

**I N S I D E:**

**RAGAN HENRY:  
NO DEADBEAT**

Angrily denying he owes Inner City CEO Pierre Sutton \$570,000, a defiant Ragan Henry told R&R, "They think they can blackmail me. It's a shakedown. But I don't get shaken down. I'm not going to pay them anything."

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**MAKE A COMMITMENT  
TO QUALITY**

"Instead of bashing the Japanese, let's learn from them," advises John Parikhal, who reviews the key principles behind quality control:

- Think long-term
- Seek constant improvement
- Train, train, train

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**HOW TO SURVIVE  
VALUE-ADDED HELL**

Does it seem as if everybody who buys an ad schedule expects a promotion? You're not alone. Harvey Kojan investigates how programmers keep their sanity amidst a constant barrage of sales promotions.

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**COUNTRY'S CHANGING  
MUSICAL FOCUS**

With all that great new music to choose from, Country PDs are making fundamental changes in categories and rotations.

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**IN THE NEWS...**

- Pat Servodidio President at Multimedia Broadcasting
- Chris Miller PD at Bay Area simulcast KDBK & KDBQ
- Marc McCoy adds PD duties at KTAR/Phoenix
- Jodi Freytag VP/GM, Vic DelGiorno OM at Charlotte combo WAQS & WAQQ
- Dave Ross Nat'l AOR Dir. at PolyGram

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Newsstand Price \$6.00



**Madonna, Time Warner  
'Keep It Together'**

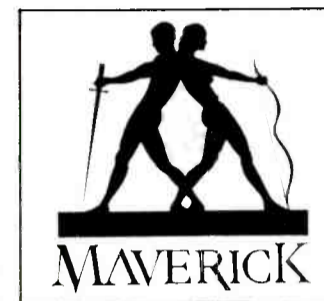
Superstar, manager DeMann now Maverick operators in multimedia mega-deal

Time Warner, Madonna, and manager Freddy DeMann have joined forces to form the multimedia entertainment company Maverick as part of a seven-year, mega-dollar deal.

The new package includes a renegotiated and extended deal between Madonna and Sire Records, with all her subsequent albums to be released on Maverick/Sire.



Madonna DeMann



**Judge Gives Radio Big Tax Break**

Calls FCC license a 'public franchise'; experts differ over potential price boost with new 25-year writedown period

Radio station sale prices could get a boost from a U.S. Tax Court decision allowing broadcasters to depreciate the value of their FCC licenses.

Judge Robert Ruwe rejected the Internal Revenue Service's long-held position that government licenses do not qualify as franchises under Section 1253 of the Tax Code. "An FCC license is a public franchise," Ruwe ruled in a suit brought by Jefferson-Pilot Corporation against the IRS. He noted that Congress had specifically exempted professional sports franchises when it created the tax deduction, but didn't make any similar exemption for government licenses.

Under the ruling Jefferson-Pilot will be able to write off \$5.4 million as the value of the licenses for WQXI-AM & FM/Atlanta and KIMN (AM)/Denver. It acquired the three stations from Pacific & Southern Co. for \$15 million in 1974.

**Radio Like  
Any Franchise**

"We didn't see why a government franchise was economically any different from a McDonald's or Dairy Queen, or any other type of commercial (franchise) situation," Jefferson-Pilot VP/Tax Counsel Dean Chatlain told R&R. Although he expects the IRS to appeal, Chatlain said, "I certainly feel better going to the appeals court with a tax court victory under our belt than the other way around." IRS spokeswoman Johnell Hunter had no immediate word on whether the case would be appealed.

Despite his victory, Chatlain said he didn't expect to see any significant boost in station prices thanks to the tax ruling. He noted that the deduction is less valuable now, since the depreciation period was extended to 25 years in October 1989. Jefferson-Pilot was able to take the writeoff over only 10 years under the previous rule.

At least one analyst expects

more dramatic results. Lehman Brothers accounting and tax analyst Robert Willens told R&R the ruling should boost station prices by 10%. He figures that 40% of a station's value is in the license, which works out to a tax savings of about 16% of the purchase price. Since that tax break is spread over 25 years, Willens says it should be worth about 10% up front.

Latham & Watkins tax attorney Joe Sullivan dismissed that 10% figure as "unrealistically optimistic" and noted that many broadcasters had already been claiming the deduction. For those in audits, Sullivan said the ruling should help them reach better settlements with

the IRS. And he suggested that some recent station buyers may want to amend their returns to claim the franchise amortization.

Miller, Kaplan, Arase & Co. partner/CPA George Nadel Rivin said the ruling "will help firm station values," but isn't likely to increase prices.

One factor that could hold down any benefit from the ruling is the economic state of the radio industry. "It portends a significant cash flow increase for broadcasters — at least for those broadcasters who have taxable income," noted Dow, Lohnes & Albertson tax attorney Mike Hines.

TAX RULING/See Page 21

**Winter Numbers Shake Up L.A.**

The first Winter '92 Arbitron ratings depict a shaken and homogenized Los Angeles radio scene: CHR powerhouses KPWR and KIIS landed in a first-place tie. The 5.0 each station earned is the lowest ever for a number one station in L.A. ... AC KOST was beaten by competitor KBIG among 25-54s ... Classic Rocker KLSX — on the strength of Howard Stern — was only a half-point behind AOR KLOS ... Talk KABC hit its lowest 12+ share in 15 years ... and the market's two leading Spanish stations traded positions.

In New York, the results were good to Urbans WRKS and WBL. Other stations with significant upward moves: Talk WOR (3.3-4.0); B/EZ WPAT-FM (2.7-3.5).

| New York       |        |        | Los Angeles    |        |        |
|----------------|--------|--------|----------------|--------|--------|
|                | Fa '91 | Wi '92 |                | Fa '91 | Wi '92 |
| WRKS (UC)      | 5.2    | 5.5    | KIIS-A/F (CHR) | 4.9    | 5.0    |
| WLTW (AC)      | 5.8    | 5.4    | KPWR (CHR)     | 4.3    | 5.0    |
| WBL (UC)       | 4.4    | 4.9    | KOST (AC)      | 6.0    | 4.8    |
| WNSR (AC)*     | 4.2    | 4.3    | KBIG (AC)      | 3.2    | 4.2    |
| WCBS-FM (Gold) | 4.9    | 4.2    | KWKW (Span)    | 3.8    | 4.2    |
| WXRK (CR)      | 3.9    | 4.1    | KKBT (UC)      | 3.8    | 3.8    |
| WOR (Talk)     | 3.3    | 4.0    | KLOS (AOR)     | 4.4    | 3.5    |
| WOHT (CHR)     | 4.8    | 3.9    | KRTH (Gold)    | 4.0    | 3.5    |
| WINS (News)    | 4.1    | 3.8    | KABC (Talk)    | 4.2    | 3.4    |
| WNEW-FM (AOR)  | 3.8    | 3.7    | KLVE (Span)    | 4.0    | 3.3    |

\*Now WMMX

Top 10 New York and L.A. morning shows, Page 3.

Complete 12+ ratings results from four major markets, Page 10.

**New Management  
Leads WFAN/NY  
Hollander GM,  
Rosenfelt GSM**

Veteran WFAN/New York executive Joel Hollander has been named GM of the pioneering all-Sports station by new owner Infinity Broadcasting. Hollander, who was previously GSM and acting Station Manager, succeeds Scott Meier, who exited last summer. LSM Rick Rosenfelt has been upped to GSM.

"Joel has the leadership abilities to lead the station," said Infinity President Mel Karmazin. "He's been at WFAN since its inception and he's respected by both the talent and sales staff. He knows the market and he knows Infinity."

Hollander said his main objective is to build on WFAN's remarkable success. "We've done a great job of selling above our share," he said. "We need to keep doing that and find new revenue streams."

WFAN/See Page 21



WILSON  PHILLIPS

*you won't see me cry*

**Prepare to be recaptured.**

*produced by glen ballard executive producer: charles koppelman vocal arrangement: wilson phillips and glen ballard management: trudy green and howard hofman*

EMI Records Group



## Servodidio New President At Multimedia



Former RKO General CEO Pat Servodidio has been named President of Multimedia Broadcasting Co., effective immediately.

Servodidio joined Multimedia last June as VP/GM of WKYC-TV/Cleveland, shortly after the company acquired the station from NBC. He will remain based in Ohio temporarily but plans to relocate to the company's Greenville, SC headquarters, where he will oversee eight radio stations and five network-affiliated TV properties.

"This is a company that is committed to broadcasting and is very locally oriented," Servodidio told R&R. "It's very news-oriented in many of its markets, and I intend to continue that. From the sales side, the market has changed. We're into a lot of consultative selling, knowing the clients' needs and working from that end. We're selling the value of the medium — be it radio or TV — and that's what we're going to concentrate on."

Multimedia's radio stations include WMAZ & WAYS/Macon, GA; KEEL & KITT/Shreveport; WFBC-AM & FM/Greenville; WORD/Spartanburg, SC; and WEZW/Milwaukee.

A 25-year RKO veteran, Servodidio presided over the company from 1987-91 and guided the FCC-ordered breakup of its once-powerful broadcasting empire.

## Miller Now PD At 'Double 99'

Former KZAP/Sacramento PD Chris Miller has joined Viacom Rock AC simulcast combo KDBK/San Francisco & KDBQ/Santa Cruz, CA ("Double 99") as PD. He succeeds Jim Herron, who has exited the stations.



Miller

Miller told R&R, "(GM) Bruce (Raven-Stark) and the other people here are great. It's going to be fun working here; I'm looking forward to it. The simulcast presents a challenge, but it also presents a great opportunity. In the San Jose area, 42% of the diaries there are actually part of the diaries here [in San Francisco]. It gives us a chance to really cover the true nine-county metro.

"We're going to look at our mechanics, music, and approach to make sure we're the best ones in the country doing this format."

In addition to three separate stints as KZAP's PD, Miller previously programmed KRQR/San Francisco, KLOL/Houston, and WQDR/Raleigh.

## Top 10 NY, L.A. Morning Shows

### New York

| Name/Calls                            | Fa '91 | Wi '92 |
|---------------------------------------|--------|--------|
| Smith, O'Neill, DeAngelis (WINS)      | 7.6    | 7.4    |
| Howard Stern (WXRK)                   | 7.7    | 7.3    |
| Bridgette Quinn & Jim Donnelly (WCBS) | 4.7    | 5.4    |
| Jeff Fox & Ken Webb (WRKS)            | 4.9    | 5.1    |
| John R. Gambling (WOR)                | 4.3    | 4.9    |
| Bill Buchner & Rosa Kaye (WLTW)       | 4.3    | 4.1    |
| Harry Harrison (WCBS-FM)              | 4.3    | 4.0    |
| Gary Bryan & Ross Brittain (WHTZ)     | 3.7    | 3.8    |
| Don Imus (WFAN)                       | 4.6    | 3.7    |
| Richard Neer (WNEW-FM)                | 3.3    | 3.7    |

### Los Angeles

| Name/Calls                          | Fa '91 | Wi '92 |
|-------------------------------------|--------|--------|
| Mark & Brian (KLOS)                 | 7.7    | 6.3    |
| Rick Dees (KISS-A/F)                | 5.0    | 5.6    |
| Jaime Bina (KWKW)                   | 4.3    | 4.8    |
| Braller, Bower, Brooks (KFWB)       | 3.9    | 4.5    |
| Ken & Barkley (KABC)                | 5.6    | 4.4    |
| Pepe Barretto (KLVE)                | 3.6    | 4.2    |
| Jay Thomas (KPWR)                   | 3.7    | 4.2    |
| Howard Stern (KLSX)                 | 2.9    | 3.8    |
| John London (KKBT)                  | 4.0    | 3.6    |
| Mark Wallengren & Kim Amidon (KOST) | 5.1    | 3.6    |
| Dave Zorn & Tom Hule (KNX)          | 3.8    | 3.6    |

Source: Winter 1992 Arbitron, Mon-Fri, 6a-10a, 12+ persons.

For complete total week results from New York, Los Angeles, Long Island, and San Diego, see Page 10.

## NAB RECAP

### EIA Sets DAB Deadlines

DAB system developers have been given one year to have their products up and operating to be in the running for a U.S. DAB standard. April 15, 1993 is the deadline set by the Electronic Industries Association's DAB committee for developers to submit hardware for testing.

"We're asking proponents to step forward and be counted," Lohnes & Culver consulting engineer Robert Culver told a DAB session at the NAB '92 spring convention in Las Vegas. He said the EIA committee wants expressions of interest by June 15 and detailed system descriptions by December 15 of this year. Testing would begin after the working prototypes are received next April, and Culver said EIA hopes to make its selection for a U.S. DAB standard by June or July 1993.

Although an EIA endorsement would not be legally binding as a U.S. DAB standard, the FCC is expected to pay close attention to EIA's test results. Most committee members are representatives of electronics manufacturers, although radio stations, group owners, and networks are also eligible to participate. "If the broadcasters want to take part, now is the time," Culver said.

System developers were optimistic about meeting the deadlines. Strother Communications Inc. President Ron Strother called the schedule "aggressive," but said he was optimistic his company and partner LinCom would deliver on time. "It's time to put up or shut up," agreed American Digital Radio President Ted Schober. And Gannett Radio VP/Engineering Paul Donahue said his company's USA Digital Radio partnership with CBS Radio should be ready for testing by the EIA deadline.

There was some question as to whether the European Eureka-147 system would participate in the U.S. tests. "We cannot because we are European," said Eureka engineer Georg Plenge. But Culver said EIA was not excluding foreign systems and was interested in testing Eureka. He clarified that EIA's only requirement is that each system have a U.S. proponent.

### Show & Tell

Strother/LinCom and USA Digital were the only DAB system developers to demonstrate parts of their technology at the convention. DAB/See Page 21

### KKLT's McCoy Adds Duties At N/T Sister KTAR

AC KKLT/Phoenix Operations Director Marc McCoy has added the same duties and title at sister KTAR. He replaces Scott Burton, who exits the Pulitzer News/Talk outlet after four years to become a consultant.

McCoy said he will use his AC experience to boost KTAR's promotional and on-air marketing efforts. He does not plan any changes in the station's news-driven sound. "A major part of my job will be to focus the attention and energy of a large staff on the goal of keeping us fresh and topical every day."

This is McCoy's second tour at KKLT as Operations Director. His first four-year stint ended in 1984 when he became PD at WLAK (now WLIT)/Chicago. After two years there and two additional years operating his own consultancy, Research Specialists, he returned to KKLT.

APRIL 24, 1992

## GETTING THE MOST OUT OF AIRCHECKS

Conducting effective aircheck sessions is one of a PD's most important tasks. Four CHR programmers detail how they evaluate their personalities.

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# Saga Communications Files \$28 Million Stock Offering

Saga Communications Inc. is the latest radio group to join the rush to sell stock on Wall Street. The suburban Detroit-based company is proposing to raise up to \$27.6 million if its initial public offering sells out at the maximum price of \$12 per share.

Chairman/CEO/President Ed Christian will retain control of the company even after selling 76% of Saga to the public as Class A common shares, since he will own all of the Class B shares which have expanded voting rights. However, Boston Ventures Limited Partnership will have the right to veto any major (20% or more of total assets) acquisition or sale as long as the venture capital fund holds at least a 15% equity stake in Saga.

Boston Ventures is also rolling over a \$690,700 loan it made to Christian in 1990 to finance his share of Saga Communications Limited Partnership, which acquired six stations from Sunshine Group Broadcasting. The limited partnership is being merged into Saga Communications for the stock offering. Christian's note is due at the end of 1997.

According to Saga's filing with the SEC, the six-AM and nine-FM group had revenues of \$25.9 million and operating cash flow of \$3.4 million for its fiscal year ended September 30, 1991, compared to revenues of \$21.4 million and cash flow of \$1.8 million for fiscal 1990. However, debt service resulted in net losses before taxes of \$2.1 million for 1991 and \$3.4 million for '90. (The figures include the six former Sunshine stations from April 1, 1991, when they were acquired.)

## Reducing Bank Debt

Saga estimates that it will clear \$19.8 million from the public offering (2 million shares at \$11 per

share, minus underwriting costs). It plans to use the cash to redeem \$14.3 million in preferred stock and an 18% promissory note held by Boston Ventures. The remaining \$5.5 million will be used to reduce outstanding bank debt, which is now approximately \$39.5 million.

In its sales pitch to potential investors, Saga says Christian, as former GM of WNIC/Detroit, and Exec. VP/Group PD Steven Goldstein, as PD of WHYT/Detroit, WOMC/Detroit, and WTIC/Hartford, and Asst. PD of WABC/New York, bring "major market expertise to its mid-size market radio stations."

The two aren't yet commanding major market group head salaries. For the 1991 fiscal year, Christian received a salary of \$180,000 and a \$50,000 bonus, while Goldstein earned a salary of \$155,000 and a \$20,000 bonus. Christian later received a one-time bonus of \$250,000 and a new contract through 1997 at \$250,000 per year.

Saga's stations are WVKO & WSNY/Columbus, OH; WKLH/Milwaukee; WNOR-AM & FM/Norfolk; KRNT & KRNQ/Des Moines; WAQY-AM & FM/Springfield, MA; WGAN & WMGX/Portland, ME; WYMG/Springfield, IL; WFEA & WZID/Manchester, NH; and WLRW/Champaign, IL. The company's stock will be traded on the NASDAQ over-the-counter market with the symbol "SAGA." Chief underwriters are First Boston and Furman Selz.



**DC  
REPORT**  
PAT CLAWSON

## Henry Accuses Sutton Of 'Shakedown'

Philadelphia radio entrepreneur Ragan Henry angrily denies that he stiffed Inner City Broadcasting CEO Pierre Sutton by refusing to pay a \$570,000 debt. And he labels FCC complaints about the dispute as "a shakedown attempt."

"I'm not a deadbeat. I pay my obligations. I paid them \$5.5 million, but he forgot that," a defiant Henry snapped to R&R.

In recent FCC complaints, Sutton accused Henry of being financially unqualified to buy radio stations and sought to block his acquisition of KMGR-AM & FM/Salt Lake City and WSLM/Louisville. Sutton said Henry "refused to pay" money owed from purchasing WXCD/Detroit, and he demanded hearings on Henry's financial status.

Henry, who called Sutton one of his "closest friends," contends he refused to pay up because of a potential "\$12 million counterclaim" involving "undisclosed defects" with the Motor City FM. He refused to elaborate on the defects because he was "not anxious to call attention" to them. "They think they can blackmail me. It's a shakedown. But I don't get shaken down. I'm not going to pay them anything."

Henry added that if Inner City wanted the money, Sutton should sue — and be prepared to be hit with a counterclaim.

So what are the "defects" Henry's reluctant to discuss? According to Sutton, Henry has raised environmental questions about WXCD's studio and transmitter site.

"It had been a landfill, a dump. All transmitters are built on that kind of thing . . . You do due diligence when you purchase a radio station. How can you hide anything at a radio station? I don't know," Sutton said.

When asked if he told Henry about the landfill, Sutton responded, "Did I know it? I'm trying to think now. I never thought about it, I'll put it like that."

## Accountants Cash In At Olympia Broadcasting

Who said there's no money in radio these days? Pursuant to an Alaska court order, bean counters at Coopers & Lybrand could make a bundle since its Louis DeArias was appointed receiver of the financially troubled Olympia Broadcasting.

The court allowed senior partners to charge \$175 per hour to manage the company's affairs, but the gravy train doesn't stop there. Other Coopers & Lybrand managers will be paid \$135 per hour, staff accountants \$60 to \$110 — and secretaries \$30 hourly.

According to the court: "These hourly rates are subject to adjustment from time to time to reflect cost of living increases, increase in experience levels, and promotion."

The accounting firm became receiver at Barclays Business Credit's request following legal skirmishes with Greyhound Financial Corp. for control of the junk bond-financed chain. Stations affected include KYAK & KGOT/Anchorage; KIAK-AM & FM/Fairbanks; KRZR/Hanford, CA; and KTRW & KZZU/Spokane.

## EZ, Adams Deny Merger Rumors

EZ Communications CEO Alan Box has debunked rumors in industry financial circles that his company is in merger talks with Adams Communications as a prelude to floating a public stock offering for a combined radio group.

"That's totally false. We had some talks with Adams recently about LMAs, but nothing materialized and there's nothing on the table now," Box told R&R.

According to Adams CFO Ron Stone, the talks focused on two potential LMAs. EZ would have been the dominant partner in St. Louis, mating KYKY with Adams combo KEZK-AM & FM. In Phoenix, Adams would play first fiddle by tying its KOOL-AM & FM with EZ's KSIP & KMXX — but EZ sold its combo and the deal collapsed.

In other market action this week:

- Rumors are rampant in the Big Apple that Religious broadcaster Salem Communications plans to unload 5kw WMCA/New York and buy a more powerful signal — Westwood One's 50kw WNEW (AM). Salem CEO Ed Atsinger didn't return R&R's call; WWI Chairman Norm Pattiz declined comment.

- Roy Disney and Stanley Gold may be looking to add stations to their Shamrock Broadcasting chain. A sister company, the \$450 million Trefoil Capital Investors fund, has hired financier Jeff Moore and former Shamrock Broadcasting Exec. VP Diane Sutter to quietly search for \$100 million worth of radio opportunities in Top 10 markets.

## The ABCs Of Achievement



ABC Radio Networks' Group VP/Affiliate Marketing Darryl Brown (r) — named Black Achiever of the Year by Capital Cities/ABC Inc. — joins WRKS/New York VP/GM Charles Warfield for a photo opportunity.

## FCC's Gotti Indecency Ruling Called Arbitrary

Court suit says agency violated own rules in dropping complaint against NPR

The FCC acted "arbitrarily and capriciously" when it dropped an indecency complaint against National Public Radio for a news report about mobster John Gotti that included repeated use of the word "fuck," according to a petition filed with a federal appeals court.

The petition was filed by Peter Branton, a Lookout Mountain, TN resident whose 1989 complaint was dismissed last year on the grounds that the language was aired in the context of a "bona fide news report" and was not "gratuitous, pandering, titillating, or otherwise 'patently offensive.'" The complaint was rejected on a 4-1 vote, with Commissioner Ervin Duggan dissenting.

In his brief, which seeks to force the Commission to reconsider its action, Branton argues that dismissal of his complaint represented an unexplained

departure from existing Commission policy that forbids indecent material from airing during periods when children are likely to be in the audience. The Gotti report aired at 6:25pm, during NPR's "All Things Considered."

### 'Non-Existent Exemption'

"The material at issue here is a paradigmatic example of program content that, because of the time of day at which it was broadcast, violates the Commission's indecency standard," argues the brief. "The FCC's failure to make that determination here is an unexplained

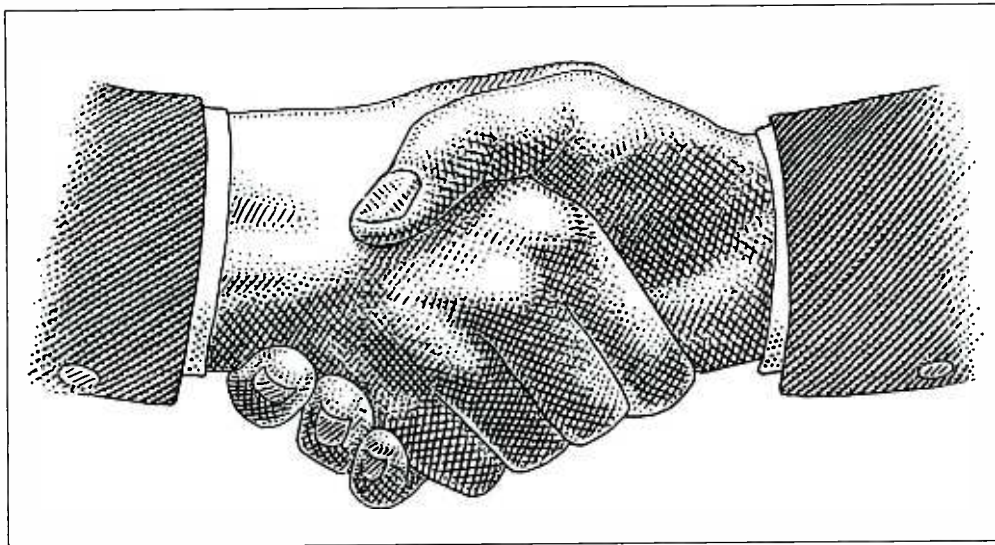
departure from its announced policies, which constitutes arbitrary and capricious action."

What's more, Branton contends, the dismissal was based in part on a nonexistent "news exemption" to the indecency rules.

"Throughout the history of its enforcement of [the indecency rules] the FCC has never exempted news and information programming from such regulation," says the brief. "Indeed, although the Commission has been urged to create such an exemption, it has affirmatively refused to do so."

The FCC attorney supervising the agency's response to Branton's petition said she could not comment because her office has not had time to study the case. An NPR spokeswoman said the network believes the FCC acted correctly in dismissing the complaint.

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**KMLE-FM, Phoenix**

**WIVK-AM/FM, Knoxville**

**WMZQ-FM, Washington, DC**

**WWWW-FM, Detroit**

**WYAI-FM/WYAY-FM, Atlanta**

**WWKA-FM, Orlando**

**KRAK-AM/FM, Sacramento**

**KZKX-FM, Lincoln**

**WSOC-FM, Charlotte**

**KKAT-FM, Salt Lake City**

**KKYX/**

**KCYF-FM, San Antonio**

**KIIM-FM, Tucson**

**KWEN-FM, Tulsa**

**WIL-FM, St. Louis**

**KMPS-AM/FM, Seattle**

**KSAN-FM, San Francisco**

**KEEY-FM, Minneapolis**

**WHKO-FM, Dayton**

**WZZK-FM, Birmingham**

**KJJY-FM, Des Moines**

**KNAX-FM, Fresno**

**WKIS-FM, Miami/Ft. Lauderdale**

**WOKQ-FM, Portsmouth/Dover**

**KRST-FM, Albuquerque**

**KWNR-FM, Las Vegas**

**WSIX-FM, Nashville**

**WTSO, Madison**

**WSUN, Tampa**

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*Radio's Strategic Research Team*

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**TRANSACTIONS**

# Conrad Claims Control Of Cleveland Classic For \$1.8 Million

**Sullivan Salt Lake FM sale hinges on debt renegotiation**

**Deal Of The Week**

**WCLV/Cleveland**

**PRICE:** \$1,755,686 for 19.88%  
**TERMS:** Stock sale for \$931,286. Terms include \$100,000 in cash at closing; \$100,000 payable on March 15, 1993; and a 10-year subordinated note for \$731,286 at 8% interest. In addition, the buyer will pay the seller \$6800 monthly for 10 years for a non-compete agreement, plus \$700 monthly for 10 years for consulting services.

**BUYER:** Robert Conrad is increasing his ownership of the licensee from 48.12% to 68%.

**SELLER:** Cecil Patrick is reducing his ownership of Radio Seaway Inc. from 51.88% to 32%.

**FREQUENCY:** 95.5 MHz  
**POWER:** 31kw at 610 feet  
**FORMAT:** Classical

**California**

**KWCD/Grover City**

**PRICE:** \$378,000  
**TERMS:** Asset sale for \$300,000 cash and cancellation of \$78,000 promissory note owed by seller to buyer  
**BUYER:** R&L Broadcasters Inc., owned by Rod and Laura Funston of Las Vegas, and Eric Funston of Grover City, CA. Phone: (702) 363-1493  
**SELLER:** WESTCOM Communications Inc., headed by Kathleen Phalen. Phone: (805) 969-6010

**FREQUENCY:** 107.3 MHz  
**POWER:** 4.2kw at 807 feet  
**FORMAT:** AC

**COMMENT:** This station was sold for \$1,225,000 in June 1989.

**KPRO & KQLH/Riverside**

**PRICE:** No cash consideration  
**TERMS:** Transfer of stations as part of partnership dissolution. The parties are splitting the combo; partner Olive

Sherban is acquiring the AM and Ray Lapica is acquiring the FM for no cash consideration, but both are assuming responsibility for each station's liabilities.

**SELLER:** Riverside County Broadcasters, a partnership owned 66.66% by Lapica and 33.33% by Sherban

**KPRO/Riverside**

**BUYER:** Olive Sherban  
**FREQUENCY:** 1570 kHz  
**POWER:** 5kw days/194 watts night  
**FORMAT:** Religious

**KQLH/Riverside**

**BUYER:** Ray Lapica  
**FREQUENCY:** 92.7 MHz  
**POWER:** 3kw at 300 feet  
**FORMAT:** AC

**KWHO/Weed**

**PRICE:** \$360,000  
**TERMS:** Asset sale for two promissory notes. The first note is for \$300,000 over 15 years at 10% interest; the second note is for \$35,000 over 10 years at 5% interest.

**BUYER:** Tristar Broadcasting Corp., owned by Thomas and Monica Erickson of Beaverton, OR

**SELLER:** Florence Gaskey of Weed, CA. Phone: (916) 938-3936

**FREQUENCY:** 100.9 MHz  
**POWER:** 5.5kw at 1462 feet  
**FORMAT:** Country  
**COMMENT:** This station has a CP application to upgrade to C1 status; the station seeks to operate on 102.3 MHz with 5.5kw power.

**Iowa**

**KLSN/Jefferson**

**PRICE:** \$27,000  
**TERMS:** Stock sale for \$5000 cash and five-year promissory note for \$22,000

**BUYER:** Rolfe Blaess of Jefferson, IA. He currently owns one-third of the station.

**SELLER:** Jack Jay Lyon and Diane Lyon of Ames, IA are selling their one-third interest in Breakthrough Broadcasting Ltd.

**FREQUENCY:** 98.9 MHz  
**POWER:** 3kw at 101 feet  
**FORMAT:** B/EZ  
**COMMENT:** This station was sold in November 1991 for \$90,000.

**Nebraska**

**KMTY/Aurora**

**PRICE:** \$50,995 for 42%  
**TERMS:** Stock sale for release from debt obligations totalling \$50,995. In addition, the sellers agree to pay the buyers \$500 monthly, plus one-third of net revenues for program consultancy services.

**BUYER:** Ty Romsa and Murray Carstens of Grand Island, NE. Phone: (308) 381-3697

**SELLER:** Tony Cranford and Bernard Land of Grand Island, NE are reducing their stock ownership of Wright Way Broadcasting Corp. from 50% and 25%, respectively, to 16.5% each. Phone: (308) 381-3697

**FREQUENCY:** 97.3 MHz  
**POWER:** 50kw at 354 feet  
**FORMAT:** AC

**KFGE/Lincoln**

**PRICE:** \$200,000  
**TERMS:** Stock sale for \$200,000 promissory note

**BUYER:** Salt Valley Broadcasting Inc., owned by Dale Jensen of Lincoln, NE; Richard Wagner of Phoenix; and veteran broadcast broker Richard Chapin of Lincoln, NE. Chapin also owns 50% of KSYZ/Grand Island, NE.

**SELLER:** Norma Peterson is selling her entire 50.5% ownership of Lincoln Broadcasting Inc. Phone: (402) 488-6867

**FREQUENCY:** 105.3 MHz  
**POWER:** 3kw at 72 feet  
**FORMAT:** Country

**New Hampshire**

**WQFB (FM CP)/Concord**

**PRICE:** \$13,407  
**TERMS:** Asset sale for cash  
**BUYER:** Granite State Educational Fellowship Inc., headed by Brian Dodge of Northwood, NH and William Wittik of Hartford, VT. Phone: (603) 742-8575

**SELLER:** Capitol City Educational Foundation, headed by Emerson Densmore  
**FREQUENCY:** 91.1 MHz  
**POWER:** 1kw at 100 feet

**New Jersey**

**WDOX (FM CP)/Wildwood Crest (Cape May)**

**PRICE:** \$40,000  
**TERMS:** Asset sale for cash  
**BUYER:** Joseph Donald Powers of Wenonah, NJ. He owns WIBG/Ocean City, NJ; WREY/Millville, NJ; WSKR/Petersburg, NJ; and WTUS/Mannington, WV. He is the proposed buyer of WBRW/Bridgewater, NJ. Phone: (609) 464-0467  
**SELLER:** DOX Radio Partnership,

**TRANSACTIONS AT A GLANCE**

**1992 Deals To Date:**

**\$355,927,844**  
 (Last Year: \$223,793,135)

**Total Stations Traded This Year: 352**  
 (Last Year: 306)

**This Week's Action: \$4,205,690**  
 (Last Year: \$21,188,000)

**Total Stations Traded This Week: 15**  
 (Last Year: 29)

**Deal Of The Week:**  
**WCLV/Cleveland \$1,755,686 for 19.88%**

- KWCD/Grover City, CA \$378,000
- KPRO & KQLH/Riverside, CA No cash consideration
- KWHO/Weed, CA \$360,000
- KLSN/Jefferson, IA \$27,000
- KMTY/Aurora, NE \$50,995 for 42%
- KFGE/Lincoln, NE \$200,000
- WQFB (FM CP)/Concord, NH \$13,407
- WDOX (FM CP)/Wildwood Crest (Cape May), NJ \$40,000
- KDSR/Williston, ND \$115,102
- WVLC/Lake City, SC \$35,000
- KQOL/Spanish Fork (Salt Lake City), UT \$1,150,000 (approximate)
- WZKT/Waynesboro, VA \$500
- WMMN/Fairmont, WV \$80,000

headed by David Oxenford Jr. He is the permittee of WZJU/Wauseon, OH. Phone: (908) 892-9480  
**FREQUENCY:** 93.1 MHz  
**POWER:** 3.3kw at 220 feet

**North Dakota**

**KDSR/Williston**

**PRICE:** \$115,102  
**TERMS:** Asset sale for \$7500 cash and a series of promissory notes due over 10 years

**BUYER:** Robert Miller of Williston, ND. Phone: (701) 572-2642

**SELLER:** Basin Broadcasters Inc., owned by President Marvin Iverson of Tioga, ND. Phone: (701) 572-4478

**FREQUENCY:** 101.1 MHz  
**POWER:** 98kw at 800 feet  
**FORMAT:** Country

**South Carolina**

**WVLC/Lake City**

**PRICE:** \$35,000  
**TERMS:** Asset sale for cash  
**BUYER:** GHB Broadcasting, owned by George Buck Jr. of New Orleans. He also owns WNAP/Norristown, PA; WOLS/Florence, SC; WHVN/Charlotte; WYRS/Rock Hill, NC; WEAM/Columbus, GA; WYZE/Atlanta; WMGY/Montgomery, AL; WTOOI-Asheville, NC; KURB-AM & FM/Little Rock; WKXU/Portage, PA; WAME/Statesville, NC; and WTIK/New Orleans. Phone: (504) 523-2628

**SELLER:** Holly City Communications Inc., owned by June and John Mitchell of Vineland, NJ

**FREQUENCY:** 1260 kHz  
**POWER:** 1kw daytimer  
**FORMAT:** This station is dark.  
**BROKER:** Ray Rosenblum of Pittsburgh

**Utah**

**KQOL/Spanish Fork (Salt Lake City)**

**PRICE:** \$1,150,000 (approximate)  
**TERMS:** Asset sale for \$150,000 cash and assumption of debt of approxi-

mately \$1 million owed to C. Devine Media Inc. The purchase is contingent on the debt being renegotiated.

**BUYER:** Sullivan Media Corp., owned by William Whitely of Rye Brook, NY. He has filed a competing application for TV frequencies currently held by

WWOR-TV/Secaucus, NJ (New York, NY). Phone: (914) 939-7484

**SELLER:** Street Stryder of Pine City, NY. Phone: (607) 732-1752

**FREQUENCY:** 106.3 MHz  
**POWER:** 220 watts at 920 feet  
**FORMAT:** AC  
**COMMENT:** This station was sold for \$1 million in 1989.

**Virginia**

**WZKT/Waynesboro**

**PRICE:** \$500  
**TERMS:** Stock sale for cash  
**BUYER:** Leon Harris of Roanoke, VA and Kenneth Bowman and Nancy Bowman of Waynesboro, VA. Each is currently a part-owner of the station.  
**SELLER:** John Leake, bankruptcy trustee representing the Estate of Scott Slocum, the majority owner of licensee SlocuMedia Inc.  
**FREQUENCY:** 1490 kHz  
**POWER:** 1kw  
**FORMAT:** AC  
**COMMENT:** This station was sold in 1989 for \$155,000.

**West Virginia**

**WMMN/Fairmont**

**PRICE:** \$80,000  
**TERMS:** Asset sale for cash  
**BUYER:** Fantasia Broadcasting Inc., owned by Rosemary Fantasia and her brother, Nick Fantasia. Rosemary Fantasia is the permittee of a new FM in Barrackville, WV; Nick Fantasia is the GM of WTCS & WRLF/Fairmont, WV.  
**SELLER:** Marion Broadcasting Corp., principally owned by Robert Harvit  
**FREQUENCY:** 920 kHz  
**POWER:** 5kw  
**FORMAT:** This station is dark.  
**BROKER:** Ray Rosenblum of Pittsburgh

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**Ross Directs PLG AOR Promotion**



**Ross**  
and VP/Promotion Sky Daniels.

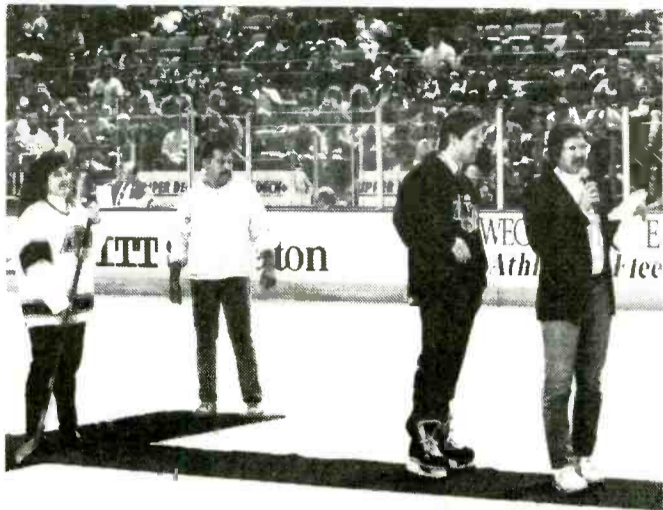
Dave Ross has been named National AOR Director at PolyGram Label Group. He will be responsible for rock promotion around the entire country, reporting to Sr. VP/Promotion & Sales John Barbis and VP/Promotion Sky Daniels.

"I have long admired Dave's dedication, personality, and love for rock and roll," noted Daniels. "His promotional commitment will surely help PLG continue its rise at the AOR format."

"I've wanted to work with Sky since he first started doing nights at The Loop (WLUP/Chicago)," stated Ross. "It doesn't take a genius to see what [PLG President] Rick Dobbis has done with the label. Joining the PLG team with John Barbis and Sky Daniels makes me feel like I'm jumping on a speeding train that can't be stopped."

Ross joins PLG from the National Director/AOR Promotion post at Chrysalis Records. He previously was the charter member of Def American Records' promotion department.

**They Shoot, They Score**



Actor D.B. Sweeney and KJIS-FM/Los Angeles Sports Guy Vic "The Brick" Jacobs played referee and emcee, respectively, as station listeners tried scoring passes to Sweeney's latest film, "The Cutting Edge." On a power play at a recent L.A. Kings game are (l-r) contest participant Debbie Franck, unidentified, Sweeney, and Jacobs.

**Freytag VP/GM; DelGiorno OM At Gold/CHR WAQS & WAQQ/Charlotte**

Former WANS (now WWMM)/Greenville, SC VP/GM Jodi Freytag has joined Adams Radio's WAQS & WAQQ/Charlotte in a similar capacity. She replaces Andrew Ashwood, who remains with Adams as a consultant. Vic DelGiorno — most recently OM at AC

WTMX (Mix 102)/Chicago — joins the Gold/CHR combo as OM.

"We're here to make a statement in this market," said Freytag. "Adams owner Steve Adams and Division President Jim Seemiller on down are committed to winning CHR in this market and are giving us a lot of support. We're assembling a fine team, including Vic DelGiorno, who brings a lot of direction and energy to our programming and overall operations."

DelGiorno told R&R, "This is finally getting the chance to really run a station with a young, hungry, aggressive team that really wants to win. We're going to make this work, and with our PD, Steve Meade, at the helm, I feel really solid about what we're offering for the market — fresh-sounding CHR."

Freytag's entire 11-year career has been spent at WANS, while DelGiorno has also been Promotion Director at KHYI (Y95)/Dallas and WMC-FM (FM100)/Memphis.

**Girls On Film**



Yoko Ono (l) took a moment to pose with Unistar Radio Networks VP/Programming Denise Oliver during a recent visit.

**EXECUTIVE ACTION**

**Rogers To Handle Epic Publicity**

Melani Rogers, who spent the last 15 years in Arista Records' publicity department, has segued to Epic Records as VP/Press & Publicity.

"Melani brings to Epic more than 16 years of professional experience," noted label President Dave Glew. "She has been responsible for many highly successful media campaigns, including Whitney Houston, Kenny G, and most recently, Curtis Stigers. I know that with Melani's expertise and leadership, Epic will have the strongest publicity team in the industry."

Rogers had most recently been VP/Publicity for Arista. She previously was with the PR firm Solters & Roskin.



**Rogers**

**Man Alive!**



"Elvis" — now working as a WB promo man — was spotted delivering copies of ZZ Top's "Viva Las Vegas" single to stations nationwide. WHTZ/New York Assistant PD Frankie Blue poses with the King to prove the sighting.

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# WINNING IN THE NINETIES

JUNE 11-13

CENTURY PLAZA  
LOS ANGELES

## CONVENTION SCHEDULE

### 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.

### Just Some Of The Industry Execs Participating In Our Format Sessions And Panels...

- Dave Allan PD, WUSL/Philadelphia
- Kernie Anderson VP/GM, WDAS/Philadelphia
- Rich Balsbaugh CEO, Pyramid Broadcasting
- Burt Baumgartner Sr. VP/Promotion, Columbia Records
- Andy Bloom PD, KLSX/Los Angeles
- Tom Calderone OM/PD, WDRE/Long Island
- Jay Cook President/Radio Division, Gannett Radio
- Dave Crowl President, Great American Communications
- Rick Cummings VP/Prog., Emmis Broadcasting & PD, Power 106/LA
- Steve Davis PD, WRVQ/Richmond
- Bill Drake Consultant
- Matt Farber VP/Music Programming, MTV
- Tony Fields OM, WKKV/Milwaukee
- Rick Gillette PD, WHYT/Detroit
- Steve Goldstein Executive VP, Saga Communications
- Verna Green VP/GM, WJLB/Detroit
- Doug Harris Promotion Director, KLOL/Houston
- Fred Jacobs Consultant
- Mel Karmazin President/CEO, Infinity Broadcasting
- Lee Logan OM, KNEW & KSNB/San Francisco
- Aaron Maxwell PD, WCDX/Richmond
- Jeff McCartney PD, WAPE/Jacksonville
- Kris McClendon PD, WMXD/Detroit
- Joe McCoy PD, WCBS-FM/New York
- Mike McVay Consultant
- Charlie Minor President, Giant Records
- Tim Murphy VP/Prog., EZ Comm. & PD, KMPS AM & FM/Seattle
- Brian Philips PD, WEGX/Philadelphia
- Abigail Pollay Promotion Director, KSHE/St. Louis
- Trip Reeb GM, KROQ/Los Angeles
- Bill Richards PD, KIIS/Los Angeles
- Dave Robbins Regional PD/Nationwide & PD, WNCI/Columbus
- Joel Salkowitz PD, HOT97/New York
- Roy Sampson OM, WXYV/Baltimore
- Richard Sands OM/PD, KITS/San Francisco
- Jimmy Smith RCA Records
- Hank Spann VP/Promotion, Warner Bros. Records
- Kevin Stapleford PD, 91X/San Diego
- Mike Stradford PD, KKBT/Los Angeles
- Sam Weaver PD, WQMG/Greensboro
- Norm Winer PD, WXRT/Chicago

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## REGISTRATION INFO

|   |       |
|---|-------|
| REGISTRATION                                  | \$365 |
| EARLY BIRD RATE*                              | \$335 |
| *Payment must be received before May 5, 1992. |       |
| SPECIAL RATE**                                | \$275 |
| SMALL MARKET/COLLEGE RADIO                    |       |

Guest tickets for Welcoming Party \$100 each.  
Guest tickets for Superstar Show \$100 each.  
Quantities are limited.

Registration includes all meetings, Welcoming Party, Superstar Show, and admission to all Hospitality Rooms and events.

**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.

\*\*Small markets are those 100+ in size. Registration must be submitted on station letterhead to qualify for discount. Student registrants must have their instructor apply on their behalf, submitted on school letterhead, in order to qualify for discount.

### HOTEL RESERVATIONS:

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**EARNINGS**

**Cap Cities, CBS Report 1st Quarter**

**C**apital Cities-ABC Inc. (NYSE: CCB) reported earnings of \$41.7 million (\$2.51 a share) in the first quarter, compared with \$58.6 million (\$3.50) last year. Revenues fell 13 percent, from \$1.26 billion last year to \$1.1 billion this year.

The company blamed the lack of major entertainment events as well as a lackluster ad market for the results. The TV network aired the Super Bowl this year, but in the fiscal second quarter.

Among its radio holdings, Cap Cities owns 21 stations in 11 markets, and the ABC Radio Networks.

**C**BS Inc. (NYSE: CBS) reported first-quarter earnings of \$18.6 million (\$1.20 per share), compared to \$23.3 million (\$1.21) a year earlier. Revenues

soared 42%, from \$762 million last year to \$1.08 billion this year.

The company said it experienced greatly improved operating margins this quarter thanks to revenues from the Winter Olympics, its network TV division's first-place ranking, and the absence of costs it incurred last year while covering the Gulf War. While profits and sales increased at the TV division, profits were lower at the CBS Radio Division.

In addition to its TV holdings, CBS owns 21 radio stations in 13 markets, as well as the CBS Radio Networks.

**T**ribune Company (NYSE: TRB) earned \$15.4 million (17 cents per share) in the first quarter, compared to \$21.1 million (26 cents) last year. Revenues were up slightly, from \$470.1 million to \$471.4 million.

The company owns four radio stations in three markets, including WGN/Chicago.

**S**cripps Howard Broadcasting (NASDAQ: SCRIP) reported first-quarter net income of \$3.7 million (36 cents per share) versus \$4.1 million (40 cents) last year. Revenues increased 15.6 percent to \$85.9 million.

Revenues in the company's stations division, which includes five radio stations in three markets, increased 19.3 percent, thanks largely to the acquisition of WMAR-TV/Baltimore.

**G**annett Co. (NYSE:GCI) reported a net income of \$55.4 million (39 cents a share) during the first quarter of 1992, compared to \$50.1 million (32 cents) during the same period last year. Revenues climbed one percent from \$786.5 million to \$793.1 million.

The company, which owns 15 stations in eight markets, said revenues from its broadcasting division were up three percent.



**Good Vibrations**



Marky Mark & The Funky Bunch were honored with a platinum album award for 1 million+ sales of "Music For The People," which also spawned two gold singles. Reveling in their success are (standing, l-r) group manager Dick Scott, album producer/NKOTB's Donnie Wahlberg, Marky Mark, Interscope's co-head Ted Field and GM Marc Benesch; (seated, l-r) group members Hector, D.J. T, and Scottie Gee.

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**Peters Named GM At WVOL & WQQK**

Scott Peters has been named GM at Phoenix Communications Gold/UC combo WVOL & WQQK/Nashville. Station owner Sam Howard had been handling those duties.

Peters told R&R, "There are some very creative people underneath this roof. WVOL is a legendary station that has been involved in the community, and we hope to take the same course with 92Q. The formats at both stations will remain, with very little change."

Prior to joining WVOL & WQQK, 28-year industry veteran Peters was GM at WRXR/Augusta, GA and WZBH/Ocean City, MD, as well as PD at WGLF/Tallahassee and WPFM/Panama City.

Peters expects to fill the PD vacancy at WQQK within the week.

**12+ Winter '92 Arbitron Results**

**New York**

|                | Fa '91 | Wi '92 |
|----------------|--------|--------|
| WRKS (UC)      | 5.2    | 5.5    |
| WLTW (AC)      | 5.8    | 5.4    |
| WBLT (UC)      | 4.4    | 4.9    |
| WNSR (AC)*     | 4.2    | 4.3    |
| WCBS-FM (Gold) | 4.9    | 4.2    |
| WXRK (CR)      | 3.9    | 4.1    |
| WOR (Talk)     | 3.3    | 4.0    |
| WQHT (CHR)     | 4.8    | 3.9    |
| WINS (News)    | 4.1    | 3.8    |
| WNEW-FM (AOR)  | 3.8    | 3.7    |
| WHTZ (CHR)     | 3.3    | 3.6    |
| WPAT-FM (B/EZ) | 2.7    | 3.5    |
| WCBS (News)    | 3.0    | 3.4    |
| WABC (Talk)    | 3.3    | 3.2    |
| WPLJ (CHR)     | 2.9    | 2.8    |
| WYNY (Ctry)    | 2.7    | 2.7    |
| WFAN (Sports)  | 3.0    | 2.4    |
| WQCD (NAC)     | 1.9    | 2.3    |
| WSKQ-FM (Span) | 2.4    | 2.2    |
| WNEW (Nost)    | 1.9    | 1.9    |
| WQXR-FM (Clas) | 1.3    | 1.8    |
| WADO (Span)    | 1.9    | 1.6    |
| WLIB (N/T)     | 1.2    | 1.3    |
| WNCN (Clas)    | 1.5    | 1.3    |
| WSKQ (Span)    | 1.1    | 1.2    |

\*Now WMXV

**Los Angeles**

|                | Fa '91 | Wi '92 |
|----------------|--------|--------|
| KIIS-A/F (CHR) | 4.9    | 5.0    |
| KPWR (CHR)     | 4.3    | 5.0    |
| KOST (AC)      | 6.0    | 4.8    |
| KBIG (AC)      | 3.2    | 4.2    |
| KWKW (Span)    | 3.8    | 4.2    |
| KKBT (UC)      | 3.8    | 3.8    |
| KLOS (AOR)     | 4.4    | 3.5    |
| KRTH (Gold)    | 4.0    | 3.5    |
| KABC (Talk)    | 4.2    | 3.4    |
| KLVE (Span)    | 4.0    | 3.3    |
| KFWB (News)    | 2.5    | 3.2    |
| KXEZ (Gold)    | 2.9    | 3.2    |
| KROQ (NR)      | 3.2    | 3.1    |
| KTWV (NAC)     | 2.2    | 3.1    |
| KLSX (CR)      | 2.8    | 3.0    |
| KFI (Talk)     | 2.7    | 2.5    |
| KNX (News)     | 2.8    | 2.4    |
| KMPC (Nost)    | 2.8    | 2.4    |
| KTNQ (Span)    | 3.0    | 2.3    |
| KZLA (Ctry)    | 2.4    | 2.3    |
| KKHJ (Span)    | 1.9    | 2.3    |
| KQLZ (AOR)     | 2.4    | 2.2    |
| KCBS-FM (Gold) | 1.4    | 1.9    |
| KKGO (Clas)    | 1.3    | 1.7    |
| KLIT (AC)      | 1.5    | 1.3    |
| KALI (Span)    | 1.0    | 1.2    |
| KJLH (UC)      | 1.2    | 1.1    |

**Nassau-Suffolk**

|                | Fa '91 | Wi '92 |
|----------------|--------|--------|
| WALK-A/F (AC)  | 6.3    | 5.4    |
| WBAB-FM (AOR)  | 3.8    | 5.1    |
| WXRK (CR)      | 4.3    | 4.7    |
| WBLI (AC)      | 4.6    | 4.5    |
| WCBS (News)    | 3.9    | 4.3    |
| WOR (Talk)     | 3.7    | 4.3    |
| WCBS-FM (Gold) | 5.0    | 4.1    |
| WNSR (AC)*     | 2.9    | 4.0    |
| WHTZ (CHR)     | 3.2    | 3.8    |
| WPAT-FM (B/EZ) | 3.2    | 3.7    |
| WABC (Talk)    | 3.4    | 3.5    |
| WHLI (BBnd)    | 3.6    | 3.5    |
| WNEW-FM (AOR)  | 2.3    | 3.3    |
| WQHT (CHR)     | 2.4    | 3.1    |
| WFAN (Sports)  | 4.2    | 3.0    |
| WYNY (Ctry)    | 3.6    | 3.0    |
| WPLJ (CHR)     | 2.6    | 2.8    |
| WKJY (AC)      | 2.2    | 2.6    |
| WINS (News)    | 2.2    | 2.5    |
| WLTW (AC)      | 2.6    | 2.4    |
| WRKS (UC)      | 2.1    | 2.4    |
| WGSM (Nost)    | 2.2    | 2.1    |
| WMJC (AC)**    | 2.5    | 1.8    |
| WDRE (NR)      | 2.1    | 1.7    |
| WQXR-FM (Clas) | 1.0    | 1.6    |
| WQCD (NAC)     | 1.7    | 1.5    |
| WBLT (UC)      | 1.4    | 1.3    |
| WNCN (Clas)    | 1.2    | 1.1    |
| WNEW (Nost)    | 1.3    | 1.0    |

\*Now WMXV

\*\* Changed calls from WCTO in mid-book.

**San Diego**

|                 | Fa '91 | Wi '92 |
|-----------------|--------|--------|
| KSON-A/F (Ctry) | 7.5    | 8.3    |
| KJQY (AC)       | 5.7    | 5.4    |
| KGB (CR)        | 5.5    | 5.3    |
| KSDD (N/T)      | 4.6    | 5.1    |
| KFMB-FM (AC)    | 4.4    | 5.0    |
| KKLQ-A/F (CHR)  | 6.5    | 4.9    |
| XTRA-FM (NR)    | 5.4    | 4.5    |
| KYXY (AC)       | 5.8    | 4.1    |
| KPOP (Nost)     | 3.6    | 3.9    |
| KIFM (NAC)      | 4.1    | 3.6    |
| KFMB (AC)*      | 4.0    | 3.6    |
| XHTZ (CHR)      | 4.0    | 3.5    |
| KIOZ (AOR)      | 2.1    | 3.2    |
| KFSD (Clas)     | 4.0    | 3.1    |
| KSDD-FM (CR)**  | 3.0    | 3.0    |
| KCBQ-FM (Gold)  | 2.4    | 2.6    |
| KBZS (Gold)***  | 1.9    | 2.0    |
| XTRA (Sports)   | 2.1    | 1.8    |
| XLTN (Span)     | 1.0    | 1.8    |
| XEMO (Span)     | 1.5    | 1.5    |
| KCBQ (Gold)     | 1.3    | 1.4    |
| KFI (Talk)      | 1.3    | 1.4    |
| KNX (News)      | 1.5    | 1.4    |
| XHRM (UC)       | .9     | 1.3    |
| XHKY (Span)     | .3     | 1.1    |

\*Now News/Talk

\*\* Changed calls to KCLX after rating period

\*\*\* Formerly KRMX (AC)

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**Northern Star Exposure**



Newly formed Northern Star Records is scheduled to release artist Dee Dee Wilde's debut album, "Get-A-Way," in early May. Commemorating the contract are (l-r) label President T.C. Thompkins, Wilde, and VP/Business Affairs George Tavares.

# Sure you sound local... **NOT!**

**SMN & UNISTAR**

“It’s  
17  
minutes  
after  
the  
hour.”

**CITY-FM**

“It’s  
2:17.”

Wake up! These are the nineties. If your satellite-delivered format is still saying “It’s 20 minutes after the hour,” you’re living in the dark ages. Your listeners aren’t fooled for a minute. If you plan to be a local success, you need to sound local. Period.

Superadio's CITY-FM is the ONLY satellite-delivered, twenty-four-hour format offering time checks and programming in **Real-Time™**. Your 7 a.m. hour is designed to run at 7 a.m....not 7 a.m. your time zone and 4 a.m. in some other time zone.

Not only do you get real time...you also get Superadio's high profile, ratings-proven top-10 market personalities from America's most successful radio stations. Your station instantly becomes fun, exciting, personable and listenable, instead of that bland, generic satellite sound.

If you're considering a new format for an LMA, your second FM in a market, or competing with live radio in your over-competitive market, call **Superadio** to find out why the **CITY-FM Adult Hit Radio** format is light years ahead of anything from SMN and Unistar. You owe it to yourself to learn the difference!

Call  
E.J. Gore or Gary Bernstein at  
Superadio (508) 480-9000



Radio

● **PETER PILCHER** accepts the newly created VP/Sales post at Continental Broadcasting Corp.

Records

● **MICHAEL OSTROFF** has been elevated to VP/Business & Legal Affairs at MCA Music Entertainment Group. He moves up from Sr. Director/Business & Legal Affairs at MCA Records.



Ostroff Wild

● **PHIL WILD** has been promoted to the newly created VP/Business & Legal Affairs post at Arista Records. He previously was the label's VP/Business Affairs.

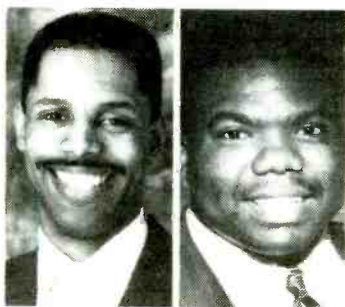
● **MICHAEL GREENSPAN** has been named Sr. Director/Strategic Planning & Analysis at EMI Records Group North America. He formerly served as Director/Financial Analysis at EMI Records USA. Concurrently, **GILLIAN KELLIE** assumes Sr. Director/Label Administration duties. She most recently was Assistant Controller at SBK Records.



Greenspan Sapp

● **SAMUEL SAPP** joins Capitol Records as Sr. Director/A&R, Black Music Division. He comes from Mercury Records, where he was Director/A&R, West Coast.

● **COLIN WILLIS** becomes Sony Music Distribution's Branch Manager/Midwest. He segues from the company's Los Angeles office, where he served as Sales Manager.



Archie Watson

● **MICHAEL ARCHIE** and **ROBERT WATSON** join Columbia Records' Black Music Division as Local Promotion Managers for the Mid-Atlantic Region and West Coast, respectively. Both Watson and Archie previously worked at WHUR/Washington.

● **BOB GOLDSTONE** has been tapped as National Sales Manager at Capricorn Records. He formerly served as Western Regional Marketing & Sales Director at IRS Records.



Goldstone Munves

● **PETER MUNVES** was appointed Sr. VP/Product Development at PolyGram Classics & Jazz. The 30-year industry veteran most recently worked at CBS Masterworks. In other activity, **STEVE WINN** becomes Director/Promotion & Product Management for London Records. He previously acted as Sales Manager for PolyGram Group Distribution's Northwest branch. Meanwhile, **MICHAEL LANG** shifts from his Regional Manager/Northeast post at PolyGram Classics & Jazz to Director/Catalog Development for Verve Records.

