

I N S I D E:

BACK TO RADIO'S FUTURE II

"The Competitive Edge" completes a two-part look at the trends that will shape the new decade's radio environment, from lemming programming to "hyena sales."

Page 30

WHEN AIRPLAY MONITORS MISFIRE

When *Billboard* switched to an airplay-monitored Country chart, it implied that radio programmers supplied faulty music data to trade publications. Now comes irrefutable evidence that the vaunted accuracy promised by the *BDS* monitor system is dangerously deficient. Among the parties affected adversely:

- A severely undercredited record
- Misrepresented programmers
- *Billboard's* chart methodology, both in Country now and when the monitor system comes to other formats in the near future.

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DEALS GOING SOUTH

Evergreen's agreement to buy KRLD/Dallas and the Texas State Networks from Command seems to be experiencing bumps, while Reams's sale of WBVE/Cincinnati to Entercom collapsed.

Page 8



**Saturday Night...
R&R Presents
DON HENLEY**

Newsstand Price \$5.00



Zapoleon Transfers To KNRJ PD Post

Robbins, Young, Moody Group PDs

Nationwide National PD Guy Zapoleon will relocate from KZZP/Phoenix to KNRJ/Houston upon Nationwide's acquisition of the Emmis CHR. He'll assume KNRJ's day-to-day programming duties on top of his national tasks when he moves next month. Research has been completed and a new format is being considered.

Nationwide has also promoted WNCI/Columbus PD



Guy Zapoleon

Dave Robbins, KISW/Seattle PD Steve Young, and WPOC/Baltimore PD Frank Moody to Group PDs. While they'll still handle daily programming chores at their respective stations, each will have expanded duties at other Nationwide outlets.

Nationwide VP/Radio Mickey Franko told R&R, "KNRJ is the single largest investment Nationwide has made to date in radio. I believe Guy is one of the finest programming talents in the country and I wanted him there at the helm."

ZAPOLEON/See Page 39

Majors Agree On Universal Sticker

Record-Labeling Dominates NARM Convention

The six major record distributors/manufacturers agreed this week to devise a universal, generic sticker for CDs, cassettes, and LPs. The sticker will apparently read "Parental Advisory: Explicit Lyrics," but shape and size had not been determined at presstime. Top retailers and racks appeared satisfied with the move, which dovetailed with a stickering debate that dominated the 32nd annual National Association of Recording Merchandisers (NARM) convention, held at the Century Plaza Hotel in Los Angeles this week (3/10-13).

Though many felt that the music industry was being used



NARM goes to Washington with the above slogan; a universal sticker is coming shortly

as a scapegoat, most were united in supporting NARM's

position to adopt the voluntary, standardized sticker, which adheres to the guidelines originally set by the RIAA in 1985. The determination of which records to sticker will continue to be left up to the discretion of the individual labels.

RIAA VP/Public Relations Trish Heimers told the audience at the "To Sticker... Or Not To Sticker: The Censorship Issue"

STICKER/See Page 39

MCA, Geffen Records Merge

In a move that stunned the industry, MCA and Geffen Records effected a merger late Tuesday (3/13) in which the Geffen label will become a wholly owned subsidiary of MCA. Although no price was disclosed, R&R has learned that the transaction involves stock only, with no cash exchanged. The size of the deal ensures that Geffen CEO David Geffen will be one of MCA's major stockholders. MCA and Geffen Records will operate as completely separate companies, continuing as presently constituted.

Industry and media attention had been focused on the widely publicized proposed acquisition of Geffen by EMI (denied by Geffen in R&R after the *Wall Street Journal* and other publications had declared it a done deal), but a reported \$750 million offer from EMI did not come to fruition. The MCA deal came as a sudden surprise alternative.

Digital Satellite Radio Arrives Via Soviets

Joint Russo-European Tests Planned Next Year

CD-quality stereo radio programming will be transmitted direct from satellites to cars for the first time next year during a joint Soviet-European experiment in Siberia, says a leading European Broadcasting Union official. In addition, the Soviets have switched positions and have agreed to support worldwide frequency allocations for digital satellite sound broadcasting.

"This is going to be the first real satellite experiment. We're going to establish a precise working schedule this April. It's likely the experiment will start early next year," said EBU senior engineer Franc Kosamernik.

Plans for the tests were revealed by Kosamernik in Los Angeles on Tuesday (3/13) during the 13th International Communications Satellite Systems Conference, sponsored by the American Institute of Aeronautics & Astronautics.

Global Radio in View

At a cost exceeding \$50 million, EBU engineers have developed a potentially revolutionary

new transmission technology known as Coded Orthogonal Frequency Division Multiplex (COFDM). It allows broadcasts of CD-quality digital stereo over UHF frequencies to homes and cars anywhere within the footprint of a direct broadcast satellite. The technology makes it possible to deliver national, or even global, radio stations with a sound quality far exceeding FM broadcasting.

The system has been successfully tested in Geneva over a mountaintop UHF transmitter that simulates a direct satellite broadcast, but the Soviet experiment will mark the first time an actual satellite has been used to deliver digital radio.

The tests will take place in Siberia under the auspices of the Popov Institute, a Leningrad-based research organization. Kosamernik said a Soviet broadcasting organization recently volunteered use of a communications satellite, and EBU engineers will transport cars equipped with special receivers to Siberia for the tests.

DIGITAL/See Page 40

RIAA: Industry Sets New Sales, Revenue Marks

CDs Lead Way; Cassettes Flat As Cassette Singles Mushroom

Unit shipments of recordings hit the 800 million mark in 1989, setting a new music industry standard and rising 5.1% above last year's total, according to RIAA figures. Dollar volume for those shipments, calculated at suggested list price, totalled \$6.46 billion, also a record and 3.35% above 1988's \$6.25 billion.

Configuration breakdowns revealed some interesting trends. CDs continued their rise, topping 200 million for the first time (see table, Page 39) with a 38% increase and accounting for 40% of the total dollar volume.

Full-length cassettes, however, actually dropped a bit in both units shipped and dollar value, while cassette singles, thought by some to be cutting into LP-length cassette sales, exploded from 22.5 million to 76.2 million units, worth \$195 million.

Meanwhile, vinyl LP shipments skidded by more than half, down to 34.6 million, with a \$220 million dollar value that barely topped the cassette single total. More tellingly, vinyl LPs were outsold by vinyl singles ("7" and 12").

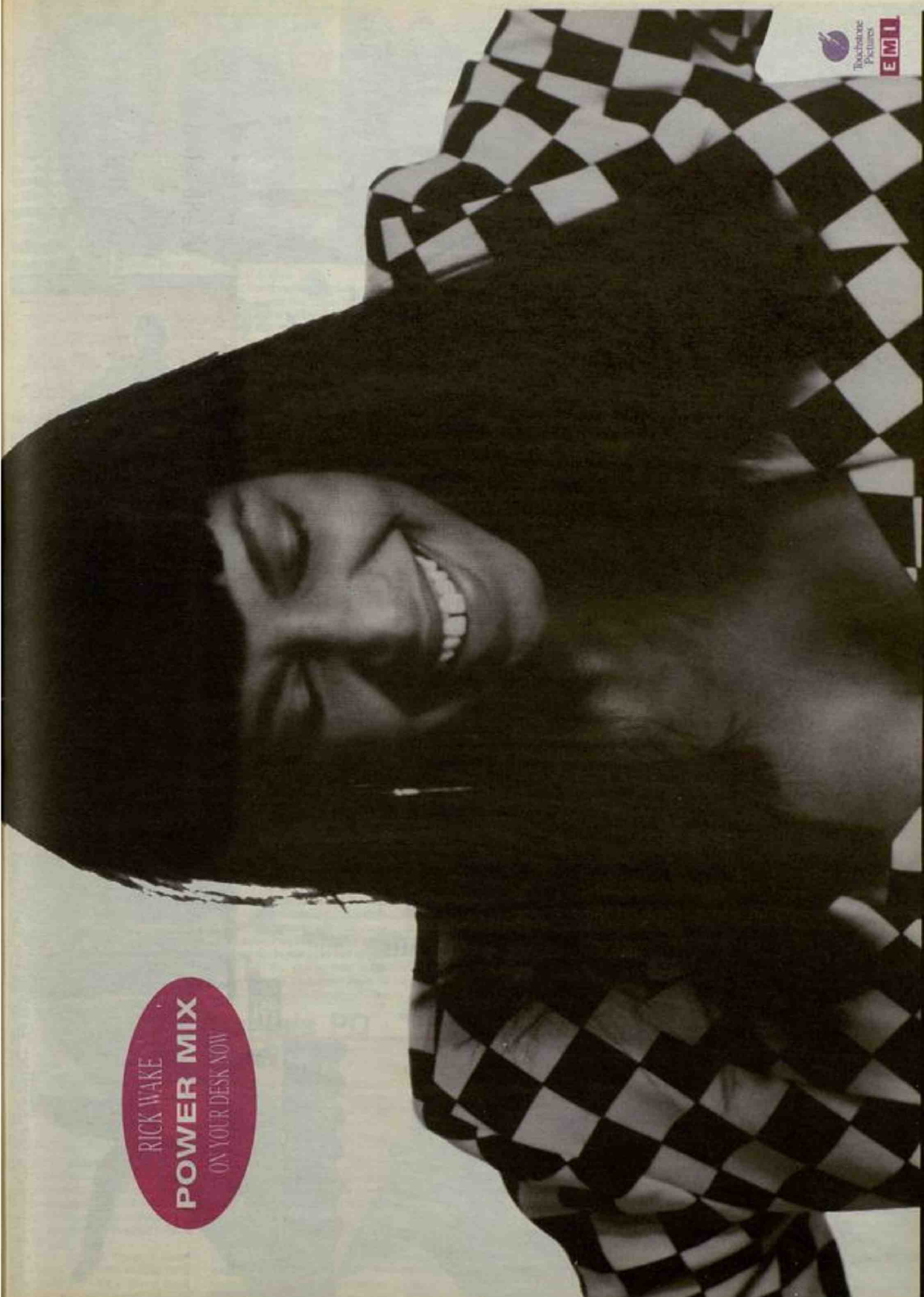
RIAA/See Page 39

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Mike Snow (MD) KKBO Houston

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Jeff "Booger" Kopuzi (MD) Power Pig Tampa

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Chuck Lee, The Warehouse

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TOP TEN SINGLE

Show Industries

BREAKOUT ALBUM SALES

Central South/Wax Works

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If You
Play It
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IT!

O'Shea Transfers To KMGC As Exec. VP

Michael O'Shea, Exec. VP/GM at Cook Inlet Radio Properties' KUBE/Seattle, will assume the same position at the company's newest acquisition, AC KMGC/Dallas (pending FCC approval of the transfer from Shamrock; July 1 is the tentative closing date). A replacement at KUBE will be named in the next few weeks.

CIRP President Dan Mason remarked, "Anyone who's been associated with Michael knows the positive impact he can have on a radio station. Under Michael's leadership, I have no doubt that KMGC will make quick strides in becoming a market leader."

O'Shea told R&R, "Dallas has al-



Michael O'Shea

ways been a very important city in my life. It was [the site of] my first major market jock gig and my first job as a PD. Both of my sons were born there, and I'm looking forward to returning. We feel KMGC has one of the best signals in the market and feel very good about operating an AC in Dallas."

O'Shea has been with KUBE since its inception in 1981. His prior experience in Dallas was at KLIF, then owned by Gordon McLendon, as PD/morning man from 1967-'73.

Mills To Head Azoff Black Music Dept.



Cassandra Mills

Irving Azoff, Chairman of Azoff Entertainment Co., has tapped Cassandra Mills to head the Black Music department for the as-yet-unnamed Warner Bros.-distributed label. Mills was founder and President of Creative Star Management. She'll be based at Azoff's Beverly Hills headquarters.

Azoff remarked, "Black music will be an important cornerstone in the launch of our new label. Cassandra is uniquely qualified to establish our entire black music operation. I'm totally confident she'll

MILLS/See Page 39

John PD At KKYY



Robert John

KKYY (Y95)/San Diego has named Robert John as its new PD. John leaves his programming post at Scripps-Howard CHR WMC-FM (FM100)/Memphis to replace Pam Finn, who left the Sandusky AC a month ago.

KKYY VP/GM Carolyn Howe told R&R, "We were looking for a successful PD with a strong track

JOHN/See Page 40

Milewski Named Exec. VP At Greater Media



Tom Milewski

Greater Media Sr. VP/Law & Administration Tom Milewski has been promoted to Exec. VP at the diversified media firm. Milewski, who continues as General Counsel, becomes part of a three-man office of the President, joining Greater Media President Frank Kabela and Chairman/CEO Peter Bordes.

Milewski commented, "It's difficult for an entrepreneurial company, upon reaching the age of 30 years or so, to start finding all the pieces for the puzzle that is its

MILEWSKI/See Page 39

Daniels PD At WOMC

Two-year WHB & KUDL/Kansas City OM Don Daniels has been selected to program Infinity AC WOMC/Detroit, starting March 26. He succeeds Jay Clark, who exited in January.

According to WOMC VP/GM Elaine Baker, "Don's an incredibly talented programmer. He has a tremendous track record and is a strong addition to WOMC's staff."

Daniels told R&R, "Detroit is a very competitive AC market: [crosstown ACs] WNIC and WLTI are good-sounding stations. I'm going to see what kind of possibilities

DANIELS/See Page 40



Barry Weiss

Weiss Sr. VP At Zomba

Heads Jive, Silvertone

Zomba Recording Corporation has promoted Jive VP/Marketing & Operations Barry Weiss to Sr. VP of the Record Group, which comprises the Jive and Silvertone labels. He'll now oversee the day-to-day operation of both labels' promotion, sales, and marketing, and act as a liaison with BMG/RCA Distribution. Weiss is still based at Zomba's New York offices and reporting to Clive Calder, Chairman of the Zomba Group Worldwide.

Calder stated, "Barry was the first staff member for Jive in America, and has been an integral part of our development. He has an innate understanding of the emphasis we place on quality in music, and always keeps an ear to the ground in recognizing and anticipating tomorrow's music trends."

Weiss told R&R, "It's a great feeling to have been a part of something for eight years now and know that you haven't even scratched the surface yet. With some of our

WEISS/See Page 40

Simone Now WEAZ's PD



Joe Simone

WEAZ/Philadelphia air personality Joe Simone has been named PD after 15 months, and will continue his 9am-noon airshift. Former PD Bob Craig left the AC outlet several weeks ago.

Simone told R&R, "Being in a four-way AC battle [with WMGK, WSNL, and WKSZ] is a real challenge. My biggest challenge will be to set this station apart from the others. Without giving away our secrets, I can say our plans are interesting and exciting. We may make some on-air [personnel] adjustments. We're looking to make everybody better and brighter."

In addition to WEAZ, Simone's other Philadelphia on-air credits include WIP, WFIL, and WSNL. He previously programmed WOND & WMGN/Atlantic City.

