

I N S I D E:**FCC TO EASE FOREIGN OWNERSHIP RULES?**

Speaking at NAB Radio Montreux, Commissioner **Ervin Duggan** predicted the FCC would relax U.S. restrictions limiting foreign radio ownership to 25%.

Page 3

MAKING DO WITH LESS

Regardless of market size, most stations are spending less money on promotion and research. Details in R&R's exclusive "Ratings Strategy Review."

Page 29

DEALING WITH PROBLEM EMPLOYEES

What are the most common types of problem employees and the best ways to handle them? Find the answers in our weekly Management section, along with hints on how to delegate more effectively.

Page 14

SWEET TALK

Joel Denver spotlights KQKQ (Sweet 98)/Omaha, which soared 8.6-12.7 in the winter book.

Page 42

IN THE NEWS . . .

- **Tracy Johnson** takes PD post at KKLQ/San Diego
- **Doug Brown** named VP/GM at KTCJ & KTCZ/Minneapolis
- **Jonathan Coffino Sr.** VP/Sales & Mktg. at MCA

Page 3

- **Larry Berger** lands PD gig at KQPT/Sacramento
- **David Novik** new Sr. VP/A&R at RCA
- **Tom Marshall** becomes PD at KIOZ/San Diego
- **Jim Marchyshyn** upped to OM at KYYS/KC
- **Pam Hughes** assumes GM duties at WCMS/Norfolk

Page 10

Newsstand Price \$6.00

R&R

RADIO & RECORDS

'The General' Dazzles An Industry Audience

Schwarzkopf cites differences between management and leadership, answers questions, receives praise

A genuine American hero took charge of R&R Convention '92 in Los Angeles last weekend.

"I'm a big fan of radio . . . my father was the voice of 'Gangbusters,'" said General H. Norman Schwarzkopf, as he captivated an enthusiastic audience with a motivational keynote speech devoted to the principles

behind winning business strategies.

During an often-humorous 75-minute talk, the general was treated to three standing ovations as he applied his Operation Desert Storm tactics to the everyday radio wars faced by today's general managers and programmers. He called any war — however unfortunate — a learning experience, and said strong leaders must understand what has happened in order to make wiser judgments in the future.

As he recalled various memories of the Gulf War, Schwarzkopf noted that the armed forces succeeded in their mission because of several factors, including support from the American people . . . and radio.

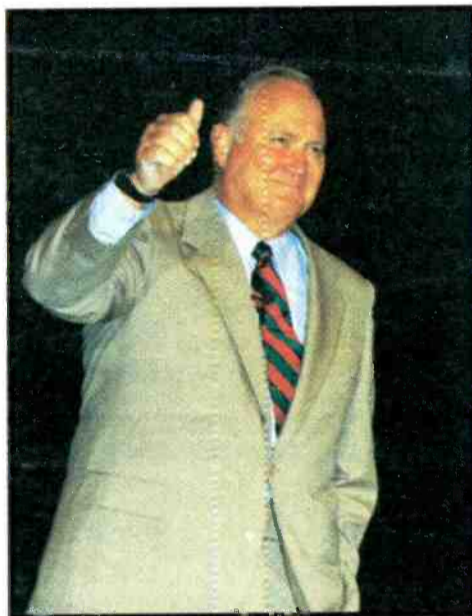
"When I went out to the front lines some 250 miles from base, the first thing the troops out there asked for were radios," he said. "They were starving for music and news, so we set up 11 transmitters and gave them portable radios."

Managers vs. Leaders

Dovetailing into the difference between managers and leaders, Schwarzkopf said that while managers may run the day-to-day operations of their businesses, they sometimes for-

SCHWARZKOPF/See Page 28

Convention '92 . . . Best Ever!



Nearly 3000 R&R conventioners were treated to a large dose of inspirational speakers, topical talk, and electrifying entertainment in Century City last weekend. Keynote speaker Gen. **H. Norman Schwarzkopf** outlined eight rules — with a bonus of two more — toward better leadership (see accompanying story). The closing "Radio On Radio" panel featured top industry figures in a freewheeling discussion of regulatory limits and personnel searches. R&R's session on sexual harassment was highlighted by pointed comments from a female radio executive, and keynoter Dr. **Roger Blackwell** discussed the steps executives must take when planning their futures. Musical entertainment included **Garth Brooks** performing a surprise, impromptu acoustic program and **ZZ Top**, who got the industry crowd dancing with a highly charged, visual set. Fundraising activities on behalf of the T.J. Martell Foundation brought in more than \$400,000 during the week of the convention.

Complete story and picture coverage begins on Page 18.

Nelson Exits WW1's New York Stations

WNEW (AM) & WYNY/New York VP/GM Don Nelson has exited the Westwood One Nostalgia/Country combo. A replacement is expected to be named soon.

Nelson, who had been with the stations for the last year and a half, said he will look for work on the West Coast. He noted, "The first six months of WYNY's fiscal year just concluded set an all-time high for gross billings and operating profits. And the station's latest Arbitrend of a 2.9 share 12+ has the station poised for a great spring book."

In a memo to his staff, Nelson said of WNEW, "The folks have been through a particularly painful year, but no company can be expected to continue to bankroll losses into the millions of dollars. The station is close to break-even and the 'best music ever made' has never sounded better . . . there is so much untapped potential at both stations that it's like following the Knicks all season, then missing that last game with the Bulls."

NELSON/See Page 28

Convention '92 Coverage

Page 1, 18-27

712

BEVERLY
HILLS
90210
single & video
THE
REAL
THING



Johnson Accepts KKLQ PD Post

The rumored on-again, off-again hiring of Alan Burns & Associates consultant Tracy Johnson by Edens CHR KKLQ (Q106)/San Diego has become a reality. Johnson will assume his new duties some time in July after he helps Burns with the transition of his client stations. He replaces Kevin Weatherly, who recently joined KROQ/Los Angeles as PD.



Johnson

KLQ VP/GM Bob Bolinger told R&R, "Obviously, we're thrilled to have successfully recruited Tracy. When Kevin indicated that he would go to KROQ, Tracy was our first choice. He's one of the best programmers in the country."

Johnson told R&R, "I've agonized over this decision because of the wonderful experience I've had for the past three years with Alan Burns. Q106 is in a good position with a very talented staff. I think CHR is ready to explode again, and Q106 will be on the leading edge of the format's revitalization."

Prior to his tenure with Burns, Johnson has been PD at WAPE/Jacksonville, APD at KCPW/Kansas City, and OM/Station Manager at KFRX/Lincoln.

LETTERS

NAB Interested In Indecency

Congratulations to Evergreen Media (for) their stand on the indecency standard and their attempt to have the FCC establish specific standards. However, they are wrong in asserting that the NAB doesn't appear to be interested in (this) issue or other key issues and concerns of major market broadcasters.

The NAB has filed a number of petitions with the FCC regarding clarification of the indecency standard and has been involved with all pleadings at the FCC on this issue. Further, the NAB has been to court at least three times on this issue. Also, the NAB has spent thousands of dollars on research and outside counsel to prepare strong submissions to the FCC and the court. The NAB has been heavily involved in this issue from day one.

However, the NAB cannot represent individual broadcasters with respect to legal pleadings. Broadcasters always use their own attorneys when pleading a fine or some other ruling (by) the FCC. No trade association can act as an attorney for individual members of the association. By the same token, the NAB does file on every issue that may affect our industry.

Evergreen should be aware of the NAB's work on this issue and a variety of issues that include spectrum fees, beer and wine advertising, the FCC structural review, AM improvement, political broadcasting, etc.

The NAB Radio Board is composed of broadcasters from (all market sizes). The board includes representatives from Cap Cities/ABC, Entercom, Tribune Broadcasting, Cox Broadcasting, EZ Communications, and Westwood One.

—Robert L. Fox
Chairman/CEO
KVEN & KHAY/Ventura, CA

NAB's Montreux Confab Draws 1000 Attendees

European evolution spurs attendance but NAB spurns dictator label; repeat conference likely

MONTREUX, SWITZERLAND — Attendance soared to 1000 at NAB Radio Montreux (6/10-13), more than doubling the expected turnout and making it likely the NAB will repeat its first venture into international convention sponsorship.

"We took this on as a one-time only enterprise," NAB President/CEO Eddie Fritts said, but noted that the NAB and its European partners were interested all along in repeating the international radio show if it proved successful. "Thus far, it appears to be successful," he told a news conference in this Swiss resort city. Tentative dates are already reserved for a second NAB Radio Montreux: June 1-4, 1994.

Fritts said organizers projected attendance of 500 people "as a very conservative figure" during their planning. By the time the four-day confab ended, the NAB said actual attendance was more than double that figure. That experience was similar to the two-day International Symposium on DAB held just prior to the NAB gathering, which saw its pre-registered guest list double to 600 with the addition of 300 walk-ins.

Similarities And Cultural Clashes

Throughout the event, NAB officials worked to dispel any notion that U.S. broadcasters were trying to tell Europeans how to develop their fledgling private radio industry. "The idea of NAB being in Europe was not to export the MONTREUX/See Page 28

Duggan: For Radio Free Trade

MONTREUX, SWITZERLAND — U.S. restrictions limiting foreign ownership of radio stations to 25% are likely to be eased because they conflict with President Bush's free trade policies, FCC Commissioner Ervin Duggan told an NAB Radio Montreux session here (6/10).

"It becomes difficult for us to defend our 25% ownership limit when we are appearing on the doorstep of our trading partners preaching the gospel of free trade," Duggan said. He told the international radio gathering that the restriction on foreign ownership of U.S. broadcast stations put the U.S. in an "odd position" of barring foreign investment while trying to persuade other countries to repeal protectionism.

The foreign ownership restriction is mandated by law and would require congressional action to repeal. Rather than complete elimination, Duggan said he expected to see Congress grant the FCC authority to use relaxation of the foreign ownership restriction as a "bargaining chip" to win reciprocal actions opening other countries' airwaves to ownership by U.S. broadcasters.

Former NTIA Administrator Janice Obuchowski had repeatedly urged the FCC to act on its own DUGGAN/See Page 28

Brown VP/GM At KTCJ & KTCZ

American Media has named former Legacy Exec. VP Doug Brown VP/GM at KTCJ & KTCZ/Minneapolis. The company is scheduled to close on the combo sometime this summer.



Brown

"To be in a strong, exciting market like the Twin Cities and have someone of Doug Brown's caliber leading the team is terrific," remarked American Media President Alan Beck.

"I'm thrilled to have this opportunity to join a growing [and] respected radio company in an area that I know and love," Brown said.

Brown has previously held various executive positions at Legacy and Malrite and once served as VP/GM at the Twin Cities' WLTE.

Coffino Upped At MCA Records

Industry veteran Jonathan Coffino has been promoted to Sr. VP/Sales & Field Marketing at MCA Records.

Coffino was previously VP/Sales & Field Marketing. He will continue to oversee the day-to-day activities between MCA and their retail accounts.

MCA President Richard Pal-



Coffino

mese said. "During the two years Jonathan has been with MCA, his diligence and dedication to the artists have been second to none. His wide-ranging experiences in so many areas of the music business — including artist development, audio and video sales, distribution, and retail — have been invaluable assets to the company."

Coffino joined MCA in 1990. Before that, he was Video Division Sr. Director for Trans World Music. He also spent 10 years at Columbia Records, where he was National Director, Artist Development.

JUNE 19, 1992

93X'S CLASSIC-TO-AOR MOVE: WILL IT PAY OFF?

When KRXX (93X)/Minneapolis flipped from Classic Rock to low-end AOR, the station's 12+ soared. Now the question is: Can Entercom sell the format?

Page 48

FEATURES

RADIO BUSINESS: Banks urge FCC policy change	4
NEWSBREAKERS	10
OVERVIEW	
● MANAGEMENT: Dealing with problem employees	14
● MEDIA: Latest in video, movies, TV	17
CONVENTION COVERAGE	18
RATINGS STRATEGY REVIEW	29
STREET TALK: Eagle moves to Rock CHR	35
TIMELINE	38
MUSIC	
● MUSIC DATEBOOK	40
● COMPACT DATA	40
● POLLSTAR	41
MARKETPLACE	52
OPPORTUNITIES	54
● TECHNOLOGY SHOWCASE	16

FORMATS

CHR: KQKQ enjoys sweet smell of success	42
UC: WJLB's Black Expo USA	46
AOR	48
COUNTRY: Fan Fair frenzy	50
AC: NAC Winter '92 Scoreboard	51

MUSIC INFORMATION

NATIONAL RADIO FORMATS	41
MUSIC VIDEO: MTV, VH-1, Box lists	41
WORLD MUSIC OVERVIEW: UK, Australia, Canada charts	41
CURRENT-BASED AC	57
ASSOCIATE REPORTERS	59
NAC	60
CONTEMPORARY JAZZ	60
URBAN CONTEMPORARY	62
COUNTRY	66
COUNTRY SONG INFORMATION INDEX	68
NEW ROCK	70
AOR TRACKS	71
AOR ALBUMS	72
CHR	76
PARALLEL CHART ANALYSIS	89
AC, AOR, CHR, COUNTRY, URBAN CHARTS	BACK PAGE
NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS	BACK PAGE

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Banks Seek Security Interests In Radio Broadcast Licenses

Banks and other lenders are urging the FCC to change its policy and allow them to hold a security interest in broadcast licenses. The idea is opposed by most, but not all, broadcasters who filed comments in a Commission proceeding on improving the climate for radio and TV financing.

Greyhound Financial Corp. argued that nothing in the Communications Act bars the FCC from granting lenders a security interest in licenses, a right that would give lenders first claim on all proceeds from any bankruptcy sale. Unless the Commission changes its policy, Greyhound warned, "Capital will become increasingly unavailable for broadcast transactions."

Similarly, American Security Bank said the lack of adequate security "makes it difficult, if not impossible, for banks to extend financing and still comply with banking regulations requiring loans be made in a safe and prudent manner."

Media Venture Partners also supported security interests. It said the FCC should, at the very least, "make it clear that a lender can obtain a security interest in the proceeds of the sale of a station."

Hard Task Ahead

Convincing the FCC to change its security interest policy could be difficult. All five commissioners made negative comments on the security interest idea in March when they launched the inquiry into ways to encourage capital formation for broadcast investment.

Tak Communications, which has so far been successful in federal court proceedings in blocking its bankers from obtaining a security interest in its licenses, argued that any change in the FCC's policy would require action by Congress. And the National Association of

Black Owned Broadcasters told the FCC that granting a security interest wouldn't encourage lenders to make loans, since lending is based on financial projections, not the anticipated payoff from default.

Not all broadcasters agree. A joint filing by 18 stations, including WVGO/Richmond, VA and KWG/Stockton, CA, argued that allowing security interests would make more financing available "and on more favorable terms than is presently the case."

SIX RADIO STATIONS AUDITED

FCC Fine-Tunes Political Ad Rules

In a one-two regulatory punch last week, the FCC released the final version of its new political rules and launched a surprise audit of the political files of 30 broadcast and cable outlets, including six radio stations.

Among the items tweaked in the Commission's finished order:

- After a station has made the required disclosure statement to a political advertiser, it is required to update and modify that information "to the extent necessary" in later conversations with the advertiser.

- Although the FCC recommends stations create some record

of having made the necessary disclosures, the agency warned stations cannot require a federal candidate to sign a written acknowledgement of disclosure as a condition for buying time.

- Even if a station offers a candidates-only bargain-basement rate, it must still make full disclosure of all higher rates and the benefits associated with buying time at those prices.

- The Commission eliminated its "fire sale" policy, under which the fire sale rate was considered the lowest unit rate for all classes of time in the daypart in which the fire sale took place.

According to the agency, the fire sale policy dates from the days when virtually all spots were sold on a non-preemptible, fixed-rate basis. However, the FCC noted, radio rates now fluctuate with changes in supply and demand, and "a soft market that would have prompted a fire sale in previous years would today be reflected in lower prices week by week."

- Stations don't have to provide candidates with non-cash merchandising and promotional incentives that would be provided to commercial advertisers when those incentives are of minimal value (e.g., coffee mugs) or imply a relationship between the candidate and the station (e.g., bumper stickers).

The Commission also declared billboards are of minimal value and don't have to be made available to political candidates. Candidates may also be denied program sponsorships because such arrangements imply an endorsement by the station.

- The agency clarified that stations are not required to create a separate class of "news adjacency" time if they choose not to do so.



**DC
REPORT**
PAT CLAWSON

Craven Liberates Wall Street Bucks For Radio Deals

Former Group W Radio VP Mike Craven has teamed up with Wall Street powerhouse Donaldson Lufkin & Jenrette Securities to form Liberty Broadcasting Inc. He's also scouting for a potential \$100 million worth of Top 35 market radio acquisitions over the next five years.

Craven, who will be represented exclusively by Dallas radio broker Star Media Group, said he's looking for multiple station deals with "synergy" and the potential to dominate multiple media markets. He expects to announce his first acquisitions within six months.

"If we can regionalize them, we'll do it. We'll cluster stations if we can. We certainly see the benefits of regional clustering," Craven told R&R.

While Craven declined to specify the size of his bankroll, DLJ Managing Director Tim Thompson said the investment bank is prepared to raise both equity and debt financing for "\$100 million or better" in acquisitions.

"We've always liked the idea of investing in radio, but we didn't like the inflated trading multiples of recent years. Now we've found a good management team and prices that are making some sense," Thompson commented.

FCC, NTIA Seek Comments From Radio

The FCC wants comments from radio broadcasters on how they would be affected by proposed changes in radio/TV cross-ownership rules. And in a separate proceeding, NTIA is looking at DAB spectrum needs.

Current rules prohibit new ownership of both radio and TV stations located in the same market. The Commission frequently grants waivers of the one-to-a-market rule in cases of financial distress or where more than 30 independent media voices would remain in Top 25 markets.

In text released this week, the FCC said it wants comments on four alternative scenarios being considered as part of the deregulation of TV ownership rules:

- Allowing "consolidation of radio and TV ownership under the respective rules of each service without the additional limitation of a one-to-a-market rule."

- Permitting ownership of one AM, one FM, and one TV station in a market. The Commission warned that, absent a waiver, "this approach would preclude group owners that acquire more than an AM-FM combination in a given market from acquiring a television station serving the same area."

- Eliminating the one-to-a-market rule only for TV-AM combinations.
- Allowing rule waivers in any market, not just the Top 25, in which 30 independent media voices would remain.

Comments for Mass Media Docket 91-221 are due August 24.

NTIA is conducting a broad investigation of future radio spectrum needs and wants information on bandwidth and spectrum needs for new services such as digital audio broadcasting.

"Are there different requirements depending on whether the service is provided on a terrestrial or satellite basis? On the other hand, given the increasing demand for spectrum access in the major broadcast markets and the transition to new, potentially more efficient broadcast technologies, will there be opportunities for greater flexibility or increased sharing in the use of broadcasting spectrum, particularly in the long run?" asks NTIA.

Comments for Docket 920532-2132 are due October 1.

Hartstone & Dickstein Create All-American Deal With Atchley

Connecticut media tycoons Joel Hartstone and Barry Dickstein and Arkansas broadcaster Jerry Atchley are merging several combos to create a new chain under the All-American Media banner.

Atchley plans to throw in his three Southern Skies Corp. properties: KSSN/Little Rock and KZSN-AM & FM/Wichita. Hartstone & Dickstein will contribute five combos, including WSUB & WQGN/Groton, CT; WFPG-AM & FM/Atlantic City, NJ; WKRS & WXLC/Waukegan, IL; WTLB & WRCK/Utica, NY; and WBSM & WFHN/New Bedford-Fairhaven, MA.

Other market action this week:

- DOA in Dallas: TM Communications has officially declared as dead its proposed merger with Paxson Broadcasting. Its majority stockholder, the Marjorie McIntyre Trust, said that "negotiations for the sale of its interests have been terminated." TM said P. Craig Turner has been appointed CEO, replacing Dave Scott, but "all other key management personnel are remaining with the company."

Continued on Page 9

New Bidder Kicking At UPI's Tread-Bare Tires

New York real estate investor Leon Charney is the latest white knight to step forward as a potential savior for United Press International.

Charney put up \$180,000 to keep UPI operating for a few more days while he goes over its books after TV evangelist Pat Robertson abandoned his \$6 million bid to buy the company out of Chapter 11 bankruptcy reorganization. Robertson told a Washington news conference (6/10) that his advisers estimated it would cost \$31 million over 18 months to return UPI to profitability — with no guarantee of success.

Robertson kissed \$300,000 goodbye; that was the cash he had to put up to keep UPI operating while his bid was pending. UPI's management, its creditors, and the federal bankruptcy court rejected Robertson's amended bid to buy only UPI's name and selected assets for \$500,000.

Decision Monday

Charney has until Monday (6/22) to decide whether to make a bid for UPI. As R&R went to press, he announced that ESN/MediaAmerica, a venture headed by former NBC

News VP Jerry Lamprecht and TV producer John Steele, had joined Charney's partnership to bid for UPI. Other partners include ENC Trading Co. President Michael Florsheim, Perry Ellis International President Elliot Lavigne, and Kidder Peabody's Brian Anderson.

Meanwhile, radio talk show host Sonny Bloch told R&R he'd submitted a bid to buy the UPI Radio Network, but no more of the company, for \$2 million (cash and terms), with backing from a group of Caribbean and Latin American bankers whom he wouldn't identify. "The profit center is in Latin America," Bloch said, referring to UPI's Spanish network.

Asked about the Bloch bid, UPI Exec. VP/Exec. Editor Steve Geimann said, "I'm not aware of anything coming to us on that basis." He said UPI had an agreement with Charney not to shop the company and "the only party we're talking to right now is Leon Charney."

Continued on Page 9



BRILLIANT CAREER MOVE

Music **SCAN**
Music Scheduling with an Edge
205-987-7456

TRANSACTIONS

Alliance Drops \$4.55 Million On Motor City Fox Hunt

Silverado sweeps home News combos for \$3.95 million

Deal Of The Week

WDFX/Detroit
PRICE: \$4.55 million
TERMS: Asset sale for cash
BUYER: Alliance Broadcasting L.P., headed by John Hayes Jr. The company also owns KYNG/Dallas.
SELLER: Bruce Wilson, receiver for Hoker Broadcasting
FREQUENCY: 99.5 MHz
POWER: 21kw at 755 feet
FORMAT: CHR
BROKER: Peter Handy of Star Media Group

Group Deals

Home News Stations
PRICE: \$3.95 million
TERMS: Asset sale for cash
BUYER: Silverado Broadcasting Corp., owned by Ron Miller and John Winkel. Miller owns KVIQ-TV/Eureka, CA. Winkel is the former Sr. VP of EZ Communications and former GM of KRAK-AM & FM/Sacramento.
SELLER: Home News Co., a New Jersey-based media conglomerate controlled by the William Boyd family. The company also owns WKPT & WTFM/Johnson City-Kingsport-Bristol, TN; WKTP/Jonesboro, AR; KTYD/Santa Barbara, CA; and two TV stations in Florida and Tennessee. The company recently announced plans to sell WINE & WRKI/Danbury, CT.
BROKER: Elliot Evers and Randall Jeffery of Media Venture Partners

KWG & KSGO/Stockton-Tracy, CA
FREQUENCY: 1230 kHz; 100.9 MHz
POWER: 1kw; 6kw at 328 feet
FORMAT: Gold

KAQQ & KISC/Spokane, WA
FREQUENCY: 590 kHz; 98.1 MHz
POWER: 5kw; 94kw at 2030 feet
FORMAT: AC

Alabama

WHBB & WDXX/Selma
PRICE: \$400,000
TERMS: Asset sale; escrow deposit \$20,000 with balance due in cash at closing. This sale is pursuant to court order of the U.S. District Court for the Middle District of Tennessee.
BUYER: BroadSouth Communications Corp., owned by James Reynolds, Joseph Rich Henry, and Robert Roberts of Selma. Phone: (205) 875-3350
SELLER: Holder Communications Corp., represented by court-appointed receiver Gary Stevens. Holder, a division of GMX Communications, also owns WRLT/Franklin, TN; WHNK/Madison, TX; KLCL & KHLA/Lake Charles, LA; and WNAU & WWKZ/New Albany, MS. Phone: (203) 966-6465
FREQUENCY: 1490 kHz; 100.9 MHz
POWER: 1kw; 6kw at 327 feet
FORMAT: Classic Rock; Country
BROKER: Gary Stevens & Co.

Florida

WTBB/Bonifay
PRICE: \$220,000
TERMS: Asset sale for \$220,000; terms include \$10,000 cash and nine-year promissory note for \$210,000 at 10% interest, with an interest-only payment of \$21,000 in cash due at closing. A principal reduction payment of \$25,000 cash is due two years from closing. In addition, the buyer will pay \$462,405 for a non-compete agreement. An initial payment of \$29,000 cash is due at closing, to be followed by 24 consecutive monthly payments of \$2417 and then by 84 consecutive monthly payments of \$4814 each. The seller retains the option to demand a lump sum cash payment of \$190,000 at any time within 30 days before or after the fifth anniversary of closing.

BUYER: Group M Communications Inc., owned by Coyote McCloud of Nashville; Tony Nicholson of Altamonte Springs, FL; Mark Pirtle of Murfreesboro, TN; Do Ann Murray of Springfield, IL; Mark Thompson of Tampa; and Steve Wilmore of Carthage, TN. The company is headed by President Christopher Murray of Hoover, AL, who does not own any stock. McCloud is an air talent at WYHY/Nashville. Thompson is OM of WFLZ/Tampa. Murray is an AE at WTBB. Phone: (904) 547-9333
SELLER: Mary Lake Communications Inc., headed by John Culpepper of Brazos County, TX
FREQUENCY: 97.7 MHz
POWER: 3kw at 298 feet
FORMAT: AC
BROKER: MediaOne Inc. is to receive a \$25,000 brokerage commission.
COMMENT: This station has a CP to upgrade to 100kw.

Illinois

WRVY/Henry
PRICE: Undisclosed
TERMS: Gift of assets, the value of which has not been disclosed
BUYER: Illinois Bible Institute, headed by President Ernest Moen of Carlinville, IL. The non-commercial group is the licensee of WIBI/Carlinville; WBGL/Champaign-Urbana, IL; WCIC/Pekin, IL; and WCRT/Terre Haute, IN. Phone: (217) 854-4600
SELLER: 29th Broadcasting Company Inc., headed by President John VerStraete. Phone: (303) 626-3978
FREQUENCY: 100.5 MHz
POWER: 3kw at 328 feet
FORMAT: AC

Michigan

WRQT/Bear Lake
PRICE: Undisclosed
TERMS: Asset sale "for consideration," the value of which has not been disclosed
BUYER: Julia Ware-Nezki, Linda Morrison, and Winona Van Brocklin of Arcadia, MI. Ware-Nezki (aka Dawn Scott) is an announcer at the station. Phone: (616) 889-5790
SELLER: Andrew Banas of Napanee, IL. He's the licensee of WAPR/Avon Park, FL. Phone: (219) 773-2462.
FREQUENCY: 100.1 MHz
POWER: 3kw at 328 feet
FORMAT: AC

Mississippi

WKZB/Drew
PRICE: \$5000
TERMS: Asset sale for cash
BUYER: Eddie Bond of Memphis; he's a minority owner of WVIM/Coldwater-Hernando, MS. Phone: (901) 276-1389
SELLER: Galtelli Broadcasting Co. Inc., represented by bankruptcy trustee Jeffrey Livingston. Phone: (601) 843-2791
FREQUENCY: 95.3 MHz
POWER: 3kw at 344 feet
FORMAT: This station is dark.

TRANSACTIONS AT A GLANCE

1992 Deals To Date:
\$534,743,853
 (Last Year: \$327,459,655)

Total Stations Traded This Year: 557
 (Last Year: 481)

This Week's Action: **\$10,446,425**
 (Last Year: \$33,056,940)

Total Stations Traded This Week: 17
 (Last Year: 36)

Deal Of The Week:
WDFX/Detroit \$4.55 million

- Home News Stations \$3.95 million
- KWG & KSGO/Stockton-Tracy, CA
- KAQQ & KISC/Spokane
- WHBB & WDXX/Selma, AL \$400,000
- WTBB/Bonifay, FL \$220,000
- WRVY/Henry, IL Undisclosed
- WRQT/Bear Lake, MI Undisclosed
- WKZB/Drew, MS \$5000
- KFRU/Columbia, MS \$448,841
- KGLX/Gallup, NM Undisclosed
- WPIE/Trumansburg, NY No cash consideration
- WKKE/St. Pauls, NC \$73,989
- KBFS/Belle Fourche, SD \$112,595
- KWYZ/Everett, WA \$686,000

Missouri

KFRU/Columbia
PRICE: \$448,841
TERMS: Asset sale for assumption of debts; the buyer also agrees to pay the seller 50% of collections over \$275,000 for the six months from July 1992 through December 1992. 40% of collections over \$550,000 received during 1993, and 30% of collections over \$550,000 received during 1994.

BUYER: Columbia AM Inc., owned by Alan Germond and James Baugher of Columbia and John Ott of Rocheport, MO. They own KARO/Columbia. Germond and Baugher also own KWHN & KMAG/Ft. Smith, AR.
SELLER: KFRU Inc., headed by President William Weaver. Phone: (314) 449-4141
FREQUENCY: 1400 kHz

POWER: 1kw
FORMAT: News/Talk

New Mexico

KGLX/Gallup
PRICE: Undisclosed
TERMS: The buyer is acquiring the station by assuming responsibilities for all liabilities, the value of which has not been disclosed.
BUYER: Skypath Communications Inc., owned by Thomas Troland and William Schmidt of San Diego and Joseph Gravina Jr. of Pembroke, MA. Phone: (619) 294-5816
SELLER: Michael Caplan, interim bankruptcy trustee of licensee Webb Communications. Webb also owns KLRK/Vandalia, MO. Phone: (505) 287-8891
FREQUENCY: 99.1 MHz

Continued on Page 9

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All Alone.”

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The first single.



Produced by Terry Thomas
Mixed by Brian Malouf
Management: Bud Prager
E.S.P. Management



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THE ADVENTURES OF...
THE TOP 30 HIT LIST
 with **ADAM CURRY**

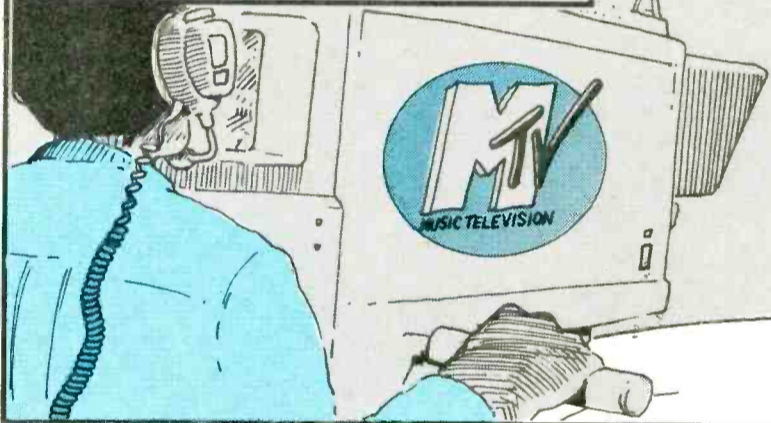
**EPISODE TWO:
 CURRY
 IN A
 HURRY!**

MTV GUY ADAM CURRY
 RECOVERING FROM LAST WEEK'S R&R CONVENTION
 AND CHILLIN' UNDER THE WATCHFUL GLARE OF
 MEGA-PRODUCER STEVE KINGSTON. THE NUMBERS
 GET SMALLER, THE HITS GET BIGGER AS
 THE TOP 30 HITLIST CONTINUES!

HEY MAN,
 DREW CALLED.
 LONDON AT ZPL
 JUST SIGNED ON...
 YOU GOTTA GO TO
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 AFTER MTV.



LATER THAT SAME DAY AT MTV...



ADAM CURRY HERE. DON'T MISS THE
 TOP 30 HITLIST THIS WEEKEND ON GREAT RADIO
 STATIONS LIKE KIIS IN L.A., Z-100 IN NEW YORK CITY,
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 TUNED FOR THAT NEW MARTHA QUINN COOKING SHOW
 WITH SPECIAL GUEST CARNIE WILSON.



HE'S OFF AGAIN... DESTINATION: INDIANAPOLIS!

I GOTTA
 REMEMBER TO
 CALL JOEL FOLGER
 AND RICK STACY.
 WHAT BUTTHEADS!



UPON ARRIVAL, ADAM IS JUMPED BY A BEVY OF BABES.



HEY,
 YOUR BUTT
 DON'T SAG LIKE
 THAT GUY FROM
 HOLLYWOOD
 SQUARES... AND
 YOUR HAIR IS
 REAL, TOO!

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TRANSACTIONS

Continued from Page 6

POWER: 100kw at 500 feet
FORMAT: Country

New York

WPIE/Trumansburg

PRICE: No cash consideration
TERMS: Asset transfer for 25% stock ownership interest in new licensee
BUYER: WPIE Broadcasting Inc., owned by William Sitzman, Michael Barry, James Zifchock, and Joel Clawson. Phone: (607) 387-3185
SELLER: Joel Clawson of Trumansburg. Phone: (607) 387-3185
FREQUENCY: 1160 kHz
POWER: 990-watt daytimer
FORMAT: AC

North Carolina

WKKE/St. Pauls

PRICE: \$73,989
TERMS: Asset sale for cash
BUYER: Ferris Yarnell Locklear of Maxton, NC. Phone: (919) 521-9689
SELLER: Jesse Albert Cowan of Hope Mills, NC. Phone: (919) 423-5880
FREQUENCY: 1080 kHz
POWER: 5kw daytimer
FORMAT: AC

South Dakota

KBFS/Belle Fourche

PRICE: \$112,595
TERMS: Transfer of stock in exchange for release of personal liability for corporate debts

BUYER: Lovcom Inc., owned by W.K. Love of Sheridan, WY. The company also owns KROE-AM & FM/Sheridan; KFTM & KBRU/Ft. Morgan, CO; and KAVI-AM & FM/Rocky Ford, CO.
SELLER: KBFS Inc., owned by W.K. Love
FREQUENCY: 1450 kHz
POWER: 1kw
FORMAT: Country

Washington

KWYZ/Everett

PRICE: \$686,000
TERMS: Stock sale for \$130,000; terms include \$25,000 cash and two-year promissory note. A selling stockholder also is to receive \$56,000 in tradeouts for management services. Station assets are being sold by a court-appointed receiver, with buyer assuming liability for obligations totaling \$500,000.
BUYER: Quality Broadcasting Corp., to be owned by Barbara Joy Geesman of Lynwood, WA. She also owns KJUN/Puyallup, WA; KTOL/Lacey, WA; KENU/Enumclaw, WA; and KBLV/Bellevue, WA.
SELLER: James Carnahan is selling his 100% stock interest in Quality Broadcasting Corp. Richard Carlson, receiver of Prime Time Broadcasting Inc., is selling the assets of the station. Phone: (206) 250-9494
FREQUENCY: 1230 kHz
POWER: 1kw
FORMAT: Country

FCC Fine-Tunes Ad Rules

Continued from Page 4

Surprise Inspections

As if to remind broadcasters it's serious about enforcing the political rules, the FCC last week sent inspectors to examine the political files of 30 broadcast operations in 10 markets. They hit 22 television stations, six radio outlets, and two cable systems. According to one FCC staffer, television bore the brunt of the audit because TV sales practices are more complex than radio's.

The inspectors took the stations' political files and disclosure statements, leaving copies for the stations. Audited radio outlets contacted by R&R said they were not told when they might hear from the agency about possible violations.

Radio stations receiving surprise inspections were: WLTJ/Pittsburgh, WXYV/Baltimore, WAPI/Birmingham, WBMH/Birmingham, WFXF/Indianapolis, and KFAB/Omaha.

European Radio Investment: Big Risks, Maybe Big Payoffs

MONTREUX, SWITZERLAND — Americans interested in investing in European radio may find opportunities for big profits in the long run. But they'll also face major obstacles and take big risks along the way, experts said during NAB Radio Montreux's session on investment.

Europe 2/Paris GM Martin Brisac suggested there are three phases of commercial radio: an initial phase with no clear rules and little advertising revenue (now seen in Eastern Europe); a developing phase where regulation and advertising activities fluctuate until patterns are established (exists in France and most Western European countries); and a mature industry with well-established financial and regulatory schemes (as in the U.S.).

"To get to the U.S. situation where you know what you're buying (when a station is sold), you first have to go through these other two stages," Brisac claimed.

Risky Business

While great fortunes might be made by investing now in Eastern Europe's infant radio industry and Western Europe's somewhat more mature stations, panelists warned of major difficulties for potential U.S. investors.

"Control is nearly impossible to achieve," said broker Robert Richer of the Montreux Corp. (based in Farmington, CT). Richer said foreign ownership restrictions, which often limit foreign investors to a 20%-25% stake, "eliminate right off the top 50% of potential U.S. investors." He said many other Americans who explore European radio investments are deterred by distance, language, and time zone problems, along with "a general lack of trading information for European radio."

Unlike the U.S., where station sale contracts must be publicly filed at the FCC, the relatively few European station sales that have occurred in recent years have

tioned by the local government, but would have to wait some time for an official license from the national government, Hegedus said he weighed the options and decided to take the risk.



Radio Montreux's investment gurus trade opinions; (l-r) RTL-CLT/Paris VP Remy Sautter, Star Media partner Bill Steding, SER/Barcelona Director Joseph Marti, Montreux Corp. partner Robert Richer, and Europe 2/Paris GM Martin Brisac.

mostly been conducted privately, with little pricing information disclosed. Panelists said European banks are generally unfamiliar with radio, so start-up stations require 100% investor equity, and there's little financing available for the purchase of established stations. "Most European radio [trading] is financed by at least two-thirds cash equity," said Stephan Goetz, Managing Director of Communications Equity Associates' Munich office.

In Eastern Europe, the situation is even more confused. Radio Calypso/Budapest, Hungary Managing Director Laszlo Hegedus regaled the audience with his description of investing in an "illegally legal" station in neighboring Poland. After being advised that the start-up operation was sanc-

U.S. Interest

Just how much U.S. interest is there in European radio investments? Star Media/Dallas broker Bill Steding said the current financial woes of the U.S. radio industry means "there is very little economic capacity now to send money to Europe." And fellow broker Richer noted that the coming increase in U.S. group ownership limits will make companies concentrate on new acquisitions at home rather than abroad.

On the other hand, even if U.S. foreign ownership restrictions are eased (see related story, Page 3), European broadcasters aren't going to race across the Atlantic to buy stations. "What can we bring to this highly specialized market in the U.S.?" asked Multitel/Madrid President Eugenio Galdon.

DC REPORT

Continued from Page 4

- Cy Chesterman has closed his \$1.3 million cash purchase of Legend Communications' KMNS & KSEZ/Sioux City, IA. Tony Rizzo of Blackburn & Co. takes brokerage honors.
- FAA bureaucratic delays in approving in-flight gear have delayed the kickoff of USA Today's SkyRadio service to late July.

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Berger PD At KQPT/Sacramento

Duchossois Communications Adult Rock KQPT ("The Point")/Sacramento has named Berger Broadcast Consultants President Larry Berger PD. The veteran programmer maintains his consultancy, which includes an association with Hot AC KHIT/Santa Rosa, CA. At KQPT, Berger replaces OM Tom Eshbaugh.



Berger

According to KQPT GM Henry Grambergu, "We're lucky to get someone of Larry's stature. He'd been wanting to get back into the operations end of radio, and it's our good fortune to have him here. He's a proven commodity — someone who'll give us great leadership in programming."

Berger told R&R, "I'll be in Sacramento three days a week and in Santa Rosa two days a week. I'm wired up at home to monitor the station."

"I'm excited to return to day-to-day programming and to work with people at a station. This will be a continuation of what I'm doing with KHIT."

Berger spent 14 years as PD/OM at WPLJ/New York, and later programmed KIOI/San Francisco and Viacom simulcast combo KDBK/San Francisco & KDBQ/Santa Cruz, CA.

RCA Learns Agreement 'Mechanics'



Mechanic Records has entered into a joint venture with RCA Records which calls for major distribution and joint marketing of four to eight Mechanic albums per year, as well as select RCA releases. Happy with the deal are (standing, l-r) RCA VP/East Coast A&R Ric Aliberte, President Joe Galante, Sr. VP/Operations Ron Urban, and Sr. VP/Marketing Randy Goodman; (seated, l-r) Mechanic Director/Business Affairs Jules Kurz, President Steve Sinclair, and VP/GM Holly Lane.

Novik Sr. VP/A&R At RCA

Dave Novik has joined RCA Records as Sr. VP/A&R. He will be responsible for acquiring new talent for the label and will oversee the activities of RCA contemporary artists.



Novik

"Dave's ability to understand the creative vision of the artists he's involved with and the translation of that vision into great records makes him the right choice. He shares the creative vision we have for our artists and their music," said RCA Records President Joe Galante.

In reaction to his appointment, Novik said, "I sincerely thank Joe Galante for giving me a tremendous opportunity to help shape the musical future of RCA. I want to sign and nurture unique, challenging artists and musicians. My challenge is to re-establish the RCA

NOVIK/See Page 28

Marshall Set To Program KIOZ/SD

Veteran AOR PD Tom Marshall will return to Southern California to program hard-rocking KIOZ/San Diego. He succeeds Greg Stevens, who headed north to become PD at KQLZ (Pirate Radio)/Los Angeles.



Marshall

"Tom's a smart guy who really knows this format," remarked KIOZ GM Steve Jacobs. Marshall was PD at similarly formatted KNAC/Long Beach-Los Angeles for two and a half years before taking the PD post at WYNF/Tampa. He's programmed WKLQ/Grand Rapids for the past year.

EXECUTIVE ACTION

O'Neil Appointed KLIT/L.A. PD

Seven-year KMPC/Los Angeles air personality Scott O'Neil has crossed the hallway to join Golden West sister AC KLIT as PD.

Golden West President/KLIT GM Bill Ward noted, "We're pleased to have a PD such as Scott O'Neil, who is in tune with the Los Angeles market."

O'Neil previously programmed KNX-FM/Los Angeles (now KCBS-FM) and has worked on-air at KGIL/San Fernando, CA. He's also done TV booth announcing for KTLA/Los Angeles and CBS.

Samonte Named Narada National Promotion Director



Samonte

Paula Samonte has returned to Narada Productions as National Promotion Director. She had been with the company from 1987-90 as Promotion Manager.

"I look forward to returning as National Promotion Director and see this as the beginning of a new and exciting era for Narada," Samonte said.

Her previous industry experience includes handling the video promotion for the highly acclaimed PBS film "Canyon." She also had her own jazz ensemble, which opened for such acts as the Duke Ellington Orchestra, Dave Brubeck, Nancy Wilson, and Bobby Hutcherson.

Worth Joins Sony Music As VP/Talent Development

"Lollapalooza" tour consultant Missy Worth has been named VP/Talent Development at Sony Music.

She will work with the heads of Sony Music labels to formulate tour packages and implement touring plans and schedules for their various artists.

She will also interface with the labels' marketing and promotion departments to help create the campaigns and marketing plans accompanying these tours.

Sony Music President Tommy Mottola believes that "our artists will benefit from Missy's guidance on how best to showcase their performing abilities."



Worth

Marchyshyn OM At AOR KYYS/KC

Veteran promotion/marketing manager Jim Marchyshyn has been elevated to the new OM position at KYYS/Kansas City. He retains his Director/Marketing & Promotion duties at the Great American AOR,



Marchyshyn

which he joined eight months ago. Larry Moffitt remains as KYYS PD.

KYYS Station Manager Mike Campbell said the promotion "recognizes Jim's outstanding work at KY-102 and will allow him to achieve even more for the station." Marchyshyn, a 17-year industry vet, is best known for his work at WMMS/Cleveland and KSHE/St. Louis.

Hughes GM At Country WCMS/Norfolk

WFOG/Norfolk GM Pam Hughes has left the Beautiful/Easy Listening outlet after nine years for the GM position at crosstown Country combo WCMS-AM & FM. WCMS President Marjorie Crump had been handling the GM chores since Dan Maxwell left last Sep-

tember. Crump commented, "We're delighted Pam has become a part of the WCMS team. Her talents and experience are valuable assets for our station."

Hughes began her radio career at WNIS/Norfolk.

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FOR RHEMA

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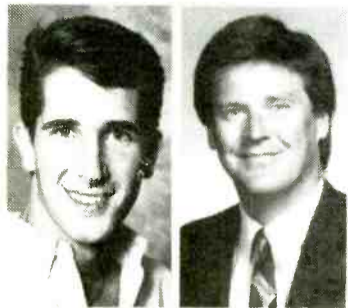


PRODUCTIONS

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Radio

● **JOHN ALKIRE** assumes Station Manager duties at WRQN/Toledo. He currently is the station's PD.



Alkire Beecham

● **MARTY BEECHAM** has been elevated from Sales Manager to Station Manager at KLDZ/Lincoln, NE.

● **SARA BREENE** and **MARITA CABELLON** have been upped to LSMs at KING-AM & FM/Seattle.

Changes

Kile Shelton becomes AE at WRIF/Detroit.

Chrissy O'Connell tapped as National Sales Coordinator and **Jan Leonard** appointed AE at KING-AM & FM/Seattle.

Susie Stewart promoted to AE and **Cherie Graydon** named Sales Assistant at Major Market Radio's Los Angeles office.

● **LARRY MOSSEY** has been named Director/Marketing at WROW-AM & FM/Albany, NY. He formerly held a similar post at crosstown WABY/WKLI.

Records

● **CINDY BRESSLER** shifts from Sr. Attorney/Legal Affairs to Director/Business Affairs at PolyGram Records.



Bressler Alago

● **MICHAEL ALAGO** rejoins Elektra Entertainment as Director/A&R. He comes from Geffen Records' A&R Department.

● **LAUREN ZELISKO** has been promoted from East Coast Director to Co-National Director/Publicity at A&M Records. Concurrently, **DAVE SPARKS** joins the label as Manager/Alternative Marketing. He formerly was Progressive Music Editor at the Album Network.



Del Granado Shapiro

● **BRUNO DEL GRANADO** has been named Director/International Artist Development at Capitol Records. He previously worked in Product Management at Epic U.S. In related news, **SAUL SHAPIRO** has been tapped as Director/National Sales at Capitol's Blue Note/Manhattan Records division. He exits EMI Records, where he was Northeast Sales & Marketing Director. And **TONY HARVIN** shifts from Capitol's Management Trainee Program to Blue Note/Manhattan's Manager/Artist Development post.

● **JOANNE FELTMAN** becomes Director/Business Affairs at Bertelsmann Music Group. She exits Sony Music, where she served as Manager/Business Affairs.

● **ANNE-MARIE NICOL** has been appointed Director/Artist Development at Warner Music International. She most recently was International Director at EastWest Records/UK.

Industry

● **NORMAN EPSTEIN**, VP/GM at KLAC & KZLA/Los Angeles, has been elected Chairman of the Board for the Southern California Broadcasters Association. Rounding out the board are Vice-Chairman **TOM MOSHER**, Secretary **TRIP REEB**, and Treasurer **DOYLE ROSE**. Meanwhile, KTWW & KFVB/L.A. VP/GM **CHRIS CLAUS** becomes Immediate Past Chairman and Executive Committee member.

● **BRETT RATEAVER** has been promoted to Director/Sales at Group W Radio Sales. He has spent six years with the company.

PROS ON THE LOOSE

Michael Blake — Nights KEGL/Dallas (214) 401-0317

Fast Eddie Coyle — Afternoons KEGL/Dallas (817) 481-7539

Dan Sell — Charisma Records Cleveland Promo/Mkt. Dir. (216) 688-8820

Stan "The Man" — Mornings WWWZ (Z93)/Charleston, SC (803) 556-2184

● **TONY RIZZA** joins Metro Traffic Control as Regional Director/Marketing, North Central Region. He previously worked as VP/Radio Properties at Sheridan Broadcasting Corp.

● **CHERYL BROZ**, formerly KRBE/Houston's MD, assumes Special Projects responsibilities at Shane Media Services.

● **DAVID KERSTIN** has been elevated from VP/Sales to President at Broadcasters General Store, a broadcast equipment supply company.

● **ROBERT FLAX** has been tapped as Exec. VP at EMI Music Publishing Worldwide. He most recently was a Sr. Partner at the law firm of Grubman Indursky Schindler Goldstein & Flax.

● **MITCHELL RUBIN** segues to Director/International Acquisitions & Special Projects at BMG Music Publishing Worldwide. He previously served as GM at BMG Music Publishing International's London bureau.

● **KAREN LEE** has been upped from Director/Entertainment to VP/Entertainment at Rogers & Cowan Inc.

CHRONICLE

Births:

WQCD/New York Dir. Marketing/Creative Services **Larry Miller**, wife Kathy Chazen, son Zachary, May 31.

WBOP/Harrisonburg, VA PD/mornings **Rich Randall Zaber**, wife Ginger, daughter Felicia Ann, June 2.

WRXK/Ft. Myers, FL APD **Brad Beasley**, wife Tracy, son Matthew Craig, June 5.

WVIC/Lansing MD/afternoons **Jim Parker**, wife Cathy, daughter Shelby Elizabeth, June 6.

KOUL/Corpus Christi, TX GM **Bill York**, wife Rhonda, daughter Gracie Helen, June 9.

Condolences

Giant Records A&R Executive Danny Keaton, 33, June 13.

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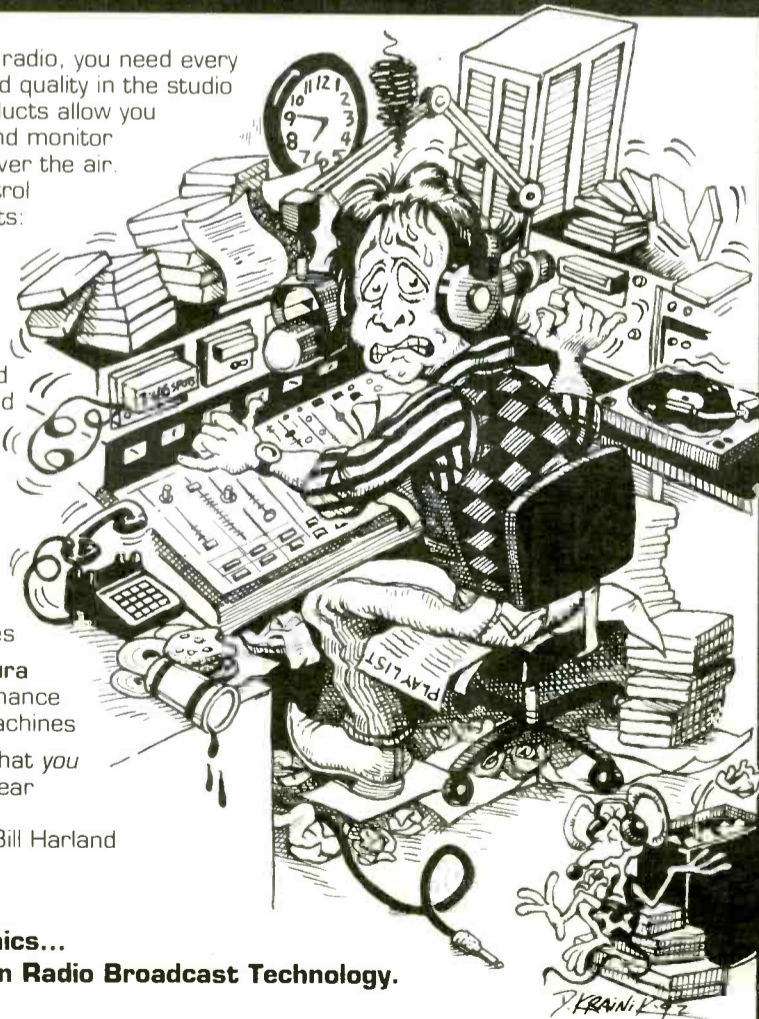
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Reunited And It Feels So Good



WRKO/Boston recently held its 25th Anniversary Reunion Party. Reminiscing at the event are (l-r) Fuller-Jeffrey Broadcasting's J.J. Jeffrey, former air personality Frank Kingston Smith (aka Bobby Mitchell), retired News Director Roger Bump, ex-GM Perry Ury, KSTP/St. Paul's Chuck Knapp, ABC Radio Networks' Mel Phillips, WRKO's first PD Bob Henabery, WXKS/Boston's Arnie Ginsburg, and former MD Paul Power.

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.....