National Radio

● **MJI BROADCASTING's** "Comedy Hour" will devote a segment of its April 27 program to the late Sam Kinison; (212) 245-5010.

● **UNISTAR RADIO NETWORKS** will present "The Great Sounds Of Broadway," featuring theatrical recordings by original casts and popular artists. The three-hour special will air May 15-17; (212) 373-4968.

Industry

● **GARY KLEIN** has been named EMI Music Publishing's Sr. VP/Creative Services. He previously served as VP/Creative Services for the publishing firm and SBK Records.

● **ALLISON WITLIN-O'DONNELL** joins Jobete Music as Director/Creative Services. She formerly worked in a similar capacity at All Nations Music.

PROS ON THE LOOSE

**John Allen** — MD/nights KZKZ (KZ106)/Ft. Smith, AR (501) 484-0718

**Tony Corrigan** — Overnights WABJ/Adrian, MI (313) 383-2968

**John Fox** — Overnights KFMB-FM/San Diego (619) 582-0501

**Ryno** — Nights WPXY (98PX)/Rochester, NY (716) 654-7778

**Telephone Tony** — Nights KBTS (B93)/Austin (512) 836-5261

**Paul "Lobster" Wells** — Mornings KRQR/San Francisco (415) 550-8100

● **MICHAEL SANDOVAL** was appointed VP/Creative at PolyGram/Island Music Group. He most recently held the same position at Warner Chappell Music. In other news, the company has moved its offices to the A&M Records lot, located at 1416 N. La Brea Ave., Hollywood, CA 90028; (213) 856-2699.

● **URSULA SMITH**, formerly Director/Publicity at Select Records, assumes the newly created VP/Black Music post at Set To Run Public Relations.

● **CHIP RUGGIERI** has launched Chipster Entertainment. The public relations company's temporary location is 12334 Emelita St., North Hollywood, CA 91607; (818) 985-5840.

● **BLACKBURN & COMPANY INC.** has relocated its Washington, DC office to 201 N. Union St., Suite 340, Alexandria, VA 22314; (703) 519-3703.

Changes

**Jenny Bingaman** promoted to Manager/Catalog Development at Capitol Records.

**Debra Brennan** named Director/Marketing at VanDerKloot Film & Television.

CHRONICLE

Births

**KSEZ/Sioux City, IA** PD **Glen Miller**, wife Julie, daughter Erin Rose, March 27.

**RCA/Nashville** promo rep **Mike Wilson**, wife Lisa, daughter Maegan Grace, April 4.

**WEBE/Bridgeport** APD/MD **Storm N. Norman**, wife **WEBE** morning traffic reporter **Anne Rondepierre**, daughter Julia Whitman, April 6.

**WPNT/Chicago** PD **Harv Blain**, wife Andrea, son Joshua, April 14.

**KFOG/San Francisco** MD **Rosalie Howarth**, husband **Ticketmaster/BASS** Marketing/Sales Coordinator **Barry**, daughter Holly Elizabeth, April 16.

**KZKZ/Ft. Smith, AR** PD **Mark Morgan**, wife Teri, son Seth Aaron, April 16.

**WFLZ (Power Pig)/Tampa** OM **Marc Chase**, wife Helen, son Parker, April 19.

Marriages

**KRVK/Kansas City** APD/mid-days **Dick Wolfe** to **KRVK** evening personality **Suzy Chase**, April 4.

**WZZK/Birmingham** OM/PD **Jim Tice** to **Cindy Bock**, April 18.

Condolences

**WTAE & WVTY/Pittsburgh** GSM **Alan "Jay" Davis**, 47, April 16.

'Maverick' Moment



Hank Williams Jr. recently debuted his forthcoming "Maverick" LP over Unistar Radio Networks' live satellite feed. Celebrating the occasion are (l-r) Williams, Unistar President/Programming Ed Salamon, Capricorn Records President Phil Walden, and "Solid Gold Country" host Charlie Cook.



INTRODUCING BROADCAST CD LIBRARIES

A/C - Country - CHR - Oldies LIMITED TIME OFFER: 1000 CUTS \$1495!

Starting the end of May, RPM will deliver full libraries which you can select from 9 different music categories. Every song is a highly researched chart certified hit. The music is digitally mastered in RPM's own brand new CD mastering facility with the very latest Sony PCM-1630 equipment and processing gear. **Call for a free complete catalog and music listing.**

ULTRA-Q  
RADIO  
DISC  
FOR BROADCAST ONLY

If you use taped music, get rid of the tape decks and use CD players with your existing automation or control equipment for about one half the cost of the average tape music service.

Special rate of \$1495.00 is for the first 100 stations only. Regular price is \$2495.00 for 1000 cuts.

50 STATES & CANADA:

800-521-2537

Headquarters: 4198 Orchard Lake Road, Orchard Lake MI FAX: 313-681-3936  
Also offices in Chicago  
Top Hits U.S.A. & Ultra-Q Radio Disc are trademarks of Radio Programming and Management, Inc., Orchard Lake, MI. Ultra-Q system is Patent Pending.

**rpm** RADIO PROGRAMMING AND MANAGEMENT, INC.

# Inside me

MUSIC EXPRESS MAGAZINE

May Issue

**ROBERT SMITH**  
accepts  
growing  
old



**U2's BONO**  
embarrassed  
by money-  
hoarding rock  
stars



No stand in  
for topless  
**MELISSA  
ETHERIDGE!!**



Whatever happened  
to Charlie Sexton?

## ALSO IN THIS ISSUE

**THE NYMPHS** find out "how a nice Catholic girl gets her voice back!"

**PRINCE** does ballet!

**CURVE** - an inviting goo.

**LYLE LOVETT**: Lovettian word play - "death, women and food"

**DAVID BYRNE** acknowledges his applause: "Oh, hey well thank you very much, that was useful. It, uh, gave me time to reset my drum machine."



Current Issue Available at:

*the* **WHEREHOUSE**

Nobody beats the  
**WIZ**  
Home Entertainment Centers  
**BEATS**  
MAGAZINE

**A&A**  
A&A MUSIC AND ENTERTAINMENT INC.  
If you love it, A&A's got it!

# MANAGEMENT

## TEN FOR THOUGHT

### Calculating Cost Of Office Turnover

Is your company plagued with high turnover? Perhaps owners and CEOs would take greater measures to retain employees if they really knew how much it costs to replace every worker who walks out the door.

Managers can help curb excessive employee exits by opening their boss's eyes to the high costs of turnover. Simply list the various losses your company will suffer due to an employee's exit and calculate the actual costs of each item on the list. You both may be surprised at the results.

#### Itemized Deductions

Richard Whiteley, author of "The Customer-Driven Company" (Addison-Wesley Publishing/ \$21.95), suggests you include the following items on your list:

- Loss of management time invested in training and nurturing the ex-employee.
- Amount of pay the former employee earned while learning the job.
- Cost of lost opportunities and customer dissatisfaction incurred while searching for a new hire.
- Recruiting fees and costs of finding a replacement.
- Loss of management time required to interview job candidates and train the new person.
- Salary paid to the new employee before he or she is up to speed.

- Cost of the extra time a supervisor must spend with a new employee.
- Outlays incurred by a new employee's inevitable mistakes.
- Financial and emotional costs of the office disruption suffered during the replacement process.
- Loss of knowledge of the business possessed only by the former employee.

#### Cultivate Careers

Whiteley further notes you can retain productive employees by:

- Keeping their enthusiasm intact. If you see an employee getting bored with his or her gig, revitalize that employee's enthusiasm by assigning new duties, etc.
- Asking for their help in improving the organization.
- Promoting them.

### Women Own 28% Of U.S. Businesses

Women own 28% of all U.S. businesses, according to a recent study commissioned by the Washington, DC-based National Foundation for Women Business Owners.

The report, touted as the most complete of its kind, found that

women currently own some 5.4 million businesses — 1.3 million more than listed in a 1987 Census of U.S. Business report.

#### Additional Findings

The new study also found that women-owned firms:

- Employed nearly 11 million people in 1990 — approximately the same number of workers as employed by the Fortune 500 companies (12.3 million).
- Tend to be stable. Forty percent of those polled say they've been in business for 12 years or more. (Incidentally, the Small Business Administration says most small businesses fail within the first five years.)
- Are not necessarily in the service or retail sectors and not operated primarily out of their home. In fact, a significant number of women-owned businesses are in the fields of construction and agriculture.

### When Promoting From Within...

When more than one employee is eligible for advancement, Menlo Park, CA-based consulting firm **Robert Half International** offers the following advice: Treat them as outside applicants and ask each of them to provide you with a resume. Have them emphasize the areas they feel most qualify them for the opening.

#### WHAT DO.....

KIIS, KROQ, KPWR, KQLZ, WRBQ, KOY, KMEL, KFOG, KNBR, KITS, KRQR, WNEW, WHYZ, WALK, WGN, WGCI, WBBM, WVAZ, WHYT, WWJ, WJR, WIOQ, WUSL, KSHE, WKBQ, KQRS, KLXK, KSTP, WMAL, WAVA, WBCN, WGST, WAPW, WBZZ, WMXP.....

And over 1,000 other stations.....

#### HAVE IN COMMON?

They do business with U.S. Tape & Label!

#### WHY?

Because we're the **BEST** in the bumper strip, window label business. We have to be!

Don't listen to "Product Pitches"! Do call anyone above for their experience on our quality, service & price..... Then call us.....314-423-4411.

**U.S. Tape & Label**  
Saint Louis, Missouri  
Home of the TRAVELING BILLBOARD®

### Cancon CD Library Coming

Seattle-based Broadcast Programming is planning a June 1 release for "Gold Canada" — a 20-volume CD series containing nearly 400 Canadian pop classics from the '50s to the early '80s.

The company also plans to periodically release supplemental CDs in the series, which is designed to help Canadian radio broadcasters meet Canadian content (Cancon) requirements by making earlier Canadian hits compatible, sound-wise, with more current releases. For more info, call (306) 359-6969 or (800) 426-9082.

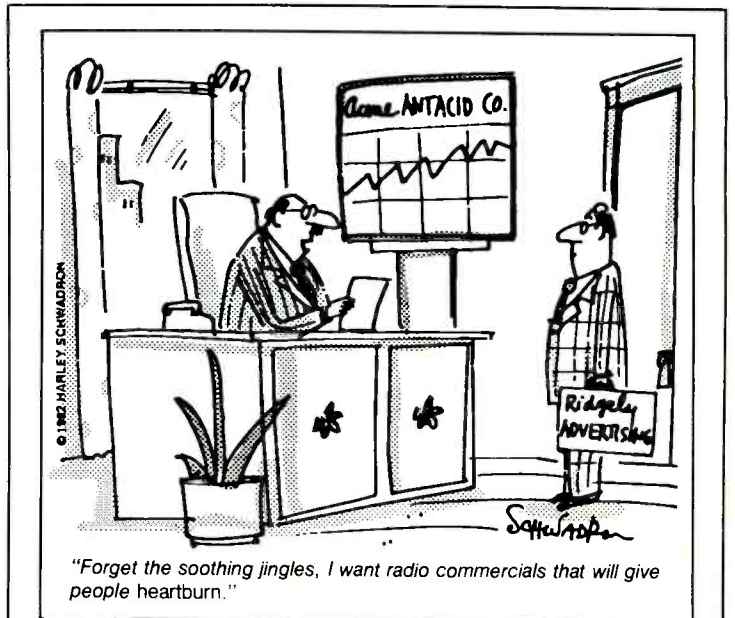
### Audience Tracking Service Offered

Pending revisions in FCC multi-station, same-market ownership rules have prompted Cleveland-based McVay Media to offer one-time audience tracking projects to potential owners.

Designed to determine a station's listener percentage rather than define its strengths and weaknesses or outline a researched market strategy, the telephone survey is an alternative to advertiser-driven studies.

### Radio Spot Fax

The Des Moines, IA-based Radio Garage recently began offering clients the option of faxing their creative needs to the radio spot production company via fax for faster turnaround on most radio-specific productions. For more info, phone (800) 94-RADIO.



### Y Clutter = X Tuneout

How many spots per hour can a station air before listeners tune out? Recent studies by Nielsen Media Research and the NYC-based Bozell ad agency show that a 10% increase in broadcast "clutter" (defined as all non-programming time devoted to commercials, IDs, PSAs, promos, and program credits) leads to a 7% increase in channel-changing.

### Arbitron & VNU Combine Advertising Expenditure Tracking Efforts

Arbitron and VNU Business Information Services Inc. recently announced the completion of a joint venture agreement that unites the two companies' advertising expenditure and tracking services.

With former VNU Exec. VP Terry Kent serving as President, the new venture — entitled Competitive Media Services — combines the following:

- Arbitron's MediaWatch — monitors commercial schedules and expenditures on radio, TV, and

cable networks, TV syndication, and local TV stations.

- Arbitron's Radio/TV Reports — tracks radio and TV commercial creative execution and news coverage for advertisers and public relations firms.

- VNU's Leading National Advertisers — tracks advertising space and expenditure in newspapers, consumer magazines, trade magazines, and outdoor billboards.

- VNU's Radio Expenditure Reports — tracks commercial schedules and expenditures on spot radio.

### DATELINE

- **May 15-16** — McGathy Promotions 7th Annual AOR Confab. Yankee Stadium, New York City.

- **May 16** — RadioWest L.A. Radio Producer's Conference. Hollywood Roosevelt Hotel, Los Angeles.

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

- **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 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.

- **June 17-21** — New Music Seminar. Marriott Marquis Hotel, New York City.

- **June 17-21** — Rapfest '92. Sheraton City Center Hotel, Cleveland.

- **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.

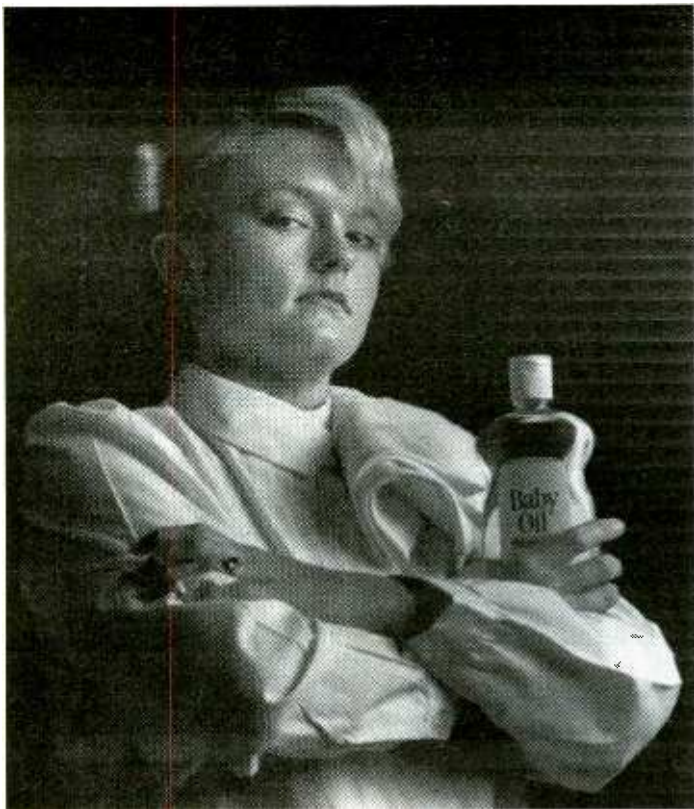
- **August 6-8** — Morning Show Boot Camp '92. Crowne Plaza Ravinia, Atlanta.

- **August 13-16** — Jack The Rapper Convention. Atlanta Hilton & 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.



# Think of MusicSCAN as Helga Hansgüten.

Meet Helga Hansgüten, world's greatest masseuse. Helga does for your body what MusicSCAN does for editing your music logs. Massages. Caresses. Soothes. Nobody has better hands than MusicSCAN when it comes to getting the kinks out of your music logs (sorry, Helga).

Now MusicSCAN has two **exclusive** new options to help put some muscle in your editing:

## **PERFECT SONGS ONLY**

Screen out the uglies! See only perfect choices while looking for replacement songs, or skip songs which break specific rules. Every search can be a perfect search. Imagine not having to wade through dozens of dayparted and same-artist songs just to get to the right song!

## **BEST SONGS FIRST**

Have the best songs come up first when looking for replacements; while testing for every rule in your system, MusicSCAN makes sure your first choice would always be your best choice! MusicSCAN's Search Sort can give you replacement songs by rest, best possible choice, run time, or almost any other criteria.

These options can cut your log editing time in half! And they're available only in MusicSCAN. So when you think of massaging your muscles, think of Helga. And when you think of massaging your music, think of MusicSCAN. It's the only music scheduling system you'll ever knead.

*Music***SCAN**

Music scheduling with an edge.  
(205) 987-7456

# SALES & MARKETING

## BECK'S BAROMETER

### 1992: What's Hot And What's Not

By Chris Beck

As the flipping pages of the desk calendars mark our progress through '92, it's time once again for our somewhat tongue-in-chic peek at what's hot — and what's not — this year.

| Beverages  |   |
|--|---|
| <b>HOT:</b><br>Clearly Canadian water<br>Iced tea<br><i>(especially flavored varieties)</i>  | <b>NOT!</b><br>Perrier<br>Starbucks coffee<br>Apple juice<br>Herbal seltzers  |
| Entertainment  |   |
| <b>HOT:</b><br>10 o'clock news<br>Jay Leno<br>"America's Most Wanted"<br>Telescopes<br>Home videos   | <b>NOT!</b><br>11 o'clock news<br>David Letterman<br>Network news<br><br>Watching TV<br>Renting videos  |
| Business   |   |
| <b>HOT:</b><br>Young Country<br>Leather backpacks<br><i>(or other soft-sided cases)</i><br>Color notebook PCs<br>Coach-like managers<br>Human voices<br>E-mail<br>People "huggers"<br><i>(seen at Ben &amp; Jerry's ice cream shops)</i><br>Speaking Japanese<br>Refusing political ads<br><i>(except presidential)</i><br>Faxing agendas to clients | <b>NOT!</b><br>Traditional Country<br>Traditional briefcases<br><br>Apple computers<br>Autocratic rulers<br>Voice mail<br>Leaving messages<br>People "greeters"<br><br>Speaking Spanish<br>Taking local state political ads<br>"Winging it" |

| Conversation Starters  |   |
|--|---|
| <b>HOT:</b><br>30/30 Rule<br>H. Ross Perot<br>Deep green marketing<br>Micro-marketing<br>Diaper-changing tables in men's rooms<br>AIDS research<br>Silent TV spots<br><br>Recycled paper, sticky pads, and file folders<br>Home offices<br><br>Electronic key cards<br>"None of the above" | <b>NOT!</b><br>Digital broadcasting<br>Donald Trump<br>Green marketing<br>Macro-marketing<br>Men's rooms without child care facilities<br>United Way<br>Any spot with an announcer<br>Colored paper<br><br>Working at the office over the weekend<br>Traditional keys<br>Bush, Clinton, and Brown |

| Lifestyles  |  |
|---|--|
| <b>HOT:</b><br>Home video editing machines<br>Halogen light bulbs<br>Rechargeable batteries<br>Scent therapy<br>Dodge Vipers<br>Watermark fountain pens<br>Green ink<br>Montana<br>Taco Bell or pizza<br>Home shopping<br>Home milk delivery<br><br>Rogaine <i>(for men and women)</i><br>Prodigy<br>Flip phones<br>Electronic bug zappers<br>Home fax machines<br><b>Parenting</b><br>Rollerblading<br>Analog clocks<br>Wall-mounted world time clocks | <b>NOT!</b><br>DAT machines<br><br>Fluorescent lights<br>Disposable batteries<br>Jogging<br>Porsches<br>Mont Blanc pens<br>Blue ink<br>Aspen/Vail<br>McDonald's<br>Malls<br>Convenience store shopping<br>Valium<br><br>Reading daily papers<br>Car phones<br>Spray pesticides<br>Answering machines<br><b>Sports Illustrated</b><br>Weightlifting<br>Digital clocks<br>Posters and reprints |

| Fashion  |  |
|--|--|
| <b>HOT:</b><br>Color-coordinated glasses<br>Green<br>Herringbone<br>Baseball caps<br>Eskimo Joe's Stillwater Oklahoma T-shirts<br><i>(now the second-hottest logo clothing line)</i><br>Levi's Dockers<br>Natural hues and denims<br>Coordinated Swatch watches<br>Revlon and Maybelline<br><br>Neutrogena shampoo | <b>NOT!</b><br>Contact lenses<br><br>Purple<br>Stripes<br>Jewelry<br>Hard Rock Cafe T-shirts<br><br>Guess jeans<br>Neon colors<br>Rolex and Piaget watches<br>Clinique, Lancome, and Borghese<br>Salon shampoo |

## How To Speak Hip

Keeping up with the latest sales and marketing buzzwords is a never-ending saga. Here are some of the freshest phrases flavoring flip-phone conversations today. You can use them to spice up proposals and discussions — or just to sound cool, hip, and on the tip.

• **24/7:** 24 hours, 7 days; a lot of time ("We worked on it 24/7...").

• **Breakthrough:** Extraordinarily creative ("The campaign's focal point was the breakthrough creative...").

• **Downsizing:** Firing ("The company is downsizing" — seen on a lot of resumes).

• **Full-on:** Adds emphasis to a phrase or word ("It was a full-on intense meeting...").

• **Played:** Out of fashion; burned out ("The creative was played...").

• **Rack:** Go to sleep.

• **Re-rack:** Go back to sleep ("After we worked 24/7, we racked, woke up for breakfast, and then re-racked...").

• **Synergy:** Although the dictionary definition is simply "working together," in today's terminology it's become nothing more than a word that gets used a great deal — it seems everyone is looking for this fantastic synergy.

• **Zero-base:** Add nothing; go back to basics ("After all of the meetings on top of meetings, we had to zero-base...").

Now for the 1992 Sales & Marketing challenge — can you use all these words in one paragraph?

For the industry's best buys . . . shop the R&R

# MARKETPLACE

every week.

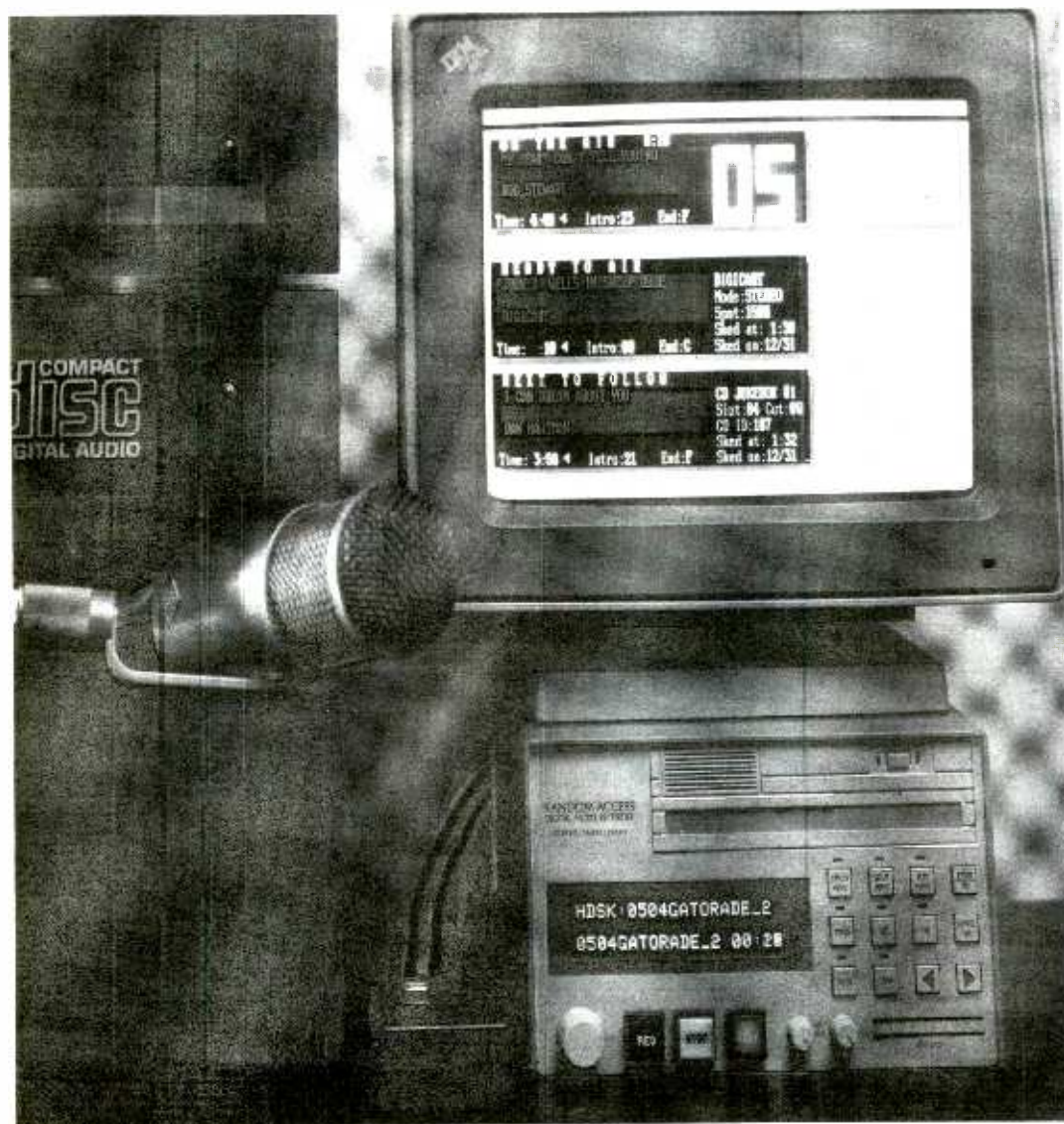


Chris Beck is the President of Beck Marketing Group, an international sales and marketing consulting firm. If you have a question about a column or a topic you'd like to see addressed, he can be reached by phone at (818) 594-0851; by fax at (818) 594-5030; by Prodigy electronic mail at ID# SRTN15A; by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



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# MEDIA

## Bestselling Music-Related Books Of 1991

Selling more than 200,000 copies to date, veteran Country air talent **Ralph Emery's** autobiographical "Memories" (MacMillan) was the 22nd best-selling non-fiction hardcover of 1991, according to the NYC-based *Publishers Weekly* trade magazine.

Coming in 23rd was **LaToya Jackson's** "LaToya: Growing Up In The Jackson Family" (Dutton). Written in collaboration with **Patricia Romanowski**, the book sold more than 195,000 copies.

Other best-selling music-related hardcovers in 1991 were **Christopher Anderson's** "Madonna Unauthorized" (Simon & Schuster) — which sold more than 125,000 copies

— and **Cher's** "Forever Fit" (Bantam), sales of which topped 100,000.

Meanwhile, "Photographs Of **Annie Leibovitz**" (Harper Collins), which included a number of pictures of music stars, managed sales of more than 100,000 copies last year — despite being the highest-priced title on PW's list (\$60).

## VIDEO

### NEW THIS WEEK

#### ● HANK WILLIAMS JR. GREATEST VIDEO HITS (Warner Reprise)

This 40-minute interview and clip collection contains "There's A Tear In My Beer," "All My Rowdy Friends Are Coming Over Tonight," "Young Country," and others.

#### ● THE STORY OF CREATION (Warner Reprise)

Nine songs, 60 minutes. Compilation features interviews and three videos each by **Creation** artists **Primal Scream**, **My Bloody Valentine**, and **Ride**, including "Loaded," "Swallow," and "Vapour Trail," respectively.

#### ● THE JUDDS: THEIR FINAL CONCERT (MPI)

Nineteen songs, 105 minutes. The duo's farewell performance at Murfreesboro, TN's Murphy Center features such songs as "Love Can Build A Bridge," "Mama, He's Crazy," and "Why Not Me," as well as guest appearances by **Carl Perkins** and the **Jordannaires**.

#### ● BORN TO BOOGIE: MARC BOLAN & T. REX (MPI)

Produced and directed by **Ringo Starr**, this 75-minute concert film features such songs as "Bang A Gong (Get It On)," "Jeepster," and "Hot Love," as well as studio renditions of "Children Of The Revolution" and "Tutti-Frutti" with guest stars **Elton John** and **Starr**. Capturing the late **Marc Bolan** at the peak of **T. Rex's** UK success, this 1972 film has never been previously released on video in the U.S.

#### ● SHOUT (MCA/Universal)

Starring **John Travolta** as a free-thinking music teacher in the repressed '50s, this film sports a **Milan/BMG** soundtrack featuring **Tommy Conwell's** "More Than A Kiss."

## FILMS

### WEEKEND BOX OFFICE

APRIL 17-19

|   |        |
|---|--------|
| 1 <b>Basic Instinct</b> (TriStar)             | \$6.65 |
| 2 <b>White Men Can't Jump</b> (Fox)           | \$6.13 |
| 3 <b>Beethoven</b> (Universal)                | \$5.92 |
| 4 <b>Sleepwalkers</b> (Columbia)              | \$5.18 |
| 5 <b>The Babe</b> (Universal)*                | \$5.01 |
| 6 <b>Deep Cover</b> (New Line)*               | \$3.45 |
| 7 <b>City Of Joy</b> (Fox)*                   | \$3.40 |
| 8 <b>Ferngully: The Last Rainforest</b> (Fox) | \$3.29 |
| 9 <b>Wayne's World</b> (Paramount)            | \$3.14 |
| 10 <b>Thunderheart</b> (TriStar)              | \$2.30 |

All figures in millions

\*First week in release

Source: Exhibitor Relations Co.

### COMING ATTRACTIONS:

This week's openers include "White Sands," starring **Willem Dafoe**, **Mary Elizabeth Mastrantonio**, and **Mickey Rourke**. The film's forthcoming **Morgan Creek** soundtrack sports a new track by **Little Feat**, as well as **Dwight Yoakam's** current single, "The Heart That You Own."

Moving into wide release this week is **Robert Altman's** "The Player," an inside look at Hollywood's film biz starring **Tim Robbins**, **Greta Scacchi**, and **Whoopi Goldberg**. Look for **MCA** artist **Lyle Lovett** in a supporting role as a Pasadena detective.

## MUSIC & MOVIES

### CURRENT

- **WHITE MEN CAN'T JUMP (EMI/ERG)**  
Single: White Men Can't Jump/Riff  
Other Featured Artists: **Boyz II Men**, **Jody Watley**, **Bebe & Cece Winans**
- **DEEP COVER (Solar/Epic)**  
Single: Deep Cover/Dr. Dre // **Snoop Doggy Dogg**  
Other Featured Artists: **Shabba Ranks**, **Calloway**, **Jewell**
- **WAYNE'S WORLD (Reprise)**  
Singles: **Bohemian Rhapsody/Queen** (Hollywood)  
**Dream Weaver/Gary Wright**  
Other Featured Artists: **Tia Carrere**, **Alice Cooper**, **Cinderella**
- **STRAIGHT TALK (Hollywood)**  
Single: Straight Talk/Dolly Parton
- **JUICE (S.O.U.L./MCA)**  
Single: Don't Be Afraid/Aaron Hall  
Other Featured Artists: **Naughty By Nature**, **Eric B. & Rakim**
- **THIS IS MY LIFE (Qwest/Reprise)**  
Single: Love Of My Life/Carly Simon
- **FOR THE BOYS (Atlantic)**  
Single: In My Life/Bette Midler

## TELEVISION

### TOP TEN SHOWS

APRIL 13-19

- 1 **Roseanne**
- 2 **Home Improvement**
- 3 **60 Minutes**
- 4 **Murphy Brown**
- 5 **Room For Two**
- 6 **Unsolved Mysteries**
- 7 **Full House**
- 8 **Designing Women** 9 20/20
- 10 **Northern Exposure**

Source: Nielsen Media Research

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

### Tube Tops

**Garth Brooks**, **Alabama**, **Rebe McEntire**, **Alan Jackson**, **Brooks & Dunn**, **Paulette Carlson**, **Mark Chesnutt**, **Billy Dean**, **Diamond Rio**, **Joe Diffie**, **McBride & The Ride**, **Ronna Reeves**, and **Trisha Yearwood** — along with hosts **Clint Black**, **Lorrie Morgan**, and **Travis Tritt** — are slated to perform on **NBC's** "27th Annual **Academy Of Country Music Awards**" (Wednesday, 4/29, 9pm).

### Friday, 4/24

- The late **Elvis Presley** is remembered with vintage film clips, TV appearances, newsreels, and home movies as ex-wife **Priscilla** hosts **CBS's** "Elvis: The Great Performances" (8pm).

- **Dolly Parton**, **Tanya Tucker**, **Kathy Mattea**, and **Lorrie Morgan** perform on **Burt Reynolds's** self-titled special (CBS, 10pm).

- **Jody Watley**, "The Arsenio Hall Show" (syndicated; check local listings).

- **Michelle Shocked**, "The Dennis Miller Show" (syndicated; check local listings).

- **Wynonna Judd**, "Late Night With David Letterman" (NBC, 12:35am, Saturday).

### Saturday, 4/25

- "A Concert For Life" — the all-star AIDS fundraiser tribute to the late **Freddie Mercury** — will air in its entirety on **MTV** (noon).

### Monday, 4/27

- **Gary Morris** guest stars as a surgeon who falls for hospital patient **Julia** on "Designing Women" (CBS, 9:30pm).

- **Tanya Tucker**, "Arsenio Hall."

- **Teenage Fanclub**, "Dennis Miller."

### Tuesday, 4/28

- **Travis Tritt**, "Arsenio Hall."
- **Sarah McLachlan**, "Dennis Miller."

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

- **Jules Shear**, "David Letterman" (12:35am, Wednesday).

### Wednesday, 4/29

- **Sugarcubes**, "Arsenio Hall."

- **Harry Connick Jr.**, "Johnny Carson."

### Thursday, 4/30

- **Lou Reed**, "Arsenio Hall."
- **Etta James**, "Johnny Carson."

- **Baby Animals**, "David Letterman" (12:35am, Friday).

## 'ZINE SCENE

## Howard's Turn In Esquire!

Quad-city morning mensch **Howard Stern** is *Esquire's* May cover boy, with a lengthy profile that's long on the pop psychology, but short on the interview — because he didn't grant 'em one!

In fact, the main story — pungently subtitled "Prick Up Your Ears" — is somewhat overshadowed by a longer accompanying article describing the trials of a reporter trying to secure an interview with the press-shy ("All journalists are lying skunks") Stern. Highlight: the reporter enters Howard's Halloween costume contest dressed as Stern sidekick **Robin Quivers!**

Meanwhile, Stern's former boss (ex-WNBC/NY PD) **Kevin Metheny** says the shock jock "always reminded me of the rock 'n' roll star who, at the end of the day, takes off his leather pants, whips, and chains, gets in his Mercedes, and goes home to . . . Long Island."

### Save The Best For First

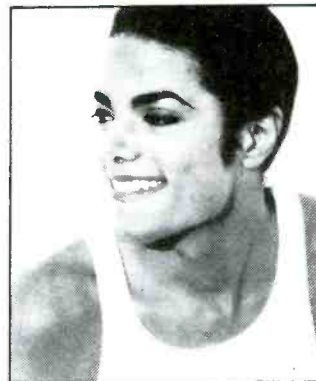
*Entertainment Weekly* cover girl **Vanessa Williams** notes, "I'm always sensitive about where I had my first support, and that was Black radio."

### Undercover Operations

- *High Times* posthumous cover star **John Lennon** is the subject of a piece asking why the **FBI** is still keeping his files under wraps . . . and revealing the Bureau's official photo of Lennon is actually early '70s **Apple** artist **David Peel!**

- Meanwhile, *McCall's* cover girl **Dolly Parton** confesses, "I've had my breasts lifted. And I had myself a few little nips and tucks here and there, but I'm not frightened about the work I had done. Life's a gamble, isn't it?"

Parton also tops a *Men's Health Newsletter* poll as males' favorite fantasy bedmate. Among the models, actresses, and celebs tied for third are country singers **Barbara Mandrell** and **Marie Osmond** (Star).



**ROLL OVER TCHAIKOVSKY** — In a rare — and eloquent — interview, **Michael Jackson** told *Ebony* his concept for the "Dangerous" LP: "I wanted to do an album that was like **Tchaikovsky's** 'Nutcracker Suite' . . . I would like to see children and teenagers and parents and all races all over the world, hundreds and hundreds of years from now, still pulling out songs from that album and dissecting it."



**PRETTY TIED UP** — *Guns N' Roses* riffsinger **Slash** and "porn star" **Savannah** recently engaged in what *People* quaintly calls "jull hit whoopee" at a *New York* bar

### Simmons Shows Words' Worth

*Worth* magazine lists **Def Jam!** **Rush Communications** chief **Russell Simmons** as a "Player" in a full-page profile in its May issue, citing the **Rush** empire as the largest black-owned business in the entertainment industry.

### Rubber Match

**LaFace/Arista** artists **TLC** on wearing sealed condoms as accessories: "If people see us making condoms a fashion statement, maybe they'll be less ashamed to buy one" (*People*).

### Buds Light

**Tone Loc** minimizes concerns over fans getting into reefer via his jams: "If a kid learns right and wrong from records, you're lucky if all he's doing is smoking buds" (*High Times*).

### Madonnarama!

Along with **Madonna's** new **Time-Warner** pact, the nation's press also reported:

- Her new beau is club owner/model **John Enos** (Star)

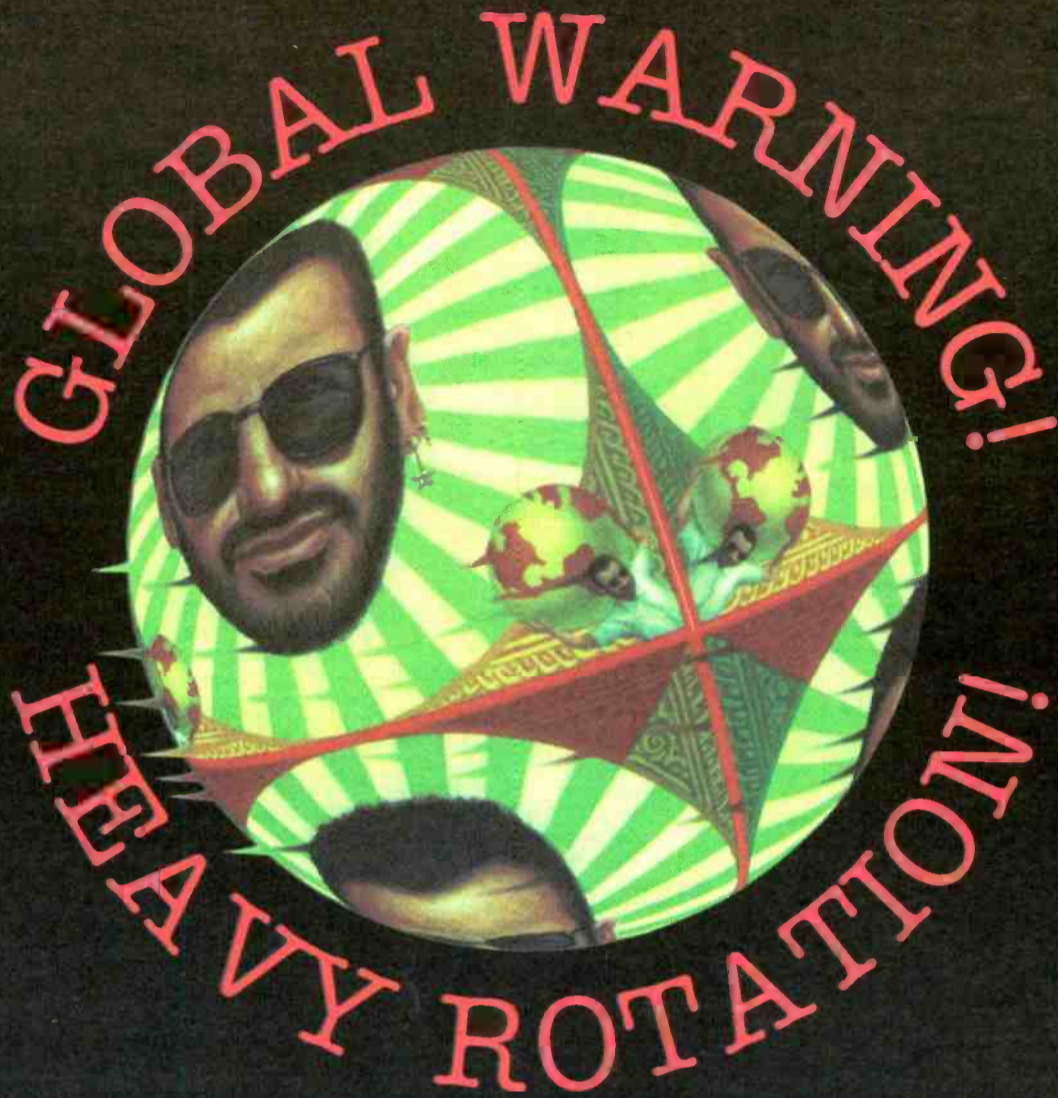
- She autographed a fan's notepad with a kindly "Fuck You" (*Globe*)

- She and **Paula Abdul** are spotlighted in a *Cosmo* feature on celebs and their physical trainers. **Madonna's** body buddy observes, "Her workouts are her only time of escape to a kind of normalcy."

### Knockin' Boots

The *Globe* informs us that actress **Sharon Stone's** "motor really gets going when country singer beau **Dwight Yoakam** wears his cowboy boots during lovemaking."

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.



# Ringo Starr

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DAB

Continued from Page 3

Neither was close to Eureka's advanced point of development — demonstrated over the air last year at NAB's spring and fall confabs.

USA Digital showed that it was possible to cancel a strong FM signal to recover a lower-power DAB signal transmitted on the same frequency. The signals were delivered by cable, not over the air. But no interference was audible when the FM and DAB signals were mixed and then separated. CBS Radio VP/Engineering Tony Masiello said that was "significant progress" over last year's demonstration, which simply showed that both signals could be transmitted on the same frequency but didn't extract the DAB signal.

Strother/LinCom, in its first convention demonstration, showed a DAB signal and an FM signal operating on adjacent channels. It too was connected by cable. Neither developer has yet reached the goal of delivering DAB in a standard 200 kHz FM channel. USA Digital used 230 kHz, while Strother/LinCom's DAB signal was 250 kHz wide.

While the U.S. wrestles with finding an in-band DAB solution, Canada is racing ahead to implement Eureka at L-band. Rogers Broadcasting VP/Corporate Engineering Steve Edwards said a permanent test site should be operating in Toronto by this fall. "We anticipate fulltime permanent broadcasting by 1995."

Several attendees questioned whether the U.S. might have to go back to L-band if in-band approaches don't work, and Delco engineer Randall Brunts asked whether any frequencies would be set aside for U.S. use in border areas. "We could be in a very nice position in Canada to do our frequency planning first, rather than afterward as it was with TV and FM," Edwards replied.

Brokered = Owned

Among other sessions at the NAB, Leventhal, Senter & Lerman's Sally Buckman reviewed the Commission's recent changes regarding ownership rules and observed the revised policy could lead to problems and questions with ratings.

Jerry Haines of Wiley, Rein & Fielding addressed the LMA question by commenting that broadcasters, "programming a non-owned station 25 hours a week (or more) will be treated as if they own the station: if you brokered it, you own it."

Staying Out Of FCC Hot Water

Those attending the session on hoaxes and the right to privacy heard the celebrated (1-29-91) KSHE/St. Louis tape which gave listeners the distinct impression that the country was under nuclear attack. The KSHE piece aired complete with EBS-like tones. Also spliced in was material from veteran announcer Don Pardo.

This incident happened at the start of the Persian Gulf War and the tones, of course, weren't real. KSHE claimed it was attempting to highlight the horrors of nuclear war. The FCC, however, ordered a \$25,000 fine for false distress signals and EBS violations.

Panelists agreed that stations should develop and circulate written notices about hoaxes. These policies should also be reviewed orally, and, as Leventhal, Senter, & Lerman's Dennis Corbett noted, "Stations should be active in their response to the FCC and should always attempt to make restitution."

The much-violated rule on securing a person's permission before being put on the air was reviewed. The panel reminded those attending that once the person says one word on the air — it's too late.

In a related area (but having more TV impact), CBS Inc.'s John Zucker maintained, "It's important to be consistent in the manner of getting consent to avoid misunderstanding and disagreements."

Dow, Lohnes & Albertson's Jonathan Hart discussed "Berate The Bride," a morning show feature in which a station's announcer describes what he thinks is the "Dog of the Week." The "winner" is awarded dog food and a dog collar. One embarrassed bride didn't think the bit was funny and has sued the station; the case will soon go to a jury.

Collect Calls

Dealing with client collections highlighted a Wednesday afternoon bankruptcy session. WAPE/Jacksonville President/GM Mark Schwartz urged stations to have a "degree of sensitivity with clients having money problems." He reasoned, "Today's bad debt could be a leading advertiser tomorrow. I tend to be liberal because our business has peaks and valleys."

He further commented that the GM or GSM, business manager, and AE should be involved in collection procedures. "The relationship between sales and the client is the key to collections."

Schwartz focused on a possible source stations should consider tapping for future business manager openings. "There are lots of CPAs out of work today who'd love to be in radio," he remarked. "I challenge you to see if this isn't a weak link at your station."

WKYS/Washington's Director/Financial Administration Rick Boland laid out what he termed a "common-sense approach" to establishing credit policies. One facet was to get cash in advance for one-time-only events and for going-out-of-business sales. He also pointed out that welcome-aboard letters — reviewing credit policies — should be sent by either the GM or GSM to station advertisers.

Selling Tips

Audience participation was key to a discussion on "... Selling Without Numbers," moderated by Ashley Page Herweg and Godfrey Herweg of Seaway Communications International.

The duo emphasized ways to improve client presentations: customize a cover sheet, include a response map rather than coverage, use customized market data, give competing media's strengths/weaknesses, define how your station attracts audience, discuss current ad plans, and include a rate card as the final presentation.

—Reported by Mike Kinoshian and Jack Messmer

Madonna

Continued from Page 1

The record label will field its own A&R staff plus national and regional promotion departments. Madonna's first album under the new aegis is expected this fall.

"Maverick stands for the perfect marriage of art and commerce," observed Madonna.

Warner Bros. Records Chairman Mo Ostin noted, "More than any other individual, Madonna has helped mold the direction of popular taste over the past decade. She has defined an entirely new role for women in the entertainment business."

"Madonna is a brilliant businesswoman who has a natural ability for A&R," remarked Sire Records President Seymour Stein. "Her passion for new music keeps her ahead of all the trends. Freddy is a seasoned and well-rounded industry veteran. Maverick is the perfect vehicle for them to harness their energies and talent."

Although she began her chart career less than nine years ago, Madonna has amassed a string of achievements. Of her 26 charted songs, 22 of them reached Top 10 and 21 reached Top 5. With 11 songs at Number 1, she is tied with Michael Jackson for most entries at the top spot. And, between 1984-88, she released 14 consecutive songs that reached Top 10.

Tax Ruling

Continued from Page 1

Brokers Tim Menowsky of Media Mergers & Acquisitions and Glenn Serafin of Communications Equity Associates agreed that no price boost is likely. "The banks will start taking a look at (radio deals) again, that's the good news," Menowsky said. And Serafin said the ruling should be "tremendous encouragement for equity investors."

Broadcasters could get an even bigger tax break under legislation pending in Congress. The bill would clarify that FCC licenses are franchises, reduce the franchise write-off period to 14 years and also allow depreciation of other intangibles, such as goodwill, which is currently forbidden. The measure was part of an overall tax bill vetoed by President Bush, but is expected to be brought up again as stand-alone legislation.

WFAN

Continued from Page 1

Prior to joining WFAN as GSM in 1986, Hollander spent a year as LSM of WRKS/New York, which was then owned by RKO. His career also includes account executive stints at Infinity's WKTU (now WXRK)/New York and Inner City's crosstown WBLB.

In naming Rosenfelt GSM Hollander praised his intimate knowledge of WFAN's operations. "Rick's been here almost since the beginning," said Hollander. "He's been involved in every aspect of the station's sales development. There's not a better person to lead the sales staff."

Before joining WFAN as LSM in 1987, Rosenfelt was an account executive with cable TV's Madison Square Garden Network.

Rate-A-Photo



Luther Vandross (l) and host Dick Clark take a break from taping ABC-TV's "American Bandstand 40th Anniversary Special" — a retrospective of the popular music show — set to air May 13.

STAFF

|   |   |
|---|---|
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# COLOURHAUS

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54% INCLUDING:

- |               |                 |                   |
|---------------|-----------------|-------------------|
| WXKS          | Q102 deb 33     | WKBQ              |
| WEGX add 33   | WPHR deb 33     | KKRZ              |
| KEGL          | WZPL 27-24      | KISN deb 26       |
| WNVZ          | KXXR deb 36     | Q99.5             |
| Q105          | KDWB deb 28     |                   |
| WNNK add      | 96STO deb 40    | WBBO 38-31        |
| WKSS add      | KJ103 deb 36    | WRHT 38-34        |
| Y102 add      | KKHT deb 31     | Z102 37-33        |
| B106 add      | KKRD deb 36     | WIXX 38-34        |
| Z104 add      | KSND deb 30     | WMGV 17-15        |
| WIOG add 21   | KZZU deb 38     | KF95 23-17        |
| KWNZ add      | KTXY deb 30     | WPRR 24-16        |
| Q101 add      | Y94 deb 28      | WYKS 32-26        |
| KIXY add      | KCHH deb 28 HOT | KCHX 26-16        |
| WFHT add      | WAAL 24-20      | KPAT 12-10        |
| G105 deb 35   | WLAN 31-24      | KPXR 16-10        |
| XL1067 deb 28 | 999KHI 36-32    | ...And Many More! |
| KTUX deb 36   |                 |                   |

P-1 CHART: 39-32!

The First Single  
From The Debut Album  
"WATER TO THE SOUL"

Produced by  
PHIL RADFORD & BOB MITCHELL



# STREET TALK

## Stalking The 'ROQ Quarry

Okay, here's the real deal — so far — on the KROQ/L.A. PD situation. 91X/San Diego PD Kevin Stapleford is under contract so there's nothing happening there . . . unless Noble gives him permission to talk to Infinity.

WDRE/NY PD Tom Calderone has had a chat with KROQ GM Trip Reeb . . . but the most serious conversations thus far have involved CHR programmers Kevin Weatherly (Q106/SD) and Power Pig/Tampa Dir./FM Ops Marc Chase. Also in the mix is none other than KWOD/Sacramento PD Gerry Cagle, who reportedly received 16 tons o' recommendations from his peers.

Also at KROQ: Don't expect MD Lewis Largent to split. According to a well-placed insider, Largent seriously pondered a move but has decided to remain at the station.

What's up with Virgin Sr. VP/GM Black Music Division Sharon Heyward? Did she tell label toppers she'll soon be making an exit? No confirmation from Heyward, but the Virgin building is buzzing.

"fucks" and "shits" were audible. And . . . Allen says Energy had to be escorted from the studio by B93 management.

However, B93 PD Elvis Duran denies there was any on-air profanity and says Energy left the air at the conclusion of her shift without assistance. Calls to Energy went unreturned.

Regardless, the deal is done. Duran has applied for the KKRZ/Portland PD post and the rest of the airstaff have been given their walking papers 'n' financial settlements. B93 was scheduled to run jockless until KHFI began broadcasting from the B93 studios this week (4/24).

B93's future — immediate and long-term — remains up in the air. Allen confirmed a simulcast hasn't been ruled out, but told ST he's concerned about frequency confusion as well as possible image problems from what could be perceived as a hostile takeover. Other contemporary formats are still under consideration as the T&Rs pile up on Allen's desk.

### Burst Of Energy

Austin's long-anticipated CHR LMA giving KHFI control over rival KBTS (B93) was finally consummated Monday (4/20). Whether it went smoothly or not depends on your source.

According to KHFI PD Roger Allen, things turned sour when B93 personality Linda Energy — who was one of the last jocks on the air Sunday afternoon — began blasting KHFI and the LMA process. Allen then claims Energy had a candid on-air conversation with a local newspaper reporter during which some

Latest on the drug and child pornography trial of former Power 96/Miami VP/Programming & morning man Bill Tanner: A conference for a trial date is taking place this week. Look for motions for another continuance from both sides.

### Edge Of Reality

As most of the free world suspected, AOR KKDJ/Fresno's rumored flip to Classic Rock was a smokescreen for the station's Monday (4/20) switch to Jacobs Media's New Rock format, "The Edge." Calls remain the same, but the handle is now "105.9 The Edge." PD/MD Willabee and staff remain in place.

"We were tired of being in a pissing match — we wanted to be the only game in town," explained Willabee. Fresno still boasts an AOR (KRZR) and a Classic Rocker (KJFX).

Those rumors of longtime Capital Cities/ABC mainstream CHR PRO-FM/Providence softening its sound are just that . . . rumors.

Meanwhile, crosstown dance CHR WWKX (KX106)/Providence is heading in a more mainstream direction, looking to increase cume. No staff changes. Programming Works is advising PD Bill O'Brien on the transition.

### Rumors

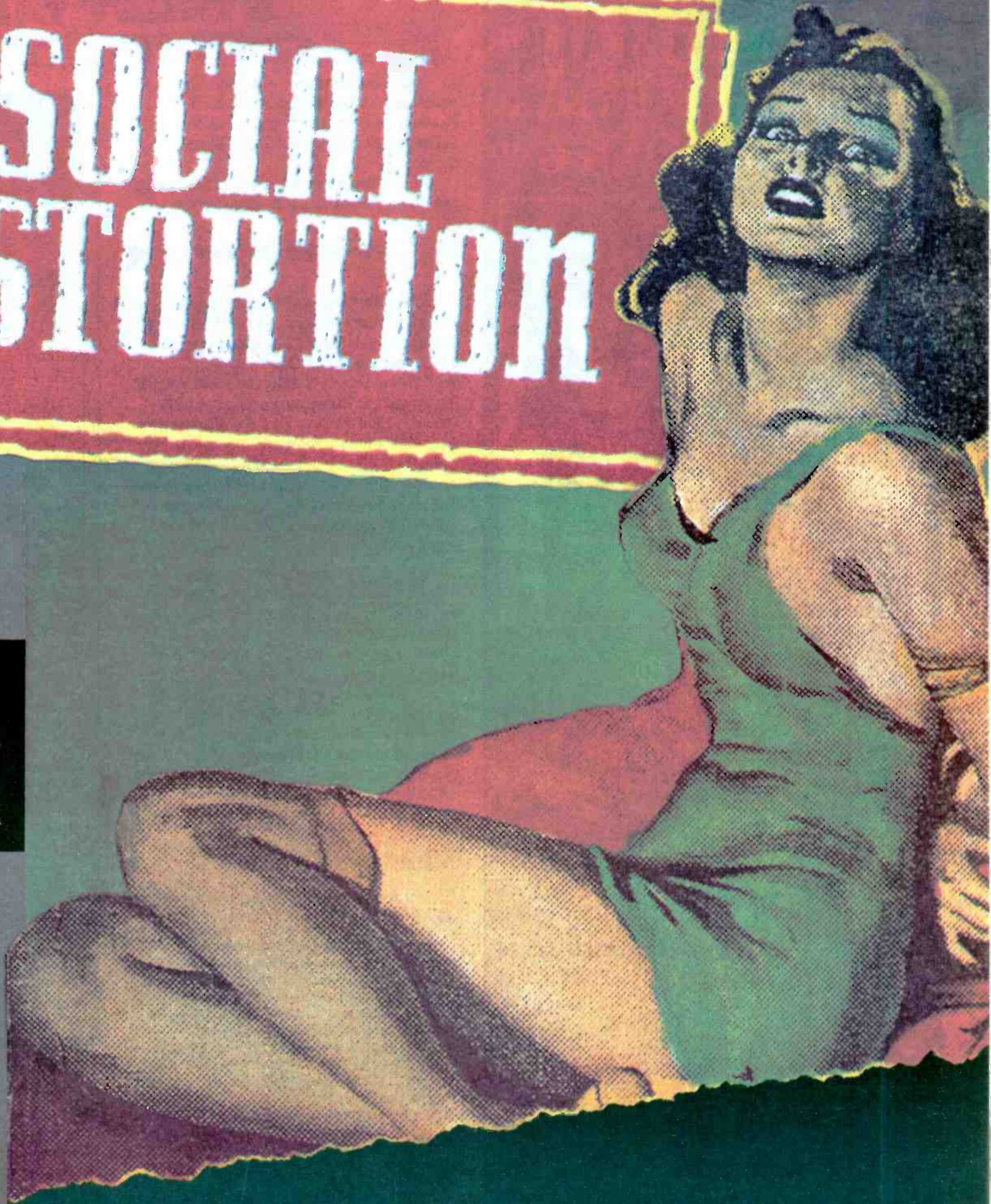
- Will a brand-new major market New Rock station debut within the next 30 days?
- Is MCA/Nashville Dir./Nat'l Promo Scott Borchetta being pursued heavily by new Nashville label Asylum for its top promo gig?
- Will former KHEY/EI Paso PD Keith Hill join the Pollack Mullins/Nashville consultancy?
- Why were WZPL/Indy VP/GM Roger Ingram and PD Don London wandering the halls of WPLJ/NY last week?
- Will KKFR/Phoenix PD Steve Smith exit when his contract is up at the end of June?
- Will B96/Chicago give the evening slot to late-nighter Baltazar, who's been filling in?

Continued on Page 24



# SOCIAL DISTORTION

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LUCK**



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**AOR - TOP 5 PHONES**  
**TOUR - FOREVER... 48 SHOWS, 52 DAYS, 27 IN A ROW**  
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# ROD STEWART

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**P3 Debut 40**

**A Most Added  
131/27 Including**

WXKS 21-18  
WZOU 34-30  
Z100 27-24  
WEGX 24  
PRO-FM 29-26  
STAR94 add 29  
Q105 add  
WNCI 13  
WZPL add 28  
KBEQ 30-26  
KXXR add  
WKBQ  
KISN 23  
Q99.5  
KPLZ  
WAAL 29-24 HOT  
I95 15-8 HOT  
B95.5 14-10  
K92 25-21 HOT  
WKDD 24-17

*From the platinum album*  
**TWO ROOMS,**  
*celebrating the songs of*  
**ELTON JOHN & BERNIE TAUPIN**



**STIEFEL PHILLIPS  
ENTERTAINMENT**

## STREET TALK®

Continued from Page 22

The latest on last week's surprising resignation of **WCSX/Detroit PD Mark Pasman**: He'll continue hosting his popular Sunday night show, "Motor City Blues Project."