MARCH 16, 1990

THE VANISHING 25-34s

The U.S. Census Bureau projects that the 25-34 population segment will shrink 16%, from 44 million to 37 million, by the year 2000 . . . a consideration radio planners might keep in mind.

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A Bonnie Good Show



Capitol's Bonnie Raitt accepted a platinum award after performing two songs at CEMA Distribution's NARM presentation in Los Angeles. Flanking Raitt during the post-show photo op were (l-r) CEMA President Russ Bach, Capitol President Hale Milgrim, and label VP Lou Mann.

FORMAT SHIFT LIKELY

Nelson Named WROR PD

Six-month WODS/Boston PD Harry Nelson has left the CBS

BLACK AC SHIFT

KATZ-FM Taps Vance As PD

Roshon Vance has taken the PD reins at Inter-Urban's KATZ-FM/St. Louis. Upon his arrival Saturday (3/10), the station adopted a Black AC sound.

VP/GM Tracy Lewis told R&R, "We've decided to fill a niche we think is unfilled in the market, and we feel confident Roshon can lead us in that direction."

Vance, who'll also assume an airshift, added, "[Consultant] Tony Gray and I agreed something had to be done. We're going to let KMJM [Magic 108] have the young end of the Urban audience, but we want the 25-54 adults." He said the new "Urban Adult" format is 75% current (with no rap) and 25% oldies or jazz crossover hits (in the Grover Washington Jr./Al Jarreau vein).

Vance has previously programmed WQIM/Montgomery and WPEG/Charlotte, and been on-air at WRKS/New York, WJLB/Detroit, and WEZB/New Orleans.

Oldies outlet to join Atlantic Ventures rival Gold-based AC WROR as PD (effective 3/20). Atlantic Ventures group programmer Jim Herron has left the WROR PD slot and returned to corporate duties. WODS has not named a replacement for Nelson, who was unavailable for comment at presstime.

WROR Exec. VP/Operations & GM Mark Renier told R&R, "We're in the process of refocusing WROR. I needed someone who's good at AC and CHR and has a good Boston track record. Harry was programming the number one station in town 25-54. As this is almost a turnaround situation, he gets in on the ground floor, and is excited about that."

Regarding WROR's future direction, Renier, who joined WROR last week, told R&R, "A few months ago, this station was an alleged 'Mix' format — it was all over the place. WODS outpositioned and outgunned WROR a few years ago, and WROR never fully recovered. This will be a good chance for us to look over the entire game plan. We'll still be in the AC arena, but younger."

Nelson previously programmed WROR sister AM WRKO/Boston (twice) and KSLQ/St. Louis. He was also Asst. PD at KFRC/San Francisco (twice) and WAPP/New York.

NOW CLASSIC HITS

KLXK Sets Krause As OM

Veteran AOR/Classic Rock programmer Joe Krause has been named OM at KLXK/Minneapolis. Toby Hart exits the Classic Hits outlet, which has undergone a significant musical alteration since Krause's arrival.

GM Steve Woodbury explained, "We've basically been three different radio stations since we signed on 18 months ago. That's because there was room for Classic Hits, Gold-based AC, and Oldies. However, since then an Oldies station signed on [KQQL], and both [AOR] KQRS and [AC] KSTP-FM shifted to block us. We felt Classic Hits still provided the best opportunity. We've dropped many of the lighter AC-type songs and all the traditional oldies."

"Once we opted for that direction, I wanted somebody with expertise in that area. Joe is one of the best in this format and happened to be available, so the stars were with us."

Krause's extensive programming background includes stints at WCSX/Detroit, WKLH/Milwaukee, WAPP/New York, and WFBQ/Indianapolis. He's been doing freelance film and video production for the past year.

"I enjoyed spending some time out of radio — it gave me a fresh perspective," Krause told R&R. "But freelance is feast or famine. I hit the famine period, these people started talking to me, and I saw a

Berghuis Heads ABC Adult Nets



Derek Berghuis

Derek Berghuis has joined the ABC Radio Networks as VP/Group Director of Adult Networks. He replaces Stu Krause, who left the company earlier this year.

Division President Aaron Daniels told R&R, "Derek's responsibility will be to maintain and improve upon the leadership position and dominance of our Direction, Entertainment, and Information networks."

"I feel very close to radio, and after three years out of the medium, I'm excited to be back in it," said Berghuis.

Berghuis, a Montreal native, has worked at CFJR/Brockville, ON; CFTR/Toronto; and WWKB/Buffalo.

LETTER

'Terrorizing' A Panther?

Dear R&R:

I am a radio personality who, as a Janet Jackson fan, was looking forward to her first tour. Well, I just saw her at the Carolina Coliseum in Columbia, SC, and I am appalled.

What bothered me the most is that she resorted to terrorizing a defenseless animal in the name of "dramatics." During her song "Black Cat," she had a black panther brought onstage in a cage. The music and the 20,000 people surrounding this poor animal were deafening; therefore it was cowering in a corner of its cage, obviously terrified. Naturally, this didn't make for a very exciting performance, so the musicians pounded on the cage until the cat pounced, trying to defend itself. I just cried for that animal.

I am on the air with WHRR/Hilton Head Island, SC, and no one will ever hear another Janet Jackson song on my air show, Ever.

—Laura Francis

STAFF

FOUNDER & PUBLISHER: Bob Wilson
EXECUTIVE VP-GENERAL MANAGER: Dick Krizman
SENIOR VICE PRESIDENT-SALES & MARKETING: Bill Clark
SENIOR VICE PRESIDENT & EDITOR: Ken Barnes

EDITORIAL

LOS ANGELES (213) 553-4300, 1930 Century Park West, Los Angeles, CA 90067

FAX: (213) 203-9763

VICE PRESIDENT-CREATIVE: Gail Mitchell

ART DIRECTOR: Richard Zumwalt

ASSISTANT TO PUBLISHER: Karen Blondo

SENIOR EDITOR: Don Waller

NEWS EDITOR: Mike Schneider

EDITORIAL DIRECTOR: Derek Zimmerman

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VP INFORMATION SERVICES: Dan Cole

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CIRCULATION SERVICES COORDINATOR: Kelley Schieffelin

CONTROLLER: Margaret Beckwith

ASSISTANT: Debbie Botengon

ACCOUNTING: Kathy Koenig, Nona Lee, Natini Khan

OFFICE MANAGER: Christina Gilla

MAIL SERVICES: Rob Sperego, Matthew Parvis

BUREAUS

WASHINGTON (202) 783-3822, National Press Building, Suite 807, 529 14th St. NW,

Washington, DC 20045; FAX: (202) 783-0260

BUREAU CHIEF-WASHINGTON: Pat Clawson

REGIONS EDITOR: Randall Bloomquist

ASSISTANT EDITOR: Jack Messner

OFFICE MANAGER: Deborah White

LEGAL COUNSEL: Jason Shrinisky

MEMPHIS (615) 244-6622, 1106 16th Avenue South, Nashville, TN 37212;

FAX: (615) 248-6655

BUREAU CHIEF: Lon Helton

ASSOCIATE EDITOR: Ken Tucker

OFFICE MANAGER: Jackie Proffitt

ADVERTISING

LOS ANGELES (213) 553-4300; FAX: (213) 203-8450

VICE PRESIDENT-SALES, WESTERN REGION: Michael Adkinson

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Improvement Bill On House Fast Track

Legislation to improve the technical landscape of radio and codify the FCC's license renewal reforms is slated for prompt action in the House of Representatives, regardless of whether the Fairness Doctrine has been written into law, according to House Telecommunications Subcommittee Chairman Ed Markey (D-MA).

Markey told an audience of broadcasters Monday (3/12) that while "recodifying the Fairness Doctrine at the earliest possible date" remains the subcommittee's top mass media priority, quick action on a radio improvements bill could take place on a parallel track with Fairness legislation.

"There might even be a synergy to moving the two [bills] together," Markey said after addressing the NAB State Leadership Conference in Washington.

Markey also stated he's working with subcommittee member Rep. Matthew Rinaldo (R-NJ) to devise a "bipartisan" version of Rinaldo's Broadcast Radio Quality Improvements Act, which addresses a

"There might even be a synergy to moving the [Fairness Doctrine and improvements act] together."

—Rep. Ed Markey

number of issues, including interference on both bands and AM receiver quality.

'Pirates And Robbers'

According to Markey, the compromise bill will address abuse of the broadcast license renewal pro-

cess by codifying a March 1989 FCC action that limited cash payments to competing applicants and imposed stricter financial reporting requirements on challengers. Making those rules into law is necessary, Markey said, "to protect the next generation of broadcasters from pirates and robbers."

Among the possible sticking points in the negotiation process is Rinaldo's proposal to allow AM daytimers to move to fulltime positions on the soon-to-be-opened 1605-1705 kHz region of the AM band. According to Markey aide Larry Irving, Markey wants to ensure the interests of minority and public broadcasters are addressed in the debate over use of the expanded band.

Told of Markey's concerns, NAB President Eddie Fritts said, "We can work that out." According to Irving, the subcommittee may take up the radio bill as soon as late April.

Katz Buyout Approved, Sheffer Appointed Sr. VP/CFO

Katz Communications has named Arnold Sheffer to the new position of Sr. VP/CFO. The appointment follows overwhelming employee approval of a management-led leveraged buyout of the employee stock ownership plan that has owned the giant rep firm for 18 years. Katz is also adding three representatives of investor Sandler Media Group — Harvey Sandler, Barry Lewis, and Leon Meyer — as its first outside directors.

FCC Wants Clamp On FM Translators

In a move long sought by broadcasters, the FCC last week proposed to maintain and tighten its rules for the operation of FM translators. In doing so, the Commission rejected suggestions that translator restrictions be eased — recommendations the NAB and others charged would lead to the development of a low-power FM service.

"If we hadn't [maintained the translator rules], we'd have created a low-power radio service that we need like a hole in the head," said Commissioner James Quello.

Translators receive an FM signal on one frequency and rebroadcast it on another. The devices were approved by the FCC in 1970 to allow stations to serve areas where reception is obstructed by distance or terrain. However, the NAB and Western broadcasters have long complained that some operators use translators to add distant, but fully served, markets to their audience areas.

Under the proposed new rules, stations would be barred from owning or providing financial support to any translator located outside their primary service area.

The existing power limits for translators would also be replaced by a limit on their maximum effective radiated power of 1kw. Signals from translators that are used to

fill in gaps in a station's primary service area would not be allowed to reach beyond the station's protected service contour. Translators located outside the primary service area would be required to limit their 1 mV/m contour to within 12 miles of the translator.

The proposal also contains a rule limiting program origination from translators to 30 seconds per hour for fundraising announcements, except in public emergencies.

In addition, the FCC wants to extend its two-year-old ban on new commercial translators until 60 days after the finalized new rules are in place.

KFWJ & KBBC/Lake Havasu City, AZ VP/Station Manager Denise Shoblom, who heads the NAB Translators Subcommittee, said that while she's pleased with the FCC action, she's concerned about whether existing translators will be required to adhere to the new rules.

Sheffer will assume some duties previously handled by Mike Packman, who remains as Sr. VP/Finance. Sheffer is managing partner of his own CPA firm and has been a consultant to Katz since last June. He was formerly VP/CFO of Charan Industries, a real estate conglomerate.

Some 200 Katz managers were flown to New York for a weekend meeting (3/10-11) to hear details of how they can invest in the LBO. Rank-and-file employees will also be permitted to invest in Katz through a traditional 401-K plan. The managers should be flush with cash, since many stand to receive six-figure payoffs for ESOP shares, with several in seven figures.

Throughout the financial restructuring, Katz has emphasized that it intends to remain employee-owned and that the restructuring will not affect its clients.

Just what expansion Katz plans remains a closely guarded secret, although officials insist no game plan is set in concrete. The \$150 million-plus LBO, which includes more than \$100 million in financing from Citibank, is designed to allow for longterm planning without multimillion-dollar annual payouts to the ESOP. A Sandler partnership is investing between \$20-40 million, depending on how much the management investors offer. Cashing out the ESOP will only take about \$68 million.

For The Record

In the February 23 issue, R&R reported allegations that KCNA/Cave Junction (Medford), OR had aired the word "fuck" 14 times in a single hour. R&R did not mean to imply that morning man Guy Kemp was involved in any way with these reported incidents, nor that anyone alleged he was.



DC REPORT

PAT CLAWSON

Braiker Radio Breaks Up

Braiker Radio Services signed its networks off the air Sunday night (3/11), leaving about 50 people out of work with no severance pay. Company directors decided to pull the plug last week after financial sources dried up and a proposed sale to Eliek Seymour and Robert F.X. Sillerman floundered.

Company founder Ivan Braiker was unavailable for comment, but a memo he sent to the company's 40+ affiliates said operations were being halted "with deep regret."

"Although we have attempted to seek additional capital through selling a partnership interest, loans, or actual sale of our company, to date we have been unsuccessful in meeting these needs," Braiker wrote. The company reportedly needed an additional \$3 million to continue operations, but several key investors refused to ante up more cash when the company failed to meet its operating projections. Meanwhile, former employees are steamed and several have retained legal counsel to pursue remedies.

"Basically, we're out without a penny," said air personality Scott Norman. "They paid us through Sunday, and that's it. They cut off our health insurance and there was no severance. A lot of us had contracts good for two years, and we're only four months into them. This has left a lot of good people hanging."

To set the record straight: Braiker aide Rick Sklar, mentioned in my column last week, declined comment when questioned about the company's financial problems. He agreed only to relay my questions to Braiker and Seymour, who also declined comment.

Urban Stations' Power Ratios Remain Down

Urban stations may pack in the audience numbers, but they definitely lack financial power, according to broadcast accountant George Nadel Rivin of Los Angeles-based Miller, Kaplan, Arase & Co.

According to his latest "Power Ratio Trends" study, News/Talk and Full-Service AMs continue to scoop up the lion's share of radio revenues in proportion to their actual audience size, while audience-heavy Urban stations are still having trouble selling their numbers to advertisers.

Rivin says News/Talk stations score \$1.42 for every dollar's worth of audience share, while Urban stations get only 72 cents for the same share value. The format scoring the biggest gain over last year was Gold, with a 1.12-1.28 Power Ratio jump. Last year's top-ranked format, Country, fell 1.49-1.34. CHR's were down slightly, 1.07-1.0.

Rivin says a format's Power Ratio is obtained by dividing total market revenues by the mean 12+ average quarter-hour shares from the summer 1988 through spring 1990 Arbitron reports for about 650 stations included in the firm's National Composite Radio Revenue Report.