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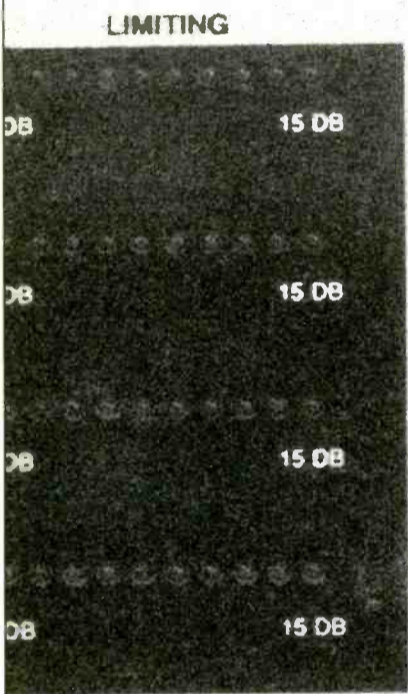
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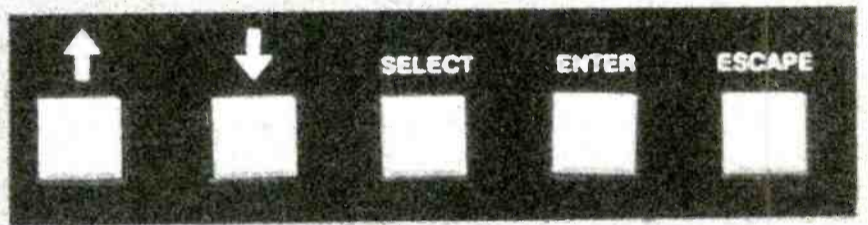
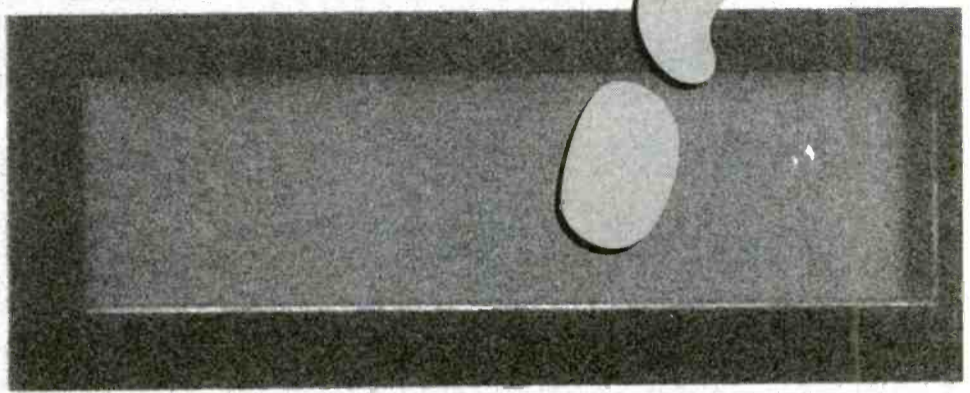
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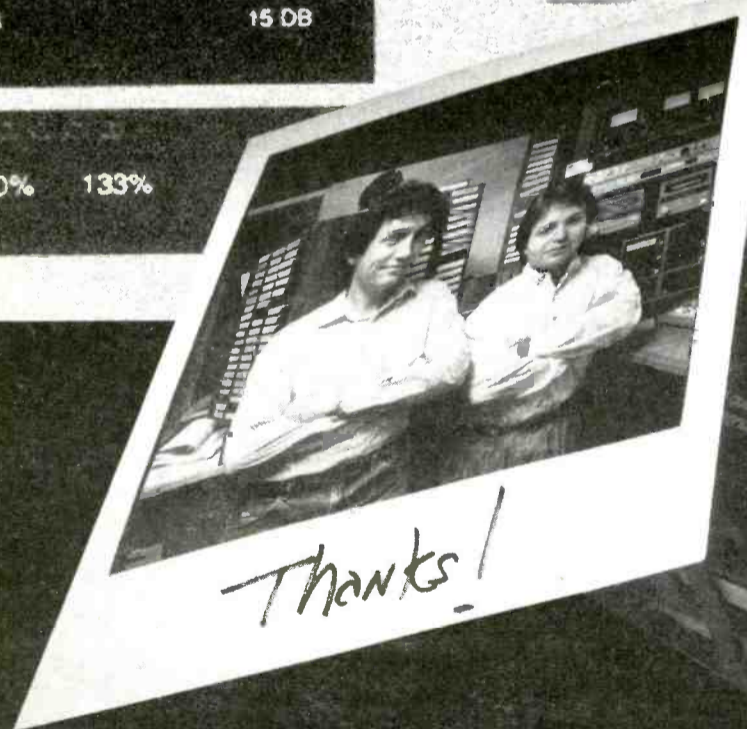


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- 2 LIMITER
- 3 CLIPPING
- 4 STEREO GENERATOR
- 5 COMPOSITE CLIPPER
- 6 DISPLAY/OTHER



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WHHH, Hoosier 96, Indianapolis

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Gary Alan Kline, Chief Engineer
WHHH, Hoosier 96, Indianapolis

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MANAGEMENT

Five Types Of Problem Employees — And How To Deal With Each Of Them

Problem employees are like ticking time bombs within your company. Atlanta-based consultant/author Everett T. Suters identifies the five most common types of problem employees and offers the following advice on how to handle them:

Failure Avoiders

These people are usually hard-working, loyal employees. What's their problem? They avoid confrontation, lack initiative, are uncomfortable making personnel decisions, and don't take risks that should be taken. They're preoccupied with the prospect of failure . . . and avoid any avenue that may lead to it.

• **Solution:** Don't tell them exactly how to do their job — make them start taking initiative. Don't put them in a position that may dictate the company's future.

Mavericks

These are bright, innovative employees who just can't function as team players. They could be compared to the multi-million dollar baseball player who compiles great stats . . . without helping the club win games.

• **Solution:** Most mavericks simply do not fit into a company structure and, unfortunately, must be terminated.

Marginally Mediocre

Not competent enough to promote, not incompetent enough to fire, these people turn in consistently mediocre performances. This results in wasted time and opportunities, while draining morale in more proficient workers.

• **Solution:** For newer hires, admit you made a mistake and fire them. Otherwise, you might try re-

assignment to a different — possibly downgraded — job, where the worker may either prove more valuable . . . or quit.

Execs With Egos

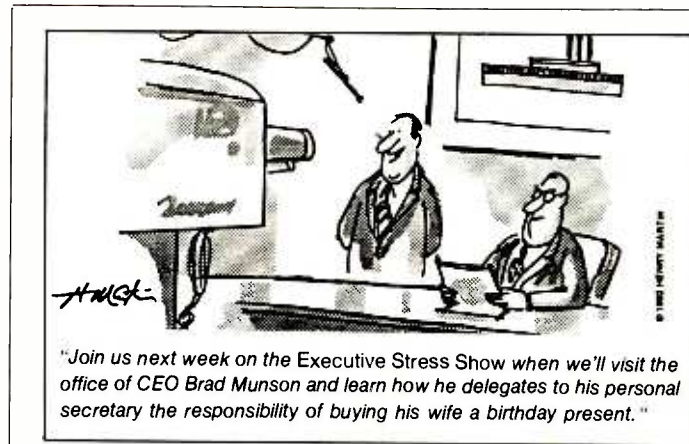
Sometimes assets, other times liabilities, these folks' poor human relations skills and perceived self-importance often make them terrible role models and drive away many talented employees.

• **Solution:** Promote an atmosphere of participative management, holding regular meetings and encouraging managers to work with their subordinates, rather than above them. Set an example of open communication in all levels of the company.

Warring Workers

When employees can't get along, the work of the entire company suffers. Usually, clashes develop over who has what responsibilities.

• **Solution:** Minimize conflicts by clearly defining job descriptions. Emphasize that company policy won't tolerate conflicts and doing so could jeopardize jobs. In the case of interdepartmental conflicts, work with the employees and their managers to establish ground rules for working together.



Delegate More Effectively

Delegation can help maximize the efficiency of your office. Management consultant **Harold L. Taylor**, author of "Delegate: The Key To Successful Management" (Warner Books/\$8.95), offers the following four suggestions:

- **Define the timeframe.** Tell your employees when you expect tasks to be started and when they must be finished.
- **Clarify the task.** Thoroughly explain the purpose of the work and how it is currently done. If an employee has suggestions for improving the procedure, keep an open mind.
- **Offer helpful advice.** Tell employees about available resources and possible avenues of information that are open to them.
- **Lay down rules.** Clearly state the bounds of the employees' authority while performing the task, and make sure they know how their work will be evaluated.

Find Better Jobs Faster

Whether you're looking for a new job voluntarily or out of necessity, **Jeffrey J. Mayer** — author of "If You Haven't Got The Time To Do It Right, When Will You Find The Time To Do It Over" — offers a plethora of tips on how to get it in his new book, "Find The Job You've Always Wanted In Half The Time With Half The Effort" (Contemporary Books/\$16.95).

To help you find your true calling, Mayer offers what he calls a "career discovery system," a series of questions and lists that help you match your abilities, personality, and priorities with the most compatible work situations. The rest of the book:

- Guides you through the job-hunting process, with advice on networking, generating job prospects, and organizing your hunt.
- Offers 71 tips to help you create an attention-getting resume.
- Walks you through the inter-

Find the Job You've Always Wanted in Half the Time with Half the Effort

The Career Discovery System That Will Help You Land Your Dream Job in Weeks, Not Months

Jeffrey J. Mayer

view process, including a section on recognizing and responding to illegal questions.

- Points out the warning signs to avoid in your search and interviews.
- Explains how you can interview your potential employer to make well-educated decisions.

Mayer begins a promotional tour for the book this week and is eager to work with radio. Contact him at (312) 944-4184.

Fire When Ready

Termination of an employee should take place when it is right for the business, not when you have prepared yourself emotionally. According to the Round Rock, TX-based *Practical Supervision* magazine, the firing should take place as soon as the facts warrant it and the paperwork has been completed.

Before swinging the ax, however, be prepared. If you're terminating for cause, make sure you have thorough documentation. If the termination is the result of a workforce reduction, check to confirm the selection process was fair, legal, and sufficiently documented.

DATELINE

- **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 8-10** — McVay Media Annual Program Director's School. Pierre Radisson Hotel, Cleveland.
- **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 and Towers Hotel.
- **August 15-16** — Dan O'Day's "Air Personality Plus+" seminar. Holiday Inn Georgetown, Washington, DC.
- **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.

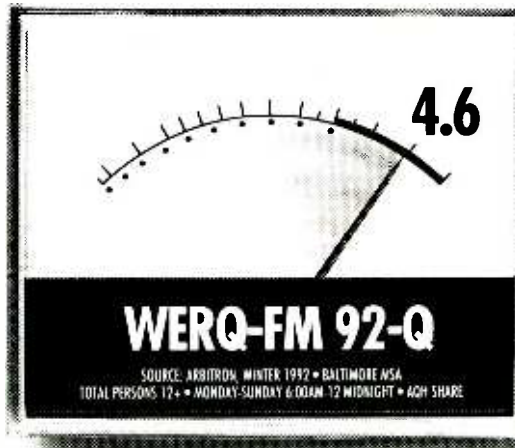
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Vice President
Director of Prog.
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K101, KABL, KOIT

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WNIC, WOMC

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MEDIA

VIDEO

NEW THIS WEEK

● VANESSA WILLIAMS: THE COMFORT ZONE COLLECTION (PolyGram)

Five songs, 35 minutes. Interview and clip collection includes "Save The Best For Last," "Just For Tonight," and a never-before-seen clip for "What Will I Tell My Heart."

● GIMME SHELTER (ABKCO)

This uncut version of the 90-minute **Rolling Stones** 1969 tour documentary has never been available on home video. In addition to the vintage *live!* renditions of 12 Stones classics, the film features performances by **Tina Turner**, the **Jefferson Airplane**, and the **Flying Burrito Brothers**.

● ELVIS: THE LOST PERFORMANCES (MGM/UA)

This hourlong catalogue of previously unseen outtakes from "Elvis 'That's The Way It Is'" and "Elvis On Tour" features live performances of "Teddy Bear," "Heartbreak Hotel," "Hound Dog," "All Shook Up," and more. The compilation also includes 10 minutes of 1970 rehearsal footage shot on the **MGM** lot.

● GRAND CANYON (Fox)

Feature film starring **Kevin Kline**, **Steve Martin**, and **Mary McDonnell** includes **Warren Zevon's** *Giant/Reprise* single, "Searching For A Heart."

● COLD JUSTICE (Columbia TriStar)

Who frontman **Roger Daltrey** stars in this feature film as a has-been prizefighter who's encouraged to return to the ring by a mysterious priest (**Dennis Waterman**).

● LOUIS JORDAN AND THE TYPMANY FIVE (BMG)

This 50-minute compilation combines movie excerpts, vintage footage, and '40s "soundies" to showcase the late **Jordan** as he and his band perform "Is You Is Or Is You Ain't My Baby," "Five Guys Named Moe," "Shine," and more.

'Forbes' First With Multi-Ad Floppy Disc

The **Forbes** June 22 subscribers' issue will include an IBM-compatible 5¼-inch floppy disc that sports 10 companies' interactive ads.

American Express, Jaguar, the Chicago Board Of Trade, Chevrolet, Glenlivet scotch, Merrill Lynch, Epson, the Postal Service, and others paid \$57,920 each (the cost of a full-page color ad) for disk space.

Although **Forbes** and other magazines have created floppy disc/inserts before, this reportedly is the first to feature multiple advertisers.

FILMS

WEEKEND BOX OFFICE JUNE 12-14

1 Patrol Games (Paramount)	\$11.20
2 Sister Act (Buena Vista)	\$9.54
3 Housesitter (Universal)	\$9.10
4 Lethal Weapon 3 (WB)	\$6.33
5 Far And Away (Universal)	\$3.72
6 Encino Man (Buena Vista)	\$2.87
7 Alien 3 (Fox)	\$2.73
8 Class Act (WB)	\$2.13
9 Basic Instinct (TriStar)	\$1.10
10 Wayne's World (Paramount)	\$1.05

All figures in millions

*First week in release

Source: Exhibitor Relations Co.

COMING ATTRACTIONS:

This week's openers include "Batman Returns," starring **Michael Keaton** as the superhero who must battle his archenemies **Catwoman** (**Michelle Pfeiffer**) and the **Penguin** (**Danny DeVito**). The film's forthcoming **Warner Bros.** soundtrack features a **Danny Elfman** score, as well as the new **Siouxsie & The Banshees** track, "Face To Face."

TELEVISION

TOP TEN SHOWS JUNE 8-14

- 1 **Roseanne**
- 2 **NBA Finals Post**
- 3 **NBA Finals Game 4**
- 4 **Movie (Sunday)** ("Shattered Dreams")
- 5 **Coach**
- 6 **Home Improvement**
- 7 **NBA Finals Game 6**
- 8 **NBA Finals Game 5**
- 9 **60 Minutes**
- 10 **Cheers**

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

Michael Jackson's new eight-minute music-film "Jam" — which features **Chicago Bulls** star **Michael Jordan** — world premieres on **Fox** (Friday, 6/19, 9:30pm). **Heavy D** and **Kris Kross** also appear in the film.

Friday, 6/19

- **Joe Diffie** and **Collin Raye** perform live from South Carolina's Myrtle Beach Speedway in the first of four hourlong "Drivin' Country" concert specials (TNN, 7pm EDT/4pm PDT).
- **Sir Mix-A-Lot**, "The Arsenio Hall Show" (syndicated; check local listings).
- **Richard Marx**, "The Tonight Show Starring Jay Leno" (NBC, 11:35pm).
- **Rush, Jullian Lennon**, and **Tori Amos** perform on the first anniversary edition of "ABC In Concert" (midnight).
- **Roger Daltrey**, "Late Night With David Letterman" (NBC, 12:35am, Saturday).

Monday, 6/22

- **Wayne Newton**, "Arsenio Hall."
- **Roger Daltrey** and the **Chieftains**, "The Dennis Miller Show" (syndicated; check local listings).

Tuesday, 6/23

- **Clint Black**, "Arsenio Hall."
- **Beautiful South**, "Dennis Miller."
- **Marilyn Horne**, "Jay Leno."
- **Majek Fashek**, "David Letterman" (12:35am, Wednesday).

Wednesday, 6/24

- Jazz bassist **Eddie Gomez** and New Age composer/keyboardist **Bill Douglas** perform on "Richard Stoltzman And Friends" (PBS; check local listings).
- **Al Jarreau**, "Arsenio Hall."
- **Henry Rollins** reads poetry on "Dennis Miller."
- **Black Sheep**, "Jay Leno."
- **The Jesus & Mary Chain**, "David Letterman" (12:35am, Thursday).

Thursday, 6/25

- **Ottmar Liebert**, "Jay Leno."
- **Warren Zevon**, "David Letterman" (12:35am, Friday).

'ZINE SCENE

Atlantic's Goldberg Vs. P.J. O'Rourke!

Apparently, being **Atlantic** Sr. VP and **ACLU** Foundation Chair isn't enough for **Danny Goldberg**. This week he dons yet a third cap in the *Nation*, where he critiques frequent *Rolling Stone* contributor **P.J. O'Rourke's** last two best-selling books.

Calling the trendy neo-conservative writer "as hip as [ultra-conservative North Carolina Senator] **Jesse Helms**," Goldberg ascribes O'Rourke's success partly to "the fact that few political thinkers on the left bother to speak the language of popular culture, or speak to the distinctive set of cultural and political dramas that baby-boomers have experienced."

Country Corral

- Overnight sensation **Billy Ray Cyrus** tells *People* his wife of five years, **Cindy**, divorced him just last October — because of money. "She told me, 'Billy, you might never make it, and I can't keep on going like this.'"
- Referring to his debut release, **Dr. Cleve Francis**, country's singing cardiologist, admits, "This album is a little clinical." But **Mary Francis**, his mother, says, "It's not as if he doesn't know anything. If something goes wrong, he can always go back to medicine" (*People*).
- *Esquire* dresses up six country boys in fall jackets: **Randy Travis**, **Hal Ketchum**, **Ricky Van Shelton**, **Travis Tritt**, **Clint Black**, and **Kevin Welch**.

Heavy Metal Kids

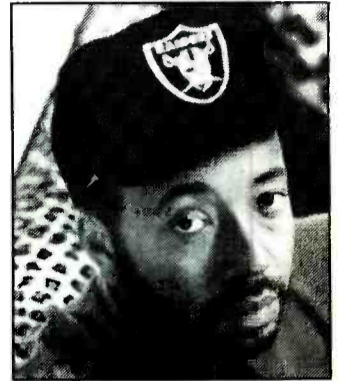
- **Kiss** masterbassist **Gene Simmons** says: "When I was a kid, 30 seemed ancient. But in this business you can be a kid forever, as long as you fight to hold onto the lifestyle. And if that means wearing black nail polish, then that's what it is" (*Us*).
- "AIDS is an issue for me. It kinda cramps my style" — **Guns N' Roses** axemeister **Slash** (*Us*).

Lightweight Contenders

- Thanks to **Ultra Slim Fast**, **Meat Loaf** is 84 lbs. lighter and \$1 million richer. He's down to 216 lbs. — having contracted to receive



MUSICAL EDUCATION — "You start off thinking all you have to do is write great songs, perform really well, and do well in the recording studio. That is maybe 20% of the job. The rest of it is being a brilliant politician, an actor, a hypocrite, a liar, and a shrewd businessperson" — **Sass Jordan** (Canadian Musician).



RUSH GROOVE — "A big difference between my company and a lot of other black entertainment companies is I don't sell black culture to black people. I sell black culture to people who are consumers of black culture . . . We market our product to everyone who will buy it," says **Rush Communications** Founder/Def Jam co-owner **Russell Simmons**, who's profiled at length in the *July Vanity Fair* and — perhaps not coincidentally — the *New York Times Business* section (6/14).

\$175,000 for every 14 lbs. he lost using the formula (*Globe*).

• Newly slim vocalist **Luther Vandross** paid to redo **KK&T** (**The Beat**)/L.A.'s billboards to reflect his new image (*Globe*).

Jackson Didaction

Us runs two excerpts from **Michael Jackson's** book, "Dancing The Dream" (due from **Doubleday** in July): a prose meditation on innocence and a poem entitled "Ryan White."

Cher The Spotlight

Actor **Ray Liotta** ("Goodfellas") says that one dinner with **Cher** has generated more PR than all of his movies ever did. "More people have come up to me in the bank because of this Cher thing. It's unbelievable. I guess I'm finally feeling like I'm making it" (*Star*).

Willie & The Stooges

Entertainment Weekly asked four top saxmen to critique **Bill Clinton's** recent showcase of his saxophone stylings on the "Arsenio Hall Show." **David Sanborn** noted, "He seems to draw from a lot of influences, including **Sonny Rollins** and **Curly of the Three Stooges**" (*Us*).

Little Triggers

• "I have this scathing little bird that sits on my shoulder and just goes, 'Hey, you're a heap of shit.' It's like facing the most loathsome sides of one's nature." — **Annie Lennox** (*Esquire*).

• The seal **Casey Kasem** hired to perform at his daughter's birthday party peed in the pool (*Globe*).

Each week **R&R** sneaks a peek through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. **R&R** has not verified any of these reports.

MUSIC & MOVIES

CURRENT

- **LETHAL WEAPON 3 (Reprise)**
Single: It's Probably Me/**Sting** w/**Eric Clapton** (A&M)
Other Featured Artists: **Elton John**, **David Sanborn**, **Michael Kamen**
- **ENCINO MAN (Hollywood)**
Single: You're Invited But Your Friend Can't Come/**Vince Neil**
Other Featured Artists: **Jesus & Mary Chain**, **Cheap Trick**
- **CLASS ACT (Giant/Reprise)**
Singles: Full Term Love/**Monie Love**
A Class Act I/B **Angie B**
Other Featured Artists: **Kid 'N Play**, **Jade**, **Lord Finesse**
- **DEEP COVER (Solar/Epic)**
Single: Mr. Loverman/**Shabba Ranks**
Other Featured Artists: **Po' Broke & Lonely**, **Calloway**, **Jewell**
- **STRAIGHT TALK (Hollywood)**
Single: Light Of A Clear Blue Morning/**Dolly Parton**

COMING

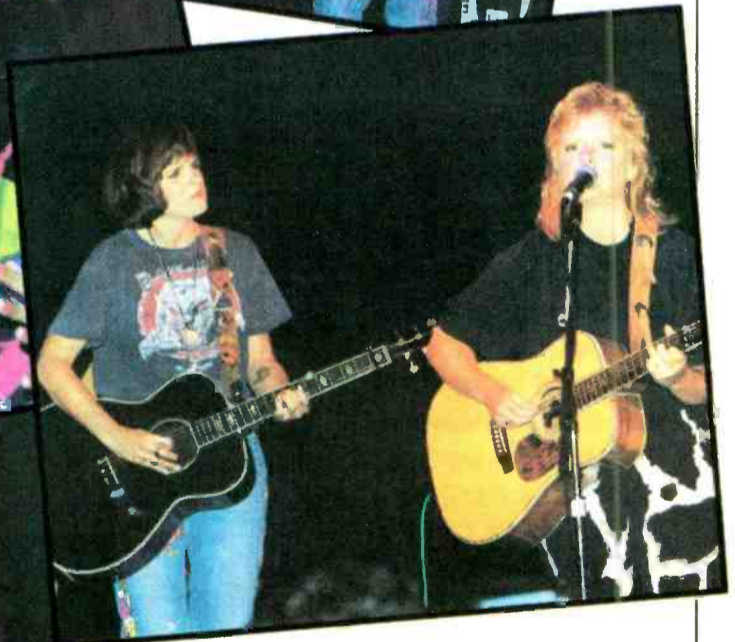
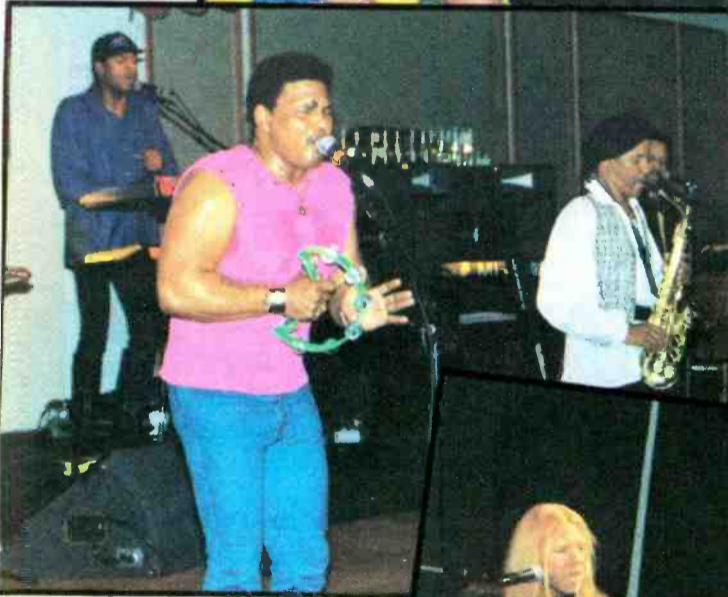
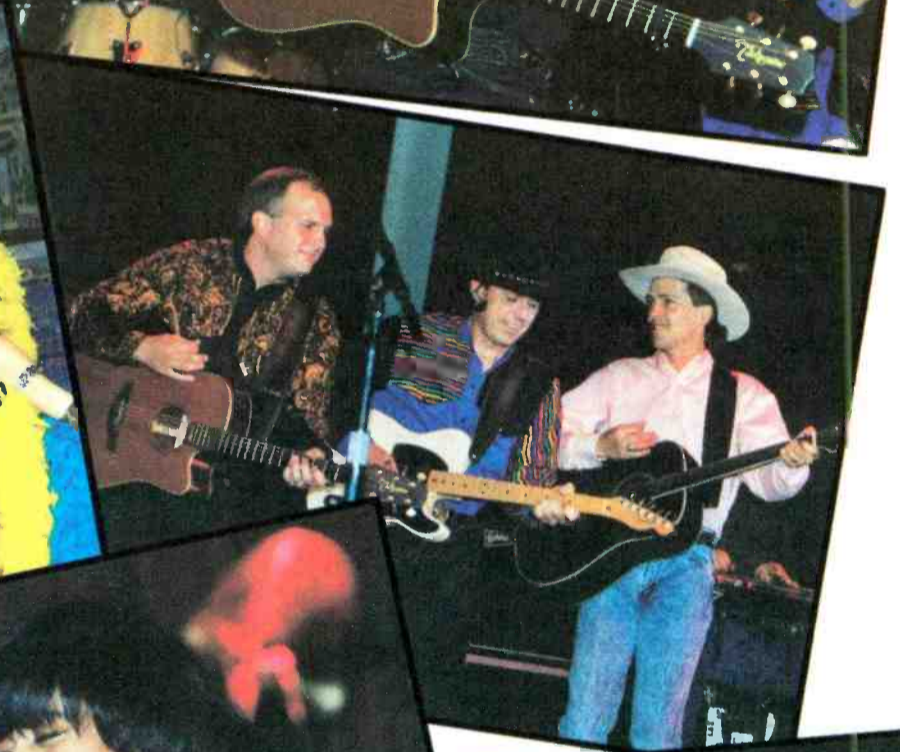
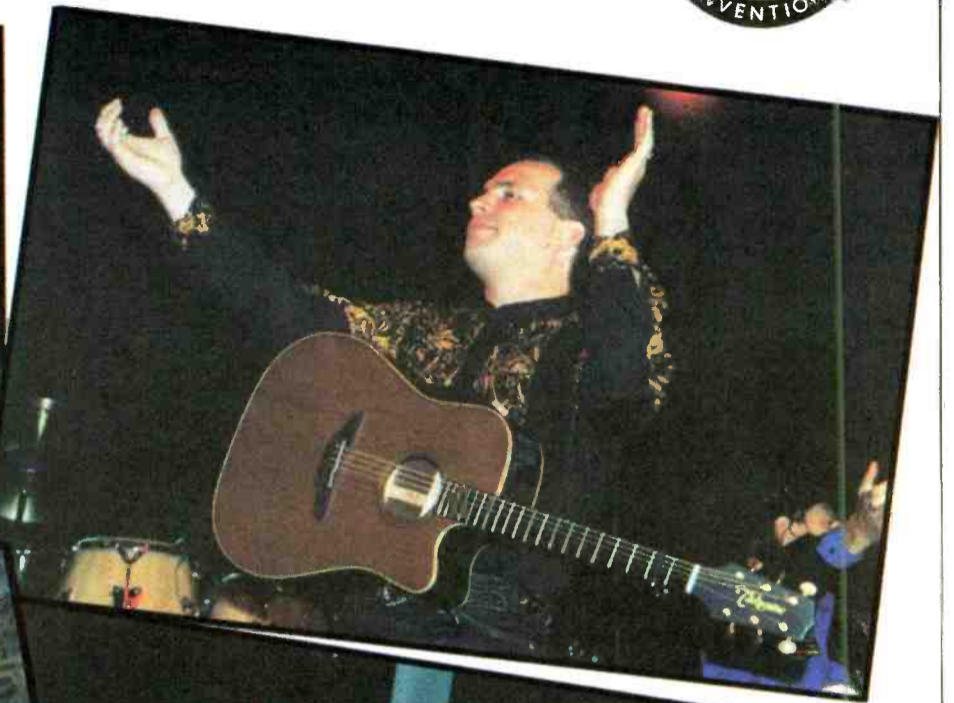
- **MO' MONEY**
Single: The Best Things In Life Are Free/**Luther Vandross** & **Janet Jackson** (Perspective/A&M)



Pictorial Peaks: This page, clockwise from top left: keynoter Gen. Norman Schwarzkopf; the "Radio On Radio" panel (l-r, Rep. Tom McMillen, Rich Balsbaugh, Garry Wall, Jeff Pollack, Mel Karmazin, Larry King); the Welcoming Cocktail Party scene; the Sony Tech Fair featuring Sony's new Mini Disc digital record/playback system; the "Sexual Harassment" panel (l-r, Jason Shrinsky, Sallie Forman, Mary Catherine Sneed, Jay Waks); keynoter Roger Blackwell.

Adjoining page, musical moments to remember from ZZ Top, Garth Brooks, the Neville Bros., Shanice, the Indigo Girls, the Allman Bros. Band, Lorenzo, and Jabulani.

HIGHLIGHTS





Convention '92 . . . Best Ever

R&R's Convention '92 concluded last Saturday on a note of inspiration sparked by a national hero, an optimistic industry outlook, exceptional musical performances during the Superstar Show, and the meeting's usual good cheer for its 3000 participants.

Some of the convention's memorable moments included Gen. Norman Schwarzkopf's 75-minute talk about radio, leadership, and the effects of war; Garth Brooks's remarkable acoustic set following the temporary loss of his drummer; ZZ Top's rousing visual/musical presentation; topical panels dealing with sexual harassment and the future of the radio industry; and a series of T.J. Martell fundraisers, which netted \$100,000 at the convention itself and a record \$400,000 for all its events of the week.

Superstar Show Spectacular

In the tradition of Convention concert finales, this year's Saturday Superstar Show *smoked*. Garth Brooks, performing without his drummer — whose wife gave birth prematurely to a boy on the eve of the concert — fashioned an im-

Industry figures on the 'Radio On Radio' panel predicted a strong recovery — if those who are passionate about the business are allowed further access to ownership.

promptu semi-acoustic show that showed off his pop and rock roots. Solo and semi-solo covers of Bob Seger's "Night Moves," Don McLean's "Vincent," and Simon & Garfunkel's "Mrs. Robinson" alternated with band versions of Brooks hits "The River," "The Dance," and "The Thunder Rolls," plus a brand-new song. A rollicking encore of "Friends In



Pictured at top, the "Owning & Leasing Radio" panel. Second row (l-r): "Sexual Harassment" panelist Mary Catherine Sneed; the Box's Tamara Walters and Les Garland. Third row, beneath the Martell Silent Auction display, the "Talk In A Music Format" panel. Fourth row: Giant execs Irving Azoff, Charlie Minor, and Cassandra Mills with new act Jabulani. Below, part of the Westwood One crew.

Low Places" earned Brooks his second standing ovation from the largely non-Country audience.

ZZ Top not only had the crowd standing, but boogieing full-tilt by the end of their performance. Utilizing moving ramps, fur guitars, lavish backdrops, and a bevy of dancers on tunes such as "Legs" and the visually spectacular "Viva Las Vegas," the trio also reached back to their blues roots for several early tracks. An encore featuring their best-known staples —

We feel the FCC has come up with a reasonable proposal, but the industry could live with the NAB's concept. It's important for the public to have people who want to run radio stations own them.
— Mel Karmazin

"Tush," "La Grange," "Tubesnake Boogie" — provoked outbursts of dancing and headbanging throughout the audience, and led to a supercharged transformation of the "Beverly Hillbillies Theme," which concluded the concert on a suitably surreal rocking note.

Radio On Radio

Despite uncertainty over the prevailing economic and regulatory climate, industry figures on the "Radio On Radio" panel predicted a strong recovery — if those who are passionate about the business are allowed further access to ownership.

"What we would like is the opportunity to acquire more stations than we are now allowed," said Infinity Broadcasting Chairman Mel Karmazin. "We feel the FCC has come up with a reasonable [30-30] proposal, but the industry could live with the NAB's [more limiting] concept. It's im-



66

There are so many operators in our markets who are not radio people . . . It would be nice to flush them out, have a couple of more facilities in a market, and be able to run them well.

— Rich Balsbaugh

”

portant for the public to have people who want to run radio stations own them.”

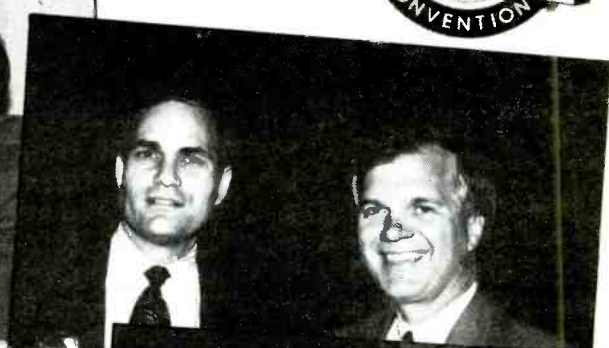
Fellow panelist Congressman Tom McMillen (D-MD) remarked: “If you don’t have good economics, diversity doesn’t matter anyway. [However], if we unshackle the rules, we could end up with an oligopoly. We have 50 investors now who have 50% of the radio business. As a public policymaker, I have to have some concern about that.”

Pyramid Broadcasting CEO Rich Balsbaugh noted, “The duopoly opportunity for a group owner like myself would be important. There are so many operators in our markets who are not radio people . . . they don’t know how to sell right or they sell at low rates. It would be nice to flush them out, have a couple of more facilities in a market, and be able to run them well.”

Karmazin denied that outside forces are creating economic misfortune in the radio industry. “However, we do have a lot of people in our business who don’t know how to market radio properly. If any station is fortunate enough to be successful with teens, that station should find salespeople who can learn how to sell teens. We’ve had too many examples of stations that have changed their format because the sales department was unable to sell it. MTV is doing about \$300 million a year with very low ratings selling to a 12-24 demographic.”

Sexual Healing

At Saturday afternoon’s “Sexual Harassment In



At top (l-r): Gold panelists Joe McCoy and Mike Phillips; Miller Kaplan Arase’s George Nadel Rivin and KROQ/L.A. GM Trip Reeb. Second row left, the “UC: 25-54 Format?” panel; right, WB AC staffers Dino Barbis, Jennifer Grossberndt, and Steve Zap. Third row left, the “Interactive Phones” panel; right, veteran promotion man Moe Preskell and his wife, Sophie, flank Mary and Steve Resnik. Below left, the “AOR View From The Top” panel; right (l-r), Hot97/NY’s Joel Salkowitz, MCA’s Bruce Tenenbaum, NPGC/DC’s Jay Stevens, and MCA’s Mark Gorlick.

The Industry” session, AWRT President-Elect Sallie Forman pointed out that 88% of women have experienced some form of sexual harassment. With that in mind, AWRT and Cap Cities/ABC decided to join forces and initiate a “Stop Sexual Harassment” campaign that includes a radio PSA that will be available soon.

Summit Communications Group VP/Operations Mary Catherine Sneed revealed that she was a victim of sexual harassment in the late ’70s by a PD who attempted to take advantage

of her in her hotel room at an industry function.

Consultant Donna Halper

66

PDs should be here because they’re in the position to help, to nurture more females in jobs — not just as tokens. Management sets the tone — the fish rots from the head.

— Mary Catherine Sneed

”

said she, too, was nearly sexually assaulted by a radio executive “who is still in the business today” during a job interview.

Kaye Scholer attorney Jay Waks described 1992 as “perhaps the most significant year in the development of employee rights,” citing new laws involving civil rights and disabilities. He said an upcoming EOC study to identify industries where harassment frequently occurs will include a look at the entertainment industry in general.

“Those PDs should be here because they’re in the

position to help, to nurture more females in jobs — not just as tokens,” Sneed said. “Management sets the tone — the fish rots from the head.”

Changing Lifestyles

In a Saturday morning keynote address, noted marketing strategist Dr. Roger Blackwell said the business of radio is “ratings and retailing, [but mainly] selling profitability”; and that broadcasters need to research the changing lifestyles of their listeners.

Continued on Page 23

QUEEN

“WE ARE THE CHAMPIONS”



EXPLODING AT



- * #6 REQUESTS OVERALL**
- * #3 REQUESTS WITH ADULTS**
- * #1 REQUESTS WITH MALES**

“Here we go again! Just like ‘Bohemian Rhapsody,’ ‘We Will Rock You/We Are The Champions’ is tops on the phones – #1. Don’t wait, or hesitate! It works!” FRANKIE BLUE, APD/MD Z100/NY

From the platinum album, Classic Queen

HR-61311-2/4

“Concert For Life...A Tribute to Freddie Mercury,”

was seen by **8 million** viewers .



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CONVENTION HIGHLIGHTS



In the top row at left, artist manager Paul Ahern, WSTR/Atlanta GM Clarke Brown, and Giant's Charlie Minor; center, Strategic Research's Kurt Hanson extending survival tips for an Arbitron world; right, WWI's Norm Pattiz, Reprise's Gary Briggs, artist Jude Cole, Van Halen manager Ed Leffler, R&R Publisher Bob Wilson, and PLG's John Barbis. Second row left, MCA's Louil Silas and Richard Palmese flank new artist Chante Moore; center, PLG's Rick Dobbis and Black Music staffers hang with Lorenzo; right, PLG's Susan Clary and Dennis Fine share a tender moment. Below (l-r), KKBT's Mike Stradford; Columbia's Jerry Blair and Burt Baumgartner, Sophie B. Hawkins, Z100/NY's Steve Kingston, new KKLQ/S.D. PD Tracy Johnson, and AIR's Alan Smith; Alan Burns during his format strength session; WCKZ/Charlotte's Lisa Tonacci; Steve Lake (l), Ben Scotti and Myron Roth (r) flank industry notables at the Scotti Bros. suite; Capitol's Joe Smith chats with WWI's Jerry Sharell.

Continued from Page 21

"Understanding how people change [can help] predict what they will buy," Blackwell pointed out. "Winning in this decade of compression means having a competitive superiority. It also means that strategic battles are won in the details . . . that's why Wal-Mart is kicking the pants off of Sears."

Blackwell noted that psychographics, not demographics will be the important goal this decade. Psychographics can be defined as activities, interests, and opinions.

Job Fallout

Job opportunities in radio will drop as LMAs take hold and new FCC regulations permit a greater concentra-

I wouldn't be surprised to see overall employment in the industry fall by 10% to 15%. Primarily we're seeing reductions in the sales and programming areas.

— George Nadel Rivin

tion of ownership in the industry, according to panelists at Friday morning's "Owning and Leasing Radio Stations in the Deregulated '90s" session.

CPA George Nadel Rivin of Miller Kaplan & Arase said his industrywide salary surveys are already picking up a downturn in radio employment in markets where LMAs have proliferated. He expects the trend will pick up speed after August 1, when new FCC ownership rules take effect.

"I wouldn't be surprised to see overall employment

in the industry fall by 10% to 15%," said Rivin. "Primarily we're seeing reductions in the sales and programming areas. Administrative positions already had been pretty tight."

Love Talk

At a crowded "How To Successfully Work Talk Into A Music Format" session, Mediavision President Bill McMahon theorized that the phenomenal success of KROQ/Los Angeles's 'Loveline' show results from the passion generated by its hosts and callers: "It's extremely

open — no holds barred. It's a perfect world . . . you can do what you damn well please on this show and be totally anonymous and really intimate . . . you allow real people with real things to say to get on the radio."

"Loveline" co-host Dr. Drew Pinsky stressed the human element as well, saying, "You can't get tired of hearing people having a human experience — that's the key."

KROQ's Jim "Poorman" Trenton remarked that his show might have initially

Continued on Page 24



At top left, RCA President Joe Galante and staffers toast artists Stacy Earl, Tyler Collins, Mitch Malloy, and Vinnie James; right, KTZN/Tucson's Bobby Rich, WCXI/Detroit's Katy O'Neill, and Unistar's Ed Salamon. Second row right, A&M execs crowd in with the Neville Bros. Third row left, Morgan Creek staffers congratulate Mary's Danish; at right, industry notables persecute Joel Denver. Bottom row left, the "Hot AC" panel lineup; center, Epic execs Harvey Leeds, Ron Cerrito, Patricia Bock, and Shadow Steele; right, Great American's Dave Crowl.

Continued from Page 23

been viewed as a risky proposition, but said, "Chance-taking means great radio. Sometimes you lose, but you've got to take that chance!"

Attack & Defense

Friday morning's Country "Attack & Defense In The '90s" panel offered up battle plans for the attack of or defense against Country's rapid fragmentation.

During the discussion of how a fragmented station might attack a market's heritage leader, McVay Media Sr. VP Charlie Cook

and Rusty Walker & Associates VP/Consulting Services Bob Glasco maintained that the fragmented station must first have a strong playlist in place.

Alliance Broadcasting Sr. VP Rick Torcasso debated issues such as the importance of the music and positioning phrases like "Young Country" to the success of fragmented formats. Torcasso countered that many stations place too much emphasis on the music when what matters is inducing interest on behalf of the audience. "If you have a strong radio station and

“AC has some real [fragmentation] problems. I'm encouraging the No. 3 and 4 AC stations [in the markets] to get the hell out of the format so we can build our numbers.

— Mike McVay

your values are all on music or contests, you'd better start looking for some other elements ... because if

somebody does come into the marketplace and tries to fragment using a 'Young Country,' you're vulnerable.”

Cook responded, "Give me a station that owns the music image, the morning show image, and the contest image, and I'll take it. And I'll be really happy with it."

"You give me that same station," replied Torcasso, "and I'll beat it."

AC Fragmentation

At Saturday's AC panel, consultant Mike McVay

commented, "AC has some real [fragmentation] problems. I'm encouraging the No. 3 and 4 AC stations [in the markets] to get the hell out of the format so we can build our numbers."

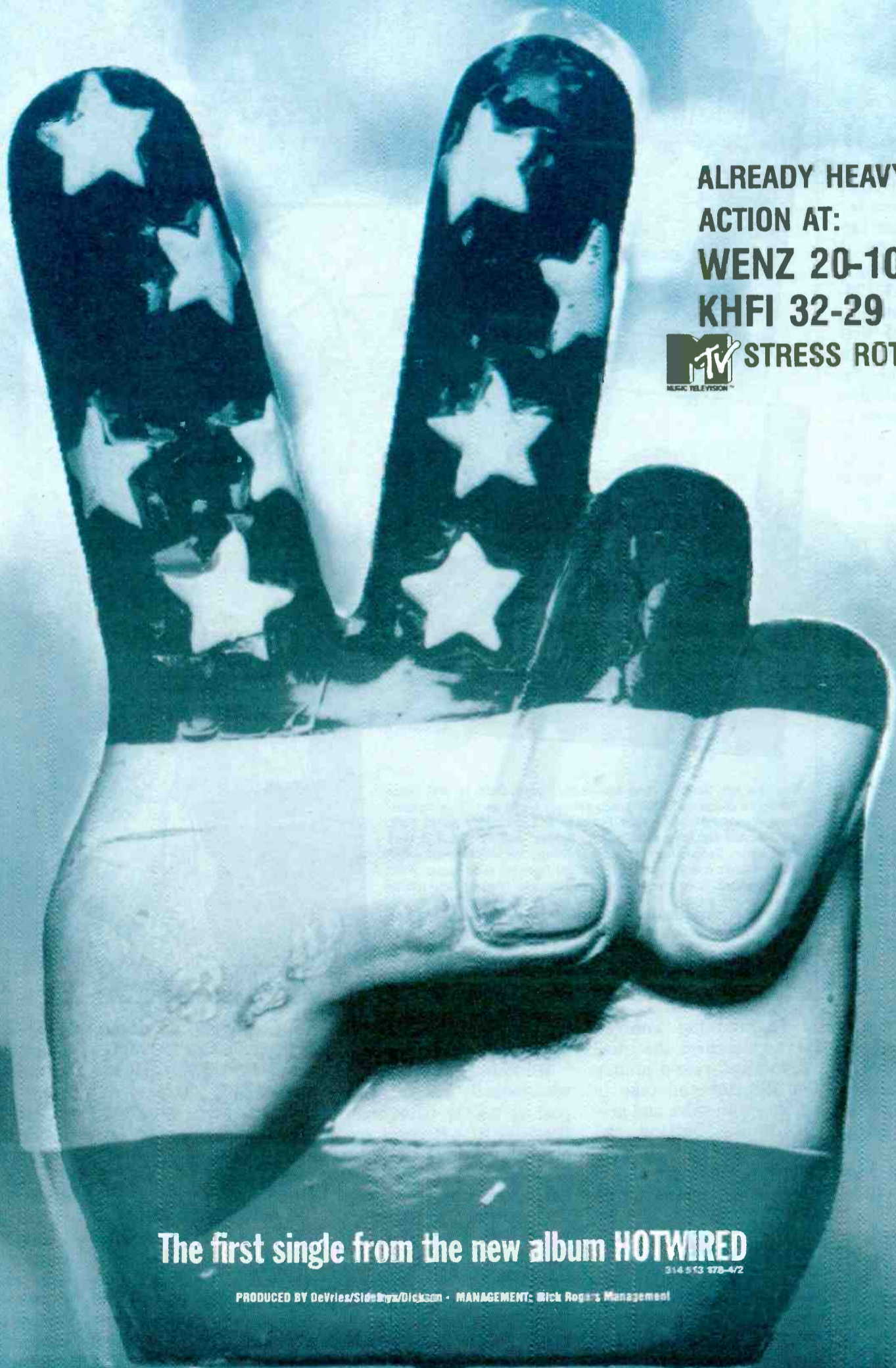
The issue of record service for unconventional AC stations was raised when WMTX/Tampa PD Mason Dixon complained, "We need to be recognized for what we are and what we're accomplishing, and we need the support."

KTZN/Tucson VP/Operations Bobby Rich agreed, disclosing that "as a non-re-

Continued on Page 26

THE SOUP DRAGONS

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ALREADY HEAVY
ACTION AT:
WENZ 20-10 HOT
KHFI 32-29



STRESS ROTATION!

The first single from the new album **HOTWIRED**

314 513 170-4/2

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Continued from Page 24

porter, we get our new music through record store trade or Hitdisc. But record companies are getting a lot smarter about that."

KHMX/Houston PD Guy Zapoleon concurred, adding, "We have to get record companies to understand that we sell a lot of records!"

New Rock Debuts

As R&R's first New Rock panel convened, XETRA/San Diego PD Kevin Stapleford predicted a bright future, saying the format "has a sincere respect for the music, unlike other formats . . . if done right, it could work in any market."

But while WXRT/Chicago VP/Programming Norm Winer agreed that "there's never been a more receptive climate for the music," he had doubts about the future success of the format. "Modern music stations can't pop up all over the country . . . there really aren't enough programmers with ears."

Stapleford noted the growing success of New Rock music at CHR, warning existing New Rockers to aggressively market those acts as being their own. "If you let another station take away your core bands, you're making a big mistake."

AOR Goes To Market

Thursday's AOR Marketing Panel focused on practical matters. KLOL/Houston's Doug Harris and KSHE/St. Louis's Abigail Polley, two of the format's preeminent promotion directors, employed video presentations and written checklists to underscore their points. Both used successful promotional ideas at their stations (KSHE's omnipresent "Sweetmeat" mascot; KLOL's Rock & Roll Auction) as springboards to discuss key details of constructing successful, attention-getting promotions.

Polley stressed various aspects of licensing in describing how KSHE's "schuff" is carried in 75 St. Louis locations, also emphasizing the need to stay in close touch with retail regarding station merchandise and the necessity



Top row left, Geffen's Peter Napoliello, Craig Coburn (l), and Susan Naramore (r) surround KIIS/L.A.'s Michael Martin and Olivia Newton-John; center, Alliance's Rick Torcasso at the Country panel; right, KKBT/L.A.'s Liz Kiley, Giant's John Brodey, and KOST/L.A.'s Mark Wallengren. Second row, members of Troop pose with Michael Jordan at the Atlantic sportin' life suite; right, the Premiere suite gyroscope is demonstrated. Third row left, PG Jazz's Jennifer Phelps (l) and Rachel Lewis (r) help artist Art Porter illustrate his "In The Pocket" LP; at right, Mr. & Miss USA Pt. I: Interscope's Billy Brill and Big Beat artist Kiki. Bottom row left, Mr. & Miss USA Pt. II: KLSX/L.A.'s Frazer Smith and Shannon Marketic; at right, Mr. Universe: R&R's Dan O'Day hosting his Air Personalities panel.

of maintaining control. Harris described the ideal "proactive" role a promotion director can take in dealing with sales and programming, setting the agenda of major promotions and the limits of permissible associated activities.

Female Fray

At Thursday's CHR session, Columbia Records Sr. VP/Promotion Burt Baumgartner opened floodgates by asking, "Everyone's trying to target 18-34 women —

does anybody know an 18-34-year-old woman PD?"

Michele Santusosso, who recently left her MD post at KKLQ (Q106)/San Diego for RCA Records, explained she abandoned radio for that reason. "Radio has a long way to go with women. The record industry is light-years ahead of radio."

KPWR (Power 106)/Los Angeles PD Rick Cummings offered one explanation: "As long as the people who make decisions are out of the demo, they're not going to entrust their proper-

ties to women, minorities, or people under 25." (During the next day's CHR session, WCKZ/Charlotte PD Lisa Tonacci introduced herself by saying, "It's nice to be [a PD who's] in the demo.")

Radio Roundup

Summaries from other sessions:

• Dan O'Day's "Air Personalities" panel took an unexpectedly serious twist when WEGX/Philadelphia's recent FCC fine was brought up. In discussing the \$5000 penalty (assessed

after a victim of a John Lander prank phone call complained to the Commission), O'Day stressed, "There is no legal way to do a joke phone call in the United States."

• The first of two Urban sessions addressed two key concerns: "Will UC become — and succeed as — a 25-54 format and how will its musical makeup be affected? Bottom-line consensus was echoed by RCA National Director Operations/Urban Jimmy Smith, who pointed to aging baby boomers and the fact that "blacks are

CONVENTION HIGHLIGHTS

RADIO & RECORDS
1992
CONVENTION

changing like everyone else. A radio station is just like a store — the main [concern] is the customer [listener]. And if you don't serve customers' changing needs, you'll lose them."

• KRTH/Los Angeles PD Mike Phillips and Joe McCoy, PD of WCBS/New York agreed that "Oldies" was the preferred marketing designation over Gold. "Our research has shown that listeners perceive 'Gold' as a million-seller," McCoy said.

Phillips said he is injecting what he calls "Oh Wow" records into the format, designed to perk listener interest in a record that is rarely played. One example: The Dells' "Oh What A Night."

66

If your goal is to become somebody's favorite station, you've got to change dramatically. The subtle stuff doesn't work.

— Kurt Hanson

99

• The latest trends in NAC/CJ programming were explored in a Thursday afternoon session that boasted visitors Pat Metheny, Carl Anderson, Art Porter, and members of Swing Out Sister.

KTWV/Los Angeles PD Chris Brodie told the overflow crowd that "jazz is an American institution that ranks very high in terms of image and idealism regardless of musical taste." She labeled NAC "new music for adults."

Verve/PolyGram's Jennifer Phelps bemoaned the situation in which "every market is doing something different" regarding NAC music. She added that this makes it more difficult to break a record simultaneously on a national basis.

• Sales consultant Irwin Pollack led a fast-paced Friday morning session that detailed 29 steps to make a station's sales team more accountable.

Pollack stressed goal-setting as a way to "attain higher sales figures and higher standards." He em-

phasized that spec spots and written proposals are absolutely necessary to increase dollars.

• Alan Burns and Associates President Alan Burns presented the results of interviews with more than 1000 radio consumers nationwide. Among the findings, Adult CHR and Hard Rock are the fastest growing formats among partisans; "Alternative pop" is the most popular music style among 25-34 listeners; rap music has the largest number of passionate fans and the largest number of extreme negatives.

• Benchmark Company President Rob Balon offered some straight talk about radio "talk" and the listener's perception of it during Saturday morning's "What Goes On Between Records" panel.

Using listener interviews for illustration, Balon explained that there are many different perceptions of on-air talk, the most common of which being that talk equals commercials. He went on to explain that today's listener doesn't believe the "less talk, more music" claims many stations are making, and urged

stations to research exactly what the perception of talk is among listeners in their markets.

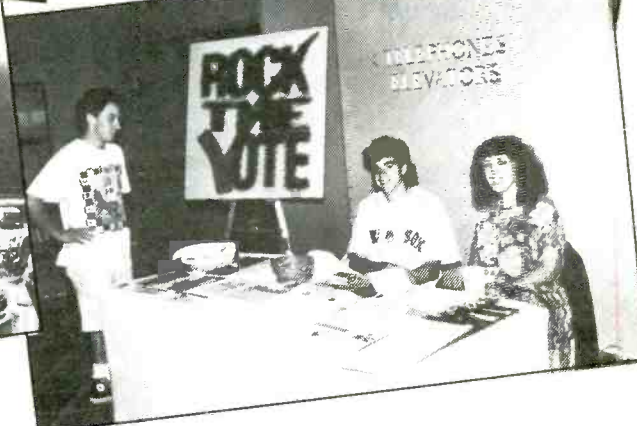
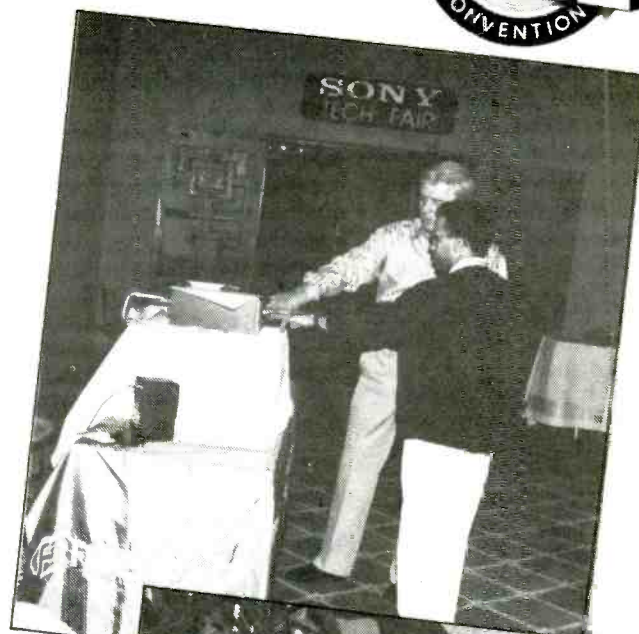
• In "How To Survive In An Arbitron World," Strategic Radio's Kurt Hanson said that converting an occasional listener into a station partisan requires much more than minor formatic adjustments. "If your goal is to become somebody's favorite station, you've got to change dramatically. The subtle stuff doesn't work."