APD **Chris Herrman** is acting PD and the search for Pasman's successor is under way.

### Oregon Transplants

**KKRZ/Portland** update: As expected, the T&Rs continue to mount. No short list of candidates yet, but ST has a long one: ex-**93Q/Syracuse PD J.J. Cook**, former **WAEB/Allentown PD Pete Cosenza**, **WRVQ/Richmond PD Steve Davis**, former **KRSR/Dallas PD Bill Pasha**, and **KS104/Denver PD Dave Van Stone** have sparked some early interest.

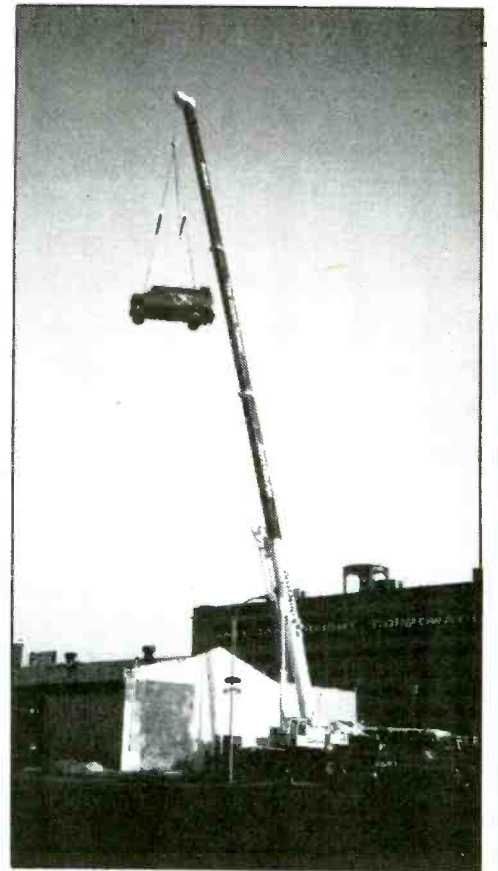
Speaking of Van Stone, ST knows at least two consultants who are having discussions with him about some interesting future possibilities.

**NAB Sr. VP/Radio Lynn Christian** tendered his resignation during last week's convention in Las Vegas. The NAB says the search is under way for his replacement. Christian will stay on through September's Radio Convention.

Christian, who could not be reached for comment, joined NAB in May 1989 after a 29-year career in radio management. He is expected to return to California, where his wife — a flight attendant — continued to live during his tour with NAB.

### Rumbles

- **K107/Tulsa PD Mike Ring** steps into the GM position. He'll retain programming duties indefinitely.
- **KAZY/Denver GSM Denny K. Moore** replaces **Mike Rosen** as VP/GM at **CHR KKYK/Little Rock**.
- Country **KHEY-AM & FM/El Paso** names **Gary Shannon** PD. He replaces **Keith Hill**.
- **WIOQ/Philly** inks consultant **Jerry Clifton**.
- Ex-**KZHT/SLC PD Rich Summers** returns to the PD post at **KFTZ/Idaho Falls, ID**.
- **WZZQ/Terre Haute PD Mike McMillion** resigned Tuesday (4/21), citing irreconcilable differences with management regarding the station's future.
- **AOR KRQK/Santa Maria, CA** will switch to **Unistar's Adult Rock** format May 1. The only survivor is PD **David Anderson**, who will handle mornings. MD **Don Alias** lands mornings at nearby **KZOZ/San Luis Obispo**.
- **KMJQ/Houston MD/late-night personality Chris Reynolds** moves to **WWIN-FM/Baltimore** for nights, replacing **Lauren Thompson**.
- **Power 99/Atlanta** morning ND **Robert Kessler** exits; co-host **Leslie Fram** assumes news duties.
- **WJJS/Lynchburg, VA PD/MD/afternoon personality Lad Goins** heads crosstown to sign on new 100kw UC competitor **WVLR**. Morning man **Cisco** adds OM/PD duties at 'JJS and will double as OM for Country sister **WXYU**. Weekender **Robert Tucker** becomes MD/afternoon driver.
- **Keith Soils** returns to **KJMZ/Dallas** for afternoons, exiting middays at sister **WVEE/Atlanta**. Former **WCKZ/Charlotte** morning co-host **Helen Little** joins **KJMZ** for middays.
- Morning man **Frank Kelly** becomes interim PD at UC **WCKX/Columbus, OH**.
- **WKXX/St. Louis** inks four-year morning co-host **Frank O. Pinion** for two more years.
- DC UC changes: **WHUR PD/afternoon driver B.K. Kirkland** and morning host **Candy Shannon** switch shifts; middayer **Paul Porter** exits. Over at crosstown **WKYS**, evening personality **Kevin James** is out.



**VANTAGE POINT** — As part of **WIOQ/Philly's April Foolishness**, morning pranksters **John McMann & Joni Siani** spent four hours interviewing sources about the proposed demolition of the **Ben Franklin Bridge** (a major artery between the City of Brotherly Cheesesteaks and New Jersey), while claiming to be broadcasting live! from the **EZ CHR** station's van, suspended 150 feet in the air above nearby **Delaware Ave.** (The sources were all **WIOQ** employees, the duo was actually broadcasting from a hidden location, and local transportation authorities were NOT amused.)

### Bitter Sweep Aftertaste

Mark "Mr. Voice" **Driscoll's** sweepers are indeed running on both Philly CHRs. One of the new bits airing on **WEGX** says, "If you hear my voice on any other Philly radio station, it's just a rerun" — referring to the sweepers he'd cut when he was PD at **WIOQ**.

Four **WTOP & WASH/DC** staffers are exiting to join former boss **Holland Cooke** at **Gannett's USA Today Sky Radio**. Making the jump from all-News **WTOP** are news anchor **Bill Thompson**, sports anchor **Dave Johnson**, and business editor **Frank Barnako**, the last of whom will serve as ND of Sky Radio. **WASH** programming assistant **Ramona Bourgeois** joins the service as an operations assistant.

**Cooke** — who oversees Sky Radio's programming as VP/Radio — was previously OM of **WTOP**. Sky Radio will provide live news, business, and sports programming to airliners.

Just when you thought it was safe to touch that dial, another all-**Led Zeppelin** stunt hit the airwaves. At 5pm last Friday (4/17), **Westcom AOR WXRC/Charlotte** — which is being directed via an LMA by **Voyager Gold WWMG** — played nothin' but the Zepsters for four days straight, then added **Pink Floyd** to the mix. After the rebuilding process is complete, look for the station to remain AOR under the "New Rock 95.7" handle.

Continued on Page 27



*"WANNA SEX YOU UP"*  
No. 1 Single

*"/ADORE MI AMORE"*  
No. 1 Single

*"ALL FOR LOVE"*  
No. 1 Single

*"THINKIN BACK"*  
TOP FIVE Single

**COLOR ME BADD**

**"SLOW MOTION"**

OVER 4,000,000 ALBUMS SOLD WORLDWIDE!!!

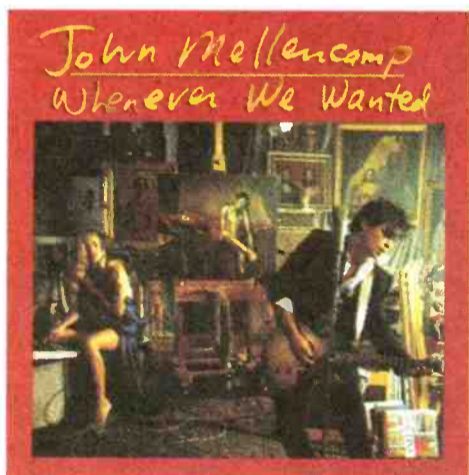
"SLOW MOTION"?... GO FIGURE!



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# JOHN MELLENCAMP

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- **Sold out tour returns to America in June**
- **Top 5 AOR**
- **MTV Stress**

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## "Now More Than Ever"

**IT'S NOT JUST A SLOGAN**

Management: Artists Services Corp.  
Horizon Entertainment



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# STREET TALK®

Continued from Page 24

## For Unlawful Carnal Knitwear

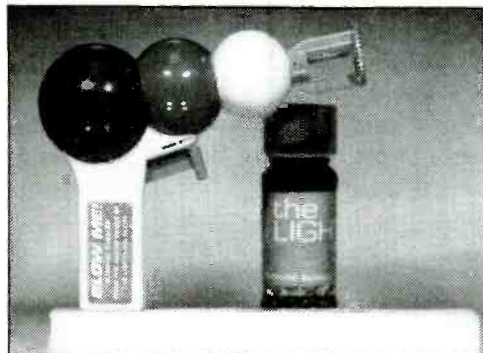
KZKZ/Ft. Smith, AR PD Mark Morgan punched up the ST "fun-fax" to let us know about a censorship controversy brewing in his market. A 19-year-old Van Halen fan was arrested and tossed in jail last week for wearing a "For Unlawful Carnal Knowledge" T-shirt in public. The arrest, which garnered extensive newspaper and TV coverage, is said to be the first under a 1990 state law banning "public display of obscene material."

Morgan said he's contacted VH's management and publicist, who indicated they were willing to get involved. KZKZ plans to raise money to pay the fan's fine (a maximum \$1000), and is considering other action, including "dropping T-shirts from a helicopter in the downtown area." Stay tuned.

WDNS/Bowling Green, KY PD Bryan Locke, MD Gary Hatchel, and overnigher Buzz Bodean defect to new crosstown AOR

## Rumbles, Pt. II

- New KCHX/Midland-Odessa, TX middayer Sandy Scott adds MD duties.
- WOVV/W. Palm Beach inks former KIX106/Birmingham PD Brian Christopher for wakeup services, teaming him with current co-host Donna Rose. The dynamic duo bill themselves as "Beefy & The Big Blonde."
- Z104/Madison nabs KUFJ/San Jose morning man Craig Hunt for wakeups. He replaces Kevin Wild, now doing mornings at KHTK/St. Louis.
- WKDD/Akron ups middayer Sue O'Neil to MD.
- Jon Hart becomes PD at AOR KLFJ/Killeen, TX.
- KIPR/Little Rock afternoon driver Mark Dylan adds MD duties, replacing Steve Stone.
- WKMF-AM & FM/Flint, MI ups evening talent Skip Stevens to MD.
- After 15 years with B100/San Diego, overnigher John Fox exits.
- Bill West, last heard doing swing at WRMF/W. Palm Beach, is now handling middays at KLDE/Houston.
- Power 96/Miami night jammer Tony Tiger exits to pursue a career in records. Late-night stalker Dimas moves to Tiger's slot, overnigher Raffi Contigo fills late-nights, and weekender Lil' Lazz takes overnights.
- WTIC-FM/Hartford swing personality Lee Cameron exits.
- WPKX/Springfield, MA night jock Don Clark segues to middays. WBMX/Boston parttimer Patty Fox moves to evenings at PKX.
- Tanya Chase joins KMML/Amarillo for mid-days, coming from crosstown KMLT.
- New sign-on WYZM/Madison, WI goes Country under an LMA with crosstown AC WMMM.
- KRIO/San Antonio switches from Country to Tejano.
- Clearing up last week's ST item about KDKA/Pittsburgh: The station has dropped music from its weekday programming. KDKA is still playing music on the weekends.



## Bubble Your Pleasure!

The new 'n' improved deter-gents and clean-up women at MCA Records soft-soaped all manner of flaky competitors for Promo Item O' The Week honors, working selected programmers into a lather over "Blowing Bubbles" — the second single from the Lightning Seeds' new "Sense" LP — by providing the powders that be with a custom-stickered bottle o' suds and a futuristic looking, battery-powered air gun emblazoned with the cryptic instructions "blow me." Soporific.

rival WBZD (The Buzzard), where they assume the same duties. Bill Brady — longtime middayer at crosstown Country flamethrower WBVR (The Beaver) — becomes the Buzzard's Station Manager/morning man, using the *nom de aire* Road Kill Bill(!). WKDF/Nashville night rocker Rockin' Ronda co-hosts mornings and handles middays.

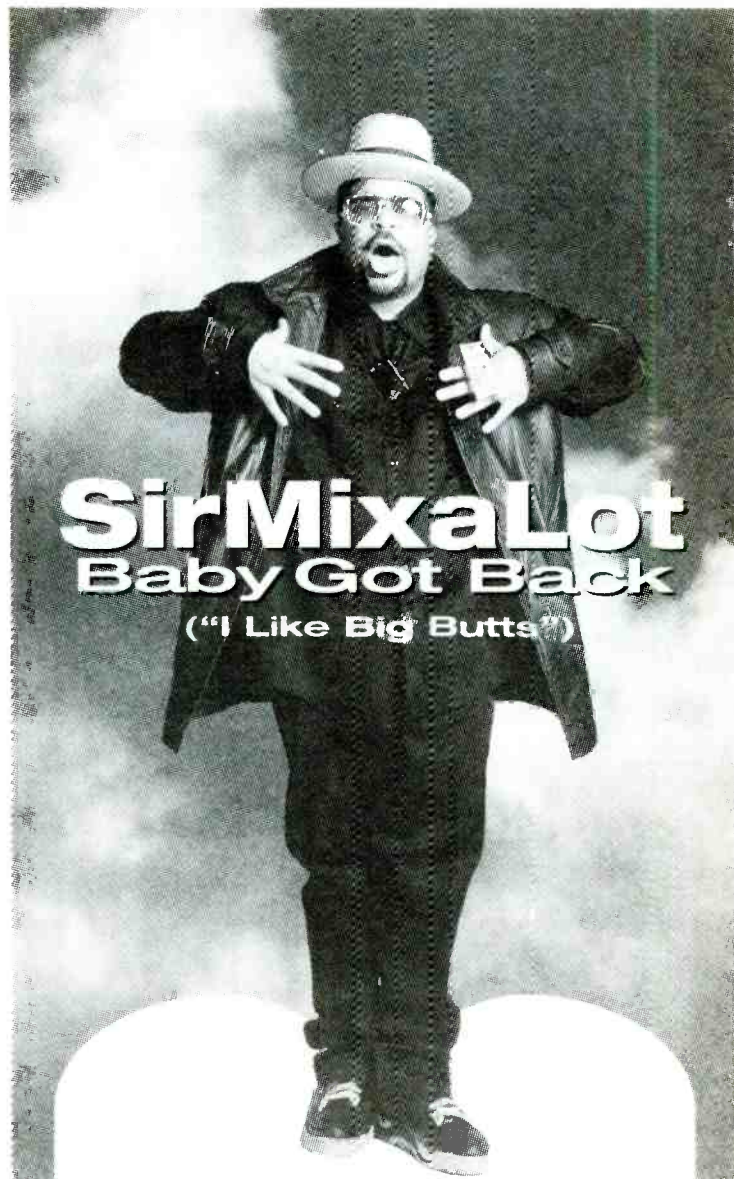
## All Lasorda Details

Although the official balloting on the Post Office's riveting Young Elvis/Old Elvis stamp issue closed Friday (4/24), lucky industryites have an extra couple of days (till Tuesday, 4/28) to cast their votes on the same subject in the R&R Fax Poll (ST 4/17). We'll announce the spine-tingling results in the 5/1 issue. Return to sender.

In a related story, WPYX/Albany, NY morning duo Grego & Barrow have launched a survey to determine whether a planned statue of Dodgers manager/diet spokesperson Tommy Lasorda should depict the "tubby Tommy" or the "tiny Tommy."

The statue is being erected on the site of old McNearney Stadium — now a golf course — where Lasorda once pitched for the Schenectady Blue Jays. The idea scored 'PYX a story in USA Today.

Continued on Page 28



## P-1 CHART 33

- |                  |              |
|------------------|--------------|
| PWR96 12-7 HOT   | KXXR add     |
| KS104 4-3 HOT    | KGGI 7-7     |
| Z90 9-7 HOT      | FM102 deb 24 |
| KSOL 20-12 HOT   | Q106 14-13   |
| KUBE 1-1 HOT     | KMEL 25-17   |
| KF95 19-14 HOT   | HOT977 add   |
| KKMG 10-7 HOT    | KPLZ deb 22  |
| B95 12-11 HOT    | TIC-FM add   |
| KCAQ 6-3 HOT     | WWKX 29-25   |
| KZHT 30-21 HOT   | WCKZ 9-7     |
| BOSS97 27-24 HOT | WMXF add     |
| WQXA 26-21 HOT   | Y107 17-15   |
| WVBS 28-25 HOT   | B106 23-21   |
| WIOQ add 29      | KKSS add     |
| KBXX 1-2         | KKXX add     |
| WJMO deb 30      | PWR102 6-5   |
| WWHT 34-28       | WBPR add     |
|                  | Y97 add      |

## ADDED AT



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Yes, radio, we are continuing to go for this record! 115 of your peers believe in this. Please believe in this also!! New believers this week include HOT97 and PRO!

**CHR 25**      **P1 28**  
**P2 25**  
**P3 28**



Continued from Page 27

### Leap O' The Week

This week's prize goes to the great city of Tyler, TX. Arbitron added Gregg (home of former market #195 Longview) and Cherokee Counties to Tyler's Smith County and boosted the metro's ranking from No. 250 to No. 138.

WKBQ/St. Louis morning wackos **Steve & D.C.** are the latest jocks to offer fugitive **Axl Rose** cash — a cool \$10,006 — if he turns himself into authorities at the station.

Rose, you'll recall, faces arrest in St. Louis stemming from last year's melee at a **Guns N' Roses** show.

### Man The LIFEbeats

LIFEbeat — an HIV-disease support and resource organization wholly supported by the American music industry — is organizing a benefit concert, "LIFEbeat Live," to be held at Madison Square Garden's Paramount Theater June 8. Scheduled to play are **Wilson Phillips, Salt-N-Pepa, Yoko Ono, Cyndi Lauper**, and others. More details on ticket prices (and other acts) coming.

Entertainment at the May 30 **WRKO/Boston** 25th anniversary bash will include a one-off musical performance featuring ex-Epic A&R Exec. **Lenny Petze, Morgan Creek Sr. VP/Promo Walter Lee**, legendary Boston promo rep **Lenny Collins**, Beantown music biz veteran **Rick Coyne**, plus others TBA.

### Records

- L.A.-based **PLG VP/Promo Mel DeLatte** declines to relocate to NY and exits to pursue other opportunities. Don't look for another VP to fill the slot, but expect PLG's NY Sr. Dir./Promo **Joe Riccitelli** to take on more duties.

- Shortly after being promoted to Editor of the *Hard Report*, **Jim Trapp** resigns to join **Capricorn** in a national capacity. Meanwhile over at tip rival *Album Network*, Progressive Music Editor **Dave Sparks** flies to **A&M** to head up the label's alternative marketing efforts.

- Former **IRS** Midwest regional promo rep **Leo Vela** assumes the same duties for **Morgan Creek**, based in Chicago.

- Former **Profile** regional promo rep **David Gray** joins **Inderoc Records** as Nat'l Promo Dir., based in L.A.

### RADIO & RECORDS



1

- **Granum** names **Peter Ferrara** COO and **Michael Weinstein** VP/CFD.
- **Rick Balis** becomes **WLUP-FM/Chicago** PD.
- **Mason Dixon** joins **WMTX/Tampa** as OM/morning man.
- **Sunny Jo White** pens a pact to become middays/Creative Services Dir. for **WZOU/Boston**.

5

- **Robert Hyland** elevated to **CBS Radio Division** Sr. VP.
- **Andy Beaubien** becomes **KNX-FM/L.A.** PD.

10

- **Bob Hattrik** exits **Doubleday Broadcasting** to form a consultancy.
- **Bobby Magic** becomes Nat'l PD for **Beasley Broadcasting**.

15

- **Les Garland** lands the **KFRC/SF** PD gig.
- **Harry Nelson** upped to **WRKO/Boston** PD.
- **Charlie Van Dyke** joins **KLIF/Dallas** as morning man.

There also will be a celebrity golf tourney that morning. Contact **Gerry Cagle** at **KWOD/Sacramento** at (916) 929-5000 or **Les Garland** at **Video Jukebox** at (305) 892-3650. Proceeds from both events go to the **Jimmy Fund** for children's research.

R&R would like to thank **American Airlines** for lowering prices in time for our convention. Use the R&R special star number (see ad, Page 9) and travel really easy on your wallet.

Kudos and superlatives to **Epic/Nashville** VP/Promo **Jack Lameier**, who celebrates 30 years with **CBS/Sony** on Sunday (4/26).

Congratulations to **A&M** President **Al Cafaro** and **Private Music** VP/Promo **Linda Feder** on the birth of their second child, **Molly**, April 14.

## MATTHEW SWEET



"G I R L F R I E N D"

- |                   |                   |                       |
|-------------------|-------------------|-----------------------|
| <b>KBEQ</b>       | <b>WAPE</b>       | <b>KNOE</b>           |
| <b>KWOD 21</b>    | <b>WRVQ</b>       | <b>WILN</b>           |
| <b>WLAN add</b>   | <b>KXKT 15-12</b> | <b>WNIN 28</b>        |
| <b>WPST 28-21</b> | <b>KIKX</b>       | <b>KMGZ</b>           |
| <b>WSTW</b>       | <b>FM104 27</b>   | <b>KFMW 27-21 HOT</b> |
| <b>WYCR 27</b>    | <b>WNYP 30</b>    | <b>KTRS 32</b>        |
| <b>195 31</b>     | <b>KISR 25</b>    | <b>KQIX</b>           |
| <b>WZYP 31</b>    | <b>KCHX 32</b>    | <b>KTMT</b>           |



National Tour Starts May 22 With **INDIGO GIRLS**



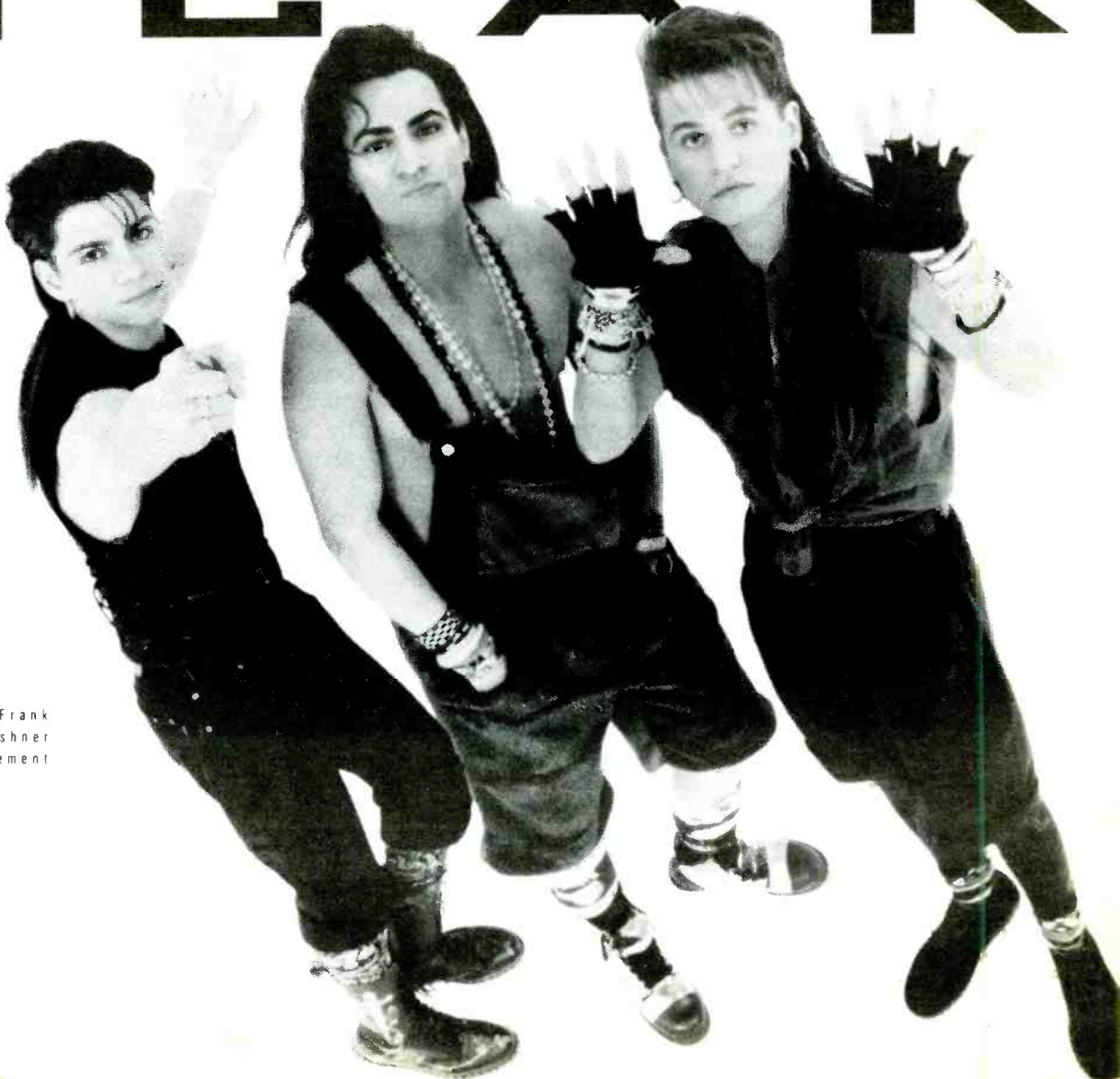
**DOWN IN THE FLOOD** — In the wake of the Windy City's recent downtown disaster, CapCities/ABC N/T **WLS-AM & FM/Chicago** midday manatee **Roe Conn** wriggled into a wet suit for a broadcast live! from the banks of the **Chicago River**. Obviously a case of working for scale.



JUST  
GIMME  
SOME

"T.L.C."

# LINEAR



From the new album

CAUGHT IN THE MIDDLE

Produced by: David Frank  
Management: Brian E. Kushner  
for Power Star Management



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# Quality Control In Management

Forget Japan-bashing; practicing the philosophies they preach can pay huge dividends

These days, business seems to have taken up two new sports — Japan-bashing and a quest for greater quality in our products. We can't play either sport well unless we pay serious attention to the rules of the game.

Instead of bashing the Japanese, let's look at how they really developed their strength and learn from it. Then let's put it into practice.

It is ironic that an American, Dr. W. Edwards Deming, taught the Japanese about quality because American companies weren't interested. During these days of LMAs, changing ownership rules, looming bankruptcies, and enormous economic opportunities, it pays to put Dr. Deming's theories into practice.

I have borrowed liberally from a summary of Dr. Deming's work compiled for me by a colleague, Dave Elliott. As you read these points, keep this in mind: Dr. Deming's ideas take time to put into practice. If you say, "I don't have to do this," it suggests a weak commitment to quality — which will eventually create the same set of problems over and over. If you do take the time, Dr. Deming's principles pay huge dividends. Just ask the Japanese.

Among the key principles you should put into practice:

**Create constancy of purpose toward improvement of product and service.**

Simply put, this means think long-term. It means that you must pay careful attention to the changing nature of your business rather than simply exhorting everyone to "do their best."

Twenty years ago, AM radio operators told their staffs that they could run the best AM station in the country and that FM didn't matter. They failed to pay attention to the fact that FM was an improvement of product. Even though their workers all "did their best," it didn't help most of them.

## Quality

- **Constantly improve**
- **Think like your customer**
- **Think beyond low price**

The same story was true for the record industry. Manufacturers used better vinyl and improved pressing, telling their workers to "do their best." Meanwhile, Sony and Phillips developed the compact disc, making records obsolete. The next phase will be the recordable compact disc, coming in August.

Innovate along with the new recordable CD technology. Ask yourself how you can improve your product by using it. The first step in quality control is to commit to constant improvement and quality. Then innovate continuously.

**Recognize that we are in a new economic age. Adopt new philosophies and take on leadership for change.**

The characteristics of the new economic age are rapid change, a turbulent environment, constant technological breakthroughs, and consumers who practice "scratch-and-win thinking." They want instant gratification. Work to constantly anticipate and please these fickle customers.

**Stop depending on inspection to achieve quality. Eliminate the need for inspection by building quality into the product in the first place.**

I have seen dozens of radio stations launched with the following words: "Let's just get this format on the air, and we'll catch all the problems and fix them later." In nearly every case, the problems ended up catching the people who started the format.

To avoid problems, follow Deming's advice: "Seek total and profound knowledge of the process." It's a lot more work and requires continual learning, but it pays off in spades. Just ask Clancy Woods, GM of KHM/Houston.

**Don't award business on price alone. Minimize total cost by moving toward a single supplier for any one item based on a long-term relationship with loyalty and trust.**

Ask yourself how often you have decided to change a supplier (engineering, consulting, research, or even your stationery printer) just "to see what else is out there" or "to save a few dollars." Has it really paid off?

## Growth

- **Think long-term**
- **Train, train, train**
- **Don't motivate by fear**

Think long-term. These are the advantages of a single supplier:

- The customer and supplier can work together to create a system that benefits both of them.

- The customer and supplier can work toward a constant improvement of quality, design, and service by adapting to each other's changing needs.

- You can lower your costs by increasing the volume of business with a single supplier, thereby improving profits for both sides.

The key to this system is to stop thinking of suppliers as adversaries who have to be beaten down so you can put an extra dollar or two on the bottom line. Instead, think of them as partners who want to help you win but who also need to make a profit. If you're not arguing with each other about nickels, you'll both start making dollars.

**Institute training on the job.**



*Motivating by fear is a double-edged sword.*

Too many businesses view training as an expense (instead of an investment) because they view employees as a commodity, not an asset. Too often, a new employee is trained by a co-worker who shows him what to do. Unfortunately, each time one person teaches the next, more and more is lost in translation. Mistakes are passed down the line.

Ask yourself: How many employees receive formal training? How many are trained "in the trenches?" How often do we say, "I don't have time to train?"

One person — a master — should be responsible for teaching everyone the same skill. If this happened, quality would improve dramatically.

**Drive out fear so everyone may work effectively for the company.**

Fear destroys quality. How often have managers told program directors, "If you don't fix this by the next book, you're fired?" How often have programmers told announcers, "If you make a mistake on-air, I'm putting you back on weekends?" It's the same in the music business: "Get this song on the air, or you're fired." This is crazy.

A boss who threatens a worker should take a hard look in the mirror. First, ask yourself why you hired a person who couldn't do the job. Too busy to check him out?

Second, ask yourself if you really know what the job entails. This goes back

to point three, which says you must seek total and profound knowledge of the process.

Managers who rely on fear believe that those working under them are incapable, and this becomes a self-fulfilling prophecy. It is management's job to create a work environment where workers can take pride and joy in their work.

One final note: Managers need continual training too. Don't be afraid to say, "I need to improve my management skills the same way that I continuously improve my company." This is true whether you "manage" promotion people, announcers, a sales team, or even yourself. If you are not committed to improving yourself, how will your organization grow?

*No. 36 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.

## Harrison Live Double Album On Horizon

Although title, street date, and track listings are subject to possible change, a live double-CD of material recorded on George Harrison's recent Japanese mini-tour with Eric Clapton as guest guitarist is currently set for June 30.

Along with several of Harrison's solo hits, including "My Sweet Lord" and "All Those Years Ago," the Dark Horse/WB set — tentatively titled "Live In Japan" — is slated to contain several Beatles' tunes ("Taxman," "If I Needed Someone," "Something," "Old Brown Shoe," "I Want To Tell You," "Piggies," "Here Comes The Sun," and "While My Guitar Gently Weeps") alongside covers of Chuck Berry's "Roll Over Beethoven" and James Ray's "Got My Mind Set On You."

Accompanying Harrison and Clapton on the recording are percussionist Ray Cooper, bassist Nathan East, drummer Steve Ferrone, guitarist Andy Fairweather-Lowe, and keyboardist Greg Phillinganes.

### Simpsons Set 'Yellow Album'

The Simpsons are set to release their second Geffen LP ("The Yellow Album"), possibly as early as September. According to the Santa Monica, CA-based ICE newsletter, C&C Music Factory, Linda Ronstadt, and the Beach Boys have already signed on for the project, with Ronstadt set to duet with Homer Simpson on Willie Nelson's "Funny How Time Slips Away."

### Santana's Tribute LP

Carlos Santana's 27th LP will be his first for PLG. A tribute to the late Miles Davis and Bill Graham, "Milagro" opens with a recording



of Graham introducing Santana at a live date.

The veteran guitarist co-produced the record with keyboardist Chester Thompson and worked with his usual band, but the lead track ("Saja/Right On," coming to radio May 4), features vocals by Larry Graham (of Graham Central Station). Also featuring "Red Prophet," "Life Is For Living," and the title track, the album will be in stores May 5 — Cinco de Mayo.

### EMF Do Iggy

EMI recording artists EMF are set to return with a four-song EP ("Unexplained") on May 19. Said to sport a more guitar-driven sound than previous recordings, the EP features a cover of Iggy & The Stooges' seminal "Search And Destroy" alongside three original numbers: "Getting Through," "Far From Me," and "The Same." Look for a full album to follow in September.

### Gotta Band, Gotta Record

Fleetwood Mac co-founder John McVie's "Gotta Band" With Lola Thomas will release its first album on May 12. Dennis Walker, noted for his work with Robert Cray, produced the LP. Vocalist Thomas wrote or co-wrote five tunes on the disc and current Mac member Billy Burnette co-wrote two more, including "The Bigger The Love," on which Don Henley collaborated as well.

Among the album's guest musicians are Mick Taylor and the Memphis Horns. Additional tracks include "Evidence" and "Lost What You Had," which will be the first single and is set to arrive the same day as the album.

### Edmunds Re-Produces Stray Cats

The Stray Cats return in mid-May with the Dave Edmunds-produced "Choo Choo Hot Fish," their first release since 1988 and the first record from Great Pyramid Records. Edmunds previously produced the group's first two albums.

The new LP's songs include a cover of Santo & Johnny's classic '59 instrumental "Sleepwalk," as well as "Crybaby" (which Edmunds plays on), "Lust 'N' Love," and the lead track — "Elvis On Velvet" (!) due April 24.

Incidentally, this new division of the Pyramid Record Group will be distributed through JRS/BMG, unlike its sister label, Pyramid, which is an Epic Associated label.

### Chicago's Star Time

In celebration of their 25th anniversary, Reprise recording artists Chicago will be awarded a star on the Hollywood Walk Of Fame on May 4.

## BOOK BEAT

### Singer Nina Simone's Autobiography Arrives

Unlike almost every other entertainer in the business, **Nina Simone** (born Eunice Waymon) never set out to become a popular recording artist. Instead, the North Carolina child prodigy wanted to be the first black concert pianist. By 1954, she was playing piano and singing in jazz clubs to pay for her classical lessons. Four years later, her recording of "I Loves You, Porgy" launched a career that's encompassed jazz, pop, blues, folk, and classical — sometimes all at once.

Written with **Stephen Cleary**, Simone's just-published autobiography, "I Put A Spell On You" (Pantheon/\$22), provides only a maddeningly sketchy version of the artist's rich musical history: Simone left her mark on rock via the Animals and their original organist **Alan Price**, who appropriated her mid-'60s arrangements of "Don't Let Me Be Misunderstood" and "I Put A Spell On You," respectively. She later began writing her own socially-

conscious material ("Mississippi Goddam" and "To Be Young, Gifted And Black"), and her fervent performances thereof earned her the sobriquet "The High Priestess Of Soul."

Shortly thereafter the combination of overwork, marital problems, reactionary politics, family deaths, and money woes caused Simone to suffer a nervous breakdown and attempt suicide.

While such tragedy has made her the object of considerable cult worship, the 180-page hardcover not only helps put her personal problems in a political context, but also gives Simone the opportunity to tackle all sorts of dicey subjects in greater depth than the usual lost-image magazine profile. She's led an amazing life, and the supporting cast of musicians and thespians, literary and political figures who've shared it with her is staggering.

For further book-related info, phone **Stacey Watt** at (212) 572-2687.

## MUSIC DATEBOOK

### MONDAY, MAY 4

1959 / The first Grammy Awards are issued. **Henry Mancini's** "Music From Peter Gunn" wins Best Album. The **Champs** win one for "Tequila."

1970 / **Neil Young** is moved to write 'Ohio' after four Kent State University students are killed by U.S. National Guardsmen.

Born: **Tammy Wynette** 1942, **Nickolas Ashford** 1943, **Jackie Jackson** 1951

### TUESDAY, MAY 5

1968 / **Buffalo Springfield** breaks up.  
1986 / Cleveland is named as the future home of the Rock & Roll Hall Of Fame.

Born: **Ian McCullough** 1959



Madonna — peek performance?

### WEDNESDAY, MAY 6

1965 / **Rolling Stone Keith Richards** falls asleep while improvising on a new guitar. Scrambling to remember a riff the next morning, he rewinds a tape recorder he'd left on, and plays back "Satisfaction."

1973 / **Paul Simon** begins his first solo tour in Boston.

1991 / **Madonna's** "Truth Or Dare" movie premieres in Hollywood.

Born: **Bob Seger** 1945

### THURSDAY, MAY 7

1972 / The **Rolling Stones** release the "Exile On Main Street" double album.

1991 / A wrongful death suit against **Ozzy Osbourne** is dismissed. Judge cited a lack of proof that repeatedly listening to Osbourne's music caused a teenager to commit suicide.

Born: **Chris Frantz (Talking Heads, Tom Tom Club)** 1951

### FRIDAY, MAY 8

1972 / **Billy Preston** becomes the first rock 'n' roll act to play NYC's Radio City Music Hall.

1990 / **Tom Waits** wins \$2.5 million when an L.A. court determines **Frito-Lay** unlawfully used a sound-alike in its TV ads.

Born: the late **Rick Nelson** 1940, **Phillip Bailey** 1951, **Billy Burnette** 1953, **Alex Van Halen** 1955, **Eric Brittingham (Cinderella)** 1964

### SATURDAY, MAY 9

1974 / Critic **Jon Landau** sees a **Bruce Springsteen** Boston show. The performance moves him to write: "I have seen rock & roll's future, and its name is Bruce Springsteen."

Born: the late **Dave Prater (Sam & Dave)** 1937, **Billy Joel** 1949, **Dave Gahan (Depeche Mode)** 1962

### SUNDAY, MAY 10

1969 / The **Turtles** play the White House.  
1986 / **Mötley Crüe's Tommy Lee** marries actress **Heather Locklear**.

1989 / **U2's Bono Hewson** and wife **Allison** celebrate the birth of daughter **Jordan**.

Born: **Dave Mason** 1947, the late **Sid Vicious** 1957, **Bono Hewson (U2)** 1960

— Paul Colbert

## SCREEN SCENE

### Stars Come Out For 'Encino Man' ST

The first single from the **Hollywood Records** soundtrack to the forthcoming **Pauly Shore** comedy "Encino Man" will be former **Motley Crue** frontman **Vince Neil's** solo debut ("You're Invited, But Your Friend Can't Come"). Neil co-wrote and recorded the tune — set to arrive early next month — with **Tommy Shaw** and **Jack Blades** of **Damn Yankees**. (Shaw and Blades, incidentally, will play a pair of roller coaster operators in the **Hollywood Pictures** movie, which concerns the discovery of a caveman who gets brought back to life in today's San Fernando Valley (!) and is scheduled to open in June.)

Joining Neil on the soundtrack are Hollywood Records artists **Queen** ("Stone Cold Crazy"), **T-Ride** ("Luxury Cruiser"), **Yothu Yindi** ("Treaty"), and the **Scream**, who cover the **Rubber City Rebels'** punk classic "Young And Dumb." Also appearing on the soundtrack — and playing a prom band in the film — are the **Infectious Grooves**, who contribute "Feed The Monkey."

Rounding out the LP are selec-



Vince Neil — solo down in Encino, man.

tions from **Steve Vai** ("Get The Hell Out Of Here"), the **Jesus & Mary Chain** ("Why'd You Want Me"), the **Edgar Winter Group** ("Frankenstein"), and rapper **Hi-C** ("Leave My Curl Alone") and a quartet of unusual covers: **Cheap Trick** doing the **Troggs'** "Wild Thing," the **Smithereens** performing **Sam The Sham & The Pharoahs'** "Wooly Bully," **Scatterbrain** tackling **L.L. Cool J's** "Mama Said Knock You Out," and **Crystal Waters** reworking **Ian Whitcomb's** "You Turn Me On." Look for the soundtrack to hit the streets May 19.

### Richard Thompson's 'Sweet Talker' Guise

Before he cut 1991's "Rumour & Sigh" record, **Richard Thompson** recorded the soundtrack for the recent "Sweet Talker" film. Among the 11 all-new tunes are "Put Your Trust In Me," "Boomtown," and an instrumental called "Persuasion." **Capitol** is set to release the LP on May 5.

### Valli Of The Molls

**Four Seasons** frontman **Frankie Valli** will play a used-car lot owner in "Vinny D," a "dead serious comedy about a wiseguy wannabe." The independent feature, produced and directed by **John A. Gallagher** ("Street Hunter"), starts shooting later this month in — where else? — New Jersey.

### Kemp In 'Aspen Extreme'

**Martin Kemp** — formerly of **Spandau Ballet** and co-star of "The Krays" film — will play **Franz Hauser**, a veteran ski instructor in "Aspen Extreme," an independent action-adventure film targeted for a December 1992 release through **Buena Vista**.





## Promotional Potpourri

Undaunted by the poor economy, Gold outlets continue to be promotionally active. Let's review some recent profile-enhancing activities.

### Patriotic Hoops

The WODS/Boston "Air Aces" basketball team challenges a squad of New England Patriots netters to a benefit game tomorrow night (4/11) at a local high school.

Station personalities Mike Adams, Paula Street, Jay Gordon, and Sandy Benson will represent Oldies 103. Pats players slated to appear are Hugh Millen, Fred Smerlas, Tom Hodson, Greg McMurtry, Ronnie Lippett, and the always unpredictable Irving Fryar. WODS jocks and Patriots will be available to sign autographs throughout the evening.

### Moondog Ball

Approximately 10,000 people attended WMJI (Majic 105.7)/Cleveland's "Moondog Coronation Ball" (3/21) at the city's Public Hall. Legendary radio personality Alan Freed hosted the first such event 40 years ago.

An impressive talent roster performed in the '92 incarnation, including Jerry Butler, Len Barry, the Tokens, Ronnie Spector, Clarence "Frogman" Henry, and the Drifters. Also, Little Anthony (Anthony Gourdine) reunited with the original Imperials for the first time in 20 years. WMJI received a special plaque during intermission for sponsoring the event.

### Making The Honor Roll

In this election year, WCBS-FM/New York invited listeners to vote their favorite artists into the "Honor Roll of Rock 'N' Roll" via an 800 number. The station mounted a similar promotion two years ago.

### Chance Of A Lifetime

WWSW (3WS)/Pittsburgh gave Indiana, PA's Janice Torrell the "Chance of a Lifetime" — the chance to perform onstage during a show called "The Roots of Rock & Roll." Torrell secured the privilege by winning a Morning Zoo competition in which contestants sang their favorite oldie. She won by belting out "Hooked On A Feeling."

The prize package included a limo ride to and from the show, the winner's name in lights on the marquee, and a night at the city's Vista Hotel. In her moment of glory, Torrell performed "All I Have To Do

Is Dream." She shared the stage with Little Anthony, Harvey Fuqua & The Moonglows, the Marvellettes, the Capris, and Don & Juan.

### 'Cans Film Festival'

CKIS (Oldies 990)/Montreal hosted the city's first "Cans Film Festival" (3/25) at the Plaza Cote des Neiges Cinemas. Prior to the event (a screening of seven current mainstream movies), Oldies 990

By Mike Kinasian

provided passes to listeners. The station asked attendees to bring at least one canned item for the Sun Youth food bank; over 4000 cans were collected.

### Landmark Appearance

Syracuse's Landmark Theater was the site of a recent WSEN oldies bash which attracted 1500 fans. Among the '50s and '60s artists performing were Little Eva, Dee Dee Sharp, Ray Peterson, Bobby Lewis, Len Barry, Marv Johnson, the Dovells, and the Fleetwoods.



DO THE WAVING MOTION — Little Eva and Marv Johnson join WSEN/Syracuse's John Carucci (l) and Gary Dunes at a recent station-sponsored concert.

## GOLD VAULT

### Management

Toni Mason returns to WGRR/Cincinnati as Promotion Director.

### Miscellaneous

- KWG/Stockton, CA recently celebrated its 70th anniversary. KWG is the oldest station west of the Mississippi and second oldest (to KDKA/Pittsburgh) in the country.

- KCBQ/San Diego morning man Jeff McNeal interviewed Vice Presi-

dent Dan Quayle on St. Patrick's Day in the VP's suite. The two (along with KCBQ producer Dan Mitchinson) warmed up for the interview with a breakfast of green eggs and ham.

### Air Talent

Scott Drake — who began his radio career in 1978 at KOOL (AM)/Phoenix — is the new morning man on KOOL-FM... KLLI/Texas, TX afternoon personality John West joins the weekend staff of WCFL/Morris, IL.



Sporting their 70th anniversary T-shirts are (l-r) KWG/Stockton ND Dirk Kooyman, VP/NSM Jim Taylor, Sr. Marketing Consultant Sharon Ringness, and VP/GM Ken Thompson.

## Faves In The Great Northwest

It didn't take long for KKSX/Portland to respond to my request (R&R 3/20) for listener surveys. Here's the Top 50 of KKSX's leading 300 tunes.

1. RIGHTEOUS BROTHERS/Unchained Melody
2. ROY ORBISON/Oh Pretty Woman
3. TOKENS/The Lion Sleeps Tonight
4. BOB SEGER/Old Time Rock And Roll
5. ELVIS PRESLEY/Can't Help Falling In Love
6. BEATLES/Twist And Shout
7. BEACH BOYS/Surfin' Safari
8. ROLLING STONES/Satisfaction
9. COMMANDER CODY/Hot Rod Lincoln
10. DOORS/Riders On The Storm
11. EVERLY BROTHERS/All I Have To Do Is Dream
12. JAMES BROWN/I Got You/(I Feel Good)
13. TROGGS/Wild Thing
14. TEMPTATIONS/My Girl
15. KINGSMEN/Louie Louie
16. ELVIS PRESLEY/Jailhouse Rock
17. DION/Runaround Sue
18. J. FRANK WILSON/Last Kiss
19. PLATTERS/Smoke Gets In Your Eyes
20. DON McLEAN/American Pie
21. BEATLES/Yesterday
22. BEACH BOYS/Fun Fun Fun
23. DIXIE CUPS/Chapel Of Love
24. JERRY LEE LEWIS/Great Balls Of Fire
25. BEN E. KING/Stand By Me
26. SUPREMES/Baby Love
27. ROY ORBISON/Only The Lonely
28. TOMMY JAMES/Mony Mony
29. CONTOURS/Do You Love Me?
30. BEATLES/Hey Jude
31. THEM/Gloria
32. OTIS REDDING/Dock Of The Bay
33. MANFRED MANN/Doo Wah Diddy
34. BOOKER T & THE MGS/Green Onions
35. CCR/Bad Moon Rising
36. CHUCK BERRY/My Ding-A-Ling
37. SAM COOKE/Wonderful World
38. FOUR SEASONS/Big Girls Don't Cry
39. BUFFALO SPRINGFIELD/For What It's Worth
40. SHIRELLES/Soldier Boy
41. BEATLES/A Hard Day's Night
42. MUNGO JERRY/In The Summertime
43. SIMON & GARFUNKEL/Sounds Of Silence
44. FOUR TOPS/Baby, I Need Your Lovin'
45. ELVIS PRESLEY/Love Me Tender
46. BEACH BOYS/Little Deuce Coupe
47. RIGHTEOUS BROTHERS/You've Lost That Lovin' Feeling
48. ROLLING STONES/Paint It Black
49. MARVIN GAYE/I Heard It Through The Grapevine
50. CASCADES/Rhythm Of The Rain

As always, I welcome and encourage Gold stations to send in listener surveys and/or your most requested songs

Send them to me in care of R&R, 1930 Century Park West, Los Angeles, CA 90067; or fax them to (310) 203-9763



WODS GIVES WANG A BANG — WODS/Boston VP/GM Bennett Zier (l) presents a check to Wang Center for the Performing Arts President/GM Josiah Spaulding. The money will help underwrite the Wang Center's Movie Classics Series.



Don't miss a rare opportunity to hear the insights of legendary programmer Bill Drake as he discusses the present and future of the Gold format at R&R Convention '92.



JOEL DENVER

## Critiquing Airchecks Effectively

How to balance time pressures, egos — and still draw strong on-air performances from your air talent

If you're a PD, one thing your airstaff probably complains about is the lack of time — and forethought — devoted to constructive criticism. Here's how four PDs manage to evaluate their personalities effectively.

### Paul Cannon

WPRO-FM/Providence PD Paul Cannon says, "A lot depends on the talent and having a feel for what each individual needs. I try and touch base at least once a week with every airstaffer. In some cases it's twice a week, while it's daily for a new personality. Everyone is different; some jocks command more attention than others because of egos or skill levels.

"With some air talent you can be direct and upfront. Others need kid-glove handling, which involves creative linguistics to get your point across without upsetting them. No matter how big the person's ego, I try to point out the positives about the show and delivery.



**With some air talent you can be direct and upfront. Others need kid-glove handling, which involves the use of creative linguistics to get your point across without upsetting them.**

—Paul Cannon



People are more receptive to negatives when you've made a point of reinforcing the positives. If a personality is already intimidated, the worst thing to do is start out with a negative. It sets the tone for the



Dave Denver



Paul Cannon

rest of the session. If you oblige his fears and rip him apart, you end up with too much tension.

"One of the most important parts of the process is self-critiquing. I tell all of my airstaffers that the best way to improve is to listen to themselves on tape as often as possible because they're more critical of themselves than I could ever be.

"I want them to be creative, but they can't step over the line. We try not to structure each shift too tightly, so I expect common sense to prevail. This flexibility gives them the freedom each hour to not only take care of the basics but to express themselves.

"I'll often go into the studio to tell a jock how good he sounds or even call and let him know I'm enjoying the show. I'm not a PD who hotlines the jocks if they talk over 15 seconds. Nothing at PRO-FM has to be said under the watchful eye of the stopwatch. Most of my folks know when they should have done a better job of editing themselves. I want a solid effort and creativity. So if it's a good bit and takes 25 seconds, that's great. The only talk that bugs listeners is idle talk."

### Dave Denver

WOVV/West Palm Beach PD Dave Denver, who also wears a jock hat from 1-3pm, says he reviews "airchecks with the staff as often as needed. Many times my personalities will bring in a tape of a show they're proud of. When I hear major problems I try to handle them immediately, reinforcing the execution of basics, show prep, and passion.

"Passion really comes through on a tape and is the difference between farm-town radio and big-

time radio. If you sound halfhearted, I'll know it and so will the audience. That's why I always say, 'If you put a lost dog story on the air, it had better bring me to tears.'

"I don't like to hotline folks. I try to establish a trust so that when they're being critiqued they know I'm trying to help them improve — not tear them down. If they've screwed up, they generally know it. Repeat problems demand a comfy chat.

"When we sit down, my first question is, 'So what do you think?' The person's assessment gives me an idea of where his head is. That way I can ask myself, 'Is the ego getting out of control, or does he need some stroking?' I like to make performers feel as good as they can and that includes taking a personal interest in their lives.

"You must live the radio station and know your audience. As the

### Breaking Bad Habits

Here are several quick suggestions on how to make your next aircheck session more productive.

• **WPRO-FM/Providence PD Paul Cannon** — "Jocks are creatures of habit. The trick is to get them to change their patterns. To do that, I have them write down what they're not supposed to say and put it in the control room. It heightens their awareness of the pattern."

• **WOVV/West Palm Beach PD Dave Denver** — "Sit down with each jock and ask how he'd like to be managed. I had one guy fall apart when he was hotlined; he was incredibly nervous at the next aircheck session. Another guy begged me to call him if he screwed up. He claimed the phone call fired him up to do better."

• **KSND/Eugene, OR PD Chris Ruh** — "I used to have a female jock who cried during aircheck sessions. I finally told her that if she cried again she was fired. It steered her and made her a better talent because she was able to separate her personal sense of self-worth from the job itself. After all, your job isn't the end-all and be-all — or is it?"

• **KMGZ/Lawton, OK PD Bob Kelly** — "Useless chatter drives listeners away. If I hear my folks do that, I'll transcribe their content and show them how many times they've repeated or said something that went nowhere. It makes a big difference in illustrating the point and correcting the problem."

## Aircheck-Off List

When you sit down with your jocks to review their latest tapes:

- Reinforce the positives to make them more receptive to the negatives
- Treat them as individuals: assess specific needs
- Encourage creativity without breaking the format
- Inspire passion — bring out the emotion



**It's important to create an environment where [the jock] feels comfortable enough to entertain on the air and bold enough to come into your office and say, 'I've got an idea.'**  
—Dave Denver



PD you should know if the afternoon show mirrors the audience's feelings. If it doesn't, you have to help that jock get in touch — especially in cases where a young jock has grown up with '10-in-a-row, no talk.' It's important to create an environment where he feels comfortable enough to entertain on the air and bold enough to come in to your office and say, 'I've got an idea.'"

### Chris Ruh

Because of his own duties as morning man, KSND/Eugene, OR PD Chris Ruh wishes he "had more time to spend on scheduled aircheck sessions. Instead, I try to regularly remind the airstaff of the mission and who we're talking to. When I hear things I don't like, then I ask for an aircheck session. The idea is not to whittle apart one show but to pay attention to recurring problems across other shows. But jocks do have off days, just as [Duke University basketball star] Christian Laettner did during the



Chris Ruh

last game of the [NBA] Final Four. "GM Janice Burlison and consultant Jhan Hiber are the people who critique me, and I often have as hard a time with criticism as my jocks do. We all take this personally because our shows are an extension of our personalities. This is not assembly line work. Correcting a recurring problem or crutch phrase is like surgery since you're trying to separate behavior from routine. Positive reinforcement of the good things are the best ways to eliminate the bad things.

"The idea is to put passion back into this business. For that reason, if I don't like something I'll let the jock explain why he did it. Most often it shows me he's thinking, and I'll applaud him for making the effort even if it resulted in a mistake. The days of having a connect-the-dots format structure are over. We've got to bring entertainment back to radio, and jocks have to learn how to do it.



**The days of having a connect-the-dots format structure are over. We've got to bring entertainment back to radio and jocks have to learn how to do it.**

—Chris Ruh



"Many of my jocks are at the early stages of their careers, so either they've read too many liner cards or can't read very well at all. That's why I encourage them to say things in their own words but to say them with conviction and belief. A lack of self-editing or not being able to ad-lib is a far bigger problem than dealing with a big ego.

"Growing from a disc jockey into a real personality is a case of developing good habits and breaking old or bad ones. I have plenty of them — especially with my energy level — having moved from afternoons to mornings. CHR's survival [depends] on than just the music, consultants, and PDs. I have to remind the jocks that we're all here to accomplish a mission. If they weren't valued employees, they wouldn't be here."

# CHR

## Bob Kelly

How does KMGZ/Lawton, OK PD/middayer Bob Kelly get maximum results from his staff? "I just beat the hell out of them," he joshes. "Actually, I critique twice a week — especially during the book — during a private session. It's never a group thing. Before I say a word I find out the person's thoughts, we listen to the tape, and then I expound. The airstaff knows the guidelines and boundaries. I let them explore those parameters with the understanding that whatever they say or do on-air affects us as a team.



Bob Kelly

"I don't believe in negative criticism while [a personality] is on the air because it blows his concentration. That would be like a director raising hell with an actor during a live performance. It kills momentum and confidence. I'd rather pull him aside later and talk about the problem. I strive for excellence but will accept mistakes as long as the personalities learn from them.

"At some point in their careers, most jocks encounter a universal problem: doing the show to entertain their own egos and not relating to the audience. They've got to

keep in mind that the station is number one. I'm always looking for jocks who have the imagination to stretch out and be creative, who have the ability to look beyond the liner or sweeper format and entertain. Everybody has something to give in this area — it just depends on how well they learn to give it.

"I think the 'more music' image has hurt the development of talent and prohibits them from saying things the audience can relate to. We've developed a generation of wooden jocks who can't ad-lib. We

**“We've developed a generation of wooden jocks who can't ad-lib. We need more dangerous jocks who offer a compelling reason to tune in.”**  
—Bob Kelly

need more dangerous jocks who offer a compelling reason to tune in.

"I believe in radio the way it used to be. We're so in search of the almighty dollar today that we've sacrificed our talent's ability to learn, grow, and entertain. I want my folks to have self-esteem and pride in their work. Something as simple as slipping a note in their mailboxes to let them know I appreciate their work [sparks] immediate results on the air and in their next aircheck session."



**TO BE IN HOUSTON** — Mr. Big's Billy Sheehan and Paul Gilbert visited KRBE/Houston to celebrate the group's gold single "To Be With You." Leaning into the lens are (standing, l-r) Sheehan, KRBE's PM driver Scott Sparks and PD Steve Wyrostok, Gilbert, and KRBE APD Tom Poleman; (kneeling, l-r) station producer John Leech and air talent Robert O'Quinn.

## MOTION

• KZHT/Salt Lake City taps **Matt Tripper**, ex-WLUW/Chicago, for nights.

At WJDQ (Q101)/Meridian, MS, MD **Bob Yarborough** adds APD chores and **Mark Murphy** succeeds morning man **Bubba Williams**, who's on his way to Saginaw, MI . . . KIKX/Colorado Springs APD/MD **Coyote McCabe** joins **Tom Fricke** on mornings. **Dave Hawkins** from crosstown KATM fills McCabe's night slot . . . WHYI (Y100)/Miami names **Kevin Cerenzia** Promotions Dir., while **Julie Wilson** becomes Marketing Dir. for Y100 and WAXY.

Changes at WPXY (98PXY)/Rochester, NY: Overnighter **Dino** replaces night talent **Ryno**, weekender **Magician** takes overnights, and **Gina McGill** assumes weekends . . . WNNK/Harrisburg, PA adds overnighter **Steve James**, who exited the APD/night gig at WGLU (PWR92)/Johnstown, PA . . . WKBQ/St. Louis parttimer **Matt Walker** moves to overnights at KTXV/Columbia, MO.



**THIS SPUD'S FOR YOU** — WCIL-FM/Carbondale, IL listeners recently racked their brains trying to win the station's \$500 St. Patrick's Day Potato Contest. Listeners had to fry, mash, bake, saute, scallop, or boil potato facsimiles of the station's call letters. PD Tony Waitekus displays the winning entry.