Evergreen Dallas Deal Turning Brown

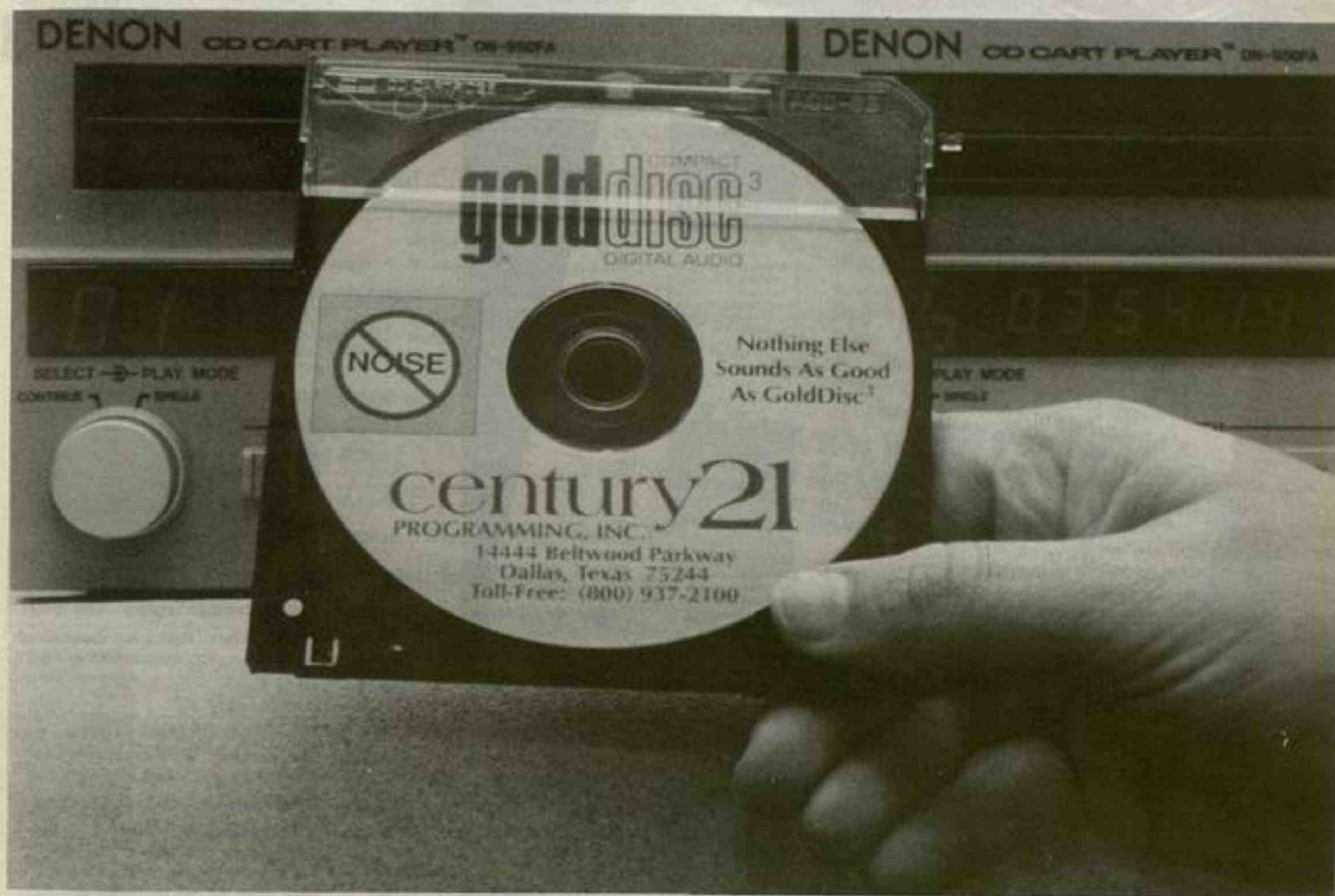
Evergreen Media President Scott Ginsburg isn't throwing in the towel yet, but he concedes he's having trouble agreeing on final terms to acquire KRLD/Dallas and the Texas State Networks from Command Communications.

Ginsburg agreed to pay \$58.5 million for the properties back in January, along with a companion deal to buy KODA/Houston for \$28 million. He says a sales contract for the Houston station has been submitted to the FCC, but he won't estimate when a filing will be made for Dallas. Command President Carl Brazell didn't return phone calls, nor did his principal backer, New York media tycoon Robert F.X. Sillerman.

Meanwhile, Paul Fiddick, President of Heritage Media's radio group, confirms that Evergreen is looking at Urban KDAY/Los Angeles. The rap-intensive AM might seem like a natural marriage for Evergreen's newly flipped crosstown Urban, KKBT, but Fiddick says there's no sale yet and Ginsburg isn't the only one interested. See Street Talk for more KKBT speculation.

Another deal collapsed in the air: Reams Broadcasting's \$5.85 million sale of WBEV/Cincinnati was called off Monday when Entercom CEO Joe Field walked out of the closing. Last-minute snags over a transmitter site and asbestos in a studio doomed the deal. The station is now back on the block, with Gary Stevens handling brokerage honors.

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R&R Convention '90 is pulling out all the stops for the industry event of the year, with three main goals in mind:

HELPING YOU...

Learn the latest strategies to survive and thrive in the '90s. A full schedule of dynamic speakers and sessions with objective perspectives will give you the edge.

HELPING HUMANITY...

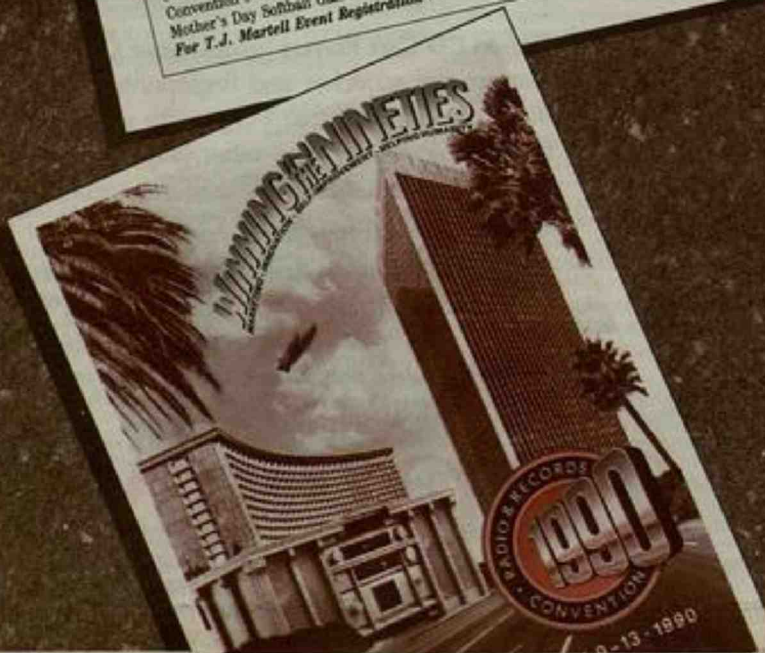
You'll get the chance throughout the Convention to participate in entertaining events, with proceeds going to the T.J. Martell Foundation.

HAVING A GREAT TIME...

"R&R '90" is a convention you won't want to miss. The sessions are carefully selected, issue-oriented, and definitely out of the ordinary. The musical shows and parties are legendary. The fun starts May 9th and continues through May 13th.

T.J. Martell Event details:

The traditional gala Martell Bowling Party will now take place on "Convention Eve," Wednesday night (9th). The Martell Golf Tourney will go on all day Thursday (10th), but players will be back in time for the first Convention sessions Thursday afternoon. That evening the R&R Welcoming Cocktail Party and Supper will also feature a "silent auction" benefiting the Martell Foundation. Proceeds from all "guest ticket" purchases for the Convention's Saturday night superstar show will also be donated. A Sunday "Celebrity Mother's Day Softball Game" will cap the fund-raising activities.
For T.J. Martell Event Registration . . . call 818-703-1783.



CONVENTION SCHEDULE

WEDNESDAY • MAY 9, 1990

- 2:00PM **Convention Registration**
- 7PM - 12MID **T.J. Martell Cocktail Party & Events**
(\$50 donation includes party events and Sunday softball game)
- Rock 'N' Charity Bowling Party & Tournament
 - Prizes Galore • Food & Fun

THURSDAY • MAY 10, 1990

- 9:00AM **T.J. Martell Golf Tournament**
- TEE OFF
(\$200 donation includes: Tee prizes, breakfast, lunch, cart and green fees; \$25,000 "Hole in One" prizes)
- 10:00AM **Convention Registration**
- 4:30PM **"Inside Payola"**
- 7:00PM **Welcoming Cocktail Party & Buffet Supper**
- "Celebrity Silent Auction"
 - . . . Purchases benefit T.J. Martell Foundation
- 10:00PM • **Hospitality Suites • "Club R&R"**

FRIDAY • MAY 11, 1990

- 8:30AM **Format Breakfast Sessions - CHR & NAC**
- 10:30AM **Robert Tucker:** "Profiting from Change Through Innovation . . . Ways To Succeed in the '90s"
- 1:30PM **David Rogers:** "How to Thrive in the Competitive '90s"
- Exclusive Survey Results Revealed
- 3:30PM **John Parikh:** "The Wizard of Odds: A Multi-Media Look At Radio in the '90s"
- 5:00PM **Format Sessions - AOR, Country & UC**
- 5:00PM **"Multi-Dimensional Selling . . . The Management Challenge of the '90s."**
- R&R Sales & Management columnist Chris Beck clearly defines the sales opportunities for prosperity in the '90s
- 10:00PM • **Hospitality Suites • "Club R&R"**

SATURDAY • MAY 12, 1990

- 8:30AM **Breakfast Sessions - AC**
- 11:00AM **C.W. Metcalf:** "The Humor Option . . . Change & Stress Adoption Skills For Surviving And Thriving"
- 2:00PM **Dudley Lynch:** "Scoring A Win In A Chaotic World" . . . Revolutionary ideas in management and marketing strategies.
- 4:00PM **"The First Amendment & You: Obscenity/Indecency/Record Labeling"**
- 8:00PM **Superstar Show**
- AFTER SHOW • **Hospitality Suites • "Club R&R"**

SUNDAY • MAY 13, 1990

- 10:00AM **T.J. Martell Celebrity Softball Games**

THE NINETIES

IMPROVEMENT • HELPING HUMANITY

CONVENTION KEYNOTERS



"Profiting From Change Through Innovation ... Ways To Succeed in the '90s"

ROBERT TUCKER

At this session you'll discover how to:

- Help unleash the "innovator" in you.
- Learn to think like an innovator.
- Spot changes in the marketplace well in advance of competitors.
- Find the opportunities in change.
- Motivate your employees to contribute ideas and insights.
- Increase your ability to sell your ideas.
- Translate ideas into results.
- Use "change" as a source of opportunities, rather than of problems.

Author of "Breakthrough Thinking: Strategies for Winning Big in Business" and "How To Profit From Today's Rapid Changes," co-authored "Winning the Innovation Game." Former adjunct professor at UCLA.



"The Humor Option ... Change & Stress Adaption Skills for Surviving & Thriving"

C.W. METCALF

At this session, you'll explore how a "sense of humor" can enhance:

- Creativity • Problem-Solving
- Imagination • Risk-Taking • Health

President of C.W. Metcalf & Company, he has served on the faculties of the University of Michigan, Florida State and Birmingham. He has been featured on the NBC Today Show, CNN, PBS, in Forbes, Newsweek and the Wall Street Journal.



"The Wizard of Odds: A Multi-Media Look At the Future of Radio"

JOHN PARIKHAL

In this exclusive one-of-a-kind presentation, you'll get a view of the near-future and pick up the advantage...

- Anticipate change
- Prepare winning strategies in advance.
- Practical advice to use the next day
- Know the landmarks to look for the next day
- Find out if the "Greyby Boom" will give up on music radio to spend more time with News and Talk
- Will Oldies go away and will Country radio suffer as American's live in bigger cities?
- Is satellite a Trojan horse?

Radio's most prominent futurist and prognosticator has produced, exclusively for this convention, a multi-media presentation showing how to navigate radio's yellow brick road to 1995 using heart, courage and brains to take advantage of every opportunity.



"Scoring A Win In A Chaotic World"

DUDLEY LYNCH

Revolutionary ideas in management and marketing strategies ... designed for an era characterized by constant accelerating change. Lynch uses the powerful metaphor of the dolphin to exemplify the strategy that is destined to supersede outmoded business behaviors as we enter the last decade of the century.

The "Dolphin Strategy" promises to deliver greater power to:

- Choose instantly, successfully, between the strategies of Take Over, Give In, Get Out, Trade-Off, and Breakthrough.
- Do more with less
- Think tougher and dream smarter.
- Focus on the 20% of your effort that delivers 80% of your significant results.
- Act flexibly, elegantly, and with endurance amid the accelerating waves of change.

Mr. Lynch is President of Bain Technologies Corporation of Ft. Collins, Colorado and co-author of "Strategy of the Dolphin."



"How To Thrive In The Competitive '90s"

DAVID ROGERS

A hard-hitting presentation by a master strategist and best-selling author. Rogers introduces the results of a new study conducted exclusively for the R&R Convention ... "The definitive study on the principles of excellence for marketing radio and music in the '90s."

You'll learn the specific steps that should be taken to overcome major changes our industry will face in the volatile '90s. Each person attending the presentation will receive a complimentary "Findings Summary" of this groundbreaking research study.

Rogers is President of Service Innovations Corporation, a consulting and training firm located in Highland Park, IL. He is author of "Fighting To Win" and the best seller, "Waging Business Warfare."



"Multi-Dimensional Selling ... The Management Challenge of the '90s."

CHRIS BECK

R&R Sales & Management columnist Chris Beck clearly defines the sales opportunities for prosperity in the '90s...

- At the agency level
- Local and national retail ... featuring recent case study examples.
- Preview the "account list" of the '90s.
- Explore the challenges and evolution inside radio's two major account categories ... agency and automotive.

A 17-year sales veteran, Beck is the owner of Los Angeles-based Chris Beck Communications. In addition to consulting, he is an internationally published author whose work is featured in R&R.

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REGISTRATION FEES	BEFORE 4/5/90	AFTER 4/5/90
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- Registration includes all sessions, R&R Cocktail Party & Buffet Supper, Superstar Shows and all Hospitality Suites and Exhibits.
- Brides must be worn for admittance to all sessions, events and hospitality suites.
- All T.J. Martell events are in addition to your registration ... and are tax deductible.

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

REFUND POLICY:
Registration refunds will be issued after the convention, minus a \$40 administrative fee, if written cancellation received by May 4, 1990. After that date, only half the registration amount will be refundable.

HOTEL RESERVATIONS

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BREAKTHROUGH #1: FIT

In the 1980's, auditorium music tests told you only about song popularity. Coleman Research's F.A.C.T.SM (Fit, Acceptance, and Compatibility Test) still tells you which songs are popular, but goes far beyond mere song acceptance to offer a major research breakthrough with "Fit." "Fit" tells you whether listeners perceive each and every song to be *appropriate to your station*.

Coleman Research has found that music image fulfillment, or "Fit," is critically important in determining the strength of your station's listening levels. If a listener's expectation is fulfilled, he will tune in time and time again, for long listening spans. If the expectation is not fulfilled, a listener will decrease the number of occasions of listening *and* time spent per occasion. With "Fit," Coleman Research identifies if each song meets the *expectations* of your audience, or if it "breaks your promise."