Hanson said repositioning, improving the morning show, playing the right song

titles, and creativity and knowledge are key ingredients toward more loyal listeners.

• Sales consultant Chris Beck asked, "Are we [the radio industry] held hostage by music stores?" during his Friday session dealing with music marketing in the '90s.

Beck cited statistics that showed "65% of all consumer purchases are made on an impulse basis." He declared that a national database is needed to track consumer purchases and provide more research on singles and albums.



At top left, conventioners visit the Tapscan display; at right, checking out the Fidelipac table. Middle row (l-r): Irwin Pollack at his "29 Steps" sales session; KTWV/L.A.'s Chris Brodie at the NAC/CJ panel; Chris Beck at his "Marketing Music" session; Art Vuolo's radio-on-video display. Below, the Z90 Unicorn supervan and the Rock The Vote table.

Schwarzkopf

Continued from Page 1

get that without their employees, they would have nothing. On the other hand, leaders lead people, and character — not competence — plays a major role in the leaders' effectiveness. And that character ultimately comes through in times of crisis.

"If given the choice between a highly competent person of little character and a semi-competent person of great character, I'll choose character any time," Schwarzkopf said.

The speech was capped with a series of eight leadership guidelines, the most significant of which are known in military parlance as Rule 13 ["When placed in command, take charge"] and Rule 14 ["Do what's right"].

Questions & Answers

The general then fielded a half-dozen questions from the audience. He thanked WROU/Dayton owner Ronita Hawes-Saunders, who praised him for his leadership and character; said he has no plans to run for office; said there was no attempt to remove Saddam Hussein during the Gulf action because "he means nothing to the Arab world now"; claimed the military had to limit some press coverage of the war for "strategic reasons"; was sorry that some American soldiers died at the hands of friendly fire ["I don't like the term friendly fire because no fire is friendly"]; and told an air personality who asked for a message to his San Diego-based military audience, "Tell them I love them . . . and that I want peace."

Use It Or Abuse It

Response to the keynote speech was extremely positive.

• **KNIX/Phoenix** VP/GM Michael Owens: "Schwarzkopf was bigger than life — awe-inspiring. His comments on the importance of leadership, doing what's right, and taking care of his men directly applied to the staff at the radio station. The main thing I got from his speech was the importance and responsibility of leadership and how you can use it or abuse it. I came away ready to come back to Phoenix and fight some radio wars. I could listen to him speak all day."

• **WRQK/Canton PD** Dave Nicholas: "He was a very motivating speaker. I hope that some of the less-scrupled individuals in our industry will take heed of what he had to say about character."

• **Bill McMahon**, President, Mediavision, Ltd.: "I believe General Schwarzkopf demonstrated the impact of a powerful, authentic personality. I hope his performance, and its positive — almost spiritual — effect on the audience, will motivate management and PDs to rediscover the importance of real personalities to the longterm success of radio."

• **KRAB/Bakersfield, CA PD** Chris Squires: "Schwarzkopf surprised me. I expected him to be more military and less human. He seems like a nice, regular guy."

• **Vallie Consulting** President Dan Vallie: "The General was inspiring, motivational, and entertaining . . . which is everything a great radio station should be."

Montreux

Continued from Page 3

American model," NAB Radio Montreux Executive Director Michel Ferla assured his fellow Europeans.

Convention Co-Chairman Daniel Kramer, Director of Engineering for Swiss Broadcasting Corp., said European interest in an NAB event appeared to stem from the rapid changes taking place in their radio marketplace. "That may have been the reason more and more European radio representatives attended the NAB radio shows in the U.S. over the past [few] years," Kramer suggested.

U.S. Co-Chairman Lowry Mays, President/CEO of Clear Channel Communications, declared that NAB Radio Montreux proved "the perfect event at which to share ideas and make new connections."

Radio clearly united delegates from 38 countries as they sought new ideas and shared experiences. Even so, there were still examples

Duggan

Continued from Page 3

authority to grant waivers of the U.S. ownership restrictions to investors to the same extent that their countries allowed U.S. citizens to hold broadcast licenses. However, the FCC has never invited waiver requests (which would greatly ease negotiations for any transaction involving foreign ownership) and none has been submitted.

Despite Obuchowski's urgings, foreign ownership caps have remained on the back burner at the FCC and on Capitol Hill. But Duggan predicted that is about to change. "I think that (lifting foreign ownership limits) will become, in the foreseeable future, an increasing embarrassment to the U.S., and will be increasingly under domestic political attack," Duggan told the international gathering.

The Commissioner indicated that relaxation of foreign ownership restrictions will be difficult to sell on Capitol Hill, noting that the Commerce Committee chairmen in both the House and Senate, Rep. John Dingell (D-MI) and Sen. Ernest Hollings (D-SC), "are proud to be protectionist." But even so, Duggan said change is "inevitable — I think the law of gravity is at work against our foreign ownership restrictions."

Many other countries, including Britain and France, limit foreign broadcast ownership much as the U.S. does, typically to 20-25%. Others, such as Germany, have no such formal restrictions but effectively bar foreign ownership by issuing licenses only to their own citizens (although one German state recently shocked applicants by awarding a license in the former East Germany to a non-German firm).

But many developing countries, including many of the new democracies of the former Eastern Bloc, actually encourage foreign investment. Some require inclusion of a domestic partner, often with 51% voting control, but a few allow 100% foreign ownership.

of different mindsets on each side of the Atlantic.

Some French attendees took offense at efforts to conduct all sessions, to the extent possible, in English, despite the fact that the convention was taking place in a French-speaking section of Switzerland. They had organizers scrambling to produce additional translators when speakers insisted on delivering their addresses in French.

European Broadcasting Union Chief Counsel Werner Rumphorst became upset when FCC Commissioner Ervin Duggan referred to Western Europe's so-called public service broadcasters (such as the BBC and Radio France) as "government" broadcasters. Duggan had suggested that it would be "terribly dangerous" for Eastern Europe's emerging democracies to follow the Western European model because it "could become an excuse for simply perpetuating the old forms of state control."

"This is a total misconception," Rumphorst retorted, insisting that the public service broadcasters (EBU's members) are public corporations independent of the state. "They are controlled by the public and they are there to serve the interests of the public."

Learn From U.S. Mistakes

Although private radio in Europe is certain to develop differently from that in the U.S., some delegates suggested that the most important thing Europeans could glean from Americans is to learn from our mistakes.

In a session on promotion, Europeans were warned not to let the practice get out of control. "Unfortunately, in the U.S. it's gotten to the point where everyone wants a promotion, no matter how small their advertising buy," said American Comedy Network President Maggie Dugan.

Similar warnings of "don't fall into our trap" were heard in an advertising session from U.S. attendees concerned about undue concentration on cost-per-point spot buys. Conversely, RAB President Gary Fries was horrified at the prospect of a European sales practice jumping the Atlantic. He told R&R that U.S. radio stations could experience downward pressure on rates if so-called "buying services" institute the practice of buying huge blocks of spot inventory at discounted prices, then selling the time off to advertisers in smaller packages at higher prices.

Europeans Welcomed NAB

Comments from NAB Radio Montreux delegates were generally positive.

"It's a good thing to have [the] NAB come here. It's the biggest show for radio in the U.S. and such a thing is needed here," said Fun Radio/Lyon, France PD Michel Montel.

Radio Salu/Saarbrucken, Germany PD Adam Hahne agreed that the conference was a good idea, but added "in the future it should be a European NAB."

Estonian Broadcasting Corp. Executive VP Hannes Valdma said much of what was being discussed in the sessions didn't relate to his operation "since we are just beginning commercial radio." But he said it was valuable just to establish

contacts with other broadcasters at the first international convention he'd ever attended.

"This is, at last, an event solely for radio," declared EBU Technical Director George Waters, who said he was looking forward to the next time and promised even greater EBU involvement. He was basking in the success of the DAB symposium held earlier in the week.

The Eureka-147 DAB bus continued to operate throughout the week, driving NAB delegates around the Montreux countryside to experience the difference between DAB and FM. Members of France's Club DAB, with bright yellow badges, were in evidence throughout the convention lobbying along with EBU and Eureka officials for worldwide acceptance of Eureka as the standard for DAB.



MCA Goes Uptown

Uptown Records' Andre Harrell (l) joins MCA Music Entertainment Group Chairman Al Teller after launching Uptown Entertainment as part of a multifaceted deal with MCA Inc. The new company will work with MCA, Universal Pictures, and Universal Television on various music, film, and TV projects.

Nelson

Continued from Page 1

WW1 Exec. VP/Stations Group Bob Moore said, "Westwood One is saddened by Don's decision to relocate, and hopefully we will be able to continue to work together in the future."

Prior to joining WW1, Nelson was a station owner and broker, and was VP/GM of KMGG/Los Angeles, KSON/San Diego, and WIRE/Indianapolis.

Novik

Continued from Page 10

name from the street up as a competitive, aggressive label."

Prior to joining RCA, Novik was Sr. VP/A&R at Sony Music. During his tenure at Sony, he was involved in the signings and careers of the Indigo Girls, Midnight Oil, Noiseworks, Social Distortion, Chris Whitley, and Paul Young.

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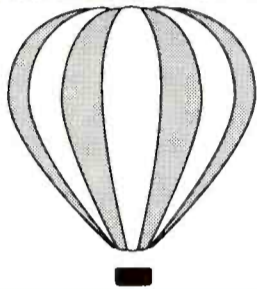
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RATINGS STRATEGY REVIEW

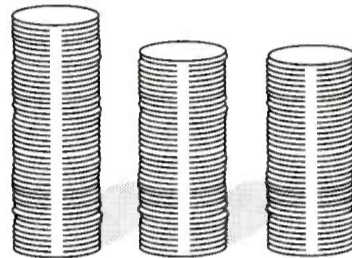
A colorful look at winning programming, promotion, and marketing strategies from the Winter '92 sweep.

Promotional Budgets

Money Spent By Market Size

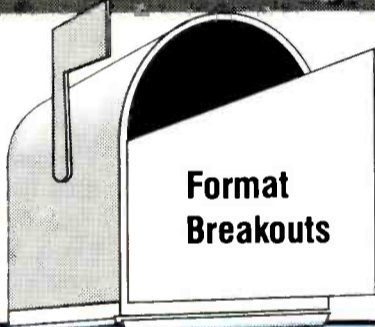


Favorite Giveaways



- Cash
- Trips
- Cars/Trucks

Direct Mail Usage



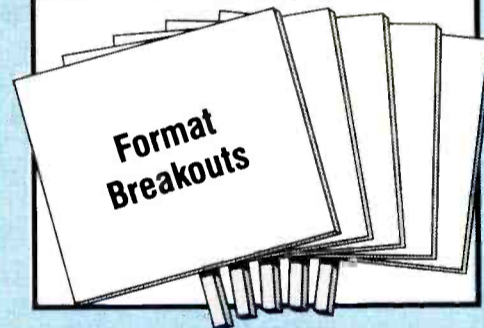
Format Breakouts

Music Research

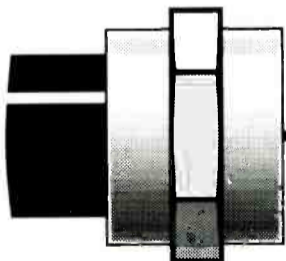


- Callouts
- Auditorium Tests
- Focus Groups

Top Imaging Slogans



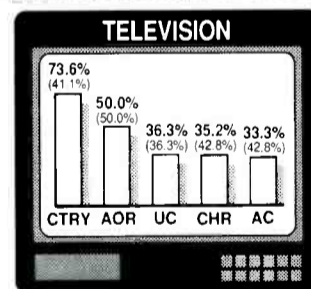
Radio's TV Buying Preference



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

Radio's Outside Media Usage

- TV
- Billboards
- Newspapers
- Magazines
- Busboards



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INTERVIEW



ALAN BURNS

Profiles Of Success

Some of the success stories among the stations that work with Alan Burns and Associates

Consultants like to tell you how good they are. I'd rather brag about some of the PDs and GMs Alan Burns and Associates work with who are *making things happen* in AC and CHR.

New York: Z100's Back!

Z100 had slipped during '90 and '91, but now Gary Fisher and Steve Kingston have 'Z' back in the top five and growing . . . despite facing Dance CHR, Hot AC, and Adult Hit Radio competitors.

Boston: WBMX — 14th To 4th 25-54

Gutsy move by Atlantic Radio to change calls and format in the middle of the recession in Boston, but it paid off! WBMX became the country's first (and so

far, only) "rhythmic AC" and climbed 14th to 4th among adults in six months. One of the few times an AC ever "happened" quickly. Great job by GM Mark Renier and PD Greg Strassell.

Chicago: B96 Rules

Not since the heyday of WLS has a CHR dominated contemporary radio the way WBBM (B96) has. In the last twelve months the "Killer Bee" repelled a "Power Pig"-like attack, driving WYFZ out of CHR and into talk. Then came "The Blaze," but B96 is still

on top and is a great example of what operators who understand the format can do. In the face of two direct competitors, a reduced commercial load, and a down market, B96 substantially increased '91 revenues. GM Tom Matheson and PD Dave Shakes keep the "B" buzzing!

Minneapolis: KSTP-FM Surges

GM John Rohm and PD Bob Davis have reinvigorated this heritage AC, turning KSTP-FM (KS95) back into a 25-54 machine in the Twin Cities. Latest book has KS95 moving up 7.8-9.3 in Adults 25-54. Incidentally, Bob Davis's career is a model of versatility: soft AC WLTE, Oldies 3WS, CHR Z100, and now mainstream AC KS95.

Philadelphia: Eagle 106 Back On Top

Brian Phillips and David Noll brought excitement, great music, and John Lander to WEGX (Eagle 106) and returned it to the market's #1 CHR position for the first time in two years. Eagle 106 is fun and great music — a simple formula — but one that few can execute well.

Orlando:

This 'Variety' Wins

There are *three* Hot ACs in Orlando — including a "Mix" vs. "Variety" battle — but WVRI (Variety 101) now ranks #5 25-54, compared to #9 and #13 for the other Hot AC competitors. GM Chris Ackerman and PD Robert John lead the charge.

Baltimore: Mix 106.5 In Control

There are now four markets where ACs called

Winning Tips

We're proud of these great GMs' and PDs' accomplishments. How did they do it? While the specifics are different in every case, there are a few common elements to all these wins, regardless of format:

1. *Strategic Opportunism.* Each station is taking advantage of the opportunities specific to its competitive environment and market make-up, instead of programming a rigid "format."
2. *High Target Definition.* Each station has correctly identified the most productive target and focuses completely on that target.
3. *Top-Of-Mind Awareness.* Each station maintains market recall, whether driven by great marketing, high-profile morning shows, big promotions, or a combination.
4. *Intense Focus On Music Balance and Flow.* These stations understand how to program music for maximum appeal . . . and they spend a lot of time on it.
5. A great GM, PD, and Alan Burns and Associates!

Omaha: KQKQ Roars Back

GM Marty Riemenschneider and former PD Ken Benson have revitalized this heritage CHR, moving 8.6 to 12.7 in the winter book. 'KQ is now #2 12+ and #4 25-54.

Norfolk: America's Highest AHR Share

WMXN rolled out of oldies and into Adult Hit Radio less than two years ago, and in the most recent book pulled a 6.4. This achievement gave Mix 105.3 the highest 12+ ever for this emerging growth format and they beat the market's longstanding AC and CHR leaders! Congratulations to GM John Moen and PD Billy Shears.

Buffalo: KISS #1 In Ratings And Revenue

More evidence of what can be accomplished in CHR by management [Darrel Goodin] that believes in the format. As of this winter, WKSE (KISS 98.5) ranks #1 in 12+ audience and revenue in Buffalo. This after having fought off both a "Power Pig"-like attack and, more recently, an Adult Hit Radio station. PD Mike Edwards has now taken CHRs to number one in two markets while working with Alan Burns and Associates. Good job, Mike!

Cleveland: Q104 Racks Up Adult Women

WQAL moved from Soft AC into Adult Hit Radio 16 months ago and has already decimated CHR WPHR, forcing it into a format change. Latest 25-54 adult shares increased 5.1 to 7.0 for Q104! GM Dave Urbach and PD Dave Ervin are building Cleveland's new adult powerhouse!

Exclusive National Listener Database

Last week's R&R Convention '92 saw the unveiling of Alan Burns and Associates' exclusive national study of music tastes and radio listening attitudes. This study included interviews with over 1000 radio consumers around the country. Among the highlights:

- The fastest-growing formats in terms of partisans are Adult Hit Radio and Hard Rock.
- "Pop" music split now into three clearly defined segments, with a fourth and fifth emerging. Targeting one of these segments is key to the success of CHR, AHR, and AC stations.
- The most widely popular music with contemporary listeners is '80s pop. Rap is the most polarizing music form, having the largest number of passionate fans and the largest number of extreme negatives.
- Appreciation for alternative pop (REM, Cure, etc.) is growing, and is not limited to teens. In fact, alternative pop was tied with '80s pop as the most popular music style among 25-34-year-old contemporary listeners.
- Mainstream AC listeners use that format as both a relaxing and energizing source.

Alan Burns and Associates is the only consulting company to develop an exclusive databank of listener-based music preference information. Only the top headlines have been made public . . . much useful ammunition is still confidential. Put our knowledge to work for you. Call Alan Burns and Associates at (703) 648-0000.

Call Now!

Last week at the R&R convention, Alan Burns and Associates presented the results of our exclusive National Survey of AC and CHR listeners' behavior and tastes. If you missed it and would like a synopsis of the study, call me at (703) 648-0000. And, of course, if your company or station would like to know how we can help you improve performance, give us a call at that same number. I'd like to hear from you!

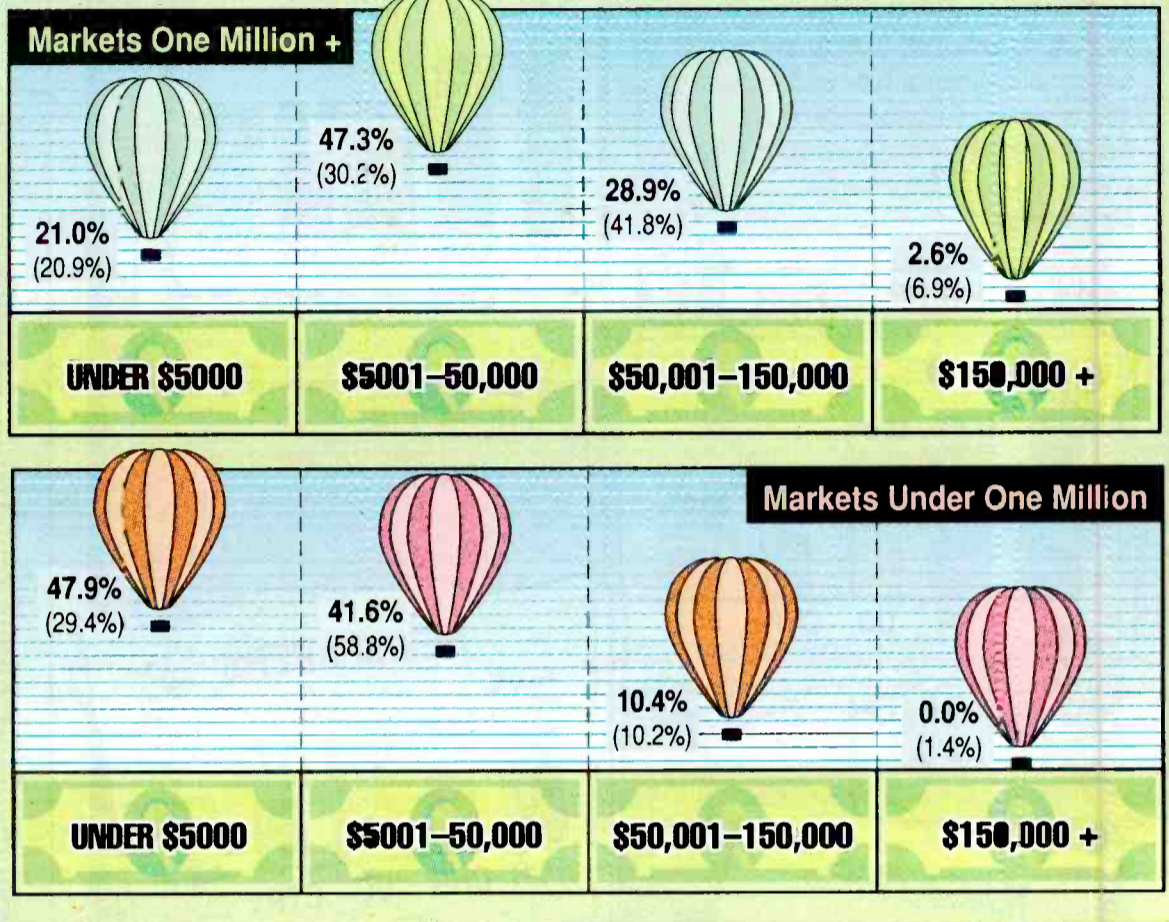
Coping With Today's Reality

The nation's ongoing recession has forced many stations to further cut promotional budgets and rely on fewer frills. Other findings from the Winter '92 "Ratings Strategy Review":

- ◆ AC displaced AOR as the leading user of focus groups. However, usage percentages dropped drastically: 57.1% of AORs last year staged focus groups, compared to 25% of ACs this year.
- ◆ Direct mail usage is waning.
- ◆ AC, CHR, and Country updated their slogans to underscore the image of immediacy.
- ◆ Radio advertising on TV generally remained the same as last winter, with cable network reliance slipping 20.7% - 17.8%

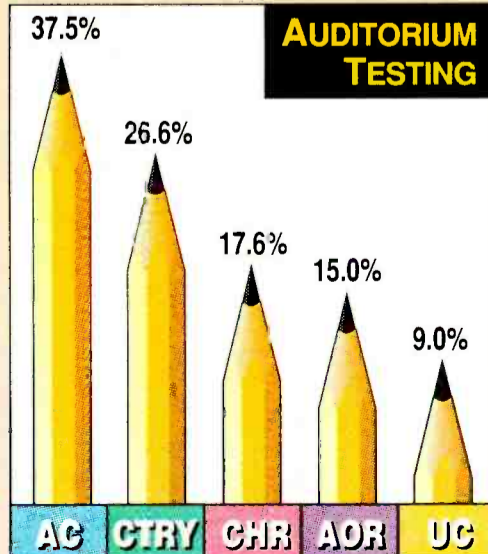
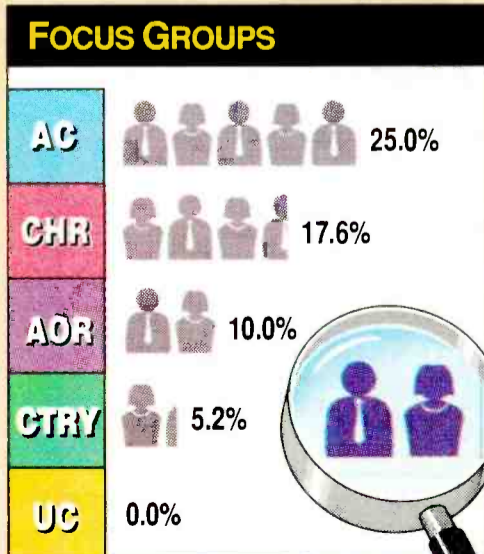
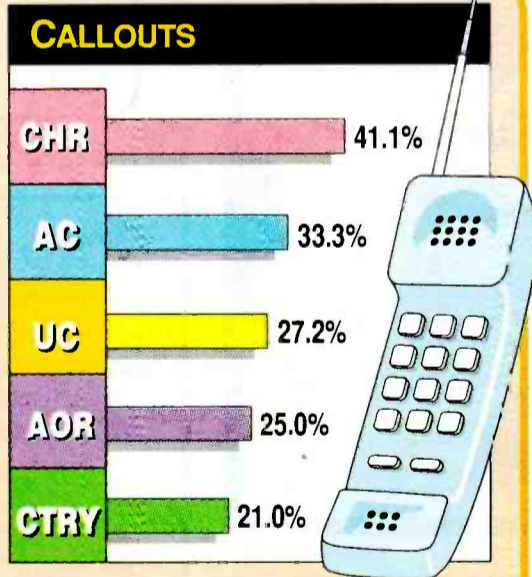
PROMOTIONAL BUDGETS

Regardless of market size, most stations trimmed their promotional budgets. Rather than allocating \$50,000 - \$150,000, the majority of stations in one million+ markets opted to spend between \$5000 - \$50,000. Meanwhile, small market stations downshifted to under \$5000. (Winter '91 percentages are in parentheses.)

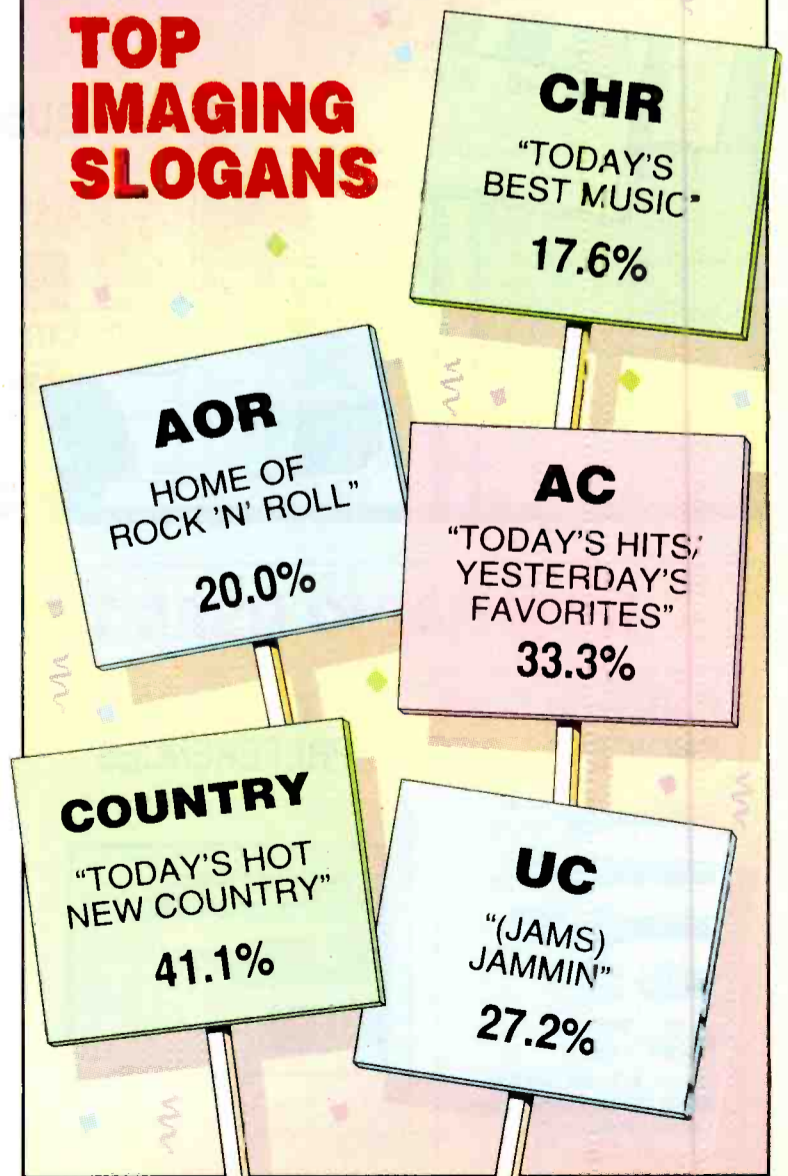


MUSIC RESEARCH

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



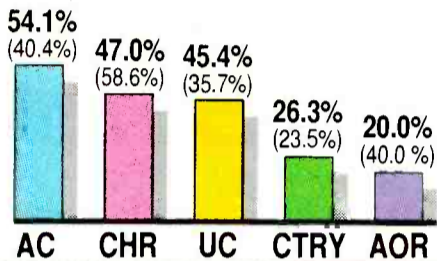
TOP IMAGING SLOGANS



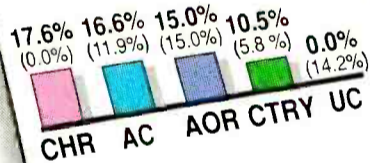
OUTSIDE MEDIA USAGE BY FORMAT

For the fifth consecutive time, Country claimed honors as the leading TV advertiser; usage jumped significantly over last year. AC knocked off CHR as the biggest booster of billboards. New leaders were also crowned in newspapers (AOR), magazines (CHR), and busboards (UC). (Winter '91 percentages are in parentheses.)

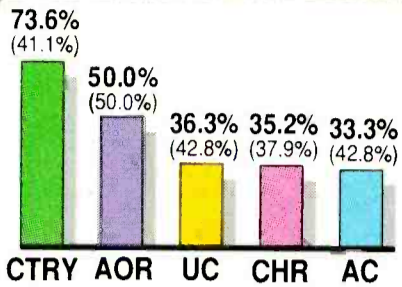
BILLBOARDS



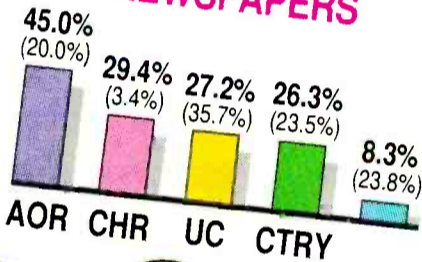
MAGAZINES



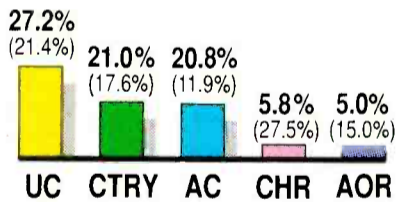
TELEVISION



NEWSPAPERS



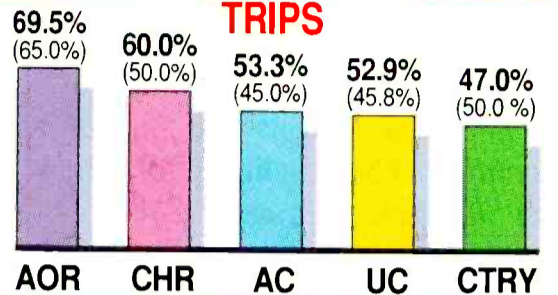
BUSBOARDS



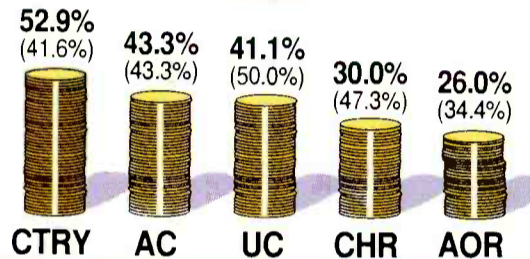
Radio's Favorite Giveaways

Country was the only format to: (1) lay out more cash, and (2) award less trips. And, like last winter, CHR was the lone format to crack double digits in car/truck giveaways. (Winter '91 percentages are in parentheses.)

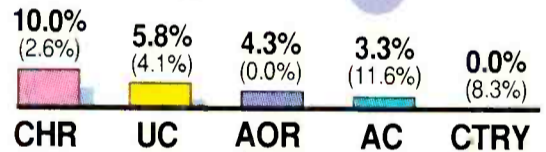
TRIPS



CASH

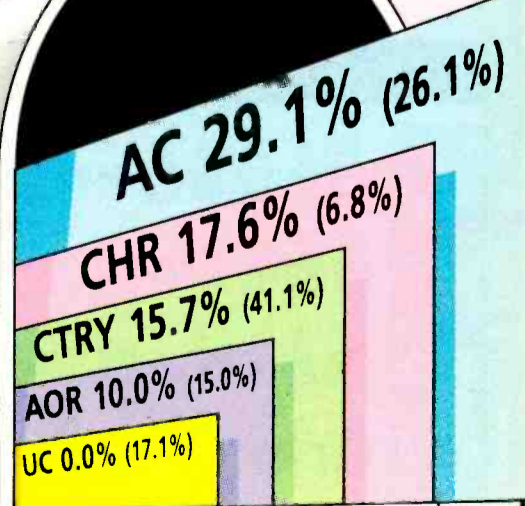


CARS/TRUCKS



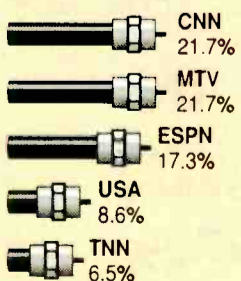
Who Uses Direct Mail

The format least likely to utilize direct mail last winter -- CHR -- zoomed into second place. However, usage percentages overall have been declining since fall, with Country tumbling significantly this time out. (Winter '91 percentages are in parentheses.)



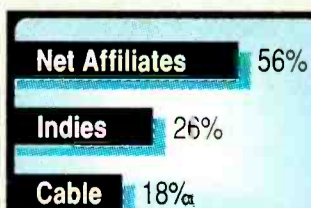
HOW RADIO USES TELEVISION

CABLE AD CHOICES



Sidenote: BET, CMT, LIFETIME, NICKELODEON, and TNT tied for sixth place (4.3%).

TV BUYING PREFERENCES



SPOT SLOTTING

Prime	15.9%
Prime Access	15.9%
Late News	15.1%
Early News	11.7%
Late Night	10.9%
ROS	10.9%
Mornings	8.4%
Sports	5.8%
Soaps	4.2%
Weekends	0.8%

NO BRAG, JUST FACT.

WELL, MAYBE A LITTLE BRAG.

You can't blame Alan Burns and Associates, programming and marketing consultants, for bragging just a little about our great group of AC and CHR clients.

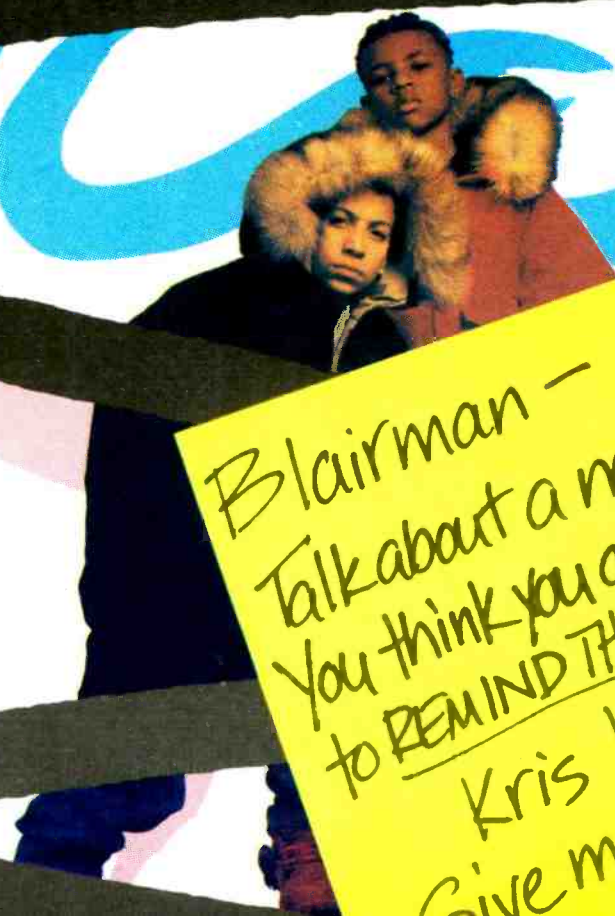
In New York, Chicago, Cleveland, Phoenix, Philadelphia, Baltimore, Minneapolis, Buffalo, Boston and markets all across the country, AC and CHR stations are winning with Alan Burns and Associates' programming and marketing support.

In fact, 90% of our clients are format leaders and making more money than ever. So if your AC, Soft AC, CHR or Adult Hit Radio station could use a boost, call the firm that's becoming America's leading programming and marketing consultants. We'd like to start bragging about you too. Call 703-648-0000.

ALAN
BURNS

& Associates.

BREAKING WORLDWIDE!



Blairman -
Talk about a no-brainer!
You think you actually have
to REMINDE THEM to play
Kris Kross?
Give me a break.
-Burt

KRIS KROSS WARM IT UP

TheeT followwollof-uppu singleelgnis toot theeht #1# songgnos JumppmuJ, frommorf theeht #1# debuttubed albummubla "TotallyyllatoT KrosseddessorK OuttuO."

Produced by Jermaine Dupri for So So Def Productions.
Management: Entertainment Resources.

COLUMBIA

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STREET TALK®

Eagle Flies To Rock CHR

New KEGL (The Eagle)/Dallas PD Brian Krysz wasted no time making his mark on the Sandusky CHR, shifting the station Monday (6/15) from mainstream CHR to a mix "emphasizing rock, pop, and dance with a non-ethnic edge." The move followed four days of nothing but **Eagles** songs.

Currently jockless, the Eagle is airing a promo by VP/GM **Donna Fadal** asking for listeners to call her "private line" with their comments and suggestions. Out the door are longtime morning star **Kid Kraddick**, early-afternooner **Fast Eddie Coyle**, and night jock **Michael Blake**. Making the cut (so far) are on-air morning staffers **Les Collins** and **Ballpark Frank**, early midday maven **Leigh Ann**, and overnighter **Roy McCoy**.

APD/late-afternooner **Jimmy Steal** has been asked to stay on, but expect him to become a hot free agent very soon. ST spotted Steal chatting with **Pollack Media Group** about a new CHR it's about to pick up.

The Eagle's new direction sparked 16 tons of speculation about whether one of its competitors might flip to mainstream CHR, particularly **Gannett NAC KOAI**. "Any time a market is up in the air the way Dallas appears to be at the moment, we are very interested in what's going on," Gannett Prez **Jay Cook** told ST. "However, we feel KOAI is sounding better now than at any time in its history."

Rumors

- Will former **Malrite** Prez **Gli Rosenwald** resurface imminently as head of a new radio chain with properties in the South and Midwest?
- Will ex-PLG VP/Promo **Mel DeLatte** join **Ray Anderson Entertainment**?
- Any truth to the talk that **Q106/San Diego** morning man **Magic Matt Alan** will do a disappearing act when new PD **Tracy Johnson** hits the door?
- Will **Columbia SF** promo rep **Jim Burris** head to NY for a national slot with the label?
- Is **WTWR/Toledo PD Duane Shannon** being courted by **KYQQ/Wichita**?
- Has **Virgin East Coast Dance Promo Mgr. Carolyn Robbins** resigned to join **Iris Dillon** at **PLG** in a similar capacity?
- Now that **AI Murdoch** is the new GM at **Gold WBXX/Battle Creek, MI**, will the station move back to CHR?
- Is **MCA West Coast Regional** promo rep **Jan Teifeld** about to be upped to Nat'l Secondaries? And who in the L.A. market's being romanced to replace her?
- Was **MTV's** sudden decision to drop **Sir Mix-A-Lot's** "Baby Got Back" video from a **Stress** rotation slot motivated by pressure about its content? Some observers wonder if such moves will become a trend.

Conventioneers Program The Box

One of the most popular extras for R&R Convention '92 attendees was the chance to request videos of interest on their Century Plaza room TV sets, courtesy of customized programming from the **Box** (formerly the **Jukebox Network**).

Response was extremely enthusiastic. The interactive video channel further piqued viewers' interest by including several R- and X-rated versions of videos that the regular service is unable to air.

ST has acquired the highly confidential Top 10 Videos Most Requested By Convention-Goers chart. Here's what the media elite most wanted to see:

1. **MC BRAINS/Oochie Coochie**
2. **LISA STANSFIELD/Time To Make You Mine**
3. **RALPH TRESVANT/Do What I Gotta Do**
4. **LIMBOMANIACS/Shake It**
5. **DIAMOND D/I Need You Tonight**
6. **PRINCE/Sexy MF**
7. **DURAN DURAN/Girls On Film**
8. **ROLLING STONES/Sex Drive**
9. **SHABBA RANKS/Mr. Loverman (Hot Version)**
10. **ZZ TOP/Va Las Vegas**

Thanks to **Les Garland** and the **Box** for an attention-getting promotion.

Sixteen tongues are also wagging about **Evergreen Gold KODZ** and **Nationwide AC KDMX**. However, Evergreen Chairman **Scott Ginsburg** insisted, "We're not going to change. There is no room for a mainstream CHR with the proliferation of 12-24 formats in this market." Calls to Nationwide went unreturned.

Regardless, there's a ready-to-go CHR staff in the market, with former KEGL PD **Joel Folger** ready to leap into the fray. Stay tuned.

Legendary **Infinity AC KVIL/Dallas** is thisclose to signing a PD. ST hears the lead candidate currently programs in a P1 Southeast market. Full details next week.

Jay Michaels — PD at top-rated UC outlet **WQUE/N.O.** — exited last Friday (6/12), citing ye olde philosophical differences.

Signs O' The Times

It's not a done deal, but it looks as if **Lionel Richie** will be exiting **Motown** for a new, multiyear contract with **Mercury**.

Also . . . as ST predicted during the last Ice Age, the **ZZ Top-RCA** deal appears to be just about wrapped up.

Continued on Page 37

NEW, CUSTOM A/C WEEKEND SPECIAL

CUSTOM JAZZ is a blend of melodic, light Jazz and smooth vocals. 3 hours weekly. Perfect for Soft A/C's! Assembled at your station, by your talent. We supply the playlist, music library and artist information. You take the credit and all spot avails.

For information, call (708) 518-0340.



Jack Taddeo Communications Corp.

PETER CETERA

"RESTLESS HEART"

THE NEW SINGLE FROM THE ALBUM

WORLD

FALLING

DOWN

NEW & ACTIVE

2ND "MOST ADDED" 51/51

AC: DEBUT 25 2ND "MOST ADDED"

MADONNA

"THIS USED
TO BE MY
PLAYGROUND"

FROM THE COLUMBIA MOTION PICTURE
"A LEAGUE OF THEIR OWN"

AVAILABLE ON THE ALBUM
BARCELONA GOLD

Produced by
Madonna and Shep Pettibone

Management: Freddy DeHann/
DeHann Entertainment



STREET TALK®

Continued from Page 35

Marines Not Shock Troops

The U.S. Marines have gone to war against shock radio. The commanding officer of the historic Marine Barracks in Washington, DC has issued an order forbidding on-duty marines from listening to radio programs that contain material deemed denigrating to any group, including minorities, women, and religions.

According to a base spokeswoman, the directive is in keeping with the Marine Corps' policy of providing a harassment-free "professional workplace for all marines." The rule does not apply to off-duty listening.

While the verbal order did not mention any specific station or show, **WWDC-FM/DC** morning man **Doug "Grease" Tracht** has heard from marines who say they've been told not to listen to his show.

Tracht counters that his program fosters "professionalism" by providing a "mental break" and "outlet for laughter" that helps keep listeners sharp.

KMOX/St. Louis PD/ND John Angelides will surrender the programming chair as soon as a successor can be found. Angelides, who will retain the ND post, says the combined job proved too big for one person to handle — especially since the death of **KMOX VP/GM Robert Hyland**, who was deeply involved in programming the legendary N/T outlet.

'MZQ Morning Drama II

Things have apparently come to a head at **WMZQ/DC**, where morning teammates **Jim London** and **Mary Ball** have been on the air without a contract since the end of May. The AM and FM were scheduled to split their simulcast Tuesday (6/16) for morning drive

Rumbles

- **UC XHRM/San Diego PD Don Davis** exits. Middayer **Joyce Thompson** becomes acting PD.

- **Bonneville MD Lisa Michelson** adds MD duties at **WTMX (Mix 102)/Chicago**. The company also has inked **Gary Burns** to provide advice on LMAs and related radio rules & policies.

- **CFOX/Vancouver OM J.J. Johnston** crosses the street to AOR rival **CFMI**, replacing **Rick Shannon**. Johnston's replaced by **CITV/Winnipeg PD Ross Winters** . . . Johnston's best friend.

- **K104/Dallas** names former **KHYS/Houston MD Terri Weber** to a similar post, replacing **De Jal Sloane**.

- **KRBL/Albuquerque** abandons AOR in favor of Hot AC. Although PD **Hubby Dean** and MD **Jeff Newton** remain in place for now, they're actively seeking other opportunities.

- **KYKR/Beaumont, TX PD Jim Love** rises to OM. The new PD is **Jimmy Lehn**, coming from the PD post at **KYKZ/Lake Charles, LA**.

- **WAJY/Aiken, GA GM Coni Samson** becomes Station Mgr. at nearby **WKXC/Augusta**.

- **KMJQ/Houston APD/MD/afternoon driver Tony Richards** adds PD duties at AM sister **KYOK**, succeeding **Jimmy Olsen**, who stays on for evenings.

- **UC WJBT/Jacksonville PD Kelly Karson** has left the building. Consultant **J.C. Floyd** will run the show on an interim basis.

- Former **93Q/Syracuse PD J.J. Cook** becomes PD at **WKSF/Asheville, NC**.

- **KYEA/Monroe, LA** gives acting GM **Vivian Ross** the permanent gig. Ditto for **KFXZ/Lafayette, LA** acting PD **Carey Martin**.

- **WJIZ/Albany, GA** air talent **Todd Burnett** adds acting PD duties in the wake of **Earl Boston's** exit.



Breaking The Mold

To cultivate interest in the latest long-playing platter from **Downy Mildew** ("An Oncoming Train"), the budding botanists at **High Street/Windham Hill** spore no expense in horticultural research, supplying selected programmers with genuine 3 1/2-inch Petri dishes brimming with the actual bacteria from which the Southern California-based band takes its name, and capturing Promo Item O' The Week honors in the process.

The custom-printed label on the bottom of the container truly underscores the fun in fungus, quoting *Melody Maker* as well as *Horticultural Digest* and urging stations to "keep Downy Mildew growing." Let it rot.

only, with **London and Ball** on the AM and afternoon driver **Keith MacDonald** set to fill in on the FM.

However, **London and Ball** went on a local TV station late Monday afternoon and said that under no circumstances would they show up for work.

Contract negotiations have been suspended, the simulcast split has been postponed, and a nationwide talent search is underway to fill at least the AM opening, 'MZQ PD **Gary McCartie** told ST.

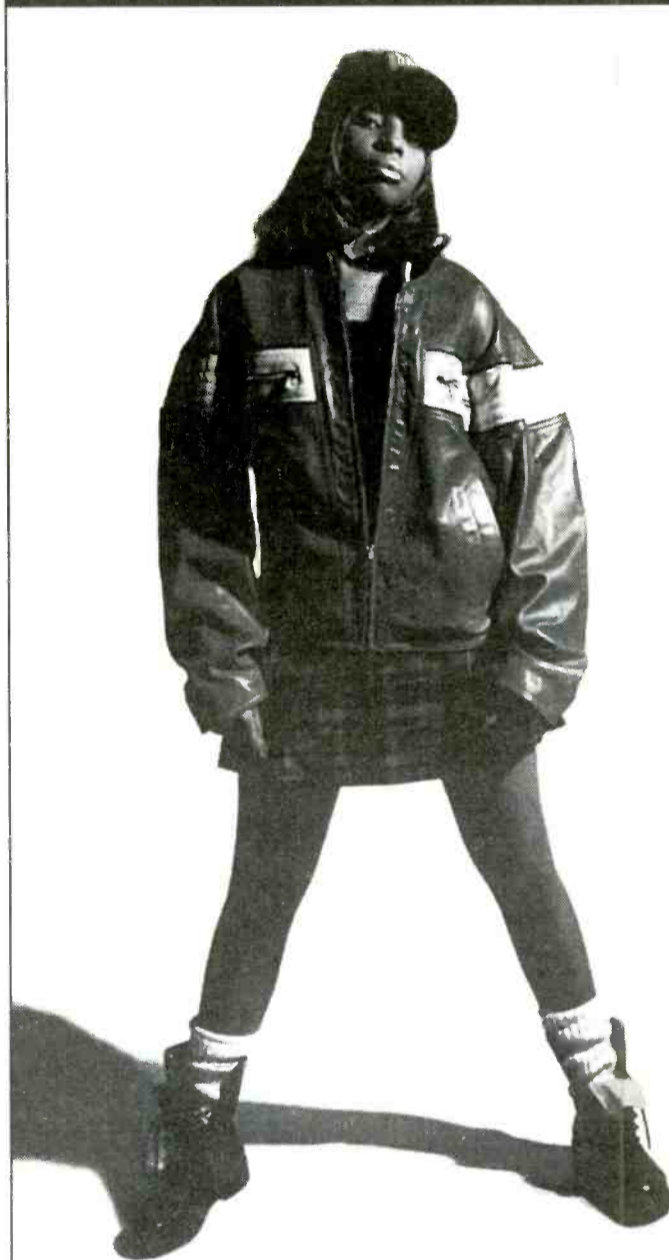
AC WHVE/Orlando has worked out an agreement with **Group W** to continue using the term "The Wave." Meanwhile, the market is buzzing about **WHVE** doing an LMA with crosstown **AC WMGF**. Might that add fuel to the fire about a direction change at 'HVE?

Continued on Page 38



THE BAT, THE CAT, THE PENGUIN, THE CALL LETTERS — **Airplay Broadcasting Corp.** AOR **WXRX/Rockford, IL** had no problem lending its calls to **News-formatted WXRX/Gotham City**, as seen in this scene from "Batman Returns," opening this Friday (6/19) at a theatre near you. "When I first got the call from the Warner Bros. studios, I thought it was a joke," confessed GM **David McAley**, who arranged a special pre-opening screening for listeners, customers, and staff to go along with the incalculable call placement value.

The Queen of Hip Hop Soul



Coming June 29



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Shakespeare's Sister



Stay

NEW & ACTIVE 87/14!

WZOU 34-31	WAPE 22-16	KIXY 35-32
PWR99 32-29	WERZ 29-22	KYYY 39-33
WNVZ deb 28	WLAN 40-37	KLYV 37-29 HOT
Q105 add	WBBQ 39-33	KTRS 34-31
WENZ add	K106 16-11	KTMT 28-22
KWOD 10-9 HOT	WABB 34-31	PWR92 deb 38
KISN add	B97 18-15	999KHI deb 39
WVSR add	K92 37-31	WFMF deb 35
WPST add	KTUX 29-22	WBBO deb 37
I95 add	B106 30-23	Z102 deb 34
KMCK add	KJ103 34-31	WHTO deb 38
KKYK add	KYRK 35-30	KCHX deb 40
WDJX add	WYYS 27-23	WFHT deb 30
WQVV add	WJAD 35-32	WAZY deb 35
KKHT add	WJMX 39-35	WDBR deb 34
KKRD add	KISR 26-20	KFBQ deb 35
WPRR add	KSMB 35-24	KCHH deb 39 HOT
WZKX add	WILN 20-15 HOT	OK95 deb 39



STRESS ROTATION!



MELISSA ETHERIDGE



"2001"

FIRST WEEK ACTION

KWOD add	WRQK add	WILN add
WLAN add	KZZU add	KTXY add
999KHI add	WVFX add	KXKT add
WPST add	KISR add	KQIX add
		KTMT add

AOR TRACKS: 34
AOR ALBUMS: 33



STREET TALK

Continued from Page 37

No winner in the Y107/Nashville PD derby yet, but by this time next week there should be *someone* with the brass ring in hand.

ST's ear to **Legacy** Dir./Programming **John Gorman's** hotel room door provided a list — in no particular order — of the finalists: Ex-K EGL/Dallas PD **Joel Folger**, B94/Pittsburgh APD **Jeff Tyson**, G105/Raleigh MD **Brian Patrick**, former WKZL/Winston-Salem PD **Chuck Holloway**, WBXX/Battle Creek, MI PD **Joe Dawson**, soon-to-be-free-agent **Andre Dawson**, and a *dark-horse* candidate that just might surprise everyone.

Alan Burns consultant **Tracy Johnson**, who did an about-face and took the PD gig at Q106/San Diego (see Page 3), apparently did so after the deal was \$weetened con\$iderably at R&R Convention '92.

Who will Burns select to replace Johnson? ST hears some major market names are already involved in the process, but the gig is still w-i-d-e open.

WMXP/Pittsburgh's morning men **O'Brien & Garry** exit. PD **Rich Hawkins** returns to wakeup service with night slammer **D.C. Taylor** as co-host.

KROQ's Loveline: Bad & Nationwide?

During the Sunday (6/14) broadcast of KROQ/L.A.'s "Loveline," co-host **Jim "Poorman" Trenton** announced that *five* different syndicators are pursuing the program.

Ironically, ST hears two of the interested parties are **ABC** (owner of crosstown rival **KLOS**) and **Westwood One** (owner of crosstown **Pirate Radio**).

DC is abuzz with rumors that all-Sports AM **WTEM** is about to do a simulcast LMA deal with an FM station. Such an arrangement could allow 'TEM ("The Team") to resolve some embarrassing nighttime coverage problems before debuting as the new radio home of the Redskins.

'TEM GM **Steve Goldstein** would admit only that the station is reviewing its options.

Classic Rock **KZFX/Houston** fills its morning opening by pairing veteran Space City personalities **Crash Collins** and **Bob Ford**. Collins, who's been off the air since 1988, spent nine years (in three separate stints) at heritage AOR **KLOL**. Ford joined **KZFX** in

Records

- **Bon Jovi**, now doing a self-management number since splitting with **Doc McGhee**, inks **Judy Libow's Libow Unlimited Inc.** to consult the band for promotion and marketing.

- Former **Columbia** Carolinas rep **John Chomle** has joined **Interscope** for the same territory. ST hears that the label's looking to expand its promo rep field staff further.

- **Geffen** promotes **Michelle Shore** to Dir./Nat'l Alternative Promo, replacing **Kim White**, who departed last month to manage **Screaming Trees**. Former **Metal Blade** Product Mgr. **Kathie Reed** joins Geffen as Assoc. Dir./Alternative & Metal Promo.

- **Accelerated Chart Movement's Jack Ashton** segues to **Tom Noonan** and **Steve Resnik's New Marketing**.

- **Savage Records** hires **KVIC/Victoria, TX** PD **Tony Davis** for Southeast promo duties, based in Dallas.