# 68 WRKO Reunion

## Banquet and Celebrity Golf Tournament

Benefiting The Jimmy Fund Childrens Cancer Research

**May 30, 1992**  
Boston Sheraton Hotel  
Prudential Center  
Grand Ballroom

HONORARY MASTER OF CEREMONIES  
**JOE SMITH**  
CHAIRMAN, EMI MUSIC

Cocktails 6:00pm  
Dinner 7:30pm

SURPRISE ENTERTAINMENT

PLATINUM TABLES:  
\$4,000

GOLD TABLES:  
\$3,000

INDIVIDUAL TICKETS:  
\$125

MAKE CHECKS PAYABLE TO:

WRKO REUNION  
P.O. BOX 3597  
BOSTON, MA 02101

CO-CHAIRMEN

Mel Phillips 212/456-5477  
J.J. Jordan 214/475-5174

GOLF CO-CAPTAINS

Gerry Cagle 916/929-5000  
Les Garland 305/892-3650

Black Tie Optional

TRAVEL ARRANGEMENTS

LYNN KARP  
Garber Travel 800/527-1335

AMERICAN AIRLINES  
Discount-Star File 5052DH



MIKE KINOSHIAN

# Erie's 'X'-Citing Format Race

Just as major league baseball teams search for — then tout — their minor league phenoms, I've been scouring ratings data in search of emerging format successes. If the Fall '91 Arbitron book is any indication, WMXE (Mix 103.7)/Erie, PA is a station to keep an eye on this spring.

Prior to last April, the Burbach Broadcasting outlet was CHR WCCK. But after switching to AC, the station made a dramatic fall-to-fall improvement and now ranks second 35-64 and third 25-54.

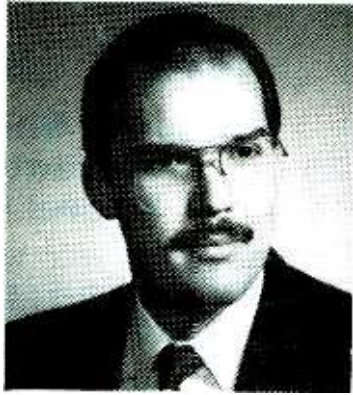
VP/GM Gary Spurgeon attributes a portion of Mix 103.7's noteworthy increase to Coleman Research. "We did a complete strategic market survey with them. After looking at the information, we realized there was a definite market hole for an upbeat AC.

"Working closely with Coleman, we executed a clean, straightforward adult format. Since I'm very familiar with AC, my goal is to build steady, strong growth. This format's fun these days, but it's slower to build than the old CHR."

### No House Party

Spurgeon completed the fall survey without any major on-air contesting. "Our research showed that wasn't the direction to go," he explains. "Several years before I got here, the station gave away two houses [worth a reported \$250,000]. Its ratings dropped the second time it gave away a house. So instead of doing big contests, I invested a considerable amount of money [\$75,000] in TV."

There was, however, some limited promotional activity on the Mix, including a trip to see Michael Bol-



Gary Spurgeon

ton perform in nearby Cleveland. "The 13th caller hearing a Michael Bolton record qualified for the tickets," says Spurgeon. "This helped stretch out the TSL and was tied to our music. We want to be lean, mean, tight, and give people a true idea of what we're all about."

### Oldies-Leaning Competitor

Despite huge fall-to-fall demo gains (see adjoining ratings box), WMXE still trails crosstown WXXC (aka Classy 100), which leads the market 12+, 25-54, and 35-64. "They're an oldies-based AC that plays oldies all weekend — '60s

at 6, '70s at 7, and 'Lunchtime at the Oldies,'" reports Spurgeon. "It's a very good station, but services upper-end demos; about 80% of its music is oldies. So there was a definite need in this market for a station like us, one that programs to younger adult demos."

Pegging WXXC's target demo at 35-64, Spurgeon notes, "We love to see 25-54s. But we're going after 25-49s and tilting toward females. This fall, we'd hoped to see a 60/40 [female/male] split, and that's exactly what we achieved."

While WMXE was watching its 25-54 numbers grow, WXXC also improved its demo stats in the fall '91 showing. "WXXC's growth came from men, and we made a very good competitive attack," explains Spurgeon. "Everybody thought we were going after oldies-based AC listeners. However, [crosstown CHR] WJET made some music changes and is now more of a Classic Rocker.

"We knew most of our growth would initially come from 'JET, and as it turned out, the significant portion of our female core did." The change of events — and formats — has presently left the market CHR-free, he adds.

### Erie Similarities

In addition to programming within AC's boundaries, WMXE and WXXC have similar calls and positioning statements. "Since peo-

## Comin' On Strong

During the Fall '91 Arbitron, the following stations improved on their fall '90 25-54 performances by at least three shares.

The first column of figures indicates 25-54 fall-to-fall share improvement; the second column marks the stations' overall 25-54 fall '91 market rank (with No. 1 stations in **bold**); and the final column denotes fall '91 market ranking.

| Station/Market          | Gain | Rank | Market Rank |
|-------------------------|------|------|-------------|
| KLRX/Dallas             | +3.8 | 4    | 8           |
| WMJQ/Buffalo            | +4.4 | 3    | 40          |
| WZMX/Hartford           | +4.1 | 7    | 41          |
| WJLK/Monmouth, NJ       | +3.2 | 2    | 44          |
| WRMF/West Palm Beach    | +5.3 | 1    | 49          |
| WLRS/Louisville         | +4.0 | 7    | 51          |
| WSPA/Greenville, SC     | +3.8 | 5    | 58          |
| KBEZ/Tulsa              | +3.2 | 3    | 63          |
| WSNE/New Bedford        | +3.3 | 1    | 82          |
| WKRQ/Mobile             | +4.5 | 3    | 89          |
| WSLQ/Roanoke            | +4.0 | 1    | 96          |
| WLRQ/Melbourne, FL      | +4.3 | 1    | 101         |
| KZST/Santa Rosa, CA     | +6.2 | 1    | 107         |
| KAGR/Oxnard, CA         | +3.6 | 6    | 114         |
| WINK/Fort Myers, FL     | +7.7 | 1    | 121         |
| WCOZ/Lexington, KY      | +4.9 | 3    | 124         |
| KRVR/Quad Cities, IA-IL | +3.0 | 4    | 128         |
| WROE/Appleton, WI       | +4.2 | 2    | 135         |
| WLNE/Montgomery, AL     | +3.4 | 8    | 139         |
| WKY/Evansville, IN      | +3.5 | 1    | 144         |
| WMXE/Erie, PA           | +6.5 | 3    | 145         |
| WMXW/Binghamton, NY     | +3.4 | 4    | 147         |
| WRHQ/Savannah, GA       | +5.2 | 8    | 149         |
| WVNS/Charleston, WV     | +4.8 | 3    | 151         |
| WQLR/Kalamazoo, MI      | +4.7 | 3    | 162         |
| KTEZ/Lubbock, TX        | +3.7 | 4    | 163         |
| WDAQ/Danbury, CT        | +4.2 | 1    | 181         |
| KPPL/Chico, CA          | +4.2 | 5    | 183         |
| WEZF/Burlington, VT     | +4.5 | 1    | 216         |

ple could be confused between the two stations, we have to do a good marketing job," Spurgeon points out. "Their slogan is, 'Favorites of the '60s, '70s, '80s, and Today,' while ours is, 'Best Variety of the '70s, '80s, and '90s.'

"We have some excellent radio properties in town. The key is that most people know Classy plays lots of oldies and we play more '80s-based AC music by people like Elton John, Billy Joel, and Paula Abdul."

## ANOTHER ONE TO WATCH

# Kiss Gallups Away From Cozy Past

Last May, WCOZ/Lexington, KY dropped its Soft AC approach (and Cozy handle) in favor of a more traditional AC sound and new nickname (Kiss). Since then, it's enjoyed healthy across-the-board demo gains, as reflected in the Fall '91 Arbitron. Perhaps most impressively, the Jack Taddeo-consulted station boosted its 25-54 numbers by nearly five shares.

"Lexington's adults weren't being served by other stations, so we filled the hole" says PD Jerry Jaye, who came aboard six months ago from AC outlet WGLO/Peoria, IL.

During the fall '91 survey, 'COZ was the market's lone AC. "We used mostly off-air promotions — a combination of direct mail, billboards, and TV."

Focusing on his market's unique demographic complexion, Jaye observes, "Unlike many other places, Lexington skews younger rather than older. WCOZ's target audience is 18+ adults; we're probably catering more to females at this point."

While Kiss conducted no on-air giveaways during the fall sweep, crosstown CHR WLAP-FM periodically awarded \$100 to randomly

selected workplace listeners. Jaye wasn't aware of any other major promotions in the market. "I try to keep track of what other stations do programming-wise, but I'm more concerned about how my station sounds," he points out.

### Entering The Mix

Despite WLAP's higher promotional profile, the station has undergone a series of changes that will ultimately affect WCOZ this spring. Arbitron indicates 'LAP suffered its third successive 12+ tumble (16.2-16.0-13.0-9.4); the station's 18-34 erosion was even more significant.

Consequently, 'LAP flipped to Hot AC WMXL, adopting the "Mix" handle. Jaye says changes at the Mix are "in presentation only — not necessarily in music. It's a

mainstream pop station." Conversely, Jaye describes WCOZ as "more adult than the Mix, with less emphasis on current music. We're not a gold-based AC — we're a contemporary AC."

Jaye says attempts by other Lexington stations to fill the AC niche met with limited success. "They didn't have the marketing ability and/or proper [technical facility] to serve this size market. Others tried — they just weren't the right people."

### Staying The Course

Outlining strategies for the currently under way spring book, Jaye explains, "WMXL has billboards and TV spots up and running. [Market-dominant Bluegrass Broadcasting Country WVLK-FM (K93)] does a very good job with television and billboards. But I wouldn't say any one station does the best job in promotion here.

"We're just going to maintain our previous marketing program. Everybody in this market was surprised at our [fall] success — except us."

## WCOZ Runs For The Roses

WCOZ/Lexington, KY made stellar demo share gains in the Fall '91 Arbitron. The big increases, however, didn't translate into major advances in market ranking.

The first two columns of figures indicate overall Arbitron market rank for the demos and survey periods indicated (with No. 1 rankings in **bold**). The third set of stats represents fall-to-fall demo fluctuation.

### 18-34

| Station | Fall '90 | Fall '91 | Fluctuation |
|---------|----------|----------|-------------|
| WCOZ    | 5        | 4        | +4.5        |

### 25-54

| Station | Fall '90 | Fall '91 | Fluctuation |
|---------|----------|----------|-------------|
| WCOZ    | 5        | 3        | +4.9        |

### 35-64

| Station | Fall '90 | Fall '91 | Fluctuation |
|---------|----------|----------|-------------|
| WCOZ    | 4        | 3        | +2.9        |

## Inside Erie's Mix

WXXC (Classy 100)/Erie, PA still maintains a firm grip on the No. 1 slots among persons 12+, 25-54, and 35-64. However, WMXE (the Mix) — which celebrated its first year as an AC April 15 — is coming on strong.

The first two columns of figures indicate overall Arbitron market rank for the demos and survey periods indicated (with No. 1 rankings in **bold**). The third set of stats represents fall-to-fall demo fluctuation.

### 18-34

| Station | Fall '90 | Fall '91 | Fluctuation |
|---------|----------|----------|-------------|
| WMXE    | 4        | 3        | +6.0        |
| WXXC    | 3        | 4        | -0.9        |

### 25-54

| Station | Fall '90 | Fall '91 | Fluctuation |
|---------|----------|----------|-------------|
| WMXE    | 4        | 3        | +6.5        |
| WXXC    | 1        | 1        | +1.3        |

### 35-64

| Station | Fall '90 | Fall '91 | Fluctuation |
|---------|----------|----------|-------------|
| WMXE    | 8        | 2        | +7.1        |
| WXXC    | 1        | 1        | -0.9        |



HARVEY KOJAN

LIFE IN THE VAS LANE

# How To Survive Value-Added Hell

For many PDs, hell can be summed up in three words: value-added promotion. Mention that simple phrase and sighs, groans, and similar displays of hopelessness and despair are almost sure to follow. Some particularly sensitive types have even been known to weep openly, and let me tell you — it's not a pretty sight.

In fact, the constant pressure to handle sales promotions was recently acknowledged by the medical community, which dubbed the malady "Value-Added Syndrome" (VAS). In extreme cases, a VASectomy is recommended. You'll have to check to see if your health insurance covers it.

Perhaps I digress. . . . But there's no doubt that dealing with value-added promotions is among the top sources of frustration among AOR PDs. And I haven't heard anyone predict the situation will get any better.

That's why I thought it might be helpful for you to read how some of your peers are coping with VAS. Look at the next couple of columns as a kind of group therapy session. Better yet, call and let me know what you're doing to protect yourself against VAS.

### Wood: Surviving The 'Scourge'

"It's a scourge," laments KMJX (Magic 105)/Little Rock PD Tom Wood when asked about sales promotions. "Actually, I don't mind them when they're attached to a

“Every time we're asked to do one of these, the first consideration is: Do I have the space?”  
— Tom Wood

new client who's interested in my station but traditionally targets outside our demographic strength. I see that as a situation where I can really help the sales force.

"However, when I've got people coming in here with a target demo of men 18-34 or 25-54 — our strength — and they still want a promotion with the buy, it's like . . . come on. I mean, your advertising will do the job by itself. Where do you get off asking for even more?"

But they do expect more, of course. And most often they get it. "You do knuckle under," Wood confirms. "One recent example was a buy through the local Busch distributor. We had to come up with a two-week promotion that tied in with their 'What does it take to be a mountain man?' slogan.



Tom Wood

"We came up with the idea to solicit photographs from our listeners that portrayed themselves as mountain men. We pick-

ed the best one and made it into a billboard. We put it up for 60 days and split the cost with the beer company.

"Not only did the promotion embody their whole marketing strategy, it also drew attention to the board for our own selfish purposes. And we maximized the promotion by having our van at the billboard giving away various prizes supplied by Busch. So it worked out well, and that's the bottom line."

### Jammed Schedules

All the demand for client promotions eventually creates liner overload, which forces stations to choose which promotions will provide the most benefit.

"Every time we're asked to do one of these, the first consideration is: Do I have the space?" Wood explains. "And I've found myself turning down people who previously have come to me year after year expecting us to co-sponsor their event. For example, we'd been involved with a three-day bicycle race for the past few years. The

## Castle's Made A Man



Soon to be ex-bachelor Gov. Michael Castle (c) loosens up with WZBH's Cory Gallant (l) and Matt Harris.

When Delaware Gov. Michael Castle decided to get married after 50-odd years of bachelorhood, WZBH/Georgetown, DE morning men Cory Gallant and Matt Harris figured there was only one thing to do: throw the guy a bachelor party.

The jocks picked out an appropriate venue and date and began calling hizzoner's office, extending regular invitations for the bash. They never actually got through to Castle, but report having had "great conversations" with his press secretary.

Lo and behold, the magical night arrived, and so did the guy. He hung out, had some beer, did a station phoner — introing a Van Halen tune — and provided the sterling photo op above.

"It absolutely blows me away," Harris says. "I had a feeling he might show up because I heard he had a good sense of humor. I think he realized if he didn't come, we'd continue to bug him."

ZBH celebrated with a Castle lookalike contest and similar silliness. Best of all, the "story" was picked up by two TV stations, three local newspapers (one put it on the front page), and AP.

## Promo Tips

- Combine giveaways
- Use station vehicle
- Be creative

promoters came back this year and naturally assumed we'd do it again. And I had to turn them down.

"I've had the same thing happen with some marginal nostalgia-type concerts. I've told them right up front: I can't give you the kind of promotional exposure you've enjoyed from me in the past, because I've got major clients I have to appease. We'll do what we can do, but that's it."

The simplest way to handle client promotional requests is to graft them onto existing promotions. "My first thought is always, 'What can we attach this to? How can we kill two birds with one stone?'" Wood says.

"Sometimes it works, sometimes it doesn't. We've got a Jeep giveaway proposed for late spring/early summer, and we wanted to somehow tie it in with the local Fox affiliate, which requires promotions with every sweep buy. But the Jeep dealer isn't a believer in the Fox affiliate, so it just didn't wash."

### Make It Interesting

Another challenge stations face is dealing with cheap and/or cheesy-sounding giveaways. "I don't want to give away a car wash that costs \$7.95," Wood says. "But it is interesting to give away a car wash every week for the rest of your life. You've got to come up with some sort of fun spin on these things.

"We just finished sponsoring the Pepsi 10K run, and they wanted to give away two-liter bottles of Pepsi. And I told the distributor, 'My god, they can buy a two-liter bottle for \$1.95!' So we added official 'Magic 105' running outfits to the prize package, and entered everyone in a drawing for a year's worth of Pepsi."

One tactic Wood cautions against is trying too many promotions in with specific songs or artists. "You end up treating the music as more of a product than we already do. You know, 'Listen for a Cars tune to win a car wash,' or whatever it

might be. That diminishes the true enjoyment of listening for the music. It's like, 'Oh my god, they're playing 'Desperado' by the Eagles. They must be giving away cowboy trips.' It eventually becomes self-defeating."

“You finally get all the good promotions you want to do set, and then in come a couple more things you've got to squeeze on.”  
— Glen Miller

### Miller: Promo With A Twist

Programming in a one-book market, KSEZ/Sioux City, IA PD Glen Miller is particularly wary of clutter this time of year. "You finally get all the good promotions you want to do set, and then in come a couple more things you've got to squeeze on. At the same time, we've got to try to keep things pretty clean, especially during the book.

"So what we try to do is combine things under a theme. For example, we had car washes to give away, and we also had to do something for a sportswear company that wanted to give away T-shirts. So we had a 'wash and wear' remote where people could stop by and trade in their old T-shirts for new ones along with the car wash coupons. Another one was 'meals on wheels,' when we had tickets to the World Of Wheels car show and some hamburgers or whatever.

"Another thing we do is tie the promotions to our ongoing features. We do 'free music night tracks' every night, when you listen for a couple of tracks each night to win a cassette and \$98 worth of CDs. This month somebody wanted to give away a guitar, so rather than create a whole new contest, we made everybody who participated in the free music contest eligible for the guitar.

"We also do a lot of value-added stuff with video stores, so we try to tie in the title of a movie with another prize. For the movie 'Die Hard' we gave away batteries. For 'Terminator 2' we terminated somebody and gave them a couple of days off with pay. For 'Red October' we gave away party subs.



Glen Miller

# How To Survive Value-Added Hell

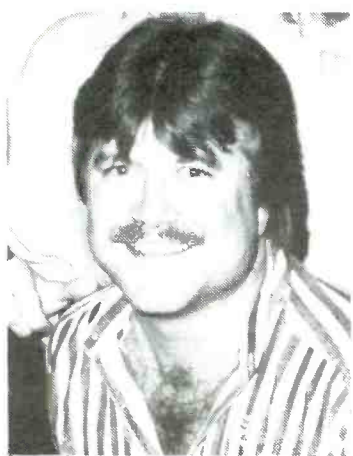
Continued from Page 37

Whenever possible, Miller schedules client contests during the weekends. "Red Baron wanted to give away pizzas, so we had a 'free flight weekend' and traded for a bomber jacket. That way we had a cool prize instead of just pizzas. Anything to put a little twist on things."

## Miles: Remote Possibilities

According to KLPX/Tucson PD Larry Miles, your station's promotional vehicle can play an important role in keeping client promotions manageable. "We keep the truck on the street all the time and do mini-remotes from our clients' places of business, giving away whatever we might have at the time. We use those remotes to take care of the value-added part of the time buy."

"It's a win-win situation for everybody. Sure, you're taking up a slice of airtime to do the remote, but you're also on the street, where you're always trying to be. It's an opportunity to send the jocks out and make them more identifiable. And obviously, anytime your vehicle is on the street, it's a rolling billboard for the station. So while



Larry Miles

we're doing the client a favor, we're doing ourselves a favor as well.

"The only thing you're really giving up is maybe one or two minutes of airtime. And since we've got a Marti in the truck, the remotes are studio-quality, rather than telephone call-ins."

Miles says these mini-remotes are ideal for taking care of multiple promotional obligations. "Say we've got a free movie screening. We take half of those tickets and

give them away during one of these remotes. And at the same time we offer up whatever else we've got to give away, whether it's soda or sandwiches.

"While we're taking care of the giveaways, we're also bringing traffic to the client where we're having the remote. So we end up cross-pollinating several promotions. Best of all, we're accomplishing that at the same time that we're gaining visibility with our listeners."

“

**We actually turn things around on people and say, 'We'll go the extra mile for you if you spend some more dollars with us.'**

— Larry Miles

”

In addition to providing an efficient way to meet KLPX's promotional obligations, the remotes have actually helped convince clients to spend more money with the station.

"We actually turn things around on people and say, 'We'll go the extra mile for you if you spend some more dollars with us,'" Miles explains. "A vendor that was only going to buy 24 weeks on the station bought 36, simply because we showed up at his place of business. So we're not at all opposed to taking the vehicle out on almost a daily basis. The extra business is certainly worth the brief time it takes to talk about it on the air."



**A DREAM COME TRUE** — Van Halen's seemingly endless concert tour roars into Kalamazoo. Partying backstage are (l-r) morning co-host Scotty "Bud" Melvin, Alex Van Halen, Michael Anthony, Sammy Hagar, a lucky contest winner, Eddie Van Halen, and 'RKR PD Bill Martin.



**MAKIN' WHOOPI** — WNOR/Norfolk morning team Tommy (l) and the Bull relish a moment with Whoopi Goldberg.



**MCQUEEN FOR A DAY** — McQueen Street journey to the wilds of Long Island to hang with WRCN; (top row, l-r) 'RCN Promotion Director J.T., M Street's Michael Powers and Derek Welsh, 'RCN MD Kaptain Kevin, and 'RCN PD Matt Mangus; (bottom row, l-r) ERG's Corbin Dooley, 'RCNpersonality Mikey G., M Street's Rich Brantley, Dorothy, and M Street's Chris Welsh.



**HAIR TODAY, GONE TOMORROW** — Sinead O'Connor continues to inspire silly contests, including yet another shave-your-head-for-tickets stunt, this one courtesy of WRRK/Pittsburgh. Cuttin' up are (l-r) morning show producer Brian Montgomery, Sinead look-alike Carrie Diabacco, and morning man/barber Dr. Don.

## FAMOUS FIRSTS



**DAVID STONE**  
PD, KPOI/Honolulu

WHAT WAS THE FIRST RECORD YOU BOUGHT?

David: "Fever Tree," "San Francisco Girls" and Rolling Stones "Satisfaction"

WHAT WAS YOUR FIRST RADIO JOB?

David: KEYN/Wichita

WHO WAS THE FIRST PD TO TAKE YOUR CALL?

David: Roger Monday at KEYN

WHAT WAS YOUR FIRST SEXUAL ENCOUNTER?

David: In the back seat of a '61 Chevy while going through a police roadblock!

**YOUR FIRST PRIORITY THIS WEEK:**

## SPIN DOCTORS

### "Little Miss Can't Be Wrong"

Your Prescription for Great Rock And Roll Is On Your Desk Now



## SEGUES

Longtime WMMR/Philadelphia late-night rocker **Michael Tearson**, a recent budget victim at the Group W AOR, defects to crosstown Classic Rock rival WYSP for weekends

... **Daryl Allen** joins KQDI/ Great Falls, MT for mornings. His arrival pushes "**Cousin**" **David Walker** to nights and **Michael Cross** to overnights ...

Progressive WMVY/Martha's Vineyard (92.7) inks an LMA with more powerful Gold WNTX (96.3). 'NTX is currently simulcasting 'MVY; the stations eventually plan to swap frequencies ... WNGZ/Elmira, NY goes Classic Rock ... WSTZ/Jackson's new mailing address is Highland Village, Suite 286, Jackson, MS 39236.

# Niche Neighbors In Chicago

Windy City's WXRT, WCBR program for different audience tastes

New Rock, like other radio formats, is taking on different guises to fill various market niches. Prime examples can be found in Chicago, where WXRT and suburban WCBR exist — right next to each other on the FM dial.

## WXRT: 'Astronomic' TSL

WXRT, situated at 93.1, signed on 20 years ago with what was then called a Progressive Rock format. Norm Winer, PD since 1979, labels the Diamond Broadcasting outlet's current incarnation as unusual and unpredictable. "At any given point in time we're probably pissing somebody off. We've been aggressive for several generations as far as new music goes. The minor tweaks and adjustments we've made in the sound simply reflect changing tastes and musical trends."

When asked to describe the difference between WXRT and next door neighbor WCBR, Winer says, "The major difference is ratings. We have ratings, they don't. WCBR doesn't affect our ratings, promotional impact, or sales figures. Incidentally, last year was the best year in ratings history for WXRT."



Norm Winer

more than 5000 titles. "In the daytime the station is about 40% current and 60% library; at night it flips the other way," says Winer. The daytime is a progression; we go through a crescendo. The week-night programming launched in fall '89, 'XRT After 8,' is high-energy, production-intensive, and more challenging musically, concentrating on modern music and newer releases. The backbone of our listenership is 25+. That's why we're more adventurous at night."

Aiming at a 25-34 target, Winer profiles the typical 'XRT listener as "27 or 28 years old, well-educated, affluent, and professional. He drinks imported beer, drives shiny cars, buys music, and attends concerts. The profile is exactly what an advertising agency wants, and we now have the numbers to back it up."

To appeal to its core, WXRT also broadcasts a variety of special programming: "Local Anesthetic" (an overview of the local music scene), "Friday Night At Club X" (two hours of high-energy party music), and "XRT Comedy Breaks" (segments created in-house). And with the help of local promoters, the station presents concerts under the "'XRT Chicago Showcase Series" banner. Among the acts that have been featured are Eleventh Dream Day, Material Issue, Shrimp Boat, and the Vulgar Boatmen.

Addressing the subject of station promotion, Winer adds that the station is turning away a lot of projects because "we're offered mundane things like T-shirt and CD giveaways. I think part of what New Rock stations are wrestling with is the challenge of expanding their demographics and finding listeners over 25 years old. I assume that's why so many stations were playing Enya."

"The fact is 19th-caller giveaways are a Top 40 device. It's really insulting to your audience to give away meaningless crap. We're not talking to a teenage audience. I'd like to see more advertising dollars. If they [record labels] want to spend money, they should put it into advertising that will support the airplay."

## WCBR: 'No Classic Rock'

Nestled in the Chicago suburb of Arlington Heights, WCBR (The Bear, 92.7) is a Class A station that covers about half of the Chicago market. Before committing to New Rock in January 1991, the station broadcast a CHR hybrid format as WSEX.

PD Tim Disa says he helped convince owner Darrel Peters that the section of Chicago WCBR covers is perfect. "When you get up into the northwest suburbs, the volume of our station is 50% louder than WXRT's because our transmitting tower is right there."

"We're right slam on the dial next to WXRT, which is convenient for us because people tuning in 'XRT can discover 'CBR. Nobody's ever challenged WXRT, and nobody is doing real New Rock. We didn't change the format overnight. We gradually started with blues and then added New Rock."

MD/morning man Tommy Lee Johnston says the major difference between WCBR and WXRT is that "we play no Classic Rock. In this



Tim Disa

market you hear Classic Rock everywhere: the Loop [WLUP], WCKG, and 'XRT. We don't want to be an 'XRT clone. If you compare [WCBR's and WXRT's] playlists, we play some of the same tunes.

"But certainly if you listen for 45 minutes, you can hear a completely different sound. WXRT has a much more conservative, mainstream sound."

Noting that the station is very freeform — but with a structure — Johnston says WCBR "leans more



## WHFS Turns 24

WHFS/Washington recently celebrated 24 years on the cutting edge by throwing a listener appreciation concert. The event included performances by Peter Case, House Of Freaks, Webb Wilder, Cracker, and Dramarama.

Free tickets were given away by the station. 'HFS nighttimer Kathryn Lauren reaches back for a little extra oomph as she throws a collector's item to the swarm of 2400.

toward a rock edge. We play dance-flavored songs, but we don't play any industrial [tunes]. We're very new music-intensive: four new artists with hours with hits at the top and bottom of each hour.

"Our recurrent library goes back to 1981-82. We have a separate 'recurrent 2' library, which consists of older artists. We mix in blues because it's alternative."

## Listener Parties

Typical WCBR listeners are described as the upper-20s to late-30s crowd. "When they come to events," adds Disa, "you can see they're well-educated. The whole corporate crowd is here [in the suburbs], a lot of professional people."

Working with primary and secondary demo targets of 25-44 and 18-24, respectively, Disa jokes that "WCBR is the Jerry Brown of radio stations. We have zero budget. We're doing it by word of mouth." The station relies heavily on ticket giveaways: According to Disa, ticket caller percentages break down to 52% female, 48% male.

And WCBR does a lot of night-



Tommy Lee Johnston

club promotions. "We do about 10 listener parties a month and anywhere between 300 and 800 people will show up," says Disa.

"We have no ratings because of the strange Arbitron methodology," he continues. "However, [our] targeted area of local people doesn't buy ratings anyway. Smaller businesses like to advertise with us because they know we're targeted, and our rates are more reasonable."

— Shawn Alexander



4/6/92, 3pm

PETER GABRIEL/Red Rain  
LA'S/There She Goes  
SUGARCUBES/Hit  
TRAFFIC/Paper Sun  
WIRE TRAIN/Should She Cry  
LITTLE VILLAGE/She Runs Hot  
CHRIS ISAAK/Wicked Game  
INIDERS/Ghost On The Beach  
MATTHEW SWEET/Divine Intervention  
POLICE/Synchronicity 1  
GEORGIA SATELLITES/Keep Your Hands To Yourself  
FLEETWOOD MAC/Oh Well

(The station posted a record 3.6 in the winter '91 Arbitron.)

"We've never been an AOR station, and we're not an exactly New Rock, either. People who look at our playlist have a distorted impression of what we do. When you compare us to the AOR chart, we have little in common."

"Our intent and success are partly related to the fact that the station's time spent listening is astronomical. We're sorely disappointed if we don't have a TSL of nine or 10 hours. That's accomplished by keeping the repetition of currents and older material to a minimum."

"Other than currents, we play blues, reggae, jazz, and the roots of rock 'n' roll from the '50s — which is compatible with the more contemporary [material]. We don't play very much metal, traditional AOR, or modern dance music. We do play a large amount of Classic Rock."

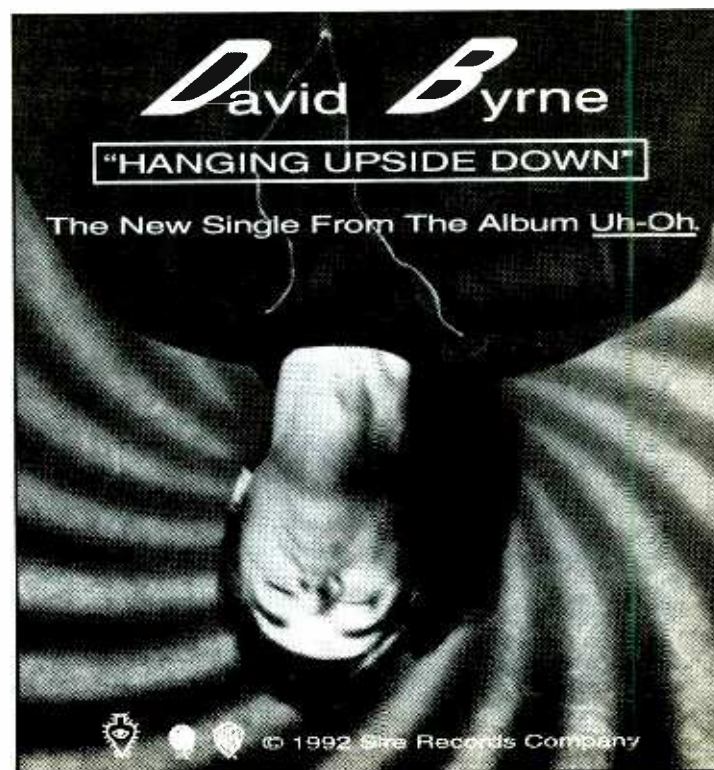
## 5000-Title Library

WXRT works with a library of



4/6/92, 4pm

ORIGIN/Waiting  
NORTHSIDE/Take 5  
JAH LEWIS/Carol Garden Incident  
JAH WOBBLE/Relight The Flame  
JOHN WESLEY HARDING/  
People's Drug  
ELEVEN/Burning Your Bed  
BUFFALO TOM/Crutch  
MINUTEMEN/Price Of Paradise  
BIG SHOULDERS/Out Of My Hands  
JAM/Wasteland  
LAST GENTLEMEN/Loveology  
INDIGO GIRLS/Uncle John's Band





WALT LOVE

# WJLB Rewards Core Listeners

**W**JLB/Detroit reached out to its predominantly female audience recently with the fourth concert in its "Ladies Night Out" series. Midday personality Janet G hosted the sold-out event at Detroit's State Theatre. Atco/EastWest recording artist Gerald Levert headlined the show, with Atlantic's Rude Boys in the support slot. The concert was an exclusive WJLB event for listeners of both genders 21 and older.

PD Steve Hegwood said, "The 'Ladies Night Out' concert series has been a huge success. We have developed a special relationship with our listeners and this is our way of thanking them for their support. We really get excited around here when we put one of these events together."

The station gave away 3000 tickets over the air in the six days prior to the concert. Tickets were available via on-air giveaways only and were not for sale. Listeners won by being the eighth caller each hour all day or by faxing entries to Janet G during her shift.



Backstage at the event were (l-r) Atco/EastWest recording artist Gerald Levert, WJLB middayer Janet G, and PD Steve Hegwood.



**SAY CHEESE FOR STUDENTS** — WMVP has started a Milwaukee Public Schools fund to provide \$20,000 scholarships for 15 high school seniors. Posing for posterity are (l-r) MPS's Thelma Sias, Wisconsin Gas Co.'s Cecelia Gore, WMVP GM Don Rosette, Mayor John Nordquist, Ben Barkin, MPS's Dr. Aquine Jackson, WMVP's Community Relations Director Ella Smith and morning personality Eric Von.



The marquee tells the story.

## MAILBAG

### Make Time For The Format's Future Stars

I recently received a letter from a gentleman who has had problems dealing with his fellow African-American radio professionals.

*We as African-Americans need a break — not from AC, CHR, or Country stations, but from Urban/Black programmers who act like they are guarding the king's gold when they receive airchecks and resumes. Their negative attitudes leave a lot to be desired.*

*We as black people are harder on other black people than anyone else. In other words, cut the B.S. and be real with the people that apply — and with yourself. Life is short!*

LeBaron Lord King  
KTID/San Rafael, CA

*If I send you a tape and resume and you think it sucks, tell me! Also, tell me what I can do to improve my presentation and my chances for employment at your station or others, or at the very least, take time to say you have received the tape and this is what you think, with a letter.*

*As a Sr. AE and weekend personality at an AC station, I return all phone calls and letters to job-seekers. I tell them where they might apply for open sales or on-air positions. I really don't have the time — but I make the time.*

*If they ask, I'll give them feedback. I do these things to help others and myself. You never know when you will ask one of these job-seekers for a job.*

*If we adopt the "each one teach one" philosophy, we can end this cycle of negative self-governing. Then other formats will seek our announcers because they'll know we can do the job.*

#### UC DATA BANK

Where do African-Americans invest? A recent study shows the following:

|                   |       |
|-------------------|-------|
| Bonds             | 15.3% |
| Stocks            | 15.0% |
| Home Mortgages    | 14.5% |
| IRAs/Keoughs      | 12.2% |
| Money Markets     | 11.6% |
| CDs               | 9.6%  |
| Mutual Funds      | 7.9%  |
| Home Equity Loans | 4.2%  |

And when it comes to credit card ownership, African-Americans carry cards in the following numbers:

|                  |       |
|------------------|-------|
| Visa             | 30.2% |
| MasterCard       | 26.1% |
| American Express | 14.1% |
| Sears            | 10.9% |
| JC Penney        | 9.8%  |
| Discover         | 9.0%  |
| Diners Club      | 4.4%  |

(Source: Deloitte & Touche Impact Resources — 1990)



"Will UC become a 25-54 format?" Programmers from top UC and Black AC stations will discuss the topic at R&R Convention '92. Come talk with such luminaries as

- KKBT/Los Angeles PD Mike Stradford
- WKKV-AM & FM/Milwaukee OM Tony Fields
- WXYV/Baltimore OM Roy Sampson.



Visible upstage from Gerald Levert is a banner with WJLB's logo.

## ACTION

• WHUR/Washington and the Washington Bullets are taking it to the hoop with area youngsters. Students ages 10-15 were asked to submit a copy of their most recent report card — provided they'd achieved three or more A's in at least two major subjects. Those cards qualified them to win prizes — including Bullets tickets and jackets, sporting goods certificates, and an opportunity to participate as a

"ball boy" or "ball girl" in a Bullets game.

• WMVP/Milwaukee, along with the Wisconsin Gas Company and Carpet Town USA, awarded \$20,000 in scholarships to 15 Milwaukee Public High School seniors at a recent banquet. More than 400 people attended the event, which featured nationally known educator Dr. George McKenna as keynote speaker.



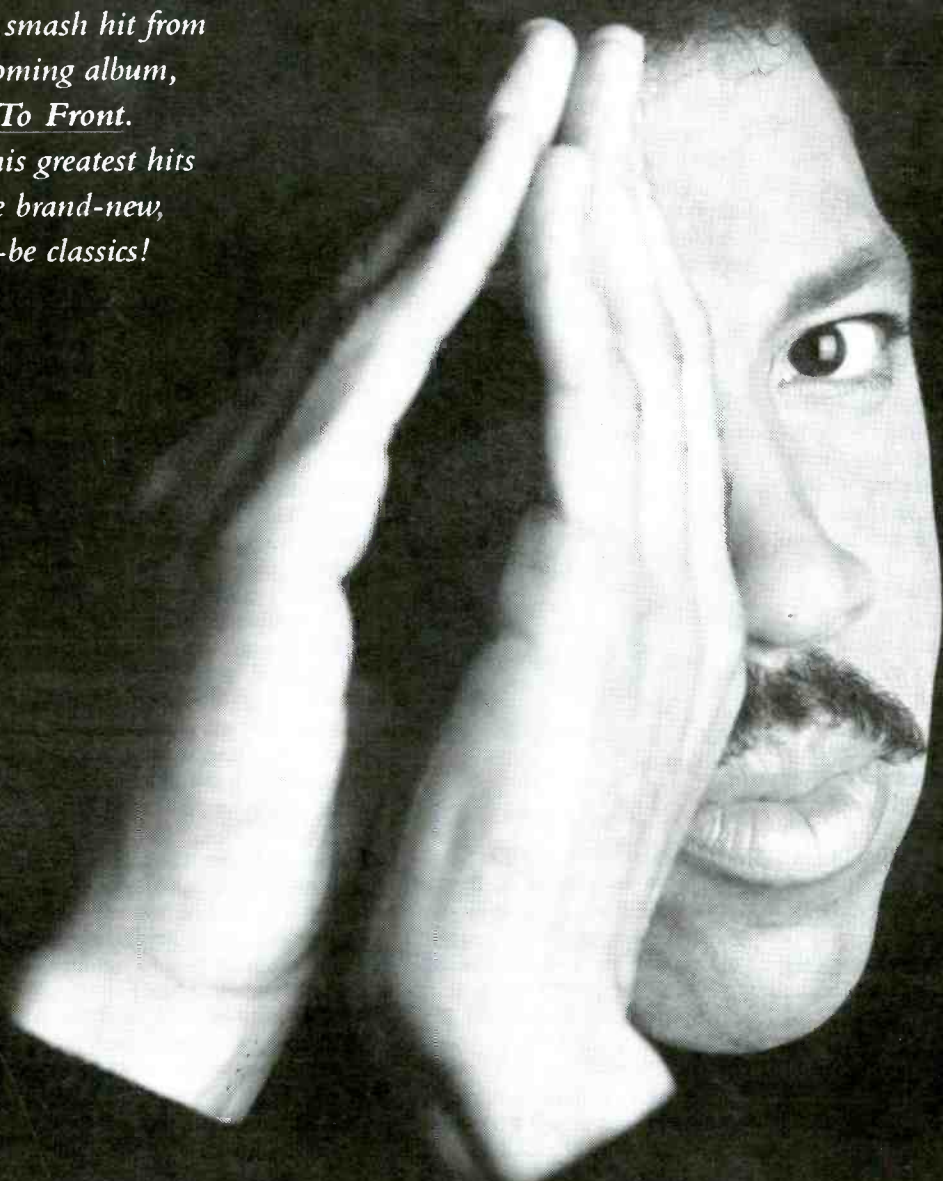
# HE'LL DO IT TO YOU EVERY TIME.

## LIONEL RICHIE

### *"Do It To Me"*

*The newest smash hit from  
the forthcoming album,  
**Back To Front.***

*Eleven of his greatest hits  
and three brand-new,  
soon-to-be classics!*



FIRST WEEK:  
URBAN  
***BREAKER***

#1 MOST ADDED!  
UC CHART: DEBUT **39**  
77 UC REPORTER - 89%

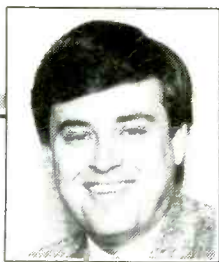
PRODUCED BY STEWART LEVINE FOR OLIVEREA  
PRODUCTIONS, LTD. AND LIONEL RICHIE

MANAGEMENT: FREDDY DEMANN



©1992 Motown Record Company, L.P.





LON HELTON

## Tweaking And Tuning The Music

The mechanics of programming and rotating music are constantly changing. But it's never been more evident than in this era of new artists and music. Stations are not merely evolving music policies, they're making wholesale changes at a breakneck pace.

I asked a few programmers what kinds of changes they've made in relation to currents, recurrences, power gold, gold, and tempo over the last few months. What surprised me most wasn't that changes were being made, but the extent to which they were being made.

What's more, I thought I'd have to make 10-15 calls to get five responses. Instead, the first five programmers I spoke to all had recently made fundamental changes in their music categories and/or rotations. Here's what they had to say.



Bob McKay

### WKIS/Miami

PD Bob McKay says WKIS is in the midst of a slight positioning change, moving from "Continuous Country" to "Today's Continuous Country." Promos add the line, "... and all your country favorites."

To make good on the promise, McKay has instituted a "hot recurrent" category. "We put it in to capture the essence of what's happening now and to also keep the comfort zone of familiarity and favorites," he explains.

Other minor modifications include:

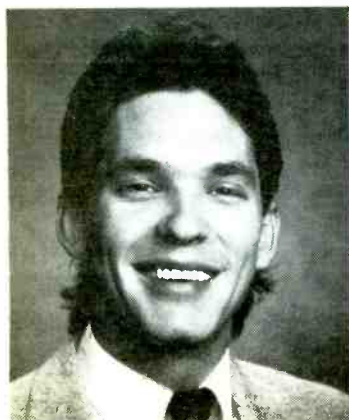
- Repositioning power gold cuts from first to third in sweeps coming out of stopsets.

- Dropping one record per hour from the secondary gold rotation in favor of an extra recurrent per hour.

- Adding specialized weekends, focusing on a particular artist. Concert tickets and/or prize package giveaways are included.

### WMIL/Milwaukee

Noting "the appetite for new music is there and remains strong," WMIL PD Kerry Wolfe says he's expanded the number of currents



Kerry Wolfe



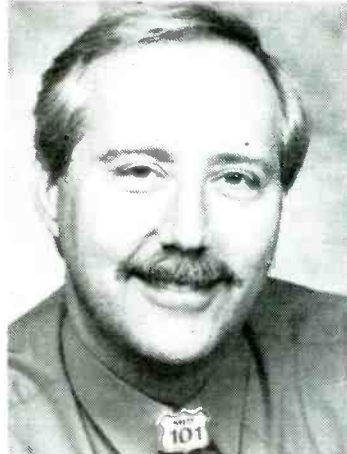
Programmers and managers share their secrets on integrating interactive phone systems into a station's profit structure. Among those offering tips in the June 13 session are:

- **KMPS/Seattle** PD and EZ Communications VP/Programming **Tim Murphy**
- **KNEW & KSAN/San Francisco** OM **Lee Logan**.

### KHAY/Oxnard, CA

KHAY PD Don Sinclair's changes have been limited to housecleaning in the secondary gold division. "Our gold used to run very deep and rotate evenly," he explains. "What I did was create two categories. The main group is from 1983-present. The other is called the 'vault.' It's our classic category and contains pre-1983 music that rotates one song per shift."

While not necessarily changing his philosophy on tempo of late, Sinclair says he does guard it more carefully than in the past. "We seem to occasionally go through periods where much of the hit product is downtempo," he says. "We're paying closer attention to the beginning stages of those periods so that, as they creep up on us, we're able to maintain an average tempo between three and four [on a scale of one-to-five, with five being the most uptempo]."



Don Sinclair

### WGTC/South Bend, IN

There've been lots of changes at WGTC, where PD Doug Montgomery says he's upped the current/gold ratio from 50%/50% to 65%-35%. At night, the current percentage is even higher, around 70%. He's also increased the number of currents from 45 to 54.

Montgomery, like so many programmers, has added a hot recur-



**AUDITION BLUES** — Yet another star in the making! KEBC/Oklahoma City PD/morning man Eddie Edwards (second from left) is apparently not content with his present gig. Check out how he struts his stuff for BNA's Remingtons, hoping to convince (l-r) Rich Mainegra, Jimmy Griffin, and Rick Yancey into making the trio a quartet. Last we heard, Edwards is still in OKC.



Doug Montgomery

rent category, though that may be a bit of a misnomer. In most cases, hot recurrences rotate every 10-12 hours. At WGTC, Montgomery has them coming around every *three and a half* hours — even hotter than his heavy rotation, which circulates every four hours. Mediums and lights are on six and seven hour cycles, respectively.

Once per daypart, a light-rotation current is replaced by a new, out-of-the-box song. A highly produced liner introduces it as "another new song you heard first on WGTC."

The heavy emphasis on currents and recurrences has obviously affected the attitude towards gold. "All of our golds are considered power golds or they're not on the station," says Montgomery. A number of titles have been purged from the gold library, which has dropped from 1000 to 825 songs. Montgomery says among the songs trimmed are those "by artists who

haven't had a recent hit and who don't look like they ever will again."

Precious little gold on WGTC is pre-1980. Each morning a tune from that era is played and set up by the morning team as a "classic country cut." The "image gold" category contains music from 1980-87 while the "regular gold" category encompasses 1987-present.

Montgomery notes the recent influx of new cumers has caused him to step up the identification of music, both old and new.

### KIXS/Victoria, TX

Concerned that he was "jumping on all the new songs and new artists a little too fast," KIXS PD Dale Knippers says he recently reduced the number of currents he's playing from 53 to 41.



Dale Knippers

He also divided his light category into thirds — each with a different rotation. One comes up five times per day, another surfaces three times daily, and the third is dayparted "new country." Says Knippers, "While I like the variety of playing a lot of new music, I want to introduce the songs more slowly."

Knippers also is concerned that songs were disappearing from the station too quickly. So he, too, has added a hot recurrent category to bring them down more slowly.

Fine-tuning his gold library, Knippers has added past hits by artists who've been out of the public eye of late but are now back with big hits. He cited John Anderson as an example.



**REALITY CHECK** — To add a dramatic touch of realism to a Disabled Awareness Week tie-in with a local hospital, KRMD/Shreveport morning co-host Gary McCoy wore a blindfold during his show in an attempt to tell listeners what it's like to be blind. Posing with the vision-obscured McCoy are his co-host Kelli Richards (l) and a pair of hospital volunteers.

# Neal McCoy



**Chart: Debut 50  
#1 Most Added**

Title track from new Atlantic album  
Produced by James Stroud

**6/2/92 ALBUM STREET DATE**

Management by  
Management Associates Inc., St. Paul, MN

**Wrangler**

**SHURE**

THE SOUND OF THE PROFESSIONALS... WORLDWIDE

**A GREAT SINGER  
A GREAT SONG  
AND A GREAT PERFORMANCE**

## Neal McCoy

**"WHERE FOREVER BEGINS"**

### IT BEGAN AT THESE STATIONS THIS WEEK:

|      |      |      |      |      |
|------|------|------|------|------|
| WOKO | KMML | KYKS | KQDY | WTCM |
| WAYZ | WKXC | WKSJ | KCLR | KVOO |
| WWYZ | KAYD | KJLO | WAXX | KVOC |
| WRKZ | WSTH | WYAK | KVOX | KALF |
| WNUS | KOUL | KTEX | KIXQ | KEKB |
| WDSY | WTVY | WRNS | WMIL | KHAY |
| WRWD | KHEY | WNOE | KEEY | KNIX |
| WCTK | WKML | WBKR | KCJB | KWJJ |
| WICO | KTCS | WOWW | WOW  | KKAT |
| WDLS | WYGC | KGKL | KSUX | KMPS |
| WWVA | WMSI | WCHY | WGTC | KORD |
| KEAN | WPCV | KNUE | KTTS |      |
| WKAK | KSSN | KIXS | WFMB |      |
| KRRV | KYKX | KLUR | KTPK |      |

### BE SURE TO SEE NEAL'S SHOW WHEN HE'S IN YOUR AREA:

(Contact your local Atlantic Rep. for tickets)

|           |                     |                      |
|-----------|---------------------|----------------------|
| May 6     | Cowboy's            | Dallas, TX           |
| May 10    | Wild, Wild West     | Amarillo, TX         |
| May 12    | Little Bear         | Evergreen, CO        |
| May 13    | Cowboy's            | Colorado Springs, CO |
| May 14    | Cactus Moon         | Albuquerque, NM      |
| May 20-23 | Do Da's             | New York, NY         |
| May 29    | The Pines           | Texarkana, AR        |
| June 4    | The Continent Plaza | Columbus, OH         |
| June 6    | J&J Center          | Athens, GA           |
| June 9    | Nashville Nitelife  | Nashville, TN        |



## Country Acts Draw Endorsement Dollars

As country's popularity continues to grow, endorsement deals keep rolling in for new and established artists. From cars to guitars, country artists are plugging everything under the sun these days. Here are a few of the recent deals making waves on Music Row.

### Guitar Star

Mercury/Nashville's **Davis Daniel** was recently selected as the first country artist to have his own line of Washburn acoustic and electric guitars. Daniel will extol the benefits of the axes in 30-second TV spots on TNN and MTV and in a string of national radio and print ads.

Twenty radio markets are holding contests to give away one of the customized guitars, and the August issue of *Country Music Special* will

feature a monthlong promotion of featuring readers a chance to win one of the special Washburns as well.

### Truckin'

Atlantic/Nashville newcomer **Tracy Lawrence**, who sewed up deals with Wrangler jeans and Gibson guitars just as his debut single hit the airwaves, has entered into a pact with Chevrolet. The automaker has created the "Tracy Lawrence Special Edition" custom-made pickup, which Lawrence



**HATS OFF (AND ON) TO WRITERS** — Several ASCAP writers were recently honored at the Music City News Country Songwriters Awards in Nashville. Enjoying victories backstage are (l-r) ASCAP's Connie Bradley, Alan Jackson, ASCAP's Pat Rolfe, Ricky Van Shelton, and writer Lisa Graham.

## Matthews, Wright & King

### NEW ARTIST FACT FILE

**Current Single/Album:** "The Power Of Love"

**Label:** Columbia/Nashville

**Producers:** Steve Buckingham, Larry Strickland

**Management:** Starstruck Entertainment

### Background

• Though **Raymond Matthews**, **Woody Wright**, and **Tony King** came together as a group only a year ago, their harmonies suggest they've been singing together much longer. All three have been pursuing musical dreams for years.

• Matthews, who hails from Alabama, cites his father and grandmother as major influences. Despite being painfully shy, he knew he wanted to be a singer after the first time he played in front of a crowd. He traveled to Nashville in the late '80s with the group **Southern Gray**. It was there that he met future producer **Larry Strickland**, who sang on one of Southern Gray's demos.

• Wright, an East Tennessee native, spent his early years singing gospel. The non-stop comic of the group ("I need a ritain prescription," he jokes), Wright moved to Nashville in 1976 and joined the gospel group the **Tennesseans**. He later sang lead for the group **Memphis**, of which Strickland was a member. Singing harmony on countless Music City sessions, Wright has also worked as a recording engineer.

• King grew up listening to gospel harmonies but found his niche in bluegrass after years of listening to — but hating — his parents' records. He played with **J.D. Crowe & The New South** for three years. Then one night in California, he saw a **Holly Dunn** video that changed his life. "I got a wild hair and dialed operator assistance in Nashville. Holly was listed in the book, so I called her up, told her who I was, sent her an album I had played on, and moved to Nashville to be in her



Wright, King, Matthews band. King also logged two years in **Vince Gill's** road band before joining Matthews and Wright.

### Signing

• The group was formed at the bidding of producer Larry Strickland, who had been developing Matthews as a solo artist for **Columbia**. When the label needed a group instead of another male solo act, Strickland brought the three together at his house. The trio later played for Columbia execs, who immediately signed them.

### Songs

• The original recording of the group's debut single, "The Power Of Love," featured a long fiddle intro by **Mark O'Connor**. Co-producer **Steve Buckingham** decided to revamp the tune, and the result was unanimously pleasing. "The fiddle was great," remembers King, "but somehow the electric guitar that ended up on the track took it to a new level." Wright agrees, adding, "It brought it back from bluegrass and gave it a twang factor."

• All three members write their own material, but none of their songs made the album's final cut — a fact that doesn't bother them. "For a new act with zero credibility, it's incredible the kind of top-drawer songs we were able to cut," says Wright.

drives and customers can now request from dealerships around the country. Lawrence will appear in regional TV and radio spots for the company as well.

### Clothes Lines

• Wrangler has also roped several other artists for endorsement deals in recent months. **Neal McCoy**, **Dean Dillon**, **Martin Delray**, and **Collin Raye** have all signed agreements with the clothing company of late. Meanwhile, **Charlie Daniels** has entered into an agreement with **Dickies** work apparel; he'll appear in radio, TV and print ads for the company on its 70th anniversary.

• And ... **Ronna Reeves** has signed on with **Laredo** boots; her likeness will soon grace posters in Western apparel stores nationwide.

### Snack Acts

• **Ricky Skaggs** recently cut a radio spot for **Diet Coke**, making him the first country spokesperson for that product. Speaking of bottled beverages, artists **Jeff Chance** and the **Texas Tornados** have inked agreements in recent weeks with **Miller Light**.

• **Dwight Yoakam** is appearing in a national **McDonald's** commercial that was filmed, in part, on his California ranch. (Yoakam's backed on the track by none other than **MCA/Nashville** chanteuse **Kelly Willis**.)

• Speaking of munchies, **Bryan Foods**, the first brand to receive **Alabama's** endorsement, has signed on as a major sponsor of the 1992 June Jam in Ft. Payne, AL on June

13. The band is featured in Bryan's TV and radio advertising throughout the Southeast.

### CNN Country

CNN's upcoming country special is set to air April 28 (2:30pm and 8:30pm EST). Hosted by the network's **Larry Woods**, the show explores the potential of some of country's hottest new acts, with special segments on **David Lynn Jones**, **Suzy Bogguss**, **Tracy Lawrence**, and **Hal Ketchum**.

Woods was reportedly inspired to do the show after asking **Waylon Jennings** which of today's new artists he thought had potential. Jennings listed Jones as someone whose talent he believed in; an interview with Jones and the idea for the show followed soon after. The half-hour piece will also feature video clips of other artists.

### Literacy Jam

**Paul Overstreet**, **Pam Tillis**, **Trisha Yearwood**, **Tracy Lawrence**, and **Billy Ray Cyrus** will perform at a special May 12 concert to help raise funds for **Project Literacy**, the CMA's public service campaign. Tickets for the **WSM-FM/Nashville**-promoted event, to be held at the **Grand Ole Opry**, are \$12 and currently on sale.

### Bits & Pieces

• **T.G. Sheppard** auditioned last week for a leading part in the Broadway musical "The Will Rogers Follies." When actor **Keith Carradine**, who had been playing the role, recently left the production, Sheppard was one of the artists approached about assuming

the role. The musical's producers will decide on who receives the part in May.

• Some Nashville musical magic will appear on a new **National Geographic PBS** special, "Braving Alaska," on April 29. Former **Nitty Gritty Dirt Band** member **John McEuen** and **David Hoffner** scored the special, which is reportedly the first one ever to be partly recorded in Nashville. (It uses the skills of local musicians **Josh Graves**, **Kenny Malone**, **David Grier**, and **Craig Nelson**.) There are more than 21 minutes of musical cues in the hourlong show. Incidentally, McEuen is currently performing at the **Las Vegas Hilton** with **Tanya Tucker** and **T. Graham Brown**.

• **Oak Ridge Boy Joe Bonsall** lived out a fantasy last week during the **Kansas City Royals'** home opener against the **Oakland A's**. After the Oaks performed the national anthem, **WDAF/Kansas City's Denny Matthews** — the voice of the Royals — invited Bonsall to join him in the announcing booth. A genuinely thrilled Bonsall then called play-by-play for half an inning. Expect the new Oaks single, "Fall," on May 12.

—Lorie Hollabaugh

## NASHVILLE IN MOTION

### Rhines Garners VP Stripes

**Eddie Rhines** has joined **Dale Morris & Associates** as VP/Booking. Rhines was most recently Exec. Director of the **Harp Talent Agency**, where he first worked with Atlantic/Nashville group **Confederate Railroad**. The band will now be booked by Rhines and Dale Morris & Associates.

• **Steve Navyac** has been named Coordinator/Artist Development at the **Gurley & Company** public relations firm. A former tour manager and sound engi-

neer for acts such as **Will T. Massey**, **Faith No More**, and **Larry Carlton**, Navyac also did stints in L.A. with **Charlie Lico Management** and the **Bill Schnee Studio**.

• Songwriter **Bruce Burch** has entered into a publishing coalition with **Vern Dant** and **Dobie Gray**. While retaining his own publishing interests in **Burch Brothers Music**, Burch will join forces on projects with Dant and Gray under the **Music Genesis** umbrella.