BREAKTHROUGH #2: COMPATIBILITY

Smart program directors know intuitively which songs belong or are "compatible" with their station's core "quintessential" sound. Playing compatible songs maximizes listening while non-compatible songs will damage cume and quarter-hours. Until now, other than "gut feeling" there has been no way to identify which songs are most compatible and which are "outside the format."

Using cluster analysis techniques, Coleman Research can determine the "quintessential" sound of your station. Then, every song in your auditorium music test will be measured against this core sound to produce a Compatibility score. Now, compare each song's Compatibility to your station and format! Compatibility determines how far you can broaden your station's sound without alienating your core.

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TRANSACTIONS

TRANSACTIONS AT A GLANCE

Golden Bear Roars Into Western States

**Broad Based Invades Panama City For \$3.5 Million
A.J. Captures Charlevoix, MI Pair For \$3.4 Million**

Deal Of The Week:

Florida

Golden Bear Stations

PRICE: \$5,274,000

TERMS: Cash at closing of \$3,163,000. Buyer will assume a \$626,000 promissory note. Noncomplete payment of \$1,485,000 payable over five years.

BUYER: Golden Bear Broadcasting Of Ventura, owned by Adcomm IV. Adcomm is owned by Stephen M. Adams, who's the son of Adams Communications owner Stephen Adams, and Andris Baltins. Adcomm has tentative deals to purchase seven other stations, KORQ-AM & FM/Abilene; KLSF/Amarillo; KMND & KNFM/Midland, TX; and KEIN & KLFM/Great Falls, MT. Stephen M. Adams owns KMBY/Seaside, CA and KLAU/Capitola, CA.

SELLER: Golden Bear Broadcasting Inc., owned by Wallace Heusser and Stephen Marriott. Heusser owns KKDJ/Fresno and has a 40% stake in KDJK/Oakdale, CA. He and Marriott also own KDJQ/Red Bluff, CA.

KZTR/Santa Paula, CA

FREQUENCY: 1400 kHz
POWER: 1kw
FORMAT: Classic Rock

KZTR-FM/Camarillo, CA

FREQUENCY: 95.9 MHz
POWER: 3kw at 1280 feet
FORMAT: Classic Rock

KZHT/Provo

FREQUENCY: 94.9 MHz
POWER: 100kw at 4580 feet
FORMAT: CHR

WPFM/Panama City

PRICE: \$3.5 million

TERMS: \$2.1 million cash at closing; promissory note for \$1.4 million. Seller will also receive a minority tax certificate.

BUYER: Broad Based Communications, which is principally owned by Vincent Henry. Broad Based owns WWDD & WIQI/Tallahassee and has tentative deals to acquire KYEA/Monroe, LA; KEBE & KOOL/Jacksonville-Tyler, TX; and KDAE & KLTG/Corpus Christi.

SELLER: Culpepper Communications, headed by Barry Turner and John Culpepper
FREQUENCY: 107.9 MHz
POWER: 100kw at 840 feet
FORMAT: CHR
BROKER: Dick Foreman of Richard A. Foreman & Associates

Kansas

KKCI/Goodland (FM CP)

PRICE: \$40,000

TERMS: Cash

BUYER: KAYS Inc., owned by Ross Beach and Robert Schmidt of Hays, KS. Beach has majority interests in KAYS & KHAZ/Hays, KS; KVOP & KATX/Piainview, TX; KHOK/Great Bend, KS; KFEG/St. Joseph, MO; KLOE/Goodland, KS; KCOW & KAAQ/Allamore, NE; KOOQ & KELN/North Platte, NE; and KWBW & KHUT/Hutchinson, KS. He also owns cable television systems in the Kansas communities of Hays, Goodland, Ellis, Wakeeney, and Hoxie, as well as a TV CP for Liberal, KS. Schmidt holds minority stakes in several of Beach's properties.

SELLER: Bott Communications Inc., which is 80% owned by Bott Broadcasting Co. and 20% by Richard Bott II. Bott Communications owns KSIW/Clayton, MO; KCIW/Mt. Bullion, CA; and an FM CP for Hastings, NE. Bott Broadcasting owns KCCV/Overland Park, KS; KOCV/Oklahoma City; and WFCV/Fort Wayne.
FREQUENCY: 102.5 MHz
POWER: 100kw at 1010 feet

Louisiana

KVOL-FM/Opelousas

PRICE: \$65,000 for 66%

TERMS: Cash

BUYER: Cavaness Broadcasting Inc., headed by Joel Cavaness of New Orleans and Roger Cavaness of Opelousas. Cavaness owns KISY/Tioga, LA (which it has an agreement to sell) and KVOL (AM)/Lafayette, LA.

SELLER: Dr. Ganti DeJean and Beverly Robertson are selling their two-thirds interest to Cavaness, which holds the remaining third.
FREQUENCY: 105.9 MHz

**Deals So Far In 1990:
\$249,219,385**

**Total Stations Traded This Year: 244
This Week's Action: \$16,767,794
Total Stations Traded This Week: 25**

Deal Of The Week:

- Golden Bear Stations \$5,274,000
- KZTR/Santa Paula, CA
- KZTR-FM/Camarillo, CA
- KZHT/Provo

- WPFM/Panama City, FL \$3.5 million
- KKCI/Goodland, KS (FM CP) \$40,000
- KVOL-FM/Opelousas, LA \$65,000 for 66%
- KISY/Tioga, LA \$684,000
- WMKT & WKHO/Charlevoix, MI \$3.4 million
- KZRZ/Chaffee, MO (FM CP) \$33,587
- FM CP/Kirksville, MO \$30,776
- KZZX & KINN/Alamogordo, NM \$10 for 62.96%
- WVIN-AM & FM/Bath, NY \$225,000
- WGNC/Gastonia, NC \$25,921 for 50%
- WNCR/St. Pauls, NC \$157,500
- KNOR/Norman, OK \$143,000
- WZGO & WKXU (FM CP)/Portage, PA \$80,000
- WKCN/Dorchester Terrace-Brentwood & WDXZ/Mount Pleasant, SC \$1.6 million
- KXGC/EI Campo, TX \$375,000
- KLLM/Hooks, TX \$54,000 for 25%
- WBES/Dunbar (Charleston), WV \$1.1 million

Continued on Page 14

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\$6,000,000

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TRANSACTIONS

Continued from Page 13

KISY/Tloga

PRICE: \$684,000
 TERMS: Escrow deposit of \$30,000 with total cash at closing of \$100,000. Buyer assumes a \$300,000 bank loan and an \$84,000 mortgage. Noncomplete agreement payment of \$200,000 due over two years.
 BUYER: KZ Radio L.P., owned by Billy Thomas, Jerry Morris, Louis Schaal, Larry Morrison, and Patricia and P. Douglas Morrison. KZ owns KDEZ/Jonesboro, AR; KZKZ/Greenwood, AR; and WMTX & WXLX/Bloss-Gulfport, MS.

SELLER: Cavaness Broadcasting Inc., headed by Joel Cavaness of New Orleans and Roger Cavaness of Opelousas. Cavaness owns KVOL (AM)/Lafayette, LA and has a tentative deal to acquire KVOL-FM/Opelousas, in which it currently holds a one-third stake.

FREQUENCY: 98.3 MHz
 POWER: 8kw at 328 feet
 FORMAT: AC

Mississippi

WMKT & WKHQ/
Charlevoix, MI

PRICE: \$3.4 million
 TERMS: Cash, accounts receivable, and a tax certificate.
 BUYER: A.J. Communications Inc., headed by Charles and Evelyn Walker
 SELLER: Lakeshore Communications, headed by radio programming and sales consultant Timothy Moore and Ernest Winn
 FREQUENCY: 1270 kHz; 105.9 MHz
 POWER: 5kw; 100kw at 922 feet
 FORMAT: Business; CHR
 BROKER: Dan Gammon of Americom Radio Brokers

Missouri

KZRX/Chaffee (FM CP)

PRICE: \$33,587
 TERMS: Cash
 BUYER: Chartres Media Inc., headed by J. Mark Huffman of Annandale, VA
 SELLER: Marco, Inc. owned by James Marvin
 FREQUENCY: 104.7 MHz
 POWER: 3kw at 198 feet

FM CP/Kirkville

PRICE: \$30,776
 TERMS: Cash
 BUYER: Hallmark Computer Services, owned by the nonprofit Bethesda Foundation of Nebraska
 SELLER: Northern Missouri Christian Broadcasting Inc., headed by Monte Hanson
 FREQUENCY: 107.9 MHz
 POWER: 100kw
 COMMENT: This CP was granted based on an FAA tower approval that later proved to be a forgery. A federal grand jury in Washington is currently probing various aspects of the case, including the office practices of lawyer Thomas L. Root, who handled the application for NMCB.

New Mexico

KZZX & KINN/Alamogordo

PRICE: \$10 for 62.96%
 TERMS: Stock for cash
 BUYER: Howard Jacobs of Dallas
 SELLER: William and Virginia Lask of Alamogordo
 FREQUENCY: 1270 kHz; 105.5 MHz
 POWER: 1kw daytime; 3kw at 209 feet
 FORMAT: MOR

New York

WVIN-AM & FM/Bath

PRICE: \$225,000
 TERMS: Fifteen-year promissory note at 10% interest
 BUYER: Pembroke Pines Mass Media N.A. Corp., owned by Robert Pfuntner of Elmira, NY. Pembroke owns WACK/Newark, NY and WELM & WLVI/Elmira.
 SELLER: Media Magic Inc., owned by James Clark of Bath
 FREQUENCY: 1380 kHz; 98.3 MHz
 POWER: 500-watt daytime; 3kw at 347 feet
 FORMAT: AC

North Carolina

WGNC/Gastonia

PRICE: \$25,921 for 50%
 TERMS: Stock sale for cash
 BUYER: Calvin Hastings
 SELLER: Charles West
 FREQUENCY: 1450 kHz
 POWER: 1kw
 FORMAT: Gold

WNCR/St. Pauls

PRICE: \$157,500
 TERMS: Escrow deposit of \$5000. Cash at closing of \$10,000. Buyer will assume seller's \$69,937 debt to United States Broadcasting and sign a ten-year promissory note for \$72,563 at 11% interest.
 BUYER: Jesse Albert Cowan of Greenville.
 SELLER: Hope Mills Broadcasting Inc., owned by Jerome Lamprocht. He has a 49% stake in WGHF/Farmville, NC.
 FREQUENCY: 1080 kHz
 POWER: 5kw daytime
 FORMAT: Gospel

Oklahoma

KNOR/Norman

PRICE: \$143,000
 TERMS: Escrow deposit of \$9000 with an additional \$9000 cash at closing. Buyer will sign a seven-year note at 10% interest for the balance of \$125,000.
 BUYER: Norman Broadcasting Inc., owned by Harold McEwen
 SELLER: Breckenridge Broadcasting Co., headed by Owen Woodward. The company owns KTUS/Galveston; KROO & KSTB/Breckenridge, TX; KTAT & KYBE/Frederick, OK; and KEGG/Dalingerfield, TX.
 FREQUENCY: 1400 kHz
 POWER: 1kw daytime, 250 watts night
 FORMAT: CHR

Pennsylvania

WZGO & WKXU (FM CP)
Portage

PRICE: \$60,000
 TERMS: Cash
 BUYER: H&B Broadcasting Inc., owned by William Henderson of Portage and George Buck of New Orleans. Buck owns WOLS/Florence, SC; WHVN/Charlotte; WEAM/Columbus, GA; WYZE/Atlanta; WMGY/Montgomery; WNAP/Norristown, PA; WTOO/Asheville, NC; and WCOS-AM & FM/Columbia, SC. He also holds a stake in WDRV/Statesville, NC.
 SELLER: Mainline Media Inc., owned by William Henderson of Portage.
 FREQUENCY: 1470 kHz; 105.7 MHz
 POWER: 500-watt daytime; 3kw at 328 feet
 FORMAT: Gold

South Carolina

WKCN/Dorchester Terrace-
Brentwood &
WDXZ/Mount Pleasant, SC

PRICE: \$1,600,000
 TERMS: Cash. In an effort to ensure that buyer receives the financing needed to make this sale go through, seller will lend buyer between \$153,000 and \$184,000 for three years at prime plus two. As part of that deal, seller will receive a 5%-9% equity stake in Suncoast Communications, a subsidiary of buyer.
 BUYER: Silver Star Communications, headed by Dr. John Robert E. Lee. He owns WMJM & WFAV/Cordale, GA, but faces possible loss of those licenses in the wake of an FCC Review Board finding that he abused the distress sale policy. Lee also owns WJZ/Albany, GA and holds a majority stake in WJZY/Albany, GA.
 SELLER: Caravelle Broadcast Group Of South Carolina, owned by Donald Tomlin of Columbia, SC and his family. Caravelle also owns WIOU & WZVZ/Kokomo, IN; WSFL-AM & FM/New

Bern, NC; and WJRR/Rutland, VT.
 FREQUENCY: 910 kHz; 104.5 MHz
 POWER: 500 watts; 28kw at 656 feet
 FORMAT: News/Talk; AC

Texas

KXGC/EI Campo

PRICE: \$375,000
 TERMS: Escrow payment of \$15,000 with total cash at closing of \$135,000. Buyer will sign a promissory note for the balance of \$240,000.
 BUYER: North Star Communications Inc., owned by Clive Runnells of Houston; J.H. Landrum of El Campo; and Michael Wickizer of Spring, TX. North Star owns KIOX/Bay City, TX and KNET & KYKK/Palestine, TX. Runnells owns the cable television system that serves El Campo.
 SELLER: Bar-B Broadcasting, headed by Fred Barbee
 FREQUENCY: 96.9 MHz
 POWER: 27kw at 180 feet
 KLLI/Hooks
 PRICE: \$54,000 for 25%
 TERMS: Buyer will receive 25% of the station's stock in exchange for lending the licensee \$54,000 for four years at 10%.

BUYER: Benjamin McLaughlin of Shreveport
 SELLER: Texarkana Broadcasting Inc., headed by John Mitchell
 FREQUENCY: 95.9 MHz
 POWER: 3kw at 450 feet
 FORMAT: AC

West Virginia

WBES/Dunbar (Charleston)

PRICE: \$1,100,000
 TERMS: Cash at closing of \$450,000 and noncomplete payment of \$12,000 payable over one year. Buyer will sign a 12-year 10% note for the balance of \$638,000.
 BUYER: Thomas Communications Corp., owned by Wayne and Patricia Thomas, Pat and Helen Hamilton, and Philip Mooney, all of Oak Hill, WV
 SELLER: Mills Broadcasting, owned by Donald and Judy Mills of Salem, WV
 FREQUENCY: 94.5 MHz
 POWER: 3kw at 300 feet
 FORMAT: Beautiful
 BROKER: Ray Rosenblum of Pitts-burgh

Campaign Reforms
Rile Broadcasters

Free air time for politicians, proposed as part of campaign reform, is being attacked by broadcasters as a heavyhanded and unconstitutional attempt to let party "spin doctors" grab control of the airwaves. The proposal is part of a bipartisan package proposed by the Campaign Finance Reform Panel, which quickly gained support on both sides of the aisle after delivery to Senate leaders last week.

