion

Stations Sold By Month



1990 Total: 1353 1991 Total: 1180

1991 State-By-State Radio Transactions

State	AM	AM CP	FM CP	FM	Combo*	Total
Alabama	6	0	1	5	4	20
Alaska	2	0	0	1	4	11
American Samoa	0	1	0	0	0	1
Arizona	5	0	1	3	5	19
Arkansas	2	0	0	4	3	12
California	18	0	3	21	18	78
Colorado	10	0	1	8	9	37
Connecticut	3	0	0	0	0	3
Delaware	0	0	0	0	1	2
DC	0	0	0	0	1	2
Florida	21	1	2	16	11	62
Georgia	10	0	2	8	11	42
Guam	0	0	0	0	0	0
Hawaii	1	0	1	1	2	7
Idaho	2	0	1	3	2	10
Illinois	7	0	4	7	6	30
Indiana	5	0	4	6	4	23
Iowa	1	0	1	3	7	19
Kansas	3	0	2	6	11	33
Kentucky	6	0	2	2	4	18
Louisiana	8	0	1	2	4	19
Maine	0	0	5	2	2	11
Mariane Islands	0	0	1	0	0	1
Maryland	4	0	0	2	3	12
Massachusetts	3	0	0	6	1	11
Michigan	10	0	6	5	5	31
Minnesota	4	0	4	2	13	36
Mississippi	5	1	1	3	6	22
Missouri	10	0	3	6	1	21
Montana	4	0	0	0	7	18
Nebraska	1	0	0	7	4	16
Nevada	2	2	2	2	3	14
New Hampshire	1	0	0	1	1	4
New Jersey	5	0	0	2	1	9
New Mexico	0	0	1	2	6	15
New York	5	0	0	6	10	31
North Carolina	25	0	0	17	7	56
North Dakota	0	0	0	2	1	4
Ohio	7	0	4	7	8	34
Oklahoma	2	0	3	8	4	21
Oregon	6	0	1	2	7	23
Pennsylvania	10	0	2	9	5	31
Puerto Rico	0	0	0	1	2	5
Rhode Island	1	0	0	1	0	2
South Carolina	11	0	0	7	8	34
South Dakota	0	0	0	3	1	5
Tennessee	19	0	0	12	6	43
Texas	17	0	5	25	23	93
Utah	4	0	1	1	2	10
Vermont	1	0	1	1	1	5
Virgin Islands	0	0	0	2	0	2
Virginia	8	0	0	4	8	28
Washington	8	0	2	3	4	21
West Virginia	3	0	4	1	3	14
Wisconsin	5	0	2	9	12	40
Wyoming	1	0	0	2	3	9
Total	292	5	74	259	275	1180

*Counts as two stations

CLOSED !!!!

THE #1 SALE OF 1992
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Granum Communications, Inc.

\$8,150,000

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The undersigned initiated this transaction and assisted Radio Orlando in the negotiations.

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950 Communications Corporation
 Donald C. Alexander, President

has acquired

WIBX (AM) & WLZW (FM)
 Utica, New York

from

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The undersigned initiated the above, assisted in the negotiations and acted as the exclusive broker for the transaction.

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QUARTERLY UPDATE

Broker Scoreboard

1991 fourth quarter results

Broker	4th Qtr. Stations Sold	4th Qtr. \$ Total*	1991 Station Sold	1991 \$ Total*
Jorgenson, Chapin	3	\$54.0	16	\$61.8
Mahlman	3	54.0	7	73.8
M.V.P.	20	38.3	39	85.5
Dillon Read	4	22.8	4	22.5
Kalil	4	22.8	6	33.0
Sterling Payot	4	22.8	4	22.8
Stevens	1	9.0	1	9.0
Blackburn	4	6.4	14	55.2
Biernacki	1	3.5	1	3.5
Snowden	2	3.5	2	3.5
Stanfield	1	3.5	2	13.6
Raymond	1	2.3	2	4.8
Whitley	6	1.5	6	1.5
Skidelsky	1	1.4	1	1.4
LGG Media	2	1.3	2	1.3
Connelly	4	1.2	5	1.3
Rice	1	1.0	5	2.5
Sailors	1	1.0	1	1.0
Exline	3	.9	12	7.5
Johnson	2	.8	4	1.6
Hadden	2	.7	3	.8
Earman	1	.6	1	.6
Gammon	1	.6	1	.6
Isenberg	2	.5	2	.5
Satterfield & Perry	1	.5	2	1.2
Kozacko-Horton	2	.4	4	.9
Fischer	2	.3	5	10.0
Broadmark Capital	2	.2	5	.9
KT&F	2	.2	5	1.4
Saunders	1	.2	1	.2
Meador	1	.1	3	.5
Alderfer	0	—	1	.1
American Radio	0	—	1	.6
Billig	0	—	1	.1
Broadcast Media	0	—	1	.1
Browder	0	—	1	.1
Butler	0	—	2	.1
C.E.A.	0	—	12	26.2
Chaisson	0	—	3	6.8
Chapman	0	—	2	2.2
Colson	0	—	2	.1
Crisler	0	—	1	2.8
DiDonato	0	—	1	.8
Foreman	0	—	3	1.8
Henson	0	—	1	.4
Hepburn	0	—	4	7.3
Hickman	0	—	2	2.4
Jenkins	0	—	1	.9
Kingman	0	—	1	.7
LaRue	0	—	3	27.5
Media Services	0	—	13	12.9
Metro Bay	0	—	1	.2
Miller	0	—	1	.3
New England Media	0	—	4	1.9
Pond	0	—	1	.1
Questcom	0	—	1	.9
Richards	0	—	2	1.8
Riley	0	—	1	.2
Roehling	0	—	3	.8
Rosenblum	1	—	4	.6
Sherman	0	—	1	6.8
Sherwood	0	—	1	.8
Star Media	0	—	5	23.4
Stephens Inc.	0	—	4	15.6
Thoben-Van Huss	0	—	2	5.4
Thorburn	0	—	5	1.2
Tomlin	0	—	2	.5
Whittle	0	—	2	1.1
Total	86	\$256.3	262	\$580.2

*All figures in millions (rounded)



Broker Scorecard

Broker	Stations Sold	\$ Total*
M.V.P.	39	\$85.5
Mahlman	7	73.8
Jorgenson, Chapin	16	61.8
Blackburn	14	55.2
Kalil	6	33.0
LaRue	3	27.5
C.E.A.	12	26.2
Star Media	5	23.4
Dillon Read	4	22.8
Sterling Payot	4	22.8
Stephens Inc.	4	15.6
Stanfield	2	13.6
Media Services	13	12.9
Fischer	5	10.0
Stevens	1	9.0
Exline	12	7.5
Hepburn	4	7.3
Chaisson	3	6.8
Sherman	1	6.8
Thoben-Van Huss	2	5.4
Raymond	2	4.8
Biernacki	1	3.5
Snowden	2	3.5
Crisler	1	2.8
Rice	5	2.5
Hickman	2	2.4
Chapman	2	2.2
New England Media	4	1.9
Foreman	3	1.8
Richards	2	1.8
Johnson	4	1.6
Whitley	6	1.5
KT&F	5	1.4
Skidelsky	1	1.4

Broker	Stations Sold	\$ Total*
Connelly	5	1.3
LGG Media	2	1.3
Satterfield & Perry	2	1.2
Thorburn	5	1.2
Whittle	2	1.1
Sailors	1	1.0
Broadmark Capital	5	.9
Jenkins	1	.9
Kozacko-Horton	4	.9
Questcom	1	.9
DiDonato	1	.8
Hadden	3	.8
Roehling	3	.8
Sherwood	1	.8
Kingman	1	.7
American Radio	1	.6
Earman	1	.6
Gammon	1	.6
Rosenblum	4	.6
Isenberg	2	.5
Meador	3	.5
Tomlin	2	.5
Henson	1	.4
Miller	1	.3
Metro Bay	1	.2
Riley	1	.2
Saunders	1	.2
Alderfer	1	.1
Billig	1	.1
Broadcast Media	1	.1
Browder	1	.1
Butler	2	.1
Colson	2	.1
Pond	1	.1

*All figures in millions (rounded)

Total 262 \$580.5

Transaction Summary

Continued from Page 14

value of announced deals, along with the number of stations sold. The brokerage statistics include only the value of announced radio station trades. Sales of other broadcasting-related properties which are exempt from FCC licensing, such as networks or production houses, are not included. In transactions involving multiple brokerage houses, equal credit is assigned to each broker.

To give you a graphic picture of last year's trading statistics, charts on Page 16 depict month-by-month station trading for 1991, by both dollar volume and the number of stations traded, against the 1990 figures. In addition, there's a state-by-state breakdown of transactions on Page 16, listing sales by facility type.

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JOHNSON KMXI PD

Stairs Climbs To KIOI/SF As PD

Gold KMXI/Portland PD Bill Stairs will join co-owned Fairmont Communications AC KIOI/San Francisco as PD on Monday (2/3). He succeeds Fairmont VP/Programming Bobby Cole, who's exiting to form his own consultancy. Cole's first client will be KIOI.

Simultaneous with Stairs's KMXI departure, APD/morning man Craig Johnson will become KMXI PD and retain his morning drive duties. Dar Dubay becomes APD.

Stairs told R&R, "San Francisco's home for my wife and me. I'm very familiar with the K-101 staff and have worked with probably 30% of them before. It will be very comfortable for me."

"The average K-101 listener will not hear any radical changes. We'll do some things to get the ratings up, but I'm certainly not looking at any type of turnaround situation. We need to market the hell out of the station, fill everyone's sails full of wind, and have fun."

Stairs had been with KMXI since August 1989. He previously programmed KYUU/San Francisco.

STAIRS/See Page 29

Horsemen Pass By



Jacor Communications CEO Terry Jacobs gets down 'n' dirty with the Four Horsemen at Fingers', a rock 'n' roll club owned by WEBN/Cincinnati air talent Eddie Fingers. Pictured with Jacobs before the band's free 'EBN benefit show — and after the usually composed exec reportedly smashed a guitar during an impromptu jam session — are (l-r) Four Horsemen Ken Montgomery, Frank C. Starr, Dave Lizmi, and Ben Pape.

Santoni Rises To WLLZ PD Position

Consolidation and cost-cutting continue at Group W, which has elevated MD Chuck Santoni to PD at heritage AOR WLLZ/Detroit. A five-year WLLZ vet with no prior programming experience, Santoni succeeds Jay Clark, who exited last week despite leading the station to one of its best books in recent years.

Santoni is a well-known Detroit

radio personality, having spent 15 years on-air at WABX, WWWW, and WLLZ. He joined WLLZ in 1987 and was upped to MD last year.

"Although this is something of a new field for me, I've been interested in programming for some time," he told R&R. "I've been more involved with programming since becoming MD, so it shouldn't be a difficult adjustment."

EXECUTIVE ACTION

Kaufman Named RCA West Coast A&R VP

Bennett Kaufman has been elevated to VP/A&R, West Coast at RCA Records.

"Bennett's passion and creativity have enabled him to reach this position," said RCA President Joe Galante. "He's dedicated to the company and the music he's involved with, and I'm thrilled to have him with our team."

Kaufman joined the label five years ago and was most recently Sr. Director/A&R, West Coast. Before joining RCA, he spent three years in national promotion at Gold Mountain Records.



Kaufman

Big Beat Beefs Up Staff

Three new appointments have been made at Big Beat Records: Michael Canter to VP/Sales, Steve Greenberg to VP/A&R, and Suzanne Lewinter to Product/Marketing Director.



Canter

Greenberg

Lewinter

Big Beat President Craig Kallman commented,

"Michael's grass-roots experience in running his own label makes him ideal for this position. Steve boasts an unusual combination of A&R musical background and real-world marketing experience. Suzanne is a self-starter who has a terrific grasp of many different aspects of our business."

Canter was formerly Sales Manager for Pearl Distribution. Greenberg most recently served as Strategic Marketing Manager at Warner Music International. And Lewinter previously worked in Atlantic's publicity department.

Bergamo Joins Ray Lynch Productions



Bergamo

Former MCA Distribution President Al Bergamo has been tapped to supervise the marketing and sales departments for Northern California-based Ray Lynch Productions. The longtime industry veteran will also oversee the company's record label and catalog, which consists primarily of product by NAC artist Ray Lynch.

And The Loans Go On . . .

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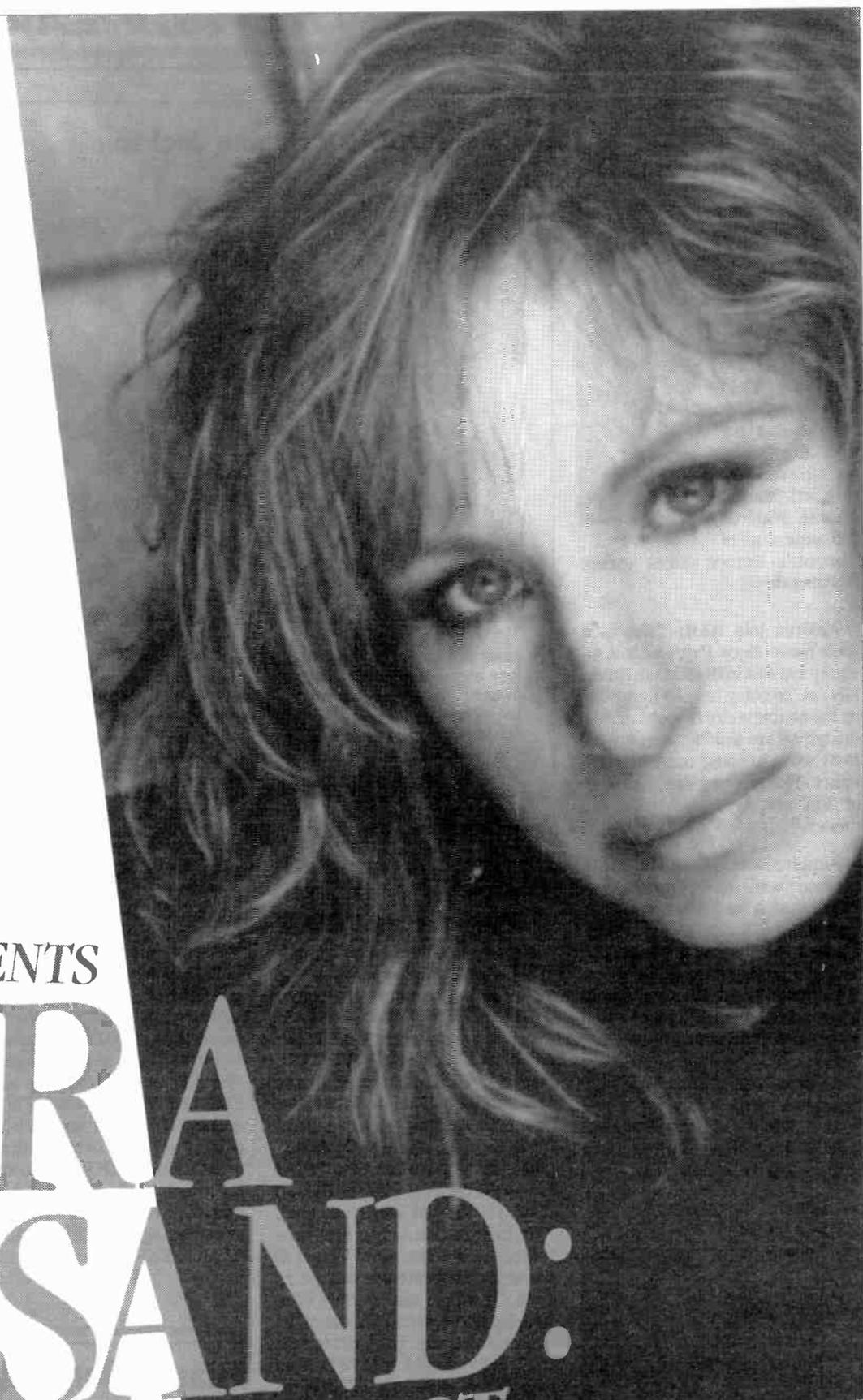
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SUMPTER EXITS

Waldron GM/PD
At KUTQ/SLC

Gary Waldron has been tapped to succeed D&B Broadcasting CHR KUTQ (Q99.5)/Salt Lake City GM/PD/morning man Jim Sumpter, who recently resigned. Market veteran Waldron will assume all of Sumpter's former duties except morning drive.



Waldron

Waldron told R&R, "This is a good move since I've also got an equity interest in the station. Basically, we're going to keep things set on the course we're on right now — though we are looking to grow a bit 25-34 while keeping our teen base intact. That way we can have a lot of fun and try to make some money."

Sumpter, who also held an equity position with the station, said, "We've put a lot of hard work into this station, and it's very disappointing to see it end this way. The problem is the sales department. We certainly had the numbers to make some money. I'll look to land somewhere else in the market."

Waldron was formerly PD at crosstown CHR KISN for seven years. Before that, he programmed KCPX-AM & FM/Salt Lake City for nearly a decade.

NAACP Honors Jackson



Janet Jackson (c) received the Chairman's Award for her humanitarian efforts and charitable contributions during the 24th annual NAACP Image Awards. The award was presented by Keia (l) and Keisha Croft, high school dropouts who returned to school after being inspired by Jackson's "Rhythm Nation 1814" album. The A&M artist in turn presented the sisters with their graduation tassels, which she had framed for the occasion.

Two Louisville CHRs Form LMA
WZKS staff exits in deal with WDJX

Neon Communications CHR WZKS/Louisville has inked a five-year LMA with crosstown Stoner CHR combo WDJX-AM & FM. As a result, much of the WZKS staff has exited, including VP/GM Jon Horton, VP/Programming Buddy Scott, PD Joel Widdows, the entire on-air lineup, and the sales force. Neon will still retain a small support staff to run Christian WFIA/Louisville under GM Joyce Kinser.

WDJX VP/GM Bill Wells said, "We believe this is the first time two stations in the same format in the same market have worked an LMA. It was a near perfect relationship since we shared a lot of the same advertisers. The CHR format exclusivity should help WDJX in many ways and allow WZKS to become a more profitable outlet with a new direction. We're doing research right now and should have it figured out in the next two weeks. The WZKS calls will change, if needed."

KLXX Flips: CR
To AOR KRXX

Entercom Classic Rock KLXX/Minneapolis changed format Tuesday (1/28) to mainstream AOR as KRXX (93X). PD Joe Krause and his staff remain in place.

"The Twin Cities have lacked a mainstream rock station for years," remarked VP/GM Steve Woodbury. "Massive numbers of listeners have become enormously frustrated with this market void. 93X will serve the disenfranchised fans of today's new rock."

For the past two years, KLXX has been competing against market powerhouse KQRS, which straddles a fine line between conservative AOR and Classic Rock. Minneapolis also features eclectic AOR KTCZ, New Rock KJJO, and Z-Rock affiliate KMZZ.

Commenting further on the LMA, which began Monday (1/27), WDJX PD Chris Shebel noted, "For the next month or so we'll be simulcasting WDJX programming so you can hear us in three places: 1080 AM, our regular spot at 99.7 FM, and WZKS's 103.9 FM frequency. If the new format is compatible, we'd like to talk with some of the former WZKS staff about filling openings. Meanwhile, it feels good to have the CHR format all to ourselves again. They did a good job at WZKS, but times are very tough."

Atlantic Completes
Rhino Label
Distribution Deal

Rhino Records has entered into a distribution deal with Atlantic Records, effective March 31 when Rhino's current agreement with CEMA expires.

"We're extremely excited," said Rhino President Richard Foos. "The Atlantic catalog is unparalleled for its musical legacy. We're thrilled to distribute our releases through the WEA system domestically and via Warner Music International around the world."

Atlantic Vice Chairman/CEO Mel Lewinter commented, "We're very proud to enter into this agreement with Rhino, which has set the standard for high-quality compilations. Their expertise is second to none, and they boast a rare combination of musical knowledge, artistic sensibility, and marketing savvy."

Atlantic Director/Catalog Development Yves Beauvais will help facilitate Rhino's use of Atlantic material in addition to maintaining his current Atlantic compilation duties.

UPDATE

KCFM/KC Taps Hayes GM; Morgan PD

KYTV-TV/Springfield, MO GSM Jerry Hayes has transferred to Country radio sister KCFM/Kansas City as VP/GM. He succeeds Bud Garrett, who left to become a partner in a local airborne traffic service.

Kevin Morgan, a news reporter at crosstown KNHN, has been named PD.

McKay Station Manager For M.M.
Group's WTLT, WNRJ, WWHT

Stacy McKay, PD at Contemporary Christian WTLT (The Light)/Circleville (Columbus), OH, has been promoted to Station Manager. Besides WTLT, she'll also oversee the daily operations of sister MOR/CHR outlets WNRJ & WWHT/Marysville, OH.

M.M. Group VP/GM Operations Tom Gilligan told R&R, "Stacy is one of the most intelligent and hardworking individuals I've ever worked with. I'm thrilled to have her take these stations and operate them at peak potential on a daily basis."

McKay said, "I appreciate Tom's confidence and the chance to work with three great staffs, helping them grow and improve."

Prior to her WTLT programming stint, McKay helmed overnights at WSNY/Columbus and was morning News Director/co-host at WQIO/Mansfield, OH.

Survey Shows ND Salaries Down

Thanks to a dramatic plunge in small market pay rates, the median salary for radio news directors dipped slightly in 1991, according to a survey sponsored by the Radio-Television News Directors Association (RTNDA).

The survey showed the median salary for all NDs in mid-1991 was \$17,810, down 2.8% from mid-1990. The biggest losers were small market NDs (population under 50,000), who saw their median 1991 pay tumble to \$13,750, a decline of 8% or \$1250 from 1990. In medium markets (50,000-250,000) and large markets (250,000-1 million) the median salary suffered less, dropping just 1% to \$17,855 and \$22,800, respectively.

The median ND salary in major markets (over 1 million) increased 2% to \$38,000.

But, according to the survey, even major market NDs lost buying power in 1991 because the Consumer Price Index rose 4.7% during the year.

RTNDA's findings are based on a survey of 810 commercial radio stations conducted by University of Missouri journalism professor Vernon Stone. According to Stone, 13% of those stations reported having no local news operation. Stone worries that radio's paltry salaries and reduced commitment to news will soon make it difficult for the medium to attract qualified people.

"I'm surprised so many well-educated people continue to work at salaries that are so inappropriately low," said Stone. "None of the 16 students in my current class are planning to go into radio."

EARNINGS

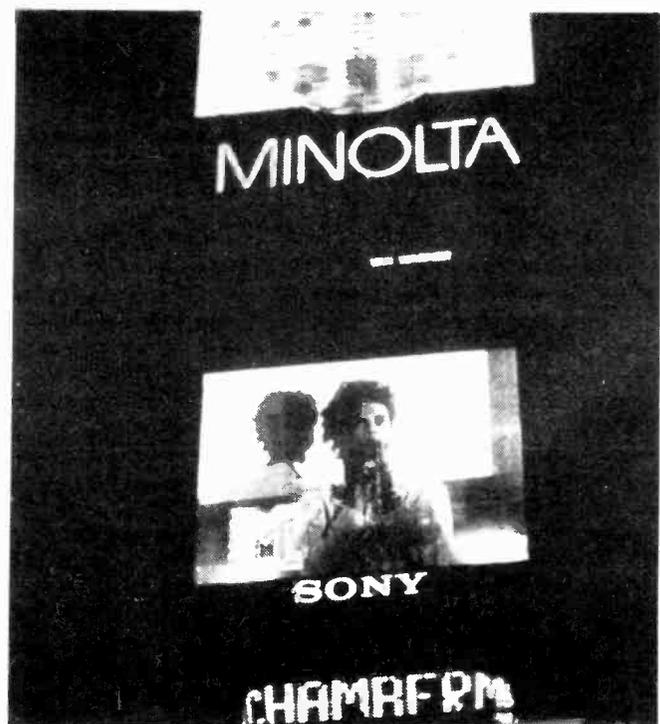
Scripps Howard
Income Off

Scripps Howard Broadcasting Inc. (OTC: SCRIP) reported fourth quarter net income of \$10.3 million (\$1 a share) compared to \$11 million (\$1.07 per share) a year earlier. Revenues were up 9% from \$91.5 million to \$99.5 million. For the year, net income was \$16.2 million (\$1.56 a share) compared to \$30 million (\$2.91 per share) the year before. Revenues were up 7% from \$325.6 million to \$348.5 million.



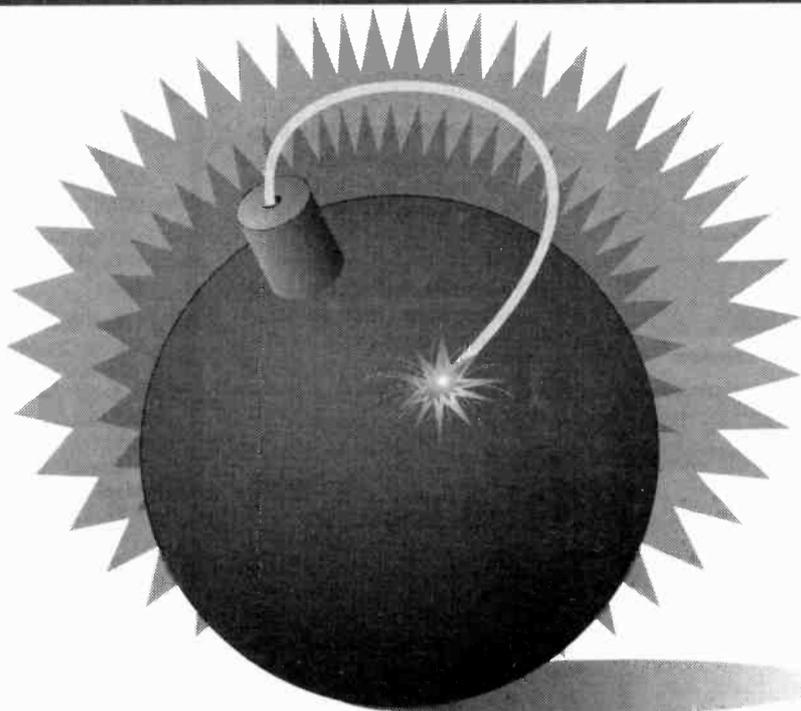
The company said the yearly income figure was reduced by \$12 million to cover litigation expenses involving a Sacramento cable TV franchise. It said its operating income from TV and radio dropped 17.2% for the year, and 3% in the fourth quarter.

Sign 'O' The Times



Prince debuted his "Diamonds And Pearls" video simultaneously on MTV and the Sony Video 1 Network, the 23x32-foot monitor towering over Times Square. WPLJ/New York simulcast the single.

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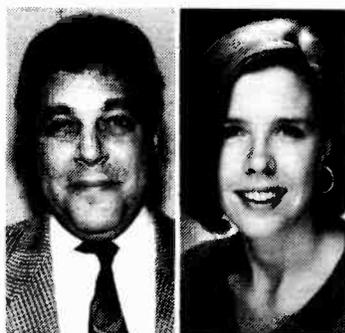
Radio

● **MASON INGALLS** fills the GSM position at WSLR & WKDD/Akron. He moves from the GM slot at WQTL/Findlay, OH.

● **JEAN ESPOSITO** has been named GSM at WOWO-AM & FM/Ft. Wayne, IN, coming from WBVI/Findlay, OH's AE post.

● **DOUG ABERNETHY** is tapped as LSM, **C. PETER CLOUGH** as NSM at WHFS/Baltimore-Washington. Abernethy had been Sr. AE at WFLA & WFLZ/Tampa; Clough was promoted in-house from AE.

● **STAN GASIOROWSKI** was appointed Retail Marketing Manager at WKHK/Richmond. He was previously General Merchandising Manager with East Coast Oil.



Leslie

Burnham

CHRONICLE

Births:

KOUL/Corpus Christi air talent **Vella Adame**, son Ruben Alexander, December 5.

KFRC/San Francisco Director/Programming & Operations **Kevin Metheny**, wife Kim, daughter Eleanor Murphy, December 29.

R&R mailroom chief **Rob Sparago**, wife Illan, son Nicholas Bruce, January 2.

Pro Audio Makers GM Frank Ellsworth, wife Laura, son William Drake, January 12.

Atlantic Records Director/Product Development **Greg Brodsky**, wife Leigh Anne, son Daniel Nicholas, January 15.

KORD/Tri-Cities, WA PD **Chris Kelly**, wife Vicki, son Austin Jeffrey, January 17.

MCA Records VP/Public Relations **Ron Shapiro**, wife Claudia, son Daniel Morgan, January 19.

Levine/Schneider partner **Mitchell Schneider**, wife Rana Bendixen, daughter Sorrell, January 19.

KOUL/Corpus Christi Traffic Manager **Debra Reid**, husband Walter, daughter Ashley, January 22.

Marriages:

Satellite Music Network air talent **Jim Zippo** to SMN Affiliate Sales Rep **Lori Sandridge**, January 11.

Condolences:

RCA Records Sales Rep **Vito Blando**, 65, January 23.

● **GANGSTERS WITH KNOWLEDGE RECORDS** has signed a distribution deal with Pump Records.

● **RAGE *N* RECORDS**, a new Philadelphia-based label, has been formed and can be reached at P.O. Box 473, Valley Forge, PA 19481; (215) 948-3448.

● **STEVE PILON** and **JILL KALISH** have launched Major Label, an Atlanta-based company which can be reached at P.O. Box 55233, Atlanta, GA 30308; (404) 888-9817.

National Radio

● **KEITH MacGREGOR** is appointed Manager/Affiliate Relations at CD Media, moving from RCA's National Director/AOR Promotion slot.

● **TONY GARCIA** joins Randall Broadcasting as Network Director. He had been Director/Programming Sales at Unistar Radio Networks.

Industry

● **KEVIN ODEGARD** has been appointed VP of music publisher Len Freedman Music. He will continue as Director/Film & TV for the National Academy of Songwriters.

● **JOE BAMFORD** has launched Bamford Entertainment Group, specializing in entertainment consultation and artist management. BEG can be reached at 14 Sumach Street, Toronto, Ontario M5A 3J4; (416) 360-5774.

● **DAIN ERIC BLAIR** and **JEFF KOZ** have formed Who Did That Music?, a firm producing broadcast ID/jingles packages as well as music for commercials, records, TV, and film. Blair was Exec. VP/COO of Killer Music, while Koz has written music for his own firm, Koz Music. The company can be reached at 8713 Sunset Plaza Terrace, Los Angeles, CA 90069; (213) 657-0383.

PROS ON THE LOOSE

Phil Abbott — PD KSSK (AM)/Honolulu (808) 486-6078

Linda Austin — MD/middays KRNQ/Des Moines (515) 987-4208

Earl Boston — PD/afternoons WUJM/Charleston, SC (800) 221-9875

Scott Brady — Afternoons WZKS/Louisville (502) 426-9032

Chuck Christian (aka **The Magic Christian**) — Mornings KTAR/Phoenix (602) 867-1577

David Coleman — Atlanta Regional Promotion Manager MCA Records (404) 936-9131

Jim Cowan — West Coast Regional Promotion Manager MCA Records (818) 355-5334

Joe Crawford — Nights WZKS/Louisville (502) 633-6014

Kevin "Crash" Davis — MD/nights WQID/Biloxi (615) 452-7659

Steve Funk — OM/afternoons KRZQ/Reno (702) 329-9849

Dean Goss — Mornings KRMX/San Diego (310) 424-1915

Mike Grosso — GSM WZKS/Louisville (502) 895-0535

Brian Heilman — Late-nights WZKS/Louisville (502) 532-6207

Jon E. Horton — President/GM WZKS/Louisville (502) 245-2717

Kenneth Jones (aka **Ken Conner**) — MD/Production Dir./afternoons KAMO/Fayetteville, AR (501) 855-6932

Biff Kennedy — Philadelphia Regional Promotion Manager MCA Records (215) 641-9525

Cruisin' Chris Kennedy — Afternoons KHUG/Jamestown, NY (716) 373-9896

Christopher Lance — Nights KZBS/San Diego (619) 426-9020

Tom Neuman — Afternoons WCDJ/Boston (508) 429-1452

Lola Potter — Morning news WZKS/Louisville (502) 896-1132

Tim Rose — Mornings KOOL/Phoenix (602) 261-0226

Mark Savage — PD/afternoons KVFX/Modesto, CA (209) 544-1597

Buddy Scott — VP/Programming WZKS/Louisville (502) 339-0555

Tom Sheppke — Houston Regional Promotion Manager MCA Records (713) 661-7184

Shawn Stevens — Overnights WZKS/Louisville (502) 339-4917

Tony Tabor — Morning sidekick WZKS/Louisville (502) 222-9521

Bill Thomas — News/programming KBLA/Los Angeles (213) 874-2881

Ron White — VP/Urban Promotion MCA Records (201) 200-0761

Joel Widdows — PD/mid-days WZKS/Louisville (502) 245-2717

● **CATHY BIEGEL** comes to CBS Radio Representatives as Manager/Research, segueing from the same position at Eastman Radio.

● **COLIN FINKELSTEIN** moves from Sr. Director/Financial Reporting to VP/Controller of EMI Music.

● **SUZAN CRANE** has established Suzan Crane Public Relations, located at 7245 Hillside Avenue, Suite 422, Los Angeles, CA 90046; (213) 874-5943.

Changes

George H. Meyer arrives at WNCN/New York as AE.

James Sullivan joins WFMR/Milwaukee as AE.

Gina Aung has been named National Advertising Coordinator for Windham Hill Productions.

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FORMAT - CUTS
AC: 2-6
CHR: 10-17
COUNTRY: 20-25

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RADIO
DISC
FOR BROADCAST ONLY

COMPACT
disc
DIGITAL AUDIO

- 2 - EVERYTHING CHANGES - KATHY TROCCOLI - 415/F/8
- 3 - YOUR SONG - ROD STEWART - 443/C/32
- 4 - THINKIN' BACK (RADIO EDIT) - COLOR ME BADD - 347/F/0
- 5 - UNDERSTANDING - EVERYTHING BUT THE GIRL - 402/F/10
- 6 - YOU DIDN'T KNOW ME WHEN - HARRY CONNICK, JR. - 309/C/0
- 10 - LOVE AND MONEY (RADIO EDIT) - TAG - 254/C/9
- 11 - ALL WOMAN - LISA STANSFIELD - 512/F/2
- 12 - YOU SHOWED ME (RADIO EDIT) - SALT-N-PEPA - 322/C/18
- 13 - KINGS HIGHWAY - TOM PETTY AND THE HEARTBREAKERS - 306/C/8
- 14 - CAN'T CRY HARD ENOUGH - THE WILLIAMS BROTHERS - 310/C/4

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January 24, 1992
DISC ID: T103

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- 15 - OOCHIE COOCHIE (7" MIX) **ALERT** - MC BRAINS - 341/C/4
- 16 - PEACE OF MIND (LOVE GOES ON) - ONE 2 ONE - 350/F/18
- 17 - UNTIL YOUR LOVE COMES BACK AROUND (RADIO EDIT) - RTZ - 418/F/15
- 20 - HOTEL WHISKEY - HANK WILLIAMS, JR. - 346/C/9
- 21 - MOUNTAIN OF LOVE (ALBUM VERSION) - MOLLY & THE HAYMAKERS - 249/C/9
- 22 - TOO MUCH LOVE - DON WILLIAMS - 251/F/16
- 23 - WAITIN' FOR THE DEAL TO GO DOWN - DIXIANA - 312/F/16
- 24 - SOME KIND OF TROUBLE - TANYA TUCKER - 343/F/17
- 25 - I DON'T DO FLOORS - RICH GRISSOM - 252/C/10

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Digital Made Simple The New Dynamax DCR1000 Digital Cartridge Recorder

Our new Digital Cartridge Recorder, the Dynamax DCR1000, features simple cart-like mechanics with just three front panel buttons on the playback unit. No special training or keyboard is necessary for operation. 3 1/2" floppy disks serve as reliable, low cost recording media.

Our staff of veteran broadcast professionals preserved all the familiar user-friendly functions and flexibility of conventional cart machines in the DCR1000. We know the ins and outs of on-air studios as well as the needs of station personnel. Engineers will appreciate the durability and virtually maintenance free design of the DCR1000. (The disk drive offers over 20,000 hours MTBF yet requires less than 15 minutes to replace.) D.J.s will put their hands on instant cue and start buttons. The production staff will enjoy CD quality audio and the ease of direct digital dubbing. And Station Management will find the price reasonable – about the same as Dynamax CTR90 Series Cartridge Machines.

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MANAGEMENT

PERSONALITY CRISIS!

Negative Behavior In The Workplace

Most employees demonstrate three types of personality traits: those which can be easily changed, those which take more time to amend, and those which can't be altered at all.

Nevertheless, managers should do what they can to change inappropriate employee behavior when these negative personality traits diminish a worker's potential.

Here's a list of behaviors that can be changed as well as some tips on how to do it, courtesy of University of North Texas psychology professor Dr. Michael Mahoney:

- **Lack of assertiveness.** While this is an easy trait to change, doing so can be risky, turning shy people into motor-mouths. Before changing non-assertive workers, make sure you really want their input.

To change: Ask these workers if

they're comfortable about being direct with you (to determine if they simply have a fear of authority). Explain that you value their input and expect them to help the company by voicing their opinions.

- **Inability to get along with co-workers.** A harder trait to change, because this behavior develops early in life. Unless these difficult employees work alone, you've got to try to mend their ways.

To change: Speaking confidentially, explain your concern about his inability to be a team player. If he views your concern as a threat, it's unlikely he'll change. But if he shows interest in what you say, there may be hope.

- **Tendency to dominate.** This is one of the most difficult traits to correct. People under its influence often view invitations to change as attempts to strip away the power they perceive as vital to their success.

To change: Tell these people they could better help the company by not suppressing co-workers' contributions. If that's unsuccessful, tell them nicely — but firmly — to back off. You may have to resort to discipline.

- **Lying.** To change this, tell liars that you and others see through their fabrications. Once they know you're wise to their tricks, most liars will kick the habit.

- **Depression.** Employees who truly suffer from depression tend to miss work, come in late, have trouble concentrating, slip in performance, and lack enthusiasm. Advise these workers to seek professional help.

Self-Help

Meditation or exercise also can help people change negative behavioral traits — especially those involving stress and lack of self-esteem, which tend to manifest themselves in the compulsion to dominate and the inability to get along with others as well as alcoholism and drug dependency.

DATELINE

- **February 10-11** — NAB Radio Group Head Fly-In. Grand Hyatt, Washington, DC.
- **February 13-15** — Gavin Seminar 1992. Westin St. Francis/Union Square, San Francisco.
- **February 22-23** — Air Talent '92. Holiday Inn Airport, Los Angeles.
- **February 25** — 34th Annual Grammy Awards. Radio City Music Hall, New York City.

- **June 7-14** — T.J. Martell Rock 'N Charity Weekend. Various locations, Los Angeles.
- **June 10-13** — NAB Radio Montreux. Convention Center, Montreux, Switzerland.
- **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.

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

- **February 27-29** — McVay Media Management Marketing & Programming Seminar. Sonesta Beach Hotel, Key Biscayne, FL.
- **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.
- **June 7-13** — NAB Radio Executive Management Development Seminar. University of Notre Dame, South Bend, IN.

- **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 9-12** — NAB Radio '92. Convention Center, New Orleans.
- **September 23-26** — RTNDA 47th International Conference & Exhibition. Convention Center, San Antonio.
- **September 29** — CMA Awards. Grand Ole Opry, Nashville.

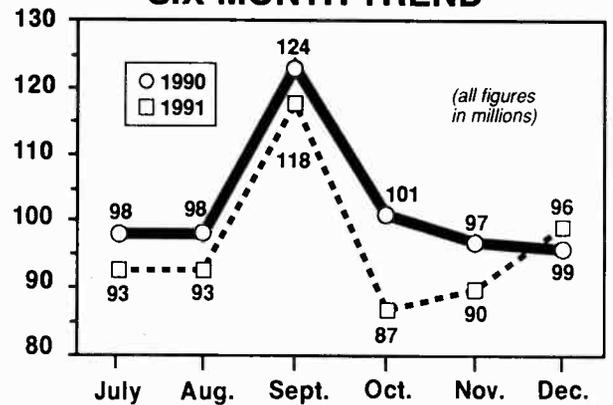
National Spot Radio Scoreboard

Total national spot radio expenditures for the month of December topped \$99 million — a 3.0% increase from 1990 figures.

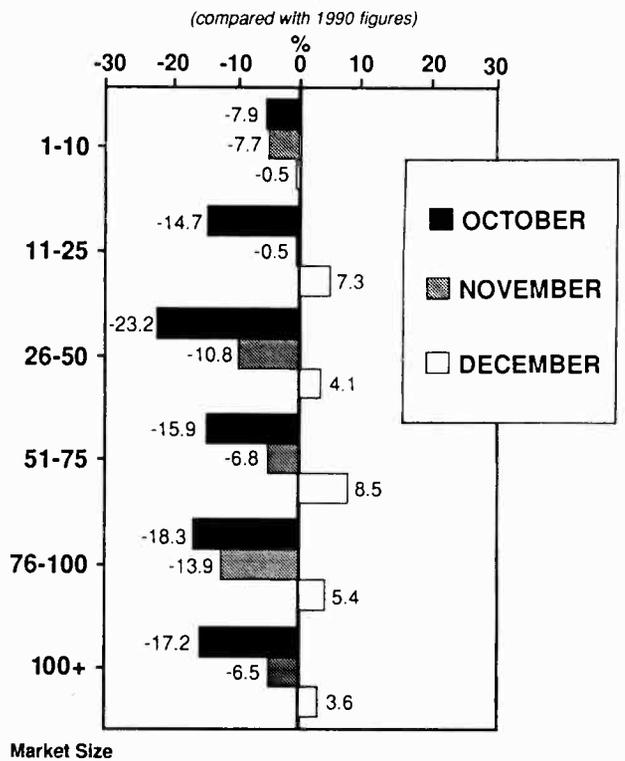
While the figures reflect total billings as reported by America's leading national rep organizations, they are not typical of any specific market. Furthermore, spot billing in individual markets, market groups, or geographic areas may differ substantially.

Source: Radio Expenditure Reports

TOTAL SPOT DOLLARS SIX-MONTH TREND



PERCENTAGE OF CHANGE THREE-MONTH TREND



WHERE SUCCESS AND THE BOTTOM LINE MEET



Times are tough. And to succeed you have to make every dollar count.

At NAB '92 we make business success easier by giving you the most for your dollar, in a way that maximizes your valuable time and that focuses on your most pressing management and equipment needs.

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NAB '92 offers you access to the world's largest "marketplace" of broadcasting equipment, services and ideas. Plus "hands-on" radio management, sales, marketing, and programming sessions that will give you the competitive edge.

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ference to help you improve performance and productivity. You can also participate in "nuts and bolts" discussions about federal, state and local regulatory developments, saving money while avoiding FCC fines, benefiting from competitive opportunities and much more. And as an added bonus, take advantage of more than 70,000 sq. ft. of exhibit space, dedicated exclusively to radio equipment, products and services at the NAB '92 Radio/Audio Exhibits.

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SALES & MARKETING

Changing The Way We Do Business With Agencies, Retailers & Manufacturers

By Chris Beck

Some significant changes in the way that agencies, retailers, and manufacturers do business are occurring in the sales and marketing industry. In this special double column, I'll examine the most notable events in this evolution, some of which are taking place as you read this.

It's no longer sufficient to simply know what's happening. Today we must be aware of what's being planned. This anticipation of future developments — and the planning, preparation, and coaching that accompany it — can make the difference between success and failure. If knowledge is power, anticipating evolution is absolute power.

Advertising Agencies

The '80s saw a dramatic increase in the usage of media buying services. Agencies found themselves forced to renegotiate their compensation, which took the form of either fixed retainers or reduced commissions (or both).

Agencies also faced renewed pressure for results and accountability from clients. Add to that pressure the tremendous debt load brought on by over-expansion, and you get the agency of the '90s. This is why the majority of agencies are re-evaluating the way they do business.

The most notable evolution is the tremendous reduction of manpower in media departments. We're seeing more use of third-party negotiators and an incredible demand for value-added promotions to accompany buys. The coming years will bring even greater change as agencies place more emphasis on non-media accounts.

Many agencies' growth in the '90s will come from direct marketing, business to business, packaged goods, industrial accounts, and promotion. A critical factor will be clients' dramatic shift



Agencies will place more emphasis on non-media accounts.

toward using agencies on a project-by-project basis — in which several agencies compete for each new product — rather than on the traditional agency of record basis.

Clients also want more control over their money. They'll continue to increase their in-house staff and use agencies for creative, logo design, research, package design, promotion, and buying. You'll also see more budgets allotted to local, district, and regional employees, especially those in sales and operations who — if their performances are tied to results — are receiving more autonomy.

Agency Media Buying

Two significant discussions are taking place on the managing director level of several agencies with regard to media buying. The first is the use of centralized buying. Rather than spreading media budgets over several offices around the country, agencies are controlling them at one office. The general feeling is that by using one office they'll be able to drive superior media deals.

The second discussion centers on the process of linking all media buying offices with a computer network, which will allow buyers

access to each station's rate history. Most agencies don't have this kind of interoffice linkage right now, but it is being installed.

I believe the latter method will become the standard as the decade continues. Some will view this evolution with fear; others will adapt their skills and levels of agency and client contact and capitalize on it.

It'll take far more than interacting with media buyers and directors to succeed — it'll take solid needs analysis skills with non-media decision-makers, specifically account supervisors, managing directors, and special agency teams.

Retail Business

There's a direct correlation between budgets (i.e., allocations for various media) and retail, and there has been a tremendous shift of retailers' objectives. The longer you've been in the business, the more clearly you'll see these evolutions. You'll also be better able to identify retailers who are failing or successful.



Linking offices with a computer network will allow buyers access to each station's rate history.

The 1960s/early '70s era was one of image. Many believed cultivating the appropriate image would be enough to obtain new buyers. This step was designed to expand the category and get new consumers to enter the buying cycle.

Stations In The Top 20%

How did your station fare last year? Here are some tips to help place — or keep — your station in the top 20%.

After looking over a multitude of station performance reviews and comparing last year's performance with that of 1990, I found a definitive trend. Of every 10 stations, two had excelled, two had fought to remain stable, and six were running at a deficit.

There was an interesting paradox between the perception and the reality surrounding the 20% that kicked ass. Their peers assumed either the station had monster ratings or a very experienced staff. Having had personal interaction with some of these key stations, I can tell you those factors weren't necessarily the reasons for their success (although, in some cases, they certainly didn't hurt).

The one factor that *did* make a difference was the sales manager. Many of them didn't fit into the traditional role model — *even though some of them worked for extremely traditional corporate cultures*. They took much of the negativity on their own shoulders while keeping the staff relatively insulated and on course, maintaining the vision and a consistent direction.

Four additional components contributed to the Top 20%:

- Smarter/more skilled salespeople
- Implementation of a business plan containing short- and long-term objectives for accounts
- Core accounts with which stations had developed preferred supplier status
- A consistent flow of information.

In summation, you can take an average group of people and consistently create a series of small steps that lead to big accomplishments, especially when it comes to your staffers' desire to become better salespeople. Staffers who want to become more professional and avoid stagnation will learn to consistently execute business skills — and raise base sales — more effectively than their competitors.

Companies stressed the benefits of the products or services as well as the higher quality of life that would result from the usage of such products or services.

The mid-'70s/early '80s, the next era in the retail advertising evolution, focused on generic traffic. A widely held belief was that store traffic translated into revenue. The primary objective of this strategy was to steal from competitors, directly attacking them by offering lower prices. Instead of expanding the category, you were trying to increase your share of existing business. This strategy was accomplished primarily by offering a series of short-term sales (three days on average), low

interest rates, no payments for a millennium, etc.

In the mid-'80s, the emphasis shifted toward increasing the average purchase of existing customers. Stores offered non-traditional products, services, and new departments in an attempt to get consumers to increase their in-store time and to add impulse products to planned purchases. Byproducts of this generation include gas stations with minimarts and grocery stores with pharmacies and film centers.

The late '80s/early '90s — the era we're now experiencing — is a culmination of all three, but primarily a more targeted approach to the last era.

New Lower Prices on GoldDisc™ CDs

Today's hottest formats can improve your station. Get the quality of TM Century's famous GoldDisc™ compact discs cheaper than formats at the stores:

- Hit Country 500 songs \$2,495
(includes one year of reprints)
- TM Mix (Hot AC & CHR) 1,250 songs \$4,495
- 50's & 60's Gold 1,272 songs \$2,995
- 70's Gold 600 songs \$1,495
- 50's, 60's & 70's 1,872 songs \$4,490

Other oldies include AC, CHR, Urban, Country, Classic Hits and Classic Rock. Call (800) TM Century for a sample of our spectacular NoNOISE™ GoldDisc³!

Hits-of-the-Week CDs As Low as \$73/Month



SALES & MARKETING

Direct Marketing

This era is marked by sophisticated database management combined with direct marketing. Retailers are offering frequent buyer programs, private sales, and other incentives. Many even send personalized notices or have representatives phone customers to inform them about various products and services. There is renewed emphasis on retail employee training, a step that offers consumers a personal tie to a mega-retailer.

Another significant current trend is non-personal shopping, which includes shopping via catalogs, on-line computer systems, and licensing and lease arrangements with other retailers. Documented results and case studies are showcased every month in retail trade and business publications. The desire to hold advertising accountable for increasing the number of times each existing customer uses your store, products, or services is the consistent byproduct.

Stations that traditionally have sold generic, non-targeted coupon mailings or station databases are having increasing difficulty selling them today. A retail business base will require that we as an industry have fewer preconceived ideas of retailers' needs. For example, you wouldn't pitch a traffic-generating package to a retailer who's focused on building his existing client base.

Here's the inherent dilemma: We're presenting packages without knowing the clients' operational needs. Over the past decade we've confused packages or ideas with needs. Generating a sizable share of retail business requires us to know both marketing and store operational needs. This opens up new contacts, budgets, and a far superior competitive position with clients. It also enables us to expand our revenues with non-spot opportunities such as research, database management, database collection, and retail training.

“

Clients can't be bothered with salespeople who don't know the right questions to ask.

”

This section can best be put into perspective by a retailer of outdoor patio furniture, fireplace accessories, and Christmas products. Over the holidays she asked, "Does every radio station have a '12 days of Christmas' package? I've seen a dozen salespeople in the last four weeks, but I won't hear from any of them again until the summer (her other peak season)."

A number of surveys back up her claim. Clients can't be bothered with salespeople who don't know the right questions to ask, or who don't — or won't — ascertain their objectives. This has cost our industry millions of dollars in lost revenue. (Especially when you consider that the station might already have the tools or packages to fulfill those needs.) Although determining these needs sounds like a simple skill, it really isn't.

Manufacturers

Manufacturers affect us in two ways. First, agencies place a high percentage of manufacturer brand advertising budgets. Second, many stations have local contact with brand management, sales, distribution, and marketing people. Manufacturers are responsible for much of the pressures on agencies, which I've previously addressed, so I'll focus on the manufacturer as a direct client.

If I had to choose one word to describe the changes in the manufacturer arena, it would be realignment. For instance, in late '91 Procter & Gamble realigned brand management. Now a multi-

tude of other companies are doing the same. Most recently, Coca-Cola shifted focus to get closer to the customer.

Many firms are restructuring their sales departments to become less departmentalized. It wasn't uncommon for one manufacturer to have had as many as 10 different sales divisions, including mass merchandiser, grocery stores, convenience stores, broker sales, industrial sales, national account sales, etc.

Finally, sales divisions are crossing many of the traditional lines that kept them from being more efficient. Brokers and distributors — sales arms for manufacturers — are under attack. With the exception of those in the food industry, brokers and distributors increasingly are getting hit by retailers and manufacturers. This squeeze is due to the tremendous competition for shelf space and the multitude of products the latter handle. Thus manufacturers have started doing a high percentage of the actual selling.

“

There are more locally available funds — but they're being redistributed through different contacts.

”

Retailers are pressing brokers and distributors another way. In December Wal-Mart indicated it would no longer deal with third parties — only manufacturers. Several other retailers are expected to follow suit.

Another area of significant realignment is taking place within brand management. In the old days, one brand manager was responsible for one brand. Now P&G and several other companies have cut back brand managers. As a result, one person is now overseeing

Changing Times, Burning Issues

To illustrate the sales and marketing industry's ever-changing concerns, I've compiled two lists of topics about which you faxed, phoned, and E-mailed questions to our office in January '91 and January '92.

January '91

- Cross-marketing ideas
- Client service ideas
- Projected '91 revenue and growth
- The future of national sales manager positions
- Dealing with zero-base budgets
- Recruitment advertising
- Environment/cause marketing

January '92

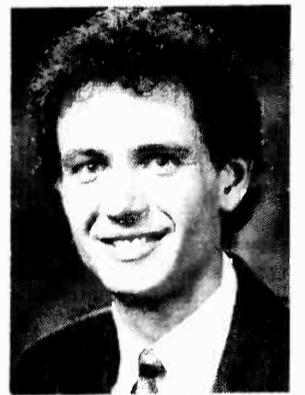
- Finding good people
- Available jobs
- Direct marketing options
- The erosion of 18-34 and teen money
- Ethnic revenue development
- Structuring and operating LMAs and joint operating sales agreements
- Sales department restructuring

many different products. As the '90s evolve, stations that don't have depth of contact with several departments will feel the pinch.

Undoubtedly, many of you believe that manufacturer money is more difficult to get these days. You've seen the effectiveness of traditional vendor strategies erode. But some of you believe there's much more money locally. Those experiencing difficulties are either tied to brokers and distributors or have traditionally generated local revenue through sales contacts, especially in the grocery arena.

In truth, there are more locally available funds — but they're being redistributed through different contacts. However, those with the funds are under a tremendous amount of pressure to document case sales as tied to expenditures.

Funds also are being diversified into different products. Two areas that manufacturers are concentrating on are product reintroduction and non-core brands, such as Fresca for Coke.



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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FILMS

WEEKEND BOX OFFICE
JANUARY 24-26

1 The Hand That Rocks The Cradle (Buena Vista)	\$8.00
2 Fried Green Tomatoes (Universal)	\$5.23
3 Father Of The Bride (Buena Vista)	\$3.77
4 Grand Canyon (Fox)	\$3.66
5 Hook (TriStar)	\$3.52
6 JFK (WB)	\$3.51
7 The Prince Of Tides (Columbia)	\$3.44
8 Beauty And The Beast (Buena Vista)	\$3.25
9 Freejack (WB)	\$2.83
10 Juice (Paramount)	\$2.70

All figures in millions

Source: Exhibitor Relations Co

COMING ATTRACTIONS: No music-related movies opening this week; make a mental note to check out that potential nanny's references instead.

Tower Takes The 'Pulse!'
Of Newsstands Nationally

Starting this week, Tower Records' in-store *Pulse!* magazine will be available at 15,000 North American newsstands. While the newsstand price will be \$2.95, *Pulse!* will continue to be available at no charge in Tower stores, as it has been for almost nine years.

Concurrently, *Pulse!* has absorbed its sister 'zine (*Tower Video Collector*) and will expand its coverage of films, books, and video.

'Creem' Also Riseth

Approximately 40% of revived rock 'zine *Creem* has been sold to magazine marketer Hank McQueeney, publisher of *Iron Horse* and *Fitness Plus*, among other titles.

Creem — which re-emerged in mid-1990 after a two-year lapse —

will boost its frequency from six to 10 issues per year and shrink its price (to \$2.95) and dimensions (to the same size as its competitor, *Spin*).

TELEVISION

TOP TEN SHOWS
JANUARY 20-26

- 1 **Super Bowl XXVI**
- 2 **Super Bowl XXVI Pregame**
- 3 **Super Bowl XXVI Postgame**
- 4 **Roseanne**
- 5 **60 Minutes** (tie)
- 6 **Murphy Brown**
- 7 **Home Improvement**
- 8 **Major Dad**
- 9 **Coach**
- 10 **Designing Women**

Source: Nielsen Media Research

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

Friday, 1/31

- **CeCe Peniston**, "The Arsenio Hall Show" (syndicated; check local listings).
- **INXS** and **Rat Cat**, "ABC In Concert" (midnight).

Saturday, 2/1

- **Dan Hicks** with the **Hot Licks** and the **Acoustic Warriors**, "Austin City Limits" (PBS; check local listings).

Sunday, 2/2

- **Salt-N-Pepa** premiere a new version of their "Let's Talk About Sex" single/video on "Growing Up In The Age Of AIDS" (ABC, 6:30pm), hosted by **Peter Jennings**.
- **Clint Black**, the **Kentucky Headhunters**, **Kathy Mattea**, **Ronnie Milsap**, **Roy Rogers**, and **Travis Tritt**, "Hot Country Nights" (NBC, 8pm).
- **Michael Jackson's** new music-film "Remember The Time," directed by **John Singleton**, premieres on **Fox**, **MTV**, and **BET** (8:25pm).

Monday, 2/3

- **Roberta Flack**, "Arsenio Hall."

Tuesday, 2/4

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

Thursday, 2/6

- **Harry Connick Jr.** guest stars (and performs) on "Cheers" (NBC, 9pm).
- **Bob Dylan** and an all-star band featuring **Rosanne Cash**, **Emmylou Harris**, and **Carole King** perform on "Late Night With David Letterman 10th Anniversary Special" (NBC, 9:30pm).
- **Richie Sambora**, "Arsenio Hall."
- **Richard Marx**, "Johnny Carson."

'ZINE SCENE

24 Years Of Wonderlove!

Adrian Scott Colbert — a blind woman who claims to have been **Stevie Wonder's** lover for 24 years — tells the *Star* about the boy (he was 14, she was 16) Wonder's first sex act! She also maintains they had "wild and kinky" adult sex as well as an adulterous affair, but admits she hasn't heard from him since 1988 (*Star*).

Lawyers, Sums & Money

Lawyer **John Branca** is one of *Forbes's* "Faces Behind The Figures" this week. Though the mag estimates his firm took in \$2 million-\$3 million from the mega-deals he closed for **Aerosmith** and the **Rolling Stones** in 1991, Branca maintains last year wasn't his personal best.

The former keyboardist drily notes, "When **Michael Jackson** went out on tour in 1988, I had a pretty good year."

Lady Magonna

'Zine Scene went pond-hopping this week to find that "Britain's Brightest Newspaper," the *Daily Star*, scooped all U.S. tabs by slapping a boozy-woozy **Madonna** on its cover.

Under the headline "Magonna," Our Lady of the Perpetual Dyejob was shot sliding drunkenly off a bar stool at NYC's Palladium as "boy-friend" **Nick Scotti** nuzzled her neck.

Meanwhile, the *Globe* reports **Madonna** showed up to a recent NYC black tie function wearing bondage-style black leather, a corset, fishnets, and gold paint on bare nipples.

Bass Accusation

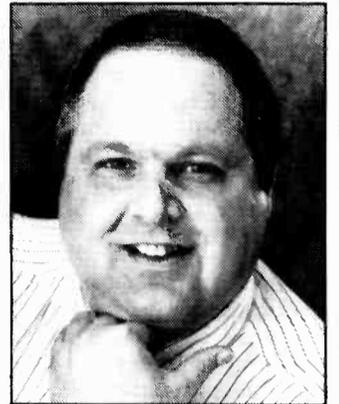
Bill Wyman claims he wrote "Jumpin' Jack Flash," but — as usual — **Mick Jagger** took all of the credit. That's but one of the reasons Mr. Bassman's not a party to the **Stones' Virgin** deal (*Globe*).

Boy Toy Joy

Cher gave **Richie Sambora** the marriage ultimatum: now or never (*Star*). But what about "bagel boy" **Rob Camilletti**? **Cher** promised him she'd buy a jet and make him her pilot when he graduates flight school (*Globe*).



JUST A STAGE — "Acting is a challenge. It's really intense because my character dies every night and goes through lots of stuff" — **Debbie Gibson** tells *People* about being on Broadway in "Les Miz."



MIRROR, RORRIM — "What is the absolute worst thing about life for me? I can't listen to me!" — USA Weekend cover boy/syndicated talk giant **Rush Limbaugh** vents his spleen.

Quick Flips

- What's the secret of **Little Richard's** vocal technique? "Scream like a white lady" (*People*).
- **Ann-Margret** may play **Naomi Judd** in a biopic (*People*).
- **Bette Midler** is two months pregnant (*Star*).

High Kicks

In a *National Enquirer* exclusive, **LaToya Jackson** says she's ending her "sexless marriage" to manager **Jack Gordon**. The *Globe* confirms the divorce, but adds the kickin' news that **LaToya's** going to Paris to perform with the *Moulin Rouge's* cancan girls — for a \$5.6 million fee!

Ghost Of A Chance

• **Joe McIntyre's** 260-year-old, 18-room Boston mansion is haunted. He's hired a pro "ghost-buster," but the **New Kid On The Block** thinks being haunted is neat (*Star*).

• **Soleil Moon Frye** ("Punky Brewster") surprised boyfriend **Marky Mark** (**Wahlberg**) backstage because she'd heard one groupie was being especially aggressive (*Star*).

Closing Credits

Movieline says **Prince** and **Madonna** pose the only threats to **Elvis's** record of 31 awful movies. This exhaustive assessment of the rock star-turned-actor phenomenon points to stinkers from **Bob Dylan**, **Mick Jagger**, **Art Garfunkel**, **Roger Daltrey**, **Ringo Starr**, **John Lennon**, **Michael Jackson**, **Bette Midler**, and many, many more.

However, the 'zine notes that **Cher** is a "pathetic excuse for a rocker," but a "very fine actress."

Similarly, **David Bowie** ends the piece on an up note, by virtue of his being cited as "the only rock star ever to have brought anything to the movies that the movies didn't already have."

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

- **FRIED GREEN TOMATOES** (MCA)
Single: What Becomes Of The Brokenhearted/**Paul Young**
Other Featured Artists: **Jodeci**, **Taylor Dayne**, **Grayson Hugh**
- **GRAND CANYON**
Single: Searching For A Heart/**Warren Zevon** (Giant/Reprise)
- **BEAUTY AND THE BEAST**
Single: Beauty And The Beast/**Celine Dion & Peabo Bryson** (Epic)
- **FREEJACK**
Single: Hit Between The Eyes/**Scorpions** (Mercury/Morgan Creek)
- **JUICE** (S.O.U.L./MCA)
Featured Artists: **Naughty By Nature**, **Eric B. & Rakim**, **Salt-N-Pepa**
- **RUSH** (Reprise)
Single: Tears In Heaven/**Eric Clapton**
- **FOR THE BOYS** (Atlantic)
Single: Every Road Leads Back To You/**Bette Midler**

COMING

- **UNTIL THE END OF THE WORLD** (WB)
Single: Until The End Of The World/**U2** (Island/PLG)
Other Featured Artists: **R.E.M.**, **Talking Heads**, **Depeche Mode**
- **FALLING FROM GRACE**
Single: Sweet Suzanne/**Buzzin' Cousins** (Mercury)
- **THE MAMBO KINGS** (Elektra)
Featured Artists: **Linda Ronstadt**, **Los Lobos**, **Tito Puente**
- **DINGO** (WB)
Featured Artists: **Miles Davis & Michel Legrand**

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Economy

Continued from Page 1

we got in the past.

"Being in the Northeast, we expect the economy will turn around slower than in the rest of the country," Edwards continued. "But the first month of the new year wasn't too bad for us — there are some positive signs. We're taking an aggressive attitude in revenue budgeting and believe we can perform better in '92."

At CHR WHYT/Detroit, President/GM John Cravens said despite slumps in U.S. auto sales, the Detroit economy isn't depressed. "Our sales were flat from 1990 to 1991, so it's not quite as bad as it seems. We've been careful with our spending all along so we haven't had to make a great adjustment."

WKLS/Atlanta VP/GM Tom Connolly said, "We haven't cut any bodies, but we've instituted savings in just about every other line in the budget you can think of. Travel and conventions are definitely areas where we're just not doing what we used to. We're probably spending 25%-30% less on promotion. In good times, promotional dollars are very easy to spend — no one thinks twice about it. But we've been much more analytical about every dollar. Now, when we do spend, it's got to be on something that will really have some impact."

Early Cutbacks

Several stations anticipated tough times and made their cutbacks early. At N/T KCMO/Kansas City, VP/GM Skip Stow reported he has not made any staff cuts at the Gannett outlet and does not foresee any in the near future. "We made sure a year ago that we weren't fat anywhere. Our producers handle more than one show, and we have very few redundancies in other positions."

When spot sales at the station dropped off in late '91, it eliminated some of the less popular avails. "We figured rather than run PSAs or network spots, we'd invest that time in the product by giving the hosts more time to talk," Stow said.

The station also created some attractive specialty avails by adding a few niche broadcasts, including a hunting and fishing program and a financial advice show. Added Stow, "I think the recession has forced us to be better broadcasters. It's taught us that we can get along without a lot of things and forced us to be more creative."

KEZR/San Jose also foresaw the economic slowdown. "About six months ago, we went through budget cutbacks in anticipation of a weaker economy," said PD Kirk Patrick. "Much of that was saving pennies in one area and spending them in another. We wanted to upgrade our signal, which is expensive. We're pretty healthy right now; our sales department has kept the billing up quite well. We had to cut back on talent, but now we're a lean, mean fighting machine."

KOA/Denver VP/GM Lee Larsen noted, "Denver led the nation in the recession, so we did our belt-tightening several years ago. Now Denver's recovering. But while we had a very good year in '91, we con-

tinue to watch our expenses very closely."

Next week: Juggling station promotion and staff morale during a tough economy.

KUKQ & KUPD

Continued from Page 1

Jackie Grimm and Ruth Clifford would form a new company, G&C Broadcasting, to acquire the combo. Their partner in the venture would be Robert Fish, former owner of WHJJ & WHJY/Providence and WVEZ-AM & FM/Louisville. Tri-State and G&C said financial details of the deal would be filed with the FCC by March.

Letters of intent to buy the stations from Tri-State were included in documents filed recently with the Commission, with no financial information listed. The deal includes the combo's assets except its real estate, cash on hand, accounts receivable, and two Mercedes-Benz cars. G&C would lease the real estate from Tri-State for 15 years, with an option to purchase it. Under a non-compete clause, Tri-State owners Jack Norris and Robert Melton would receive a cash payment for not competing in the Phoenix ADI for five years. Officials of Tri-State and G&C didn't return calls from R&R.

The FCC had granted G&C's competing application after ruling that Tri-State had misrepresented Melton's managerial status at the combo from 1974-78. The FCC had ordered Melton barred from management but found that its ruling was never followed. Tri-State has disputed that finding, but will drop the matter should the settlement be approved.

KMPC

Continued from Page 1

man Robert W. Morgan, sports talk hosts Scott St. James and Joe McDonald, and popular sports commentator Jim Healy will remain. Morgan will host a sports/personality talk program. The balance of non-play-by-play programming will be devoted to sports updates and phone-in talk shows.

KMPC has had long relationships with its sports franchises: It's carried L.A. Rams football since the team moved from Cleveland in 1946, as well as L.A. Dodgers baseball for several years after the team's Brooklyn move in 1958. In addition — following station owner Gene Autry's founding of the American League Angels — KMPC has broadcast that club's games for 30 years. It's also held the radio rights to UCLA football and basketball for 33 years.

"This is just a logical progression," said Ward. "As radio and all media become more specialized — and as the success of other Sports stations become apparent — we really feel good about this decision. Gene, too, has always loved sports, and he's really looking forward to the new format."

Current PD Chuck Southcott will exit; a search for a successor is under way. Golden West co-owns KLIT/Los Angeles, which Ward said will retain its AC format.

American Urban Network

Continued from Page 3

ing, and PR positions with Sears, GM, and other firms. Williams, Sheridan's most recent President, previously worked in sales at WINS/New York and and KYW/Philadelphia.

SMN Ups Four In Three Formats



Jones

Clarke

Rafferty

Wight

Dallas-based Satellite Music Network has promoted four programmers, encompassing three of the company's national formats.

Four-year Pure Gold OM Pat Clarke adds OM stripes for the Heat format; he'll be working with newly appointed PD Robin Jones. Ten-year SMN veteran Dave Rafferty becomes PD of the Stardust format and will work closely with OM Dave Allison. And Becky Wight is upped to PD for the Country Coast-To-Coast service.

Commenting on his promotion, Clarke said, "This is the first time in 21 years I haven't been on the air. I'm pumped up for the challenge of servicing 300 affiliates and working with a dynamic team of radio professionals." Jones added, "All of our jocks are distinct, crazy talents. The format's hot, and we're going to crank it up even more."

Rafferty remarked, "We plan to steadily increase [Stardust's] affiliate base and continuously freshen the music. More and more, adult

standards are enjoyed by a younger demographic as well as the mature market." Allison noted, "Dave is a natural for the position; he knows this music inside and out and has worked hard to support our affiliates."

Country Coast-To-Coast OM Mark Edwards, who will give up his midday airshift to concentrate on affiliate services, called Wight "a unique talent as an air personality and as a manager." Said Wight, "I'm thrilled by the opportunity. This is the ultimate privilege, working with the top air personalities, musicians, and record reps in the industry."

Clarke previously held programming and promotion posts at KOFM/Oklahoma City and KWSS/San Jose. Jones has done a variety of radio and TV work in Columbus, OH and Dallas. Prior to joining SMN, Rafferty was Production Director at WLAK-FM. Wight, a two-year SMN employee, was previously an announcer for Nashville Network Radio.

Tenenbaum

Continued from Page 1

Tenenbaum noted, "I'm thrilled that [MCA Music Entertainment Group Chairman] Al Teller and Richard Palmese have given me the opportunity to lead the promotion efforts. I know we will put together an incredible team. Building Impact Records over the last year with Allen Kovac and Jeff Sydney has been a terrific experience."

The extension of the distribution deal calls for MCA to assume responsibility for Impact's local promotion. In addition, Impact will maintain a national promotion staff.

Before joining Impact, Tenenbaum was Director/Promotion for Atco Records. He previously spent 10 years with Atlantic Records in several promotion posts.

Baker

Continued from Page 3

In a related move, WSIX morning talent Duncan Stewart has been tapped as the station's new Promotions Director and will exit his nightly crosstown WWTN talk show.

Prior to joining WSIX five years ago as a PM air personality, Baker held posts at Country outlets WFMS/Indianapolis and KNIX/Phoenix.

Stairs

Continued from Page 18

KRPM/Seattle, KMGX/Fresno, and KHFI/Austin.

Regarding Johnson, KMXI GM Dave McDonald said, "Craig has a good background in many different formats. He grew up in a radio family; his dad was a WCCO/Minneapolis anchor for many years. He's spent time with the Oldies Channel in Los Angeles, worked with us in our Classic Hits/Classic Rock incarnations, and has a terrific understanding of radio operations and programming. We're very happy to move him into the position. We feel we won't miss a beat."

Johnson joined KMXI (then KMJK) four years ago. He previously worked on-air at KZZU/Spokane, WA.

KRSR

Continued from Page 3

the hottest country records as often as we can."

Pearman emphasized the station's focus on personality, saying management hired "the freshest and most entertaining people around." A \$2 million TV ad campaign is also planned.

He said programming will be 80% current and 20% oldies (covering the last two to four years). Rusty Walker will consult.

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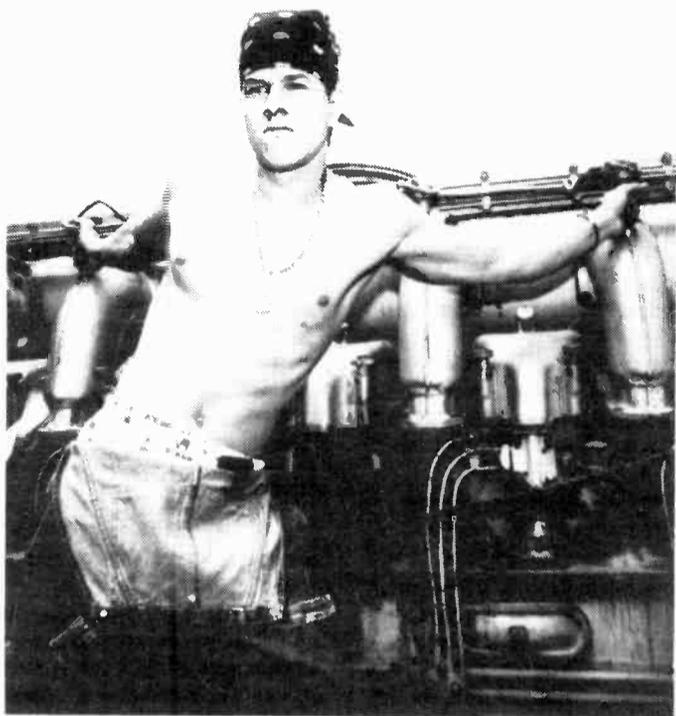
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| Q106 add | B93 39-29 |
| KUBE add 29 | WPGC |
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STREET TALK

Atlanta Indie Indicted; Key MD Identified

Atanta-based independent record promoter **Gregory Johnson** was indicted last week on nine counts of payola and tax evasion charges. The Feds claim Johnson paid an undisclosed amount of cash to a former **WVEE (V103)/Atlanta MD** to play various records. Although the Feds wouldn't identify the MD, ST has learned it's **Kenny Diamond**.

V103 VP/GM **Kenny Mack** would not confirm the MD's identity, but told the *Atlanta Constitution* the MD in question resigned in September 1990.

Johnson is the fifth record promoter in the last four years to be accused of payola, which is a misdemeanor. (The tax evasion charges that Johnson faces are far more serious.) No one at V103 — including Diamond — has been charged with a crime or accused of any wrongdoing.

The FCC has given **Evergreen Media** one last chance to pay an outstanding \$6000 indecency fine levied against **WLUP (AM)/Chicago** for portions of the **Steve [Dahl] & Garry [Meier] Show**. In a January 27 letter to Evergreen, the Commission gave the company 10 days to pay up or face a possible lawsuit.

Evergreen attorney **Eric Bernthal** says his client is unimpressed by the ultimatum and is prepared to go to court.

KFOG/SF PD Pat Evans resigned Thursday (1/23) after nearly three years with the station. Station Mgr. **Dwight Walker** hopes to name Evans's replacement within the next two weeks.

Rumors

- Is former **KKQK/Omaha PD Keith Edwards** about to become PD at **WZOK/Rockford**?
- Is exiting **KSDO (AM)/SD talk host Michael Reagan** about to surface crosstown?
- Is a Spokane station exploring a possible CHR hole in the market?
- What was **Magic Matt** doin' with **Steve & Garry** at **WLUP (AM)/Chicago**?
- Will former **KDON/Salinas morning man Man-cow Muller** be joining **KSOL/SF** for morning drive? Does this mean curtains for current **KSOL** morning team **Ron Engleman & Kelly Fox**? Incidentally, ST hears there's no truth to the rumors that **KSOL** is looking for new calls.
- Is the deal to bring former **Chrysalis AOR** promo dude **Dave Ross** to **RCA** all but done?
- No truth to the rumor that **Sal Licata** is in discussions with **BMG**.



CRUNCH TIME — Behold **KC101/New Haven MD Johnny Dark**, as he makes good on his promise to eat the peanut butter off of the hood of Columbia promo domo **Jerry Blair's** car, owing to **Eddie Money's "I'll Get By"** making the **Back Page CHR** chart. (Dark didn't have the faith in the tune that Blair did.) Testifying to this tale o' the tongue-bath are (l-r) Blair, **KC101 PD John Scott**, **Columbia promo rep Charley Walk**, station **APD Steve Wilson**, and **Dark**.

Incidentally, **SBR** — the consultancy formed by three former **KBCO/Denver** staffers — is now advising **KFOG**.

Mojica Vs. Gannett (Slight Return)

The legal sparks are flying again at **Gannett's WGCI/Chicago** in the sexual harassment and racial discrimination suit involving overnighter **Irene Mojica (R&R 12/13/91)**.

A jury originally awarded Mojica \$160,000 in damages, but a judge threw out the sexual harassment charges and scuttled \$125,000 of the award. Now Gannett has informed Mojica that the company plans to appeal the racial finding in an effort to clear the station's name of any wrongdoing.

Mojica told ST she intends to counter-appeal and will likely challenge the decision in its entirety, which will include reopening the sexual harassment charges.

Impact On MCA

The merger of the **MCA** and **Impact** promo staffs displaced several local/regional reps, including **Jim Cowan (L.A.)**, **David Coleman (Atlanta)**, **Tom Scheppe (Houston)**, **Biff Kennedy (Philly)**, **Don George (Cleveland)**, **Kevin Morton (St. Louis)**, and **Lois Kennedy (Boston)**.