## COUNTRY FLASHBACK

### 1 YEAR AGO

• No. 1: "Rockin' Years" — **Dolly Parton & Ricky Van Shelton**

### 5 YEARS AGO

• No. 1: "It Takes A Little Rain" — **Oak Ridge Boys**

### 10 YEARS AGO

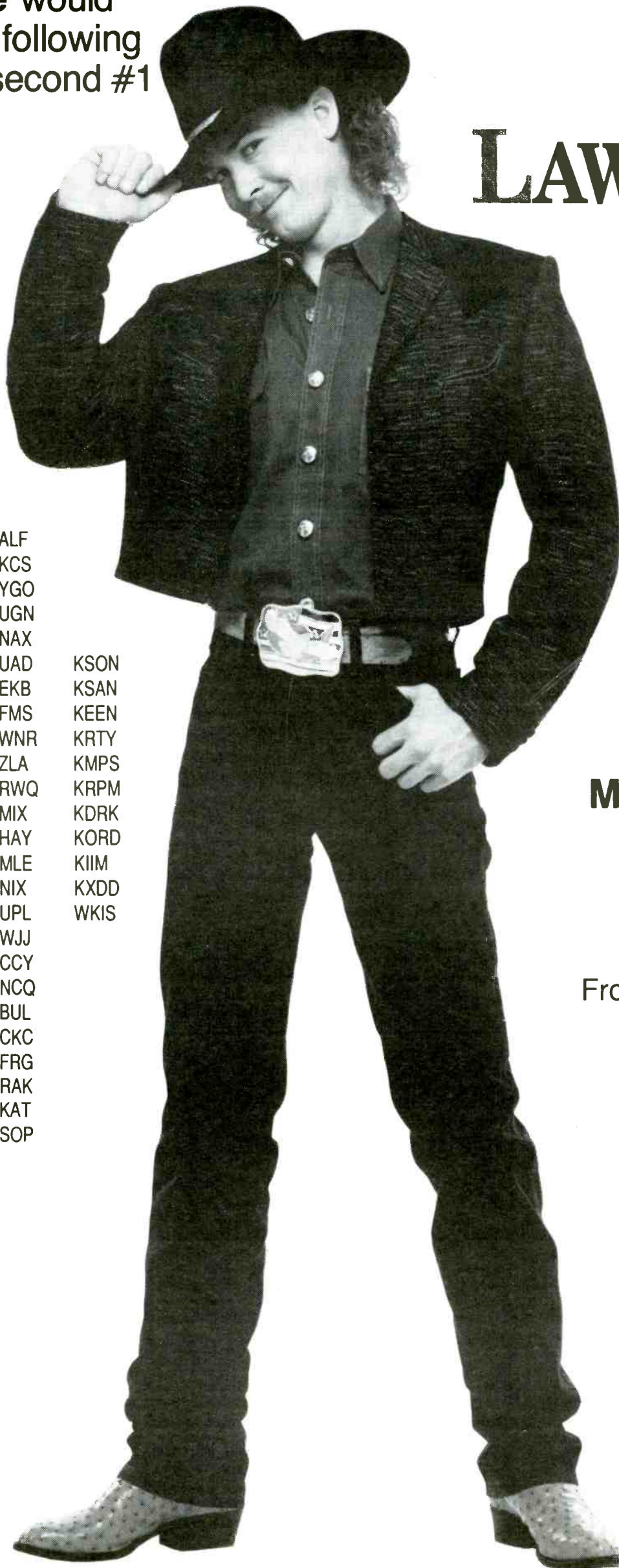
• No. 1: "Mountain Music" — **Alabama (2nd week)**

### 15 YEARS AGO

• No. 1: "She's Got You" — **Loretta Lynn (2nd week)**

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| WHWK | WSSL    | WHOK    |
| WYRK | KIKK    | WONE    |
| WOKO | KILT-FM | KJJY    |
| WQBE | WMSI    | WWWV    |
| WOKQ | WQIK    | WAVC    |
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CURRENT ISSUE #145, WFAN/Don Imus, KMEL/Bill Lee & Zoo, KUBE/Charlie & Ty, WNCI/Mark Dantzer, B96-KPWR/George McFly, KRXY-KQKS/Michael Moon & Boston's WZOU & WXKS, 90-min. cassette, \$6.50.  
CURRENT ISSUE #144, KKLQ/Magic Matt Alan, KRTH/Humble Harv, WQHT/Jeff Thomas, K5AN/Buddy Baron, WCXR/Paul Harris, WFLZ/Tim & Tom, WJMK/Ron Britain, L.A.'s KPWR & KIIS, Baltimore's WYYY, Cassette, \$6.50.  
PERSONALITY PLUS #PP-53, WWDC/GreaseMan, WMMX/Sonny Fox, KUFJ/Craig Hunt, WJFK/Don Geronimo & Mike O'Meara, KMPS/Ichabod Caine, \$6.50.  
PERSONALITY PLUS #PP-52, WFOX/Randy & Spiff, WKHX/Moby, WLUP/Steve & Garry, Z100/Gary Bryan & Ross Britain, KZOK/Gary Lockwood, \$6.50.  
ISSUE #S-222, ATLANTA: CHR WAPW, UC WVEE, ACs WSB-FM, WSTR, WPCB, AOR WKLS & WZGC, CDR WFOX, Ctry WKHX & WYAY, \$6.50.  
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PROMO VAULT #PR-11, promo samples — all formats, all market sizes, \$10.  
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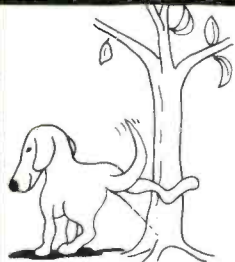
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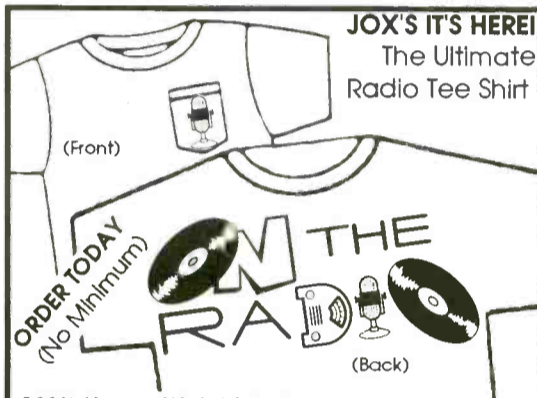
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OPENINGS

OPENINGS

OPENINGS

OPENINGS

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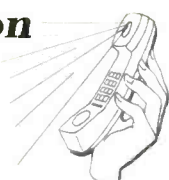


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### MORNING STAR

Expanding broadcast group seeks talented morning show for pending acquisition. If you are a warm, relatable entertainer who truly understands show prep, we'd like to hear your best. To win, we'll need someone creative and innovative with friendly, adult appeal. We need a disciplined individual who knows how to apply current issues and lifestyle elements to a bright, lively morning show. Good production skills and outside appearance expertise a must. All resumes and tapes must be received by May 1st. Send to: Radio & Records, 1930 Century Park West, #581, Los Angeles, CA 90067. EOE M/F

### Immediate Opening WTOP NEWSRADIO 15 Washington, DC

Washington's all-News radio station has an immediate opening for an experienced business reporter. Candidate should have a minimum five (5) years' of broadcasting experience. Candidate should also possess excellent verbal and written communication skills. College degree desired, preferably in Broadcast Journalism or Mass Media. No calls please. Send tape and resume to:

Pat Anastasi  
Managing Editor  
WTOP Newsradio 15  
Dept. RR  
3400 Idaho Avenue, NW  
Washington, DC 20016  
EOE M/F

## INTERNATIONAL

Czech speaking news, production and air talent sought by Prague AC T&R: Radio Bohemia, Tom Hardy, Navratilova B, Prague 1, Czechoslovakia. (4/24) EOE

## EAST

Seeking newperson for WICO. Journalism degree preferred. Females and minorities encouraged. T&R: WICO, Mary Coffey, Box 909, Salisbury, MD 21803. (4/24) EOE

### AFTERNOON DRIVE TALK SHOW

Is this you? Morning drive, great topical show, and no time to do it because your PD makes you play eight records an hour? Our aggressive News/Talk station needs a relatable, entertaining talk host for the home of Buffalo's three pro teams - the fastest growing station in town. Rush tape and resume to: Chuck Finney, WGR 55, 464 Franklin St., Buffalo, NY 14202. EOE M/F

### RADIO PROMOTION COORDINATOR

Radio promotion coordinator wanted for Washington, DC AM/FM leader. Successful candidate must possess minimum two years' experience writing and producing on-air promos and liners for AM all-News station, along with ability to coordinate and execute on-air promotions and giveaways for FM music station. Send package including resume, written and taped samples of your work, and job and salary history to: CRAIG ASHWOOD, PROGRAM DIRECTOR, WASH-FM, Dept. RR, 3400 Idaho Ave., N.W., Washington, DC 20016. An equal opportunity employer, M/F. No calls please.

## SOUTH

News director sought. Write and anchor local newscasts in scenic small market. T&R: KZBL, Hal Bundrick, 1115 Washington, Natchitoches, LA 71457. (4/24) EOE

PD/Morning drive Country personality sought for Texas medium market AM/FM Combo. Requires 5 years' on-air experience. Management background preferred. Tapes and resumes with references to: Radio & Records, 1930 Century Park West, #585, Los Angeles, CA 90067. EOE

Rock/AC, Top 10 needs staff. Must know/love music, be warm, human, and intelligent with no bits. Send T&R regardless of market size to: Radio & Records, 1930 Century Park West, #594, Los Angeles, CA 90067. EOE

Opening for television/radio traffic reporter. Send resume/VHS tape/audio tape to: John Winder, Metro Traffic Control, 2700 Post Oak Blvd., #1400, Houston, TX, 77056. Females/minorities encouraged to apply. EOE

Radio station in Texas seeking experienced AOR, AC, and Country applicants for on-air talent and management positions. Stable ownership, excellent facilities. Send resume to Radio & Records, 1930 Century Park West, #589, Los Angeles, CA 90067. EOE

# OPPORTUNITIES

## OPENINGS

### MIDWEST

News talent/morning co-host sought. T&R: WIHN, Pat Watson, Box 610, Bloomington, IL 61702-0610 (4/24) EOE

WABJ/WQTE seeks entry-level announcer. Great place to start a career — Phil Donahue did. T&R: Jeff Hager, 121 W. Maumee, Adrian, MI 49221. (4/24) EOE

KCII AM/FM seeks sports director/on-air talent. PBP and interviewing skills a must. T&R: KCII, Box 524, Washington, IA 52353. (4/24) EOE



KQQL-FM Minneapolis, a Trumper Communications, Inc. station, is looking for a great program director. We're looking for that rare individual who combines the best features of P.T. Barnum, Albert Einstein, and Lou Holtz. The bucks and benefits are excellent, our facility is brand new, and life in the Twin Cities is hard to beat. Trumper Communications, Inc. is an equal opportunity employer and encourages female and minority applicants. Send resume and aircheck of your current station to Kevin McCarthy, Vice President/General Manager, KQQL Radio, 100 Washington Square, Suite 1319, Minneapolis, MN 55401.

### 107WIRX

#### PROGRAM DIRECTOR MORNINGS

High visibility Rock/CHR leader. Inherit a 17-share & continue 13-year dominance over Chicago & South Bend competitors. All the tools for killer morning show. As PD, build your management & coaching skills in a group that puts people first. Great Lake Michigan lifestyle. MSA 160,000.

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### LiteRock 97 FM

#### WENS

#### PRODUCTION DIRECTOR

Our next visionary will be responsible for managing the department and not being managed by it. Great team people skills, no cart hurlers please. You'll be responsible for creative, award-winning production from start to finish in our beautiful multitrack facility. Overnite T&R and samples to Chuck Knight, WENS, 950 N. Meridian, Suite 1297, Indianapolis, IN 46204. EOE M/F

## OPENINGS

Leading small market FM seeks creative morning sidekick. Must love stunts and appearances. No card readers! Send us your best T&R: Radio & Records, 1930 Century Park West, #591, Los Angeles, CA 90067. EOE

### WEST

KRAB/Bakersfield seeks AOR talent. No calls please. T&R: KRAB, Chris Squires, 3701 Pegasus Drive, Suite 123, Bakersfield, CA 93308. (4/3) EOE

Seeking PT instructors/lecturers with a five years' experience in So. CA only. T&R: Academy of Radio Broadcasting, 8907 Warner Ave., #115, Huntington Beach, CA 92647. (4/3) EOE

KSJO/San Jose seeks promotion assistant who is street-wise and detail-oriented. RESUMES: Marty Wright, 1420 Koll Circle, San Jose, CA 95112. (4/3) EOE

Oldies station in Anchorage seeks your T&R. Minimum five years' experience. T&R: KPXR/KOOL, Mike Forrester, 3700 Woodland, Suite 300, Anchorage, AK 99517. (4/17) EOE

### MORNINGS

Market leader in Top 50 market needs YOU to put some daylight between us and the competition. Candidate must be topical, local, and keep an adult audience entertained without blue humor. Got a contract tying you up for the next four months? Never done mornings before? Send your tapes and resumes anyway! We're not changing tomorrow. Females and minorities encouraged. Radio & Records, 1930 Century Park West, #570, Los Angeles, CA 90067. EOE

### Production Director

Los Angeles newstalk giant, KABC, is seeking a Production Director, responsible for writing, producing and voicing station promotional announcements and choreographing overall station sound. Individual must have 3-5 years of experience in Radio and Television production plus voice work at a broadcast station.

No phone calls accepted. Send tape, resume and references to: KABC Talkradio Programming Department, P.O. Box 790, Los Angeles, CA 90016. Equal Opportunity Employer.



Skyview Traffic Watch is looking for experienced broadcasters for airborne and ground traffic reporting in great Southwestern markets. Send tape and resume to: 14605 North Airport Drive, Suite 200, Scottsdale, AZ 85260. EOE

## OPENINGS



94.5 The Fox, San Jose's fastest growing radio station, is looking for a killer morning show. Here's the list of do's: topical, foreground, adult (with an edge), great phones, team player, good work ethic, heavy promotional appearances, love radio, AOR or Classic Rock "morning" experience. If this sounds like you, DO send a tape & resume immediately to:

Tim Maranville  
Program Director  
KUFX Radio  
1589 Schallenberger Rd.  
San Jose, CA 95131. EOE

### RECORD PROMOTION OPPORTUNITY

Ours is a small and growing independent record label based in Los Angeles. Our artists are first-rate and they are enjoying commercial success. Our corporate culture is dynamic, creative, fast-paced, and stimulating.

We are seeking a national promotion person with superior communication skills and an understanding of radio programming, someone who has a sense of shared responsibility, and especially someone who wants to grow while having fun. Self-motivated professionals only need apply. Resumes to: Radio & Records, 1930 Century Park West, #578, Los Angeles, CA 90067. EOE

Seeking production engineer. Los Angeles area. Freelance. Cassette & resume to: 1223 Wilshire Blvd., Suite 262, Santa Monica, CA 90403. EOE

West Coast major market talker looking for drivetime host. Newsy and controversial, but warm. Great pay. Send T&R immediately to: Radio & Records, 1930 Century Park West, #592, Los Angeles, CA 90067. EOE

Mornings at top-rated AC. Seeking personality who can work phones and relate to today's adults in a fun, music-intensive atmosphere. No Zoos. T&R: Radio & Records, 1930 Century Park West, #593, Los Angeles, CA 90067. EOE

## OPENINGS

News director/morning sidekick sought for Class C FM, AC format. Delivery with personality. Sun Belt lifestyle. Females and minorities encouraged. T&R: KMGN, Box 3421, Flagstaff, AZ 86003. EOE

Afternoon drive/evening "love songs" host with adult delivery. Experience necessary. Females and minorities encouraged. T&R: KMGN, Dick Wodrich, Box 3421, Flagstaff, AZ 86003. EOE



KHTX-FM Riverside/San Bernardino seeking morning show entertainer for immediate opening. One-hour from skiing and fishing! If you're tired of moving all around and are looking for a longterm, stable company, this is for you! RUSH your T&R to: KHTX-FM, Jim Nelly, 1950 S. Sunwest Lane, #302, San Bernardino, CA 92412. No calls. EOE M/F

San Francisco's craziest morning man, Mancow, needs a take-charge producer (not a sidekick). You must have 8-track experience, knowledge of midi processing and construction of music beds and parody songs. A great ability to secure guests is a big plus. If you're committed and a serious producer, send T&R to WILD 107, Mancow, 55 Green St., San Francisco, CA 94111. EOE



### MORNINGS

Wake up Southern California on the hottest Country station, K-FROG. You must be warm, friendly, in touch with the community, and have a sense of humor. If you're a team player, rush T&R to Charlie Harrigan, PD, 900 East Washington, Suite 315, Colton, CA 92324. EOE

### CALIFORNIA SUNSHINE!

Sacramento Valley radio station has a rare news opening for an afternoon drive anchor/reporter. Tape and writing samples to: Radio & Records, 1930 Century Park West, #590, Los Angeles, CA 90067. EOE

Get a job? Need a jock? Put it in  
Opportunities — and get results!  
Call 310-883-4550.





BREAKERS

LIONEL RICHIE

Do It To Me (Motown)

89% of our reporting stations on it. Rotations: Heavy 0/0, Medium 4/4, Light 73/73, Total Adds 77 including WDAS, WUSL, WKYS, KJMZ, K97, WOWI, KPRS, KKBT, WRKE, Z104.

GOOD 2 GO

Never Satisfied (Giant/Reprise)

66% of our reporting stations on it. Rotations: Heavy 0/0, Medium 6/0, Light 51/6, Total Adds 6, WCKX, KMJM, WJTT, U102, WJJS, WQK.

NEW & ACTIVE

BY ALL MEANS "The Feeling I Get" (Motown) 51/1

Rotations: Heavy 0/0, Medium 22/0, Light 29/1, Total Adds 1, WEDR. Mediums include: WDAS, WHUR, WOWI, WTLC, KPRS.

PATTI LABELLE "When You've Been Blessed (Feels Like Heaven)" (MCA) 49/8

Rotations: Heavy 0/0, Medium 10/0, Light 39/8, Total Adds 8, WRKS, KIIZ, U102, HOT105, WQOK, WPLZ, KMJJ, WTUG. Mediums include: WBLK, WDAS, WJLB, WMXD, WFXA.

MIKE DAVIS "When Only A Friend Will Do" (Jive) 49/6

Rotations: Heavy 0/0, Medium 9/0, Light 40/6, Total Adds 6, WEDR, WKKV, WRKE, WJTT, WAGH, WFXM. Mediums include: WDAS, KPRS, WQFX, WQIS, K98-FM.

RHONDA CLARK "(If Loving You Is Wrong) I Don't Want To Be Right" (Tabu/A&M) 48/12

Rotations: Heavy 0/0, Medium 12/0, Light 36/12, Total Adds 12 including WKYS, WEDR, WOWI, KQXL, WXOK, Z93, WQMG, WEUP, Z16, WROU. Mediums include: WDAS, KBCE, WPAL, Z104, WJMI.

ARRESTED DEVELOPMENT "Tennessee" (Chrysalis/ERG) 47/9

Rotations: Heavy 5/0, Medium 16/0, Light 26/9, Total Adds 9, WTLC, KMJM, WRKE, KQXL, WPAL, WZFX, WFXM, WBLX, WCDX. Heavy: WOWI, WZAK, WPEG, WQMG, WQOK. Mediums include: WXYV, WILD, WXOK, Z93, WFXE.

PEABO BRYSON "Shower You With Love" (Columbia) 45/9

Rotations: Heavy 0/0, Medium 5/0, Light 40/9, Total Adds 9, WCKX, KPRS, OC104, KBCE, WPAL, Z93, WWDW, WJUN, WCDX. Medium: WDAS, K97, WEUP, WPGA, WALT.

HAMMER "This Is The Way We Roll" (Capitol) 44/43

Rotations: Heavy 0/0, Medium 1/1, Light 43/42, Total Adds 43 including WBLK, WAMO, KJMZ, K97, WEDR, WOWI, WZAK, KPRS, WKKV, KMJM.

ISLEY BROTHERS f/RONALD ISLEY "Sensitive Lover" (WB) 43/43

Rotations: Heavy 1/0, Medium 1/1, Light 42/42, Total Adds 43 including WDAS, K97, WZAK, WCKX, WJLB, WMXD, WTLC, KPRS, WRKE, WJIZ.

NICE & SMOOTH "Sometimes I Rhyme Slow" (RAL/Columbia) 40/5

Rotations: Heavy 0/0, Medium 14/0, Light 26/5, Total Adds 5, KMJQ, WWDW, WZFX, WHJX, WJHM. Mediums include: WBLX, K97, WEDR, WOWI, WJLB.

TEDDY RILEY f/TAMMY LUCAS "Is It Good To You" (Soul/MCA) 40/4

Rotations: Heavy 1/0, Medium 23/0, Light 16/4, Total Adds 4, WCKX, KFXZ, WQIS, WDZZ. Heavy: WVEE. Mediums include: WHUR, KMJQ, WOWI, KPRS, KMJM.

STACY EARL f/WILD PAIR "Romeo And Juliet" (RCA) 40/0

Rotations: Heavy 1/0, Medium 7/0, Light 32/0, Total Adds 0. Heavy: WJFX. Mediums include: WTLC, OC104, WRKE, WATV, WEUP.

2PAC "Brenda's Got A Baby" (Interscope) 36/2

Rotations: Heavy 4/0, Medium 15/0, Light 17/2, Total Adds 2, WCKX, KBCE. Heavy: WOWI, WZAK, WAGH, WZGB. Mediums include: WKYS, K104, KJMZ, KMJQ, K97.

CLUB NOUVEAU "Oh Happy Day" (Quality) 32/7

Rotations: Heavy 0/0, Medium 1/0, Light 31/7, Total Adds 7, K97, WZAK, KIPR, WLOU, KJMS, WEAS, WTLC. Mediums include: WPLZ.

COLLEGE BOYZ "Victim Of The Ghetto" (Virgin) 32/5

Rotations: Heavy 0/0, Medium 5/0, Light 27/5, Total Adds 5, WKYS, WJLB, U102, WPLZ, WEAS. Medium: K104, KQXL, WFXE, WZGB, K98-FM.

MARY J. BLIGE "You Remind Me" (Uptown/MCA) 29/5

Rotations: Heavy 2/0, Medium 8/0, Light 19/5, Total Adds 5, WJIZ, WWDW, Z104, WHJX, WQOK. Heavy: WPEG, WCDX. Mediums include: WHUR, WKYS, WOWI, WILD, KQXL.

MIKKI BLEU "When You Do What You Do" (Ultrax) 28/3

Rotations: Heavy 0/0, Medium 4/0, Light 24/3, Total Adds 3, WJTT, KIIZ, WROU. Medium: WDAS, WEDR, WAGH, WBLX.

GEOFFREY WILLIAMS "It's Not A Love Thing" (Giant/Reprise) 27/1

Rotations: Heavy 0/0, Medium 6/0, Light 21/1, Total Adds 1, WQFX. Mediums include: WTLC, KMJM, OC104, WPGA, WMVP.

GEORGE HOWARD "Cross Your Mind" (GRP) 26/2

Rotations: Heavy 0/0, Medium 2/0, Light 24/2, Total Adds 2, WKYS, WJIZ. Medium: WDAS, KPRS.

SCARFACE "A Minute To Pray" (Rap-a-Lot) 25/3

Rotations: Heavy 0/0, Medium 5/0, Light 20/3, Total Adds 3, WAMO, OC104, KTA, Medium: KMJQ, KMJM, Z93, WBLX, WKS.

RAY SIMPSON "Crazy Pictures" (Virgin) 25/2

Rotations: Heavy 0/0, Medium 0/0, Light 25/2, Total Adds 2, WAGH, WJUN.

SIR MIX-A-LOT "Baby Got Back" (Def American/Reprise) 25/2

Rotations: Heavy 2/0, Medium 5/0, Light 18/2, Total Adds 2, OC104, Z16. Heavy: WZGB, WJHM. Medium: K104, KMJQ, K97, WZAK, KTA.

2ND II NONE "If You Want It" (Profile) 25/1

Rotations: Heavy 0/0, Medium 6/0, Light 19/1, Total Adds 1, WPEG. Mediums include: KMJQ, K97, WJLB, WFXE, WEAS.

MOST ADDED

- LIONEL RICHIE (77)
- HAMMER (43)
- ISLEY BROTHERS (43)
- QUEEN LATIFAH (22)
- DAS EFX (19)
- EUGENE WILDE (18)
- GROVER WASHINGTON JR. (17)
- MICHAEL JACKSON (13)
- RHONDA CLARK (12)
- ARRESTED DEVELOPMENT (9)
- PEABO BRYSON (9)

HOTTEST

- AARON HALL (69)
- TEVIN CAMPBELL (64)
- KEITH SWEAT (52)
- BEBE & CECE WINANS (41)
- LISA STANSFIELD (38)
- MARIAH CAREY (35)
- JOE PUBLIC (31)
- EN VOGUE (22)
- KRIS KROSS (16)
- JODECI (11)

TOP 10

RECURRENTS

- | LW | TW | ARTIST/SONG              |
|----|----|--------------------------|
| 1  | 1  | P. LABELLE/Loves         |
| 5  | 2  | ATLANTIC .../Masterpiece |
| 2  | 3  | M. JACKSON/Time          |
| 4  | 4  | V. WILLIAMS/Save         |
| 7  | 5  | C. WALKER/Time           |
| 3  | 6  | MINT CONDITION/My        |
| —  | 7  | G. JONES/Here            |
| 6  | 8  | PRINCE/Diamonds          |
| 9  | 9  | GERALD LEVERT/Baby       |
| 8  | 10 | JODECI/Stay              |

SIGNIFICANT ACTION

QUEEN LATIFAH "How Do I Love Thee" (Tommy Boy) 23/22

Rotations: Heavy 0/0, Medium 1/0, Light 22/22, Total Adds 22 including WBLX, WHUR, WKYS, KMJQ, WOWI, WJIZ, KBCE, WFXA, Z93, WAGH. Medium: WZGB.

FORCE MD'S "Your Love Drives Me Crazy" (Tommy Boy) 23/2

Rotations: Heavy 0/0, Medium 3/0, Light 20/2, Total Adds 2, WJJS, WMVP. Medium: WDAS, WOWI, K98-FM.

DAS EFX "They Want EFX" (Atco/EastWest) 20/19

Rotations: Heavy 0/0, Medium 0/0, Light 20/19, Total Adds 19 including WBLK, WKYS, KMJQ, K97, WEDR, WOWI, WRKE, WJIZ, KBCE, WENN.

LIDELL TOWNSELL "Nu-Nu" (Mercury) 19/3

Rotations: Heavy 1/0, Medium 7/0, Light 11/3, Total Adds 3, WEDR, WGI, U102. Heavy: WQOK. Mediums include: WJLB, WPEG, WWDW, Z104, WKS.

EUGENE WILDE "How About Tonight" (MCA) 18/18

Rotations: Heavy 0/0, Medium 0/0, Light 18/18, Total Adds 18 including WAMO, K97, WGI, WENN, WPEG, WJTT, WWDW, WZFX, WHJX, Z16.

GROVER WASHINGTON JR. f/LALAH HATHAWAY "Love Like This" (Columbia) 18/17

Rotations: Heavy 0/0, Medium 0/0, Light 18/17, Total Adds 17 including WBLK, WTLC, KPRS, WFXA, WAGH, WFXE, Z104, WQFX, KFXZ, Z16.

DAISY DEE "It's Gonna Be Alright" (RCA) 17/6

Rotations: Heavy 0/0, Medium 0/0, Light 17/6, Total Adds 6, KQXL, WXOK, WPAL, WJTT, KFXZ, WQIS.

DR. DRE f/SNOOP DOGGY DOGG "Deep Cover" (Epic) 16/2

Rotations: Heavy 0/0, Medium 0/0, Light 16/2, Total Adds 2, KIIZ, KTA.

2 TOO MANY "Where's The Party" (Jive) 15/0

Rotations: Heavy 0/0, Medium 1/0, Light 14/0, Total Adds 0, Medium: WBLX.

AL GREEN "Love Is Reality" (Epic) 11/1

Rotations: Heavy 0/0, Medium 2/0, Light 9/1, Total Adds 1, WMVP. Medium: KPRS, WWDW.

MC BRAINS "Everybody's Talking (About MC Brains)" (Motown) 11/0

Rotations: Heavy 0/0, Medium 2/0, Light 9/0, Total Adds 0, Medium: WEDR, WZAK.

POSITIVE K. "Nightshift" (4th & Broadway/Island/PLG) 10/1

Rotations: Heavy 0/0, Medium 2/0, Light 8/1, Total Adds 1, WQIS. Medium: WPAL, K98-FM.

NEW ARTISTS

Reports/Adds

- |   |   |      |
|---|---|------|
| 1 | MIKE DAVIS/When Only A Friend Will Do (Jive)            | 49/6 |
| 2 | ARRESTED DEVELOPMENT/Tennessee (Chrysalis/ERG)          | 47/9 |
| 3 | NICE & SMOOTH/Sometimes I Rhyme Slow (RAL/Columbia)     | 40/5 |
| 4 | STACY EARL f/WILD PAIR/Romeo & Juliet (RCA)             | 40/0 |
| 5 | 2PAC/Brenda's Got A Baby (Interscope)                   | 36/2 |
| 6 | COLLEGE BOYZ/Victim Of The Ghetto (Virgin)              | 32/5 |
| 7 | MARY J. BLIGE/You Remind Me (Uptown/MCA)                | 29/5 |
| 8 | GEOFFREY WILLIAMS/It's Not A Love Thing (Giant/Reprise) | 27/1 |
| 9 | SCARFACE/A Minute To Pray (Rap-a-lot)                   | 25/3 |
|   | RAY SIMPSON/Crazy Pictures (Virgin)                     | 25/2 |
|   | 2ND II NONE/If You Want It (Profile)                    | 25/1 |

New artists have not yet had a UC Breaker.



# Sir Mix-a-Lot

## "Baby Got Back"

(I Like Big Butts)

THIS ACTION:

**URBAN  
NEW & ACTIVE**

K104  
KJMZ  
KMJQ  
K97

WEDR  
WOWI  
WZAK

OC104  
WRKE  
KBCE  
WENN  
WPAL

Z93  
WJJN  
KIIZ  
Z13

WOIS  
WGZB  
WALT  
WJHM

KMJJ  
K98-FM  
WTLZ  
KTAJ  
XHRM

On (Rotation) At  
Yo!  Raps!

From the album Mack Daddy.

Written, Programmed, Arranged, Mixed,  
Produced and Engineered by Sir Mix-A-Lot

Cartel Representation: Ricardo Frazer

Album Sales  
over 400,000!



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## BREAKERS

### GENESIS

#### Hold On My Heart (Atlantic)

87% of our reporters on it. Rotations: Heavy 12, Medium 38, Light 30, Total Adds 36 including WMXV, KVIL, 2WD, WUSA, KMXV, WMYX, KBIG, WKLI, WKDQ, KISC. Moves 22-13 on the AC chart.

### LIONEL RICHIE

#### Do It To Me (Motown)

60% of our reporters on it. Rotations: Heavy 1, Medium 22, Light 32, Total Adds 55 including WALK, WMXV, KQ102, WMTX, WUSA, WLTF, KMXV, KYKY, KOST, B100. Debuts at number 20 on the AC chart.

### AMY GRANT

#### I Will Remember You (A&M)

53% of our reporters on it. Rotations: Heavy 28, Medium 20, Light 9, KBIG, KLSY, WOBM, WZNY, WLTS, WKDQ, KRNO, WKTK, KIZZ. Moves 29-22 on the AC chart.

### NEIL DIAMOND w/KIM CARNES

#### Hooked On The Memory Of You (Columbia)

51% of our reporters on it. Rotations: Heavy 3, Medium 27, Light 17, Total Adds 6, WWNK, WLTE, WARM, WTFM, WKTK, KMAJ. Moves 24-21 on the AC chart.

## NEW & ACTIVE

### CARLY SIMON "Love Of My Life" (Qwest/Reprise) 44/8

Rotations Heavy 1/0, Medium 19/3, Light 24/5, Total Adds 8, KVIL, WKYE, WOBM, WARM, WLACFM, WKDQ, WCRZ, KMAJ Heavy WLQR Medium including WLTT, WARM98, KESZ, KKCW, WGLL, WZNY, WTCB, WMAG, WDLX, WAHR, KRNO, KKLD, WFFX, KTYL, WMTFM, KZLT Light including WKQI, WMYX, KSFJ, WLEV, WBTFM Moves 30-26 on the AC chart.

### U2 "One" (Island/PLG) 37/3

Rotations Heavy 9/0, Medium 15/1, Light 13/2, Total Adds 3, WKTI, WLEV, WOBM Heavy WKQX, B100, WKYE, KAMY, WMXB, KTYL, KVIC, KZLT, WQLR Medium including WMXV, KHMJ, WMTX, WGLL, WHYFM, WDLX, WKDQ, WFMK, KGBY, KISC, KKLD, WNMB, WFFX, WLQR Light including WYXR, 2WD, KMXV, WJDX Moves 26-25 on the AC chart.

## ROTATION BREAKOUTS

|                                       | Total Reports/Adds | Heavy | Medium | Light |
|---------------------------------------|--------------------|-------|--------|-------|
| 1 RICHARD MARX                        | 90/0               | 80    | 7      | 3     |
| 2 ATLANTIC STARR                      | 84/0               | 70    | 10     | 4     |
| 3 ERIC CLAPTON                        | 83/0               | 60    | 16     | 7     |
| 4 KENNY LOGGINS                       | 82/1               | 63    | 13     | 6     |
| 5 KATHY TROCCOLI                      | 82/0               | 59    | 16     | 7     |
| 6 BONNIE RAITT                        | 81/1               | 50    | 27     | 4     |
| 7 BRUCE SPRINGSTEEN                   | 66/2               | 44    | 19     | 3     |
| 8 CELINE DION                         | 86/16              | 11    | 50     | 25    |
| 9 VANESSA WILLIAMS                    | 68/1               | 40    | 25     | 3     |
| 10 WILLIAMS BROTHERS                  | 71/1               | 29    | 34     | 8     |
| 11 LUTHER VANDROSS                    | 66/0               | 20    | 33     | 13    |
| 12 ARETHA FRANKLIN & MICHAEL McDONALD | 64/0               | 44    | 16     | 4     |
| 13 GENESIS                            | 80/36              | 12    | 38     | 30    |
| 14 MARIAH CAREY                       | 55/1               | 16    | 31     | 8     |
| 15 HOWARD JONES                       | 63/7               | 3     | 41     | 19    |
| 16 BETTE MIDLER                       | 53/1               | 10    | 30     | 13    |
| 17 PAULA ABDUL                        | 57/4               | 4     | 39     | 14    |
| 18 LISA STANSFIELD                    | 55/5               | 5     | 30     | 20    |
| 19 MICHAEL BOLTON                     | 46/0               | 11    | 26     | 9     |
| 20 LIONEL RICHIE                      | 55/55              | 1     | 22     | 32    |
| 21 NEIL DIAMOND w/KIM CARNES          | 47/6               | 3     | 27     | 17    |
| 22 AMY GRANT                          | 49/9               | 1     | 28     | 20    |
| 23 AMY GRANT                          | 31/0               | 7     | 21     | 3     |
| 24 ROXETTE                            | 44/1               | 5     | 27     | 12    |
| 25 U2                                 | 37/3               | 9     | 15     | 13    |
| 26 CARLY SIMON                        | 44/8               | 1     | 19     | 24    |
| 27 CURTIS STIGERS                     | 27/0               | 6     | 15     | 6     |
| 28 CELINE DION & PEABO BRYSON         | 26/0               | 7     | 12     | 7     |
| 29 SMITHEREENS                        | 27/0               | 6     | 12     | 9     |
| 30 PAUL YOUNG                         | 19/0               | 4     | 9      | 6     |

## MOST ADDED

LIONEL RICHIE (55)  
GENESIS (36)  
CELINE DION (16)  
AMY GRANT (9)  
CARLY SIMON (8)  
SONIA (8)  
HOWARD JONES (7)  
K.D. LANG (7)  
ROBERT PALMER (7)  
NEIL DIAMOND (6)  
ANNIE LENNOX (6)  
EDDIE MONEY (6)

## HOTTEST

RICHARD MARX (76)  
ATLANTIC STARR (60)  
ERIC CLAPTON (49)  
KENNY LOGGINS (45)  
KATHY TROCCOLI (45)  
BRUCE SPRINGSTEEN (28)  
BONNIE RAITT (27)  
VANESSA WILLIAMS (26)  
FRANKLIN & McDONALD (13)  
WILLIAMS BROTHERS (16)

### AARON NEVILLE & LINDA RONSTADT "Close Your Eyes" (A&M) 28/0

Rotations Heavy 1/0, Medium 10/0, Light 17/0, Total Adds 0 Heavy WAHR Medium KSMF, WRVR, WLTS, WRMF, WKDQ, KISC, KKLD, WNMB, KZLT, WLQR Light KQ102, WMYX, KESZ, KKCW, WLMX, WMAG, WIVY, KMJC, WCRZ, WLHT, WMGN, KTYL, KVIC, WMTFM, WQLH, WLDR, KYMG

### SMITHEREENS "Too Much Passion" (Capitol) 27/0

Rotations Heavy 6/0, Medium 12/0, Light 9/0, Total Adds 0 Heavy WKQX, WKYE, WQHQ, WMGS, KVIC, WQLR Medium WRQX, WMTX, WGLL, WZNY, WAHR, WMXB, KGBY, WNMB, WFFX, KTYL, KZLT, WLQR Light KHMJ, KMXV, B100, KKMY, WJDX, KMJC, KKLD, WQLH, KYMG Debuts at number 29 on the AC chart

### ERIC CARMEN "My Heart Stops" (Arista) 26/0

Rotations Heavy 0, Medium 9/0, Light 17/0, Total Adds 0 Medium WGLL, WMGS, WDLX, WAHR, WKDQ, WMGN, KVIC, KZLT, WLQR Light WKQI, WKYE, WZNY, KKMY, WMAG, WIVY, WTFM, WLTS, KMJC, KRNO, KISC, KKLD, WNMB, WFFX, WMTFM, WLDR, KYMG

### SONIA "Be Young, Be Foolish, Be Happy" (RCA) 24/8

Rotations Heavy 0, Medium 5/0, Light 19/8, Total Adds 8 WMTX, WJDX, KISC, WFFX, WMTFM, WQLR, WLQR, KYMG Medium WBMX, WZNY, WDLX, WKDQ, KZLT Light including WGLL, WBTFM, WLMX, WTCB, WIVY, WMXB, KKLK, WNMB, KTYL, KVIC, WLDR

### PROCOL HARUM "A Dream In Ev'ry Home" (Zoo) 21/0

Rotations Heavy 2/0, Medium 6/0, Light 13/0, Total Adds 0 Heavy WDLX, WQLR Medium KRNO, JOY99, WFFX, KTYL, KZLT, WLQR Light KMXV, KESZ, KEZR, WGLL, KKMY, WLMX, KMJC, KISC, KKLD, WNMB, KVIC, WMTFM, WLDR

### JON SECADA "Just Another Day" (SBK/ERG) 19/4

Rotations Heavy 0, Medium 8/1, Light 11/3, Total Adds 4 WKTI, WBTFM, WDLX, WAHR Medium including KESZ, WRMF, KRNO, KVIC, KZLT, WLQR Light including WWNK, KMXV, KEZR, WZNY, WLMX, WIVY, WMXB, KKLK

### EDDIE MONEY "Fall In Love Again" (Columbia) 18/6

Rotations Heavy 0, Medium 5/0, Light 13/6, Total Adds 6 WZNY, WTCB, WAHR, WCRZ, WQLH, WQLR Medium KRNO, WFFX, KTYL, KZLT, WLQR Light including WRVR, KMJC, KKLK, WNMB, KVIC, WLDR, KMAJ

### CHRIS WALKER "Take Time" (Pendulum/Elektra) 18/5

Rotations Heavy 0, Medium 10/3, Light 8/2, Total Adds 5 WWNK, WMGS, WDLX, WQLR, KYMG Medium including WBMX, WMXV, B100, WMAG, JOY99, KVIC, KMAJ Light including WYXR, WGLL, KKMY, KKLD, KTYL, KZLT

### WYNONNA "She Is His Only Need" (Curb/MCA) 16/4

Rotations Heavy 1/0, Medium 4/0, Light 11/4, Total Adds 4 KESZ, WZNY, WNMB, WMTFM Heavy KVIL Medium WDLX, WAHR, KKLD, KIZZ Light including KQ102, WTCB, WRVR, WLACFM, WMXB, KZLT, WLQR

## SIGNIFICANT ACTION

### BILLY DEAN "Only The Wind" (SBK/ERG) 10/2

Rotations Heavy 0, Medium 3/0, Light 7/2, Total Adds 2, KZLT, WQLR Medium WRVR, WMXB, WLQR Light including KLSY, WTCB, KKLD, KTYL, WLDR

### JOE COCKER "Feels Like Forever" (Capitol) 10/0

Rotations Heavy 0, Medium 3/0, Light 7/0, Total Adds 0 Medium WKTI, WAHR, WQLR Light WGLL, KKMY, KMJC, KTYL, KVIC, KZLT, KIZZ

### BRYAN ADAMS "Thought I'd Died And Gone To Heaven" (A&M) 9/2

Rotations Heavy 0, Medium 2/0, Light 7/2, Total Adds 2, KYKY, WKYE Medium WKTI, KEZR Light including KHMJ, WKQX, KMXV, WGLL, KVIC

### K.D. LANG "Constant Craving" (Sire/WB) 8/7

Rotations Heavy 0, Medium 1/0, Light 7/7, Total Adds 7, WGLL, WLHT, WFFX, KTYL, KVIC, WLQR, KMAJ Medium KKCV

### GARY WRIGHT "Dream Weaver" (Reprise) 8/0

Rotations Heavy 0, Medium 1/0, Light 7/0, Total Adds 0 Medium WFFX Light WENS, KKMY, KKLD, KVIC, KZLT, WQLR, WLDR

### ROBERT PALMER "Every Kinda People" (Island) 7/7

Rotations Heavy 0, Medium 1/1, Light 6/6, Total Adds 7, WMTX, WKQI, KKMY, KTYL, KVIC, KZLT, WQLR

### SHEENA EASTON "The Dream Worth Keeping" (MCA) 7/0

Rotations Heavy 0, Medium 1/0, Light 6/0, Total Adds 0 Medium WLQR Light KKMY, WMAG, WRVR, KKLD, KVIC, KMAJ

### ANNIE LENNOX "Why" (Arista) 6/6

Rotations Heavy 0, Medium 0, Light 6/6, Total Adds 6, KRNO, WFFX, KTYL, KZLT, WQLR, WLQR

### DIRE STRAITS "On Every Street" (WB) 6/0

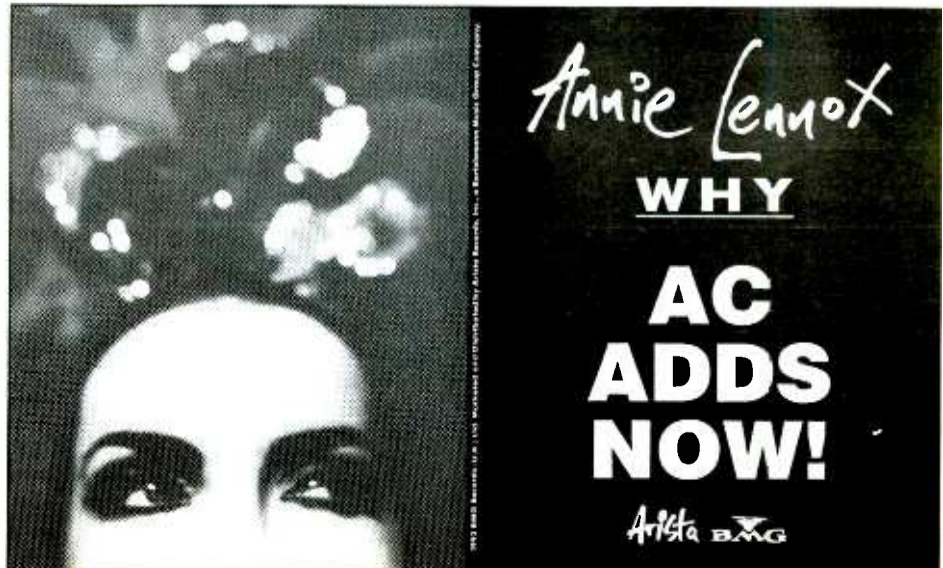
Rotations Heavy 0, Medium 2/0, Light 4/0, Total Adds 0 Medium WAHR, WLQR Light KKMY, KKLD, WFFX, KVIC

### YANNI "Nice To Meet You" (Private Music) 5/2

Rotations Heavy 0, Medium 0, Light 5/2, Total Adds 2, KKCW, WQLR Light including WARM98, KKLD, WLQR

### MR. BIG "Just Take My Heart" (Atlantic) 5/1

Rotations Heavy 0, Medium 0, Light 5/1, Total Adds 1, KVIC Light including WWNK, WKTI, WGLL, KZLT









NATIONAL AIRPLAY®

| LW      | TW | Artist/Track   | Label                  |
|---------|----|--|------------------------|
| 1       | 1  | PETER WHITE/Excusez-Moi (Sin-Drome)                      | "Drive" "Madge"        |
| 2       | 2  | TOM GRANT/In My Wildest Dreams (Verve Forecast/PolyGram) | "Monkey"               |
| 3       | 3  | STEVE LAURY/Passion (Denon)                              | "Need" "Passion"       |
| 4       | 4  | GREGG KARUKAS/Sound Of Emotions (Positive Music)         | "Sevema" "Introspects" |
| 5       | 5  | SPECIAL EFX/Global Village (GRP)                         | "Love" "Daybreak"      |
| 7       | 6  | YANNI/Dare To Dream (Private Music)                      | "Once" "Desire"        |
| 8       | 7  | ANDREAS VOLLENWEIDER/Book Of Roses (Columbia)            | "Hirzel" "Jugglers"    |
| 6       | 8  | SKYWALK/Larger Than Life (Bluemoon)                      | "Weeds" "Larger"       |
| 11      | 9  | OTTMAR LIEBERT + LUNA NEGRA/Solo Para Ti (Epic)          | "Reaching" "Samba"     |
| 16      | 10 | RICARDO SILVEIRA/Small World (Verve Forecast/PolyGram)   | "Vendor"               |
| 17      | 11 | RANDY CRAWFORD/Through The Eyes Of Love (WB)             | "Crying"               |
| 9       | 12 | KILAUEA/Tropical Pleasures (Brainchild)                  | "Teresa's"             |
| 10      | 13 | WILLIAM AURA & FRIENDS/Every Act Of Love (Higher Octave) | "Yourself" "Maya"      |
| 13      | 14 | VERNELL BROWN, JR./Stay Tuned (A&M)                      | "Hot" "Living"         |
| 19      | 15 | YELLOWJACKETS/Live Wires (GRP)                           | "Under" "Perfect"      |
| 21      | 16 | BILLY WALKER, JR./Untitled (Geffen)                      | "Golden"               |
| 12      | 17 | NELSON RANGELL/An Every Moment (GRP)                     | "Golden"               |
| 14      | 18 | ENYA/Shepherd Moons (Reprise)                            | "Angeles"              |
| 22      | 19 | MARION MEADOWS/Keep It Right There (Novus/RCA)           | "Morocco"              |
| 18      | 20 | ACOUSTIC ALCHEMY/Early Alchemy (GRP)                     | "Irish"                |
| 15      | 21 | AKIRA JIMBO/Slow Boat (Optimism)                         | "Irish"                |
| 23      | 22 | KENNY BLAKE/Rumor Has It (Heads Up)                      | "Dolly's" "Don"        |
| 30      | 23 | K.D. LANG/Angeles (Sire/WB)                              | "Mind"                 |
| 26      | 24 | MARS LASAR/Olympus (Real Music)                          | "Black" "Hourglass"    |
| DEBUT   | 25 | GEORGE HOWARD/Do I Ever Cross Your Mind (GRP)            | "Feel"                 |
| 20      | 26 | BOBBY CALDWELL/Stuck On You (Sin-Drome)                  | "Don't"                |
| 28      | 27 | SARAH McLACHLAN/Solace (Arista)                          | "Into"                 |
| 24      | 28 | ERIC CLAPTON/Rush (Reprise)                              | "Remember"             |
| BREAKER | 29 | DAVID BLAMIRE'S GROUP/The David Blamires Group (Nova)    | "Remember"             |
| DEBUT   | 30 | LEVEL 42/Guaranteed (RCA)                                | "Remember"             |

| LW    | TW | Artist/Track   | Label                |
|-------|----|--|----------------------|
| 3     | 1  | STEFAN KARLSSON/The Road Not Taken (Justice)                           | "Road"               |
| 1     | 2  | ELLIS MARSALIS/Heart Of Gold (Columbia)                                | "Heart" "Do"         |
| 4     | 3  | MARCUS ROBERTS/As Serenity Approaches (Novus/RCA)                      | "Ferdinand"          |
| 5     | 4  | JOE HENDERSON/Lush Life (Verve/PolyGram)                               | "Train" "Drawing"    |
| 9     | 5  | MIKE GARSON & LOS GATOS/Admiration (Sin-Drome)                         | "Blues"              |
| 2     | 6  | BOBBY McFERRIN & CHICK COREA/Play (Blue Note)                          | "Spain"              |
| 10    | 7  | McCOY TYNER/Soliloquy (Blue Note)                                      | "Three"              |
| 8     | 8  | JOHN HART/Trust (Blue Note)  | "Everything"         |
| 13    | 9  | DIANE SCHUUR/In Tribute (GRP)  | "Eyes" "Black"       |
| 11    | 10 | HARPER BROTHERS/You Can Hide Inside The Music (Verve/PolyGram)         | "Inside"             |
| 16    | 11 | JOEY CALDERAZZO/To Know One (Blue Note)                                | "Second"             |
| 19    | 12 | JOEY DeFRANCESCO/Reboppin' (Columbia)                                  | "New"                |
| 17    | 13 | KEI AKAGI/Playroom (Bluemoon)  | "Silent"             |
| 21    | 14 | RYAN KISOR/Minor Mutiny (Columbia)                                     | "Little"             |
| 22    | 15 | KENNY BLAKE/Rumor Has It (Heads Up)                                    | "Night" "Benny"      |
| 24    | 16 | DAVID MURRAY/Shakill's Warrior (DIW/Columbia)                          | "Another"            |
| 7     | 17 | JACK McDUFF/Another Real Good Un (Muse)                                | "Another"            |
| DEBUT | 18 | ROY HARGROVE/The Vibe (RCA)  | "Indian" "Uptown"    |
| 27    | 19 | DONALD HARRISON/Indian Blues (Candid)                                  | "Indian" "Uptown"    |
| 6     | 20 | BRIAN BROMBERG/It's About Time (Nova)                                  | "Waltz"              |
| 25    | 21 | EASTERN REBELLION/Mosaic (Music Master)                                | "John's"             |
| 28    | 22 | ARTHUR TAYLOR/Mr. A.T. (Enja)  | "Mr. A.T."           |
| 23    | 23 | JAMES CLAY/Cookin' At The Continental (Antilles/PolyGram)              | "Bright" "Geraldine" |
| DEBUT | 24 | YELLOWJACKETS/Live Wires (GRP)   | "Bright" "Geraldine" |
| DEBUT | 25 | ARTURO SANDOVAL/Remember Clifford (GRP)                                | "Joy"                |
| 12    | 26 | JUST FRIENDS/A Gathering In Tribute To Emily Remler - Vol. 2 (Justice) | "Rhapsody" "Blues"   |
| 20    | 27 | JACK DeJOHNETTE/Earth Walk (Blue Note)                                 | "Earth" "Golden"     |
| 18    | 28 | STAN GETZ & KENNY BARRON/People Time (Verve/PolyGram)                  | "Earth" "Golden"     |
| 29    | 29 | MAMBO KINGS/Soundtrack (Elektra)                                       | "Earth" "Golden"     |
| DEBUT | 30 | JULIAN JOSEPH/The Language Of Truth (Atlantic)                         | "Wash"               |

| MOST ADDED LPs  | HOTTEST LPs  | HOT TRACKS                    |
|---|--|-------------------------------|
| BOB BALDWIN (11)<br>LYLE LOVETT (9)<br>WAYNE HENDERSON &... (7)<br>GEORGE HOWARD (7)<br>BRUCE BECVAR (6)<br>MICHAEL GETTEL (5)<br>RONNY JORDAN (5)<br>LOREENA McKENNITT (5) | PETER WHITE (27)<br>TOM GRANT (16)<br>SPECIAL EFX (16)<br>GREGG KARUKAS (15)<br>YANNI (15)<br>STEVE LAURY (12)<br>OTTMAR LIEBERT + LUNA NEGRA (10)<br>ENYA (8) | No Tracks Qualified This Week |

| MOST ADDED LPs   | HOTTEST LPs  | HOT TRACKS                    |
|--|--|-------------------------------|
| WARREN BERNHARDT (8)<br>E. DANIELS & G. BURTON (6)<br>LOUIE BELLSON (5)<br>CHARLIE RICH (5)<br>DUKE ROBILLARD (5)<br>STAN GETZ (4)<br>KING & MOORE (4)<br>ARTURO SANDOVAL (4)<br>TONY WILLIAMS (4) | JOE HENDERSON (14)<br>ELLIS MARSALIS (12)<br>ROY HARGROVE (7)<br>HARPER BROTHERS (6)<br>STEFAN KARLSSON (6)<br>MARCUS ROBERTS (6)<br>DIANE SCHUUR (6)<br>JOEY DeFRANCESCO (5)<br>JACK McDUFF (5) | No Tracks Qualified This Week |

NEW & ACTIVE

**MICHAEL GETTEL "Places In Time" (Narada/Equinox) 23/5**  
Rotations: Heavy 1/0, Medium 6/0, Light 16/5, Total Adds 5, KOAI, KOPT, KTNT, KXDC, WNGS Heavy KTWV

**WAYNE HENDERSON & NEXT CRUSADE "Back To The Groove" (PAR) 21/7**  
Rotations: Heavy 2/1, Medium 5/0, Light 14/6, Total Adds 7, WGMC, WFAE, KWVS, KEZL, KTCZ, KCLC, SS Heavy: WJZE

**DANCING FANTASY "Moonlight Reflections" (DA Music) 18/4**  
Rotations: Heavy 0/0, Medium 9/0, Light 9/4, Total Adds 4, KOPT, KWVS, KTNT, KXDC

**BRUCE BECVAR "Rhythms Of Life" (Higher Octave) 17/6**  
Rotations: Heavy 1/0, Medium 3/0, Light 13/6, Total Adds 6, WQCD, KKNW, KWVS, WAMX, KXDC, KTCZ Heavy: KLTR

**INCOGNITO "Inside Life" (Verve Forecast/PolyGram) 17/0**  
Rotations: Heavy 3/0, Medium 5/0, Light 9/0, Total Adds 0 Heavy: WQCD, WJZZ, JZTRAX

**ROSSY "Island Of Ghosts" (Virgin) 16/0**  
Rotations: Heavy 3/0, Medium 2/0, Light 11/0, Total Adds 0 Heavy: KKSF, WVAJ, KLTR

**LYLE LOVETT "Joshua Judges Ruth" (Curb/MCA) 15/9**  
Rotations: Heavy 2/1, Medium 1/0, Light 12/8, Total Adds 9, KTWV, KJZZ, KBZN, WFAE, KWVS, WLOQ, WAMX, KTNT, KBCC Heavy: KOPT

**SARA K. "Closer Than They Appear" (Chesky) 15/4**  
Rotations: Heavy 3/0, Medium 3/0, Light 9/4, Total Adds 4, KOAI, WNWV, WAMX, WNGS Heavy KTWV, WGMC, WFAE

**MELISSA ETHERIDGE "Never Enough" (Island/PolyGram) 15/1**  
Rotations: Heavy 8/1, Medium 2/0, Light 5/0, Total Adds 1, KBCC Heavy: KTWV, KOPT, KWVS, WAMX, KXDC, WVAJ, KTCZ

**ERNIE WATTS w/GILBERTO GIL "Afoxe" (CTI) 15/1**  
Rotations: Heavy 0/0, Medium 13/1, Light 2/0, Total Adds 1, KTCZ

**AL STEWART /PETER WHITE "Rymes In Rooms - Live" (Mesa) 15/0**  
Rotations: Heavy 7/0, Medium 7/0, Light 1/0, Total Adds 0 Heavy: WCLZ, KWVS, WLOQ, WAMX, KEZL, WVAJ, KCLC

**\*\*RICARDO SILVEIRA "Small World" (Verve Forecast/PolyGram) 28/1**  
Rotations: Heavy 5/0, Medium 13/0, Light 10/1, Total Adds 1, WKRY Heavy WMOT, KLCC, JCITY, WTEB, KSBR CHART EXTRA this week

**\*\*TONY WILLIAMS "The Story Is Neptune" (Blue Note) 27/4**  
Rotations: Heavy 1/0, Medium 9/1, Light 17/3, Total Adds 4, WCPN, KLCC, WEBR, WKRY Heavy WRTI CHART EXTRA this week

**\*\*STEVE HOBBS "Cultural Diversity" (Timeless/Zebra) 27/2**  
Rotations: Heavy 1/0, Medium 15/0, Light 11/2, Total Adds 2, WAER, WKRY Heavy WCPN CHART EXTRA this week

**\*\*STEVE COLEMAN "Rhythm In Mind" (Novus/RCA) 24/3**  
Rotations: Heavy 2/0, Medium 13/0, Light 9/3, Total Adds 3, KMHD, KPLU, CJ Heavy: WBGO, WCPN CHART EXTRA this week

**\*EDDIE DANIELS & GARY BURTON "Benny Rides Again" (GRP) 21/6**  
Rotations: Heavy 4/1, Medium 5/0, Light 12/5, Total Adds 6, WRTI, KMHD, WMOT, WEBR, WUSF, WSIE Heavy KXJZ, KSOS, KPLU BREAKER this week

**\*STEVE SWALLOW "Swallow" (ECM) 21/2**  
Rotations: Heavy 1/0, Medium 12/0, Light 8/2, Total Adds 2, WCPN, WUSF Heavy WEBR BREAKER this week

**\*SPECIAL EFX "Global Village" (GRP) 20/1**  
Rotations: Heavy 6/0, Medium 9/0, Light 5/1, Total Adds 1, CJ Heavy: WAER, KLCC, WOTB, WTEB, WSIE, WVPE BREAKER this week

**BAREFOOT "Dance Of Life" (Rhythm Safari) 19/2**  
Rotations: Heavy 3/0, Medium 7/0, Light 9/2, Total Adds 2, KATZ, WFSS Heavy KLCC, WOTB, WKRY

**ERIC REED "Soldiers Hymn" (Candid) 19/2**  
Rotations: Heavy 1/0, Medium 10/0, Light 8/2, Total Adds 2, KMHD, KPLU Heavy: KXJZ

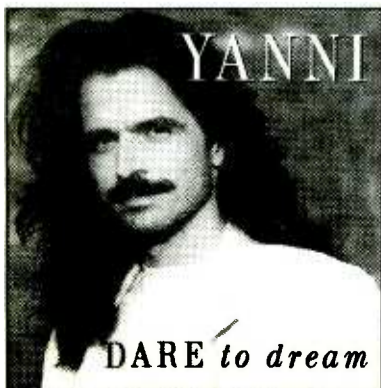
**HAROLD MABERN TRIO "Straight Street" (DIW/Columbia) 18/1**  
Rotations: Heavy 2/0, Medium 8/0, Light 8/1, Total Adds 1, WYJZ, Heavy: WRTI, KXJZ

**DEE DEE BRIDGEWATER "In Montreaux" (Verve Forecast/PolyGram) 17/0**  
Rotations: Heavy 6/0, Medium 8/0, Light 3/0, Total Adds 0 Heavy: KXJZ, KSOS, KJAZ, WSHA, KUOP, JCITY

**DUKE ROBILLARD "After Hours Swing Session" (Rounder) 15/5**  
Rotations: Heavy 0/0, Medium 7/1, Light 8/4, Total Adds 5, KXJZ, WAER, WFSS, WTEB, WUSF

\* Uncharted Breakers denoted by one asterisk.