The plan advanced by the group of six lawyers, academics, and political consultants would, among other things, require every radio and television station in the country to provide two hours of free air time each year to the national Democratic and Republican parties, along with two more hours each for the state parties, for a total of eight free hours annually. At least two-thirds of the time would have to be allocated in the two months leading up to November elections. Individual candidates would still be able to purchase spots for their own campaigns.

Protesting the proposal, NAB Exec. VP James May fired off a letter to Senate Majority Leader George Mitchell (D-ME) and Minority Leader Bob Dole (R-KS), calling the plan "not only unworkable but unconstitutional." May questioned how a proposal to subject voters to "an estimated 55,000-hour flood of ten, 30, and 60-second spots during September and October" could be considered reform. Rather than encourage participation in elections, he said, such a deluge of campaign ads could drive voters away.

Excludes Third Parties

May's letter also charges that many politicians currently refuse stations' offers of free on-air appearances in debates and other

public affairs programming. Mandating that free time be turned over to political parties would, he argues, turn over control to "the professional managers and 'spin doctors' hired by state and national parties," excluding independents and third-party candidates in the process.

The panel's proposal, however, appeared to break a three-year stalemate between Democrats and Republicans over campaign reform. Senator John Danforth (R-MO), in a floor speech Thursday (3/8), complained that modern campaigns are "sleazy" and that 30-second spots, particularly on TV, are "good for nothing but a negative hit." Danforth, who's been a leading GOP proponent of campaign reform, later met with another would-be reformer, Senator David Boren (D-OK) to discuss the bipartisan plan.

The NAB says it wants to continue working with Congress to develop "fair and equitable political broadcasting legislation" which "will serve the public interest and reduce campaign costs," and it acknowledges that purchasing broadcast time is a major campaign expense. But the industry group maintains the panel's proposal would deny broadcasters their "First Amendment and due process rights."

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FIRST LIGHT...ON NBC RADIO brings to listeners an illuminating blend of hard news, entertaining features, informative reports and listener call-ins each morning, Monday through Friday, shedding light on topics of interest to all.

We'll take a conversational approach, focusing on personalities and features, yet still providing a thorough first look at the issues of the day as Dirk Van and a host of other NBC correspondents present a comprehensive mixture of news, weather, personal finance, sports, health, entertainment and human interest stories.

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**NBC RADIO
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MANAGEMENT

New Book Packed With Time-Budgeting Tips

If you're looking for ways to maximize the time you spend on the job and minimize work-related hassles, then perhaps you should add Chicago-based time management consultant Jeffrey J. Mayer's soon-to-be-released book, "If You Haven't Got The Time To Do It Right, When Will You Find The Time To Do It Over?" (\$17.95/Simon & Schuster), to the top of your must-read list.

Due in stores in early April, the 155-page hardback features chapters on how to better organize your desk and duties, how to establish priorities, and how to create and maintain a master list of projects and appointments.

Step-by-step instructions on the art of delegating responsibility, suggestions for keeping meetings "on time and on track," and a list of timesaving telephone tactics are also included.

Money-Back Guarantee

Written in a breezy, unpretentious style, the book also comes with



this challenging offer: If, after reading the material, you are unable to save an hour each day, the publishers will refund your money!

Incidentally, Mayer plans to embark on a ten-city publicity tour in support of the release. Radio stations interested in either interviewing the author or discussing on-air book and cassette giveaways should call (312) 944-4184.

Worst Office Health Hazards

Forget paper cuts and the bruises that come from banging your knee on an open desk drawer. The glare from video display terminals (VDTs) is the biggest health hazard found in modern offices, cited by 59% of firms examining potential dangers.

According to a recent report in the Garden City, NY-based publication, *Today's Office*, the top five sources of office-related health risks are, as follows:

Hazard	Percentage Naming
VDT exposure	59%
Bad air	53%
Bad lighting	47%
Poor heating/ air conditioning	46%
Poorly designed furniture	25%

'BYE SIGNS

How To Tell When A Worker Wants To Walk

Is your top air talent planning to exercise his vocal cords for your competitor? Here are some questions to help you spot whether an employee is looking for a new gig, adapted from Robert Half's book, *How To Get A Better Job In This Crazy World*.

• **Lunch hour:** Is he going to lunch at different times, or taking longer lunches than usual?

• **Sick time:** Is she calling in sick more often?

• **Phone calls:** Does she receive an unusually large number of personal calls?

• **Management:** Has a person who used to communicate freely and openly suddenly begun keeping a low profile with the PD and GM?

• **Clothing:** Has he started wearing suits 'n' ties to work more frequently?

• **Vacations:** Has she taken an unexpected vacation after previously going away the same time each year?

• **Meetings:** Is he more passive in meetings, in contrast to his usual aggressiveness?

Bonus Pools: Giving A Raise That Pays

Reserved For The Deserving

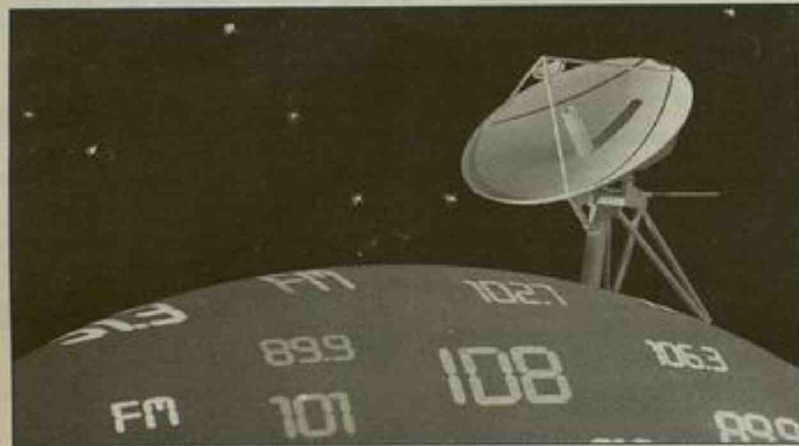
Giving your "outstanding" employees a 7.7% raise on a \$40,000 salary isn't much better than giving an "average worker" a 4.7% raise on the same salary — the high-performing people end up taking home an average of just \$17 more per week than their less productive peers.

According to a 1989 Hay Group compensation survey, this pittance is hardly enough to motivate high-

quality performance.

Instead, the NYC-based Conference Board suggests the creation of "bonus pools" as a way to reward the more deserving workers. The result is a more uneven — but fairer — distribution of merit money, which is exactly the point when percentage raises can't confer enough economic praise on those workers who deserve it and give too much to those who don't.

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DATELINE

• **March 31-April 3** - NAB Convention, Georgia World Congress, Atlanta, GA.

• **April 1-5** - National Christian Radio Seminar, Stouffer Hotel & Convention Center, Nashville, TN.

• **April 19** - Paul Kagan Radio Station Acquisitions Seminar, Park Lane Hotel, New York, NY.

• **April 18-20** - Broadcast Financial Management Association, Hyatt Regency, San Francisco, CA.

• **April 21** - Great Lakes Radio Conference, Central Michigan University, Mount Pleasant, MI.

• **April 25** - 25th Annual Academy Of Country Music Awards, Pantages Theatre, Hollywood, CA.

• **May 3-6** - Audio Engineering Society's Eighth International Conference, Capital Hilton Hotel, Washington, DC.

• **May 9-13** - R&R Convention '90, Century Plaza Hotel, Los Angeles, CA.

• **May 16-20** - American Women in Radio & Television's National Convention, Capital Hilton Hotel, Washington, DC.

• **May 19** - NAB Small & Medium-Market Managers Roundtable, Crescent Hotel, Phoenix, AZ.

• **June 9-15** - NAB Executive Management Development Seminar, University Of Notre Dame, Notre Dame, IN.

• **June 10-13** - BPME/BDA Conference, Bally's Hotel, Las Vegas, NV.

• **June 22-23** - Bobby Poe Convention, Sheraton Premiere, Tysons Corner, VA.

• **October 16-17** - Broadcast Credit Association's 24th Credit & Collection Seminar, Harbour Castle Westin Hotel, Toronto, ONT.

• **October 24** - Paul Kagan Radio Station Acquisitions Seminar, Park Lane Hotel, New York, NY.



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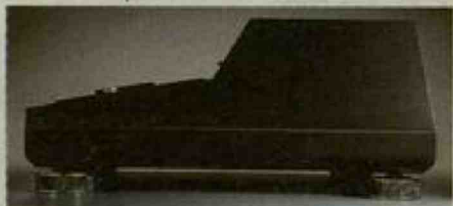
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finger on the edge of a record.

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MEDIA

ZINE SCENE

'Newsweek' With Attitude?

Y of Check it out, boyee! **Tone-Loc** on the cover of *Newsweek*? And a four-page feature devoted to something called the "rap attitude" — which, in typically muddled mainstream music coverage fashion, tosses perennial media whipping boys **Guns N' Roses** into the mix — and a second, arguably funnier, three-page feature on "decoding rap music" that contains such priceless definitions as "del jim: enjoyable music!"

Problem is: *Newsweek* can't decide whether it wants to titillate readers with HUGE blow-up photos from rap's most inflammatory sources or come down hard on the side of Americans' right to freedom of expression, and predictably winds up playing it both ways. By the way, homes, N.W.A. stands for "Niggers With Attitude." The subtle difference, of course, is the entire point.

Success Stories

In its March 5 issue, another mainstream zine, *Forbes*, sports a pair of stories on "Up & Comers" in the radio and records industries.

Ryodisc label President **Donald Rose** and company are the subject of a three-page feature for their recent efforts in bringing the **David Bowie** and **Frank Zappa** catalogues to CD, while *Business Radio Network's* **Richard Faulkner** and **Lou Mellini** are rewarded with a two-page story for their heroic efforts in making the idea of a 24-hour business news radio network actually work.

Madonna Of The W.A.S.P.s.

Speaking of mainstream coverage, yes, that's working-class Catholic girl **Madonna** busting out the cover of onetime W.A.S.P. cultural mouthpiece, *Vanity Fair*!

The 14-page feature — although it includes seven, hotter-than-hate photos by noted soft-core high-fashion lensman **Helmut Newton** — is pretty much a snooze, except for the following quote from Lady Madonna her good-bad, but not evil self: "I'm saying I have a pussy and I'm dealing with my sexuality and you can deal with yours if you want to. I'm encouraging that."

More revelatory, and in the same issue, is Canadian country songbird **K.D. Lang's** two-page test-drive/review of **Chevrolet's** new "454 SS" pickup. Without getting too technical, all we can say is K.D. knows trucks.

Back to Madonna — which is where most of you would like to find yourselves, we're sure — *People* reports that the romance between the 31-year-old multi-talented and her 52-year-old multi-hyphenated beau, **Warren Beatty**, is O-V-E-R!

'Twas on the night of the Grammys, *People* claims, that La Bella Donna sent her Mercedes to pick up former boytoy/record producer **Jellybean Benitez** at around 12:30 in the morning, then redeposited him at 11 am the next day! (Incidentally, Benitez sez it ain't so.)



A STONE ALONE — **Bill Wyman**, reacting to the "Star" story that he and his 19-year-old bride, **Mandy Smith**, are splitting up after nine months of connubial bliss.

Bedroom Video

Janet Jackson has installed a (hidden) video camera in her bedroom! Down boys, the *Globe* says the device is there so "protectors in an adjoining room can monitor her safety while she sleeps."

Meanwhile, the *Star* reports that **Prince** and **Kim Basinger** are back in the saddle again, noting that when the dynamic duo checked into the Westwood Marquis hotel recently, they asked for "20 pillows" to be sent up to the room!

Rock 'N' Rodents

According to the *National Enquirer*, superstars **Barbra Streisand** and **Elton John** are teaming up to write the songs for a "big screen rock comedy" to be called "Two Blind Mice!"

Incidentally, **La Barbra** — fresh from the success of "Yentl" — is set to direct the rock 'n' rodent flick.

Animal Attraction

Fleshing out a skimpy feature on the older women in **Michael Jackson's** life, the *Star* claims that MJ offered **Brigitte Bardot** — who is, like Jackson, an "animal-loving recluse" — a million-dollar per year salary to become his private zoo-keeper!

Scream Dreams

Rick Berry, aged six months, has an unusual talent. According to the *Weekly World News*, the infant's cry just happens to be what is known in musical circles as a "High C" — which means that, just like in the old **Memorex** commercials, every time he's wet or wants his bottle his shrieks are capable of breaking just about every piece of glassware in the house!

Doctors tell his mom that he'll grow out of it, but we think the irrepressible little Ricky's got a simply fabulous future as a frontman in a heavy metal band!

R&R doesn't run comic strips, but we do take a comic trip each week through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. **R&R** has not verified any of these reports.

TELEVISION

TOP TEN SHOWS MARCH 5-11

- 1 **America's Funniest Home Videos**
- 2 **Cheers**
- 3 **Roseanne**
- 4 **The Cosby Show**
- 5 **A Different World**
- 6 **60 Minutes**
- 7 **Wonder Years**
- 8 **Golden Girls**
- 9 **In The Heat Of The Night**
- 10 **Who's The Boss?**

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 ratings subject to change.

Saturday, 3/17

- **Robyn Hitchcock**, "Late Night With David Letterman" (NBC, 12:30am)
- **Michelle Shocked** and **Strength In Numbers**, "Austin City Limits" (PBS; check local listings for air time)
- **Pogues**, "Saturday Night Live" (NBC, 11:30pm)
- **Seduction and Chimes**, "It's Showtime At The Apollo" (syndicated; check local listings for station and air time)

Sunday, 3/18

- **Anita Baker** and **Barbara Mandrell** perform at the White House for the "National Literacy Honors" (ABC, 7pm)
- **Olivia Newton-John** and **Carole Bayer Sager & Burt Bacharach**, "Dionne & Friends" (syndicated; check local listings)

Monday, 3/19

- **Judy Collins**, **Johnny Cash**, and the **Boys Choir Of Harlem** are among the artists who sing a certain 18th century hymn in the 90-minute special, "Moyers: Amazing Grace" (PBS; check local listings for air time)
- **Joe Williams** performs with host **Nancy Wilson** in the new half-hour weekly series, "Red Hot & Cool" (syndicated; check local listings)
- **Calloway**, "The Pat Sajak Show" (CBS, 11:30pm)

Tuesday, 3/20

- **Tony Orlando**, "Pat Sajak."

Wednesday, 3/21

- **Julia Fordham**, "David Letterman"
- **Moon and Dweezil Zappa** star in the new sitcom, "Normal Life" (CBS, 8:30pm)

Thursday, 3/22

- **Kris Kristofferson**, "The Arsenio Hall Show" (syndicated; check local listings)
- **Cab Calloway**, "Pat Sajak"
- **Lyle Lovett & His Large Band**, "The Tonight Show Starring Johnny Carson" (NBC, 11:30pm)

OVER 1 MILLION SOLD

New Kids On The Block Set Music Video Record



VIDDY THIS, DROOGIES — The New Kids On The Block, hangin' toughest.