RADIO & RECORDS



1

- **Beau Phillips** named **WVFX/Indy** VP/GM.
- **Dan Kiley** appointed **WLUM/Milwaukee** PD.

5

- **EZ Communications** promotes **Don Langford**, **Jim Richards**, and **Shadow Stevens** to Regional PDs.
- **Steve Perun** becomes **Capitol Broadcasting's** Nat'l Program Coordinator.
- **Mike Schaefer** named **KIKI & KMAI/Honolulu** OM/PD.

10

- **Gary Berkowitz** returns to **WROR/Boston** as Dir./Programming & Operations.
- **Clay Gish** rejoins radio as **KYST/Texas City-Houston** PD.
- PD **John Lander** chosen to change **KULF/Houston** to CHR.

15

- **Steve Rivers** becomes **WAPE/Jacksonville** PD.

1987 and has hosted middays for the past two years.

Jackie Robbins continues as News Dir. for the morning show, now dubbed "Crash & Bob With A More Music Morning." Parttimer **Tom Neuman** assumes midday duties for now.

Overseen conversing at R&R's Convention '92 were none other than **Don Henley** and **Glenn Frey**, who — informed sources tell ST — haven't spoken since they reunited the **Eagles** at R&R Convention '90!

Talk **WJFK/DC** midday hardass **G. Gordon Liddy** was set to mark the 20th anniversary of the Watergate break-in Wednesday (6/17) with a live broadcast from that infamous hotel/office/condo complex. Scheduled guests included the cops who arrested Liddy's burglars, plus former **Nixon** staffer **Chuck Colson**.

By JULY 12, 1993

MEN
25-49
ARBITRATION RATES

KLOS - KLSX #1
\$1000.00 6A-10A

Andy Bloom

CONVENTION CHAT-CHIT — One of the liveliest debates at R&R Convention '92 took place in the hotel lobby, where **KLOS/L.A.** PD **Ken Anthony** and crosstown **KLSX** PD **Andy Bloom** got into a spirited discussion about the **Mark & Brian-Howard Stern** battle. By the time the loose-lipped rivals were through tossing barbs at one another, they had wagered \$1000 on the outcome of the Spring '93 Arbitron. The bet (pictured above) is being held by **MJI VP/GM Gary Krantz**.



ELTON JOHN

“THE ONE”

The Title Track, Video
And Out Of The Box Breaker -
A Classic In The Breaking
From The New Album Shipping Gold

Produced By Chris Thomas

#1 Most Added CHR & AC

AC **BREAKER** 16



JODECI

“COME & TALK TO ME”

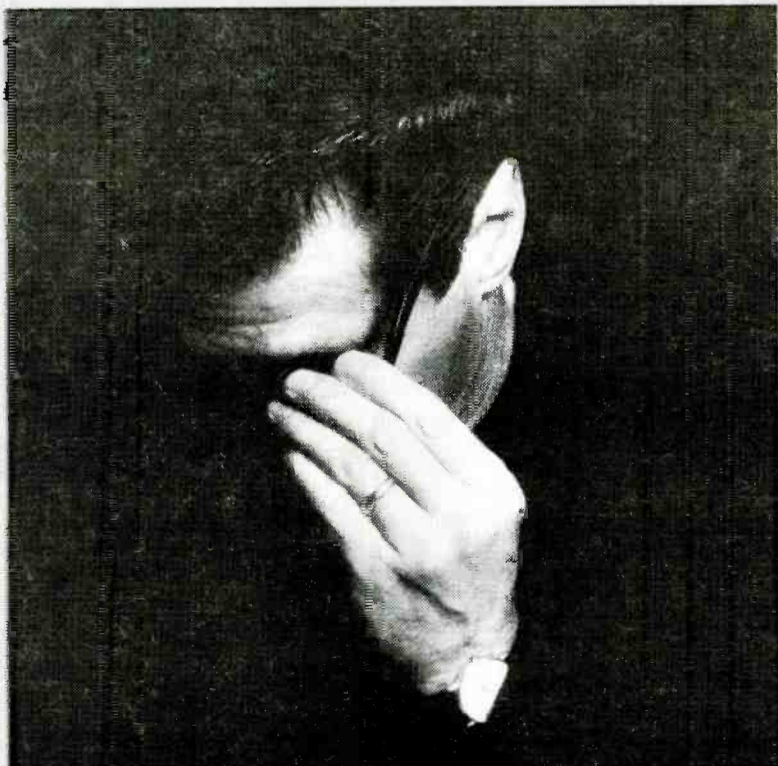
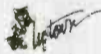
The Third Straight No. 1 Urban Single
Crossed Over And Climbing Fast
From The Album Forever My Lady
Soon To Be Certified Double Platinum

Produced By DeVante Swing And Al B. Sure!

34-31 100/18!

P1 CHART 17

P2 CHART Debut 40



GLENN FREY

“I’VE GOT MINE”

The First Track And Video
From The Long-Awaited Album
Strange Weather
Featuring His Strongest Solo
Performances Ever

Produced By Elliot Scheiner And Glenn Frey

MCA®

©1992 MCA RECORDS, INC.

All-Star Mingus Tribute LP Coming

Having produced multi-artist tributes to Kurt Weill, Thelonious Monk, Nino Rota, and the Disney musical canon, Hal Willner has now dreamed up "Weird Nightmare — Meditations On Mingus," a tribute to the late jazz giant Charles Mingus.

Among those lending their talents to the 19-cut set are Leonard Cohen, Elvis Costello, Public Enemy's Chuck D, Bill Frisell, Dr. John, Robert Quine, Living Colour's Vernon Reid, Keith Richards, Robbie Robertson, Henry Rollins, Charlie Watts, and the Uptown Horns. The Columbia disc is due in stores the third week of August.

Alias Smyth & Henley

The lead track from Patty Smyth's self-titled MCA debut is a duet with Don Henley entitled "Sometimes Love (Just Ain't Enough)," which is set to arrive at radio on July 15. Noted Bruce Springsteen sideman Roy Bittan produced and played keyboards on the album, which includes such titles as "River Of Love," "Too Much Love," and "Out There." The street date is August 11.

Lofgren Ambitions

At age 17, Nils Lofgren played piano on Neil Young's "Southern Man." Now Young has returned the favor by contributing guitar, vocals, and some harmonica to three cuts on Lofgren's next Rykodisc solo LP, "Crooked Line." Eric Ambel (ex-Del Lords, Blackhearts) produced and also played guitar on ex-Springsteen guitarist Lofgren's LP.

Cuts include "I'll Fight For You," "Drunken Driver," "Blue



Skies," and a cover of the Beau Brummels' "Just A Little," which will go to radio in late July. The full disc will hit stores on July 10, wrapped in cover art by frequent Rolling Stone illustrator Ralph Steadman.

Wailing Souls Debut Chaos

The first release from Sony Music's new Chaos label is "All Over The World," by veteran reggae duo the Wailing Souls. Richard Feldman produced the LP, and noted reggae producer Lee Jaffe was executive producer. Highlights include a version of the Rolling Stones' "Sweet Black Angel" and Kate & Anna McGarrigle's "Heartbeats Accelerating." "Shark Attack" is the lead track, with the title track set to arrive at radio in mid-July. The album hits the streets this week.

Restless-Twin/Tone Deal

Restless Records is now distributing Minneapolis-based Twin/Tone and Medium Cool Records. Among the first products of the new deal will be "Kitty," by the Dashboard Savivors. Peter Buck of R.E.M. produced the Athens, GA band's disc, which also sports a guest appearance by R.E.M.'s Mike Mills. Look for this in stores on June 24.

New West Coast Old-School Rap

The latest in the Excello/Rhino "West Coast Rap" series is "The Renegades." Unlike the first three sets ("The First Dynasty"), this disc collects new or remixed cuts from artists such as Kid Solo ("I Like It," his remake of KC & The Sunshine Band's similarly titled hit) and Madrok, who enlisted the Ohio Players for a remake of their hit, "Skin Tight." The lead track will be Captain Rapp's "Bad Times — Part 2 (The Continuance)" which goes to radio July 10. The LP hits the streets July 15.

Signs O' The Times

- Ex-Ratt singer Neil Pearty's new band, Tattoo, signs to Epic.
- Mute act Erasure switch distribution to Elektra.
- Vince Neil signs with WB.
- Mariah Carey backup singer Trey Lorenz inks with Epic. Carey is producing a track for his debut.
- Boz Scaggs inks with Virgin.
- Tia Carrere pens a WB pact.

WB, NBC-TV & Coke Team For Olympics Music Album

In one of the largest music co-promotions ever, Warner Bros., NBC-TV, and Coca-Cola are joining forces to market a new multi-artist album entitled "Barcelona Gold '92," 17 songs assembled to promote this summer's Olympics. The set is due in stores on July 14. Coke buyers soon will be able to receive six-song samplers of the LP.

According to the Santa Monica, CA-based ICE newsletter, most of the songs will be featured as music videos during NBC's primetime Olympics coverage, interwoven with footage of each day's action highlights. Some of the proceeds from the LP will go to the Special Olympics.

Among the new cuts on the disc are "This Used To Be My Playground" by Madonna (from the film "A League Of Their Own," but not included on the soundtrack; see related story, below left), Anita Baker's "How Fast, How Far," and D.J. Jazzy Jeff & The Fresh Prince's "Higher Baby."

The other new tunes are Marc Cohn's "Old Soldier," Damn Yankees' "Don't Tread On Me," INXS's "Not Enough Time," Randy Travis's "The Heart To Climb The Mountain," and a pair of duets: Montserrat Caballe and the late Freddie Mercury performing "Barcelona," and Jose Carreras and Sarah Brightman singing "Amigos Para Siempre" (Friends For Life).

Some artists laid thematically relevant new lyrics onto existing tracks: En Vogue ("Free Your Mind"), Keith Sweat ("Keep It Comin'"), and Travis Tritt ("Texas Flyer"). Those who contributed currently available songs are Tevin Campbell ("One Song"), Eric Clapton ("Wonderful Tonight"), Natalie Cole ("Love Is Here To Stay"), Luis Miguel ("No Se Tu"), and Rod Stewart ("Go Out Dancing").

SCREEN SCENE

'Cool World,' 'League Of Their Own' LPs Set

Animation director Ralph Bakshi (of "Fritz The Cat" fame) has created "Cool World," a fantasy film that combines live action and animation. Gabriel Byrne and Kim Basinger star in the Paramount picture, which opens July 10. The Warner Bros. soundtrack will hit stores July 14.

Among the artists confirmed to appear on the album are David Bowie (a new track, "Real Cool World," produced by Nile Rodgers), the Cult (the new Rick Rubin-produced "The Witch"), and the Cure (a non-LP cut titled "In The Twilight Garden"). Also featured: Electronic (featuring Pet Shop Boys singer Neil Tennant on a new tune, "Disappointed"), and Brian Eno (a new cut called "Under"), and Ministry (a remix of "NWO" from their forthcoming LP).

The disc will also contain contributions from Mindless Moby, Pure, the Thompson Twins, and Future Sound Of London. The lead track is a remix of My Life With The Thrill Kill Kult's "Sex On Wheelz."

Sporting Vintage Songs

The Columbia soundtrack to "A League Of Their Own" sports vintage standards interpreted by several contemporary artists. Penny

Marshall directed and Madonna, Geena Davis, Tom Hanks, and Lori Petty star in this comic look at the now-defunct women's baseball league. Columbia Pictures will release the film on July 1. The disc will be in stores June 30.

Contributors include Billy Joel ("In A Sentimental Mood"), James Taylor ("It's Only A Paper Moon" and "I Didn't Know What Time It Was"), the Manhattan Transfer ("Sunny Side Of The Street" and "Choo Choo Ch-Boogie"), and Art Garfunkel ("Two Sleepy People").

Carole King adds a new tune ("Now And Forever") and the cast performs the team anthem, "The All American Girls Professional Baseball League Song."

Salt-N-Pepa Achieve Parody

Rappers Salt-N-Pepa will appear in a parody of a music video in "Stay Tuned," a comedy fantasy about TV that's coming in August from Morgan Creek. Joining the Next Plateau duo in the video — where they'll be performing a new song, "Start Me Up" — will be the film's stars Jeffrey Jones and John Ritter, who appears as Prince (!). Pam Dawber also headlines. More soundtrack info to come, but expect to see the single in late June/early July.



Madonna — in a league of her own.

McFerrin's In The 'Pink'

Bobby McFerrin has rendered an a cappella version of Henry Mancini's famed "Pink Panther" theme. The EMI recording artist's vocals will be heard under the titles in director Blake Edwards's "Son Of Pink Panther," coming next year from MGM.

MUSIC DATEBOOK

MONDAY, JUNE 29

1963 / The John Lennon-Paul McCartney songwriting team makes its first U.S. chart appearance with Del Shannon's version of "From Me To You"

1979 / Little Feat founder Lowell George dies of a heart attack

Born: Ian Paice (Deep Purple/White-snake) 1948, Don Dokken 1953, Evelyn "Champagne" King 1960

TUESDAY, JUNE 30

1971 / The Fillmore West closes

1988 / Former Beach Boy mainman Brian Wilson releases his first solo recording, "Love & Mercy." Coincidentally, the Beach Boys release "Kokomo" the same day

Born: The late Flo Ballard (Supremes) 1943, Stanley Clarke (Animal Logic) 1951

WEDNESDAY, JULY 1

1963 / The Beatles record "She Loves You."

1972 / After 1729 performances, "Hair" closes on Broadway.

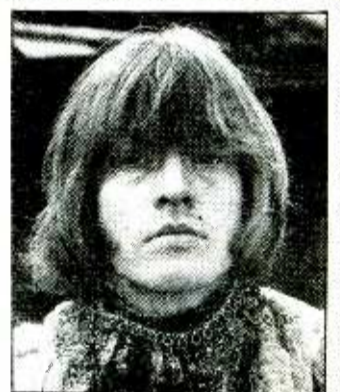
Born: Deborah Harry 1945, Fred Schneider (B-52's) 1954

THURSDAY, JULY 2

1956 / Elvis Presley cuts "Hound Dog" and "Don't Be Cruel" — his first recordings with the Jordanaires.

1991 / Guns N' Roses frontman Axl Rose leaps into a St. Louis crowd, trying to confiscate a fan's unauthorized camera. After berating security, Rose leads the band offstage. The ensuing riot causes \$200,000 in damages and 60 injuries.

Born: Roy Bittan 1949



Brian Jones — off the deep end.

FRIDAY, JULY 3

1969 / Ex-Rolling Stone Brian Jones is found drowned in his swimming pool.

1971 / Jim Morrison dies of heart failure in Paris

Born: Paul Barrere (Little Feat) 1948, Stephen Pearcy 1959, Vince Clarke (Erasure) 1960

SATURDAY, JULY 4

1982 / Ozzy Osbourne marries his manager, Sharon Arden.

Born: Bill Withers (1938), John Waite (Babys, Bad English) 1952, Mark Slaughter (Slaughter) 1964

SUNDAY, JULY 5

1968 / The Doors play the Hollywood Bowl. Twenty years later, the concert footage makes it to home video.

1969 / The Rolling Stones play a free concert in London's Hyde Park in tribute to the late Brian Jones.

Born: Robbie Robertson (1944), Huey Lewis (1950)

— Paul Colbert



JOEL DENVER

The Sweet (98) Smell Of Victory In Omaha

Benson rallies KQKQ before splitting for KKRZ

Not only was (former) KQKQ (Sweet 98)/Omaha PD Ken Benson [now KKRZ/Portland PD] blown away by his station's 12+ recovery (8.6-12.7) in the Winter '92 Arbitron, he also took great satisfaction in knowing it was the largest increase for a CHR in the Top 100 markets.

Benson, a veteran PD who previously scored with WTHT/Portland, ME, and WRQN/Toledo, arrived at KQKQ on January 13, four days into the winter sweep. Based on the station's previous three-book performance (10.3-8.8-8.6), he knew there was a lot of work ahead.

Riding The Fence

"Before my arrival, Strategic Research did a perceptual study to see if CHR was still valid for the market," Benson explains. "The internal perception said it was time to go AC, but the research indicated otherwise. The study showed KQKQ's problem was a boring presentation and music that was riding the fence between CHR and AC. To make matters worse, [crosstown CHR] KXKT was sounding a lot better than KQKQ and had become a real alternative. They now lean New Rock, so we're not going head-to-head at this point. Another advantage is our signal. Both of us are 100kw, but they're a good distance from the city, and this area has somewhat hilly terrain."

Benson also used KQKQ's history to his advantage. "When this station flipped to CHR in 1980, it began using the Sweet 98 handle. Somewhere along the way, the station decided it wasn't hip anymore



Ken Benson

and began using KQKQ exclusively. We discovered KQKQ didn't register with the listeners - Sweet 98 is what they call us, and the word sweet means 'cool' in this market. Obviously, we've begun using Sweet 98 again, and the calls are used only for the legal ID."



What's most amazing is that Sweet 98's music is younger than before, yet our demos are better than ever.

Benson credits consultant Tracy Johnson of Alan Burns & Associates for solid direction. "We've taken full advantage of Soundscan [retail] data and paid attention to what's selling. It's as simple as finding out what sells, then playing it. Tracy's a big proponent of listener-driven programming; with his help, we pulled off a lot of the '80s music, modernized the format, and concentrated on today's music. We're anywhere from 85%-90% current and it's really working."

Benson's replacement at Sweet 98, night rocker Tom Gjerdrum (aka Rodzilla), arrived at KQKQ as APD on February 7 after a PD stint at WZOK/Rockford. Gjerdrum remarks, "There are a lot of PDs listening to their GMs ask for 25-54s. Consequently, they're not playing records like Def Leppard and Kris Kross, which are both Top

5 in callouts, sales, and requests just about everywhere. We're fortunate that the GM, GSM, and everyone in the building focus on what we're doing, which is getting 12-29 listeners."

Benson adds, "What's most amazing is that Sweet 98's music is younger than before, yet our demos are better than ever. Everyone in town's playing Journey records and we've set ourselves apart with currents. We're also finding acceptance of New Rock crossovers by acts like Big Audio Dynamite and Red Hot Chili Peppers, as well as alternative dance product like Shamen. The key is not to overindulge in any genre, but to monitor sales, requests, and word of mouth, then react by putting the music on your station."

Rodzilla makes a case for tailoring the station to available listeners during each daypart. "We have the freedom to make our individual shows entertaining. For example,



(l-r) Sweet 98's Rockett, sidekick Tom Zenner, and MD/news personality Liz Adams turn a lucky listener into a human sundae to win Van Halen concert tickets.



Marky Mark (l) kept his shorts on while chatting with KQKQ PD/night stalker Rodzilla (with girlfriend Gemma) at a Sweet 98 backstage meet n' greet.

Sellable Numbers

KQKQ (Sweet 98)/Omaha's 12+ gain 8.6-12.7 precipitated a rise in rank from #5-#2. Now Sweet 98 trails only Full-Service KFAB. Its other rankings are equally impressive:

- #2 18-34 adults
- #2 18-34 females
- #4 25-54 adults
- #2 25-54 females
- #1 teens

during my show we've got 'New Music Premiere' at 8:15pm, 'Hi-Five At Nine,' dedications at 10pm, and at 11pm we do 'Hippie Line' or 'Studs On The Radio,' both of which are dating features. There's so much talk about the station on the streets from all ages because we're more than a jukebox."

Building A Winner

Besides hiring of Rodzilla for nights - he debuted by interrupting station programming throughout the week with a pirate radio-type gimmick - Benson imported middayer Staci Kelly from WRQN and afternooner Dancin' Dave Swan from WLXR/La Crosse, WI, and retained seven-year overnighter J.T. However, the morning team transferred from across town. "We grabbed Rockett and sidekick Tom Zenner from KXKT and teamed

Continued on Page 43

MAINSTREAM TO NEW ROCK LEAN

'The Kat' Changes Spots

KXKT (The Kat)/Omaha OM Mark Evans takes nothing away from crosstown CHR KQKQ (Sweet 98) and its big win in the Winter '92 Arbitron.

"They had a great book. From my perspective, you also have to give credit to [former KQKQ PD] Keith Edwards; he had them set up going into that book. Part of that win is his."

Realizing that KXKT was in trouble - posting a 4.1-3.3 decline in the winter sweep - Evans and PD Brian DeGues took steps to gear up for the spring. Evans recalls, "Around March 10, we decided on some changes. We still call ourselves The Kat, but we decided to let Sweet 98 get fancier while we moved in a different direction. We began keying in on groups like Nirvana and the Red Hot Chili Peppers as a way to sound unique."

Excellent Response

"We have a good signal, but not as good as KQKQ's. To try and compete Paula Abdul-to-Paula Abdul is a no-win situation for us. So we're using our music to try and give the market a really compelling reason to tune us in and stick with us despite signal problems.

"Our best comparison is WENZ/Cleveland - mass appeal CHR



Mark Evans

music with a hip edge. We revamped the library and took out the hardcore urban and rap product. But we still play tons of mainstream music like Mr. Big and Bonnie Raitt. Our music is more of the non-disposable variety than KQKQ's.

"The response has been excellent, and we have reels and reels of unsolicited listener testimonials," continues Evans. "We've been airing them and letting the listeners

pick up their own perceptions of the station. Our target demo is 25-34 and we're selling a lot of product, like Tori Amos, which is heard ex-

Continued on Page 43



KQKQ's main positioners are "Sweet 98, today's best music," and "The new sound of Sweet 98." Here's a 5pm sample hour:

- BIG AUDIO DYNAMITE II/**
The Globe
- MINT CONDITION/**
Breaking My Heart...
- DEF LEPPARD/Lef's Get Rocked**
- COLOR ME BADD/All 4 Love**
- CAUSE & EFFECT/**
You Think You Know Her
- BRYAN ADAMS/**
Thought I'd Died And Gone...
- KARYN WHITE/**
The Way I Feel About You
- THE CURE/High**
- CHRIS WALKER/Take Time**
- EXTREME/Hole Hearted**
- JOE PUBLIC/Live And Learn**
- MICHAEL BOLTON/Steel Bars**



Despite a shift in music stance, KXKT/Omaha's key positioner remains "The Kat plays the most music." Here's a typical 5pm hour:

- BLACK CROWES/Remedy**
- MR. BIG/To Be With You**
- CAUSE & EFFECT/**
You Think You Know Her
- POLICE/Every Breath You Take**
- LIGHTNING SEEDS/Sense**
- CURE/High**
- ROXETTE/It Must Have Been Love**
- NIRVANA/Come As You Are**
- GENESIS/Hold On My Heart**
- U2/New Year's Day**
- WENDY MAHARRY/**
How Do I Get Over You
- L.A. GUNS/It's Over Now**
- JOHN MELLENCAMP/**
Now More Than Ever
- FIXX/One Thing Leads To Another**

CHR

The Sweet (98) Smell Of Victory

Continued from Page 42

them with [MD/news personality] Liz Adams and sports guy Tom Zenner, who does the sports on TV-42. Rockett's recognition was very strong, he had no contract, and he's happy as hell working for us.

"When I got here, we had to shake things up a bit. There was a lot of complacency on the jock staff. They did their four and hit the door without seeing what they could do to help out. So we hired people who wanted to work and have a good time doing it. During the winter book, we launched a TV campaign for Rockett and put his face and our logo on the back of every bus in the city. The rest was just craziness on the radio, driving around in our two vehicles, setting up the boom box at every opportunity, making eight to 10 appearances a week — that put us over the top.

"We did a 'Wayne & Garth Weekend,' offering 'Wayne's World' soundtrack CDs and a tank of gas (enough to get to Aurora, IL) or Garth Brooks albums and concert tickets. We had a Sweet 98 'Whammy Jammy Grammy Party,' where 100 qualified couples showed up in PJs with packed suitcases and a chance to win a trip to the Grammy Awards.

"Our March promotion was the 'Sweet 98 \$10,000 Payroll Game.' People registered for the contest; if we announced their names and they called back within nine minutes, they won \$50 an hour until someone else bumped them off the payroll."

Honesty Policy

He recalls how KQKQ took on the establishment during the book. "Omaha is a very white-collar town with the telecommunications industry, Mutual of Omaha, and Con Agra as its biggest employers. Unemployment is only 3%, and the attitude is conservative and protec-



We've got to be honest with ourselves during 1992 about goals and how to achieve them. If you want to be CHR, just do it.



tionist. However, the cops did a 2 Live Crew sting to nail retailers who were selling the album to minors. Six were arrested, Luther Campbell flew in for a press conference, and we took the comments of those arrested and put them on the air. The arrests were bullshit and everyone knew it. We only did what we thought was right and the public backed us up."

Clearly, KQKQ's ratings surge — one of the brightest spots on the CHR horizon — didn't result solely from playing the right records and coordinating exciting promotions.

It also took a serious commitment from all levels of management. According to Benson, "Mitchell Broadcasting, like other companies, has been wondering about the future of the format. But [GM] Marty Riemenschneider has been here for six years, four of them as GSM, and he understood our mission to get Sweet 98 back to number one.

"We've got to be honest with ourselves during 1992 about goals and how to achieve them. If you want to be CHR, just do it. If you want to be AC, just do it. Whatever the direction, you've got to be committed on every level. Realize that CHR is not going to be the number one at-work station, but you can win in morning drive and nights. Do the best you can during mid-days and afternoons without losing focus on what's realistic. KQKQ is now in the position of having to outdo itself — we all believe there's a lot of growth left. To continue building, it will be a case of playing the biggest hits, and being as interesting and entertaining as possible."



DINNER WITH CURTIS — KZIO/Duluth treated a few lucky listeners to a special dinner with Curtis Stigers. Grabbing a booth in the back are (l-r) KZIO MD Tommy B., Stigers, KZIO PD John Michaels and middayer Chris Daniels.

'The Kat'

Continued from Page 42

clusively on the Kat. To match our musical profile, the on-air presentation is a bit less hyped-sounding, yet still up and entertaining."

While KQKQ may have grabbed KXKT's former morning man Rockett, Evans feels good about acquiring KQKQ's night jock. "Hot Scott was the best night jock in the market, and when they brought Rodzilla in, Scott became a free-agent. We moved our night guy, Jeff Jackson, to mornings, and teamed him with midday personality John Bell. They really sound good together.

"We're so pleased with the on-air product that we've got a huge TV campaign running for the spring book. Between that TV spot, tying in with Pepsi's 'Gotta Have It' campaign, and concert trips to see Rod Stewart and the Cure, we'll be highly visible and should enjoy improved numbers in the spring."



Station mascot "The Kat" in one of the many vehicles that KXKT has given away to listeners.



You can't miss KXKT (The Kat)/Omaha's billboard.

The Black Crowes



"Remedy"

The new single from the album

The Southern Harmony

and Musical Companion

#1 SELLING ALBUM

Start The Revolutions.

CHR CHART 34

KEGL 16-10
Q102 21-15
KPLZ 19-12
WAAL 22-15 HOT
JET-FM 5-3 HOT
WPST 12-9 HOT
WPST 12-9 HOT
WSTW 11-7 HOT
WYCR 16-13 HOT
WBBQ 2-2 HOT
WAPE 8-7 HOT
KTUX 15-7 HOT

WMEE 19-14 HOT
WHOT 3-2 HOT
WKSF 19-16 HOT
KMCK 4-4 HOT
KISR 19-12 HOT
WCIL 13-8 HOT
KTXV 14-11 HOT
Y94 18-13 HOT
KFMW 2-2 HOT
KFBQ 20-16 HOT
OK95 28-23 HOT

ALBUM **1** 6TH WEEK!
HEAVY ROTATION MTV
PLATINUM PLUS!



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| KMJQ | KPRS |
| K97 | WKKV |
| WEDR | KMJM |

...And Many More!

THANK YOU, BLACK RADIO FOR A TWO-WEEK BREAKER!



PolyGram Label Group




HOUSE PARTY RELIEF — KKBT/Los Angeles's "House Party" morning team and listeners joined forces to collect food and clothing for the Los Angeles Relief Fund. Listeners donated cash and checks totaling over \$5000, which was matched by the station. Doing their part were (l-r) station staffers Dennis Cruz, "The Coach" Charleye Wright, Brian Cooley, Shirley Clark, APD "Big" John Monds, Greg Manley, and John London.



THE COMFORT ZONE— Mercury artist Vanessa Williams was on hand to introduce new labelmate Brian McKnight (r) during a celebration for McKnight's new video. Joining the duo is WKYS/Washington VP/Programming and morning talent Donnie Simpson.



MIGHT AS WELL JUMP— Kris Kross recently jumped into the mix at WGCI/Chicago and hammed for the camera with (l-r) the station's Ramonski Love, Jammin' Dave Micheals, and PD Eroy R.C. Smith, and Columbia's Cynthia Johnson.



**GIVE IT
UP FOR
THE
RETURN
OF
BABYFACE**


*Give
U
My
Heart*

(FEATURING
TONI BRAXTON)

The First Smash Single
And Video From Boomerang,
The Summer's Hottest
Soundtrack. The
Paramount Pictures Film
Starring Eddie Murphy
Opens July 1st Nationwide.

Single Produced by L.A. Reid and Babyface
Co-Produced by Daryl Simmons
Executive Producers:
Antonio "L.A." Reid and Kenny "Babyface" Edmonds

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WALT LOVE

POWER PROMOTIONS

WJLB/Detroit Mounts Black Expo

Summertime – a time for promotions everywhere. On this page we'll look at major events mounted recently by two Midwest stations.

WJLB/Detroit reaffirmed its commitment to black excellence last month by welcoming the 1992 Black Expo USA.

The Booth Broadcasting station played a major role during the Expo by broadcasting live the entire weekend and passing out thousands of prizes to "Strong Songs" listeners. Station air talents were on hand to greet the public and oversee the spinning of the WJLB "Wheel of Fortune."

"The Black Expo was the perfect opportunity for WJLB to show that we are serious about our commitment to black excellence here in Detroit. WJLB clearly played a major role in the success of this year's show," said PD Steve Hegwood. Photos of the affair follow.



This is the sight that greeted visitors to Detroit's annual Black Expo USA.



Who's that flexing his fingertips with WJLB/Detroit air personality Mike Shannon? None other than the most high Funkadelic, the Speaker of the Parliament, the atomic dog himself . . . Capitol artist George Clinton.

UC DATA BANK

Black Growth Outpaces White

The black population grew faster than the white or general populations' numbers did from 1980-90. Black numbers increased by 13% over that decade, compared to the white population's 6% rise and the total population's 10% growth.

Source: 1990 U.S. census



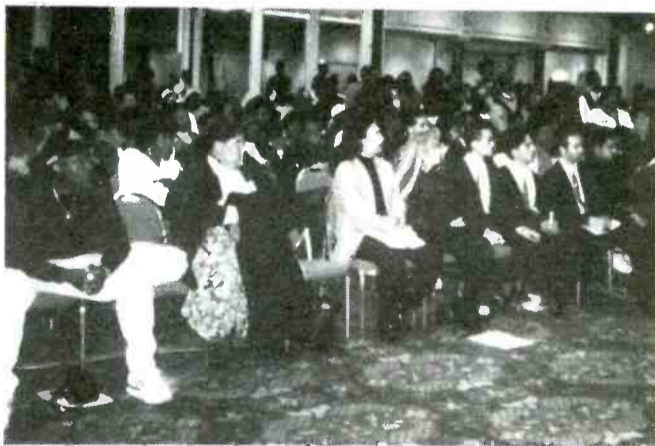
Atco/EastWest artist Gerald Levert points to the man with a seminar plan: WGCI/Chicago PD Elroy Smith.

WGCI Shares Industry Knowledge

WGCI-FM/Chicago showed its commitment to listeners by sponsoring the station's first music business seminar — "Making It In The Industry." The event was open to WGCI listeners who'd like to break into the broadcasting and music industries.

The Gannett station wanted to reach out to the community and respond to the interest young African Americans and others show in these industries. WGCI assembled a panel of industry professionals who were willing to share their knowledge. PD Elroy Smith noted, "The response was overwhelming. We didn't expect such a large turnout."

Among the pros on hand were two native Chicagoans: Columbia Regional Promotion Manager Cynthia Johnson and Motown VP/R&B Promotion James Cochran. Among the artists involved were Uptown/MCA act Jodeci and Jive's R. Kelly & Public Announcement.



Members of the Chicago community packed the hall to learn the biz at WGCI's "Making It In The Industry" music seminar.



Pendulum artist Meli'sa Morgan teamed up with WJLB to expo'se her talents; po'sing at the show were (l-r) Pendulum National Director/Promotion Stanley Winslow, Morgan, WJLB PD Steve Hegwood, and MD Fonda Thomas.

107.5 WGCI
MUSIC SEMINAR
 "Making It In The Music Industry"

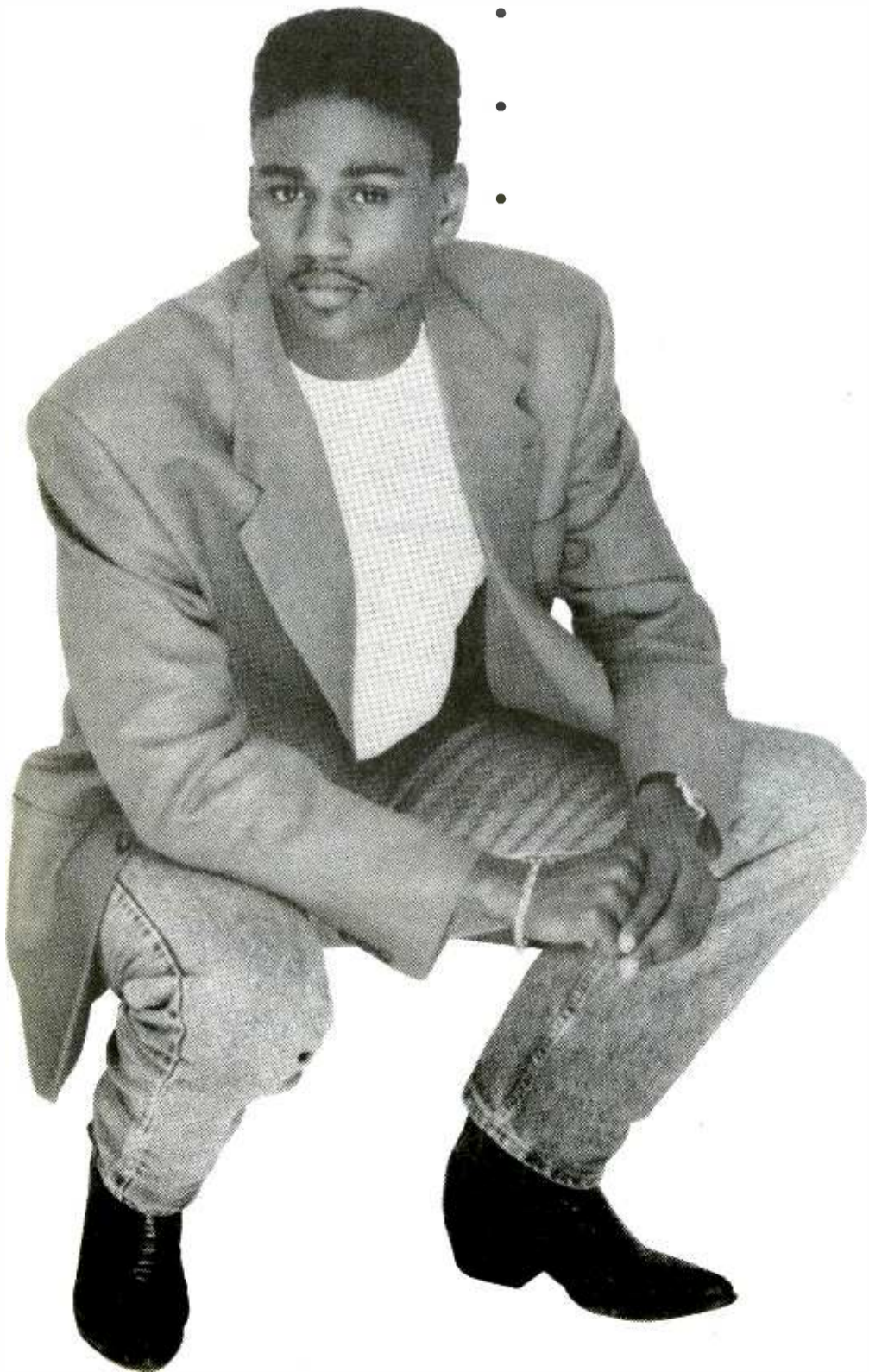
There was no mistaking who put this event together for the people.

Larry Springfield

Urban
BREAKER

Now On 53 UC Reporters
— 61% Including:

WBLK WZAK
WDAS WTLC
WHUR KPRS
K97 KMJM
WIZF ...And Many More



Any where .

Any how .

Any way .

“All The Way Love”

[28965-0108-4]

The

first

single

from

his

debut

I'm Just A Man

[28965-4007-2/4]

album



Produced by Arnold Hennings, Co-produced by Larry Springfield and Tony "TC" Collins
Management: Starks & Associates/Adrienne Benton, Memphis, TN.

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HARVEY KOJAN

AOR®

ALBUM ORIENTED ROCK

KRXX Rocks The Twin Cities

12+ soars after switch from Classic Rock

Over the past few years we've seen quite a few AORs switch to Classic Rock. Given the industry's emphasis on 25+ success, that's not surprising. Rarely, however, has the opposite occurred: a Classic Rock station abandoning that desirable niche in favor of AOR. But that's exactly what happened in the Twin Cities.

After four years of attempting a variety of Classic approaches, Entercom's KLXX/Minneapolis flipped this past January to hard-rocking AOR as KRXX (93X). The move appears to have paid off in the short term: The station jumped 3.0-6.4, while crosstown Cap Cities/ABC heritage rocker KQRS slipped 9.7-8.4. Entercom VP/Programming Joel Reish, who also serves as 93X interim PD, explains the conditions that led to the format change:

"Although we used the moniker 'Classic Hits,' we went through two distinct variations of the format. One was sort of a Gold-based AC; the other was Classic Rock.

"There are a number of reasons why the format didn't work, the main one being that KQRS also decided to become a Classic Rock station. In fact, just prior to our format change, KQRS's main positioning statement was, '100% Classic Rock, 24 hours a day.' They took their heritage, big morning show, and their pocketbook, and decided to defend the Classic position to the death.

"We weren't a failure — we were a good-sounding station. Even with [KQRS] doing what they were doing, we felt we had a good niche, a good client base, and so forth. But because of their adjustments, we weren't offering anything unique, and we just weren't as big a success as we wanted to be. At the same time we knew this opportunity was sitting there. It was very large and very tempting."

Anatomy Of A Format Change

"It was at the end of '91 when we devised a strategy to establish the market opportunity for a hard rock station by using our AM, which has



Joel Reish

been Z-Rock since fall '90," Reish continues. "We began running a TV spot promoting Z-Rock that showed album covers from Guns N' Roses, Def Leppard, Motley Crue, and so forth, and talked about how KQRS had turned its back on today's new rock.

"We ran the commercial pretty heavily for about a week, at which time KQ took us to court and got a cease and desist. The judge deter-

mined the commercial implied that KQ played *none* of that music. So we came right back with another spot that simply *asked* whether KQ had abandoned today's new rock.

"We ran that pretty heavily through the first three weeks of January, trying to enhance their vulnerability. We waited to see if KQ would adjust, but they didn't. So we went ahead with the format change."

Aside from going jockless for a month, 93X didn't use any gimmicks to herald the change. "Our philosophy was to take people totally by surprise," Reish explains.

"Perhaps if we were changing from a totally different format, doing something like playing the same song for 24 hours might have garnered some attention. We knew the fact we were already in the rock spectrum meant a lot of our potential came was already listening to us, and we didn't want to do anything to blow them away."

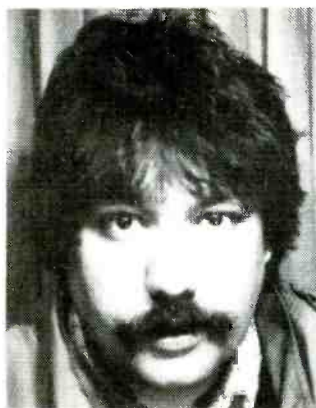
Once the new format was in place, 93X used promos to try and reposition KQ. "We took all the things they use as their foundation, turned them upside down, and made them look silly. They used to talk a lot about their 23-year heritage. We came on and said, '23 years ago KQRS began playing rock 'n' roll. And they haven't changed the records since. Isn't it time for a change?'"

Hamilton: 'We Couldn't Be Happier'

Tightening music and cutting currents has been the standard AOR strategy to defend against Classic Rock competition and tap the lucrative 25+ audience — much to the chagrin of the record industry. But no station took a more radical approach than KQRS/Minneapolis, which ultimately thwarted Classic Rock KLXX by becoming a Classic Rocker itself.

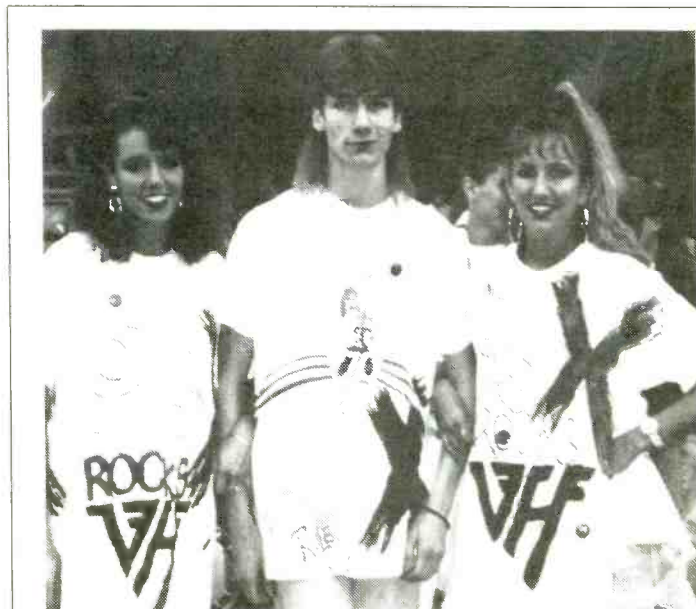
"We accomplished what we set out to do, which was to force them into another format, one with inferior sales demos," explains KQ PD Dave Hamilton. "We starved them out. The way we look at it, they wasted hundreds of thousands of dollars and a lot of talented people to make a go of Classic Rock.

"We much prefer the situation we have now compared to when they were sitting on top of us. From a business standpoint, this is a much better scenario for us. Our last trend was our best 25-54 numbers in two years. We couldn't be happier."



Dave Hamilton

"It's a little curious that they'd pick a low-end format in an under-radioed market like this where there really are several 25+ options available. There are now three stations fighting for younger demos (93X, [CHR] KDWB, and [New Rock] KJJO) — and that's if you exclude us. I'd say at least 90% of all the buys that come down are either 25-54 or 35-64.



Van Halen fans model homemade fashions at 93X's T-shirt contest.



The 93X Rock Squad strikes a casual pose.

The KJJO Factor

93X was not the first Twin Cities station in recent years to attempt a harder-edged format. KJJO enjoyed brief ratings success rocking out in 1987-88. But that success

proved short-lived, and the station ultimately changed directions several times before settling on its current New Rock approach.

"I'm not always comfortable with the KJJO analogy," Reish says. "There are many reasons why this is a very different situation. They have an inferior signal. They [also] didn't back the format with major talent or promotions [and] tried to let the music alone carry them.

"In contrast, we came on with major promotions, a major television campaign, and major air talent. We're emphasizing the full-service aspects and trying to develop a franchise.

"We also use quite a different music mix than they did. KJJO was playing five-six currents an hour, whereas ours is not a current-driven format. The reason for

So they're going to be fighting for a much smaller pie."

Freshens Up

His rival's switch has enabled Hamilton to expand the format and freshen the music mix. "We've slowly moved to the position we're in now, which is a true mainstream AOR. That's where we'd been in the past, and we're happy to be there again. We want to make sure nobody else gets any ideas about doing Classic Rock in this market, so we'll continue to protect that position. But now we're also able to play new music. They've allowed us to be a much broader, more interesting radio station.

"The bottom line: Yes, they've gotten the cume burst they were looking to get, but we're in better shape 25-54 than we've ever been. Sure, they've taken away some of our 12-24-year-olds, but we had them by default anyway.

"In the past these guys haven't had any patience, so we'll see how long they stick with this. According to our research, they're already starting to fade."

KRXX Sample Hour

QUEENSRYPHE/
Anybody Listening?
AC-DC/Moneytalks
NIRVANA/Lithium
VAN HALEN/
Ain't Talkin' Bout Love
U2/Where The Streets Have...
AEROSMITH/Walk This Way
RAINBOW/Stone Cold
TESLA/Call It What You Want
DEF LEPPARD/Tear It Down
BONHAM/Wait For You
GUNS N' ROSES/Patience

KQRS Sample Hour

DEF LEPPARD/
Make Love Like A Man
ERIC CLAPTON/She's Waiting
HOLLIES/Long Cool Woman
SCORPIONS/Big City Nights
38 SPECIAL/Caught Up In You
ROD STEWART/Maggie May
ZZ TOP/Gun Love
CARS/Good Times Roll
JIMI HENDRIX/Fire
TOM PETTY/
Runnin' Down A Dream
ROLLING STONES/Satisfaction

that is that KQ was so classic, we didn't want or need to be all the way over on the other side of the scale. We wanted to take as much of a mainstream position as we could while still being unique."

KQRS Reacts

Asked how he perceives KQ's reaction to 93X's new format, Reish says, "They changed their evenings almost immediately and started playing more new bands and newer, harder music. That gradually spread to the rest of the dayparts. There were a lot of discordant segues because they weren't mixing the music properly."



The problem with demos really comes down to rank. You're a lot better off being number one 18-34 than number eight 25-54.

— Joel Reish



They backed off somewhat about eight weeks in, and their blend has sounded a lot better lately.

"They're not necessarily playing that many more on-the-chart currents, but they're playing more music from the '80s and '90s. Their idea of newer music before was mainly John Mellencamp and Steve Winwood. Now they'll tap into some of the bands we're playing."

SEGUES

KUKQ & KUPD/Phoenix Promotion Director **Tami G.** resigns, effective July 1 ... **Stan Robak** replaces **David Lee** in middays at WQFM/Milwaukee ... WCCC/Hartford night rocker **John Osterlind** takes nights at WAAF/Boston ... WDRK/Panama City, FL inks an LMA with WPFM. 'DRK Station Manager **John Schuster** now oversees both facilities, which are consulted by B/D & A; **Cruze** has been named 'PFM PD. 'DRK plans to buy 'PFM pending approval of new FCC ownership rules.

Despite the fact KQ successfully pushed Entercom out of the usually lucrative Classic Rock position, Reish is confident his rival will not be able to squeeze him again.

"They've got too much to lose. For them to defend the Classic position didn't cost them anything. If they tried to duplicate us now they'd risk their upper demos. And [KQ PD] **Dave Hamilton** has made public statements that they'll defend their upper demos at all costs."

Like any station that targets a younger audience, 93X faces the potential problem of converting its 12+ achievements into advertising dollars. "The problem with demos really comes down to rank," Reish responds. "The 25-54 [demo] is desirable because there's a lot of money there and everybody buys deeper. But you're better off being number one 18-34 than number eight 25-54. Our target audience is adults 18-34, and in the last trend our combo was No. 1 in that demo. You can make a very good living off that."

Excellent Debut Expected

Reish was pleased but not surprised by 93X's initial success. "The first book was within our range of expectations. We knew shortly after we signed on that the station was taking off, so it was not a surprise to see the numbers we did. We're a major factor in the market, and we believe we can continue to move up.

"One of the main reasons why is [because] our morning show — the **O Brothers** — has not even had an opportunity to be reflected in the ratings. In the last trend, 93X was only one point behind KQRS in 18-34. And that was without the impact of a morning show."



SOLAR SEX PHOTO — Little Villagers **Nick Lowe** (second from left) and **John Hiatt** (r) bond with KCQR/Santa Barbara afternooner **Deborah Catlin** and PD **Rick Williams**.



MORE MOORE — Charismatic bluesmeister **Gary Moore** drops by KLOS/Los Angeles. All smiles are (l-r) KLOS's **Rosemary Jimenez** and **Rita Wilde**, **Moore**, and **Charisma's Felicia Swerling** and "Heavy Lenny" **Bronstein**.



PEACE AND SOUTHERN HARMONY — KUPD/Phoenix night stalker **Mary Alice** bonds with **Black Crowe** **Chris Robinson**.



SEATTLE ON ICE — **Love On Ice** visit KISW/Seattle; (standing, l-r) LOI's **Brent Williams**, KISW personality **Damon Stuart**, Ice Manager **Patrick Whitley**, and the band's **Dan Krueger** and **Stand Robinson**; (kneeling) Ice's **Dirk Sullivan**.

FAMOUS FIRSTS

CHARLIE LOGAN, WYNF/TAMPA PD

WHAT WAS THE FIRST RECORD YOU BOUGHT?
Charlie: Grand Funk Live.

WHO WAS THE FIRST PD TO TAKE YOUR CALL?
Charlie: Chuck Ingersoll at WCMF. He didn't hire me but Al Peterson across the street did.

WHAT WAS YOUR FIRST RADIO JOB?
Charlie: WMJQ/Rochester.

WHAT WAS THE FIRST CONCERT YOU ATTENDED?
Charlie: The Byrds in Central Park in 1970.

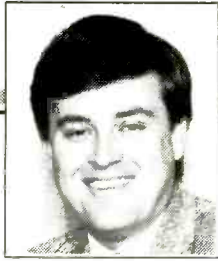
WHAT WAS YOUR FIRST SEXUAL EXPERIENCE?
Charlie: During the Summer of 1970, with a girl downstairs whose room worked late.

YOUR FIRST PRIORITY THIS WEEK:

THE SPIN DOCTORS
"Little Miss Can't Be Wrong"

Track 37 New Artist #4 Album Debut 38

epic



LON HELTON

Fan Fair Frenzy

The music and the precious metal flowed at the 21st annual Fan Fair last week in Nashville. A sellout crowd of 24,000 watched as more than 100 acts took the stage, signed autographs, and posed for pictures during country music's largest annual extravaganza. Here's a taste of what went on.



GOLD RIDER — While accepting a gold plaque for his debut album ("Sticks And Stones"), Atlantic artist Tracy Lawrence was stunned when producer James Stroud rode a Harley-Davidson motorcycle onto the showcase stage. Stroud was making good on a promise to give the bike to the singer if the album hit gold. (You may recall Stroud made a similar promise to Clint Black a few years ago and had to part with a Porsche.) Admiring the plaque and the Harley are (l-r) Atlantic's Director/Marketing Bob Heatherly, Stroud, Lawrence, label VP/GM Rick Blackburn, and Lawrence co-manager Wayne Edwards, business manager Mike Dunn, and co-manager Jeff Carver.



HEART OF GOLD — One of the week's most touching moments occurred when Epic artist Doug Stone (c) appeared onstage — his first public appearance since undergoing quadruple bypass surgery almost two months ago. Sony Music Entertainment President Tommy Mottola (l) and Sony Music/Nashville President Roy Wunsch presented Stone with a gold album for his "I Thought It Was You" LP.

Collin Raye also received a gold plaque for his Epic debut, "All I Can Be." The label's show was hosted by Tammy Wynette and also featured Mary-Chapin Carpenter, Joe Diffie, Dixiana, Darryl & Don Ellis, Great Plains, Matthews, Wright & King, Ricky Van Shelton, and Ricky Skaggs.



ARISTA-CRATS — Arista trotted out Brooks & Dunn, Diamond Rio, Alan Jackson, Lee Roy Parnell, Pam Tillis, Steve Wariner, and Michelle Wright to play for the fans Thursday afternoon. Label VP/GM Tim DuBois (c) heated up the festivities when he presented Kix Brooks (l) and Ronnie Dunn with gold records for their debut LP, "Brand New Man."



NIPPER'S NIGHT — RCA's Wednesday evening show featured Martina McBride, Paul Overstreet, Shenandoah, and Aaron Tippin. Gathering afterwards were (l-r) Shenandoah's Jim Seales, Stan Thorn, and Marty Raybon, McBride, Shenandoah's Ralph Ezell and Mike McGuire, RCA/Nashville's VP/GM Jack Weston, Sr. VP/Operations Ron Urban, and VP/Operations Thom Schuyler.



TRITT TIME — Wednesday afternoon's WB/Reprise show saw DeAnna Cox, Little Texas, the Texas Tornados, Travis Tritt, Michael White, and Giant's Dennis Robbins take the stage. During his set, Tritt received a double platinum award for sales of 2 million units of his current album, "It's All About To Change."



GIVE THEM LIBERTY — Tanya Tucker and Billy Dean (r) joined Suzy Bogguss, Garth Brooks, Cleve Francis, and Sawyer Brown for Liberty's Wednesday morning showcase. With Tucker and Dean are (l-r) Liberty's VP/Alternative Charlie Lico, Director/National Promotion Sam Cerami, VP/Promotion Bill Catino, and VP/Sales & Marketing Bob Freese.



MCA MEETS — MCA/Nashville's Mavericks were on hand for a Fan Fair week reception to unveil the label's new logo and sales presentation film. Pictured during the festivities are (l-r) MCA/Nashville President Bruce Hinton, Uni Distributing Exec. VP/Distribution John Burns, Mavericks David Lee Holt and Paul Deakin, label Sr. VP/Sales & Marketing Walt Wilson, group members Robert Reynolds and Raul Malo, MCA Music Entertainment Group Exec. VP Zach Horowitz, and (kneeling) MCA/Nashville Exec. VP and A&R head Tony Brown.



MERCURY'S MOMENT — Mercury's Tuesday afternoon showcase put the spotlight on Billy Ray Cyrus, Davis Daniel, Sammy Kershaw, Jeff Knight, and Ronna Reeves. After his concert, Cyrus (second from left) received a plaque from CMA Executive Director Ed Benson. Looking on are (l-r) Mercury/Nashville Sr. VP/Creative Harold Shedd and Cyrus manager Jack McFadden.