\*\* Chart Extra denoted by two asterisks.



YANNI DARE TO DREAM

On its way to Gold!

R&R 6

Billboard Top 200 #37

featuring the single "Nice To Meet You"

65 city tour selling out nationwide



# New AC

# GOING JAZZIER

|  |  |   |   |  |  |  |  |   |  |  |  |
|--|--|---|---|--|--|--|--|---|--|--|--|
| <b>P1</b><br><b>WCD/Boston</b><br>Lawrence/Smith<br>ALISA '80<br>FLORA<br>NOLAN BENTON<br>WILLIAM AUK<br>MARC JETTEL<br>DOUGLAS HARRIS<br>RICKY SHARON<br>JERRY CARROLL<br>JERRY CARROLL<br>PETER WHITE<br>TANNI | <b>P2</b><br><b>WCLZ/Portland, ME</b><br>Chad Gilley<br>A.A.<br>FRANK MC DONALD<br>JERRY JONES<br>DANIEL JONES<br>W. NO. JONES<br>J. T. DEFRANCO<br>JERRY LAURIE<br>STEVE LAURIE<br>JERRY LAURIE<br>JERRY LAURIE<br>JERRY LAURIE<br>AL THEAT | <b>P1</b><br><b>WNUA/Chicago</b><br>Mia Fischer<br>WAYNE HENDERSON<br>BRIAN BEYER<br>SARA K.<br>TANERINE DREAM<br>TANA KRAV<br>SPECIAL EPX<br>TIM GRANT | <b>P2</b><br><b>WAMX/Ann Arbor</b><br>Jana Wang<br>BILLY WALKER, JR.<br>WYNNE HARRIS<br>M. NASH<br>JERRY LAURIE<br>JERRY LAURIE<br>JERRY LAURIE<br>JERRY LAURIE<br>JERRY LAURIE<br>JERRY LAURIE<br>JERRY LAURIE | <b>P1</b><br><b>KCLC/Sioux Falls</b><br>Charles<br>Jude Corbett<br>MELISSA EDWARDS<br>MICK TERRY<br>TAL<br>LONNIE HARRIS<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>KHHH/Denver</b><br>Kurt/Cobb<br>MARK IN HEAVEN<br>TANERINE DREAM<br>WAYNE HENDERSON<br>ADRIAN ALBERT<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>KKSF/San Francisco</b><br>Dore Stainberg<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>KEZL/Fresno</b><br>J. Waldenheimer<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>WMOF/Rochester</b><br>Eric Gruner<br>DANIELS & BURTON<br>JOHN DEFRANCO<br>JOHN DEFRANCO<br>JOHN DEFRANCO<br>JOHN DEFRANCO<br>JOHN DEFRANCO<br>JOHN DEFRANCO<br>JOHN DEFRANCO<br>JOHN DEFRANCO<br>JOHN DEFRANCO<br>JOHN DEFRANCO | <b>P3</b><br><b>WCCD/New York</b><br>Maldona do/Davis<br>WAYNE HENDERSON<br>ROBERT CARROLL<br>ANDREW VOLLENW<br>TANNI<br>TANNI<br>TANNI<br>TANNI<br>TANNI<br>TANNI<br>TANNI<br>TANNI | <b>P3</b><br><b>WJZZ/Washington, D.C.</b><br>Bob Linden<br>WOLFE RICE & SO<br>WAYNE HENDERSON<br>GEORGE HOWARD<br>LIZZY LOVETT<br>BRIAN BEYER<br>KLAUDIA<br>STEVE LAURIE<br>MICK TERRY<br>SARA K.<br>SPECIAL EPX | <b>P3</b><br><b>WVAY/West Dover</b><br>Jim Smith<br>LIZZY LOVETT<br>BRIAN BEYER<br>KLAUDIA<br>STEVE LAURIE<br>MICK TERRY<br>SARA K.<br>SPECIAL EPX |
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| <b>P1</b><br><b>WVLE/Miami</b><br>McMillan/Fisher<br>KERRY BLAKE<br>BILLY WALKER, JR.<br>DANNY JAY<br>RICHARD COLVIERA<br>JERRY CARROLL<br>JERRY CARROLL<br>JERRY CARROLL<br>JERRY CARROLL<br>JERRY CARROLL<br>JERRY CARROLL<br>JERRY CARROLL | <b>P2</b><br><b>WFAE/Charlotte</b><br>Paul Stribling<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P3</b><br><b>WVWS/Corpus Christi</b><br>Christie<br>Jane St. John<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P3</b><br><b>WVND/Raleigh</b><br>Bob Scott<br>WAYNE HENDERSON<br>TERRY<br>TERRY<br>TERRY<br>TERRY<br>TERRY<br>TERRY<br>TERRY<br>TERRY<br>TERRY<br>TERRY<br>TERRY | <b>P3</b><br><b>KLTR/Houston</b><br>Ed Scarborough<br>LIZZY LOVETT<br>BRIAN BEYER<br>KLAUDIA<br>STEVE LAURIE<br>MICK TERRY<br>SARA K.<br>SPECIAL EPX | <b>P3</b><br><b>WVNSW/Palm Beach</b><br>Ross Block<br>LIZZY LOVETT<br>BRIAN BEYER<br>KLAUDIA<br>STEVE LAURIE<br>MICK TERRY<br>SARA K.<br>SPECIAL EPX |
|---|--|--|---|--|--|

**41 Current NAC Reporters**  
**37 Current NAC Playlists**

**Did Not Report, Playlist Frozen (1):**  
WLVE/Miami

**Did Not Report, Playlist Frozen (3):**  
KKLD/Tucson  
Musical Starstreams  
WVND/Raleigh

**Did Not Report For Two Consecutive Weeks, Not Used in This Weeks Data (1):**  
WHRL/Albany

**WJZZ/Detroit is Now a P1 NAC Reporter**

## CONTEMPORARY JAZZ

|   |  |   |  |   |   |   |  |  |  |  |   |   |   |  |  |
|---|--|---|--|---|---|---|--|--|--|--|---|---|---|--|--|
| <b>P1</b><br><b>WBGO/Newark</b><br>Thurston Briscoe<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>WAEZ/Syracuse</b><br>Joann Urofsky<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>WFLR/Louisville</b><br>Leslie Stewart<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P1</b><br><b>WHOP/Cincinnati</b><br>Val Coleman<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P3</b><br><b>WVPE/South Bend</b><br>Eby/Biddle<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>WVOT/Providence</b><br>Ken Webb<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P3</b><br><b>WVSA/Raleigh</b><br>Raahed Muhaimin<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P3</b><br><b>WVSS/ Fayetteville</b><br>Jimmy Miller<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>WVFM/Philadelphia</b><br>Karl Kesler<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P3</b><br><b>WEBA/Butte</b><br>Al Welleck<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P3</b><br><b>WVIZ/Pittsburgh</b><br>Greenlee/Gooney<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P3</b><br><b>COFFEE &amp; JAZZ</b><br>Bob Coffey<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>WVFB/Portland</b><br>Grag Gomez<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P1</b><br><b>KVSD/San Diego</b><br>Hegeman/Siell<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P2</b><br><b>KLCC/Eugene</b><br>Michael Canning<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY | <b>P3</b><br><b>KVUU/Utah</b><br>Terry Wedel<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY<br>MICK TERRY |
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**BOB BALDWIN**

REFLECTIONS OF LOVE

Jazz at it's finest. Hearing it once won't be enough.

The new album features

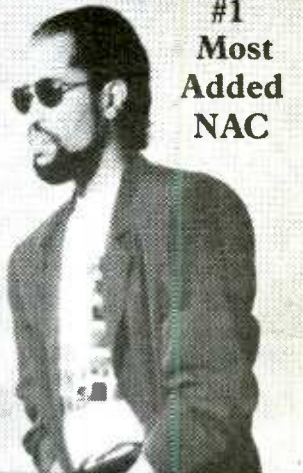
"In A Sentimental Mood"

"It's Not Enough (Enuff)" and

"I'm Fine, How Are You?"

Produced by Bob Baldwin for "B-Mark" Productions.


**#1 Most Added NAC**



**STRAIGHT AHEAD**

LOOK STRAIGHT AHEAD

SAY YESS TO JAZZ



**Straight Ahead**

Prepare yourself for a wonderful journey. Her voice is the ticket.

Featuring "Is You Is or Is You Ain't My Baby?"

"Too Marvelous For Words" and "Sermonette."

Produced by Denwa Productions by Denny Nowak and Co-Produced by Vince Ippolito

**LOOK STRAIGHT AHEAD**

Featuring "Theme For Eileen," "Blues For Anne," and the well-known Coltrane tune "Impressions."

PRODUCED BY LENNY WHITE

**KIRSTEN GUSTAFSON**

YOU TAUGHT MY HEART TO SING

Prepare yourself for a wonderful journey. Her voice is the ticket.

Featuring "Is You Is or Is You Ain't My Baby?"

"Too Marvelous For Words" and "Sermonette."



Produced by Denwa Productions by Denny Nowak and Co-Produced by Vince Ippolito

APRIL 24, 1992

| WKS | WKS | LW | TW |  | Total Reports/Adds | Heavy | Medium | Light |
|-----|-----|----|----|--|--------------------|-------|--------|-------|
| 5   | 3   | 2  |    | <b>1</b> TRACY LAWRENCE/Today's Lonely Fool (Atlantic)                               | 201/0              | 196   | 5      | 0     |
| 9   | 7   | 4  |    | <b>2</b> BROOKS & DUNN/Neon Moon (Arista)  | 201/0              | 192   | 9      | 0     |
| 11  | 8   | 7  |    | <b>3</b> GARTH BROOKS/Papa Loved Mama (Liberty)                                      | 201/0              | 178   | 21     | 2     |
| 6   | 5   | 5  |    | <b>4</b> HAL KETCHUM/Past The Point Of Rescue (Curb)                                 | 200/0              | 176   | 22     | 2     |
| 10  | 9   | 8  |    | <b>5</b> MARK CHESNUTT/Old Flames Have New Names (MCA)                               | 201/0              | 172   | 27     | 2     |
| 13  | 11  | 9  |    | <b>6</b> SAWYER BROWN/Some Girls Do (Curb/Capitol)                                   | 201/0              | 171   | 28     | 2     |
| 4   | 4   | 3  |    | <b>7</b> TANYA TUCKER/Some Kind Of Trouble (Liberty)                                 | 195/1              | 158   | 31     | 6     |
| 7   | 6   | 6  |    | <b>8</b> MARTY STUART/Burn Me Down (MCA)   | 199/0              | 154   | 36     | 9     |
| 12  | 12  | 10 |    | <b>9</b> SAMMY KERSHAW/Don't Go Near The Water (Mercury)                             | 199/0              | 112   | 80     | 7     |
| 16  | 13  | 11 |    | <b>10</b> TRAVIS TRITT/Nothing Short Of Dying (WB)                                   | 201/0              | 103   | 96     | 2     |
| 15  | 14  | 12 |    | <b>11</b> COLLIN RAYE/Every Second (Epic)  | 200/0              | 81    | 112    | 7     |
| 18  | 15  | 13 |    | <b>12</b> LITTLE TEXAS/First Time For Everything (WB)                                | 198/1              | 77    | 104    | 17    |
| 22  | 17  | 15 |    | <b>13</b> RICKY VAN SHELTON/Backroads (Columbia)                                     | 200/1              | 42    | 149    | 9     |
| 19  | 16  | 14 |    | <b>14</b> RODNEY CROWELL/Lovin' All Night (Columbia)                                 | 199/0              | 44    | 137    | 18    |
| 23  | 18  | 16 |    | <b>15</b> DOUG STONE/Come In Out Of The Pain (Epic)                                  | 201/0              | 36    | 152    | 13    |
| 20  | 19  | 17 |    | <b>16</b> PIRATES OF THE MISSISSIPPI/Till I'm Holding You Again (Liberty)            | 192/0              | 42    | 129    | 21    |
| 28  | 21  | 18 |    | <b>17</b> TRISHA YEARWOOD/The Woman Before Me (MCA)                                  | 201/2              | 15    | 165    | 21    |
| 3   | 2   | 1  |    | <b>18</b> AARON TIPPIN/There Ain't Nothin' Wrong With The Radio (RCA)                | 147/0              | 82    | 51     | 14    |
| 25  | 22  | 20 |    | <b>19</b> McBRIDE & THE RIDE/Sacred Ground (MCA)                                     | 197/3              | 17    | 145    | 35    |
| 27  | 25  | 21 |    | <b>20</b> RONNIE MILSAP/All Is Fair In Love And War (RCA)                            | 194/5              | 8     | 148    | 38    |
| 31  | 27  | 24 |    | <b>21</b> DIAMOND RIO/Norma Jean Riley (Arista)                                      | 196/3              | 1     | 155    | 40    |
| 32  | 29  | 25 |    | <b>22</b> SHENANDOAH/Rock My Baby (RCA)  | 193/2              | 3     | 133    | 57    |
| 41  | 31  | 27 |    | <b>23</b> GEORGE STRAIT/Gone As A Girl Can Get (MCA)                                 | 194/5              | 4     | 123    | 67    |
| 38  | 30  | 26 |    | <b>24</b> RANDY TRAVIS/I'd Surrender All (WB)  | 195/7              | 2     | 114    | 79    |
| —   | 43  | 34 |    | <b>25</b> BILLY RAY CYRUS/Achy Breaky Heart (Mercury)                                | 191/36             | 7     | 93     | 91    |
| 39  | 35  | 30 |    | <b>26</b> SUZY BOGGUSS/Aces (Liberty)  | 188/14             | 2     | 96     | 90    |
| —   | 44  | 36 |    | <b>27</b> JOE DIFFIE/Ships That Don't Come In (Epic)                                 | 183/26             | 0     | 84     | 99    |
| 36  | 34  | 31 |    | <b>28</b> MICHELLE WRIGHT/Take It Like A Man (Arista)                                | 179/16             | 1     | 87     | 91    |
| —   | —   | 42 |    | <b>29</b> ALAN JACKSON/Midnight In Montgomery (Arista)                               | 182/47             | 3     | 52     | 127   |
| 29  | 28  | 28 |    | <b>30</b> DIXIANA/Waitin' For The Deal To Go Down (Epic)                             | 153/2              | 7     | 83     | 63    |
| 21  | 20  | 19 |    | <b>31</b> CLINTON GREGORY/Play, Ruby, Play (SOR)                                     | 124/0              | 18    | 74     | 32    |
| 45  | 37  | 37 |    | <b>32</b> PAM TILLIS/Blue Rose Is (Arista)   | 162/10             | 2     | 58     | 102   |
| —   | 45  | 41 |    | <b>33</b> JOHN ANDERSON/When It Comes To You (BNA Entertainment)                     | 170/28             | 1     | 43     | 126   |
| 43  | 38  | 38 |    | <b>34</b> CONFEDERATE RAILROAD/She Took It Like A Man (Atlantic)                     | 152/7              | 1     | 46     | 105   |
| 42  | 39  | 39 |    | <b>35</b> MATTHEWS, WRIGHT & KING/The Power Of Love (Columbia)                       | 149/7              | 0     | 50     | 99    |
| 2   | 1   | 22 |    | <b>36</b> VINCE GILL/Take Your Memory With You (MCA)                                 | 75/0               | 18    | 40     | 17    |
| 24  | 23  | 23 |    | <b>37</b> REMINGTONS/I Could Love You (With My Eyes Closed) (BNA Entertainment)      | 85/0               | 8     | 54     | 23    |
| 35  | 33  | 33 |    | <b>38</b> RONNA REEVES/The More I Learn (The Less I Understand About Love) (Mercury) | 113/0              | 3     | 48     | 62    |
| —   | —   | 46 |    | <b>39</b> MARTINA McBRIDE/The Time Has Come (RCA)                                    | 134/50             | 0     | 10     | 124   |
| —   | —   | 50 |    | <b>40</b> PATTY LOVELESS/Can't Stop Myself From Loving You (MCA)                     | 118/33             | 0     | 24     | 94    |
| —   | —   | 48 |    | <b>41</b> DWIGHT YOAKAM/The Heart That You Own (Reprise)                             | 119/48             | 0     | 13     | 106   |
| 50  | 46  | 44 |    | <b>42</b> DAN SEALS/Mason Dixon Line (WB)  | 113/33             | 0     | 13     | 100   |
| 49  | 47  | 45 |    | <b>43</b> MIKE REID/I Got A Life (Columbia)  | 104/7              | 0     | 18     | 86    |
| 1   | 10  | 29 |    | <b>44</b> JJ WHITE/Jezebel Kane (Curb)   | 83/7               | 1     | 20     | 62    |
| 8   | 24  | 40 |    | <b>45</b> STEVE WARINER/The Tips Of My Fingers (Arista)                              | 74/0               | 21    | 29     | 24    |
| —   | —   | 49 |    | <b>46</b> WYONNNA/She Is His Only Need (Curb/MCA)                                    | 66/0               | 17    | 28     | 21    |
| 17  | 36  | 43 |    | <b>47</b> GEORGE JONES/Honky Tonk Myself To Death (MCA)                              | 81/9               | 0     | 11     | 70    |
| 26  | 26  | 32 |    | <b>48</b> REBA McENTIRE/Is There Life Out There (MCA)                                | 32/0               | 9     | 15     | 8     |
| —   | —   | —  |    | <b>49</b> RESTLESS HEART/Familiar Pain (RCA)   | 36/0               | 4     | 15     | 17    |
| —   | —   | —  |    | <b>50</b> NEAL McCOY/Where Forever Begins (Atlantic)                                 | 67/64              | 0     | 0      | 67    |

**MOST ADDED**

- NEAL McCOY (64)
- DAVIS DANIEL (54)
- MARTINA McBRIDE (50)
- DWIGHT YOAKAM (48)
- ALAN JACKSON (47)
- DENNIS ROBBINS (38)
- BILLY RAY CYRUS (36)
- PATTY LOVELESS (33)
- DAN SEALS (33)
- JOHN ANDERSON (28)
- REBA McENTIRE (28)

**HOTTEST**

- TRACY LAWRENCE (121)
- BROOKS & DUNN (119)
- GARTH BROOKS (101)
- HAL KETCHUM (94)
- MARK CHESNUTT (70)
- SAWYER BROWN (62)
- MARTY STUART (45)
- AARON TIPPIN (44)
- TANYA TUCKER (44)
- TRAVIS TRITT (37)

**NEW ARTISTS**

- 1 JJ WHITE/Jezebel Kane (Curb) . . . 83/7
- 2 CLEVE FRANCIS/You Do My... (Liberty) . . . 50/19
- 3 DENNIS ROBBINS/Home Sweet... (Giant) . . . 39/38
- 4 ROGER SPRINGER/The Right One... (MCA) . . . 18/18
- 5 JACK ROBERTSON/Come And Get... (SOR) . . . 17/7
- 6 CHRIS LeDOUX/Riding For A Fall (Liberty) . . . 16/11
- 7 DEBRA BURNS/Runaway Heart (NSD) . . . 16/5
- 8 STONEY EDWARDS/Just For... (Hill Country) . . . 5/2

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

MOST ADDED & HOTTEST list the most added songs 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

**MARTINA McBRIDE**  
The Time Has Come (RCA)

On 67% of reporting stations. Rotations: Heavy 0, Medium 10, Light 124, Total Adds 50 including WHWK, WNUS, WPKX, KEAN, WSSL, WKNN, WUSN, KIXQ, WASKFM, KASH, KSAN, KIIM. Moves 47-39 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.



# HIGHWAY 101

## "Honky Tonk Baby"

the single you've wanted from the hit album

## BING BANG BOOM

Going For Adds:  
Monday May 4th



©1992 Warner Bros. Records Inc.

Morris Bliesener  
ASSOCIATE

**"A Change In The Air"**

**Unrecorded Unreleased Unadulterated....**

# **Clint Black**

...AS YOU'VE NEVER SEEN HIM BEFORE,

SOMETHING NEW IN AN

ACOUSTIC ARRANGEMENT,

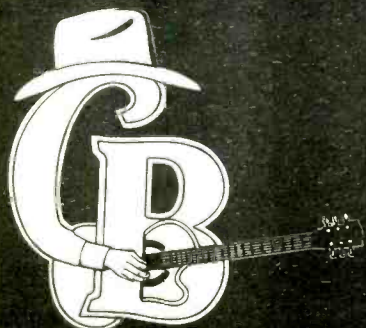
CLINT PERFORMS ONE FROM

THE SHELF AS HE CO-HOSTS

THE ACM TELEVISION AWARDS SHOW

THIS WEDNESDAY, APRIL 29TH

AT 9PM EDT ON NBC.



CLINT BLACK



PHOTO BY: GEORGE CRAIG



**NEW & ACTIVE**

**DWIGHT YOAKAM "The Heart That You Own" (Reprise) 119/48**

Rotations: Heavy 0, Medium 13, Light 106, Total Adds 48 including WGNA, WAYZ, WIOV, WPKX, KPLX, KIKK, WAMZ, WYAK, WSIX, WQDR, KCYY, KNUJ, KHAK, WFMS, WITL, WMIL, WMUS, WGTC, KWEN, KZSN, KASH, KUGN, KNIX, KIIM. Moves 50-41 on the Country chart.

**PATTY LOVELESS "Can't Stop Myself From Loving You" (MCA) 118/33**

Rotations: Heavy 0, Medium 24, Light 94, Total Adds 33 including WVAM, WQBE, WNUS, WCTK, WPKX, WYNK, WXBQ, KPLX, KSSN, WAMZ, KYKS, WYYD, KCYY, KKYR, KIXS, KCLR, WHOK, WASKFM, WMIL, WXCL, KZSN, KIK-FM, KCTR, KFMS, KIIM. Moves 46-40 on the Country chart.

**DAN SEALS "Mason Dixon Line" (WB) 113/33**

Rotations: Heavy 0, Medium 13, Light 100, Total Adds 33, WGNA, WDL, WYAY, KASE, WYNK, KAYD, WCKT, KTCS, WVLK, KYKS, WOKK, WBKR, WKNN, WYYD, KRMD, WTNT, KKYR, WTX, WTQR, WUSN, KVOX, WGEE, WASKFM, WMIL, KZSN, KIK-FM, KNAK, KFMS, KRWO, KKAT, KRPM, KDRK, KIIM. Moves 48-42 on the Country chart.

**MIKE REID "I Got A Life" (Columbia) 104/7**

Rotations: Heavy 0, Medium 18, Light 86, Total Adds 7, KAYD, WEZL, KSSN, KNFM, WKSJ, WMIL, KZSN, Medium: WPOC, KEAN, WKAK, WTVY, KTCS, KGKL, KQDY, KVOX, WNNW, KTTS, WTCM, KVOO, KFDI, KALF, KUGN, KEKB, KDRK. Moves 50-46-44-43 on the Country chart.

**JJ WHITE "Jezebel Kane" (Curb) 83/7**

Rotations: Heavy 1, Medium 20, Light 62, Total Adds 7, WGTC, KRST, KNAX, KUAD, KFMS, KEEN, KRTY, Heavy: WTVY, Medium: WRWD, WICO, WKAK, KRRV, KMML, KAYD, KYXK, KGKL, KLUR, KQDY, WDDD, KTTS, WTCM, KVOO, KFDI, KALF, KUGN, KEKB, KNCO, KRAK. Moves 49-47-45-44 on the Country chart.

**GEORGE JONES "Honky Tonk Myself To Death" (MCA) 81/9**

Rotations: Heavy 0, Medium 11, Light 70, Total Adds 9, KTCS, KYKS, WTX, KIXS, WDAF, WGTC, KUGN, KNAX, KRWO, Medium: KEAN, WKAK, KGKL, KLUR, KTTS, WTCM, KVOO, KFDI, KALF, KEKB, KNIX. Moves 49-47 on the Country chart.

**NEAL MCCOY "Where Forever Begins" (Atlantic) 67/64**

Rotations: Heavy 0, Medium 0, Light 67, Total Adds 64 including WAYZ, WYYZ, WRKZ, WDSY, WCTK, KEAN, KOUL, KHEY, WKML, KTCS, WYGC, KSSN, WKSJ, KTEX, WRNS, KIXS, KLUR, KCLR, WAXX, KEEY, WGTC, KHAY, KKAT, KMPS. Debuts at number 50 on the Country chart.

**PAULETTE CARLSON "Not With My Heart You Don't" (Liberty) 63/7**

Rotations: Heavy 0, Medium 6, Light 57, Total Adds 7, KAYD, KCLR, KIXQ, WGTC, KASH, KUAD, KRTY, Medium: KEAN, WQWW, KQDY, KVOO, KFDI, KALF, Light: WYYZ, WTCR, WDSY, KHEY, WVLK, KTEX, KIXS, WAXX, WTHI, KUZZ, KNAX, KRWO, KHAY.

**SIGNIFICANT ACTION**

**DAVIS DANIEL "Still Got A Crush On You" (Mercury) 57/54**

Rotations: Heavy 0, Medium 2, Light 55, Total Adds 54 including WYYZ, WRKZ, WDSY, WCTK, KRRV, KHEY, WYGC, WVLK, KTEX, WCHY, WTQR, WAXX, WDAF, KEEY, WMUS, KXXY, WOW, WTHI, WTCM, KUZZ, KCTR, KALF, KYGO, KMPS.

**HOLLY DUNN "No Love Have I" (WB) 57/2**

Rotations: Heavy 0, Medium 10, Light 47, Total Adds 2, KSSN, KYKS, Medium: WKAK, KOUL, WVLK, WNNW, WTCM, KVOO, KFDI, KALF, KNIX, KORD, Light: WGNA, WYYZ, KASE, WYGC, WMSI, WCMS, KIXS, KLUR, WITL, WTHI, KCTR, KDRK, KIIM.

**MAC McANALLY "Live And Learn" (MCA) 53/27**

Rotations: Heavy 0, Medium 1, Light 52, Total Adds 27, WAYZ, WICO, KAYD, KOUL, KHEY, WCKT, KTCS, WVLK, KLLL, WYAK, WCMS, WKNN, WQWW, WCHY, WTNT, WTQR, KHAK, WYNG, WNNW, WMUS, WWJO, KTPK, KZSN, KUZZ, KEKB, KFMS, KDRK.

**CLEVE FRANCIS "You Do My Heart Good" (Liberty) 50/19**

Rotations: Heavy 0, Medium 2, Light 48, Total Adds 19, WTCR, WNUS, WICO, WWNC, WSTH, KTEX, WKNN, WQWW, WQDR, WACO, WAXX, KVOX, WOW, WFMB, WTCM, KZSN, KEKB, KWJJ, KNCO.

**DENNIS ROBBINS "Home Sweet Home" (Giant) 39/38**

Rotations: Heavy 0, Medium 0, Light 39, Total Adds 38 including WRKZ, WCTK, WWVA, KRRV, KPLX, KHEY, WKML, WMSI, KYXK, KTEX, WSIX, WQWW, KAJA, KKYR, WACO, KLUR, KCLR, WAXX, KSUX, WGTC, WFMB, KUGN, KNAX, KUAD, KSAN.

**REBA McENTIRE "The Night The Lights Went Out In Georgia" (MCA) 33/28**

Rotations: Heavy 0, Medium 2, Light 31, Total Adds 28, WPOC, WHWK, WTCR, WILQ, KEAN, WXBQ, KOUL, WCKT, WYGC, WMSI, WAMZ, KLLL, KNFM, KJLO, KTEX, WNOE, WTNT, KKYR, WTX, WUBE, KCLR, WHOK, KFKF, WMUS, WTCM, KCTR, KVOO, KUPL.

**MOLLY & THE HEYMAKERS "Jimmy McCarthy's Truck" (Reprise) 30/9**

Rotations: Heavy 0, Medium 2, Light 28, Total Adds 9, WQCB, WSTH, WQWW, WYNG, KZKX, WTHI, WTCM, KUGN, KEKB, Medium: KVOO, Light: WYYZ, KHEY, WYGC, WAVC, WAXX, WGEE, WOW, KTTS, KALF, KUPL, KNCO.

**B.B. WATSON "Say Goodbye" (BNA Entertainment) 23/22**

Rotations: Heavy 0, Medium 1, Light 22, Total Adds 22, WYYZ, WRKZ, WICO, KEAN, WKAK, KMML, KAYD, WTVY, KTCS, KYXK, WYAK, WQWW, KGKL, KLUR, WNNW, KXXY, WOW, KTTS, KVOO, KVOC, KALF, KNCO.

**KENNY ROGERS "Someone Must Feel Like A Fool Tonight" (WB) 19/19**

Rotations: Heavy 0, Medium 1, Light 18, Total Adds 19, WRKZ, WICO, WDL, WKAK, WYGC, KGKL, KLUR, KQDY, KIXQ, KTTS, WTHI, KVOO, KIK-FM, KCTR, KVOO, KALF, KNCO, KCKC, KORD.

**ROGER SPRINGER "The Right One Left" (MCA) 18/18**

Rotations: Heavy 0, Medium 0, Light 18, Total Adds 18, WRKZ, WICO, KRRV, KMML, WTVY, KHEY, KLUR, WAVC, WDAF, KSUX, WDDD, KTTS, KVOO, KUZZ, KVOC, KUAD, KEKB, KRWO.

**JACK ROBERTSON "Come And Get Us Mama" (SOR) 17/7**

Rotations: Heavy 0, Medium 0, Light 17, Total Adds 7, WNUS, KRRV, WBKR, WQWW, WGTC, KVOC, KRWO, Light: WRKZ, WICO, WKAK, WTVY, KHEY, WKML, KLUR, KTTS, KVOO, KFDI.

**CHRIS LeDOUX "Riding For A Fall" (Liberty) 16/11**

Rotations: Heavy 0, Medium 0, Light 16, Total Adds 11, KMML, WVLK, KQDY, KSUX, KVOO, KALF, KUAD, KHAY, KMLE, KNIX, KDRK, Light: KLUR, KTTS, KTPK, KUZZ, KVOO.

**DEBRA BURNS "Runaway Heart" (Soundwaves) 16/5**

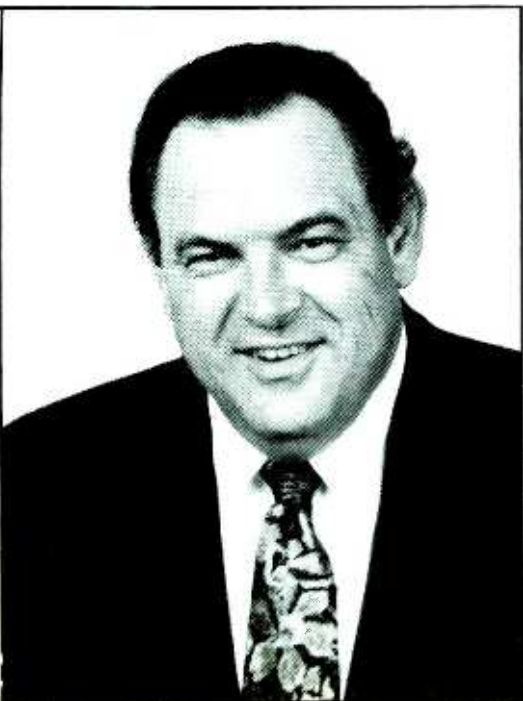
Rotations: Heavy 0, Medium 0, Light 16, Total Adds 5, WKML, KQDY, KCLR, WOW, KVOC, Light: WYYZ, WRKZ, WRWD, WICO, KRRV, WTVY, WBKR, KLUR, KTTS, KVOO, KFDI.

**LORRIE MORGAN "Something In Red" (RCA) 14/10**

Rotations: Heavy 0, Medium 2, Light 12, Total Adds 10, WHWK, WTCR, WICO, KEAN, WTVY, KJLO, KZKX, WXCL, KRWO, KMPS, Light: WRWD, WWVA, KHAK, KWJJ.

**ALBUM TRACKS**

| ARTIST/Song Title (Label)   | Album Title              |
|---|--------------------------|
| CLINT BLACK/This Nightlife (RCA)                                  | Put Yourself In My Shoes |
| GARTH BROOKS/The River (Liberty)                                  | Ropin' The Wind          |
| WYONNNA/I Saw The Light (Curb/MCA)                                | Wynonna                  |
| GARTH BROOKS/Against The Grain (Liberty)                          | Ropin' The Wind          |
| TRAVIS TRITT/Bible Belt (WB)                                      | It's All About To Change |
| BOB SEGER & THE SILVER BULLET BAND/Blind Love (Capitol)           | The Fire Inside          |
| ALABAMA/Hats Off (RCA)  | Greatest Hits II         |
| AARON TIPPIN/Wouldn't Have It Any Other Way (RCA)                 | Read Between The Lines   |
| STEVE WARINER/Crash Course In The Blues (Arista)                  | I Am Ready               |
| WYONNNA/No One Else On Earth (Curb/MCA)                           | Wynonna                  |
| PAM TILLIS/Melancholy Child (Arista)                              | Put Yourself In My Place |
| HANK WILLIAMS JR./Come On Over To The Country (Curb/Capricorn/WB) | Maverick                 |
| GARTH BROOKS/We Bury The Hatchet (Liberty)                        | Ropin' The Wind          |
| JOHN McEUEN/Return To Dismal Swamp (Vanguard)                     | String Wizards           |
| AARON TIPPIN/I Miss Misbehavin' (RCA)                             | Read Between The Lines   |



*30 With A Bullet and Still Going Strong!*

**JACK LAMEIER**

**"Happy 30th Anniversary"**

— With CBS and SONY

Anniversary Date: April 23, 1992

*Congratulations!*



# COUNTRY

## SONG INFORMATION INDEX

### A

**JOHN ANDERSON "When It Comes To You" (BNA 62235-2)**  
Prod: James Stroud Wr: Mark Knopfler Pub: StrailJacket Songs Ltd. (ASCAP)  
Mgr: Bobby Roberts

### B

**SUZY BOGGUSS "Aces" (Liberty 79252)**  
Prod: Jimmy Bowen, Suzy Bogguss Wr: Cheryl Wheeler Pub: Cheryl Wheeler Music (ASCAP) Mgr: Morris, Bliesener & Associates  
**GARTH BROOKS "Papa Loved Mama" (Liberty 79204)**  
Prod: Allen Reynolds Wr: Kim Williams, Garth Brooks Pub: Sony Cross Keys, Major Bob Music (ASCAP) Mgr: Doyle/Lewis Management  
**BROOKS & DUNN "Neon Moon" (Arista 2388)**  
Prod: Scott Hendricks, Don Cook Wr: Ronnie Dunn Pub: Sony Tree Publishing (BMI) Mgr: Bob Tittley  
**DEBRA BURNS "Runaway Heart" (NSD 350)**  
Prod: Ernie Rowell Wr: Paul Kramer, Billy Montana Pub: Tillis Tunes, Tapadero Music (BMI) Mgr: Jim Sharp

### C

**PAULETTE CARLSON "Not With My Heart You Don't" (Liberty 79207)**  
Prod: Jimmy Bowen, Paulette Carlson Wr: Paulette Carlson, Jeff Pennig, Michael Noble Pub: Polygirl Music/WB Music Corp.; Pennig Music, Suddenly Music (BMI; ASCAP) Mgr: Gary Greenburg  
**MARK CHESNUTT "Old Flames Have New Names" (MCA 54334)**  
Prod: Mark Wright Wr: Bobby Braddock, Rafe Van Hoy Pub: Sony Tree Publishing; Rockin' R Music (BMI; ASCAP) Mgr: BDM Management  
**CONFEDERATE RAILROAD "She Took It Like A Man" (Atlantic 4469)**  
Prod: Barry Beckett Wr: Paul Nelson, Danny Bear Mayo, Karen Staley Pub: Sony Tree Publishing; Harpeth River Music/Pulpit Rock Music; AMR Publications (BMI; SESAC; ASCAP) Mgr: IMS  
**RODNEY CROWELL "Lovin' All Night" (Columbia 38 74250)**  
Prod: John Leventhal, Rodney Crowell Wr: Rodney Crowell Pub: Sony Tunes (ASCAP) Mgr: Bill Carter  
**BILLY RAY CYRUS "Achy Breaky Heart" (Mercury 866 522)**  
Prod: Joe Scatef, Jim Cotton Wr: Don Von Tress Pub: Millhouse Music (BMI) Mgr: Jack McFadden

### D

**DAVIS DANIEL "Still Got A Crush On You" (Mercury 866 822)**  
Prod: Ron Hatfline Wr: Paul Overstreet, Dean Dillon Pub: Music Corporation of America/Jessie Jo Music, Scarlet Moon Music (BMI) Mgr: Ron Hatfline  
**DIAMOND RIO "Norma Jean Riley" (Arista 2407)**  
Prod: Monty Powell, Tim DuBois Wr: Monty Powell, Dan Truman, Rob Honey Pub: Rasaca Beach Music/Warner/Tamerlane Publishing, Dan Truman Music/Music Corporation of America, Studio Bee Music/Mountain Green Music (BMI) Mgr: Ted Hacker  
**JOE DIFFIE "Ships That Don't Come In" (Epic 34 74285)**  
Prod: Bob Montgomery, Johnny Slate Wr: Paul Nelson, Dave Gibson Pub: Warner-Tamerlane Publishing, Maypop Music (BMI) Mgr: Danny Morrison  
**DIXIANA "Waitin' For The Deal To Go Down" (Epic 34 74221)**  
Prod: Bob Montgomery Wr: Bobby Fischer, Charlie Black, Austin Roberts Pub: Bobby Fischer Music, Chappell & Co., Serenity Manor Music/MCA Music Publishing (ASCAP) Mgr: Rothbaum & Gamer  
**HOLLY DUNN "No Love Have I" (WB 18956)**  
Prod: Paul Worley, Ed Seay, Holly Dunn Wr: Mel Tillis Pub: Cedarwood Publishing (BMI) Mgr: Refugee Management

### F

**CLEVE FRANCIS "You Do My Heart Good" (Liberty 79208)**  
Prod: Jimmy Bowen, Cleve Francis Wr: Tom Paden, Mike Lantrip Pub: Starstruck Angel Music; Starstruck Writers Group (BMI; ASCAP) Mgr: Mores, Nanas, Golden

### G

**VINCE GILL "Take Your Memory With You" (MCA 54282)**  
Prod: Tony Brown Wr: Vince Gill Pub: Benefit Music (BMI) Mgr: Fitzgerald-Hartley  
**CLINTON GREGORY "Play, Ruby, Play" (SOR 437)**  
Prod: Ray Pennington Wr: Tony Brown, Troy Seals Pub: Warner-Tamerlane Publishing; Warner Bros. Music Corporation/Two Sons Music (BMI; ASCAP) Mgr: Ray Pennington

### J

**ALAN JACKSON "Midnight In Montgomery" (Arista 2418)**  
Prod: Scott Hendricks, Keith Stegall Wr: Alan Jackson, Don Sampson Pub: Mattie Ruth Music/Seventh Son Music, Golden Reed Music (ASCAP) Mgr: Ten Ten Management  
**JJ WHITE "Jezebel Kane" (Curb 096)**  
Prod: James Stroud Wr: Janice White, Jayne White, Andre Pessis Pub: CurbSongs/ArvinBetty Music, Endless Frogs, Bob-A-Lew Music (ASCAP) Mgr: Tom Skeeter  
**GEORGE JONES "Honky Tonk Myself To Death" (MCA 54370)**  
Prod: Kyle Lehning Wr: Max D. Barnes, Max T. Barnes Pub: Irving Music/Hardscratch Music, WB Music Corporation/Two Sons Music (BMI; ASCAP) Mgr: Nancy Jones

### K

**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 "Past The Point Of Rescue" (Curb 098)**  
Prod: Allen Reynolds, Jim Rooney Wr: Mick Hanley Pub: Stainless Music/Foreshadow Music (BMI) Mgr: Mighty Quinn Management

### L

**TRACY LAWRENCE "Today's Lonely Fool" (Atlantic 7-87547)**  
Prod: James Stroud Wr: Kenny Beard, Stan Paul Davis Pub: Golden Reed Music, New Clanion Music Group/Logy Bayou Music (ASCAP) Mgr: Music Matters Management  
**CHRIS LeDOUX "Riding For A Fall" (Liberty 79219)**  
Prod: Jimmy Bowen, Jerry Crutchfield Wr: Chris LeDoux Pub: Wyoming Brand Music (BMI) Mgr: Al LeDoux  
**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 "Can't Stop Myself From Loving You" (MCA 54371)**  
Prod: Emory Gordy Jr., Tony Brown Wr: Kostas, Dean Folkvord Pub: Songs Of PolyGram International (BMI) Mgr: Fitzgerald-Hartley

### M

**MATTHEWS, WRIGHT & KING "The Power Of Love" (Columbia 38 74275)**  
Prod: Steve Buckingham, Larry Strickland Wr: Walt Aldridge Pub: Rick Hall Music (BMI) Mgr: Starstruck Entertainment  
**MAC McANALLY "Live And Learn" (MCA 54372)**  
Prod: Tony Brown, Mac McAnally Wr: Mac McAnally Pub: Beginner Music (ASCAP) Mgr: T.K. Kimbrell  
**MARTINA McBRIDE "The Time Has Come" (RCA 62215-2)**  
Prod: Paul Worley, Ed Seay Wr: Lonnie Wilson, Susan Longacre Pub: Zomba Enterprises; W.B.M. Music Corporation/Long Acre Music (ASCAP; SESAC) Mgr: John McBride  
**McBRIDE & THE RIDE "Sacred Ground" (MCA 54356)**  
Prod: Steve Gibson, Tony Brown Wr: Kix Brooks, Vemon Rust Pub: David 'N' Will Music, Sony Cross Keys Publishing (ASCAP) Mgr: Ken Stitts  
**NEAL McCOY "Where Forever Begins" (Atlantic 4524)**  
Prod: James Stroud Wr: Trey Bruce, Thom McHugh, Bob Moulds Pub: MCA Music Publishing (ASCAP) Mgr: Dan Hexter  
**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  
**REBA McENTIRE "The Night The Lights Went Out In Georgia" (MCA 54386)**  
Prod: Tony Brown, Reba McEntire Wr: Bobby Russell Pub: Pixruss Music (BMI) Mgr: Starstruck Entertainment  
**RONNIE MILSAP "All Is Fair In Love And War" (RCA 62217-2)**  
Prod: Ronnie Milsap, Rob Galbraith Wr: Tim Nichols, Robert Byrne Pub: Hannah's Eyes Music, Fame Publishing (BMI) Mgr: Mores, Nanas, Golden Entertainment  
**MOLLY & THE HEYMAKERS "Jimmy McCarthy's Truck" (Reprise 7-18944)**  
Prod: Paul Worley, Ed Seay Wr: Molly Scheer, Sam Hogin Pub: Sony Tree Publishing (BMI) Mgr: Impresario Ltd.  
**LORRIE MORGAN "Something In Red" (RCA 62219-2)**  
Prod: Richard Landis Wr: Angela Kaset Pub: Coburn Music (BMI) Mgr: Mores, Nanas, Golden

### P

**PIRATES OF THE MISSISSIPPI "Till I'm Holding You Again" (Liberty 79146)**  
Prod: Jimmy Bowen, Rich Alves Wr: Larry Gottlieb, Rich Alves, Bill McConvey Pub: Julann Music; Great Cumberland Music, Flawfactor Music (ASCAP; BMI) Mgr: Ken Stitts

### R

**COLLIN RAYE "Every Second" (Epic 34 74242)**  
Prod: Jerry Fuller, John Hobbs Wr: Wayne Perry, Gerald Smith Pub: Zomba Enterprises; O-Tex Music (ASCAP; BMI) Mgr: Steve Cox  
**RONNA REEVES "The More I Learn (The Less I Understand About Love)" (Mercury 866 380)**  
Prod: Harold Shedd, Clyde Brooks Wr: Steve Dean, Karen Staley Pub: Tom Collins Music; AMR Publications (BMI; ASCAP) Mgr: Ronald Cotton  
**MIKE REID "I Got A Life" (Columbia 38 74286)**  
Prod: Steve Buckingham Wr: Mike Reid, Rory Michael Bourke Pub: Almo Music Corporation/Brio Blues Music, PolyGram International Publishing/Songs De Burgo (ASCAP) 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

### RESTLESS HEART "Familiar Pain" (RCA 62054-2)

Prod: Josh Leo, Larry Michael Lee Wr: Susan Longacre, Walt Aldridge Pub: W.B.M. Music Corporation/Long Acre Music; Rich Hall Music (SESAC; ASCAP) Mgr: Larry Fitzgerald  
**DENNIS ROBBINS "Home Sweet Home" (Giant 5354)**  
Prod: Richard Landis, James Stroud Wr: Dennis Robbins, John Scott Sherrill, Bob DiPiero Pub: Corey Rock Music/Sony King Music; Little Big Town Music/American Made Music, Brand New Town Music/Old Wolf Music/Music Corporation of America (ASCAP; BMI) Mgr: Simon Renshaw  
**JACK ROBERTSON "Come And Get Us Mama" (SOR 438)**  
Prod: Ray Pennington, Jerry Cupit Wr: Jack Robertson Pub: Almarie Music/Cupit Music (BMI) Mgr: Jeff Goodwin  
**KENNY ROGERS "Someone Must Feel Like A Fool Tonight!" (Reprise 18967)**  
Prod: Jim Ed Norman, Eric Prestidge Wr: Byron Hill, Mike Dekle Pub: Collins Court Music, Square D Music (ASCAP) Mgr: Ken Kragen

### S

**SAWYER BROWN "Some Girls Do" (Curb/Capitol 79200)**  
Prod: Randy Scruggs, Mark Miller Wr: Mark Miller Pub: Zoo II Music (ASCAP) Mgr: TK Kimbrell  
**DAN SEALS "Mason Dixon Line" (WB 7-18968)**  
Prod: Kyle Lehning Wr: Dan Seals Pub: Pink Pig Music (BMI) Mgr: Tony Gottlieb  
**RICKY VAN SHELTON "Backroads" (Columbia 38 74258)**  
Prod: Steve Buckingham Wr: Charlie Majors Pub: Comer Publishing (SOCAN) Mgr: John Dotson  
**SHENANDOAH "Rock My Baby" (RCA 62199-2)**  
Prod: Robert Byrne, Keith Stegall Wr: Billy Spencer, Phil Whitley, Curtis Wright Pub: WB Music Corporation/Stroudavarious Music (ASCAP) Mgr: Bill Carter  
**ROGER SPRINGER "The Right One Left" (MCA 54250)**  
Prod: Allen Reynolds Wr: Jackson Leap Pub: Sony Tree Publishing/Harlan Howard Songs (BMI) Mgr: Gerald Roy  
**DOUG STONE "Come In Out Of The Pain" (Epic 34 74259)**  
Prod: Doug Johnson Wr: Don Pfrimmer, Frank Myers Pub: G.I.D. Music, Dixie Stars Music/Josh Nick Music (ASCAP) Mgr: John Dorris, Phyllis Bennette  
**GEORGE STRAIT "Gone As A Girl Can Get" (MCA 54379)**  
Prod: Jimmy Bowen, George Strait Wr: Jerry Max Lane Pub: O-Tex Music; Max Lane Music/Fourleaf Music (BMI; 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 & Garrer

### T

**PAM TILLIS "Blue Rose Is" (Arista 2408)**  
Prod: Paul Worley, Ed Seay Wr: Pam Tillis, Bob DiPiero, Jan Buckingham Pub: Little Big Town Music/American Made Music, Sony Tree Publishing, Longitude Music/Ms. Ducks Ditties (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 "I'd Surrender All" (WB 5405)**  
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 "Nothing Short Of Dying" (WB 7-18984)**  
Prod: Gregg Brown Wr: Travis Tritt Pub: Sony Tree Publishing/Post Oak Publishing (BMI) Mgr: Ken Kragen  
**TANYA TUCKER "Some Kind Of Trouble" (Liberty 79132)**  
Prod: Jerry Crutchfield Wr: Mike Reid, Don Potter, Brent Maher Pub: Almo Music/Brio Blues Music, Weilbeck Music/Blue Quill Music; Sheep In Tow Music (ASCAP; BMI) 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 "Say Goodbye" (BNA Entertainment 62260-2)**  
Prod: Clyde Brooks Wr: B.B. Watson, Jay Davis, C. Michael Spriggs, Larry Watkins Pub: Badstar Songs, Incredisongs; Anteleater Music (BMI; ASCAP) Mgr: Marc Oswald  
**MICHELLE WRIGHT "Take It Like A Man" (Arista 2406)**  
Prod: Steve Bogard, Rick Giles Wr: Tony Haselden Pub: Millhouse Music/Songs Of PolyGram International (BMI) Mgr: Brian Ferriman  
**WYNONNA "She Is His Only Need" (Curb/MCA 54320)**  
Prod: Tony Brown Wr: Dave Loggins Pub: MCA Music Publishing/Emerald River Music (ASCAP) Mgr: Ken Stitts

### Y

**TRISHA YEARWOOD "The Woman Before Me" (MCA 54362)**  
Prod: Garth Fundis Wr: Jude Johnstone Pub: Mad Jack Music (BMI) Mgr: Ken Kragen  
**DWIGHT YOAKAM "The Heart That You Own" (Reprise 7-18966)**  
Prod: Pete Anderson Wr: Dwight Yoakam Pub: Coal Dust West Music (BMI) Mgr: Gary Borman

|  |  |  |  |  |
|--|--|--|--|--|
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# COUNTRY SONGS & HITS

**MOST ADDED**  
 Neal McCoy (Atlantic)  
 Alan Jackson (Arista)  
 Davis Daniel (Mercury)  
 Dwight Yoakam (Reprise)

**EAST**

**HOTTEST**  
 Garth Brooks (Liberty)  
 Hal Ketchum (Curb)  
 Brooks & Dunn (Arista)  
 Tracy Lawrence (Atlantic)

**MOST ADDED**  
 Neal McCoy (Atlantic)  
 Billy Ray Cyrus (Mercury)  
 Dwight Yoakam (Reprise)  
 Dennis Robbins (Giant)

**SOUTH**

**HOTTEST**  
 Tracy Lawrence (Atlantic)  
 Brooks & Dunn (Arista)  
 Hal Ketchum (Curb)  
 Garth Brooks (Liberty)

**MOST ADDED**  
 David Daniel (Mercury)  
 Neal McCoy (Atlantic)  
 Dwight Yoakam (Reprise)  
 Martina McBride (RCA)

**MIDWEST**

**HOTTEST**  
 Garth Brooks (Liberty)  
 Tracy Lawrence (Atlantic)  
 Brooks & Dunn (Arista)  
 Hal Ketchum (Curb)

**MOST ADDED**  
 Alan Jackson (Arista)  
 Martina McBride (RCA)  
 Davis Daniel (Mercury)  
 NONE

**WEST**

**HOTTEST**  
 Brooks & Dunn (Arista)  
 Garth Brooks (Liberty)  
 Hal Ketchum (Curb)  
 Tracy Lawrence (Atlantic)

| STATION         | ARTIST        | TITLE            | STATION       | ARTIST          | TITLE            | STATION           | ARTIST  | TITLE   | STATION          | ARTIST        | TITLE  |
|-----------------|---------------|------------------|---------------|-----------------|------------------|-------------------|---------|---------|------------------|---------------|--------|
| WGNA Albany, NY | Dwight Yoakam | Don't You Grieve | WATA Erie, PA | Trisha Yearwood | Don't You Grieve | WPOR Portland, ME | Suzie Q | Bad Boy | KEAN Abilene, TX | Reba McEntire | Chains |

| STATION                 | ARTIST          | TITLE            |
|-------------------------|-----------------|------------------|
| KRST Albuquerque, NM    | Dwight Yoakam   | Don't You Grieve |
| KUZZ Bakerfield, CA     | Davis Daniel    | Don't You Grieve |
| KVOC Casper, WY         | Dennis Robbins  | Don't You Grieve |
| KYGO-FM Denver, CO      | Billy Ray Cyrus | Don't You Grieve |
| KUAD Ft. Collins, CO    | Davis Daniel    | Don't You Grieve |
| KUGN Eugene, OR         | Alan Jackson    | Don't You Grieve |
| KALF Chicago, IL        | Dwight Yoakam   | Don't You Grieve |
| KKFB Grand Junction, CO | Clayton Kopp    | Don't You Grieve |
| KOFC Boise, ID          | Joe Diffie      | Don't You Grieve |
| KASH Anchorage, AK      | Martina McBride | Don't You Grieve |
| KVCF Billings, MT       | Davis Daniel    | Don't You Grieve |
| KTRF Billings, MT       | Tracy Lawrence  | Don't You Grieve |
| WPTO Bozeman, MT        | Dwight Yoakam   | Don't You Grieve |
| KHNS Bozeman, MT        | Tracy Lawrence  | Don't You Grieve |
| KASH Anchorage, AK      | Martina McBride | Don't You Grieve |

| STATION                           | ARTIST         | TITLE            |
|-----------------------------------|----------------|------------------|
| KKCS Colorado Springs, CO         | Alan Jackson   | Don't You Grieve |
| KNAX Fresno, CA                   | Dennis Robbins | Don't You Grieve |
| KWNR Las Vegas, NV                | John Anderson  | Don't You Grieve |
| KRWQ Medford, OR                  | Tanya Tucker   | Don't You Grieve |
| KMLE Phoenix, AZ                  | Alan Jackson   | Don't You Grieve |
| KCCY Pueblo, CO                   | John Anderson  | Don't You Grieve |
| KFKO/Riverside San Bernardino, CA | Joe Diffie     | Don't You Grieve |
| KKAT San Jose, CA                 | Alan Jackson   | Don't You Grieve |
| KEEN San Jose, CA                 | John Anderson  | Don't You Grieve |
| KDKR Spokane, WA                  | Davis Daniel   | Don't You Grieve |
| KRST                              | Dwight Yoakam  | Don't You Grieve |
| KRST                              | Tracy Lawrence | Don't You Grieve |
| KRST                              | Brooks & Dunn  | Don't You Grieve |
| KRST                              | Dwight Yoakam  | Don't You Grieve |
| KRST                              | Tracy Lawrence | Don't You Grieve |

| STATION | ARTIST         | TITLE            |
|---------|----------------|------------------|
| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |
| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |
| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |
| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |

| STATION | ARTIST         | TITLE            |
|---------|----------------|------------------|
| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |
| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |
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| KRST    | Dwight Yoakam  | Don't You Grieve |
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| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |

| STATION | ARTIST         | TITLE            |
|---------|----------------|------------------|
| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |
| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
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| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |
| KRST    | Brooks & Dunn  | Don't You Grieve |
| KRST    | Dwight Yoakam  | Don't You Grieve |
| KRST    | Tracy Lawrence | Don't You Grieve |





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3 2  
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163 REPORTERS