The New Kids On The Block's latest music video, "Hangin' Tough — Live," has received the highest multiplatinum certification by the Recording Industry Association Of America since the category began in 1985, according to the RIAA.

The RIAA awards gold for video sales of 25,000 units and/or \$1 million, platinum for 50,000 units and/or \$2 million, and multiplatinum for 100,000 units and/or \$4 million or more.

With sales exceeding one million copies, CBS Music Video (CMV) Enterprises' "Hangin' Tough — Live" is certified 20 times platinum. Below are the other music videos, in ranking order, that have shown certified sales of 200,000 or more units (as of 3/8/90):

- 800,000 — "New Kids On The Block: Hangin' Tough" (CMV Enterprises); "Michael Jackson: Moonwalker" (CMV Enterprises)
- 250,000 — "Bruce Springsteen: Video Anthology 1978-1988" (CMV Enterprises)
- 200,000 — "Bon Jovi: Slippery When Wet" (PolyGram Music Video); "Def Leppard: Historia" (PolyGram Music Video); "Janet Jackson's Rhythm Nation 1814" (A&M Video); "Metallica: Cliff 'Em All" (Elektra Entertainment)

VIDEO

NEW THIS WEEK

● CINDERELLA: TALES FROM THE GYPSY ROAD (PMV)

This hourlong package showcases those pretty/bad boys from the City of Brotherly Cheese-steaks as they travel 'round the world during their Long Cold Winter tour. Fans will rawk to eight tunes — five of which are from the quartet's latest **Mercury** release — including "Coming Home," "Last Mile," "Don't Know What You've Got," and, of course, "Gypsy Road." (Street date: 3/20.)



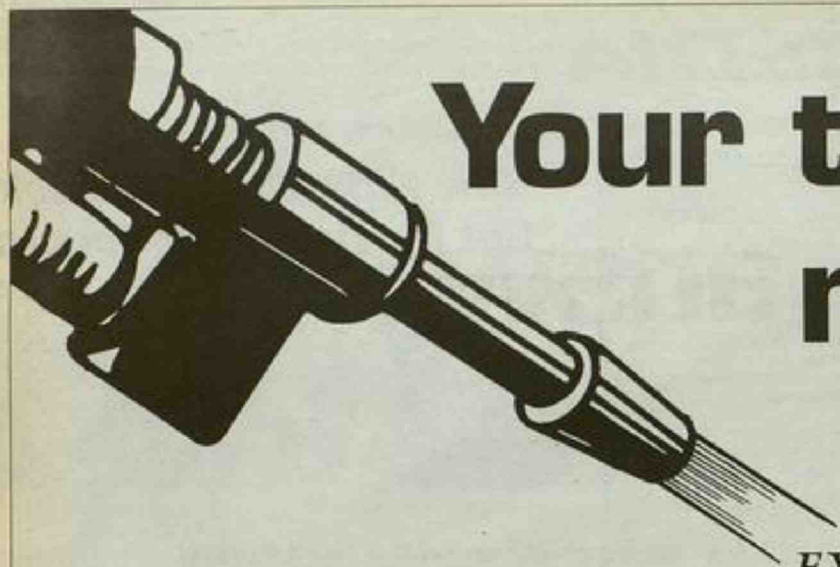
CINDERELLA, CINDERELLA — The all-male members of Cinderella await their coach-and-fours.

● LEVEL 42: LEVEL BEST (PMV)

The UK-based Polydor outfit performs 16 songs in this 67-minute "greatest hits" clip compilation, including "Something About You," "Lessons In Love," and "Take Care Of Yourself." (3/20.)

● SHOCKER (MCA Home Video)

A devil-worshipping TV repairman takes center stage in the latest flick from the demented mind of horrormeister **Wes Craven**. The film's SBK/Alive soundtrack spawned three AOR favorites — **Megadeth's** cover of **Alice Cooper's** "No More Mr. Nice Guy," **Bonfire's** "Sword And Stone," and **Saraya's** "Timeless Love." Also featured: high-voltage selections from the likes of **Iggy Pop**, **Dangerous Toys**, and the **Dudes Of Wrath** — aka **Cooper**, **Paul Stanley (Kiss)**, **Tommy Lee (Mötley Crüe)**, **Vivian Campbell (River Dogs)**, **Rudy Sarzo (Whitesnake)**, and the awesomely-named guitarist **Guy Mann-Dude**. (3/22.)



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BOOK BEAT**Blues Encyclopedia, Jazz Bios Top New Releases**

If your taste in reading material swings to the beat of the blues, or bebops along to (biographical) jazz notes, you'll find some fascinating reading in the following new book releases:

Blues Routes

In "Looking Up At Down: The Emergence Of The Blues Culture" (\$29.96/Temple University Press), author William Barlow traces the routes of rhythm and blues from its emergence on Southern plantations in the 1800s to its presence on today's charts.

Along the course, Barlow (an associate professor of radio/TV/film at Howard University) thoroughly documents the different regional blues styles that developed, examining the key players and enduring influence of each.

**Lester Leaps In**

In the biography "You Just Fight For Your Life" (\$24.96/Praeger), Danish author Frank Buchmann-Moeller presents a comprehensive look at the late tenor saxophonist Lester Young — from his contributions to the world of jazz to his personal problems with drink and drugs.

Using in-depth interviews with colleagues and family members — as well as colorful quotes from the saxman himself — the author examines the importance of Young's career from his work with Count Basie and Billie Holiday to his pioneering influence upon not only the "cool jazz" style of the '50s, but also such contemporaries as Charlie Parker, Miles Davis, and John Coltrane.

Along with a handful of rare photos, the 280-page work also features appendixes listing Young's live performances and the many musicians he played with during his career. Incidentally, a companion

New 'WKRP In Cincinnati' TV Series Planned

MTM is planning to produce 90 all-new episodes of "WKRP In Cincinnati" for first-run syndication in 1991-94, but whether any of the old cast will return remains to be seen.

The TV production company also has purchased syndie rights to the old "WKRP" series, which ran on CBS-TV between 1978-82, and plans to run the two versions back-to-back on weeknights, according to USA Today.

The man who created the original TV show about the archetypal radio station, Hugh Wilson, is under an exclusive contract to Columbia, which would have to OK his participation in the new "WKRP."

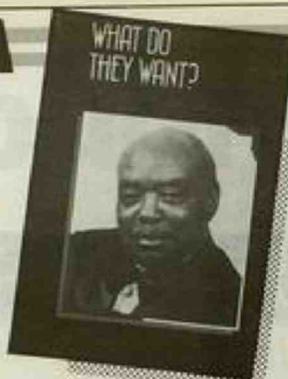
And... since "WKRP" star and former radio air personality Howard Hesseman is currently appearing in ABC-TV's "Head Of The Class," his participation would appear to be somewhat doubtful at this time.

volume ("You Got To Be Original, Man! The Music Of Lester Young") that chronologically details Young's recording sessions is also available from the publishers.

The Price Of Fame

Working with Caroline Richmond (former managing editor of the New Grove Dictionary Of Jazz), pianist Sammy Price documents his public and private life story in "What Do They Want?" (\$21.95/University Of Illinois).

Price writes of how he first watched musicians performing on the Theater Owners' Booking Association circuit (T.O.B.A., a.k.a. Tough On Black Asses), then later joined the circuit's roster. Among his tales of endless gigging, Price reveals a number of odd personal



facts, such as he's never owned a piano.

The candidly written book also details Price's participation in '60s activism and his desire to have inner-city schools add classes on black music history to their curricula. Lastly, fans will no doubt appreciate the release's 24 pages of photos and its detailed discography (which, at 65 pages, comprises well over a third of the book's contents).

Movietime Gets Renamed And Relaunched**Cable Net To Be Called E! Entertainment Television**

Los Angeles-based Movietime will change its name to E! Entertainment Television when the basic cable network is relaunched this summer, according to company President/CEO Lee Masters.

Viewers will see new graphics, a new on-air look, and a new logo (pictured). Other redesign elements include a new format and a schedule based on an hourlong "wheel" format, with features airing at regular times.

"The network is expanding its focus," said Masters, "and E! Entertainment Television is a name that takes in the all-encompassing world of popular entertainment that we're going to be programming: movies, television, music, books, magazines, theater, fashion, art, and other genres."

'Rapmania' Coming To Pay-Per-View

"Rapmania: A Salute To The 15th Anniversary Of Hip-Hop (Rap)" — a three-hour extravaganza taped last week (3/9) at NYC's Apollo Theatre and the Palace in Hollywood — is slated to air on pay-per-view television Friday, April 6. Time to be determined.

The stellar special will feature performances by Tone-Loc, Heavy D. & Boyz, L.L. Cool J, Afrika Bambaataa, 2 Live Crew, EPMD, Eric B. & Rakim, Grandmaster Melle Mel, Kool Moe Dee, Young MC, Run-DMC, Biz Markie, Big Daddy Kane, Ice-T, and nearly 30 others.

Irene Cara, Debbie Allen, and Zeus will host the West Coast show, while Dr. Dre, Fab Five Freddy, and Sinbad emcee on the East Coast.

FILMS**WEEKEND BOX OFFICE**
MARCH 9-11

1 The Hunt For Red October (Paramount)	\$14.0
2 Joe Versus The Volcano (Warner Bros.)*	\$9.2
3 House Party (New Line)*	\$4.6
4 Bad Influence (Epic/Triumph)*	\$3.8
5 Driving Miss Daisy (Warner Bros.)	\$3.4
6 Hard To Kill (Warner Bros.)	\$2.6
7 Madhouse (Orion)	\$1.8
8 Born On The Fourth Of July (Universal)	\$1.4
9 Glory (Tri-Star)	\$0.85
10 Revenge (Columbia)	\$0.62

All figures in millions

*First week in release

Source: Exhibitor Relations Co.

COMING ATTRACTIONS:

This week's openers include "Lambada: Set The Night On Fire," one of two films opening this week that are centered around the Latin dance craze. This one sports a forthcoming Epic soundtrack, featuring the single "Gotta Lambada" by Absolute as well as grooves by Sweet Obsession, Brenda K. Starr, Tony Terry, and many, many more.

This week's other lambada movie is called "The Forbidden Dance." No soundtrack scheduled, but the film's featured music includes tunes by Keoma ("Lambada"), Kid Creole & The Coconuts, Exposé, Jose Feliciano, and Joyce Kennedy.

Also opening this week: "Nuns On The Run" — touted as "the story of an immaculate deception" — which stars former "Monty Python" member Eric Idle and Robbie Coltrane. George Harrison executive-produced the film, which features a forthcoming Mercury soundtrack said to contain the movie's music — an original score by Hidden Faces, seven songs by Yello, and tunes by Steve Winwood, Shakespeare's Sister, Little Anthony & The Imperials, and the ex-executive producer himself.

MUSIC & MOVIES**CURRENT**● **HOUSE PARTY (Motown)**

Singles: Funhouse/Kid 'N Play (Select)

Why You Get Funky On Me/Today

Other Featured Artists: Force MDs, Full Force Family, Flavor Flav

● **TRUE LOVE (RCA)**

Singles: Whole Wide World/A'me Lorain

How 'Bout Us/Grayson Hugh & Betty Wright

Other Featured Artists: Graham Parker, Eurythmics, Jim Capaldi

UPCOMING● **PRETTY WOMAN (EMI)**

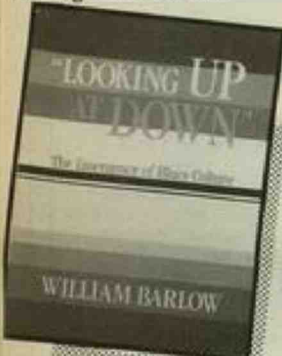
Singles: Wild Women Do/Natalie Cole

Life In Detail/Robert Palmer

Other Featured Artists: David Bowie, Roxette, Red Hot Chili Peppers

● **DEF BY TEMPTATION**

Single: All Over You/Freddie Jackson (Orpheus/EMI)



The 404-page encyclopedia also features healthy samples of lyrics and excerpts from first-hand interviews the author conducted with some of the biggest names in blues (Professor Longhair, Memphis Slim, Willie Dixon, John Lee Hooker, B.B. King, Big Joe Turner, and many others).

Lastly, Barlow looks at the relationship between blues and the radio and record industries, documenting such important milestones as the appearance of "de ole Swingmaster" Al Benson on Chicago radio in 1946 (which brought blues to the airwaves on a regular basis). Extensive notes and a song index round out the release.

'Loose Cannon' Gets 2nd Shot

Veteran radio air personality Shadoe Stevens will get another chance to stretch his acting instrument when his CBS-TV show "Max Monroe: Loose Cannon" returns for three weeks beginning April 5.

The "American Top 40" syndicated radio host plays an unconventional police officer in the hour-long drama, which will air Thursdays (9pm EST/PST). The show replaces "Island Son," the last episode of which will air March 29.

"Max Monroe" premiered January 5 (8pm), and aired for four weeks before being replaced with "The Bradys," which ended recently. The network has yet to fill that Friday evening time slot.

TECHNOLOGY



DBX Processor Scores With Triple Player

If you're thinking about upgrading the quality of your station's audio, you may want to check out the "Dynamics Controller 166." Available from the dbx Professional Products division of San Francisco-based AKG Acoustics Inc., the 166 is a single rack-mount unit that combines the following three separate audio processors:

- **Variable compressor.** This function features a threshold control that allows broadcasters to set the point at which audio compression begins, and a ratio control to vary the amount of compression.

- **Limiter.** This component — which incorporates the company's "PeakStop Intelligent Clipper" — allows an engineer to set an absolute limit on peak output levels to prevent the signal from overmodulating.

- **Noise gate.** This feature attenuates noise leakage and other undesirable audio anomalies. The gate's "attack time" is brief, and its "release time" is controlled by two proprietary detectors (one slow, the other fast) that are accessible via a front panel switch.

The 166 — which can be used as a single stereo unit or as two independent mono processors — also features an adjustable output gain control that provides broadcasters with a gain range of plus or minus 20dB. List price: \$599. For more info, phone (415) 957-1063.

Car Alarm Sounds Verbal Warnings

The Canoga Park, CA-based Electronic Security Products firm recently developed a car alarm that not only warns a would-be intruder to stay away, but also screams "I've been tampered with!" if the crook remains undeterred.

The alarm — dubbed the "Invisbeam" — sets up an adjustable, invisible field around the external perimeter of a car. If the electronic field is violated, the protective device verbally warns the intruder that it knows he's there, and announces it will sound an alarm if the violator doesn't leave. If the intruder chooses to remain, the gadget warns him again, then begins a verbal countdown.