MIKE KINOSHIAN

Making Listeners Feel Like Family

Balancing music mix, effective database marketing the secrets behind Chicago NAC WNUA

While WNUA/Chicago's Winter '92 Arbitron 25-54 numbers couldn't match its lofty fall stats, the Pyramid NAC has become a legitimate Chicagoland player.

"Our demo ranking slipped, but we still beat the traditional ACs," notes PD Lee Hansen. "Over the last several books, you must go to eighth or ninth place [25-54] to find a mass appeal radio station. Clearly defined niche stations have done well."

Labeling WNUA in industry terms isn't easy. "We're a Chicago-flavored AC," Hansen offers. "We put out a product that reflects the market's feelings. The qualitative results seem to show we have a healthy audience mix."



Lee Hansen

Raising Cume Cap

As Hansen is quick to point out, the format's approach varies from market to market. "[KKSJ/San Francisco PD] Steve Feinstein and I share many ideas, but when it comes to putting product on the air, we're 180 degrees apart. By design, he plays familiar artists, but virtually no familiar songs. He has to bond with his existing listeners to get as much TSL as possible from a smaller cume."

In contrast, Hansen philosophizes that WNUA's cume could be broadened by playing more familiar music. "About 30% of the vocal tracks we play are mass appeal hits from various formats. We play a fair number of instrumental covers of mass appeal songs. We control the amount of those in a given hour, but we've always been comfortable with making 'NUA as accessible as possible."

Hansen's theory applies to all dayparts, but there's one he considers particularly important. "The workplace is the ultimate battleground. Some NACs took off with big night or weekend numbers — many of them are now doing satellite formats."

Like WNUA, Bob O'Connor-programmed KIFM/San Diego is another NAC turning in competitive 25-54s (see ratings scoreboard). Hansen comments, "KIFM's heritage seems to allow it wider parameters."

"I might avoid eclectic folk-based artists like Sarah McLachlan — KIFM can embrace her. It's earned listeners' trust over the years and something can be made hip when KIFM plays it. For my money, the stations most like us

are WNWV/Cleveland and WQCD/New York. These are the two I contact the most for programming concerns."

Core Talent

Listing WNUA's core vocalists, Hansen declares, "There's no question — Al Jarreau's the king. No one's smoother, jazzier, or hipper. He's not tainted by 'popism' because music is a hobby and passion for him. Anita Baker is also big for us and we're waiting for Sade's next album. Basia does well here; however, she's not of the same caliber of [Jarreau, Baker, and Sade] in terms of quantity of library cuts."

Hansen also cites Michael McDonald and Phil Collins as major 'NUA artists. "They're favored more by the casual listener than the core listener." Key instrumentalists getting heavy 'NUA play are Bob James, Lee Ritenour, George Benson, David Sanborn, and Spyro Gyra.

WNUA's typical playlist consists of four vocals per hour. "When we're not confident about current releases, we might cut back to three," Hansen admits. "We reduce it a little at night. Vocals can be an interference, and people use us at night for mood enhancing. We won't let the clock dictate our mix — it's dictated by availability. If we remove two vocals, we put in two smooth jazz songs."

The addition of Mariah Carey cuts has generated some criticism from station partisans. "The woman has a voice, writes her own music, and is talented," Hansen contends. "We wanted to expose 'Can't Let Go' before the ACs did. In most cases, the larger the market, the slower an AC is to add music. [Crosstown AC] WLIT can be quick on some really monster hits, but we usually have a good-sized lead time. We added Michael Bolton's 'Missing You Now' out of the box and had it on the air eight months before the ACs did."

WINTER SCOREBOARD

NACs Maintain Status Quo

Winter '92 Arbitron results indicate NAC's growth was greater among 35-64s than 25-54s. The first two columns reflect Winter '91-Winter '92 25-54 and 35-64 fluctuations. The next two numbers are the station's winter 25-54 market ranks.

	25-54	35-64	'91	'92
WHRL/Albany	+1.4	+1.3	NA	#16
WCDJ/Boston	-0.4	-0.6	#15	#16
WNUA/Chicago	+1.2	+1.3	#16	#6
WNWV/Cleveland	+0.8	-0.2	#10	#9
KOAI/Dallas	-0.2	+0.2	#11	#12
KHHH/Denver	-2.3	-0.6	#7	#11
WJZZ/Detroit	-0.9	Flat	#9	#15
KEZL/Fresno	Flat	-0.1	#9	#10
KEYV/Las Vegas	+1.4	+2.5	#12	#9
KACE/Los Angeles	-0.1	Flat	#28	#27
KTWV/Los Angeles	+0.4	+0.5	#4	#6
KTWV/(Anaheim book)	+0.6	+0.9	#5	#3
KTWV/(Riverside book)	-0.3	+1.1	#12	#14
WLVE/Miami	+1.3	+2.1	#12	#4
KXDC/Monterey	-0.5	-0.1	#9	#14
WQCD/New York	-0.1	+0.4	#9	#8
WQCD/(Nassau book)	Flat	+0.8	#15	#15
KTNT/Oklahoma City	-1.2	-0.4	#11	#12
WLOQ/Orlando	+0.6	-0.7	#9	#9
WOTB/Providence	-0.1	+0.2	#22	#24
WNND/Raleigh	+2.0	+1.0	#12	#10
KQPT/Sacramento	-0.1	-1.8	#9	#10
KATZ/St. Louis	+0.2	+0.3	#16	#15
KBZN/Salt Lake City	+1.7	+0.9	#12	#8
KIFM/San Diego	+0.7	Flat	#5	#4
KIFM/(SD No. Cty. book)	+2.8	+1.5	#10	#4
KBLX/San Francisco	-0.5	-0.4	#10	#12
KBLX/(San Jose book)	+0.4	+0.5	#21	#18
KJAZ/San Francisco	-0.3	-0.5	#16	#25
KKSF/San Francisco	+0.3	+0.8	#6	#5
KKSF/(San Jose book)	-0.1	+0.6	#9	#14
KKNW/Seattle	-0.4	+0.8	#5	#9
WJZE/Washington	-1.4	-0.4	#16	#21

NAC Winter Nuggets

- From Winter '91-Winter '92, the average NAC 25-54 share inched up from 3.2-3.3, while the 35-64 share improved 2.8-3.1.
- More NACs lost 25-54 audience (48.4%) than gained (45.4%); the rest were flat.
- NAC's typical 25-54 market rank fell slightly from 11.6 (Winter '91) to 11.9 (Winter '92) essentially remaining 12th in an average market.
- Among 25-54s, 16 NACs (48.4%) were in their market's Top 10, and five (15.1%) cracked the top five. Those figures were identical to last winter's.
- New to their market's top five this winter were: WLVE/Miami (#4); KIFM/San Diego (San Diego North County book) (#4); and KKSF/San Francisco (#5).
- WNUA/Chicago's 25-54 market rank improved the most (#16-#6); KJAZ/San Francisco slipped #16-#25.
- Two of three NACs (66.6%) either gained or held 35-64s (winter-winter).
- NACs appearing in last winter's sweeps that are now out of the format (or off the air) are: WRBZ/Cincinnati, WBBY/Columbus, WBBO/Greenville, SC, KHHH/Honolulu, KJZS/Houston, WBZN/Milwaukee, KNOK/New Orleans, KKVU/Omaha, KGRZ/Phoenix, WHVE/Tampa, and KAWV/Tucson.

WNUA/Chicago Music Monitor

2pm

- DONALD FAGEN/I.G.Y.
- BONEY JAMES/Kyoto
- BERNWARD KOCH/Bright Light
- DIANE SCHUUR/Nobody Does Me
- RICHARD ELLIOT/Just Me And You
- LOU RAWLS/At Last
- OTTMAR LIEBERT/Black Hair In The Wind
- ALEX BUGNON/Paris In May
- CELINE DION/Halfway To Heaven
- CHI/Letter From Home
- FOWLER & BRANCA/La La



HOOKED ON HELPING — KTWV/Los Angeles morning personality Randy Thomas (l) presents a \$5000 check to Patricia Shelhamer, Executive Director of FAP, an organization that rehabilitates homeless families.

Producing Results

As discussed at last week's NAC/CJ session at R&R Convention '92, NAC — at age five — is still growing. "NAC was hurt in its first few years when people tried to copy certain stations from market to market," Hansen remarks. "I thought NAC was on a roll when Detroit and Houston were added, but they've come and gone. There are some good satellite and syndicated services available for cost cutters who want to localize a national product. Stations can be financially successful, but won't

knock any doors down with record-setting ratings.

"But when serious companies get involved, NAC can produce results: The three best are [Brown Broadcasting's] KKSF/San Francisco, [Group W's] KTWV/Los Angeles, and WNUA. NAC's future is in the hands of the big owners. When stations compete on every level — talent, marketing, and programming — they'll be successful. The secret for KTWV, KKSF, and WNUA has been effectively marketing to our database. Our listeners feel like they're part of the family."

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- #C-21 All Dayparts KSCS/Dallas...KPLX/Dallas
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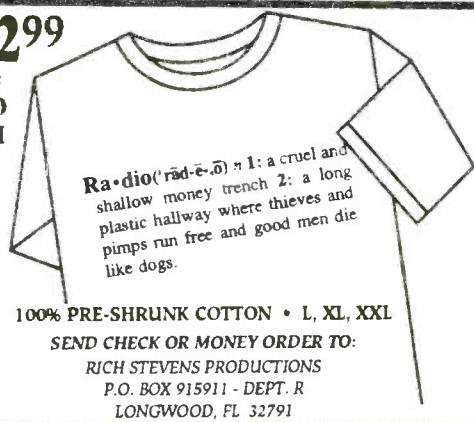
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 The anchor we seek is an excellent writer with the ability to communicate the news with authority, clarity and conviction.
 To apply, please send your resume and tape in strict confidence to: Mr. Harvey Nagler, Director, News and Programming, Department R, WCBS, Newsradio 88, 51 West 52nd Street, New York, NY 10019. Equal Opportunity Employer. M/F

EAST

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AOR outlet in Albany seeks AT for weekends and fill. Must have experience. T&R: WPYX, 1054 Troy-Schenectady road, Latham, NY 12110. (6/19) EOE

WTKO/WQNY seeks midday news broadcasters and field reporters. Must be experienced. T&R: Gilmore Communications, Box 10, 317 N. Aurora, Ithaca, NY 14851. (6/19) EOE

Top AC seeks Fulltime AT. T&R: WFNN, Scott Wahl, 403 Route 47 South, Cape May Court House, NJ 08210. (6/19) EOE

WCZX/Poughkeepsie, seeks Oldies PD and morning personality. T&R Box 416, Poughkeepsie, NY 12602. (6/19) EOE

Atlantic City Adult Contemporary, WMGM, seeks personality. Experienced, dedicated, creative team player. You'll love it here! Send us your T&R and salary needs to: Program Director, WMGM, 1601 New Road, Linwood, NJ 08221. EOE

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OPENINGS

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WGAG seeks ATs for all shifts. T&R: Duane Hargrove, Bx 211045, Martinex, GA 30917. (6/19) EOE

WMMZ seeks talent for CHR station. T&R: WMMZ, Bx 70229, Ocala, FL 32670. (6/19) EOE

AT sought for 50kw AC in coastal resort area. Good production skills. Team player. T&R: WVOD, Box 2059, Manteo, NC 27954. (6/19) EOE

ND sought for top-rated Oldies station. T&R: WOMG-FM, Box 565, Columbia, SC 29202. (6/19) EOE

WXQR/AOR seeks air/production talent. T&R: WXQR, Kris Kelly, 500 New Bridge St., Jacksonville, NC 28540. (6/19) EOE

KZPS seeks experienced, quality weekend ATs. T&R: KZPS, 15851 North Dallas Parkway, #1200, Dallas, TX 75248. (6/19) EOE



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Craig Stevens
WCKW RADIO
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EOE

OPENINGS

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Broadcast group in Mississippi is seeking radio announcers and radio sales reps in Jackson, the LMA capital of the world. Announcers must have one year commercial broadcast experience, sales reps must have one year media sales experience. Minorities and women are encouraged to apply. We are an equal opportunity employer. Send tape and resume to: Lewis Broadcast Group, Post Office Box 12247, Jackson, MS 39236. No phone calls, please.

MIDWEST

WJLT seeks evening talent with high energy and Oldies knowledge. T&R: WJLT, Doug Silver, 1603 Lakehurst, Ft. Wayne, IN 46815. (6/19) EOE

Seeking midday talent for FT. T&R: WDKB-FM, Brad Jeffries, 2201 North First St., DeKalb, IL 60115. (6/19) EOE

WZOK seeks overnight talent with strong production skills. T&R: WZOK, 3901 Brendenwood Rd., Rockford, IL 61107. (6/19) EOE

KFXI/KFXT seeks drivetime Country talent with personality and production skills. T&R: KFXI/KFXT, 1101 Highway 81 N. Marlow, OK 73055. (6/19) EOE

KOKZ seeks experienced creative PT talent willing to commute. T&R: KOKZ, Box 1540, Waterloo, IA 50704. (6/19) EOE

WIXY 100.3 FM

CHAMPAIGN'S NEW COUNTRY FM

Seeks midday personality with high communications skills. Great big 10 town with high quality of life. Rush T&R to: Clint Marsh, O.M., WIXY, 1306 Parkland Court, Champaign, IL 61821. EOE

OPENINGS

MORNING SIDEKICK/NEWS WANTED

Top rated-P2-CHR wants exciting sidekick for leading morning show. Great opportunity for right person. Experienced only. Females and minorities encouraged. Radio & Records, 1930 Century Park West, #623, Los Angeles, CA 90067. EOE

CHR program director. Top 150 market. Beautiful city, 100,000 watts. Excellent salary/bonus. Tell us what you can do. Radio & Records, 1930 Century Park West, #626, Los Angeles, CA 90067. EOE

GENERAL SALES MANAGER WANTED!!

Here's your chance! Top rated Dubuque FM. We're HOT! If you are too, send resume to Don Neer, KDFX, 909 Main Street, 8th Floor, Dubuque, Iowa 52001. EOE

Top-rated Midwest Urban powerhouse is currently looking for new up-and-coming talent to put on the radio. All fulltime shifts are available. Join the leading station, send your tapes and resumes to: Radio & Records, 1930 Century Park West, #630, Los Angeles, CA 90067, and wait for a call!!! EOE

OLDIES PD

Here's a dream job in a medium-sized Midwest market: sign-on a new Oldies station, build the staff and market to an unserved audience. Candidates must know the music and have superior marketing skills. Great company backing this. T&R: Radio & Records, 1930 Century Park West, #628, Los Angeles, CA 90067. EOE

PROGRAM DIRECTOR

Must have background in broadcasting; degree in Journalism or Communications and a minimum of five years' experience in radio including management responsibilities. Proven track record and familiarity with News, Talk, Sports and Entertainment format a must. T&R: KMOX-CBS Radio, Attention General Manager, #1 Memorial Drive, St. Louis, MO 63102. EOE

OPENINGS

WEST

KXRX seeks a new business development manager with retail knowledge. RESUMES: KXRX, Steve West, 3131 Elliott Ave., 7th Floor, Seattle, WA 98121. (6/19) EOE

Experienced newperson/co-host sought for CHR mornings. Females and minorities encouraged. T&R: KAVS, Z Taylor, 2501 W. Avenue I, Lancaster, CA 93536. (6/19) EOE

SST Records seeks FT promotions/marketing pro. RESUMES: Ron Coleman, Box 1, Lawndale, CA 90260. (6/19) EOE

MIX 106.5 KEZR

PROGRAM DIRECTOR

MIX 106.5 KEZR, Northern California's leading hot AC is looking for a Program Director who can successfully develop and apply creativity to an existing winning format and strategic marketing plan. Excellent leadership and organizational skills a must. T&R and detailed philosophy to John Levitt, General Manager, MIX 106.5, KEZR, P.O. Box 2339 (95 South Market Street), San Jose, CA 95109. No phone calls. EOE/MF

Westgroup Broadcasting is expanding. We have future positions for AT's, PD's, and news. All formats. Send T&R to:

Ralph Cherry
Westgroup Broadcasting
2000 South College Ave.
Suite 305
Fort Collins, CO 80525
EOE

KKSF 103.7 FM

San Francisco NAC seeks News & Public Affairs Director with a style and sensibility appropriate for intelligent, mature listeners. Requirements: natural, personable delivery; sharp writing skills; and a curiosity that makes combing through numerous periodicals every morning a pleasure. Tape customized for NAC appreciated. No calls, please. Steve Feinstein, KKSF, 77 Maiden Lane, San Francisco, CA 94108. 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, #625, Los Angeles, CA 90067. EOE

OPENINGS

POSITIONS SOUGHT

POSITIONS SOUGHT

POSITIONS SOUGHT



PROMOTIONS MANAGER

Universal Studios Hollywood, California's most exciting entertainment attraction, has an immediate opportunity for an experienced Promotions/Marketing Professional.

The successful candidate will be responsible for soliciting media supported promotional tie-ins with broadcast and retail partners. Prior experience in radio or television, is needed, as well as outstanding verbal sales skills.

We seek an individual with 3-5 years promotional experience with the ability to successfully negotiate for broadcast exposure. Knowledge of fast food and package goods a plus. Some travel required.

Universal Studios Hollywood offers an excellent salary and benefits package and an exciting work environment. If you are a creative, aggressive, self-starter, we invite you to send a resume and confidential salary history to: **Universal Studios Hollywood, P.O. Box 8620, Dept. RPPM, Universal City, CA 91608. EOE.**

Here's your big break. Hard Rockin' West Coast AOR is looking for **KILLER** air talent. 'Ya got the goods and ready to showcase them? Are you a team player? Good! All dayparts. Rush your T&R to: Radio & Records, 1930 Century Park West, #621, Los Angeles, CA 90067. EOE

POSITIONS SOUGHT

Former AC GM seeks management job or FT airshift. Tired of daytime TV and "The Price is Right" (205) 867-3327. (6/19)

She's a steel pen and seeks to pump our oodles of production. Hire this creative copywriter today. CORTI: (519) 542-4214. (6/19)

New manager reshuffled, and discarded this ace. 10-year veteran with creative production, personable talent and strong references. RUSS: (308) 381-4404. (6/19)

RESCUE ME FROM AOTEAROA

World-class production director with 12 years' experience. Brought to NZ in '88 to assist private radio with deregulation. Winning production track record for awards, ratings, and sales, even now in Wellington, NZ's last market. WILL DO ANYTHING! Sydney?...Toronto?...Home to U.S.? ...HELP.

"Binz"
24 Bruce Avenue
Brooklyn, Wellington,
6002, New Zealand

Hardworking, pleasant professional willing to relocate. Control room operation and production excellent. DUSTA: (417) 883-4060. (6/19)

Major market afternoon drive talent with voice, humor and production seeks medium/large market Lite AC/MOR/Talk. RICHARD: (314) 843-8608. (6/19)

LOUIE AND THE BEAR

Formerly ran Tilt-A-Whirl and ferris wheel - nobody died - have own teeth — great morning show. **BEEP ME - LOU ROBERTS (313) 908-1396**

Announcer and news team seeks medium market in the West. Management and major market experience. Married couple means stability. (310) 699-2130. (6/19)

Bay area veteran fresh off KKIS/Concord seeks non-morning drive Sacramento/Modesto gig. FRANK BUTERA: (510) 223-1534. (6/19)

23 years' experience News/mornings/production/copy/PD/ND. Good voices, hardworking, stable. Seeking medium or large market. LARRY KAY: (717) 653-2500. (6/19)

Beginning broadcaster seeks on-air. Prefer AOR/Country, but flexible on format. ELIZABETH PIKI: (913) 831-3097. (6/19)

SMALL-MED. MARKET PD

Take-charge PD/mornings veteran seeks any format with energy. Great coach for developing talent. Expert in guerrilla marketing. Big results with small budgets. Sean Michael Lisle 408/646-1120.

SMART G.M.'s WANT TO KNOW

Can I convince this guy with the upbeat, intelligent Talk show personality to move from Talk to AC, AOR, CHR, or GOLD? Answer: Give the Talk Personality room to be interactive with your audience, without missing a "beat."

The only thing that will set your station apart from the competition playing the same music is the talent! Of course hard-headed PDs and consultants will demean the talent's contribution to make themselves look like a genius, as the station sinks to the bottom of the ratings river.

If this ad is too tough for your taste, you either don't want to win or you're mired in PDs (Program Disasters) who are fast talkers, butt-kissers and bring you only low ratings and low sales revenue. Try hiring someone with the same will to win as you have in your heart.

If you've got room for music and "info-tainment" get interactive by first phoning me. The show is compelling, witty and all those good things. But it can't win until you make the call! (My employer knows of this ad. Only desire is to move up in market size).

CALL ME.....(504) 845-8255

ALAN KABEL

Sure you wanna hire someone with the ability to win. But attitude is just as important. Loyalty, honesty, humility. A positive team player. How do you know? References. Here are some of the people I've worked with, who know me (some for years). Call um, find out the truth about Alan Kabel. Lisa Fransen (GM WLOL), Rick Cummings, Dave Van Stone, Palmer Pyle (GM KS04), Rick Lippincot, Chuck Beck, Gregg Cassidy, Gregg Strasell, Sunny Joe White, Craig Hunt, Greg Thunder, George McFly, Dave Anthony. Special thanks to Casey Keating.

612-544-5099

Beginning broadcaster seeks big break. Broadcast school graduate seeks FT - any format, shift or locale. DAVE: (913) 843-4946. (6/19)

Radio free Europe! Adventurous female veteran talent seeks European challenge. (312) 777-1700 ext. 347. (6/19)

Eight-year morning drive nut seeks fun station with heavy phones, for bits and topical humor. Also an experienced PD! JIM CALAHAN: (219) 534-3632. (6/19)

AIRBORNE!

Professional helicopter pilot/manager with extensive radio broadcast experience. Capable of implementing/managing flight operations as well broadcast functions.

Jon Boyd, (201) 652-9254,
fax (201) 444-8454.

Hardworking, pleasant professional willing to relocate. Control room operation and production excellent. JOHNNY FINLEY: (417) 883-4060. (6/19)

Country music, motorcycles and radio are my life. If this sounds like your station, give me a call. MARTY OWINGS: (206) 734-3143. (6/19)

Six-year AT seeks FT position in NY/New England/PA. Any format, prefer nights and overnights. Currently PT with medium market. MIKE: (716) 359-0435. (6/19)

20-year veteran with strong programming, sales, and promotional skills seeks PD position. BOB: (702) 388-4131. (6/19)

Solid Boston AT seeks FT shift. Computer wise, production savvy, ego-free, willing to relocate. You'll get more than your money's worth. Dave: (617) 562-0177.

Soft evening Jazz. Heavy TSL 25-49, affluent yuppie beautiful music pro with 15 years' major market experience in all formats. (818) 566-6588. (6/19)

Hardworking, funny, topical pro willing to relocate and work any shift. Give me a try, you won't be sorry. PHIL STONE: (708) 595-7693. (6/19)

Six years' with top paying station then came the format change and I'm history. Let history begin again. 14 years' experience. SCOTT: (816) 665-1570. (6/19)

AT seeks fun. 100% team player with CHR/UC/Churban experience and music library inside my head. JOSEPH J.C. COLLINS: (316) 838-1506. (6/19)

Creative dependable Specs Howards graduate seeks overnight radio slot in a small or medium market Midwest/Oldies/Country/AC. DICK: (313) 429-0707. (6/19)

AT with successful medium market IL station seeks new challenge. All offers welcome from AOR/CHR/AC. JOHN: (309) 663-8641. (6/19)

Talent for middays or afternoons and/or MD duties and promotions. Seven-year veteran air personality. All formats OK. GREG SEALS: (609) 795-7509. (6/19)

TALK RADIO FOR THE '90s

Dynamic Top 50 entertainer/showman available now! No political agenda except to cut through the bull, with satire, comedy and the facts! **THIS IS A WELL PREPARED SHOW, NOT SHOCK!**

Gary 716-741-2414

STOP MESSIN' AROUND GET THE SOUND!!

FOR MORNING DRIVE

BAXTER & MARK

TOP RATINGS, CREATIVITY + MJR.MKT.EXP. - AOR/ CL. RK **DON'T WAIT, AVAILABLE NOW!**

(407) 327-8053
(407) 767-0966

MISCELLANEOUS

KXZZ seeks record service from all labels for Reggae and Calypso. Gospel too. TO: James Williams, 311 Alamo St., Box 1725, Lake Charles, LA 70602. (6/19)

R&R Opportunities Display Advertising

	1X	2X
Display	\$75/inch	\$60/inch

Rates are per week (maximum 35 words per inch including heading). Includes generic border. If logo, custom border or larger heading is required, add 1/2 inch (\$38 for 1X, \$30 for 2X).

	1X	2X
Blind Box	\$100/inch	75/inch

Rates are per week (maximum 35 words per inch including heading, box number and R&R's address). If custom border or larger heading is required, add 1/2 inch (\$50 for 1X, \$38 for 2X). Rate includes generic border, box number, and postage/handling.

Payable In Advance

Display & Blind Box Advertising orders must be **typewritten on company/station letterhead** and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: 310-203-8727. Visa, MC, AmEx accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: 310-203-8727.

R&R Opportunities Free Advertising

Radio & Records provides free (20 words or 3 lines) listings to radio stations and record companies in Openings. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" x 11" company/station letterhead and are **accepted only by mail or fax: 310-203-8727**. Address all 20-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.



BREAKERS

ELTON JOHN The One (MCA)

71% of our reporters on it. Rotations: Heavy 3, Medium 19, Light 43, Total Adds 65 including WBMX, WALK, WMXV, KVIL, KQ102, WPNT, KMXV, KS95, KBIG, KESZ. Debuts at number 16 on the AC chart.

NEW & ACTIVE

WYNONNA "She Is His Only Need" (Curb/MCA) 44/1

Rotations: Heavy 8/0, Medium 21/0, Light 15/1, Total Adds 1, WPEZ. Heavy: KVIL, WLTE, KKCW, WDLX, WAHR, KKLD, WNMB, KIZZ. Medium: KQ102, KS95, WKLI, WLEV, WOBM, WZNY, KKMV, WTCB, WRVR, WLACFM, WMXB, WKDQ, KMGL, KISC, JOY99, KTYL, KVIC, WMTFM, KZLT, WQLH, WLQR. Light including 2WD. Moves 19-20 on the AC chart

PETER CETERA "Restless Heart" (WB) 37/37

Rotations: Heavy 0, Medium 8/8, Light 29/29, Total Adds 37, WPNT, WENS, KMXV, KESZ, KKCW, KSFI, B100, KLSY, WKLI, WGLL, WKYE, WZNY, KKMV, WBTFM, WMAG, WIVY, WTFM, WLACFM, WMXB, WRMF, KMJC, WKDQ, WCRZ, KMGL, KGBX, KRNO, WNMB, WFFX, KTYL, KVIC, KZLT, WQLH, WQLR, KIZZ, WLQR, KMAJ, KYMG. Debuts at number 25 on the AC chart

BETH NIELSEN CHAPMAN "Life Holds On" (Reprise) 37/0

Rotations: Heavy 0, Medium 26/0, Light 11/0, Total Adds 0, Medium: KKCW, WGLL, WOBM, WARM, WZNY, KKMV, WBTFM, WTCB, WDLX, WAHR, WLACFM, WRMF, WMGN, KRNO, KISC, JOY99, KKLD, WNMB, WFFX, KTYL, KZLT, WQLH, WQLR, KIZZ, WLQR. Light including WARM98, WNNK, KESZ, WVAF. Moves 26-24 on the AC chart.

KATHY TROCCOLI "You've Got A Way" (Reunion/Geffen) 32/11

Rotations: Heavy 0, Medium 6/1, Light 26/10, Total Adds 11, KQ102, KMXV, KEZR, WOBM, WTCB, WIVY, WMXB, WKDQ, KMGL, WQLH, KYMG. Medium including WALK, WRVR, KTYL, KZLT, WLDR. Light including WBMX, WYXR, KESZ, WGLL, WMGS, WZNY, KKMV, WDLX, KMJC, WCRZ, KGBX, KKLD, WNMB, KVIC. Debuts at number 30 on the AC chart.

DAN HILL /RIQUE FRANKS "Hold Me Now" (Quality) 30/5

Rotations: Heavy 0, Medium 11/1, Light 19/4, Total Adds 5, KESZ, WOBM, WMAG, WTFM, WQLH. Medium including WDLX, WAHR, WRVR, WKDQ, WFMK, KRNO, KKLD, KZLT, WQLR, WLQR. Light including KQ102, KKCW, KSFI, WLEV, WKYE, WZNY, WLMX, WTCB, WCRZ, WLHT, KMGL, KISC, WNMB, KTYL, KVIC. Moves 30-28 on the AC chart

JAMES TAYLOR "Everybody Loves To Cha Cha Cha" (Columbia) 29/6

Rotations: Heavy 0, Medium 15/0, Light 14/6, Total Adds 6, WLTT, 2WD, WARM98, KMJC, WQLH, KIZZ. Medium: KVIL, KESZ, KKCW, KSFI, WAHR, WRVR, WKDQ, KRNO, JOY99, WNMB, WFFX, WMTFM, KZLT, WQLR, WLQR. Light including WGLL, WBTFM, WTCB, KISC, KKLD, KTYL, KMAJ, KYMG. Moves 29-27 on the AC chart.

K.D. LANG "Constant Craving" (Sire/WB) 28/2

Rotations: Heavy 2/0, Medium 17/0, Light 9/2, Total Adds 2, WLEV, WKTK. Heavy: KKCW, WFFX. Medium: WGLL, WOBM, KKMV, WTCB, WAHR, WKDQ, WMGN, KGBY, KISC, KKLD, WNMB, KTYL, KVIC, KZLT, WQLH, WLDR, WLQR. Light including KHMV, WNNK, WKTI, WRVR, WLTS, WQLR, KMAJ. Moves 28-26 on the AC chart.

BILLY RAY CYRUS "Achy Breaky Heart" (Mercury) 22/4

Rotations: Heavy 1/0, Medium 7/0, Light 14/4, Total Adds 4, WKYE, WARM, WFMK, WKTK. Heavy: WKDQ. Medium: KVIL, WMTX, WZNY, WAHR, WMXB, KVIC, KZLT. Light including KESZ, WLEV, WVAF, WDLX, KGBX, KKOBFM, KKLD, WNMB, KTYL, WLQR

STACY EARL "Slowly" (RCA) 22/2

Rotations: Heavy 0, Medium 6/0, Light 16/2, Total Adds 2, WKYE, KKMV. Medium: WDLX, WAHR, WKDQ, KTYL, KZLT, WLQR. Light including WGLL, WMGS, WLMX, WTCB, WIVY, WRVR, KRNO, KISC, KKLD, WNMB, KVIC, WMTFM, WQLR, WLDR

NIA PEEPLES "Faces Of Love" (Charisma) 21/1

Rotations: Heavy 1/0, Medium 4/0, Light 16/1, Total Adds 1, KISC. Heavy: WQLR. Medium: WKDQ, JOY99, KTYL, KVIC. Light including KMXV, KESZ, WKLI, WLEV, KKMV, WRVR, KMJC, WCRZ, KRNO, KKLD, WNMB, WMTFM, KZLT, WLDR, WLQR

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 WILSON PHILLIPS	89/2	75	10	4
2 CELINE DION	87/0	77	9	1
3 AMY GRANT	87/0	69	16	2
4 MARIAH CAREY	88/0	63	23	2
5 LIONEL RICHIE	83/0	70	11	2
6 GENESIS	77/0	52	20	5
7 VANESSA WILLIAMS	86/4	37	40	9
8 ROBERT PALMER	80/0	46	29	5
9 MICHAEL BOLTON	73/0	54	17	2
10 JON SECADA	77/7	24	42	11
11 SONIA	60/0	24	32	4
12 CHER	62/4	9	39	14
13 ANNIE LENNOX	63/7	6	40	17
14 EDDIE MONEY	60/1	8	36	16
15 BONNIE RAITT	54/0	13	34	7
16 ELTON JOHN	65/65	3	19	43
17 CHRIS WALKER	47/3	9	29	9
18 RICHARD MARX	55/4	2	32	21
19 KENNY LOGGINS	49/3	5	30	14
20 WYNONNA*	44/1	8	21	15
21 SIMPLY RED	49/2	5	25	19
22 HOWARD JONES	37/1	8	25	4
23 CARLY SIMON	29/0	7	17	5
24 BETH NIELSEN CHAPMAN	37/0	0	26	11
25 PETER CETERA	37/37	0	8	29
26 K.D. LANG	28/2	2	17	9
27 JAMES TAYLOR	29/6	0	15	14
28 DAN HILL /RIQUE FRANKS	30/5	0	11	19
29 RICHARD MARX	17/0	7	8	2
30 KATHY TROCCOLI	32/11	0	6	26

* Keeps bullet due to continued growth.

MOST ADDED

- ELTON JOHN (65)
- PETER CETERA (37)
- KATHY TROCCOLI (11)
- ANNIE LENNOX (7)
- JON SECADA (7)
- ROONEY CROWELL (6)
- JAMES TAYLOR (6)
- DAN HILL (5)
- CHER (4)
- BILLY RAY CYRUS (4)
- RICHARD MARX (4)
- VANESSA WILLIAMS (4)

HOTTEST

- CELINE DION (65)
- WILSON PHILLIPS (65)
- LIONEL RICHIE (59)
- MARIAH CAREY (50)
- AMY GRANT (48)
- GENESIS (37)
- MICHAEL BOLTON (33)
- ROBERT PALMER (16)
- JON SECADA (12)
- VANESSA WILLIAMS (10)

RODNEY CROWELL "What Kind Of Love" (Columbia) 19/6

Rotations: Heavy 0, Medium 5/0, Light 14/6, Total Adds 6, WGLL, KKMV, WTFM, WCRZ, WFMK, WQLR. Medium: WAHR, WFFX, KVIC, WLDR, WLQR. Light including WZNY, WRVR, KGBX, KKLD, WNMB, KTYL, KZLT. KMAJ

STING w/ERIC CLAPTON "It's Probably Me" (A&M) 18/2

Rotations: Heavy 2/0, Medium 4/0, Light 12/2, Total Adds 2, KVIC, WQLH. Heavy: WKQX, WFFX. Medium: WMTX, WAHR, WMXB, KZLT. Light including WARM98, WGLL, KKMV, KKLD, WNMB, KTYL, WLDR, WLQR, KMAJ, KYMG

COREY HART "Baby When I Call Your Name" (WB) 15/1

Rotations: Heavy 0, Medium 4/0, Light 11/1, Total Adds 1, WNNK. Medium: WKQX, WAHR, KRNO, WQLR. Light including WMGS, KKMV, KMJC, KKLD, KVIC, WMTFM, KZLT, WLQR, KMAJ, KYMG.

SIGNIFICANT ACTION

RINGO STARR "Weight Of The World" (Private Music) 13/1

Rotations: Heavy 0, Medium 7/0, Light 6/1, Total Adds 1, WHYFM. Medium: WALK, WGLL, WOBM, WDLX, WAHR, WFFX, WLQR. Light including KKMV, WLHT, KISC, KVIC, KZLT.

INDIGO GIRLS "Galileo" (Epic) 13/0

Rotations: Heavy 0, Medium 5/0, Light 8/0, Total Adds 0, Medium: WGLL, WAHR, WFMK, WFFX, WLQR. Light: WZNY, KKMV, KKLD, KTYL, KVIC, KZLT, WQLR, KMAJ.

JODY WATLEY "It All Begins With You" (MCA) 11/3

Rotations: Heavy 0, Medium 11/3, Total Adds 3, KQ102, WFMK, KTYL. Light including WNNK, WKQI, WIVY, KKLD, KVIC, KZLT, WQLR, WLDR.

HEATHER MULLEN "Night By Night" (Atco/EastWest) 11/0

Rotations: Heavy 0, Medium 5/0, Light 6/0, Total Adds 0, Medium: KESZ, WGLL, KRNO, WQLR, WLQR. Light: WARM98, WMGN, KKLD, KVIC, KZLT, KMAJ.

ATLANTIC STARR "Unconditional Love" (Reprise) 10/2

Rotations: Heavy 0, Medium 3/1, Light 7/1, Total Adds 2, WAHR, WQLR. Medium including WRVR, KZLT. Light including WGLL, WTCB, WDLX, KKLD, WNMB, WLDR.

LYLE LOVETT "She's Already Made Up Her Mind" (Curb/MCA) 9/0

Rotations: Heavy 0, Medium 0, Light 9/0, Total Adds 0, Light: KKMV, KKLD, WNMB, WFFX, KVIC, KZLT, WQLR, WLQR, KMAJ.

OTTMAR LIEBERT "Reaching Out 2 U" (Epic) 8/2

Rotations: Heavy 0, Medium 0, Light 8/2, Total Adds 2, KVIC, WLQR. Light including KKCW, WFMK, KKLD, KZLT, WLDR, KMAJ.

RED HOT CHILI PEPPERS "Under The Bridge" (WB) 8/1

Rotations: Heavy 0, Medium 5/0, Light 3/1, Total Adds 1, WFFX. Medium: WRQX, WMTX, WKTI, B100, WMGS. Light including WVAF, WGLL.

BRUCE SPRINGSTEEN "57 Channels (And Nothin' On)" (Columbia) 8/0

Rotations: Heavy 0, Medium 3/0, Light 5/0, Total Adds 0, Medium: KKMV, WAHR, WFFX. Light: WGLL, KKLD, WNMB, KVIC, WLQR.

SMITHEREENS "Get A Hold Of My Heart" (Capitol) 7/3

Rotations: Heavy 0, Medium 1/0, Light 6/3, Total Adds 3, WGLL, WQLR, WLQR. Medium: WFFX. Light including KTYL, KVIC, KZLT.

MR. BIG "Just Take My Heart" (Atlantic) 7/1

Rotations: Heavy 1/0, Medium 2/0, Light 4/1, Total Adds 1, KHMV. Heavy: WKTI. Medium: WMTX, KVIC. Light including WNNK, B100, WGLL.

SOPHIE B. HAWKINS "Damn I Wish I Was Your Lover" (Columbia) 7/0

Rotations: Heavy 1/0, Medium 2/0, Light 4/0, Total Adds 0, Heavy: WKQX. Medium: WFFX, KVIC. Light: B100, WVAF, WGLL, WKYE.

EPHRAIM LEWIS "It Can't Be Forever" (Elektra) 7/0

Rotations: Heavy 0, Medium 0, Light 7/0, Total Adds 0, Light: KKMV, KKLD, WFFX, KVIC, KZLT, WQLR, KMAJ.

MOODY BLUES "Lean On Me (Tonight)" (Polydor/PLG) 7/0

Rotations: Heavy 0, Medium 2/0, Light 5/0, Total Adds 0, Medium: WDLX, WLQR. Light: KKMV, KKLD, WNMB, KZLT, WQLR.

SARAH McLACHLAN "The Path Of Thorns (Terms)" (Arista) 6/0

Rotations: Heavy 0, Medium 0, Light 6/0, Total Adds 0, Light: KKLD, WFFX, KVIC, KZLT, WQLR, WLQR.

ENYA "Book Of Days" (Reprise) 5/0

Rotations: Heavy 0, Medium 3/0, Light 2/0, Total Adds 0, Medium: KKCW, WFFX, WLQR. Light: KKLD, KVIC.



WILSON PHILLIPS

"You Won't See Me Cry"
#1 AC

JON SECADA

"Just Another Day"
ON THE WAY TO #1

"WHO'S YOUR HERO?"

VANESSA Williams

"JUST FOR TONIGHT"

MOST ADDED AC!

9-7

95% of ACs playing after only 6 weeks!

- | | | | |
|-------|--------|------|--------------|
| WBMX | WKQX | | |
| WALK | WPNT | | |
| WMXV | WARM98 | | |
| WYXR | WWNK | | |
| WLTT | WKQI | | |
| WRQX | WENS | KOST | B100 |
| KVIL | KMXV | KESZ | KEZR |
| 2WD | WKTJ | KKCW | KLSY |
| KQ102 | WLTE | KSFI | and more! |
| WMTX | KYKY | | |
| WUSA | KBIG | CHR: | 20-16 |



VH1 HEAVY ROTATION!



BILLY RAY Cyrus

"ACHY BREAKY HEART"

MOST ADDED AC!

VH1 ADD!



"Achy Breaky Heart" crosses all demographics, and it makes you happy!
Ron Chapman, OM KVIL/Dallas

- | | | |
|------|---------|------|
| KVIL | WDLX | WTKT |
| WMTX | WAHR | WNMB |
| KESZ | WMXB | KTYL |
| WLEV | WKDQ | KVIC |
| WVAF | WFMK | KZLT |
| WKYE | KGBX | WLQR |
| WARM | KKOB FM | |
| WZNY | KKLD | |



AC ADDS & HOTS

CURRENT-BASED

<h3>EAST</h3> <p>P1</p> <p>WVAF/Charleston, WV Johnson/Kasey</p> <p>CHER Hottest: MARIAH CAREY GENESIS MICHAEL BOLTON WILSON PHILLIPS LIONEL RICHIE</p> <p>WGLL/Hagerstown, MD Burns/Conlon</p> <p>ELTON JOHN PETER CETERA RODNEY CROWELL SMITH/REHENS COLOR ME BADD Hottest: AMY GRANT CELINE DION WILSON PHILLIPS MARIAH CAREY MICHAEL BOLTON</p> <p>WKYE/Johnstown, PA Jack Michaels</p> <p>ELTON JOHN STACY EARL PETER CETERA BILLY RAY CYRUS Hottest: MARIAH CAREY AMY GRANT WILSON PHILLIPS JON SECADA VANESSA WILLIAMS</p> <p>WJLK/Monmouth-Ocean Guida/Presley</p> <p>KENNY LOGGINS ELTON JOHN Hottest: GENESIS CELINE DION LIONEL RICHIE WILSON PHILLIPS MARIAH CAREY</p> <p>WOBM/Monmouth-Ocean Matt Devoti</p> <p>DAN HILL KATHY TROCCOLI Hottest: CELINE DION AMY GRANT MARIAH CAREY WILSON PHILLIPS LIONEL RICHIE</p> <p>WROX/Washington Palagi/Silver</p> <p>none Hottest: CELINE DION GENESIS BRUCE SPRINGSTEEN HOWARD JONES AMY GRANT</p> <p>P2</p> <p>WKLH/Albany Knott/Holmberg</p> <p>ELTON JOHN PETER CETERA CHRIS WALKER Hottest: CELINE DION LIONEL RICHIE AMY GRANT MARIAH CAREY MICHAEL BOLTON</p> <p>WLEV/Allentown Jeff Silvers</p> <p>ELTON JOHN K.D. LANG Hottest: CELINE DION LIONEL RICHIE WILSON PHILLIPS MICHAEL BOLTON AMY GRANT</p> <p>WVAF/Charleston, WV Johnson/Kasey</p> <p>ELTON JOHN PETER CETERA Hottest: CELINE DION LIONEL RICHIE WILSON PHILLIPS MICHAEL BOLTON</p> <p>WGLL/Hagerstown, MD Burns/Conlon</p> <p>ELTON JOHN PETER CETERA Hottest: CELINE DION LIONEL RICHIE WILSON PHILLIPS MICHAEL BOLTON</p> <p>WKYE/Johnstown, PA Jack Michaels</p> <p>ELTON JOHN STACY EARL PETER CETERA BILLY RAY CYRUS Hottest: MARIAH CAREY AMY GRANT WILSON PHILLIPS JON SECADA VANESSA WILLIAMS</p> <p>WJLK/Monmouth-Ocean Guida/Presley</p> <p>KENNY LOGGINS ELTON JOHN Hottest: GENESIS CELINE DION LIONEL RICHIE WILSON PHILLIPS MARIAH CAREY</p> <p>WOBM/Monmouth-Ocean Matt Devoti</p> <p>DAN HILL KATHY TROCCOLI Hottest: CELINE DION AMY GRANT MARIAH CAREY WILSON PHILLIPS LIONEL RICHIE</p> <p>WROX/Washington Palagi/Silver</p> <p>none Hottest: CELINE DION GENESIS BRUCE SPRINGSTEEN HOWARD JONES AMY GRANT</p> <p>P2</p> <p>WHYN-FM/Springfield, MA Bill Hess</p> <p>JON SECADA RICHARD MARX RINGO STARR ANNIE LENNOX Hottest: CELINE DION WILSON PHILLIPS HOWARD JONES AMY GRANT ROBERT PALMER</p> <p>WMGS/Wilkes Barre Norton/Sheridan</p> <p>none Hottest: MICHAEL BOLTON AMY GRANT WILSON PHILLIPS CELINE DION MARIAH CAREY</p> <p>WARM/York, PA Kelly West</p> <p>BILLY RAY CYRUS SIMPLY RED Hottest: AMY GRANT LIONEL RICHIE WILSON PHILLIPS</p>	<h3>SOUTH</h3> <p>P1</p> <p>WBT-FM/Charlotte Donovan/Payne</p> <p>ELTON JOHN PETER CETERA Hottest: CELINE DION LIONEL RICHIE WILSON PHILLIPS AMY GRANT MARIAH CAREY</p> <p>WLMX/Chattanooga Danny Howard</p> <p>ELTON JOHN Hottest: MARIAH CAREY WILSON PHILLIPS CELINE DION VANESSA WILLIAMS KENNY LOGGINS</p> <p>WTCB/Columbia Doug Spets</p> <p>KATHY TROCCOLI ELTON JOHN Hottest: LIONEL RICHIE WILSON PHILLIPS AMY GRANT ROBERT PALMER VANESSA WILLIAMS</p> <p>WMAG/Greensboro Johnson/Reynolds</p> <p>DAN HILL PETER CETERA ELTON JOHN Hottest: LIONEL RICHIE AMY GRANT CELINE DION MICHAEL BOLTON WILSON PHILLIPS</p> <p>WDLX/Greenville, NC Jackson/Moreland</p> <p>none Hottest: ROBERT PALMER SIMPLY RED WILSON PHILLIPS CHER MARIAH CAREY</p> <p>WAHR/Huntsville, AL Bonnie O'Brien</p> <p>ANNIE LENNOX ATLANTIC STARR ELTON JOHN Hottest: SIMPLY RED MARIAH CAREY SONIA WYNONNA CHER</p> <p>WJDX/Jackson, MS Dave Perkins</p> <p>CHER ELTON JOHN Hottest: GENESIS AMY GRANT MARIAH CAREY CELINE DION LIONEL RICHIE</p> <p>P2</p> <p>WZNY/Augusta, GA John Patrick</p> <p>ELTON JOHN PETER CETERA Hottest: LIONEL RICHIE CELINE DION WILSON PHILLIPS SONIA MARIAH CAREY</p> <p>KKMY/Beaumont, TX Ferris/Brock</p> <p>STACY EARL ELTON JOHN PETER CETERA RODNEY CROWELL Hottest: AMY GRANT VANESSA WILLIAMS SONIA ROBERT PALMER WILSON PHILLIPS</p>	<p>WVIV/Jacksonville Matthews/West</p> <p>ELTON JOHN PETER CETERA KATHY TROCCOLI Hottest: CELINE DION BONNIE RAITT WILSON PHILLIPS GENESIS LIONEL RICHIE</p> <p>WTFM/Johnson City Mark McKinney</p> <p>ELTON JOHN DAN HILL RODNEY CROWELL PETER CETERA Hottest: AMY GRANT WILSON PHILLIPS CELINE DION MICHAEL BOLTON MARIAH CAREY</p> <p>WPEZ/Macon Jim Franklin</p> <p>JON SECADA WYNONNA Hottest: CELINE DION WILSON PHILLIPS MICHAEL BOLTON MARIAH CAREY VANESSA WILLIAMS</p> <p>WRVR/Memphis Mark Hamlin</p> <p>JON SECADA Hottest: LIONEL RICHIE WILSON PHILLIPS VANESSA WILLIAMS ROBERT PALMER MARIAH CAREY</p> <p>WLAC-FM/Nashville Bryan Sargent</p> <p>ELTON JOHN PETER CETERA Hottest: MICHAEL BOLTON MARIAH CAREY CELINE DION RICHARD MARX LIONEL RICHIE</p> <p>WLTS/New Orleans Bob Mitchell</p> <p>ELTON JOHN Hottest: CELINE DION GENESIS LIONEL RICHIE AMY GRANT WILSON PHILLIPS</p> <p>WMXB/Richmond Brian White</p> <p>ELTON JOHN PETER CETERA KATHY TROCCOLI Hottest: CELINE DION LIONEL RICHIE AMY GRANT WILSON PHILLIPS MARIAH CAREY</p> <p>WJDX/Jackson, MS Dave Perkins</p> <p>CHER ELTON JOHN Hottest: GENESIS AMY GRANT MARIAH CAREY CELINE DION LIONEL RICHIE</p>	<p>WRMF/West Palm Beach Morley/Franco</p> <p>PETER CETERA Hottest: WILSON PHILLIPS CELINE DION LIONEL RICHIE JON SECADA MARIAH CAREY</p> <p>P3</p> <p>WKTK/Gainesville, FL Allen/Jon</p> <p>BILLY RAY CYRUS ELTON JOHN SIMPLY RED K.D. LANG Hottest: MARIAH CAREY WILSON PHILLIPS CELINE DION MICHAEL BOLTON AMY GRANT</p> <p>WNMB/Myrtle Beach, SC Thompson/Adams</p> <p>ELTON JOHN PETER CETERA Hottest: WILSON PHILLIPS MICHAEL BOLTON MARIAH CAREY LIONEL RICHIE ROBERT PALMER</p> <p>WFFX/Tuscaloosa, AL Sander Walker</p> <p>ELTON JOHN PETER CETERA RED HOT CHILI PEP Hottest: GENESIS KENNY LOGGINS K.D. LANG MICHAEL BOLTON ANNIE LENNOX</p> <p>KTYL/Tyler, TX Janie Baker</p> <p>ELTON JOHN PETER CETERA JODY WATLEY Hottest: CELINE DION GENESIS MICHAEL BOLTON WILSON PHILLIPS LIONEL RICHIE</p> <p>KVIC/Victoria, TX Tony Davis</p> <p>PETER CETERA STING GEORGE MICHAEL ELTON JOHN OTTMAR LIEBERT Hottest: MARIAH CAREY LIONEL RICHIE WILSON PHILLIPS MICHAEL BOLTON CELINE DION</p>
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<h3>WEST</h3> <p>P1</p> <p>KBIG/Los Angeles Edwards/Verdery</p> <p>ELTON JOHN PETER CETERA Hottest: CELINE DION WILSON PHILLIPS LIONEL RICHIE AMY GRANT MARIAH CAREY</p> <p>KOST/Los Angeles Kaye/Amidon</p> <p>ANNIE LENNOX Hottest: WILSON PHILLIPS MARIAH CAREY VANESSA WILLIAMS AMY GRANT LIONEL RICHIE</p> <p>KESZ/Phoenix Mike Del Rosso</p> <p>ELTON JOHN PETER CETERA DAN HILL Hottest: JON SECADA MARIAH CAREY CELINE DION AMY GRANT WILSON PHILLIPS</p> <p>P2</p> <p>KKCW/Portland Bill Minckler</p> <p>ELTON JOHN PETER CETERA Hottest: CELINE DION K.D. LANG LIONEL RICHIE WILSON PHILLIPS WYNONNA</p> <p>KSFI/Salt Lake City MacNeil/Morris</p> <p>ELTON JOHN PETER CETERA Hottest: CELINE DION GENESIS LIONEL RICHIE WILSON PHILLIPS MARIAH CAREY</p> <p>B100/San Diego Gene Knight</p> <p>PETER CETERA TOAD THE WET SPRO Hottest: GENESIS AMY GRANT JON SECADA LIONEL RICHIE MARIAH CAREY</p>	<p>KEZR/San Jose Jan Jeffries</p> <p>KATHY TROCCOLI ELTON JOHN Hottest: AMY GRANT KENNY LOGGINS GENESIS RICHARD MARX JON SECADA</p> <p>KLSY/Seattle Irwin/Brooks</p> <p>ELTON JOHN PETER CETERA Hottest: CELINE DION GENESIS MARIAH CAREY MICHAEL BOLTON JON SECADA</p> <p>P2</p> <p>KKOB-FM/Albuquerque Forsythe/Allen</p> <p>EDDIE MONEY Hottest: MICHAEL BOLTON CELINE DION ROBERT PALMER JON SECADA WILSON PHILLIPS</p>	<p>KMJJ/Denver Dave Ward</p> <p>VANESSA WILLIAMS CHER Hottest: CELINE DION LIONEL RICHIE MICHAEL BOLTON WILSON PHILLIPS</p> <p>KSSK-FM/Honolulu Michael Shishido</p> <p>JON SECADA CHRIS WALKER Hottest: MARIAH CAREY GENESIS WILSON PHILLIPS LIONEL RICHIE CELINE DION</p> <p>KRNO/Reno Mitchell/Adamson</p> <p>ELTON JOHN PETER CETERA Hottest: GENESIS CELINE DION AMY GRANT LIONEL RICHIE WILSON PHILLIPS</p>	<p>KGBY/Sacramento Sattler/Garcia</p> <p>ELTON JOHN Hottest: GENESIS LIONEL RICHIE WILSON PHILLIPS CELINE DION AMY GRANT</p> <p>KISC/Spokane, WA Rob Harder</p> <p>ELTON JOHN NIA PEEPLES Hottest: MARIAH CAREY MICHAEL BOLTON WILSON PHILLIPS VANESSA WILLIAMS AMY GRANT</p> <p>P3</p> <p>KYMG/Anchorage, AK John Roberts</p> <p>PETER CETERA ELTON JOHN KATHY TROCCOLI Hottest: LIONEL RICHIE AMY GRANT WILSON PHILLIPS ROBERT PALMER VANESSA WILLIAMS</p>	<p>KKLD/Tucson McLaughlin/Miller</p> <p>none Hottest: WYNONNA CELINE DION LIONEL RICHIE ROBERT PALMER WILSON PHILLIPS</p>
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CURRENT-BASED