APRIL 24, 1992

Reports/Adds Heavy Medium

|              |    |    |    |  |
|--------------|----|----|----|--|
| 3            | 2  | 1  | 1  | <b>DEF LEPPARD</b> /Adrenalize (Mercury)                                 |
| 2            | 3  | 2  | 2  | <b>U2</b> /Achtung Baby (Island/PLG)                                     |
| 1            | 1  | 3  | 3  | <b>BRUCE SPRINGSTEEN</b> /Human Touch (Columbia)                         |
| 11           | 7  | 5  | 4  | <b>JOHN MELLENCAMP</b> /Whenever We Wanted (Mercury)                     |
| 25           | 15 | 11 | 5  | <b>RED HOT CHILI PEPPERS</b> /Blood Sugar Sex Magik (WB)                 |
| 10           | 10 | 8  | 6  | <b>TOM COCHRANE</b> /Mad Mad World (Capitol)                             |
| 4            | 4  | 4  | 7  | <b>NIRVANA</b> /Nevermind (DGC)  |
| 7            | 5  | 6  | 8  | <b>TESLA</b> /Psychotic Supper (Geffen)                                  |
| 6            | 6  | 7  | 9  | <b>ERIC CLAPTON</b> /Rush (Reprise)                                      |
| 21           | 18 | 15 | 10 | <b>KING'S X</b> /King's X (Atlantic)                                     |
| 13           | 12 | 12 | 11 | <b>GARY MOORE</b> /After Hours (Charisma)                                |
| —            | —  | 16 | 12 | <b>ZZ TOP</b> /Greatest Hits (WB)  |
| 8            | 8  | 9  | 13 | <b>METALLICA</b> /Metallica (Elektra)                                    |
| 15           | 13 | 13 | 14 | <b>RUSH</b> /Roll The Bones (Atlantic)                                   |
| 9            | 9  | 10 | 15 | <b>MELISSA ETHERIDGE</b> /Never Enough (Island/PLG)                      |
| 20           | 20 | 19 | 16 | <b>OZZY OSBOURNE</b> /No More Tears (Epic Associated)                    |
| 16           | 14 | 14 | 17 | <b>MSG</b> /MSG (Impact)   |
| 27           | 23 | 20 | 18 | <b>GIANT</b> /Time To Burn (Epic)  |
| 12           | 17 | 21 | 19 | <b>BRYAN ADAMS</b> /Waking Up The Neighbors (A&M)                        |
| 36           | 27 | 23 | 20 | <b>SASS JORDAN</b> /Racine (Impact)                                      |
| 37           | 31 | 25 | 21 | <b>MR. BIG</b> /Lean Into It (Atlantic)                                  |
| 33           | 22 | 26 | 22 | <b>STEVIE RAY VAUGHAN &amp; DOUBLE TROUBLE</b> /The Sky Is Crying (Epic) |
| 29           | 29 | 28 | 23 | <b>PEARL JAM</b> /Ten (Epic Associated)                                  |
| —            | —  | 30 | 24 | <b>ARC ANGELS</b> /Arc Angels (DGC)                                      |
| 5            | 11 | 17 | 25 | <b>VAN HALEN</b> /For Unlawful Carnal Knowledge (WB)                     |
| <b>DEBUT</b> |    |    | 26 | <b>SLAUGHTER</b> /The Wild Life (Chrysalis/ERG)                          |
| 22           | 19 | 22 | 27 | <b>GUNS N' ROSES</b> /Use Your Illusion II (Geffen)                      |
| 30           | 26 | 24 | 28 | <b>SOCIAL DISTORTION</b> /Somewhere Between Heaven And Hell (Epic)       |
| 35           | 34 | 32 | 29 | <b>ROXY BLUE</b> /Want Some? (Geffen)                                    |
| 32           | 32 | 29 | 30 | <b>BABY ANIMALS</b> /Baby Animals (Imago)*                               |
| —            | 39 | 33 | 31 | <b>OUTFIELD</b> /Rockeye (MCA)   |
| 39           | 35 | 34 | 32 | <b>MATTHEW SWEET</b> /Girlfriend (Zoo)                                   |
| <b>DEBUT</b> |    |    | 33 | <b>CURE</b> /Wish (Fiction/Elektra)                                      |
| 23           | 30 | 35 | 34 | <b>GENESIS</b> /We Can't Dance (Atlantic)                                |
| 38           | 38 | 36 | 35 | <b>VARIOUS ARTISTS</b> /Wayne's World (Reprise)                          |
| 24           | 21 | 27 | 36 | <b>TOM PETTY &amp; THE HEARTBREAKERS</b> /Into The Great Wide Open (MCA) |
| 19           | 25 | 31 | 37 | <b>UGLY KID JOE</b> /As Ugly As They Wanna Be (EP) (Stardog/Mercury)     |
| <b>DEBUT</b> |    |    | 38 | <b>LEON RUSSELL</b> /Anything Can Happen (Virgin)                        |
| 18           | 16 | 18 | 39 | <b>FOUR HORSEMEN</b> /Nobody Said It Was Easy (Def American/Reprise)     |
| 17           | 33 | —  | 40 | <b>LITTLE VILLAGE</b> /Little Village (Reprise)                          |

|  |         |      |     |
|--|---------|------|-----|
| "Rocked" (157) "Stand" (45) "Heaven" (28)  | 158-0   | 121+ | 32- |
| "One" (142) "Until" (14) "Ultra" (6)       | 147-1   | 133- | 12- |
| "Roll" (125) "Human" (63) "57" (28)        | 146-3   | 73-  | 54+ |
| "Now" (138) "Again" (10) "Last" (4)        | 141+2   | 88+  | 49- |
| "Bridge" (138)                             | 139+7   | 81+  | 42- |
| "Highway" (133) "No" (1) "Washed" (1)      | 134+6   | 94+  | 32- |
| "Come" (113) "Lithium" (8) "Bloom" (3)     | 118-0   | 73-  | 31- |
| "What" (115) "De-Rock" (1) "Call" (1)      | 116-0   | 62-  | 33- |
| "Help" (94) "Tears" (6)                    | 95-1    | 64-  | 26- |
| "Black" (133) "World" (1) "Prisoner" (1)   | 133+6   | 28+  | 61- |
| "Cold" (110) "Separate" (1)                | 112-0   | 43-  | 53- |
| "Gun" (78) "Las Vegas" (46)                | 109-12  | 23+  | 65- |
| "Nothing" (88) "Unforgiven" (10) "Sad" (3) | 92-3    | 39-  | 33- |
| "Bravado" (100) "Ghost" (4)                | 102-3   | 31-  | 62- |
| "Heavy" (79) "Crazy" (3) "2001" (1)        | 84-0    | 45-  | 34- |
| "Road" (74) "Mama" (32) "Don't" (2)        | 96+27   | 24-  | 37+ |
| "Gone" (95) "Paradise" (1) "Believe" (1)   | 95-1    | 23-  | 57- |
| "Chained" (119)                            | 119+6   | 14+  | 60+ |
| "Touch" (83) "Died" (21) "Honey" (1)       | 99+24   | 20-  | 55+ |
| "Make" (111)                               | 111+13  | 15+  | 65+ |
| "Just" (96) "You" (1)                      | 96+8    | 27+  | 49= |
| "Wing" (63) "Arms" (16) "Life" (2)         | 77+9    | 17+  | 47+ |
| "Flow" (92) "Alive" (13) "Why" (1)         | 100+21  | 9-   | 36+ |
| "Living" (107) "Sent" (1)                  | 107+17  | 12+  | 45+ |
| "Dream" (47) "Man" (10) "Right" (7)        | 61-3    | 25-  | 29- |
| "Wild" (107) "Times" (2) "Reach" (1)       | 108 /15 | 7    | 33  |
| "Pretty" (95)                              | 95-0    | 12-  | 35- |
| "Bad" (99)                                 | 99-1    | 4=   | 40- |
| "Rob" (97) "Times" (1)                     | 97+7    | 6+   | 33+ |
| "One" (71)                                 | 71-4    | 13+  | 43- |
| "Closer" (75)                              | 75+12   | 8-   | 51+ |
| "Girlfriend" (61)                          | 62+7    | 12+  | 37+ |
| "High" (56)                                | 58 /1   | 7    | 26  |
| "Jesus" (12) "Dreaming" (11) "Hold" (10)   | 36=6    | 11-  | 19+ |
| "Time" (59) "Feed" (5) "Loving" (3)        | 64+5    | 5=   | 14- |
| "Noise" (36) "King's" (2) "Cold" (1)       | 39-0    | 15-  | 17- |
| "Everything" (37) "Madman" (4)             | 40-0    | 11-  | 12- |
| "Land" (46)                                | 48+9    | 5=   | 30+ |
| "Tired" (37)                               | 37-0    | 9-   | 23- |
| "Sex" (21) "Hot" (12)                      | 33+13   | 8-   | 14+ |

# BREAKERS

**SLAUGHTER**  
The Wild Life (Chrysalis/ERG)  
67% of our reporters on it.

**ARC ANGELS**  
Arc Angels (DGC)  
66% of our reporters on it.

**ROXY BLUE**  
Want Some? (Geffen)  
60% of our reporters on it.

## NEW ADDED

- OZZY OSBOURNE (27)
- MEN (25)
- BRYAN ADAMS (24)
- PEARL JAM (21)
- ARC ANGELS (17)
- GUN (16)
- SLAUGHTER (15)
- RTZ (14)
- LITTLE VILLAGE (13)
- SASS JORDAN (13)

## HOTTEST

- U2 (133)
- DEF LEPPARD (121)
- TOM COCHRANE (88)
- JOHN MELLENCAMP (88)
- RED HOT CHILI PEPPERS (81)
- NIRVANA (73)
- BRUCE SPRINGSTEEN (73)
- ERIC CLAPTON (64)
- TESLA (62)
- MELISSA ETHERIDGE (45)

# CRACKER

## "Teen Angst (What The World Needs Now)"

**AOR New Artist #11**      **New Rock**  
**AOR New & Active**      **3**

- Including:**
- WBCN    KRXQ    KRZR
  - WNEW    WZZO    KPOI
  - WDVE    WDHA    WIZN
  - WHJY    KLBJ    KRNA
  - WMMS    WAVF    KQWB
  - WFBQ    WSTZ    KCQR
  - KGON    WAOR    KTYD

**MTV BUZZ BIN**  
CHR Add Date 5/11  
David Letterman 5/14  
**FMQB 60-48\***



# "YOU GOT WHAT IT TAKES"

"You Got What It Takes has more hooks than there are Chinamen in China"  
DANA JANG, KSJO

"It's got a rocky crunch with a 'wo-wo' chorus that forces you to sing along with it before you realize it. I may not die 4 them, but I'd gladly let them torture me for a while"  
BETH KEPPEL, WKLS

"You've got to be deaf not to hear this one"  
RON NENNI, KOME

"It's incredibly well produced and has killer harmonies...if you like rock, this is the record for you!"  
DAVE ROSSI, WAVF

"Loud, clean, and crunchy! I debuted the track on 'Friend Ship' on Pirate Radio as 'Pick of the week!'"  
LONN M. FRIEND  
Rip/Rockbeat, Editor  
Hits, Hard Rock Editor  
KQLZ "Pirate Radio", DJ  
MTV "Headbangers Ball", VJ

"With a name like 2 DIE 4 it's got to be good...then you listen to it and find out they got what it takes"  
JUDY McNUTT, KRXQ

## 2 DIE 4

GOING FOR ADDS 4/27

**CHECK LIST**

|                                    | YES                                 | NO                       | COMMENTS    |
|------------------------------------|-------------------------------------|--------------------------|-------------|
| GUITARS                            | <input checked="" type="checkbox"/> | <input type="checkbox"/> |             |
| DRUMS                              | <input checked="" type="checkbox"/> | <input type="checkbox"/> | GREAT       |
| VOCALS                             | <input checked="" type="checkbox"/> | <input type="checkbox"/> | FABULOUS    |
| LYRICS                             | <input checked="" type="checkbox"/> | <input type="checkbox"/> | SPECTACULAR |
| ADDITIONAL COMMENTS:               |                                     |                          | EXCEPTIONAL |
| GREAT BAND - AWESOME ROCK 'N' ROLL |                                     |                          |             |

PRODUCED & MIXED BY E.T. THORNGREN. CO-PRODUCED BY CHARLIE FRANCIS  
MANAGEMENT: MICK NEWTON & ATOMIC MANAGEMENT  
YOU GOT WHAT IT TAKES. THE FIRST SINGLE FROM THEIR MORGAN CREEK DEBUT  
ALBUM "2 DIE 4"



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Chart listing with columns for rank, station, and song/artist. Includes entries like CURE/Wish, JAMES/Seven, CRACKER/Cracker, etc.

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

P1 PLAYLISTS

WFXN/Boston (617) 595-6200 Kurt St. Thomas (Frozen)

Heavy CURE CRACKER NIRVANA SUGARCUBES TEENAGE FANCLUB MATTHEW SWEET U2

WHFS/Washington (301) 306-0991 Robert Benjamin

Heavy BEAUTIFUL SOUTH CRACKER CRACKER CURE

WDRS/Long Island (516) 832-9400 Tom Calderone

Heavy NIRVANA RED HOT CHILI PEPPERS CHARLATANS U.K. COMBOY JUNKIES

MATTHEW SWEET SOCIAL DISTORTION SUGARCUBES PEARL JAM CURE

Light NIRVANA LIGHTNING SEEDS IAN MCCULLOCH CHURCH DAVID BYRNE

WHFS/Washington (301) 306-0991 Robert Benjamin

Heavy BEAUTIFUL SOUTH CRACKER CRACKER CURE

Light NIRVANA LIGHTNING SEEDS IAN MCCULLOCH PETER MURPHY

KDGE/Dallas (214) 580-9400 Larry Nielson

Heavy U2 PEARL JAM MATTHEW SWEET

Light NIRVANA LIGHTNING SEEDS CHARLATANS U.K. CURE

WVRT/Chicago (312) 777-1700 Norm Winer

Heavy LITTLE VILLAGE U2 DAVID BYRNE

WVCD/Columbus (614) 444-9923 Teuber/Thompson

Heavy BRUCE SPRINGSTEEN CRACKER CURE DAVID BYRNE

KJJO/Minneapolis (612) 941-5774 Tony Powers

Heavy U2 IAN MCCULLOCH CHURCH CURE

SAINT ETIENNE SOCIAL DISTORTION SUGARCUBES

Light JAH WOBBLE'S INVADERS OF THE HEART

CIMX/Windsor Detroit (313) 961-9811 Michelle Denomme

Heavy U2 CURE RED HOT CHILI PEPPERS

KJON/Salt Lake City (801) 392-9550 Jon McGann

Heavy DAVID BYRNE CHURCH CURE

KDGE/Dallas (214) 580-9400 Larry Nielson

Heavy U2 PEARL JAM MATTHEW SWEET

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Heavy DAVID BYRNE CHURCH CURE

KDGE/Dallas (214) 580-9400 Larry Nielson

Heavy U2 PEARL JAM MATTHEW SWEET

Light NIRVANA LIGHTNING SEEDS CHARLATANS U.K. CURE

WVRT/Chicago (312) 777-1700 Norm Winer

Heavy LITTLE VILLAGE U2 DAVID BYRNE

WVCD/Columbus (614) 444-9923 Teuber/Thompson

Heavy BRUCE SPRINGSTEEN CRACKER CURE DAVID BYRNE

KJJO/Minneapolis (612) 941-5774 Tony Powers

Heavy U2 IAN MCCULLOCH CHURCH CURE

IAN MCCULLOCH SOCIAL DISTORTION SUGARCUBES

Light JAH WOBBLE'S INVADERS OF THE HEART

CIMX/Windsor Detroit (313) 961-9811 Michelle Denomme

Heavy U2 CURE RED HOT CHILI PEPPERS

KJON/Salt Lake City (801) 392-9550 Jon McGann

Heavy DAVID BYRNE CHURCH CURE

KDGE/Dallas (214) 580-9400 Larry Nielson

Heavy U2 PEARL JAM MATTHEW SWEET

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Heavy U2 IAN MCCULLOCH CHURCH CURE

P2 ADDS & HOTS

WEOX/Albany (802) 362-4800 McGuinn/Gray

ZZ TOP JESUS & MARY CHAI

WHTG/Asbury Park (908) 542-1410 Butscher/Pinfield

none PETER MURPHY IAN MCCULLOCH

WDSW/Woodstock (914) 679-7265 Jeanne Atwood

XTC ANNE LENNOX TOAD THE WET SPRO

KRZQ/Reno (702) 827-0965 Blaze/Volume

KBAC/Santa Fe Albuquerque (505) 471-7110 Bill Evans

TRACT CHAPMAN MATERIAL ISSUE POPS STAPLES

WOXY/Cincinnati (513) 523-4114 Phil Manning

XTC ANNE LENNOX MICHELLE SHOOKED

WBNY/Buffalo (716) 878-3080 Mike Parrish

YOUNG GOONS BEAUTIFUL SOUTH MICHELLE SHOOKED

WRAS/Atlanta (404) 651-2240 Barrett/Mattis

INDIGO GIRLS TRACY CHAPMAN BUFFALO TOM

WXP/Philadelphia (215) 898-6677 Michael Morrison

XTC ANNE LENNOX BEATS INTERNATIONAL

WBER/Rochester (716) 381-4353 Andrew Chinnici

PALE SAINTS MICHELE SHOOKED ROLLINS BAND

KACV/Amarillo (806) 371-5227 Jamey Karr

INDIGO GIRLS TRACY CHAPMAN BUFFALO TOM

KNNC/Austin (512) 863-3694 Biff Raffie

ANTIE LENNOX XTC ANNE LENNOX

WVGO/Richmond (804) 330-3106 Dal Hunter

NEVILLE BROTHERS TOAD THE WET SPRO

KBBT/Portland (503) 222-1011 Michelle Dodd

none PETER MURPHY IAN MCCULLOCH

WOXY/Cincinnati (513) 523-4114 Phil Manning

XTC ANNE LENNOX MICHELLE SHOOKED

WBNY/Buffalo (716) 878-3080 Mike Parrish

YOUNG GOONS BEAUTIFUL SOUTH MICHELLE SHOOKED

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KACV/Amarillo (806) 371-5227 Jamey Karr

INDIGO GIRLS TRACY CHAPMAN BUFFALO TOM

KUNV/Las Vegas (702) 739-3877 Joel Habbeshaw

XTC ANNE LENNOX BEATS INTERNATIONAL

32 Current Reporters 29 Current Playlists

Called in Frozen Playlist (2): KNDD/Seattle WFNX/Boston

Did Not Report, Playlist Frozen (1): WHTG/Asbury Park, NJ

WIRE TRAIN "STONE AGE" advertisement for MCA Records featuring a photo of a man in a wire cage and the text "The first release from the album no soul no strain produced by bill bottrell".







CHR P1 LAYLIS S

WHTZ/New York City 94.1 FM Z100 New York

VP/Dir. Ops & Prog: Steve Kingston APD/MD: Frankie Blue Asst. MD: Andy Shane

Table of song titles and artists for WHTZ, including tracks by Queen, Vanessa Williams, and others.

WBZZ/Pittsburgh 93.4 FM

PD: Buddy Scott APD: Jeff Tyson MD: Lori Campbell

Table of song titles and artists for WBZZ, including tracks by Eric Clapton, Bryan Adams, and others.

WIOQ/Philadelphia 98.1 FM

PD: Jefferson Ward MD: Glenn Kalina

Table of song titles and artists for WIOQ, including tracks by Vanessa Williams, Linedt, and others.

EAGLE 106 WEGX/Philadelphia

PD: Brian Philips OM: John Lander MD: Chuck Tisa

Table of song titles and artists for EAGLE 106, including tracks by Queen, Vanessa Williams, and others.

WPRO-FM/Providence 92.1 FM

PD: Paul Cannon MD: Tony Bristol

Table of song titles and artists for WPRO-FM, including tracks by Eric Clapton, Queen, and others.

WQHT/New York 97.1 FM

OM/PD: Joel Salkowitz APD/MD: Kevin McCabe

Table of song titles and artists for WQHT, including tracks by Kris Kross, EN Vogue, and others.

95.5 FM WPGC Washington, D.C.

PD: Jay Stevens APD: Paco Lopez MD: Albie D.

Table of song titles and artists for WPGC, including tracks by Kris Kross, Luther Vandross, and others.

MIX 100.7 FM WMXP/Pittsburgh

PD: Rich Hawkins APD/MD: Bill Webster

Table of song titles and artists for MIX 100.7 FM, including tracks by Mariah Carey, Vanessa Williams, and others.

92.3 FM WERQ/Baltimore

PD: Jeff Ballentine APD: Barry McKay MD: Randy Ross

Table of song titles and artists for WERQ, including tracks by Tracie Spencer, Vanessa Williams, and others.

WPOW/Miami

PD: Funk E. Frank Walsh MD: John Rogers

Table of song titles and artists for WPOW, including tracks by Kris Kross, Vanessa Williams, and others.

WRBQ/Tampa

PD: Jay Taylor MD: Rich Anhorn

Table of song titles and artists for WRBQ, including tracks by Richard Marx, Queen, and others.

POWER 99 WAPW/Atlanta

PD: Rick Stacy APD: Leslie Fram MD: Sean Demery

Table of song titles and artists for POWER 99, including tracks by EN Vogue, Bryan Adams, and others.

104 KRBE Houston

PD: Steve Wyrostok APD: Tom Poleman

Table of song titles and artists for 104 KRBE, including tracks by Simply Red, Sophie B. Hawkins, and others.

WFLZ/Tampa Tower 93.7 FM

Dir. Ops: Marc Chase PD: B.J. Harris APD: Jeff "Booger" Kapugi MD: Hawk Harrison

Table of song titles and artists for WFLZ, including tracks by Joe Public, Vanessa Williams, and others.



all hit 97.1 WGLL Dallas PD: Joel Folger APD/MD: Jimmy Steal

103.1 KITEM San Antonio OM: Bob Perry PD: Rick "Big Dog" Hayes MD: Ross Knight

HOT 102 WLUW FM MILWAUKEE PD: Gregg Cassidy MD: Chris Kerr

KQWB 101.3 Minneapolis PD: Mark Bolke

99.6 KILLER BEE WBBM-FM/Chicago PD: Dave Shakes MD: Todd Cavanah

97.9 FM THE BOX KBXX Houston PD: Rob Scoppio MD: Greg Head

107.3 KEXR Kansas City GM/MD: Jack Alix APD: Downtown Jimmy Brown MD: Yo Sunny Joe Stevens Music Coord: Ben Jammin

WNCI 37.9 Columbus PD: Dave Robbins APD: Dan Bowen MD: John Cline

Q104 THE #1 HIT MUSIC STATION KBEQ/Kansas City PD: Jon Anthony MD: Steve Barnes

99.3 FM WDFX/Detroit PD: Rick Gillette APD/MD: Mark Jackson

STAR 94 FM ATLANTA WSTR OM: Tony Novia MD: Lee Chesnut

WPHR/Cleveland PD: Lyndon Abell APD: Rick Michaels MD: Ed Brown

KILLER 102 FM WKRC-FM Cincinnati PD: Dave Allen MD: Brian Douglas

99.5 WZPL INDIANAPOLIS PD: Don London MD: Garrett Michaels APD/Research Dir.: Chris Davis

FOX 99.5 FM WDFX/Detroit Prog. Consultant: Chuck Beck

WNVZ/Norfolk 704 FM OMPD: Chris Bailey MD: Ellis B. Feaster

WVHT/Columbus VP/OPS: Tom Gilligan PD/MD: Rob Morris APD: Blake Thunder

WVHT/Columbus PD: Mark Todd APD: Chris Knight MD: Jim Atkinson

WVHT/Columbus PD: Mark Todd APD: Chris Knight MD: Jim Atkinson

WVHT/Columbus PD: Mark Todd APD: Chris Knight MD: Jim Atkinson

WJMO/Cleveland

PD: Keith Clark
APD: J.R. Randall
Acting MD: Action Jackson

- 1 MC BRAINS/Over the Hills
2 MINT CONDITION/Breaking My Heart (Pr)
3 VANESSA WILLIAMS/Save The Best For Last

Hot 97.1 FM

St. Louis
PD: Michael St. John

- 1 JOE PUBLIC/You're Not A Saint
2 MINT CONDITION/Breaking My Heart (Pr)
3 VANESSA WILLIAMS/Save The Best For Last

99.1 KGGI FM

Quadruples the Music!
KGGI/Riverside
OM: Larry Martino
PD: Bob West
MD: Mike Marino

- 1 VANESSA WILLIAMS/Save The Best For Last
2 EN VOUE/My Lovin' (You're Nev)
3 MINT CONDITION/Breaking My Heart (Pr)

WILD 107.1 FM

KSOL/San Francisco
PD: Bob Mitchell
MD: Dave Morales

- 1 TLC/Ain't 2 Proud 2 Beg
2 SHANICE/Blissent Prayer
3 KRIS KROBS/Jump

POWER 92

KKFRI/Phoenix
VP/Programming: Steve Smith
APD/MD: Dena Yasner
Prog. Coord.: Tim Byrd

- 1 TLC/Ain't 2 Proud 2 Beg
2 KRIS KROBS/Jump
3 JOE PUBLIC/You're Not A Saint

Better Music

KOY-FM/Phoenix, AZ
PD: Jamie Hyatt
MD: Carey Edwards
Music Coord: Julie Gavin

- 1 JOE PUBLIC/You're Not A Saint
2 ERIC CLAPTON/Tears In Heaven
3 TRACIE SPENCER/Love Me

Hot 97.1 FM

San Jose
KHQT
PD: Ken Richards
APD/MD: John Christian

- 1 MARIAN CAREY/Make It Happen
2 KRIS KROBS/Jump
3 JOE PUBLIC/You're Not A Saint

Power 106.5

Sacramento
Station Mgr: Gerry Cagle
PD: Alex Cosper
MD: Karen Holmes

- 1 TLC/Ain't 2 Proud 2 Beg
2 SHANICE/Blissent Prayer
3 KRIS KROBS/Jump

KILFM 102.7

Los Angeles
PD: Bill Richards
APD: Gwen Roberts
MD: Michael Martin

- 1 RICHARD MARX/Heart (The River)
2 ERIC CLAPTON/Tears In Heaven
3 JOE PUBLIC/You're Not A Saint

Salt Lake City

KISN 102.7 FM
PD: John Dimick
MD: Jim Morales
Music Coord: Craig Powers

- 1 RICHARD MARX/Heart (The River)
2 CHRIS CULVER/You're Not A Saint
3 MARIAN CAREY/Make It Happen

Z100 FM KKRZ

Portland
MD: Kim Matthews

- 1 MARIAN CAREY/Make It Happen
2 KRIS KROBS/Jump
3 JOE PUBLIC/You're Not A Saint

Q99.5 FM KUTQ

Salt Lake City
GM/MD: Gary Waldron
MD: Gary Michaels

- 1 QUEEN/Bohemian Rhapsody
2 ERIC CLAPTON/Tears In Heaven
3 VANESSA WILLIAMS/Save The Best For Last

KASH COW KKS104

KQKS/Denver
PD: Dave Van Stone
APD/MD: Stacy Cantrell

- 1 ARRESTED DEVELOPMENT/Tennessee
2 JOE PUBLIC/You're Not A Saint
3 SIR MIX-A-LOT/Baby Got Back

KPLZ

Seattle
OM/MD: Casey Keating
APD: Mark Allan
MD: Randy Irwin

- 1 QUEEN/Bohemian Rhapsody
2 RICHARD MARX/Heart (The River)
3 ERIC CLAPTON/Tears In Heaven

KSFM 102.5

Sacramento
PD: Dr. Dave Ferguson
APD/MD: Chuck Field
Music Coord: Ricky Leigh

- 1 TLC/Ain't 2 Proud 2 Beg
2 EN VOUE/My Lovin' (You're Nev)
3 MINT CONDITION/Breaking My Heart (Pr)

San Juan 99.0 FM

XHTZ/San Diego
VP/Prog: Rick Thomas
APD: Gnarley Charlie

- 1 KRIS KROBS/Jump
2 VANESSA WILLIAMS/Save The Best For Last
3 EN VOUE/My Lovin' (You're Nev)

KKLQ/San Diego

PD: Kevin Weatherly
APD: JoJo "Cookin'" Kincaid
MD: Michelle Santosuosso

- 1 KRIS KROBS/Jump
2 ERIC CLAPTON/Tears In Heaven
3 VANESSA WILLIAMS/Save The Best For Last

KMEL JAMS

San Francisco
PD: Keith Naftaly
APD/MD: Hosh Gureli
Music Coord: Harold Austin

- 1 KRIS KROBS/Jump
2 EN VOUE/My Lovin' (You're Nev)
3 TLC/Ain't 2 Proud 2 Beg

KUE 93.5 FM

Seattle
OM/MD: Bob Case
APD: Barry Beck
MD: Chet Buchanan

- 1 SIR MIX-A-LOT/Baby Got Back
2 KRIS KROBS/Jump
3 VANESSA WILLIAMS/Save The Best For Last

LA's HOTTEST MUSIC Power 106 FM

KPWR/Los Angeles
PD: Rick Cummings
MD: Michelle Mercer

- 1 REDHEAD KINOPIN/3-2-1 Pump
2 COLOR ME BADD/Thinkin' Back
3 KRIS KROBS/Jump





NOTE: Frozen playlists are designated by an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro of 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, below 200,000.

227 Reporters

A

PAULA ABDUL

Table for Paula Abdul's 'Will You Marry Me?' (Captive/Virgin) LP. Includes regional reach, chart positions, and station lists for various regions.

B

BOYZ II MEN

Table for Boyz II Men's 'Please Don't Go (Motown)' LP. Includes regional reach, chart positions, and station lists for various regions.

C

MARIAH CAREY

Table for Mariah Carey's 'Make It Happen (Columbia)' LP. Includes regional reach, chart positions, and station lists for various regions.

D

COLOURHAUS

Table for Colourhaus's 'Innocent Chiu (Interscope)' LP. Includes regional reach, chart positions, and station lists for various regions.

BRYAN ADAMS

Table for Bryan Adams' 'Thought I'd Died And Gone... (A&M)' LP. Includes regional reach, chart positions, and station lists for various regions.

MARIAH CAREY

Table for Mariah Carey's 'Make It Happen (Columbia)' LP. Includes regional reach, chart positions, and station lists for various regions.

DEF LEPPARD

Table for Def Leppard's 'Let's Get Rocked (Mercury)' LP. Includes regional reach, chart positions, and station lists for various regions.

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Table for Cause & Effect Continued, listing regional reach and chart positions for various stations.

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Continued On Next Column

Parallels Continued on Page 78

CELINE DION If You Asked Me Too (Epic) LP Celine Dion Total Reports 169 74%

Regional Reach E 84% S 76% M 69% W 70%

Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 73% S 70% M 67% W 40%

Regional Reach E 84% S 76% M 61% W 82%

Regional Reach E 86% S 85% M 75% W 92%

AMY GRANT I Will Remember You (A&M) LP Heart In Motion Total Reports 146 64%

Regional Reach E 59% S 73% M 66% W 56%

Regional Reach E 71% S 90% M 69% W 88%

En Vogue Continued

GENESIS Hold On My Heart (Atlantic) LP We Can't Dance Total Reports 146 64%

Regional Reach E 78% S 70% M 67% W 40%

Regional Reach E 73% S 79% M 67% W 62%

AMY GRANT I Will Remember You (A&M) LP Heart In Motion Total Reports 146 64%

Regional Reach E 59% S 73% M 66% W 56%

AMY GRANT I Will Remember You (A&M) LP Heart In Motion Total Reports 146 64%

Regional Reach E 59% S 73% M 66% W 56%

Regional Reach E 71% S 90% M 69% W 88%

Amy Grant Continued

SOPHIE B HAWKINS Damn I Wish I Was Your... (Columbia) LP Tongues And Tails Total Reports 161 71%

Regional Reach E 73% S 79% M 67% W 62%

Regional Reach E 73% S 79% M 67% W 62%

Regional Reach E 73% S 79% M 67% W 62%

Regional Reach E 73% S 79% M 67% W 62%

Regional Reach E 73% S 79% M 67% W 62%

Regional Reach E 73% S 79% M 67% W 62%

Regional Reach E 73% S 79% M 67% W 62%

Michael Jackson Continued

Regional Reach E 84% S 76% M 61% W 82%

Regional Reach E 84% S 76% M 61% W 82%

Regional Reach E 84% S 76% M 61% W 82%

Regional Reach E 84% S 76% M 61% W 82%

Regional Reach E 84% S 76% M 61% W 82%

Regional Reach E 84% S 76% M 61% W 82%

Regional Reach E 84% S 76% M 61% W 82%

Regional Reach E 84% S 76% M 61% W 82%

HOWARD JONES Lift Me Up (Elektra) LP In The Running Total Reports 147 65%

Regional Reach E 55% S 82% M 64% W 52%

Regional Reach E 55% S 82% M 64% W 52%

Regional Reach E 55% S 82% M 64% W 52%

Regional Reach E 55% S 82% M 64% W 52%

Regional Reach E 55% S 82% M 64% W 52%

Regional Reach E 55% S 82% M 64% W 52%

Regional Reach E 55% S 82% M 64% W 52%

Regional Reach E 55% S 82% M 64% W 52%

KRIS KROSS Jump (Ruffhouse/Columbia) LP Totally Krossed Out

Lightning Seeds Continued EAST SOUTH MIDWEST WEST

WENDY MAHARRY How Do I Get Over You (A&M) LP Fountain Of Youth

ANNE LENNOX Why (Arista) LP Diva

MITCH MALLOY Anything At All (RCA) LP Mitch Malloy

LIGHTNING SEEDS The Life Of Riley (MCA) LP Sense

Lightning Seeds Continued EAST SOUTH MIDWEST WEST

WENDY MAHARRY How Do I Get Over You (A&M) LP Fountain Of Youth

ANNE LENNOX Why (Arista) LP Diva

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Lightning Seeds Continued EAST SOUTH MIDWEST WEST

WENDY MAHARRY How Do I Get Over You (A&M) LP Fountain Of Youth

ANNE LENNOX Why (Arista) LP Diva

MITCH MALLOY Anything At All (RCA) LP Mitch Malloy

LIGHTNING SEEDS The Life Of Riley (MCA) LP Sense

LIGHTNING SEEDS The Life Of Riley (MCA) LP Sense

Lightning Seeds Continued EAST SOUTH MIDWEST WEST

WENDY MAHARRY How Do I Get Over You (A&M) LP Fountain Of Youth

ANNE LENNOX Why (Arista) LP Diva

MITCH MALLOY Anything At All (RCA) LP Mitch Malloy

LIGHTNING SEEDS The Life Of Riley (MCA) LP Sense

LIGHTNING SEEDS The Life Of Riley (MCA) LP Sense

QUEEN Bohemian Rhapsody (Hollywood) LP Classic Queen Total Reports 184 81% Parallel Reach P1 65% P2 83% P3 90%

QUEEN Bohemian Rhapsody (Hollywood) LP Classic Queen. Regional Reach: E 82%, S 88%, M 87%, W 64%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 45, 12, 46, 31, 19.

BONNIE RAIT Not The Only One (Capitol) LP Luck Of The Draw Total Reports 131 58% Parallel Reach P1 28% P2 56% P3 83%

BONNIE RAIT Not The Only One (Capitol) LP Luck Of The Draw. Regional Reach: E 55%, S 72%, M 62%, W 36%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 45, 12, 46, 31, 19.

Bonnie Rait Continued. Y102 4-29, 98PX 8-7, 930 4-27, WFST 29-24, WRCK on, WRZ 32-29, WSTW 17-11.

RED HOT CHILI PEPPERS Under The Bridge (WB) LP Blood Sugar Sex Magik Total Reports 172 76% Parallel Reach P1 57% P2 78% P3 86%

RED HOT CHILI PEPPERS Under The Bridge (WB) LP Blood Sugar Sex Magik. Regional Reach: E 82%, S 75%, M 82%, W 64%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 17, 45, 11, 33, 99, 116.

LIONEL RICHIE Do It To Me (Motown) LP Back To Front Total Reports 113 50% Parallel Reach P1 35% P2 49% P3 62%

LIONEL RICHIE Do It To Me (Motown) LP Back To Front. Regional Reach: E 55%, S 61%, M 39%, W 42%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 0, 0, 0, 0, 0, 0.

Lionel Richie Continued. WAEB a, WAAL a, WWSI a, WRZ a, WNNK a, TIC-FM a, FUN107 a, WQON a, 999KHI a, 930 a, WFS1 a, WRZ a, WRRZ a.

RIGHT SAID FRED Don't Talk Just Kiss (Charisma) LP Up Total Reports 78 34% Parallel Reach P1 48% P2 30% P3 29%

RIGHT SAID FRED Don't Talk Just Kiss (Charisma) LP Up. Regional Reach: E 41%, S 28%, M 21%, W 52%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 13, 19, 13, 45, 16, 36.

JON SECADA Just Another Day (SBK/ERG) LP Jon Secada Total Reports 123 54% Parallel Reach P1 33% P2 57% P3 65%

JON SECADA Just Another Day (SBK/ERG) LP Jon Secada. Regional Reach: E 55%, S 70%, M 44%, W 44%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 10, 41, 23, 74, 19, 58.

SHANICE Silent Prayer (Motown) LP Inner Child Total Reports 57 25% Parallel Reach P1 41% P2 24% P3 14%

SHANICE Silent Prayer (Motown) LP Inner Child. Regional Reach: E 22%, S 24%, M 10%, W 48%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 8, 16, 2, 26, 8, 26.

TRACIE SPENCER Love Me (Capitol) LP Make The Difference Total Reports 61 27% Parallel Reach P1 46% P2 21% P3 20%

TRACIE SPENCER Love Me (Capitol) LP Make The Difference. Regional Reach: E 29%, S 19%, M 10%, W 56%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 11, 14, 8, 33, 13, 46.

BRUCE SPRINGSTEEN Human Touch (Columbia) LP Human Touch Total Reports 174 71% Parallel Reach P1 43% P2 81% P3 96%

BRUCE SPRINGSTEEN Human Touch (Columbia) LP Human Touch. Regional Reach: E 82%, S 84%, M 82%, W 56%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 15, 52, 40, 107, 129, 19.

ROD STEWART Your Song (Polydor/PLG) LP Two Rooms Total Reports 131 58% Parallel Reach P1 28% P2 54% P3 86%

ROD STEWART Your Song (Polydor/PLG) LP Two Rooms. Regional Reach: E 69%, S 67%, M 51%, W 42%. Chart Summary: Pos P1 P2 P3 Tot. National Summary: 2-5, 6-15, 16-40, 7, 30, 28, 65, 45, 27.



T

U

TESLA
What You Give (Geffen)
LP: Psychotic Supper
Total Reports 83 37%
Regional Reach E 41% S 37% M 41% W 26%

U2
One (Island/PLG)
LP: Achtung Baby
Total Reports 183 81%
Regional Reach E 82% S 88% M 87% W 62%

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 0 0 0 0
Summary 6-15 1 4 5 10
UP 49 16-40 0 26 25 51
DEBS 3 On 2 9 7 18
SAME 26 Adds 0 1 3 4
DOWN 1 Ch Adds 0 0 0 0
ADDS 4 Total 3 40 40 83

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 13 32 31 76
Summary 6-15 12 42 30 84
UP 152 16-40 3 6 2 11
DEBS 2 On 1 2 0 3
SAME 21 Adds 0 0 1 1
DOWN 6 Ch Adds 0 1 0 1
ADDS 2 Total 30 86 67 183

TLC
Ain't Too Proud... (LaFace/Arista)
LP: Oooooohhh... On The TLC Tip
Total Reports 115 51%
Regional Reach E 51% S 49% M 31% W 76%

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 8 4 0 12
Summary 6-15 11 11 1 23
UP 71 16-40 19 24 18 61
DEBS 18 On 1 4 3 8
SAME 16 Adds 0 5 1 6
DOWN 3 Ch Adds 0 1 0 1
ADDS 7 Total 42 50 23 115

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 8 4 0 12
Summary 6-15 11 11 1 23
UP 71 16-40 19 24 18 61
DEBS 18 On 1 4 3 8
SAME 16 Adds 0 5 1 6
DOWN 3 Ch Adds 0 1 0 1
ADDS 7 Total 42 50 23 115

UGLY KID JOE
Everything About... (Stardog/Mercury)
LP: As Ugly As They Wanna Be
Total Reports 167 74%
Regional Reach E 76% S 82% M 79% W 54%

JODY WATLEY
I'm The One You Need (MCA)
LP: Affairs Of The Heart
Total Reports 183 81%
Regional Reach E 92% S 85% M 67% W 80%

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 4 11 3 18
Summary 6-15 20 43 37 100
UP 145 16-40 11 34 16 61
DEBS 0 On 2 0 1 3
SAME 29 Adds 0 1 0 1
DOWN 8 Ch Adds 0 0 0 0
ADDS 1 Total 37 89 57 183

CHRIS WALKER
Take Time (Pendulum/Elektra)
LP: First Time
Total Reports 171 75%
Regional Reach E 78% S 76% M 69% W 80%

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 0 4 4 8
Summary 6-15 14 44 26 84
UP 139 16-40 15 33 22 70
DEBS 3 On 5 1 0 6
SAME 23 Adds 0 0 0 0
DOWN 4 Ch Adds 0 1 0 2
ADDS 2 Total 34 83 54 171

JODY WATLEY
I'm The One You Need (MCA)
LP: Affairs Of The Heart
Total Reports 183 81%
Regional Reach E 92% S 85% M 67% W 80%

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 4 11 3 18
Summary 6-15 20 43 37 100
UP 145 16-40 11 34 16 61
DEBS 0 On 2 0 1 3
SAME 29 Adds 0 1 0 1
DOWN 8 Ch Adds 0 0 0 0
ADDS 1 Total 37 89 57 183

CHRIS WALKER
Take Time (Pendulum/Elektra)
LP: First Time
Total Reports 171 75%
Regional Reach E 78% S 76% M 69% W 80%

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 0 4 4 8
Summary 6-15 14 44 26 84
UP 139 16-40 15 33 22 70
DEBS 3 On 5 1 0 6
SAME 23 Adds 0 0 0 0
DOWN 4 Ch Adds 0 1 0 2
ADDS 2 Total 34 83 54 171

Geoffrey Williams Continued
Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 0 0 0 0
Summary 6-15 4 11 3 18
UP 145 16-40 11 34 16 61
DEBS 0 On 2 0 1 3
SAME 29 Adds 0 1 0 1
DOWN 8 Ch Adds 0 0 0 0
ADDS 1 Total 37 89 57 183

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 0 0 0 0
Summary 6-15 4 11 3 18
UP 145 16-40 11 34 16 61
DEBS 0 On 2 0 1 3
SAME 29 Adds 0 1 0 1
DOWN 8 Ch Adds 0 0 0 0
ADDS 1 Total 37 89 57 183

Geoffrey Williams
It's Not A Love Thing (Giant/Reprise)
LP: Bare
Total Reports 126 56%
Regional Reach E 53% S 67% M 48% W 52%

Regional Reach Summary Chart Pos P1 P2 P3 Tot
National 2-5 0 0 0 0
Summary 6-15 4 11 3 18
UP 145 16-40 11 34 16 61
DEBS 0 On 2 0 1 3
SAME 29 Adds 0 1 0 1
DOWN 8 Ch Adds 0 0 0 0
ADDS 1 Total 37 89 57 183



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SIGNIFICANT ACTION

A

TORI AMOS Silent All These Years (Atlantic) LP: Little Earthquakes

ARRESTED DEVELOPMENT Tennessee (Chrysalis/ERG) LP: 3 Years, 5 Months And 2 Days In The Life

B

BAS NOIR Superficial Love (Atlantic) LP: Ah - Bas Noir

BELIEVERS This Road (Savage)

BLACK SHEEP The Choice Is Yours (Mercury)

BROTHERHOOD CREED Helluva (Gasoline Alley/MCA)

DEL THA FUNKEE HOMOSAPIEN Mistadobalina (Elektra) LP: I Wish My Brother George Was Here

LAURA ENEA This Is The Last Time (Next Plateau)

GIGGLES What Goes Around Comes... (Cutting)

GOOD 2 GO Never Satisfied (Giant/Reprise) LP: Good 2 Go

H

AARON HALL Don't Be Afraid (MCA) LP: Juice '87

HAMMER This Is The Way We Roll (Capitol) LP: Too Legit To Quit

J

JIM JAMISON When Love Comes Down (Scott Bros.) LP: When Love Comes Down

CHAKA KHAN Love You All My Lifetime (WB) LP: The Woman I Am

KID FROST No Sunshine (Virgin)

K.M.C. KRUI Talk Dirty To Me (Curb)

L

JULIAN LENNON Help Yourself (Atlantic) LP: Help Yourself

MSG When I'm Gone (Impact) LP: MSG

R

REDHEAD KINGPIN 3-2-1 Pump (Virgin)

RIFF White Men Can't Jump (EMI/ERG) LP: White Men Can't Jump

S

SGH w/MOCCASOUL Losing You (Savage)

2ND II NONE If You Want It (Profile)

SIGNIFICANT ACTION

SIR MIX-A-LOT
Baby Got... (Def American/Reprise)
LP Mack Daddy

MATTHEW SWEET
Girlfriend (Zoo)
LP Girlfriend

TKA
Maria (Tommy Boy)
LP Greatest Hits

STAGE OOLLS
Love Don't Bother Me (Polydor/PLG)
LP Stripped

KYM SYMS
Take My Advice (Atco/EastWest)
LP Too Blind To See It

LIDELL TOWNSELL
Nu Nu (Mercury)

SUGARCUBES
Hit (Elektra)
LP Stick Around For Joy

T42
Desire (Columbia)
LP Intruder

2PAC
Brenda's Got A Baby (Interscope)
LP 2Pacalypse Now

KEITH SWEAT w/L.L. COOL J
Why Me Baby? (Elektra)
LP Keep It Comin

TIMMY T
Over You (Quality)

GARY WRIGHT
Dream Weaver (Reprise)
LP Wayne's World ST

P1

EAST
920 (WERQ)/Baltimore, MD
894 (WBZZ)/Pittsburgh, PA
HOT97 (WOHT)/New York, NY
PRO-FM (WPRD)/Providence, RI
WEGX/Philadelphia, PA
WIOQ/Philadelphia, PA
WXPX/Pittsburgh, PA
WPGC/Washington, DC
WXXS/Boston, MA
WZOU/Boston, MA
Z100 (WHTZ)/New York, NY

MIDWEST
896 (WBOM-FM)/Chicago, IL
HOT102 (WLUM)/Milwaukee, WI
KBEO/Kansas City, MO
KOWB/Minneapolis, MN
KHTR/SL Louis, MO
KXKR/Kansas City, MO
Q102 (WKRO)/Cincinnati, OH
WOFX/Detroit, MI
WHYT/Detroit, MI
WJMD/Cleveland, OH
WKBO/SL Louis, MO
WNCI/Columbus, OH
WPHR/Cleveland, OH
WWHT/Columbus, OH
WZPL/Indianapolis, IN

WEST
FM102 (KSFM)/Sacramento, CA
HOT97 (KHQ)/San Jose, CA
KGGI/Riverside, CA
KJIS-FM/Los Angeles, CA
KISN/San Lake City, UT
KFRZ/Phoenix, AZ
KRLZ/Portland, OR
KMEL/San Francisco, CA
KDY-FM/Phoenix, AZ
KPLZ/Seattle, WA
KS104 (KQKS)/Denver, CO
KSOL/San Francisco, CA
KUBE/Seattle, WA
KWOD/Sacramento, CA
PWR106 (KPWR)/Los Angeles, CA
Q99.5 (KUTO)/San Lake City, UT
Q106 (KKLO)/San Diego, CA
Z90 (KHTZ)/San Diego, CA

P2

EAST
930 (WNTQ)/Syracuse, NY
98PX (WPXY)/Rochester, NY
999KH (WKHI)/Ocean City, MD
FLY92 (WFLY)/Albany, NY
FUN107 (WFHM)/New Bedford, MA
JET-FM (WJET)/Erie, PA
KC101 (WKCI)/New Haven, CT
PWR92 (WGLU)/Johnstown, PA
TIC-FM (WHTC)/Hartford, CT
WAAL/Binghamton, NY
WAEB/Allentown, PA
WERZ/Exeter, NH
WKEE/Huntington, WV
WKRZ-FM/Wilkes-Barre, PA
WKSE/Buffalo, NY
WKSS/Hartford, CT
WLAN-FM/Lancaster, PA
WNNK/Harrisburg, PA
WPST/Trenton, NJ
WQGN/New London, CT
WRCK/Utica, NY
WSPK/Poughkeepsie, NY
WSTW/Wilmington, DE
WYSR/Charleston, WV
WXXK/Providence, RI
WYCR/York, PA
Y102 (WRFY)/Reading, PA

SOUTH
897 (WEZB)/New Orleans, LA
FM109 (WMC-FM)/Memphis, TN
G106 (WDCB)/Durham-Raleigh, NC
HOT955 (WOHT)/Jackson, MS
I95 (WAPI)/Birmingham, AL
K92 (WXLK)/Roanoke, VA
K106 (KIDC)/Beaumont, TX
KBFM/McAllen-Brownsville, TX
KHFI/Austin, TX
KKYK/Little Rock, AR
KPRR/El Paso, TX
KTUX/Shreveport, LA
KZFM/Corpus Christi, TX
WABR/Mobile, AL
WAPE/Jacksonville, FL
WBBO/Greenville, SC
WBBQ/Augusta, GA
WCKZ/Charlotte, NC
WDXJ/Louisville, KY
WFMF/Baton Rouge, LA
WHYY/Montgomery, AL
WHSI/Greensboro, NC
WMMX/Fayetteville, NC
WNOX-FM/Columbia, SC
WOKI/Knoxville, TN
WQVV/West Palm Beach, FL
WQUT/Johnson City, TN
WRHT/Greenville, NC
WRVQ/Richmond, VA
WSSX/Charleston, SC

P1

WEST
895 (KBOS)/Fresno, CA
FM104 (KHOP)/Modesto, CA
HOT194 (KIKI)/Honolulu, HI
KCAQ/Oxnard-Ventura, CA
KDON/Selma, CA
KF95 (KFXD)/Boise, ID
KMG/Colorado Springs, CO
KSSS/Albuquerque, NM
KXXX/Bakersfield, CA
KLUC/Las Vegas, NV
KPSH/Palm Springs, CA
KQML/Honolulu, HI
KRQ (KRQQ)/Tucson, AZ
KSNO/Eugene, OR
KWIN/Stockton, CA
KWNZ/Reno, NV
KZHT/Salt Lake City, UT
KZZU/Spokane, WA
PWR102 (KQPW)/Fresno, CA

MIDWEST
96STO (WSTO)/Evansville, IN
8106 (WOJB)/FL Wayne, IN
CK105 (WVCK)/Ft. MI
KJ103 (KJYO)/Oklahoma City, OK
KKHT/Springfield, MO
KKRO/Michigan, KS
KMYZ/Tulsa, OK
KQKQ/Omaha, NE
KRNQ/Des Moines, IA
KXKT/Omaha, NE
KZ83 (WKZW)/Peoria, IL
WXX/Appleton-Oshkosh, WI
WGRD/Grand Rapids, MI
WGTZ/Dayton, OH
WHOT/Youngstown, OH
WJGG/Saginaw, MI
WKDD/Akron, OH
WMEE/FL Wayne, IN
WMOV/Appleton-Oshkosh, WI
WPRX/Davenport, IA
WRQK/Canton, OH
WZOK/Rockford, IL
Z104 (WZEE)/Madison, WI

P3

EAST
95XIL (WXIL)/Parkersburg, WV
95XXX (WXX)/Burlington, VT
103CR (WCIH)/Beckley, WV
BOSS97 (WBS3)/Atlantic City, NJ
WHTO/Wilkesport, PA
WKPE/Cape Cod, MA
WNYF/Ithaca, NY
WOMP/Wheeling, WV
WPRR/Altoona, PA
WQXA/York, PA
WVFX/Bangor, ME

SOUTH

KCHX/Midland-Odessa, TX
KFOZ/Abilene, TX
KISR/FL Smith, AR
KIXY/San Angelo, TX
KMCK/Fayetteville, AR
KNIN/Wichita Falls, TX
KNDE/Monroe, LA
KQIZ/Amarillo, TX
KSMB/Lafayette, LA
KWTX/Waco, TX
KZL/Abbeok, TX
Q101 (WJQQ)/Meridian, MS
WBPR/Myrtle Beach, SC
WCGO/Columbus, GA
WFHT/Tallahassee, FL
WILN/Panama City, FL
WJAD/Sainsbridge, GA
WJMX/Florence, SC
WKSF/Asheville, NC
WMMZ/Gainesville, FL
WVBS/Wilmington, NC
WYKS/Gainesville, FL
WZXX/Bloxl, MS

MIDWEST

K107 (KAYI)/Tulsa, OK
KCMO/Columbia, MO
KFMW/Waterloo, IA
KFRX/Lincoln, NE
KB95 (KGLI)/Sioux City, IA
KBBG/Rapid, City, SD
KQHT/Grand Forks, ND
KLYV/Dubuque, IA
KMGZ/Lawton, OK
KPAT/Sioux Falls, SD
KROC/Rochester, MN
KTXV/Columbia, MO
KYYY/Bismarck, ND
KZIO/Duluth, MN
WAZY/Lafayette, IN
WBIZ/Eau Claire, WI
WBNO/Bloomington, IL
WCL/Carbondale, IL
WDBR/Springfield, IL
WKRK/Kalamazoo, MI
WLRW/Champaign, IL
WSNX/Muskogee, MI
Y94 (WQAY)/Fargo, ND

WEST
894.7 (KEWB)/Redding, CA
KCHH/Chico, CA
KFBQ/Cheyenne, WY
KFFM/Yakima, WA
KGT/Anchorage, AK
KPR/Anchorage, AK
KQX/Grand Junction, CO
KMT/Medford, OR
KTRB/Casper, WY
OK95 (KIOK)/Tri-Cities, WA
Y97/Santa Barbara, CA
Z97 (KZLS)/Belling, MT



# PARALLEL CHART ANALYSIS

CHR NATIONAL AIRPLAY®

## P1 Major Markets

- LW TW
- 4 **1** EN VOGUE/My Lovin'... (Atco/EastWest)
  - 2 **2** MARIAH CAREY/Make It Happen (Columbia)
  - 3 **3** JOE PUBLIC/Live And Learn (Columbia)
  - 6 **4** KRIS KROSS/Jump (Ruffhouse/Columbia)
  - 1 5 VANESSA WILLIAMS/Save The Best For Last (Wing/Mercury)
  - 7 **6** TLC/Ain't 2 Proud 2 Beg (LaFace/Arista)
  - 8 **7** QUEEN/Bohemian Rhapsody (Hollywood)
  - 9 **8** JODY WATLEY/I'm The One You Need (MCA)
  - 12 **9** PAULA ABDUL/Will You Marry Me? (Captive/Virgin)
  - 10 **10** PRINCE & N.P.G./Money Don't Matter 2 Night (Paisley Park/WB)
  - 5 **11** ERIC CLAPTON/Tears In Heaven (Reprise)
  - 13 **12** U2/One (Island/PLG)
  - 11 **13** KATHY TROCCOLI/Everything Changes (Reunion/Geffen)
  - 16 **14** CHRIS WALKER/Take Time (Pendulum/Elektra)
  - 20 **15** BRYAN ADAMS/Thought I'd Died And Gone To Heaven (A&M)
  - 15 **16** MINT CONDITION/Breaking My Heart... (Perspective/A&M)
  - 17 **17** BRUCE SPRINGSTEEN/Human Touch (Columbia)
  - 24 **18** RED HOT CHILI PEPPERS/Under The Bridge (WB)
  - 21 **19** UGLY KID JOE/Everything About You (Stardog/Mercury)
  - 22 **20** TRACIE SPENCER/Love Me (Capitol)
  - 34 **21** MICHAEL JACKSON/In The Closet (Epic)
  - 26 **22** SHANICE/Silent Prayer (Motown)
  - 14 **23** RICHARD MARX/Hazard (The River) (Capitol)
  - 19 **24** CELINE DION & PEAPO BRYSON/Beauty And The Beast (Epic)
  - 36 **25** SOPHIE B. HAWKINS/Damn I Wish I Was Your... (Columbia)
  - 27 **26** DEF LEPPARD/Let's Get Rocked (Mercury)
  - 28 **27** GEOFFREY WILLIAMS/It's Not A Love Thing (Giant/Reprise)
  - 29 **28** CAUSE & EFFECT/You Think You Know Her (SRC/Zoo)
  - 30 **29** R. KELLY & PUBLIC ANNOUNCEMENT/She's Got That... (Jive)
  - 31 **30** LIDELL TOWNSELL/Nu Nu (Mercury)
  - 33 **31** NIRVANA/Come As You Are (DGC)
  - 40 **32** CELINE DION/If You Asked Me To (Epic)
  - 39 **33** SIR MIX-A-LOT/Baby Got Back (Def American/Reprise)
  - 35 **34** CURE/High (Fiction/Elektra)
  - 37 **35** KEITH SWEAT w.L.L. COOL J/Why Me Baby (Elektra)
  - 18 **36** CECE PENISTON/We Got A Love Thang (A&M)
  - 38 **37** BLACK SHEEP/The Choice Is Yours (Mercury)
  - 23 **38** ATLANTIC STARR/Masterpiece (Reprise)
  - DEBUT **39** RIGHT SAID FRED/Don't Talk Just Kiss (Charisma)
  - 32 **40** BOYZ II MEN/Please Don't Go (Motown)

54 Reporters

| MOST ADDED  | HOTTEST   |
|---|---|
| LIONEL RICHIE (19)<br>GENESIS (16)<br>SOPHIE B. HAWKINS (8)<br>ANNIE LENNOX (8)<br>HAMMER (7) | KRIS KROSS (39)<br>EN VOGUE (28)<br>QUEEN (20)<br>TLC (15)<br>JOE PUBLIC (14) |

## P2 Secondary Markets

- LW TW
- 1 **1** MARIAH CAREY/Make It Happen (Columbia)
  - 2 **2** VANESSA WILLIAMS/Save The Best For Last (Wing/Mercury)
  - 3 **3** ERIC CLAPTON/Tears In Heaven (Reprise)
  - 5 **4** U2/One (Island/PLG)
  - 9 **5** QUEEN/Bohemian Rhapsody (Hollywood)
  - 6 **6** BRUCE SPRINGSTEEN/Human Touch (Columbia)
  - 7 **7** BRYAN ADAMS/Thought I'd Died And Gone To Heaven (A&M)
  - 4 **8** KATHY TROCCOLI/Everything Changes (Reunion/Geffen)
  - 10 **9** JODY WATLEY/I'm The One You Need (MCA)
  - 11 **10** JOE PUBLIC/Live And Learn (Columbia)
  - 12 **11** UGLY KID JOE/Everything About You (Stardog/Mercury)
  - 15 **12** EN VOGUE/My Lovin' (You're Never Gonna...) (Atco/EastWest)
  - 14 **13** CHRIS WALKER/Take Time (Pendulum/Elektra)
  - 17 **14** PRINCE & N.P.G./Money Don't Matter 2 Night (Paisley Park/WB)
  - 18 **15** DEF LEPPARD/Let's Get Rocked (Mercury)
  - 20 **16** PAULA ABDUL/Will You Marry Me? (Captive/Virgin)
  - 8 **17** RICHARD MARX/Hazard (The River) (Capitol)
  - 22 **18** NIRVANA/Come As You Are (DGC)
  - 24 **19** RED HOT CHILI PEPPERS/Under The Bridge (WB)
  - 13 **20** CECE PENISTON/We Got A Love Thang (A&M)
  - 30 **21** KRIS KROSS/Jump (Ruffhouse/Columbia)
  - 16 **22** CELINE DION & PEAPO BRYSON/Beauty And The Beast (Epic)
  - 33 **23** MR. BIG/Just Take My Heart (Atlantic)
  - 34 **24** SOPHIE B. HAWKINS/Damn I Wish I Was Your... (Columbia)
  - 27 **25** CAUSE & EFFECT/You Think You Know Her (SRC/Zoo)
  - 35 **26** HOWARD JONES/Lift Me Up (Elektra)
  - 32 **27** GEOFFREY WILLIAMS/It's Not A Love Thing (Giant/Reprise)
  - 21 **28** ATLANTIC STARR/Masterpiece (Reprise)
  - 37 **29** BONNIE RAITT/Not The Only One (Capitol)
  - 31 **30** METALLICA/Nothing Else Matters (Elektra)
  - 40 **31** CELINE DION/If You Asked Me To (Epic)
  - DEBUT **32** MICHAEL JACKSON/In The Closet (Epic)
  - 35 **33** TLC/Ain't 2 Proud 2 Beg (LaFace/Arista)
  - 26 **34** L.A. GUNS/It's Over Now (Polydor/PLG)
  - 39 **35** AMY GRANT/I Will Remember You (A&M)
  - 38 **36** CURE/High (Fiction/Elektra)
  - DEBUT **37** MINT CONDITION/Breaking My Heart... (Perspective/A&M)
  - DEBUT **38** JON SECADA/Just Another Day (SBK/ERG)
  - 19 **39** STACY EARL I/THE WILD PAIR/Romeo And Juliet (RCA)
  - DEBUT **40** MITCH MALLOY/Anything At All (RCA)

104 Reporters

| MOST ADDED   | HOTTEST   |
|--|---|
| GENESIS (66)<br>LIONEL RICHIE (51)<br>ANNIE LENNOX (27)<br>OUTFIELD (18)<br>MICHAEL JACKSON (17) | QUEEN (38)<br>KRIS KROSS (42)<br>EN VOGUE (38)<br>DEF LEPPARD (35)<br>JOE PUBLIC (31) |

## P3 Smaller Markets

- LW TW
- 2 **1** MARIAH CAREY/Make It Happen (Columbia)
  - 7 **2** U2/One (Island/PLG)
  - 5 **3** BRUCE SPRINGSTEEN/Human Touch (Columbia)
  - 6 **4** BRYAN ADAMS/Thought I'd Died And Gone To Heaven (A&M)
  - 4 **5** RICHARD MARX/Hazard (The River) (Capitol)
  - 1 **6** ERIC CLAPTON/Tears In Heaven (Reprise)
  - 9 **7** QUEEN/Bohemian Rhapsody (Hollywood)
  - 10 **8** UGLY KID JOE/Everything About You (Stardog/Mercury)
  - 13 **9** DEF LEPPARD/Let's Get Rocked (Mercury)
  - 12 **10** PRINCE & N.P.G./Money Don't Matter 2 Night (Paisley Park/WB)
  - 11 **11** JODY WATLEY/I'm The One You Need (MCA)
  - 3 **12** KATHY TROCCOLI/Everything Changes (Reunion/Geffen)
  - 8 **13** VANESSA WILLIAMS/Save The Best For Last (Wing/Mercury)
  - 16 **14** CHRIS WALKER/Take Time (Pendulum/Elektra)
  - 19 **15** PAULA ABDUL/Will You Marry Me? (Captive/Virgin)
  - 17 **16** NIRVANA/Come As You Are (DGC)
  - 23 **17** EN VOGUE/My Lovin' (You're Never Gonna...) (Atco/EastWest)
  - 14 **18** L.A. GUNS/It's Over Now (Polydor/PLG)
  - 24 **19** JOE PUBLIC/Live And Learn (Columbia)
  - 27 **20** MR. BIG/Just Take My Heart (Atlantic)
  - 38 **21** BONNIE RAITT/Not The Only One (Capitol)
  - 23 **22** RED HOT CHILI PEPPERS/Under The Bridge (WB)
  - 31 **23** HOWARD JONES/Lift Me Up (Elektra)
  - 25 **24** METALLICA/Nothing Else Matters (Elektra)
  - 37 **25** SOPHIE B. HAWKINS/Damn I Wish I Was Your... (Columbia)
  - 35 **26** MITCH MALLOY/Anything At All (RCA)
  - 40 **27** AMY GRANT/I Will Remember You (A&M)
  - 29 **28** CAUSE & EFFECT/You Think You Know Her (SRC/Zoo)
  - 30 **29** GEOFFREY WILLIAMS/It's Not A Love Thing (Giant/Reprise)
  - 2 **30** CECE PENISTON/We Got A Love Thang (A&M)
  - 15 **31** CELINE DION & PEAPO BRYSON/Beauty And The Beast (Epic)
  - 39 **32** COLOURHAUS/Innocent Child (Interscope)
  - 36 **33** CURE/High (Fiction/Elektra)
  - DEBUT **34** LIGHTNING SEEDS/The Life Of Riley (MCA)
  - DEBUT **35** CELINE DION/If You Asked Me To (Epic)
  - 21 **36** OZZY OSBOURNE/Mama, I'm Coming Home (Epic Associated)
  - 38 **37** TESLA/What You Give (Geffen)
  - DEBUT **38** MICHAEL JACKSON/In The Closet (Epic)
  - 18 **39** STACY EARL I/THE WILD PAIR/Romeo And Juliet (RCA)
  - DEBUT **40** ROD STEWART/Your Song (Polydor/PLG)

69 Reporters

| MOST ADDED   | HOTTEST   |
|--|---|
| GENESIS (56)<br>LIONEL RICHIE (43)<br>ANNIE LENNOX (31)<br>OUTFIELD (14)<br>EDDIE MONEY (12) | QUEEN (33)<br>DEF LEPPARD (29)<br>UGLY KID JOE (26)<br>U2 (23)<br>EN VOGUE (19) |

## PERFORMING WHERE PLAYED

| Artist/Song/Label   | Reports | Report % | Conversion % | Top 15 % |
|---|---------|----------|--------------|----------|
| BONNIE RAITT/Not The Only One (Capitol)                   | 131     | 58%      | 90%          | 12%      |
| ROD STEWART/Your Song (Polydor/PLG)                       | 131     | 58%      | 56%          | 5%       |
| GEOFFREY WILLIAMS/It's Not A Love Thing (Giant/Reprise)   | 126     | 56%      | 88%          | 17%      |
| MITCH MALLOY/Anything At All (RCA)                        | 123     | 54%      | 76%          | 7%       |
| JON SECADA/Just Another Day (SBK/ERG)                     | 123     | 54%      | 64%          | 6%       |
| COLOURHAUS/Innocent Child (Interscope)                    | 122     | 54%      | 70%          | 3%       |
| CAUSE & EFFECT/You Think You Know Her (SRC/Zoo)           | 115     | 51%      | 88%          | 42%      |
| TLC/Ain't 2 Proud 2 Beg (LaFace/Arista)                   | 115     | 51%      | 88%          | 39%      |
| METALLICA/Nothing Else Matters (Elektra)                  | 107     | 47%      | 87%          | 31%      |
| TESLA/What You Give (Geffen)                              | 83      | 37%      | 73%          | 16%      |
| ZZ TOP/Viva Las Vegas (WB)                                | 79      | 35%      | 68%          | 2%       |
| RIGHT SAID FRED/Don't Talk Just Kiss (Charisma)           | 78      | 34%      | 71%          | 16%      |
| TOM COCHRANE/Life Is A Highway (Capitol)                  | 66      | 29%      | 41%          | 11%      |
| TRACIE SPENCER/Love Me (Capitol)                          | 61      | 27%      | 84%          | 35%      |
| SHANICE/Silent Prayer (Motown)                            | 57      | 25%      | 70%          | 30%      |
| R. KELLY & PUBLIC ANNOUNCEMENT/She's Got That Vice (Jive) | 55      | 24%      | 76%          | 38%      |
| BOYZ II MEN/Please Don't Go (Motown)                      | 52      | 23%      | 75%          | 28%      |
| SIR MIX-A-LOT/Baby Got Back (Def American/Reprise)        | 45      | 20%      | 69%          | 52%      |
| LIDELL TOWNSELL/Nu Nu (Mercury)                           | 42      | 19%      | 67%          | 46%      |
| SUGARCUBES/Hit (Elektra)                                  | 41      | 18%      | 56%          | 13%      |
| KEITH SWEAT w.L.L. COOL J/Why Me Baby (Elektra)           | 39      | 17%      | 82%          | 16%      |
| REDHEAD KINGPIN/3-2-1 Pump (Virgin)                       | 39      | 17%      | 79%          | 31%      |
| CHAKA KHAN/Love You All My Lifetime (WB)                  | 37      | 16%      | 51%          | 16%      |
| GARY WRIGHT/Dream Weaver (Reprise)                        | 36      | 16%      | 58%          | 10%      |
| GOOD 2 GO/Never Satisfied (Giant/Reprise)                 | 36      | 16%      | 56%          | 0%       |
| TORI AMOS/Silent All These Years (Atlantic)               | 27      | 12%      | 62%          | 6%       |

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

| Rank | Artist/Song/Label                               | Reports |
|------|---|---------|
| 1    | GEOFFREY WILLIAMS/It's Not... (Giant/Reprise)   | 126     |
| 2    | MITCH MALLOY/Anything At All (RCA)              | 123     |
|      | JON SECADA/Just Another Day (SBK/ERG)           | 123     |
| 4    | COLOURHAUS/Innocent Child (Interscope)          | 122     |
| 5    | CAUSE & EFFECT/You Think You Know Her (SRC/Zoo) | 115     |
|      | TLC/Ain't 2 Proud 2 Beg (LaFace/Arista)         | 115     |
| 7    | METALLICA/Nothing Else Matters (Elektra)        | 107     |
| 8    | LIGHTNING SEEDS/The Life Of Riley (MCA)         | 87      |
| 9    | TOM COCHRANE/Life Is A Highway (Capitol)        | 66      |
|      | ANNIE LENNOX/Why (Arista)                       | 66      |

New artists have not yet had a CHR Breaker.