If the space invader exits, the alarm says "thank you" and resets. If, however, he's still intent on breaking into the car, then the alarm will screech three rotating messages: "Perimeter violation," "I've been tampered with," and "Vehicle security violation!" The system also tells the car's owner (upon his arrival) that the alarm has sounded, and flashes the exterior lights for additional warning/protection.

Audible Options

The Invisbeam features three different settings: "Off" (disengages the verbal warnings, but leaves the alarm on), "On" (activates the entire system), and "Warning Only" (activates the verbal warning, but won't trigger the alarm).

Furthermore, the protective system — which comes with a 28-word vocabulary (in English or Spanish) — is compatible with most other car alarms, and can be wired to "tell" owners when the system is armed or disarmed. Retail price: \$296-\$396 (installed). For additional info, call (818) 999-0990.

Computer Chips Have Gone To The Dogs

You might think there's no place like home — but your pet may have a different idea. That's why Infopets came up with an animal ID program that includes implanting a microchip between the shoulders of roving pets.

Animal control shelters can use electronic scanners to see if animals have the chip. If they do, a beep will sound and a ten-digit ID number will appear on the scanner. The owner's name and the pet's medical history can then be obtained by calling the Agoura Hills, CA-based company at (800) INFOPET.

About 10,000 animals — not only dogs and cats, but also rabbits, horses, cows, llamas, and even snakes — have been already registered in San Francisco, Boston, St. Louis, Eugene, and Yuma. Price to join (including implementation): \$40.

New Software Creates '4-D' Effects

Movies, animated TV shows, and even videogames of the future may contain eye-popping graphics that make objects appear as if they're traveling at the speed of light, thanks to new computer software developed by a pair of graduate students at Carnegie Mellon University.

The software combines a graphic technique called "light-ray tracing" (commonly used to simulate photography) with the element of time and the speed of light (actually 99% of the speed of light).

The result: three-dimensional animated objects that look as if they bend into geometric shapes, due to the speed at which they appear to be traveling.

What's more, scientists may be able to use the space-age technology for simulating flight, lens-making, and verifying data relayed to the earth from space probes.

Money Talks . . . Really!

Imagine pulling a \$10 bill out of your wallet — and hearing it state its value out loud! Incredible as it sounds, the Bank Of Canada recently released \$2, \$5, and \$10 bills that do exactly that.

The talking money is part of a system being developed by Ottawa, Canada-based Carleton University and cross-town electronics firm Brytech. Each babbling bill relies on a pocket-sized electronic reader, which scans the patterns printed on the Canadian denominations and "speaks" their value in English or French.

The chatty cabbage was designed to serve as an aid for the visually impaired. Bigger denominations — \$20, \$50, \$100 and so on — are expected to hit Canada's streets soon.

Headphones Sport Separate Volume Controls

Designed for jocks who need to keep the music down in the control room — but prefer to crank it up — Audio-Technica's latest "Sound Guard" headphones sport separate volume controls on each earcup.

Dubbed the "SG800CD," the new model allows individual channel volume and balance control without changing the settings at the source of the music. The 'phones also feature a stereo/mono switch, closed-back vinyl earpads, and a double headband.

Retail price: \$29.95. For more info, phone the Stow, OH-based firm at (216) 686-2600.



New Car Covering May Cut Down Damage

The next time you buy a new car, you might find yourself checking the carpeting out-

side the vehicle if a new material passes the testing stages.

Researchers at the West German aircraft producer Messerschmitt-Bolkow-Blohm are working on the "carpeting" — a fiber-reinforced plastic sheet that's produced on a modified carpet loom.

Engineers have adapted the carpet-weaving technique to weave strands of plastic and carbon fibers into a mat of intertwined loops. Once this mat is heated and pressed into shape, the carbon strengthens the plastic sheet.

When molded into panels, the material reportedly is much more impact-resistant and cheaper than the plastic panels currently found on some vehicles.



Canon's Latest 'Faxphone' Features Data Bank

The latest addition to Canon's "Faxphone" line is the "15CD," which contains a built-in data bank that can store approximately 150 phone numbers and 150 appointments.

In addition to the electronic "phone book" and "calendar," the 15CD features a five-page document feeder, auto dialing and receiving, copy function, fine mode, on-hook dialing, and activity report.

Suggested retail price: \$1195. For more info, call the Lake Success, NY-based company at (516) 488-6700.

Turn Video Images Into Instant Pix

Thanks to a joint venture between Sears, Roebuck & Co. and Hitachi Ltd., consumers can now turn videotape images into color photographs in just 90 seconds without leaving their homes.

The two firms have developed a \$999 consumer video printer that's about the size of a VCR. Until now, such printers were bulkier and sold for several thousand dollars.

The new machine is easier, too. Simply freeze the desired video image on a TV or computer screen, adjust the picture, and push a button — and the image is transferred to a 4-by-5.5-inch print on thermographic Kodak paper, similar to instant-print film.

The video printer is currently available via Sears' 1990 catalog as well as in the chain's Brand Central outlets. Sears is the first U.S. retailer to market the Hitachi machine.

LIFESTYLES

25-34 Demo To Shrink 16% By Year 2000

Radio programmers and marketing mavens who cater to the 25-to-34-year-old demo should start long-range plans today for shortages tomorrow.

According to U.S. Census Bureau projections, the number of folks in this demo will drop from 44 million to 37 million between now and the year 2000 — a dramatic 16% decline. Will this translate into a similar drop in sales and listeners?

As is often the case, these changes will not cut evenly across cultural or state lines. The number of whites aged 25-34 will drop 22% during the 1990s, while the number of similarly aged blacks will decrease by only 8%.

Eight States To Lose 25%

Furthermore, eight states (Pennsylvania, Wisconsin, Iowa, Nebraska, West Virginia, Wyoming, North Dakota, and South Dakota) will lose more than 25% of their 25-34 residents.

Even such sunshine-soaked, high-growth states as California and Florida will see the number of 25-34 residents decline (8% and 7%, respectively) over the course of the coming decade.

Incidentally, Alaska and Hawaii are the only states in which the 25-34 demo is expected to increase.

New Opportunities

Although the number of people in the 25-34 demo will eventually be-

gin to climb from 2000's low of 37 million — to 38 million by 2010, and 39 million by 2020 — the population changes occurring throughout the '90s will nonetheless create at least two major new business opportunities within the declining demo.

One, the number of Asian-Americans aged 25-34 is expected to increase by 18% during the next decade. Two, the number of Hispanics aged 25-34 is expected to grow by 21% between now and the year 2000.

American Families Are This Close

Higher divorce rates, a rapid growth in the number of people who live alone — US families must be growing apart, right? Wrong.

According to a recent Gallup poll, 90% of Americans say their relationship with their mothers are close. However, only 69% say they have a close relationship with their fathers.

Siblings and grandparents rated in between — 85% of the respondents say they're close to their brothers and sisters, and 78% say the same about Grandma and Grandpa.

Parental Guidance

We're not only emotionally close to our parents, we're geographically close as well. Two-thirds of the people surveyed who have at least



one living parent reside less than an hour's drive away from their mothers or fathers, and 54% of the respondents claim to see Mom or Dad at least once a week.

In addition, Americans like to reach out and touch their families via telephone — 68% call a parent, 44% call a brother or sister, and 21% call a grandparent at least once a week.

CHRONICLE

Marriages:

WDEZ/Wausau, WI MD/air talent Karen Williams to WDEZ air talent Scott Baker, February 12.

Condolences:

WGAY/Silver Spring, MD founder/former GM Joseph Brechner, 74, February 26.

What's A Waste Of Money?

What's your definition of wasteful spending? Pouring tax dollars into a state-supported battle against a record company or buying deluxe macaroni and cheese instead of regular? It all depends on who you ask, and — more importantly — how much money that person earns, according to a recent report from New Brunswick, NJ-based researchers Bruskin Associates.

Not surprisingly, folks earning less than \$40,000 per year are more likely than those who earn \$40,000 or more per year to adhere to a harsher definition of wasteful spending.

The differing views of the two camps are best illustrated by how each evaluate such things as "foreign vacations" (38% of the under-\$40K bracket see it as a waste, compared with only 19% of the over-\$40K folks) and "having a second home" (42% vs. 27%). Interestingly, people in the lower income bracket consider "flying first class" less of a waste of money than do people with the higher incomes (69% vs. 72%, respectively).

For a look at those expenditures that a majority of all Americans consider to be a waste of money — and how these expenditures are viewed within the under/over-\$40K income groups — please consult the chart below:

Expenditure	Total	Under \$40K	Over \$40K
Luxury car (\$40K+)	80%	82%	75%
Casino gambling	77%	80%	72%
Car phone	74%	77%	70%
First class flights	69%	69%	72%
Designer clothes	68%	71%	66%
Imported beer	66%	71%	59%
Expensive jewelry	65%	70%	55%



The Sobering Costs Of Rehabilitation

Industry Boom Poses Moral, Marketing Challenges

Sadly, the rehab industry is one of the fastest growing businesses in America. The

Nostalgia: Five More Years

Listener requests for vintage Elvis, Beatles, Cream, and Motown classics are likely to keep phone lines buzzin' well into the mid-'90s. According to NYC-based researchers Langer Associates, America's fondness for the '50s and '60s will continue for at least five more years.



Furthermore, the phenomenon is likely to open up lucrative marketing opportunities in several product categories, including music (notice all the '50s and '60s material on CD?), media (seen old episodes of "Ready, Steady, Go!" or "The Monkees" on cable?), food (eaten chili fries at a faux retro diner?), and clothing (bought a paisley shirt or a smiley-face button lately?).

Why the continuing interest? The researchers say today's parents want to share their past with their children. Ah, but the sound of cash registers ringing implies the reasons may go far deeper...

collective costs of alcohol and drug rehabilitation not only have climbed from \$1.5 billion in 1983 to \$3.6 billion in 1988, but also are estimated to have reached \$3.9 billion in 1989. (This latter figure is based on the number of admissions rising 5% each year.)

Furthermore, since only 15% of chemical abusers seek treatment, the rehab market is ripe for growth, according to a recent survey conducted by Lynbrook, NY-based Marketdata Enterprises.

Protective Measures

However, steps are being taken to prevent the unscrupulous from turning the misery of drug and alcohol abusers into a financial bonanza. Rehab industry growth could be limited by what has been termed "managed health care" utilization consultants (third parties who keep an eye on expenses to minimize costs to a patient's employer).

Other factors that could help keep a lid on growth rates include increased competition (which could mean more advertisers for your station), a shift from expensive in-patient care to less-costly outpatient treatment, and the implementation of corporate cost control measures (making patients pay a bigger portion of the costs, and limiting the number of days of treatment).

Growth Factors

There are also several factors that could benefit the rehab biz. They include proposed national health plans, proposed legislation allowing individual states to reimburse certain facilities for alcohol rehab under the Medicare/Medicaid umbrella, ever-increasing treatment fees, a surge in corporate/government drug testing, and increased criminal prosecution in which offenders are sentenced to rehab programs.

Feel Like A Number

Whether you're "caller #69" at your favorite radio station or lucky enough to snag wristband pass "5283" allowing you to purchase concert tickets, you might feel like you're sacrificing individuality to become a number.

According to a recent report in the Wall Street Journal, modern Americans pile up anywhere from 142 to 175 different digits during a lifetime of accumulating numerical monikers. To discover the source of these impersonal integers (and the amount of digits contained in each), check out the (thankfully unnumbered) chart below:

Source	Number Of Digits
Social Security	9
Zip codes	5 or 9
Addresses (home/work)	2 to 12
Telephone (home/work)	20
Checking account	9
Automatic teller machines	4 to 6
Bank credit cards	16
Driver's license	9 to 19
Automobile plates	7
Computer identification	4 to 9
Fax number	8
Home security system	4 to 6
Combination locker	4
Briefcase combination	3
Federal Express account	9
Cellular phone	10
Phone answering access code	3
Phone calling card	14
Safe deposit box	4



Consumers Cut Down On Coupons

Nearly 222 billion coupons were distributed to U.S. consumers during 1988, the last year for which figures are available. What's more, the coupons were — on average — 12.4% more valuable than during the previous year. Bearing these facts in mind, you might guess that more of your listeners were cashing in on the savings. Guess again.

According to the A.C. Nielsen Co., coupon redemption rates declined in 1988, as Americans used only 3.2% of the distributed money-savers — 100 million fewer coupons than were redeemed in 1987.

Reasons cited for the drop include the rise of two-income families, reduced leisure time, and quicker expiration dates on the coupons.

PEOPLE

P.S. — SBK Loves You

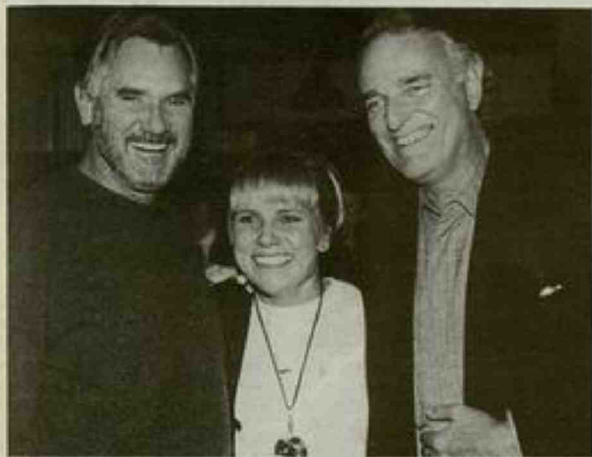


Wilson Phillips joined SBK Sr. VP Daniel Glass and the entire promotion staff during a department meeting in Palm Springs, CA. Cavorting in the California sun were (front, l-r) the label's Ken Lane, Monte Lipman, Hilary Lerner, Chris Woltman, Neil Lasher, Paul Jankowski, Michael Mens and Kevin Kree; (back, l-r) SBK's Shanna Nertz, Frank Higginbotham, Michelle Block and Rock Allen Dibble, the band's Wendy Wilson, Chynna Phillips and Carnie Wilson, and the label's Maye James, Glass, Gary Triozzi, Michael Lessner and David Wohlck.



Gramm Hosts Open House Party

Lou Gramm had the opportunity to promote his latest Atlantic release, "Long Hard Look," during a guest host stint on Superadio's syndicated "Open House Party." Pictured behind closed doors were the label's Kim Freeman (l), Gramm, and OHP's Andy McLean.



Mad About MaHarry

ASM's President Gil Friesen (l) and Chairman Jerry Moss are all smiles after Wendy Maharry's recent performance at L.A.'s Cafe Largo. The songstress's self-titled label debut was released last month.

Ruby Schmooze Day



Ruby Turner was the center of attraction during a recent NYC bash marking the release of her current Jive/RCA single, "It's Gonna Be Alright." Among those mingling were (l-r) Jive VP Ann Carl, labelmate Samantha Fox, RCA VPs Dennis Fine and Dave Wheeler, Turner, RCA's Exec. VP/GM Rick Dobbis, VP Skip Miller and Darryl Booth, and BMG Distribution's Jim Kelly.