MIDWEST

P1

WKQX/Chicago
Gamble/Shuminas

VANESSA WILLIAMS
ELTON JOHN
Hottest:
GENESIS
ROBERT PALMER
SOPHIE B. HAWKINS
WILSON PHILLIPS
ANNIE LENNOX

WPNT/Chicago
Lynn Murray

VANESSA WILLIAMS
PETER CETERA
ANNIE LENNOX
ELTON JOHN
RICHARD MARX
Hottest:
GENESIS
MICHAEL BOLTON
CELINÉ DION
AMY GRANT
ROD STEWART

WARM98/Cincinnati
Michael Grayson

JAMES TAYLOR
KENNY LOGGINS
GREG WALKER
ANNIE LENNOX
Hottest:
CELINÉ DION
GENESIS
LIONEL RICHIE
AMY GRANT
MARIAM CAREY

WWNK/Cincinnati
Matthews/Maxwell

ELTON JOHN
BRYAN ADAMS
ANNIE LENNOX
COREY HART
Hottest:
CELINÉ DION
MICHAEL BOLTON
WILLIAMS BROTHERS
AMY GRANT
GENESIS

WLTF/Cleveland
Popovich/Kennedy

WILSON PHILLIPS
CHER
Hottest:
GENESIS
ROD STEWART
CELINÉ DION
MICHAEL BOLTON
AMY GRANT

WKQI/Detroit
Steve Weed

RICHARD MARX
ELTON JOHN
Hottest:
AMY GRANT
MICHAEL BOLTON
LIONEL RICHIE
WILSON PHILLIPS
GENESIS

WENS/Indianapolis
Knigh/Eagan

PETER CETERA
ELTON JOHN
Hottest:
SONNIE RAITT
GENESIS
WILSON PHILLIPS
LIONEL RICHIE

KMXV/Kansas City
Tom Land

ELTON JOHN
PETER CETERA
KATHY TROCCELLI
EN VOUGIE
Hottest:
VANESSA WILLIAMS
KENNY LOGGINS
RICHARD MARX
GENESIS
CELINÉ DION

WKT/Milwaukee
Clayton/Harrison

LINEAR
Hottest:
MICHAEL BOLTON
MARIAM CAREY
MR. BIG
GENESIS
TOM COCHRANE

KS95/Minneapolis
Davis/McKeever

ELTON JOHN
Hottest:
LIONEL RICHIE
MARIAM CAREY
CELINÉ DION
MICHAEL BOLTON
GENESIS

WLTE/Minneapolis
Gary Nolan

none
Hottest:
none

KYKY/St. Louis
Greg Hewitt

ELTON JOHN
VANESSA WILLIAMS
Hottest:
GENESIS
LIONEL RICHIE
MICHAEL BOLTON
AMY GRANT
CELINÉ DION

KMJC/Davenport
Chuck O'Brien

PETER CETERA
ELTON JOHN
JAMES TAYLOR
Hottest:
MARIAM CAREY
CELINÉ DION
AMY GRANT
WILSON PHILLIPS
LIONEL RICHIE

WWSN/Dayton
Shelley James

ELTON JOHN
JON SECADA
Hottest:
MICHAEL BOLTON
CELINÉ DION
GENESIS
ROBERT PALMER
LIONEL RICHIE

WKDO/Evansville
Bruce Clark

ELTON JOHN
PETER CETERA
KATHY TROCCELLI
Hottest:
BILLY RAY CYRUS
MARIAM CAREY
WILSON PHILLIPS
SONIA
CELINÉ DION

WCRZ/Flint, MI Patrick/Downey

RODNEY CROWELL
PETER CETERA
ELTON JOHN
Hottest:
CELINÉ DION
WILSON PHILLIPS
LIONEL RICHIE
MICHAEL BOLTON
MARIAM CAREY

WLHT/Grand Rapids
Dirksen/Brown

JON SECADA
ELTON JOHN
Hottest:
CELINÉ DION
LIONEL RICHIE
GENESIS
WILSON PHILLIPS
MICHAEL BOLTON

WFMK/Lansing
Ray Marshall

BILLY RAY CYRUS
RODNEY CROWELL
ELTON JOHN
JODY WATLEY
Hottest:
CELINÉ DION
WILSON PHILLIPS
LIONEL RICHIE
MICHAEL BOLTON
MARIAM CAREY

WGMN/Madison, WI
O'Neill/Freeman

ANNIE LENNOX
CHRIS WALKER
Hottest:
MARIAM CAREY
CELINÉ DION
AMY GRANT
LIONEL RICHIE
WILSON PHILLIPS

KMGL/Oklahoma City
O'Brien/Bennett

ELTON JOHN
PETER CETERA
KATHY TROCCELLI
Hottest:
CELINÉ DION
MARIAM CAREY
WILSON PHILLIPS
LIONEL RICHIE
AMY GRANT

KGBX/Springfield, MO
Baker/Cannon

PETER CETERA
ELTON JOHN
Hottest:
LIONEL RICHIE
WILSON PHILLIPS
MICHAEL BOLTON
JON SECADA
ANNIE LENNOX

P3

3WM/Toledo
Mark Roberts

none
Hottest:
VANESSA WILLIAMS
RICHARD MARX
LIONEL RICHIE
CELINÉ DION
GENESIS

KZLT/Grand Forks, ND
Hennen/Roberts

ELTON JOHN
PETER CETERA
Hottest:
WILSON PHILLIPS
LIONEL RICHIE
AMY GRANT
ROBERT PALMER
CELINÉ DION

WQLH/Green Bay, WI
Jim Taylor

DAN HILL
JAMES TAYLOR
STING
ELTON JOHN
KATHY TROCCELLI
PETER CETERA
Hottest:
CELINÉ DION
WILSON PHILLIPS
LIONEL RICHIE
AMY GRANT

WQLR/Kalamazoo, MI
Lanphear/Wertz

PETER CETERA
ATLANTIC STARR
SMITHEREENS
ELTON JOHN
RODNEY CROWELL
Hottest:
SONIA
ROBERT PALMER
JON SECADA
CHRIS WALKER
CHER

KIZZ/Minot, ND Jeff Bliss

PETER CETERA
ELTON JOHN
JAMES TAYLOR
Hottest:
CELINÉ DION
LIONEL RICHIE
AMY GRANT
WILSON PHILLIPS
GENESIS

WLDR/NW Michigan
Angie Handa

none
Hottest:
CELINÉ DION
WILSON PHILLIPS
LIONEL RICHIE
AMY GRANT
MARIAM CAREY

WLQR/Toledo
Kendall/Cooper

PETER CETERA
ELTON JOHN
GREG WALKER
CITIMAR LIEBERT
SMITHEREENS
Hottest:
CELINÉ DION
LIONEL RICHIE
AMY GRANT
WILSON PHILLIPS
MARIAM CAREY

KMAJ/Topeka, KS
Dave Waters

ELTON JOHN
TOAD THE WET SPOT
PETER CETERA
Hottest:
WILSON PHILLIPS
CHRIS WALKER
ROBERT PALMER
JON SECADA
MICHAEL BOLTON

ASSOCIATE REPORTERS

MOST ADDED

PETER CETERA (16)
ELTON JOHN (15)
RODNEY CROWELL (4)
KATHY TROCCELLI (4)
MARTY BALIN (3)
GLENN FREY (3)
STACY EARL (2)
INDIGO GIRLS (2)
MONA LISA (2)

HOTTEST

AMY GRANT (14)
LIONEL RICHIE (14)
WILSON PHILLIPS (14)
MICHAEL BOLTON (12)
CELINÉ DION (10)
MARIAM CAREY (8)
GENESIS (6)
ROBERT PALMER (5)
JON SECADA (3)

EAST

WGMT/Burke
Mountain, VT
Steve Chizmas

PETER CETERA
ELTON JOHN
INDIGO GIRLS
Hottest:
MICHAEL BOLTON
K.D. LANG
SOPHIE B. HAWKINS
ANNIE LENNOX
RICHARD MARX

WECQ/Geneva, NY
Dennis Federico

none
Hottest:
MARIAM CAREY
CELINÉ DION
LIONEL RICHIE
AMY GRANT
MICHAEL BOLTON

SOUTH

WYZK/Beaufort, SC
Mark Robertson

ELTON JOHN
RODNEY CROWELL
WYONNA
Hottest:
LIONEL RICHIE
AMY GRANT
CELINÉ DION
WILSON PHILLIPS
GENESIS

WABJ/Adrian, MI
Bruce Goldsen

ELTON JOHN
PETER CETERA
STACY EARL
Hottest:
AMY GRANT
CHER
MICHAEL BOLTON
MARIAM CAREY
SIMPLY RED

WAFM/Milford, DE
Mike Polo

PETER CETERA
RODNEY CROWELL
ELTON JOHN
Hottest:
LIONEL RICHIE
MICHAEL BOLTON
WILSON PHILLIPS
SONIA
ROBERT PALMER

WWSU/Monticello, NY
Mulharin/Wilson

PETER CETERA
ELTON JOHN
ANNIE LENNOX
GLENN FREY
Hottest:
AMY GRANT
WILSON PHILLIPS
LIONEL RICHIE
CELINÉ DION
MICHAEL BOLTON

WKCX/Rome, GA
Randy Quick

ELTON JOHN
PETER CETERA
NIA PEEPLES
Hottest:
AMY GRANT
MARIAM CAREY
VANESSA WILLIAMS
JON SECADA
ANNIE LENNOX

WFSV/Guntersville, AL
Jackson/Mason

PETER CETERA
GLENN FREY
ELTON JOHN
KATHY TROCCELLI
TOM COCHRANE
Hottest:
LIONEL RICHIE
AMY GRANT
CELINÉ DION
WILSON PHILLIPS
MICHAEL BOLTON

WFRO/Fremont, OH
Larry Ziebold

ELTON JOHN
PETER CETERA
MARTY BALIN
Hottest:
CELINÉ DION
LIONEL RICHIE
AMY GRANT
WILSON PHILLIPS
MICHAEL BOLTON

WFMJ/Cambridge OH
Schott/Wilson

MARTY BALIN
GLENN FREY
INDIGO GIRLS
JODY WATLEY
COMMITMENTS
Hottest:
WILSON PHILLIPS
AMY GRANT
MARIAM CAREY
JON SECADA
MICHAEL BOLTON

KKIS/Concord, CA
Ken Boesen

RODNEY CROWELL
PETER CETERA
Hottest:
MICHAEL BOLTON
AMY GRANT
ROBERT PALMER
LIONEL RICHIE
WILSON PHILLIPS

KATW/Lewiston, ID
Rik Mikals

ELTON JOHN
PETER CETERA
TRACY CHAPMAN
Hottest:
GLENN FREY
STING
MICHAEL BOLTON
RICHARD MARX
ENYA

KTID/San Rafael, CA
Bob Gowa

none
Hottest:
GENESIS
CHER
MARIAM CAREY
K.D. LANG
JON SECADA

WEST

WBAJ/Adrian, MI
Bruce Goldsen

ELTON JOHN
PETER CETERA
STACY EARL
Hottest:
AMY GRANT
CHER
MICHAEL BOLTON
MARIAM CAREY
SIMPLY RED

21 Current Reporters
19 Current Playlists

Did Not Report, Playlist Frozen (2):
KTID/San Rafael
WECQ/Geneva

Associate Reporters are AC stations in unrated markets with aggressive approaches toward new music. Although they do not contribute to the AC chart, their consensus Most Added and Hottest records serve as advance indicators of format hits.

91 Current Reporters 84 Current Playlists

Called In Frozen Playlist (2):
WLDN/NW Michigan
WDLX/Greenville

Did Not Report, Playlist Frozen (5):
KKLD/Tucson
WLTE/Minneapolis
WMGS/Wilkes Barre
WMT-FM/Cedar Rapids
WRQX/Washington

WMYX/Milwaukee is no longer a reporter.

NEW ARTISTS

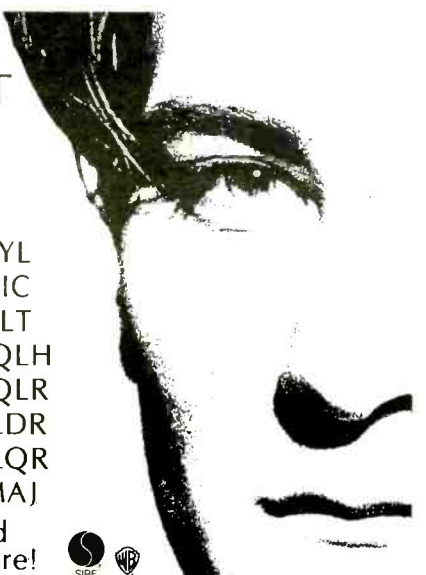
	Reports/Adds
1 WYONNNA/She Is His Only Need (Curb/MCA)	44/1
2 K.D. LANG/Constant Craving (Sire/WB)	28/2
3 BILLY RAY CYRUS/Achy Breaky Heart (Mercury)	22/4
4 STACY EARL/Slowly (RCA)	22/2
5 NIA PEEPLES/Faces Of Love (Charisma)	21/1
6 RODNEY CROWELL/What Kind Of Love (Columbia)	19/6
7 INDIGO GIRLS/Galileo (Epic)	13/0
8 HEATHER MULLEN/Night By Night (Atco/EastWest)	11/0
9 LYLE LOVETT/She's Already Made Up Her Mind (Curb/MCA)	9/0
10 OTTMAR LIEBERT/Reaching Out 2 U (Epic)	8/2
RED HOT CHILI PEPPERS/Under The Bridge (WB)	8/1

New artists have not yet had an AC Breaker.

KIDZING

"CONSTANT CRAVING"
AC Chart: 26

KHMX WRVR KTYL
WWNK WLTS KVIC
WGTI WKDQ KZLT
KKCW WMGN WQLH
WLEV KGBY WQLR
WGLL KISC WLDR
WOBM KKLD WLQR
KKMY WKTK KMAJ
WTCB WNMB and more!
WAHR WFFX



JUNE 19, 1992

LW	TW	ARTIST/Album	TRACKS
2	1	RANDY CRAWFORD/Through The Eyes Of Love (WB)	"Rhythm"
1	2	GRANT GEISSMAN/Time Will Tell (Bluemoon)*	"Time" "Bag"
3	3	GROVER WASHINGTON JR./Next Exit (Columbia)	"Greene" "Five"
4	4	OTTMAR LIEBERT + LUNA NEGRA/Solo Para Ti (Epic)	"Reaching" "Samba" "Lilac"
7	5	DAVID SANBORN/Upfront (Elektra)	"Full" "Soul"
8	6	NICKY HOLLAND/Nicky Holland (Epic)	"Ladykiller" "Independence"
5	7	SPECIAL EFX/Global Village (GRP)	"Daybreak" "Shunshine"
6	8	RICARDO SILVEIRA/Small World (Verve Forecast/PolyGram)	"Vendor" "Pepe"
11	9	BONEY JAMES/Trust (Spindletop)	"Beautiful" "Lily"
13	10	SPYRO GYRA/Three Wishes (GRP)	"Pipo's" "Jennifer's"
9	11	GEORGE HOWARD/Do I Ever Cross Your Mind (GRP)	"Feel"
20	12	STRUNZ & FARAH/Americaas (Mesa)	"Candela"
12	13	TOM GRANT/In My Wildest Dreams (Verve Forecast/PolyGram)	"Time" "Love"
17	14	ANNIE LENNOX/Diva (Arista)	"Why"
18	15	WAYNE HENDERSON & NEXT CRUSADE/Back To The Groove (PAR)	"Rosa"
10	16	YANNI/Dare To Dream (Private Music)	"Nice" "Desire"
16	17	PETER WHITE/Excusez-Moi (Sin-Drome)	"Drive" "Wait"
19	18	K.D. LANG/Ingenu (Sire/WB)	"Constant"
21	19	RONNY JORDAN/Antidote (4th & Broadway/Island)	"After"
15	20	DAVID BLAMIRE GROUP/The David Blamires Group (Nova)	"Remember" "Deep"
14	21	BILLY WALKER JR./Untitled (Geffen)	"Perfect"
22	22	DOUG SMITH/Labyrinth (American Gramophone)	"Traveling" "Evening"
25	23	NEVILLE BROTHERS/Family Groove (A&M)	"See" "Line"
27	24	D. MODENA & J. P. AUDIN/Ccarina (Private Music)	"Song" "Implora" "Bonecas"
23	25	DANCING FANTASY/Moonlight Reflections (DA Music)	"Dancing" "Mercury"
26	26	CELINE DION/Celine Dion (Epic)	"Asked" "Halfway"
30	27	ANDY NARELL/Down The Road (Windham Hill/Jazz)	"Blue" "Kalinda"
DEBUT	28	LETHAL WEAPON 3/Soundtrack (Reprise)	"Probably"
DEBUT	29	ART PORTER/Pocket City (Verve/PolyGram)	"LA."
28	30	NAJEE/Just An Illusion (EMI/ERG)*	"Adore"

* Keeps bullet due to continued growth.

JUNE 19, 1992

LW	TW	ARTIST/Album	TRACKS
1	1	DAVID SANBORN/Upfront (Elektra)	"Full" "Soul"
3	2	BOBBY WATSON/Present Tense (Columbia)	"Hey" "Love"
5	3	BENNY GREEN TRIO/Testifyin' - Live At Village Vanguard (Blue Note)	"Bu's" "Carl's"
4	4	EDDIE DANIELS & GARY BURTON/Benny Rides Again (GRP)	"Stompin'"
2	5	TONY WILLIAMS/The Story Is Neptune (Blue Note)	"Neptune" "Blackbird"
9	6	DELFEAYO MARSALIS/Pontius Pilate's Decision (Novus/RCA)	"Weary"
13	7	GRP ALL-STAR BIG BAND/GRP All-Star Big Band (GRP)	"Maiden"
6	8	ROY HARGROVE/The Vibe (Novus/RCA)	"Caryisms"
8	9	HAROLD MABERN TRIO/Straight Street (DIW/Columbia)	"Worry"
14	10	ED THIGPEN TRIO/Mr. Taste (Justin Time)	"Central"
15	11	TERENCE BLANCHARD/Simply Stated (Columbia)	"Central"
12	12	SHIRLEY HORN/Here's To Life (Verve Forecast/PolyGram)	"Central"
7	13	ARTURO SANDOVAL/I Remember Clifford (GRP)	"Joy"
17	14	GROVER WASHINGTON JR./Next Exit (Columbia)	"Take" "Only"
21	15	ANDY NARELL/Down The Road (Windham Hill/Jazz)	"Disorderly" "Sugar"
19	16	CHARLIE WATTS/Tribute To Charlie Parker With Strings (Continuum)	"Disorderly" "Sugar"
10	17	JOEY DeFRANCESCO/Reboppin' (Columbia)	"New"
20	18	LOUIE BELLSON/Peaceful Thunder (Music Master)	"New"
11	19	ARTHUR TAYLOR/Mr. A.T. (Enja)	"A.T." "Hi"
30	20	WYNTON MARSALIS SEPTET/Blue Interlude (Columbia)	"Band"
23	21	KING & MOORE/Potato Radio (Justice)	"Crooked" "Sing"
26	22	STRAIGHT AHEAD/Look Straight Ahead (Atlantic)	"Light" "Touch"
16	23	JULIAN JOSEPH/The Language Of Truth (Atlantic)	"Wash" "Other"
22	24	HENRY BUTLER/Blues And More, V.1 (Windham Hill/Jazz)	"Diddley" "Lucky"
28	25	DAVE STRYKER/Guitar On Top (Ken)	"Diddley" "Lucky"
29	26	KIRSTEN GUSTAFSON/You Taught My Heart To Sing (Atlantic)	"Catie's"
25	27	WARREN BERNHARDT/Reflections (DMP)*	"Cordobalga"
18	28	DIANE SCHUUR/In Tribute (GRP)	"Eyes" "Black"
DEBUT	29	NAT ADDERLEY/The Old Country (Enja)	"Daddy"
DEBUT	30	SPYRO GYRA/Three Wishes (GRP)	"Breathless"

* Keeps bullet due to continued growth.

MOST ADDED LPS	HOTTEST LPS	HOT TRACKS
SWING OUT SISTER (12) * T-SQUARE (10) RODNEY FRANKLIN (6) EVERETTE HARP (6) CARLOS GUEDES (5) RENE TOLEDO (5) PETER BUFFETT (3) CHIP DAVIS (3)	RANDY CRAWFORD (20) GRANT GEISSMAN (16) GROVER WASHINGTON JR. (14) OTTMAR LIEBERT + LUNA NEGRA (12) DAVID SANBORN (12) GEORGE HOWARD (10) ANNIE LENNOX (9) K.D. LANG (8)	No Tracks Qualified This Week

MOST ADDED LPS	HOTTEST LPS	HOT TRACKS
REBECCA COUPE FRANKS (14) * HUGH MASEKELA (12) GERRY MULLIGAN (12) CHERYL BENTYNE (7) EITHER/ORCHESTRA (6) HERB ALPERT (5) FREDDIE HUBBARD (5) T-SQUARE (5)	DAVID SANBORN (15) E. DANIELS & G. BURTON (11) BOBBY WATSON (11) ROY HARGROVE (10) BENNY GREEN TRIO (9) TONY WILLIAMS (8) SHIRLEY HORN (7) GROVER WASHINGTON JR. (7) RONNY JORDAN (5) SPYRO GYRA (5)	No Tracks Qualified This Week

NEW & ACTIVE

*EVERETTE HARP "Everette Harp" (Manhattan/Capitol) 25/6
 Rotations: Heavy 3/0, Medium 10/3, Light 12/3, Total Adds 6, KHIH, KBZN, KKSF, WFAE, KTNT, KTCZ. Heavy: WJZE, WN WV, JZTRAX. BREAKER this week.

*CARLOS GUEDES "Toda America" (Heads Up) 24/5
 Rotations: Heavy 1/0, Medium 6/1, Light 17/4, Total Adds 5, KBZN, WCLZ, WLOQ, KTNT, KLTR. Heavy: JZTRAX. BREAKER this week.

*CARL ANDERSON "Fantasy Hotel" (GRP) 24/2
 Rotations: Heavy 2/0, Medium 15/2, Light 7/0, Total Adds 2, WNGS, KKLD. Heavy: KJZZ, JZTRAX. BREAKER this week.

*LOREENA McKENNITT "The Visit" (WB) 24/1
 Rotations: Heavy 5/0, Medium 12/0, Light 7/1, Total Adds 1, KBZN. Heavy: KKSF, WCLZ, WAMX, SS. MS. BREAKER this week.

BOB BALOWIN "Reflections Of Love" (Atlantic) 20/0
 Rotations: Heavy 4/0, Medium 8/0, Light 8/0, Total Adds 0. Heavy: KOAI, WJZZ, KCLC, JZTRAX.

EVERYTHING BUT THE GIRL "Acoustic" (Atlantic) 18/2
 Rotations: Heavy 5/0, Medium 6/0, Light 7/2, Total Adds 2, WFAE, KLTR. Heavy: KOAI, WN WV, WCLZ, WAMX, KMXX.

TRACY CHAPMAN "Matters Of The Heart" (Elektra) 17/0
 Rotations: Heavy 8/0, Medium 6/0, Light 3/0, Total Adds 0. Heavy: KTWV, KJZZ, KOPT, WCLZ, WAMX, KXDC, KTCZ, KBCO.

TANGERINE DREAM "Rockoon" (Miramar) 17/0
 Rotations: Heavy 0/0, Medium 6/0, Light 11/0, Total Adds 0. Medium: KOAI, WNND, KEZL, KXDC, KTCZ, SS.

STEVE HAUN "Victory" (Silver Wave) 16/2
 Rotations: Heavy 1/0, Medium 6/0, Light 9/2, Total Adds 2, KOAI, WLOQ. Heavy: KLTR.

KENNY GOLDBERG "Tropical Winds" (Positive Music) 15/2
 Rotations: Heavy 0/0, Medium 6/1, Light 9/1, Total Adds 2, KTCZ, KMXX.

DEEMS "Living Deems" (Nastymix) 15/1
 Rotations: Heavy 0/0, Medium 7/0, Light 8/1, Total Adds 1, WCLZ.

CRUEL SHOES "Cruel Shoes" (RCA) 15/0
 Rotations: Heavy 7/0, Medium 6/0, Light 2/0, Total Adds 0. Heavy: KTWV, WAMX, KXDC, WWAY, KCLC, KMXX, KKLD.

* Uncharted Breakers denoted by one asterisk.

NEW & ACTIVE

**GUST WILLIAMS TSILIS "Sequestered Days" (Enja) 27/1
 Rotations: Heavy 2/0, Medium 11/0, Light 14/1, Total Adds 1, KMHD. Heavy: KJAZ, WVPE. CHART EXTRA this week.

**TOM SCOTT "Born Again" (GRP) 26/4
 Rotations: Heavy 3/0, Medium 11/0, Light 12/4, Total Adds 4, KUOP, WFSS, KSLU, KSBR. Heavy: KXJZ, KJAZ, KWMU. CHART EXTRA this week.

*HERB ALPERT "Midnight Sun" (A&M) 24/5
 Rotations: Heavy 1/0, Medium 4/0, Light 19/5, Total Adds 5, KSDS, WMOT, KUOP, WSIE, WVPE. Heavy: WDET. BREAKER this week.

*CHRISTOPHER HOLLYDAY "And I'll Sing Once More" (Novus/RCA) 22/4
 Rotations: Heavy 1/0, Medium 11/1, Light 10/3, Total Adds 4, WBGO, KMHD, KPLU, WSIE. Heavy: KJAZ. BREAKER this week.

*AYDIN ESEN "Anadolu" (Columbia) 20/4
 Rotations: Heavy 0/0, Medium 7/1, Light 13/3, Total Adds 4, WMOT, KUOP, WFSS, WVPE. BREAKER this week.

*BILL WATROUS "Bone-fied" (GNP/Crescendo) 20/2
 Rotations: Heavy 3/0, Medium 11/0, Light 6/2, Total Adds 2, WUSF, WSIE. Heavy: KMHD, KSDS, WFPL. BREAKER this week.

GERRY MULLIGAN "Re-birth Of The Cool" (GRP) 19/12
 Rotations: Heavy 4/2, Medium 3/2, Light 12/8, Total Adds 12, WBGO, WRTI, WDET, KMHD, KSDS, WFPL, WMOT, JCITY, WFSS, WUSF, WVPE, KWMU. Heavy: KXJZ, KPLU.

JIM HALL "Subsequently" (Music Master) 19/2
 Rotations: Heavy 3/0, Medium 9/2, Light 7/0, Total Adds 2, KSDS, CJ. Heavy: WBGO, WCPN, WUSF.

SID JACOBS "It's Not Good Night" (Best) 18/3
 Rotations: Heavy 2/0, Medium 9/0, Light 7/3, Total Adds 3, KPLU, WAER, WTEB. Heavy: KSDS, KUOP.

CARLOS GUEDES "Toda America" (Heads Up) 17/2
 Rotations: Heavy 0/0, Medium 11/0, Light 6/2, Total Adds 2, KUOP, WTEB.

JUSTIN ROBINSON "Justin Time" (Verve/PolyGram) 17/2
 Rotations: Heavy 3/0, Medium 8/0, Light 6/2, Total Adds 2, KMHD, WAER. Heavy: WBGO, WRTI, KJAZ.

** Chart Extra denoted by two asterisks.



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<p>P1</p> <p>WVAY/West Dover Jim Smith</p> <p>Hosts: RANDY CHAMPFORD ANNE LENOX MELISSA ETHERIDGE DAVID SANBORN JIM SMITH</p>	<p>P2</p> <p>WVAY/West Dover Jim Smith</p> <p>Hosts: RANDY CHAMPFORD ANNE LENOX MELISSA ETHERIDGE DAVID SANBORN JIM SMITH</p>	<p>P3</p> <p>WVAY/West Dover Jim Smith</p> <p>Hosts: RANDY CHAMPFORD ANNE LENOX MELISSA ETHERIDGE DAVID SANBORN JIM SMITH</p>

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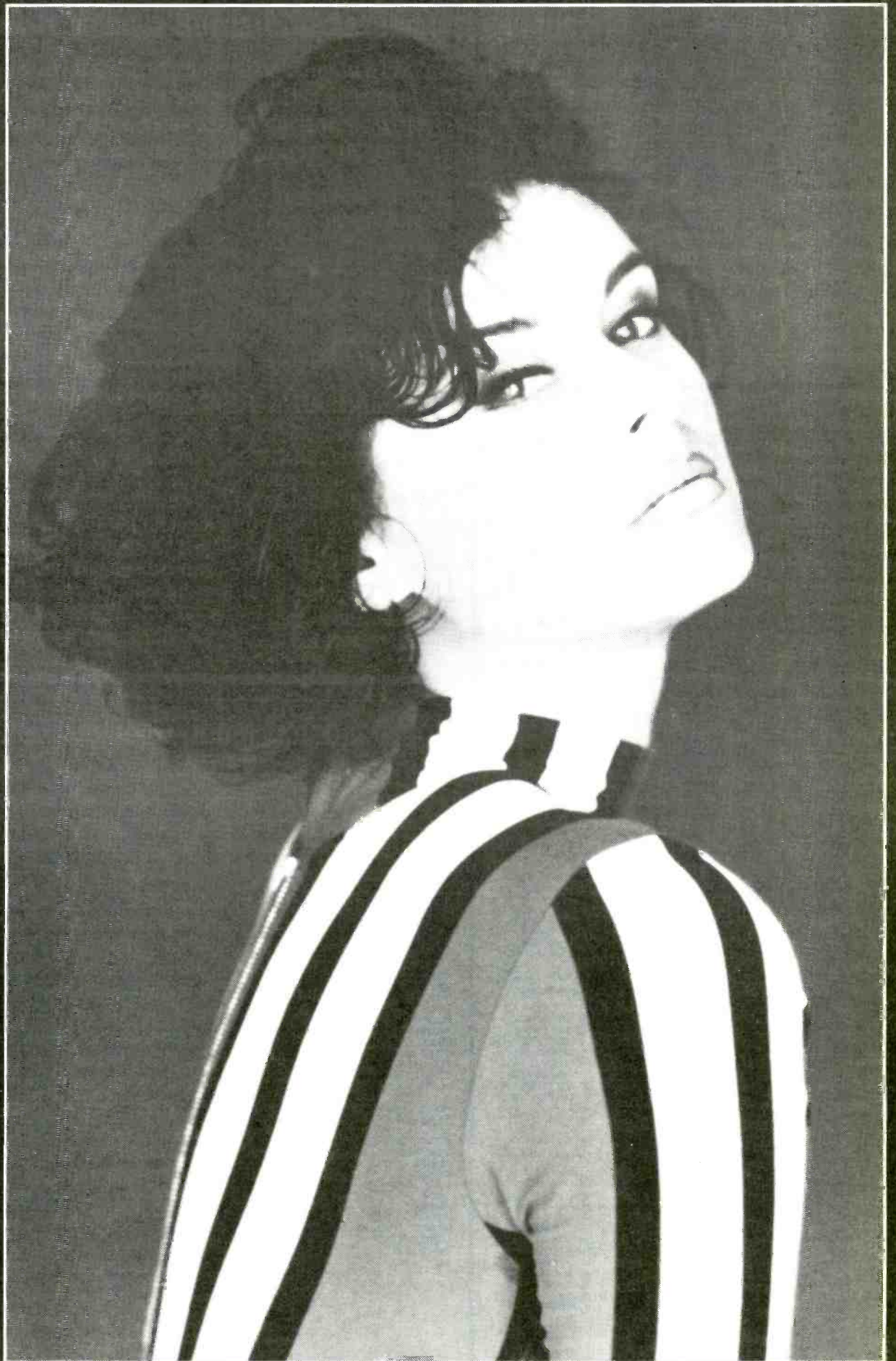
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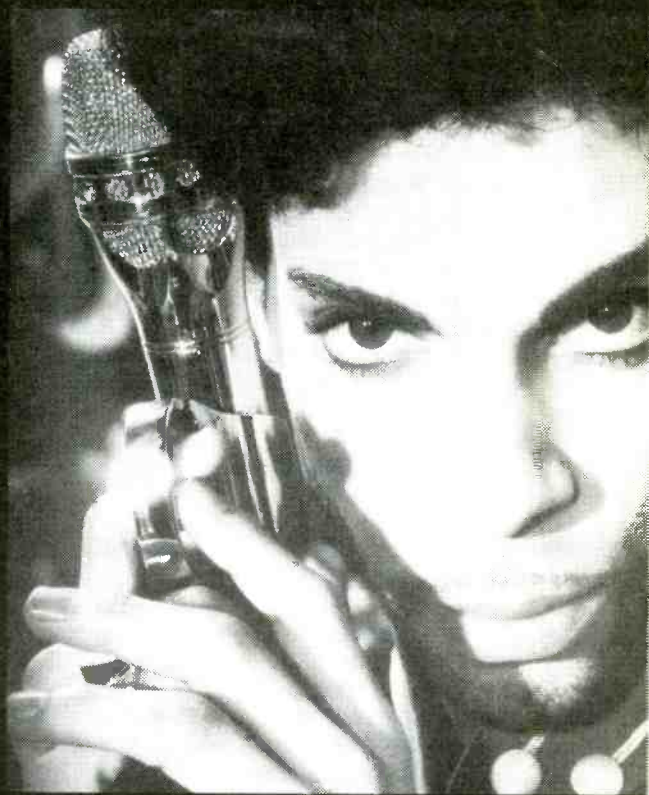
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201 REPORTERS		JUNE 19, 1992		Total Reports/Adds				Heavy	Medium	Light
3	2	WKS	WKS	LW	TW	3	2	1	0	0
5	4	2	1	DIAMOND RIO	/Norma Jean Riley (Arista)	201/0	196	5	0	
8	6	3	2	SHENANDOAH	/Rock My Baby (RCA)	201/0	187	12	2	
14	12	7	3	WYNONNA	/I Saw The Light (Curb/MCA)	201/0	185	16	0	
9	9	4	4	JOE DIFFIE	/Ships That Don't Come In (Epic)	199/0	185	13	1	
11	10	5	5	ALAN JACKSON	/Midnight In Montgomery (Arista)	201/0	180	19	2	
7	8	6	6	GEORGE STRAIT	/Gone As A Girl Can Get (MCA)	198/0	165	31	2	
16	13	10	7	JOHN ANDERSON	/When It Comes To You (BNA Entertainment)	201/0	150	47	4	
12	11	9	8	SUZY BOGGUSS	/Aces (Liberty)	201/1	138	58	5	
17	14	12	9	MICHELLE WRIGHT	/Take It Like A Man (Arista)	199/2	88	103	8	
—	23	14	10	GARTH BROOKS	/The River (Liberty)	201/0	69	127	5	
18	15	13	11	REBA McENTIRE	/The Night The Lights Went Out In Georgia (MCA)	199/1	81	102	16	
26	20	18	12	BILLY DEAN	/Billy The Kid (SBK/Liberty)	200/2	42	144	14	
20	17	16	13	LORRIE MORGAN	/Something In Red (RCA)	197/1	39	141	17	
21	18	17	14	DWIGHT YOAKAM	/The Heart That You Own (Reprise)	198/0	32	148	18	
19	16	15	15	PAM TILLIS	/Blue Rose Is (Arista)	191/0	42	130	19	
31	24	20	16	MARY-CHAPIN CARPENTER	/I Feel Lucky (Columbia)	201/6	24	140	37	
41	29	22	17	ALABAMA	/Take A Little Trip (RCA)	198/2	14	154	30	
1	2	8	18	BILLY RAY CYRUS	/Achy Breaky Heart (Mercury)	147/0	79	53	15	
22	19	19	19	MARTINA McBRIDE	/The Time Has Come (RCA)	195/0	25	137	33	
36	26	23	20	MARTY STUART & TRAVIS TRITT	/This One's Gonna Hurt You (For A Long, Long Time) (MCA)	197/4	11	147	39	
25	22	21	21	PATTY LOVELESS	/Can't Stop Myself From Loving You (MCA)	177/0	25	112	40	
4	3	1	22	TRISHA YEARWOOD	/The Woman Before Me (MCA)	140/0	83	42	15	
—	35	28	23	BROOKS & DUNN	/Boot Scootin' Boogie (Arista)	197/12	6	129	62	
38	32	27	24	TANYA TUCKER	/If Your Heart Ain't Busy Tonight (Liberty)	194/11	2	132	60	
29	27	25	25	NEAL McCOY	/Where Forever Begins (Atlantic)	177/3	7	96	74	
30	28	26	26	DENNIS ROBBINS	/Home Sweet Home (Giant)	172/2	8	104	60	
33	31	29	27	LEE ROY PARNELL	/What Kind Of Fool Do You Think I Am (Arista)	176/4	9	94	73	
—	—	36	28	CLINT BLACK	/We Tell Ourselves (RCA)	195/27	3	87	105	
3	1	11	29	McBRIDE & THE RIDE	/Sacred Ground (MCA)	110/0	42	46	22	
42	36	34	30	STEVE WARINER	/A Woman Loves (Arista)	179/12	1	82	96	
44	38	35	31	HAL KETCHUM	/Five O'Clock World (Curb)	181/13	2	81	98	
—	42	37	32	MARK CHESNUTT	/I'll Think Of Something (MCA)	185/16	1	69	115	
—	—	39	33	TRACY LAWRENCE	/Runnin' Behind (Atlantic)	188/44	1	40	147	
32	30	30	34	RICKY SKAGGS	/From The Word Love (Epic)	150/1	2	85	63	
37	34	33	35	CLEVE FRANCIS	/You Do My Heart Good (Liberty)	134/0	4	60	70	
BREAKER			36	BELLAMY BROTHERS	/Cowboy Beat (Bellamy Bros)	131/16	1	42	88	
BREAKER			37	REMINGTONS	/Two Timin' Me (BNA Entertainment)	141/24	0	31	110	
2	5	31	38	DOUG STONE	/Come In Out Of The Pain (Epic)	67/0	18	27	22	
6	7	24	39	RONNIE MILSAP	/All Is Fair In Love And War (RCA)	75/0	14	37	24	
BREAKER			40	SAMMY KERSHAW	/Yard Sale (Mercury)	138/21	0	25	113	
BREAKER			41	LITTLE TEXAS	/You And Forever And Me (WB)	135/57	0	11	124	
BREAKER			42	AARON TIPPIN	/I Wouldn't Have It Any Other Way (RCA)	123/117	0	10	113	
43	41	41	43	HANK WILLIAMS JR.	/Come On Over To The Country (Curb/Capricorn/WB)	89/0	1	31	57	
—	—	47	44	MICHAEL WHITE	/Familiar Ground (Reprise)	108/14	0	17	91	
DEBUT			45	RODNEY CROWELL	/What Kind Of Love (Columbia)	101/92	0	4	97	
DEBUT			46	PIRATES OF THE MISSISSIPPI	/Too Much (Liberty)	91/52	0	9	82	
10	21	42	47	RICKY VAN SHELTON	/Backroads (Columbia)	47/1	11	19	17	
24	33	43	48	TRAVIS TRITT	/Nothing Short Of Dying (WB)	32/0	6	16	10	
DEBUT			49	DIXIANA	/That's What I'm Working On Tonight (Epic)	80/40	0	6	74	
DEBUT			50	CLINTON GREGORY	/She Takes The Sad Out Of Saturday Night (SOR)	77/23	0	3	74	

MOST ADDED

- AARON TIPPIN (117)
- RODNEY CROWELL (92)
- LITTLE TEXAS (57)
- PIRATES OF THE MISSISSIPPI (52)
- TRACY LAWRENCE (44)
- BOY HOWDY (43)
- DIXIANA (40)
- CLINT BLACK (27)
- PAULETTE CARLSON (27)
- STACY DEAN CAMPBELL (24)
- REMINGTONS (24)

HOTTEST

- DIAMOND RIO (127)
- ALAN JACKSON (119)
- WYNONNA (99)
- JOE DIFFIE (97)
- SHENANDOAH (94)
- BILLY RAY CYRUS (61)
- GEORGE STRAIT (47)
- JOHN ANDERSON (38)
- GARTH BROOKS (38)
- REBA McENTIRE (27)

NEW ARTISTS

- | | Reports/Adds |
|---|--------------|
| 1 S. D. CAMPBELL/Rosalee (Col.) | 62/24 |
| 2 BOY HOWDY/Our Love Was... (Curb) | 51/43 |
| 3 KARLA TAYLOR/Little By Little (Curb) | 29/2 |
| 4 EVANGELINE/Bayou... (Margitaville/MCA) | 22/10 |
| 5 LIVE 'N KICKIN'/You Don't Need... (WB) | 17/2 |
| 6 BLACK TIE/Listen To The Radio (Bench) | 17/1 |
| 7 MAVERICKS/Hey Good Lookin' (MCA) | 13/1 |
| 8 W. & THE WILD.../This... (Cross Three) | 10/0 |
| 9 LINDA DAVIS/He Isn't My Affair... (Liberty) | 8/0 |
| 10 CIMMARON/What Do You Wear... (Alpine) | 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

LITTLE TEXAS

You And Forever And Me (WB)

On 67% of reporting stations. Rotations: Heavy 0, Medium 11, Light 124, Total Adds 57 including WNUS, WDSY, KASE, KKYR, WACO, WIRK, WAXX, WASKFM, WWJO, KUGN, KWNR, KMLE. Moves 48-41 on the Country chart.

REMINGTONS

Two Timin' Me (BNA Entertainment)

On 70% of reporting stations. Rotations: Heavy 0, Medium 31, Light 110, Total Adds 24 including WVAM, WYAY, KIKK, WSM, KCY, WGEE, WMIL, KEEY, KASH, KWJJ, KSON, KIIM. Moves 50-47-44-37 on the Country chart.

BELLAMY BROTHERS

Cowboy Beat (Bellamy Brothers)

On 65% of reporting stations. Rotations: Heavy 1, Medium 42, Light 88, Total Adds 16 including WMSI, WQIK, WGKX, KNUE, KJY, WCUZ, WNWN, WWQM, KZSN, KWNR, KSN, KIIM. Moves 47-44-40-36 on the Country chart.

SAMMY KERSHAW

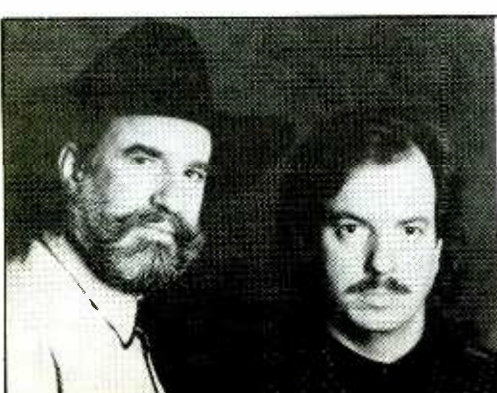
Yard Sale (Mercury)

On 69% of reporting stations. Rotations: Heavy 0, Medium 25, Light 113, Total Adds 21 including WBEE, WPKX, KEAN, WEZL, WOKK, WTNT, KYCK, WGEE, WITL, KKCS, KFMS, KSN. Moves 50-45-40 on the Country chart.

AARON TIPPIN

I Wouldn't Have It Any Other Way (RCA)

On 61% of reporting stations. Rotations: Heavy 0, Medium 10, Light 113, Total Adds 117 including WWYZ, WICO, WPKX, WTVY, WSIX, WYYD, WFMS, WOW, KVOO, KALF, KHAY, KRAK. Debuts at number 42 on the Country chart.



Country Radio Is Catching The Cowboy Beat!

BELLAMY BROTHERS
"Cowboy Beat"

from the CD The Latest & The Greatest

BREAKER 36
131/16

Distributed by Intersound International



NATIONAL AIRPLAY®

NEW & ACTIVE

MICHAEL WHITE "Familiar Ground" (Reprise) 108/14

Rotations: Heavy 0, Medium 17, Light 91, Total Adds 14, WGNA, WOCB, WOBE, WIOV, WCMS, WOWW, WHOK, WFMS, WITL, KZSN, KKCS, KFMS, KZLA, KRKY, Medium: WICO, KTCS, WKNN, KODY, KCLR, KSUX, KUZZ, KUGN, KUAD, KEKB, Moves 47-44 on the Country chart.

RODNEY CROWELL "What Kind Of Love" (Columbia) 101/92

Rotations: Heavy 0, Medium 4, Light 97, Total Adds 92 including WGNA, WPOC, WWYZ, KASE, WEZL, KTCS, WMSI, WVLLK, WGKX, KNFM, WKSJ, WLWI, WSIX, WRNS, KNUE, WDAF, KXXY, WOW, KNAX, KWJJ, KCCY, KCKC, KRAK, KKAT, KMPS, KDRK. Debuts at number 45 on the Country chart.

PIRATES OF THE MISSISSIPPI "Too Much" (Liberty) 91/52

Rotations: Heavy 0, Medium 9, Light 82, Total Adds 52 including WGNA, WIOV, WDSY, WCTK, WEZL, WCKT, WVLLK, KYKS, WLWI, WSIX, WOWW, WCHY, KCLR, WHOK, WDAF, WMUS, WFMB, KZSN, KRST, KUZZ, KUGN, KFMS, KHAY, KKAT, KSN, KMPS, KDRK. Debuts at number 46 on the Country chart.

DIXIANA "That's What I'm Working On Tonight" (Epic) 80/40

Rotations: Heavy 0, Medium 6, Light 74, Total Adds 40 including WPOC, WAYZ, WTCR, WDSY, WCTK, WPKX, WEZL, WHLZ, WCKT, WMSI, WAMZ, WKSJ, WYAK, WSIX, KCLR, WNNW, WGTC, KKCS, KUGN, KHAY, KNIX, KKAT, KSOP, KMPS, KDRK. Debuts at number 49 on the Country chart.

CLINTON GREGORY "She Takes The Sad Out Of Saturday" (SOR) 77/23

Rotations: Heavy 0, Medium 3, Light 74, Total Adds 23, WDL, KRRV, KAYD, WEZL, WSTH, KHEY, WKML, WHLZ, WMSI, WPCV, KYKS, WSIX, WTOR, WUBE, WYNG, WASKFM, WDDD, WFMB, WWJO, KCTR, KEKB, KFMS, KKAT. Debuts at number 50 on the Country chart.

OAK RIDGE BOYS "Fall" (RCA) 65/12

Rotations: Heavy 0, Medium 3, Light 62, Total Adds 12, WVAM, WTVY, WAMZ, WOWW, WCHY, WYNG, KVOX, WASKFM, WXCL, WWJO, WTHI, KEKB. Medium: KTCS, KQDY, KVOO. Light: WWYZ, WDSY, KEAN, WVLLK, KSSN, WSIX, WCMS, KGKL, WITL, KFDI, KMIX.

STACY DEAN CAMPBELL "Rosalee" (Columbia) 62/24

Rotations: Heavy 0, Medium 0, Light 62, Total Adds 24, WVAM, WAYZ, WNU, WMZO, KAYD, KOUL, WTVY, KHEY, KTCS, WYGC, WIVK, WPCV, WSM, WKNN, WACO, WYNG, KVOX, WASKFM, WMUS, WFMB, WTCM, KALF, KUGN, KHAY.

SIGNIFICANT ACTION

BOY HOWDY "Our Love Was Meant To Be" (Curb) 51/43

Rotations: Heavy 0, Medium 3, Light 48, Total Adds 43 including WWYZ, WRKZ, WNU, WKAK, KRRV, WKXC, KHEY, KTCS, WYGC, WMSI, KTEX, WNOE, WCMS, KLUR, WTOR, KQDY, KXXY, KTTS, KUZZ, KUGN, KEKB, KUPL, KNCQ, KORD, KXDD.

RONNA REEVES "What If You're Wrong" (Mercury) 46/23

Rotations: Heavy 0, Medium 1, Light 45, Total Adds 23, WTCR, WCTK, KRRV, WEZL, WSTH, WYGC, WVLLK, KTEX, WOWW, KGKL, KIXS, WAXX, WYNG, KVOX, KCJB, WMUS, WOW, KSUX, WDDD, WTHI, KUGN, KEKB, KORD.

CRYSTAL GAYLE "Three Good Reasons" (Liberty) 38/11

Rotations: Heavy 0, Medium 0, Light 38, Total Adds 11, WVAM, WKML, WYGC, WPCV, KGKL, WXCL, KSUX, WDDD, KRWO, KNCQ, KORD. Light: WWYZ, WDSY, KOUL, WOWW, WCHY, KQDY, WAXX, WDAF, WOW, KTPK, WTCM, KFDI, KDRK, KXDD.

KARLA TAYLOR "Little By Little" (Curb) 29/2

Rotations: Heavy 0, Medium 2, Light 27, Total Adds 2, WPOP, KQDY. Medium: KSUX, KTTS. Light: WRKZ, WRWD, WICO, KRRV, KMML, WKXC, WSTH, WKML, WHLZ, KTCS, WYGC, KSSN, KYKX, KTEX, KGKL, KLUR, KVOO, KFDI, KEKB.

PAULETTE CARLSON "The Chain Just Broke" (Liberty) 27/27

Rotations: Heavy 0, Medium 0, Light 27, Total Adds 27, WRKZ, KRRV, KMML, WTVY, KTCS, WYGC, WVLLK, WBKR, KGKL, KLUR, KODY, KCLR, WYNG, KVOX, KIXQ, WOW, KSUX, WGTC, KTTS, KTPK, KVOO, KASH, KCTR, KQFC, KUAD, KRWO, KKAT.

EVANGELINE "Bayou Boy" (Margaritaville/MCA) 22/10

Rotations: Heavy 0, Medium 0, Light 22, Total Adds 10, WWYZ, KRRV, KOUL, WYGC, WVLLK, WAMZ, WGTC, KUGN, KHAY, KDRK. Light: WRKZ, WKAK, KMML, WNOE, WOWW, KLUR, KQDY, KTTS, WFMB, KTPK, WTCM, KVOO.

LIVE 'N KICKIN' "You Don't Need To Knock" (WB) 17/2

Rotations: Heavy 0, Medium 0, Light 17, Total Adds 2, WICO, KNCQ. Light: WRKZ, WRWD, WKAK, WTVY, KLUR, KQDY, KVOX, KCJB, WOW, KTTS, WWJO, KVOO, KFDI, KVOO, KEKB.

BLACK TIE "Listen To The Radio" (Bench) 17/1

Rotations: Heavy 0, Medium 2, Light 15, Total Adds 1, WOWW. Medium: KVOO, KFDI. Light: WICO, KRRV, WTVY, WNOE, KGKL, WTX, KLUR, KCLR, WAXX, WOW, KTTS, KTPK, KEKB, KRPM.

KEVIN WELCH & THE OVERTONES "Something 'Bout You" (Reprise) 13/13

Rotations: Heavy 0, Medium 0, Light 13, Total Adds 13, WICO, WKAK, WYGC, WBKR, WAVC, WOW, KSUX, WDDD, KTTS, KVOO, KALF, KUGN, KUAD.

MAVERICKS "Hey Good Lookin'" (MCA) 13/1

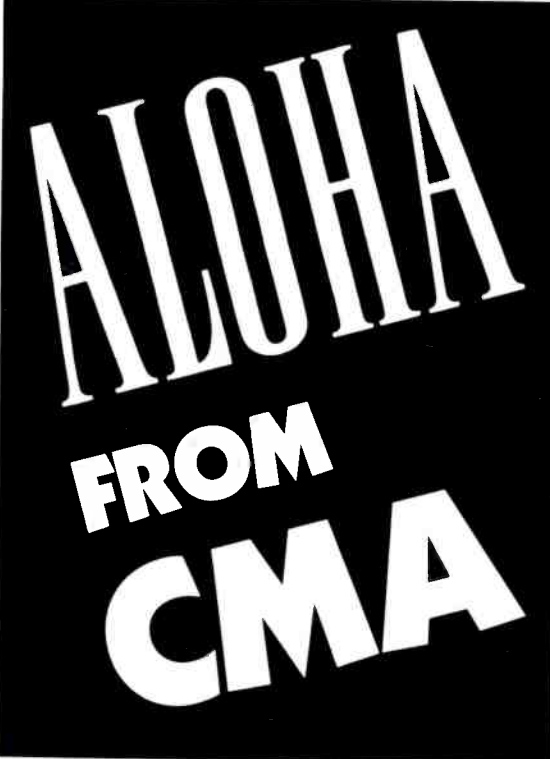
Rotations: Heavy 0, Medium 2, Light 11, Total Adds 1, KUGN. Medium: KISSFM, KTTS. Light: WICO, WKAK, WYGC, WCMS, KLUR, WWJO, KVOO, KFDI, KZLA, KSN.