Continued on Page 32



WE'RE TALKIN' MUSIC

"The Only Time Success Comes Before Work Is In The Dictionary"

SAM A. CALLE
National Record Promotion
Artist and Management Consultant
(310) 377-6430 • FAX (310) 377-4055

CHRIS

you are the one

CUEVAS

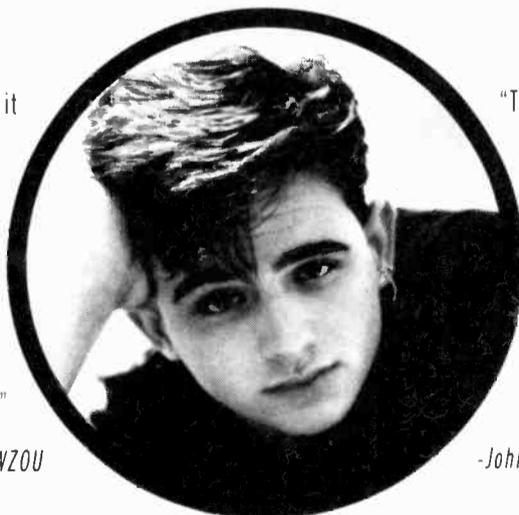
"Spiked it for a week and got tremendous response. Put it right into a 4-time-a-day rotation. Why mess around?"

We know it's a hit!" -Kip Taylor/MD/WQXA

"It's a surefire teen hit that will grow into your upper demos and other day parts."

'You Are The One' is THE ONE!"

-Jerry McKenna/APD/WZOU



"The first time I heard Chris Cuevas, I thought to myself .

'This will never work in my market.' Three months later,

I look at our research: Top 5 phones, and

consistent Top 10 sales, and I think to myself,

'Boy am I stupid...don't be stupid like me.' "

-John Christian/APD/MD/HOT 97.7

BRUCE STEVENS, WBBQ: "Top 15 requests already - I see a snowball effect starting with requests across the board!"

P1 ACTION:

WZOU deb 34

WIOQ 30-26

B94 add

WNVZ deb 26

HOT102 deb 24

KHTK deb 29

KKFR 30-26

HOT977 5-4

HOT AT:

WLAN 32-26

KBFM 7-5

B97 3-2

KKXX 20-13

B95 7-4

KCAQ 17-12

WNYP 10-5

WJAD 13-8

KISR 28-21

WMMZ 6-5

WYKS deb 35

JUMPS:

B93 18-14

Y107 17-14

PWR102 10-8

WJMX 29-22

KNOE 37-29

WBXX 24-17

And Lots More!

Continued from Page 30

Now that the dust has settled, **Jan Teifeld** has become West Coast Promo Dir., based in L.A. Joining her will be **Jeff Davis** (Atlanta), **Patt Morriss** (Houston), **Trish Merelo** (Philly), **Jeff Ifland** (St. Louis), **Paul Barrette** (Boston), and **Mark Diller** (Detroit/Cleveland). **Suzanne Sias** and **Reggie Blackwell** will both handle Chicago.

Impact's downsized promo staff will include VP/AOR **John Hey**, Nat'l Promo Dir. **Jeff Neben**, and an as-yet-unnamed VP/Promo.

Look for Impact East Coast Nat'l Promo Dir. **Laura Kuntz** to handle those duties for MCA and split the NY local market with MCA rep **Steve Klein**. Finally, Impact Assoc. Nat'l Promo Dir. **Gina Iorillo** is expected to take a national post with MCA.

Nationwide Group Manager (and **KVRY/Phoenix GM**) **Dale Weber** has taken an early retirement. **KHMX/Houston GM Clancy Woods** will assume **Weber's** Group Manager position; the search for a new **KVRY GM** is on.

Talkin' All That Jazz

United Exec. VP **Bill Parris** tells ST there are no changes in the works at Jazz outlet **WJZE (Jazzy 100)/DC**, which is rumored to be considering CHR. The denial came as Jazzy PD **Beej Johnson** resigned to become morning man at UC **WDAS/Philly**. Meanwhile, ST hears 'JZE is upgrading its antenna by moving to **WAVA's** tower.

And . . . there's a completely unsubstantiated rumor that crosstown **Radio Venture** will transfer **WMXB/Richmond PD Brian White** to Gold **WXTR** and switch the station to CHR.

Rumbles

- **WDFX/Detroit GM Michael Schieffer** takes the GM job at **WAQX/Syracuse**. **Michael Stapleford** will retain his 'AQX Station Mgr./GSM duties.

- **KJYO (KJ103)/OKC Promotion Dir. Mike Wall** becomes OM. PD **Mike McCoy** remains in place.

- **KDUO/Riverside, CA** — which planned to switch formats this week — will be sportin' new calls **KHTX**.

- **Dan Giddings** is the new PD at **KZOQ/Missoula, MT**.

- **Eric Taylor** moves from anchor/reporter at **WSB/Atlanta** to the newly created post of ND at **N/T WTMJ/Milwaukee**.

- **WGCI (AM)/Chicago PD Michael Watkins** is doing interim PD duty at **WGCI-FM** in the wake of **James Alexander's** relocation to **KKDA/Dallas**.

- **KRNQ/Des Moines MD/midday maven Linda Austin** exits. Afternoon **John Weis** takes the MD reins.

- **UC WDXZ-FM/Charleston, SC** has gone dark.
- After a brief segue to AC, **WWSF/Ft. Walton-Pensacola** returns to CHR. **Ron Hill** is the new GM, coming from **WMXX/Jackson, TN**. Hill replaces **Don Durden**. Morning man **Tim Kincaid** becomes PD, and former PD **J.J. Duling** is now consulting.

- **Power 99/Atlanta** not only has APD/morning mistress **Leslie Fram** holding court with music reps, but also officially names noon-4pm personality **Sean Demery** its new MD.

- Longtime **Detroit Tigers** announcer **Ernie Harwell** — forced into mandatory retirement by the club at the end of the '91 season — will have a new home this year, doing play-by-play on **CBS Radio**.



HEATHER & YAWN — KGB/SD Dawn Patrol producer **Jimmy Baron** took the celebrity wakeup call one step further when he showed up unannounced at actress (and **Motley Cruette**) **Heather Locklear's** hotel boudoir and convinced her to submit to a live! early morning interview with the station's **Dave Rickards**. Not only that, he persuaded her to allow this picture to be circulated.

Contrary to what you may have heard, **EMI Records Group** — uh, make that **ERG** — VP/Promo **Kevin Carroll** has not resigned to replace **Mark Gorlick** at **Atco**, although more than a few folks inside the latter label are convinced it's nearly a done deal.

Nevertheless, **Atco Sr. VP/Promo Craig Lambert** was chatting up some other candidates on the West Coast this week, and ST hears he plans to sit down with a mystery promo rep from the Windy City.

Meanwhile, look for **Atco Detroit** promo rep **Denise George**, who's also up for that VP/Promo slot, to be elevated to Nat'l Promo Dir. — if she doesn't relocate to NY.

PLG VP/Urban Promo Ron Ellison was sentenced to three years' probation and 1000 hours community service following his conviction on tax evasion charges. Ellison remains on paid suspension with the label and his future there has not been disclosed.

ST hears VP/GM **Tex Meyer** will do two more interviews before making a final decision in the **B94/Pittsburgh PD** race. Could one of those chats be with former **WZKS/Louisville VP/Prog. Buddy Scott**? And might the other one involve **92Q/Baltimore PD Jeff Ballentine**?

Atlantic Crossings

Atlantic Sr. VP Andrea Ganis is realigning her national staff:

- NY-based Nat'l Promo Dir. **John Weston** has been upped to Sr. Dir./Nat'l Promo.

- NY-based Assoc. Dir./Nat'l Pop Promo **Kim Freeman** becomes Nat'l Promo Dir., relocating to L.A.

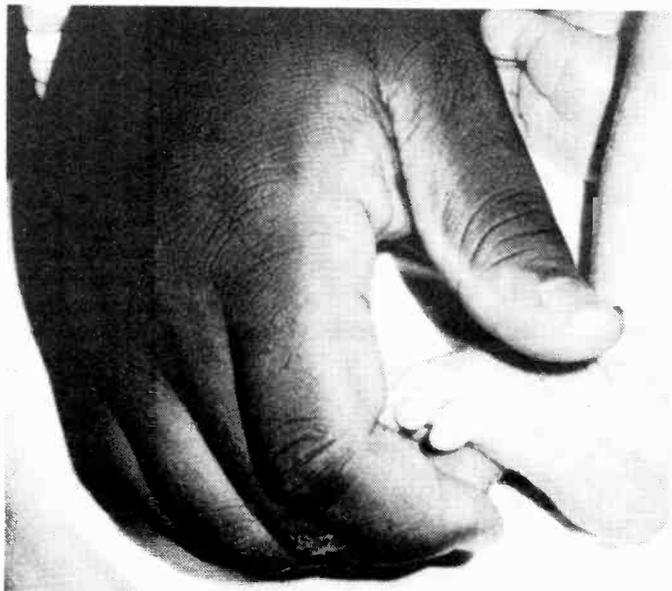
- Two regional reps — **Mark Fritzges** (Pittsburgh) and **Kim Stephens** (N.O.) — have received Nat'l Promo Dir. titles. They'll stay based in their respective markets. West Coast regional promo rep **Bob Clark** becomes Nat'l Field Mgr., based in L.A.

In addition, Assoc. Dir. Nat'l Promo **Pamela Jouan** segues to L.A. local promo. She replaces **Mary Tripodi**, who shifts to St. Louis/KC. Detroit local **Kim Langbecker** will now cover Cincy/Indy; **Michael Stevens** adds Detroit to his Cleveland duties.

The news comes as Ganis and hubby **Barry Wendroff** celebrate the Saturday (1/25) birth of their daughter, **Ali Brice Wendroff**.

Continued on Page 34

PM DAWN



PAPER DOLL

CHR CHART DEBUT 33

P1 CHART 28 - 22

P2 CHART Debut 37

NOW ON 121 CHR REPORTERS 121/21

PWR99 add	WBBO deb 38	Q106 25-22
WPHR add	WABB deb 32	KMEL 23-20
WHYT add	XL1067 deb 28	HOT977 27-24 Hot
KUBE add 28	Z102 deb 37	WVSR 29-24
FLY92 add	KF95 deb 36	TIC-FM 24-21
WAEB add	KSND deb 30	WKSS 31-26
B93 add 39	KPSI deb 35	WLAN 36-32
WZYP add	Q99.5 deb 28	KC101 29-23
WAPE add	KWIN deb 27	WTHT 40-27
KZ93 add	95XXX deb 28	KHFI 30-27
KLUC add 29	WQXA deb 30	I95 29-26
KQIZ add	KFQX deb 33	WCKZ 17-14
WJAD add 35	WMMZ deb 33	KZFM 35-30
KMCK add	KNOE deb 33	HOT955 25-22
KZII add	WFHT deb 34	Y107 34-30
Q101 add	WBXX deb 38	WWHT 18-14 Hot
KFRX add	WAZY deb 34	CK105 22-18
KROC add	HOT97 16-14	WGRD 36-29
KPXR add	WIOQ 12-10	KKMG 33-28
KQIX add	WMPX 29-24	PWR102 31-22
Y97 add	KTFM 26-22	HOT194 23-20
WDFX deb 21	PWRPIG 19-13	KCAQ 38-26
HOT102 deb 25	Q105 24-21	KZZU 38-32
KIIS deb 24	B96 27-22	WNYP 33-26
FUN107 deb 32	Q102 32-29	WILN 31-23
999KHI deb 26	WJMO 19-12 Hot	KIXY 36-32
WSPK deb 30	KHTK 23-20	KQHT 28-24
WBBQ deb 36	WKBQ 20-16	KGOT 30-24
WFMF deb 34	KKFR 27-22	KTRS 30-24
KPRR deb 25	KKRZ 30-23	OK95 36-29 Hot
		KFFM 31-27



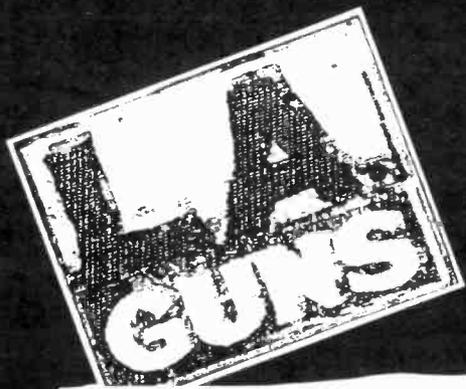
BUZZ BIN!

GEE STREET



PolyGram Label Group





"IT'S OVER NOW"
 The new track to AOR Radio from
 L.A. GUNS latest album,
"Hollywood Vampires"

(849 485-274)

**FIRST
 WEEK
 ACTION**

- KBEQ add
- KISN add
- WAAL add
- PWR92 add
- WLAN add
- WPST add
- K92 add
- KTUX add
- WRQK add
- KIKX add
- Q99.5 add
- KZZU add
- WPRR add
- WHTO add 40
- KMCK add
- KISR add
- KNOE add
- WILN add 38
- KNIN add
- KZIO add
- KFRX add
- WDBR add
- KFMW add 35
- KGOT add
- KTRS add
- KTMT add



Left Bank Management
 Produced by Michael James Jackson

Active rotation on

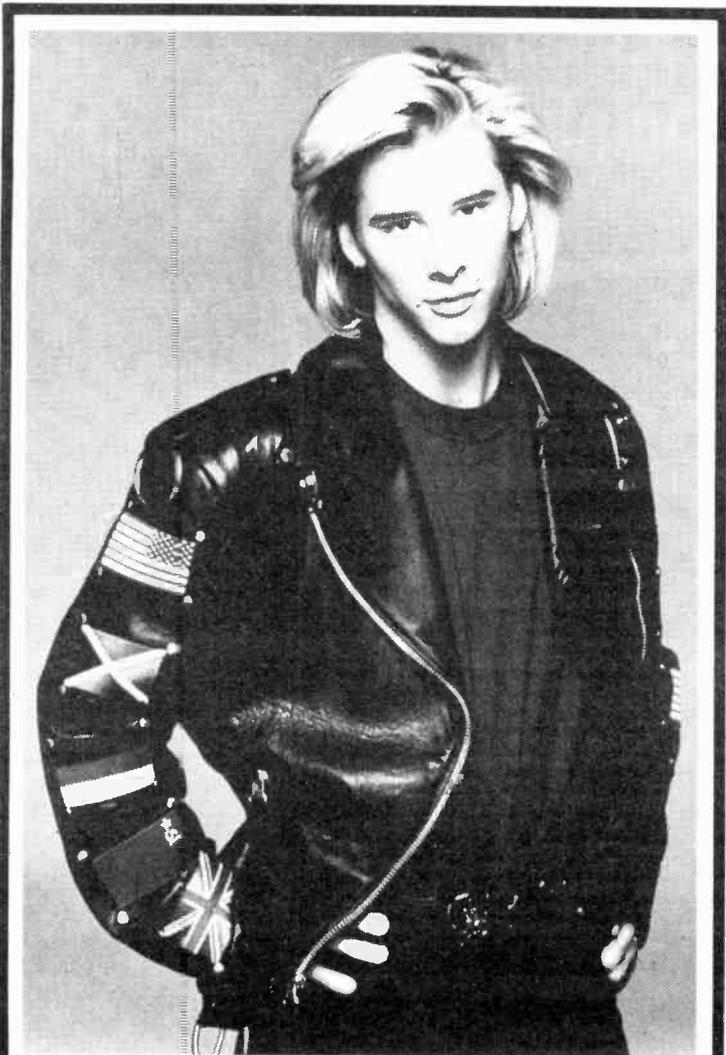


THIS IS JUST THE BEGINNING

© 1992 PolyGram Records, Inc.



CHESENEY HAWKES



Feel So Alive

The follow-up to the
Top 10 smash
"The One and Only"

Already Added At...

- WLAN add
- CK105 add 38
- WHTO add 39
- WKSF add
- WJMX add
- KCHX add 33
- WKFR add
- KMGZ add
- KFFM add

From the debut album *The One and Only*

Written by Nigel Hinton and John Wesley Harding Produced by Richard Feldman
Mixed by Brian Malouf Management: Bill Curbishley of Trifold Management and Len Hawkes

EMI Records Group
North America



© 1992 Chrysalis Records Inc.

STREET TALK®

Continued from Page 32

Gimme Back My Bullets

Relations between **FM104/Modesto** and **PLG** may be a wee bit strained following an altercation Friday (1/24) between FM104 MD **Eric Hoffman** and PLG rep **Bruce Hix**.

Frustrated with the station's music policies, Hix demanded Hoffman immediately return all of the station's PLG promo CDs and refused to leave until his request was fulfilled.

Hoffman didn't exactly cotton to the idea and *called the cops*, who escorted Hix out of the building. (Yes, he did leave with some CDs in hand.)

Two weeks ago, ST recounted **WWZZ (Z93)/Knoxville's** on-air plea for advertisers to help save its AOR format. The ploy didn't work: Z93 is now "Young Country." The station made the switch last week after playing **Hank Williams Jr.'s** "Young Country" for five

Rumbles, Pt. II

- **KZHT/SLC VP/GM Terry Schmidt** has taken a six-week leave of absence; owner **Steve Marriott** has stepped in temporarily. Meanwhile, MD/middayer **Brent O'Brien** exits, and **KZHT** and crosstown **Q99.5** trade night rockers: **Dr. Doug** exits the Z for the Q, and Q's **Nightstalker** moves to the Z.

- Four big hits from the ST "oops" file: **WXL/ Davenport, IA MD Malcolm Ryker** is heading to San Antonio to become APD/afternoons at **KSAQ**, not **KZEP (rimshot)** . . . **KQKQ/Omaha MD Liz Adams** has not exited (rimshot) . . . **KFMG/Albuquerque** is actually **KAMX** and is not involved in an LMA (rimshot) . . . New Pro-Research partner **Kevin Barrett** was previously with **KRZE (AM)/Riverside, CA** — not **91X/SD (symbol crash)**.

- **WCDJ/Boston** afternooner **Tom Neuman** exits to relocate to Houston.

- **WMMZ/Gainesville** APD/afternooner **Kris Van Dyke** cops the **WHHY/Montgomery** MD/midday nod in the wake of **Jeff Blake's** exit. **MMZ's John Byrd** slides into his station's APD/afternoon slots.

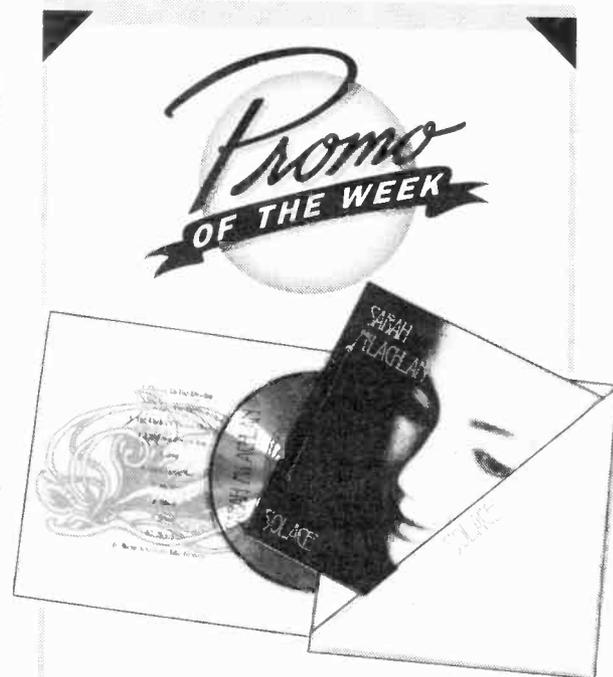
- **Steve Hahn** joins former morning partner **John Lisle** at **KISS/San Antonio**.

- Former **WLLZ/Detroit** afternoon driver **Bob Bauer** lands a weekend talk show on crosstown **N/T WXYT**.

- **EFM Media's Rush Limbaugh Show** is set to move from Sports **XTRA/SD** to crosstown **N/T KSDO (AM)**.

- **WTIC-FM/Hartford** swinger **Paul DeFrancisco** exits for nights at **Mix 105.1/Orlando**.

- **WCRJ/Jacksonville** morning man **Jim "Catfish" Prewitt** exits to relocate to Corpus Christi.



Solace Of The Jams

The consolation prizes at **Arista** allayed their way to **Promo Item O' The Week** honors, soothing selected programmers' anxieties with special packages of **Sarah McLachlan's** new "Solace" CD.

Opening the custom cardboard box that houses the CD itself reveals a 21-page booklet, wherein each McLachlan composition's hand-lettered lyrics have been printed on vellum. These 10 pages alternate with four-color photographs printed on paper, providing each song with its own unusual combination of words and images.

days straight. Co-owner **Robert Bennis** becomes PD.

ST hears **BDS** has shuttered its Dallas radio office in an attempt to scale down its radio operations and concentrate on its record company biz. Word is the move is the result of recent financial restructuring. Displaced by the closure is two-year veteran and Dir./Radio Sales **J.J. Jordan**.

M.M. Group Gold outlet **WCFL/Morris, IL** was ordered off the air last Tuesday (1/21), following complaints of co-channel interference. However, the station hopes to be back on the air by this weekend with an antenna that meets FCC standards.

M.M. Group CFO Mark Litton told ST the problem occurred because a consulting engineer misread the station's power authorization.

Continued on Page 36

The One You Can't Afford To Miss!

June 11-13

Century Plaza • Los Angeles

Plus: a **T.J. Martell Rock 'N Charity Week Long 10th Anniversary Celebration.**

Sun 6/7 - Annual Music Industry Tennis Open, Racquetball Tournament, Rock 'N The Puck Celebrity Hockey Games

Wed 6/10 - Celebrity Golf Classic & 10th Annual Rock 'N Bowl

Thurs 6/11 - T.J. Martell Celebrity Silent Auction • Sun 6/14 - Celebrity Softball Games



two generations - one incredible song

gerald levert - "baby hold on to me"

(duet with eddie levert)

**LP CERTIFIED GOLD/ALBUM #5 URBAN/#9 SINGLE URBAN
SALES AND AIRPLAY MOVER IN BILLBOARD**

TOP REQUESTS VIDEO JUKEBOX

GOING FOR ADDS NOW!

ALREADY REPORTING:

**KBXX (HOUSTON) 15-11 HOT
WPGC (WASHINGTON) #18
KMEL (SAN FRANCISCO) 35-26**

AIRPLAY EXPLODING IN THESE MARKETS:

**NEW YORK
BOSTON
MIAMI
ORLANDO
CINCINNATI
KANSAS CITY
ST. LOUIS
SAN FRANCISCO
SEATTLE
BUFFALO
INDIANAPOLIS**

when gerald levert sings a duet with his father eddie levert

(the voice of the o'jays)-it's a magical moment in musical history.

From the album PRIVATE LINE

produced & arranged by: gerald levert & edwin nicholas for trevel production co., inc.



east west records america

SIMPLY RED

"STARS"

LP APPROACHING GOLD!

#1 IN EIGHT COUNTRIES

HEAVY ROTATION AT VH-1 AND VIDEO JUKEBOX

STEVE WYROSTOCK, KRBE: "A fantastic, multi-daypart, mass appeal smash, generating #1 phones! Single goes 53-12 in Houston!"

LEE CHESTNUT, STAR 94: "Their best song since their #1 single, 'If You Don't Know Me By Now'."

AC: 22 - 18

KHMX #4 phones after one week! 25 - 17!
WNSR/NEW YORK Phones
KBIG/LOS ANGELES Phones
WBMX/Boston Phones

Adds This Week Include:

- | | |
|---------|--------------|
| MOJO-31 | STAR94 30-25 |
| KHTK-31 | KRBE 9 |
| WZOK | WNVZ 28-25 |
| WCGQ | WJMO 24-20 |
| WKSI | WPHR deb 29 |
| WDJX | KXXR |
| WBPR | KDWB |
| KGRD | KRXY 12-9 |
| KGOT | KWOD 17-13 |
| KFQX | KISN 27-23 |
| WMXP | |

AND MANY MORE!



STREET TALK®

Continued from Page 34

Former Hot 97/NY Promotion Dir. **Stacie Seifrit** joins R&R as Marketing Manager. She replaces **Jodie Renk**, who left to start **Music Forecasting Inc.**

Bob (Blake) Edwards — who just resigned as PD at Classic Rock **WQBK-FM/Albany** — has nailed the PD post at similarly formatted **KKLZ/Las Vegas**. He replaces **Jeff Murphy**, now a consultant with **DeMers Programming & Marketing**.

Speaking of DPM, the consultancy has inked two new clients: **KKRZ/Wichita** and **WFXS/Chattanooga**.

Acme Broadcasting's plans to lease **KZOL/SLC** and flip it to New Rock have been delayed. **Mike Summers** — former PD at crosstown New Rock **KJQN** — had hoped to begin programming **KZOL** February 1. Acme President **James Facer** doesn't expect the hang-up to be a long one.

Clear Channel Urban WQUE-AM & FM/ N.O. has inked a deal to simulcast New Orleans Saints football games for the next three years. Look for the AM to shift to a Sports/Talk format within the next 30 days.

WPTX & WMDM/Lexington Park, MD PD Beverly Farmer has personally invited the airstaff of soon-to-be-defunct CHR **WAVA/DC** to audition for her nearby Rock CHR outlet.

Best wishes for a speedy recovery to **KABC/L.A.** midday talker **Michael Jackson**, recovering from quadruple bypass surgery. Jackson is expected to return to work in late February. USC law professor **Susan Estrich** is subbing in the interim.

Meanwhile, the other — rather more famous — **Michael Jackson** will receive the

Records

- Former **EMI NY** local promo rep **Margaret Ann Ronayne** joins **Arista** for NY local. She replaces **Laura Labadia**, who resigned last month.
- **Restless Records** is looking to hire a Retail Sales Mgr. Contact Sales & Mktg. honcho **Rich Schmidt**.
- **Morgan Creek** hires **Doctor Dream's Michelle St. Clair** for the Nat'l Dir./Alternative & Video slot vacated by **Sherri Trahan** last year.
- Effective February 1, **Virgin's** West Coast office will relocate to 338 N. Foothill Road, Beverly Hills, CA 90210. The phones 'n' faxes remain the same.
- Longtime A&R exec **Peter Jay Philbin (Columbia, Elektra)** has set a new custom label, **Signal Entertainment**, through **Capitol**.

RADIO & RECORDS



1

- **Andy Allen** elevated to Sr. VP/GM at **Island Records**.
- **Charisma** ups **Lenny Bronstein** to VP/AOR Promo and **Al Moinet** to VP/Pop Promo.
- **Joe Bonadonna** boosted to **WMMR/Philly** Program Mgr.

5

- **Elliot Goldman** re-ups as President/CEO of **RCA/Ariola**.
- **Bill Stedman** becomes **KSAN & KNEW/SF** OM.

10

- **Birch Report** buys **Mediastat**.
- **Walt Sabo** returns to **ABC Radio** as VP/Network Ops.
- **Les Garland** joins **MTV** as VP/Programming.
- **Transtar** debuts.

15

- **Dene Hallam** lands his first PD gig — Country **WFEC/Harrisburg**.

National Association of Black Owned Broadcasters (NABOB) Lifetime Achievement Award at the organization's eighth annual communications awards ceremonies, which will be held at the Sheraton Washington on March 5. **Motown's Jheryl Busby** will be among the other honorees.

According to ST's decidedly unscientific "fun-poll," the winners at Monday's (1/27) American Music Awards bestowed their "thank-yous" in approximately this order: 1) God, 2) **Tommy Mottola**, and 3) *radio*.

Grenadier General

Remember the **War Babies'** bogus hand grenade that netted **Columbia** those coveted Promo Item O' The Week honors two weeks back? **KZKZ/Ft. Smith, AR MD John Allen's** 10-year-old son, **Clayton**, brought one of 'em to school, figuring it would make a nifty show 'n' tell bit.

Unfortunately, this took place shortly after folks at nearby Ft. Chaffee warned local residents to be wary of missing explosives in their neighborhood.

As you might expect, teachers freaked when they spotted the grenade, and nearly called the bomb squad before cooler heads prevailed and order was restored.



RADIO EXPENDITURE REPORTS INC.

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

WHAT YOU NEED TO KNOW

MARKET BY MARKET
ACCOUNT BY ACCOUNT

YOUR SOLE INDUSTRY SOURCE
FOR NATIONAL & REGIONAL SPOT DATA

ERIC CLAPTON

4th Most Added 48/45
Track: ⑧ #1 Most Requested

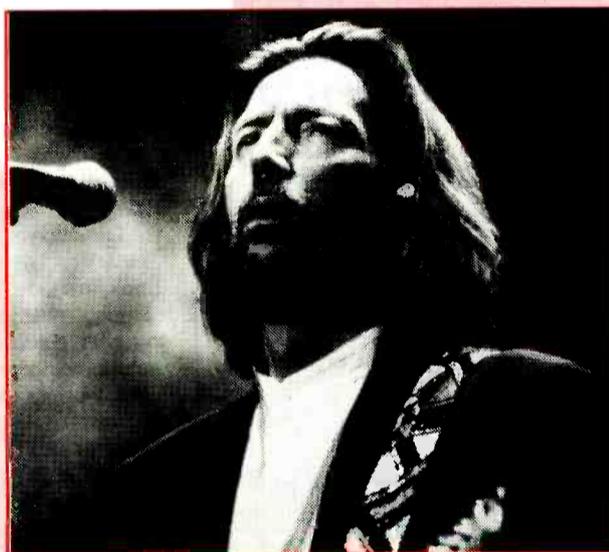
AC Chart ②⑥

MTV "Active Rotation"
VH-1 "Heavy Rotation"

Tears In Heaven

The New Single
From The Soundtrack
Album For The
Motion Picture RUSH

Original Score Composed And
Performed By Eric Clapton



ATLANTIC STARR

CHR Chart 40-②⑧

One Of The "Most Added"
P-1 Chart ①⑤

#1 "Most Added" Urban
Debut ②⑧ AC Chart



Masterpiece

The New Single
From The Album
Love Crazy



Beth Nielsen Chapman



"I Keep Coming Back to You"

"Our listeners don't normally buy records, but Beth Nielsen Chapman's album is a top seller in our market. Beth is a wonderful and unique artist for this radio station."
Bill Minckler, KKCW/Portland

"Save the research money on this one, pal! Just put it on and listen to the phone calls that pour in...they love this lady."
Steve Eberhart, KVIL/Dallas

"We've gotten more phone response to Beth Nielsen Chapman than to any other single artist during the last year."
Michael Grayson, WARM98/Cincinnati

"Beth Nielsen Chapman has quickly become a natural for AC radio."
Johnny Williams, WUSA/Tampa

"Beth Nielsen Chapman gets incredible phones for us. When our listeners hear her, they not only want to know who she is, but where they can buy her album. It sells well, because she sells it with her great songs."
Bernie Eagan, WENS/Indianapolis

"Our female audience loves the language of emotion. Beth Nielsen Chapman speaks that language better than anyone I've ever heard."
Scott MacNeil, KSFI/Salt Lake City

3 Consecutive Top 10 AC Hits

AC CHART: 13 - 8

NOW ON 69 AC REPORTERS

INCLUDING:

WLTT	WUSA	WMYX
KVIL Hot	WARM98	WLTE
2WD	WWNK	KESZ
KMMX Hot	WENS	KKCW Hot
		KSFI

...AND MANY MORE!

Representation: Steve Wax/Stiletto Management

FORMAT PERFORMANCE REVIEW

Country Surges Ahead Of CHR, AOR In Fall Arbitron

N/T, New Rock, Spanish show strong gains

Country, bolstered by an 18-share increase, moved ahead of CHR and AOR, trailing only News/Talk and perennial leader AC, according to R&R's exclusive Format Performance Review for the Fall '91 Arbitron ratings period.

AC's lead in the top markets remained wide, but News/Talk — expected by many to have returned to pre-Gulf War levels by now, continued to register solid gains. New Rock and Spanish also increased notably.

shares (72%) down from two years ago.

● **Big Band:** This upper-demo format continued to hold its own: up 3% from summer and last fall, 8.6% from two years ago.

● **CHR:** CHR has fallen, but can it get up? Down another 24 shares from summer, more than 60 from a year ago, and an alarming 123 shares from Fall '89. In that period, nearly a third of its Top 30 market audience has eroded. Put another way: The average big market gave CHR stations 13 total shares two years ago; now that figure is just below 9.0.

● **Classic Rock:** Apparently impervious to AOR's fluctuations, Classic Rock remained nearly flat from summer and showed just a 3.5% increase over last year. Steady but very gradual growth.

● **Classical:** Showed a modest 8% gain from summer; flat compared to last year. Still over 50 total shares.

● **Country:** Rather than AC, Country may be the principal profiteer from CHR's erosion. This

Format By Format

● **AC:** Up 14 shares (2.9%) from summer and still the most popular format. With some CHRs converting to AC, it's surprising that the format was actually down 28 shares compared to a year ago. AC has gained nearly 25 shares over the last two years, however.

● **AOR:** The sharpest drop this time around: It plummeted 28 shares, losing nearly 10%, after a summer peak. Fall has generally been a mediocre book for AOR, but on the bright side, this fall found the format nine shares higher than last year and 21 above Fall 1989.

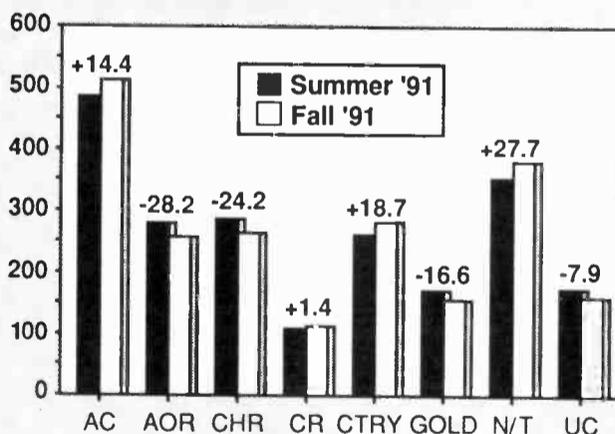
● **B/EZ:** After a slow period with little movement, more major market stations abandoned the format. An 11% drop from summer put B/EZ at just over 54 total shares — 22 shares off last year and 136

Ranking The Formats

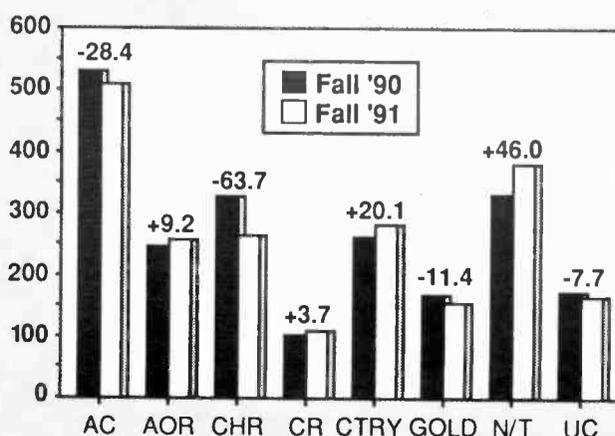
AC remained the leading format in the Top 30 markets, topping the 20% mark. News/Talk, retaining its recent robust health, followed. The big mover was Country, which leaped over CHR and AOR into third place. Spanish and B/EZ switched 10th and 12th positions. New Rock continued to show sharp gains and may be poised for a move in the coming months.

Format	Su '91	Fa '91
AC	19.8%	20.2%
News/Talk	14.1%	15.1%
Country	10.5%	11.2%
CHR	11.6%	10.5%
AOR	11.4%	10.2%
Urban	7.0%	6.7%
Gold	6.8%	6.1%
Classic Rock	4.3%	4.3%
Big Band	3.7%	3.8%
Spanish	2.1%	2.6%
NAC/Jazz	2.2%	2.4%
B/EZ	2.4%	2.2%
Classical	2.0%	2.1%
New Rock	1.2%	1.6%
Rel/CC	0.9%	1.0%

Key Format Trends Book To Book



Year To Year



All figures total shares, Top 30 markets, Arbitron

book, a 19-share gain (best among music formats). It was up 20 shares from a year ago and more than 50 (22%) from Fall '89 — the biggest percentage gain of any format.

● **Gold:** With fewer stations entering the fray, the format leveled off from summer, while displaying a 7% drop from last year. Still, Gold is up 16.5% in the last two years.

● **NAC/Jazz:** Nearly five years after KTWV/Los Angeles hit the airwaves, NAC, combined with a few commercial Jazz outlets, continues to post respectable numbers. It was up nearly 10% from summer and 13% from a year ago. Now over 61 total shares.

● **News/Talk:** Improved 28 shares over summer and 66 over Fall '89. The format was once again bolstered by big news stories (Clarence Thomas, William Kennedy Smith).

● **New Rock:** Just two years ago, New Rock had 18 total shares. This book it earned nearly 40: up 109% since Fall 1989. The most recent gain was 28% from summer.

● **Religious:** Continued to improve: up 8.6% from summer and 12.7% from a year ago. Now more than 25 total shares.

● **Spanish:** The big percentage winner this time around, jumping 28%. Up 18.8% in two years, thanks mainly to continued success in Los Angeles and Miami.

● **Urban:** The decline continued: down almost eight shares from summer and a year ago. Will the slide persist until Arbitron takes leave of its census distribution patterns?

RR

THE COMPETITIVE EDGE

JOHN PARIKHAL

TRICKS OF THE TRADE

Winning Tight Battles

Radio has never been as competitive as it is today. Stations fight to maintain their Top 10 positions by beating competitors by a tenth of a share.

Managers and PDs panic when monthly ratings come out. Yet there's a statistical probability that these reports, based on extremely small samples, aren't indicative in any way of what's really happening in the market. How does a radio station go from a 4.5 to a 1.3 to a 4.6 over three months when nothing has changed in the market? It doesn't. But woe to the poor programmer who has to explain the 1.6 when there's nothing to explain.

In this fear-filled, short-term, reactive environment, how can you keep a steady course and maintain a competitive edge? To answer that, I've pulled the following information from columns I've written for this publication since 1988.

In a nutshell, winning means understanding four major elements: demography, consumer behavior, appropriate strategies, and tactics.

Demography is the study of populations. These days, the focus is mostly on aging baby boomers. Their needs are being met by a wide range of formats, including Oldies, News/Talk, Classic Rock, AC, NAC, and Country.

The point to keep in mind is this: There are 50% more people in the 30-44 age group than in the 15-30 or 45-60 groups. This means concentrated focus on a large, clear slice

Concentrated focus on a large, clear slice of 30-44s can provide a better 25-54 win than any other demographic concentration.

of 30-44s can provide a better 25-54 win than any other demographic concentration. The bad news is that many stations are focusing on this area, which means pinpoint research is more important than ever.

Consumer Behavior

When it comes to consumer behavior, keep the following in mind:

- The 12-44 demo is highly experimental. They're a "try anything once" group. Therefore, they're quick to sample "new" formats (even Oldies) and try new ideas.

Three Tricks

- Monitor demographic change
- Satisfy consumer needs
- Evolve strategy and tactics

They can be tempted to buy a cassette or CD that's well outside their normal area of interest just to see what it's like. However, experimentation doesn't mean a trend. If you've had sudden, short-term success, do research to make sure it wasn't the result of experimentation alone. If they tried you and didn't like you, you might be in for a rude surprise.

- Don't forget the good news/bad news rule. People who have a good experience tell five others. If they have a bad one, they tell 20. Make sure your customers always have a good experience, whether phoning the switchboard or attending an event.

- These are scratch-and-win consumers. They want instant gratification, instant entertainment, and immediate satisfaction. Strive to give it to them.

- Almost everyone practices "electronic vigilance." They channel-hop TVs and button-push radios just to see what's happening. They check out a wide range of material to stay plugged in. They can't remember where they heard or saw things. This means creative, regular station identification is essential.

- Consumer behavior is strongly tied to status substitution. For the average American, real income has declined for a decade. Real purchasing power is lower than it was in 1980. To compensate, consumers look for small status luxuries — such as Haagen-Dazs ice cream or an upgraded CD player — instead of buying a Rolex watch or new car.

Increasingly, status substitution is focused on quality of life, including relationships, more "family time," and personal feelings. This means promotional opportunities that include family vacations or free daycare for children have a lot of potential.

- As the population ages, there's a shift toward more nostalgia. Interestingly, even teens and 18-24s are nostalgic for the '60s. There are great programming and promotional opportunities here.

Winning Tactics

Once we focus on demography and consumer behavior, what tactics are going to cut through? Here's my top nine:

- Think like a fan and make everyone a star. Sometimes we get too caught up in looking at computer printouts and forget the consumer wants to be entertained, has a fan mentality, and needs to feel important. Build this into programming and events.

- Use 2x4 marketing. Marketing campaigns should have a clear message, presented creatively. There should be sufficient media weight for the campaign to get noticed. If that's lacking, then the creative aspect has to be truly exceptional.

- Make research an integral part of all plans and follow through. The primary focus is to make sure research studies have a goal. What

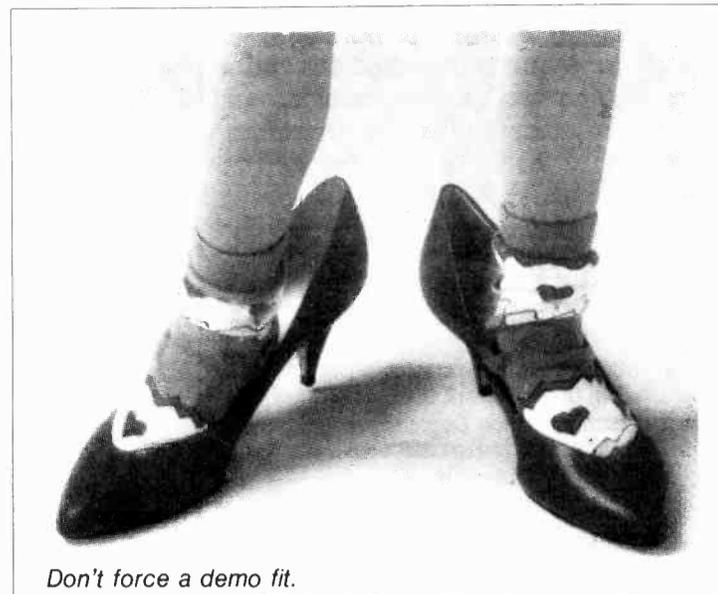
People who have a good experience tell five others. If they have a bad one, they tell 20.

are you trying to find out? Why are you doing the research? Be very specific before you start. When you look at the research answers, make sure they're clearly focused on your goal.

- Market the difference between you and a competitor. There are far too many "lite" or "variety" approaches. If a competitor can

Consumer Motivators

- Experimentation
- Scratch-and-win rewards
- Quality of life focus
- Good experience with product



Don't force a demo fit.

Winning Strategies & Tactics

- Think like a fan
- 2 x 4 marketing
- Create tune-in
- Underestimate customers' awareness

easily copy you and deliver on what you say, then you haven't marketed your difference. It takes courage to market a difference, but that's what separates winners from losers.

- Create an enemy. Your staff should know who they're trying to beat. Your customers will understand more clearly what you are if you're positioned against something else. A News/Talk station might make ignorance an enemy. A Country station might make meaningless music an enemy. In every case, follow through with a strong creative effort.

- Overestimate your customers' intelligence; underestimate their awareness. When you do research, you'll be amazed at how many people don't know exactly what you stand for or even that you exist. And this is among people who actually want to use your product! These days, people aren't stupid. They're overloaded with too much information. The latest research suggests the average American is hit with 20,000 messages a week. Where does yours fit in?

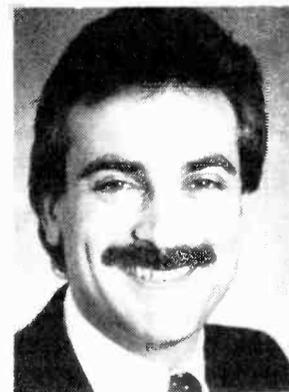
- Know which rules to break. Nationwide Communications President Steve Berger constantly reminds me of this one. It's not smart to break the rule that says call letters should be the last thing into music. But it is smart to break the rule saying most commercials should be clustered in the last

quarter-hour, especially if breaking it makes you different from competitors.

- Create tune-in. Too many radio stations sound the same. Programmers became so concerned about preventing tune-out that they forgot to create tune-in. Smart companies — like Infinity — are building radio stations around "must-tune" personalities such as Howard Stern and Don Imus. Any station can create tune-in with great special features and brilliant music packaging as well as with such consistently successful devices as countdown shows.

- Don't forget the 2.4 rule. This states that it usually takes 2.4 times longer to do something than you estimate. Keep it in mind — especially when the wobbly monthly arrives and you're in a panic, wondering why something clever you've done hasn't produced results. In general, record companies are better than radio stations at acknowledging the 2.4 rule and realizing the combination of a goal, focus, and persistence usually pays off.

No. 35 in a series.



John Parikhal is CEO of Joint Communications, a research and consulting firm which specializes in custom research, marketing, and program consulting. He can be reached at (416) 272-1136.

DeVile Pulls Out Of Poison

Guitarist C.C. DeVile officially has left Capitol rockers Poison to pursue a solo career. Singer Bret Michaels called the differences "musical, personal, and who knows what else," and said the band is looking for a new "full-on member" to permanently replace DeVile. Michaels also promised a new Poison studio album on January 1, 1993.

U2 Do Lou

NME reports that U2 have recorded a version of Lou Reed's "Satellite Of Love" with fellow Dubliner and Island labelmate Gavin Friday. According to *Rock Over London*, the end result is expected to turn up on the B-side of "One," which is set to be the band's next single from "Achtung Baby."

Richrath Returns

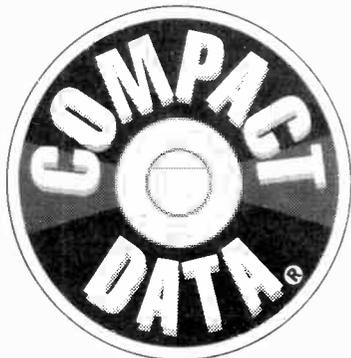
REO Speedwagon co-founder Gary Richrath's new band, Richrath, makes its debut with "Only The Strong Survive" on GNP/Crescendo Records. Co-produced by Gary Richrath and label VP Neil Norman, the disc — which features the guitarist fronting his new touring quintet — will hit the streets next week. Titles include "Outlaws," "Today," and "Holly Would."

Sugarcubes 'Stick'

Iceland's Sugarcubes return this week with "Hit," the lead track from their forthcoming Elektra LP, "Stick Around For Joy." Due February 7, the album was produced by Paul Fox (Robyn Hitchcock, XTC) and includes such bitter-sweet titles as "Hetero Scum," "Happy Nurse," and the likely second single, "Walkabout."

Batten Up!

The debut solo album from former Michael Jackson tour guitarist Jennifer Batten will be titled "Above, Below And Beyond." The disc is due March 3 from Oxnard, CA-based Voss Records. Although producer Michael Sembello sings two songs and Kali handles lyrics on the soul classic "Respect," Batten herself does no vocals.



Instead, she covers Jackson's "Wanna Be Startin' Somethin'" and John Coltrane's "Giant Steps" (the latter featuring Greg Phillinganes on upright bass and piano) and debuts such originals as "Headbangers' Hairspray" and "Whammy Damage."

Lightning Seeds Make 'Sense'

The Lightning Seeds are set to follow their latest single, "The Life Of Riley," with their new album ("Sense") on April 6. Like the band's debut LP, "Sense" is chiefly the work of singer/producer/multi-instrumentalist Ian Broudie, who co-produced the effort with Simon Rogers, best known for his work with the Fall (ROL).

Mix 'N' 'Mack'

Sir Mix-A-Lot's "Mack Daddy" is the first full-length disc from the platinum-selling rapper's Rhyme Cartel, the custom label he operates through Def American. The LP is set to arrive February 4 via Reprise. "One Time's Got No Case" is the first single. Look for the second, "Baby Got Back," to hit radio February 18.

Gary Moore 'After Hours'

Gary Moore's forthcoming "After Hours" album — set for U.S. release on Charisma in March — will feature a duet with B.B. King on a new Moore composition ("Since I Met You Baby"). Bluesician Albert Collins sits in on a version of Little Milton's "The Blues Is Alright," and the Memphis Horns add licks to what will be Moore's first UK single, "Cold Day In Hell."

The 7-inch single will feature the non-LP track "All Time Low" on its flip. The CD single will sport a 10-minute live! version of "Stormy Monday" featuring Albert King as well as two more non-LP numbers, "Key To Love" and "Woke Up This Morning" (ROL).

Bragg Sings Beatles

Billy Bragg's non-LP version of the Beatles' "Revolution" joins his rerecording of "Accident Waiting To Happen" on a new Elektra CD-5. Due February 3, the disc also features the non-LP cut "Sulk."

Firehose Cover Five

Firehose squirt out five covers on "Totem Pole," a seven-song EP recorded live! at North Hollywood, CA's Palomino club last year. Due February 3, the Columbia EP includes Blue Oyster Cult's "The Red And The Black," Public Enemy's "Sophisticated Bitch," and Wire's "Mannequin." Also remodeled: the Butthole Surfers' "Revolution Pt. 2" and "Slack Motherfucker" by Superchunk.

A.R. Kane Debut

The first rock record from David Byrne's Warner Bros.-distributed Luaka Bop label comes from A.R. Kane. The UK duo previously were heavily involved with the dance hit "Pump Up The Volume," working under the name M.A.R.R.S. Their U.S. debut ("Americana") features "A Love From Outer Space" and "Water." The title cut is due this week, as is the full CD.

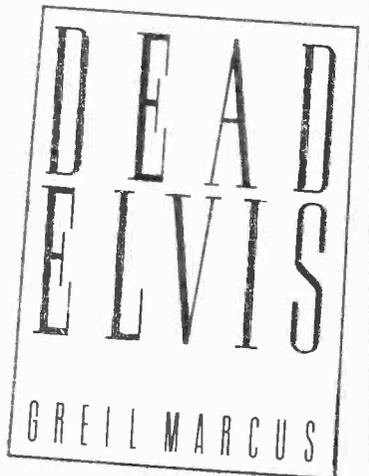
BOOK BEAT

King Is Alive In 'Dead Elvis'

Noted music journalist Greil Marcus — who has chronicled rock culture in such celebrated works as "Mystery Train: Images Of America In Rock 'N' Roll Music" and "Lipstick Traces: A Secret History Of The 20th Century" — returns to "Mystery" subject Elvis Presley in "Dead Elvis: A Chronicle Of A Cultural Obsession" (\$25/Double-day).

Documenting just how thoroughly EP has become rooted in the American psyche, Marcus explores a wide variety of Kingly subjects, ranging from the meaning and "spiritual ownership" of Elvis's music to the ongoing appropriation, purchase, and exploitation of his physical image.

Can you remember a day that Elvis hasn't touched your life — whether through songs heard on the radio, jokes, fashion, etc.? That's not only Marcus's point, but



also the inspiration for his printed journey — a 233-page trip that includes generous reproductions of Elvis art, newspaper/tabloid articles, and assorted memorabilia.

To set up author interviews, please call Russell Perreault at (212) 492-9795.

MUSIC DATEBOOK

MONDAY, FEBRUARY 10

1968 / The Beatles sever business ties with Brian Epstein/NEMS to form Apple
1991 / AC/DC are found innocent of causing the deaths of three Salt Lake City teens, who were killed in a festival seating concert crush a month earlier.
Born: Roberta Flack 1939, Donovan 1946, the late Cliff Burton (Metallica) 1962

TUESDAY, FEBRUARY 11

1964 / The Beatles perform their first U.S. concert (Washington, DC).
1967 / The Monkees announce plans to play on their own records.
1972 / David Bowie plays his first gig under his "Ziggy Stardust" persona.
1989 / Sade marries music video producer Carlos Scola
Born: the late Gene Vincent 1935, Gerry Goffin 1939

WEDNESDAY, FEBRUARY 12

1956 / Screamin' Jay Hawkins records "I Put A Spell On You."
1961 / Motown celebrates its first million-selling single, "Shop Around."
1967 / Mick Jagger, Keith Richards, and Marianne Faithfull are the subjects of the UK's first major rock stars-on-dope bust. They inspire infamous "nude girl in a rug" headlines.
Born: Ray Manzarek (Doors) 1935, Per Gessle (Roxette) 1959

THURSDAY, FEBRUARY 13

1961 / Frank Sinatra forms Reprise Records.
1983 / Marvin Gaye sings a highly personalized version of the U.S. national anthem at the NBA All-Star game.
1991 / Jon Bon Jovi is nominated for an Oscar for writing "Blaze Of Glory" from the film "Young Guns II."
Born: Peter Dinklage (Monkees) 1944, Peter Hook (New Order, Revenge) 1956



Marvin Gaye — up 'n' anthem.

FRIDAY, FEBRUARY 14

1970 / The Who perform the shows that will be immortalized as the "Live At Leeds" album.
1974 / The Captain & Tennille are married.
1977 / The B-52's make their performing debut at an Athens, GA party.
1980 / Lou Reed marries Sylvia Morales in New York.
1991 / The first all-female rap concert takes place. Headlining the L.A. show are Queen Latifah, Yo-Yo, Monie Love, and M.C. Lyte.

SATURDAY, FEBRUARY 15

1975 / Gino Vannelli becomes the first white act to perform on "Soul Train."
1991 / Model Kelly Emberg files a \$25 million palimony suit against Rod Stewart.
Born: Brian Holland 1941, Melissa Manchester 1951, Ali Campbell (UB40) 1959

SUNDAY, FEBRUARY 16

1985 / Pat Benatar and guitarist/husband Neil Giraldo become the parents of daughter Haley.
1988 / Billy Vera gets a star on the Hollywood Walk Of Fame.
Born: Sonny Bono 1937

— Paul Colbert

SCREEN SCENE

Murphy's 'Boomerang' Co-Stars Kitt & Jones

Singers/sometime sex symbols Eartha Kitt and Grace Jones will join sometime singer/funnyman Eddie Murphy and Robin Givens in "Boomerang," a romantic comedy that's set for summer release. The Paramount picture is being produced and directed, respectively, by Warrington and Reginald Hudlin, the brothers behind "House Party."

Murphy portrays the head of marketing for a black cosmetics company — until tough businesswoman Kitt buys the firm and installs Givens in his place. Jones plays a supermodel named Strange' (pronounced "Stron-jay"), who represents the firm's newest perfume.

Peeples's Valentine

Charisma recording artist Nia Peeples plays an Italian-American graduate student who comes to re-



Nia Peeples — albino more kisses?

evaluate her ideas about love in the romantic comedy "I Don't Buy Kisses Anymore," set to arrive in time for Valentine's Day from Skouras. Peeples's character sings traditional Italian songs in a restaurant and sells furniture while working toward a degree in psychology. No soundtrack is planned.

Meat Loaf & Wainwright III

Meat Loaf and Loudon Wainwright III are featured in "The Diary Of The Hurdy-Gurdy Man," from independent Timberlake Productions. Wainwright plays a priest and Meat Loaf a rock 'n' roll bad-ass, each of whom attempt to explain why the title character — an artist played by Brad Dourif — literally vanishes into thin air. The producers are currently seeking distribution. No soundtrack is planned.

NATIONAL RADIO FORMATS

ADDED THIS WEEK

BONNEVILLE

Ford Colley • (800) 631-1600

AC Mix

BETH NIELSEN CHAPMAN/Keep Coming Back To You

AC Rock

PAUL YOUNG/What Becomes Of The Brokenhearted

BROADCAST PROGRAMMING

Tom Casey • (800) 426-9082

Modern Country/Country Lovin'

ROB CROSSBY/Working Woman

REMINGTONS/Could Love You (With My Eyes Closed)

STEVE WARINER/The Tips Of My Fingers

Super Hits/Stereo Rock

ATLANTIC STARR/Masterpiece

BOYZ II MEN/Uhh Ahh

COLOR ME BADD/Thinkin' Back

GENESIS/Can't Dance

SIMPLY RED/Stars

VAN HALEN/Right Now

Hot AC/Original AC/Ultimate AC/The AC

ATLANTIC STARR/Masterpiece

ERIC CLAPTON/Tears In Heaven

GENESIS/Can't Dance

KENNY LOGGINS/The Real Thing

MR. BIG/To Be With You

RTZ/Until Your Love Comes Back Around

TINA TURNER/Way Of The World

U2/Mysterious Ways

Hot Z Format

ERIC CLAPTON/Tears In Heaven

DIRE STRAITS/The Bug

OZZY OSBOURNE/Mama, I'm Coming Home

SCORPIONS/Hit Between The Eyes

STORM/Show Me The Way

Super Country

VINCE GILL/Take Your Memory With You

KEITH PALMER/Forgotten But Not Gone

STEVE WARINER/The Tips Of My Fingers

B.B. WATSON/Lover Not A Fighter

ODN WILLIAMS/Too Much Love

HANK WILLIAMS JR./Hotel Whiskey

CONCEPT PRODUCTIONS

Dick Wagner • (800) 783-3454

Concept 1 AC

ATLANTIC STARR/Masterpiece

ERIC CLAPTON/Tears In Heaven

MR. BIG/To Be With You

RYTHM SYNDICATE/Blinded By Love

CURTIS STIGERS/You're All That Matters To Me

Concept 2 CHR

ATLANTIC STARR/Masterpiece

COLOR ME BADD/Thinkin' Back

GENESIS/Can't Dance

NIA PEEPLES/Kissing The Wind

VAN HALEN/Right Now

Concept 4 Country

LEE GREENWOOD/If You'll Let This Fool Back In

TRACY LAWRENCE/Today's Lonely Fool

KEITH PALMER/Forgotten But Not Gone

EDDIE RABBITT/You Look Like An Angel

MARTY STUART/Burn Me Down

STEVE WARINER/The Tips Of My Fingers

ODN WILLIAMS/Too Much Love

UNISTAR

Chris Kampmeier • (213) 460-6383

Hot Country

EARL THOMAS CONLEY/Hard Days And Honky Tonk

VINCE GILL/Take Your Memory With You

GREAT PLAINS/Faster Gun

HIGHWAY 101/Baby, I'm Missing You

GEORGE STRAIT/Lovesick Blues

Unistar Country

JOHN ANDERSON/Straight Tequila Night

DWIGHT YOAKAM/It Only Hurts When I Cry

Adult Rock & Roll

DIRE STRAITS/The Bug

STORM/Show Me The Way



54.7 million households

Patti Galluzzi

Director/Music Programming

Weeks On

HEAVY

PAULA ABDUL/Vibeology (Captive/Virgin)	8
AEROSMITH/Dream On (Columbia)	ADD
GENESIS/Can't Dance (Atlantic)	4
GUNS N' ROSES/Live And Let Die (Geffen)	8
HAMMER/Do Not Pass Me By (Capitol)	ADD
MICHAEL JACKSON/Remember The Time (Epic)	ADD
JOHN MELLENCAMP/Again Tonight (Mercury)	4
METALLICA/The Unforgiven (Elektra)	12
MR. BIG/To Be With You (Atlantic)	11
MOTLEY CRUE/Home Sweet Home (Elektra)	12
NIRVANA/Smells Like Teen Spirit (DGC)	19
U2/Mysterious Ways (Island/PLG)	11

EXCLUSIVES

GUNS N' ROSES/Don't Cry (Version II) (Geffen)	2
MARKY MARK & .../I Need Money (Interscope)	3

BUZZ BIN

LIVE/Operation Spirit (Radioactive/MCA)	10
PEARL JAM/Alive (Epic)	11
PM DAWN/Paper Doll (Gee Street/Island/PLG)	5
SOUNDGARDEN/Outshined (A&M)	10

ACTIVE

BABY ANIMALS/Painless (Imago)	15
BIG AUDIO DYNAMITE II/The Globe (Columbia)	4
TEVIN CAMPBELL/Tell Me What You... (Qwest/WB)	3
ERIC CLAPTON/Tears In Heaven (Reprise)	7
AMY GRANT/Good For Me (A&M)	ADD
KLF I/T. WYNETTE/Justified And Ancient (Arista)	2
L.A. GUNS/It's Over Now (Polydor/PLG)	4
NAUGHTY BY NATURE/Everything's... (Tommy Boy)	2
SALT-N-PEPA/You Showed Me (Next Plateau)	ADD
SHAMEN/Move Any Mountain (Epic)	9
SHANICE/I Love Your Smile (Motown)	8
SMITHEREENS/Too Much Passion (Capitol)	4
MATTHEW SWEET/Girlfriend (Zoo)	3
UGLY KID JOE/Everything... (Stardog/Mercury)	3

ON

BLUR/There's No Other Way (Food/SBK/ERG)	11
CORROSION OF CONFORMITY/Dance... (Relativity)	2
DRAMARAMA/Haven't Got... (Chameleon/Elektra)	7
INFECTIOUS GROOVES/Therapy (Epic)	3
LENNY KRAVITZ/Stop Draggin' Around (Virgin)	ADD
PRIMUM/Jerry Was A Race Car Driver (Interscope)	4
BONNIE RAITT/Can't Make You Love Me (Capitol)	11
RTZ/Until Your Love Comes... (Giant/Reprise)	ADD
SIUXSIE & .../Fear (Of The Unknown) (Geffen)	9
THIS PICTURE/Naked Rain (Dedicated/RCA)	5
WAR BABIES/Hang Me Up (Columbia)	ADD

STRESS

TIA CARRERE/Ballroom Blitz (Reprise)	2
COLOR ME BADD/Thinkin' Back (Giant/Reprise)	2
RICHARD MARX/Hazard (Capitol)	2
G. MICHAEL E. JOHN/Don't Let The... (Columbia)	11
NEO'S ATOMIC OUSTBIN/Grey Cell... (Columbia)	12
NIRVANA/Territorial Pissings (Live) (DGC)	2
OZZY OSBOURNE/Mama, I'm... (Epic Associated)	7
TOM PETTY & THE.../King's Highway (MCA)	5
PRINCE & .../Diamonds And... (Paisley Park/WB)	10
RIGHT SAID FRED/It's Too Sexy (Charisma)	4

HOT NEW VIDEOS

MICHAEL JACKSON/Remember The Time (Epic)	ADD
AEROSMITH/Dream On (Columbia)	ADD
HAMMER/Do Not Pass Me By (Capitol)	ADD
SEAL/Killer (Sire/WB)	ADD
UGLY KID JOE/Everything... (Stardog/Mercury)	3

ADDS

MICHAEL JACKSON/Remember The Time (Epic)	ADD
AEROSMITH/Dream On (Columbia)	ADD
HAMMER/Do Not Pass Me By (Capitol)	ADD
SEAL/Killer (Sire/WB)	ADD
AMY GRANT/Good For Me (A&M)	ADD
SALT-N-PEPA/You Showed Me (Next Plateau)	ADD
WAR BABIES/Hang Me Up (Columbia)	ADD
LENNY KRAVITZ/Stop Draggin' Around (Virgin)	ADD
RTZ/Until Your Love Comes Back Around (Giant/Reprise)	ADD



41.8 million households

Sal LoCurto, VP/Programming & Scheduling

Norman Schoenfeld, VP/Program

& Artist Development

Weeks On

FIVE STAR

MANHATTAN TRANSFER/A World... (Columbia) 1

GREATEST HITS

MARIAH CAREY/Can't Let Go (Columbia)	6
GENESIS/Can't Dance (Atlantic)	1
AMY GRANT/Good For Me (A&M)	ADD
G. MICHAEL E. JOHN/Don't Let The... (Columbia)	9
PRINCE & .../Diamonds... (Paisley Park/WB)	2
BONNIE RAITT/Can't Make You Love Me (Capitol)	13
U2/Mysterious Ways (Island/PLG)	6

HEAVY

PAULA ABDUL/Vibeology (Captive/Virgin)	5
ERIC CLAPTON/Tears In Heaven (Reprise)	6
CELINE DION & PEABO BRYSON/Beauty... (Epic)	13
EDDIE MONEY/It'll Get By (Columbia)	7
AARON NEVILLE/Somewhere, Somebody (A&M)	9
SMOKEY ROBINSON/I Love Your Face (SBK/ERG)	1
SIMPLY RED/Stars (Atco/EastWest)	2
KARYN WHITE/The Way I Feel About You (WB)	7

WHAT'S NEW

BRYAN ADAMS/There Will Never Be... (A&M)	6
BETH NIELSEN CHAPMAN/Keep... (Reprise)	ADD
BEVERLY CRAVEN/Holding On (Epic)	ADD
ENYA/Caribbean Blue (Reprise)	10
DAN HILL/If Fall All Over Again (Quality)	ADD
RICHARD MARX/Hazard (Capitol)	ADD
TOM PETTY & THE.../King's Highway (MCA)	2
ROBBIE ROBERTSON/Go Back To Your... (Geffen)	3
LISA STANSFIELD/All Woman (Arista)	1
CURTIS STIGERS/You're All That... (Arista)	ADD
TINA TURNER/Way Of The World (Capitol)	2
VANESSA WILLIAMS/Save The Best... (Mercury)	ADD
WARREN ZEVON/Searching For A... (Giant/Reprise)	ADD

ARTIST OF THE MONTH

JOHN MELLENCAMP/Again Tonight (Mercury) 1

Information current as of January 28



13 million households

Les Garland, VP/Programming

John Robson, Director/

Music Programming

LW TW

1 1 2 LIVE CREW/Pop That Coochie (Luke/Atlantic)	
2 2 MC BRAINS/Coochie Coochie (Motown)	
3 3 JOECL/Stay (Uptown/MCA)	
4 4 TEVIN CAMPBELL/Tell Me What... (Qwest/WB)	
5 4 HAMMER/2 Legit 2 Quit (Capitol)	
6 6 NAUGHTY BY NATURE/Everything's... (Tommy Boy)	
7 7 BOYZ II MEN/Uhh Ahh (Motown)	
8 8 CYPRESS HILL/How... (Ruffhouse/Columbia)	
9 9 PUBLIC ENEMY/By The Time... (Def Jam/Columbia)	
4 10 ICE CUBE/Steady Mobbin' (Priority)	

Most requested for the week ending January 24.



Biggest Tours Of 1991

Pos.	Artist	Gross (in millions)
1	GRATEFUL DEAD	\$34.7
2	ZZ TOP	\$24.7
3	JUDDS	\$22.7
4	ROD STEWART	\$21.9
5	PAUL SIMON	\$21.2
6	GUNS N' ROSES	\$20.4
7	BELL BIV DeVOE/JOHNNY GIL/KEITH SWEAT	\$17.6
8	MICHAEL BOLTON	\$17.3
9	GARTH BROOKS	\$17.0
10	CLINT BLACK	\$15.2
11	AC/DC	\$15.1
12	STING	\$15.0
13	LUTHER VANDROSS	\$14.9
14	SCORPIONS	\$14.5
15	VAN HALEN	\$14.4
16	FRANK SINATRA	\$13.9
17	RANDY TRAVIS	\$13.0
18	JIMMY BUFFETT	\$12.9
19	JANE'S ADDICTION	\$12.8*
20	YES	\$12.3

*Includes "Lollapalooza" tour

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.



THE NASHVILLE NETWORK

53.9 million households

Larry Pareigis, MD

Lyndon LaFavers,

Video Program Administrator

Weeks On

HEAVY

JOHN ANDERSON/Straight Tequila Night (BNA)	16
SUZY BOGGOSS/Outbound Plane (Liberty)	8
PAULETTE CARLSON/It'll Start With You (Liberty)	13
MARK COLLIE/She's Never Comin' Back (MCA)	16
DIAMOND RIO/Mama Don't Forget... (Arista)	13
JOE DIFFIE/As It Cold In Here (Epic)	9
VERN GOSDIN/A Month Of Sundays (Columbia)	8
SAMMY KERSHAW/Cadillac Style (Mercury)	20
HAL KETCHUM/I Know Where Love Lives (Curb)	17
TRACY LAWRENCE/Sticks And Stones (Atlantic)	6
PATTY LOVELESS/Jalous Bone (MCA)	6
REBA MCKENTIRE/As There Life Out There (MCA)	4
MIKE REID/It'll Stop Loving You (Columbia)	10
SAWYER BROWN/The Dirt Road (Curb/Liberty)	12
DOUG STONE/A Jukebox With A Country Song (Epic)	9
PAM TILLIS/Maybe It Was Memphis (Arista)	9
RANDY TRAVIS/Better Class Of Losers (WB)	6
T. TRITT I/M. STUART/The Whiskey Ain't... (WB)	10
TRISHA YEARWOOD/That's What I Like... (MCA)	4
DWIGHT YOAKAM/It Only Hurts When I Cry (Reprise)	8

ADDS

CLINTON GREGORY/Play, Ruby, Play (SOR)	
AARON TIPPIN/There Ain't Nothin' Wrong With... (RCA)	
STEVE WARINER/The Tips Of My Fingers (Arista)	

Information current as of January 27.



COUNTRY MUSIC TELEVISION

15.1 million households

Bob Baker, Director/Operations

TOP 10

LW TW	
2 1	PAM TILLIS/Maybe It Was Memphis (Arista)
4 2	RANDY TRAVIS/Better Class Of Losers (WB)
1 3	T. TRITT I/M. STUART/The Whiskey... (WB)
3 4	DIAMOND RIO/Mama Don't Forget... (Arista)
5 5	JOE DIFFIE/As It Cold In Here (Epic)
8 6	TRISHA YEARWOOD/That's What I Like... (MCA)
6 7	SAWYER BROWN/The Dirt Road (Curb/Liberty)
— 8	BILLY DEAN/Only The Wind (SBK/Liberty)
10 9	DWIGHT YOAKAM/It Only Hurts... (Reprise)
— 10	JOHN ANDERSON/Straight Tequila Night (BNA)

Weeks On

HEAVY

SUZY BOGGOSS/Outbound Plane (Liberty)	8
MARTY BROWN/Widest Dreams (MCA)	11
BILLY BURNETTE/Nothin' To Do (And All...) (WB)	3
PAULETTE CARLSON/It'll Start With You (Liberty)	11
DAVIS DANIEL/Fighting Fire With Fire (Mercury)	7
CLEVE FRANCIS/Love Light (Liberty)	5
GREAT PLAINS/Faster Gun (Columbia)	7
CLINTON GREGORY/Play, Ruby, Play (SOR)	2
GEORGE JONES/She Loved A Lot In Her... (MCA)	11
SAMMY KERSHAW/Cadillac Style (Mercury)	23
SAMMY KERSHAW/Don't Go Near... (Mercury)	5
HAL KETCHUM/I Know Where Love Lives (Curb)	20
TRACY LAWRENCE/Sticks And Stones (Atlantic)	7
LITTLE TEXAS/First Time For Everything (WB)	4
PATTY LOVELESS/Jalous Bone (MCA)	6
WILL T. MASSEY/It Ain't Here (MCA)	4
REBA MCKENTIRE/As There Life Out There (MCA)	5
MOLLY & THE HEYMAKERS/Mountain... (Reprise)	4
NASHVILLE BLUEGRASS BAND/Blue... (Sugar Hill)	5
PAL OVERSTREET/Billy Can't Read (RCA)	11
LEE ROY PARNELL/The Rock (Arista)	3
COLLIN RAYE/Love, Me (Epic)	11
RONNA REEVES/The More I Learn (Mercury)	3
MIKE REID/It'll Stop Loving You (Columbia)	11
REMINGTONS/Could Love You (With...) (BNA)	3
TIM RYAN/I Will Love You Anyhow (Epic)	9
NORMAN LEE SCHAFER/The Way... (Intersound)	3
DOUG STONE/A Jukebox With A Country... (Epic)	12
JAMES TAYLOR/Copperline (Columbia)	5
AARON TIPPIN/There Ain't Nothin' Wrong	



JOEL DENVER

WZPL Returns To Double Digits

Jumps 9.8-10.2 to hook biggest 12+ share among Top 50 CHRs

WZPL/Indianapolis's return to double-digit ratings marks an unusual bright spot in the CHR universe. The Fall '91 Arbitron shows the Booth Broadcasting station nabbing the highest 12+ score among all CHRs in the Top 50 markets.

The station's 9.8-10.2 jump lands it in fourth place behind AOR WFBQ (12.-15.0), Full-Service WIBC (11.5-12.4), and Country WFMS (12.4-10.8).

"This book came at a good time for us and for the format in general, because the demos are so good," grinned OM/PD Don London. "We didn't know what [new crosstown CHR] WHHH (Hoosier 96) was going to do — and perhaps we'd have grown more without them — but it was really nice to go



Don London

up in all demos against a new music station that plays some of our music.

"WHHH, which debuted with a 2.2, is somewhere between Urban and CHR, playing Digital Underground and Gerald Levert. Meanwhile, [Urban] WTLC suffered some losses, dropping 8.2-6.6. The fact that WHHH is running sports at night may be helping them with adult males and from a niche standpoint. It's certainly helping them to make money. Their 3kw signal is adequate enough to cover the metro, so they are viable competitors from that standpoint."

Bounce Back Plan

When WZPL slipped 10.4-9.8 in the Summer '91 Arbitron, it was the station's first single-digit rating in memorable history. "We were disappointed with the summer book, when we traditionally do really well," admitted London. "[VP/GM] Roger Ingram and I came up with an attack strategy to bounce back. I did the initial plan, and we melded our ideas.

Demos By The Book

Here's how WZPL/Indy trended in Arbitron demos from Summer '91 to Fall '91, and how WHHH fared in its debut book.

WZPL:

Teens:	No. 1-No. 1
18-34 Adults:	No. 2-No. 2
18-49 Adults:	No. 6-No. 2
25-54 Adults:	No. 9-No. 5

WHHH:

Teens:	No. 5 (tie)
18-34 Adults:	No. 6
18-49 Adults:	No. 10
25+ Adults:	No. 11

"I kept a week-by-week diary analysis of what we did during the book, which included a music test for the fall and continued weekly callouts. Our only music changes involved pulling the rap off the air during the daytime — with the exception of C & C Music Factory, Tone Loc, and PM Dawn. The others were restricted to evenings."



WZPL collected more than 1000 toys for children at Christmas. Standing (l-r) are morning man Dave McKay, Epic artist Henry Lee Summer, and MD/midday personality Garret Michaels. Kneeling (l-r) are Asst. Promotion Director Lisa Kerkhov and Promotion Director Kay Feeney.

The rebound plan was based largely on Arbitron methodology. London researched the Indy metro zip codes where the station does best. "Every day we made at least one appearance in one of the 40 hot zips. Generally it was nothing more than pulling the van up to a corner and announcing that for the next 20 minutes we'd do a quick hit of prizes like T-shirts, CDs, cassettes, or movie passes to whoever came by. It really translated into improved cume."

Star Power

It takes more than just music and provocative liners to make a station happen in 1992. London not-

ed, "Anyone can play Vanessa Williams's 'Running Back To You,' and we weren't the only ones in this market to do so. But when you offer the chance to meet a beautiful singer or a rock star, that increases the entertainment value of your station dramatically — it's a huge bonus for the listeners."

The first "WZPL Star Party" featured performances by Billy Falcon, Lisa Fischer, Rey, Michael W. Smith, and local boys Jimmy Ryser and Henry Lee Summer, all in the Westin Hotel's grand ballroom. London recounted, "All of the jocks were in tuxes. Not only did we invite our advertising cli-

Continued on Page 44

Hoosier 96: Ready To Play Ball

WHHH (Hoosier 96)/Indianapolis hit the air last October 28 as the market's first new signal — a Docket 80-90 3kw drop-in — in many years.

Market vet Scott Wheeler programmed crosstown CHR WZPL and was MD at AC WENS before becoming PD at Hoosier 96. Under his guidance, the station debuted with an impressive 2.2 in the Fall '91 Arbitron, thanks to a unique mixture of Dance CHR and live play-by-play sports coverage of Indiana, Purdue, and Butler Universities.

Wheeler explained, "It's not easy mixing CHR and all of these sports. The sports emphasis was an early commitment by owner [and afternoon drive co-host] Bill Shirk, but it does give us some financial stability. We're making the best of it. It's a strange combination, but so far Hoosier 96 is showing some early signs of success with teens and females up into their early 40s.

"We're having some initial impact on Urban WTLC, but their programming has been pretty out there lately, so that could be their fault. We're also hearing from a lot of WZPL listeners. WZPL may have reacted to us by playing a bit more rhythmic music, which it really had not done before. By and

large WZPL is a good station, but we're filling a void with what they've missed."

So what's a Hoosier? Wheeler explained, "A Hoosier is a localism for an Indiana resident. We're driving home the liner, 'Not owned or operated by another out-of-town

Continued on Page 44

99½ FM
WZPL
INDY'S #1
HIT MUSIC STATION

WZPL Music Monitor

This is the mix WZPL aired on a recent Friday at 5pm.

EDDIE MONEY/I'll Get By
RYTHM SYNDICATE/
P.A.S.S.I.O.N.