**ZZ  
TOP®**



**"VIVA  
LAS VEGAS"**  
THE NEW SINGLE  
FROM ZZ TOP®  
**GREATEST  
HITS.**

PWR99 deb 24 WPRR 32-25  
KEGL deb 29 WOMP 26-18  
KXXR 30-28 WKSF 24-20  
WVSR deb 34 KISR 29-24  
PWR92 33-25 WBPR 25-22  
WBBQ 38-28 KYYY 24-14  
K106 30-25 KZIO deb 35  
WBBO deb 35 KFMW 31-23  
WZYP 27-24 KFBQ deb 40  
KTUX 40-33 KCHH deb 27  
WMGV add 28 KTMT 32-27  
KF95 33-28 OK95 34-29  
KZZU 29-25

**NEW & ACTIVE**

**CHAKA  
KHAN**

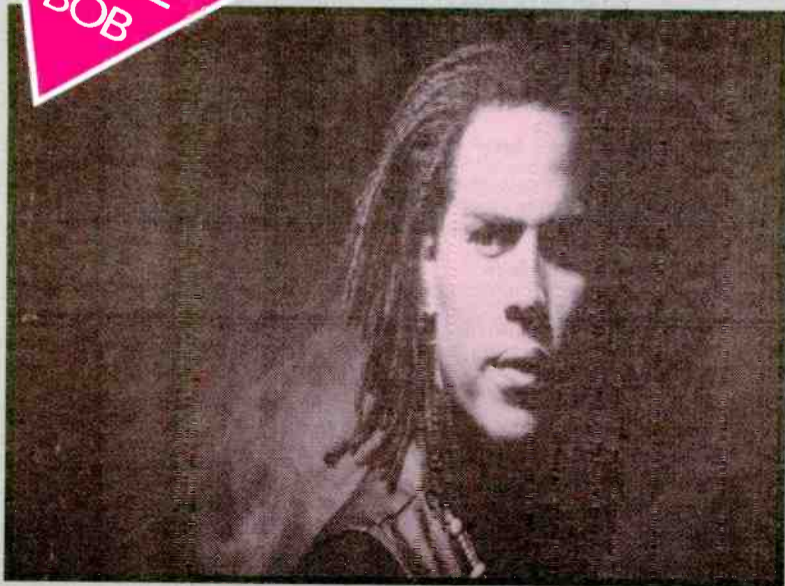
92Q 30-27 999KHI add  
WZOU 24-21 KZFM 31-25  
HOT97 15-11 WBBO add  
KBXX add Y107 add  
KHTK 15-13 KKMG deb 34  
KS104 19-17 B95 deb 27  
KKFR 28-25 HOT194 add  
KOY-FM 26-16 KCAQ deb 37  
KMEL 18-15 KDON add  
HOT977 add WWFX add 40  
WKSS 27-24 WQXA 28-25

**"LOVE YOU  
ALL MY LIFETIME"**  
THE NEW SINGLE  
FROM THE ALBUM  
**THE WOMAN  
I AM.**



**URBAN CHART 16**

**BRONX  
STYLE  
BOB**



**"FORBIDDEN  
LOVE"**  
THE DEBUT SINGLE  
FROM THE ALBUM  
**GRANDMA'S  
GHOST.**

WKBQ add 30  
KWOD add  
KPLZ add  
WQGN add  
KHFI add  
KQIX add



**BREAKERS**

**GENESIS**

**Hold On My Heart (Atlantic)**

64% of our reporters playing it. Moves: Up 6, Debuts 1, Same 1, Down 0, Adds 138 including WXKS, WZOU, Z100, B94, KEGL, Q102, WNCI, KDWB, KISS, KPLZ. Complete airplay in parallels.

**AMY GRANT**

**I Will Remember You (A&M)**

64% of our reporters playing it. Moves: Up 83, Debuts 26, Same 26, Down 0, Adds 11 including WEGX, Q99.5, 93Q, WFMF, CK105, Z104, WZOK, KKXX, HOT194. See Parallels, debuts at number 36.

**CURE**

**High (Fiction/Elektra)**

60% of our reporters playing it. Moves: Up 79, Debuts 11, Same 24, Down 1, Adds 20 including HOT102, KHTK, KS104, WKRZ, G105, WHHY, Y107, KPSI. See Parallels, moves 37-33.

**KRIS KROSS**

**Jump (Ruffhouse/Columbia)**

60% of our reporters playing it. Moves: Up 93, Debuts 23, Same 9, Down 0, Adds 11 including Q102, WZPL, KHFI, WFMF, K92, WOJV, CK105, WIXX. See Parallels, moves 22-17.

**NEW & ACTIVE**

**ROD STEWART "Your Song" (Polydor/PLG)**

Reports: 131 Moves: Up 45, Debuts 22, Same 37, Down 0, Adds 27 including STAR94, Q105, WZPL, KXXR, FLY92, KC101, WRHT, WGTZ, KZHT, KBEQ 30-26, WLAN 36-26, WSPK 39-33, B95 5 14-10.

**BONNIE RAITT "Not The Only One" (Capitol)**

Reports: 131 Moves: Up 90, Debuts 19, Same 16, Down 0, Adds 6, WNVZ, KDWB, WFMF, WDJX, WXPX, KZIL, WXKS 18-15, STAR94 10-5, KBEQ 17-10, WLAN 28-20, WSTW 17-11. See Parallels, moves 39-32 on the CHR chart.

**GEOFFREY WILLIAMS "It's Not A Love Thing" (Giant/Reprise)**

Reports: 126 Moves: Up 85, Debuts 5, Same 31, Down 1, Adds 4, WNVZ, WKSE, B95 5, 95XXX, KBEQ 21-17, 93Q 26-22, WSTW 19-13, WCKZ 23-17, WRHT 25-18. See Parallels, moves 30-28 on the CHR chart.

**JON SECADA "Just Another Day" (SBK/ERG)**

Reports: 58 Moves: Up 71, Debuts 18, Same 27, Down 0, Adds 19 including WZOU, Q105, WPHR, KPLZ, KC101, G105, KJ103, KCAQ, KZZU, STAR94 9-3, WZPL 23-19, WNNK 26-17, WKEE 23-19. See Parallels, debuts at number 38 on the CHR chart.

**MITCH MALLOY "Anything At All" (RCA)**

Reports: 123 Moves: Up 73, Debuts 15, Same 25, Down 0, Adds 10 including WZPL, KBEQ, WOKI, KKYK, WGTZ, WGRD, WKPE, Q102 17-13, PWR92 38-34, WBBO 37-29, WHHY 24-19, KYY 9.4. See Parallels, debuts at number 39 on the CHR chart.

**COLOURHAUS "Innocent Child" (Interscope)**

Reports: 122 Moves: Up 58, Debuts 24, Same 29, Down 0, Adds 11 including WEGX, WNNK, WKSS, Y102, B106, Z104, KWNZ, WZPL 27-24, WKBO 23-21, KISN d-26, WAAL 24-20, WPRR 24-16.

**TLC "Ain't 2 Proud 2 Beg" (LaFace/Arista)**

Reports: 115 Moves: Up 71, Debuts 18, Same 16, Down 3, Adds 7, WRHT, WDJX, XL1067, WKDD, KJ103, KWNZ, Z97, WXKS 24-16, WIOQ 22-9, WMXP 10-8, PWRPIG 20-10, Q102 35-29, WKBO 24-18, KWIN 16-10. See Parallels, moves 25-21 on the CHR chart.

**CAUSE & EFFECT "You Think You Know Her" (SRC/Zoo)**

Reports: 115 Moves: Up 78, Debuts 4, Same 24, Down 6, Adds 3, HOT97, PRO-FM, WAEB, PWR99 30-26, KBEQ 32-28, HOT102 10-8, KDWB 12-9, KKFR 15-10, WNNK 30-25, KZFM 13-10. See Parallels, moves 28-25 on the CHR chart.

**LIONEL RICHIE "Do It To Me" (Motown)**

Reports: 113 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 113 including WXKS, WIOQ, B94, WPGC, KBXX, PWR96, KTFM, PWRPIG, WNCI, KBEQ, WKBO, KKZR, KGGI, FM102, Q99.5, HOT977, KUBE.

**METALLICA "Nothing Else Matters" (Elektra)**

Reports: 107 Moves: Up 71, Debuts 3, Same 27, Down 4, Adds 2, B95 5, Y97, Q102 8-7, KPLZ 21-18, WAAL 9-7, JET-FM 11-9, Y102 20-18, WRHT 23-20, WAPE 22-18, KTUX 15-10. See Parallels, moves 36-35 on the CHR chart.

**OUTFIELD "Closer To Me" (MCA)**

Reports: 93 Moves: Up 12, Debuts 12, Same 31, Down 0, Adds 38 including B94, PWR99, STAR94, KEGL, WNCI, KXXR, FLY92, PWR92, WBBO, WZYP, WRVQ, WMGV 24-19, WIOG 12-7.

**EDDIE MONEY "Fall In Love Again" (Columbia)**

Reports: 87 Moves: Up 9, Debuts 24, Same 28, Down 0, Adds 26 including WQGN, WPST, WRCK, G105, WRHT, WOKI, K92, WKDD, Z104, WAAL 34-30, WGRD 32-24, WHTO 31-26.

**LIGHTNING SEEDS "The Life Of Riley" (MCA)**

Reports: 87 Moves: Up 48, Debuts 5, Same 30, Down 4, Adds 0, PWR99 20-17, KBEQ 31-27, KWOD 11-9, WPST 27-22, WSTW 16-12, KHFI 33-27, K106 20-16, WRVQ 24-19.

**TESLA "What You Give" (Geffen)**

Reports: 83 Moves: Up 49, Debuts 3, Same 26, Down 1, Adds 4, WERZ, KPAT, KGOT, Z97, Q102 14-9, PWR92 20-17, 93Q 21-17, WPST 32-28, 95 36-33, WGTZ 17-13, KJ103 34-29, KMYZ 26-19.

**ZZ TOP "Viva Las Vegas" (WB)**

Reports: 79 Moves: Up 43, Debuts 8, Same 27, Down 0, Adds 1, WMGV, PWR92 33-25, WBBO 38-28, K106 30-25, WOKI 28-25, KTUX 40-33, KF95 33-28, KIKX 36-31, WPRR 32-25, WOMP 26-18.

**RIGHT SAID FRED "Don't Talk Just Kiss" (Charisma)**

Reports: 78 Moves: Up 36, Debuts 13, Same 19, Down 2, Adds 8, WEGX, Q102, KXXR, KKZR, FUN107, WGTZ, KPSI, KCHX, WXKS 20-17, WZOU 17-13, KKFR 21-17, KWOD 8-7, KSOL 10-9, KUBE 28-24.

**ANNIE LENNOX "Why" (Arista)**

Reports: 66 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 66 including WZOU, Q105, WPHR, WNCI, KXXR, KWOD, KISN, KPLZ, 999KHI, Y102, WBBO, K92, KXKT.

**TOM COCHRANE "Life Is A Highway" (Capitol)**

Reports: 66 Moves: Up 8, Debuts 18, Same 12, Down 0, Adds 28 including KBEQ, KWOD, KISN, FUN107, Y102, WKRZ, WZYP, WOKI, WGTZ, B106, KKRD, Q102 10-6, WSTW 28-24.

**TRACIE SPENCER "Love Me" (Capitol)**

Reports: 61 Moves: Up 42, Debuts 5, Same 13, Down 1, Adds 0, 92Q 1-1, WXKS 32-29, KBXX 13-10, WJMO 28-25, WWHT 4-2, KOY-FM 8-3, KMEL 16-9, WLAN 27-21, KBFM 40-33.

**SHANICE "Silent Prayer" (Motown)**

Reports: 57 Moves: Up 24, Debuts 8, Same 10, Down 0, Adds 15 including WIOQ, WJMO, KOY-FM, WKSS, WBBO, Y107, KFQX, WZOU 21-17, KBXX 10-8, PWRPIG 21-15, KS104 16-12, KKFR 11-9, HOT977 20-10, WCKZ 27-19. See Parallels, debuts at number 40 on the CHR chart.

**R. KELLY & PUBLIC ANNOUNCEMENT "She's Got That Vibe" (Jive)**

Reports: 55 Moves: Up 34, Debuts 2, Same 16, Down 1, Adds 2, TIC-FM, WSPK, 92Q 19-15, PWR99 32-9, KHTK 9-8, KKFR 6-4, HOT977 17-12, WQGN 16-12, KBFM 29-25, KTUX 35-28, KDON 24-18.

**WENDY MAHARRY "How Do I Get Over You" (A&M)**

Reports: 52 Moves: Up 1, Debuts 6, Same 26, Down 0, Adds 19 including WNCI, KISN, WRHT, WZYP, K92, Z102, KF95, WHTO, KFQX, WXKS d-35, KBEQ d-33, KXKT d-29.

**BOYZ II MEN "Please Don't Go" (Motown)**

Reports: 52 Moves: Up 30, Debuts 4, Same 16, Down 1, Adds 1, KDON, HOT97 27-24, WIOQ 25-10, PWRPIG 13-9, WWHT 29-22, KKFR 17-13, TIC-FM 24-20, WLAN 29-25, KZFM 24-20, KPRR 30-24.

**SIGNIFICANT ACTION**

**SIR MIX-A-LOT "Baby Got Back" (Def American/Reprise)**

Reports: 45 Moves: Up 21, Debuts 4, Same 9, Down 2, Adds 9, WIOQ, KXXR, HOT977, TIC-FM, WMXF, KKSS, KKXX, WBPR, Y97, PWR96 12-7, WWHT 34-28, KMEL 25-17, KSOL 20-12, KUBE 1-1.

**MOST ADDED**

- GENESIS (138)
- LIONEL RICHIE (113)
- ANNIE LENNOX (66)
- OUTFIELD (38)
- MICHAEL JACKSON (30)
- TOM COCHRANE (28)
- ROD STEWART (27)
- EDDIE MONEY (26)
- HAMMER (24)
- TIMMY T. (24)

**HOTTEST**

- QUEEN (101)
- KRIS KROSS (94)
- EN VOGUE (85)
- DEF LEPPARD (69)
- UGLY KID JOE (58)
- JOE PUBLIC (54)
- RED HOT CHILI PEPPERS (53)
- U2 (52)
- MARIAH CAREY (46)
- BRYAN ADAMS (42)

**LIDELL TOWNSELL "Nu Nu" (Mercury)**

Reports: 42 Moves: Up 16, Debuts 2, Same 12, Down 3, Adds 9, Z90, WFMF, 95, WRVQ, KTUX, WOJV, WJMX, KMGZ, KTRS, Z100 7-6, PWR96 23-18, B96 1-1, HOT977 34-28, TIC-FM 11-9, WSPK 30-21.

**SUGARCUBES "Hit" (Elektra)**

Reports: 41 Moves: Up 15, Debuts 3, Same 19, Down 2, Adds 2, WMMZ, WYKS, PWR99 19-12, KWOD 6-5, WPST 21-17, KXKT 17-13.

**KEITH SWEAT w/L.L. COOL J "Why Me Baby" (Elektra)**

Reports: 39 Moves: Up 24, Debuts 4, Same 10, Down 1, Adds 0, 92Q 24-18, WMXP 23-18, KBXX 11-9, PWR106 25-16, KOY-FM 25-22, KZFM 38-35, KPRR 24-20.

**REDHEAD KINGPIN "3-2-1 Pump" (Virgin)**

Reports: 39 Moves: Up 25, Debuts 1, Same 11, Down 2, Adds 0, WZOU 31-29, KII 26-19, PWR106 1-1, Q106 23-20, HOT977 26-20, WWXX 24-21, KHFI 23-19, KXXX 9-8, PWR102 10-8, KDON 10-9.

**CHAKA KHAN "Love You All My Lifetime" (WB)**

Reports: 37 Moves: Up 13, Debuts 3, Same 13, Down 0, Adds 8, KBXX, HOT977, 999KHI, WBBO, Y107, HOT194, KDON, WWFX, 92Q 30-27, WXKS on, HOT97 15-11, KKFR 28-25, KOY-FM 26-16, KMEL 18-15, KZFM 31-25.

**GOOD 2 GO "Never Satisfied" (Giant/Reprise)**

Reports: 36 Moves: Up 9, Debuts 8, Same 9, Down 0, Adds 10, WXKS, PRO-FM, PWRPIG, KHTK, WQGN, 999KHI, KTUX, KKSS, WVBS, KCHH, KKFR 27-24, KOY-FM 27-24, WCKZ 25-16, KZFM 35-30.

**MSG "When I'm Gone" (Impact)**

Reports: 36 Moves: Lp 8, Debuts 6, Same 16, Down 0, Adds 6, WNCI, KOKQ, WIOG, WOMP, WBIZ, KMGZ, WQGN d-35, WCGO d-32, KISR 40-37, KNIN d-35, KLYV 39-37, OK95 d-36.

**GARY WRIGHT "Dream Weaver" (Reprise)**

Reports: 36 Moves: Up 15, Debuts 5, Same 13, Down 0, Adds 3, WSTW, WVBS, WKFR, Q102 22-15, 95 1-1, WRVQ 30-16, Z102 30-24, KIKX 37-32, KGGG 28-22.

**JIM JAMISON "When Love Comes Down" (Scotti Bros.)**

Reports: 29 Moves: Up 3, Debuts 3, Same 22, Down 0, Adds 1, KIXY, WVSR on, WZYP on, WJAD 40-38, KISR d-38, KCHX 38-34, WBNQ d-30, KFMW 4-40.

**TORI AMOS "Silent All These Years" (Atlantic)**

Reports: 27 Moves: Up 10, Debuts 4, Same 12, Down 0, Adds 1, 98PY, KBEQ 29-25, KC101 21-18, WQGN d-34, WPST d-35, KJ103 21-16, KF95 d-40, WNYC 20-17, KCHX 39-36.

**KYM SIMS "Take My Advice" (Atco/EastWest)**

Reports: 26 Moves: Up 5, Debuts 0, Same 3, Down 0, Adds 18 including WJMO, HOT102, KHTK, KKFR, WKSE, WKSS, WWXX, WRCK, K106, WZOU 23-19, PWR102 37-33.

**HAMMER "This Is The Way We Roll" (Capitol)**

Reports: 26 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 24 including PWR96, PWRPIG, WJMO, KHTK, KS104, KKFR, HOT977, FLY92, TIC-FM, 999KHI, WWXX, WBBO, KBFM.

**TIMMY T. "Over You" (Quality)**

Reports: 24 Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 24 including PWR96, KKFR, KOY-FM, KGGI, HOT977, WNNK, K106, KBFM, KF95, B95, PWR102.

**MATTHEW SWEET "Girlfriend" (Zoo)**

Reports: 24 Moves: Up 12, Debuts 0, Same 11, Down 0, Adds 1, WLAN, KBEQ on-dp, WPST 28-21, 95 34-31, KXKT 15-12, KISR 28-25, KNIN 31-28, KFMW 27-21.

**ARRESTED DEVELOPMENT "Tennessee" (Chrysalis/ERG)**

Reports: 23 Moves: Up 13, Debuts 2, Same 3, Down 0, Adds 5, KOY-FM, Z90, HOT977, WLAN, KCHH, 92Q 16-10, WPGC 22-13, KS104 2-1, PWR106 10-8, Q106 27-21, KMEL 8-7, KSOL 12-7, KKMG 31-26.

**BLACK SHEEP "The Choice Is Yours" (Mercury)**

Reports: 22 Moves: Up 10, Debuts 0, Same 3, Down 7, Adds 2, WIOQ, KUBE, WZOU 13-8, PWR106 27-24, Q106 26-23, KSOL 9-8, HOT977 21-16, TIC-FM 29-24, WKSS 33-27, WWXX 22-19.

**JULIAN LENNON "Help Yourself" (Atlantic)**

Reports: 22 Moves: Up 2, Debuts 2, Same 16, Down 0, Adds 2, WJMX, KQIX, KDWB on, KWOD on, WDJX d-32, CK105 on-dp, KISR d-39.

**LAURA ENEA "This Is The Last Time" (Next Plateau)**

Reports: 22 Moves: Up 12, Debuts 1, Same 6, Down 2, Adds 1, KPRR, B96 4-4, KHTK 23-17, KKFR 24-19, KGGI 26-20, WKSS 10-8, KZFM 23-18, KWIN 40-34.

**BAS NOIR "Superficial Love" (Atlantic)**

Reports: 21 Moves: Up 13, Debuts 0, Same 7, Down 0, Adds 1, KZHT, WWHT 18-15, KKFR 16-11, KOY-FM 15-9, KMEL 31-28, HOT977 9-6, PWR102 18-15, KLUC 22-18, KWIN 13-8.

**GIGGLES "What Goes Around Comes Around" (Cutting)**

Reports: 21 Moves: Up 9, Debuts 0, Same 6, Down 6, Adds 0, WZOU 19-16, Z100 5-4, PWR96 22-19, KTFM 4-3, FUN107 21-16, KBFM 7-3, KRO 28-24, WQXA 21-18.

**SGH w/MOCCASOUL "Losing You" (Savage)**

Reports: 20 Moves: Up 9, Debuts 2, Same 8, Down 0, Adds 1, HOT97, WZOU 32-28, KHTK 29-27, KMEL 34-31, HOT977 d-35, TIC-FM d-28, WKSS 28-25, PWR102 39-35, BOSS97 40-37.

**STAGE DOLLS "Love Don't Bother Me" (Polydor/PLG)**

Reports: 19 Moves: Up 0, Debuts 1, Same 13, Down 0, Adds 5, K106, KTUX, KF95, K107, KGOT, 999KHI on-dp, WRQK on-dp, KIKX on-dp, KNOE on-dp, KFMW d-37.

**2ND II NONE "If You Want It" (Profile)**

Reports: 18 Moves: Up 10, Debuts 0, Same 5, Down 2, Adds 1, K106, WWHT 35-32, PWR106 20-14, KKFR 25-21, FM102 10-9, HOT977 5-2, KBFM 39-29, KXXX 30-26.

**K.M.C. KRU "Talk Dirty To Me" (Curb)**

Reports: 18 Moves: Up 9, Debuts 1, Same 8, Down 0, Adds 0, WDFX on-dp, KBFM d-35, KKMG on-dp, PWR102 28-26, KWNZ 29-26, KYY 26-21.

**2PAC "Brenda's Got A Baby" (Interscope)**

Reports: 17 Moves: Up 8, Debuts 0, Same 6, Down 0, Adds 3, WIOQ, WWHT, KUBE, 92Q 5-4, KBXX 5-5, FM102 5-5, KSOL 7-6, HOT977 29-26, PWR102 34-29, KWIN 21-13.

**AARON HALL "Don't Be Afraid" (MCA)**

Reports: 17 Moves: Up 12, Debuts 0, Same 5, Down 0, Adds 0, WIOQ 14-8, WMXP 25-19, WWHT 31-25, KSOL 27-24, B95 1-1, WQXA 19-15.

**TKA "Maria" (Tommy Boy)**

Reports: 16 Moves: Up 7, Debuts 2, Same 4, Down 0, Adds 3, WZOU, XL1067, KCAQ, HOT97 8-6, PWR96 6-3, KTFM 12-11, WWXX 6-5, KPRR 29-23, KBFM d-40, BOSS97 d-39.

**DEL THA FUNKEE HOMOSAPIEN "Mistadobalina" (Elektra)**

Reports: 13 Moves: Up 5, Debuts 0, Same 4, Down 0, Adds 4, WWHT, PWR106, K106, PWR102, WZOU 7-5, WJMO on, TIC-FM 9-7, WQGN on-dp, 999KHI on-dp, BOSS97 20-18, WQXA 8-6.

**RIFF "White Men Can't Jump" (EMI/ERG)**

Reports: 13 Moves: Up 3, Debuts 2, Same 7, Down 0, Adds 1, KKMG, KS104 25-23, PWR106 31-28, KMEL d-32, 999KHI on-dp, WWXX on-dp, WCKZ on-dp, Y107 33-30, PWR102 d-39.

**BELIEVERS "This Road" (Savage)**

Reports: 13 Moves: Up 2, Debuts 1, Same 9, Down 0, Adds 0, KWOD d-30, K106 on-dp, WZYP on, WHTO 35-34, KISR 37-34, KCHX d-40, KMGZ on-dp.

**KID FROST "No Sunshine" (Virgin)**

Reports: 12 Moves: Up 8, Debuts 1, Same 2, Down 0, Adds 1, B95, PWR106 33-31, K

# TRUTH INC.



## “The Very Best Of Me”

Taken from the debut album TRUTH INC.

Produced by Jon Nettlesbey and Terry Coffey for Mercenary Productions

Executive Producer: John McClain

Management: Hugo Vereker – Gallin Morey Associates



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## NATIONAL AIRPLAY OVERVIEW

### POP

| 3              | 2  | WKS |    | LW | TW  |
|----------------|----|-----|----|----|---|
| 2              | 2  | 1   | 1  |    | 1 <b>MARIAH CAREY/Make It Happen</b> (Columbia)                       |
| 1              | 1  | 2   | 2  |    | 2 <b>VANESSA WILLIAMS/Save The Best...</b> (Wing/Mercury)             |
| 3              | 3  | 3   | 3  |    | 3 <b>ERIC CLAPTON/Tears In Heaven</b> (Reprise)                       |
| 20             | 16 | 7   | 4  |    | 4 <b>QUEEN/Bohemian Rhapsody</b> (Hollywood)                          |
| 13             | 8  | 6   | 5  |    | 5 <b>U2/One</b> (Island/PLG)  |
| 25             | 17 | 11  | 6  |    | 6 <b>EN VOGUE/My Lovin' (You're Never...)</b> (Atco/EastWest)         |
| 18             | 15 | 9   | 7  |    | 7 <b>JOE PUBLIC/Live And Learn</b> (Columbia)                         |
| 14             | 9  | 8   | 8  |    | 8 <b>BRUCE SPRINGSTEEN/Human Touch</b> (Columbia)                     |
| 17             | 13 | 10  | 9  |    | 9 <b>JODY WATLEY/I'm The One You Need</b> (MCA)                       |
| 16             | 14 | 12  | 10 |    | 10 <b>BRYAN ADAMS/Thought I'd Died And Gone...</b> (A&M)              |
| 26             | 18 | 13  | 11 |    | 11 <b>PRINCE &amp; N.P.G./Money Don't Matter...</b> (Paisley Park/WB) |
| 23             | 19 | 15  | 12 |    | 12 <b>UGLY KID JOE/Everything About You</b> (Stardog/Mercury)         |
| 4              | 4  | 4   | 13 |    | 13 <b>KATHY TROCCOLI/Everything Changes</b> (Reunion/Geffen)          |
| 24             | 20 | 16  | 14 |    | 14 <b>CHRIS WALKER/Take Time</b> (Pendulum/Elektra)                   |
| 35             | 25 | 18  | 15 |    | 15 <b>PAULA ABDUL/Will You Marry Me?</b> (Captive/Virgin)             |
| 9              | 5  | 5   | 16 |    | 16 <b>RICHARD MARX/Hazard</b> (The River) (Capitol)                   |
| <b>BREAKER</b> |    |     |    |    |   |
| 36             | 27 | 20  | 17 |    | 17 <b>KRIS KROSS/Jump</b> (Ruffhouse/Colum)                           |
|                | 39 | 26  | 18 |    | 18 <b>DEF LEPPARD/Let's Get Rocked</b> (Mercury)                      |
|                | 29 | 26  | 19 |    | 19 <b>RED HOT CHILI PEPPERS/Under The Bridge</b> (WB)                 |
|                | 38 | 30  | 20 |    | 20 <b>NIRVANA/Come As You Are</b> (DGC)                               |
|                | 11 | 10  | 21 |    | 21 <b>TLC/Ain't 2 Proud 2 Beg</b> (LaFace/Arista)                     |
|                | —  | —   | 22 |    | 22 <b>CECE PENISTON/We Got A Love Thang</b> (A&M)                     |
|                | —  | —   | 23 |    | 23 <b>SOPHIE B. HAWKINS/Damn I Wish I Was...</b> (Columbia)           |
|                | 6  | 6   | 24 |    | 24 <b>CELINE DION &amp; PEAPO BRYSON/Beauty And...</b> (Epic)         |
|                | 34 | 32  | 25 |    | 25 <b>CAUSE &amp; EFFECT/You Think You Know Her</b> (SRC/Zoo)         |
| DEBUT          | —  | —   | 26 |    | 26 <b>MICHAEL JACKSON/In The Closet</b> (Epic)                        |
| —              | —  | —   | 27 |    | 27 <b>MR. BIG/Just Take My Heart</b> (Atlantic)                       |
| 39             | 34 | 30  | 28 |    | 28 <b>GEOFFREY WILLIAMS/It's Not A Love...</b> (Giant/Reprise)        |
| 10             | 11 | 19  | 29 |    | 29 <b>MINT CONDITION/Breaking My Heart...</b> (Perspective/A&M)       |
| —              | —  | —   | 30 |    | 30 <b>CELINE DION/If You Asked Me To</b> (Epic)                       |
| —              | —  | —   | 31 |    | 31 <b>HOWARD JONES/Lift Me Up</b> (Elektra)                           |
| —              | —  | —   | 32 |    | 32 <b>BONNIE RAITT/Not The Only One</b> (Capitol)                     |
| <b>BREAKER</b> |    |     |    |    |   |
|                | 5  | 7   | 33 |    | 33 <b>CURE/High</b> (Fiction/Elektra)                                 |
|                | 40 | 37  | 34 |    | 34 <b>ATLANTIC STARR/Masterpiece</b> (Reprise)                        |
| <b>BREAKER</b> |    |     |    |    |   |
|                | 40 | 37  | 35 |    | 35 <b>METALLICA/Nothing Else Matters</b> (Elektra)                    |
| <b>BREAKER</b> |    |     |    |    |   |
|                | 32 | 29  | 36 |    | 36 <b>AMY GRANT/Will Remember You</b> (A&M)                           |
| DEBUT          | —  | —   | 37 |    | 37 <b>L.A. GUNS/It's Over Now</b> (Polydor/PLG)                       |
| DEBUT          | —  | —   | 38 |    | 38 <b>JON SECADA/Just Another Day</b> (SBK/ERG)                       |
| DEBUT          | —  | —   | 39 |    | 39 <b>MITCH MALLOY/Anything At All</b> (RCA)                          |
| DEBUT          | —  | —   | 40 |    | 40 <b>SHANICE/Silent Prayer</b> (Motown)                              |

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Parallel Chart Analysis Pg. 84

### ADULT CONTEMPORARY

| 3              | 2  | WKS |    | LW | TW  |
|----------------|----|-----|----|----|---|
| 4              | 3  | 3   | 1  |    | 1 <b>RICHARD MARX/Hazard</b> (The River) (Capitol)            |
| 3              | 2  | 1   | 2  |    | 2 <b>ATLANTIC STARR/Masterpiece</b> (Reprise)                 |
| 1              | 1  | 2   | 3  |    | 3 <b>ERIC CLAPTON/Tears In Heaven</b> (Reprise)               |
| 5              | 5  | 4   | 4  |    | 4 <b>KENNY LOGGINS/The Real Thing</b> (Columbia)              |
| 6              | 6  | 5   | 5  |    | 5 <b>KATHY TROCCOLI/Everything Changes</b> (Reunion/Geffen)   |
| 12             | 9  | 6   | 6  |    | 6 <b>BONNIE RAITT/Not The Only One</b> (Capitol)              |
| 9              | 8  | 8   | 7  |    | 7 <b>BRUCE SPRINGSTEEN/Human Touch</b> (Columbia)             |
| —              | 30 | 15  | 8  |    | 8 <b>CELINE DION/If You Asked Me To</b> (Epic)                |
| 2              | 4  | 9   | 9  |    | 9 <b>VANESSA WILLIAMS/Save The Best...</b> (Wing/Mercury)     |
| 13             | 11 | 10  | 10 |    | 10 <b>WILLIAMS BROTHERS/Can't Cry Hard Enough</b> (WB)        |
| 17             | 14 | 12  | 11 |    | 11 <b>LUTHER VANDROSS/Sometimes It's Only Love</b> (Epic)     |
| 8              | 7  | 7   | 12 |    | 12 <b>A. FRANKLIN &amp; M. McDONALD/Ever...</b> (Arista)      |
| <b>BREAKER</b> |    |     |    |    |   |
|                | 16 | 15  | 13 |    | 13 <b>GENESIS/Hold On My Heart</b> (Atlantic)                 |
|                | —  | 23  | 14 |    | 14 <b>MARIAH CAREY/Make It Happen</b> (Columbia)              |
|                | 21 | 17  | 15 |    | 15 <b>HOWARD JONES/Lift Me Up</b> (Elektra)                   |
|                | 30 | 22  | 16 |    | 16 <b>BETTE MIDLER/In My Life</b> (Atlantic)                  |
|                | 23 | 20  | 17 |    | 17 <b>PAULA ABDUL/Will You Marry Me?</b> (Captive/Virgin)     |
|                | 7  | 10  | 18 |    | 18 <b>LISA STANSFIELD/All Woman</b> (Arista)                  |
|                | 7  | 10  | 19 |    | 19 <b>MICHAEL BOLTON/Missing You Now</b> (Columbia)           |
| <b>BREAKER</b> |    |     |    |    |   |
|                | 10 | 16  | 20 |    | 20 <b>LIONEL RICHIE/Do It To Me</b> (Motown)                  |
| <b>BREAKER</b> |    |     |    |    |   |
|                | 25 | 21  | 21 |    | 21 <b>N. DIAMOND w/ K. CARNES/Hooked On...</b> (Columbia)     |
| <b>BREAKER</b> |    |     |    |    |   |
|                | 10 | 16  | 22 |    | 22 <b>AMY GRANT/Will Remember You</b> (A&M)                   |
|                | 25 | 21  | 23 |    | 23 <b>AMY GRANT/Good For Me</b> (A&M)                         |
|                | —  | —   | 24 |    | 24 <b>ROXETTE/Church Of Your Heart</b> (EMI/ERG)              |
|                | —  | —   | 25 |    | 25 <b>U2/One</b> (Island/PLG)                                 |
|                | —  | —   | 26 |    | 26 <b>CARLY SIMON/Love Of My Life</b> (Qwest/Reprise)         |
|                | 14 | 12  | 27 |    | 27 <b>CURTIS STIGERS/You're All That Matters...</b> (Arista)  |
|                | 27 | 27  | 28 |    | 28 <b>C. DION &amp; P. BRYSON/Beauty And The Beast</b> (Epic) |
| DEBUT          | —  | —   | 29 |    | 29 <b>SMITHEREENS/Too Much Passion</b> (Capitol)              |
|                | 19 | 19  | 30 |    | 30 <b>PAUL YOUNG/What Becomes Of The Brokenhearted</b> (MCA)  |

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### URBAN CONTEMPORARY

| 3              | 2  | WKS |    | LW | TW  |
|----------------|----|-----|----|----|---|
| 5              | 1  | 1   | 1  |    | 1 <b>TEVIN CAMPBELL/Goodbye</b> (Qwest/WB)                            |
| 7              | 4  | 3   | 2  |    | 2 <b>KEITH SWEAT w/L.L. COOL J/Why Me Baby</b> (Elektra)              |
| 4              | 2  | 2   | 3  |    | 3 <b>AARON HALL/Don't Be Afraid</b> (MCA)                             |
| 10             | 5  | 4   | 4  |    | 4 <b>MARIAH CAREY/Make It Happen</b> (Columbia)                       |
| 16             | 11 | 8   | 5  |    | 5 <b>EN VOGUE/My Lovin' (You're Never...)</b> (Atco/EastWest)         |
| 12             | 9  | 7   | 6  |    | 6 <b>LISA STANSFIELD/All Woman</b> (Arista)                           |
| 9              | 6  | 5   | 7  |    | 7 <b>JOE PUBLIC/Live And Learn</b> (Columbia)*                        |
| 8              | 7  | 6   | 8  |    | 8 <b>BEBE &amp; CECE WINANS/It's O.K.</b> (Capitol)*                  |
| 14             | 13 | 10  | 9  |    | 9 <b>TRACIE SPENCER/Love Me</b> (Capitol)                             |
| 22             | 18 | 15  | 10 |    | 10 <b>JOJECI/Come &amp; Talk To Me</b> (Uptown/MCA)                   |
| 18             | 16 | 14  | 11 |    | 11 <b>LUTHER VANDROSS/Sometimes It's Only Love</b> (Epic)             |
| 15             | 14 | 13  | 12 |    | 12 <b>SHANICE/I'm Cryin'</b> (Motown)                                 |
| 20             | 17 | 16  | 13 |    | 13 <b>BOYZ II MEN/Please Don't Go</b> (Motown)                        |
| 13             | 12 | 12  | 14 |    | 14 <b>SKYY/Up And Over</b> (Atlantic)                                 |
| 21             | 19 | 17  | 15 |    | 15 <b>ALYSON WILLIAMS/Can't Have My Man</b> (OBR/Columbia)            |
| 27             | 21 | 19  | 16 |    | 16 <b>CHAKA KHAN/Love You All My Lifetime</b> (WB)                    |
| 38             | 29 | 22  | 17 |    | 17 <b>KRIS KROSS/Jump</b> (Ruffhouse/Columbia)                        |
| 26             | 23 | 21  | 18 |    | 18 <b>R. KELLY &amp; PUBLIC ANNOUNCEMENT/Honey...</b> (Jive)          |
| 31             | 22 | 20  | 19 |    | 19 <b>MELI'SA MORGAN/Still In Love...</b> (Pendulum/Elektra)          |
| 23             | 20 | 18  | 20 |    | 20 <b>JODY WATLEY/I'm The One You Need</b> (MCA)                      |
| —              | 33 | 26  | 21 |    | 21 <b>GERALD LEVERT/School Me</b> (Atco/EastWest)                     |
| 36             | 28 | 23  | 22 |    | 22 <b>JERMAINE JACKSON/I Dream, I Dream</b> (LaFace/Arista)           |
| 33             | 30 | 25  | 23 |    | 23 <b>GARY BROWN/Don't Make Me Beg Tonight</b> (Capitol)              |
| 25             | 26 | 24  | 24 |    | 24 <b>BROTHERHOOD CREED/Helluva</b> (Gasoline Alley/MCA)              |
| 11             | 10 | 11  | 25 |    | 25 <b>TLC/Ain't 2 Proud 2 Beg</b> (LaFace/Arista)                     |
| 39             | 32 | 28  | 26 |    | 26 <b>KATHY SLEDGE/Take Me Back To Love Again</b> (Epic)              |
| —              | —  | —   | 27 |    | 27 <b>MICHAEL JACKSON/In The Closet</b> (Epic)                        |
| —              | 38 | 33  | 28 |    | 28 <b>DAMIAN DAME/Gotta Learn My Rhythm</b> (LaFace/Arista)           |
| 34             | 31 | 29  | 29 |    | 29 <b>BIG DADDY KANE/The Lover In...</b> (Cold Chillin'/Reprise)      |
| —              | 36 | 34  | 30 |    | 30 <b>BAS NOIR/Superficial Love</b> (Atlantic)                        |
| —              | —  | —   | 31 |    | 31 <b>RANDY CRAWFORD/Who's Crying Now</b> (WB)                        |
| 3              | 3  | 9   | 32 |    | 32 <b>GLENN JONES/Here I Go Again</b> (Atlantic)                      |
| —              | —  | —   | 33 |    | 33 <b>PRINCE &amp; N.P.G./Money Don't Matter...</b> (Paisley Park/WB) |
| —              | 40 | 37  | 34 |    | 34 <b>MODEST FOK/Love Or The Single Life</b> (Atco/EastWest)          |
| DEBUT          | —  | —   | 35 |    | 35 <b>MINT CONDITION/Forever In Your...</b> (Perspective/A&M)         |
| —              | —  | —   | 36 |    | 36 <b>SOUL II SOUL/Joy</b> (Virgin)                                   |
| DEBUT          | —  | —   | 37 |    | 37 <b>BOYS/The Saga Continues</b> (Motown)                            |
| —              | —  | —   | 38 |    | 38 <b>RIFF/White Men Can't Jump</b> (EMI/ERG)                         |
| <b>BREAKER</b> |    |     |    |    |   |
|                | —  | —   | 39 |    | 39 <b>LIONEL RICHIE/Do It To Me</b> (Motown)                          |
| DEBUT          | —  | —   | 40 |    | 40 <b>DOUG E. FRESH/Bustin' Out</b> (On Funk) (Bust II/Capitol)       |

\*Keeps bullet due to continued growth.

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### NEW ROCK

| LW | TW | ARTIST/Album   |
|----|----|--|
| 1  | 1  | <b>CURE/Wish</b> (Fiction/Elektra)                               |
| 6  | 2  | <b>JAMES/Seven</b> (Fontana/Mercury)                             |
| 4  | 3  | <b>CRACKER/Cracker</b> (Virgin)                                  |
| 2  | 4  | <b>SUGARCUBES/Stick Around For Joy</b> (Elektra)                 |
| 3  | 5  | <b>U2/Achtung Baby</b> (Island/PLG)                              |
| 8  | 6  | <b>CHARLATANS U.K./Between 10th And...</b> (Beggars Banquet/RCA) |
| 13 | 7  | <b>PETER MURPHY/Holy Smoke</b> (Beggars Banquet/RCA)             |
| 7  | 8  | <b>CONCRETE BLONDE/Walking In London</b> (IRS)                   |
| 5  | 9  | <b>IAN McCULLOCH/Mysterio</b> (Sire/Reprise)                     |
| 11 | 10 | <b>E/A Man Called E</b> (Polydor/PLG)                            |

Complete TOP 30 New Rock Chart Pg. 68

### NAC

| LW | TW | ARTIST/Album  |
|----|----|---|
| 1  | 1  | <b>PETER WHITE/Excusez-Moi</b> (Sin-Drome)                    |
| 2  | 2  | <b>TOM GRANT/In My Wildest...</b> (Verve Forecast/PolyGram)   |
| 3  | 3  | <b>STEVE LAURY/Passion</b> (Denon)                            |
| 4  | 4  | <b>GREGG KARUKAS/Sound Of Emotions</b> (Positive Music)       |
| 5  | 5  | <b>SPECIAL EFX/Global Village</b> (GRP)                       |
| 7  | 6  | <b>YANNI/Dare To Dream</b> (Private Music)                    |
| 8  | 7  | <b>ANDREAS VOLLENWEIDER/Book Of Roses</b> (Columbia)          |
| 6  | 8  | <b>SKYWALK/Larger Than Life</b> (Blue Moon)                   |
| 11 | 9  | <b>OTTMAR LIEBERT + LUNA NEGRA/Solo Para Ti</b> (Epic)        |
| 16 | 10 | <b>RICARDO SILVEIRA/Small World</b> (Verve Forecast/PolyGram) |

Complete TOP 30 NAC Chart Pg. 58

### CONTEMPORARY JAZZ

| LW | TW | ARTIST/Album  |
|----|----|---|
| 3  | 1  | <b>STEFAN KARLSSON/The Road Not...</b> (Justice)          |
| 1  | 2  | <b>ELLIS MARSALIS/Heart Of Gold</b> (Columbia)            |
| 4  | 3  | <b>MARCUS ROBERTS/As Serenity Approaches</b> (Novus/RCA)  |
| 5  | 4  | <b>JOE HENDERSON/Lush Life</b> (Verve/PolyGram)           |
| 9  | 5  | <b>MIKE GARSON &amp; LOS GATOS/Admiration</b> (Sin-Drome) |
| 2  | 6  | <b>BOBBY McFERRIN &amp; CHICK COREA/Play</b> (Blue Note)  |
| 10 | 7  | <b>McCOY TYNER/Soliloquy</b> (Blue Note)                  |
| 8  | 8  | <b>JOHN HART/Trust</b> (Blue Note)                        |
| 13 | 9  | <b>DIANE SCHUUR/In Tribute</b> (GRP)                      |
| 11 | 10 | <b>HARPER BROTHERS/You Can Hide...</b> (Verve/PolyGram)   |

Complete TOP 30 Contemporary Jazz Chart Pg. 58

### POP TRACKS

| 3              | 2  | WKS |    | LW | TW   |
|----------------|----|-----|----|----|--|
| —              | —  | 3   | 1  |    | 1 <b>BLACK CROWES/Remedy</b> (Def American/Reprise)          |
| 3              | 2  | 1   | 2  |    | 2 <b>DEF LEPPARD/Let's Get Rocked</b> (Mercury)              |
| 1              | 1  | 2   | 3  |    | 3 <b>U2/One</b> (Island/PLG)                                 |
| 10             | 7  | 6   | 4  |    | 4 <b>TOM COCHRANE/Life Is A Highway</b> (Capitol)            |
| 11             | 10 | 8   | 5  |    | 5 <b>JOHN ELLENBACH/Now More Than Ever</b> (Mercury)         |
| 24             | 14 | 10  | 6  |    | 6 <b>RED HOT CHILI PEPPERS/Under The Bridge</b> (WB)         |
| 4              | 3  | 4   | 7  |    | 7 <b>NIRVANA/Come As You Are</b> (DGC)                       |
| 6              | 4  | 5   | 8  |    | 8 <b>TESLA/What You Give</b> (Geffen)                        |
| 45             | 32 | 20  | 9  |    | 9 <b>BRUCE SPRINGSTEEN/Roll Of The Dice</b> (Columbia)       |
| 20             | 16 | 14  | 10 |    | 10 <b>KING'S X/Black Flag</b> (Atlantic)                     |
| 8              | 6  | 7   | 11 |    | 11 <b>ERIC CLAPTON/Help Me Up</b> (Reprise)                  |
| 13             | 12 | 12  | 12 |    | 12 <b>GARY MOORE/Cold Day In Hell</b> (Charisma)             |
| 19             | 17 | 16  | 13 |    | 13 <b>RUSH/Bravado</b> (Atlantic)                            |
| 23             | 20 | 17  | 14 |    | 14 <b>GIANT/Chained</b> (Epic)                               |
| 34             | 26 | 21  | 15 |    | 15 <b>SASS JORDAN/Make You A Believer</b> (Impact)           |
| 7              | 8  | 9   | 16 |    | 16 <b>METALLICA/Nothing Else Matters</b> (Elektra)           |
| 14             | 13 | 15  | 17 |    | 17 <b>MSG/When I'm Gone</b> (Impact)                         |
| 9              | 9  | 11  | 18 |    | 18 <b>MELISSA ETHERIDGE/Ain't It Heavy</b> (Island/PLG)      |
| <b>BREAKER</b> |    |     |    |    |  |
|                | —  | —   | 19 |    | 19 <b>MR. BIG/Just Take My Heart</b> (Atlantic)              |
| <b>BREAKER</b> |    |     |    |    |  |
|                | —  | —   | 20 |    | 20 <b>ARC ANGELS/Living In A Dream</b> (DGC)                 |
| <b>BREAKER</b> |    |     |    |    |  |
|                | —  | —   | 21 |    | 21 <b>SLAUGHTER/The Wild Life</b> (Chrysalis/ERG)            |
|                | —  | —   | 41 |    | 22 <b>ZZ TOP/Gun Love</b> (WB)                               |
| 21             | 18 | 18  | 23 |    | 23 <b>GUNS N' ROSES/Pretty Tied Up</b> (Geffen)              |
| —              | —  | —   | 40 |    | 24 <b>BRYAN ADAMS/Touch The Hand</b> (A&M)                   |
| 2              | 5  | 13  | 25 |    | 25 <b>BRUCE SPRINGSTEEN/Human Touch</b> (Columbia)           |
| 28             | 22 | 22  | 26 |    | 26 <b>SOCIAL DISTORTION/Bad Luck</b> (Epic)                  |
| 46             | 39 | 31  | 27 |    | 27 <b>PEARL JAM/Even Flow</b> (Epic Associated)              |
| <b>BREAKER</b> |    |     |    |    |  |
|                | 32 | 29  | 28 |    | 28 <b>ROXY BLUE/Rob The Cradle</b> (Geffen)                  |
|                | 52 | 37  | 29 |    | 29 <b>BABY ANIMALS/One Word</b> (Imago)                      |
| —              | —  | —   | 46 |    | 30 <b>OUTFIELD/Closer To Me</b> (MCA)                        |
| —              | —  | —   | 46 |    | 31 <b>OZZY OSBOURNE/Road To Nowhere</b> (Epic Associated)    |
| 39             | 35 | 33  | 32 |    | 32 <b>MATTHEW SWEET/Girlfriend</b> (Zoo)                     |
| —              | 44 | 36  | 33 |    | 33 <b>STEVIE RAY VAUGHAN &amp;.../Little Wing</b> (Epic)     |
| 5              | 11 | 23  | 34 |    | 34 <b>VAN HALEN/The Dream Is Over</b> (WB)                   |
| 41             | 38 | 37  | 35 |    | 35 <b>CURE/High</b> (Fiction/Elektra)                        |
| 44             | 40 | 38  | 36 |    | 36 <b>BLACK SABBATH/Time Machine</b> (Reprise)               |
| DEBUT          | —  | —   | 37 |    | 37 <b>LYNCH MOB/Tangled In The Web</b> (Elektra)             |
| —              | 55 | 43  | 38 |    | 38 <b>DEF LEPPARD/Stand Up</b> (Kick Love Into...) (Mercury) |
| 25             | 21 | 25  | 39 |    | 39 <b>ZZ TOP/Viva Las Vegas</b> (WB)                         |
| —              | 57 | 47  | 40 |    | 40 <b>LEON RUSSELL/No Man's Land</b> (Virgin)                |

Complete TOP 60 Tracks Chart Pg. 67; LP Chart Pg. 65

### COUNTRY

| 3  | 2  | WKS |   | LW | TW   |
|----|----|-----|---|----|--|
| 5  | 3  | 2   | 1 |    | 1 <b>TRACY LAWRENCE/Today's...</b> (Atlantic)          |
| 9  | 7  | 4   | 2 |    | 2 <b>BROOKS &amp; DUNN/Neon Moon</b> (Arista)          |
| 11 | 8  | 7   | 3 |    | 3 <b>GARTH BROOKS/Papa Loved Mama</b> (Liberty)        |
| 6  | 5  | 5   | 4 |    | 4 <b>HAL KETCHUM/Past The Point Of Rescue</b> (Curb)   |
| 10 | 9  | 8   | 5 |    | 5 <b>MARK CHESNUTT/Old Flames Have New Names</b> (MCA) |
| 13 | 11 | 9   | 6 |    | 6 <b>SAWYER BROWN/Some Girls Do</b> (Curb/Capitol)     |
| 4  | 4  | 3   |   |    |  |