WYLIE & THE WILD WEST SHOW "This Time" (Cross Three) 10/0

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 0. Light: WRKZ, KRRV, WTVY, WBKR, KLUR, WOW, KTTS, WTCM, KVOO, KFDI.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
GARTH BROOKS/Against The Grain (Liberty)	Ropin' The Wind
BILLY RAY CYRUS/Could've Been Me (Mercury)	Some Gave All
MARK CHESNUTT/Bubba Shot The Jukebox (MCA)	Longnecks & Short Stories
BILLY RAY CYRUS/Some Gave All (Mercury)	Some Gave All
GARTH BROOKS/We Bury The Hatchet (Liberty)	Ropin' The Wind
CLINT BLACK/This Nightlife (RCA)	Put Yourself In My Shoes
JOHN ANDERSON/Hillbilly Hollywood (BNA Entertainment)	Seminole Wind
REBA McENTIRE/The Greatest Man I Never Knew (MCA)	For My Broken Heart
COLLIN RAYE/It Could Have Been So Good (Epic)	All I Can Be
STEVE WARINER/Crash Course In The Blues (Arista)	I Am Ready
MICHELLE WRIGHT/Now And Then (Arista)	Now And Then
MARK CHESNUTT/Uptown Downtown (MCA)	Longnecks & Short Stories
CONFEDERATE RAILROAD/Long Gone (Atlantic)	Confederate Railroad
CONFEDERATE RAILROAD/Jesus And Mama (Atlantic)	Confederate Railroad
CONFEDERATE RAILROAD/Queen Of Memphis (Atlantic)	Confederate Railroad



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COUNTRY

SONG INFORMATION INDEX

A

ALABAMA "Take A Little Trip" (RCA 62253-2)
Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Ronnie Rogers, Mark Wright
Pub: Maypop Music, EMI Blackwood Music Inc., Wrightchild Music (BMI) Mgr: Dale Morris

JOHN ANDERSON "When It Comes To You" (BNA 62235-2)
Prod: James Stroud Wr: Mark Knopfler Pub: StraitJacket Songs Ltd. (ASCAP)
Mgr: Bobby Roberts

B

BELLAMY BROTHERS "Cowboy Beat" (Bellamy Brothers Records Pro-CD)
Prod: Howard & David Bellamy, Ed Seay Wr: David Bellamy, John Beland
Pub: Bellamy Brothers Music, (ASCAP) Mgr: Bellamy Brothers

BLACK TIE "Listen To The Radio" (Bench 02)
Prod: Reggie Fisher Wr: Nancy Griffith Pub: Irving Music, Inc., Ponder Heart Music (BMI) Mgr: Reggie Fisher

CLINT BLACK "We Tell Ourselves" (RCA 62194-2)
Prod: James Stroud, Clint Black Wr: Clint Black, Hayden Nicholas Pub: (ASCAP) Mgr: Mores, Nanas, Golden

SUZY BOGGUSS "Aces" (Liberty 79252)
Prod: Jimmy Bowen, Suzy Bogguss Wr: Cheryl Wheeler Pub: Cheryl Wheeler Music (ASCAP) Mgr: Morris, Bliesener & Associates

BOY HOWDY "Our Love Was Meant To Be" (Curb 097)
Prod: Chris Farren Wr: Jefferey Steele, Chris Farren Pub: Mike Curb Music, Farren Curtis Music, Farren Square Music (BMI, ASCAP) Mgr: Alan Hopper

BROOKS & DUNN "Boot Scootin' Boogie" (Arista 2440)
Prod: Scott Hendricks, Don Cook Wr: Ronnie Dunn Pub: Alfred Avenue Music, Deerfield Court Music (BMI) Mgr: Bob Tittle

GARTH BROOKS "The River" (Liberty 79342)
Prod: Allen Reynolds Wr: Victoria Shaw, Garth Brooks Pub: Gary Morris Music, Major Bob Music Co., Inc., Mid-Summer Music, Inc. (ASCAP) Mgr: Doyle/Lewis Mgmt.

KAREN BROOKS & RANDY SHARP "Baby I'm The One" (Mercury 667)
Prod: David Malloy, Randy Sharp Wr: Karen Brooks, Kye Fleming Pub: Maypop Music, Irving Music, Inc., Eaglewood Music (BMI) Mgr: Walt Quinn

C

STACY DEAN CAMPBELL "Rosalee" (Columbia 38 74357)
Prod: Brent Maher Wr: C. Bickhardt, D. Schiltz, B. Maher Pub: Colgems-EMI Music, Inc., Craig Bickhardt MCA Music Publishing, Don Schlitz Music, Welbeck Music, Blue Quill Music (BMI, ASCAP) Mgr: Allen Brown

PAULETTE CARLSON "The Chain Just Broke" (Liberty 79343)
Prod: Jimmy Bowen, Paulette Carlson Wr: Monty Powell, Michael Noble Pub: Warner-Tamerlane Publishing Corp., Resaca Beach Music, WB Music Corp. Suddenly Music (BMI, ASCAP) Mgr: Gary Greenburg

MARY-CHAPIN CARPENTER "I Feel Lucky" (Columbia 38 74345)
Prod: John Jennings, Mary-Chapin Carpenter Wr: M.C. Carpenter, Don Schlitz Pub: EMI April Music Inc., Getareajob Music, Don Schlitz Music, Almo Music Corp. (ASCAP) Mgr: John Simson, Tom Carrico

MARK CHESNUTT "I'll Think Of Something" (MCA 54395)
Prod: Mark Wright Wr: Jerry Foster, Bill Rice Pub: PolyGram International Publishing (ASCAP) Mgr: BDM Management

RODNEY CROWELL "What Kind Of Love" (Columbia 38 74360)
Prod: Larry Klein Wr: Rodney Crowell, Will Jennings, Roy Orbison Pub: Sony Tunes, Inc. Blue Sky Rider Songs, Orbisongs (ASCAP, BMI) Mgr: Bill Carter

BILLY RAY CYRUS "Achy Breaky Heart" (Mercury 638)
Prod: Joe Scaife, Jim Cotton Wr: Don Von Tress Pub: Millhouse Music (BMI) Mgr: Jack McFadden

D

BILLY DEAN "Billy The Kid" (Liberty 79253)
Prod: Chuck Howard, Tom Shapiro Wr: Billy Dean, Paul Nelson Pub: EMI Blackwood Music Inc., Great Cumberland Music (BMI) Mgr: Ken Stilts

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 "That's What I'm Working On Tonight" (Epic 34 74361)
Prod: Bob Montgomery Wr: L. Williams, N. Williams, M.W. Francis Pub: Songwriters Ink, Lazy Gator Publishing, Texas Wedge Music, BluWaBoo Publishing (BMI, ASCAP) Mgr: Rothbaum & Garner

DARRYL & DON ELLIS "Goodbye Highway" (Epic 34 74325)
Prod: James Stroud Wr: Jim Photoglo, Bob DiPiero Pub: WB Music Corp., Patrix Janus Music, After Berger Music, Little Big Town Music, American Made Music (ASCAP, BMI) Mgr: Crow Enterprises Inc.

E

EVANGELINE "Bayou Boy" (Margaritaville/MCA 10582)
Prod: Jimmy Buffett, Justin Niebank Wr: Rhonda Bolin Lohmeyer Pub: Savannah Jane Music, Longfellows Evangeline Music, Irving Music, Inc. Mgr: HK 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

CRYSTAL GAYLE "Three Good Reasons" (Liberty 79282)
Prod: Buzz Stone Wr: Don Schlitz, David Wingo Pub: Don Schlitz Music/Hayes Street Music, Inc. (ASCAP) Mgr: Bill Gatzimos

CLINTON GREGORY "She Takes The Sad Out Of Saturday Night" (Step One Records 439)
Prod: Ray Pennington Wr: C. Ryle, B. Henderson Pub: Tillis Tunes Inc., Pier Five Music, Inc. (BMI) 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

K

SAMMY KERSHAW "Yard Sale" (Mercury 665)
Prod: Buddy Cannon, Norro Wilson Wr: Larry Bastian, Dewayne Blackwell Pub: Major Bob Music Co., Inc., Jobete Music Co., Inc. (ASCAP) Mgr: Jim Dowell

HAL KETCHUM "Five O'Clock World" (Curb 1002)
Prod: Allen Reynolds, Jim Rooney Wr: Allen Reynolds Pub: Screen Gems-EMI Music, Inc. (BMI) Mgr: Mighty Quinn Management

L

TRACY LAWRENCE "Runnin' Behind" (Atlantic 4639)
Prod: Wr: Ed Hill, Mark D. Sanders Pub: New Haven Music, MCA Music Publishing (BMI, ASCAP) Mgr: Music Matters Management

LITTLE TEXAS "You And Forever And Me" (Warner Bros. 5511)
Prod: James Stroud, Christy DiNapoli, Doug Grau Wr: Porter Howell, Stewart Harris Pub: Square West Music, Inc., Howlin' Hits Music, Inc., Sony Tree Pub. Co., Inc., Edisto Sound International (ASCAP, BMI) Mgr: Christy DiNapoli

LIVE 'N KICKIN' "You Don't Need To Knock" (WB 5353)
Prod: Kyle Lehning Wr: Chris Waters, Tom Shapiro Pub: Sony Cross Keys Pub. Co., Inc., Terrace Music (ASCAP) Mgr: Hazel & Heller Management

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

THE MAVERICKS "Hey Good Lookin'" (MCA 3033)
Prod: Tony Brown, Steve Fishell, Raul Malo Wr: Hank Williams, Sr. Pub: Acuff/Rose Music, Hiram (BMI) Mgr: Frank Callari

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, Vernon Rust Pub: David 'N' Will Music, Sony Cross Keys Publishing (ASCAP) Mgr: Ken Stilts

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 MCBRIDE "The Night The Lights Went Out In Georgia" (MCA54386)
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

LORRIE MORGAN "Something In Red" (RCA 62219-2)
Prod: Richard Landis Wr: Angela Kaset Pub: Coburn Music (BMI) Mgr: Mores, Nanas, Golden

O

THE OAK RIDGE BOYS "Fall" (RCA 62228-2)
Prod: Joe Scaife, Jim Cotton Wr: Don Von Tress Pub: Millhouse Music (BMI) Mgr: Kathy Harris

P

LEE ROY PARNELL "What Kind Of Fool Do You Think I Am" (Arista 2431)
Prod: Scott Hendricks, Barry Beckett Wr: Al Carmichael, Gary Griffin Pub: Sheddhouse Music, Robinette Music (ASCAP) Mgr: Mike Robertson

DOLLY PARTON "Light Of A Clear Blue Morning" (Hollywood 8564-2)
Prod: Greg Ladanyi Wr: Dolly Parton Pub: HolPic Music Inc, Velvet Apple (BMI) Mgr: Gallin/Morey

PIRATES OF THE MISSISSIPPI "Too Much" (Liberty 79321)
Prod: Jimmy Bowen, Richard Alves Wr: Guy Clark, Lee Roy Parnell Pub: EMI April Music, Inc., PolyGram International, R-Bar-P Music Co. (ASCAP, BMI) Mgr: Ken Stilts

R

RONNA REEVES "What If You're Wrong" (Mercury 695)
Prod: Harold Shedd, Clyde Brooks Wr: Austin Cunningham, Denise Davis Pub: MCA Music Pub., Judy Judy Judy Music (ASCAP) Mgr: Ronald Cotton

THE REMINGTONS "Two-Timin' Me" (BNA 62276-2)

Prod: Larry Michael Lee, Josh Leo Wr: Richard Mainegra, Rick Yancey, Jimmy Griffin Pub: Maypop Music, Careers-BMG Music Publishing, Inc., Rita's Cloud Nine Music (BMI) Mgr: Vector Management

DENNIS ROBBINS "Home Sweet Home" (Giant 5354)
Prod: Richard Landis, James Stroud Wr: Dennis Robbins, John Scott Sherrill, Bob DiPiero Pub: Corey Rock Music/Sonny 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

S

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: Corner 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

RICKY SKAGGS "From The Word Love" (Epic 34 74311)
Prod: Ricky Skaggs, Mac McAnally Wr: Keith Sewell Pub: Keith Sewell Music (BMI) Mgr: Ricky Skaggs

DOUG STONE "Come In Out Of The Pain" (Epic 34 74259)
Prod: Doug Johnson Wr: Don Primmer, 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/TRAVIS TRITT "This One's Gonna Hurt You (For A Long, Long Time)" (MCA 54405)
Prod: Richard Bennett, Tony Brown, Marty Stuart Wr: Marty Stuart Pub: Songs Of PolyGram International, Inc., Tubb's Bus Music (BMI) Mgr: Bonnie Garner, Ken Kragen

T

KARLA TAYLOR "Little By Little" (Curb 1010)
Prod: Warren Peterson Wr: Steve Dean, Betsy Hammer Pub: Tom Collins Music Corp., Collins Court Music, Inc. (BMI, ASCAP) Mgr: Bobby Roberts

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 "I Wouldn't Have It Any Other Way" (RCA 62241-2)
Prod: Emory Gordy, Jr. Wr: Aaron Tippin, Butch Curry Pub: Acuff-Rose Music, Inc., Telly Larc, Inc., Groove Palace (BMI, ASCAP) Mgr: Starstruck

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 "If Your Heart Ain't Busy Tonight" (Liberty 79295)
Prod: Jerry Crutchfield Wr: Tom Shapiro, Chris Waters Pub: Edge O'Woods Music, Kinetic Diamond Music Inc., Moline Valley Inc. (ASCAP) Mgr: Beau Tucker

W

STEVE WARINER "A Woman Loves" (Arista 2426)
Prod: Scott Hendricks, Tim DuBois Wr: Steve Bogard, Rick Giles Pub: WB Music Corp., Rancho Bogardo Music, Kinetic Diamond Music, Inc., Edge O'Woods Music (ASCAP) Mgr: Chip Peay

KEVIN WELCH & THE OVERTONES "Something 'Bout You" (Reprise 5552)
Prod: Harry Stinson, Kevin Welch Wr: Kevin Welch Pub: Sony Cross Keys Pub. Co. Inc. (ASCAP) Mgr: Sterling Management

MICHAEL WHITE "Familiar Ground" (Reprise 5466)
Prod: Robert Byrne, Alan Schulman Wr: Tim Lancaster, Michael White Pub: Makin' It Up Music, Inc./Sony Cross Keys Pub. Co. Inc. (BMI, ASCAP) Mgr: Makin' Music

HANK WILLIAMS JR. "Come On Over To The Country" (Curb/Capricorn/WB 5434)
Prod: Barry Beckett Wr: Hank Williams Jr., James Stroud Pub: Bocephus Music, Inc. (BMI) Mgr: Merle Kilgore

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 Feriman

WYLIE & THE WILD WEST SHOW "This Time" (Cross Three 9204)
Prod: Will Roy Wr: Erik Gustafson Pub: Two Medicine Music (BMI) Mgr: MCM Management

WYNONNA "I Saw The Light" (Curb/MCA 54407)
Prod: Tony Brown, Don Potter Wr: Lisa Angelle, Andrew Gold Pub: Great Eastern Music, Sluggo Songs, Sister Elisabeth Music (BMI) Mgr: Ken Stilts

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 5377)
Prod: Pete Anderson Wr: Dwight Yoakam Pub: Coal Dust West Music (BMI) Mgr: Gary Borman

ASCAP & Radio Together, Great Music for America!

A S C A P Nashville

AMERICAN SOCIETY OF COMPOSERS AUTHORS & PUBLISHERS

COUNTRY ADDS & HOTS

June 19, 1992 R&R • 69

MOST ADDED EAST

- Rodney Crowell (Columbia)
- Aaron Tippin (RCA)
- Diamond Rio (Arista)
- Wynonna (Curb/MCA)
- Shenandoah (RCA)
- Joe Diffie (Epic)

HOTTEST

MOST ADDED SOUTH

- Aaron Tippin (RCA)
- Rodney Crowell (Columbia)
- Little Texas (WB)
- Boy Howdy (Curb)
- Hottest: Alan Jackson (Arista)
- Diamond Rio (Arista)
- Joe Diffie (Epic)
- Shenandoah (RCA)

HOTTEST

MOST ADDED MIDWEST

- Aaron Tippin (RCA)
- Rodney Crowell (Columbia)
- Pirates Of The Mississippi (Liberty)
- Little Texas (WB)
- Hottest: Diamond Rio (Arista)
- Alan Jackson (Arista)
- Wynonna (Curb/MCA)
- Joe Diffie (Epic)

MOST ADDED WEST

- Aaron Tippin (RCA)
- Rodney Crowell (Columbia)
- Little Texas (WB)
- Pirates Of The Mississippi (Liberty)
- Hottest: Wynonna (Curb/MCA)
- Diamond Rio (Arista)
- Alan Jackson (Arista)
- Billy Ray Cyrus (Mercury)

EAST

WQNA Albany, NY
RODNEY CROWELL
LITTLE TEXAS
MICHAEL WHITE
ALAN JACKSON
WYNNONA
LORRIE MORGAN
GARTH BROOKS
DAMIEN RAY
DIAMOND RIO
ALABAMA
WYAM Ansonia, PA
OAK RIDGE BOYS
REMINGTONS
STACY DEAN CAMPBELL
CRYSTAL GAYLE
DIXIANA
LITTLE TEXAS
LORRIE MORGAN
ALAN JACKSON
WYNNONA
WVOC Salisbury, PA
RODNEY CROWELL
AARON TIPPIN
PAULETTE CARLSON
BOY HOWDY
WYNNONA
DIAMOND RIO
LORRIE MORGAN
ALAN JACKSON
WYNNONA
WVCR Huntington, WV
PIRATES OF THE MISSISSIPPI
DIAMOND RIO
ALAN JACKSON
WYNNONA
WVHC Binghamton, NY
RODNEY CROWELL
LITTLE TEXAS
MICHAEL WHITE
ALAN JACKSON
WYNNONA
WVWK Buffalo, NY
BROOKS & DUNN
TANTA TUCKER
WYNNONA
WVYN New York City, NY
STEVE WARNER
LITTLE TEXAS
WVCO Burlington, VT
RODNEY CROWELL
LITTLE TEXAS
MICHAEL WHITE
ALAN JACKSON
WYNNONA
WVQB Charleston, WV
TRACY LAWRENCE
MICHAEL WHITE
TANTA TUCKER
DAMIEN RAY
ALAN JACKSON
WVXTU Philadelphia, PA
CLINT BLACK
TANTA TUCKER
STACY DEAN CAMPBELL
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WVPPK Springfield, MA
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KASH Anchorage, AK
PAULETTE CARLSON
SAMMY KERSHAW
TRACY LAWRENCE
ALAN JACKSON
WVWB Kansasburg, WV
CLINT BLACK
MARK CHESNUTT
TRACY LAWRENCE
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201 Current Reporters
196 Current Playlists

Called In Frozen Playlist (2):
KFSN/Wichita
KSDA/Little Rock

Did Not Report, Playlist
Frozen (3):
KRPV/Seattle
KHPM/Seattle
WHWK/Binghamton, NY



Table with columns LW, TW, and 35 REPORTERS. Lists radio stations and their current playlists for June 19, 1992.

P1 PLAYLISTS

- WFXN/Boston (617) 955-6200 Kurt St. Thomas
WBRU/Providence (401) 272-9550 Michael Osborne
WVFN/Washington (301) 306-0991 Robert Benjamin
KTCL/Ft. Collins-Denver (303) 571-1232 John Hayes
KJJO/Minneapolis (612) 941-5774 Tony Powers
WXRT/Chicago (312) 777-1700 Norm Winer
KROQ/Los Angeles (818) 567-1067 Kevin Weatherly

- UTAH SAINTS (908) 542-1410 Butcher/Pintfield
KUKQ/Phoenix (602) 838-0400 Jonathan L. Rosen
WHTG/Asbury Park (908) 542-1410 Butcher/Pintfield
WOXY/Cincinnati (513) 523-4114 Phil Manning
WVCD/Columbus (614) 444-9923 Teuber/Thompson
XTRA/San Diego (619) 291-9191 Kevin Stapleford
WLAV/Grand Rapids (616) 456-5461 Schaffer/Chase
KNNC/Austin (512) 863-3694 Biff Raffe
WVGO/Richmond (804) 330-3106 Dal Hunter
KITS/San Francisco (415) 512-1053 Richard Sands
KNDD/Seattle (206) 622-3251 Lambert/Collins
WBNY/Bufalo (716) 878-3080 Chris Celeste
KACV/Amarillo (806) 371-5227 Jamey Karr
WXPN/Philadelphia (215) 898-6677 Michael Morrison
WBER/Rochester (716) 381-4353 Andrew Chinnici

- WEQX/Albany (802) 362-4800 McGuinn/Gray
KEDG/Las Vegas (702) 795-1035 Don Parker
KBBT/Portland (503) 222-1011 Michelle Dodd
KRZQ/Reno (702) 827-0955 Blaze/Volume
KXKR/Salt Lake City (801) 373-9601 Mike Summers
KBAC/Santa Fe-Albuquerque (505) 471-7110 Bill Evans
WVGO/Richmond (804) 330-3106 Dal Hunter
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New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED, HOTTEST, MOST REQUESTED. SOHO WOLFGANG PRESS MY LIFE WITH... WAILING SOULS CHILLS. CURE B-52'S FAITH NO MORE XTC SOUP DRAGONS. B-52'S CURE XTC FAITH NO MORE MORRISSEY BEASTIE BOYS.



“always the last to know” the first single from del amitri From the new album Change Everything (75021-5385-2/4) Debut 22

- WDRF/Long Island (516) 832-9400 Tom Calderone
WXRJ/Chicago (312) 777-1700 Norm Winer
KROQ/Los Angeles (818) 567-1067 Kevin Weatherly
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3	2	166 REPORTERS	JUNE 19, 1992	Reports/Adds	Heavy	Medium
WKS	WKS					
LW	TW					
3	3	1	DEF LEPPARD /Make Love Like A Man (Mercury)	150-/-	94+	43-
13	9	3	BLACK CROWES /Sting Me (Def American/Reprise)	155+/9	83+	61-
6	4	4	ARC ANGELS /Living In A Dream (DGC)	129-/-	75+	45-
11	7	7	PEARL JAM /Even Flow (Epic Associated)	142+/4	52+	58-
8	5	6	OZZY OSBOURNE /Road To Nowhere (Epic Associated)	124-/-	63+	42-
10	8	8	LYNCH MOB /Tangled In The Web (Elektra)	137+/2	51=	60+
2	1	2	RED HOT CHILI PEPPERS /Under The Bridge (WB)	108-/-	90-	10+
17	11	9	GENESIS /Driving The Last Spike (Atlantic)	121+/1	62+	47-
15	10	10	MEN /Church Of Logic, Sin & Love (Polydor/PLG)	138+/5	45+	63=
33	17	12	BRUCE SPRINGSTEEN /57 Channels (And Nothin' On) (Columbia)	119+/11	43+	62+
19	16	11	DELBERT McCLINTON /Every Time I Roll The Dice (Curb)	109+/2	51+	50-
1	2	5	BLACK CROWES /Remedy (Def American/Reprise)	89-/-	69-	16+
16	14	14	VINCE NEIL /You're Invited But Your Friend Can't Come (Hollywood)	120-/-	26=	40+
-	-	20	JOE COCKER /Love Is Alive (Capitol)	120+/34	17+	81+
14	13	13	MATTHEW SWEET /Girlfriend (Zoo)	92-/-	46-	26-
22	19	17	ELECTRIC BOYS /Mary In The Mystery World (Atco)	122+/3	17+	44-
50	31	18	TESLA /Song & Emotion (Geffen)	120+/15	14+	52+
20	18	16	VAN HALEN /Man On A Mission (WB)*	90-/-	25+	48-
34	23	19	STING w/ERIC CLAPTON /It's Probably Me (Reprise)	83+/5	32+	39+
31	27	23	CRACKER /Teen Angst (What The World Needs Now) (Virgin)	99+/8	9+	45+
30	26	22	TOAD THE WET SPROCKET /All I Want (Columbia)	94+/6	12+	57+
47	42	27	NIRVANA /Lithium (DGC)	102+/22	6+	33+
28	24	21	HARDLINE /Takin' Me Down (MCA)*	98-/-	5+	34+
27	25	25	JEFFREY GAINES /Hero In Me (Chrysalis/ERG)	80+/6	16=	44+
57	33	26	KISS /I Just Wanna (Mercury)	90+/6	6+	30+
4	6	15	SASS JORDAN /Make You A Believer (Impact)	60-/-	28-	26-
36	32	29	GARY MOORE /Story Of The Blues (Charisma)	75+/7	11+	48+
56	41	34	METALLICA /Wherever I May Roam (Elektra)	88+/11	7+	19+
32	30	28	XTC /The Ballad Of Peter Pumpkinhead (Geffen)*	71+/2	12+	36-
40	34	30	TORA TORA /Amnesia (A&M)	84+/5	5+	27+
44	40	32	CURE /Friday I'm In Love (Fiction/Elektra)	58+/4	11+	37+
49	39	36	ZOO /Shakin' The Cage (Capricorn/WB)	70+/5	5+	42+
-	-	48	JOHN MELLENCAMP /Last Chance (Mercury)	66+/23	11+	41+
42	36	35	MELISSA ETHERIDGE /2001 (Island/PLG)	69+/5	7=	41+
23	21	24	QUEEN /Hammer To Fall (Hollywood)	57-/-	17+	31-
59	49	41	LINDSEY BUCKINGHAM /Wrong (Reprise)	65+/12	9=	41+
43	43	40	SPIN DOCTORS /Little Miss Can't Be Wrong (Epic)	58+/7	7+	31+
-	51	44	DEL AMITRI /Always The Last To Know (A&M)	60+/10	5=	36+
-	52	45	FIREHOUSE /Reach For Sky (Epic)	64+/14	4+	22+
54	38	38	EMERSON, LAKE & PALMER /Black Moon (Victory Music/PLG)	55-/-	8=	32-
-	53	49	GLENN FREY /I've Got Mine (MCA)	51+/4	4=	34+
46	47	47	BLACK CROWES /Thorn In My Pride (Def American/Reprise)	40+/5	11+	16+
24	29	43	TOM COCHRANE /Life Is A Highway (Capitol)	31-/-	21-	6-
39	37	39	ALTERED STATE /Ghost Beside My Bed (WB)	47-/-	8-	22-
-	58	51	KING'S X /Prisoner (Atlantic)	53+/8	1+	17=
-	-	53	ALLMAN BROTHERS BAND /Melissa (Epic)	46+/8	6+	17+
DEBUT			ALICE IN CHAINS /Would (Epic)	45+/16	1=	8+
18	22	42	U2 /One (Island/PLG)	27-/-	19-	4-
25	45	46	NIRVANA /Come As You Are (DGC)	27-/-	18-	5=
DEBUT			U2 /Even Better Than The Real Thing (Island/PLG)	32+/16	9+	18+
5	15	33	JOHN MELLENCAMP /Now More Than Ever (Mercury)	27-/-	20-	2-
-	-	59	BABYLON A.D. /Bad Blood (Arista)	41+/10	3+	6+
29	28	37	LITTLE VILLAGE /Solar Sex Panel (Reprise)	32-/-	9-	18-
55	54	54	SHOTGUN MESSIAH /Living Without You (Relativity)	37-/-	4+	6-
-	-	57	SOUP DRAGONS /Divine Thing (Big Life/Mercury)	37+/3	1-	10+
DEBUT			TOM COCHRANE /No Regrets (Capitol)	35+/27	2+	17+
-	60	58	GALACTIC COWBOYS /I'm Not Amused (DGC)	35+/3	0=	8+
-	-	60	LOVE ON ICE /Leave Me Alone (Interscope)	35+/3	0=	6+
DEBUT			FAITH NO MORE /Midlife Crisis (Slash/Reprise)	33+/11	0=	9+
-	57	56	2 DIE 4 /You Got What It Takes (Morgan Creek)	31-/-	2+	9-

*Keeps bullet due to continued growth.

STEELHEART "Sticky Side Up" (MCA) 32/11 (21/16)
 Adds including KSAQ, WLZR, KGON, KSJO, WCCC, WPDH, WZZR, KNAC, WKZQ, KBAT. Medium 6: WIYY, KQLZ, KMJX, KTAL, KILO, KPOI.

INDIGO GIRLS "Galileo" (Epic) 27/3 (24/6)
 Adds including WGIR. Heavy 2: KFOG, WPDH. Medium 12 including WBAB, WMMR, WPLR, WAVF, WTKX, WRXL, WZXL, KATP, WWWV, KBOY.

SLAUGHTER "Real Love" (Chrysalis/ERG) 23/10 (13/6)
 Adds including KSJO, WHEB, WTUE, KATT, WKZQ, KRNA. Medium 10 including KAZY, KBPI, KQLZ, KRXQ, KIOZ, KILO.

T-RIDE "Backdoor Romeo" (Hollywood) 23/1 (22/5)
 Adds: WIOT. Medium 4: WYNF, KPOI, WKZQ, KWHL.

MR. BIG "Alive And Kickin'" (Atlantic) 22/8 (14/12)
 Adds including WRIF, KOMA, KMJX, KRNA, KJKJ, KQDI. Heavy 1: WKZQ. Medium 5 including KQLZ, KIOZ, KFMQ.

FLAME "Rain" (Giant/WB) 22/7 (15/12)
 Adds including WLLZ, WLZR, WAPL, WNCD, KATM, WKZQ. Medium 5 including KISS, KBPI, KPOI, KNAC.

ELTON JOHN "The One" (MCA) 16/15 (1/1)
 Adds including WDHA, WWCT. Heavy 5 including WBAB.

MOST ADDED

JOE COCKER/Love (34) *
TOM COCHRANE/Regrets (27)
JOHN MELLENCAMP/Last (23)
NIRVANA/Lithium (22)
ALICE IN CHAINS/Would (16)
 U2/Even (16)
ELTON JOHN/One (15)
TESLA/Song (15)
FIREHOUSE/Reach (14)
LINDSEY BUCKINGHAM/Wrong (12)

MOST REQUESTED

PEARL JAM/Even (48)
RED HOT CHILI PEPPERS/Under (42)
DEF LEPPARD/Make (33)
ARC ANGELS/Living (23)
VINCE NEIL/Invited (23)
OZZY OSBOURNE/Road (21)
MEN/Church (20)
BLACK CROWES/Sting (18)
METALLICA/Wherever (15)

THE SIGHTS

THINK ABOUT SOUL



MARK MORGAN, KZKZ:

"Think About Soul" is real straight-ahead, no-gimmicks rock & roll."

GINGER HAVLET, KBCO:

"The Sights have a fun, pop-rock sound that reminds me a bit of the Romantics. They have a knack for melodies and strong vocals to deliver them."

Out Of The Box! WVVV KRFD WKOC WQZK
 WIYY WZBH KFMU WHTG WWVU WCLG KKRX
 KGON KRZQ KECH KTOZ KZYR KACV WBOS
 WLLZ WKZQ KROK WRLF KMMS
 CFOX KATP WRNX KFMH WDST **ALSO "SIGH"ING:**
 KJQN KEYJ KRCH KDBM KAOI KBCO KTAO
 KPOI WRUF WQNY WRSI WVBR KTCZ KSKE
 KLCX KZKZ KUGR WJVO KSPN WWCD KFMG
 KNCN KJKJ KMKF WPMR WDAR KKZX

ALBUM NET: 97*-78*

FMQB: Debut 83*

HARD: Debut 87*

NEW ARTIST #17



charisma P & C 1992 CHARISMA RECORDS AMERICA, INC.

BREAKERS

JOE COCKER
 Love Is Alive (Capitol)
 72% of our reporters on it.

NIRVANA
 Lithium (DGC)
 62% of our reporters on it.

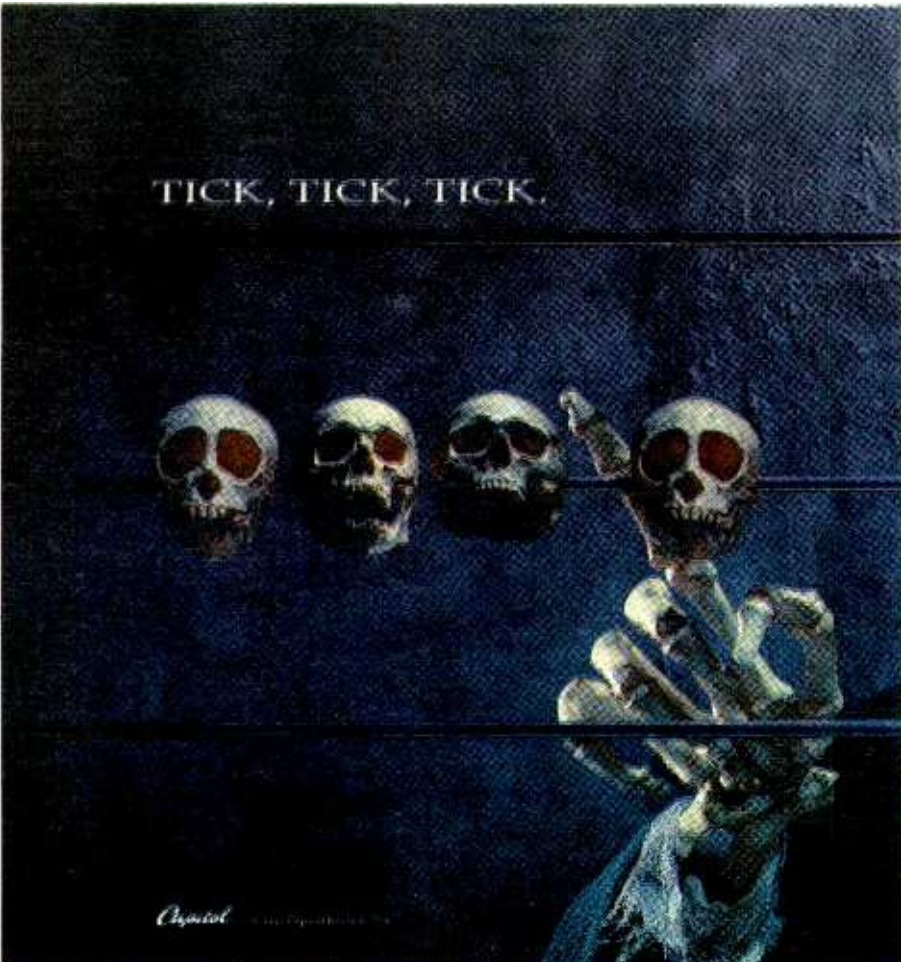
CRACKER
 Teen Angst (What The World Needs Now) (Virgin)
 60% of our reporters on it.



NATIONAL AIRPLAY®

3 2 WKS WKS LW TW		168 REPORTERS	JUNE 19, 1992	Reports/Adds	Heavy	Medium	
1	1	1	1 BLACK CROWES/The Southern Harmony... (Def American/Reprise)	"Sting" (155) "Remedy" (89) "Thorn" (40)	163+/2	142+	18-
3	3	2	2 DEF LEPPARD/Adrenalize (Mercury)	"Make" (150) "Stand" (14) "Tonight" (10)	156=0	100+	43-
8	4	4	3 ARC ANGELS/Arc Angels (DGC)	"Living" (129) "Sent" (2) "Always" (2)	131-/1	75+	47-
7	5	5	4 OZZY OSBOURNE/No More Tears (Epic Associated)	"Road" (124) "Mama" (11) "Don't" (2)	128-/1	70+	41-
11	6	6	5 PEARL JAM/Ten (Epic Associated)	"Even" (142) "Alive" (8) "Jeremy" (3)	143+/4	54+	58-
13	9	7	6 GENESIS/We Can't Dance (Atlantic)	"Driving" (121) "Heart" (10) "Dreaming" (6)	131+/1	69+	50-
2	2	3	7 RED HOT CHILI PEPPERS/Blood Sugar Sex Magik (WB)	"Bridge" (108) "Breaking" (9)	117-/1	91-	14+
4	8	8	8 BRUCE SPRINGSTEEN/Human Touch (Columbia)	"Channels" (119) "Dice" (13) "Gloria's" (6)	128+/3	51+	63=
12	10	9	9 LYNCH MOB/Lynch Mob (Elektra)	"Tangled" (137) "Dream" (2) "Tie" (1)	139+/2	53=	60+
16	12	10	10 MEN/The Men (Polydor/PLG)	"Church" (138) "Blue" (1)	140+/5	45+	63=
20	15	11	11 DELBERT McCLINTON/Never Been Rocked Enough (Curb)	"Every" (109) "Good" (1)	112+/2	52+	51-
—	—	22	12 JOE COCKER/Night Calls (Capitol)	"Love" (120)	120+/34	17+	81+
24	22	17	13 TESLA/Psychotic Supper (Geffen)	"Song" (120) "Give" (16)	129+/12	21+	58+
18	18	18	14 NIRVANA/Nevermind (DGC)	"Lithium" (102) "Come" (27) "Bloom" (5)	119+/20	24+	37+
19	17	15	15 VARIOUS ARTISTS/Variou Artists (Hollywood)	"Invited" (120)	120-/1	26=	40+
14	14	12	16 MATTHEW SWEET/Girlfriend (Zoo)	"Girlfriend" (92) "Waiting" (3) "Looking" (1)	95-/4	46-	27-
5	11	16	17 JOHN MELLENCAMP/Whenever We Wanted (Mercury)*	"Chance" (66) "Now" (27) "They're" (3)	90+/14	32-	41+
17	16	14	18 VAN HALEN/For Unlawful Carnal Knowledge (WB)	"Mission" (90) "Dream" (3) "Right" (3)	93-/2	30-	48-
25	21	19	19 ELECTRIC BOYS/Groovus Maximus (Atco)	"Mary" (122) "Knee" (1)	123+/3	17+	44-
—	—	20	20 VARIOUS ARTISTS/Lethal Weapon 3 (Reprise)	"Probably" (83) "Runaway" (2)	85+/5	35+	38=
15	20	21	21 U2/Achtung Baby (Island/PLG)	"Even" (32) "One" (27) "Until" (3)	55+/8	29-	17+
35	31	25	22 CRACKER/Cracker (Virgin)	"Teen" (99) "Cracker" (1)	101+/8	9+	46+
37	28	24	23 TOAD THE WET SPROCKET/Fear (Columbia)	"All" (94)	95+/6	12+	58+
27	27	26	24 METALLICA/Metallica (Elektra)	"Wherever" (88) "Nothing" (12) "Unforgiven" (1)	97+/10	15+	22+
30	24	23	25 HARDLINE/Double Eclipse (MCA)*	"Takin'" (98) "Ill" (2) "Cherie" (1)	100-/3	7+	34+
28	25	28	26 JEFFREY GAINES/Jeffrey Gaines (Chrysalis/ERG)	"Hero" (80)	82+/6	16=	46+
40	30	29	27 KISS/Revenge (Mercury)	"Wanna" (90) "Domino" (6) "Unholy" (4)	94+/5	8+	30+
6	7	13	28 SASS JORDAN/Racine (Impact)	"Make" (60) "You" (2)	62-/2	28-	27-
33	33	31	29 GARY MOORE/After Hours (Charisma)	"Story" (75) "Cold" (1) "Only" (1)	78+/8	12+	50+
22	29	33	30 TOM COCHRANE/Mad Mad World (Capitol)	"Regrets" (35) "Life" (31) "Washed" (2)	63+/22	23-	22+
38	32	30	31 XTC/Nonsuch (Geffen)*	"Ballad" (71) "Bird" (1) "Wrapped" (1)	73+/2	15+	36-
39	37	32	32 CURE/Wish (Fiction/Elektra)	"Friday" (58) "High" (5)	60+/4	13+	36+
32	34	34	33 MELISSA ETHERIDGE/Never Enough (Island/PLG)	"2001" (69) "Dance" (3) "Heavy" (1)	74+/5	9=	42+
—	35	35	34 TORA TORA/Wild America (A&M)	"Amnesia" (84)	84+/5	5+	27+
DEBUT			35 ZOO/Shakin' The Cage (Capricorn/WB)	"Shakin'" (70)	70 /5	5	42
23	23	27	36 QUEEN/Classic Queen (Hollywood)	"Hammer" (57)	57-/0	17+	31-
DEBUT			37 LINDSEY BUCKINGHAM/Out Of The Cradle (Reprise)	"Wrong" (65) "Countdown" (1)	68 /14	9	43
DEBUT			38 SPIN DOCTORS/Pocket Full Of Kryptonite (Epic)	"Little" (58) "Princess" (1)	59+/7	8+	31+
DEBUT			39 DEL AMITRI/Change Everything (A&M)	"Always" (60)	62+/10	6=	37+
DEBUT			40 FIREHOUSE/Hold Your Fire (Epic)	"Reach" (64) "Fire" (1) "Sleeping" (1)	65 /15	5	22

*Keeps bullet due to continued growth.



BREAKERS

JOE COCKER
Night Calls (Capitol)
71% of our reporters on it.

CRACKER
Cracker (Virgin)
61% of our reporters on it.

MOST ADDED

- JOE COCKER (34)
- TOM COCHRANE (22)
- NIRVANA (20)
- FIREHOUSE (15)
- LINDSEY BUCKINGHAM (14)
- JOHN MELLENCAMP (14)
- TESLA (12)
- FAITH NO MORE (11)
- STEELHEART (11)

HOTTEST

- BLACK CROWES (142)
- DEF LEPPARD (100)
- RED HOT CHILI PEPPERS (91)
- ARC ANGELS (75)
- OZZY OSBOURNE (70)
- GENESIS (69)
- PEARL JAM (54)
- LYNCH MOB (53)
- DELBERT McCLINTON (52)
- BRUCE SPRINGSTEEN (51)

CHR PLAYLISTS

WHTZ/New York City Z100 New York

VP/Dir. Ops & Prog: Steve Kingston APD/MD: Frankie Blue Asst. MD: Andy Shane

- 1 MARIAM CAREY/It's Be There
2 EN VOUE/My Lovin' (You're Nev
3 GENESIS/Hold On My Heart
4 RED HOT CHILI PEPPERS/Under The Bridge
5 CELINE DION/If You Asked Me To
6 MARIAM CAREY/It's Be There
7 COVER GIRLS/Wishing On A Star
8 SOPHIE B. HAWKINS/Damn I Wish I Was You
9 KRIS KROBS/Just
10 MICHAEL BOLTON/Steel Bars
11 BRYAN ADAMS/Thought I'd Died And
12 ANY GRANT/I Will Remember You
13 VANDROSS & JACKSON/The Best Things In Li
14 COLOR ME BADD/Slow Motion
15 LIONEL RICHIE/Do It To Me
16 JON SECADA/Just Another Day
17 LINEAR/L.C.
18 VANESSA WILLIAMS/Just For Tonight
19 BRUCE SPRINGSTEEN/37 Channels (And Not
20 ARRESTED DEVELOPMENT/Tennessee
21 BRUCE SPRINGSTEEN/37 Channels (And Not
22 CURE/Friday I'm In Love
23 GEORGE MICHAEL/Too Funky
24 U2/Rattle And Hum
25 JODECI/Come And Talk To Me
26 DEF LEPPARD/Have Love Like A Man
27 LIDEL/TOMMEL/Get Mier U
28 OMB N' ROBER/November Rain
29 TLC/Baby, Baby, Baby
30

WBZZ/Pittsburgh B94 FM

PD: Buddy Scott APD: Jeff Tyson MD: Lori Campbell

- 1 RED HOT CHILI PEPPERS/Under The Bridge
2 SOPHIE B. HAWKINS/Damn I Wish I Was You
3 MICHAEL BOLTON/Steel Bars
4 COLOR ME BADD/Slow Motion
5 CELINE DION/If You Asked Me To
6 MARIAM CAREY/It's Be There
7 GENESIS/Hold On My Heart
8 TOM COCHRANE/Life Is A Highway
9 SIR MIX-A-LOT/Baby Got Back
10 KRIS KROBS/Just
11 VANDROSS & JACKSON/The Best Things In Li
12 MICHAEL BOLTON/Steel Bars
13 EN VOUE/My Lovin' (You're Nev
14 TEVIN CAMPBELL/Strawberry Letter 23
15 VANESSA WILLIAMS/Just For Tonight
16 JON SECADA/Just Another Day
17 BILLY RAY Cyrus/Just Another Heart
18 JOE PUBLIC/Live And Learn
19 COVER GIRLS/Wishing On A Star
20 ARRESTED DEVELOPMENT/Tennessee
21 AMIE LENOZ/My
22 WILSON PHILLIPS/You Don't See Me Cry
23 LINEAR/L.C.
24 RICHARD MARK/Take This Heart
25 JOHN HELLER/Now More Than Ever
26 BRYAN ADAMS/Thought I'd Died And
27 DEF LEPPARD/Have Love Like A Man
28 CURE/Friday I'm In Love
29 GEORGE MICHAEL/Too Funky
30 DUNS ROBER/November Rain
31 TECHNO/Whatever It Takes
32 CURE/Friday I'm In Love
33 ELTON JOHN/The One

WQHT/New York HOT 97 FM

OM/MD: Joel Salkowitz APD/MD: Kevin McCabe Asst. MD: Tracy Clworthy

- 1 COVER GIRLS/Wishing On A Star
2 MARIAM CAREY/It's Be There
3 CELINE DION/If You Asked Me To
4 EN VOUE/My Lovin' (You're Nev
5 DAB EFF/They Want Efs
6 LIL' LOUISE/Love
7 NYASIA/Hop's Got Your Love
8 UNLIMITED/Twilight Zone
9 TRIBE CALLED OUT/Scenario
10 VANDROSS & JACKSON/The Best Things In Li
11 JON SECADA/Just Another Day
12 ARRESTED DEVELOPMENT/Tennessee
13 VANESSA WILLIAMS/Just For Tonight
14 JON SECADA/Just Another Day
15 FRANKIE KNUCKLES/Rain Falls
16 BLACK SHEEP/Stroke Light Honey
17 LAURA ENO/Just Love
18 EN VOUE/My Lovin' (You're Nev
19 JODECI/Come And Talk To Me
20 DEE-DEE/Forever In Your Arms
21 PETE ROCK & CL Smooth/They Reminisce Over Y
22 NIA PEELLES/Faces Of Love
23 JOE PUBLIC/Live And Learn
24 LINER CITY/Reminisce Over Heaven
25 KRIS KROBS/Just
26 TLC/Baby, Baby, Baby
27 HOUSE OF PAIN/Jump Around
28 TROPIC/Whatever It Takes (It
29 EN VOUE/My Lovin' (You're Nev
30 GEORGE MICHAEL/Too Funky
31 CELINE DION/If You Asked Me To
32 LIDEL/TOMMEL/Get Mier U
33 BLACK SHEEP/The Choice Is Yours

WERQ/Baltimore 92.3 FM

PD: Jeff Ballentine APD: Barry McKay MD: Randy Ross

- 1 MARIAM CAREY/It's Be There
2 CELINE DION/If You Asked Me To
3 JODECI/Come And Talk To Me
4 PRINT CONDITION/Forever In Your Arms
5 COLOR ME BADD/Slow Motion
6 ARRESTED DEVELOPMENT/Tennessee
7 CECE PENITON/Keep On Walkin'
8 TLC/Baby, Baby, Baby
9 MARIAM CAREY/It's Be There
10 VANDROSS & JACKSON/The Best Things In Li
11 R KELLY/Honey Love
12 LIL' LOUISE/Love
13 KRIS KROBS/Just
14 DAB EFF/They Want Efs
15 SHABBA RANKS/My Loveman
16 SOPHIE B. HAWKINS/Damn I Wish I Was You
17 EN VOUE/My Lovin' (You're Nev
18 TROPIC/Whatever It Takes (It
19 ODDO 2 DO/Never Satisfied
20 TEVIN CAMPBELL/Strawberry Letter 23
21 EPHRAIM LEVITSKI/It's Be Forever
22 GEORGE MICHAEL/Too Funky
23 BLACK SHEEP/Stroke Light Honey
24 LATIN SIDE OF SO/Latino Mamba
25 SIR MIX-A-LOT/Baby Got Back
26 HEAVY D THE SOUV/Can't See What I
27 MY MONEY CALLS
28 COVER GIRLS/Wishing On A Star
29 RED HOT CHILI PEPPERS/Under The Bridge
30 NIA PEELLES/Faces Of Love

WAPW/Atlanta POWER 99

PD: Rick Stacy APD: Leslie Fram MD: Sean Demery

- 1 TOM COCHRANE/Life Is A Highway
2 COLOR ME BADD/Slow Motion
3 GEORGE MICHAEL/Too Funky
4 EN VOUE/My Lovin' (You're Nev
5 MARIAM CAREY/It's Be There
6 CURE/Friday I'm In Love
7 TOAD THE WEET SP/All I Want
8 B-52/Good Stuff
9 SMITHSTENS/Get A Hold Of My Heart
10 LINEAR/L.C.
11 RICHARD MARK/Take This Heart
12 ANY GRANT/I Will Remember You
13 INDIGO GIRLS/Oh Little
14 TLC/Baby, Baby, Baby
15 CECE PENITON/Keep On Walkin'
16 CELINE DION/If You Asked Me To
17 EDDIE MONEY/Fall In Love Again
18 CURTIS STILES/Sleeping With The L
19 ARRESTED DEVELOPMENT/Tennessee
20 ELTON JOHN/The One
21 MICHAEL BOLTON/Steel Bars
22 COVER GIRLS/Wishing On A Star
23 JON SECADA/Just Another Day
24 EPHRAIM LEVITSKI/Can't Be Forever
25 RED HOT CHILI PEPPERS/Under The Bridge
26 DEF LEPPARD/Have Love Like A Man
27 BRUCE SPRINGSTEEN/37 Channels (And
28 SHABBA RANKS/My Loveman
29 SHABBA RANKS/My Loveman
30 DEF LEPPARD/Have Love Like A Man
31 ALF/Let's Train To France
32 OUTFIELD/Closer To Me
33 TEVIN CAMPBELL/Strawberry Letter 23
34 ENVA/Book Of Days
35 CRACKER/Teen Angst (What The
36

WZLW/Boston 94.5 FM

PD: Sunny Joe White APD: Jerry McKenna MD: Carmen Cacciatore

- 1 ARRESTED DEVELOPMENT/Tennessee
2 MARIAM CAREY/It's Be There
3 SIR MIX-A-LOT/Baby Got Back
4 UNLIMITED/Twilight Zone
5 RED HOT CHILI PEPPERS/Under The Bridge
6 VANDROSS & JACKSON/The Best Things In L
7 Thx/Maria
8 COLLEGE BOYZ/Victoria Of The Ohetto
9 CELINE DION/If You Asked Me To
10 CLUAND/Best Me First
11 MICHAEL BOLTON/Steel Bars
12 TEVIN CAMPBELL/Strawberry Letter 23
13 A TRIBE CALLED OUT/Scenario
14 CECE PENITON/Keep On Walkin'
15 SOPHIE B. HAWKINS/Damn I Wish I Was You
16 COVER GIRLS/Wishing On A Star
17 WILSON PHILLIPS/You Don't See Me Cry
18 GENESIS/Hold On My Heart
19 TLC/Baby, Baby, Baby
20 JON SECADA/Just Another Day
21 SHABBA RANKS/My Loveman
22 ANIE LENOZ/My
23 MR. BIG/Just Take My Heart
24 JODECI/Come And Talk To Me
25 LINEAR/L.C.
26 STACY EARL/Slowly
27 VANESSA WILLIAMS/Just For Tonight
28 NICE & SMOOTH/Sometimes I Rhyme Sio
29 MICHAEL BOLTON/Steel Bars
30 BROTHERHOOD CREED/Heaven
31 SHABBA RANKS/My Loveman
32 K M S /Please Don't Go
33 HELL IN A HAND/In Love With Yo
34 LIDEL/TOMMEL/Get Mier U
35 ELTON JOHN/Need Love

WIOQ/Philadelphia 102

PD: Jefferson Ward MD: Glenn Kalina Assist MD: Maurice DeVoe

- 1 KRIS KROBS/Just
2 MARIAM CAREY/It's Be There
3 DAB EFF/They Want Efs
4 JODECI/Come And Talk To Me
5 ARRESTED DEVELOPMENT/Tennessee
6 SIR MIX-A-LOT/Baby Got Back
7 BROTHERHOOD CREED/Heaven
8 SHABBA RANKS/My Loveman
9 EN VOUE/My Lovin' (You're Nev
10 CELINE DION/If You Asked Me To
11 KRIS KROBS/Just
12 EN VOUE/My Lovin' (You're Nev
13 MC BRATIN/Brat's Back
14 TLC/Baby, Baby, Baby
15 BLACK SHEEP/Stroke Light Honey
16 SHABBA RANKS/My Loveman
17 A TRIBE CALLED OUT/Scenario
18 COVER GIRLS/Wishing On A Star
19 BOY II MEN/End Of The Road
20 NICE & SMOOTH/Sometimes I Rhyme Sio
21 CECE PENITON/Keep On Walkin'
22 LATIN SIDE OF SO/Latino Mamba
23 MARY J. BLIGE/You Remind Me
24 VANESSA WILLIAMS/Just For Tonight
25 VANDROSS & JACKSON/The Best Things In
26 VANESSA WILLIAMS/Just For Tonight
27 PRINCE/Sexy Mf
28 R. KELLY/Honey Love
29 PETE ROCK & CL Smooth/They Reminisce Over
30 TROPIC/Whatever It Takes (It

95.5 FM WPGC Continuous Music

Washington, D.C. PD: Jay Stevens APD: Paco Lopez MD: Albie D.