KARYN WHITE/The Way I Feel
About You

B. MEDLEY & J. WARNES/
(I've Had) The Time Of My Life

NATURAL SELECTION/Hearts
Don't Think (They Feel)

BLACK CROWES/Hard To Handle
CURTIS STIGERS/I Wonder Why

MADONNA/Into The Groove

BRYAN ADAMS/There Will Never
Be Another Tonight

SEDUCTION/2 To Make It Right

JAMES INGRAM/I Don't Have
The Heart

STORM/I've Got A Lot To Learn
About Love

MICHAEL BOLTON When A Man
Loves A Woman

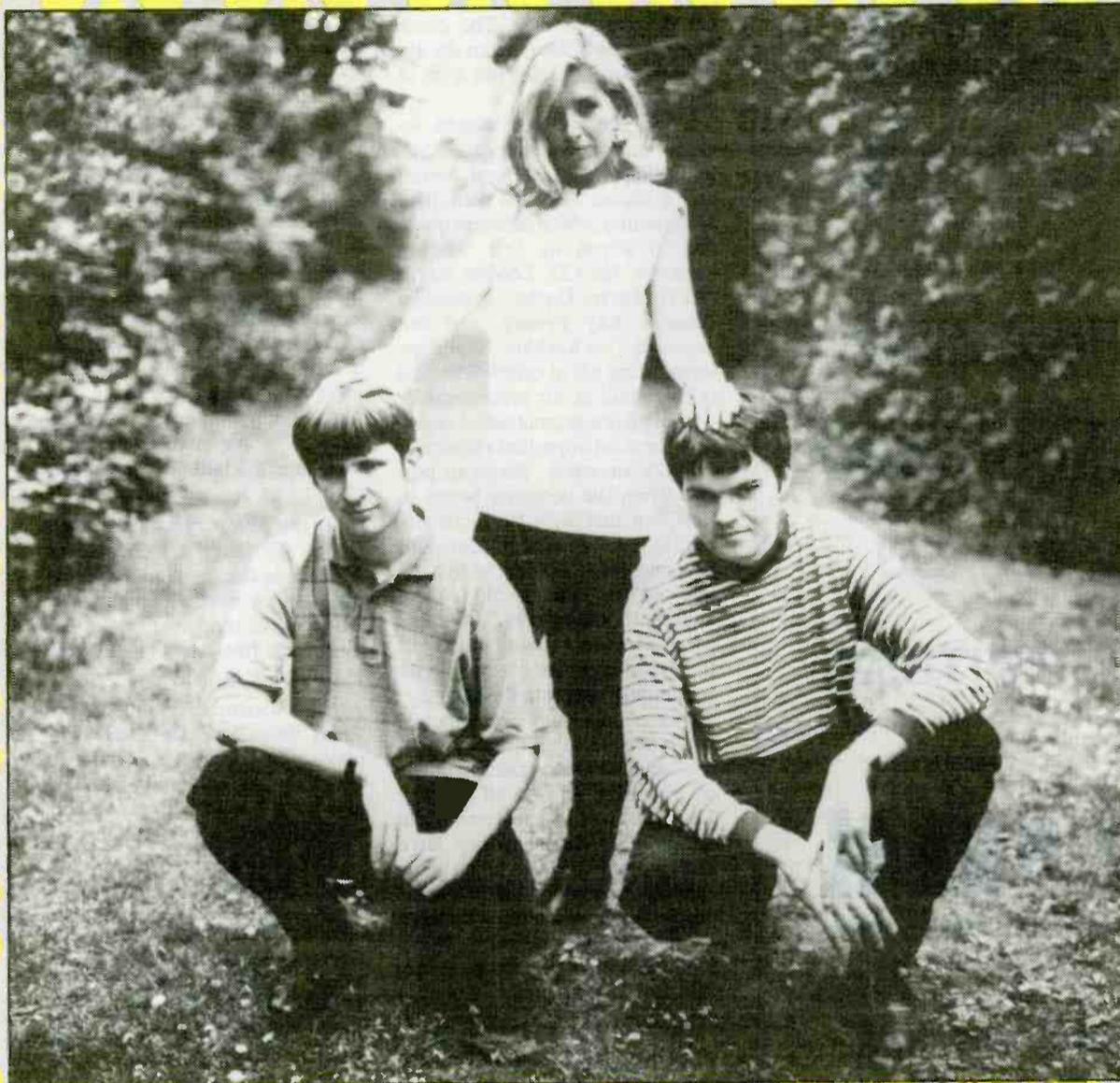


Middayer Crystal Cleft hangs with afternooner Jammin' John Trout in front of the WZPL Van On The Run.



The Hoosier 96 airstaff (clockwise from left): morning man Cris Conner, PD/middayer Scott Wheeler, weekender Rickie Clark (waving), week-ends/production Steve Miller, overnigher R.J. Miles (in hat), owner/GM/afternoon co-host Bill Shirk (in white), weekender Michael Williamson, afternoon co-host Tony Lamont (waving), weekender Ed Montgomery, and MD/night jammer The Hawk. Weekender Jeff Page didn't make the shoot.

Saint Etienne



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Break Your Heart"**

Produced by Saint Etienne

**Additional production and remix by "Little" Louie Vega and
Kenny "Dope" Gonzalez for Masters at Work Productions, Inc.**

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CHR

WZPL Returns To Double Digits

Continued from Page 42

ents, but a lot of contest winners came to check out the music and eat the catered food. The event took everybody away from the everyday routine, and it put a bit of glitz in their lives."

Other star-oriented events included a "Rod Stewart Bus Trip" to Lexington, KY's Rupp Arena, and a station luncheon with John Mellencamp, which listeners qualified to attend by first winning copies of his CD. London noted, "APD Chris Davis, Promotion Director Kay Feeney, and her assistant, Lisa Kerkhov, have done an amazing job of coordinating all of the details of our promotions."

Apart from promotions, London says the most important element of WZPL's success is "our on-air people. When the economy began to slow, we met with Booth Broadcasting management and stressed how impossible it would be to function without our people. We've always worked hard to find people who work hard, because we believe the fish swim faster every time we add another shark to the pool."

"We all challenge each other to be the best, and that's paid off. Our personnel have the talent to pull it off everyday on and off the air. They volunteer to go out and make appearances, because they have killer attitudes. We've taken some chances on some smaller market people, and I've worked with them — hard, but creatively. That's made for good relations, good morale, and low turnover."

'Daypart Hooks'

London explained what he calls the "daypart hooks" in WZPL's

line-up. "These are the unique things in each daypart. Our morning show, 'McKay Today,' features Dave McKay, Julie Patterson, and Coach Rick Miles [also the voice of the Indy Colts]. Commander Rich McDonald does traffic. We've been developing the morning show, and we saw it grow 7.5-9.4 this book. We even got Dave McKay on the cover of *Indianapolis Singles* magazine."

"'Make My McKay Today Mondays' are a standard feature. Listeners call in at random, and Dave hands out prizes at random or solves problems for them. This makes for a lot of contact with a lot of little prizes. He and his staff do a lot of crazy things too. When John Mellencamp was here he was still a smoker, so we gave away 'John Mellencamp's butt,' which got us a lot of press."

"In middays, Crystal Cleft offers the 'WZPL Free Lunch,' asking workers to fax the number of employees they work with and where. At noon, we send over one of our jocks with free lunch for all from Pizza Hut or Subway."

"Afternooner Jammin' John Trout does 'Star In Your Car,' playing a celebrity voice and then taking the 99th caller to win \$99. He also hosts Fox-TV's 'Crazy Crimes & Criminals.'"

"Our nights had a spectacular book, moving 14.3-18.0. From 6-10pm Jeff Lewis does the 'Hot Nine At 9.' Late-nighter [and MD] Garret Michaels does the 'New Music Challenge' [sponsored by Pepsi] and the 'Late-Night Bed Check,' when he does prerecorded requests and dedications."

"Overnighter Jay Vincent [aka

Jim Cerone, former PD at WBWB/Bloomington, IN] does the 'Third Shift Roll Call,' when people working all night call in and say 'hi.' Garret and our former over-nighter once drove around in the van all night visiting workplaces, since 25% of this market's workforce works third shift."

At Your Service

Community service is a key element of WZPL's success. London said, "A pie factory in Broadripple was baking its 20,000th pie. That day, all the pies were donated to the Ronald McDonald House, and we broadcast live from the event. The person who bought the 20,000th pie won money. It was crazy and a bit silly, but it was effective."

Other notable station promotions have included the "Humane Society Pet Of The Month," which encouraged the adoption of animals from the pound, and the "American Diabetes Bike Ride," which recently raised \$36,000. "Ride Your Bike To Work Day" inspired several thousand people — including mayoral candidates — to do just that, and during the holidays, WZPL distributed more than 2000 turkeys to the needy.

London concluded, "While this market is relatively under-radioed, we have great competition from some excellent broadcasters. Scionix owns WIBC & [Classic Rock] WKLR, Great American operates WFBQ, Susquehanna runs WFMS — one of the best Country stations — and Emmis has AC WENS. So for us to continue to thrive in double digits in 1992 is a wonderful accomplishment for everyone connected with the station."

Hoosier 96: Ready To Play Ball

Continued from Page 42

conglomerate — just a few Hoosiers doing it Indy's way.' We're successfully painting the other stations as out-of-towners and saying Hoosier 96 is the real deal in Indy."

Lacking a station vehicle and fistfuls of cash, Wheeler has relied mostly on giving away T-shirts, CDs, and movie passes. He's holding his major marketing push until spring: "We'll have less sports on the air then, and it's the most important book."

No Signal Parity Yet

Wheeler recalled a difficult sign-on. "It wasn't the smoothest going from a technical standpoint: We had a lot of transmitter problems in our first three weeks. With only 3kw, we're lucky to be on the tallest building in town, but we're only at 65%-70% of our full signal because we're still using a temporary antenna."

"We have some jingles from JAMS that basically say 'Hoosier 96, Indy's New Music Mix,' and it's the truth. We don't have a research department or budget per se, so we're doing music by the seat of the pants with 95% gut input. Ac-

tually, we offer a refreshing sound, not that typically over-researched sound that's become so predominant in CHR today. Most of us have been here in the market for years, so we have an idea of what works and what doesn't."

The staff's market longevity and high recognition are important to Wheeler. "The fact that Cris Conner has been here for so many years will speed up our growth in mornings, where we expect a slow battle at first. I've got some marquee value as well. Bill Shirk is a local character [and world-renowned escape artist]. His afternoon co-host, Tony Lamont, is the on-camera announcer for the Indiana State Lottery Show, which airs weekly."

"With all of the sports and off-the-wall stuff we do — much of which is so non-radio sounding — Hoosier 96 is getting a lot of word-of-mouth advertising. We're all aware of how tough things are in the economy, and we're all happy to have jobs, so we have a lot of team spirit. We know Hoosier 96 will grow if we just keep at it."



W H H H Music Monitor

Here's a recent 5pm Friday hour on Hoosier 96.

GLENN MEDEIROS & BOBBY BROWN/She Ain't Worth It
JESUS JONES/Real, Real, Real
PM DAWN/Set Adrift On Memory Bliss
SHEENA EASTON/The Lover In Me
KEITH SWEAT/Keep It Comin'
KYM SIMS/Too Blind To See It
TEVIN CAMPBELL/Tell Me What You Want Me To Do
TRACIE SPENCER/This House Right Said Fred/I'm Too Sexy
RYTHM SYNDICATE/P.A.S.S.I.O.N.
DIGITAL UNDERGROUND/Kiss You Back
MADONNA/Into The Groove
MICHAEL JACKSON/Black Or White

GAVIN SEMINAR 1992



Westin St. Francis Hotel, San Francisco,
Thursday, Friday, Saturday February 13, 14, 15



Joe Calloway



Richard Elliot



Bobby Caldwell



Bob James



Earl Klugh

Expanded Format Agenda

Thursday, February 13

Rap Jukebox Jury **12 Noon**, Urban/Rap Retail **2PM**, Women In Music & Media **2:30PM**, Top 40 Small/Medium Markets **3:30PM**, Jazz Airplay Exclusive **4PM**, Rap/College Mix **4PM**, Album/Alternative Juke Box Jury **4:30PM**, **Sony Music Showcase with Ottmar Liebert and Joe Zawinul 6PM**, Warner Bros. presents **Bob James & Earl Klugh 10:30PM**, another major showcase to be announced **9PM**

Friday, February 14

World Music Breakfast and Workshop **10AM**, Women in Black Music Brunch **10:30AM**, **The Gavin Seminar**



Rick Reynolds

presents **Joe Calloway** ("Part Will Rogers, Tom Peters and Robin Williams.") **11AM**, Alternative College Radio Breakout **12:30PM**, Get In The Ring **12:30PM**, The First Annual Adult Summit **1PM**, The Gavin Keynote Event starring **Rick Reynolds' Only The Truth Is Funny 3PM** at Theatre On The Square 450 Post Street (across the street), Gavin Cocktail Party **6PM** followed immediately by a live performance by **MCA**

recording artists **Spinal Tap**, Mesa/Bluemoon artists **Strunz & Farah 10PM**, Manhattan recording artist **Holly Cole Trio 9PM**.

Saturday, February 15

Jazz/Adult Alternative Breakfast Juke Box Jury **9AM**, Country Radio Format followed immediately by New Artist Luncheon **9AM**, A/C Breakfast & Jukebox Jury **9AM**, Selling Black Music **10AM**, Alternative College/Commercial Brunch **10AM**, PolyGram Jazz Luncheon **11:30AM**, Alternative Commercial Breakout **12 Noon**, Top 40 Format/The Entertainment Quotient **12 Noon**, Urban Ratings Luncheon **12 Noon**, Commercial Adult Alternative Breakout **1:30PM**, College Breakout **2PM**, Radio Promotion & Marketing (all formats) **2:30PM**, Where Does Rap Fit **2:30PM**, Gavin Awards Banquet **5:30PM**, **A Special Late Night Double Bill With Bobby Caldwell and Richard Elliot 10:30PM**

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WALT LOVE

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URBAN CONTEMPORARY

POSTS 4.8-5.2 JUMP

WRKS: Consistency Pays Off

Although Urban stations took some significant hits in the Fall '91 Arbitron, the format held its own in most markets — including the country's No. 1 metro. WRKS (Kiss-FM)/New York finished second with a 4.8-5.2 jump.

WRKS VP/GM Charles Warfield attributes the station's success to consistency, resulting largely from the efforts of PD Vinny Brown and the airstaff. "There's an overall consistency from daypart to daypart, day in and day out; the listeners know they can count on Kiss-FM. Our airstaff has been pretty much in place for the past two and a half years. The only changes have been in the morning 'Wakeup Club,' led by Jeff Foxx and Ken Webb, which had a phenomenal [fall] book. It's now the No. 3 Wakeup Club in New York."



Charles Warfield

Know Clients' Needs

Warfield said sales staffs and radio stations must be tuned in to their clients to survive in today's economy. "We've always been concerned about our clients' needs. We have to be able to speak their language and understand their business. We've become more involved in cooperative efforts with advertisers and potential adver-

We've become more involved in cooperative efforts with advertisers. It's important to develop partnerships rather than simply air paid announcements.
— Charles Warfield

tisers. It's important to develop partnerships rather than simply air paid announcements. Every station today has to be active in new business development. The old way of doing business is out the

window; there's no more order-taking.

"GMs, PDs, and promotion directors have to be out on the streets making sales calls. It's not enough to hold a weekly promotion meeting; the staff needs to see the different kinds of retail outlets and the store traffic. They also need to hear clients' concerns. So we try to get all of our personnel — and certainly our managers — out of the office and into the field to deal one-on-one with clients as often as possible.

"That goes beyond having lunch or dinner with them. It's actually going out and seeing what each client is trying to do in the workplace and then coming up with creative ways to address their concerns. Vinny goes out on some of those calls. In certain cases, he and Promotion Director [Wendi Caplan] work directly with the accounts.

"They're also very involved in annual promotional planning with some of our major advertisers. Much of that planning is done at the beginning of the year; we'd rather have our promotion and programming people involved in the decision up front rather than complain later about the commitments."

Brown agreed that it's important for the programming and sales departments to form partnerships. "The GSM and PD often are at odds, and they call on the GM to be the referee. PDs should have the same concerns as sales managers — that's the bottom line. At one time they were adversaries, but today's PDs have the same concerns and sympathies as the GSMs. They also should be aware of the market

conditions. When clients ask for a promotion above and beyond the call of duty, the PD should respond accordingly and perhaps give in to get the business without jeopardizing the station's performance."

Ratings Monopoly

Obtaining local retail business takes a lot more than talking up your ratings, Warfield said. "You have to go out on the street. For PDs and GMs today, it's not enough to rely on an account executive's report. The more you meet with clients, the stronger their image of your station.

The days of the on-air PD are fading fast. A PD's job is an administrative position; it doesn't lend itself to a four-hour break for an airshift.
— Charles Warfield

"Also, all of our managers are involved in developing the budget for their departments. If I know the expectations and goals, I'm more inclined to want to secure them. And if I have a role in developing those goals and operating guidelines, I'm more inclined to work with them. Information is important. The more information you can share with the managers who have to execute these plans, the more informed — and willing to go the extra yard — they'll be."

Warfield, who likes the idea of competition, lamented the failure of Birch. "We're back to a monopoly in radio ratings, and I don't think that's healthy for broadcasters. We were supporters of Birch and Arbitron. Both the station and the advertising community were utiliz-

ACTION

WZHT/Montgomery midday hostess **Monica May** is upped to PD, while **Larry Steele** retains mornings . . . **Brian Wallace** exits WYLD/New Orleans . . . **Dr. Tony Love**, who previously handled evenings at WPLZ/Richmond, is currently manning afternoon drive . . . Former late-night personality **Al B. Bad** becomes MD at KJMZ/Dallas . . . **WDXZ/Charleston** is now dark.



DASHING FOR CASH — On hand for WRKS (Kiss-FM)/New York's Million-Dollar Dash For Cash — co-sponsored by Minute Maid soda, EAB, and Kiss-FM — are (l-r) EAB's Joe Reda, Kiss-FM VP/GM Charles Warfield, EAB's Joe Peligrino, Coca-Cola Bottling's Maggie Quinones, grand prize winner Belinda Roberts, PD Vinny Brown, and morning man Jeff Foxx.

ing that competition. It's unfortunate that we'll no longer have that option, at least not in the foreseeable future. I'd like very much to believe Arbitron will see some competitors soon, but that's asking a lot."

PD Skills

Many Urban stations are cutting back on the amount of music they're playing, including WRKS-FM. "A PD earns his keep by making judgment calls when necessary," Brown said. "You have to evaluate client considerations. But at what point do you have to say

I don't believe in a 70-song playlist. But at the same time I don't know how you can properly service your audience by playing only 20 songs.
— Vinny Brown



Vinny Brown

no? The PD has to make that call market by market as it relates to spots per hour. I don't believe in a 70-song playlist. But at the same time I don't know how you can properly service your audience by playing only 20 songs. It's ridiculous."

Warfield recognizes the importance of the PD's job and believes it's too demanding to couple it with an airshift. "The days of the on-air PD are fading fast. A PD's job is more of an administrative position; it doesn't lend itself to a four-hour break for an airshift. Programming a major market station is a fulltime job."

Brown said he feels fortunate to be working for WRKS-FM because it has helped him develop his managerial skills. "Summit

Broadcasting shares information with all of its PDs so we can act responsibly when we have to make cutbacks or address other sensitive issues. We also deal with budgets, understanding the cost of research and everything it takes for our department to function.

"The GM could march into your office and say, 'No, you can't do this,' or 'No, there's no money for that.' We understand that. Summit holds annual company retreats where everything's reviewed with the station managers. We see not only how each station is operating in regard to ratings and economics, but how each station fits into the big picture companywide.

"Upper management support at this station and in this company provides us with the necessary tools to win. We have a good on-air team and support staff. If you remove any of those elements, I don't think we'd be as successful as we have been."

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SCENES FROM A FALL

The Ups And Downs Of A News-Laden Season

Thanks, perhaps, to a steady drumbeat of major news stories — Clarence Thomas, William Kennedy Smith, the weakening economy — News/Talk stations generally held their own in the Fall '91 Arbitron wars. Here are some dispatches from the front.

The most notable battle of the fall campaign may have been in Boston, where WRKO was ousted from the No. 1 spot by crosstown WBZ, which recently completed a yearlong evolution from Full Service MOR to news-intensive Talk.

WRKO PD Rich Kirkland was at a loss to explain the Atlantic Ventures station's summer-fall 12+ tumble (8.3-6.4), which left WRKO 1.5 points below its Fall '90 audience level. "I don't know why [it happened]," he said. "Our November came was the worst anyone can remember."

But WBZ PD Dave Bernstein has a theory. He believes Group W WBZ earned its two-share increase (5.5-7.5) — which put it a full share ahead of Fall '90 — by doing a better job of serving harried listeners in search of an information fix.

"It's a question of want versus need," explained Bernstein. "Listeners may want a radio station with funny DJs or opinionated talk hosts — but they need a news-oriented station. They need to know the news, they need to know the weather, and they need to know if the Celtics won. People always take care of their needs before their wants."

What's more, he claimed, WBZ simply outthrust WRKO in the promotional battle for the WEEI audience, which moved from all-News to all-Sports in early September.



Last year was the biggest news year since 1968. There was always a big story.

— Rick Etchyson

Kirkland acknowledged that WRKO was probably hurt by heavy sampling of WBZ, but said he isn't sure whether WBZ's news-intensive format poses a permanent threat to his station. He said WRKO is currently re-examining its own product and promotion. Among the fundamental questions being asked: Is the station meeting the information needs of its 35-54 core?

Burning Up The Salt Flats

One of the biggest summer-fall gainers was KSL/Salt Lake City, which saw its 12+ share soar four points to 8.4. While that's well below the 9.6 KSL captured in Fall '90, it ends an alarming two-book dip and brings the station back to its traditional performance level.

PD Rod Arquette attributes that rebound to the return of normality to American life. "Our summer number reflected a variety of fac-

tors, including the usual differences in how people use radio in the summer and a continuation of the post-Gulf War letdown," said Arquette. "People had had their fill of news."

But, he said, as listeners got back into the routine of fall, their thirst for information returned. And when it did, Arquette added, KSL was ready with a more news-intensive midday lineup that emphasizes brief newsmaker interviews and puts only minimal value on calls. To make way for the new midday format (which was borrowed from Bonneville sister station KIRO/Seattle) Arquette dropped a variety of specialty shows, including cooking, health, and legal programs.

Ridin' The News Wave

Another big winner was KFBK/Sacramento, which netted a hefty 3.8 fall-to-fall 12+ increase (8.8-12.5). VP/GM Rick Etchyson attributes that performance to the Group W station's success in converting the hefty come created by a remarkable stream of news events. "Last year was the biggest news year since 1968. There was always a big story."

According to Etchyson, KFBK captured those drop-in listeners by bolstering its emphasis on news and information. The station added an hour to its PM drive news block (at the expense of a talk program), beefed up its morning news show (the source of the station's biggest gains in the fall survey), and focused its two local daily talk shows on issues and topics of the day. "Even



It's a question of want versus need. Listeners may want a radio station with funny DJs or opinionated talk hosts — but they need a news-oriented station.

—David Bernstein

our money guy talks about how the news of the day will affect your wallet," said Etchyson.

Hail To The Redskins

Meanwhile, sports helped WMAL net its largest 12+ audience since Summer '90. Powered by its Redskins broadcasts, the Cap Cities/ABC station finished with a 5.1, up from a 4.6 in Fall '90. "Sunday afternoons were very impressive for us," said OM Jim Gallant. Indeed, they were — the station had a 20 share.

According to Gallant, WMAL also benefited from the strong performance of EFM Media's Rush Limbaugh, as well as its decision (made with the help of consultant Randy Michaels) to bolster its news and information image with the slogan "News 630 — Depend on it."

Football and news were also responsible for WWL/New Orleans's 3.3 fall-to-fall jump (8.1-11.4). Although the Keymarket station declined to discuss its performance in detail, PD Diane Newman said her station clearly benefited from the Saints' success and the emotionally charged gubernatorial race between David Duke and Edwin Edwards.

Second City Duo

WLS-AM & FM claimed a combined 3.2 share for its N/T simulcast, which debuted three weeks into the fall book. "Arbitron didn't give us the combined line, but [advertisers and the Chicago media] are accepting the 3.2 number

because we were N/T for 60 days," said OM/PD Drew Hayes.

For those less accepting, WLS (AM) had a .2 fall-to-fall 12+ increase (2.2-2.4), while its FM sister (which started the book as CHR WYTZ), netted a .8. WLS (AM) also suffered a slight fall-to-fall drop in its 25-54 audience.

"It's fair to say we're now at ground zero with the FM," said Hayes. "By the end of this year, I think we'll have a combined 4.0 with the FM somewhere in the low twos."

Tampa Blues

WFLA/Tampa OM Gabe Hobbs blames sampling problems for the station's sudden 12+ plunge. The Jacor Hot Talk outlet was down 2.0 from summer (6.5-4.5) and registered its lowest 25-54 number in over a year. However, on a fall-to-fall basis, the station's 12+ audience was off by only .2 (4.7-4.5). Nevertheless, Hobbs is upset.

"I was very disappointed in the sampling," he said. "For example, in the 1990 census data, the male 25-54 population increased 9% — but the sample for that demo dropped 9%. I calculate the book's margin of error to be 1.6," he added. "That's enough to move us up several notches."

While he does plan some "fine-tuning" designed to offset irritants that may have reduced TSL, Hobbs said WFLA is "still headed in the right direction" and will not make any "wholesale changes." After all, he noted, the station nearly doubled its core audience of men 35-44 in the fall survey.

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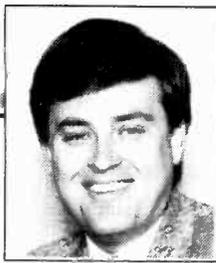
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LON HELTON

PRESS-ING ISSUES

Lovin' & Hatin' Mass Media

Country music and radio have had their share of, er, misunderstandings with the mass media during the years. But put the two together — Country radio — and the situation is *really* ripe for confrontation. Here are a few of the head-bumpers taking place in recent weeks.

TV Or Not TV

When WMIL/Milwaukee called to purchase spots in the recent Garth Brooks NBC-TV special on local affiliate WTMJ-TV — owners of News/Talk WTMJ and AC WTKI as well as the city's major newspaper, the *Milwaukee Journal* — it was informed that the show would be pre-empted for a pair of sitcom reruns and would instead air at midnight.

PD Kerry Wolfe did what any self-respecting PD would do: He unleashed his morning guys, who blasted the TV station for its decision. Wolfe said that within a few hours, WTMJ-TV called and asked him to "call off the dogs." The re-

sults? The Brooks special aired during its originally planned prime-time slot.

WMIL *did* run spots during the show. But instead of the station's regular ad, it ran a "thank you" to listeners who called the TV station and made it possible for the entire city to see the special.

This isn't the first time the WTMJ group bumped heads with the folks at WMIL; a mini-feud has raged for years. Still, it's amazing the WTMJ-TV powers-that-be would even consider ignoring a potentially huge audience. In the Fall '91 Arbitron, WMIL ranked second 12+ and first 25-54. Go figure.

'Music Circle'???

As long as I'm on the soapbox, can someone please tell me why the mass media continues to either screw up stories about Country and/or present them in a condescending or less-than-accurate manner? The erroneous and stereotypical depiction of country music and those who love it as somehow being on a plane below the rest of the population inhibits the music's growth among people who might like it but feel they neither fit into nor want to be associated with the image portrayed.

In 1984, we had to suffer through an Olympics TV special which, in its tribute to country music, prominently featured dancers weaving among hay bales. Last year, it was an episode of "Murder, She Wrote," which depicted Nashville's chief of police as a corn-pone-spewing idiot who was more interested in writing songs than catching a killer.

As the media catches on to the fact that country is hot, more stories and features are being done. Some, like last fall's *Newsweek* piece and *USA Today*'s seemingly stepped-up coverage, project the music and movement positively. In fact, the *Wall Street Journal* has done a couple of business-oriented pieces lately describing the financial inroads being made in various country areas.

Unfortunately, there are the others, led by a recent *New York Times* "Arts & Leisure" Sunday edition cover story. The two-page article on today's hip, hot young country performers was topped by a one-third-page picture of Porter Wagoner performing on the Grand Ole Opry with a caption ending, "...rhinestones rampant." With all due respect to Porter, it's simply hard to imagine a two-page story on country's youth movement with him as the cover boy. (The article did, however, prominently feature comments by MCA/Nashville Exec. VP Tony Brown and Liberty President Jimmy Bowen. It also contained a sidebar on the Grand Ole Opry.)

On the inside was a huge picture of the Opry's stage. Again, with all due respect to that most venerable of institutions, couldn't they have used the space to picture a few of today's stars? (At least the piece did carry shots of Trisha Yearwood, Travis Tritt, and Marty Stuart.)

Furthermore, when the author constantly refers to "Music Circle" instead of Music Row, it makes you wonder how much other stuff was garbled. (She defined Music Row



TRADING CARD PROMOTION

Collect 'Em, Trade 'Em, Win With 'Em

Sister Country outlets KNUE/Tyler, TX and KKYR/Texarkana, TX/AR have designed a pre-spring book promotion around country music trading cards.

Twenty-eight different artists adorn the cards, which are available in packs of two from participating sponsors. (The back of each card features artist info and the respective station's logo.)

Combinations of two or three artists are read on the air three times each day, with the first caller holding the announced "hand" winning \$100-\$500. Each station had 50,000 cards printed at a cost of slightly more than \$2000 in cash and trade.

KNUE PD George Owens says the biggest hurdle was obtaining artist clearance rights — a *must* for stations considering this. For various contractual reasons, not all acts are available.

HAVE YOU HEARD

WMZQ Airs Pair Of TV Shows

WMZQ/Washington jocks will host not one, but two country music programs on local TV outlets. Afternoon driver Keith McDonald handles the video clip chores for DC's channel 9. Evening jock Seth Warner does the honors on channel 50's show, which is called "WMZQ-TV." The radio station will simulcast the "WMZQ-TV" production, which also features a country news segment and some of the area's hottest dancers. Both shows air Saturday nights — Warner's from 7-7:30pm; McDonald's from 7:30-8pm.



Lee Adams

Jim Scott

Scott KIZN PD

KGEE/Odessa swing/weekend talent Jim Scott has been named PD at KIZN/Boise, newly acquired by West Group Broadcasting. He replaces Bill Bailey, who's staying but moves from middays to mornings. Mark Metzner is the new PD at WCJC/Marion, IN. He was formerly Production Director at AOR WPDH/Poughkeepsie, NY. Doug Peterson is the new OM at KOEL/Cedar Falls, IA.

Tony Crow is new to evenings at WNUS/Parkersburg, WV. He joins from crosstown WXIL. Moving to WDAF/Kansas City for weekends is Ann Brock from KFEQ/St. Joseph, MO.

The next time you're at your favorite hair salon, ask to see volume 25 of *Coiffure Q*, the international hairstyle magazine. Featured is WHYL/Harrisburg OM/middayer Lee Adams.

Here & There

Cole Media — owner of Talk KWTO and CHR KKHT in Springfield,

MO — has entered into an LMA with crosstown KLTQ and put a Hot Country format on the air.

- KLAC/Los Angeles, as part of its theme-month travel programming, will broadcast live from Israel for a week during February.

- Congrats to Atlantic/Nashville regional promo man Bill Heltemes, who was recently sworn in as a council member for the town of Union, KY — population 1001.

- Kudos to KCKC/Riverside-San Bernardino PD/morning man Bob Harvey, named Top Jock for the second consecutive year by *Inland Empire* magazine.

Clarification: The 1991 year-end Country column (R&R 12/20) contained an "Ins & Outs" box showing that WOOD/Chattanooga had dropped Country. It should be noted that WOOD-FM is still in the format; it was WOOD (AM) that switched to SMN's Stardust a year ago.

as "...a stretch of shops and museums where stars... sell ashtrays, thimbles, and sweatshirts emblazoned with their names and faces.")

Slights Scene

Other examples of the mass media's treatment of country:

- This month's *Redbook* spotlights new, hot acts in its "Red Hot" section. Why does the author feel compelled to begin an otherwise excellent piece by saying to readers it's time to "Put on your cowboy boots and say, 'I luv yew, Garth Brooks'?"

- VH-1's Saturday morning country show originally aired small boots and spurs icons and cacti on-screen. Its announcer used a hick accent thick enough to stop a bulldozer.

These actions are more than likely done without malice; they're usually just a New Yorker's or Los Angeleno's misguided notion of what country is. But why can't "journalists" portray an accurate picture? Their often-biased reporting smacks of disrespect. Let's just hope that upcoming pieces on the CBS-TV morning show and in *Forbes* magazine (to name but a few) will do the music and fans deserved justice.

Seger Loves W4

Always wanting to close on a positive note, here's a brighter side story that brought a smile to my face at 35,000 feet:

Detroit native Bob Seger — interviewed about the Motor City in the January 15 issue of *American Airlines*' in-flight 'zine, *American Way* — was asked to finish this line: "While driving, listen to _____." After identifying WJR by name and making a generic reference to Detroit having "three or four great rock stations," Seger said, "There's probably one of the best Country stations in the country. W4 [WWW.]"

I'd imagine that WWW VP/GM Phil Lamka, OM Barry Mardit, and the rest of the staff would like to thank you for the plug, Bob.

Coming Next Week

The story behind KRSR's entry into the tough country battle in Dallas.



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• (Mon-Fri 6a-10a, Fall '91 Arbitron MSA, AQH share Adults 25-54)

AARON TIPPIN





"There Ain't Nothin' Wrong With The Radio"

Studio Arrangements

The first cold breezes of 1992 have swept through Music City, bringing with them another shuffling of artist producers, labels, and managers. Here's a rundown of some recent production changes in the studios around town.

New Alliances

Currently celebrating his 20th year as a solo artist, **Don Williams** has teamed up with his longtime friend **Allen Reynolds** to co-produce Williams's upcoming RCA/Nashville album, "Currents." Though Reynolds and Williams have been pals since their struggling songwriter days at **Jack Clement's** publishing company, they haven't worked together in

the studio for years. Williams co-produced his two previous RCA albums with **Garth Fundis**.

- The **Nitty Gritty Dirt Band** are working on their first studio album in more than two years, with producers **Jimmy Bowen** and **Chuck Howard** at the helm. The Liberty LP, scheduled for a June release, is the group's first since 1991's "Live Two Five," which was recorded in Red Deer, Alberta, Canada and



LET "LOVE" RULE — ASCAP held a No. 1 party for Collin Raye's hit single "Love, Me," which was written by Max T. Barnes and Skip Ewing. Sharing in the fun are (l-r) Opryland Music Group's Charlie Monk, Max D. Barnes (Max T.'s father), ASCAP's Merlin Littlefield, Barnes, Epic/Nashville VP/National Promotion Jack Lameier, CMA's Janet Bozeman, and Sony/Nashville President Roy Wunsch.

Cleve Francis

NEW ARTIST FACT FILE

Label: Liberty

Current Single: "Love Light"

Current Album: "Tourist In Paradise"

Management: Moress, Nanas, Golden Entertainment

Influences: Sam Cooke, Hank Williams Sr., Bob Dylan, Glen Campbell

Background

• Born in Louisiana's Cajun country, **Cleve Francis** began pursuing music at age 8, when his mother gave him a guitar. A self-taught player, he joined a professional gospel group in high school. With his guitar in one hand and a science book in the other, Francis eventually enrolled at Southern University to pursue a career in medicine.

• A professor encouraged Francis to develop his playing and bought the artist a new guitar when his first one wore out. "The old Silvertone that mom bought me had a hole in it and was cracking by that time. [The professor] kept the old one. I guess he's still got it," recalled Francis, who began supplementing his med school income by playing coffee shops and roadhouses. He earned a degree, but never abandoned his music.

Signing

• By the time Francis became a practicing cardiologist in Virginia, he had recorded three albums on his own. One of those LPs eventually made it — via a patient — into the hands of **Playback Records' Jack Gale**.

• Francis's first Playback release, "Love Light," featured an accompanying video that **CMT** and **TNN** picked up. The clip caught the attention of Liberty chief **Jimmy Bowen**, who signed the artist.

• "I was pretty well resigned to the fact that a professional music career probably wasn't going to happen when this all began to fall into place," explained Francis. "I had succeeded in medicine and had a good job, but this was one of



Cleve Francis

those lucky moments when you're in the right place at the right time."

Songs

• Along with the rereleased "Love Light," Francis's debut LP features cover versions of **Billy Dean's** "How Can I Hold You" and **Bill Anderson's** "The Tips Of My Fingers" (recently recorded by **Steve Wariner**). "I want happy, uplifting songs — no cheating or drinking songs," commented Francis. "I believe songs can heal people, make them feel better, and bring them through emotional crises. Medicine and music have that in common."

• "When I visited radio, they were more fascinated that I was a doctor than that I was black. I'm not in this as a crusader; people don't care what color you are. Music has no color. My music won't make it — or fail — because I'm black. It's going to be judged against **Travis Tritt**, **Garth Brooks**, and the other great music that's out there. If it's good enough to hang in with those guys, then it'll last."

produced by **T-Bone Burnett**. Prior to that, the band worked with producer **Randy Scruggs** on the 1990 projects "Will The Circle Be Unbroken II" and "The Rest Of The Dream."

- **Hank Williams Jr.** enlisted the help of producer **James Stroud** on his upcoming 61st career album, "Maverick." Co-producing the **Capricorn/Warner Bros./Curb LP** with Stroud and Williams is **Barry Beckett**, who co-produced **Bocephus's** last three WB/Curb albums with **Jim Ed Norman**. The project — due in February — features the current single, "Hotel Whiskey."

Incidentally, Williams has donated more than \$31,000 in proceeds from his single "Don't Give Us A Reason" to the American Red Cross. The song became popular during the Persian Gulf War and appeared on Williams's "America (The Way I See It)" LP.

- **Kathy Mattea** is planning to enter the studio with producer **Brent Maher** (of the **Judds** and **Great Plains** fame) in the next few weeks to begin work on her eighth **Mercury/Nashville** album. The new arrangement marks a break in **Mattea's** longtime partnership with producer **Allen Reynolds**, who's worked with the singer since 1985.

- **Tony Brown** and guitarist/producer **Steve Gibson** have put

the finishing touches on **McBride & The Ride's** latest **MCA/Nashville** project. The album's final mix was done at Memphis's **Arden Recording Studio**, birthplace of hit albums by **ZZ Top**, **R.E.M.**, and **Lynyrd Skynyrd**, among others. "Sacred Ground," the platter's first single, is due in February. The LP follows in April. Incidentally, the band's initial effort, "Burnin' Up The Road," was co-produced by **Brown** and **Steve Fishell**.

- Other artists making recent changes include **T. Graham Brown**, who's reportedly preparing to enter the studio with producer **Mark Wright** for a **WB** project; **Lionel Cartwright**, who's tapped **Barry Beckett** as the sole producer for his next project; **Suzy Bogguss**, who's now with **Morris, Bliesener & Associates** for management; and **Steve Wariner**, who signed with **Chip Peay Entertainment** for management.

Bits & Pieces

- Even though **Garth Brooks** had to cancel an appearance at Monday night's (1/27) **American Music Awards** — after his wife **Sandy** collapsed from exhaustion — he walked away with three awards, including **Best Country Male Artist**

and **Best Country Album** for "No Fences." No word as to whether he'll perform on the Grammys as originally scheduled. Last week **Brooks** made an unforgettable impression on the folks at Nashville's **United Cerebral Palsy** telethon. The hitmaker arrived 10 minutes before the program's end and donated a generous \$25,000 to the cause.

- **Exile** plans to sign autographs and perform a 20-minute acoustic set during a benefit for the **Special Needs Adoption Program** of **Middle Tennessee** February 1. The event, hosted by **Family And Children's Services**, includes a basketball game featuring the **National Association of Life Underwriters** and the **Nashville Bar Association**. It'll be held at **Belmont University's** gymnasium.

- **Tanya Tucker**, **Ricky Van Shelton**, **Chubby Checker**, **Gerardo**, the **Triplets**, and actor **Don Knotts** are slated to tape a one-hour syndicated TV special with host **Larry Hagman** at **San Antonio's Fiesta Texas** theme park in April. The show, dubbed "Hats Off To America," is set to air in late May.

— **Lorie Hollabaugh**

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "Brother Jukebox" — **Mark Chesnutt**

5 YEARS AGO

• No. 1: "I Can't Win For Losin' You" — **Earl Thomas Conley**

10 YEARS AGO

• No. 1: "Only One You" — **T.G. Sheppard**

15 YEARS AGO

• No. 1: "This Time I've Hurt Her..." — **Conway Twitty** (2nd week)



NO RESERVATIONS NEEDED — **Hank Williams Jr.** and a house full of friends converged on Nashville's historic **Ryman** auditorium to celebrate the release of his first **Capricorn/Curb/WB** single "Hotel Whiskey." Checking in for the frivolity are (l-r) **BMI's Harry Warner**, **Capricorn/Nashville** President **Phil Walden**, manager **Merle Kilgore**, **Williams**, **WB Nashville** President **Jim Ed Norman**, and **BMI's Jody Williams**.



HARVEY KOJAN

TAMPA TUSSLE

98 Rocks To The Top

1989 was a pivotal year in the annals of Tampa Bay radio. The main event, of course, was the incredible worst-to-first burst of Jacor's WFLZ (The Power Pig), which toppled crosstown WRBQ (Q105) and sent the Edens CHR into a tailspin from which it's yet to recover.

While undoubtedly the most important story to come out of Tampa in '89, the Power Pig-Q105 blood-bath overshadowed another noteworthy event that year: the sale of struggling Classic Rock WKRL from Sandusky to Great American. Ironically, the deal meant Great American would compete directly against CBS AOR WYNF — the very station G.A. (then known as Taft) had once operated successfully for several years.

The new owners wasted no time trying to turn around 'KRL, which had stumbled to a paltry 2.2 in the Fall '89 Arbitron. Under the guidance of Burkhart/Douglas & Associates, the station garnered tons of publicity with a 10-day, all-Led Zeppelin format, then flipped to a current-intensive, hard rockin' approach as WXTB (98 Rock).

Young Target Demo

"It's all rock 'n' roll, it's all hit-oriented, and 70%-80% of the music we play comes from the last two years," new 98 Rock PD Greg Mull told R&R following the switch. "Very few companies can walk into a market and say, 'Screw 25-54. Make us dominant 16-28 and we'll be happy.'"

Based on the latest book, Great American must be very happy. 'XTB jumped 5.8-7.1 and is indeed dominant in the younger demos. More important, the station soared to No. 1 men 25-34 with a near 21 share — three times its 25-34 showing of just one year ago. Incredibly, 98 Rock is now tied with 'YNF 25-54.

"We've been watching this thing build for the past two years, so this book is almost anticlimactic," Mull says. "We haven't done anything radically different since we chang-



Greg Mull

ed the format. And it's not as though we've just beaten 'YNF for the first time. We tied them in the spring and beat them in the summer."

'XTB's previous success had been due primarily to lower demos, however. The dramatic 25+ growth is what makes this particular book so significant. "Jumping from being barely in the Top 10 into the Top 5 25-54 was a pleasant surprise," Mull says. "But that's what we've been focusing on in the past year, particularly men 25-34. We've seen consistent growth in that cell, and it's not a fluke."

All In The Music

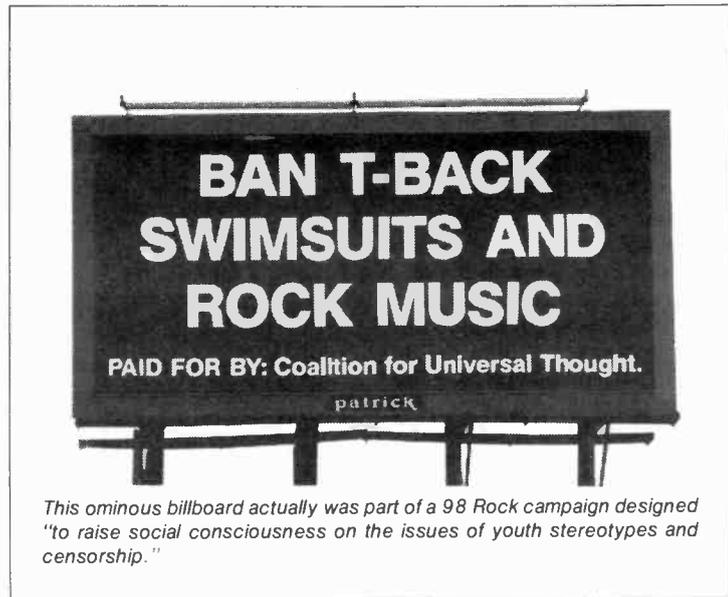
If the station didn't change that much, why did its demographic profile become so much stronger? "It was due specifically to the music — our on-air attitude and positioning didn't change at all. Musically, I just made sure everything we played tested well men 25-34. That didn't mean going out and looking for 25-34-exclusive

records — they've also got to test well with the 18-24 core. I just took the extra step and made sure men 25-34 liked each song.

"I was a bit surprised at the acceptance among 25-34s of bands such as Metallica, Queensryche, and Motley Crue. I also was surprised at the number of classic artists who didn't do very well, such as Bruce Springsteen and Heart.

"Of course, you have to realize we're not researching all 25-34s. We've isolated those with the proclivity to listen to hard rock, so that's going to sway things a lot. It's a particular lifegroup within the demo, but in a lot of markets it's a big enough segment to make you No. 1 25-34."

Some of 98 Rock's rise may be due to the quality of music released during the past several months. "When we first signed on, it was at the tail end of the 'big-hair band' period, and we played a lot of that music. Now we don't. Musical



This ominous billboard actually was part of a 98 Rock campaign designed "to raise social consciousness on the issues of youth stereotypes and censorship."

tastes have changed somewhat, and since we're very current-oriented that's going to affect our sound."

Fall Of CHR

Mull acknowledges part of 98 Rock's success can be traced to the market's concurrent CHR shake-up. "It has to have meant a lot. When I got here the CHRs had just combined for 21 shares. Now they're not even doing combined 10 shares. So a lot of people who were listening to CHR are now listening to other things, and I've

got to believe some of them have come over to the AORs.

"The CHRs really got caught up in trying to outdance each other. They played the rock ballads but stayed away from anything with an edge. Then came Nirvana and Metallica — records that could have become big CHR hits — and they didn't play them."

98 Rock was a hit out of the box, and — except for an inexplicable ratings stumble in Fall '90 (more on that later) — has improved steadily since its debut.

Continued on Page 54

Logan: 'We're Very Healthy'

WXTB's tremendous fall book didn't come directly at the expense of rival WYNF, which actually rose 5.3-5.5. Still, as Tampa's perennial rock leader, 'YNF had to be a bit peeved at the results, particularly regarding 'XTB's huge 25+ gains.

'YNF PD Charlie Logan says 'XTB benefited from one of those infamous Arbitron wobbles. "After really looking into the book we have a good idea of what happened. About two years ago, Arbitron included a northern county called Hernando. Why Hernando County is in our metro is beyond me, because only three stations reach the county — and 'XTB is one of them. Well, Arbitron oversampled Hernando County in the fall book, especially the 18-34s.

"I've beaten ['XTB PD] Greg Mull in three of my four trends as PD. The only one I didn't win was in November, when — according to Arbitron — we fell off the face of the earth. 'XTB pulled a nine; we went from a 7.4 to a three. And that told the story for the fall book. If you throw out November and make it an average month for both of us, we would have beaten them. We were right back up to a 6.2 in December.

"Mull and I had this conversation the day the November trends came out. I saw him at a Van Halen concert, and he had this big smile on his face. 'You lucky fuck,' I told him. And he said, 'Hey, man, it happened to me last year.'

"As far as I'm concerned, 'YNF's still the leader by a solid point to a point and a half. My four trends are 6.4-7.3-3.0-6.2, so we're a solid six-share station. And when it

comes to revenue, we won't lose any buys. All of the advertisers who matter understand it totally. They're knowledgeable enough to realize what happened.

"Sure, after the November trend I had to sweat it out for a while, wondering whether I'd really fucked up the station. After all, I'm one of the only PDs in a Top 25 market who's never programmed before. But I was confident we'd be back where we should be, and we were. At CBS you're dealing with experienced people. They looked at the book and said, 'You did a great

job.' And [VP/GM] Shawn Portmann told me not to worry about it. Economics is still the bottom line, and we're winning that war."

Updates Music

Given Logan's inexperience, you might expect him to be overly cautious about instituting changes at 'YNF. But that's not the case, particularly when it comes to the station's musical stance. "We're probably more current than we've ever been," he notes. "The research we've done shows 25-34s much more accepting of new music. The 35+ aren't, but I don't care about them. If I get them, great; but I'm not going to program to them.

"I think we were just too con-

Continued on Page 54



A 98 Rock fan solicits front row tickets.



Just in case you thought becoming PD would change Charlie Logan. . .

98 Rocks To The Top

Continued from Page 53

"Our audience was very young at first, and that was by design, because with anything you've got to build your base and expand on it," Mull explains. "And when it comes to AOR, that base has to be 18-24-year-old men. We knew we had to make the 18-24s love us to make this thing work in the long run. That's our core, and we'll always keep those guys happy. We can't lose them."

"That's the problem a lot of stations have gotten into, particularly Q105. A CHR's core audience is teens. That's a law of nature. You can make a CHR really big and broad and appeal to other demos, but it's still got to serve the teens. Q105's problem was that it got so broad it had no appeal to teens. The second there was an alternative, the teens were gone and Q105 was left with no core."

"We learned from that and won't do it. We can't get that hungry. We can't have 45-year-olds listening to this station, and we never will. It's just not a 45+ format. As I told you two years ago, we're lucky we work for a company that's willing to give us the time and show the pa-



98 Rockers get down at the station's most recent "Livestock" concert. The charity bashes have raised \$40,000 for Greenpeace.

tience necessary to do this thing right. I don't see a lot of companies in our industry like that."

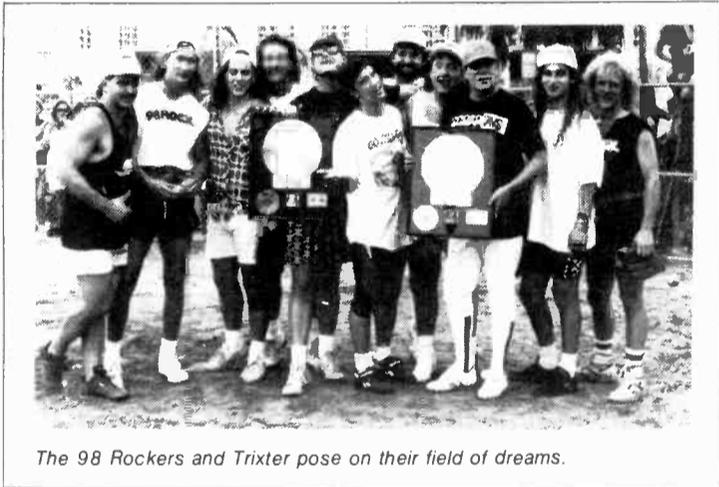
Overcoming Obstacles

That patience was crucial, because there was a brief time when things got a little nervous. A year into the change, 98 Rock suddenly and inexplicably tumbled to 3.0, a

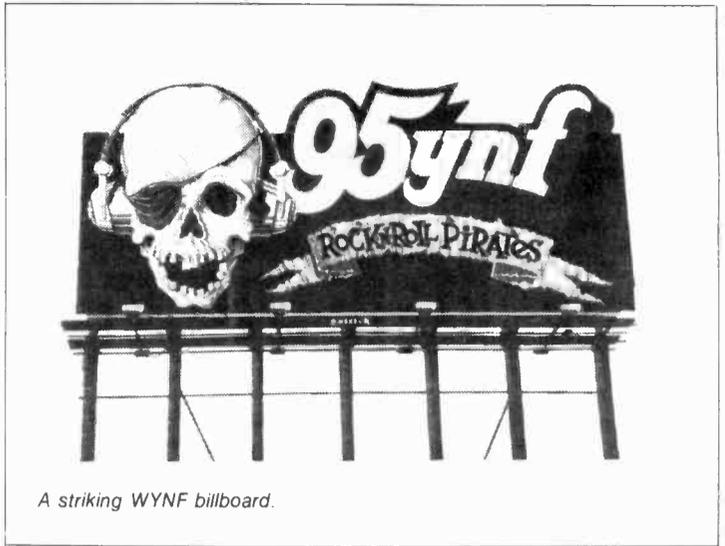
turn of events that would have led many owners to knee-jerk.

"No one understood what happened," Mull recalls. "All of our research and gut feelings told us things were going well. Luckily, Great American said, 'OK, guys - we've trusted you this far, and we know it's going to pay off for us.' Of course, had we gone down to 2.8 the next book I might have been in your Pros On The Loose section! But things turned immediately."

Mull is convinced 98 Rock's approach would succeed in just about any market. "We may rock harder, but I've maintained all along that we're basically a mainstream AOR station for the '90s. Anywhere there's an AOR audience, this should work. You can't deny bands like Nirvana and Metallica. Guns N' Roses sell 12 million, Metallica sell 5 million, Nirvana sell 3 million, and rock radio is afraid of them? Plays them once in a while at night? Somebody's got to wake up and say, 'Wait a minute - there's something going on here.'"



The 98 Rockers and Trixter pose on their field of dreams.



A striking WYNF billboard.

WYNF: 'Healthy'

Continued from Page 53

servative when 98 Rock came on. We should have and could have put them out of the format, but we just didn't have the right leader. That's not a slam at [previous PD] Tom Marshall. He walks in here not knowing the market or the station and within a month he's facing this competitor he didn't expect. He's being asked to position the station properly, and he doesn't know the market."

"It's not that we reacted to 98 Rock; it's more that we didn't act. We stayed pat too long. You've got to tweak and adjust every couple of years regardless of whether you've got competition. Even before 'XTB

came on some of us were pushing for changes."

"The station is starting to reflect my slightly warped personality. [Former PD] Carey Curelop didn't believe in production or wacky positioning statements. My attitude is: Throw out the rules of the '70s and '80s, because they don't mean shit anymore. It's got to be new and it's got to be fresh. We're having fun and our rotations are hotter, and that's more because it's 1992, not just because 'XTB's in the market."

"The bottom line is that we've got a major marketing campaign kicking off right now and we feel really confident. We're very healthy and will probably be rocking strong for another 12 years."



Members of Guns N' Roses do the meet 'n' greet with WYNF staffers; (l-r) contest winner, VP/GM Shawn Portmann, GNR's Dizzy Reed, contest winner, GNR's Gilby Clark, and morning producer Billy The Phone Freak.



More than 5000 people showed up at the ungodly hour of 6am to party with WYNF morning gods Ron & Ron.

FAMOUS FIRSTS



DAVE BREWER
Sr. VP, Pollack Media Group

WHAT WAS THE FIRST RECORD YOU BOUGHT?
D: Roy Orbison, "Pretty Woman" and Gene Pitney, "It Hurts To Be In Love"

WHAT WAS THE FIRST STATION YOU WORKED AT?
D: WCHP/Mt. Pleasant, MI

WHO WAS YOUR FIRST RADIO IDOL?
D: Teddy Truckin' Bear Richards of CKLW

WHAT WAS YOUR FIRST CONCERT?
D: Alice Cooper, Dick Wagner and the Frost

WHAT WAS THE LAST RECORD YOU BOUGHT?
D: Raffi's Greatest Hits

WHAT WAS YOUR FIRST SEXUAL ENCOUNTER?
D: I never had sex - I'm still a virgin.

YOUR FIRST PRIORITY THIS WEEK:

NUCLEAR VALDEZ

"(Share A Little) Shelter"

AOR New & Active

Already On: WYNF KRXQ KNCN KEZO KRZR WGLF KSQY
 WLUP WDHA WIQB WKQZ WKIT KRNA WKLT
 WMMS WZBH WAPL KKDJ KATP KQDS KBOY

Higher Revenue Game Plan

91X points the way to success

Along with playing the right music, New Rock stalwart XETRA-FM (91X)/San Diego has devised a sales and marketing plan over the last nine years that's attracted both a larger audience and higher revenues. Exec. VP/Station Manager and former GM Mike Glickenhau shared some of 91X's secrets of success.

Glickenhau, who describes the Noble Broadcasting outlet as AOR ("labels don't exactly describe the way we sell it here"), says he's witnessed 91X's transition from a "third-rated, very mainstream AOR to the market's top-rated AOR."

(Note: Glickenhau was interviewed for this column prior to the release of Arbitron's Fall '91 book, when the station held a .6 12+ lead over then-AOR KGB and a 1.5 lead over format rival KIOZ. The fall survey, however, showed 91X trailing recent Classic Rock convert KGB by a tenth of a point in the 12+ demo, but increasing its lead over KIOZ to 3.3.)



"If you pigeonhole this as an alternative format, then you're going to get alternative dollars. We've never done it that way. Our music is a little different, but our advertisers realize that and look at us as a very important element in their marketing plans."

Local Focus

Emphasizing local sales and being responsive to client needs, notes Glickenhau, are imperative for success. "We do less than 20% nationally which, in this day and age, is actually a positive statement. We don't have to set up for the whims of a national advertiser who sometimes wants to be on and sometimes doesn't. Obviously we like national business but for us it's more like gravy than a necessity. Our core advertiser is the local retailer."

Glickenhau says that stations need to be aware of changing ad strategies. "There's no more generic advertising or image advertising. Stations have to move product. Whether it's getting people to go to concerts, nightclubs, supermarkets, or sporting goods stores, there's no luxury in advertising anymore. Advertisers need to see results."

"Our approach all along has been to deal not with costs per point, but with costs per qualified customer. This format delivers really strong customers — active and upscale. That's what advertisers want."

Narrowcasting (Not!)

Glickenhau says that living up to what many perceive as universal New Rock ideals can hamper a station's programming and sales growth. "For a long time, we backed ourselves into a corner. We decided we couldn't play — weren't supposed to play — certain bands because they were considered an AOR or CHR act."

"Then we realized the only way we could grow was by not limiting ourselves. We started changing our programming strategy. We stopped getting hung up on labels and the limitations the format [seemingly] puts on itself. It's sort of like a vicious cycle, wherein labels only pitch you on product they feel is within the alternative genre."

"This format needs to expose a lot of new product — all varieties of

good new music. Our mission is to assume the role AOR had 20 years ago. People don't listen to one very narrow type of music. If you're too narrow, so is your audience, your ratings, and your advertisers. Radio is definitely a target medium, but a lot of people get hung up on this idea of narrowcasting. This is still a business; the goal is to deliver a bottom line to your company. And the only way to do it is to have an audience that's large enough to satisfy advertisers' needs."

The 91X Lifestyle

Realizing early on that New Rock wasn't as mass appeal as other radio formats, the station decided to build a pop culture around the music. "We felt we had to create a little more marketing effort behind the format, so we created the '91X Lifestyle,' meaning we tried to be around our listeners as much as possible."

"Our advertisers saw this and what we were associated with. Then they saw Budweiser, Miller, Coors, and Coca Cola coming to us for promotions and knew something right was going on here."

If you pigeonhole this as an alternative format, then you're going to get alternative dollars.

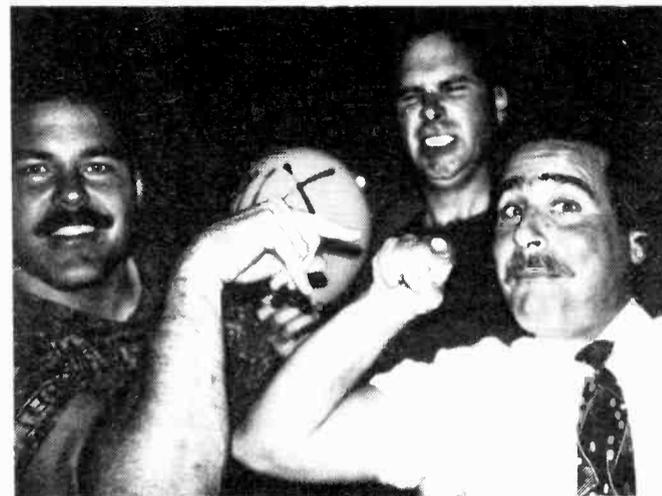
With a desirable bird in hand, the station set out to woo advertisers. "We're very conscious about what our advertisers want, which is results, and we concentrate on delivering them. We try to stay away from cost per points and ratings. Advertisers could care less about ratings as long as you bring people in the door."

Understanding The Audience

Glickenhau says the station puts its account executives through a thorough training program. "We spend most of our time on the qual-

REVOLUTION

KTCL/Ft. Collins-Denver MD/night driver **Sam Ferrara** exits to pursue other interests... WRLT/Nashville PD **Jim Eskew** departs; GM **Ned Horton** will handle PD duties in the interim... MARS-FM/Los Angeles middayer **Raechel Donahue** shifts to early afternoons (noon-3pm) as MD **Swedish Egil** slides into the 9am-noon slot.



CHARGED UP — 91X Exec. VP/Station Manager Mike Glickenhau (r) and morning man Russ T. Nailz (c) exercise their freedom of expression — and their formidable biceps — with San Diego Charger Gary "Hans" Plummer.

itative aspects of our audience, making sure AEs understand who the listeners are, what they are all about, what they want, and where they are in the acquiring stages of their lives.

"We make sure advertisers realize that many of these people are just starting to acquire goods and services; that they're not saddled with massive debt yet, but are, instead, in the process of doing so. They're the ones getting new jobs and building income. Most often they're single and don't have kids or mortgages like those in an older audience might."

"We give clients all kinds of opportunities beyond the spot buy. This is part of why you can raise your revenues to a certain level. There's no one thing; it takes a lot of steps and an overall plan. We have a vision that this has to be more than just a radio station — it has to be part of the listener's life."

"We take information gained from doing this and show our advertisers the kind of income these people are making, the kind of jobs they have, and the life stage they're in. We make sure clients have good exposure — not just for

If you're too narrow, so is your audience, your ratings, and your advertisers.

spots, but through tie-ins with clubs, direct mail pieces, grand openings, and cross-promotions with other advertisers. That's why we have advertisers on 52-week deals."

— 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.



teenage fanclub

"the concept"

THE SECOND TRACK FROM THE MAJOR LABEL DEBUT

"bandwagonesque"

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NEW ROCK 9-7
97% REPORTING!

SALES OVER 100,000 UNITS!
ON SATURDAY NIGHT LIVE FEB. 15

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MANAGEMENT: JIM GRANT/SERIOUSLY INC.
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Over the years we have proven that this format really delivers an active and upscale audience.

Breaking The Stereotype

Invalidating the negative perception of New Rock, says Glickenhau, was a key step in building a stronger client base. "I've seen the format's transition from its infancy, when we were pigeonholed as a bunch of people with green and purple hair, to what we are now, which is much more mainstream. Right from the start, we noticed [New Rock] was a fairly upscale format, particularly here in San Diego."

"We're probably at a different stage than other stations that have recently entered [the format]. We've already had to deal with advertisers' [adverse] perceptions. But playing a little game with [them] about who really was listening helped us overcome those perceptions. Over the years we have proven that this format really delivers an upscale and active audience."

"New Rock brings an exceptionally high bottom line to a company because you don't have to spend quite as much as you might to promote an AC station. The format alone differentiates itself in listeners' ears and advertisers' minds. So you don't have to spend millions of dollars on TV ads to differentiate yourself from eight other ACs in your market."

Glickenhau says that despite New Rock's uniqueness, it's a radio format, first and foremost. "You need the same elements that other formats need — a strong promotional effort, good talent, and solid research."



MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

FALL FLASHES

WMJQ: Buffalo's Sleeping Giant Wakes Up

The three ACs featured this week have several things in common. They represent similar market sizes (Nos. 40, 41, and 44), each notched significant 25-54 fall-to-fall improvement, and all are in markets that cover vast geographical areas.

WMJQ (Q102)/Buffalo flipped from CHR to Hot AC the first week of September 1991. Its 25-54 stats this book nearly doubled what they'd been a year ago. The station declares it airs the "best hits without hard rock and rap."

According to PD/morning co-host Rob Lucas, not all songs played on the station are necessarily chart smashes. "One of our strongest songs is still Tom Petty's 'Learning To Fly.' Our callout research indicates it's very familiar to our audience. Some songs — like 'Learning To Fly' — make us different from other stations. We promote ourselves as being the 'station with a difference'; the difference is the music mix itself."

Comparing his station to cross-town ACs WBUF and WJYE, Lu-

cas commented, "Q102 is much more contemporary. WBUF plays lots of '70s songs; we play very few — less than 10 total. WJYE is laid-back and tailored to workplace listening."

WMJQ/Buffalo Music Monitor

2pm

OUTFIELD/For You
GENESIS/No Son Of Mine
PAULA ABDUL/Straight Up
JUDE COLE/House Full
Of Reasons
BELINDA CARLISLE/I Get Weak
ROD STEWART/Broken Arrow
38 SPECIAL/Second Chance
ROXETTE/Fading Like A Flower
FOREIGNER/Cold As Ice
AMY GRANT/That's What Love Is For
BONNIE RAITT/Nick Of Time
PAUL YOUNG/What Becomes Of The Brokenhearted

Spreading The Word

A major media blitz this fall helped set Q102 apart from the competition. "We were the market's only FM music station that constantly advertised on television," said Lucas. "We also did some big-time — and very successful — telemarketing, which was important because of the newness of the format. Stations can make format changes and sound fabulous, but if they don't tell anyone, it won't matter."

Despite hard economic times, Lucas is encouraging his bosses to continue spending on advertising. "We're still only five months old, and many more people will discover us. We have to be committed to more major marketing. We've had our best book in the past seven years — now isn't the time to pull back."

Admitting that station management expected to do well after making the switch to Hot AC, Lucas commented, "You never know a book's outcome, but we knew we had all the pieces in place."

WJLK's Double Demo Win

In Monmouth-Ocean's three-way format race, WJLK emerged as the 25-54 and 35-64 victor. PD Gary Guida cited high profile as a major factor in the station's impressive demo gains.

"We were the most active station promotionally on the shore," he claimed. "We had 52 billboards up exposing our call letters. Even when there was nothing major happening, we gave away a CD player a week, dinners, and flowers."

Guida sensed the fall book would be a good one based on incoming goodies. "Last year, we received about five Christmas cards. This year, about 100 cards and 30 platters of cookies came to the station. I thought we'd do okay in the book, but I was honestly surprised by how well we did."

Other ACs knocking heads with 'JLK are WOBM and WZVU. Noted Guida, "WZVU's gold-based — it's like listening to a jukebox. We're more current-intensive, but not as current-intensive as WOBM, which exposes new songs quicker than we do. We want a song to be a bona fide hit before we add it. I think we play the best variety for Jersey shore listeners."

The "Five O'Clock Flashback" and "Class Reunion," a nightly one-hour oldies-oriented feature (Monday-Saturday 8-9pm), are two of 'JLK's special programming twists. Guida explained the latter:



Gary Guida

"We feature a different year each night and play music from that year. We talk about what movies and TV shows were hot. There's also a quiz about the featured year."

Competing in the shadows of New York City, Guida commented, "Jersey shore stations are more competitive than ever. We always have to sound our best, but New York stations can't pretend to be Jersey shore stations. The key to our success is that our listeners know they come first."

Fall Ratings Data

This fall, AC logged some impressive 25-54 stories, including No. 1s in the top three markets. We'll have detailed fall ratings in the coming weeks. This week's info concerns noteworthy progress made by WMJQ/ Buffalo, WZMX/Hartford, and WJLK/Monmouth.

Format challengers for each market are listed with appropriate market rankings (followed by fall-to-fall fluctuations) and 12+ TSL in minutes per day.

Buffalo-Niagara Falls

Among 25 rated Arbitron signals

	18-34	25-54	35-64	12+ TSL
WBUF	#6 +0.2	#8 -2.9	#8 -4.9	57
WJYE	#7 -3.9	#5 -4.4	#4 -4.3	71
WMJQ	#3 +1.6	#3 +4.4	#5 +3.5	60

Hartford-New Britain-Middletown

Among 25 rated Arbitron signals

	18-34	25-54	35-64	12+ TSL
WIOF	#12 -3.4	#11 -3.7	#7# -2.8	40
WRCH	#7 -0.4	#5 -0.4	#4 -1.3	84
WZMX	#5 +5.0	#7 +4.1	#10 +2.1	62

Monmouth-Ocean

Among 40 rated Arbitron signals

	18-34	25-54	35-64	12+ TSL
WJLK	#5 +0.8	#2 +3.2	#1 +3.5	86
WOBM	#4 +2.4	#4 -0.1	#2 Flat	88
WZVU	#6 -0.4	#8 -2.4	#15 -2.3	52

From day one, we were all focused. The credit has to go to [President] Larry Levite, [VP/GM] Tom Van Nortwick, and [consultant] Gary Berkowitz. We weren't surprised we did well, but we were surprised we did as well as we did. Nobody expected our morning show would go from tenth to first [25-54]."

Local Focus

Especially noteworthy this survey was Q102's fine performance in the metro. "Until the fall book, we'd always been a great TSA station and haven't done well in the metro," Lucas pointed out. "We have 110,000 watts, and our signal stretches from Erie, PA to two hours north of Toronto. This might be the most listened-to interna-

tional radio station in the U.S. We've been a 'sleeping giant.' This fall, we woke up and did things the right way.

"For the first time in a long time, we wanted to concentrate on mainly Buffalo listeners. While we have a major Canadian audience, we now want to do things with Buffalo — rather than Toronto — listeners in mind."

Assessing the market's future format battle, Lucas noted, "WBUF has a very good new PD [Kevin Robinson] who's now looking for a morning man. Finding a new person may dictate the station's overall direction. WJYE still has a very good market niche. I'd be surprised if it changed very much."

Hartford's Mix Lures Young Females

When WZMX/Hartford signed on last August, it joined a battle with existing ACs WRCH and WIOF.

"They're both much softer than we are," commented WZMX VP/Programming Herb Crowe. "Our strength is clearly 25-44 females; our most significant increases were 25-34. Until a year ago, 31-year-old females didn't have an alternative to [crosstown CHR] WTIC-FM. We're doing a nice job of attracting them, and they're staying with us. We're fresh enough for them to listen while they work."

WZMX airs two positioning statements — "Four In A Row, No Talk" and "A Perfect Mix of the '60s, '70s, '80s, and Today." Crowe noted, "Texture-wise, we're probably what some would call a Hot AC. But when I think of Hot ACs, I think of stations that jump on currents. We're not really on that level."

Leapfrogging

WRCH is among the many former B/EZs that have segued to AC. "It's trying to drop older

demos and pick up younger ones," claimed Crowe. "It still has a very high percentage of audience 55+. It did better than I'd expected in younger demos, considering it plays traditional Soft AC music by Barbra Streisand, Neil Diamond, and John Denver."

This fall, WZMX leapfrogged longtime Lite AC WIOF to become the market's No. 2 AC (25-54). However, Crowe claims 'IOF was the station spending the promotion bucks.

"It was, by far, the most promotionally active of the three ACs, and it suffered the most significant losses. It spent a ton on strategic — not tactical — television money. The campaign positioned WIOF as playing 'More Music/Less Talk.' The basis of the spot was the 25-minute song sets."

WZMX countered with direct marketing. "We weren't on television, but we had a heavy billboard

showing. Our billboards were very dramatic: a black background that banged home the call letters. We didn't contest at all and stuck to our business. WRCH wasn't terribly visible this fall."

Real Billboards

According to Crowe, the Mix's absence from television this fall differed from its approach last fall. "We came on with lots of tactical television. Since then, we did strategic spring TV spots. Last year, we spent more TV money than any other radio station in the market. But we switched tactics this fall and went with more billboards. Several boards focused on our morning show host — the Real Bob James."

In order for the Mix to overtake WRCH, Crowe reasoned, "We have to impact deeper into the two younger cells of the demo, and market to older demographics. Product-wise, we're pretty upbeat for a 50-year-old. When 'RCH is playing Streisand and Diamond, we're playing Fine Young Cannibals and Rod Stewart."

Voice of the Beehive



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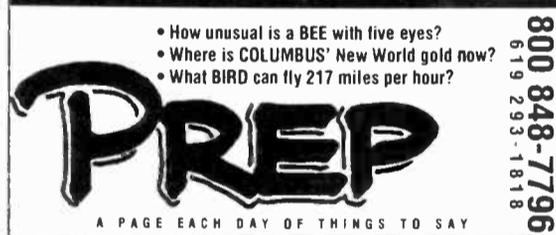
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OPENINGS

EAST

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WGLU seeks morning zoo host immediately. T&R: WGLU, Box 986, Johnstown, PA 15907. (1/24) EOE

WXLO seeks talent for PT on-air and news positions. T&R: WXLO, 146 Worcester Center, Worcester, MA 01608. (1/24) EOE

WHLM-FM seeks experienced personality for afternoon drive. Females and minorities encouraged. T&R: WHLM, Box 260, Bloomsburg, PA 17815. (1/24) EOE

WKGW/Utica updating talent files. Send your T&R for future full and PT openings. No liner card readers, please. T&R: WKGW, Steve, Thomas Road, Orinsky, NY 13492. (1/24) EOE

AOR seeks 7pm-midnight talent/production assistant. T&R: WQCM, 1250 Maryland Ave., Hagerstown, MD 21740. (1/24) EOE

WCIB/Cape Cod seeks seasoned pro for news. PA/production/remotes. Know the Cape? T&R: David Iseman, Box C, Falmouth, MA 02541. (1/24) EOE

KYN has openings in the sales department. RESUMES: KYN, 1247 Million Dollar Highway, Kersey, PA 15846. (1/31) EOE

Anchor/reporter sought for News/Talk station. T&R: WIBX, Box 950, Utica, NY 13503. (1/31) EOE

Uptempo AC seeks strong/fun AT with good phone and production skills. T&R: WQMR, Lorna Newton, Box 2470, La Plata, MD 20646. (1/31) EOE

Program Director wanted for Washington's only Contemporary Jazz Station, WJZE-FM. Must have CJ and/or NAC background within Top 50 market. Need real heavy-weight to take us to the next level. Send resumes to John Columbus, WJZE-FM, 5321 First Place, NE, Washington, DC 20011. No phone calls. EOE

OPENINGS

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Fulltime drivetime newscaster wanted for Washington, DC's top Adult Contemporary radio station. Two to three years' minimum on-air experience required. Excellent writing skills mandatory. Looking for friendly, intelligent delivery and ability to work well under pressure. Send tapes and resumes to Chuck Morgan, WLTT-FM, 5912 Hubbard Drive, Rockville, MD 20852. WLTT-FM is a CBS owned station and an Equal Opportunity Employer.

Top 75 Country outlet looking for female AT to complement airstaff. Day slot. Must know and love Country music. Good company/good benefits. T&R: Radio & Records, 1930 Century Park West, #525, Los Angeles, CA 90067. EOE

PD/morning host sought for Lite AC leader. You should be topical and able to work the phones, while being a great leader/motivator. You must know AC music and Selector. T&R: Lowry & Company, 6302 E. Monte Cristo, Scottsdale, AZ 85254. EOE

SOUTH

FS KGNO-FM has possible future openings. T&R: KGNO-FM, Dave Murdock, Box 1398, Dodge City, KS 67801. (1/24) EOE

Good small market CHR seeks AT with some experience. Our afternoon talent is moving up. T&R: WKTG, Bob Mays, Box 388, Madisonville, KY 42431. (1/24) EOE

New Charleston FM seeks staff for all shifts. Prefer non-smokers. T&R: WALD, Bill West, Box 1397, Walterboro, SC 29488. (1/31) EOE

KLBJ/Austin News/Talk seeks veteran reporter. Must be an aggressive self-starter. T&R: KLBJ, Janet Evans, 8309 North IH35, Austin, TX 78753. (1/31) EOE

Seeking afternoon drive personality for Gold-based AC format AM. Production talents a must. T&R: WSTU, Barry Grant, 1000 Alice Ave., Stuart, FL 34994. (1/31) EOE

COUNTRY PD

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Send your presentation to Mike O'Connor, Z-93 Program Director, 1100 Johnson Ferry Road NE, Perimeter 400 Center, Suite 593, Atlanta, GA 30342. No calls. EOE

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Wizard production director/midday personality pro sought at AOR winner. T&R: KJOT/KGEM, Bryan Michaels, 5601 Cassia, Boise, ID 83705. (1/24) EOE

Seeking PT talent for NW OH CHR. Area residents with experience preferred. T&R: WKXA, Box 1507, Findlay, OH 45840. (1/24) EOE

100,000-watt CHR seeks experienced ATs. T&R: KMOR, Mark Jensen, Box 532, Scottsbluff, NE 69363-0532. (1/24) EOE

KXKT/KQKQ seek weekenders. T&R: Ken Benson, 1001 Farman, Omaha, NE 68102. (1/31) EOE

WJFX seeks great up-and-coming Urban morning talent. T&R: WJFX, Ange Canessa, 5936 E. State Blvd., Fort Wayne, IN 46815. (1/31) EOE

Strong anchor/reporter sought for new IL station in a college town. T&R: WZNF, 400 N. Broadway, Urbana, IL 61801. (1/31) EOE

IL AP News station seeks news reporter. T&R: WGLI/WAAG, Jennifer McCarthy, Box 1227, Galesburg, IL 61402. (1/31) EOE

Full-Service KNGO (AM) seeks evening/weekend board op/announcer for possible future openings. T&R: Dave Murdock, Box 1398, Dodge City, KS 67801. (1/31) EOE

Seeking salesperson to add to the team. Must be intelligent and have a positive attitude. RESUMES: KYA, Allen Moos, 1645 Central Ave., Billings, MT 59102. (1/31) EOE

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Highly rated, high energy Dance CHR station seeks experienced morning person/team. Bits, phones, appearances and ability to relate to audience a must. We need a killer for this job. Station is a group-owned EOE employer. Tape, resume and all your best stuff. We're in a hurry! Radio & Records, 1930 Century Park West, #524, Los Angeles, CA 90067.