- 1 DAB EFF/They Want Efs
2 RAGE EBBENCE/My Heart
3 CECE PENITON/Keep On Walkin'
4 KRIS KROBS/Just
5 EN VOUE/My Lovin' (You're Nev
6 JODECI/Come And Talk To Me
7 JON SECADA/Just Another Day
8 MARIAM CAREY/It's Be There
9 COLLEGE BOYZ/Victoria Of The Ohetto
10 TLC/Baby, Baby, Baby
11 SIR MIX-A-LOT/Baby Got Back
12 COVER GIRLS/Wishing On A Star
13 MARIAM CAREY/It's Be There
14 MICHAEL BOLTON/Steel Bars
15 JON SECADA/Just Another Day
16 PETE ROCK & CL Smooth/They Reminisce Over Y
17 FRANKIE KNUCKLES/Rain Falls
18 VANDROSS & JACKSON/The Best Things In Li
19 BLACK SHEEP/Stroke Light Honey
20 ODDO 2 DO/Never Satisfied
21 SHABBA RANKS/My Loveman
22 FISHBONE/My Loveman
23 MC BRATIN/Brat's Back
24 BRYAN ADAMS/Thought I'd Died And
25 SUPER CAT/Whatever It Takes (It
26 ENIC B & RAPIN/Don't Sweat The Techn

WXKS-FM/Boston 108 FM

PD: Steve Rivers MD: Cadillac Jack McCartney Music Coord: Tad Bonnie

- 1 MARIAM CAREY/It's Be There
2 GENESIS/Hold On My Heart
3 CELINE DION/If You Asked Me To
4 VANDROSS & JACKSON/The Best Things In L
5 COVER GIRLS/Wishing On A Star
6 COLOR ME BADD/Slow Motion
7 ARRESTED DEVELOPMENT/Tennessee
8 MICHAEL BOLTON/Steel Bars
9 RED HOT CHILI PEPPERS/Under The Bridge
10 CECE PENITON/Keep On Walkin'
11 LIDEL RICHIE/Do It To Me
12 MICHAEL BOLTON/Steel Bars
13 JON SECADA/Just Another Day
14 TEVIN CAMPBELL/Strawberry Letter 23
15 VANESSA WILLIAMS/Just For Tonight
16 MARIAM CAREY/It's Be There
17 SIR MIX-A-LOT/Baby Got Back
18 WILSON PHILLIPS/You Don't See Me Cry
19 NIA PEELLES/Faces Of Love
20 VANESSA WILLIAMS/Just For Tonight
21 TECHNO/Whatever It Takes (It
22 LINEAR/L.C.
23 MICHAEL BOLTON/Steel Bars
24 JON SECADA/Just Another Day
25 ARRESTED DEVELOPMENT/Tennessee
26 TOAD THE WEET SP/All I Want
27 BRUCE SPRINGSTEEN/37 Channels (And Not
28 U2/Rattle And Hum
29 TLC/Baby, Baby, Baby
30 VANESSA WILLIAMS/Just For Tonight
31 VANESSA WILLIAMS/Just For Tonight
32 EN VOUE/My Lovin' (You're Nev
33 RICHARD MARK/Take This Heart
34 ELTON JOHN/The One

EAGLE 106 WEGX/Philadelphia

PD: Brian Philips OM: John Lander MD: Chuck Tisa

- 1 MARIAM CAREY/It's Be There
2 RED HOT CHILI PEPPERS/Under The Bridge
3 CELINE DION/If You Asked Me To
4 GENESIS/Hold On My Heart
5 SOPHIE B. HAWKINS/Damn I Wish I Was Yo
6 KRIS KROBS/Just
7 MICHAEL BOLTON/Steel Bars
8 GEORGE MICHAEL/Too Funky
9 WILSON PHILLIPS/You Don't See Me Cry
10 VANDROSS & JACKSON/The Best Things In L
11 ANY GRANT/I Will Remember You
12 BILLY RAY Cyrus/Just Another Heart
13 COVER GIRLS/Wishing On A Star
14 EN VOUE/My Lovin' (You're Nev
15 JOE PUBLIC/Live And Learn
16 SIR MIX-A-LOT/Baby Got Back
17 TECHNO/Whatever It Takes (It
18 LINEAR/L.C.
19 MICHAEL BOLTON/Steel Bars
20 GEORGE MICHAEL/Too Funky
21 JON SECADA/Just Another Day
22 ARRESTED DEVELOPMENT/Tennessee
23 TOAD THE WEET SP/All I Want
24 BRUCE SPRINGSTEEN/37 Channels (And Not
25 U2/Rattle And Hum
26 TLC/Baby, Baby, Baby
27 VANESSA WILLIAMS/Just For Tonight
28 VANESSA WILLIAMS/Just For Tonight
29 EN VOUE/My Lovin' (You're Nev
30 DUNS ROBER/November Rain
31 RICHARD MARK/Take This Heart
32 ELTON JOHN/The One

MIX 100.7 FM WMXP/Pittsburgh

PD: Rich Hawkins APD/MD: Bill Webster

- 1 MARIAM CAREY/It's Be There
2 SOPHIE B. HAWKINS/Damn I Wish I Was You
3 COLOR ME BADD/Slow Motion
4 JODECI/Come And Talk To Me
5 HEINZ/Smoking In The Bed Room
6 BOY II MEN/End Of The Road
7 SIR MIX-A-LOT/Baby Got Back
8 EN VOUE/My Lovin' (You're Nev
9 CECE PENITON/Keep On Walkin'
10 LIL' LOUISE/Love
11 NYASIA/Hop's Got Your Love
12 UNLIMITED/Twilight Zone
13 TRIBE CALLED OUT/Scenario
14 VANDROSS & JACKSON/The Best Things In Li
15 JON SECADA/Just Another Day
16 DAB EFF/They Want Efs
17 KRIS KROBS/Just
18 CELINE DION/If You Asked Me To
19 LINEAR/L.C.
20 CECE PENITON/Keep On Walkin'
21 COVER GIRLS/Wishing On A Star
22 RED HOT CHILI PEPPERS/Under The Bridge
23 GEORGE MICHAEL/Too Funky
24 ANY GRANT/I Will Remember You
25 TROPIC/Whatever It Takes (It
26 TEVIN CAMPBELL/Strawberry Letter 23
27 VANDROSS & JACKSON/The Best Things In Li
28 R. KELLY/Honey Love
29 COLLAGE/You're Gonna Get This
30 B-52/Good Stuff
31 EN VOUE/My Lovin' (You're Nev

WRBQ/Tampa Q103

PD: Jay Taylor MD: Rich Anhorn

- 1 MARIAM CAREY/It's Be There
2 CELINE DION/If You Asked Me To
3 SOPHIE B. HAWKINS/Damn I Wish I Was You
4 RED HOT CHILI PEPPERS/Under The Bridge
5 MARIAM CAREY/It's Be There
6 VANESSA WILLIAMS/Just For Tonight
7 ODDO 2 DO/Never Satisfied
8 CELINE DION/If You Asked Me To
9 MICHAEL BOLTON/Steel Bars
10 GENESIS/Hold On My Heart
11 JON SECADA/Just Another Day
12 VANDROSS & JACKSON/The Best Things In Li
13 MICHAEL BOLTON/Steel Bars
14 LINEAR/L.C.
15 RICHARD MARK/Take This Heart
16 CURE/Friday I'm In Love
17 ANY GRANT/I Will Remember You
18 KRIS KROBS/Just
19 EN VOUE/My Lovin' (You're Nev
20 GEORGE MICHAEL/Too Funky
21 ANY GRANT/I Will Remember You
22 TECHNO/Whatever It Takes (It
23 U2/Rattle And Hum
24 B-52/Good Stuff
25 COVER GIRLS/Wishing On A Star
26 VANESSA WILLIAMS/Just For Tonight
27 DEF LEPPARD/Have Love Like A Man
28 VANDROSS & JACKSON/The Best Things In Li
29 BRYAN ADAMS/Thought I'd Died And
30 TOAD THE WEET SP/All I Want

WFLZ/Tampa POWER 93

Dir. Ops: Marc Chase PD: B.J. Harris APD: Jeff "Booger" Kapugi MD: Hawk Harrison

- 1 COLOR ME BADD/Slow Motion
2 SOPHIE B. HAWKINS/Damn I Wish I Was Yo
3 LINEAR/L.C.
4 MARIAM CAREY/It's Be There
5 VANDROSS & JACKSON/The Best Things In L
6 COVER GIRLS/Wishing On A Star
7 VANESSA WILLIAMS/Just For Tonight
8 ODDO 2 DO/Never Satisfied
9 CELINE DION/If You Asked Me To
10 GENESIS/Hold On My Heart
11 JON SECADA/Just Another Day
12 VANDROSS & JACKSON/The Best Things In Li
13 CELINE DION/If You Asked Me To
14 GEORGE MICHAEL/Too Funky
15 TEVIN CAMPBELL/Strawberry Letter 23
16 NIA PEELLES/Faces Of Love
17 SIR MIX-A-LOT/Baby Got Back
18 CURE/Friday I'm In Love
19 JON SECADA/Just Another Day
20 DEF LEPPARD/Have Love Like A Man
21 SHABBA RANKS/My Loveman
22 MARIAM CAREY/It's Be There
23 TECHNO/Whatever It Takes (It
24 JODECI/Come And Talk To Me
25 CECE PENITON/Keep On Walkin'

all hit 97.1 KEGL Dallas PD: Brian Krysz APD/MD: Jimmy Steal

103.1 TEM San Antonio OM: Bob Perry PD: Rick "Big Dog" Hayes MD: Ross Knight

HOT 102 WLUW-FM MILWAUKEE PD: Gregg Cassidy MD: Chris Kerr

WJMO/Cleveland PD: Keith Clark APD: J.R. Randall MD: Action Jackson Music Asst: Johnny D.

96 KILLER BEE WBBM-FM/Chicago PD: Dave Shakes MD: Todd Cavanah

97.9 FM THE BOX KBXX Houston PD: Rob Scorpio MD: Greg Head

107.3 KXPR Kansas City GM/MD: Jack Alix MD: Yo Sunny Joe Stevens APD: Ben Jammin'

WNCI 37.9 Columbus PD: Dave Robbins APD: Dan Bowen MD: John Cline

91.04 THE #1 HIT MUSIC STATION KBEQ/Kansas City PD: Jon Anthony MD: Steve Barnes

96.3 FM Detroit RADIO WHYY PD: Rick Gillette APD/MD: Mark Jackson

STAR 94 FM ATLANTA WSTR OM: Tony Novia MD: Lee Chesnut

WENZ/Cleveland THE END 107.8 FM PD: Lyndon Abell APD: Rick Michaels MD: Hurricane Wayne Murphy

KILLER 102 FM WKRO-FM Cincinnati PD: Dave Allen APD/MD: Brian Douglas

99.5 WZPL Indianapolis OM/MD: Don London MD: Garrett Michaels

FOX 99.5 FM Detroit Prog. Consultant: Chuck Beck Music Coord: Chris Taylor

WNVZ/Norfolk 104 FM OM/MD: Chris Bailey MD: Tommy Frank

VP/OPS: Tom Gilligan PD/MD: Rob Morris APD: Blake Thunder

WWHT/Columbus PD: Scott Wheeler MD: Carl Frye

Hoosier 96 WHHH/Indianapolis PD: Scott Wheeler MD: Carl Frye

606.5 WKBQ/St. Louis PD: Mark Todd APD: Chris Knight MD: Jim Atkinson

HR P1 LAYLIS

Minneapolis KDIB 101.3 PD: Mark Bolke

Los Angeles KISFM 102.7 PD: Bill Richards

Phoenix KKFR 92.7 PD: Steve Smith

Denver KQKS 104.1 PD: Dave Van Stone

San Diego KKLO 107.7 PD: Tracy Johnson

St. Louis HOT 97.1 PD: Michael St. John

Phoenix KOY-FM 95.1 PD: Jamie Hyatt

Salt Lake City KJZZ 99.1 PD: John Dimick

Seattle KPTZ 92.5 PD: Casey Keating

San Francisco KMEL 106.7 PD: Keith Natfaly

Riverside 99.1 KGGI PD: Bob West

San Jose KHQT 91.7 PD: Ken Richards

Portland KRKZ 102.5 PD: Ken Benson

Sacramento KSJL 102.5 PD: Dave Ferguson

Seattle KUBE 93.7 PD: Barry Beck

San Francisco KSOL 107.7 PD: Bob Mitchell

Sacramento KSRB 106.5 PD: Alex Cosper

Salt Lake City KUTQ 99.1 PD: Gary Waldron

San Diego XHTZ 92.5 PD: Rick Thomas

Los Angeles KPWR 106.7 PD: Rick Cummings

THE SEVENTEENTH ANNUAL UPPER MIDWEST COMMUNICATIONS

RADISSON
SOUTH HOTEL,
MINNEAPOLIS

Conclave '92

JULY 16-19,
1992

The Industry's LEARNING Convention Presents-

REMEMBERING THE FUTURE: A TOOLKIT FOR THE TIMES

Friday, July 17

Alfred Sikes



FCC Chairman Alfred Sikes will address midwest broadcast-ers on the impact of the most revolutionary radio rulemak- ing of our time! Your future will become clearer if you attend! Q&A to follow...

David Rogers



Noted author (Waging Busi-ness Warfare) and dynamic industry lecturer, David will present "Persuasion Plus - How to Get What You Want". If you are called upon to persuade anyone, you must attend!

Ann Graves A licensed psychologist for the University of St. Thomas, and respected vocational counselor, Graves' topics include dealing with the realities of today's business climate: preparing for possible termina- tion and how to deal with an incompetent boss.

Saturday, July 18

John Parikh



Radio futurist, trend strategist and CEO of Joint Communi- cations, John's session reveals how to tap your future with "Marketing Muscle and For- mat Fragments: How To Win Big".

Paula Statman



A top-rated keynote speaker and creativity consultant to many Fortune 500 companies, Paula Statman will show you how to jumpstart your geni- us! "Intuit And Do It! 5 Steps to Creative Success"

Rhody Bosley Former Arbitron VP, Bosley tells the secrets of magnifying your numbers with "Strategies To Increase Your Reported Au- dience", a session for professionals in all market sizes!

1992 AGENDA HIGHLIGHTS

Thursday, July 16

3P-Aircheck Clinics
3P-Radio/Artist Taping Sessions
8P-How to profit from Conclave '92
8:30P-Getting what you want in your career
8:30P-The Way We Were; The Way We'll Be
10P-Trade Fair Visit with the industry's print trades in a uniquely intimate exhibit

(This agenda may be subject to change)

Friday, July 17

9A-Format Breakfasts AC, Album, Country
10:30A-Keynote #1-Alfred Sikes
The Columbia Records Luncheon
2,3:30P-David Rogers
2,3:30P-Ann Graves
Twins/Boston Baseball-Presented by Jeff McCluskey & Associates

Saturday, July 18

9A-Format Breakfasts Top 40, Jazz/NAC, Gold
10:30A-Keynote #2-John Parikh
The EMI Records Group Awards Luncheon
1:15P-Keynote #3-Paula Statman
2:30P-Rhody Bosley
2:30,4P-Paula Statman/radio, music breakouts
4P-Everything Promotion Pro's Want to Know About Radio But Were Afraid to Ask

The Industry's Best Bargain! Only \$125 until July 1 - Student/Educator \$65

HOTEL: Radisson South, Minneapolis. Rooms start at \$68. 800-333-3333. **OFFICIAL AIRLINE:** Northwest. 800-328-1111. Lowest possible fares! Use the exclusive ID code- 17947. **OFFICIAL RENTAL CAR:** Budget. 800-772-3773. **Special ID - VNR2/CON.** Nobody does it better.

The Upper Midwest Communications Conclave is a non-profit educational organization; a portion of its fees may be considered tax deductible. It is coordinated by Main Street Marketing, Inc (Tom Kay, Jane Dyson, Lisa Nordmark). For more information, contact 612-927-4487 or fax 612-927-6427.

THE 1992 UPPER MIDWEST COMMUNICATIONS CONCLAVE REGISTRATION FORM

JULY 16-19 THE RADISSON HOTEL SOUTH

NAME _____

(as it will be printed on ID badge)

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

PHONE _____ FAX _____

PAYMENT BY: CHECK (Sorry, direct billing not available)

VISA* MASTERCARD* *For credit cards, complete section below-

CREDIT CARD NUMBER: _____ EXPIRATION DATE: _____

AUTHORIZED SIGNATURE: _____

REGISTRATION FEE: \$125, BEFORE JULY 1
(\$150, AFTER JULY 1)

EDUCATOR/STUDENT: \$65

FREE AGENT RATE: \$65 (Good if you are now
between jobs)

AMOUNT ENCLOSED: \$ _____
(Fees are non-transferable)

NOTE: RADISSON SOUTH RESERVATIONS
SHOULD BE MADE DIRECTLY WITH THE HOTEL.

MAIL THIS FORM WITH YOUR REMITTANCE TO: THE CONCLAVE, 4517 MINNETONKA BLVD., SUITE 104, MINNEAPOLIS, MN 55416

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.

229 Reporters

B

Table for Michael Bolton - Steel Bars (Columbia) LP: Time, Love & Tenderness. Total Reports 170 74% Parallel Reach P1 44% P2 79% P3 91%

Table for Mariah Carey - I'll Be There (Columbia) EP: MTV Unplugged. Total Reports 218 95% Parallel Reach P1 93% P2 95% P3 97%

Table for Tom Cochrane - Life Is A Highway (Capitol) LP: Mad Mad World. Total Reports 166 72% Parallel Reach P1 38% P2 75% P3 97%

Table for Arrested Development - Tennessee (Chrysalis/ERG) LP: 3 Years, 5 Months And 2 Days In The Life. Total Reports 116 51% Parallel Reach P1 73% P2 49% P3 35%

Table for Black Crowes - Remedy (Def American/Reprise) LP: The Southern Harmony And Musical... Total Reports 103 45% Parallel Reach P1 9% P2 44% P3 75%

Table for Tevin Campbell - Strawberry Letter 23 (Qwest/WB) LP: T.E.V.I.N. Total Reports 129 56% Parallel Reach P1 55% P2 60% P3 51%

Table for Peter Cetera - Restless Heart (WB) LP: World Falling Down. Total Reports 51 22% Parallel Reach P1 5% P2 22% P3 37%

Table for Color Me Badd - Slow Motion (Giant/Reprise) LP: C.M.B. Total Reports 186 81% Parallel Reach P1 75% P2 87% P3 78%

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Table for Tom Cochrane - Life Is A Highway (Capitol) LP: Mad Mad World. Total Reports 166 72% Parallel Reach P1 38% P2 75% P3 97%

Color Me Badd Continued

Table with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

CRACKER Teen Angst (What The World...) (Virgin)

Table for CRACKER with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

BILLY RAY CYRUS Achy Breaky Heart (Mercury)

Table for BILLY RAY CYRUS with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

CELINE DION If You Asked Me Too (Epic)

Table for CELINE DION with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

Stacey Earl Continued

Table for STACEY EARL with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

COVER GIRLS Wishing On A Star (Fever/Epic)

Table for COVER GIRLS with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

CRACKER (Continued)

Table for CRACKER (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

BILLY RAY CYRUS (Continued)

Table for BILLY RAY CYRUS (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

CELINE DION (Continued)

Table for CELINE DION (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

Stacey Earl (Continued)

Table for STACEY EARL (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

EN VOGUE Giving Him... (Atco/EastWest)

Table for EN VOGUE with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

CRACKER (Continued)

Table for CRACKER (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

BILLY RAY CYRUS (Continued)

Table for BILLY RAY CYRUS (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

CELINE DION (Continued)

Table for CELINE DION (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

Stacey Earl (Continued)

Table for STACEY EARL (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

CURE Friday's In Love (Elektra)

Table for CURE with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

DEF LEPPARD Make Love Like A Man (Mercury)

Table for DEF LEPPARD with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

STACY EARL Slowly (RCA)

Table for STACY EARL with columns for Regional Reach, National Summary, and Chart Pos. Includes station call letters and song titles.

CRACKER (Continued)

Table for CRACKER (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

BILLY RAY CYRUS (Continued)

Table for BILLY RAY CYRUS (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

CRACKER (Continued)

Table for CRACKER (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

DEF LEPPARD (Continued)

Table for DEF LEPPARD (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

STACY EARL (Continued)

Table for STACY EARL (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

CRACKER (Continued)

Table for CRACKER (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

BILLY RAY CYRUS (Continued)

Table for BILLY RAY CYRUS (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

CRACKER (Continued)

Table for CRACKER (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

DEF LEPPARD (Continued)

Table for DEF LEPPARD (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

STACY EARL (Continued)

Table for STACY EARL (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

CRACKER (Continued)

Table for CRACKER (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

BILLY RAY CYRUS (Continued)

Table for BILLY RAY CYRUS (Continued) with columns for Regional Reach, National Summary, and Chart Pos.

Firehouse Continued
WEST
99.5 a
P2
EAST
WAAL 28-24
WFSR on
JST-PM 23-18
WNNK on
PWR92 on
WLAN 39-36
K101 on
99.9KHI 24-19
T102 on
WRCX on
WKRZ 35-30
WYCR 25-21
SOUTH
WBRQ on
K106 on

GUNS N' ROSES
November Rain (Geffen)
LP: Use Your Illusion I
Total Reports 110 48% Parallel
Regional Reach
E 49%
S 51%
M 56%
W 34%

INDIGO GIRLS
Galileo (Epic)
LP: Rites Of Passage
Total Reports 69 30% Parallel
Regional Reach
E 27%
S 46%
M 22%
W 22%

ELTON JOHN
The One (MCA)
LP: The One
Total Reports 136 59% Parallel
Regional Reach
E 67%
S 66%
M 60%
W 42%

ANNIE LENNOX
Why (Arista)
LP: Diva
Total Reports 145 63% Parallel
Regional Reach
E 57%
S 81%
M 54%
W 58%

GENESIS
Hold On My Heart (Atlantic)
LP: We Can't Dance
Total Reports 190 83% Parallel
Regional Reach
E 84%
S 94%
M 90%
W 58%

WNOX on
G105 a
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3

WRCX on
WKRZ 35-30
WYCR 25-21
WBRQ on
K106 on

WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3

WNOX on
G105 a
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3

WNOX on
G105 a
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3

COREY HART
Baby When I Call You... (Sire/WB)
LP: Attitude & Virtue
Total Reports 52 23% Parallel
Regional Reach
E 18%
S 16%
M 35%
W 20%

JODECI
Come And Talk To Me (MCA)
LP: Forever My Lady
Total Reports 100 44% Parallel
Regional Reach
E 53%
S 43%
M 22%
W 62%

SASS JORDAN
Make You A Believer (Impact)
LP: Racine
Total Reports 60 26% Parallel
Regional Reach
E 22%
S 31%
M 33%
W 14%

RICHARD MARX
Take This Heart (Capitol)
LP: Rush Street
Total Reports 164 72% Parallel
Regional Reach
E 69%
S 85%
M 79%
W 46%

WNOX on
G105 a
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3

WNOX on
G105 a
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3

WNOX on
G105 a
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3

WNOX on
G105 a
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3

WNOX on
G105 a
WZLW 30-28
K106 4-3
WZLW 30-28
K106 4-3

Richard Marx Continued
WAAL 25-18
WVSR 19-15
WHIZ 4-26
WTKR 4-29
WVBE 25-22
PWR92 32-24
WLAN 30-25
FUN107 on
KTO1 29-26
MQGN on
999KHI 27-22
WSPR 4-39
T102 26-23
98XY 16-15
930 24-20
WPR2 29-26
WROK 31-21
WVIZ 32-26
WSTM 23-18
WYCR 27-22

George Michael Continued
WHT 4-16
WDFX 4-14
WHIT 24-18
WZL 27-24
KBEQ 4-26
KROC 22-15
KQ95 4-30
KDMB 28-18
KHTX 4-26
WKQB 16-8

Outfield Continued
WZK 29-27
WZL 14-4
KHTX 23-19
WKS 12-11
K107 24-23
KMTZ 26-21
KROD 12-12
WLOT 13-13

LIONEL RICHIE
Do It To Me (Motown)
LP: Back To Front
Total Reports 177 77%
Regional Reach E 76% S 88% M 73% W 70%

JON SECADA
Just Another Day (SBK/EPG)
LP: Jon Secada
Total Reports 183 86%

DELBERT McCLINTON
Everytime I Roll The Dice (Curb)
LP: Never Been Rocked Enough
Total Reports 57 25%

OLIVIA NEWTON-JOHN
I Need Love (Geffen)
LP: Back To Basics: The Essential Collection...
Total Reports 78 34%

NIA PEEPLES
Faces Of Love (Charisma)
LP: Nia Peeples
Total Reports 96 42%

Regional Reach E 43% S 37% M 33% W 58%

Regional Reach E 88% S 85% M 79% W 66%

Regional Reach E 14% S 42% M 27% W 10%

Regional Reach E 41% S 36% M 27% W 34%

Regional Reach E 43% S 37% M 33% W 58%

Regional Reach E 76% S 88% M 73% W 70%

Regional Reach E 88% S 85% M 79% W 66%

Regional Reach E 14% S 42% M 27% W 10%

Regional Reach E 41% S 36% M 27% W 34%

Regional Reach E 43% S 37% M 33% W 58%

Regional Reach E 76% S 88% M 73% W 70%

Regional Reach E 88% S 85% M 79% W 66%

GEORGE MICHAEL
Too Funky (Columbia)
LP: Red Hot & Dance
Total Reports 194 85%

OUTFIELD
Closer To Me (MCA)
LP: Rockeye
Total Reports 143 62%

CECE PENISTON
Keep On Walkin' (A&M)
LP: Finally
Total Reports 91 40%

RTZ
All You've Got (Giant/Reprise)
LP: Return To Zero
Total Reports 124 54%

SHAKESPEAR'S SISTER
Stay (London/PolyGram)
LP: Hormonally Yours
Total Reports 87 38%

Regional Reach E 88% S 85% M 73% W 74%

Regional Reach E 59% S 73% M 75% W 36%

Regional Reach E 43% S 48% M 24% W 46%

Regional Reach E 47% S 55% M 81% W 26%

Regional Reach E 37% S 54% M 30% W 28%

Regional Reach E 88% S 85% M 73% W 74%

Regional Reach E 59% S 73% M 75% W 36%

Regional Reach E 43% S 48% M 24% W 46%

Regional Reach E 47% S 55% M 81% W 26%

Regional Reach E 37% S 54% M 30% W 28%

SIR MIX-A-LOT

Baby Got... (Def American/Reprise)

LP: Mack Daddy

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for SIR MIX-A-LOT, including call letters and frequencies.

BRUCE SPRINGSTEEN

57 Channels... (Columbia)

LP: Human Touch

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for BRUCE SPRINGSTEEN, including call letters and frequencies.

TAG

The Way I Feel (Scotti Bros.)

LP: Contagious

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for TAG, including call letters and frequencies.

TECHNOTRONIC I/YA KID K

Move This (EMI/ERG)

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for TECHNOTRONIC I/YA KID K, including call letters and frequencies.

TLC

Baby, Baby, Baby (LaFace/Arista)

LP: Oooooohhh... On The TLC Tip

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for TLC, including call letters and frequencies.

TOAD THE WET SPROCKET

All I Want (Columbia)

LP: Fear

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for TOAD THE WET SPROCKET, including call letters and frequencies.

TROOP

Whatever It Takes... (Atlantic)

LP: Deepa

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for TROOP, including call letters and frequencies.

TRUTH INC.

The Very Best Of Me (Interscope)

LP: Truth Inc.

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for TRUTH INC., including call letters and frequencies.

Large table of station lists for L. Vandross & J. Jackson Continued, including call letters and frequencies.

VANESSA WILLIAMS

Just For Tonight (Wing/Mercury)

LP: The Comfort Zone

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for VANESSA WILLIAMS, including call letters and frequencies.

LUTHER VANDROSS & JANET JACKSON

The Best Things... (Perspective/A&M)

LP: 'Mo' Money '87

Table with columns: Regional Reach, National Summary, Chart Pos, Summary P1 P2 P3 Tot, Parallel Reach, P1 P2 P3

Regional and National station lists for LUTHER VANDROSS & JANET JACKSON, including call letters and frequencies.

SIGNIFICANT ACTION

A

A TRIBE CALLED QUEST Scenario (Jive) LP Angel Food For Thought

C

MERYN CADELL The Sweater (Sire/Reprise) LP Angel Food For Thought

J

JADE I Want To Love You (Giant/Reprise)

EPHRAIM LEWIS It Can't Be Forever (Elektra) LP Skin

TORI AMOS Crucify (Atlantic) LP Little Earthquakes

CAUSE & EFFECT Another Minute (SRC/Zoo) LP Another Minute

D

DAS EFX They Want EFX (Atco/EastWest) LP Dead Serious

K

R. KELLY Honey Love (Jive) LP Born Into The 90's

LYNCH MOB Tangled In The Web (Elektra) LP Lynch Mob

ARMY OF LOVERS Crucified (Giant/WB) LP Massive Luxury Overdose

CHARLATANS U.K. WeirDo (Beggars Banquet/RCA) LP Between 10th And 11th

M

MC BRAINS Brainstorming (Motown) LP MC Brains

B

COLLEGE BOYZ Victim Of The Ghetto (Virgin) LP Radio Fusion Radio

DEEE-LITE Runaway (Elektra) LP Infinity Within

KRIS KROSS Warm It Up (Ruffhouse/Columbia) LP Totally Crossed Out

MELLOW MAN ACE What's It Take To Pull A... (Capitol) LP The Brother With Two Tongues

BLACK SHEEP Strobe Light Honey (Mercury) LP A Wolf In Sheep's Clothing

DIAMOND D I Go Crazy (Atlantic)

LATIN SIDE OF SOUL Latino Mambo (RCA)

MIDI MAXI EFTI Bad Bad Boys (Columbia) LP Midi, Maxi & Efti

BROTHERHOOD CREED Helluva (Gasoline Alley/MCA)

CONCRETE BLONDE Someday (IRS) LP Walking In London

E

MELISSA ETHERIDGE 2001 (Island) LP Never Enough

L

SIGNIFICANT ACTION

R

MINT CONDITION
Forever In Your... (Perspective/A&M)
LP: Meant To Be Mint

SHABBA RANKS
Mr. Loverman (Epic)
LP: Rough N Ready

MATTHEW SWEET
I've Been Waiting (Zoo)
LP: Girltend

N

NEVILLE BROTHERS
Fly Like A Eagle (A&M)
LP: Family Groove

ROZALLA
Everybody's Free (To Feel Good)
LP: Everybody's Free

TEENAGE FANCLUB
What You Do To Me (DGC)
LP: Bandwagoneseque

NICE & SMOOTH
Sometimes I Rhyme... (RAL/Columbia)

SMITHEREENS
Get A Hold Of My Heart (Capitol)
LP: Blow Up

KATHY TROCCOLI
You've Got A Way (Reunion/Geffen)
LP: Pure Attraction

P

ROBERT PALMER
Every Kinda People (Island/PLG)
LP: Addictions II

STORM
Still Loving You (Interscope)
LP: The Storm

2 UNLIMITED
Twilight Zone (Radikal/Critique)

JOE PUBLIC
I Miss You (Columbia)
LP: Joe Public

P1

EAST

92Q (WERO)/Baltimore, MD
B94 (WBZZ)/Pittsburgh, PA
HOT97 (WQNT)/New York, NY
PRO-FM (WPRO)/Providence, RI
WEGX/Philadelphia, PA
W100/Philadelphia, PA
WMXP/Pittsburgh, PA
WPGC/Washington, DC
WXNS/Boston, MA
WZOU/Boston, MA
Z100 (WHTZ)/New York, NY

SOUTH

KBXX/Houston, TX
KEGL/Dallas-Ft. Worth, TX
KRBE/Houston, TX
KTFM/San Antonio, TX
PWR96 (WFLZ)/Tampa, FL
PWR99 (WPDW)/Miami, FL
PWR99 (WAPW)/Atlanta, GA
Q105 (WRBQ)/Tampa, FL
STAR94 (WSTR)/Atlanta, GA
WVNZ/Norfolk, VA

MIDWEST

B96 (WBBM-FM)/Chicago, IL
HOT102 (WLUM)/Milwaukee, WI
KBEO/Kansas City, MO
KQWB/Minneapolis, MN
KHTK/St. Louis, MO
KXXR/Kansas City, MO
Q102 (WKRC)/Cincinnati, OH
WDFX/Detroit, MI
WHHH/Indianapolis, IN
WHYT/Detroit, MI
WJMO/Cleveland, OH
WKBO/St. Louis, MO
WNCI/Columbus, OH
WENZ/Cleveland, OH
WVHT/Columbus, OH
WZPL/Indianapolis, IN

WEST

FM102 (KSFM)/Sacramento, CA
HOT97 (KHQT)/San Jose, CA
KGGI/Riverside, CA
KHS-FM/Los Angeles, CA
KISN/Salt Lake City, UT
KKFR/Phoenix, AZ
KKRZ/Portland, OR
KMEL/San Francisco, CA
KOY-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 (KUTQ)/Salt Lake City, UT
Q106 (KKLQ)/San Diego, CA
Z90 (XHTZ)/San Diego, CA

WRYQ/Richmond, VA
WSSX/Charleston, SC
WZYP/Huntsville, AL
XL1067 (WXLL-FM)/Orlando, FL
Y107/Nashville, TN
Z102 (WZAT)/Savannah, GA

MIDWEST

965TO (WSTO)/Evansville, IN
B106 (WJJB)/Fl. Wayne, IN
CK105 (WWCK)/Flint, MI
K107 (KAYI)/Tulsa, OK
KJ103 (KJYO)/Oklahoma City, OK
KKHT/Springfield, MO
KKRD/Wichita, KS
KMYZ/Tulsa, OK
KQKQ/Omaha, NE
KRRQ/Des Moines, IA
KZ93 (WKZW)/Peoria, IL
WIXX/Appleton-Oshkosh, WI
WGRD/Grand Rapids, MI
WGTZ/Detroit, MI
WHOT/Youngstown, OH
WIDG/Saginaw, MI
WKDD/Akron, OH
WMEE/Fl. Wayne, IN
WVWV/Appleton-Oshkosh, WI
WVXR/Davenport, IA
WVXK/Canton, OH
WVYS/Toledo, OH
WZOK/Rockford, IL
Z104 (WZEE)/Madison, WI

WEST

B95 (KBOS)/Fresno, CA
FM104 (KHOP)/Modesto, CA
HOT194 (KIKI)/Honolulu, HI
KCAQ/Oxnard-Ventura, CA
KDON/Salt Lake City, UT
KFS9 (KFXD)/Boise, ID
KIMG/Colorado Springs, CO
KSSS/Albuquerque, NM
KXAX/Bakersfield, CA
KLUC/Las Vegas, NV
KYRK/Las Vegas, NV
KPSI/Palm Springs, CA
KQMQ/Honolulu, HI
KRQ (KRQQ)/Tucson, AZ
KSND/Eugene, OR
KWIN/Stockton, CA
KWVZ/Reno, NV
KZHT/Salt Lake City, UT
KZZU/Spokane, WA
PWR102 (KOPW)/Fresno, CA

P3

EAST

95XIL (WXIL)/Parkersburg, WV
95XXX (WXXX)/Burlington, VT
103CIR (WCIR)/Beckley, WV
B08897 (WBSS)/Atlantic City, NJ
WHTO/Wilmington, PA
WVPE/Cape Cod, MA
WVYS/Albany, NY
WOMP/Wheeling, WV
WPRR/Altoona, PA
WVFX/Bangor, ME

SOUTH

KCHX/Midland-Odessa, TX
KFOX/Abilene, TX
KISR/Fl. Smith, AR
KIXY/San Angelo, TX
KNCK/Fayetteville, AR
KNIN/Wichita Falls, TX
KNOE/Monroe, LA
KQIZ/Amarillo, TX
KSMB/Lafayette, LA
KMTX/Waco, TX
KZII/Lubbock, TX
Q101 (WJDO)/Meridian, MS
WBRP/Myrtle Beach, SC
WCGO/Columbus, GA
WFHT/Tallahassee, FL
WILN/Panama City, FL
WJAD/Bainbridge, GA
WJMX/Florence, SC
WKSJ/Asheville, NC
WMMZ/Gainesville, FL
WVBS/Wilmington, NC
WYKS/Gainesville, FL
WZXX/Biloxi, MS

MIDWEST

KCMQ/Columbia, MO
KFMW/Waterloo, IA
KFRX/Lincoln, NE
KG95 (KGLI)/Sioux City, IA
KGGG/Rapid City, SD
KLYV/Dubuque, IA
KMGZ/Lawton, OK
KPAZ/Sioux Falls, SD
KQHT/Grand Forks, ND
KROC/Rochester, MN
KTXV/Columbia, MO
KXKT/Omaha, NE
KYYY/Bismarck, ND
KZ10/Duluth, MN
WAZY/Lafayette, IN
WBIZ/Eau Claire, WI
WBNQ/Bloomington, IL
WCIL/Carbondale, IL
WDBR/Springfield, IL
WFRW/Kalamazoo, MI
WLRW/Champaign, IL
WSNX/Muskegon, MI
Y94 (WDAY)/Fargo, ND

WEST

B94.7 (KEWB)/Redding, CA
KCHN/Chico, CA
KFBQ/Cheyenne, WY
KFFM/Yakima, WA
KGBT/Anchorage, AK
KPKR/Anchorage, AK
KQIX/Grand Junction, CO
KTMJ/Madison, OR
KTRB/Casper, WY
OK96 (KIOK)/Tri-Cities, WA
Y97/Santa Barbara, CA
Z97 (KZLS)/Billings, MT

U



CHR NATIONAL AIRPLAY

P1 Major Markets

LW	TW	Artist/Song/Label
1	1	MARIAH CAREY/I'll Be There (Columbia)
8	2	COVER GIRLS/Wishing On A Star (Fever/Epic)
4	3	VANDROSS & JACKSON/The Best Things... (Perspective/A&M)
5	4	COLOR ME BADD/Slow Motion (Giant/Reprise)
7	5	CELINE DION/If You Asked Me To (Epic)
2	6	RED HOT CHILI PEPPERS/Under The Bridge (WB)
11	7	SIR MIX-A-LOT/Baby Got Back (Def American/Reprise)
12	8	ARRESTED DEVELOPMENT/Tennessee (Chrysalis/ERG)
6	9	SOPHIE B. HAWKINS/Damn I Wish I Was Your... (Columbia)
10	10	GENESIS/Hold On My Heart (Atlantic)
3	11	MICHAEL JACKSON/In The Closet (Epic)
9	12	EN VOGUE/My Lovin' (You're Never Gonna...) (Atco/EastWest)
25	13	TLC/Baby, Baby, Baby (LaFace/Arista)
15	14	JON SECADA/Just Another Day (SBK/ERG)
17	15	VANESSA WILLIAMS/Just For Tonight (Wing/Mercury)
27	16	GEORGE MICHAEL/Too Funky (Columbia)
18	17	JODECI/Come And Talk To Me (MCA)
19	18	MICHAEL BOLTON/Steel Bars (Columbia)
13	19	KRIS KROSS/Jump (Ruffhouse/Columbia)
14	20	LIONEL RICHIE/Do It To Me (Motown)
16	21	LINEAR/T.L.C. (Atlantic)
24	22	TOM COCHRANE/Life Is A Highway (Capitol)
33	23	EN VOGUE/Giving Him Something He Can... (Atco/EastWest)
29	24	CECE PENISTON/Keep On Walkin' (A&M)
30	25	CURE/Friday I'm In Love (Elektra)
28	26	DAS EFX/They Want Efx (Atco/EastWest)
31	27	TEVIN CAMPBELL/Strawberry Letter 23 (Qwest/WB)
40	28	B-52'S/Good Stuff (Reprise)
34	29	TECHNOTRONIC I/YA KID K/Move This (SBK/ERG)
32	30	ANNIE LENNOX/Why (Arista)
26	31	GOOD 2 GO/Never Satisfied (Giant/Reprise)
22	32	WILSON PHILLIPS/You Won't See Me Cry (SBK/ERG)
35	33	TROOP/Whatever It Takes (To Make You Stay) (Atlantic)
21	34	AMY GRANT/I Will Remember You (A&M)
39	35	RICHARD MARX/Take This Heart (Capitol)
38	36	KRIS KROSS/Warm It Up (Ruffhouse/Columbia)
20	37	JOE PUBLIC/Live And Learn (Columbia)
23	38	MR. BIG/Just Take My Heart (Atlantic)
DEBUT	39	NIA PEEPLES/Faces Of Love (Charisma)
DEBUT	40	R. KELLY & PUBLIC ANNOUNCEMENT/Honey Love (Jive)

55 REPORTERS

MOST ADDED	HOTTEST
ELTON JOHN (17)	MARIAH CAREY (46)
TECHNOTRONIC (9)	SIR MIX-A-LOT (18)
ROZALLA (8)	CELINE DION (16)
STACY EARL (7)	COVER GIRLS (13)
EN VOGUE (7)	ARRESTED DEVELOPMENT (11)
GUNS N' ROSES (7)	TOM COCHRANE (11)
JADE (7)	JODECI (11)
	VANDROSS & JACKSON (11)

P2 Secondary Markets

LW	TW	Artist/Song/Label
3	1	MARIAH CAREY/I'll Be There (Columbia)
4	2	CELINE DION/If You Asked Me To (Epic)
2	3	SOPHIE B. HAWKINS/Damn I Wish I Was Your... (Columbia)
5	4	GENESIS/Hold On My Heart (Atlantic)
1	5	RED HOT CHILI PEPPERS/Under The Bridge (WB)
9	6	JON SECADA/Just Another Day (SBK/ERG)
12	7	VANDROSS & JACKSON/The Best Things... (Perspective/A&M)
11	8	LINEAR/T.L.C. (Atlantic)
15	9	COLOR ME BADD/Slow Motion (Giant/Reprise)
10	10	WILSON PHILLIPS/You Won't See Me Cry (SBK/ERG)
13	11	MICHAEL BOLTON/Steel Bars (Columbia)
16	12	TOM COCHRANE/Life Is A Highway (Capitol)
14	13	LIONEL RICHIE/Do It To Me (Motown)
6	14	MICHAEL JACKSON/In The Closet (Epic)
7	15	MR. BIG/Just Take My Heart (Atlantic)
8	16	AMY GRANT/I Will Remember You (A&M)
21	17	VANESSA WILLIAMS/Just For Tonight (Wing/Mercury)
18	18	OUTFIELD/Closer To Me (MCA)
22	19	COVER GIRLS/Wishing On A Star (Fever/Epic)
30	20	CURE/Friday I'm In Love (Elektra)
27	21	RICHARD MARX/Take This Heart (Capitol)
23	22	ANNIE LENNOX/Why (Arista)
24	23	SIR MIX-A-LOT/Baby Got Back (Def American/Reprise)
38	24	GEORGE MICHAEL/Too Funky (Columbia)
17	25	EN VOGUE/My Lovin' (You're Never Gonna...) (Atco/EastWest)
29	26	ARRESTED DEVELOPMENT/Tennessee (Chrysalis/ERG)
31	27	TEVIN CAMPBELL/Strawberry Letter 23 (Qwest/WB)
32	28	RTZ/All You've Got (Giant/Reprise)
19	29	HOWARD JONES/Lift Me Up (Elektra)
28	30	EDDIE MONEY/Fall In Love Again (Columbia)
33	31	BLACK CROWES/Remedy (Def American/Reprise)
37	32	DEF LEPPARD/Make Love Like A Man (Mercury)
20	33	KRIS KROSS/Jump (Ruffhouse/Columbia)
DEBUT	34	B-52'S/Good Stuff (Reprise)
26	35	JOE PUBLIC/Live And Learn (Columbia)
DEBUT	36	TLC/Baby, Baby, Baby (LaFace/Arista)
39	37	BRUCE SPRINGSTEEN/57 Channels (And Nothin'...) (Columbia)
40	38	TAG/The Way I Feel (Scotti Bros.)
DEBUT	39	STACY EARL/Slowly (RCA)
DEBUT	40	JODECI/Come And Talk To Me (MCA)

106 REPORTERS

MOST ADDED	HOTTEST
ELTON JOHN (61)	MARIAH CAREY (87)
PETER CETERA (23)	TOM COCHRANE (39)
TOAD THE WET SPROCKET (23)	SOPHIE B. HAWKINS (37)
EN VOGUE (17)	CELINE DION (33)
GUNS N' ROSES (17)	SIR MIX-A-LOT (28)

P3 Smaller Markets

LW	TW	Artist/Song/Label
6	1	MARIAH CAREY/I'll Be There (Columbia)
2	2	GENESIS/Hold On My Heart (Atlantic)
5	3	CELINE DION/If You Asked Me To (Epic)
1	4	RED HOT CHILI PEPPERS/Under The Bridge (WB)
14	5	TOM COCHRANE/Life Is A Highway (Capitol)
9	6	WILSON PHILLIPS/You Won't See Me Cry (SBK/ERG)
3	7	SOPHIE B. HAWKINS/Damn I Wish I Was Your... (Columbia)
11	8	JON SECADA/Just Another Day (SBK/ERG)
10	9	MICHAEL BOLTON/Steel Bars (Columbia)
13	10	LIONEL RICHIE/Do It To Me (Motown)
4	11	MR. BIG/Just Take My Heart (Atlantic)
15	12	OUTFIELD/Closer To Me (MCA)
7	13	AMY GRANT/I Will Remember You (A&M)
18	14	VANDROSS & JACKSON/The Best Things... (Perspective/A&M)
16	15	LINEAR/T.L.C. (Atlantic)
17	16	ANNIE LENNOX/Why (Arista)
8	17	MICHAEL JACKSON/In The Closet (Epic)
20	18	RICHARD MARX/Take This Heart (Capitol)
21	19	VANESSA WILLIAMS/Just For Tonight (Wing/Mercury)
23	20	COLOR ME BADD/Slow Motion (Giant/Reprise)
25	21	RTZ/All You've Got (Giant/Reprise)
27	22	BLACK CROWES/Remedy (Def America/Reprise)
28	23	COVER GIRLS/Wishing On A Star (Fever/Epic)
33	24	CURE/Friday I'm In Love (Elektra)
12	25	HOWARD JONES/Lift Me Up (Elektra)
24	26	EDDIE MONEY/Fall In Love Again (Columbia)
35	27	DEF LEPPARD/Make Love Like A Man (Mercury)
30	28	TAG/The Way I Feel (Scotti Bros.)
31	29	BRUCE SPRINGSTEEN/57 Channels (And Nothin'...) (Columbia)
39	30	GEORGE MICHAEL/Too Funky (Columbia)
19	31	EN VOGUE/My Lovin' (You're Never Gonna...) (Atco/EastWest)
DEBUT	32	B-52'S/Good Stuff (Reprise)
29	33	CURTIS STIGERS/Sleeping With The Lights On (Arista)
DEBUT	34	STACY EARL/Slowly (RCA)
38	35	TEVIN CAMPBELL/Strawberry Letter 23 (Qwest/WB)
36	36	TRUTH INC./The Very Best Of Me (Interscope)
DEBUT	37	BILLY RAY CYRUS/Achy Breaky Heart (Mercury)
40	38	SIR MIX-A-LOT/Baby Got Back (Def American/Reprise)
DEBUT	39	OLIVIA NEWTON-JOHN/I Need Love (Geffen)
DEBUT	40	SASS JORDAN/Make You A Believer (Impact)

68 REPORTERS

MOST ADDED	HOTTEST
ELTON JOHN (58)	MARIAH CAREY (57)
PETER CETERA (25)	TOM COCHRANE (31)
GUNS N' ROSES (16)	GENESIS (17)
TORI AMOS (13)	JON SECADA (17)
B-52'S (13)	VANDROSS & JACKSON (17)

PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
TEVIN CAMPBELL/Strawberry Letter 23 (Qwest/WB)	129	56%	84%	15%
RTZ/All You've Got (Giant/Reprise)	124	54%	90%	19%
TLC/Baby, Baby, Baby (LaFace/Arista)	124	54%	66%	21%
ARRESTED DEVELOPMENT/Tennessee (Chrysalis/ERG)	116	51%	84%	49%
SIR MIX-A-LOT/Baby Got Back (Def American/Reprise)	114	50%	94%	61%
TAG/The Way I Feel (Scotti Bros.)	114	50%	74%	12%
EN VOGUE/Giving Him Something He Can Feel (Atco/EastWest)	113	49%	60%	19%
BRUCE SPRINGSTEEN/57 Channels (And Nothin' On) (Columbia)	113	49%	73%	5%
GUNS N' ROSES/November Rain (Geffen)	110	48%	52%	0%
BLACK CROWES/Remedy (Def American/Reprise)	103	45%	83%	39%
JODECI/Come And Talk To Me (MCA)	100	44%	70%	31%
NIA PEEPLES/Faces Of Love (Charisma)	96	42%	64%	5%
CECE PENISTON/Keep On Walkin' (A&M)	91	40%	69%	22%
TROOP/Whatever It Takes (To Make You Stay) (Atlantic)	86	38%	69%	10%
BILLY RAY CYRUS/Achy Breaky Heart (Mercury)	81	35%	74%	27%
OLIVIA NEWTON-JOHN/I Need Love (Geffen)	78	34%	72%	0%
TECHNOTRONIC I/YA KID K/Move This (SBK/ERG)	68	30%	65%	18%
CRACKER/Teen Angst (What The World Needs Now) (Virgin)	60	26%	67%	13%
SASS JORDAN/Make You A Believer (Impact)	60	26%	58%	17%
DELBERT McCLINTON/Everytime I Roll The Dice (Curb)	57	25%	54%	19%
DAS EFX/They Want Efx (Atco/EastWest)	44	19%	80%	37%
MIDI MAXI & EFTI/Bad, Bad Boys (Columbia)	39	17%	54%	14%
NEVILLE BROTHERS/Fly Like An Eagle (A&M)	31	14%	58%	0%
R. KELLY & PUBLIC ANNOUNCEMENT/Honey Love (Jive)	28	12%	61%	29%
2 UNLIMITED/Twilight Zone (Radical/Critique)	26	11%	54%	36%

Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart. Top 15% is determined by dividing a song's total Top 15 reports by its total charted reports.

PERFORMING WHERE PLAYED is a weekly listing of records in New & Active and Significant Action with:

- 25 or more reports
- Chart positions at 50% or more of stations reporting them.
- No more than five fewer total reports than the previous week's.

See Parallels for a complete picture of all station activity.

NEW ARTISTS

Artist/Song/Label	Reports
1 TLC/Baby, Baby, Baby (Arista)	124
2 ARRESTED DEVELOPMENT/Tennessee (Chrysalis/ERG)	116
3 SIR MIX-A-LOT/Baby Got Back (Def American/Reprise)	114
TAG/The Way I Feel (Scotti Bros.)	114
5 TOAD THE WET SPROCKET/All I Want (Columbia)	112
6 JODECI/Come And Talk To Me (MCA)	100
7 SHAKESPEAR'S SISTER/Stay (London/Polydor)	87
8 TROOP/Whatever It Takes (To Make You Stay) (Atlantic)	86
9 BILLY RAY CYRUS/Achy Breaky Heart (Mercury)	81
10 INDIGO GIRLS/Galileo (Epic)	69

New artists have not yet had a CHR Breaker.

Is Your Audience Ahead Of You On **Nice & Smooth?**



Sometimes I Rhyme Slow



ADD - ACTIVE!

SELLING WITH JUST MINIMAL AIRPLAY IN:

MARKET

SAN ANTONIO
PROVIDENCE
TUCSON
HARTFORD
AUSTIN
MIAMI
WASHINGTON
CLEVELAND
SAN DIEGO
PHOENIX
GREENVILLE
STOCKTON

SALES ACTIVITY

#40 - #27
#26 - #24
#43 - #21 - #14 (SALES DOUBLED!)
#47 - #38 - #34 (SALES DOUBLED!)
#16
#36 - #28
#26
#39 - #29 (SALES DOUBLED!)
#38 - #21 - #10 (SALES DOUBLED!)
#48 - #22 - #15 (SALES QUADRUPLED!)
#34 - #18 (SALES DOUBLED!)
#19 - #16 - #7 (SALES DOUBLED!)

PLUS TOP 50 IN: ATLANTA, CHICAGO, PORTLAND, PITTSBURGH, ORLANDO, JACKSONVILLE, CINCINNATI, WEST PALM BEACH, BUFFALO, MEMPHIS, NORFOLK, BIRMINGHAM, LOUISVILLE

WHERE IT'S GETTING BIG AIRPLAY IT'S GOT EVEN BIGGER SALES:

CITY

LOS ANGELES
BALTIMORE
SAN FRANCISCO
SEATTLE
SAN JOSE
CHARLOTTE
DETROIT
PHILADELPHIA
BOSTON
DALLAS
SACRAMENTO
COLUMBUS
LAS VEGAS
FRESNO
COLORADO SPRINGS
BAKERSFIELD
YORK/HARRISBURG

STATION

PWR106 AND KKBT/25
92Q 1-1 HOT
KMEL/24-20 AND WILD107/24-19
KUBE/27-22
HOT97.7/DEBUT 30
WCKZ/20-18
WHYT/25-17 HOT
WIOQ/24-20
WZOU 33-28
KJMZ/29
FM102/ADD
HOT105/ADD
KYRK
B95/DEBUT 28 AND PWR102/12-9
KKMG/DEBUT 29
KKXX/ADD
WQXA/ADD

SALES

#23 - #10 (SALES QUADRUPLED!)
#14
#10 - #6 - #5
#34 - #16 - #9 (SALES TRIPLED!)
#10 - #6 - #5
#16 - #10 - #9 (SALES DOUBLED!)
#22 - #20
#11 - #10
#44 - #35 - #27 (SALES DOUBLED!)
#34 - #18
#19 - #16 - #7 (SALES DOUBLED!)
#50 - #38
#6 - #5
#47 - #27 - #9 (SALES DOUBLED!)
#30 - #21
#29
#27 - #25

**DEVELOPING VERY NICELY...
SELLING VERY SMOOTHLY!**

COLUMBIA

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NATIONAL AIRPLAY OVERVIEW

CHR

Table with columns: 3, 2, WKS, WKS, LW, TW. Lists top CHR songs including Mariah Carey, Celine Dion, and Red Hot Chili Peppers.

N&A Pg. 90; Playlists Pg. 76; Parallels Pg. 82; Parallel Chart Analysis Pg. 89

ADULT CONTEMPORARY

Table with columns: 3, 2, WKS, WKS, LW, TW. Lists top Adult Contemporary songs including Wilson Phillips, Celine Dion, and Amy Grant.

New & Active Pg. 57; Adds & Hits Pg. 58; Associate Reporters Pg. 59

URBAN CONTEMPORARY

Table with columns: 3, 2, WKS, WKS, LW, TW. Lists top Urban Contemporary songs including Lionel Richie, Michael Jackson, and VanDross & Jackson.

New & Active, TOP 10 Recurrents Pg. 62

NEW ROCK

Table with columns: LW, TW. Lists top New Rock songs including CURE, XTC, and Charlatans U.K.

Complete TOP 30 New Rock Chart Pg. 70

JAZZ

Table with columns: LW, TW. Lists top Jazz songs including Randy Crawford, Grant Geissman, and Grover Washington Jr.

Complete TOP 30 NAC Chart Pg. 60

CONTEMPORARY JAZZ

Table with columns: LW, TW. Lists top Contemporary Jazz songs including David Sanborn, Bobby Watson, and Benny Green Trio.

Complete TOP 30 Contemporary Jazz Chart Pg. 60

AOR TRACKS

Table with columns: 3, 2, WKS, WKS, LW, TW. Lists top AOR tracks including Def Leppard, Black Crowes, and Arc Angels.

Complete TOP 60 Tracks Chart Pg. 71; LP Chart Pg. 72

COUNTRY

Table with columns: 3, 2, WKS, WKS, LW, TW. Lists top Country songs including Diamond Rio, Shenandoah, and Wynonna.

BREAKERS

Table with columns: 3, 2, WKS, WKS, LW, TW. Lists Breaker songs including Bellamy Brothers, Remingtons, and Sammy Kershaw.

DEBUTS

Table with columns: DEBUT, 3, 2, WKS, WKS, LW, TW. Lists Debuted songs including Rodney Crowell, Pirates of the Mississippi, and Dixiana.

Complete TOP 50 Country Chart Pg. 66; Country Song Information Index Pg. 68