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OPENINGS

OPENINGS

OPENINGS

POSITIONS SOUGHT



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Gregg Cassidy/Program Director
HOT 102/WLUM
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J.R. Reynolds, Gene Mueller,
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Fax: 312/440-9377

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Rush T&Rs to:
Matt McCann
Program Director
Q-102/KRNQ
1416 Locust St.
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No calls please.
EOE/MF
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KNEW & KSAN/San Francisco seek the world's greatest Country MD. T&R: Lee Logan, Box 7448, San Francisco, CA 94120. (1/24) EOE

Seeking experienced local sales manager and AE for all-Sports entertainment network. T&R: KVEG, 4180 S. Pecos, Suite 100, Las Vegas, NV 89121. (1/24) EOE

KOSO seeks experienced PT announcers for our AC format. T&R: KOSO, Marty Lanser, 2121 Lancey Drive, Suite 1, Modesto, CA 95355. (1/31) EOE

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A highly successful Western U.S. Top 50 market station needs YOU to take us to the top. Send 2 airchecks of your CHR/AC/OLDIES/COUNTRY morning show (without syndicated comedy) along with your resume and documentation of your success. Females encouraged! Host/newsperson teams OK too. Radio & Records, 1930 Century Park West, #526, Los Angeles, CA 90067. EOE

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K108-FM/Sacramento has opening for permanent Saturday night oldies show host. If you "lived the 60's," have a strong voice and want to work for a winner, send a sample of your best work to: K108-FM, 280 Commerce Circle, Sacramento, CA 95842. EOE

KWAV 97FM, top AC station in Monterey, seeks T&Rs for future openings. Send to: KWAV 97FM, Program Director, P.O. Box 1391, Monterey, CA 93942. EOE

POSITIONS SOUGHT

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MN/IL/WI. 12-year pro seeks stable small to medium market operation with Oldies/Country or Hot AC. Major market and PD experience. BOB: (616) 665-7140. (1/31)

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I'll wake up the snowplow driver! Top morning talent with snow tires, road maps, and battery-powered Mr. Coffee seeks 35K. (305) 735-7811. (1/31)

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Hardworking five-year pro seeks AT/MD or APD position at medium AOR/Oldies station. JERRY: (503) 451-1436. (1/31)

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Discover this hidden treasure. Seeking small or medium market position with news emphasis. Energetic announcing. LINDA: (216) 261-0471. (1/31)

10-year AT/APD in major market with CHR/UC/Jazz stations seeks management position. Lots of potential; just give me the opportunity. SKIP: (212) 465-3416. (1/31)

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Tri-state polished AT. Pro with great attitude and pipes. JOE: (203) 323-3326. (1/31)

Programmer/OM/morning host from San Diego has excellent on-air, phone, computer, motivation, and sales skills. Talented pro seeks PD/OM. (619) 458-0369. (1/31)

Major market voice seeks drivetime slot with morning or afternoon sales in the Midwest. MIKE: (515) 295-3750. (1/31)

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Creative comic character seeks right opportunity anywhere. Imitations and original comedy, experienced in production and operations in Cleveland. CHRIS: (216) 351-2703. (1/31)

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Expect the unexpected, with a voice and talent that will rattle and dazzle your listeners and clientele. Have worked all formats. Recently, eclectic, "Cincinnati After Dark".

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Versatile, up-and-coming broadcast genius with experience seeks to work for you. DALE: (216) 234-5538. (1/31)

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For information call
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Extremely motivated, hardworking team player with a want-to-win attitude seeks Country gig. BOB BARRY: (904) 426-2086. (1/31)

Again the victim of a budget cut. Any financially stable news operations seeking a pro with major market experience. SHEILA: (309) 685-8036. (1/31)

Zapped by a deadly satellite ray! Send starship and rescue a major market FL pro. 11-year AT with good phones seeks Country/AC/Oldies. MARK: (407) 877-3246. (1/31)

Yes, I do look like I sound. Listen to me and see me, then hire me! Personable female AT with five years' experience. LINDA: (805) 388-9471. (1/31)

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- * 19 years' experience as morning and afternoon drive personality
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- * Great fit for News/Talk, Full-Service, or personality adult formats

(914) 949-8596

Currently working MD with Selector knowledge seeks change. WANDA: (414) 235-8178. (1/31)

PDs, let me cure your worst Maalox moment! 14-year AT seeks new challenge. AC/CHR/AOR. JOHN: (217) 674-3304. (1/31)

I can't get beer with food stamps. AT/production/copywriter. DAVID: (904) 373-8293. (1/31)

27-year Boston market alumni seeks small to medium market AT/PD/management position to help you shine. DICK POWER: (413) 499-1611. (1/31)

Lifestyle is more important than market size to this family man. 22 years' experience. OM/PD/AT for Country/AC. MIKE: (419) 243-0043. (1/31)

Lively, energetic, invigorating broadcaster seeks successful, focused radio station. Witty AT/production whiz with Oldies/CHR only. LEIBO: (802) 463-1432. (1/31)

Top-rated Oldies AT in Central IL seeks change. Friendly personality with a feel for the format. Hardworking, too. MIKE: (217) 328-4286. (1/31)

The Jimmy Day Goodtime Gold Radio Revue. A new '60s show. (415) 595-4279. (1/31)

Five-year AT mornings/afternoons/evenings seeks AM/FM mornings. Experience in production writing and various formats. JOHN: (717) 644-2305. (1/31)

POSITIONS SOUGHT

Top-rated programmer/engineer/AT/salesperson/marketing expert can handle any station opening. Have held all the jobs. BILL ELLIOTT: (813) 849-3477. (1/31)

Energetic, motivated newcomer with broadcasting degree seeks FT AT work in any format, any location. KELLY: (701) 839-6516. (1/31)

Your next talk/music producer knows sports, news, and voices and prefers AOR/CR in the Midwest or mid-South. CHAD: FAX (800) 922-2683. (1/31)

Financial disaster sought. The worst. Major market veteran seeks success story. \$1000/month/trade and travel. KEITH: (818) 566-6588. (1/31)

Sports talk? Talk to me. PD/OM. Pioneer in the format at Southern CA giant. Doubled 12+ numbers my first year. Outstanding credentials. (619) 287-1757. (1/31)

Johnny Williams, America's favorite love song host, seeks to give your night numbers a tremendous boost. (313) 939-6790. (1/31)

Talented, hardworking sports director seeks the majors. Sportscasts, PBP, and management skills are tops. References. (201) 447-4177. (1/31)

OM/PD/AT with heavy experience in all areas currently with P3 as MD/afternoon drive. 15 years' experience, prefer OH/MI/IL/IN. JIM: (414) 336-2922. (1/31)

Make me your ratings god. 15-year morning pro will do the job. Call me before your competition does. JAZ McKAY: (713) 465-3568. (1/31)

Broadcast college graduate with one year of experience seeks on-air/production position. AC/Oldies, East Coast preferred.
Call Russell: (718) 389-8344.

Hiring? I'm seeking work. 20-year radio/TV veteran seeks news/sidekick/OM/promotions/sales in any format. RALPH SHAW: (919) 852-3944. (1/31)

Have the ambition, enthusiasm, and pipes. Give me call and we're home, Toto. WADE: (313) 388-0551. (1/31)

Funny morning show. Drivetime dominator. Team or solo. CHR/AC. Top 50 markets. J.C.: (914) 965-5079. (1/31)

Current interim PD seeks FT PD for Country format. 13 years' experience, great organizational, promotional, sales, and people skills. (409) 260-1812. (1/31)

Two-year college radio solo morning talent seeks professional gig. On-air/production/promotions/sales experience. Music stations, please. D.J. RICH: (401) 457-3198. (1/31)

FS Talk AT/writer/producer with major market experience. Humorous, offbeat style and tremendous work ethic. (301) 431-1960. (1/31)

Hey kids, fun is fun, but now I'm desperate! AT seeks FT gig anywhere now! JOHN: (217) 674-3304. (1/31)

Major market AT with top market station, currently basking in the CA sun, seeks a major move. Oldies/Country/AC, prefer SW. JOHN: (619) 325-3563. (1/31)

Experienced and talented AT/MD seeks position. Ready, willing, and serious as a heart attack. Will consider all. JEFFREY MOORE: (507) 625-9373. (1/31)

Marketing/promotions guerilla seeks war to win!

4-star battle record in promotions, events and marketing strategies. 8 years in major/medium market wars.
Contact: Offie North - (916) 348-1335
Win wars, not just battles.

We will make you money! Male/female morning drive team seeks Top 75 CHR/AOR/Hot AC. GARY: (716) 741-2414. (1/31)

Start '92 in a new way with a seasoned AT for your AC/CHR FM in a small or medium Southern/Western market. PATRICK: (713) 728-1348. (1/31)

Guaranteed to boost your female audience. Pro with a voice and personality seeks Oldies, Country, progressive formats, or production. MARK STEPHENS: (702) 827-1960. (1/31)

Ambitious and dependable FT Country AT seeks FT airstrip. CHR/Country/AC. COREY: (515) 752-6522. (1/31)

Broadcaster seeks PT shift in a small market, 1 hour to 1.5 hours outside Los Angeles. JOHN: (818) 901-1368. (1/31)

POSITIONS SOUGHT

ALAN (FILL JOCK) KABEL

Emotion. These stupid ads. I write this stuff and I know some people will be mad, some will laugh. But I get a lot of people thinking about me. I have a deep-rooted desire to have fun. Everybody's so serious these days. WAVA's sold, I'm ready to fill for you. A great Fall book, unrelenting attitude to win, and a list of glistening references. Tapes coming soon. Some of you will pay big money for those... (wait a second I think I'm being blackmailed!?) Nah, not really, a massive tape mailing is underway. REMEMBER — HAVE FUN!

612-544-5099

Production wizard seeks creative castle to work in. TIM: (715) 732-2112. (1/31)

Three-year AT seeks stable small market Country or AC. Team player with good communication skills who's worked in the St. Louis market. STEVE: (618) 942-7663. (1/31)

Ratings booster. Female personality seeks new playground. KRQR, KCBS, KSJO, KGO, KFRC. Love public appearances and production. SHANNA: (415) 266-8226. (1/31)

Remember Elmo's uniforms? Steve's begging? The Singer? The Reader? Let them and the others infest your show. (718) 956-7828. (1/31)

Experienced small market news/AT available in Southern and Central CA. Act now. SHERI: (714) 525-2686. (1/31)

High-impact talk show host seeks gig. JOHN: (305) 561-1792. (1/31)

Radio monster with 10 years under my belt. Have CHR/AOR APD/MD/production experience. Seeking PD gig in OR/WA. DAN: (703) 722-2757. (1/31)

Talk show host is available, believable, creative, entertaining, experienced, funny, honest, and insightful. DON: (619) 634-1069. (1/31)

Can-do rookie seeks good station. Studio and production skills excellent, willing to relocate. RUSS: (417) 887-3947. (1/24)

Experienced, energetic, crazy night AT seeks regional CHR or AOR winner. Tight board, good pipes, and good phones. JOHNNY: (812) 687-7536. (1/24)

LOS ANGELES/SAN DIEGO

Production Director/AT. Excellent pipes, national production. 40+ voices, razor-sharp bits/wit with 15+ years' majors/mediums. Keymarket stations need not call. Erik (714) 423-0261.

Attention SF OMs: Free trial offer. I'll work free for one month. Call for details. Offer subject to availability and some restrictions may apply. (415) 673-0768. (1/24)

Frozen human figures trudge along the snowy, wind-swept city streets. Weather forecaster available. Previously WLS-FM/Chicago. JEFFREY: (619) 755-1334. (1/24)

Sports announcer seeks SE station. PBP, public address, news, and all aspects of broadcasting. JAY: (216) 351-5607. (1/24)

Experienced ND available. Ratings builder, streetwise, good people person with college degree. (513) 421-6532. (1/24)

Experienced, winning PD seeks to make '92 great for you! Great leader, hard worker, ready to win now! TODD MARTIN: (601) 831-4915. (1/24)

Ambitious and creative newcomer with lots of related training seeks first FT AT opportunity. BRETT: (612) 753-3136. (1/24)

Talented rookie will go anywhere. Can deliver music/talk/news/interviews/ad lib/character voices/appearances/good looks/strong production skills. KEVIN J.: (718) 326-2643. (1/24)

PRODUCTION WHIZ

Excellent voices, strong multitrack skills, creative writing, and friendly personality. Fast, on time, and work extremely well with AEs and clients. Top 20 markets only. John Lee (407) 575-8740.

Seeking a young, experienced, energetic, highly charged, and ready-to-go female announcer? Well, then, what are you waiting for? KAREN STONE: (717) 992-6683. (1/24)

16 years' experience AT/PD with AC/AOR/NAC. After four years of radio in Tokyo, I'm back and seeking on-air. RICK: (815) 338-7223. (1/24)

CHR AT available for medium, large, or major markets. 10 years' experience. JAY SHANNON: (305) 721-0582. (1/24)

Veteran CT newsman seeks assignment. (203) 795-4927. (1/24)

Ratings down? 13 years in all formats. Morning talent now with CR loves personal appearances and generating dollars for the station. STEVE: (303) 625-0802. (1/24)

POSITIONS SOUGHT

Seeking a capable, reliable weekender? Here I am! Within 125 miles of Philadelphia, seeking any format. JEFF: (215) 844-7731. (1/24)

Production/comedy/AT. 12-year workaholic seeks team-spirited, debt-free station with guts. Overseas considered; no radio shacks, please. A.J.: (603) 448-5968. (1/24)

Alternative music expert seeks programming position at a station that's changing to this exciting format of the '90s. BRUCE: (415) 388-8368. (1/24)

All Sports stations seeking a sports producer with all the connections and experience, call me at this number: (612) 731-4037. (1/24)

News hound on the loose. Major market experience and five years in the business. SHEILA HANSEL: (309) 685-8036. (1/24)

MISCELLANEOUS

WEEJ changing formats to NAC February 2. Seeking NAC/AC service from all labels. TO: WEEJ, Bill Harman, 4288 Jotoma Lane, Charlotte Harbor, FL 33980. (1/31)

R&R Opportunities Display Advertising

	1X	2X
Display	\$75/inch	\$60/inch

Rates are per week (maximum 35 words per inch including heading). Includes generic border. If logo, custom border or larger heading is required, add 1/2 inch (\$38 for 1X, \$30 for 2X).

	1X	2X
Blind Box	\$100/inch	75/inch

Rates are per week (maximum 35 words per inch including heading, box number and R&R's address). If custom border or larger heading is required, add 1/2 inch (\$50 for 1X, \$38 for 2X). 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: 310-203-8727. Visa, MC, AmEx accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday 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: 310-203-8727.

R&R Opportunities Free Advertising

Radio & Records provides free (20 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" x 11" company/station letterhead and are **accepted only by mail or fax: 310-203-8727**. 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.

ROX & THE FOX
CHR/AOR/HOT AC FORMATS *in the morning!*
(603) 625-6126



BREAKERS

SOUNDS OF BLACKNESS

Testify (Perspective/A&M)

69% of our reporting stations on it. Rotations: Heavy 0/0, Medium 17/0, Light 40/13, Total Adds 13 including WAMO, WYLD, WJIZ, Z93, WWDM, WFXE, Z104, WEUP, KIPR, WGZB. Debuts at number 35 on the Urban Contemporary chart.

VANESSA WILLIAMS

Save The Best For Last (Wing/Mercury)

67% of our reporting stations on it. Rotations: Heavy 0/0, Medium 16/2, Light 40/13, Total Adds 15 including WXYV, WBLK, KJMZ, WZAK, KPRS, WKKV, WWDM, WEUP, WHJX, Z16, HOT105. Debuts at number 37 on the Urban Contemporary chart.

DAVID PEASTON

Luxury Of Love (MCA)

64% of our reporting stations on it. Rotations: Heavy 1/0, Medium 36/2, Light 16/7, Total Adds 9, WDAS, WVKO, WZFX, U102, WQOK, KMJJ, WTLZ, KJLH. Moves 38-28 on the Urban Contemporary chart.

ARETHA FRANKLIN /MICHAEL McDONALD

Ever Changing Times (Arista)

63% of our reporting stations on it. Rotations: Heavy 0/0, Medium 15/2, Light 37/4, Total Adds 6, WVKO, WJIZ, WFXA, WATV, WJJS, HOT105.

NAUGHTY BY NATURE

Everything's Gonna Be Alright (Tommy Boy)

60% of our reporting stations on it. Rotations: Heavy 2/0, Medium 29/1, Light 19/7, Total Adds 8, WXYV, OC104, WRKE, WWDM, Z16, WGZB, WFXM, WJHM. Moves 39-31 on the Urban Contemporary chart.

NEW & ACTIVE

ATLANTIC STARR "Masterpiece" (Reprise) 49/39

Rotations: Heavy 0/0, Medium 8/2, Light 41/37, Total Adds 39 including WBLK, WRKS, WDAS, WUSL, WHUR, K97, WYLD, WOWI, WSCI, WZAK. Mediums include: WXYV, WBLK, KJMZ, WJHM, WTUG.

GARY TAYLOR "In And Out Of Love" (Valley Vue) 47/4

Rotations: Heavy 1/0, Medium 33/1, Light 13/3, Total Adds 4 including WKYS, KPRS, WKKV, XHRM. Heavies include: WTLK. Mediums include: WDAS, K97, WJLB, WWINFM, KBCE. Moves 33-33 on the Urban Contemporary chart.

BEBE & CECE WIMANS "It's O.K." (Capitol) 44/27

Rotations: Heavy 0/0, Medium 4/2, Light 40/25, Total Adds 27 including WBLK, WBLK, WAMO, WEDR, WYLD, WOWI, WZAK, WJLB, KKB, WATV. Medium: WDAS, WALT.

JOE PUBLIC "Live And Learn" (Columbia) 44/15

Rotations: Heavy 0/0, Medium 13/1, Light 31/14, Total Adds 15 including KMJQ, WEDR, WJLB, OC104, WRKE, KBCE, WATV, WQMG, U102, WJJS. Mediums include: WAMO, WHUR, WKYS, K97, KPRS.

GAME "All Night All Day" (Nautica) 44/3

Rotations: Heavy 4/0, Medium 30/1, Light 10/2, Total Adds 3, WZFX, KIIZ, KIPR. Heavy: WLOU, KMJJ, WMVP, WTLZ. Mediums include: WXYV, WAMO, WHUR, WKYS, K97. Moves 34-34 on the Urban Contemporary chart.

PEABO BRYSON "Lost In The Night" (Columbia) 42/7

Rotations: Heavy 0/0, Medium 17/0, Light 25/7, Total Adds 7 including WKYS, WYLD, WATV, KIPR, WJJS, WBLK, WDZZ. Mediums include: WDAS, K97, WEDR, WZAK, WWINFM.

TIM OWENS "Smile" (Atlantic) 42/6

Rotations: Heavy 1/0, Medium 14/0, Light 27/6, Total Adds 6, WHUR, WEDR, WJLB, U102, WCDX, KMJJ. Heavy: Z16. Mediums include: WDAS, KPRS, KMJM, WEUP, KFXZ.

CHILL DEAL BOYZ "Make Ya Body Move" (Quality) 42/4

Rotations: Heavy 3/0, Medium 22/1, Light 21/4, Total Adds 4, WBLK, OC104, WFXE, XHRM. Heavy: WEDR, Z16, WJHM. Mediums include: WXYV, K104, KJMZ, K97, WOWI. Debuts at number 40 on the Urban Contemporary chart.

STATE OF ART "Understanding" (40 Acres/Columbia) 41/4

Rotations: Heavy 0/0, Medium 22/1, Light 15/3, Total Adds 4 including WEUP, WQIS, WLOU, XHRM. Heavy: KPRS, WFXM, WPGA, WCDX. Mediums include: WDAS, WHUR, K97, WEDR, WWINFM. Debuts at number 39 on the Urban Contemporary chart.

MC LYTE "Poor Georgie" (Atlantic) 40/5

Rotations: Heavy 1/0, Medium 26/0, Light 13/5, Total Adds 5, WAMO, WOWI, WIZF, OC104, WJTT. Heavy: KMJM. Mediums include: K104, KMJQ, K97, WYLD, WSCI. Debuts at number 38 on the Urban Contemporary chart.

COLOR ME BADD "Thinking Back" (Giant/Reprise) 39/14

Rotations: Heavy 0/0, Medium 4/0, Light 35/14, Total Adds 14 including WUSL, WVEE, K104, WZAK, KKB, WLD, Z104, WPGA, WJHM, WQOK. Medium: WKKV, OC104, WATV, WJMI.

PM DAWN "Paper Doll" (Gee Street/Island/PLG) 39/11

Rotations: Heavy 0/0, Medium 6/0, Light 33/11, Total Adds 11 including WRKS, K97, KQXL, WENN, WJTT, KIIZ, U102, KJMS, WPLZ, WEAS. Mediums include: KMJQ, WOWI, WKKV, WALT, WJHM.

C'VELLO "Turn You On" (Rendezvous/RCA) 36/7

Rotations: Heavy 0/0, Medium 7/0, Light 25/12, Total Adds 12 including WEDR, WTLK, WJIZ, KBCE, WFXA, WJTT, WQMG, KIPR, WJJS, WPGA. Mediums include: WZAK, KPRS, WWINFM, WATV, Z104.

SURFACE "A Nice Time For Lovin'" (Columbia) 32/11

Rotations: Heavy 0/0, Medium 3/0, Light 29/11, Total Adds 11 including WBLK, WVEE, WKKV, KMJM, WRKE, KBCE, WWDM, WJMI, WALT, WBLK. Medium: WJLB, WWINFM, WATV.

HEAVY D & THE BOYZ "Peaceful Journey" (Uptown/MCA) 32/8

Rotations: Heavy 0/0, Medium 10/0, Light 22/8, Total Adds 8, WZAK, WENN, WPEG, WFXE, KIIZ, WGZB, WBLK, WPLZ. Mediums include: K97, WOWI, WJLB, KMJM, OC104.

ALEX BUGNON "So In Love" (Orpheus/Epic) 32/2

Rotations: Heavy 0/0, Medium 14/0, Light 18/2, Total Adds 2, WJJS, WPLZ. Mediums include: KPRS, WWINFM, WFXA, KQXL, WXOK.

MOST ADDED

- ATLANTIC STARR (39)
- BEBE & CECE WINANS (27)
- DIGITAL UNDERGROUND (19)
- MINT CONDITION (18)
- DEE HARVEY (16)
- JOE PUBLIC (15)
- VANESSA WILLIAMS (15)
- COLOR ME BADD (14)
- PRINCE & N.P.G. (14)
- TLC (14)

HOTTEST

- KEITH SWEAT (70)
- MARIAH CAREY (57)
- BOYZ II MEN (47)
- JODY WATLEY (44)
- JODECI (42)
- KARYN WHITE (30)
- LUTHER VANDROSS (28)
- TEVIN CAMPBELL (15)
- WHITNEY HOUSTON (14)
- STEVIE WONDER (10)

TOP 10

RECURRENTS

- | LW | TW | Artist |
|----|----|------------------------|
| 4 | 1 | SHANICE/I Love |
| 7 | 2 | MICHAEL JACKSON/Black |
| — | 3 | PRINCE &.../Insatiable |
| 1 | 4 | V. WILLIAMS/Comfort |
| 2 | 5 | JODECI/Forever |
| — | 6 | TEVIN CAMPBELL/Tell |
| 3 | 7 | B. & C. WINANS/II |
| 9 | 8 | ATLANTIC STARR/Love |
| 6 | 9 | HAMMER/2 Legit |
| — | 10 | TRACIE SPENCER/Tender |

COLONEL ABRAMS "You Don't Know" (Scotti Bros.) 29/5

Rotations: Heavy 0/0, Medium 3/0, Light 26/5, Total Adds 5, WIZF, KPRS, WENN, WIKS, WMVP. Medium: WDAS, WHUR, WCDX.

PUBLIC ENEMY "Shut 'Em Down" (Def Jam/Columbia) 29/4

Rotations: Heavy 0/0, Medium 11/0, Light 18/4, Total Adds 4, WBLK, KIPR, WIKS, WQOK. Mediums include: KMJQ, K97, WYLD, WZAK, KMJM.

GLADYS KNIGHT "Where Would I Be" (MCA) 28/7

Rotations: Heavy 0/0, Medium 5/0, Light 23/7, Total Adds 7, WJLB, KBCE, WATV, WENN, WALT, WIKS, K98-FM. Medium: WDAS, KFXZ, Z16, WPGA, WVOI.

ICE CUBE "Steady Mobbin'" (Priority) 28/4

Rotations: Heavy 4/0, Medium 12/1, Light 12/3, Total Adds 4, KPRS, WFXA, WQIS, WQOK. Heavy: KMJQ, WYLD, KMJM, WGZB. Mediums include: K97, WEDR, WZAK, KQXL, WXOK.

NICE & SMOOTH "How To Flow" (RAL/Columbia) 25/3

Rotations: Heavy 0/0, Medium 8/1, Light 17/2, Total Adds 3, WYLD, KMJM, WJIZ. Mediums include: K97, KPRS, WRKE, KIPR, KJMS.

ROBERTA FLACK "You Make Me Feel Brand New" (Atlantic) 25/1

Rotations: Heavy 1/0, Medium 12/0, Light 12/1, Total Adds 1, WTLZ. Heavy: WEAS. Mediums include: WDAS, K97, WZAK, WENN, WEUP.

SIGNIFICANT ACTION

MC BRAINS "Oochie Coochie" (Motown) 23/8

Rotations: Heavy 0/0, Medium 8/1, Light 15/7, Total Adds 8, K104, WSCI, OC104, WRKE, WQMG, WPLZ, WTUG, XHRM. Mediums include: KJMZ, KMJQ, WZAK, WPEG, WAGH.

MIC MURPHY "Fit To Be Tied" (Atco/EastWest) 22/5

Rotations: Heavy 0/0, Medium 2/0, Light 20/5, Total Adds 5, WJIZ, WENN, U102, WIKS, WTLZ. Medium: WJLB, WATV.

DIGITAL UNDERGROUND "No Nose Job" (TNT/Tommy Boy) 21/19

Rotations: Heavy 0/0, Medium 0/0, Light 21/19, Total Adds 19 including KMJQ, WOWI, KMJM, WJIZ, KBCE, WFXA, WENN, WZFX, WQMG, Z104.

MAC BAND "Everything" (Ultrax) 21/4

Rotations: Heavy 1/0, Medium 5/0, Light 15/4, Total Adds 4, WEDR, WEUP, KIPR, K98-FM. Heavy: WQOK. Medium: K97, WWINFM, WAGH, WFXM, WEAS.

SHIRLEY MURDOCK "Let There Be Love" (Elektra) 19/4

Rotations: Heavy 0/0, Medium 5/0, Light 14/4, Total Adds 4, WEDR, WEUP, WJMI, WQIS. Medium: WRKE, WPGA, WALT, WIKS, K98-FM.

DEE HARVEY "Just As I Am" (Motown) 17/16

Rotations: Heavy 0/0, Medium 1/0, Light 16/16, Total Adds 16 including WBLK, K97, WOWI, WJLB, KPRS, WFXE, WEUP, Z16, WQIS, WPGA. Medium: WZAK.

ANOTHER BAD CREATION "My World" (Motown) 17/6

Rotations: Heavy 0/0, Medium 2/0, Light 15/6, Total Adds 6, WYLD, WTLK, WJTT, KFXZ, WTLZ, XHRM. Medium: WPEG, WJHM.

2 HYPED BROTHERS & A DOG "Doo Doo Brown" (Warlock) 17/4

Rotations: Heavy 2/0, Medium 5/0, Light 10/4, Total Adds 4, K97, WIZF, WFXE, WPLZ. Heavy: WEDR, WJHM. Medium: WOWI, WZAK, WRKE, WFXA, WEAS.

SALT-N-PEPA "You Showed Me" (Next Plateau) 17/4

Rotations: Heavy 0/0, Medium 6/0, Light 11/4, Total Adds 4, KMJQ, WHJX, WJHM, WTLZ. Mediums include: K97, WOWI, WZAK, WPEG, WEAS.

DEL THA FUNKEE HOMOSAPIEN "Mistadobalina" (Elektra) 16/1

Rotations: Heavy 0/0, Medium 8/0, Light 8/1, Total Adds 1, Z16. Mediums include: WKYS, WOWI, WZAK, KMJM, Z104.

WHISTLE "If You Don't Say" (Select) 15/6

Rotations: Heavy 0/0, Medium 0/0, Light 15/6, Total Adds 6, WZAK, WRKE, WFXE, WALT, WIKS, WEAS.

STYLISTICS "Always On My Mind" (Amherst) 13/5

Rotations: Heavy 0/0, Medium 2/0, Light 11/5, Total Adds 5, WWINFM, WJIZ, WFXA, KQXL, KFXZ. Medium: WEUP, KJLH.

SYBIL "Open The Door" (Next Plateau) 13/1

Rotations: Heavy 0/0, Medium 2/0, Light 11/1, Total Adds 1, WJIZ. Medium: WATV, WEAS.

BUBBA "I Like Your Style" (Motown) 11/2

Rotations: Heavy 0/0, Medium 5/0, Light 6/2, Total Adds 2, WHUR, WZFX. Medium: KKB, WPEG, Z104, WEUP, WJFX.

JOHN PAYNE "She Just Can't Help It" (Man Network) 10/4

Rotations: Heavy 0/0, Medium 0/0, Light 10/4, Total Adds 4, K97, WEDR, WFXM, WTLZ.

TINA TURNER "Way Of The World" (Capitol) 10/3

Rotations: Heavy 0/0, Medium 0/0, Light 10/3, Total Adds 3, OC104, KIPR, WJFX.

NEW ARTISTS

Reports/Adds

- | | | |
|----|--|-------|
| 1 | GARY TAYLOR/In And Out Of Love (Valley Vue) | 47/4 |
| 2 | JOE PUBLIC/Live And Learn (Columbia) | 44/15 |
| 3 | GAME/All Day All Night (Nautica) | 44/3 |
| 4 | CHILL DEAL BOYZ/Make Ya Body Move (Quality) | 42/0 |
| 5 | STATE OF ART/Understanding (40 Acres/Columbia) | 41/4 |
| 6 | C'VELLO/Turn You On (Rendezvous/RCA) | 36/7 |
| 7 | TLC/Ain't 2 Proud 2 Beg (LaFace/Arista) | 34/14 |
| 8 | ALEX BUGNON/So In Love (Orpheus/Epic) | 32/2 |
| 9 | ICE CUBE/Steady Mobbin' (Priority) | 28/4 |
| 10 | NICE & SMOOTH/How To Flow (RAL/Columbia) | 25/3 |

New artists have not yet had a UC Breaker.

EAST

WWIN-FM/Baltimore Roberts/Grey

STYLISTICS
ATLANTIC STARR
VIBROPHONICS
UNIVERSE /DEXTER
Hottest:
MINT CONDITION
MINT CAMPBELL
LUTHER VANDROSS
KEITH SWEAT

WXYV/Baltimore Roy Sampson

PRINCE & N.P.G.
VANESSA WILLIAMS
NAUGHTY BY NATURE
Hottest:
LUTHER VANDROSS
KEITH SWEAT
GENE RICE
TEVIN CAMPBELL
JODY WATLEY

WILD/Boston Hill/Hall

LISA FISCHER
PATTI LABELLE
TLC
COLOR ME BADD
Hottest:
KEITH SWEAT
MARIAH CAREY
BOYZ II MEN
MINT CONDITION
LUTHER VANDROSS

WBLK/Buffalo Faison/Moore

VANESSA WILLIAMS
SURFACE
BEBE & CECE WINAN
DEE HARVEY
TLC
MARC NELSON
ROBYN SPRINGER
CHILL DEAL BOYZ
Hottest:
KEITH SWEAT
MARIAH CAREY
BOYZ II MEN
JODECI
TEVIN CAMPBELL

WBSL/New York Mike Love

BLACK SHEEP
PUBLIC ENEMY
GLENN JONES
ATLANTIC STARR
BEBE & CECE WINAN
Hottest:
BOYZ II MEN
STEVIE WONDER
MARIAH CAREY
WHITNEY HOUSTON
KEITH SWEAT

WRKS/New York Brown/Beasley

PRINCE & N.P.G.
ATLANTIC STARR
QUEEN LATIFAH
TONY TERRY
CECE PENISTON
PM DAWN
Hottest:
MINT CONDITION
TEVIN CAMPBELL
LUTHER VANDROSS
KEITH SWEAT

OC104/Ocean City Scott Jantzen

JOE PUBLIC
ATLANTIC STARR
GLENN JONES
NAUGHTY BY NATURE
MC BRAINS
CHILL DEAL BOYZ
MC LYTE
TINA TURNER
Hottest:
KEITH SWEAT
MARIAH CAREY
MINT CONDITION
JODECI
JODY WATLEY

WRKE/Ocean City Quartarone/Mena

ATLANTIC STARR
PATTI LABELLE
NAUGHTY BY NATURE
SURFACE
FIVE STAR
MC BRAINS
JOE PUBLIC
Hottest:
KEITH SWEAT
MARIAH CAREY
BOYZ II MEN
MINT CONDITION
LUTHER VANDROSS

WUSL/Philadelphia Allan/Monet

ATLANTIC STARR
COLOR ME BADD
Hottest:
SHANICE
KEITH SWEAT
TEVIN CAMPBELL
LUTHER VANDROSS
STEVIE WONDER

W.D.A.S./Philadelphia Joe Tamburro

ATLANTIC STARR
DAVID PEASTON
Hottest:
MARIAH CAREY
STEVIE WONDER
BOYZ II MEN
JODY WATLEY
JODECI

WAMO/Pittsburgh Hurricane Dave

GLENN JONES
SOUNDS OF BLACKNE
GENE RICE
BEBE & CECE WINAN
MC LYTE
Hottest:
BOYZ II MEN
JODECI
MINT CONDITION
KEITH SWEAT
JODY WATLEY

WHUR/Washington Kirkland/Hall

BUBBA
PRINCE & N.P.G.
PHYLLIS HYMAN
ROGER
CHRIS WALKER
ATLANTIC STARR
VIBROPHONICS
GARY TAYLOR
TIM OWENS
Hottest:
KEITH SWEAT
TEVIN CAMPBELL
LUTHER VANDROSS
JODY WATLEY
GUY

WKYS/Washington Prieto/Diggs

CLUBLAND
GARY TAYLOR
PEABO BRYSON
UMC'S
Hottest:
KEITH SWEAT
MARIAH CAREY
JODECI
LUTHER VANDROSS
BOYZ II MEN

SOUTH

WJZ/Albany Derek Johnson

ARETHA FRANKLIN
SIR MIX-A-LOT
ATLANTIC STARR
STYLISTICS
MIC MURPHY
NICE & SMOOTH
BARRY WHITE
SYBIL
DIGITAL UNDERGROU
DEGREES OF MOTION
SOUNDS OF BLACKNE
Hottest:
LUTHER VANDROSS
JODECI
MARIAH CAREY
JODY WATLEY
KEITH SWEAT

KBCE/Alexandria Donnie Taylor

MINT CONDITION
DIGITAL UNDERGROU
TLC
JOE PUBLIC
GLADYS KNIGHT
ATLANTIC STARR
SURFACE
BARRY WHITE
PRINCE & N.P.G.
Hottest:
JODY WATLEY
MARIAH CAREY
BOYZ II MEN
KEITH SWEAT
WHITNEY HOUSTON

WVEE/Atlanta Roberts/Bacote

SURFACE
COLOR ME BADD
Hottest:
PRINCE & N.P.G.
TONY TERRY
TEVIN CAMPBELL
JODECI
BOYZ II MEN

WFXA/Augusta Conner/Taylor

ICE CUBE
FRANKIE KNUCKLES
PRINCE AKEEM
BARRY WHITE
ATLANTIC STARR
DIGITAL UNDERGROU
ARETHA FRANKLIN
STYLISTICS
PRINCE & N.P.G.
Hottest:
KEITH SWEAT
MARIAH CAREY
BOYZ II MEN
LUTHER VANDROSS
JODY WATLEY

KQXL/Baton Rouge Lou Bennett

PRINCE & N.P.G.
STYLISTICS
MINT CONDITION
MARC NELSON
ATLANTIC STARR
PM DAWN
C'VELLO
Hottest:
KEITH SWEAT
JODECI
R. KELLY & PUBLIC
KARYN WHITE
MARIAH CAREY

WFXE/Columbus Philip David March

MINT CONDITION
DEE HARVEY
PRINCE & N.P.G.
SOUNDS OF BLACKNE
BEBE & CECE WINAN
CHILL DEAL BOYZ
HEAVY D & THE BOY
WHISTLE
ATLANTIC STARR
2 HYPED BROTHERS
Hottest:
BOYZ II MEN
MARIAH CAREY
KARYN WHITE
JODECI
KEITH SWEAT

WXOK/Baton Rouge Matt Morton

MINT CONDITION
BROTHERHOOD CREED
MARC NELSON
Hottest:
BOYZ II MEN
KEITH SWEAT
JODY WATLEY
MARIAH CAREY
KARYN WHITE

WATV/Birmingham Ron January

GLADYS KNIGHT
PEABO BRYSON
ARETHA FRANKLIN
JOE PUBLIC
BEBE & CECE WINAN
Hottest:
KEITH SWEAT
WHITNEY HOUSTON
KARYN WHITE
MARIAH CAREY
JODY WATLEY

KJMJ/St. Louis Atkins/Wynter

NICE & SMOOTH
SURFACE
PHYLLIS HYMAN
DIGITAL UNDERGROU
TLC
SMOOVE
Hottest:
LUTHER VANDROSS
MARIAH CAREY
KEITH SWEAT
JODY WATLEY
BOYZ II MEN

WVOI/Toledo Casey McMichaels

SOUNDS OF BLACKNE
DEE HARVEY
C'VELLO
ATLANTIC STARR
BARRY WHITE
PH DAWN
BROTHERHOOD CREED
Hottest:
BOYZ II MEN
JODY WATLEY
TONY TERRY
KARYN WHITE
KEITH SWEAT

WENN/Birmingham Donnell/Starr

MARC NELSON
SIR MIX-A-LOT
GLADYS KNIGHT
BEBE & CECE WINAN
SMOOVE
BROTHERHOOD CREED
MIC MURPHY
DIGITAL UNDERGROU
COLONEL ABRAMS
SIR MIX-A-LOT
Hottest:
TEVIN CAMPBELL
KARYN WHITE
BOYZ II MEN
MARIAH CAREY
KEITH SWEAT

Z93/Charleston Cliff Fletcher

CHRIS WALKER
SOUNDS OF BLACKNE
Hottest:
MARIAH CAREY
TEVIN CAMPBELL
LUTHER VANDROSS
BOYZ II MEN

WPEG/Charlotte Saunders/Darcell

HEAVY D & THE BOY
MINT CONDITION
Hottest:
KEITH SWEAT
JODECI
JODY WATLEY
KARYN WHITE
BOYZ II MEN

WJTT/Chattanooga Landecker/Rankin

PM DAWN
MC LYTE
BEBE & CECE WINAN
ATLANTIC STARR
BARRY WHITE
ANOTHER BAD CREAT
Hottest:
LUTHER VANDROSS
KEITH SWEAT
JODY WATLEY
MARIAH CAREY
STEVIE WONDER

WVDM/Columbia Andre Carson

NAUGHTY BY NATURE
VANESSA WILLIAMS
BEBE & CECE WINAN
SURFACE
SOUNDS OF BLACKNE
PHYLLIS HYMAN
Hottest:
KEITH SWEAT
MARC NELSON
SURFACE

WJMI/Jackson Todd/Jones

BOBBY BLUE BLAND
SHIRLEY MURDOCK
BEBE & CECE WINAN
SURFACE
TONY TERRY
PRINCE & N.P.G.
Hottest:
JODY WATLEY
KARYN WHITE
KEITH SWEAT
GUY
GENE RICE

WHJX/Jacksonville Young/Melvin

VANESSA WILLIAMS
TLC
SALT & PEPA
BEBE & CECE WINAN
ROBYN SPRINGER
Hottest:
KEITH SWEAT
BOYZ II MEN
TEVIN CAMPBELL
JODY WATLEY

KIIZ/Killeen Jimi Carrow

PM DAWN
BEBE & CECE WINAN
GAME
HEAVY D & THE BOY
MARC NELSON
Hottest:
KEITH SWEAT
JODY WATLEY
MARIAH CAREY
KARYN WHITE
KEITH SWEAT

KFXZ/Lafayette Barbara Byrd

ANOTHER BAD CREAT
ATLANTIC STARR
TLC
STYLISTICS
UNIVERSE /DEXTER
ROBYN SPRINGER
Hottest:
KEITH SWEAT
LUTHER VANDROSS
JODY WATLEY
MARIAH CAREY
BOYZ II MEN

KXZZ/Lake Charles James Williams

TONY TERRY
BEBE & CECE WINAN
VANESSA WILLIAMS
BLACK SHEEP
MINT CONDITION
DEE HARVEY
BROTHERHOOD CREED
DEL THA FUNKEE HO
BUST DOWN
SIR MIX-A-LOT
DIGITAL UNDERGROU
SMOOVE
QUEEN LATIFAH
NAUGHTY BY NATURE
Hottest:
KEITH SWEAT
JODY WATLEY
STEVIE WONDER
BOYZ II MEN
KARYN WHITE

WZFX/Fayetteville Allen/Jay

GAME
CHRIS WALKER
BUBBA
KEITH WASHINGTON
DAVID PEASTON
GLENN JONES
DIGITAL UNDERGROU
Hottest:
BOYZ II MEN
READY FOR THE WOR
PRINCE & N.P.G.
TEVIN CAMPBELL
TONY TERRY

WQMG/Greensboro Sam Weaver

JOE PUBLIC
C'VELLO
MARC NELSON
MC BRAINS
BARRY WHITE
DIGITAL UNDERGROU
Hottest:
KEITH SWEAT
MARIAH CAREY
BOYZ II MEN
KARYN WHITE
JODECI

Z104/Greenville Walker/Valentine

ATLANTIC STARR
PHYLLIS HYMAN
SOUNDS OF BLACKNE
COLOR ME BADD
MINT CONDITION
DIGITAL UNDERGROU
SIR MIX-A-LOT
MASSIVE ATTACK
Hottest:
MARIAH CAREY
JODECI
KARYN WHITE
LUTHER VANDROSS
BOYZ II MEN

KMJQ/Houston Atkins/Reynolds

BROTHERHOOD CREED
DIGITAL UNDERGROU
BUST DOWN
SALT & PEPA
JOE PUBLIC
Hottest:
KEITH SWEAT
JODECI
STEVIE WONDER
KARYN WHITE
MARIAH CAREY

WEUP/Huntsville Steve Murry

STATE OF ART
VANESSA WILLIAMS
SHIRLEY MURDOCK
DEGREES OF MOTION
ATLANTIC STARR
FIVE STAR
SMOOVE
MAC BAND
DEE HARVEY
SOUNDS OF BLACKNE
B.B. KING
Hottest:
MARIAH CAREY
WHITNEY HOUSTON
JODECI
LUTHER VANDROSS

WLOU/Louisville Maurice Harrod

STATE OF ART
FIVE STAR
B.B. KING
Hottest:
KEITH SWEAT
JODY WATLEY
MARIAH CAREY
JODECI
LUTHER VANDROSS

WGZB/Louisville Del Spencer

WHITNEY HOUSTON
NAUGHTY BY NATURE
BLACK SHEEP
HEAVY D & THE BOY
BEBE & CECE WINAN
SOUNDS OF BLACKNE
T.C.F. CREW
Hottest:
KEITH SWEAT
LUTHER VANDROSS
JODY WATLEY
MARC NELSON
SURFACE
PRINCE & N.P.G.

WJJS/Lynchburg Lad Goins

PEABO BRYSON
ARETHA FRANKLIN
JOE PUBLIC
BARRY WHITE
ZLOKKE
ALEX BUGHNON
FIVE STAR
Hottest:
KEITH SWEAT
LUTHER VANDROSS
JODY WATLEY
MARIAH CAREY
KARYN WHITE

WFXM/Macon Big George Threatt

MINT CONDITION
CHRIS WALKER
BEBE & CECE WINAN
ATLANTIC STARR
JOHN PAYNE
SOUNDS OF BLACKNE
NAUGHTY BY NATURE
Hottest:
JODY WATLEY
WHITNEY HOUSTON
MARIAH CAREY
KARYN WHITE
KEITH SWEAT

WPGA/Macon Brian Kelly

DEE HARVEY
B.B. KING
BARRY WHITE
FIVE STAR
ROBYN SPRINGER
JOHNNY MATHIS
UNIVERSE /DEXTER
ATLANTIC STARR
COLOR ME BADD
Hottest:
BOYZ II MEN
MARIAH CAREY
KEITH SWEAT
WHITNEY HOUSTON
JODY WATLEY

K97/Memphis O'Jay/Bell

2 HYPED BROTHERS
PM DAWN
MARC NELSON
ATLANTIC STARR
DEE HARVEY
Hottest:
JOHN PAYNE
MINT CONDITION
Hottest:
MARIAH CAREY
BOYZ II MEN
JODECI
JODY WATLEY
KARYN WHITE

WQIS/Laurel Ron Davis

DIGITAL UNDERGROU
MINT CONDITION
ICE CUBE
CHUBB ROCK
SHIRLEY MURDOCK
STATE OF ART
DEE HARVEY
C'VELLO
JAZZY JEFF
Hottest:
MARIAH CAREY
LUTHER VANDROSS
KEITH SWEAT
KARYN WHITE
WHITNEY HOUSTON

U102/Lexington Clary/Moberly

JOE PUBLIC
CHRIS WALKER
ANN G.
PM DAWN
MIC MURPHY
CHUBB ROCK
TIM OWENS
BROTHERHOOD CREED
ATLANTIC STARR
DAVID PEASTON
Hottest:
MARIAH CAREY
KEITH SWEAT
JODECI
BOYZ II MEN
R. KELLY & PUBLIC

KIPR/Little Rock Joe Booker

GAME
MAC BAND
SOUNDS OF BLACKNE
PEABO BRYSON
TINA TURNER
PUBLIC ENEMY
BARRY WHITE
CHRIS WALKER
Hottest:
JODY WATLEY
MARIAH CAREY
KARYN WHITE
WHITNEY HOUSTON
KEITH SWEAT

WLBX/Mobile Cheatam/Sinclair

HEAVY D & THE BOY
SURFACE
DIGITAL UNDERGROU
BARRY WHITE
JOE PUBLIC
PEABO BRYSON
DEE HARVEY
Hottest:
MARIAH CAREY
BOYZ II MEN
TONY TERRY
R. KELLY & PUBLIC

HOT105/Montgomery Steele/May

PRINCE & N.P.G.
GLENN JONES
C'VELLO
SURFACE
BEBE & CECE WINAN
ARETHA FRANKLIN
VANESSA WILLIAMS
Hottest:
KEITH SWEAT
LUTHER VANDROSS
JODY WATLEY
MARIAH CAREY
BOYZ II MEN

WQOK/Nashville Padderick McFreen

ERIC GABLE
GLENN JONES
PHYLLIS HYMAN
DAVID PEASTON
ICE CUBE
Hottest:
MARIAH CAREY
KEITH SWEAT
BOYZ II MEN
TONY TERRY
JODY WATLEY

WKSJ/New Bern Kirkland/Kenney

FIVE STAR
PUBLIC ENEMY
GLADYS KNIGHT
ATLANTIC STARR
MIC MURPHY
UNIVERSE /DEXTER
WHISTLE
COLONEL ABRAMS
CECE PENISTON
Hottest:
KEITH SWEAT
MARIAH CAREY
BOYZ II MEN
JODY WATLEY
KARYN WHITE

WYLD-FM/New Orleans Wallace/Ross

BEBE & CECE WINAN
C'VELLO
ATLANTIC STARR
NICE & SMOOTH
ANOTHER BAD CREAT
PEABO BRYSON
SOUNDS OF BLACKNE
Hottest:
KEITH SWEAT
MARIAH CAREY
BOYZ II MEN
JODECI
LUTHER VANDROSS
BOYZ II MEN

WOWI/Norfolk Steve Crumley

BEBE & CECE WINAN
MC LYTE
ATLANTIC STARR
DEE HARVEY
DEGREES OF MOTION
BLACK SHEEP
DIGITAL UNDERGROU
Hottest:
JODECI
KEITH SWEAT
JODY WATLEY
BOYZ II MEN
PRINCE & N.P.G.

WJHM/Orlando Lindsey/Hollywood

NAUGHTY BY NATURE
VANESSA WILLIAMS
BEBE & CECE WINAN
DIGITAL UNDERGROU
SALT & PEPA
Hottest:
MINT CONDITION
TONY TERRY
MARIAH CAREY
JODECI
KEITH SWEAT
KARYN WHITE

WQOK/Raleigh Young/Conners

ATLANTIC STARR
COLOR ME BADD
JOE PUBLIC
BEBE & CECE WINAN
DEGREES OF MOTION
WHISTLE
JODECI
Hottest:
JODY WATLEY
MARIAH CAREY
KEITH SWEAT
KARYN WHITE

WEDR/Miami James Thomas

BARRY WHITE
TIM OWENS
SHIRLEY MURDOCK
ERIC GABLE
BEBE & CECE WINAN
MAC BAND
TLC
JOE PUBLIC
JOHN PAYNE
Hottest:
KEITH SWEAT
TONY TERRY
MARIAH CAREY
BOYZ II MEN
WHITNEY HOUSTON

WPLZ/Richmond -Petersburg Phil Daniels

JOE PUBLIC
DIGITAL UNDERGROU
R. KELLY & PUBLIC
VIBROPHONICS
ATLANTIC STARR
BEBE & CECE WINAN
MC BRAINS
HEAVY D & THE BOY
ROBYN SPRINGER
TLC
PM DAWN
DEE HARVEY
Hottest:
MARIAH CAREY
BOYZ II MEN
2 HYPED BROTHERS
Hottest:
KEITH SWEAT
MINT CONDITION
JODECI
LUTHER VANDROSS
BOYZ II MEN

KG98-FM/West Monroe Bill Sharp

MINT CONDITION
GLADYS KNIGHT
DIGITAL UNDERGROU
SIR MIX-A-LOT
DJ MAGIC MIKE & M
DEE HARVEY
MAC BAND
BROTHERHOOD CREED
TLC
FIVE STAR
Hottest:
KEITH SWEAT
LUTHER VANDROSS
JODECI
BOYZ II MEN
JODY WATLEY

XHRM/San Diego Don Davis

ATLANTIC STARR
STATE OF ART
DAVID PEASTON
GARY TAYLOR
TLC
COLOR ME BADD
GLENN JONES
ANOTHER BAD CREAT
MC BRAINS
CHILL DEAL BOYZ
FIVE STAR
BEBE & CECE WINAN
Hottest:
KEITH SWEAT
JODY WATLEY
WHITNEY HOUSTON
MARIAH CAREY
KARYN WHITE

KJLH/Los Angeles Jeff Gill

SOUNDS OF BLACKNE
DAVID PEASTON
CHRIS WALKER
Hottest:
MARIAH CAREY
STEVIE WONDER
BOYZ II MEN
JODY WATLEY
JODECI

83 Current Reporters 81 Current Playlists

Called In Frozen Playlist (2):
WAGH/Columbus
WANM/Tallahassee

WDXZ/Charleston has discontinued Urban Contemporary programming and is no longer a reporter.

MIDWEST

WGCV/Chicago Watkins/Anthony

MC BRAINS
TONY TERRY
ATLANTIC STARR
Hottest:
DEE HARVEY
JODECI
TEVIN CAMPBELL
PRINCE & N.P.G.
READY FOR THE WOR
HEAVY D & THE BOY

WIZF/Cincinnati Turner/Owens

MICHAEL JACKSON
MINT CONDITION
PRINCE & N.P.G.
DAMIAN DAVE
COLONEL ABRAMS
MC LYTE
2 HYPED BROTHERS
Hottest:
KEITH SWEAT
BOYZ II MEN
JODY WATLEY
JODECI
KARYN WHITE

WZAK/Cleveland Tolliver/Rush

KATZZ
CHRIS BENDER
VANESSA WILLIAMS
WHISTLE
UMC'S
C'VELLO
HEAVY D & THE BOY
BEBE & CECE WINAN
COLOR ME BADD
ATLANTIC STARR
JAZZY JEFF
Hottest:
SYBIL
GERALD LEVERT
KEITH SWEAT
JODECI
HAMMER

WKO/Columbus K.C. Jones

MICHAEL JACKSON
ARETHA FRANKLIN
MINT CONDITION
R. KELLY & PUBLIC
PRINCE & N.P.G.
DAVID PEASTON
PHYLLIS HYMAN
ERIC GABLE
Hottest:
MARIAH CAREY
KARYN WHITE
BOYZ II MEN
KEITH SWEAT
STEVIE WONDER

WJLB/Detroit Steve Hegwood

BEBE & CECE WINAN
ATLANTIC STARR
GLADYS KNIGHT
SMOOVE
COLONEL ABRAMS
B.B. KING
TLC
Hottest:
KEITH SWEAT
JODY WATLEY
KARYN WHITE
R. KELLY & PUBLIC
WHITNEY HOUSTON

WZZF/Flint Maestro

PEABO BRYSON
GENE RICE
VANESSA WILLIAMS
Hottest:
KEITH SWEAT
LUTHER VANDROSS
BOYZ II MEN
JODECI
MARIAH CAREY

WJFX/Ft. Wayne Ange Canessa

TINA TURNER
TLC
ATLANTIC STARR
COLOR ME BADD
VANESSA WILLIAMS
MINT CONDITION
ESCOFFERY'S
PATTI LABELLE
Hottest:
PRINCE & N.P.G.
PRINCE & N.P.G.
JODECI
JODY WATLEY
BRAND NEW HEAVIES

WTLZ/Indianapolis Johnson/Buchanan

B.B. KING
BARRY WHITE
ANOTHER BAD CREAT
GLENN JONES
MARC NELSON
Hottest:
KEITH SWEAT
LUTHER VANDROSS
MARIAH CAREY
JODY WATLEY
BOYZ II MEN

KPRS/Kansas City King/Wonder

GARY TAYLOR
ICE CUBE
ATLANTIC STARR
DEE HARVEY
MARC NELSON
VANESSA WILLIAMS
SMOOVE
COLONEL ABRAMS
B.B. KING
TLC
Hottest:
KEITH SWEAT
JODY WATLEY
KARYN WHITE
R. KELLY & PUBLIC
WHITNEY HOUSTON

WMVP/Milwaukee Billy Young

ATLANTIC STARR
MINT CONDITION
COLONEL ABRAMS
DEE HARVEY
Hottest:
KEITH SWEAT
KARYN WHITE
BOYZ II MEN
GARY TAYLOR
VANESSA WILLIAMS
SURFACE
Hottest:
TEVIN CAMPBELL
MARIAH CAREY
SHANICE
JODECI
GERALD LEVERT

WKKV/Milwaukee Tony Fields

MINT CONDITION
PRINCE & N.P.G.
PATTI LABELLE
BIG DADDY KANE
JAZZY JEFF
GARY TAYLOR
VANESSA WILLIAMS
SURFACE
Hottest:
PRINCE & N.P.G.
PRINCE & N.P.G.
JODECI
JODY WATLEY
BRAND NEW HEAVIES

WVOT/Toledo Casey McMichaels

SOUNDS OF BLACKNE
DEE HARVEY
C'VELLO
ATLANTIC STARR
BARRY WHITE
PH DAWN
BROTHERHOOD CREED
Hottest:
BOYZ II MEN
JODY WATLEY
TONY TERRY
KARYN WHITE
KEITH SWEAT

WVOI/Toledo Casey McMichaels

SOUNDS OF BLACKNE
DEE HARVEY
C'VELLO
ATLANTIC STARR
B

KENNY ROGERS

“If You Want To Find Love”

Chart

16

*Give it a chance...
This could happen for you!*

If you're not doing callout research on this record, listen to the people who are...

“Surprisingly, this song qualified for power rotation in its very first test...and I didn't expect it. Virtually no unfamiliarity or negatives.”

Bob Guerra, KZLA/Los Angeles

“Callout is our guiding force. Kenny is one of our strongest power currents. We've found a big hit in 'If You Want To Find Love'.”

Barry Mardit, WWWW/Detroit

“The first week out it tested in the Top 10. No negatives. A strong record across the board; men, women, young and old. A pleasant surprise.”

Kerry Wolfe, WMIL/Milwaukee



JANUARY 31, 1992

3	2								
WKS	WKS	LW	TW	Total Reports/Adds	Heavy	Medium	Light		
12	7	3		1	TRAVIS TRITT /MARTY STUART/The Whiskey Ain't Workin' (WB)	201/0	189	10	2
16	9	5		2	PAM TILLIS/Maybe It Was Memphis (Arista)	201/1	184	15	2
10	5	4		3	RONNIE MILSAP/Turn That Radio On (RCA)	199/1	182	15	2
22	13	9		4	GARTH BROOKS/What She's Doing Now (Liberty)	201/0	177	24	0
18	11	7		5	RANDY TRAVIS/Better Class Of Losers (WB)	201/0	171	29	1
15	10	8		6	DIAMOND RIO/Mama Don't Forget To Pray For Me (Arista)	200/1	151	45	4
21	15	11		7	JOE DIFFIE/Is It Cold In Here (Epic)	200/1	132	61	7
17	12	10		8	RICKY VAN SHELTON/After The Lights Go Out (Columbia)	198/2	127	66	5
24	18	14		9	TRISHA YEARWOOD/That's What I Like About You (MCA)	201/1	84	110	7
8	3	1		10	SAWYER BROWN/The Dirt Road (Curb/Liberty)	169/0	128	30	11
28	22	18		11	JOHN ANDERSON/Straight Tequila Night (BNA Entertainment)	200/1	63	125	12
27	21	17		12	LORRIE MORGAN/Except For Monday (RCA)	201/0	49	143	9
33	24	20		13	ALAN JACKSON/Dallas (Arista)	201/0	32	160	9
19	16	15		14	LIONEL CARTWRIGHT/What Kind Of Fool (MCA)	196/0	50	125	21
5	1	2		15	DOUG STONE/A Jukebox With A Country Song (Epic)	154/1	89	46	19
23	20	19		16	KENNY ROGERS/If You Want To Find Love (Reprise)	197/4	40	130	27
20	17	16		17	MIKE REID/If I Stop Loving You (Columbia)	185/0	60	110	15
36	25	22		18	ALABAMA/Born Country (RCA)	201/4	20	149	32
25	23	21		19	PAULETTE CARLSON/If I Start With You (Liberty)	192/0	32	133	27
34	28	23		20	BILLY DEAN/Only The Wind (SBK/Liberty)	199/4	8	145	46
—	33	28		21	REBA McENTIRE/Is There Life Out There (MCA)	200/5	7	138	55
30	27	24		22	DWIGHT YOAKAM/It Only Hurts When I Cry (Reprise)	192/2	16	130	46
31	29	26		23	SUZY BOGGUSS/Outbound Plane (Liberty)	191/8	10	138	43
35	30	27		24	PATTY LOVELESS/Jealous Bone (MCA)	192/8	13	110	69
29	26	25		25	PAUL OVERSTREET/If I Could Bottle This Up (RCA)	179/0	18	106	55
46	32	29		26	GEORGE STRAIT/Lovesick Blues (MCA)	176/7	5	101	70
40	35	31		27	RICKY SKAGGS/Same Ol' Love (Epic)	185/13	3	96	86
1	2	12		28	TRACY LAWRENCE/Sticks And Stones (Atlantic)	120/0	54	43	23
38	36	33		29	KEITH WHITLEY/Somebody's Doin' Me Right (RCA)	168/18	7	76	85
BREAKER	30			30	VINCE GILL/Take Your Memory With You (MCA)	179/66	0	46	133
43	38	35		31	DAVIS DANIEL/Fighting Fire With Fire (Mercury)	168/14	1	66	101
7	6	6		32	MARK CHESNUTT/Broken Promise Land (MCA)	102/0	29	49	24
45	39	36		33	MICHAEL WHITE/Professional Fool (Reprise)	159/11	1	57	101
49	42	37		34	HIGHWAY 101/Baby, I'm Missing You (WB)	163/22	0	56	107
50	43	38		35	EARL THOMAS CONLEY/Hard Days And Honky Tonk Nights (RCA)	150/11	1	53	96
48	44	39		36	GREAT PLAINS/Faster Gun (Columbia)	131/12	3	44	84
9	8	13		37	HAL KETCHUM/If I Know Where Love Lives (Curb)	87/0	21	43	23
—	50	44		38	DOLLY PARTON/Country Road (Columbia)	112/14	0	26	86
—	—	50		39	ROB CROSBY/Working Woman (Arista)	117/46	0	15	102
DEBUT	40			40	STEVE WARINER/The Tips Of My Fingers (Arista)	113/104	1	12	100
—	46			41	B.B. WATSON/Lover Not A Fighter (BNA Entertainment)	109/28	0	19	90
—	47			42	MARTIN DELRAY/Who, What, Where, When, Why, How (Atlantic)	105/20	0	15	90
—	48			43	GEORGE JONES/She Loved A Lot In Her Time (MCA)	88/2	4	25	59
—	48			44	CLEVE FRANCIS/Love Light (Liberty)	89/15	0	13	76
—	49			45	KEITH PALMER/Forgotten But Not Gone (Epic)	84/14	0	18	66
11	19	32		46	COLLIN RAYE/Love, Me (Epic)	72/0	21	27	24
3	4	30		47	SAMMY KERSHAW/Cadillac Style (Mercury)	64/0	12	28	24
2	14	34		48	TANYA TUCKER/(Without You) What Do I Do With Me (Liberty)	45/0	8	20	17
DEBUT	49			49	MARTY STUART/Burn Me Down (MCA)	86/85	1	6	79
DEBUT	50			50	LITTLE TEXAS/First Time For Everything (WB)	80/78	1	3	76

MOST ADDED

STEVE WARINER (104)
 MARTY STUART (85)
 LITTLE TEXAS (78)
 VINCE GILL (66)
 SAMMY KERSHAW (59)
 HANK WILLIAMS JR. (53)
 REMINGTONS (52)
 ROB CROSBY (46)
 B.B. WATSON (28)
 HIGHWAY 101 (22)
 DON WILLIAMS (22)

HOTTEST

PAM TILLIS (134)
 TRITT /STUART (119)
 GARTH BROOKS (112)
 RANDY TRAVIS (81)
 RONNIE MILSAP (79)
 DIAMOND RIO (62)
 SAWYER BROWN (47)
 DOUG STONE (43)
 RICKY VAN SHELTON (37)
 JOE DIFFIE (36)

NEW ARTISTS

Reports/Adds

- 1 CLEVE FRANCIS/Love Light (Lib.) 89/15
- 2 KEITH PALMER/Forgotten But Not... (Epic) 84/14
- 3 BUZZIN' COUSINS/Sweet Suzanne (Merc.) 40/12
- 4 CEE CEE CHAPMAN/A Winter's... (Curb) 21/0
- 5 BLACK TIE/If I'm Sure Of You (Bench) 18/4
- 6 BONNIE RAITT/Can't Make You... (Capitol) 8/3
- 7 DEBRA DUDLEY/Nothin' That A... (Concorde) 7/2
- 8 RICH GRISSOM/If I Don't Do Floors (Merc.) 7/0
- 9 HAL GIBSON/Stick To Your Guns (Curb) 5/3

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

VINCE GILL
Take Your Memory With You (MCA)

On 89% of reporting stations. Rotations: Heavy 0, Medium 46, Light 133, Total Adds 66 including WYNY, WXTU, WPKX, KEAN, WRNS, WWKA, WGAR, WDAF, WIL, KQFC, KBUL, KORD. Moves 41-30 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.

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NEW & ACTIVE

ROB CROSBY "Working Woman" (Arista) 117/46

Rotations: Heavy 0, Medium 15, Light 102, Total Adds 46 including WYNY, KEAN, WYNK, WCKT, WSM, KCYY, WCHY, KHAK, WHOK, KFKF, WDAF, WMIL, KEEY, WLLR, KFMS, KUPL, KCCY, KNCO, KMPS, KRPM. Moves 50-39 on the Country chart

STEVE WARINER "The Tips Of My Fingers" (Arista) 113/104

Rotations: Heavy 1, Medium 12, Light 100, Total Adds 104 including WGNA, WPOC, WWYZ, WRKZ, WDSY, WPKX, KASE, WEZL, KSCS, KPLX, KHEY, WSSL, KSSN, WAMZ, WGKX, WSIX, KCYY, WTQR, WFMS, KFKF, KNIX, KUPL, KKAT, KIIM. Debuts at number 40 on the Country chart

DOLLY PARTON "Country Road" (Columbia) 112/14

Rotations: Heavy 0, Medium 26, Light 86, Total Adds 14. WGNA, WILQ, WKXC, KAYD, WTDR, WCKT, WIVK, KSSN, KJLO, KKYR, WHOK, WCUZ, WMIL, KBUL. Medium: WWYZ, KLLL, KTEX, WSM, KTTS, KUZZ. Moves 50-44-38 on the Country chart

B.B. WATSON "Lover Not A Fighter" (BNA Entertainment) 109/28

Rotations: Heavy 0, Medium 19, Light 90, Total Adds 28. WGNA, WVAM, WOCB, WTCR, WNUS, KEAN, KAYD, WEZL, WCKT, KTCS, WYGC, WVLK, WAMZ, WGKX, WRNS, WWKA, WTXT, WHOK, WGEE, WNNW, WDAF, KSUX, WGTC, KASH, KUAD, KFMS, KUPL, KORD. Moves 46-41 on the Country chart

MARTIN DELRAY "Who, What, Where, When, Why, How" (Atlantic) 105/20

Rotations: Heavy 0, Medium 15, Light 90, Total Adds 20. WPOC, WOCB, WOKO, WQBE, WXBO, WEZL, KSCS, WVLK, WSM, WNOE, KNUJ, KJUY, WFMS, WDAF, WITL, KZKX, KIK-FM, KCTR, KNIX, KXDD. Moves 47-42 on the Country chart

CLEVE FRANCIS "Love Light" (Liberty) 89/15

Rotations: Heavy 0, Medium 13, Light 76, Total Adds 15. WQBE, WTCR, WIOV, WMZO, WXBO, WYAK, WRNS, WWKA, WBKR, WQDR, WYYD, KKYR, KODY, KZSN, KASH. Medium: WPOC, WWYZ, WIVK, KTTS, KDRK. Moves 48-44 on the Country chart

GEORGE JONES "She Loved A Lot In Her Time" (MCA) 88/2

Rotations: Heavy 4, Medium 25, Light 59, Total Adds 2. KIXS, KBUL. Heavy: WWNC, WTVY, WKML, WUBE. Medium: WICO, KEAN, KRRV, WSTH, WVLK, KLLL, WSM, KGKL, WTQR, KHAK, KCLR, WAXX, WFMB, KFDI. Moves 48-43-43 on the Country chart

MARTY STUART "Burn Me Down" (MCA) 86/85

Rotations: Heavy 1, Medium 6, Light 79, Total Adds 85 including WPOC, WDSY, KPLX, WYGC, WVLK, KYKS, KTEX, WSIX, WRNS, WYYD, WCHY, WTQR, WMUS, KXXY, KZSN, KYGO, KUGN, KMLE, KCCY, KSOP, KRTY, KMPS. Debuts at number 49 on the Country chart

KEITH PALMER "Forgotten But Not Gone" (Epic) 84/14

Rotations: Heavy 0, Medium 18, Light 66, Total Adds 14. WGNA, WVAM, WTCR, WVLK, WAMZ, KYKS, KYKX, WSIX, WSM, WRNS, WDAF, WMUS, KSUX, KASH. Medium: KEAN, WKAK, KTCS, KCLR, KVOX, KTTS, KUZZ. Moves 49-45 on the Country chart

LITTLE TEXAS "First Time For Everything" (WB) 80/78

Rotations: Heavy 1, Medium 3, Light 76, Total Adds 78 including WHWK, WAYZ, WRKZ, WNUS, KRRV, KASE, KOUL, KPLX, WYGC, WVLK, KSSN, EJLO, WKNN, WOWW, KAJA, KNUJ, KFKF, WGTC, KWNR, KMLE, KNIX. Debuts at number 50 on the Country chart

DON WILLIAMS "Too Much Love" (RCA) 64/22

Rotations: Heavy 0, Medium 4, Light 60, Total Adds 22, WHWK, WQBE, WRKZ, WNUS, WICO, WDL, WPKX, KEAN, WKXC, WHLZ, WCKT, KLLL, KYKS, KYKX, KJLO, WQDR, KIXS, WHOK, WOW, WTCM, KNCO, KORD.

SAMMY KERSHAW "Don't Go Near The Water" (PolyGram) 62/59

Rotations: Heavy 0, Medium 3, Light 59, Total Adds 59 including WOKO, WWYZ, WCTK, WBEE, KEAN, KASE, KPLX, KHEY, WYGC, WVLK, WGKX, WSIX, WCMS, WTQR, WASKFM, WOW, KTTS, WFMB, WTHI, KFDI, KUGN, KFMS

SIGNIFICANT ACTION

HANK WILLIAMS JR. "Hotel Whiskey" (Curb/Capricorn/WB) 57/53

Rotations: Heavy 0, Medium 4, Light 53, Total Adds 53 including WRKZ, WTCR, WBEE, WKAK, KOUL, KHEY, WVLK, KSSN, WAMZ, KYKS, WGKX, WSIX, WOWW, KGKL, KIXS, KLUR, KODY, WFMS, KUPL, KCKC, KORD.

DESERT ROSE BAND "Twilight Is Gone" (Curb/MCA) 56/4

Rotations: Heavy 0, Medium 13, Light 43, Total Adds 4. KEAN, WYNK, KYKX, KIXS. Medium: WRWD, WCTK, WKAK, WWNC, WSTH, KODY, WNNW, KTTS, KVOO, KFDI, KUUY, KALF, KDRK.

REMINGTONS "I Could Love You" (BNA Entertainment) 54/52

Rotations: Heavy 0, Medium 3, Light 51, Total Adds 52 including WWYZ, WRKZ, WIOV, WDL, WYGC, WGKX, KTEX, WSIX, WNOE, WTNT, KIXS, KODY, WITL, KXXY, KFDI, KUZZ, KUUY, KMIX, KNIX, KSOP, KDRK

MOLLY & THE HEYMAKERS "Mountain Of Love" (Reprise) 44/12

Rotations: Heavy 0, Medium 5, Light 39, Total Adds 12. WPOC, WOKO, WICO, KRRV, WCMS, WITL, WWQM, WDDD, KCTR, KCCY, KORD, KXDD. Medium: WQCB, WTCM, KVOO, KUUY, KUGN.

LEE GREENWOOD "If You'll Let This Fool Back In" (Liberty) 42/16

Rotations: Heavy 0, Medium 3, Light 39, Total Adds 16, WVAM, WYNY, KEAN, WKXC, KOUL, KNFM, WACO, WAXX, WOW, WTCM, KVOO, KALF, KUGN, KEKB, KHAY, KORD. Medium: KFDI.

BUZZIN' COUSINS "Sweet Suzanne" (Mercury) 40/12

Rotations: Heavy 0, Medium 1, Light 39, Total Adds 12, WIOV, WSTH, KTEX, KGKL, WCHY, KLUR, WOW, KSUX, KTTS, WWJO, KVOO, KFDI. Medium: WWYZ. Light: WDSY, KHEY, WRNS, WFMS, WWQM, WGTC, WTHI, WTCM.

EDDIE RABBITT "You Look Like An Angel" (Liberty) 30/9

Rotations: Heavy 0, Medium 3, Light 27, Total Adds 9, WOKO, WICO, KEAN, WKAK, WSTH, KTEX, KIXS, KSUX, KVOO. Medium: WTVY, KFDI, KALF. Light: WWYZ, WCTK, KHEY, WYGC, KLUR, KODY, WAXX, WOW, WTCM.

CEE CEE CHAPMAN "A Winter's Night" (Curb) 21/0

Rotations: Heavy 0, Medium 3, Light 18, Total Adds 0. Medium: WSTH, KVOO, KUUY. Light: WWYZ, WRKZ, WRWD, WCTK, WICO, WKAK, KRRV, KMML, WSTH, WTVY, WYGC, WVLK, WBKR, KGKL, KLUR, KODY, WOW, KTTS, KVOO.

BLACK TIE "I'm Sure Of You" (Bench) 18/4

Rotations: Heavy 0, Medium 2, Light 16, Total Adds 4, KHEY, WBKR, KGKL, WFMB. Medium: KVOO, KFDI. Light: WRKZ, WICO, WKAK, KRRV, KMML, WSTH, WTVY, KLUR, WOW, KTTS, KTPK, KUUY.

AARON TIPPIN "There Ain't Nothin' Wrong With The Radio" (RCA) 15/9

Rotations: Heavy 0, Medium 2, Light 13, Total Adds 9, WXBO, KIKK, KSSN, WNNW, WDAF, WWJO, WIL, KVOO, KMPS. Medium: KUZZ. Light: WBEE, WYGC, WPCV, KCCY, KRPM.

ALBUM TRACKS

ARTIST/Song Title (Label)

Album Title

- BONNIE RAITT/I Can't Make You Love Me (Capitol) *Luck Of The Draw*
- GARTH BROOKS/Papa Loved Mama (Liberty) *Ropin' The Wind*
- GARTH BROOKS/Burning Bridges (Liberty) *Ropin' The Wind*
- SAWYER BROWN/Some Girls Do (Curb/Liberty) *The Dirt Road*
- GARTH BROOKS/Against The Grain (Liberty) *Ropin' The Wind*
- ALAN JACKSON/Just Playin' Possum (Arista) *Don't Rock The Jukebox*
- TRACY LAWRENCE/I Hope Heaven Has A Honky Tonk (Atlantic) *Sticks And Stones*
- ALABAMA/Hats Off (RCA) *Greatest Hits II*
- ALAN JACKSON/Midnight In Montgomery (Arista) *Don't Rock The Jukebox*
- MARK COLLIE/Born And Raised In Black And White (MCA) *Born And Raised...*
- GARTH BROOKS/The River (Liberty) *Ropin' The Wind*
- JOE DIFFIE/Ships That Don't Come In (Epic) *Regular Joe*
- GARTH BROOKS/We Bury The Hatchet (Liberty) *Ropin' The Wind*
- JOE DIFFIE/Next Thing Smokin' (Epic) *Regular Joe*
- PIRATES OF THE MISSISSIPPI/Till I'm Holding You Again (Liberty) *Walk The Plank*

HAL KETCHUM

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Past the Point of Rescue

CURB RECORDS

GOING FOR ADDS FEBRUARY 10



SONG INFORMATION INDEX

A**ALABAMA "Born Country" (RCA 62168-2)**

Prod: Josh Leo, Larry Michael Lee, Alabama Wr: John Schweers, Byron Hill Pub: Collins Court Music (BMI) Mgr: Dale Morris & Associates

JOHN ANDERSON "Straight Tequila Night" (BNA 62140-2)

Prod: James Stroud, John Anderson Wr: Kent Robbins, Debbie Hupp Pub: Irving Music/Colter Bay Music, Dixie Stars Music (BMI, ASCAP) Mgr: Bobby Roberts Entertainment

B**BLACK TIE "I'm Sure Of You" (Bench BEN-05)**

Prod: Reggie Fisher Wr: Billy Swan, Allan Rich Pub: White Deer Music, Trellis Music (BMI) Mgr: Reggie Fisher

SUZY BOGGUSS "Outbound Plane" (Liberty 79052)

Prod: Jimmy Bowen, Suzy Bogguss Wr: Nanci Griffith, Tom Russell Pub: Wing And Wheel Music, Irving Music (BMI) Mgr: Morris, Blesener & Assoc.

GARTH BROOKS "What She's Doing Now" (Liberty 79009)

Prod: Allen Reynolds Wr: Pat Alger, Garth Brooks Pub: Bait & Beer Music/Forerunner Music, Major Bob Music/Mid-Summer Music (ASCAP) Mgr: Doyle/Lewis Management

BUZZIN' COUSINS "Sweet Suzanne" (Mercury 626)

Prod: John Mellencamp, Mike Wanicic Wr: John Mellencamp Pub: PolyGram Publishing (ASCAP) Mgr: Artists Services

C**PAULETTE CARLSON "I'll Start With You" (Liberty 79974)**

Prod: Jimmy Bowen, Paulette Carlson Wr: Paulette Carlson, Tom Shapiro, Chris Waters Pub: Poly Girl Music, Edge O'Woods Music, Kinetic Diamond Music, Moline Valley Music (BMI, ASCAP) Mgr: Charlie Lico

LIONEL CARTWRIGHT "What Kind Of Fool" (MCA 54237)

Prod: Harry Stinson, Ed Seay Wr: Lionel Cartwright Pub: Warner-Tamerlane Publishing/Long Run Music (BMI) Mgr: Noel Fox

CEE CEE CHAPMAN "A Winter's Night" (Curb 089)

Prod: Austin Roberts, Charlie Black, Bobby Fischer Wr: Bobby Fischer, Charlie Black, Austin Roberts Pub: Bobby Fischer Music, MCA Music, Five Bar-B Songs (ASCAP) Mgr: Mike Seidel

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

EARL THOMAS CONLEY "Hard Days And Honky Tonk Nights" (RCA 62167-2)

Prod: Larry Michael Lee, Josh Leo Wr: Earl Thomas Conley, Randy Scruggs Pub: ETC Music, Jagged Edge Publishing (ASCAP, BMI) Mgr: BDM Company

ROB CROSBY "Working Woman" (Arista 2397)

Prod: Scott Hendricks Wr: Rob Crosby, Will Robinson, Tim DuBois Pub: Courtland Publishing, Alabama Band Music, WB Music Corporation/Tim DuBois Music (BMI, ASCAP) Mgr: Smalltime Management

D**DAVIS DANIEL "Fighting Fire With Fire" (Mercury 866 132)**

Prod: Ron Haffkine Wr: Michael White, Conley R. White Pub: Makin' Songs Music, Song Box Music (ASCAP) Mgr: Ron Haffkine

BILLY DEAN "Only The Wind" (SBK/Liberty 79053)

Prod: Chuck Howard, Tom Shapiro Wr: Tom Shapiro, Chuck Jones Pub: Edge O'Woods Music/Kinetic Diamond Music, Moline Valley Music (ASCAP) Mgr: Ken Stills

MARTIN DELRAY "Who, What, Where, When, Why, How" (Atlantic 7-87537)

Prod: Blake Mevis, Nelson Larkin Wr: Jeff Crossan Pub: Honest To Goodness Music (BMI) Mgr: Blake Mevis

DESERT ROSE BAND "Twilight Is Gone" (Curb/MCA 54316)

Prod: Tony Brown Wr: Chris Hillman, Steve Hill Pub: Bar None Music (BMI) Mgr: Chuck Morris

DIAMOND RIO "Mama Don't Forget To Pray For Me" (Arista 2258)

Prod: Monty Powell, Tim DuBois Wr: Larry Shell, Larry Cordle Pub: Pier Five Music, Kentucky Thunder Music (BMI, ASCAP) Mgr: Ted Hacker

JOE DIFFIE "Is It Cold In Here" (Epic 34 74123)

Prod: Bob Montgomery, Johnny Slate Wr: K.K. Phillips, Danny Morrison, Joe Diffie Pub: Texas Wedge Music, Songwriters Ink, Danny Boy Music/Forrest Hills Music (ASCAP, BMI) Mgr: Danny Morrison

F**CLEVE FRANCIS "Love Light" (Liberty 79810)**

Prod: Jimmy Bowen, Cleve Francis Wr: Bill C. Graham, Glenn Castleberry Pub: Glen Campbell Music (BMI) Mgr: Mores, Nanas, Golden Entertainment

G**VINCE GILL "Take Your Memory With You" (MCA 54282)**

Prod: Tony Brown Wr: Vince Gill Pub: Benefit Music (BMI) Mgr: Fitzgerald-Hartley

GREAT PLAINS "Faster Gun" (Columbia 38 74137)

Prod: Brent Maher, Don Potter Wr: Jack Sundrud, Gary Burr Pub: Sony Tree Publishing, Red Quill Music/Moraine Music, MCA Music Publishing (BMI, ASCAP) Mgr: Doyle/Lewis Management

LEE GREENWOOD "If You'll Let This Fool Back In" (Liberty 79103)

Prod: Jerry Crutchfield Wr: John Jarraro, S. Alan Taylor Pub: WB Music, The New Crew, New John Music, New Place Music (ASCAP) Mgr: Jerry Bentley

H**HIGHWAY 101 "Baby, I'm Missing You" (WB 5238)**

Prod: Paul Worley, Ed Seay Wr: Steve Seskin, Nancy Montgomery Pub: Love This Town Music, Diamond Dog Music (ASCAP) Mgr: Chuck Morris

J**ALAN JACKSON "Dallas" (Arista 2385)**

Prod: Scott Hendricks, Keith Stegall Wr: Alan Jackson, Keith Stegall Pub: Mattie Ruth Music/Seventh Son Music, Warner-Tamerlane Publishing (ASCAP, BMI) Mgr: Ten Ten Management

GEORGE JONES "She Loved A Lot In Her Time" (MCA 54272)

Prod: Kyle Lehning Wr: Randy Boudreaux, Sam Hogin, Kim Williams Pub: Sony Tree Publishing, Thankamillion Music/Sony Cross Keys Publishing (BMI, ASCAP) Mgr: Nancy Jones

K**SAMMY KERSHAW "Cadillac Style" (Mercury 868 812)**

Prod: Buddy Cannon, Norro Wilson Wr: Mark Petersen Pub: Ray Stevens Music (BMI) Mgr: Jim Dowell

SAMMY KERSHAW "Don't Go Near The Water" (Mercury 866 324)

Prod: Buddy Cannon, Norro Wilson Wr: Chapin Hartford, Jim Foster Pub: Sony Tree/Bleamus Music, Willesden 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**TRACY LAWRENCE "Sticks And Stones" (Atlantic 7-87588)**

Prod: James Stroud Wr: Elbert West, Roger Dillon Pub: JMV Publishing (ASCAP) Mgr: Music Matters Management

LITTLE TEXAS "First Time For Everything" (WB 7-19024)

Prod: James Stroud, Christy DiNapoli, Doug Grau Wr: Porter Howell, Dwayne O'Brien Pub: Howlin' Hits Music, Square West Music (ASCAP) Mgr: Christy DiNapoli

PATTY LOVELESS "Jealous Bone" (MCA 54271)

Prod: Emory Gordy Jr., Tony Brown Wr: Rick Giles, Steve Bogard Pub: Edge O'Woods Music/Kinetic Diamond Music, WB Music Corporation/Rancho Bogardo Music (ASCAP) Mgr: Fitzgerald-Hartley

M**REBA McENTIRE "Is There Life Out There" (MCA 54319)**

Prod: Tony Brown, Reba McEntire Wr: Susan Longacre, Rick Giles Pub: W.B.M. Music/Long Acre Music, Edge O'Woods Music/Kinetic Diamond Music (SESAC, ASCAP) Mgr: Starstruck Entertainment

RONNIE MILSAP "Turn That Radio On" (RCA 62104-2)

Prod: Rob Galbraith, Ronnie Milsap Wr: Archie Jordan, Paul Davis Pub: BMG Songs, Paul And Jonathan Songs (ASCAP, BMI) Mgr: Mores, Nanas, Golden Entertainment

MOLLY & THE HEYMAKERS "Mountain Of Love" (Reprise 7-19025)

Prod: Gregg Brown Wr: Harold Dorman Pub: Morris Music (BMI) Mgr: Impresario Ltd.

LORRIE MORGAN "Except For Monday" (RCA 62105-2)

Prod: Richard Landis Wr: Reed Nielsen Pub: Englishtown Music (BMI) Mgr: Mores, Nanas, Golden Entertainment

O**PAUL OVERSTREET "If I Could Bottle This Up" (RCA 62106-2)**

Prod: Brown Bannister, Paul Overstreet Wr: Paul Overstreet, Dean Dillon Pub: Scarlet Moon Music, Nocturnal Eclipse Music (BMI) Mgr: Bobby Roberts

P**KEITH PALMER "Forgotten But Not Gone" (Epic 34 74174)**

Prod: Bob Montgomery Wr: Johnny MacRae, Buzz Cason Pub: BMG Songs, Little Beagle Music (ASCAP) Mgr: Rothbaum & Garner

DOLLY PARTON "Country Road" (Columbia 38 74183)

Prod: Steve Buckingham, Gary Smith, Dolly Parton Wr: Dolly Parton, Gary Scruggs Pub: Velvet Apple Music/Irving Music, Gary Scruggs Music (BMI) Mgr: Gallin-Morey & Associates

R**EDDIE RABBITT "You Look Like An Angel" (Liberty 79024)**

Prod: Richard Landis Wr: Eddie Rabbitt, Reed Nielsen Pub: Eddie Rabbitt Music, Englishtown Music (BMI) Mgr: Stan Mores

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 "I Could Love You (With My Eyes Closed)" (BNA 62201-2)

Prod: Larry Michael Lee, Josh Leo Wr: Richard Mainegra, Rick Yancey Pub: Maypop Music, Rita's Cloud Nine Music (BMI) Mgr: Vector Management

KENNY ROGERS "If You Want To Find Love" (Reprise 7-19080)

Prod: Jim Ed Norman, Eric Prestidge Wr: Skip Ewing, Max D. Barnes Pub: Acuff-Rose Music, Irving Music/Heartscratch Music (BMI) Mgr: Ken Kragen

S**SAWYER BROWN "The Dirt Road" (Curb/Liberty 79050)**

Prod: Randy Scruggs, Mark Miller Wr: Mark Miller, Gregg Hubbard Pub: Zoo II Music, Myrt And Chuck's Boy Music (ASCAP) Mgr: TKO Management

RICKY VAN SHELTON "After The Lights Go Out" (Columbia 38 74104)

Prod: Steve Buckingham Wr: Warner McPherson Pub: PolyGram International (BMI) Mgr: John Dotson

RICKY SKAGGS "Same Ol' Love" (Epic 34 74147)

Prod: Ricky Skaggs, Mac McAnally Wr: Chris Austin, Greg Barnhill Pub: Warner-Refuge Music, Blowing Rock Music (BMI) Mgr: Ricky Skaggs

DOUG STONE "A Jukebox With A Country Song" (Epic 34 74089)

Prod: Doug Johnson Wr: Gene Nelson, Ronnie Samoset Pub: Warner-Tamerlane Publishing/Mister Charlie Music, WB Music/Samosonian Songs (BMI, ASCAP) Mgr: John Dorris, Phyllis Bennette

GEORGE STRAIT "Lovesick Blues" (MCA 54318)

Prod: Jimmy Bowen, George Strait Wr: Irving Mills, Cliff Friend Pub: Mills Music (ASCAP) Mgr: Erv Woolsey

MARTY STUART "Burn Me Down" (MCA 54253)

Prod: Richard Bennett, Tony Brown Wr: Eddie Miller Pub: Warner/Elektra/Asylum Music/Vidor Publications (ASCAP) Mgr: Rothbaum & Garner

T**PAM TILLIS "Maybe It Was Memphis" (Arista 2371)**

Prod: Paul Worley, Ed Seay Wr: Michael Anderson Pub: Atlantic Music Corporation, First Release Music, Cadillac Pink Music (BMI) Mgr: Mike Robertson

AARON TIPPIN "There Ain't Nothin' Wrong With The Radio" (RCA 62181-2)

Prod: Emory Gordy Jr. Wr: Aaron Tippin, Buddy Brock Pub: Acuff-Rose Music (BMI) Mgr: Starstruck Entertainment

RANDY TRAVIS "Better Class Of Losers" (WB 7-19069)

Prod: Kyle Lehning Wr: Randy Travis, Alan Jackson Pub: Sometimes You Win Music, Seventh Son Music/Mattie Ruth Music (ASCAP) Mgr: Lib Hatcher

TRAVIS TRITT f/MARTY STUART "The Whiskey Ain't Workin'" (WB 7-19097)

Prod: Gregg Brown Wr: Ronny Scaife, Marty Stuart Pub: Songs Of PolyGram, Partner Music (BMI) Mgr: Ken Kragen, Rothbaum & Garner

TANYA TUCKER "(Without You) What Do I Do With Me" (Liberty 79943)

Prod: Jerry Crutchfield Wr: Royce Porter, L. David Lewis, David Chamberlain Pub: Sony Cross Keys Music, Milene Music (ASCAP) Mgr: Beau Tucker

W**STEVE WARINER "The Tips Of My Fingers" (Arista 2393)**

Prod: Scott Hendricks, Tim DuBois Wr: Bill Anderson Pub: Sony Tree Publishing/Champion Music (BMI) Mgr: Chip Peay

B.B. WATSON "Lover Not A Fighter" (BNA 62195-2)

Prod: Clyde Brooks Wr: Kent Blazy, Richard Fagan, Kim Williams Pub: Of Music, Sony Cross Keys, Evanee Music (ASCAP) Mgr: Marc Oswald

MICHAEL WHITE "Professional Fool" (Reprise 7-19128)

Prod: Robert Byrne, Alan Schulman Wr: Michael White Pub: Catch The Boat (ASCAP) Mgr: Chris Dodson

KEITH WHITLEY "Somebody's Doin' Me Right" (RCA 62166-2)

Prod: Blake Mevis, Garth Fundis Wr: Fred Knobloch, Paul Overstreet, Dan Tyler Pub: Colgems-EMI Music, BMG Songs, Sharp Circle Music, Screen Gems-EMI Music, Scarlet Moon Music/Careers-BMG Music Publishing (ASCAP, BMI) Mgr: None

DON WILLIAMS "Too Much Love" (RCA 62180-2)

Prod: Allen Reynolds Wr: Roger Cook, Roger Greenaway Pub: Screen Gems-EMI Music, Dejamus Music (BMI, ASCAP) Mgr: Mores, Nanas, Golden Entertainment

HANK WILLIAMS JR. "Hotel Whiskey" (Curb/Capricorn/WB 7-19023)

Prod: Barry Beckett, Hank Williams Jr., James Stroud Wr: Hank Williams Jr. Pub: Bocephus Music (BMI) Mgr: Merle Kilgore

Y**TRISHA YEARWOOD "That's What I Like About You" (MCA 54270)**

Prod: Garth Fundis Wr: John Hadley, Kevin Welch, Wally Wilson Pub: Sony Tree Publishing, Sony Cross Keys Publishing (BMI, ASCAP) Mgr: Ken Kragen

DWIGHT YOAKAM "It Only Hurts When I Cry" (Reprise 7-19148)

Prod: Pete Anderson Wr: Dwight Yoakam, Roger Miller Pub: Coal Dust West Music, Adam Taylor Music (BMI) Mgr: Gary Borman

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LW	TW	Artist/Track	Label
2	1	SAM RINEY/Talk To Me (Spindletop)	"Let"
3	2	KEIKO MATSUI/Night Waltz (Sin-Drome)	"Night" "Eyes"
1	3	JULIA FORDHAM/Swept (Virgin)	"Thought"
6	4	BOBBY CALDWELL/Stuck On You (Sin-Drome)	"Without"
7	5	ENYA/Shepherd Moons (Reprise)	"Caribbean" "Angeles"
4	6	SHAKATAK/Open Your Eyes (Verve Forecast/PolyGram)	"Day"
5	7	DAVID BENOIT/Shadows (GRP)	"Still" "Already" "Castles"
10	8	CHI/Sun Lake (Sonic Atmospheres)	"Lift"
8	9	FOURPLAY/Fourplay (WB)	"Bali"
9	10	RICHARD ELLIOT/On The Town (Manhattan)	"Midnight"
11	11	EVERYTHING BUT THE GIRL/Worldwide (Atlantic)	"Place"
13	12	NEW YORK ROCK & SOUL REVUE/New York Rock &... (Giant/WB)	"Minute" "Knock"
14	13	ELIANE ELIAS/A Long Story (Manhattan)	"Kidding" "Just"
19	14	AL DI MEOLA PROJECT/Kiss My Axe (Tomato/Mesa)	"Embrace" "Purple" "Oriana"
12	15	BEVERLEY CRAVEN/Beverley Craven (Epic)	"Holding"
27	16	NELSON RANGELL/In Every Moment (GRP)	"Golden" "Spirit"
25	17	HEATHER MULLEN/Heather Mullen (Atco/EastWest)	"Love"
20	18	MARCOS LOYA/Love Is The Reason (Spindletop)	"Love"
24	19	BOB BERG/Back Roads (Denon)	"Back"
BREAKER	20	KILAUEA/Tropical Pleasures (Brainchild/Nova)	"Frontrunner"
15	21	SIMPLY RED/Stars (Atco/EastWest)	"Summer" "Festiva" "Harmony"
18	22	GOVI/Heart Of A Gypsy (Real Music)	"Junipers"
23	23	RON KOMIE/Quest Of Dreams (Kazu/Sonic Atmospheres)	"Sweet"
17	24	KENNY LOGGINS/Leap Of Faith (Columbia)	"Big" "Jessie"
16	25	ERIC TINGSTAD & NANCY RUMBEL/In The Garden (Narada)	"Sacrifice"
26	26	TWO ROOMS/Tribute To Elton John & Bernie Taupin (Polydor/PolyGram)	"Change (Curb)"
29	27	ONAJE ALLAN GUMBS/Dare To Dream (MCA)	"Purple"
28	28	STARR PARODI/Change (Curb)	"Purple"
30	29	DEEMS/The Planet Deems (Nastymix)	"Purple"
DEBUT	30	CHRISTOPHER FRANKE/Pacific Coast Highway (Private Music)	"Purple"

LW	TW	Artist/Track	Label
2	1	CHARLES FAMBROUGH/The Proper Angle (CTI)	"Don"
1	2	GERALD ALBRIGHT/Live At Birdland West (Atlantic)	"Too" "Boss"
3	3	ABBEY LINCOLN/You Gotta Pay The Band (Verve)	"Love"
4	4	KENNY DREW, JR./Kenny Drew, Jr. (Antilles/PolyGram)	"Bebel"
5	5	STEVE KHAN/Let's Call This (BlueMoon)	"Little"
6	6	MILES DAVIS & MICHEL LEGRAND/Dingo (WB)	"Dream"
7	7	RICK MARGITZA/This Is New (Blue Note)	"Body" "Invitation"
8	8	HOUSTON PERSON/The Party (Muse)	"Blues"
9	9	GENE HARRIS/Black & Blue (Concord)	"Blue"
14	10	BOB BERG/Backroads (Denon)	"Dreamer" "American"
10	11	KENNY KIRKLAND/Kenny Kirkland (GRP)	"Ana" "Criss"
13	12	STANLEY JORDAN/Stolen Moments (Blue Note)	"Bird"
17	13	KENNY BARRON TRIO/Lemuria - Seascape (Candid)	"Teach"
19	14	JIMMY McGRUFF/An A Blue Mood (Headfirst)	"Waltz"
15	15	NANCY WILSON/With My Lover Beside Me (Columbia)	"Back" "Karamuru"
21	16	BOBBY LYLE/Piano Magic (Atlantic)	"Beginning To See The Light (Muse)"
11	17	ELIANE ELIAS/A Long Story (Manhattan)	"Sunup To Sundown (Contemporary)"
23	18	BUCK HILL/I'm Beginning To See The Light (Muse)	"To The Max! (BlueMoon)"
30	19	KENNY BURRELL/Sunup To Sundown (Contemporary)	"Volume One (WB)"
BREAKER	20	MAX ROACH/To The Max! (BlueMoon)	"People Music (Muse)"
12	21	EARL KLUGH TRIO/Volume One (WB)	"Braziljazz (Nova)"
24	22	DONALD BROWN/People Music (Muse)	"Whistle"
28	23	KEYVN LETTAU/PETER SPRAGUE/MICHAEL SHAPIRO/Braziljazz (Nova)	"For My Lady (EmArcy)"
26	24	TOOTS THIELEMANS/For My Lady (EmArcy)	"Mississippi Lad (Antilles/Island)"
22	25	TEDDY EDWARDS/Mississippi Lad (Antilles/Island)	"Open Up/Whatcha Gonna Do For... (Columbia)"
DEBUT	26	DIRTY DOZEN BRASS BAND/Open Up/Whatcha Gonna Do For... (Columbia)	"Here's To The People (Milestone/Fantasy)"
BREAKER	27	SONNY ROLLINS/Here's To The People (Milestone/Fantasy)	"The Beautiful Ones Are Not Yet Born (Columbia)"
18	28	BRANFORD MARSALIS/The Beautiful Ones Are Not Yet Born (Columbia)	"Can't Get Through (Amazing)"
DEBUT	29	CORNELL DUPREE/Can't Get Through (Amazing)	"Dare To Dream (MCA)"
20	30	ONAJE ALLAN GUMBS/Dare To Dream (MCA)	"Nice" "Question"

MOST ADDED LPS	HOTTEST LPS	HOT TRACKS
WILLIAM AURA (18) KILAUEA (12) KIM PENSYL (11) OSCAR CASTRO-NEVES MAX GROOVE (7) DAVID HEWITT (7) AKIRA JIMBO (6) MICHAEL GULEZIAN (5)	ENYA (21) SAM RINEY (20) SHAKATAK (14) JULIA FORDHAM (13) RICHARD ELLIOT (12) KEIKO MATSUI (11) BOBBY CALDWELL (10) FOURPLAY (10) DAVID BENOIT (8)	RICHARD ELLIOT/Midnight

MOST ADDED LPS	HOTTEST LPS	HOT TRACKS
OSCAR CASTRO-NEVES (12) JOHN BEASLEY (9) DAVE CATNEY (9) BRIAN BROMBERG (8) MICHAEL PEDICIN JR. (8) TOM HARREL (7) DIRTY DOZEN BRASS BAND (6) DOLPHINS (6) KIM PENSYL (6)	CHARLES FAMBROUGH (20) GERALD ALBRIGHT (16) ABBEY LINCOLN (14) M. DAVIS & M. LEGRAND (8) GENE HARRIS (7) STEVE KHAN (7) JIMMY McGRUFF (6) KENNY DREW, JR. (5) KENNY KIRKLAND (5) HOUSTON PERSON (5)	No Tracks Qualified This Week.

NEW & ACTIVE

KIM PENSYL "3 Day Weekend" (GRP) 24/11
Rotations: Heavy 0/0, Medium 5/2, Light 19/9, Total Adds 11, WCDJ, KJZS, WLVE, KHIH, KTWV, KJZZ, KIFM, KKNW, WCLZ, KWVS, KTNT

AKIRA JIMBO "Slow Boat" (Optimism) 23/6
Rotations: Heavy 1/0, Medium 8/1, Light 14/5, Total Adds 6, WQCD, KIFM, WFAE, WLOQ, KTNT, KXDC, Heavy: JZTRAX

MARK EGAN "Beyond Words" (BlueMoon) 23/2
Rotations: Heavy 4/0, Medium 11/1, Light 8/1, Total Adds 2, WAMX, MS, Heavy: WQCD, KOAI, KJZZ, KTCZ

PETER GORDON "Whisper And Wail" (Positive Music) 22/0
Rotations: Heavy 5/0, Medium 9/0, Light 8/0, Total Adds 0, Heavy: KHIH, KTWV, KJZZ, WGMC, KCLC

MARY BLACK "Babes In The Wood" (Gift Horse) 21/3
Rotations: Heavy 5/1, Medium 7/1, Light 9/1, Total Adds 3, KTCJ, KIFM, KKSF, Heavy: KTWV, WAMX, KXDC, KTCZ

ALEX MURZYN "Alex Murzyn" (Kamei) 20/3
Rotations: Heavy 1/0, Medium 9/0, Light 10/3, Total Adds 3, KIFM, KWVS, WAMX, Heavy: WGMC

RDN COOLEY "Livin' The Good Life" (American Gramophone) 20/1
Rotations: Heavy 2/0, Medium 10/1, Light 8/0, Total Adds 1, KTNT, Heavy: KJZS, KTCJ

MAX GROOVE "Aquario" (Optimism) 19/7
Rotations: Heavy 0/0, Medium 8/3, Light 11/4, Total Adds 7, KTCJ, KKSF, WLOQ, KEYV, KXDC, WVAY, WNGS

WILLIAM AURA & FRIENDS "Every Act Of Love" (Higher Octave) 18/18
Rotations: Heavy 0/0, Medium 1/1, Light 17/17, Total Adds 18, WCDJ, WQCD, KOAI, WNUA, WNWV, KTCJ, KHIH, KTWV, KBZN, KKSF, WFAE, WLOQ, KTNT, KEZL, KXDC, KBIA, KTCZ, SS

STEVIE RAY VAUGHAN "The Sky Is Crying" (Epic) 18/1
Rotations: Heavy 4/0, Medium 4/0, Light 10/1, Total Adds 1, KEYV, Heavy: KJZZ, WCLZ, KWVS, KTCZ

FOWLER AND BRANCA "The Face On Cydonia" (Silver Wave) 18/0
Rotations: Heavy 7/0, Medium 5/0, Light 6/0, Total Adds 0, Heavy: WNWV, KTWV, WFAE, KEYV, KXDC, KLTR, SS

GERALD ALBRIGHT "Live At Birdland West" (Atlantic) 17/3
Rotations: Heavy 6/0, Medium 5/0, Light 6/3, Total Adds 3, KTNT, KXDC, JZTRAX, Heavy: WQCD, KACE, KKSF, KKNW, WHRL, WFAE

****VANESSA RUBIN "Soul Eyes" (Novus/RCA) 29/4**
Rotations: Heavy 1/0, Medium 12/0, Light 16/4, Total Adds 4, KLCC, DSS, WSIE, WVPE, Heavy: WBGO, CHART EXTRA this week.

***DAVE CATNEY "Jade Visions" (Justice) 26/9**
Rotations: Heavy 1/0, Medium 4/1, Light 21/8, Total Adds 9, WNOP, KXJZ, DSS, WOTB, KSLU, WUSF, WSIE, WVPE, KSBR, Heavy: CJ, BREAKER this week.

***PAQUITO D'RIVERA "Havana Cafe" (Chesky) 24/5**
Rotations: Heavy 1/0, Medium 9/1, Light 14/4, Total Adds 5, KSDS, KLCC, CJ, WKRY, WSIE, Heavy: WBGO, BREAKER this week.

****JOHN PIZZARELLI "All Of Me" (Novus/RCA) 24/3**
Rotations: Heavy 0/0, Medium 6/0, Light 18/3, Total Adds 3, KSLU, WSIE, KSBR, CHART EXTRA this week.

****AL DI MEOLA PROJECT "Kiss My Axe" (Tomato/Mesa) 23/1**
Rotations: Heavy 3/0, Medium 9/0, Light 11/1, Total Adds 1, WEBR, Heavy: WMOT, WOTB, KSBR, CHART EXTRA this week

RUTH BRDWN "Fine And Mellow" (Fantasy) 19/4
Rotations: Heavy 4/0, Medium 7/0, Light 8/4, Total Adds 4, CJ, JCITY, WFSS, WUSF, Heavy: WBGO, WRTI, KPLU, WMOT

JOHN BEASLEY "Cauldron" (Windham Hill/Jazz) 18/9
Rotations: Heavy 1/0, Medium 4/0, Light 13/9, Total Adds 9, WRTI, KMHD, KSDS, WAER, WMOT, KUOP, DSS, JCITY, KSLU, Heavy: KXJZ

TOM HARREL "Passages" (Chesky) 18/7
Rotations: Heavy 2/1, Medium 2/0, Light 14/6, Total Adds 7, KSDS, WSHA, KLCC, KUOP, WTEB, WUSF, WVPE, Heavy: WBGO

DAVE VALENTIN "Musical Portraits" (GRP) 18/3
Rotations: Heavy 0/0, Medium 4/0, Light 14/3, Total Adds 3, WAER, WMOT, DSS

RENEE MANNING "Uhm...Uhm...Uhm...Uhm..." (Ken) 18/0
Rotations: Heavy 2/0, Medium 10/0, Light 6/0, Total Adds 0, Heavy: WDET, KMHD

MICHAEL PEDICIN JR. "You Don't Know What Love Is" (FEA) 16/8
Rotations: Heavy 1/0, Medium 1/0, Light 14/8, Total Adds 8, WDET, KXJZ, KSDS, KPLU, WEBR, WOTB, WFSS, WUSF, Heavy: WRTI

GARY BARTZ "There Goes The Neighborhood" (Candid) 16/1
Rotations: Heavy 4/0, Medium 7/0, Light 5/1, Total Adds 1, KPLU, Heavy: WCPN, KXJZ, KUOP, WTEB

GRADY TATE "TNT" (Milestone/Fantasy) 16/1
Rotations: Heavy 5/0, Medium 8/0, Light 3/1, Total Adds 1, KJAZ, Heavy: WBGO, KXJZ, WMOT, WSHA, WTEB

* Uncharted Breakers denoted by one asterisk. ** Chart Extra denoted by two asterisks.

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Nobody Can Do Better What We Do Best

<p>P1</p> <p>WCDJ/Boston Lawrence Smith SPHERE & VOUDOUR MAX GROOVE WILLIAM AURA AL DI MEOLA KIM PENNELL Hostess: RICHARD ELLIOTT TIMOTHY A. RIMMO BOBBY CALDWELL JULIA FORNHAM KERRY LOGGINS</p> <p>WOCN/New York Maldonado/DeVita DAVID HEWITT AFRA JIMBO OSCAR CASTRO-NEVES WILLIAM AURA DAVID BOWEN HARRY CONNICK, JR. NEW YORK ROCK & SO GERALD ALBRIGHT DINA</p> <p>WHLR/Liberty Hennessey/Rochie Hostess: SAN RINEY GERALD ALBRIGHT REBECCY CHAVEN RICHARD BRITTON CONNELL DUFFRE</p>	<p>WCLZ/Portland, ME Chad Gilley TIGER DRAGON KILAUHA DEEPLY VALENTIN KIM PENNELL Hostess: ADRIAN LUGO NEW YORK VOICES WILLIAM AURA Hostess: FOURPLAY HEATHER MULLEN SHAKATVA</p> <p>WGMJ/Rochester Eric Guiner KILAUHA GARY LAMB DOLPHINS VANESSA RUBIN Hostess: DEEPLY VALENTIN SLIMIE ELIAS PETER GORDON SAN RINEY SHAKATVA</p> <p>WVAY/West Dover Jim Smith Hostess: BOB BERG CUTLIE'S STUDIOS EVERYTHING BUT THE NEW YORK ROCK & SO SAM RINEY JULIA FORNHAM DINA</p>	<p>P1</p> <p>WNUJ/Chicago Mike Fischer DICK BOYELL LIGHTSTREAM WILLIAM AURA Hostess: FOURPLAY SAM RINEY DINA BOBBY CALDWELL RICHARD ELLIOTT</p> <p>WNNW/Cleveland Bernie Kimball WILLIAM AURA HIMALAYA SOPHY WOLTON Hostess: BOBBY CALDWELL JULIA FORNHAM DINA SHAKATVA</p> <p>KTCJ/Minneapolis Stone/Thomson MARY BLACK UNCLE FREDDIE WILLIAM AURA OSCAR CASTRO-NEVES DAVID BOWEN RICHARD ELLIOTT CHRISTOPHER FRANK JOHN BEASLEY BOB BERG WILLIAM AURA PHIL SPICERSON DOLPHINS SAM RINEY SHAKATVA NEW YORK ROCK & SO FOURPLAY MARY BLACK</p>	<p>P1</p> <p>WMAZ/Ann Arbor Jane Wang HAPPY RIDERS VANADA ARTISTS NEELSON FANGELL Hostess: JULIA FORNHAM DINA AL DI MEOLA RICHARD BRITTON HILARY STAGG Hostess: BOBBY CALDWELL RICHARD ELLIOTT EVERYTHING BUT THE TWO ROOMS</p> <p>WGNM/Madison Pat O'Neill KENNY LOGGINS Hostess: RICHARD ELLIOTT GERALD ALBRIGHT GEORGE WILSON SAM RINEY DINA</p> <p>KTNQ/Oklahoma City Dave Martinez Hostess: KILAUHA KIM PENNELL AFRA JIMBO RON COOLEY NEAL DANES DAVE VALENTIN BOBBY CALDWELL TIMOTHY A. RIMMO JULIA FORNHAM WILLIAM AURA Hostess: HARRY CONNICK, JR. NEW YORK ROCK & SO DINA MARY BLACK</p>	<p>P3</p> <p>KBIA/Columbia Darren Heirwege FILADEL HEATHER MULLEN MIKE STEEN WILLIAM AURA NEELSON FANGELL Hostess: JULIA FORNHAM DINA AL DI MEOLA RICHARD BRITTON HILARY STAGG Hostess: KILAUHA RUSH Hostess: SIMPLY RED NEW YORK ROCK & SO JULIA FORNHAM EVERYTHING BUT THE TWO ROOMS</p> <p>KTCZ/Minneapolis Lawson/Pedrickson Hostess: TIMOTHY A. RIMMO DEBORAH WILSON SAM RINEY DINA STEVE FORBETT NO POSTER TIMOTHY A. RIMMO WILLIAM AURA Hostess: HARRY CONNICK, JR. NEW YORK ROCK & SO DINA MARY BLACK</p>	<p>P1</p> <p>KJZZ/Phoenix Bill Shedd DAVE VALENTIN DIRTY DOZEN BRASS KIM PENNELL HEATHER MULLEN Hostess: NEW YORK CHUCK ALLEN JIMMY MCGRIFF SAM RINEY RON KEMPE</p> <p>KXCD/Monterey Shore/DH ANTHONY JIMBO MAX GROOVE GERALD ALBRIGHT GERALD ALBRIGHT AL DI MEOLA BOBBY CALDWELL DINA SAM RINEY</p>	<p>P3</p> <p>KBCD/Denver/Colorado Clifton/Ray STEVE FORBETT Hostess: OSCAR CASTRO-NEVES DAVID BOWEN VANESSA RUBIN JAMES TAYLOR Hostess: ADRIAN LUGO SEANALE MICHAEL GILLESPIAN GERALD ALBRIGHT Hostess: KILAUHA NEELSON FANGELL JULIA FORNHAM BOBBY CALDWELL SHAKATVA</p> <p>KJFM/San Diego O'Connor/Schondel Hostess: OSCAR CASTRO-NEVES TIGER DRAGON JOHN LINDO AMANDA MC BRIDE ALDI WOODSON KIM PENNELL Hostess: DAVE VALENTIN DAVE & LEBRAND Hostess: DINA FOURPLAY BOBBY CALDWELL RICHARD ELLIOTT KENNY LOGGINS Hostess: KJFS/San Francisco Dora Steinberg MARY BLACK DINA EVERYTHING BUT THE TWO ROOMS WILLIAM AURA OSCAR CASTRO-NEVES AL DI MEOLA NO POSTER Hostess: DAVE VALENTIN BRUCE WOODS MARGARET WOOD SIMPLY RED Hostess: KJRW/San Jose Francis/Wolter TIMOTHY A. RIMMO KIM PENNELL Hostess: KENNY LOGGINS DINA DAVID BOWEN KEITH HART STEVE GILLETTE ROBERT & LINDA Hostess: KJVO/Stockton Bill Binofenberger Hostess: JULIA FORNHAM FOURPLAY DAVID BOWEN KEITH HART Hostess: KJLD/Union Blake Williams MICHAEL GILLESPIAN CONNELL DUFFRE STEVE GILLETTE Hostess: DINA TIMOTHY A. RIMMO RICHARD ELLIOTT SAM RINEY ALDI WOODSON</p>
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CONTEMPORARY JAZZ

<p>P1</p> <p>WDOJ/Haverhill Thurston Briscoe CHRISTELL & ZOOPE MARIO KINGS JEFF FIELDS Hostess: OSCAR CASTRO-NEVES Hostess: ROTH BARN KENNY BURNELL PAQUITO D'RIEYRA AMERICAN JAZZ ORCH CHARLES FAMBROUGH</p> <p>WRTU/Philadelphia Karl Kasler TONY HOLLIS JOHN BEASLEY VALERIE TOMKOHAN Hostess: CHARLES FAMBROUGH STEVE KHAN HOUSTON PERSON ROTH BARN</p> <p>WZZP/Pittsburgh Greenlee/Gowey DOLPHINS BRIAN BROBERG MAX GROOVE KIM PENNELL DIRTY DOZEN BRASS Hostess: BEAMPORE MARSAIS ABBY LINCOLN STANLEY JORDAN GERALD ALBRIGHT KERRY LOGGINS</p> <p>WJZZ/Washington, D.C. B.J. Johnson RICHARD ELLIOTT DAVID BOWEN FOURPLAY KIM PENNELL LUTTIG, SPINAQUE, S DOUGIE DUFFY GEORGE GRANTY TERESA HEND NATHAN PAGE Hostess: GENE HARRIS DAVE & LEBRAND STEVE KHAN GERALD ALBRIGHT RICK HARTITZA</p>	<p>P2</p> <p>WAER/Recuse Joan McKinley SAN RINEY DAVE VALENTIN KIM PENNELL JEFF JARVIS Hostess: CHARLES FAMBROUGH CONNELL DUFFRE LUTTIG, SPINAQUE, S RON KEMPE PETER GORDON</p> <p>WOTI/Wesport Steve Blachitt MAX ROACH RAUL DI BLASIO NEELSON FANGELL DOLPHINS Hostess: JEFF JARVIS OSCAR CASTRO-NEVES GARY LAMB MICHAEL PEDICIN DAVE CATNEY DAVID HEWITT DOLPHINS Hostess: TODD THOMPSON KERRY LOGGINS CHARLES FAMBROUGH</p> <p>JAZZ FROM THE CITY Ken Webb JOHN BEASLEY RUTH BARN ALDI WOODSON JULIA FORNHAM JULIA FORNHAM Hostess: JIMMY MCGRIFF GERALD ALBRIGHT ABBY LINCOLN CHARLES FAMBROUGH DOLPHINS</p>	<p>P2</p> <p>WTEG/Greenville Tom Matison DICK BOYELL OSCAR CASTRO-NEVES DAVE CATNEY KILAUHA DOLPHINS Hostess: CHARLES FAMBROUGH DAVE & LEBRAND SEBASTIAN MITCHELL KENNY BURNELL BOB BERG</p> <p>WNOT/Nashville Greg Lee "HAWAIIAN JAZZ QUI" TIGER DRAGON JOHN BEASLEY DAVE VALENTIN DOLPHINS Hostess: CHARLES FAMBROUGH GENE HARRIS KENNY BURNELL GERALD ALBRIGHT SAM RINEY</p> <p>WSPA/Raleigh Rashed Muhammad CHORRA RAY BRYANT TONY HOLLIS NEAL DANES Hostess: RICHARD ELLIOTT GERALD ALBRIGHT DINA</p> <p>WUSF/Tampa Bob Seymour DIRTY DOZEN BRASS MIKE STEEN TONY HOLLIS DAVE CATNEY MICHAEL PEDICIN Hostess: KENNY BURNELL ALAN BRADSHAW JOHN BEASLEY KENNY BURNELL ABBY LINCOLN CHARLES FAMBROUGH DOLPHINS GERALD ALBRIGHT</p>	<p>P1</p> <p>WNOPI/Cincinnati Vai Coenen DIRTY DOZEN BRASS DAVE CATNEY HARRY CONNICK, JR. ABBY LINCOLN CONNELL DUFFRE NEW YORK VOICES TIMOTHY A. RIMMO Hostess: JOHN BEASLEY WCPN/Cleveland Harvey Zay Hostess: JIMMY MCGRIFF HOUSTON PERSON CHARLES FAMBROUGH</p> <p>WKRK/Key West Simon Hendrix STEVE KHAN HOUSTON PERSON PAQUITO D'RIEYRA TODD THOMPSON KEC HARTITZA Hostess: DAVE & LEBRAND DOLPHINS KENNY BURNELL WOOB & HENRIEL ABBY LINCOLN</p>	<p>P3</p> <p>WDET/Detroit Ann Datali NEELSON FANGELL KIM PENNELL DOLPHINS Hostess: DIRTY DOZEN BRASS MAX ROACH HARRY CONNICK, JR. ABBY LINCOLN CONNELL DUFFRE NEW YORK VOICES TIMOTHY A. RIMMO Hostess: VANESSA RUBIN HIMALAYA NEELSON FANGELL DINA CONNELL DUFFRE KIM PENNELL KIM PENNELL Hostess: DAVE & LEBRAND NANCY WILSON JIMMY MCGRIFF BOBBY CALDWELL SAM RINEY</p> <p>WJZZ/San Francisco Bob Parolcha GRADY TATE JOHN BEASLEY Hostess: NAT HANCOCK ELVIN JONES JOHN LINDO Hostess: KENNY BURNELL HOUSTON PERSON MALTBY MORRIS OLAN</p> <p>KJZZ/Sacramento Gary Vercelli DAVE CATNEY HAWAIIAN JAZZ QUI MICHAEL PEDICIN ELVIN JONES Hostess: KENNY BURNELL OSCAR CASTRO-NEVES Hostess: GENE HARRIS STEVE KHAN ALAN BRADSHAW JOHN BEASLEY KIM PENNELL Hostess: GENE HARRIS ABBY LINCOLN CHARLES FAMBROUGH HEATHER MULLEN GERALD ALBRIGHT</p> <p>KJLV/Scottsdale Jim Caplan GARY BARTI KENNY BURNELL MICHAEL PEDICIN DAVE CATNEY Hostess: DOLPHINS CONNELL DUFFRE OSCAR CASTRO-NEVES Hostess: JOHN BEASLEY BRIAN BROBERG WILLIAM AURA DAVE CATNEY Hostess: DOLPHINS CONNELL DUFFRE OSCAR CASTRO-NEVES Hostess: MICHAEL PEDICIN FRIDIE COLE HAROLD KOBY LIN HALLTOW Hostess: GERALD ALBRIGHT CHARLES FAMBROUGH KENNY BURNELL JOHN HICKS</p> <p>KLCC/Eugene Michael Canning NEW YORK ROCK VANESSA RUBIN OSCAR CASTRO-NEVES TONY HOLLIS PAQUITO D'RIEYRA FALC SIMON Hostess: SLIMIE ELIAS CONNELL DUFFRE CHARLES FAMBROUGH MARGARET WOODS GERALD ALBRIGHT</p>	<p>P3</p> <p>KWWS/St. Louis Kathy Walker Hostess: KILA FITZGERALD DAVE & LEBRAND ABBY LINCOLN TODD THOMPSON TIMOTHY A. RIMMO</p> <p>KUPD/Stockton Rames Beam TONY HOLLIS OSCAR CASTRO-NEVES RAE BRYANT GARY LAMB Hostess: KENNY BURNELL CHARLES FAMBROUGH ABBY LINCOLN GERALD ALBRIGHT MAX ROACH</p> <p>KSRB/Mission Viejo Terry Wade BRIAN BROBERG WILLIAM AURA DAVE CATNEY Hostess: DOLPHINS CONNELL DUFFRE OSCAR CASTRO-NEVES Hostess: MICHAEL PEDICIN FRIDIE COLE RICHARD ELLIOTT SEAN PAROCCI</p>
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To my friends at NAC radio,
Thank so much for your ears over the years!
Love, Michele

MICHELE CLARK PROMOTION
(609) 589-4229

33 Current Reporters
30 Current Playlists
Called In Frozen Playlist (1):
WFPL/Louisville
Did Not Report, Playlist Frozen (2):
KWUU/St. Louis
WCPN/Cleveland
WJZZ/Detroit is no longer a Contemporary Jazz reporting station.

FULL-SERVICE AC

MOST ADDED

AMY GRANT (3)
ROD STEWART (3)
VANESSA WILLIAMS (3)
PAUL YOUNG (3)
MICHAEL BOLTON (2)
BETH NIELSEN CHAPMAN (2)
MICHAEL DAMIAN (2)
KENNY LOGGINS (2)
JAMES TAYLOR (2)

HOTTEST

DION & BRYSON (13)
MARIAH CAREY (7)
MICHAEL & JOHN (7)
WILSON PHILLIPS (6)
BETH NIELSEN CHAPMAN (4)
DAN HILL (4)
BONNIE RAITT (4)

EAST

P2

WBEN/Buffalo
Kevin Keenan

none
Hottest:
GARTH BROOKS
LISA STANSFIELD
WILSON PHILLIPS
PAUL YOUNG
BEVERLEY CRAVEN

P3

WFMD/Frederick
Fieseler/Young

AMY GRANT
Hottest:
DION & BRYSON
GEORGE MICHAEL
MARIAH CAREY
ROD STEWART
PAULA ABDUL

WELI/New Haven
Gross/McCormick

ROD STEWART
AMY GRANT
Hottest:
EDDIE MONEY
BARBRA STREISAND
BETH NIELSEN CHAP
ERIC CLAPTON
MICHAEL BOLTON

SOUTH

P2

WHAS/Louisville
Doug McElvein

none
Hottest:
COLOR ME BADD
DION & BRYSON
BONNIE RAITT
PRINCE
MARIAH CAREY

WDBO/Orlando
Dan Shaffer

DION & BRYSON
AARON NEVILLE
Hottest:
DION & BRYSON
MARIAH CAREY
AARON NEVILLE
AMY GRANT
ROBERTA FLACK

P3

WKYX/Paducah
Frank Carvell

MICHAEL BOLTON
BETH NIELSEN CHAP
BETTE MIDLER
Hottest:
DION & BRYSON
GEORGE MICHAEL
AARON NEVILLE
RICHARD MARX
WILSON PHILLIPS

WSTU/Stuart
Ron Donovan

JAMES TAYLOR
NEIL DIAMOND
MICHAEL BOLTON
VANESSA WILLIAMS
AMY GRANT
Hottest:
MARIAH CAREY
GEORGE MICHAEL
DION & BRYSON
GENESIS
WILSON PHILLIPS

ASSOCIATE REPORTERS

MOST ADDED

RICHARD MARX (16)
DESMOND CHILD (8)
ATLANTIC STARR (5)
KENNY LOGGINS (5)
CURTIS STIGERS (5)
TINA TURNER (4)
PEABO BRYSON (3)
BOBBY CALDWELL (3)
MR. BIG (3)
SMOKEY ROBINSON (3)
RYTHM SYNDICATE (3)
CURTIS SALGADO (3)

HOTTEST

MICHAEL & JOHN (18)
DION & BRYSON (11)
AARON NEVILLE (11)
DAN HILL (9)
LISA STANSFIELD (8)
PAUL YOUNG (8)
MARIAH CAREY (5)
WILSON PHILLIPS (5)
MICHAEL BOLTON (4)
SIMPLY RED (4)

EAST

WGMT/Burke
Mountain, VT
Steve Chizmas

MR. BIG
TEVIN CAMPBELL
DESMOND CHILD
MIDGE URE
Hottest:
GEORGE MICHAEL
EDDIE MONEY
DOVES
SIMPLY RED
PAUL YOUNG

WEIM/Fitchburg, MA
Jack Raymond

RICHARD MARX
PRINCE
KENNY LOGGINS
MICHAEL JACKSON
DESMOND CHILD
Hottest:
GENESIS
DION & BRYSON
GEORGE MICHAEL
DAN HILL
NEIL DIAMOND

WECQ/Geneva, NY
Dennis Federico

CHRIS CUEVAS
Hottest:
BONNIE RAITT
MARIAH CAREY
GEORGE MICHAEL
PAUL YOUNG
MICHAEL BOLTON

WHAI/Greenfield, MA
Deane/Archer

RICHARD MARX
VAN MORRISON
DESMOND CHILD
CURTIS STIGERS
Hottest:
AARON NEVILLE
ERIC CLAPTON
SIMPLY RED
LISA STANSFIELD
GEORGE MICHAEL

WAFI/Milford, DE
Mike Polo

BOUNCE THE OCEAN
KENNY LOGGINS
RICHARD MARX
KARYN WHITE
VANESSA WILLIAMS
Hottest:
GEORGE MICHAEL
DAN HILL
AARON NEVILLE
SIMPLY RED
BETH NIELSEN CHAP

WSUL/Monticello, NY
Mulharin/Wilson

RICHARD MARX
ROD STEWART
ATLANTIC STARR
ONE 2 ONE
Hottest:
DION & BRYSON
GEORGE MICHAEL
DAN HILL
LISA STANSFIELD
MARIAH CAREY

WSKI/Montpelier, VT
Jim Severance

RICHARD MARX
TINA TURNER
SHANICE
CURTIS SALGADO
Hottest:
BONNIE RAITT
GEORGE MICHAEL
DION & BRYSON
MARIAH CAREY
WILSON PHILLIPS

WTSX/Port Jervis, NY
Elliot/Fox

PEABO BRYSON
RYTHM SYNDICATE
RICHARD MARX
PHYLLIS HYMAN
TEVIN CAMPBELL
Hottest:
GEORGE MICHAEL
DION & BRYSON
DAN HILL
LISA STANSFIELD
PAUL YOUNG

WTTR/Westminster, MD
Brian Beddow

ATLANTIC STARR
LEVEL 42
JAMES TAYLOR
JAMES HOLLIS
Hottest:
DAN HILL
DOVES
NEIL DIAMOND
LISA STANSFIELD
AARON NEVILLE

MIDWEST

P1

WLW/Cincinnati
Phillips/Wills

GEORGE MICHAEL
COLLIN RAYE
Hottest:
none

WTVN/Columbus
John Lane

PAUL YOUNG
BETH NIELSEN CHAP
Hottest:
ROD STEWART
GEORGE MICHAEL
RICHARD MARX
DION & BRYSON
AMY GRANT

P2

WOOD/Grand Rapids
Atkinson/Westaby

LINDA RONSTADT
BONNIE RAITT
Hottest:
BETTE MIDLER
DION & BRYSON
WILSON PHILLIPS
DAN HILL

WIBA/Madison
Reed/Kay

PAUL YOUNG
VANESSA WILLIAMS
SIMPLY RED
RICHARD ELLIOT
MICHAEL DAMIAN
Hottest:
DION & BRYSON
DAN HILL
LISA STANSFIELD
BETH NIELSEN CHAP
NEIL DIAMOND

KFSB/Joplin
Robin Wells

MICHAEL JACKSON
CURTIS STIGERS
JAMES TAYLOR
KENNY LOGGINS
BARBRA STREISAND
Hottest:
BETTE MIDLER
GEORGE MICHAEL
NEIL DIAMOND
SIMPLY RED
PAUL YOUNG

KFOR/Lincoln
Cathy Blythe

KENNY LOGGINS
MICHAEL DAMIAN
Hottest:
DION & BRYSON
BONNIE RAITT
BETTE MIDLER
WILSON PHILLIPS
BETH NIELSEN CHAP

KELO/Sioux Falls
Scott Jeffries

EDDIE MONEY
Hottest:
MARIAH CAREY
GEORGE MICHAEL
BONNIE RAITT
ROD STEWART
AMY GRANT

WEST

P1

KFMB-AM/San Diego
Larson/Robertson

ROD STEWART
Hottest:
GEORGE MICHAEL
DION & BRYSON
SIMPLY RED
AARON NEVILLE
MARIAH CAREY

P2

KBOI/Boise
Drew Harold

ROD STEWART
VANESSA WILLIAMS
Hottest:
DION & BRYSON
MARIAH CAREY
RICHARD MARX
MICHAEL BOLTON
BONNIE RAITT

KSSK-AM/Honolulu
Dave Lancaster

PAUL YOUNG
Hottest:
DION & BRYSON
ROBERTA FLACK
DAN HILL
KENNY LOGGINS
KRUSH

18 Current Reporters
17 Current Playlists

Did Not Report, Playlist Frozen (1):
WBEN/Buffalo

Did Not Report For Two
Consecutive Weeks, Not Used
In This Week's Data (3):
KDKA/Pittsburgh
KEX/Portland
WGY/Albany

SOUTH

WYKZ/Beaufort, SC
Mark Robertson

PEABO BRYSON
SMOKEY ROBINSON
Hottest:
MARIAH CAREY
DION & BRYSON
GEORGE MICHAEL
RICHARD MARX
WILSON PHILLIPS

WVIO/Blowing Rock, NC
Ted Bell

RICHARD MARX
KENNY LOGGINS
CURTIS STIGERS
ATLANTIC STARR
CURTIS SALGADO
Hottest:
GEORGE MICHAEL
DION & BRYSON
AARON NEVILLE
PAUL YOUNG
DAN HILL

WGSV/Guntersville, AL
Jackson/Mason

CURTIS SALGADO
JAMES TAYLOR
MR. BIG
DESMOND CHILD
RICHARD MARX
Hottest:
GEORGE MICHAEL
DION & BRYSON
AARON NEVILLE
LISA STANSFIELD
BETH NIELSEN CHAP

WKCX/Rome, GA
Randy Quick

DESMOND CHILD
SMOKEY ROBINSON
CURTIS STIGERS
RICHARD MARX
MR. BIG
Hottest:
BETH NIELSEN CHAP
PAUL YOUNG
MICHAEL BOLTON
DAN HILL
VANESSA WILLIAMS

MIDWEST

WABJ/Adrian, MI
Bruce Goldsen

KENNY LOGGINS
PEABO BRYSON
RICHARD MARX
DESMOND CHILD
CURTIS STIGERS
Hottest:
GEORGE MICHAEL
AARON NEVILLE
DAN HILL
SIMPLY RED
EDDIE MONEY

WCMJ/Cambridge, OH
J.P. Feidner

RICHARD MARX
PATTI AUSTIN
TINA TURNER
ONE 2 ONE
RYTHM SYNDICATE
Hottest:
AARON NEVILLE
DION & BRYSON
LISA STANSFIELD
DAN HILL
GEORGE MICHAEL

WFRO/Fremont, OH
Larry Ziebold

GLADYS KNIGHT
EVERYTHING BUT TH
MARC COHN
RICHARD MARX
RYTHM SYNDICATE
Hottest:
DION & BRYSON
GEORGE MICHAEL
AARON NEVILLE
DAN HILL
LISA STANSFIELD

KSCB/Liberal, KS
Mark David

KENNY LOGGINS
RICHARD MARX
DESMOND CHILD
SMOKEY ROBINSON
ATLANTIC STARR
Hottest:
GEORGE MICHAEL
DION & BRYSON
AARON NEVILLE
WILSON PHILLIPS
LISA STANSFIELD

WEST

KATW/Lewiston, ID
Rik Mikals

BOBBY CALDWELL
CURTIS STIGERS
TINA TURNER
JOHN MELLENCAMP
ROBBIE ROBERTSON
Hottest:
LITTLE FEAT
AMY GRANT
JAMES TAYLOR
PAUL YOUNG
HUEY LEWIS & THE

KBLO/Logan, UT
Jackson/White

DESMOND CHILD
ATLANTIC STARR
PRINCE
RICHARD MARX
BOBBY CALDWELL
Hottest:
MARIAH CAREY
DION & BRYSON
PAUL YOUNG
GEORGE MICHAEL
MICHAEL BOLTON

KTID/San Rafael, CA
Bob Gowa

BOBBY CALDWELL
Hottest:
WILSON PHILLIPS
GEORGE MICHAEL
AARON NEVILLE
PAUL YOUNG
MICHAEL BOLTON

KSSY/Wenatchee
Busch/Roberts

RICHARD MARX
WARREN ZEVON
Hottest:
CURTIS SALGADO
ERIC CLAPTON
KENNY LOGGINS
STEPHEN STILLS

KSCQ/Silver City, NM
John Alsip

RICHARD MARX
VAN MORRISON
MIDGE URE
MICHAEL BOLTON
TINA TURNER
Hottest:
WILSON PHILLIPS
ROXETTE
GEORGE MICHAEL
AARON NEVILLE
DOVES

22 Current Reporters
22 Current Playlists

bounce the ocean

"...this new Seattle-based duo has produced one of the strongest albums we have ever tested..."

—Eric Norberg, *The Adult Contemporary Music Research Letter*

Presenting
the first single "Wasting
My Time"

Produced by Steve Berlin
Co-Produced by Bounce The Ocean
Additional production by Michael Omartian
Remixed by Mick Guzauski
Executive Producer: Glen Ballard



From the self-titled debut album **Bounce The Ocean**

CURRENT-BASED

EAST

P1

WBMX/Boston
Greg Strassel

TEVIN CAMPBELL
MICHAEL JACKSON
VANESSA WILLIAMS
Hottest:
TONY TERRY
GEORGE MICHAEL
DION & BRYSON
PAUL YOUNG
MICHAEL BOLTON

WALK/Long Island

Free/Lombardo

ATLANTIC STARR
AARON NEVILLE
Hottest:
DION & BRYSON
GEORGE MICHAEL
MICHAEL BOLTON
BONNIE RAITT

WNSR/New York

Bob Dunphy

AMY GRANT
MR. BIG
EDDIE MONEY
JAMES TAYLOR
Hottest:
GEORGE MICHAEL
DION & BRYSON
BONNIE RAITT
GENESIS
PAUL YOUNG

WYXR/Philadelphia

Cook/Gress

VANESSA WILLIAMS
BRYAN ADAMS
Hottest:
MARIAH CAREY
RICHARD MARX
GEORGE MICHAEL
LISA STANSFELD
GENESIS

WLTT/Washington

Chuck Morgan

ROD STEWART
ATLANTIC STARR
Hottest:
MARIAH CAREY
AMY GRANT
PAUL YOUNG
MICHAEL BOLTON
GEORGE MICHAEL

WRQX/Washington

Palagi/Silver

VANESSA WILLIAMS
MICHAEL BOLTON
GENESIS
RICHARD MARX
Hottest:
MARIAH CAREY
EXTREME
GEORGE MICHAEL
GENESIS
BONNIE RAITT

P2

WKLJ/Albany
Knott/Holmberg

VANESSA WILLIAMS
RICHARD MARX
Hottest:
MARIAH CAREY
DION & BRYSON
RICHARD MARX
BONNIE RAITT
AARON NEVILLE

RICHARD MARX
DESMOND CHILD
Hottest:
BONNIE RAITT
DION & BRYSON
MARIAH CAREY
GEORGE MICHAEL

WARM/York, PA

Kelly West

none
Hottest:
CURTIS STIGERS
BONNIE RAITT
MARIAH CAREY
DION & BRYSON

WEST

P1

KMJJ/Denver
Buchanan/Ward

MICHAEL BOLTON
Hottest:
DION & BRYSON
MARIAH CAREY
GEORGE MICHAEL
ROD STEWART

KBIG/Los Angeles

Edwards/Verdery

none
Hottest:
GEORGE MICHAEL
AARON NEVILLE
DAN HILL
PAUL YOUNG
MICHAEL BOLTON

KOST/Los Angeles

Kaye/Amidon

ATLANTIC STARR
Hottest:
DION & BRYSON
RICHARD MARX
MARIAH CAREY
TEMPTATIONS
DAN HILL

WLEVI/Allentown

Jeff Silvers

ROD STEWART
SIMPLY RED
VANESSA WILLIAMS
NEIL DIAMOND
RICHARD MARX
Hottest:
GEORGE MICHAEL
DION & BRYSON
KENNY LOGGINS
DAN HILL
LISA STANSFELD
AARON NEVILLE

WVAF/Charleston, WV

Johnson/Kasey

NEIL DIAMOND
ROD STEWART
VANESSA WILLIAMS
Hottest:
PAUL YOUNG
MARIAH CAREY
WILSON PHILLIPS
GEORGE MICHAEL

WGLL/Hagerstown, MD

Burns/Conlon

VANESSA WILLIAMS
CURTIS STIGERS
MARC COHN
Hottest:
GEORGE MICHAEL
AARON NEVILLE
DAN HILL
BETH NIELSEN CHAP
BETTE MIDLER

WKYE/Johnstown, PA

Jack Michaels

RICHARD MARX
KENNY LOGGINS
MICHAEL JACKSON
ATLANTIC STARR
MICHAEL DAMIAN
Hottest:
GEORGE MICHAEL
DION & BRYSON
DAN HILL
EDDIE MONEY
AARON NEVILLE

WOBM/Monmouth-Ocean

Matt Devoti

MR. BIG
Hottest:
GEORGE MICHAEL
AARON NEVILLE
MARIAH CAREY
BETH NIELSEN CHAP
DION & BRYSON

WQHQ/Salisbury, MD

Thom Walsh

MICHAEL BOLTON
TEVIN CAMPBELL
Hottest:
DION & BRYSON
DAN HILL
GEORGE MICHAEL
LISA STANSFELD
WILSON PHILLIPS

WHYN-FM/Springfield, MA

Bill Hess

none
Hottest:
DION & BRYSON
DAN HILL
GEORGE MICHAEL
AARON NEVILLE
WILSON PHILLIPS

WMGS/Wilkes Barre

Norton/Marriott

RICHARD MARX
DESMOND CHILD
Hottest:
BONNIE RAITT
DION & BRYSON
MARIAH CAREY
GEORGE MICHAEL

WARM/York, PA

Kelly West

none
Hottest:
CURTIS STIGERS
BONNIE RAITT
MARIAH CAREY
DION & BRYSON

SOUTH

P1

KVIL/Dallas
Steve Eberhart

MICHAEL BOLTON
RICHARD MARX
Hottest:
GEORGE MICHAEL
AARON NEVILLE
ERIC CLAPTON
SIMPLY RED
EDDIE MONEY
VANESSA WILLIAMS

KHMX/Houston

Zapoleon/Pearson

SIMPLY RED
WILLIAMS BROTHERS
RICHARD MARX
CHER
Hottest:
MR. BIG
MARC COHN
MARIAH CAREY
RTZ

2WD/Norfolk

Bill Curtis

ROD STEWART
VANESSA WILLIAMS
Hottest:
GEORGE MICHAEL
DAN HILL
LISA STANSFELD
PAUL YOUNG
AARON NEVILLE

KMMX/San Antonio

Mac McClennahan

EVERYTHING BUT TH
PATTI AUSTIN
EXCHANGE
WARREN ZEVON
Hottest:
BETH NIELSEN CHAP
ROD STEWART
KENNY LOGGINS
ERIC CLAPTON
KATHY MATTEA

WMTX/Tampa

Dixon/Rico

SIMPLY RED
ATLANTIC STARR
DAN HILL
VANESSA WILLIAMS
Hottest:
GEORGE MICHAEL
EDDIE MONEY
PAUL YOUNG
MR. BIG
AMY GRANT

WUSA/Tampa

Johnny Williams

AMY GRANT
Hottest:
GEORGE MICHAEL
MARIAH CAREY
ROD STEWART
PAUL YOUNG
AARON NEVILLE

P2

WZNY/Augusta, GA
John Patrick

FRANKLIN & McDONA
ATLANTIC STARR
Hottest:
MARIAH CAREY
GEORGE MICHAEL
DION & BRYSON
WILSON PHILLIPS
AARON NEVILLE

WJDK/Jackson, MS

Dave Perkins

FRANKLIN & McDONA
DESMOND CHILD
AMY GRANT
Hottest:
GEORGE MICHAEL
MARIAH CAREY
ROD STEWART
PAUL YOUNG
AARON NEVILLE

WJDK/Jackson, MS

Dave Perkins

FRANKLIN & McDONA
DESMOND CHILD
AMY GRANT
Hottest:
GEORGE MICHAEL
MARIAH CAREY
ROD STEWART
PAUL YOUNG
AARON NEVILLE

KKMY/Beaumont, TX

Ferris/Brock

DESMOND CHILD
RICHARD MARX
MICHAEL JACKSON
ONE 2 ONE
Hottest:
GEORGE MICHAEL
AARON NEVILLE
ERIC CLAPTON
SIMPLY RED
EDDIE MONEY

WBT-FM/Charlotte

Donovan/Payne

JAMES TAYLOR
VANESSA WILLIAMS
Hottest:
DION & BRYSON
GEORGE MICHAEL
MARIAH CAREY
WILSON PHILLIPS
AARON NEVILLE

WPEZ/Macon

Jim Franklin

ROD STEWART
Hottest:
AARON NEVILLE
GEORGE MICHAEL
DION & BRYSON
BETH NIELSEN CHAP
PAUL YOUNG

WRVR/Memphis

Mark Hamlin

RYTHM SYNDICATE
TINA TURNER
Hottest:
MICHAEL BOLTON
BETH NIELSEN CHAP
GEORGE MICHAEL
AARON NEVILLE
PAUL YOUNG

WLCB/Columbia

Doug Spets

CURTIS STIGERS
ATLANTIC STARR
RYTHM SYNDICATE
Hottest:
GEORGE MICHAEL
AARON NEVILLE
AARON NEVILLE
BETH NIELSEN CHAP
PAUL YOUNG
MICHAEL BOLTON

WMAG/Greensboro

Johnson/Reynolds

MICHAEL BOLTON
SIMPLY RED
MICHAEL JACKSON
ATLANTIC STARR
TEVIN CAMPBELL
JON BON JOVI
Hottest:
DION & BRYSON
GEORGE MICHAEL
DION & BRYSON
RICHARD MARX
WILSON PHILLIPS
MARIAH CAREY

WDLX/Greenville, NC

Jackson/Moreland

TEVIN CAMPBELL
AMY GRANT
ERIC CLAPTON
KENNY LOGGINS
MR. BIG
Hottest:
DAN HILL
AARON NEVILLE
GEORGE MICHAEL
BETH NIELSEN CHAP
PAUL YOUNG

WARR/Huntsville, AL

Bonny O'Brien

HARRY CONNICK JR.
MICHAEL DAMIAN
CURTIS STIGERS
KENNY LOGGINS
Hottest:
BETH NIELSEN CHAP
SIMPLY RED
BEVERLY CRAVEN
LISA STANSFELD
EDDIE MONEY

WMBX/Richmond

Brian White

RICHARD MARX
ATLANTIC STARR
Hottest:
GEORGE MICHAEL
RICHARD MARX
MARIAH CAREY
AARON NEVILLE
DION & BRYSON

KVVI/Shreveport, LA

Jerry Thompson

CURTIS STIGERS
RICHARD MARX
FRANKLIN & McDONA
MICHAEL DAMIAN
Hottest:
DION & BRYSON
GEORGE MICHAEL
AARON NEVILLE
DAN HILL
MARIAH CAREY

P2

KKOB-FM/Albuquerque
Forsythe/Allen

KENNY LOGGINS
VANESSA WILLIAMS
Hottest:
DAN HILL
PAUL YOUNG
GEORGE MICHAEL
KARYN WHITE
MARIAH CAREY

KSSK-FM/Honolulu

Michael Shishido

MICHAEL BOLTON
PAUL YOUNG
Hottest:
GEORGE MICHAEL
ROBERTA FLACK
AMY GRANT
DION & BRYSON
MARIAH CAREY

WIVY/Jacksonville

Matthews/West

KENNY LOGGINS
Hottest:
MICHAEL BOLTON
KENNY LOGGINS
DION & BRYSON
GEORGE MICHAEL
BONNIE RAITT

WTFM/Johnson City

Mark McKinney

ROD STEWART
VANESSA WILLIAMS
AMY GRANT
Hottest:
GEORGE MICHAEL
MARIAH CAREY
DION & BRYSON
DAN HILL
WILSON PHILLIPS

WPEZ/Macon

Jim Franklin

ROD STEWART
Hottest:
AARON NEVILLE
GEORGE MICHAEL
DION & BRYSON
BETH NIELSEN CHAP
PAUL YOUNG

WRVR/Memphis

Mark Hamlin

RYTHM SYNDICATE
TINA TURNER
Hottest:
MICHAEL BOLTON
BETH NIELSEN CHAP
GEORGE MICHAEL
AARON NEVILLE
PAUL YOUNG

KELT/McAllen

Jeff Garrison

KENNY LOGGINS
CHRIS CUEVAS
MR. BIG
PRINCE
AMY GRANT
Hottest:
MARIAH CAREY
AARON NEVILLE
GEORGE MICHAEL
DION & BRYSON

WLAC-FM/Nashville

Bryan Sargent

ROD STEWART
VANESSA WILLIAMS
Hottest:
MARIAH CAREY
DION & BRYSON
DAN HILL
GEORGE MICHAEL
BONNIE RAITT

WLSN/New Orleans

Bob Mitchell

none
Hottest:
DION & BRYSON
MARIAH CAREY
GEORGE MICHAEL
WILSON PHILLIPS
DAN HILL

KMGL/Oklahoma City

O'Brien/Kelly

KENNY LOGGINS
DAN HILL
Hottest:
DION & BRYSON
AARON NEVILLE
GEORGE MICHAEL
WILSON PHILLIPS
DAN HILL

WMBX/Richmond

Brian White

RICHARD MARX
ATLANTIC STARR
Hottest:
GEORGE MICHAEL
RICHARD MARX
MARIAH CAREY
AARON NEVILLE
DION & BRYSON

KVVI/Shreveport, LA

Jerry Thompson

CURTIS STIGERS
RICHARD MARX
FRANKLIN & McDONA
MICHAEL DAMIAN
Hottest:
DION & BRYSON
GEORGE MICHAEL
AARON NEVILLE
DAN HILL
MARIAH CAREY

WRMF/West Palm Beach

Morley/Franco

EDDIE MONEY
Hottest:
WILSON PHILLIPS
GEORGE MICHAEL
MARIAH CAREY
ROBERTA FLACK
KENNY LOGGINS

WSGY/Albany, GA

Terry Allred

FRANKLIN & McDONA
RICHARD MARX
KENNY LOGGINS
CURTIS STIGERS
DESMOND CHILD
RYTHM SYNDICATE
Hottest:
DION & BRYSON
GEORGE MICHAEL
AARON NEVILLE
DAN HILL
PAUL YOUNG

WXLS/Bloxi

Clark/Clements

MR. BIG
BOUNCE THE OCEAN
CURTIS SALGADO
KARYN WHITE
MARC COHN
RYTHM SYNDICATE
CURTIS STIGERS
Hottest:
BETTE MIDLER
BILLY JOEL
ERIC CLAPTON
GEORGE MICHAEL
MARIAH CAREY

KEZA/Fayetteville

Dennis Snow

SIMPLY RED
ROD STEWART
AMY GRANT
Hottest:
DION & BRYSON
GEORGE MICHAEL
DAN HILL
AARON NEVILLE
LISA STANSFELD

WNMB/Myrtle Beach, SC

Thompson/Adams

DESMOND CHILD
RICHARD MARX
SMOKEY ROBINSON
PATTI AUSTIN
PRINCE
ONE 2 ONE
Hottest:
DION & BRYSON
GEORGE MICHAEL
AARON NEVILLE
BETH NIELSEN CHAP
MICHAEL BOLTON

WFFX/Tuscaloosa, AL

Sender Walker

SMOKEY ROBINSON
RICHARD MARX
RYTHM SYNDICATE
DESMOND CHILD
Hottest:
DION & BRYSON
GEORGE MICHAEL
AARON NEVILLE
MARIAH CAREY
PAUL YOUNG

KTYL/Tyler, TX

Janie Baker

DESMOND CHILD
SMOKEY ROBINSON
RICHARD MARX
PRINCE
RYTHM SYNDICATE
Hottest:
RICHARD MARX
GENESIS
MARIAH CAREY
DION & BRYSON
WILSON PHILLIPS

KVIC/Victoria, TX

Tony Davis

ATLANTIC STARR
DESMOND CHILD
RYTHM SYNDICATE
CURTIS STIGERS
KENNY LOGGINS
RICHARD MARX
TINA TURNER
PRINCE
Hottest:
RICHARD MARX
MARIAH CAREY
EDDIE MONEY
DAN HILL
GEORGE MICHAEL

MIDWEST

P1

WKQX/Chicago
Gamble/Shuminas

none
Hottest:
MARIAH CAREY
GEORGE MICHAEL
CURTIS STIGERS
GENESIS
BONNIE RAITT

WARM98/Cincinnati

Michael Grayson

KENNY LOGGINS
FRANKLIN & McDONA
PATTI AUSTIN
MICHAEL DAMIAN
EVERYTHING BUT TH
Hottest:
DION & BRYSON
MARIAH CAREY
DAN HILL
AARON NEVILLE
GEORGE MICHAEL

WWNK/Cincinnati

Mathews/Maxwell

TEVIN CAMPBELL
MR. BIG
KENNY LOGGINS
RYTHM SYNDICATE
Hottest:
AMY GRANT
BONNIE RAITT
DION & BRYSON
KENNY LOGGINS
DAN HILL

WLTJ/Cleveland

Popovich/Kennedy

none
Hottest:
CURTIS STIGERS
MARIAH CAREY
BONNIE RAITT
DION & BRYSON
GEORGE MICHAEL

WKQI/Detroit

Steve Weed

AMY GRANT
Hottest:
MARIAH CAREY
DION & BRYSON
GEORGE MICHAEL
DAN HILL
AARON NEVILLE
LISA STANSFELD

WENS/Indianapolis

Eagan/Cook

PAUL YOUNG
MICHAEL BOLTON
AMY GRANT
ROD STEWART
VANESSA WILLIAMS
Hottest:
none

WCRZ/Flint

Patrick/Downey

ERIC CLAPTON
CURTIS STIGERS
Hottest:
DION & BRYSON
GEORGE MICHAEL
PAUL YOUNG
MICHAEL BOLTON
DAN HILL

KMXV/Kansas City

Tom Land

MR. BIG
VANESSA WILLIAMS
ATLANTIC STARR
Hottest:
BONNIE RAITT
GENESIS
GEORGE MICHAEL
AARON NEVILLE
EDDIE MONEY

WMIY/Milwaukee

Schaefer/Morales

none
Hottest:
DION & BRYSON
AARON NEVILLE
LINDA RONSTADT
ROD STEWART
PAUL YOUNG

KS95/Minneapolis

Davis/McKeever

MICHAEL JACKSON
ROD STEWART
VANESSA WILLIAMS
Hottest:
DION & BRYSON
MARIAH CAREY
ROD STEWART
MICHAEL BOLTON

WLTE/Minneapolis

Gary Balaban

none
Hottest:
DION & BRYSON
MARIAH CAREY
AARON NEVILLE
NEIL DIAMOND
DAN HILL

KYKY/St. Louis

Greg Hewitt

MICHAEL JACKSON
MR. BIG
Hottest:
GEORGE MICHAEL
DION & BRYSON
BRYAN ADAMS
KENNY LOGGINS
MICHAEL BOLTON

P2

KMJC/Davenport

Chuck O'Brien

RICHARD MARX
RYTHM SYNDICATE
Hottest:
DION & BRYSON
DAN HILL
GEORGE MICHAEL
AARON NEVILLE
MICHAEL BOLTON

P3

WWSN/Dayton

Shelly James

none
Hottest:
MICHAEL BOLTON
GEORGE MICHAEL
BONNIE RAITT
LISA STANSFELD
WILSON PHILLIPS

WKDQ/Evansville, IN

Kincaid/Westrich

PAUL YOUNG
MICHAEL BOLTON
AMY GRANT
ROD STEWART
VANESSA WILLIAMS
Hottest:
none

WLHT/Grand Rapids

Dirksen/Brown

NEIL DIAMOND
SIMPLY RED
EDDIE MONEY
Hottest:
DION & BRYSON
GEORGE MICHAEL
DAN HILL
LINDA RONSTADT
AARON NEVILLE

WFMK/Lansing

Ray Marshall

KENNY LOGGINS
AMY GRANT
RICHARD MARX
MICHAEL JACKSON
Hottest:
DION & BRYSON
GEORGE MICHAEL
DAN HILL
LISA STANSFELD
AARON NEVILLE

WMGN/Madison

O'Neill/Freeman

KENNY LOGGINS
VANESSA WILLIAMS
PAUL YOUNG
Hottest:
MARIAH CAREY
BETH NIELSEN CHAP
DION & BRYSON
AMY GRANT
AARON NEVILLE

KGBX/Springfield, MO

B

99 WMYX

A Better Mix Of The 60's, 70's & Today

Donnie Cohen
Director, National A/C Promotion
MCA Records
Los Angeles, CA

1/22/92

Dear Donnie:

The reaction we're getting to Roy Orbison's "I Drove All Night" is amazing, and we wanted to share some of the excitement with you. This is one outstanding record!

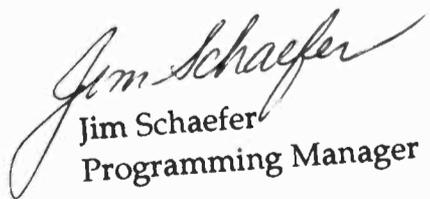
The positive phone response that we're getting on Roy surpasses anything we've seen in recent history on a record with tempo. Virtually every call is from someone smack in the middle of our target demo (Adults 25-49). Almost every call is the same... "Is that Roy Orbison? Where can I get it?"

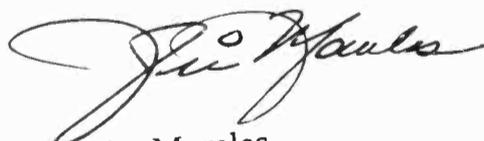
Perhaps the most incredible response is the one we're getting from **inside** the building! It takes something pretty unique to get your typical "jaded radio types" excited, and this record is doing it. Our Midday Personality is a 20-year Navy veteran, with a couple of tours of Viet Nam under his belt. He generally doesn't get too fired up about records. It was nothing short of astounding to have him come in and ask for a copy!

Our Business Manager (36 year old female) came in the other day while Roy was on and, totally unsolicited, asked; "Is that Roy Orbison? I really like that!" Subsequently, we've caught her singing along with it in her office.

There are more examples where those came from, but the bottom line is; You've got one heck of a record on your hands! Some of your stations may be a little concerned about the tempo, but anyone who's already playing "You Got It" should feel real comfortable with this record. WMYX is committed to "I Drove All Night," and we'd be glad to help you spread the word in any way we can.

Thanks again for a great record!


Jim Schaefer
Programming Manager


Jim Morales
Music Director

11800 W. Grange Avenue • Milwaukee, WI 53132 • 414-529-1250



BREAKERS

No Records Qualified For Breaker Status This Week

NEW & ACTIVE

ERIC CLAPTON "Tears In Heaven" (Reprise) 41/3

Rotations: Heavy 8/0, Medium 21/0, Light 12/3, Total Adds 3, KESZ, WDLX, WCRZ. Heavy: KMMX, WKYE, KMMY, WAHR, 3WM, WXLX, WFFX, KVIC. Medium including WGLL, WOBM, WMGS, WZNY, WBTFM, WLMX, WMAG, WLACFM, WMXB, WRMF, WFMK, KRNO, KKLD, WSGY, WNMB, KTYL, WMTFM, KZLT, WQLH. Moves 30-26 on the AC chart.

KENNY LOGGINS "The Real Thing" (Columbia) 34/16

Rotations: Heavy 1/0, Medium 13/3, Light 20/13, Total Adds 16, WARM98, WWNK, KKCW, KEZR, WKYE, WDLX, WAHR, WIVY, KELT, KMGL, WFMK, WMGN, KKOBFM, KRNO, WSGY, KVIC. Heavy: KMMX. Medium including WNSR, WMGS, WZNY, WTCB, WRVR, KVKI, WNMB, WFFX, WMTFM, KZLT. Light including KMXV, KMMY, WMXB. Debuts at number 27 on the AC chart.

ATLANTIC STARR "Masterpiece" (Reprise) 31/14

Rotations: Heavy 1/0, Medium 10/4, Light 20/10, Total Adds 14, WALK, WLTT, WMTX, KMXV, KOST, KEZR, WKYE, WZNY, WTCB, WMAG, WMXB, KRNO, KVIC, KIZZ. Heavy: KELT. Medium including KLSY, WBTFM, WAHR, KKLD, WMTFM, KZLT. Light including WMYX, B100, WRVR, KMJC, 3WM, WKTK, WNMB, KTYL, WQLR. Debuts at number 28 on the AC chart.

MICHAEL JACKSON "Remember The Time" (Epic) 28/8

Rotations: Heavy 2/0, Medium 7/1, Light 19/7, Total Adds 8, WBMX, KS95, KYKY, WKYE, KMMY, WMAG, WFMK, KISC. Heavy: B100, KVIC. Medium including WMGS, WDLX, KELT, WSGY, KTYL, KZLT. Light including WRQX, KKCW, KEZR, WVAF, WGLL, WZNY, WIVY, WMXB, KMJC, KKLD, WNMB, KMAJ.

RICHARD MARX "Mazard (The River)" (Capitol) 27/25

Rotations: Heavy 1/0, Medium 7/6, Light 19/19, Total Adds 25, WRQX, KVIL, KHMV, KESZ, KGBY, B100, WKLI, WLEV, WKYE, WMGS, KMMY, WMXB, KVKI, KMJC, WFMK, KGBX, KISC, WSGY, WNMB, WFFX, KTYL, KVIC, WMTFM, KZLT, WLDR. Heavy: KMMX. Medium including WGLL.

CURTIS STIGERS "You're All That Matters To Me" (Arista) 27/12

Rotations: Heavy 0, Medium 6/1, Light 21/11, Total Adds 12, WGLL, WTCB, WAHR, KVKI, WCRZ, KRNO, WSGY, WXLX, KVIC, WQLR, KIZZ, KMAJ. Medium including KMXV, KELT, WNMB, KTYL, KZLT. Light including WMYX, WKYE, WZNY, KMMY, KMJC, 3WM, KKLD, WFFX, WMTFM, WLDR.

MOST ADDED

- RICHARD MARX (25)
- VANESSA WILLIAMS (20)
- KENNY LOGGINS (16)
- DESMOND CHILD (15)
- ATLANTIC STARR (14)
- AMY GRANT (12)
- RYTHM SYNDICATE (12)
- ROD STEWART (12)
- CURTIS STIGERS (12)
- SMOKEY ROBINSON (11)

HOTTEST

- MICHAEL & JOHN (75)
- DION & BRYSON (63)
- AARON NEVILLE (48)
- MARIAH CAREY (44)
- DAN HILL (38)
- PAUL YOUNG (25)
- WILSON PHILLIPS (17)
- BONNIE RAITT (16)
- BETH NIELSEN CHAPMAN (14)
- MICHAEL BOLTON (13)

JAMES TAYLOR "(I've Got To) Stop Thinkin' 'Bout That" (Columbia) 27/4

Rotations: Heavy 2/0, Medium 11/1, Light 14/3, Total Adds 4, WNSR, WBTFM, JOY99, KIZZ. Heavy: WGLL, WMGN. Medium including KMMY, WAHR, WRMF, KRNO, WSGY, WNMB, WFFX, KTYL, KZLT, WLDR. Light including WKYE, KELT, KVKI, KMJC, KGBX, KKLD, WXLX, KVIC, WMTFM, WOLH, KMAJ.

TINA TURNER "Way Of The World" (Capitol) 27/4

Rotations: Heavy 0, Medium 6/0, Light 21/4, Total Adds 4, WRVR, KRNO, KVIC, KIZZ. Medium: KESZ, KKCW, WAHR, WSGY, KTYL, KZLT. Light including WGLL, WKYE, WZNY, WTCB, KELT, KVKI, KMJC, WFMK, 3WM, KISC, KKLD, WXLX, WNMB, WFFX, WMTFM, WQLR, WLDR.

ARETHA FRANKLIN & MICHAEL McDONALD "Ever Changing Times" (Arista) 26/7

Rotations: Heavy 0, Medium 9/1, Light 17/6, Total Adds 7, WARM98, KESZ, WZNY, WJDX, KVKI, KISC, WSGY. Medium including WAHR, KELT, WRMF, KRNO, KTYL, KVIC, KZLT, WQLR. Light including WTCB, WDLX, WRVR, KMJC, 3WM, KKLD, WXLX, WNMB, WFFX, WMTFM, WLDR.

KARYN WHITE "The Way I Feel About You" (WB) 25/2

Rotations: Heavy 5/0, Medium 11/0, Light 9/2, Total Adds 2, WXLX, WOLH. Heavy: KESZ, B100, WGLL, KMJC, KKOBFM. Medium: WBMX, WMTX, WKYE, WBTFM, JOY99, WSGY, KTYL, KVIC, WMTFM, KZLT, KMAJ. Light including KYKY, WVAF, KRNO, KKLD, WNMB, WQLR, WLDR.

MR. BIG "To Be With You" (Atlantic) 24/9

Rotations: Heavy 3/0, Medium 11/5, Light 10/4, Total Adds 9, WNSR, WWNK, KMXV, KYKY, WOBM, WDLX, KELT, KRNO, WXLX. Heavy: KHMV, WMTX, B100. Medium including WRQX, WMGS, WSGY, KVIC, KZLT, WQLR. Light including WKQX, WKQI, WGLL, WKYE, KGBX, KTYL. Debuts at number 30 on the AC chart.

RYTHM SYNDICATE "Blinded By Love" (Impact) 17/12

Rotations: Heavy 0, Medium 1/0, Light 16/12, Total Adds 12, WWNK, WTCB, WRVR, KMJC, 3WM, WSGY, WXLX, WFFX, KTYL, KVIC, WMTFM, WLDR. Medium: KZLT. Light including KMMY, KELT, KKLD, WQLR.

MICHAEL DAMIAN "(There'll) Never Be Another You" (A&M) 16/7

Rotations: Heavy 1/0, Medium 4/0, Light 11/7, Total Adds 7, WARM98, KSFI, WKYE, WAHR, KVKI, WQLR, WLDR. Heavy: KKLD. Medium: KOST, KKCW, WXLX, WMTFM. Light including KESZ, WKLI, WGLL, KZLT.

DESMOND CHILD "Obsession" (Elektra) 15/15

Rotations: Heavy 0, Medium 2/2, Light 13/13, Total Adds 15, WMGS, KMMY, WJDX, 3WM, KRNO, KKLD, WSGY, WNMB, WFFX, KTYL, KVIC, WMTFM, KZLT, WQLR, WLDR.

SIGNIFICANT ACTION

DOVES "Beaten Up In Love Again" (Elektra) 13/0

Rotations: Heavy 0, Medium 2/0, Light 11/0, Total Adds 0, Medium: WAHR, WSGY. Light: KMXV, KMMY, 3WM, KRNO, WNMB, KTYL, KVIC, WMTFM, KZLT, WQLR, WLDR.

SMOKEY ROBINSON "I Love Your Face" (SBK/ERG) 11/11

Rotations: Heavy 0, Medium 2/2, Light 9/9, Total Adds 11, KKCW, 3WM, KRNO, KKLD, WNMB, WFFX, KTYL, WMTFM, KZLT, WQLR, WLDR.

LEVEL 42 "Guaranteed" (RCA) 11/2

Rotations: Heavy 0, Medium 1/0, Light 10/2, Total Adds 2, WMTFM, WQLR. Medium: WSGY. Light including WGLL, KMMY, WTCB, KKLD, WXLX, KTYL, KVIC, KZLT.

TEVIN CAMPBELL "Tell Me What You Want Me To Do" (Qwest/WB) 8/6

Rotations: Heavy 0, Medium 3/2, Light 6/5, Total Adds 6, WBMX, WWNK, WQHQ, WMAG, WDLX, KZLT. Medium including WQLR. Light including KKLD.

PRINCE & NEW POWER GENERATION "Diamonds And Pearls" (Paisley Park/WB) 8/6

Rotations: Heavy 0, Medium 3/2, Light 5/4, Total Adds 6, B100, KELT, WNMB, KTYL, KVIC, WQLR. Medium including WMGS. Light including KMMY.

RTZ "Until Your Love Comes Back Around" (Giant/Reprise) 8/2

Rotations: Heavy 0, Medium 4/1, Light 4/1, Total Adds 2, WKQI, KKCW. Medium including WMTX, WKQX, WMGS. Light including KHMV, B100, KVIC.

PATTI AUSTIN "I'll Be Waiting For You" (GRP) 6/6

Rotations: Heavy 1/1, Medium 0, Light 5/5, Total Adds 6, KMMX, WARM98, WLMX, KKLD, WNMB, KZLT.

MARC COHN "29 Ways" (Atlantic) 6/2

Rotations: Heavy 0, Medium 1/0, Light 5/2, Total Adds 2, WGLL, WXLX. Medium: WFFX. Light including KMMY, WSGY, KZLT.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 GEORGE MICHAEL & ELTON JOHN	87/0	80	7	0
2 CELINE DION & PEABO BRYSON	85/0	75	8	2
3 PAUL YOUNG	91/4	48	39	4
4 MARIAH CAREY	84/0	57	22	5
5 AARON NEVILLE	73/1	56	13	4
6 MICHAEL BOLTON	89/8	27	49	13
7 DAN HILL	70/2	52	14	4
8 BETH NIELSEN CHAPMAN	69/0	30	26	13
9 RICHARD MARX	63/0	22	34	7
10 WILSON PHILLIPS	63/0	26	30	7
11 LISA STANSFIELD	63/0	30	27	6
12 VANESSA WILLIAMS	79/20	6	41	32
13 ROD STEWART	72/12	7	45	20
14 BONNIE RAITT	50/0	19	25	6
15 ROD STEWART	46/0	21	21	4
16 AMY GRANT	68/12	3	43	22
17 BETTE MIDLER	54/0	19	27	8
18 SIMPLY RED	60/6	8	40	12
19 NEIL DIAMOND	51/3	16	23	12
20 EDDIE MONEY	54/3	10	30	14
21 GENESIS	33/0	13	15	5
22 KENNY LOGGINS	32/0	10	14	8
23 AMY GRANT	31/0	7	13	11
24 LINDA RONSTADT	34/0	6	21	7
25 BEVERLEY CRAVEN	44/0	3	28	13
26 ERIC CLAPTON	41/3	8	21	12
27 KENNY LOGGINS	34/16	1	13	20
28 ATLANTIC STARR	31/14	1	10	20
29 ROXETTE	22/0	4	15	3
30 MR. BIG	24/9	3	11	10

*Keeps bullet due to continued growth.



vanessa williams

»save the best for last«

21-13

#2 Most Added AC 79/20

Produced & Arranged by Keith Thomas for Yellow Elephant Music, Inc. Written by Wendy Waldman, Jon Lind and Phil Gladston. Executive Producer: Ed Eckstine. Management: Hervey & Company.





Do you TALK?

Do you WALK? Do you DRIVE?

YOU WILL WITH *Julia Fordham*

TALK WALK DRIVE

The new track from JULIA FORDHAM.

From the album SWEPT.

No. 1 for three weeks at NAC

PRODUCED BY JULIA FORDHAM.

GRANT MITCHELL, DOMINIC MILLER, HUGH PADGHAM

AND GRAHAM DICKSON. J.D. MANAGEMENT

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Virgin

NEW & ACTIVE

DANNY TATE "Lead Me To The Water" (Charisma) 28/27 (1/1)

Adds including WLLZ, KSJO, WZZO, WDHA, WMFX, WRCQ, WSTZ, KMJX, WAPL, KCLB.

SHOTGUN MESSIAH "Heartbreak Blvd." (Relativity) 28/3 (25/5)

Adds: KBPI, WPDH, WRXR, Heavy 1: KPOI, Medium 4: KRXQ, KNCN, WRCQ, KNAC.

THIS PICTURE "Naked Rain" (Dedicated/RCA) 28/1 (29/3)

Adds: WPDH, Heavy 1: WDHA, Medium 7: KXRX, WRXR, KCLB, KATP, WGLF, KQWB, KTYD.

XYZ "When I Find Love" (Capitol) 27/23 (4/3)

Adds including KSAQ, WXTB, KBPI, KRXQ, KIOZ, WCCC, WPDH, WRCQ, WEGR, WXP. Heavy 2: WWBZ, KBER, Medium 5 including WCMF, KJKJ.

BLUES TRAVELER "Mountain Cry" (A&M) 26/15 (11/5)

Adds including WZZO, WDHA, WCCC, WAVF, WIMZ, WCIZ, WWWV, KRNA, KQDS, Medium 12 including WPLR, WROQ, WRXL, KEZE, WKIT, WIZN.

LENNY KRAVITZ "Stop Draggin' Around" (Virgin) 25/9 (16/14)

Adds including WDHA, WPDH, WRCQ, KRZR, KBOY, KCQR, Medium 12 including WNEW, WMMR, WEZX, KMJX, KPOI, KGON, WIZN, WGR, KKEG.

KISS OF THE GYPSY "Whatever It Takes" (Atlantic) 21/21 (0/0)

Adds including WQVE, KSAQ, KIOZ, KSJO, KNCN, WRCQ, KMJX, WAPL, KILO, KQLZ.

NUCLEAR VALDEZ "(Share A Little) Shelter" (Epic) 21/6 (16/14)

Adds: WDHA, WZBH, WIOB, WAPL, WGLF, KSOY, Medium 6: WYNF, WLUP, WMMS, KNCN, WKIT, KATP.

STEVE FORBERT "Baby, Don't" (Geffen) 20/10 (10/10)

Adds including WZZO, WDHA, WPDH, KKEG, KQDS, KJKJ, Medium 8 including WBAB, WCCC, WIZN, KATP.

VAN MORRISON "I'm Not Feeling It Anymore" (Polydor/PLG) 20/5 (15/4)

Adds including KQDI, Heavy 4: WNEW, WCCC, WHCN, WPDH, Medium 13 including WBAB, WMMR, WDHA, WPLR, WIXV, WKIT, KQWB, KBOY, KCQR.

PRIMUS "Jerry Was A Race Car Driver" (Interscope) 16/3 (13/4)

Adds: WXTB, KXRX, KQDS.

TALKING HEADS "Sax & Violins" (WB) 16/2 (14/4)

Adds including WRUF, Heavy 4: WMMR, KTCZ, KBCO, WIZN, Medium 8 including WBCN, WNEW, WXRT, WPLR, KLB, KFMZ, KCQR.

MOST ADDED

- QUEENSRYCHE/Anybody (72)
- L.A. GUNS/Over (33)
- U2/Until (30)
- METALLICA/Nothing (27)
- DANNY TATE/Lead (27)
- MOTLEY CRUE/Angels (23)
- NIRVANA/Come (23)
- XYZ/Find (23)
- KISS OF THE GYPSY/Whatever (21)
- UGLY KID JOE/Everything (20)

MOST REQUESTED

- ERIC CLAPTON/Tears (53)
- OZZY OSBOURNE/Mama (52)
- NIRVANA/Smells (40)
- PEARL JAM/Alive (33)
- RUSH/Ghost (29)
- UGLY KID JOE/Everything (28)
- GENESIS/Dance (25)
- METALLICA/Unforgiven (21)
- U2/Mysterious (14)
- NIRVANA/Come (13)
- VAN HALEN/Right (13)

"YOU DEFINITELY GOT ME"

'DEFINITELY'
THE 3RD ALBUM
ROCK HIT
 From The Charisma Album

BONE AGAINST THE MESSIAH SPECIAL STEEL

Management: The Mark Spector Company
 Produced, Engineered and Mixed by Rodaey Mills

ON TOUR	2/18 Columbus, OH	2/25 Omaha, NE
2/12 Harrisburg, PA	2/20 Indianapolis, IN	2/26 Kansas City, MO
2/14 Detroit, MI	2/21 Hartford, WI	2/27 Wichita, KS
2/15 Cleveland, OH	2/22 Mankato, MN	2/29 St. Louis, MO
2/16 Cincinnati, OH	2/23 Minneapolis, MN	3/1 Nashville, TN

AOR TRACKS®

3 2
WKS WKS LW TW

168 REPORTERS

Reports/Adds Heavy Medium

4	4	3	1	GENESIS/Can't Dance (Atlantic)	147-2	121+	24-
6	5	2	2	TOM PETTY & THE HEARTBREAKERS/King's Highway (MCA)	146-1	114+	31-
12	6	6	3	RUSH/Ghost Of A Chance (Atlantic)	145+4	91+	47-
2	2	1	4	VAN HALEN/Right Now (WB)	128-2	115-	10+
15	11	7	5	OZZY OSBOURNE/Mama, I'm Coming Home (Epic Associated)	146+3	63+	61-
1	1	5	6	U2/Mysterious Ways (Island/PLG)	113-2	99-	10+
58	18	8	7	JOHN MELLENCAMP/Again Tonight (Mercury)	140+11	67+	64-
16	12	9	8	ERIC CLAPTON/Tears In Heaven (Reprise)	127+7	70+	47-
28	17	11	9	STEVIE RAY VAUGHAN & DOUBLE TROUBLE/Empty Arms (Epic)	132+8	47+	73-
50	27	13	10	DIRE STRAITS/The Bug (WB)	134+18	40+	84+
—	47	17	11	U2/Until The End Of The World (Island/PLG)	134+30	29+	85+
3	3	4	12	BRYAN ADAMS/There Will Never Be Another Tonight (A&M)	102-1	70-	28-
34	22	18	13	STORM/Show Me The Way (Interscope)	119+7	22+	79=
22	19	15	14	PEARL JAM/Alive (Epic Associated)	136+9	15=	54+
36	21	19	15	SCORPIONS/Hit Between The Eyes (Morgan Creek)	133+3	12+	54+
7	7	10	16	NIRVANA/Smells Like Teen Spirit (DGC)	89-1	34-	34-
10	10	12	17	METALLICA/The Unforgiven (Elektra)	92-2	24-	41-
17	16	16	18	TALL STORIES/Wild On The Run (Epic)	103-2	21-	50-
51	34	25	19	UGLY KID JOE/Everything About You (Stardog/Mercury)	123+20	9+	42+
23	23	22	20	SOUNDGARDEN/Outshined (A&M)	109-2	7+	43+
8	8	14	21	GUNS N' ROSES/November Rain (Geffen)	75-1	24-	43-
47	36	29	22	RTZ/Until Your Love Comes Back Around (Giant/Reprise)	90+16	22+	52+
25	24	23	23	BABY ANIMALS/Painless (Imago)	83-1	17+	52-
21	20	20	24	JON BON JOVI/Levon (Polydor/PLG)	83-1	17-	47-
48	37	31	25	ROBBIE ROBERTSON/Go Back To Your Woods (Geffen)	82+5	9+	55+
33	31	28	26	THUNDER/Love Walked In (Geffen)	76-0	9+	42+
40	38	33	27	BODEANS/Good Things (Slash/Reprise)	74+11	9+	53+
41	39	34	28	WEBB WILDER/Tough It Out (Praxis/Zoo)	74+11	12+	40+
—	51	39	29	NIRVANA/Come As You Are (DGC)	68+23	7+	27+
DEBUT	30	30	30	QUEENSRYCHE/Anybody Listening? (EMI/ERG)	73 /72	3	44
29	26	26	31	CULT/Heart Of Soul (Sire/Reprise)	72-0	5=	37-
—	50	37	32	WAR BABIES/Hang Me Up (Columbia)	78+15	2=	13+
9	9	21	33	EDDIE MONEY/She Takes My Breath Away (Columbia)	48-1	16-	28-
35	33	32	34	QUEEN/The Show Must Go On (Hollywood)	59-0	10-	40-
5	14	27	35	JOHN MELLENCAMP/Love And Happiness (Mercury)	40-1	21-	15-
60	49	40	36	KIX/Tear Down The Walls (Atco/EastWest)	63+13	2+	22+
20	32	36	37	QUEENSRYCHE/Another Rainy Night (EMI/ERG)	29-0	13=	10-
13	15	30	38	TESLA/Call It What You Want (Geffen)	32-0	13+	10-
11	13	24	39	BOB SEGER & THE SILVER BULLET.../Take A Chance (Capitol)	38-0	14-	19-
—	—	59	40	METALLICA/Nothing Else Matters (Elektra)	44+27	4+	20+
49	48	41	41	GENESIS/Jesus He Knows Me (Atlantic)	32+5	8+	20-
14	28	35	42	STEVIE RAY VAUGHAN & DOUBLE.../The Sky Is Crying (Epic)	26-0	17-	7-
—	60	49	43	PSYCHEFUNKAPUS/Surfing On Jupiter (Atlantic)	55+14	1+	11+
—	56	45	44	LILLIAN AXE/True Believer (Grand Slam/IRS)	43+7	3+	10+
DEBUT	45	45	45	L.A. GUNS/It's Over Now (Polydor/PLG)	45+33	3+	12+
24	29	38	46	SKID ROW/Wasted Time (Atlantic)	29-0	4=	14-
—	—	52	47	ERIC CLAPTON/Help Me Up (Reprise)	26+7	8+	12+
—	59	51	48	MARC BONILLA/White Noise (Reprise)	37+1	1+	11+
37	42	44	49	MR. BIG/To Be With You (Atlantic)	23-2	11-	9+
30	41	47	50	DIRE STRAITS/Heavy Fuel (WB)	16-0	9=	3=
—	—	56	51	LOU REED/What's Good (Sire/WB)	29+5	2+	19+
DEBUT	52	52	52	VAN HALEN/The Dream Is Over (WB)	20+5	3+	14+
—	—	60	53	NORTHERN PIKES/Dream Away (Scotti Bros.)	34+7	0=	13+
56	53	53	54	DRAMARAMA/Haven't Got A Clue (Chameleon/Elektra)*	26-3	2=	10=
DEBUT	55	55	55	JAMES TAYLOR/(I've Got To) Stop Thinkin' Bout That (Columbia)	29+8	3+	15+
—	—	57	56	LITA FORD/Playin' With Fire (RCA)	27=1	1=	12+
—	—	58	57	BLUR/There's No Other Way (Food/SBK/ERG)	25+4	1=	10-
DEBUT	58	58	58	MOTLEY CRUE/Angela (Elektra)	27+23	1=	10+
DEBUT	59	59	59	SOUTHSIDE JOHNNY & THE ASBURY.../Coming Back (Impact)	26+7	5+	11+
DEBUT	60	60	60	D.A.D./Grow Or Pay (WB)	31+11	0=	9+

*Keeps bullet due to continued growth.

BREAKERS

No Records Qualified For Breaker Status This Week

Little Village

"SHE RUNS HOT"

From their debut album, Little Village.



Ry Cooder.

John Hiatt.

Jim Keltner.

Nick Lowe.

Produced by Little Village
Engineered and Mixed by Allen Sides with Lenny Waronker
Executive Producer: Lenny Waronker



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LW TW

- 1 **U2/Achtung Baby** (Island/PLG)
- 3 **VARIOUS ARTISTS/Until The End Of The World** (WB)
- 2 **MATTHEW SWEET/Girlfriend** (Zoo)*
- 4 **NIRVANA/Nevermind** (DGC)
- 5 **ENYA/Shepherd Moons** (Reprise)
- 7 **LOU REED/Magic And Loss** (Sire/WB)
- 9 **TEENAGE FANCLUB/Bandwagonesque** (DGC)
- 6 **DRAMARAMA/Vinyl** (Chameleon/Elektra)
- 10 **THIS PICTURE/Violent Impression** (Dedicated/RCA)
- 8 **PIXIES/Trompe Le Monde** (4AD/Elektra)
- 13 **LIVE/Mental Jewelry** (Radioactive)
- 11 **OCEAN BLUE/Cerulean** (Sire/Reprise)
- 14 **SOCIAL DISTORTION/Bad Luck** (Track) (Epic)
- 16 **LIGHTNING SEEDS/The Life Of Riley** (Track) (MCA)
- 12 **RED HOT CHILI PEPPERS/Blood Sugar Sex Magik** (WB)
- 16 **MIDGE URE/Pure** (RCA)
- 19 **REAL PEOPLE/Real People** (Relativity)
- 17 **SUGARCUBES/Hit** (Track) (Elektra)
- 18 **SIOUXSIE & THE BANSHEES/Superstition** (Geffen)*
- 20 **SAINT ETIENNE/Foxbase Alpha** (WB)*
- 21 **CLIFFS OF DOONEEN/The Dog Went East And God Went West** (Critique/BMG)
- 23 **SHAMEN/En-Tact** (Epic)
- 15 **VARIOUS ARTISTS/I'm Your Fan** (Atlantic)
- 29 **PEARL JAM/Ten** (Epic)
- 25 **ERASURE/Chorus** (Sire/Reprise)
- 30 **LUSH/Spooky** (4AD/Reprise)
- 27 **MILLIONS/M Is For Million** (Smash/PLG)
- 28 **PRIMUS/Sailing The Seas Of Cheese** (Interscope)
- 24 **ROBYN HITCHCOCK & THE EGYPTIANS/Perspex Island** (A&M)
- 20 **LLOYD COLE/Don't Get Weird On Me, Babe** (Capitol)

*Keeps 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	HOTTEST	MOST REQUESTED
SUGARCUBES SARAH McLACHLAN COWBOY JUNKIES ORIGIN REVENGE	U2 MATTHEW SWEET NIRVANA LOU REED ENYA	NIRVANA MATTHEW SWEET LIVE LIGHTNING SEEDS LOU REED U2

P1
PLAYLISTS

WFNX/Boston
(617) 595-6200
Kurt St. Thomas

- Heavy
- NIRVANA
- SAINT ETIENNE
- U2
- RIGHT HOT CHILI PEP
- CLIFFS OF DOONEEN
- RED HOT CHILI PEP
- ENYA
- PIXIES
- MATTHEW SWEET
- BIG AUDIO DYNAMIT
- BLUR
- PRIMAL SCREAM
- UNTIL THE END OF DIRE STRAITS
- THIS PICTURE
- NEED'S ATOMIC DUST
- URBAN DANCE SQUAD
- SINGLE GUN THEORY
- LOU REED
- SIOUXSIE & THE BA
- TEENAGE FANCLUB
- SMITHERENS
- Medium
- ROBYN HITCHCOCK & CHAPTERTHOUSE
- OCEAN BLUE
- BILLY BRAGG
- ORIGIN
- LUSH
- TRIBE
- SMASHING PUMPKINS
- DRAMARAMA
- LIVE
- a DAVID BOWIE VS 80
- a SARAH McLACHLAN
- a SOCIAL DISTORTION
- a SUGARCUBES
- a LIGHTNING SEEDS
- LLOYD COLE
- Light
- a REAL PEOPLE
- a PAUL KELLY & THE
- a LONNY KRAVITZ
- a DIED PRETTY
- a REVENGE

WBUR/Providence
(401) 272-9550
Michael Osborne

- Heavy
- NIRVANA
- U2
- RED HOT CHILI PEP
- RIGHT SAID FRED
- SAINT ETIENNE
- LOU REED
- MATTHEW SWEET
- DRAMARAMA
- CLIFFS OF DOONEEN
- SIOUXSIE & THE BA
- SOCIAL DISTORTION
- LIGHTNING SEEDS
- LIVE
- Medium
- UNTIL THE END OF PIXIES
- a SUGARCUBES
- TRIBE
- A.R. KANE
- PEARL JAM
- MILLIONS
- TEENAGE FANCLUB
- MIDGE URE
- LUSH
- SINGLE GUN THEORY
- ROBYN HITCHCOCK & CHAPTERTHOUSE
- Light
- a OCEAN BLUE
- a KLF
- a L.A. STYLE
- a SARAH McLACHLAN
- a LUKE BLOOM
- a WONDER STUFF
- a SOUNDGARDEN

WDRE/Long Island
(516) 832-9400
Tom Calderone

- Heavy
- NIRVANA
- ENYA
- LOU REED
- ERASURE
- ROBYN HITCHCOCK & CHAPTERTHOUSE
- MIDGE URE
- REAL PEOPLE
- CARDYLAND
- NEON JUDGMENT
- MATTHEW SWEET
- TEENAGE FANCLUB
- CLIFFS OF DOONEEN
- PIXIES
- Medium
- UNTIL THE END OF LIGHTNING SEEDS
- SINGLE GUN THEORY
- TOP
- DRAMARAMA
- SOCIAL DISTORTION
- WONDER STUFF
- SHAKESPEAR'S SIST
- MANIC STREET PREA
- PEARL JAM
- ENYA
- a SARAH McLACHLAN
- a SHAMEN
- a SUGARCUBES
- a REVENGE
- THIS PICTURE
- Light
- a MC 900FT JESUS

WHFS/Washington
(301) 306-0991
Robert Benjamin

- Heavy
- KLF
- LIGHTNING SEEDS
- NIRVANA
- LOU REED
- MATTHEW SWEET
- UNTIL THE END OF TEENAGE FANCLUB
- U2
- Medium
- LLOYD COLE
- CRAMPS
- DRAMARAMA
- ENYA
- LIVE
- MC 900FT JESUS
- OCEAN BLUE
- POI DOG POWDERING
- PSYCHUNKAPUS
- REAL PEOPLE
- SHAKESPEAR'S SIST
- SINGLE GUN THEORY
- SMITHERENS
- SOCIAL DISTORTION
- THIS PICTURE
- MIDGE URE
- WEBB WILDER
- Light
- a SUGARCUBES
- a JULIE SHEAR
- a LONNY KRAVITZ
- a LUKE BLOOM
- a MANIFESTO

WWCD/Columbus
(614) 444-9923

- Heavy
- U2
- NIRVANA
- RED HOT CHILI PEP
- PIXIES
- MATTHEW SWEET
- I'M YOUR FAN
- OCEAN BLUE
- ROBYN HITCHCOCK & CHAPTERTHOUSE
- LLOYD COLE
- THIS PICTURE
- TIMBALS
- TEENAGE FANCLUB
- LOU REED
- ROBBIE ROBERTSON
- WARREN ZEVON
- BRUCE COCKBURN
- PRIMAL SCREAM
- ENYA
- UNTIL THE END OF CHRIS WHEATLEY
- DIRE STRAITS
- Medium
- TOAD THE WET SPRO
- MC 900FT JESUS
- SINGLE GUN THEORY
- DTLANS
- LUSH
- NANCI GRIFFITH
- JOHN LEE HOOKER
- VIAN MORRISON
- MIDGE URE
- CRASH TEST DUMMIE
- CLIFFS OF DOONEEN
- MILLIONS
- CHRIS STAMEY
- DRAMARAMA
- GIN BLOSSOMS
- PAUL KELLY & THE STEVIE RAY VAUGHN
- REAL PEOPLE
- a LONNY KRAVITZ
- a COWBOY JUNKIES
- Light
- a ORIGIN
- a SUGARCUBES
- a URBAN DANCE SQUAD
- a TEXAS
- a STEVE FORBERT

KJJO/Minneapolis
(612) 941-5774
Tony Powers

- Heavy
- U2
- MATTHEW SWEET
- OCEAN BLUE
- PIXIES
- ENYA
- CHAPTERTHOUSE
- LOU REED
- THIS PICTURE
- UNTIL THE END OF REAL PEOPLE
- DRAMARAMA
- NIRVANA
- LIGHTNING SEEDS
- Medium
- CLIFFS OF DOONEEN
- LLOYD COLE
- ROBYN HITCHCOCK & CHAPTERTHOUSE
- PRIMAL SCREAM
- SIOUXSIE & THE BA
- LIVE
- MIDGE URE
- SAINT ETIENNE
- TEENAGE FANCLUB
- SOCIAL DISTORTION
- a SUGARCUBES
- Light
- a FREEJACK
- a PLEASURE THIEVES
- a JUDYBATS
- a SARAH McLACHLAN
- a SHAKESPEAR'S SIST
- a SNEVDRIVER

KDGE/Dallas
(214) 580-9400
Larry Nielson

- Heavy
- I'M YOUR FAN
- CULT
- NIRVANA
- U2
- OCEAN BLUE
- PIXIES
- SIOUXSIE & THE BA
- TOAD THE WET SPRO
- PEARL JAM
- MATTHEW SWEET
- TRIBE
- UNTIL THE END OF JOHN HELLENKAMP
- LIVE
- TOM PETTY & THE H
- ERASURE
- MIDGE URE
- BLUR
- RED HOT CHILI PEP
- CLIFFS OF DOONEEN
- SOCIAL DISTORTION
- a SUGARCUBES
- Medium
- ROBYN HITCHCOCK & CHAPTERTHOUSE
- TEENAGE FANCLUB
- SPIN
- LLOYD COLE
- ANTHRAX
- REAL PEOPLE
- POP POPPINS
- RAMY ANTHALUS
- PSYCHUNKAPUS
- a ORIGIN
- Light
- a UOLY KID JOE
- a COURSE OF CRIPPER

CIMX/Windsor-Detroit
(313) 961-9811
Greg St. James

- Heavy
- U2
- CULT
- RED HOT CHILI PEP
- MATTHEW SWEET
- SOCIAL DISTORTION
- UNTIL THE END OF DEPECHO MODE
- NIRVANA
- LOU REED
- DAVID BOWIE VS 80
- SOUNDGARDEN
- KLF
- ENYA
- a R.E.M.
- Medium
- NEED'S ATOMIC DUST
- LIGHTNING SEEDS
- CHAPTERTHOUSE
- a SUGARCUBES
- PIXIES
- OCEAN BLUE
- DRAMARAMA
- THIS PICTURE
- VOICE OF THE BEEH
- CRAMPS
- LIVE
- PSYCHUNKAPUS
- TOAD THE WET SPRO
- PEARL JAM
- FAMILY STAND
- a PAUL KELLY & THE
- a LONNY KRAVITZ
- I'M YOUR FAN
- Light
- a L.A. STYLE
- a SHAKESPEAR'S SIST
- a SISTER RED
- a TEENAGE FANCLUB

KTCL/Ft. Collins-Denver
(303) 571-1232
John Hayes

- Heavy
- U2
- PIXIES
- MATTHEW SWEET
- TOP
- SIOUXSIE & THE BA
- UNTIL THE END OF THIS PICTURE
- OCEAN BLUE
- TEENAGE FANCLUB
- CLIFFS OF DOONEEN
- NIRVANA
- SAINT ETIENNE
- ENYA
- Medium
- MIDGE URE
- MILLIONS
- SNEVDRIVER
- TEXAS
- RED HOT CHILI PEP
- LOU REED
- ERASURE
- DRAMARAMA
- LIVE
- PRIMUS
- ROBYN HITCHCOCK & CHAPTERTHOUSE
- REAL PEOPLE
- LIGHTNING SEEDS
- SISTER RED
- a SUGARCUBES
- Light
- a ORIGIN
- a COWBOY JUNKIES
- a SARAH McLACHLAN
- a REVENGE
- DRAMARAMA
- MODE SWINGS
- HOUSE OF FREAKS
- TOAD THE WET SPRO
- THIS PICTURE
- TEENAGE FANCLUB
- MY BLOODY VALENTI
- I'M YOUR FAN
- ERASURE
- THE HEADCOATERS
- SIOUXSIE & THE BA
- BILLY BRAGG
- CHAPTERTHOUSE
- GO-DIVILS
- TALK TALK
- WONDER STUFF
- SNEVDRIVER
- BAG OF JACKES
- LOU REED
- UNTIL THE END OF LIGHTNING SEEDS
- SOCIAL DISTORTION
- SHAMEN
- MILLIONS
- Light

KROQ/Los Angeles
(818) 567-1067
Andy Schoun

- Heavy
- ENYA
- NIRVANA
- U2
- UNTIL THE END OF SAINT ETIENNE
- PEARL JAM
- SOCIAL DISTORTION
- LIGHTNING SEEDS
- RED HOT CHILI PEP
- DRAMARAMA
- TEENAGE FANCLUB
- GOLDEN PALOMNS
- MATTHEW SWEET
- PIXIES
- SHAKESPEAR'S SIST
- WONDER STUFF
- a SUGARCUBES
- a LUSH
- a FREEJACK
- KLF
- Medium
- PRIMUS
- MY BLOODY VALENTI
- REVENGE
- CHAPTERTHOUSE
- MINISTRY
- OCEAN BLUE
- REAL PEOPLE
- a SIOUXSIE & THE BA
- a LONNY KRAVITZ
- a LIVE

KUKQ/Phoenix
(602) 838-0400
Jonathan L. Rosen

- Heavy
- NIRVANA
- RIGHT SAID FRED
- GIN BLOSSOMS
- U2

DRAMAMA
OCEAN BLUE
SOCIAL DISTORTION
ERASURE
LIVE

- a SUGARCUBES
- PEARL JAM
- LOU REED
- UGLY KID JOE
- THIS PICTURE
- SIOUXSIE & THE BA
- ROBYN HITCHCOCK & SHAMEN
- MIDGE URE
- PIXIES
- Medium
- REAL PEOPLE
- PSYCHUNKAPUS
- SHAKESPEAR'S SIST
- ENYA
- PAUL KELLY & THE PLEASURE THIEVES
- WONDER STUFF
- NEED'S ATOMIC DUST
- URBAN DANCE SQUAD
- LIGHTNING SEEDS
- a REVENGE
- a SARAH McLACHLAN
- Light
- a TEENAGE FANCLUB
- a NEED'S ATOMIC DUST
- a DAVID BOWIE VS 80
- a FOLLOW FOR NOW

KJON/Salt Lake City
(801) 392-9550
Jon McGann

- Heavy
- LLOYD COLE
- PEARL JAM
- DRAMARAMA
- ENYA
- ERASURE
- SHAMEN
- UNTIL THE END OF TEENAGE FANCLUB
- TOAD THE WET SPRO
- U2
- Medium
- BLUR
- TWO ROOMS
- DTLANS
- LUSH
- NIRVANA
- OCEAN BLUE
- PEARL JAM
- I'M YOUR FAN
- RED HOT CHILI PEP
- LOU REED
- SUGARCUBES
- MATTHEW SWEET
- THIS PICTURE
- Light
- a LIGHTNING SEEDS
- a ORIGIN
- a SAINT ETIENNE

XTRA/San Diego
(619) 291-9191
Kevin Stapleford

- Heavy
- U2
- RED HOT CHILI PEP
- R.E.M.
- CROWDED HOUSE
- GUNS N' ROSES
- U2
- NIRVANA
- BIG AUDIO DYNAMIT
- THIS PICTURE
- UNTIL THE END OF CULT
- DIRE STRAITS
- ENYA
- NEED'S ATOMIC DUST
- LOU REED
- SIOUXSIE & THE BA
- RED HOT CHILI PEP
- SMITHERENS
- SOCIAL DISTORTION
- Medium
- BILLY BRAGG
- DRAMARAMA
- MATTHEW SWEET
- THIS PICTURE
- TOAD THE WET SPRO
- LIVE
- LONNY KRAVITZ
- CRAMPS
- MASSIVE ATTACK
- PEARL JAM
- PIXIES
- PRIMUS
- SHAMEN
- SOUNDGARDEN
- TEENAGE FANCLUB
- REAL PEOPLE
- Light

KITS/San Francisco
(415) 512-1053
Richard Sands

- Heavy
- U2
- RED HOT CHILI PEP
- ENYA
- LIGHTNING SEEDS
- LOU REED
- ERASURE
- DRAMARAMA
- LIVE
- PRIMUS
- ROBYN HITCHCOCK & CHAPTERTHOUSE
- REAL PEOPLE
- LIGHTNING SEEDS
- SISTER RED
- a SUGARCUBES
- Light
- a ORIGIN
- a COWBOY JUNKIES
- a SARAH McLACHLAN
- a REVENGE
- DRAMARAMA
- MODE SWINGS
- HOUSE OF FREAKS
- TOAD THE WET SPRO
- THIS PICTURE
- TEENAGE FANCLUB
- MY BLOODY VALENTI
- I'M YOUR FAN
- ERASURE
- THE HEADCOATERS
- SIOUXSIE & THE BA
- BILLY BRAGG
- CHAPTERTHOUSE
- GO-DIVILS
- TALK TALK
- WONDER STUFF
- SNEVDRIVER
- BAG OF JACKES
- LOU REED
- UNTIL THE END OF LIGHTNING SEEDS
- SOCIAL DISTORTION
- SHAMEN
- MILLIONS
- Light

KNDD/Seattle
(206) 622-3251
Lambert/Collins

- Heavy
- NIRVANA
- THIS PICTURE
- I'M YOUR FAN
- U2
- TOM PETTY & THE H
- ALISON MOYET
- OCEAN BLUE
- JOHN HELLENKAMP
- LOU REED
- UNTIL THE END OF R.E.M.
- SAINT ETIENNE
- SHAMEN
- RED HOT CHILI PEP
- NEED'S ATOMIC DUST
- SMITHERENS
- Medium
- PM DAWN
- MATTHEW SWEET
- POSTER CHILDREN
- DRAMARAMA
- REAL PEOPLE
- TEENAGE FANCLUB
- SIOUXSIE & THE BA
- RATCAT
- TRULY
- WONDER STUFF
- MINISTRY
- TOAD THE WET SPRO
- SOCIAL DISTORTION
- LIVE
- Light

P2
ADDS & HOTS

WHTG/Asbury Park
(908) 542-1410
Butscher/Plinfield

- FREEJACK
- JOHN HELLENKAMP
- PAUL KELLY & THE PLEASURE THIEVES
- NEED'S ATOMIC DUST
- SARAH McLACHLAN
- LONNY KRAVITZ
- WITZER EDE
- SISTER RED
- COWBOY JUNKIES
- THINK TREE
- MC 900FT JESUS
- LUKE BLOOM
- LOU REED
- MATTHEW SWEET
- DRAMARAMA
- THIS PICTURE
- TEENAGE FANCLUB
- WONDER STUFF

WDJT/Woodstock
(914) 679-7266
Jeanne Atwood

- SNEVDRIVER
- LUSH
- JUDYBATS
- SARAH McLACHLAN
- COWBOY JUNKIES
- FIVE THIRTY
- DAVID BOWIE VS 80
- ORIGIN
- STEVE FORBERT
- SAINT ETIENNE
- MARC ALMOND
- ORCHESTRA JB
- LIGHTNING SEEDS
- LIVE

WOXY/Cincinnati
(513) 523-4114
Phil Manning

- SUGARCUBES
- SARAH McLACHLAN
- COWBOY JUNKIES
- JUDYBATS
- NUCLEAR VALDEZ
- PEARL JAM
- SNEVDRIVER
- MC 900FT JESUS
- Light
- ORIGIN
- SARAH McLACHLAN
- TERRI NUNN
- JUDYBATS
- LUKE BLOOM
- LAVA LOVE
- REVENGE
- FREEJACK
- UNTIL THE END OF LOU REED
- U2
- MIDGE URE
- FAMILY STAND

P3
ADDS & HOTS

WBNY/Buffalo
(716) 878-3080
Mike Parrish

- ORIGIN
- SARAH McLACHLAN
- JUDYBATS
- LOOK PEOPLE
- YERKINES
- ORCHESTRA JB
- JULIE SHEAR
- SLAMBOYE
- LUKE BLOOM
- COWBOY JUNKIES
- SUGARCUBES
- WICKED EYEDOD
- LLOYD COLE
- Light
- SPRIT OF THE WES
- LIVE
- MONKEY SPANK
- DAVID BOWIE VS 80
- SOCIAL DISTORTION

WXP/Philadelphia
(215) 898-6677
Michael Morrison

- SAINT ETIENNE
- TOP
- PIXIES
- LUKE BLOOM
- PAUL KELLY & THE PLEASURE THIEVES
- SARAH McLACHLAN
- SUN-80
- LIGHTNING SEEDS
- Light
- STEVE FORBERT
- DEWONSQUARE
- MATTHEW SWEET
- LIVE
- SHAMEN
- COL. BRUCE HAMPTO
- LUKE BLOOM
- CRAMPS
- JULIE SHEAR
- CHAPTERTHOUSE
- GO-DIVILS
- TALK TALK
- WONDER STUFF
- SNEVDRIVER
- BAG OF JACKES
- LOU REED
- UNTIL THE END OF LIGHTNING SEEDS
- SOCIAL DISTORTION
- SHAMEN
- MILLIONS
- Light

WRAS/Atlanta
(404) 651-2240
Jeff Clark

- ORIGIN
- ORCHESTRA JB
- PLEASURE THIEVES
- SARAH McLACHLAN
- LAVA LOVE
- WONDER STUFF
- FUNDO FUNDO
- REVENGE
- SHAMEN
- LUSH
- CRAMPS
- LOU REED
- MATTHEW SWEET
- U2
- MY BLOODY VALENTI
- LAVA LOVE
- UNTIL THE END OF UNCLE TUPELO

WCBR/Chicago
(708) 255-5800
Tommy Lee Johnston

- REVENGE
- COWBOY JUNKIES
- THINK TREE
- SLAMBOYE
- PHIL MANZANERA
- JUDYBATS
- FREEJACK
- TOAD THE WET SPRO
- OCEAN BLUE
- FIVE THIRTY
- LUKE BLOOM
- Light
- UNTIL THE END OF MILLIONS
- DRAMARAMA
- TEENAGE FANCLUB
- U2
- MATTHEW SWEET

KNNC/Austin
(512) 863-3694
Biff Raife

- MILLIONS
- PEARL JAM
- LOU REED
- NIRVANA
- MC 900FT JESUS
- U2
- MINISTRY
- LOU REED

KBTT/Portland
(503) 222-1011
Michelle Dodd

- SUGARCUBES
- LIGHTNING SEEDS
- SARAH McLACHLAN
- LIVE
- LOU REED
- NIRVANA
- ENYA
- SIOUXSIE & THE BA
- SOCIAL DISTORTION

KBAC/Santa Fe-Albuquerque
(505) 471-7110
Bill Evans

- DAVID BOWIE VS 80
- ORIGIN
- COWBOY JUNKIES
- SUGARCUBES
- LUSH
- SARAH McLACHLAN
- TERRI NUNN
- JUDYBATS
- LUKE BLOOM
- LAVA LOVE
- REVENGE
- FREEJACK
- UNTIL THE END OF LOU REED
- U2
- MIDGE URE
- FAMILY STAND

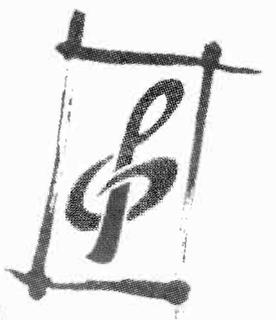
KACV/Amarillo
(806) 371-5227
Jamey Karr

- SUGARCUBES
- COWBOY JUNKIES
- SARAH McLACHLAN
- PIXIES
- ORIGIN
- REVENGE
- MATTHEW SWEET
- THIS PICTURE
- LOU REED
- KLF
- SOCIAL DISTORTION

WBFR/Rochester
(716)



Pollack Label Group



We Are Alternative Music



Shakespears Sister

"GOODBYE CRUEL WORLD"

from the forthcoming release "Hormonally Yours"

Now on	WDRE	CIMX	WHTG	WBNY
	WBRU	KTCL	WDST	KACV
	WHFS	KROQ	WOXY	WFIT
	KJJO	KUKQ	KBAC	KUNV

Watch for your magic picture CD!



Jules Shear

"THE SAD SOUND OF THE WIND"

Heard on	WHFS	KBAC	KACV
	WDST	WBNY	WRAS
	WOXY	WXPB	WCBR

4-Star Review in Rolling Stone



Wonderstuff

"WELCOME TO THE CHEAP SEATS"

Now on tour with
SIOUXSIE & THE BANSHEES
Video on MTV's "120 Minutes"

#1 Band Melody Maker

Now in rotation on

WDRE	KROQ	WHTG	WBNY	WFIT
WBRU	KUKQ	KBAT	WRAS	KUNV
KTCL	KNDD	KBAC		



THANK YOU NEW ROCK RADIO!

U2 "Achtung Baby"

#1 for 11 Consecutive Weeks!



3 2
WKS WKS LW TW

171 REPORTERS

JANUARY 31, 1992

Reports/Adds Heavy Medium

- 1 1 1 **1 U2/Achtung Baby** (Island/PLG)
- 4 3 3 **2 GENESIS/We Can't Dance** (Atlantic)
- 3 4 4 **3 JOHN MELLENCAMP/Whenever We Wanted** (Mercury)
- 2 2 2 **4 VAN HALEN/For Unlawful Carnal Knowledge** (WB)
- 7 7 6 **5 RUSH/Roll The Bones** (Atlantic)
- 5 5 5 **6 TOM PETTY & THE HEARTBREAKERS/Into The Great Wide Open** (MCA)
- 8 8 8 **7 STEVIE RAY VAUGHAN & DOUBLE TROUBLE/The Sky Is Crying** (Epic)
- 13 9 **8 ERIC CLAPTON/Rush** (Reprise)
- 15 14 11 **9 OZZY OSBOURNE/No More Tears** (Epic Associated)
- 18 16 12 **10 DIRE STRAITS/On Every Street** (WB)
- 9 9 10 **11 NIRVANA/Nevermind** (DGC)
- 6 6 7 **12 BRYAN ADAMS/Waking Up The Neighbors** (A&M)
- 11 10 13 **13 METALLICA/Metallica** (Elektra)
- 16 17 15 **14 STORM/Storm** (Interscope)
- 25 21 17 **15 PEARL JAM/Ten** (Epic Associated)
- DEBUT** **16 VARIOUS ARTISTS/Freejack** (Morgan Creek)
- 10 11 14 **17 GUNS N' ROSES/Use Your Illusion I** (Geffen)
- 20 29 32 **18 QUEENSRYCHE/Empire** (EMI/ERG)
- 19 20 18 **19 TALL STORIES/Tall Stories** (Epic)
- 35 26 **20 UGLY KID JOE/As Ugly As They Wanna Be** (EP) (Stardog/Mercury)
- 34 31 25 **21 RTZ/Return To Zero** (Giant/Reprise)
- 17 19 19 **22 VARIOUS ARTISTS/Two Rooms** (Polydor/PLG)
- 24 22 21 **23 BABY ANIMALS/Baby Animals** (Imago)*
- 27 24 22 **24 SOUNDGARDEN/Badmotorfinger** (A&M)*
- 39 32 27 **25 ROBBIE ROBERTSON/Storyville** (Geffen)
- 12 12 16 **26 EDDIE MONEY/Right Here** (Columbia)
- 30 28 28 **27 THUNDER/Backstreet Symphony** (Geffen)
- 37 34 30 **28 WEBB WILDER/Doo Dad** (Praxis/Zoo)
- 38 33 31 **29 BODEANS/Black And White** (Slash/Reprise)
- 13 15 20 **30 BOB SEGER & THE SILVER BULLET BAND/The Fire Inside** (Capitol)
- 28 26 24 **31 CULT/Ceremony** (Sire/Reprise)
- — 35 **32 WAR BABIES/War Babies** (Columbia)
- 32 30 29 **33 QUEEN/Innuendo** (Hollywood)
- 39 34 **34 KIX/Hot Wire** (Atco/EastWest)
- 14 18 23 **35 TESLA/Psychotic Supper** (Geffen)
- — 38 **36 SOUTHSIDE JOHNNY & THE ASBURY JUKES/Better Days** (Impact)
- DEBUT** **37 LOU REED/Magic And Loss** (Sire/WB)
- DEBUT** **38 LILLIAN AXE/Poetic Justice** (Grand Slamm/IRS)
- DEBUT** **39 L.A. GUNS/Hollywood Vampires** (Polydor/PLG)
- DEBUT** **40 PSYCHEFUNKAPUS/Skin** (Atlantic)

*Keeps bullet due to continued growth.

"Until" (134) "Mysterious" (113) "Better" (12)	165 - /0	125 -	33 +
"Dance" (147) "Jesus" (32) "Son" (7)	155 - /2	126 +	26 -
"Again" (140) "Love" (40) "Now" (14)	156 - /1	93 +	58 -
"Right" (128) "Dream" (20) "Top" (15)	141 - /3	122 -	14 +
"Ghost" (145) "Roll" (11) "Thing?" (4)	151 - /2	97 +	48 -
"King's" (146) "Great" (7) "Cold" (3)	148 - /0	117 +	29 -
"Arms" (132) "Sky" (26) "Wing" (11)	149 + /3	68 +	73 -
"Tears" (127) "Help" (26)	139 + /7	78 +	52 =
"Mama" (146) "Tears" (7) "Tinkertrain" (2)	146 + /3	64 +	61 -
"Bug" (134) "Heavy" (16) "When" (7)	149 + /13	52 +	85 =
"Smells" (89) "Come" (68) "Bloom" (3)	132 - /4	40 -	53 +
"Never" (102) "Honey" (3) "Thought" (2)	106 - /1	71 -	30 -
"Unforgiven" (92) "Nothing" (44) "Sandman" (5)	119 - /7	28 -	50 +
"Show" (119) "I've" (15)	126 + /6	27 +	81 =
"Alive" (136) "Flow" (2)	137 + /9	15 =	55 +
"Hit" (133)	133 /3	12	54
"November" (75) "Live" (7) "Dust" (4)	86 - /1	25 -	47 -
"Anybody" (73) "Another" (29) "Thin" (2)	97 + /58	16 +	53 +
"Wild" (103)	103 - /2	21 -	50 -
"Everything" (123)	123 + /20	9 +	42 +
"Until" (90) "Another" (3) "Devil" (1)	94 + /16	23 +	55 +
"Levon" (83) "Border" (3) "Saturday" (2)	88 - /0	19 -	49 -
"Painless" (83)	84 - /1	17 +	52 -
"Outshined" (109) "Jesus" (1) "Rusty" (1)	109 - /2	7 +	43 +
"Go" (82)	85 + /5	12 +	55 +
"She" (48) "I'll" (11)	59 - /2	19 -	33 -
"Love" (76)	76 - /0	9 +	42 +
"Tough" (74) "Sittin'" (1)	76 + /11	12 +	41 +
"Good" (74)	74 + /11	9 +	53 +
"Take" (38) "She" (9) "Mountain" (2)	50 - /2	17 -	27 -
"Heart" (72) "Wild" (2) "Mofo" (1)	74 - /0	5 -	39 -
"Hang" (78)	78 + /15	2 =	13 +
"Show" (59)	59 - /0	10 -	40 -
"Tear" (63) "Jane" (1)	64 + /12	2 =	23 +
"Call" (32) "What" (12) "Change" (1)	39 - /0	17 +	14 -
"Coming" (26) "I've" (3) "Long" (2)	33 + /7	8 +	14 +
"Good" (29)	32 + /5	5 +	19 +
"True" (43) "Matter" (1)	44 + /7	3 +	11 +
"Over" (45) "Lie" (1)	45 + /32	3 +	13 +
"Surfin" (55)	55 + /14	1 +	11 +

TESLA

"What You Give"

The New Track and Video from the Album **Psychotic Supper**

Quickly Approaching Platinum

Now On Tour



Produced, Arranged and Mixed by Steve Thompson, Michael Barbiero and Tesla
 Engineered by Michael Barbiero
 Management: Q Prime Inc.
 © 1992 The David Geffen Company

BREAKERS

VARIOUS ARTISTS
 Freejack (Morgan Creek)
 78% of our reporters on it.

MOST ADDED

- QUEENSRYCHE (58)
- L.A. GUNS (32)
- XYZ (23)
- MOTLEY CRUE (22)
- UGLY KID JOE (20)
- RTZ (16)
- BLUES TRAVELER (15)
- WAR BABIES (15)
- PSYCHEFUNKAPUS (14)
- DIRE STRAITS (13)

HOTTEST

- GENESIS (126)
- U2 (125)
- VAN HALEN (122)
- TOM PETTY & THE HEARTBREAKERS (117)
- RUSH (97)
- JOHN MELLENCAMP (93)
- ERIC CLAPTON (78)
- BRYAN ADAMS (71)
- STEVIE RAY VAUGHAN &... (68)
- OZZY OSBOURNE (64)

NEW ARTISTS

Reports

- 1 BABY ANIMALS/Painless (Imago) 83**
- 2 WAR BABIES/Hang Me Up (Columbia) 78**
- 3 WEBB WILDER/Tough It Out (Praxis/Zoo) 74**
- 4 PSYCHEFUNKAPUS/Surfing On Jupiter (Atlantic) 55**
- 5 LILLIAN AXE/True Believer (Grand Slam/IRS) 43**
- 6 MARC BONILLA/White Noise (Reprise) 37**
- 7 SHOTGUN MESSIAH/Heartbreak Blvd. (Relativity) 28**
- DANNY TATE/Lead Me To The Water (Charisma) 28**
- THIS PICTURE/Naked Rain (Dedicated/RCA) 28**
- 10 XYZ/When I Find Love (Capitol) 27**
- 11 BLUES TRAVELER/Mountain Cry (A&M) 26**
- DRAMARAMA/Haven't Got A Clue (Chameleon/Elektra) 26**
- SOUTHSIDE JOHNNY & ASBURY.../Coming Back (Impact) 26**
- 14 BLUR/There's No Other Way (Food/SBK) 25**
- LENNY KRAVITZ/Stop Draggin' Around (Virgin) 25**
- 16 KISS OF THE GYPSY/Whatever It Takes (Atlantic) 21**
- NUCLEAR VALDEZ/(Share A Little) Shelter (Epic) 21**
- 18 STEVE FORBERT/Baby, Don't (Geffen) 20**
- 19 VINNIE MOORE/Meltdown (Relativity) 18**
- 20 ASPHALT BALLET/Soul Survive (Virgin) 17**

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

PD: RUSS HOTTLE
MD: JOHN KNAPP

- Heavy GUNS N' ROSES
- MR. BIG
- OSZY OSBOURNE
- U2
- TESLA
- VAN HALEN
- BRYAN ADAMS
- MOTLEY CRUE (M)
- LILLIAN AXE
- EXTREME
- WHITE TRASH
- KIX
- WEBB WILDER
- UGLY KID JOE
- METALLICA
- L.A. GUNS
- GENESIS
- Medium NIRVANA
- RTZ
- QUEENSRYCHE
- SKID ROW
- SOUNDGARDEN
- FREELJACK
- BRITNY POX
- ERIC CLAPTON
- PEARL JAM

WMMR/Philadelphia (215) 561-0933

PROG MGR: JOE BONADONNA

- Heavy UNTIL THE END OF T
- PSYCHEFUNKAPUS
- ERIC CLAPTON
- TWO ROOMS
- BABY ANIMALS
- BLUR
- DIRE STRAITS
- GENESIS
- GUNS N' ROSES
- JOHN HELLENCAMP
- RTZ
- TALL STORIES
- TOM PETTY
- U2
- VAN HALEN
- Medium BONNIE RAITT
- QUEENSRYCHE
- OSZY OSBOURNE
- PEARL JAM
- ROBBIE ROBERTSON
- THUNDER
- UGLY KID JOE
- FREELJACK
- LENNY KRAVITZ
- RUSH
- Light KIX
- WEBB WILDER
- UGLY KID JOE
- METALLICA
- L.A. GUNS
- GENESIS
- Medium NIRVANA
- RTZ
- QUEENSRYCHE
- SKID ROW
- SOUNDGARDEN
- FREELJACK
- BRITNY POX
- ERIC CLAPTON
- PEARL JAM

WBAB/Long Island (516) 587-1023

PD: JEFF LEVINE
MD: RALPH TORTORA

- Heavy ERIC CLAPTON (M)
- U2 (M)
- GENESIS (M)
- NIRVANA (L)
- STORM (M)
- TWO ROOMS (M)
- BRYAN ADAMS
- MR. BIG (L)
- JAMES TAYLOR
- GENESIS
- EDDIE MONEY
- BABY ANIMALS
- TOM PETTY
- Medium QUEEN
- DIRE STRAITS
- ROBBIE ROBERTSON
- JOHN HELLENCAMP
- BOB SEGER
- STEVIE RAY VAUGHAN
- LOU REED
- RTZ
- WEBB WILDER
- MR. BIG
- STEVE FORBERT
- VAN HALEN
- VAN MORRISON
- SCATTERBRAIN
- REBEL TRAIN

WMMR/Philadelphia (215) 561-0933

PROG MGR: JOE BONADONNA

- Heavy UNTIL THE END OF T
- PSYCHEFUNKAPUS
- ERIC CLAPTON
- TWO ROOMS
- BABY ANIMALS
- BLUR
- DIRE STRAITS
- GENESIS
- GUNS N' ROSES
- JOHN HELLENCAMP
- RTZ
- TALL STORIES
- TOM PETTY
- U2
- VAN HALEN
- Medium BONNIE RAITT
- QUEENSRYCHE
- OSZY OSBOURNE
- PEARL JAM
- ROBBIE ROBERTSON
- THUNDER
- UGLY KID JOE
- FREELJACK
- LENNY KRAVITZ
- RUSH
- Light KIX
- WEBB WILDER
- UGLY KID JOE
- METALLICA
- L.A. GUNS
- GENESIS
- Medium NIRVANA
- RTZ
- QUEENSRYCHE
- SKID ROW
- SOUNDGARDEN
- FREELJACK
- BRITNY POX
- ERIC CLAPTON
- PEARL JAM

WDVE/Pittsburgh (412) 937-1441

PD: CENE ROMANO
MD: CHRIS WINTER

- Heavy UGLY KID JOE
- STEVIE RAY VAUGHAN (M)
- TALL STORIES
- JOHN HELLENCAMP
- TOM PETTY
- Medium D.A.D.
- NIRVANA
- TESLA
- SOUNDGARDEN
- PEARL JAM
- OSZY OSBOURNE
- GENESIS
- Light KISS OF THE GYPSY
- METALLICA

WNEW/New York (212) 286-1027

MD: LORRAINE CARUSO

- Heavy ERIC CLAPTON
- DIRE STRAITS
- GENESIS
- VAN MORRISON
- ROBBIE ROBERTSON
- BOB SEGER
- U2 (M)
- TWO ROOMS (M)
- BABY ANIMALS
- GUNS N' ROSES
- EDDIE MONEY
- MR. BIG
- OSZY OSBOURNE
- QUEEN
- RUSH
- VAN HALEN
- STEVIE RAY VAUGHAN
- JOHN HELLENCAMP (M)

WMMR/Philadelphia (215) 561-0933

PROG MGR: JOE BONADONNA

- Heavy UNTIL THE END OF T
- PSYCHEFUNKAPUS
- ERIC CLAPTON
- TWO ROOMS
- BABY ANIMALS
- BLUR
- DIRE STRAITS
- GENESIS
- GUNS N' ROSES
- JOHN HELLENCAMP
- RTZ
- TALL STORIES
- TOM PETTY
- U2
- VAN HALEN
- Medium BONNIE RAITT
- QUEENSRYCHE
- OSZY OSBOURNE
- PEARL JAM
- ROBBIE ROBERTSON
- THUNDER
- UGLY KID JOE
- FREELJACK
- LENNY KRAVITZ
- RUSH
- Light KIX
- WEBB WILDER
- UGLY KID JOE
- METALLICA
- L.A. GUNS
- GENESIS
- Medium NIRVANA
- RTZ
- QUEENSRYCHE
- SKID ROW
- SOUNDGARDEN
- FREELJACK
- BRITNY POX
- ERIC CLAPTON
- PEARL JAM

WMMR/Philadelphia (215) 561-0933

PROG MGR: JOE BONADONNA

- Heavy UNTIL THE END OF T
- PSYCHEFUNKAPUS
- ERIC CLAPTON
- TWO ROOMS
- BABY ANIMALS
- BLUR
- DIRE STRAITS
- GENESIS
- GUNS N' ROSES
- JOHN HELLENCAMP
- RTZ
- TALL STORIES
- TOM PETTY
- U2
- VAN HALEN
- Medium BONNIE RAITT
- QUEENSRYCHE
- OSZY OSBOURNE
- PEARL JAM
- ROBBIE ROBERTSON
- THUNDER
- UGLY KID JOE
- FREELJACK
- LENNY KRAVITZ
- RUSH
- Light KIX
- WEBB WILDER
- UGLY KID JOE
- METALLICA
- L.A. GUNS
- GENESIS
- Medium NIRVANA
- RTZ
- QUEENSRYCHE
- SKID ROW
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- QUEENSRYCHE
- SKID ROW
- SOUNDGARDEN
- FREELJACK
- BRITNY POX
- ERIC CLAPTON
- PEARL JAM

WGRF/Buffalo (716) 881-4555

PD: JOHN HAGER
MD: BOB RICHARDS

- Heavy BRYAN ADAMS
- GENESIS (M)
- VAN HALEN (M)
- U2 (M)
- STEVIE RAY VAUGHAN (M)
- RUSH
- Medium METALLICA (L)
- SOUTHSIDE JOHNNY &
- NIRVANA

WKLC/Charleston (304) 722-3338

MD: JEFF DUGAN

- Heavy BRYAN ADAMS
- JOHN HELLENCAMP (M)
- VAN HALEN (L)
- GENESIS
- ERIC CLAPTON
- Medium QUEENSRYCHE
- JAMES TAYLOR
- Light L.A. GUNS

WRKI/Danbury (203) 775-1212

PD: TIM SHEEHAN

- Heavy STORM (M)
- GENESIS
- VAN HALEN
- ERIC CLAPTON
- TOM PETTY
- RTZ
- Medium STEVE FORBERT
- DANNY TATE
- Light

WDHA/Dover (201) 445-1055

PD: VIC PORCELLI

- Heavy ERIC CLAPTON
- DIRE STRAITS
- GENESIS
- KIX
- JOHN HELLENCAMP
- OSZY OSBOURNE
- PEARL JAM
- TOM PETTY
- QUEEN
- LOU REED
- ROBBIE ROBERTSON
- RUSH
- SMITHS
- SOUTHSIDE JOHNNY &
- STORM
- THIS PICTURE
- VAN HALEN
- STEVIE RAY VAUGHAN
- WEBB WILDER
- Medium
- U2
- BRYAN ADAMS
- BLUES TRAVELER
- D.A.D.
- STEVE FORBERT
- DANNY TATE
- JOHNNY WINTER
- BUCKWHEAT TIBEDO
- QUEENSRYCHE

WBLM/Portland (207) 774-6364

MD: JOSE DIAZ

- Heavy VAN HALEN
- GENESIS
- BRYAN ADAMS
- ERIC CLAPTON
- GUNS N' ROSES
- NIRVANA
- BABY ANIMALS
- BABY ANIMALS
- TALL STORIES
- RUSH
- TOM PETTY
- STEVIE RAY VAUGHAN
- QUEEN
- DIRE STRAITS
- RTZ
- ROBBIE ROBERTSON
- Medium
- LOU REED
- OSZY OSBOURNE
- UGLY KID JOE
- JAMES TAYLOR
- Light

WRKT/Erie (814) 725-4000

MD: RON KLINE

- Heavy ERIC CLAPTON
- GENESIS (M)
- JOHN HELLENCAMP (M)
- TOM PETTY
- U2 (M)
- VAN HALEN
- Medium RTZ
- Light
- FREELJACK
- UGLY KID JOE
- WAR BABIES

WTPA/Harrisburg (717) 697-1141

PD: JEFF KAUFFMAN
APD: CHRIS JAMES (PROG)

- Heavy BRYAN ADAMS
- ERIC CLAPTON
- GENESIS (M)
- TOM PETTY
- U2 (M)
- VAN HALEN
- Medium RTZ
- Light
- FREELJACK
- UGLY KID JOE
- WAR BABIES

WZBO/Ocean City (302) 856-2567

PD: RICK STRAUSS
MD: TODD HEPT

- Heavy BRYAN ADAMS
- 2 TOM PETTY
- 3 BABY ANIMALS
- 4 RUSH
- 5 RTZ
- 6 ERIC CLAPTON
- 7 JOHN HELLENCAMP
- 8 U2
- 9 GENESIS
- 10 SOUTHSIDE JOHNNY &
- 11 DIRE STRAITS
- 12 BLUR
- 13 STEVIE RAY VAUGHAN
- 14 FOUR HORSEMEN
- 15 NIRVANA
- 16 GUIT
- 17 ROBBIE ROBERTSON
- 18 PEARL JAM
- 19 GUNS N' ROSES
- 20 LOU REED
- 21 UNTIL THE END OF T
- 22 EDDIE MONEY
- 23 OSZY OSBOURNE
- 24 JOHNNY WINTER
- 25 SOUNDGARDEN

WKGB/Binghamton (607) 723-5953

PD: TODD MCCARTHY

- Heavy ERIC CLAPTON
- VAN HALEN
- JOHN HELLENCAMP (L)
- RUSH
- GENESIS

WCCC/Hartford (203) 233-4426

PD: TED SELLERS

- Heavy RUSH
- JOHN HELLENCAMP
- U2
- GENESIS
- OSZY OSBOURNE
- BABY ANIMALS
- VAN HALEN
- ROBBIE ROBERTSON
- EDDIE MONEY
- TOM PETTY
- BRYAN ADAMS
- BOB SEGER
- DIRE STRAITS
- STEVIE RAY VAUGHAN
- VAN MORRISON
- QUEEN
- TALL STORIES
- ERIC CLAPTON (M)
- NIRVANA
- QUEENSRYCHE
- Medium
- METALLICA
- LILLIAN AXE
- MOTLEY CRUE
- BLUES TRAVELER
- FATES WARNING
- XYZ

WPLR/New Haven (203) 287-9070

PD: JOHN GREFFIN
MD: TOM BASS

- Heavy VAN HALEN
- GENESIS
- BRYAN ADAMS
- ERIC CLAPTON
- GUNS N' ROSES
- NIRVANA
- BABY ANIMALS
- TALL STORIES
- RUSH
- TOM PETTY
- STEVIE RAY VAUGHAN
- QUEEN
- DIRE STRAITS
- RTZ
- ROBBIE ROBERTSON
- Medium
- LOU REED
- OSZY OSBOURNE
- UGLY KID JOE
- JAMES TAYLOR
- Light

WBLM/Portland (207) 774-6364

MD: JOSE DIAZ

- Heavy VAN HALEN
- GENESIS
- BRYAN ADAMS
- ERIC CLAPTON
- GUNS N' ROSES
- NIRVANA
- BABY ANIMALS
- BABY ANIMALS
- TALL STORIES
- RUSH
- TOM PETTY
- STEVIE RAY VAUGHAN
- QUEEN
- DIRE STRAITS
- RTZ
- ROBBIE ROBERTSON
- Medium
- LOU REED
- OSZY OSBOURNE
- UGLY KID JOE
- JAMES TAYLOR
- Light

WBLM/Portland (207) 774-6364

MD: JOSE DIAZ

- Heavy VAN HALEN
- GENESIS
- BRYAN ADAMS
- ERIC CLAPTON
- GUNS N' ROSES
- NIRVANA
- BABY ANIMALS
- BABY ANIMALS
- TALL STORIES
- RUSH
- TOM PETTY
- STEVIE RAY VAUGHAN
- QUEEN
- DIRE STRAITS
- RTZ
- ROBBIE ROBERTSON
- Medium
- LOU REED
- OSZY OSBOURNE
- UGLY KID JOE
- JAMES TAYLOR
- Light

WBLM/Portland (207) 774-6364

MD: JOSE DIAZ

- Heavy VAN HALEN
- GENESIS
- BRYAN ADAMS
- ERIC CLAPTON
- GUNS N' ROSES
- NIRVANA
- BABY ANIMALS
- BABY ANIMALS
- TALL STORIES
- RUSH
- TOM PETTY
- STEVIE RAY VAUGHAN
- QUEEN
- DIRE STRAITS
- RTZ

REGIONAL AOR ACTIVITY

SOUTH (Continued)

a D.A.D.
a KISS OF THE GYPSY
a MIDGE URE
a LONNY KRAVITZ

WRXK/Ft. Myers (813) 332-3696
PD: STEVE DOWNES
MD: ARVETTE

Heavy
METALLICA
GENESIS
TOM PETTY
GUNS N' ROSES
JOHN MELLENCAMP
OZZY OSBOURNE
RUSH
RICHIE SAMBORA
U2
STEVE RAY VAUGHAN
Medium
ERIC CLAPTON
a L.A. GUNS
a VAN HALEN
Light
a TATTOO ROKKO
a MOTLEY CRUE
a DRAMA/RAMA
a QUEENSRYCHE

WROQ/Greenville (803) 242-0101
PD: LEE ROGERS
MD: BILL WALKER

Heavy
NIRVANA
U2(M)
LYNYRD SKYNYRD
GENESIS
TOM PETTY
BRYAN ADAMS
GUNS N' ROSES
STEVE RAY VAUGHAN(M)
WIDESPREAD PARKIE
BOB SEGER
QUEENSRYCHE(M)
RUSH(M)
Medium
a VAN MORRISON(L)
Light
a UGLY KID JOE
a TEENAGE FANCLUB

WSTZ/Jackson (601) 982-1067
PD: DRU LABORDIE
MD: PAH RIVERS

Heavy
ERIC CLAPTON
GENESIS
TOM PETTY
WEBB WILDER
TWO ROOMS
Medium
Light
a DANNY TATE(L)
a L.A. GUNS

WFYV/Jacksonville (904) 642-1055
PD: RALPH CIPOLLA
MD: JOHN LFAND

Heavy
VAN HALEN
RUSH(M)
U2(L)
TESLA
STEVE RAY VAUGHAN(L)
QUEENSRYCHE
Medium
Light
a NORTHERN PIXIES(L)
a KIX

WIMX/Knoxville (615) 525-6000
PD: BLAKE WATSON
MD: BILL KIDD

Heavy
U2(L)
OZZY OSBOURNE
JOHN MELLENCAMP(M)
VAN HALEN(M)(L)
RUSH(M)
GENESIS
ERIC CLAPTON
BRYAN ADAMS
TOM PETTY
Medium
Light
a DIRT STRAITS
Light
a BLUES TRAVELER

WKQQ/Lexington (606) 252-6694
PD: PETER DELFORD
MD: TOM TILFORD

Heavy
JOHN MELLENCAMP
U2
GENESIS
RUSH(L)
VAN HALEN(M)
ERIC CLAPTON(L)
TOM PETTY
BRYAN ADAMS
Medium
Light
a SMITHRENS
Light
a PIRROUSE

WGCX/Mobile (205) 626-9600
PD: LORI DUBOSE
MD: CHARLIE OCEAN

Heavy
JOHN MELLENCAMP(M)
U2(M)
VAN HALEN
ERIC CLAPTON
NIRVANA
GENESIS
TOM PETTY
Medium
Light
a STEVE RAY VAUGHAN
Light

KMJX/Little Rock (501) 224-6500
PD: TOM WOOD
MD: DAVID A. ROSS

Heavy
VAN HALEN
BRYAN ADAMS
GENESIS
OZZY OSBOURNE
RUSH
TOM PETTY

STORM
ERIC CLAPTON
STEVE RAY VAUGHAN
UGLY KID JOE
a WEBB WILDER
BABY ANIMALS
Medium
a METALLICA
a MOTLEY CRUE
a L.A. GUNS
a NIRVANA
Light
a DANNY TATE
a KISS OF THE GYPSY

WQMF/Louisville (502) 896-4400
OH: BILL PUGH
MD: DIKE MEYER

Heavy
VAN HALEN
JOHN MELLENCAMP(M)
U2
GENESIS
RUSH(M)
METALLICA
TESLA(L)
ERIC CLAPTON
Medium
Light
a BRYAN ADAMS

WQBZ/Macon (912) 781-6558
PD: NATHAN HALE

Heavy
MR. BIG
JOHN MELLENCAMP
GENESIS
U2(M)
BRYAN ADAMS
RUSH
GUNS N' ROSES
ERIC CLAPTON
RTZ
VAN HALEN
OZZY OSBOURNE
NIRVANA(L)
Medium
Light
a DIRT STRAITS
a BODEANS
a WEBB WILDER

WEGR/Memphis (901) 578-1103
PD: DRAKE HALL
MD: ZSKE LOGAN

Heavy
JOHN MELLENCAMP
GENESIS
EDDIE MONEY
TOM PETTY
RUSH
U2(M)
VAN HALEN
Medium
Light
a QUEENSRYCHE
a RTZ
a DANNY TATE
Light
a XYZ
a PSYCHEPUNKAPUS

WKDF/Nashville (615) 244-9532
PD: KIDD REID
MD: JOHN MAGARYA

Heavy
BRYAN ADAMS
TWO ROOMS
ERIC CLAPTON
JOHN MELLENCAMP(M)
DIRT STRAITS
TWO ROOMS
MOTLEY CRUE(L)
U2(M)
VAN HALEN(M)
STEVE RAY VAUGHAN(M)
Medium
Light
a TOM PETTY(L)
Light
a UGLY KID JOE

WCKW/New Orleans (504) 831-8811
PD: CRAIG STEVENS
MD: WAYNE WATKINS

Heavy
GENESIS(M)
VAN HALEN
U2(M)
STEVE RAY VAUGHAN
JOHN MELLENCAMP(M)
Medium
Light
a ERIC CLAPTON
Light

WDIZ/Orlando (407) 682-7676
PD: NEAL MURPHY
MD: LEE RANDALL

Heavy
U2(M)
BRYAN ADAMS
VAN HALEN
GENESIS
TOM PETTY
RUSH
ERIC CLAPTON
Medium
Light
a EDDIE MONEY
a QUEENSRYCHE
a NIRVANA

WTKX/Pensacola (904) 438-7543
PD: MIKE OMDAYKO
MD: STROMBER

Heavy
BRYAN ADAMS
GENESIS(L)
TOM PETTY
VAN HALEN
ERIC CLAPTON(L)
NIRVANA
Medium
Light
a DIRT STRAITS
a SOUTHSIDE JOHNNY &
a BONNIE RAITT
Light
a METALLICA

WRDU/Raleigh (919) 876-1061
PD: BOB WALTON
MD: TOM GUILD

Heavy
GENESIS(L)
BRYAN ADAMS
OZZY OSBOURNE
RUSH
MR. BIG

BOB SEGER
TOM PETTY
RUSH
OZZY OSBOURNE
STEVE RAY VAUGHAN(L)
JOHN MELLENCAMP(L)
Medium
Light
a VAN HALEN

WRXL/Richmond (804) 756-6400
PD: BILL PUGH
MD: PAUL SEIBERTE

Heavy
VAN HALEN
GENESIS(M)
TOM PETTY
JOHN MELLENCAMP
ERIC CLAPTON(M)
RUSH
Medium
Light
a STORM
a DRYVON N. CRIN
Light
a QUEENSRYCHE
a UGLY KID JOE

WROV/Roanoke (703) 343-4444
PD: MIKE BELL
APD/MD: ELLIEN FLAHERTY

Heavy
VAN HALEN
U2
BRYAN ADAMS
GENESIS
ERIC CLAPTON
JOHN MELLENCAMP
Medium
Light
a LOU REED
a QUEENSRYCHE

WIXV/Savannah (912) 897-1529
PD: CURT GARY
MD: JAY STISSON

Heavy
U2(M)
GUNS N' ROSES
VAN HALEN
GENESIS
TOM PETTY
ERIC CLAPTON
JOHN MELLENCAMP(M)
Medium
Light
a DIRT STRAITS
a STEVE RAY VAUGHAN
a BODEANS

KTAL/Shreveport (318) 425-2422
PD: JOHN SHERMAN
MD: TOM MICHAELS

Heavy
BRYAN ADAMS
PIROUSE
LILLIAN AXE
DIRT STRAITS
SKID ROW
TWO ROOMS(M)
VAN HALEN
ERIC CLAPTON
JOHN MELLENCAMP(M)
DIRT STRAITS
TWO ROOMS
NIRVANA
GENESIS
GUNS N' ROSES(M)
METALLICA
UGLY KID JOE
ERIC CLAPTON
STEVE RAY VAUGHAN
OZZY OSBOURNE
QUEENSRYCHE
Medium
Light
a TESLA

KEYJ/Abilene (915) 677-7225
PD: RANDY JONES
MD: MIKE WILLIAMS

Heavy
GENESIS
TOM PETTY
TALL STORIES
OZZY OSBOURNE
RTZ
STEVE RAY VAUGHAN
Medium
Light
a QUEENSRYCHE
a U2
Light
a JAMES TAYLOR
a XYZ
a KISS OF THE GYPSY
a PSYCHEPUNKAPUS

KATP/Amarillo (806) 359-5999
PD/MD: DALE HILLER

Heavy
VAN HALEN
GENESIS
TOM PETTY
RUSH
QUEEN
STEVE RAY VAUGHAN
TWO ROOMS
DIRT STRAITS
RTZ
ROBBIE ROBERTSON
STORM
JOHN MELLENCAMP
SOUTHSIDE JOHNNY &
TALL STORIES
WEBB WILDER
U2
Medium
Light
a XYZ
a DANNY TATE
a L.A. GUNS
a BLUES TRAVELER
a REBEL TRAIT
a QUEENSRYCHE
Light
a TEENAGE FANCLUB

WTKZ/Myrtle Beach (803) 448-4739
PD/MD: JOHNNY DIAZ

Heavy
TALL STORIES
BRYAN ADAMS

WWWV/Charlottesville (804) 971-4057
PD: VIKKIE KICE
MD: DEBBIE GILBERT

Heavy
U2(M)
MR. BIG
EDDIE MONEY
BRYAN ADAMS
JOHN MELLENCAMP(M)
BOB SEGER
VAN HALEN
GENESIS
TOM PETTY
TWO ROOMS
ERIC CLAPTON(M)
RUSH
STEVE RAY VAUGHAN
Medium
Light
a BODEANS
a UGLY KID JOE
a PSYCHEPUNKAPUS
Light
a VINCENT ROCCO
a KISS OF THE GYPSY
a MIDGE URE

WWRK/Columbus (404) 576-3000
PD: JOHN STUART
MD: BRIAN GREATHOUSE

Heavy
GENESIS
RUSH
U2(M)
VAN HALEN
BRYAN ADAMS
NIRVANA
ERIC CLAPTON
Medium
Light
a RTZ
Light
a FEAR, JAM
a QUEENSRYCHE

KKEG/Fayetteville (501) 521-5566
PD: WES JEFFRIES
MD: DAVE JACKSON

Heavy
ERIC CLAPTON
GENESIS
TOM PETTY
LILLIAN AXE
STEVE RAY VAUGHAN
STORM
U2
JOHN MELLENCAMP
a DIRT STRAITS
Medium
Light
a MOTLEY CRUE
a WEBB WILDER
a BLUES TRAVELER
a DANNY TATE
Light
a STEVE ROBERT
a VINCENT ROCCO
a XYZ

KZKZ/Ft. Smith (501) 646-6700
PD: MARK MORGAN
MD: JOHN ALLEN

Heavy
GENESIS
METALLICA(M)
TOM PETTY
STEVE RAY VAUGHAN
OZZY OSBOURNE
JOHN MELLENCAMP
RED HOT CHILI PEPP
NIRVANA
JOHN MELLENCAMP
SMITHRENS
LOU REED
LOU REED
ROBYN HITCHCOCK &
STEVE RAY VAUGHAN
Medium
Light
a PEARL JAM

WRUF/Gainesville (904) 392-0771
PD: HARRY GUSCOTT
MD: KRISTEN CLARK

Heavy
GENESIS
VAN HALEN
RUSH
TOM PETTY
U2(M)
Medium
Light
a QUEENSRYCHE
a L.A. GUNS
a RTZ
a UNTIL THE END OF T
a DANNY TATE
a XYZ

KFMX/Lubbock (806) 747-1224
PD: WES NESSMAN
MD: KID HAWKING

Heavy
BRYAN ADAMS
ERIC CLAPTON
GENESIS
VAN HALEN
JOHN MELLENCAMP
TOM PETTY
RUSH
STEVE RAY VAUGHAN
Medium
Light
a D.A.D.
a ROBBIE ROBERTSON
a DANNY TATE

WGLF/Tallahassee (904) 878-1104
PD: JEFF HORN
MD: PAUL DAVIS

Heavy
OZZY OSBOURNE
U2(M)
GENESIS
TOM PETTY
VAN HALEN
Medium
Light
a ERIC CLAPTON
a QUEENSRYCHE
a KISS OF THE GYPSY
Light
a PEARL JAM
a NUCLEAR VALDEZ

WBNB/Cincinnati (513) 621-9326
PD: TOM OWENS
MD: TONY TOLLIVER

Heavy
BRYAN ADAMS
DIRT STRAITS
NUCLEAR VALDEZ
RUSH
SMITHRENS
JOHN MELLENCAMP
Medium
Light
a ERIC CLAPTON
a QUEENSRYCHE
a KISS OF THE GYPSY
Light
a PEARL JAM
a NUCLEAR VALDEZ

WKQZ/Myrtle Beach (803) 448-4739
PD/MD: JOHNNY DIAZ

Heavy
TALL STORIES
BRYAN ADAMS

OZZY OSBOURNE
WEBB WILDER
TOM PETTY
VAN HALEN
BABY ANIMALS
CULT
PEARL JAM
TWO ROOMS
RUSH
ERIC CLAPTON
RTZ
STEVE RAY VAUGHAN
JOHN MELLENCAMP
ROBBIE ROBERTSON
STORM
FREEJACK
DIRT STRAITS
U2
L.A. GUNS
GENESIS
a QUEENSRYCHE
a DANNY TATE
a MOTLEY CRUE
Light
a VINCENT ROCCO
a KISS OF THE GYPSY
a MIDGE URE

Light
a BODEANS
a WAR BABIES
a MOTLEY CRUE
Light
a TEENAGE FANCLUB

WWRK/Columbus (404) 576-3000
PD: JOHN STUART
MD: BRIAN GREATHOUSE

Heavy
GENESIS
RUSH
U2(M)
VAN HALEN
BRYAN ADAMS
NIRVANA
ERIC CLAPTON
Medium
Light
a RTZ
Light
a FEAR, JAM
a QUEENSRYCHE

WWRB/Chicago (312) 861-8100
VP/PROG: JOHN EDWARDS
APD/MD: KEVIN LEWIS

Heavy
BIG HOUSE
FREEJACK
LITA FORD
KINGDOM COME
L.A. GUNS
a YOUNG MILDHEM
ACQUEDUC STREET
METALLICA
MIS
NIRVANA
OZZY OSBOURNE
QUEENSRYCHE
SKID ROW
TESLA
UGLY KID JOE
WAR BABIES
XYZ

WRXZ/Chicago (312) 777-1700
PD: NORM WINTER
MD: PAUL MARZALEK

Heavy
STEVE RAY VAUGHAN(M)
LYNYRD SKYNYRD
DIRT STRAITS
TOM PETTY
U2(M)
EDDIE MONEY
ERIC CLAPTON
JOHN MELLENCAMP(M)
Medium
Light
a HARBEN ZEYON

Light
a STEVE RAY VAUGHAN(M)
UNTIL THE END OF T
ERIC CLAPTON
SIOUXIE & THE BANS
BLUP
JOHN LEE HOOKER
KINGS
MR. BLOODY VALENTIN
TEXAS
WEBB WILDER
"TITANIC LOVE AFFAIR"
SPARTAN BOYS
CHRIS WHITLEY
PEARL JAM
WIR
MATTHEW SMET
SINGLE GUN THEORY
PIKES
JOHN FRUHE
ORANRAMA
TEENAGE FANCLUB
SACRED RIVER
POI DOG BOWLING
HC 900FT JESSIS
ANTENNA
BLUES AEROPLANES
BAD EXAMPLES
ERIC CLAPTON
PSYCHEDELIC PURS
BUDDY GUY
a STEVE ROBERT
PRIMAL SCREAM
I'M YOUR FAN
"HANG STREET PREGAC"
Light
a COMBOY JUNKIES
a SUGARBOBES
a REVIEWS
a JULES SHEAR
a BUCKWAT ZYDECO
a NED'S ATOMIC DUST
a SOCIAL DISTORTION

WLLZ/Detroit (313) 855-5100
PD: CHUCK SANTONI

Heavy
VAN HALEN(M)
U2(M)
GENESIS
TOM PETTY
RUSH
Medium
Light
a NIRVANA
STORI
ERIC CLAPTON
DIRT STRAITS
BOB SEGER
Light
a QUEENSRYCHE
a DANNY TATE

WRIF/Detroit (313) 827-9505
PD: JIM PROBERTON
MD: STEVE KOSTAN

Heavy
U2(L)
NIRVANA(L)
RUSH
JOHN MELLENCAMP(L)
STEVE RAY VAUGHAN
THUNDER
SMITHRENS
STORM
GENESIS
Medium
Light
a TOM PETTY
FREEJACK
TWO ROOMS
NO "RECY"
METALLICA
UGLY KID JOE
GUNS N' ROSES
OZZY OSBOURNE
a BOB SEGER
Light

WLUP/Chicago (312) 440-5270

Medium
Light
a BRYAN ADAMS
DIRT STRAITS
NUCLEAR VALDEZ
RUSH
SMITHRENS
JOHN MELLENCAMP
Medium
Light
a ERIC CLAPTON
a QUEENSRYCHE
a KISS OF THE GYPSY
Light
a PEARL JAM
a NUCLEAR VALDEZ

WBNB/Cincinnati (513) 621-9326
PD: TOM OWENS
MD: TONY TOLLIVER

Heavy
EDDIE MONEY
RUSH
VAN HALEN
STEVE RAY VAUGHAN
TOM PETTY
JOHN MELLENCAMP(L)
SCHOOL OF FISH
U2(M)
BOB SEGER
HENRY LEE SHMFP
PEARL JAM
KIX
THUNDER
GUNS N' ROSES
NIRVANA
SOUNDGARDEN

KBAT/Odessa (915) 563-2121
PD: RIC ELLIOTT
MD: DREW DAWSON

Heavy
BRYAN ADAMS
TWO ROOMS
ERIC CLAPTON
GENESIS
NIRVANA(M)
TESLA
BRYAN ADAMS
OZZY OSBOURNE
TOM PETTY
RUSH
TALL STORIES
U2(M)
VAN HALEN
DIRT STRAITS
JOHN MELLENCAMP
STEVE RAY VAUGHAN
RTZ
Medium
Light
a JOHN MELLENCAMP
a BODEANS
a WAR BABIES
a MOTLEY CRUE
Light
a TEENAGE FANCLUB

WQFM/Milwaukee (414) 276-2040
PD: J.T. STEVENS
MD: JIM SMITH

Heavy
BRYAN ADAMS
EDDIE MONEY
TESLA(L)
THUNDER
U2(L)
Medium
Light
a NIRVANA
OZZY OSBOURNE(L)
TOM PETTY(L)
SKID ROW
TALL STORIES
STORM(L)
Light
a LITA FORD
a FIREHOUSE

WMMS/Cleveland (216) 781-9667
PD: MICHAEL LUCZAK
MD: BRAD HANSON

Heavy
OZZY OSBOURNE
U2
JOHN MELLENCAMP
VAN HALEN
NEW YORK ROCK & SO(M)
GENESIS
SMITHRENS
BODEANS
RUSH
TOM PETTY
CONNIE IRLIS
ERIC CLAPTON
a DIRT STRAITS
BOB SEGER
Medium
Light
a JAMES TAYLOR
VAN MORRISON
NUCLEAR VALDEZ
SOUNDGARDEN
Light
a TEENAGE FANCLUB

WLVQ/Columbus (614) 488-9696
PD: BOB REISMAN
MD: JO ROBINSON

Heavy
STEVE RAY VAUGHAN(M)
LYNYRD SKYNYRD
DIRT STRAITS
TOM PETTY
U2(M)
EDDIE MONEY
ERIC CLAPTON
JOHN MELLENCAMP(M)
Medium
Light
a HARBEN ZEYON
a QUEENSRYCHE
a WARREN ZEYON
Light
a COMBOY JUNKIES
a LIGHTNING SEETS
a SARIH KACAGLAN
a TOAD THE WEI SPROG
a ORIGIN
a RICK PARKER
a TWENTY MONDAYS

WLLZ/Detroit (313) 855-5100
PD: CHUCK SANTONI

Heavy
VAN HALEN(M)
U2(M)
GENESIS
TOM PETTY
RUSH
Medium
Light
a NIRVANA
STORI
ERIC CLAPTON
DIRT STRAITS
BOB SEGER
Light
a QUEENSRYCHE
a DANNY TATE

KSHE/St. Louis (314) 621-0095
PD: JIM OWEN
APD: AL HOPER

Heavy
TOM PETTY(M)
JOHN MELLENCAMP(L)
ERIC CLAPTON
VAN HALEN(M)
Medium
Light
a QUEENSRYCHE
a DANNY TATE
a METALLICA(L)
a WHITE TRASH
a DIRT STRAITS
a OZZY OSBOURNE
a FREEJACK
a PEARL JAM
a TALL STORIES
Light
a MOTLEY CRUE
a GUNS N' ROSES
a ERIC CLAPTON

WRIF/Detroit (313) 827-9505
PD: JIM PROBERTON
MD: STEVE KOSTAN

Heavy
U2(L)
NIRVANA(L)
RUSH
JOHN MELLENCAMP(L)
STEVE RAY VAUGHAN
THUNDER
SMITHRENS
STORM
GENESIS
Medium
Light
a TOM PETTY
FREEJACK
TWO ROOMS
NO "RECY"
METALLICA
UGLY KID JOE
GUNS N' ROSES
OZZY OSBOURNE
a BOB SEGER
Light

WLLZ/Detroit (313) 855-5100
PD: CHUCK SANTONI

Heavy
VAN HALEN(M)
U2(M)
GENESIS
TOM PETTY
RUSH
Medium
Light
a NIRVANA
STORI
ERIC CLAPTON
DIRT STRAITS
BOB SEGER
Light
a QUEENSRYCHE
a DANNY TATE

WLLZ/Detroit (313) 855-5100
PD: CHUCK SANTONI

Heavy
VAN HALEN(M)
U2(M)
GENESIS
TOM PETTY
RUSH
Medium
Light
a NIRVANA
STORI
ERIC CLAPTON
DIRT STRAITS
BOB SEGER
Light
a QUEENSRYCHE
a DANNY TATE

WQFM/Milwaukee (414) 276-2040
PD: J.T. STEVENS
MD: JIM SMITH

Heavy
BRYAN ADAMS
EDDIE MONEY
TESLA(L)
THUNDER
U2(L)
Medium
Light
a NIRVANA
OZZY OSBOURNE(L)
TOM PETTY(L)
SKID ROW
TALL STORIES
STORM(L)
Light
a LITA FORD
a FIREHOUSE

WQFM/Milwaukee (414) 276-2040
PD: J.T. STEVENS
MD: JIM SMITH

Heavy
BRYAN ADAMS
EDDIE MONEY
TESLA(L)
THUNDER
U2(L)
Medium
Light
a NIRVANA
OZZY OSBOURNE(L)
TOM PETTY(L)
SKID ROW
TALL STORIES
STORM(L)
Light
a LITA FORD
a FIREHOUSE

WQFM/Milwaukee (414) 276-2040
PD: J.T. STEVENS
MD: JIM SMITH

Heavy
BRYAN ADAMS
EDDIE MONEY
TESLA(L)
THUNDER
U2(L)
Medium
Light
a NIRVANA
OZZY OSBOURNE(L)
TOM PETTY(L)
SKID ROW
TALL STORIES
STORM(L)
Light
a LITA FORD
a FIREHOUSE

KTCZ/Minneapolis (612) 339-0000
APD/MD: J. FREDERICKSON

Heavy
NIRVANA
STEVE RAY VAUGHAN(M)
VAN HALEN
U2(M)
BRYAN ADAMS
TOM PETTY
TWO ROOMS
GENESIS
RTZ
STORM
a L.A. GUNS
Light
a QUEENSRYCHE
a NUCLEAR VALDEZ
a METALLICA
a DANNY TATE

WVLP/Columbus (614) 488-9696
PD: BOB REISMAN
MD: JO ROBINSON

Heavy
STEVE RAY VAUGHAN(M)
LYNYRD SKYNYRD
DIRT STRAITS
TOM PETTY
U2(M)
EDDIE MONEY
ERIC CLAPTON
JOHN MELLENCAMP(M)
Medium
Light
a HARBEN ZEYON
a QUEENSRYCHE
a WARREN ZEYON
Light
a COMBOY JUNKIES
a LIGHTNING SEETS
a SARIH KACAGLAN
a TOAD THE WEI SPROG
a ORIGIN
a RICK PARKER
a TWENTY MONDAYS

WLLZ/Detroit (313) 855-5100
PD: CHUCK SANTONI

Heavy
VAN HALEN(M)
U2(M)
GENESIS
TOM PETTY
RUSH
Medium
Light
a NIRVANA
STORI
ERIC CLAPTON
DIRT STRAITS
BOB SEGER
Light
a QUEENSRYCHE
a DANNY TATE

KSHE/St. Louis (314) 621-0095
PD: JIM OWEN
APD: AL HOPER

Heavy
TOM PETTY(M)
JOHN MELLENCAMP(L)
ERIC CLAPTON
VAN HALEN(M)
Medium
Light
a QUEENSRYCHE
a DANNY TATE
a METALLICA(L)
a WHITE TRASH
a DIRT STRAITS
a OZZY OSBOURNE
a FREEJACK
a PEARL JAM
a TALL STORIES
Light
a MOTLEY CRUE
a GUNS N' ROSES
a ERIC CLAPTON

WVLP/Columbus (614) 488-9696
PD: BOB REISMAN
MD: JO ROBINSON

Heavy
STEVE RAY VAUGHAN(M)
LYNYRD SKYNYRD
DIRT STRAITS
TOM PETTY
U2(M)
EDDIE MONEY
ERIC CLAPTON
JOHN MELLENCAMP(M)
Medium
Light
a HARBEN ZEYON
a QUEENSRYCHE
a WARREN ZEYON
Light
a COMBOY JUNKIES
a LIGHTNING SEETS
a SARIH KACAGLAN
a TOAD THE WEI SPROG
a ORIGIN
a RICK PARKER
a TWENTY MONDAYS

WVLP/Columbus (614) 488-9696

CHR P1 PLAYLISTS

WPLJ New York City Z100 New York VP/Dir. Ops & Prog: Steve Kingston APD/MD: Frankie Blue Asst. MD: Andy Shane

WPLJ New York MOJO RADIO 95.5 FM VP Programming: Tom Cuddy PD: Scott Shannon APD/MD: Mike Preston

WPLJ New York City Z100 New York VP/Dir. Ops & Prog: Steve Kingston APD/MD: Frankie Blue Asst. MD: Andy Shane

WPLJ New York MOJO RADIO 95.5 FM VP Programming: Tom Cuddy PD: Scott Shannon APD/MD: Mike Preston

B104/Baltimore B104 WISNMD PD: Todd Fisher MD: Ric Sanders

Pittsburgh B94 FM MD: Lori Campbell

B104/Baltimore B104 WISNMD PD: Todd Fisher MD: Ric Sanders

Pittsburgh B94 FM MD: Lori Campbell

Boston WZLW 94.5 FM PD: Sunny Joe White APD: Jerry McKenna MD: Carmen Cacciatore

Philadelphia WEGX/Eagle 106 PD: Brian Philips OM: John Lander MD: Chuck Tisa

Boston WPKS-FM 108 FM PD: Steve Rivers MD: Cadillac Jack McCartney Music Coord: Tad Bonvie

Providence 92PROFM THE MOST MUSIC PD: Paul Cannon MD: Tony Bristol

Providence 92PROFM THE MOST MUSIC PD: Paul Cannon MD: Tony Bristol

Philadelphia WIOQ/Philadelphia PD: Jefferson Ward MD: Glenn Kalina

Philadelphia WIOQ/Philadelphia PD: Jefferson Ward MD: Glenn Kalina

95.5 FM WPGC Continuous Music Washington, D.C. PD: Jay Stevens APD: Paco Lopez MD: Albie D.

MIX100.7FM PD: Rich Hawkins APD/MD: Bill Webster

MIX100.7FM PD: Rich Hawkins APD/MD: Bill Webster

New York WQHT 97 FM OM/PD: Joel Salkowitz APD/MD: Kevin McCabe

New York WQHT 97 FM OM/PD: Joel Salkowitz APD/MD: Kevin McCabe

WPOW Miami PD: Funk E. Frank Walsh MD: John Rogers

WPOW Miami PD: Funk E. Frank Walsh MD: John Rogers

Tampa Q103 PD: Jay Taylor MD: Rich Anhorn

Atlanta POWER 99 FM PD: Rick Stacy APD: Leslie Fram MD: Sean Demery

Atlanta POWER 99 FM PD: Rick Stacy APD: Leslie Fram MD: Sean Demery



Dir. Ops: Marc Chase
PD: B.J. Harris
APD: Jeff "Booger" Kapugi
MD: Hawk Harrison

- 1 1 PRINCE/Diamonds And Pearls
2 2 SHANICE/I Love Your Belie
3 3 MARIAN CAREY/Can't Let Go
4 4 KARYN WHITE/The Way I Feel About



KBXX Houston
Sloppless Music
PD: Rob Scorpio
MD: Greg Head

- 1 1 PRINCE/Diamonds And Pearls
2 2 TEVIN CAMPBELL/Tell Me What You Want
3 3 HINT CONDITION/Breaking My Heart (Pr



KXXR Kansas City
Station Manager/PD: Jack Alex
APD/MD: Mike Kennedy
Music Coord: Ben Jammin'

- 1 1 GEORGE MICHAEL/Don't Let The Sun Go
2 2 NIRVANA/Smells Like Teen Spirit
3 3 PRINCE/Diamonds And Pearls



PD: Dave Robbins
APD: Dan Bowen
MD: John Cline

- 1 1 GEORGE MICHAEL/Don't Let The Sun Go
2 2 KARYN WHITE/The Way I Feel About
3 3 AMY GRANT/Good For Me



PD: Rick Gillette
APD/MD: Mark Jackson

- 1 1 PRINCE/Diamonds And Pearls
2 2 KARYN WHITE/The Way I Feel About
3 3 ANGELICA/Angel Baby



PD: Joel Folger
APD/MD: Jimmy Steal

- 1 1 NIRVANA/Smells Like Teen Spirit
2 2 GEORGE MICHAEL/Don't Let The Sun Go
3 3 PRINCE/Diamonds And Pearls



Hits. Without the hype.
PD: Steve Wyrstok
APD: Tom Poleman

- 1 1 CECE PENITON/We Got A Love Thing
2 2 MARIAN CAREY/Can't Let Go
3 3 PRINCE/Diamonds And Pearls



PD: Tom Jeffries
APD: Rick Michaels
MD: Ed Brown

- 1 1 CECE PENITON/We Got A Love Thing
2 2 MARIAN CAREY/Can't Let Go
3 3 PRINCE/Diamonds And Pearls



PD: Dave Allen
MD: Brian Douglas

- 1 1 COLOR ME BADD/All 4 Love
2 2 GEORGE MICHAEL/Don't Let The Sun Go
3 3 BONNIE RAITT/Can't Make You Love



OM/PD: Don London
MD: Garrett Michaels
APD/Research Dir.: Chris Davis

- 1 1 MARIAN CAREY/Can't Let Go
2 2 SHANICE/I Love Your Belie
3 3 PRINCE/Diamonds And Pearls



OM/PD: Chris Bailey
MD: Ellis B. Feaster

- 1 1 PRINCE/Diamonds And Pearls
2 2 GEORGE MICHAEL/Don't Let The Sun Go
3 3 U2/Mysterious Ways



OM: Tony Novia
MD: Lee Chesnut

- 1 1 BONNIE RAITT/Can't Make You Love
2 2 GEORGE MICHAEL/Don't Let The Sun Go
3 3 ROD STEWART/Broken Arrow



PD: Gregg Cassidy

- 1 1 SHANICE/I Love Your Belie
2 2 TEVIN CAMPBELL/Tell Me What You Want
3 3 PRINCE/Diamonds And Pearls



PD: Dave Shakes
MD: Todd Cavanah

- 1 1 TEVIN CAMPBELL/Tell Me What You Want
2 2 KRYV BIMP/Too Bling To See It
3 3 T P E /Then Came You



PD: Jon Anthony
MD: Steve Barnes

- 1 1 KENNY LOGGINS/Conviction Of The Hea
2 2 GEORGE MICHAEL/Don't Let The Sun Go
3 3 SPECIAL/Signs Of Love



PD: Mark Bolke
APD/MD: Mr. Ed Lambert

- 1 1 MARIAN CAREY/Can't Let Go
2 2 PRINCE/Diamonds And Pearls
3 3 KARYN WHITE/The Way I Feel About



MD: Deanna Kaminsky

- 1 1 GEORGE MICHAEL/Don't Let The Sun Go
2 2 KARYN WHITE/The Way I Feel About
3 3 KARYN WHITE/The Way I Feel About



PD: Mark Todd
APD: Chris Knight
MD: Jim Atkinson

- 1 GEORGE MICHAEL/Don't Let The Sun Go
2 PRINCE/Diamonds And Pearls
3 MIRVANA/Smells Like Teen Spirit

ADDS 23
NIA PEEBLES/Kissing The Mind
ATLANTIC STARR/Masterpiece



WJMO/Cleveland
PD: Keith Clark
APD: J.R. Randall
MD: Tank Sherman

- 1 PRINCE/Diamonds And Pearls
2 SHANICE/I Love Your Belie
3 MARIAM CAREY/Can't Let Go

ADDS 28, 29, 30
MASSIVE ATTACK/Mezzanine



St. Louis
PD: Brian Bridgman

- 1 PRINCE/Diamonds And Pearls
2 SHANICE/I Love Your Belie
3 GEORGE MICHAEL/Don't Let The Sun Go

ADDS 30, 31, 32, 33



Los Angeles
PD: Bill Richards
APD: Gwen Roberts
MD: Michael Martin

- 1 GEORGE MICHAEL/Don't Let The Sun Go
2 PRINCE/Diamonds And Pearls
3 SHANICE/I Love Your Belie

ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



VP/Programming: Steve Smith
APD/MD: Dena Yasner
Prog. Coord.: Tim Byrd

- 1 SHANICE/I Love Your Belie
2 A LIGHTER SHADE/D'On A Sunday Aftern
3 JODY WATLEY/I Want You

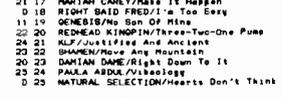
ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



PD: Jamie Hyatt
MD: Carey Edwards
Music Coord: Julie Gavin

- 1 SHANICE/I Love Your Belie
2 KARYN WHITE/The Way I Feel About
3 A LIGHTER SHADE/D'On A Sunday Aftern

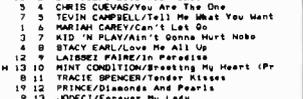
ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



San Jose
KHQT

- 1 SHANICE/I Love Your Belie
2 A LIGHTER SHADE/D'On A Sunday Aftern
3 JODY WATLEY/I Want You

ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



Portland's HOTTEST MUSIC
PD: Mark Capps
MD: Kim Matthews

- 1 GEORGE MICHAEL/Don't Let The Sun Go
2 PRINCE/Diamonds And Pearls
3 SHANICE/I Love Your Belie

ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



KPWR/Los Angeles
PD: Rick Cummings
MD: Michelle Mercer

- 1 A LIGHTER SHADE/D'On A Sunday Aftern
2 PH DAMM/Paper Doll
3 KID 'N PLAY/Ain't Gonna Hurt No One

ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



Quadruples the Music!
KGGI/Riverside
OM: Larry Martino
PD: Bob West
MD: Mike Marino

- 1 A LIGHTER SHADE/D'On A Sunday Aftern
2 TRACIE SPENCER/Tender Kisses
3 SHANICE/I Love Your Belie

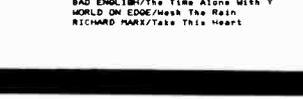
ADDS 19
MI-C/Blissing In The Park



Salt Lake City
PD: John Dimick
MD: Gary Michaels

- 1 EMV/Cerise Blue
2 GEORGE MICHAEL/Don't Let The Sun Go
3 WILSON PHOENIX/Remember The Time

ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



Sacramento
PD: Dr. Dave Ferguson
APD/MD: Chuck Field
Music Coord.: Ricky Leigh

- 1 PRINCE/Diamonds And Pearls
2 SHANICE/I Love Your Belie
3 TRACIE SPENCER/Tender Kisses

ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



Station Mgr: Gerry Cagle
PD: Alex Cosper
MD: Karen Holmes

- 1 U2/Rattle And Hum
2 MIRVANA/Smells Like Teen Spirit
3 RIGHT SAID FRED/I'm Too Sexy

ADDS 24
DRAKARANA/Haven't Got A Clue



PD: Dave Van Stone
APD/MD: Stacy Cantrell

- 1 SHANICE/I Love Your Belie
2 PRINCE/Diamonds And Pearls
3 TRACIE SPENCER/Tender Kisses

ADDS 22
A LIGHTER SHADE/D'On A Sunday Aftern



OM/PD: Casey Keating
APD: Mark Allan
MD: Randy Irwin

- 1 MIRVANA/Smells Like Teen Spirit
2 GEORGE MICHAEL/Don't Let The Sun Go
3 PRINCE/Diamonds And Pearls

ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



OM/PD: Bob Case
APD: Barry Beck
MD: Chet Buchanan

- 1 ANGELO/Angeles
2 PRINCE/Diamonds And Pearls
3 SHANICE/I Love Your Belie

ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



A Better Mix of Music
KKLQ/San Diego
PD: Kevin Weatherly
APD: JoJo "Cookin'" Kincaid
MD: Michelle Santosuosso

- 1 RIGHT SAID FRED/I'm Too Sexy
2 ATLANTIC STARR/Masterpiece
3 VANESSA WILLIAMS/Save The Best For Last

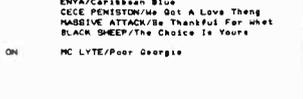
ADDS 30
MICHAEL BOLTON/Missing You



San Francisco
PD: Keith Natfaly
APD/MD: Hosh Gureli
Music Coord: Harold Austin

- 1 PRINCE/Diamonds And Pearls
2 MINT CONDITION/Breaking My Heart (Pt. 2)
3 SHANICE/I Love Your Belie

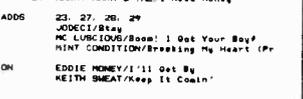
ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



OM/PD: Bob Case
APD: Barry Beck
MD: Chet Buchanan

- 1 ANGELO/Angeles
2 PRINCE/Diamonds And Pearls
3 SHANICE/I Love Your Belie

ADDS 26, 27, 28, 29
MARIAM CAREY/Remember The Time



PD: Dom Testa
APD/MD: Randy Logan

- 1 GEORGE MICHAEL/Don't Let The Sun Go
2 PRINCE/Diamonds And Pearls
3 BONNIE RAITT/Can't Make You Love

ADDS 13, 28, 29, 30

EAST

MOST ADDED

RICHARD MARX (17)
VANESSA WILLIAMS (15)
ATLANTIC STARR (12)
COLOR ME BADD (11)
NIA PEEPLES (11)

BREAKOUTS

ERIC CLAPTON (8)
TERRI NUNN (7)
ONE 2 ONE (7)
L.A. GUNS (6)

P2

FLY92/Albany, NY

Morgan/Scott
 RICHARD MARX
 PM DAWN (dp)
 SMITH/RENS
 SHAMEN (dp)
 ERIC CLAPTON
 Hottest:
 STORM 8-5
 SHANTICE 12-7
 TEVIN CAMPBELL 22-11
 KEITH SWEAT 17-12
 MICHAEL JACKSON 32-16

WAEB/Allentown

Cosenza/Cadillac Jack
 TEVIN CAMPBELL
 PM DAWN
 PAUL YOUNG
 Hottest:
 U2 5-3
 RIGHT SAID FRED 13-7
 SHANTICE 12-8
 NIRVANA 19-12
 MR. BIG 29-19

WAAL/Binghamton, NY

Morgan/Orzel
 RICHARD MARX
 KLF (dp)
 L.A. GUNS
 Hottest:
 BONNIE RAITT 3-1
 AMY GRANT 22-17
 GENESIS 33-10
 MR. BIG 29-22
 JOHN MELLENCAMP 31-25

WKSE/Buffalo, NY

Edwards/McGowan
 MR. BIG
 MICHAEL BOLTON
 ATLANTIC STARR
 Hottest:
 MARIAH CAREY 1-1
 CECE PENISTON 2-2
 SHANTICE 5-3
 GEORGE MICHAEL 6-4
 PRINCE 8-6

WIKZ/Chambersburg, PA

Rick Alexander
 ATLANTIC STARR
 VAN HALEN
 NIA PEEPLES
 Hottest:
 GEORGE MICHAEL 1-1
 NIRVANA 3-2
 RIGHT SAID FRED 11-5
 MR. BIG 15-6
 SHANTICE 18-13

WVSR/Charleston, WV

Shahan/Allen
 RICHARD MARX
 VANESSA WILLIAMS
 NIA PEEPLES
 Hottest:
 ONE 2 ONE
 TERRI NUNN
 Hottest:
 PRINCE 1-1
 KARYN WHITE 4-2
 SHANTICE 5-3
 RIGHT SAID FRED 8-4
 TEVIN CAMPBELL 7-5

JET-FM/Elmira, PA

Cook/Sharpe
 OZZY OSBORNE
 ERIC CLAPTON
 Hottest:
 U2 1-1
 JON BON JOVI 5-2
 NIRVANA 6-3
 BRYAN ADAMS 9-6
 MR. BIG 11-8

WERZ/Exeter, NH

Falconi/McVie
 none
 Hottest:
 PRINCE 2-1
 U2 3-2
 MR. BIG 13-3
 SHANTICE 14-4
 EDDIE MONEY 9-7

WNKN/Harrisford, PA

O'Dea/Shaw
 VAN HALEN
 KLF
 ONE 2 ONE
 ATLANTIC STARR
 Hottest:
 SHANTICE 6-2
 PRINCE 7-3
 JON BON JOVI 19-15
 AMY GRANT 22-18
 MR. BIG 23-19

WKSS/Hartford, CT

Jones/Walsh
 LISETTE MELLENDZ
 COLOR ME BADD
 NATURAL SELECTION
 MARY MARK & THE
 DESIJA
 Hottest:
 KRYM SIMS 1-1
 SHANTICE 3-2
 PRINCE 3-3
 RIGHT SAID FRED 11-4
 ATLANTIC STARR 30-21

TIC-FM/Hartford, CT

Mitchell/Lundon
 LISETTE MELLENDZ
 DEGREES OF MOTION
 Hottest:
 MARIAH CAREY 1-1
 SHANTICE 2-2
 LAISSEZ FAIRE 6-4
 RIGHT SAID FRED 12-9
 PRINCE 15-13

WVXK/Providence, RI

Bill O'Brien
 MARY MARK & THE
 LISETTE MELLENDZ
 DEGREES OF MOTION
 VANESSA WILLIAMS
 MASSIVE ATTACK
 BROTHERHOOD CREED (dp)
 Hottest:
 PRINCE 1-1
 KEITH SWEAT 2-2
 SHANTICE 3-3
 KARYN WHITE 4-4
 RIGHT SAID FRED 15-5

Y102/Reading, PA

Burke/Frank
 RICHARD MARX
 JOHN MELLENCAMP
 ATLANTIC STARR
 COLOR ME BADD
 NIA PEEPLES
 VAN HALEN (dp)
 WILLIAMS BROTHERS (dp)
 Hottest:
 PRINCE 3-1
 KARYN WHITE 5-2
 SHANTICE 11-5
 TEVIN CAMPBELL 9-6
 NATURAL SELECTION 14-8

98PX/Rochester, NY

Ivey/Collins
 RIGHT SAID FRED
 RTZ (dp)
 KLF (dp)
 Hottest:
 RICHARD MARX
 OZZY OSBORNE
 MARY MARK & THE
 CHESNEY HAWKES
 VANESSA WILLIAMS
 ONE 2 ONE
 ATLANTIC STARR
 CLIVILLES & COLE (dp)
 CURTIS STIGERS
 L.A. GUNS
 NIA PEEPLES
 Hottest:
 PRINCE 1-1
 GEORGE MICHAEL 8-8
 GUNS N' ROSES 14-13
 RYTHM SYNDICATE 25-22
 CHRIS CUEVAS 32-26

93Q/Syracuse, NY

Cook/Meech
 GENESIS
 OZZY OSBORNE (dp)
 VANESSA WILLIAMS
 Hottest:
 COLOR ME BADD 2-1
 GEORGE MICHAEL 3-2
 SHANTICE 7-4
 NIRVANA 9-6
 MR. BIG 15-7

99X/Burlington, VT

Ben Hamilton
 OZZY OSBORNE (dp)
 COLOR ME BADD
 RICHARD MARX (dp)
 Hottest:
 PRINCE 3-3
 SHANTICE 7-7
 RIGHT SAID FRED 16-9
 NIRVANA 13-10
 MR. BIG 26-13

WPSJ/Trenton, NJ

Dave Hoellai
 L.A. GUNS
 VAN HALEN
 TERRI NUNN
 COLOR ME BADD
 Hottest:
 NIRVANA 2-1
 MR. BIG 5-2
 PRINCE 10-8
 RIGHT SAID FRED 17-10
 ERIC CLAPTON D-27

WRCK/Utica, NY

Reitz/Burton
 RICHARD MARX
 ATLANTIC STARR
 PAUL YOUNG
 Hottest:
 GEORGE MICHAEL 2-1
 SHANTICE 10-4
 MR. BIG 17-9
 TEVIN CAMPBELL 6-3
 NIRVANA 10-7
 ERIN CRUISE 19-14
 RIGHT SAID FRED 23-17

WQGN/New London, CT

Davis/Jordan
 ATLANTIC STARR (dp)
 SHAMEN (dp)
 NIA PEEPLES (dp)
 SMITH/RENS (dp)
 KLF (dp)
 Hottest:
 RICHARD MARX (dp)
 MARY MARK & THE (dp)
 PRINCE 3-2
 SHANTICE 10-6
 MR. BIG 18-14
 PAULA ABDOU 26-17
 RIGHT SAID FRED 27-18

999KHU/Ocean City, MD

Hitman/Kelley
 ATLANTIC STARR (dp)
 SHAMEN (dp)
 NIA PEEPLES (dp)
 SMITH/RENS (dp)
 KLF (dp)
 Hottest:
 RICHARD MARX (dp)
 MARY MARK & THE (dp)
 PRINCE 3-2
 SHANTICE 10-6
 MR. BIG 18-14
 PAULA ABDOU 26-17
 RIGHT SAID FRED 27-18

WKRZ/Wilkes-Barre, PA

Medeck/Padden
 PAULA ABDOU
 OZZY OSBORNE
 KEITH SWEAT
 PAUL YOUNG
 ERIC CLAPTON
 ROD STEWART (dp)
 Hottest:
 MOTLEY CRUE 5-1
 KARYN WHITE 13-7
 JON BON JOVI 15-9
 MR. BIG 18-12
 GUNS N' ROSES 21-18

WSTW/Wilmington, DE

Price/Rogers
 ERIC CLAPTON
 RICHARD MARX
 VANESSA WILLIAMS
 WILLIAMS BROTHERS
 Hottest:
 PRINCE 1-1
 EDDIE MONEY 15-9
 RTZ 19-11
 ANY GRANT 25-16
 MICHAEL JACKSON 34-21

WYCR/York, PA

McCaslin/Crockett
 NIA PEEPLES (dp)
 TERRI NUNN (dp)
 ERIC CLAPTON (dp)
 Hottest:
 GEORGE MICHAEL 3-1
 NIRVANA 2-2
 MR. BIG 11-7
 PAULA ABDOU 16-11
 RIGHT SAID FRED 20-15

WSPK/Poughkeepsie, NY

Schantz/Richards
 ATLANTIC STARR
 OZZY OSBORNE (dp)
 SALT-N-PEPA (dp)
 NIRVANA (dp)
 Hottest:
 SHANTICE 5-4
 RIGHT SAID FRED 13-7
 MR. BIG 28-17
 LAISSEZ FAIRE 30-25
 KLF 34-29

P3

WPRR/Altoona, PA
Dave McCall
 L.A. GUNS (dp)
 RICHARD MARX
 TERRI NUNN
 NIA PEEPLES
 WILLIAMS BROTHERS (dp)
 Hottest:
 NIRVANA 4-1
 U2 3-4
 RTZ 15-8
 GUNS N' ROSES 16-12
 MR. BIG 26-16

WVFX/Bangor, ME

Cooper/Kelly
 WILLIAMS BROTHERS
 RICHARD MARX
 ONE 2 ONE
 TERRI NUNN
 NIA PEEPLES
 CURTIS STIGERS (dp)
 Hottest:
 PRINCE 1-1
 SHANTICE 2-2
 SHANTICE 7-4
 NIRVANA 9-6
 MR. BIG 15-7

103CIR/Beckley, WV

Hovansky/Davis
 VAN HALEN
 RICHARD MARX
 VANESSA WILLIAMS
 ERIC CLAPTON
 Hottest:
 GEORGE MICHAEL 3-2
 U2 4-3
 KARYN WHITE 7-4
 MR. BIG 8-5

95XX/Burlington, VT

Ben Hamilton
 OZZY OSBORNE (dp)
 COLOR ME BADD
 RICHARD MARX (dp)
 Hottest:
 PRINCE 3-3
 SHANTICE 7-7
 RIGHT SAID FRED 16-9
 NIRVANA 13-10
 MR. BIG 26-13

WKPE/Cape Cod, MA

Keith Lemire
 MR. BIG
 RICHARD MARX
 RTZ
 ERIC CLAPTON
 BONNIE RAITT
 CURTIS STIGERS
 Hottest:
 GEORGE MICHAEL 3-1
 PRINCE 5-2
 SHANTICE 10-7
 NIRVANA 12-10

WNYPI/Ithaca, NY

Tom Sherman
 KIX (dp)
 ONE 2 ONE
 RTZ
 VAN HALEN (dp)
 VANESSA WILLIAMS
 Hottest:
 PRINCE 3-1
 NIRVANA 2-2
 GEORGE MICHAEL 5-4
 CHRIS CUEVAS 10-5
 BRYAN ADAMS 7-7

95XIL/Parkerburg, WV

Hughes/O'Kelly
 RICHARD MARX
 COLOR ME BADD
 Hottest:
 U2 4-1
 STORM 3-2
 PIRHOUSE 5-3
 KARYN WHITE 3-4
 NATURAL SELECTION 10-7

WHTO/Williamsport, PA

Williams/Lindow
 RICHARD MARX
 ERIC CLAPTON
 VANESSA WILLIAMS
 NIA PEEPLES
 TERRI NUNN
 VAN HALEN
 PAULA ABDOU
 CHESNEY HAWKES
 L.A. GUNS
 BIG AUDIO DYNAMIT (dp)
 Hottest:
 GEORGE MICHAEL 2-1
 PRINCE 10-5
 MR. BIG 12-8
 GUNS N' ROSES 11-9
 RTZ 21-17

WQXA/York, PA

Feather/Taylor
 MARY MARK & THE
 CHRIS CUEVAS
 NAS-T BOYZ
 VANESSA WILLIAMS
 BEBE & CECE WILSON (dp)
 SALT-N-PEPA (dp)
 Hottest:
 RIGHT SAID FRED 1-1
 SHANTICE 4-2
 GEORGE MICHAEL 5-4
 BOYZ II MEN 20-17
 2 HYPED BROTHERS 24-19

SOUTH

MOST ADDED

RICHARD MARX (36)
ERIC CLAPTON (22)
VANESSA WILLIAMS (19)
OZZY OSBORNE (18)
KLF (15)

BREAKOUTS

TERRI NUNN (9)
L.A. GUNS (7)
CECE PENISTON (6)
CLIVILLES & COLE (5)
KIX (5)

P2

WBBQ/Augusta, GA

Bruce Stevens
 RICHARD MARX
 OZZY OSBORNE
 ONE 2 ONE
 KLF
 NIA PEEPLES
 VANESSA WILLIAMS
 Hottest:
 PRINCE 1-1
 GEORGE MICHAEL 3-3
 NIRVANA 8-4
 MR. BIG 7-5
 RIGHT SAID FRED 12-10

B93/Austin, TX

Duran/Austin
 VANESSA WILLIAMS
 REDHEAD KIMPIN
 CECE PENISTON
 MC BRAINS
 JOEDECI
 Hottest:
 PRINCE 7-4
 MINT CONDITION 16-13
 RIGHT SAID FRED 19-14
 MICHAEL JACKSON 23-17
 NIRVANA D-28

WMMX/Mobile, AL

Sammy Simpson
 BIG AUDIO DYNAMIT
 MARY MARK & THE (dp)
 ERIC CLAPTON
 KLF (dp)
 VANESSA WILLIAMS
 Hottest:
 U2 3-1
 GEORGE MICHAEL 14-4
 KARYN WHITE 10-6
 BONNIE RAITT 11-7
 TEVIN CAMPBELL 21-17

WWSX/Charleston, SC

Gaither/Dominica
 RICHARD MARX
 CURTIS STIGERS
 Hottest:
 PRINCE 5-1
 KARYN WHITE 6-2
 SHANTICE 9-5
 CURTIS STIGERS (dp)
 ERIC CLAPTON (dp)
 ENYA (dp)
 NIA PEEPLES
 Hottest:
 SHANTICE 3-2
 MR. BIG 12-3
 RIGHT SAID FRED 15-6
 NIRVANA 20-12
 MICHAEL JACKSON 29-16

WRHT/Greenville, NC

Rick Stix
 none
 Hottest:
 MR. BIG 22-22
 MICHAEL JACKSON 27-27
 MICHAEL BOLTON 30-30
 GUNS N' ROSES 31-31
 PAUL YOUNG 33-33

WZPY/Huntsville, AL

Chris Andrews
 RICHARD MARX
 ERIC CLAPTON
 OZZY OSBORNE
 BIG AUDIO DYNAMIT
 VAN HALEN
 CURTIS STIGERS
 TERRI NUNN
 KIX
 BABY ANIMALS
 Hottest:
 NIRVANA 1-1
 U2 2-2
 GEORGE MICHAEL 3-3
 MR. BIG 16-10
 SHANTICE 18-11

HOT95/Jackson, MS

Louise/Cruz
 BIG AUDIO DYNAMIT (dp)
 ONE 2 ONE
 KLF (dp)
 RICHARD MARX
 CLIVILLES & COLE (dp)
 ERIC CLAPTON (dp)
 SMITH/RENS (dp)
 CHRIS CUEVAS
 JOHN MELLENCAMP (dp)
 Hottest:
 PRINCE 3-1
 GUNS N' ROSES 4-3
 GEORGE MICHAEL 8-7
 BOYZ II MEN 16-12
 MICHAEL JACKSON 23-17

WVPE/Jacksonville, FL

Jeff McCartney
 RICHARD MARX
 RTZ
 ATLANTIC STARR
 OZZY OSBORNE
 PM DAWN
 Hottest:
 NIRVANA 1-1
 MR. BIG 6-4
 PRINCE 7-6
 TEVIN CAMPBELL 9-7
 RIGHT SAID FRED 16-9

WQUT/Johnson City, TN

Hurt/Mann
 ERIC CLAPTON
 MARC COHN
 OZZY OSBORNE
 ONE 2 ONE
 RYTHM SYNDICATE (dp)
 KEITH SWEAT (dp)
 VANESSA WILLIAMS (dp)
 KIX (dp)
 Hottest:
 NORTHERN PIKES 2-1
 EDDIE MONEY 4-2
 MR. BIG 6-4
 RTZ 16-11
 BAD ENGLISH 32-25

MOST ADDED

VANESSA WILLIAMS
HEAVY D. & THE BO
Hottest:
 TEVIN CAMPBELL 2-2
 KEITH SWEAT 13-8
 MINT CONDITION 15-12
 MC BRAINS 15-13
 JOEDECI 24-15

WVNO/Columbia, SC

Rush/McKay
 RICHARD MARX
 MARY MARK & THE
 VANESSA WILLIAMS
 Hottest:
 SHANTICE 1-1
 GEORGE MICHAEL 2-2
 NIRVANA 7-4
 MICHAEL BOLTON 18-10
 MR. BIG 26-19

KZFM/Corpus Christi, TX

Danny B. Jammin/Baird
 VANESSA WILLIAMS
 CECE PENISTON
 DEGREES OF MOTION
 MR. BIG
 NIRVANA (dp)
 Hottest:
 MARIAH CAREY 3-1
 U2 5-3
 RIGHT SAID FRED D-13
 SHANTICE 26-16
 NATURAL SELECTION 28-19

WDJX/Louisville, KY

Shobe/Meyer
 CLIVILLES & COLE
 COLOR ME BADD
 PAUL YOUNG
 SIDNEY RED
 Hottest:
 SHANTICE 9-1
 MR. BIG 12-6
 KARYN WHITE 13-7
 BONNIE RAITT 29-13
 AMY GRANT 24-16

FM100/Memphis, TN

Conley/Pendarvis
 PAULA ABDOU
 ERIC CLAPTON
 RICHARD MARX
 KEITH SWEAT
 JOHN MELLENCAMP
 Hottest:
 U2 3-1
 GEORGE MICHAEL 14-4
 KARYN WHITE 10-6
 BONNIE RAITT 11-7
 TEVIN CAMPBELL 21-17

WABW/Mobile, AL

Hayes/Geronimo
 ATLANTIC STARR
 RYTHM SYNDICATE (dp)
 SHAMEN (dp)
 JOHN MELLENCAMP
 VAN HALEN (dp)
 Hottest:
 U2 1-1
 NIRVANA 2-2
 RIGHT SAID FRED 11-7
 TEVIN CAMPBELL 13-9
 MR. BIG 18-10

WVHY/Montgomery, AL

Stevens/Van Dyke
 COLOR ME BADD
 GENESIS
 VAN HALEN (dp)
 SMITH/RENS
 Hottest:
 GEORGE MICHAEL 2-1
 BONNIE RAITT 4-2
 TEVIN CAMPBELL 15-8
 SHANTICE 18-11
 AMY GRANT 25-15
 KBFM/McAllen-Brownsville, TX
Gonzales/Santiago
 LISETTE MELLENDZ
 TAG
 SHANTICE 2-5
 KARYN WHITE 0-9
 AMY GRANT 23-11
 EDDIE MONEY 17-12
 MR. BIG 24-13

WVSA/Asheville, NC

Maloney/Trent
 VAN HALEN
 SMITH/RENS
 ATLANTIC STARR
 CHESNEY HAWKES
 GEORGE MICHAEL 2-1
 MR. BIG 7-5
 NIRVANA 12-6
 NORTHERN PIKES 10-7
 RIGHT SAID FRED 14-10

WVAD/Albany, GA

Bainbridge/GA
John Dawson
 GENESIS
 SMITH/RENS
 ATLANTIC STARR
 OZZY OSBORNE (dp)
 GEORGE MICHAEL 2-1
 MR. BIG 7-5
 NIRVANA 12-6
 NORTHERN PIKES 10-7
 RIGHT SAID FRED 14-10

WVAD/Albany, GA

Bainbridge/GA
John Dawson
 GENESIS
 SMITH/RENS
 ATLANTIC STARR
 OZZY OSBORNE (dp)
 GEORGE MICHAEL 2-1
 MR. BIG 7-5
 NIRVANA 12-6
 NORTHERN PIKES 10-7
 RIGHT SAID FRED 14-10

WVAD/Albany, GA

Bainbridge/GA
John Dawson
 GENESIS
 SMITH/RENS
 ATLANTIC STARR
 OZZY OSBORNE (dp)
 GEORGE MICHAEL 2-1
 MR. BIG 7-5
 NIRVANA 12-6
 NORTHERN PIKES 10-7
 RIGHT SAID FRED 14-10

WVAD/Albany, GA

Bainbridge/GA
John Dawson
 GENESIS
 SMITH/RENS
 ATLANTIC STARR
 OZZY OSBORNE (dp)
 GEORGE MICHAEL 2-1
 MR. BIG 7-5
 NIRVANA 12-6
 NORTHERN PIKES 10-7
 RIGHT SAID FRED 14-10

WVAD/Albany, GA

Bainbridge/GA
John Dawson
 GENESIS
 SMITH/

CHR ADDS & HOTS

MIDWEST

MOST ADDED

OZZY OSBOURNE (21)
RICHARD MARX (20)
GENESIS (12)
ONE 2 ONE (12)
VAN HALEN (12)

BREAKOUTS

ERIC CLAPTON (9)
L.A. GUNS (6)
TERRI NUNN (6)
NIA PEEPLES (6)

P2

WKDD/Akron, OH
Clark/Nicholas
WILLIAMS BROTHERS (dp)
RICHARD MARX
OZZY OSBORNE (dp)
Hottest:
GEORGE MICHAEL 5-2
KENNY LOGGINS 7-4
BRYAN ADAMS 9-5
EDDIE MONEY 10-7
MR. BIG 17-8

WRQK/Canton, OH
Hughes/Vincent

ERIC CLAPTON
TERRI NUNN
OZZY OSBORNE (dp)
L.A. GUNS (dp)
BARY ANIMALS
RICHARD MARX
METALLICA (dp)
Hottest:
RTZ 12-8
GENESIS 20-13
BAD ENGLISH 21-17
ALDO NOVA 22-18
ERIC CLAPTON 2-21

WWHT/Columbus, OH
Gilligan/Morris

JODECI
MARKY MARK & THE (dp)
CUTY
Hottest:
PRINCE 4-2
MINT CONDITION 6-4
RIGHT SAID FRED 9-6
BOYZ II MEN 16-10
PM DAWN 18-14

WPXR/Davenport, IA
Mark Elliott

MICHAEL JACKSON
PAULA ABDUL
MICHAEL BOLTON
Hottest:
MARIAN CAREY 1-1
PRINCE 3-2
MARIAN CAREY 7-4
TEVIN CAMPBELL 11-7
NATURAL SELECTION 13-9

WGTZ/Dayton, OH
Kennedy/Kruse

PAULA ABDUL
MARKY MARK & THE (dp)
OZZY OSBORNE
Hottest:
BOYZ II MEN 2-1
GEORGE MICHAEL 3-3
SHANICE 8-5
U2 10-7
NIRVANA 18-13

KRNA/Des Moines, IA
McCann/Wala

SHANICE
OSBORNIS
WILLIAMS BROTHERS
ONE 2 ONE
Hottest:
WILSON PHILLIPS 4-2
GEORGE MICHAEL 6-3
PRINCE 16-4
MR. BIG 20-10
AMY GRANT 21-11

MOST ADDED

96STO/Evansville, IN
WTherspoon/Mercer

RICHARD MARX
VAN HALEN (dp)
WILLIAMS BROTHERS
Hottest:
MARIAN CAREY 1-1
MR. BIG 5-2
NIRVANA 15-9
PRINCE 17-10
RIGHT SAID FRED 24-16

CK105/Flint, MI
St. Michaels/Larson

MARKY MARK & THE
ATLANTIC STARR
ONE 2 ONE
RICHARD MARX
CHESNEY HAWKES
VANESSA WILLIAMS
SMITHREDS
Hottest:
SHANICE 9-4
PRINCE 9-7
PAULA ABDUL 19-9
NIRVANA 17-12
BOYZ II MEN 25-17

WMEE/Ft. Wayne, IN
Jeff Davis

COLOR ME BADD
ATLANTIC STARR
RICHARD MARX
Hottest:
GEORGE MICHAEL 2-1
NIRVANA 14-3
MICHAEL JACKSON 18-11
MR. BIG 20-15
RIGHT SAID FRED 23-16

WGRD/Grand Rapids, MI
Kevin Gossett

ONE 2 ONE
BIG AUDIO DYNAMIT
PAUL YOUNG
VANESSA WILLIAMS
SIMPLY RED
VAN HALEN
KEITH SWEAT (dp)
Hottest:
ROXETTE 4-1
GEORGE MICHAEL 6-3
KAREN WHITE 13-7
U2 17-12
AMY GRANT 24-16

WIXX/Green Bay, WI
Stone/Ross

VAN HALEN
KLF
Hottest:
VAN HALEN 1-1
PRINCE 8-3
KARYN WHITE 9-4
MR. BIG 12-8
GEORGE MICHAEL 15-11
RIGHT SAID FRED 35-28

Z104/Madison, WI
Lambert/Brooks

RTZ
GUNS N' ROSES (dp)
SHAMEN (dp)
Hottest:
GEORGE MICHAEL 2-1
U2 4-3
PRINCE 9-6
SHANICE 12-8
MR. BIG 18-10

KJ103/Oklahoma City, OK
McCoy/Kidd

SHANICE
GENESIS
ERIC CLAPTON
OZZY OSBORNE
TOM PETTY
Hottest:
MAGGIE'S FARM (dp)
CHRIS CUEVAS
Hottest:
RIGHT SAID FRED 8-5
NIRVANA 14-10
AMY GRANT 24-14
MR. BIG 27-18
PAULA ABDUL 29-19

KQKQ/Omaha, NE
Ken Benson

OSBORNIS
RTZ
KLF
Hottest:
PRINCE 2-1
GEORGE MICHAEL 4-2
BONNIE RAITT 13-6
RIGHT SAID FRED 15-9
MR. BIG 20-18

MOST ADDED

KXKT/Omaha, NE
DeGus/Scott

SHAMEN
RICHARD MARX
NIA PEEPLES
BIG AUDIO DYNAMIT (dp)
Hottest:
NIRVANA 1-1
RIGHT SAID FRED 5-3
MR. BIG 18-9
AMY GRANT 21-12
PAULA ABDUL 23-16

KZ93/Peoria, IL
Wheeler/Stern

MICHAEL BOLTON
GENESIS
PM DAWN (dp)
Hottest:
MARIAN CAREY 1-1
GEORGE MICHAEL 2-2
CECE PENISTON 4-3
CHER 6-4
MR. BIG 21-12

WZOK/Rockford, IL
Chris Kelley

SIMPLY RED
Hottest:
GEORGE MICHAEL 5-4
STORM 6-5
PRINCE 9-7
BAD ENGLISH 11-8
NIRVANA 17-12
BOYZ II MEN 25-17

WIOG/Saginaw, MI
Rich Beicher

THUNDER
OZZY OSBORNE
VAN HALEN
KEITH SWEAT (dp)
TEVIN CAMPBELL (dp)
DRAMARAMA (dp)
Hottest:
GEORGE MICHAEL 2-1
METALLICA 3-2
GUNS N' ROSES 5-4
BRYAN ADAMS 6-5
BAD ENGLISH 8-6

KKHT/Springfield, MO
Alexander/Thiessen

ERIC CLAPTON
RICHARD MARX
TERRI NUNN (dp)
OZZY OSBORNE (dp)
Hottest:
MARIAN CAREY 1-1
EDDIE MONEY 7-2
AARON NEVILLE 4-3
BILLY JOEL 14-9
MR. BIG 17-11

KMYZ/Tulsa, OK
Myers/Smith

GENESIS
OZZY OSBORNE (dp)
Hottest:
VAN HALEN 1-1
GEORGE MICHAEL 2-2
COLUMBUS 7-4
NORTHERN PIKES 5-5
GENESIS 16-9

KKRD/Wichita, KS
Robbins/Williams

RICHARD MARX
VANESSA WILLIAMS
OZZY OSBORNE (dp)
Hottest:
PRINCE 2-1
SHANICE 4-3
BONNIE RAITT 14-8
MR. BIG 31-19
SALT-N-PEPA 32-24

WHOT/Youngstown, OH
Dick Thompson

VAN HALEN
GENESIS
ERIC CLAPTON
OZZY OSBORNE
TOM PETTY
Hottest:
MAGGIE'S FARM (dp)
CHRIS CUEVAS
Hottest:
MR. BIG 2-1
EDDIE MONEY 9-6
NORTHERN PIKES 22-19
GUNS N' ROSES 29-23
GENESIS 0-24

Y94/Fargo, ND
Jack Lundy

RIGHT SAID FRED
OZZY OSBORNE
KLF (dp)
Hottest:
ONE 2 ONE
VAN HALEN
Hottest:
MR. BIG 3-1
NORTHERN PIKES 4-2
PRINCE 12-6
AMY GRANT 19-10
EDDIE MONEY 17-13

WBXX/Battle Creek, MI
Dawson/Friday

PTYM SYNDICATE
KLF
ATLANTIC STARR
OZZY OSBORNE (dp)
VANESSA WILLIAMS (dp)
TERRI NUNN (dp)
DAISY DEE (dp)
NIA PEEPLES (dp)
BROTHERHOOD CREED (dp)
Hottest:
SHANICE 1-1
MR. BIG 23-7
RIGHT SAID FRED 10-9
MICHAEL BOLTON 28-16
BONNIE RAITT 34-23

P3

MOST ADDED

KYYY/Bismarck, ND
Beck/Kelly

MICHAEL BOLTON
KIX (dp)
SHAMEN (dp)
VAN HALEN
CURTIS STIGERS
Hottest:
NIRVANA 3-1
MR. BIG 5-3
AMY GRANT 27-16
RIGHT SAID FRED 28-17
MICHAEL JACKSON 37-22

WBNO/Bloomington, IL
Robbins/Laughlin

ERIC CLAPTON
OZZY OSBORNE (dp)
KARYN WHITE (dp)
ONE 2 ONE
BIG AUDIO DYNAMIT (dp)
Hottest:
EDDIE MONEY 5-4
MR. BIG 7-6
BRYAN ADAMS 8-7
WILLIAMS BROTHERS 30-20

WCIL/Carbondale, IL
Tony Waltekus

RICHARD MARX
SMITHREDS
PAUL YOUNG
GENESIS
ERIC CLAPTON
MASSIVE ATTACK
Hottest:
NIRVANA 1-1
RIGHT SAID FRED 11-2
PRINCE 6-4
ANGELICA 18-6
MR. BIG 11-6

WLRN/Champaign, IL
Blakemore/Cox

RTZ
ONE 2 ONE
PAUL YOUNG
Hottest:
BONNIE RAITT 16-13
AMY GRANT 17-14
SHANICE 18-15
MR. BIG 20-17
MICHAEL JACKSON 24-21

KLYV/Dubuque, IA
Collins/Anthony

RICHARD MARX
BARY ANIMALS
OZZY OSBORNE
TERRI NUNN
MARKY MARK & THE
TAG
CHRIS CUEVAS
KLF
Hottest:
GEORGE MICHAEL 2-1
U2 6-3
NATURAL SELECTION 5-4
KARYN WHITE 10-6
NIRVANA 11-9

KZIO/Duluth, MN
Michaels/Tommy B

GUNS N' ROSES (dp)
RICHARD MARX
L.A. GUNS
SMITHREDS
ONE 2 ONE
Hottest:
U2 3-1
STORM 2-2
WILSON PHILLIPS 5-3
NIRVANA 7-5
PRINCE 10-8

WBIZ/Eau Claire, WI
Lee/Johnson

KIX (dp)
ONE 2 ONE
PAUL YOUNG
RICHARD MARX
VAN HALEN (dp)
BIG AUDIO DYNAMIT (dp)
Hottest:
MR. BIG 2-1
EDDIE MONEY 9-6
NORTHERN PIKES 22-19
GUNS N' ROSES 29-23
GENESIS 0-24

Y94/Fargo, ND
Jack Lundy

RIGHT SAID FRED
OZZY OSBORNE
KLF (dp)
Hottest:
ONE 2 ONE
VAN HALEN
Hottest:
MR. BIG 3-1
NORTHERN PIKES 4-2
PRINCE 12-6
AMY GRANT 19-10
EDDIE MONEY 17-13

WBXX/Battle Creek, MI
Dawson/Friday

PTYM SYNDICATE
KLF
ATLANTIC STARR
OZZY OSBORNE (dp)
VANESSA WILLIAMS (dp)
TERRI NUNN (dp)
DAISY DEE (dp)
NIA PEEPLES (dp)
BROTHERHOOD CREED (dp)
Hottest:
SHANICE 1-1
MR. BIG 23-7
RIGHT SAID FRED 10-9
MICHAEL BOLTON 28-16
BONNIE RAITT 34-23

MOST ADDED

KOHT/Grand Forks, ND
Murphy/Williams

MICHAEL BOLTON
PAUL YOUNG (dp)
ATLANTIC STARR (dp)
OZZY OSBORNE (dp)
CURTIS STIGERS (dp)
RIGHT SAID FRED (dp)
Hottest:
MARIAN CAREY 1-1
COLOR ME BADD 2-2
PRINCE 3-3
GUNS N' ROSES 14-10
SHANICE 24-15

WKFR/Kalamazoo, MI
Anthony/Britain

AMY GRANT
MICHAEL JACKSON
GENESIS
ONE 2 ONE
OZZY OSBORNE (dp)
CURTIS STIGERS (dp)
ERIC CLAPTON
CHESNEY HAWKES
Hottest:
GEORGE MICHAEL 1-1
BONNIE RAITT 14-7
NIRVANA 12-9
MR. BIG 17-11
RTZ 30-22

WAZV/Lafayette, IN
Stacy/Kenyon

RICHARD MARX
SMITHREDS
MARKY MARK & THE (dp)
OZZY OSBORNE (dp)
WILLIAMS BROTHERS (dp)
Hottest:
PRINCE 2-2
SHANICE 8-4
MR. BIG 11-6
RIGHT SAID FRED 27-14
AMY GRANT 23-15

KMGZ/Lawton, OK
Kelly/Stalker

RICHARD MARX
WILLIAMS BROTHERS (dp)
CHESNEY HAWKES
BLUR (dp)
TERRI NUNN
VAN HALEN (dp)
Hottest:
TEVIN CAMPBELL 1-1
PRINCE 3-2
KARYN WHITE 5-3
NIRVANA 12-9
MR. BIG 14-6

KFRX/Lincoln, NE
Sonny Valentine

GENESIS (dp)
L.A. GUNS (dp)
PM DAWN (dp)
VAN HALEN (dp)
CURTIS STIGERS (dp)
RIGHT SAID FRED (dp)
GUNS N' ROSES (dp)
Hottest:
U2 4-3
SHANICE 7-4
NIRVANA 14-6
NATURAL SELECTION 17-7
MR. BIG 10-8

WSNX/Muskogee, MI
Richards/McGill

none
Hottest:
MICHAEL JACKSON 1-1
BOYZ II MEN 2-2
ROD STEWART 7-3
GEORGE MICHAEL 17-11
RIGHT SAID FRED 0-22

KGGG/Rapid City, SD
Lewis/Steele

RIGHT SAID FRED
KLF
GUNS N' ROSES
SHAMEN
Hottest:
EDDIE MONEY 5-3
PRINCE 7-4
RTZ 9-5
AMY GRANT 10-7
MR. BIG 11-8

KROC/Rochester, MN
Ackerman/Davis

ONE 2 ONE
KEITH SWEAT
RICHARD MARX
OZZY OSBORNE (dp)
PM DAWN (dp)
Hottest:
KARYN WHITE 7-4
MR. BIG 9-7
BONNIE RAITT 11-8
BRYAN ADAMS 13-9
SHANICE 14-10

KG8S/Sioux City, IA
Crain/Quinn

none
Hottest:
MARIAN CAREY 1-1
GEORGE MICHAEL 2-2
PRINCE 3-3
BONNIE RAITT 4-4
EDDIE MONEY 6-6

MOST ADDED

KPAT/Sioux Falls, SD
Scott Maguire

RICHARD MARX
NIA PEEPLES
VAN HALEN
WILLIAMS BROTHERS
JOHN MELLENCAMP (dp)
DOVES
Hottest:
GEORGE MICHAEL 2-1
SHANICE 8-6
AMY GRANT 12-9
MR. BIG 15-10
RIGHT SAID FRED 25-19

WDBR/Springfield, IL
Moore/Lacey

KARYN WHITE
SHANICE
ERIC CLAPTON
OZZY OSBORNE (dp)
CURTIS STIGERS (dp)
L.A. GUNS (dp)
Hottest:
NIRVANA 2-1
U2 3-2
GEORGE MICHAEL 4-3
MR. BIG 20-14
PRINCE 21-15

WEST

MOST ADDED

VANESSA WILLIAMS (19)
RICHARD MARX (12)
MARKY MARK (11)
COLOR ME BADD (10)
OZZY OSBORNE (10)

BREAKOUTS

NIA PEEPLES (9)
L.A. GUNS (7)
ERIC CLAPTON (6)
ONE 2 ONE (6)

P2

KKSS/Albuquerque, NM
Jaynes/Morgan

ATLANTIC STARR
VANESSA WILLIAMS
MICHAEL JACKSON
MARKY MARK & THE
BROTHERHOOD CREED
DOVES
Hottest:
TEVIN CAMPBELL 3-1
LAISSEZ VAIRE 6-4
RIGHT SAID FRED 11-8
HEAVY D. & THE BO 10-9
ANGELICA D-10

KSND/Eugene, OR
Ruh/Stone

RICHARD MARX
PAUL YOUNG (dp)
COLOR ME BADD (dp)
PAULA ABDUL (dp)
OZZY OSBORNE (dp)
Hottest:
SHANICE 5-4
ANGELICA 5-2
HEAVY D. & THE BO 4-3
KEITH SWEAT 6-4
GEORGE MICHAEL 10-6

B95/Fresno, CA
Don Parker

MARKY MARK & THE
TLC
Hottest:
CHRIS CUEVAS 7-4
A LIGHTER SHADE 0 8-6
PRINCE 10-7
RIGHT SAID FRED 14-9
MICHAEL JACKSON 17-10

PWR102/Fresno, CA
Davis/Roberts

AMY GRANT
VANESSA WILLIAMS
MARKY MARK & THE
CHOCOLATE CHIP
CECE PENISTON
Hottest:
A LIGHTER SHADE 0 1-1
HAMMER 2-2
MINT CONDITION 18-12
BOYZ II MEN 19-13
MICHAEL JACKSON 23-16

KF95/Boise, ID
Stone/Arthur

COLOR ME BADD
GENESIS
NIRVANA
BONNIE RAITT (dp)
Hottest:
SHANICE 4-3
ATLANTIC STARR 9-4
VANESSA WILLIAMS 17-9
RIGHT SAID FRED 18-12
CHRIS CUEVAS 20-13

MOST ADDED

K107/Tulsa, OK
Michael Ring

CURTIS STIGERS
JOHN MELLENCAMP
VANESSA WILLIAMS
BOYZ II MEN
RICHARD MARX
RIGHT SAID FRED
Hottest:
GEORGE MICHAEL 3-1
PRINCE 7-3
BONNIE RAITT 6-4
U2 9-5
AMY GRANT 19-14

KFMW/Waterloo, IA
Mark Hansen

ERIC CLAPTON
OZZY OSBORNE
L.A. GUNS
DRAMARAMA
DYLAN
KIX
Hottest:
MR. BIG 3-2
RTZ 8-6
SMITHREDS 21-14
JOHN MELLENCAMP 27-20
GENESIS 31-21

WEST

KIKX/Colorado Springs, CO
Swisher/Anderson

RICHARD MARX
COLOR ME BADD
VANESSA WILLIAMS
OZZY OSBORNE
TERRI NUNN
ERIC CLAPTON
L.A. GUNS
KIX
NIA PEEPLES
MARKY MARK & THE
Hottest:
PRINCE 1-1
KARYN WHITE 3-2
U2 4-3
SHANICE 5-4
MR. BIG 6-5

KKMG/Colorado Springs, CO
Stevens/Cruise

COLOR ME BADD
RHYTHM SYNDICATE
Hottest:
SHANICE 3-1
ANGELICA 5-2
HEAVY D. & THE BO 4-3
KEITH SWEAT 6-4
GEORGE MICHAEL 10-6

KSND/Eugene, OR
Ruh/Stone

RICHARD MARX
PAUL YOUNG (dp)
COLOR ME BADD (dp)
PAULA ABDUL (dp)
OZZY OSBORNE (dp)
Hottest:
SHANICE 3-1
ANGELICA 5-2
HEAVY D. & THE BO 4-3
KEITH SWEAT 6-4
GEORGE MICHAEL 10-6

KSND/Eugene, OR
Ruh/Stone

RICHARD MARX
PAUL YOUNG (dp)
COLOR ME BADD (dp)
PAULA ABDUL (dp)
OZZY OSBORNE (dp)
Hottest:
SHANICE 3-1
ANGELICA 5-2
HEAVY D. & THE BO 4-3
KEITH SWEAT 6-4
GEORGE MICHAEL 10-6

KSND/Eugene, OR
Ruh/Stone

RICHARD MARX
PAUL YOUNG (dp)
COLOR ME BADD (dp)
PAULA ABDUL (dp)
OZZY OSBORNE (dp)
Hottest:
SHANICE 3-1
ANGELICA 5-2
HEAVY D. & THE BO 4-3
KEITH SWEAT 6-4
GEORGE MICHAEL 10-6

KSND/Eugene, OR
Ruh/Stone

RICHARD MARX
PAUL YOUNG (dp)
COLOR ME BADD (dp)
PAULA ABDUL (dp)
OZZY OSBORNE (dp)
Hottest:
SHANICE 3-1
ANGELICA 5-2
HEAVY D. & THE BO 4-3
KEITH SWEAT 6-4
GEORGE MICHAEL 10-6

KSND/Eugene, OR
Ruh/Stone

RICHARD MARX
PAUL YOUNG (dp)
COLOR ME BADD (dp)
PAULA ABDUL (dp)
OZZY OSBORNE (dp)
Hottest:
SHANICE 3-1
ANGELICA 5-2
HEAVY D. & THE BO 4-3
KEITH SWEAT 6-4
GEORGE MICHAEL 10-6

KSND/Eugene, OR
Ruh/Stone

RICHARD MARX
PAUL YOUNG (dp)
COLOR ME BADD (dp)
PAULA ABDUL (dp)
OZZY OSBORNE (dp)
Hottest:
SHANICE 3-1
ANGELICA 5-2
HEAVY D. & THE BO 4-3
KEITH SWEAT 6-4
GEORGE MICHAEL 10-6

KSND/Eugene, OR
Ruh/Stone

RICHARD MARX
PAUL YOUNG (dp)
COLOR ME BADD (dp)
PAULA ABDUL (dp)
OZZY OSBORNE (dp)
Hottest:
SHANICE 3-1
ANGELICA 5-2
HEAVY D. & THE BO 4-3
KEITH SWEAT 6-4
GEORGE MICHAEL 10-6

KSND/Eugene, OR
Ruh/Stone

RICHARD MARX
PAUL YOUNG (dp)
COLOR ME BADD (dp)
PAULA ABDUL (dp)
OZZY OSBORNE (dp)
Hottest:
SHANICE 3-1
ANGELICA 5-2
HEAVY D. &

JOHN MELLENCAMP Again Tonight (Mercury) LP: Whenever We Wanted. Total Reports 134 60%. Regional Reach E 64% S 67% M 71% W 32%. Parallels Reach P1 35% P2 57% P3 83%. Chart Summary table.

National Summary table. DEBS 24, SAME 24, DOWN 0, ADDS 14. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

GEORGE MICHAEL & ELTON JOHN Don't Let The Sun Go... (Columbia) LP: Lean Into It. Total Reports 199 89%. Regional Reach E 94% S 93% M 91% W 74%. Parallels Reach P1 77% P2 91% P3 92%. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

National Summary table. DEBS 1, SAME 66, DOWN 41, ADDS 0. Chart Summary table.

G. Michael & E. John Continued. WWSR 3-10, JET-PM 10-5, WBRZ 1-6, WNNK 2-1, TIC-PM 14-12, WCSS 2-5, WKEE 1-1, PWR92 5-4, WLAN 8-8, FUN107 7-6, KC101 2-1, WQGN 1-1, 999KHI 2-5, WHT 5-5, WSPK 2-5, WMOX 17-24, Y102 2-4, 98FYX 1-1, KMYZ 2-2, KROD 5-5, WROT 11-6, WEST, KIXX on KP95 6-6, KIXX 2-7, KROG 10-6, KSNB 3-2, KLUK 12-9, FM104 3-3, FM104 14-23, KPSI 7-5, WMOX 2-1, KZHT 24 fr.

MINT CONDITION Breaking My Heart (Perspective/A&M) LP: Right Here. Total Reports 63 28%. Regional Reach E 22% S 26% M 12% W 57%. Parallels Reach P1 37% P2 28% P3 20%. Chart Summary table.

National Summary table. DEBS 5, SAME 18, DOWN 0, ADDS 7. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

MR. BIG To Be With You (Atlantic) LP: Lean Into It. Total Reports 176 79%. Regional Reach E 82% S 88% M 86% W 51%. Parallels Reach P1 52% P2 81% P3 94%. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

National Summary table. DEBS 9, SAME 12, DOWN 0, ADDS 6. Chart Summary table.

Mr. Big Continued. WKRZ 18-12, WSTM 21-14, WYCR 11-7, KPRZ 23 fr, KQIX 18-14, KTMF 13-6, Y97 4-3, OK95 14-11, KPFM 30-19, WBRZ 4-3, WROT 3-1, WNNK 2-1, KROT 2-6, KTRM 10-16, KFRB 3 fr, KQIX 1-1, KMT 1-2, Y97 6-2, OK95 6-3, KFM 2-3.

EDDIE MONEY I'll Get By (Columbia) LP: Right Here. Total Reports 157 70%. Regional Reach E 72% S 84% M 72% W 45%. Parallels Reach P1 46% P2 68% P3 91%. Chart Summary table.

National Summary table. DEBS 3, SAME 13, DOWN 1, ADDS 3. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

NATURAL SELECTION Hearts Don't Think... (Atco/EastWest) LP: Natural Selection. Total Reports 169 75%. Regional Reach E 74% S 83% M 78% W 64%. Parallels Reach P1 42% P2 80% P3 92%. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

National Summary table. DEBS 2, SAME 26, DOWN 3, ADDS 2. Chart Summary table.

Natural Selection Continued. WWSR 15-13, WBRZ 11-10, WNNK 17-13, WCSS 1-9, WKEE 28-28, PWR92 10-8, WLAN 7-7, FUN107 17-13, KC101 13-13, WQGN 13-12, 999KHI 14-8, WHT 11-11, KPSI 26-24, KMWZ 33-31, KDON 13-8, 930 26-22, WFT 13-11, WCR 17-13, WKRZ 28-23, WSTM 6-4, WYCR 12-9, SOUTH, WBSO 15-12, B93 12-10, KLVY 5-4, KZ10 11-9, Y94 15-11, KQHT 7-6, WKFR 27-23, WAZI 7-5, KNEE 19-12, KFRX 17-7, WSNX 24-16, KROG 21-21, KROC 17-14, KQ95 18 fr, KPAT 5-4, WDRR on K107 25-21, WEST, KQOT 12-9, KPRX 22-21, KTRM 12-7, KFRB 6 fr, KQIX 12-8, KMTT 12-9, Y97 8-7, OK95 13-7, KFM 11-8.

NIRVANA Smells Like Teen Spirit (DGC) LP: Nevermind. Total Reports 164 73%. Regional Reach E 72% S 80% M 74% W 64%. Parallels Reach P1 60% P2 73% P3 82%. Chart Summary table.

National Summary table. DEBS 4, SAME 32, DOWN 7, ADDS 7. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

PRINCE & NEW POWER GENERATION Diamonds And Pearls (Paisley Park/WB) LP: Diamonds And Pearls. Total Reports 209 93%. Regional Reach E 94% S 97% M 88% W 94%. Parallels Reach P1 94% P2 93% P3 91%. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

National Summary table. DEBS 0, SAME 45, DOWN 7, ADDS 1. Chart Summary table.

Ozzy Osbourne Continued. WEST, KFFS a, KIXX a, KSNB a, KZUU a, EAST, JET-PM a-21, PWR92 a, WLAN a, 999KHI a, 930 a, WKRZ a, SOUTH, WBSO a, WYCR a, WAPE a, WQUT a-36, WKLI a, WEST, KFFS 16-15, KQ95 13-9, KIXX 12-9, KQMG 21-18, PWR102 26-23, WHT 11-11, KQ95 11-9, KLUK 30-26, FM104 19-13, KQAG 10-9, KPSI 26-24, KMWZ 33-31, KDON 13-8, KZHT 11 fr, Q99.5 17-13, KZUU 14-10, KFLN 30-28, KLVY 5-4, KZ10 11-9, Y94 15-11, KQHT 7-6, WKFR 27-23, WAZI 7-5, KNEE 19-12, KFRX 17-7, WSNX 24-16, KROG 21-21, KROC 17-14, KQ95 18 fr, KPAT 5-4, WDRR on K107 25-21, WEST, KQOT 12-9, KPRX 22-21, KTRM 12-7, KFRB 6 fr, KQIX 12-8, KMTT 12-9, Y97 8-7, OK95 13-7, KFM 11-8.

PM DAWN Paper Doll (Gee Street/Island/PLG) LP: Of The Heart, Of The Soul. Total Reports 121 54%. Regional Reach E 50% S 57% M 34% W 79%. Parallels Reach P1 65% P2 51% P3 48%. Chart Summary table.

National Summary table. DEBS 2, SAME 16, DOWN 1, ADDS 21. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

OZZY OSBOURNE Mama I'm Coming... (Epic Associated) LP: No More Tears. Total Reports 56 25%. Regional Reach E 14% S 26% M 35% W 21%. Parallels Reach P1 2% P2 25% P3 43%. Chart Summary table.

Regional Reach table. EAST, SOUTH, MIDWEST, WEST. Includes station call letters and reach percentages.

Chart Summary table. Pos, P1, P2, P3, Tot. Includes station call letters.

National Summary table. DEBS 0, SAME 15, DOWN 1, ADDS 56. Chart Summary table.

Prince & N.P.G. Continued

Table listing radio stations and their associated artists/songs for Prince & N.P.G. Continued.

RIGHT SAID FRED

Chart and summary data for 'RIGHT SAID FRED' by Fred Sayers.

RTZ Continued

Chart and summary data for RTZ Continued.

Shamen Continued

Chart and summary data for Shamen Continued.

SMITHEREENS

Chart and summary data for SMITHEREENS.

BONNIE RAITT

Chart and summary data for 'I Can't Make You Love Me' by Bonnie Raitt.

RYTHM SYNDICATE

Chart and summary data for 'Blinded By Love' by Rythm Syndicate.

SHANICE

Chart and summary data for 'I Love Your Smile' by Shanice.

SIMPLY RED

Chart and summary data for 'Stars' by Simply Red.

RTZ

Chart and summary data for 'Until Your Love' by RTZ.

SHAMEN

Chart and summary data for 'Move Any Mountain' by Shamen.

SIMPLY RED

Chart and summary data for 'Stars' by Simply Red.

SMITHEREENS

Chart and summary data for 'Too Much Passion' by SmitHEREENS.

SMITHEREENS

Chart and summary data for 'Too Much Passion' by SmitHEREENS.

RTZ

Chart and summary data for 'Return To Zero' by RTZ.

SHAMEN

Chart and summary data for 'Move Any Mountain' by Shamen.

SIMPLY RED

Chart and summary data for 'Stars' by Simply Red.

SMITHEREENS

Chart and summary data for 'Too Much Passion' by SmitHEREENS.

SMITHEREENS

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Chart and summary data for 'Move Any Mountain' by Shamen.

SIMPLY RED

Chart and summary data for 'Stars' by Simply Red.

SMITHEREENS

Chart and summary data for 'Too Much Passion' by SmitHEREENS.

SMITHEREENS

Chart and summary data for 'Too Much Passion' by SmitHEREENS.

Continued On Next Column

CURTIS STIGERS

You're All That Matters To Me (Arista)

LP: Curtis Stigers

Total Reports 60 27%

Regional Reach table with columns for E, S, M, W and Reach values.

N&A

Chart Summary table with columns for Pos, P1, P2, P3, Tot.

National Summary table with columns for UP, DEBS, SAME, DOWN, ADDS.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

Chart Summary table for EAST, SOUTH, MIDWEST, WEST.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

Chart Summary table for EAST, SOUTH, MIDWEST, WEST.

KEITH SWEAT

Keep It Comin' (Elektra)

LP: Keep It Comin'

Total Reports 167 75%

Regional Reach table with columns for E, S, M, W and Reach values.

13

Chart Summary table with columns for Pos, P1, P2, P3, Tot.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

U

U2

Mysterious Ways (Island/PLG)

LP: Achtung Baby

Total Reports 182 81%

Regional Reach table with columns for E, S, M, W and Reach values.

5

Chart Summary table with columns for Pos, P1, P2, P3, Tot.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

V

VAN HALEN

Right Now (WB)

LP: For Unlawful Carnal Knowledge

Total Reports 92 41%

Regional Reach table with columns for E, S, M, W and Reach values.

N&A

Chart Summary table with columns for Pos, P1, P2, P3, Tot.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

Van Halen Continued

Regional Reach table for WEST, EAST, SOUTH, MIDWEST.

W

KARYN WHITE

The Way I Feel About You (WB)

LP: Ritual Of Love

Total Reports 203 91%

Regional Reach table with columns for E, S, M, W and Reach values.

3

Chart Summary table with columns for Pos, P1, P2, P3, Tot.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

VANESSA WILLIAMS

Save The Best For... (Wing/Mercury)

LP: The Comfort Zone

Total Reports 85 38%

Regional Reach table with columns for E, S, M, W and Reach values.

N&A

Chart Summary table with columns for Pos, P1, P2, P3, Tot.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

WILLIAMS BROTHERS

Can't Cry Hard Enough (WB)

LP: The Williams Brothers

Total Reports 88 39%

Regional Reach table with columns for E, S, M, W and Reach values.

N&A

Chart Summary table with columns for Pos, P1, P2, P3, Tot.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

Williams Brothers Continued

Regional Reach table for WEST, EAST, SOUTH, MIDWEST.

Y

PAUL YOUNG

What Becomes Of The... (MCA)

LP: "Fried Green Tomatoes" ST

Total Reports 155 69%

Regional Reach table with columns for E, S, M, W and Reach values.

30

Chart Summary table with columns for Pos, P1, P2, P3, Tot.

Regional Reach table for EAST, SOUTH, MIDWEST, WEST.

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Continued On Next Column

Continued On Next Column

Parallels Continued on Page 94

SIGNIFICANT ACTION

A

ANGELICA Angel Baby (Quality)
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

B

BABY ANIMALS Painless (Imago) LP: Baby Animals
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

C

CAUSE & EFFECT You Think You Know Her (SRC/Zoo) LP: Another Minute
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

ERIC CLAPTON Tears In Heaven (Reprise) LP: Rush ST
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

CLIVILLES & COLE Pride (In The Name...) (Columbia) LP: Clivilles & Cole's Greatest Remixes Volume 1
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

CLUBLAND For What It's Worth (Island)
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

ERIN CRUISE Cold Shower (Purple Heart/Critique)
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

D

DAISY DEE Pump It Up (LMR/RCA)
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

DOVES Beaten Up In Love Again (Elektra) LP: Affinity
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

E

ENYA Caribbean Blue (Reprise) LP: Shepherd Moons
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

F

FARM All Together Now (Sire/Reprise) LP: Spartacus
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

LITA FORD Playin' With Fire (RCA) LP: Dangerous Curves
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

H

DAN HILL I Fall All Over Again (Quality) LP: Dance Of Love
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

J

D.J. JAZZY JEFF & FRESH PRINCE You Saw My Binker (Jive/RCA) LP: Homebase
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

JODECI Stay (MCA) LP: Forever My Lady
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

K

KIX Tear Down The Walls (Atco/EastWest) LP: Hot Wire
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

L

L.A. GUNS It's Over Now (PLG) LP: Hollywood Vampires
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

LAISSEZ FAIRE In Paradise (Metropolitan)
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

A LIGHTER SHADE OF BROWN On A Sunday Afternoon (Quality)
P1 EAST SOUTH MIDWEST WEST
P2 EAST SOUTH MIDWEST WEST
P3 EAST SOUTH MIDWEST WEST

PARALLELS®

CHR REPORTER INDEX

SIGNIFICANT ACTION

M

O

MAGGIE'S FARM
Glory Road (JRS)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

MASSIVE ATTACK
Be Thankful For What You've... (Virgin)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

MC BRAINS
Oochie Coochie (Motown)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

N

NEW KIDS ON THE BLOCK
If You Go Away (Columbia)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

TERRI NUNN
Let Me Be The One (DGC)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

ONE 2 ONE
Peace Of Mind (Love Goes On) (A&M)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

P

NIA PEEPLES
Kissing The Wind (Charisma)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

CECE PENISTON
We Got A Love Thang (A&M)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

S

SALT-N-PEPA
You Showed Me (Next Plateau)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

SIOUXSIE & THE BANSHEES
(Fear) Of The Unknown (Geffen)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

T

TAG
Love And Money (Scotti Bros.)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

TONY TERRY
Everlasting Love (Epic)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

W

BEBE & CECE WINANS
I'll Take You There (Capitol)

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

P1

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

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Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.



P1 Major Markets

LW	TW	Artist/Song/Label
2	1	PRINCE & N.P.G./Diamonds And... (Paisley Park/WB)
3	2	SHANICE/I Love Your Smile (Motown)
5	3	TEVIN CAMPBELL/Tell Me What You Want Me... (Qwest/WB)
4	4	G. MICHAEL & E. JOHN/Don't Let The Sun Go... (Columbia)
6	5	KARYN WHITE/The Way I Feel About You (WB)
7	6	RIGHT SAID FRED/I'm Too Sexy (Charisma)
1	7	MARIAH CAREY/Can't Let Go (Columbia)
9	8	KEITH SWEAT/Keep It Comin' (Elektra)
11	9	MICHAEL JACKSON/Remember The Time (Epic)
14	10	PAULA ABDUL/Nibeology (Captive/Virgin)
10	11	U2/Mysterious Ways (Island/PLG)
16	12	AMY GRANT/Good For Me (A&M)
15	13	NIRVANA/Smells Like Teen Spirit (DGC)
8	14	COLOR ME BADD/All 4 Love (Giant/Reprise)
18	15	ATLANTIC STARR/Masterpiece (Reprise)
25	16	MICHAEL BOLTON/Missing You Now (Columbia)
20	17	MR. BIG/To Be With You (Atlantic)
23	18	BOYZ II MEN/Uhh Ahh (Motown)
12	19	CECE PENISTON/Finally (A&M)
22	20	BONNIE RAITT/I Can't Make You Love Me (Capitol)
24	21	EDDIE MONEY/I'll Get By (Columbia)
28	22	PM DAWN/Paper Doll (Gee St./Island/PLG)
13	23	MICHAEL JACKSON/Black Or White (Epic)
21	24	NATURAL SELECTION/Hearths Don't Think... (Atco/EastWest)
32	25	MINT CONDITION/Breaking My Heart... (Perspective)
36	26	BRYAN ADAMS/There Will Never Be Another Tonight (A&M)
26	27	STORM/I've Got A Lot To Learn About Love (Interscope)
DEBUT	28	VANESSA WILLIAMS/Save The Best For Last (Wing/Mercury)
DEBUT	29	RTZ/Until Your Love Comes Back Around (Giant/Reprise)
35	30	SHAMEN/Move Any Mountain (Epic)
DEBUT	31	PAUL YOUNG/What Becomes Of The Brokenhearted (MCA)
19	32	STACY EARL/Love Me All Up (RCA)
DEBUT	33	KLF I/TAMMY WYNETTE/Justified And Ancient (Arista)
DEBUT	34	COLOR ME BADD/Thinkin' Back (Giant/Reprise)
30	35	HEAVY D. & THE BOYZ/Is It Good To You (MCA)
33	36	KYM SIMS/Too Blind To See It (Atco/EastWest)
DEBUT	37	GENESIS/I Can't Dance (Atlantic)
DEBUT	38	MARKY MARK & THE FUNKY BUNCH/I Need... (Interscope)
17	39	HAMMER/Addams Groove (Capitol)
DEBUT	40	A LIGHTER SHADE OF BROWN/On A Sunday... (Quality)

52 Reporters

MOST ADDED	HOTTEST
VANESSA WILLIAMS (16)	PRINCE & N.P.G. (29)
GENESIS (8)	SHANICE (21)
MARKY MARK (8)	RIGHT SAID FRED (20)
RICHARD MARX (8)	MICHAEL & JOHN (16)
CECE PENISTON (8)	MR. BIG (13)

P2 Secondary Markets

LW	TW	Artist/Song/Label
3	1	PRINCE & N.P.G./Diamonds And... (Paisley Park/WB)
2	2	G. MICHAEL & E. JOHN/Don't Let The Sun Go... (Columbia)
4	3	KARYN WHITE/The Way I Feel About You (WB)
6	4	SHANICE/I Love Your Smile (Motown)
5	5	U2/Mysterious Ways (Island/PLG)
7	6	NATURAL SELECTION/Hearths Don't Think... (Atco/EastWest)
1	7	MARIAH CAREY/Can't Let Go (Columbia)
12	8	RIGHT SAID FRED/I'm Too Sexy (Charisma)
10	9	TEVIN CAMPBELL/Tell Me What You Want Me... (Qwest/WB)
14	10	MR. BIG/To Be With You (Atlantic)
11	11	BONNIE RAITT/I Can't Make You Love Me (Capitol)
13	12	NIRVANA/Smells Like Teen Spirit (DGC)
20	13	AMY GRANT/Good For Me (A&M)
17	14	BRYAN ADAMS/There Will Never Be Another Tonight (A&M)
26	15	MICHAEL JACKSON/Remember The Time (Epic)
19	16	KEITH SWEAT/Keep It Comin' (Elektra)
8	17	CECE PENISTON/Finally (A&M)
24	18	PAULA ABDUL/Nibeology (Captive/Virgin)
23	19	EDDIE MONEY/I'll Get By (Columbia)
28	20	MICHAEL BOLTON/Missing You Now (Columbia)
9	21	COLOR ME BADD/All 4 Love (Giant/Reprise)
16	22	STORM/I've Got A Lot To Learn About Love (Interscope)
18	23	STACY EARL/Love Me All Up (RCA)
38	24	RTZ/Until Your Love Comes Back Around (Giant/Reprise)
15	25	PARTY/In My Dreams (Hollywood)
29	26	GUNS N' ROSES/Live And Let Die (Geffen)
21	27	MICHAEL JACKSON/Black Or White (Epic)
22	28	GENESIS/No Son Of Mine (Atlantic)
34	29	BOYZ II MEN/Uhh Ahh (Motown)
25	30	HAMMER/Addams Groove (Capitol)
DEBUT	31	GENESIS/I Can't Dance (Atlantic)
37	32	RYTHM SYNDICATE/Blinded By Love (Impact)
DEBUT	33	PAUL YOUNG/What Becomes Of The Brokenhearted (MCA)
27	34	SCORPIONS/Send Me An Angel (Mercury)
35	35	JON BON JOVI/Levon (Polydor/PLG)
DEBUT	36	JOHN MELLENCAMP/Again Tonight (Mercury)
DEBUT	37	PM DAWN/Paper Doll (Gee St./Island/PLG)
DEBUT	38	ATLANTIC STARR/Masterpiece (Reprise)
DEBUT	39	SHAMEN/Move Any Mountain (Epic)
DEBUT	40	KLF I/TAMMY WYNETTE/Justified And Ancient (Arista)

110 Reporters

MOST ADDED	HOTTEST
RICHARD MARX (38)	MR. BIG (51)
ERIC CLAPTON (27)	PRINCE & N.P.G. (50)
OZZY OSBOURNE (27)	RIGHT SAID FRED (48)
VANESSA WILLIAMS (27)	SHANICE (47)
MARKY MARK (20)	MICHAEL & JOHN (40)

P3 Smaller Markets

LW	TW	Artist/Song/Label
1	1	G. MICHAEL & E. JOHN/Don't Let The... (Columbia)
2	2	U2/Mysterious Ways (Island/PLG)
3	3	PRINCE & N.P.G./Diamonds And Pearls (Paisley Park/WB)
5	4	KARYN WHITE/The Way I Feel About You (WB)
12	5	MR. BIG/To Be With You (Atlantic)
6	6	NATURAL SELECTION/Hearths Don't Think... (Atco/EastWest)
7	7	BRYAN ADAMS/There Will Never Be Another Tonight (A&M)
8	8	BONNIE RAITT/I Can't Make You Love Me (Capitol)
10	9	EDDIE MONEY/I'll Get By (Columbia)
11	10	NIRVANA/Smells Like Teen Spirit (DGC)
4	11	MARIAH CAREY/Can't Let Go (Columbia)
18	12	AMY GRANT/Good For Me (A&M)
16	13	SHANICE/I Love Your Smile (Motown)
20	14	TEVIN CAMPBELL/Tell Me What You Want Me... (Qwest/WB)
24	15	MICHAEL JACKSON/Remember The Time (Epic)
28	16	MICHAEL BOLTON/Missing You Now (Columbia)
26	17	PAULA ABDUL/Nibeology (Captive/Virgin)
27	18	RIGHT SAID FRED/I'm Too Sexy (Charisma)
30	19	RTZ/Until Your Love Comes Back Around (Giant/Reprise)
23	20	KEITH SWEAT/Keep It Comin' (Elektra)
25	21	GUNS N' ROSES/Live And Let Die (Geffen)
9	22	STORM/I've Got A Lot To Learn About Love (Interscope)
15	23	CECE PENISTON/Finally (A&M)
13	24	STACY EARL/Love Me All Up (RCA)
32	25	RYTHM SYNDICATE/Blinded By Love (Impact)
DEBUT	26	GENESIS/I Can't Dance (Atlantic)
17	27	SCORPIONS/Send Me An Angel (Mercury)
14	28	PARTY/In My Dreams (Hollywood)
DEBUT	29	PAUL YOUNG/What Becomes Of The Brokenhearted (MCA)
21	30	COLOR ME BADD/All 4 Love (Giant/Reprise)
DEBUT	31	JOHN MELLENCAMP/Again Tonight (Mercury)
37	32	SIMPLY RED/Stars (Atco/EastWest)
36	33	BLUR/There's No Other Way (Food/SBK/ERG)
19	34	MICHAEL JACKSON/Black Or White (Epic)
34	35	JON BON JOVI/Levon (Polydor/PLG)
31	36	NORTHERN PIKES/She Ain't Pretty (Scotti Bros.)
22	37	GENESIS/No Son Of Mine (Atlantic)
DEBUT	38	SMITHEREENS/Too Much Passion (Capitol)
DEBUT	39	BAD ENGLISH/The Time Alone With You (Epic)
DEBUT	40	BOYZ II MEN/Uhh Ahh (Motown)

65 Reporters

MOST ADDED	HOTTEST
RICHARD MARX (39)	MR. BIG (43)
OZZY OSBOURNE (28)	PRINCE & N.P.G. (27)
VANESSA WILLIAMS (21)	NIRVANA (23)
ERIC CLAPTON (17)	RIGHT SAID FRED (23)
VAN HALEN (17)	U2 (23)

PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
RYTHM SYNDICATE/Blinded By Love (Impact)	126	56%	78%	9%
PM DAWN/Paper Doll (Gee Street/Island/PLG)	121	54%	73%	7%
COLOR ME BADD/Thinkin' Back (Giant/Reprise)	115	51%	63%	0%
ATLANTIC STARR/Masterpiece (Reprise)	114	51%	73%	18%
GUNS N' ROSES/Live And Let Die (Geffen)	113	50%	94%	31%
KLF I/TAMMY WYNETTE/Justified And Ancient (Arista)	113	50%	62%	7%
SHAMEN/Move Any Mountain (Epic)	104	46%	61%	14%
BOYZ II MEN/Uhh Ahh (Motown)	103	46%	95%	26%
SMITHEREENS/Too Much Passion (Capitol)	103	46%	65%	3%
SIMPLY RED/Stars (Atco/EastWest)	95	42%	76%	13%
VAN HALEN/Right Now (WB)	92	41%	53%	2%
WILLIAMS BROTHERS/Can't Cry Hard Enough (WB)	88	39%	53%	0%
JON BON JOVI/Levon (Polydor/PLG)	75	33%	92%	38%
CHRIS CUEVAS/You Are The One (Atlantic)	75	33%	69%	23%
MINT CONDITION/Breaking My Heart... (Perspective/A&M)	63	28%	65%	49%
BAD ENGLISH/The Time Alone With You (Epic)	62	28%	74%	13%
SALT-N-PEPA/You Showed Me (Next Plateau)	45	20%	58%	4%
CLIVILLES & COLE/Pride (In The Name Of Love) (Columbia)	38	17%	55%	14%
A LIGHTER SHADE OF BROWN/On A Sunday Afternoon (Quality)	29	13%	83%	52%
CAUSE & EFFECT/You Think You Know Her (SRC/Zoo)	28	13%	75%	29%
TONY TERRY/Endless Love (Elektra)	26	12%	81%	19%

Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart. Top 15% is determined by dividing a song's total Top 15 reports by its total charted reports.

PERFORMING WHERE PLAYED is a weekly listing of records in New & Active and Significant Action with:

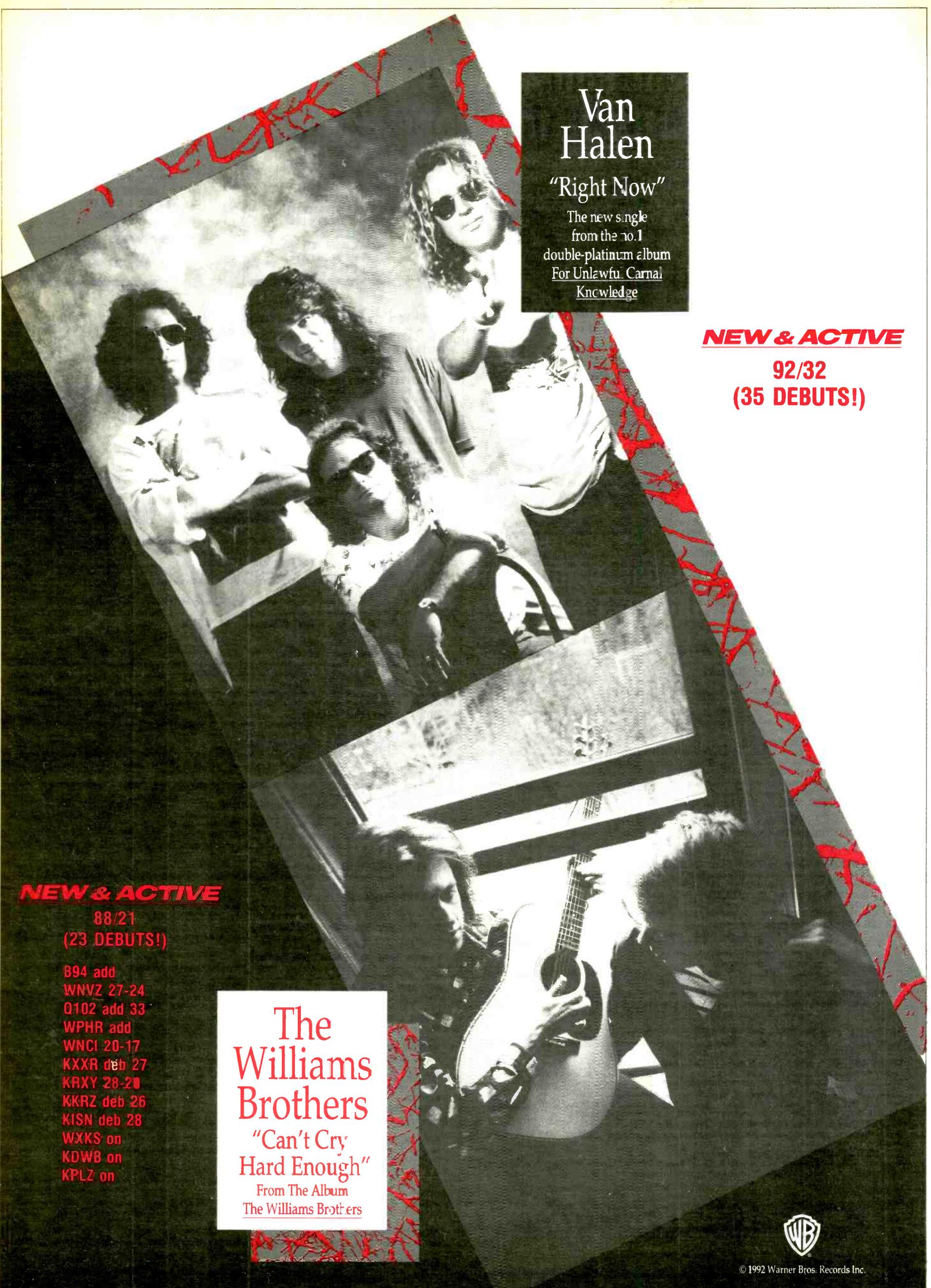
- 25 or more reports
- Chart positions at 50% or more of stations reporting them.
- No more than five fewer total reports than the previous week's.

See Parallels for a complete picture of all station activity.

NEW ARTISTS

Artist/Song/Label	Reports
1 SHAMEN/Move Any Mountain (Epic)	104
2 SMITHEREENS/Too Much Passion (Capitol)	103
3 WILLIAMS BROTHERS/Can't Cry Hard Enough (WB)	88
4 BLUR/There's No Other Way (SBK)	84
5 CHRIS CUEVAS/You Are The One (Atlantic)	75
6 MINT CONDITION/Breaking My Heart... (Perspective/A&M)	63
7 BIG AUDIO DYNAMITE II/The Globe (Columbia)	55
8 SALT-N-PEPA/You Showed Me (Next Plateau)	45
9 DOVES/Beaten Up In Love Again (Elektra)	44
10 ONE 2 ONE/Peace Of Mind (Love Goes On) (A&M)	38

New artists have not yet had a CHR Breaker.



Van
Halen

"Right Now"

The new single
from the no.1
double-platinum album
For Unlawful Carnal
Knowledge

NEW & ACTIVE

**92/32
(35 DEBUTS!)**

NEW & ACTIVE

**88/21
(23 DEBUTS!)**

B94 add
WNVZ 27-24
Q102 add 33
WPHR add
WNCI 20-17
KXXR deb 27
KRXV 28-20
KKRZ deb 26
KISN deb 28
WXKS on
KDWB on
KPLZ on

The
Williams
Brothers

"Can't Cry
Hard Enough"

From The Album
The Williams Brothers



© 1992 Warner Bros. Records Inc.

BREAKERS

GENESIS

I Can't Dance (Atlantic)

69% of our reporters playing it. Moves: Up 42, Debuts 57, Same 21, Down 0, Adds 35 including PWRPIG, Q105, WZPL, KDWB, WKBQ, KS104, KIIS, KISN, 93Q, KHFI, KRNO. See Parallels, debuts at number 31.

JOHN MELLENCAMP Again Tonight (Mercury)

60% of our reporters playing it. Moves: Up 64, Debuts 32, Same 24, Down 0, Adds 14 including KEGL, WNVZ, KDWB, Y102, WKSI, FM100, WABB, Y107, WYKS, KPAT. See Parallels, debuts at number 36.

NEW & ACTIVE

RYTHM SYNDICATE "Blinded By Love" (Impact)

Reports: 126 Moves: Up 78, Debuts 8, Same 30, Down 2, Adds 8, WQUT, PWR945, WABB, KTUX, KKM, KISR, Q101, WBXX, WNCI 14-10, FLY92 27-22, WNNK 26-22, TIC-FM 27-23, KLYV 30-22. See Parallels, moves 35-32 on the CHR chart.

PM DAWN "Paper Doll" (Gee Street/Island/PLG)

Reports: 121 Moves: Up 55, Debuts 26, Same 18, Down 1, Adds 21 including PWR99, WPHR, WHYT, KUBE, FLY92, B93, WZYP, WAPE, KZ93, KLUC, WIOQ 12-10, KTFM 26-22, B96 27-22, WJMO 19-12, KC101 29-23. See Parallels, debuts at number 33 on the CHR chart.

COLOR ME BADD "Thinkin' Back" (Giant/Reprise)

Reports: 115 Moves: Up 26, Debuts 36, Same 19, Down 0, Adds 34 including WXXS, WDFX, WHYT, PWR106, KKRZ, KUBE, WKSS, FUN107, KC101, XL1067, WOVV, KSND, KTFM 22-18, KKFR 28-23, B93 36-27. See Parallels, debuts at number 40 on the CHR chart.

ATLANTIC STARR "Masterpiece" (Reprise)

Reports: 114 Moves: Up 46, Debuts 21, Same 12, Down 0, Adds 35 including WMXP, KDWB, WKBQ, KISN, WKSE, WIKZ, WNNK, KC101, Y102, WAPE, WXXS 26-22, WZOU 24-17, HOT97 23-17, PWR99 16-12, KTFM 13-6. See Parallels, moves 40-28 on the CHR chart.

KLF 1/TAMMY WYNETTE "Justified And Ancient" (Arista)

Reports: 113 Moves: Up 34, Debuts 22, Same 20, Down 0, Adds 37 including HOT97, PWR96, WNVZ, Q105, WDFX, HOT102, KDWB, PWR92, 999KHI, WBBQ, WEGX 28-23, KEGL 30-17, KPLZ 28-22, B93 17-11, KHFI 8-4. See Parallels, debuts at number 39 on the CHR chart.

GUNS N' ROSES "Live And Let Die" (Geffen)

Reports: 113 Moves: Up 93, Debuts 4, Same 9, Down 0, Adds 7, K92, WOVV, Z104, WMMZ, KZIO, KFRX, KGGG, KEGL 29-26, WNVZ 29-23, WPHR 24-18, WAEB 22-17, WNNK 9-8, WYCR 21-16, WZYP 20-14, WBXX 31-24. See Parallels, moves 31-27 on the CHR chart.

SHAMEN "Move Any Mountain" (Epic)

Reports: 104 Moves: Up 43, Debuts 6, Same 36, Down 2, Adds 17 including WJMO, WZPL, KHTK, PWR106, FLY92, WQGN, WRCK, Y107, WVBS, Y97, HOT97 19-15, KEGL 18-15, KKFR 24-19, KWOD 6-5, TIC-FM 32-28. See Parallels, debuts at number 38 on the CHR chart.

SMITHEREENS "Too Much Passion" (Capitol)

Reports: 103 Moves: Up 37, Debuts 27, Same 21, Down 0, Adds 18 including WNVZ, WPHR, FLY92, WQGN, HOT955, WHHY, XL1067, CK105, KQIZ, WLAN 34-29, 999KHI 18-13, WZYP 35-28, FM100 28-23.

BOYZ II MEN "Uhh Ahh" (Motown)

Reports: 103 Moves: Up 80, Debuts 11, Same 6, Down 0, Adds 6, PRO-FM, WJMO, KKRZ, KUBE, KKYK, K107, WXXS 23-17, WZOU 14-9, WIOQ 17-12, WMXP 22-15, KS104 11-9, KKFR 14-10, KMEL 6-5, WWSR 24-19, WMMZ 30-24. See Parallels, moves 30-23 on the CHR chart.

SIMPLY RED "Stars" (Atco/EastWest)

Reports: 95 Moves: Up 57, Debuts 8, Same 19, Down 1, Adds 10, MOJO, KHTK, WKSI, WDJX, WGRD, WZOK, KFQX, WCGO, WBPB, KGGT, STAR94 30-25, WJMO 24-20, KRXY 12-9, KWOD 17-13, WLAN 30-25, WQUT 20-16.

VAN HALEN "Right Now" (WB)

Reports: 92 Moves: Up 8, Debuts 35, Same 17, Down 0, Adds 32 including WIKZ, WNNK, Y102, WPST, WRCK, WABB, WGTZ, WGRD, WIOQ, Q102 18-15, WAAL 35-28, KMYZ 29-24, KCHX 34-30, KNIN 33-28.

WILLIAMS BROTHERS "Can't Cry Hard Enough" (WB)

Reports: 88 Moves: Up 21, Debuts 23, Same 23, Down 0, Adds 21 including B94, Q102, WPHR, Y102, WBBQ, PWR945, WKDD, KRNO, WFFX, KCHX, WNCI 20-17, KRXY 28-20, 999KHI 31-23, WJLQ 32-28.

RICHARD MARX "Hazard (The River)" (Capitol)

Reports: 85 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 85 including PWR99, STAR94, WNVZ, WNCI, KBEQ, KXXR, KRXY, KKRZ, WQGN, Y102, 995, FM100, Y107, CK105, WJMX.

VANESSA WILLIAMS "Save The Best For Last" (Wing/Mercury)

Reports: 85 Moves: Up 15, Debuts 2, Same 4, Down 0, Adds 64 including WXXS, WZOU, HOT97, WIOQ, WMXP, Q105, WJMO, WNCI, WDFX, WHYT, HOT102, KRXY, KIIS, PWR106, HOT977, KPLZ, KHTK 30-14, Q106 7-3.

BLUR "There's No Other Way" (Food/SBK/ERG)

Reports: 84 Moves: Up 55, Debuts 2, Same 25, Down 1, Adds 1, KMGZ, KBEQ 30-27, KWOD 7-6, WPST 18-14, WSTW 16-12, KHFI 11-10, WBBQ 32-26, WZYP 30-22, WIXX 37-33, KSND 23-19, WJAD 24-18.

JON BON JOVI "Levon" (Polydor/PLG)

Reports: 79 Moves: Up 51, Debuts 2, Same 18, Down 8, Adds 0, WXXS 22-15, MOJO 11-9, B94 28-23, KBEQ 12-6, JET-FM 5-2, WNNK 19-15, 98PX 17-11, WKRZ 15-9, WSSX 9-4, HOT955 13-10, WQUT 13-10, WABB 19-14, WHHY 34-29, WKDD 12-10, WGRD 8-6. See Parallels, moves 38-37 on the CHR chart.

CHRIS CUEVAS "You Are The One" (Atlantic)

Reports: 75 Moves: Up 33, Debuts 17, Same 15, Down 1, Adds 9, B94, WKEE, HOT955, K92, KTUX, KJ103, Q99.5, WQXA, KLYV, WIOQ 30-26, KKFR 30-26, HOT977 5-4, B93 18-14, KBFM 7-5.

MINT CONDITION "Breaking My Heart (Pretty Brown Eyes)" (Perspective/A&M)

Reports: 63 Moves: Up 33, Debuts 5, Same 18, Down 0, Adds 7, KS104, KUBE, Y107, KXXK, KFQX, KSMB, KFFM, WMXP 28-20, WPGC 1-1, KBXX 4-3, PWRPIG 31-29, HOT102 20-15, KKFR 12-9, KGGI 19-9, FM102 8-6, KMEL 5-2, HOT977 13-10.

BAD ENGLISH "The Time Alone With You" (Epic)

Reports: 62 Moves: Up 39, Debuts 7, Same 16, Down 0, Adds 0, WWSR 34-31, WERZ 29-26, WKRZ 39-34, WBBQ 37-32, WSSX 19-15, WNOK 28-23, WQUT 32-25, WZOK 11-8, KZZU 30-23, WHTO 23-19.

CURTIS STIGERS "You're All That Matters To Me" (Arista)

Reports: 60 Moves: Up 2, Debuts 13, Same 22, Down 0, Adds 23 including KISN, WLAN, B93, KHFI, WSSX, WBBQ, WZYP, WJLQ, Z102, FM104, Q99.5, WKPE, KTUX 33-28, KTRS 39-32.

MARKY MARK & THE FUNKY BUNCH "I Need Money" (Interscope)

Reports: 58 Moves: Up 4, Debuts 15, Same 3, Down 1, Adds 35 including WMXP, PWRPIG, WJMO, KXXR, PWR106, KOY-FM, Q106, KUBE, WKSS, WLAN, FUN107, WXXK, WRCK, WXXS 30-27, WHYT 21-19, B93 39-29.

OZZY OSBOURNE "Mama, I'm Coming Home" (Epic Associated)

Reports: 56 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 56 including WPHR, JET-FM, PWR92, 93Q, WKRZ, WBBQ, WBBQ, WZYP, WAPE, WQUT, KTUX, WRQK, WGTZ, KKRZ, WCGO.

BIG AUDIO DYNAMITE II "The Globe" (Columbia)

Reports: 55 Moves: Up 7, Debuts 8, Same 29, Down 0, Adds 11, FM102, 995, WMXF, WZYP, HOT955, WGRD, KXKT, WHTO, KMCK, WBNQ, WBIZ, KWOD 18-14, WPST 40-36, KHFI 22-17, WOKI 24-19.

SIGNIFICANT ACTION

ERIC CLAPTON "Tears In Heaven" (Duck/Reprise)

Reports: 48 Moves: Up 1, Debuts 1, Same 1, Down 0, Adds 45 including KBEQ, FLY92, JET-FM, WKRZ, WSTW, WYCR, 995, WBBQ, WQUT, PWR945, FM100, Y107, WRVQ, K92, WCGO 26-21.

MOST ADDED

RICHARD MARX (85)
VANESSA WILLIAMS (64)
OZZY OSBOURNE (56)
ERIC CLAPTON (45)
NIA PEEPLES (38)
KLF 1/TAMMY WYNETTE (37)
ATLANTIC STARR (35)
GENESIS (35)
MARKY MARK (35)
COLOR ME BADD (34)
ONE 2 ONE (34)

HOTTEST

MR. BIG (107)
PRINCE & N.P.G. (106)
RIGHT SAID FRED (91)
SHANICE (89)
MICHAEL & JOHN (78)
NIRVANA (66)
U2 (46)
TEVIN CAMPBELL (36)
AMY GRANT (36)
BONNIE RAITT (35)

SALT-N-PEPA "You Showed Me" (Next Plateau)

Reports: 45 Moves: Up 16, Debuts 6, Same 15, Down 0, Adds 8, WXXS, WZOU, KTFM, WSPK, KPSI, Z90, KRQ, WQXA, HOT97 28-25, WIOQ 25-17, PWRPIG 11-7, KKFR 23-16, TIC-FM 34-26, WCKZ 30-26, WWHT 26-22, KOKQ 26-21.

DOVES "Beaten Up In Love Again" (Elektra)

Reports: 44 Moves: Up 17, Debuts 4, Same 20, Down 0, Adds 3, KKSS, WVBS, KPAT, KRBE 18-14, KWOD 10-9, 999KHI 39-36, WABB 39-36, KF95 36-29, KIKX 36-29, KWIN 40-36, WJAD 22-16.

NIA PEEPLES "Kissing The Wind" (Charisma)

Reports: 38 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 38 including PWR99, KEGL, WPHR, WNCI, WKBQ, KWOD, HOT977, WIKZ, FUN107, 999KHI, WBBQ, WRVQ.

ONE 2 ONE "Peace Of Mind (Love Goes On)" (A&M)

Reports: 38 Moves: Up 2, Debuts 0, Same 2, Down 0, Adds 34 including WNCI, WZPL, KXXR, KRXY, KISN, WWSR, WNNK, WLAN, 999KHI, WBBQ, KRNO, CK105, KZZU.

CLIVILLES & COLE "Pride (In The Name Of Love)" (Columbia)

Reports: 38 Moves: Up 13, Debuts 6, Same 8, Down 1, Adds 10, KXXR, HOT102, KKFR, WLAN, 999KHI, HOT955, WDJX, Y107, XL1067, WJAD, B96 26-19, KHTK 29-25, B93 20-12, WCKZ 14-10, WQXA 29-26.

BABY ANIMALS "Painless" (Imago)

Reports: 30 Moves: Up 2, Debuts 4, Same 17, Down 0, Adds 4, KXXR, WZYP, WRQK, KLYV, KWOD 30-26, WPST 29-25, WOKI 23-20, KISR 36-32.

A LIGHTER SHADE OF BROWN "On A Sunday Afternoon" (Quality)

Reports: 29 Moves: Up 15, Debuts 1, Same 7, Down 5, Adds 1, KS104, KIIS 14-6, PWR106 7-2, KOY-FM 12-10, KGGI 1-1, FM102 13-8, HOT977 6-2, B93 28-18, B95 8-6, PWR102 1-1, KPSI 22-18, Z90 2-1, KWIN 18-15, KRQ 4-3.

LITA FORD "Playin' With Fire" (RCA)

Reports: 29 Moves: Up 5, Debuts 7, Same 17, Down 0, Adds 0, WQUT 33-28, WRQK 19-16, WHTO 32-28, KMCK d-39, KISR d-37, KNIN d-34, KFMW 32-29.

CAUSE & EFFECT "You Think You Know Her" (SRC/Zoo)

Reports: 28 Moves: Up 12, Debuts 4, Same 7, Down 1, Adds 4, KBFM, Q99.5, KSMB, KFFM, KEGL d-22, KWOD 5-4, B93 27-24, KIKX 37-33, KLUC 10-6, KCAQ 30-27, KISR 37-33, KCHX 11-6, OK95 d-40.

L.A. GUNS "It's Over Now" (PLG)

Reports: 26 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 26 including KBEQ, KISN, WAAL, PWR92, WLAN, WPST, K92, KTUX, WRQK, KIKX, Q99.5, KZZU.

TERRI NUNN "Let Me Be The One" (DGC)

Reports: 26 Moves: Up 0, Debuts 0, Same 1, Down 0, Adds 25 including WPHR, KWOD, WNNK, WPST, WYCR, WZYP, WRQK, KHTK, KIKX, WPRR, WHTO, KMCK.

TONY TERRY "Everlasting Love" (Epic)

Reports: 26 Moves: Up 15, Debuts 1, Same 9, Down 1, Adds 0, B93 29-22, KBFM 31-28, Y107 33-29, CK105 30-26, KKMZ 30-27, B95 20-18, PWR102 29-25, KQMQ 22-17, Z90 d-30, KWIN 32-29.

MC BRAINS "Oochie Coochie" (Motown)

Reports: 24 Moves: Up 16, Debuts 1, Same 3, Down 0, Adds 4, PWR106, Q106, B93, KWIN, KBXX 12-10, WHYT 8-7, HOT102 21-19, KKFR 29-25, TIC-FM 35-30, WKSS 32-27, WCKZ 16-13, B95 21-14, PWR102 24-17.

ENYA "Caribbean Blue" (Reprise)

Reports: 23 Moves: Up 11, Debuts 4, Same 4, Down 1, Adds 3, Q102, KMEL, WBBQ, KS104 d-24, KWOD 9-7, KISN 2-1, 995 11-10, WVFX 32-29, KISR 20-18, KYYY 25-20, KTMT 30-26.

CECE PENISTON "We Got A Love Thang" (A&M)

Reports: 22 Moves: Up 4, Debuts 4, Same 2, Down 0, Adds 12, PWR99, KBXX, PWR96, PWRPIG, WJMO, WHYT, HOT102, KMEL, WHTO, B93, KZFM, PWR102, WZOU 31-29, WIOQ 18-14, WKSS 34-29, WXXK d-30.

MAGGIE'S FARM "Glory Road" (JRS)

Reports: 22 Moves: Up 2, Debuts 1, Same 17, Down 0, Adds 2, KJ103, KNIN, WNVZ d-30, WPST on, WZYP 40-37, Q99.5 on-dp, KQIZ on-dp, KISR 38-34, KLYV on.

BROTHERHOOD CREED "Helluva" (Gasoline Alley/MCA)

Reports: 21 Moves: Up 2, Debuts 3, Same 10, Down 0, Adds 6, WNVZ, WHYT, KHTK, WXXK, KKSS, WBXX, KBXX 23-20, KTFM on, WCKZ on-dp, KBFM on-dp, Y107 d-35, WWHT d-27, KF95 d-39.

TAG "Love And Money" (Scotti Bros.)

Reports: 19 Moves: Up 1, Debuts 4, Same 8, Down 0, Adds 6, KBFM, WJLQ, KNOE, KLYV, KTRS, KTMT, B93 38-32, KHFI d-39, KF95 d-40, WJAD d-37, KCHX d-35.

FARM "All Together Now" (Sire/Reprise)

Reports: 19 Moves: Up 7, Debuts 0, Same 11, Down 1, Adds 0, KWOD 20-16, WLAN on, WPST on, WZYP 38-35, WJMX on-dp, KISR 34-29, WILN on, KLYV 34-32.

ANGELICA "Angel Baby" (Quality)

Reports: 19 Moves: Up 11, Debuts 1, Same 3, Down 8, Adds 0, B96 5-4, WHYT 3-3, KS104 7-5, KUBE 1-1, WKSE 22-21, KJ103 30-21, KKSS d-10, KKMZ 5-2, WCIL 18-6, Y97 19-16.

KIX "Tear Down The Walls" (Atco/EastWest)

Reports: 18 Moves: Up 0, Debuts 2, Same 5, Down 0, Adds 11, WZYP, WQUT, KTUX, KF95, KIKX, WNNP, WILN, WVBS, KYYY, WBIZ, KFMW, WRQK d-20, KISR d-40.

LAISSEZ FAIRE "In Paradise" (Metropolitan)

Reports: 18 Moves: Up 12, Debuts 1, Same 3, Down 1, Adds 1, PWR99, KTFM 2-1, B96 14-8, HOT977 12-9, TIC-FM 6-4, WSPK 30-25, B93 24-16, KBFM 18-13, KKSS 6-4.

NEW KIDS ON THE BLOCK "If You Go Away" (Columbia)

Reports: 16 Moves: Up 4, Debuts 2, Same 3, Down 0, Adds 7, WIOQ, KBXX, KTFM, KHTK, KOY-FM, KGGI, FM102, WXXS 28-20, WZOU 35-25, PWR96 d-25, B96 23-18, Q106 18-12, HOT977 on, WCKZ d-28, KQMQ on.

BEBE & CECE WINANS "I'll Take You There" (Capitol)

Reports: 16 Moves: Up 8, Debuts 0, Same 3, Down 0, Adds 3, HOT194, KQMQ, WQXA, KBXX 10-9, KTFM 27-23, KBEQ 23-18, KMEL 34-27, KKSS d-22, KKMZ 28-25, KDON d-37.

MASSIVE ATTACK "Be Thankful For What You've Got" (Virgin)

Reports: 15 Moves: Up 0, Debuts 2, Same 5, Down 0, Adds 8, WZOU, HOT97, WJMO, KMEL, WXXK, HOT194, KWIN, WCIL, WIOQ d-27, WNVZ d-28, WQGN on-dp.

DAN HILL "I Fall All Over Again" (Quality)

Reports: 12 Moves: Up 1, Debuts 4, Same 4, Down 0, Adds 3, KF95, KQMQ, Q99.5, FLY92 d-34, WJLQ d-31, KIKX d-31, KISR d-39.

JODECI "Stay" (MCA)

Reports: 11 Moves: Up 4, Debuts 0, Same 1, Down 0, Adds 6, KTFM, KUBE, B93, WWHT, WVBS, KPXR, WPGC 2-2, KBXX 6-5, WHYT 17-15, KMEL 7-6, WCKZ 24-15.

ERIN CRUISE "Cold Shower" (Purple Heart/Critique)

Reports: 11 Moves: Up 8, Debuts 0, Same 2, Down 0, Adds 1, PRO-FM, WXXS 27-24, WZOU 20-15, WIOQ 27-21, WKSS 21-16, FUN107 19-14.

D.J. JAZZY JEFF & THE FRESH PRINCE "You Saw My Bliker" (Jive/RCA)

Reports: 11 Moves: Up 6, Debuts 0, Same 4, Down 0, Adds 1, KPXR, WZOU 11-6, WIOQ 9-6, PWR96 on-dp, WHYT 4-2, PWR106 18-17, FM102 5-5, KUBE 14-10, B93 11-8, KWIN on-dp.

SHANICE & THE BANASHEES "(Fear) Of The Unknown" (Geffen)

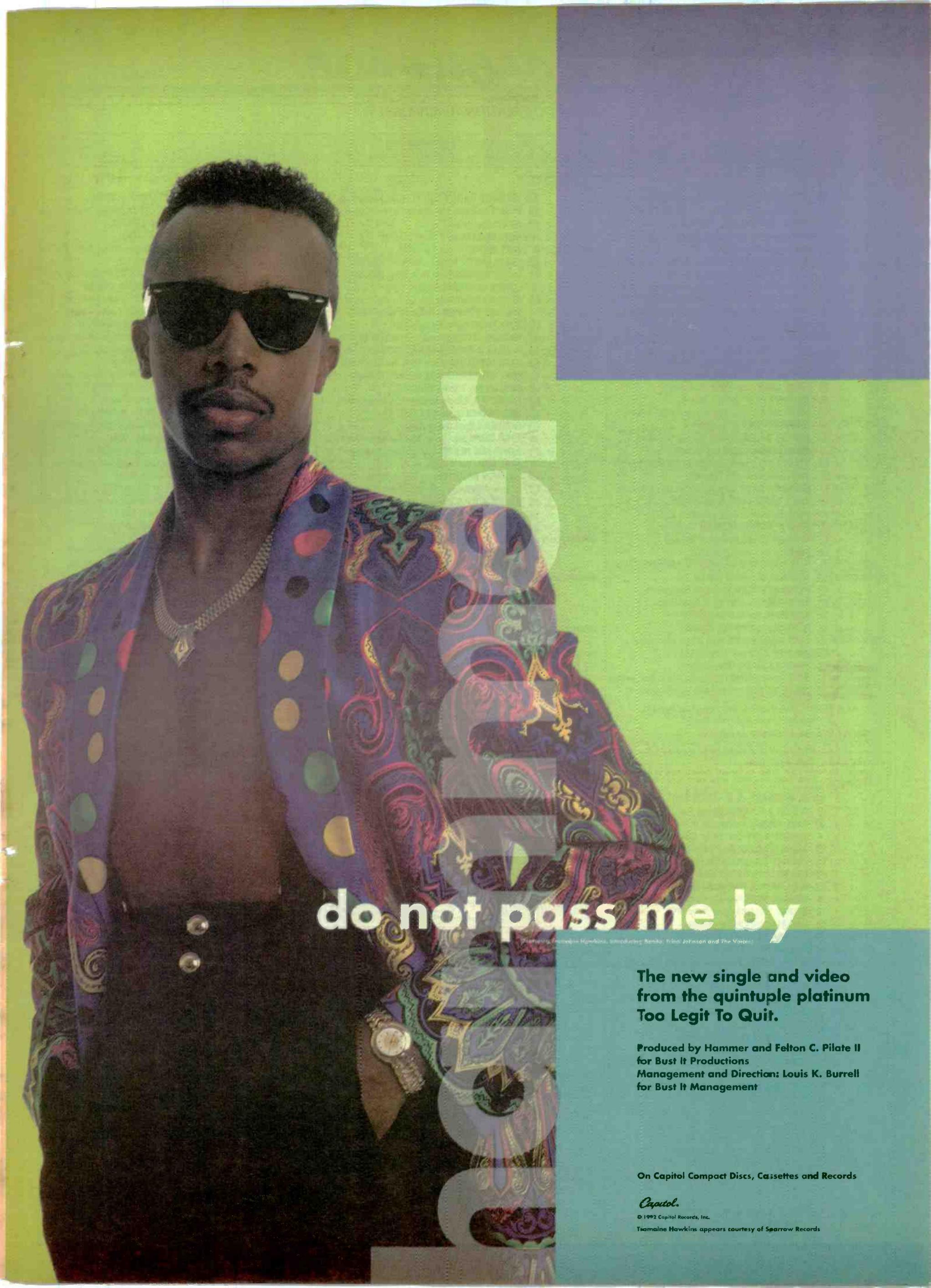
Reports: 11 Moves: Up 2, Debuts 0, Same 9, Down 0, Adds 0, KBEQ on-dp, KWOD 26-22, 999KHI on, KHFI 39-34, KMGZ on, KFBQ on, KQIX on-dp.

DAISY DEE "Pump It Up" (LMR/RCA)

Reports: 10 Moves: Up 1, Debuts 0, Same 5, Down 0, Adds 4, HOT97, WMXP, KCAQ, WBXX, B96 on, TIC-FM on-dp, B93 40-37, KPRR on-dp, PWR102 on.

CLUBLAND "Hold On" (Island)

Reports: 10 Moves: Up 5, Debuts 2, Same 1, Down 0, Adds 2, WJMO, KCAQ, HOT97 5-4, WIOQ d-22, KMEL 27-23, WKSS 38-33



do not pass me by

The new single and video
from the quintuple platinum
Too Legit To Quit.

Produced by Hammer and Felton C. Pilate II
for Bust It Productions
Management and Direction: Louis K. Burrell
for Bust It Management

On Capitol Compact Discs, Cassettes and Records

Capitol.

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Tamaine Hawkins appears courtesy of Sparrow Records

NATIONAL AIRPLAY OVERVIEW

CHR

3	2	WKS	WKS	LW	TW
5	3	2	1		PRINCE & N.P.G./Diamonds... (Paisley Park/WB)
4	2	3	2		G. MICHAEL & E. JOHN/Don't Let The Sun... (Columbia)
9	5	4	3		KARYN WHITE/The Way I Feel About You (WB)
11	8	5	4		SHANICE/I Love Your Smile (Motown)
8	6	6	5		U2/Mysterious Ways (Island/PLG)
18	11	7	6		TEVIN CAMPBELL/Tell Me What You Want... (Qwest/WB)
1	1	1	7		MARIAH CAREY/Can't Let Go (Columbia)
31	18	9	8		RIGHT SAID FRED/I'm Too Sexy (Charisma)
24	15	11	9		NIRVANA/Smells Like Teen Spirit (DGC)
20	14	10	10		NATURAL SELECTION/Hearts Don't... (Atco/EastWest)
37	26	16	11		MR. BIG/To Be With You (Atlantic)
25	17	13	12		BONNIE RAITT/Can't Make You Love Me (Capitol)
27	19	14	13		KEITH SWEAT/Keep It Comin' (Elektra)
—	34	20	14		MICHAEL JACKSON/Remember The Time (Epic)
—	30	18	15		AMY GRANT/Good For Me (A&M)
—	32	24	16		PAULA ABDUL/Vibeology (Captive/Virgin)
32	22	19	17		EDDIE MONEY/I'll Get By (Columbia)
35	24	21	18		BRYAN ADAMS/There Will Never Be Another... (A&M)
7	7	8	19		CECE PENITON/Finally (A&M)
—	—	28	20		MICHAEL BOLTON/Missing You Now (Columbia)
3	9	12	21		COLOR ME BADD/All 4 Love (Giant/Reprise)
—	—	33	22		RTZ/Until Your Love Comes Back Around (Giant/Reprise)
—	40	30	23		BOYZ II MEN/Uhh Ahh (Motown)
16	13	22	24		STORM/I've Got A Lot To Learn About Love (Interscope)
13	12	17	25		STACY EARL/Love Me All Up (RCA)
2	4	15	26		MICHAEL JACKSON/Black Or White (Epic)
—	37	31	27		GUNS N' ROSES/Live And Let Die (Geffen)
—	—	40	28		ATLANTIC STARR/Masterpiece (Reprise)
19	16	23	29		PARTY/In My Dreams (Hollywood)
DEBUT			30		PAUL YOUNG/What Becomes Of The Brokenhearted (MCA)
BREAKER			31		GENESIS/Can't Dance (Atlantic)
—	—	35	32		RYTHM SYNDICATE/Blinded By Love (Impact)
DEBUT			33		PM DAWN/Paper Doll (Gee St./Island/PLG)
6	10	26	34		GENESIS/No Son Of Mine (Atlantic)
23	20	25	35		HAMMER/Addams Groove (Capitol)
BREAKER			36		JOHN MELLENCAMP/Again Tonight (Mercury)
—	39	38	37		JON BON JOVI/Levon (Polydor/PLG)
DEBUT			38		SHAMEN/Move Any Mountain (Epic)
DEBUT			39		KLF I/TAMMY WYNETTE/Justified And Ancient (Arista)
DEBUT			40		COLOR ME BADD/Thinkin' Back (Giant/Reprise)

N&A Pg. 98; Playlists Pg. 84; Parallels Pg. 89;
Parallel Chart Analysis Pg. 96

ADULT CONTEMPORARY

3	2	WKS	WKS	LW	TW
5	3	2	1		G. MICHAEL & E. JOHN/Don't... (Columbia)
4	2	1	2		C. DION & P. BRYSON/Beauty And... (Epic)
28	13	9	3		PAUL YOUNG/What Becomes Of The... (MCA)
1	1	3	4		MARIAH CAREY/Can't Let Go (Columbia)
12	7	4	5		AARON NEVILLE/Somewhere, Somebody (A&M)*
—	21	12	6		MICHAEL BOLTON/Missing You Now (Columbia)
13	8	7	7		DAN HILL/I Fall All Over Again (Quality)
18	15	13	8		BETH NIELSEN CHAPMAN/I Keep Coming... (Reprise)
3	4	5	9		RICHARD MARX/Keep Coming Back (Capitol)
6	6	6	10		WILSON PHILLIPS/Daniel (Polydor/PLG)
15	11	10	11		LISA STANSFIELD/Change (Arista)
—	30	21	12		VANESSA WILLIAMS/Save The Best For... (Wing/Mercury)
—	29	20	13		ROD STEWART/Your Song (Polydor/PLG)
7	9	11	14		BONNIE RAITT/Can't Make You Love Me (Capitol)
2	5	8	15		ROD STEWART/Broken Arrow (WB)
—	26	23	16		AMY GRANT/Good For Me (A&M)
16	14	14	17		BETTE MIDLER/Every Road Leads Back To... (Atlantic)
25	24	22	18		SIMPLY RED/Stars (Atco/EastWest)
22	20	19	19		NEIL DIAMOND/Don't Turn Around (Columbia)
26	25	24	20		EDDIE MONEY/I'll Get By (Columbia)
10	10	15	21		GENESIS/No Son Of Mine (Atlantic)
9	16	16	22		KENNY LOGGINS/Conviction Of The Heart (Columbia)
11	17	17	23		AMY GRANT/That's What Love Is For (A&M)
8	12	18	24		LINDA RONSTADT/Dreams To Dream (MCA)
24	23	25	25		BEVERLY CRAVEN/Holding On (Epic)
—	—	30	26		ERIC CLAPTON/Tears In Heaven (Reprise)
DEBUT			27		KENNY LOGGINS/The Real Thing (Columbia)
DEBUT			28		ATLANTIC STARR/Masterpiece (Reprise)
19	19	26	29		ROXETTE/Spending My Time (EMI/ERG)
DEBUT			30		MR. BIG/To Be With You (Atlantic)

*Keeps bullet due to continued growth.

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URBAN CONTEMPORARY

3	2	WKS	WKS	LW	TW
8	4	1	1		MARIAH CAREY/Can't Let Go (Columbia)
10	7	4	2		BOYZ II MEN/Uhh Ahh (Motown)
16	9	6	3		JODECI/Stay (MCA)
2	2	2	4		KEITH SWEAT/Keep It Comin' (Elektra)
7	3	3	5		JODY WATLEY/I Want You (MCA)
11	8	7	6		KARYN WHITE/The Way I Feel About You (WB)
14	11	10	7		STEVIE WONDER/These Three Words (Motown)
4	5	5	8		LUTHER VANDROSS/The Rush (Epic)
31	15	13	9		GERALD LEVERT/Baby Hold On To Me (Atco/EastWest)
13	10	9	10		WHITNEY HOUSTON/I Belong To You (Arista)
17	13	12	11		TONY TERRY/Everlasting Love (Epic)
—	32	18	12		MICHAEL JACKSON/Remember The Time (Epic)
23	17	14	13		R. KELLY & PUBLIC ANNOUNCEMENT/She's Got... (Jive)
36	21	15	14		PATTI LABELLE/Somebody Loves You Baby (MCA)
—	30	23	15		MINT CONDITION/Breaking My Heart... (Perspective/A&M)
26	20	16	16		GUY/Let's Stay Together (MCA)
—	—	25	17		PRINCE & N.P.G./Diamonds And... (Paisley Park/WB)
32	22	19	18		LISA FISCHER/So Intense (Elektra)
—	28	21	19		HAMMER/Addams Groove (Capitol)
1	1	11	20		TEVIN CAMPBELL/Tell Me What You Want... (Qwest/WB)
22	19	17	21		BRAND NEW HEAVIES/Stay... (Delicious Vinyl/Island/PLG)
29	23	20	22		GENE RICE/Love Is Calling (RCA)
34	26	22	23		JENNIFER HOLLIDAY/Love Stories (Arista)
—	—	36	24		GLENN JONES/Here I Go Again (Atlantic)
5	6	8	25		PRINCE & N.P.G./Insatiable (Paisley Park/WB)
—	36	31	26		QUEEN LATIFAH/Latifah's Had It Up 2... (Tommy Boy)
35	27	26	27		BIG DADDY KANE/Groove With It (Cold Chillin'/Reprise)
BREAKER			28		DAVID PEASTON/Luxury Of Love (MCA)
—	—	35	29		ERIC GABLE/Straight From My Heart (Orpheus/Epic)
—	—	37	30		PHYLLIS HYMAN/When You Get Right... (Philly/Zoo)
BREAKER			31		NAUGHTY BY NATURE/Everything's Gonna... (Tommy Boy)
—	—	40	32		CHRIS WALKER/Take Time (Peridulum/Elektra)
—	37	33	33		GARY TAYLOR/In And Out Of Love (Valley Vue)
—	40	34	34		GAME/All Night All Day (Nautica)
BREAKER			35		SOUNDS OF BLACKNESS/Testify (Perspective/A&M)
—	34	29	36		D.J. JAZZY JEFF & THE FRESH PRINCE/Things... (Jive)
BREAKER			37		VANESSA WILLIAMS/Save The Best... (Wing/Mercury)
DEBUT			38		MC LYTE/Poor Georgie (Atlantic)
DEBUT			39		STATE OF ART/Understanding (40 Acres/Columbia)
DEBUT			40		CHILL DEAL BOYZ/Make Ya Body Move (Quality)

New & Active, TOP 10 Recurrents Pg. 62

NEW ROCK

LW	TW
1	U2/Achtung Baby (Island/PLG)
1	VARIOUS ARTISTS/Until The End Of The World (WB)
2	MATTHEW SWEET/Girlfriend (Zoo)*
4	NIRVANA/Nevermind (DGC)
5	ENYA/Shepherd Moons (Reprise)
7	LOU REED/Magic And Loss (Sire/WB)
9	TEENAGE FANCLUB/Bandwagonesque (DGC)
6	DRAMARAMA/Vinyl (Chameleon/Elektra)
10	THIS PICTURE/Violent Impression (Dedicated/RCA)
8	PIXIES/Trompe Le Monde (4AD/Elektra)

*Keeps bullet due to continued growth.

Complete TOP 30 New Rock Chart Pg. 78

NAC

LW	TW
2	SAM RINEY/Talk To Me (Spindletop)
3	KEIKO MATSUI/Night Waltz (Sin-Drome)
1	JULIA FORDHAM/Swept (Virgin)
6	BOBBY CALDWELL/Stuck On You (Sin-Drome)
7	ENYA/Shepherd Moons (Reprise)
4	SHAKATAK/Open Your Eyes (Verve Forecast/PolyGram)
5	DAVID BENOIT/Shadows (GRP)
10	CHI/Sun Lake (Sonic Atmospheres)
8	FOURPLAY/Fourplay (WB)
9	RICHARD ELLIOT/On The Town (Manhattan)

Complete TOP 30 NAC Chart Pg. 69

CONTEMPORARY JAZZ

LW	TW
2	CHARLES FAMBROUGH/The Proper Angle (CTI)
1	GERALD ALBRIGHT/Live At Birdland West (Atlantic)
3	ABBEY LINCOLN/You Gotta Pay The Band (Verve)
4	KENNY DREW, JR./Kenny Drew, Jr. (Antilles/PolyGram)
5	STEVE KHAN/Let's Call This (Blue Moon)
6	MILES DAVIS & MICHEL LEGRAND/Dingo (WB)
7	RICK MARGITZA/This Is New (Blue Note)
8	HOUSTON PERSON/The Party (Muse)
9	GENE HARRIS/Black & Blue (Concord)
14	BOB BERG/Backroads (Denon)

Complete TOP 30 Contemporary Jazz Chart Pg. 69

AOR TRACKS

3	2	WKS	WKS	LW	TW
4	4	3	1		GENESIS/Can't Dance (Atlantic)
6	5	2	2		TOM PETTY & THE.../King's Highway (MCA)
12	6	6	3		RUSH/Ghost Of A Chance (Atlantic)
2	2	1	4		VAN HALEN/Right Now (WB)
15	11	7	5		OZZY OSBOURNE/Mama, I'm Coming... (Epic Associated)
1	1	5	6		U2/Mysterious Ways (Island/PLG)
58	18	8	7		JOHN MELLENCAMP/Again Tonight (Mercury)
16	12	9	8		ERIC CLAPTON/Tears In Heaven (Reprise)
28	17	11	9		STEVIE RAY VAUGHAN &.../Empty Arms (Epic)
50	27	13	10		DIRE STRAITS/The Bug (WB)
—	47	17	11		U2/Until The End Of The World (Island/PLG)
3	3	4	12		BRYAN ADAMS/There Will Never Be Another... (A&M)
34	22	18	13		STORM/Show Me The Way (Interscope)
22	19	15	14		PEARL JAM/Alive (Epic Associated)
36	21	19	15		SCORPIONS/Hit Between The Eyes (Morgan Creek)
7	7	10	16		NIRVANA/Smells Like Teen Spirit (DGC)
10	10	12	17		METALLICA/The Unforgiven (Elektra)
17	16	16	18		TALL STORIES/Wild On The Run (Epic)
51	34	25	19		UGLY KID JOE/Everything About You (Stardog/Mercury)
23	23	22	20		SOUNDGARDEN/Outshined (A&M)
8	8	14	21		GUNS N' ROSES/November Rain (Geffen)
47	36	29	22		RTZ/Until Your Love Comes Back Around (Giant/Reprise)
25	24	23	23		BABY ANIMALS/Painless (Imago)
21	20	20	24		JON BON JOVI/Levon (Polydor/PLG)
48	37	31	25		ROBBIE ROBERTSON/Go Back To Your Woods (Geffen)
33	31	28	26		THUNDER/Love Walked In (Geffen)
40	38	33	27		BODEANS/Good Things (Slash/Reprise)
41	39	34	28		WEBB WILDER/Tough It Out (Praxis/Zoo)
—	51	39	29		NIRVANA/Come As You Are (DGC)
DEBUT			30		QUEENSRYCHE/Anybody Listening? (EMI/ERG)
29	26	26	31		CULT/Heart Of Soul (Sire/Reprise)
—	50	37	32		WAR BABIES/Hang Me Up (Columbia)
9	9	21	33		EDDIE MONEY/She Takes My Breath Away (Columbia)
35	33	32	34		QUEEN/The Show Must Go On (Hollywood)
5	14	27	35		JOHN MELLENCAMP/Love And Happiness (Mercury)
60	49	40	36		KIX/Tear Down The Walls (Atco/EastWest)
20	32	36	37		QUEENSRYCHE/Another Rainy Night (EMI/ERG)
13	15	30	38		TESLA/Call It What You Want (Geffen)
11	13	24	39		BOB SEGER & THE SILVER.../Take A Chance (Capitol)
—	—	59	40		METALLICA/Nothing Else Matters (Elektra)

Complete TOP 60 Tracks Chart Pg. 76; LP Chart Pg. 80

COUNTRY

3	2	WKS	WKS	LW	TW
12	7	3	1		T. TRITT I/M. STUART/The Whiskey... (WB)
16	9	5	2		PAM TILLIS/Maybe It Was Memphis (Arista)
10	5	4	3		RONNIE MILSAP/Turn That Radio On (RCA)
22	13	9	4		GARTH BROOKS/What She's Doing Now (Liberty)
18	11	7	5		RANDY TRAVIS/Better Class Of Losers (WB)
15	10	8	6		DIAMOND RIO/Mama Don't Forget To Pray... (Arista)
21	15	11	7		JOE DIFFIE/As It Coid In Here (Epic)
17	12	10	8		RICKY VAN SHELTON/After The Lights Go... (Columbia)
24	18	14	9		TRISHA YEARWOOD/That's What I Like... (MCA)
8	3	1	10		SAWYER BROWN/The Dirt Road (Curb/Liberty)
28	22	18	11		JOHN ANDERSON/Straight Tequila... (BNA Entertainment)
27	21	17	12		LORRIE MORGAN/Except For Monday (RCA)
33	24	20	13		ALAN JACKSON/Dallas (Arista)
19	16	15	14		LIONEL CARTWRIGHT/What Kind Of Fool (MCA)
5	1	2	15		