Reeves Soars To Lofty Heights



EMI execs held a reception for Dianne Reeves, honoring the release of her LP and single — both titled "Never Too Far." Gathering at the Loft in New York were (l-r) the label's Sr. VP Gerry Griffith, Chris LaSalle, Josh Zeman, Sr. VP Jack Satter and Jennifer Grossberndt, manager Linda Goldstein, EMI Exec. VP/GM Ron Urban, Reeves, and the label's President/CEO Sal Licata, Glynicc Coleman and VPs Ira Derfler and Henry Marquez.

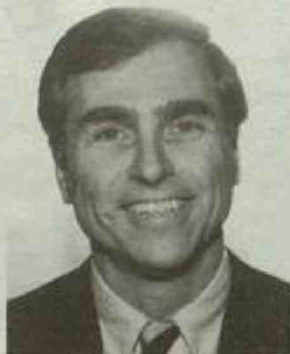


Wampum Upside The Head

Capitol Nat'l Dr./AOR Promo Jeff Shane (second from right) vowed to wear a bandana until Havana Black's "Indian Warrior" LP locked up 60% of the nation's AOR playlists, and wound up doing so for four weeks. Joining Shane in an office powwow were (l-r) Stravinski Brothers Management's Doug Goldstein and Alan Niven, and the label's Frank Palombi.

Kirkland Upped To WRKO PD Position

After just four months as ND of WRKO/Boston, Rich Kirkland has been named Director/Programming & News at the Talk powerhouse. He replaces Mel Miller.



Rich Kirkland

"We're promoting Rich because he's very knowledgeable and familiar with the programming of the station," said WRKO GM Mark Renier. "We're confident he'll help WRKO maintain its current status as 'The Talk Station' in Boston."

Kirkland told R&R, "The challenge here at WRKO is to keep a top station on top. That's a very different kind of challenge from trying to revamp a struggling station, and I'm looking forward to it."

Prior to joining WRKO, Kirkland spent 11 months as ND at crosstown WJIB. Before that, he spent six years as GM of Metro Traffic Control's Boston operation. Kirkland's career has also included stints as a newsman at WTIS (now WSSH)/Boston and WTAG/Worcester, MA.

Sorensen PD At KATT

Doug Sorensen, PD at Surrey Rock CHR KATM/Colorado Springs for the past year, has been named PD at sister AOR KATT/Oklahoma City. He succeeds Scott Douglas, who resigned to become Charisma's Southwest promotion rep.

In addition, Surrey VP/Regional Manager Tricia York announced three promotions at KATM: Kevin Burchfield to OM, Robb Miller to GSM, and Jerry Cobb to LSM.

KATT Station Manager Larry Bastida commented, "The momentum of the radio station is as strong as I've seen it in my six years here. Consequently, the PD replacement was extremely critical. We've worked very closely with Doug, and his strong background made him the perfect choice."

Sorensen remarked, "Over the past year, Surrey has given me the opportunity to be involved with KATT as sort of an in-company consultant. I'm looking forward to handling the day-to-day PD duties while maintaining my involvement in Colorado Springs."

Sorensen joined Surrey after serving as an air talent for five years at WBZZ/Pittsburgh and KZZP/Phoenix. He previously programmed KQRS/Minneapolis, WTPA/Harrisburg, and KLAQ/El Paso.



Lisa Cortes

PolyGram Appoints Cortes VP/A&R

Lisa Cortes has been named VP/A&R for PolyGram. She'll be based at the company's New York headquarters and report to Ed Eekstine, PolyGram Exec. VP/Talent and Creative Affairs and Wing GM.

Eekstine commented, "Lisa's unique vision and overall stature in the industry made her the logical choice for the job. Anyone who's come into contact with her knows she brings a passion to her day-to-day affairs like no other."

Cortes added, "The coming agenda is for innovative music to grow from the center of cultural revolutions. Joining the PolyGram team on the winds of change is a challenge of unlimited potential."

Prior to joining PolyGram, Cortes was founder and Managing Director of Rush Producers Management. She worked with hip-hop producer/collaborators Hank Shocklee, Prince Paul, Daddy-O, and D.J. Mark on production and remixes of such artists as Madonna, the B-52's, Jody Watley, Fine Young Cannibals, Lisa Stansfield, De La Soul, Vanessa Williams, and others.

Casseri WWKB & WKSE VP/Sales

WWKB & WKSE/Buffalo GSM Ken Casseri has been promoted to VP/Sales at the Price Communications Talk/CHR combo.

Price Sr. VP/Radio and WWKB & WKSE GM Jim Meltzer told R&R, "Ken will continue as GSM, but his new position recognizes the fantastic job he's done for our combo. Through his guidance WKSE has become one of the highest-grossing stations in the marketplace."

Casseri, a Buffalo native, was also an AE at crosstown WGR before joining WWKB & WKSE. He told



Ken Casseri

R&R, "I'm enjoying the promotion immensely. The attention to the local sales scene keeps us strong in a competitive marketplace. My thanks to Jim Meltzer and Price Communications for their faith in me."

Bailey OM At WKSI

CHR WKSI/Greensboro has tapped Rich Bailey for the new position of OM. Bailey was most recently PD at Classic Rock WXLX/Charleston, SC.

WKSI GM Roger Matney told R&R, "Rich has 13 years of experience in all the important aspects of the business. He's very strong promotionally and he understands CHR programming and music, as well as the fine points of marketing. We brought him aboard to support [PD] Dale O'Brian in helping WKSI reach the top."

Bailey told R&R, "We want to do some exciting and crazy things in the market to help bring this station back to the top again. Since [crosstown Nationwide CHR] WKZL is being sold, we'll be able to use the situation to our advantage."

Bailey's CHR programming experience includes a stretch as PD at KKSS/Albuquerque and as Asst. PD at WKXX/Birmingham.

Walker Named PD At KRNB

KRNB/Memphis upped MD/Promotion Director Johnnie Walker to her first programming position last week (3/5).

GM Chuck Scruggs told R&R, "We took great pride in promoting Johnnie to PD; she's very qualified and very capable of doing a successful job for us."

Walker, who's been with the station in various positions for six-and-a-half years, added, "I was a little apprehensive, but I wasn't afraid of the challenge; I knew I could do the job. I know the operations, the market, and some of the things necessary to get the station back on track." She added that KRNB will continue its current-based Urban format.

Perry OM At KTFM



Bob Perry

Dance-CHR KTFM/San Antonio has named in-house consultant Bob Perry (of Don Kelly & Associates) OM.

KTSA & KTFM VP/GM Joe Ernst told R&R, "Bob Perry is one of the top Hispanic programmers in America. I've worked with lots of guys who specialize in this type of market and am qualified to make that statement. He's going to work with [newly promoted PD] Rick Hayes and help him guide the station to continued success."

Perry told R&R, "It's always been my goal to become the best Hispanic CHR programmer in the country, and KTFM is the obvious place to pursue that goal. In the last six months we've doubled KTFM's 18-34 numbers and gained in all the other important demos."

Perry's programming background includes KPRR/El Paso and KRGV/McAllen-Brownsville. During the last six months with Kelly, he's also consulted KKFR/Phoenix, KZFM/Corpus Christi, and KHQT/San Jose.

WNOR Adds Whitlow And Perkins In Sales

WNOR-AM & FM/Norfolk has hired market veterans Bill Whitlow as GSM and Cindy Perkins as LSM. Both have previously worked with WNOR GM Joe Schwartz.

Schwartz commented, "Bill's been in the market for over a decade and has always done an outstanding job. Cindy has grown tremendously since we worked together and will be a great addition to our local sales staff."

Whitlow joins AOR WNOR after serving as GSM at CHR WNVZ. Perkins has spent the last three years as GSM at Talk WNIS.

Forever Virgin's Girl



Virgin Records awarded Paula Abdul with a plaque marking 5 million in sales for her debut LP, "Forever Your Girl." Partying hearty were (seated, l-r) managers Larry Frazin and Larry Tolin; (standing, l-r) WEA Corp. President Henry Droz and Virgin's Co-Managing Director Jordan Harris, VP Michael Pfen, Co-Managing Director Jeff Ayeroff, Sr. VP/GM Jim Swindell, VP John Boulos, Gemma Corfield and VP Jacquie Peryman.

The Ballad of Jayne



L.A. GUNS

ALBUM SALES
APPROACHING GOLD!




THE BREAKTHROUGH SINGLE AND VIDEO FROM THE VERTIGO ALBUM
"COCKED & LOADED"

(0338 592)

CATCH L.A.GUNS LIVE!

March 1 Seattle, WA 99 Club • March 2 Spokane, WA Gatsby's • March 3 Portland, OR Stary Nights • March 5 San Fran, CA The Stone
March 6 Sacramento, CA Great Theatre • March 7 Oakland, CA Omni • March 9 Ventura, CA Ventura Theatre • March 10 Tijuana, MEX Iguanas
March 12 Las Vegas, NV Calamity James • March 13 Phoenix, AZ Celebrity Theatre • March 14 Tucson, AZ El Casino Ballroom • March 16 Dallas, TX
Arcadia • March 17 Houston, TX Las Americas Arena • March 19 San Antonio, TX Sneakers • March 20 Austin, TX Back Room
March 22 Oklahoma City, OK Kinetix • March 23 Tulsa, OK Cains Ballroom • March 24 Springfield, MO Regency
March 26 Grand Rapids, MI Gub Eastbrook • March 27 Indianapolis, IN Ritz Music Hall • March 29 Cincinnati, OH Bogart's
March 30 Columbus, OH Newport Music Hall • March 31 Detroit, MI Ritz • April 1 Akron, OH Jackie Lee's

Don't miss the video! TOP 10 DIAL  REQUESTS! ACTIVE ROTATION ON NEVER ENOUGH

The Track that Radio Has Been Asking For!

Management: Left Bank Management Produced by Duane Baron, John Purdell and Tom Werman for Julia's Music.



Radio

● **CARLETTE PETERS** is elevated from AE to Sales Manager at WNS/ New York.

● **PETE PILCHER** is upped from NSM to GSM at KSKQ-AM & FM/Los Angeles.

● **MICKIE MULVEY** is promoted from NSM at KGW & KINK/Portland to KINK LSM.

● **CAROL LEAMON** is upped from Sr. AE to LSM at WKZL/Winston-Salem.

● **RANDY SHEFFIELD** is tapped as VP/Operations at the Woodfin Group and GM of WGSY/Columbus, GA. He was previously VP/GM of the group's WGNE & WFSY/Panama City, FL. Concurrently, **THERI RANEY** moves to WGSY as LSM; she was most recently at crosstown WVRK.

Also, **ROB ASHE** is upped from Station Manager to GM at WGNE & WFSY, and Office Manager **PATSY SELLARS** is promoted to Station Manager. WGSY/Columbus AE **BRIAN CORNWELL** joins the Panama City combo as GSM.

At the group's WBB & WFXM/Macon, GA, **ED PARKER** is named GM; he had been GSM at WGSY. Rejoining the Woodfin Group as WBB & WFXM Station Manager/Operations is **AL SMITH**.

● **PHIL HOOVER** becomes GM at KRNO/Des Moines; he formerly served at WLRW/Champaign, IL.

● **DAVE MAY** is upped from VP/Engineering to Sr. VP/Engineering at Algonquin Broadcasting. He continues his duties as Exec. Producer of the Buffalo Bills Football Network and as traffic reporter on Algonquin's WBEN & WMJQ/ Buffalo.



Gary Todd Lori Pappalardo

● **GARY TODD**, current owner of KLAD-AM & FM/Klamath Falls, OR, joins University Broadcasting as partner and Exec. VP. He will also serve on the Board of Directors of University's general partner, Heritage Partners Management.

● **SUZANNE DeLAURENTIS** steps up from LSM to GSM at KBTS/Austin.

Records

● **LORI PAPPALARDO** is tapped as OM at Charisma Records. She was most recently National Promotion Coordinator at Virgin Records. Concurrently, freelance art director **STEVE SAMIOF** joins the label as Art Director.

● **LAURA SANANO** steps up from Jazz/NAC Promotion Manager to Manager/National Promotion at Windham Hill.

● **STEVE SUTTON** is elevated from National Sales Director/Records & Music Division to the division's VP/Sales & Distribution at Word Inc. Concurrently, longtime company vet **JAMES BULLARD** is upped to Exec. Director/Gospel Music Division. At Word/Nashville, **MARK CAMPBELL** shifts from radio promotion duties to Manager/Marketing, Word and Canaan labels.

● **MARSHALL BLONSTEIN**, President of DCC Compact Classics, has announced the execution of a letter of intent to acquire all of the outstanding shares in AVM (UK) Ltd., in exchange for DCC shares. DCC produces and markets original and historical music recordings, principally on CD; AVM is a European-based entertainment company involved in recording, publishing, film, television, home video, and concert presentations.

● **SUSAN SOLOMON** joins Chrysalis Records as Director/Video Production. She had been Manager/Video Production & Promotion at Columbia Records.

● **PATTI CONTE** becomes VP/Press & Publicity at Atlantic Records. She formerly held the same post at EMI.

Industry



Sheila Jaskot Jeff Wakefield

● **SHEILA JASKOT** is upped from Producer to Exec. Producer of NBC's Talknet.

● **JEFF WAKEFIELD** becomes Exec. VP/Director of Research Services at the Interop Radio Store. He previously served as Exec. VP/Marketing at Major Market Radio, an Interop Radio Store company.

● **DAWN TOGNOLI** is named Exec. Director of the Northern California Broadcasters Association (NCBA). She formerly served as Sr. VP/Media Director at Allen & Downard and most recently worked at Mojo USA. Tognoli succeeds **CLAIRE O'NEIL**, who resigned to pursue other interests.

● **MICHELLE GUNDIC** joins SuperSpots as VP/Exec. Producer. She had been an AE at WHK & WMMS/Cleveland. Joining SuperSpots and Joe Kelly Creative Services is **MONA KAFITY**, serving as Administrative Asst. to Joe Kelly and David Galiano. She was formerly Asst. to the Promotion Director at WMMS.

● **FRANK STANITSKI** is appointed OM at Coleman Research. He was most recently Manager/Radio Services Support at Arbitron.

● **RICKI SELLNER** has been tapped to head the East Coast office of BNB Associates, Ltd., the personal management firm. She was previously a partner in S&M Public Relations, representing music artists.

● **STU ISELIN** and **ELIZABETH RYCKMAN** are upped from Sr. AEs to Sales Managers at Christal Radio's New York and Seattle offices, respectively.

● **VICTORIA RENZI** becomes Director/Creative Affairs at the New York-based management firm Absolute Direction. She was formerly East Coast Coordinator/Creative Affairs at Jobete Music Publishing.

—Holly Sitar

PROS ON THE LOOSE

Mary Alice — Middays KTMS & KHTY/Santa Barbara (805) 685-5310

Catfish Cooper — Nights WQUE/ New Orleans (504) 246-8065

Davey D. — Nights WQUE/New Orleans (504) 246-8684

Steve Fox — Mornings WTLZ/Saginaw, MI (313) 629-0335

Jeff Hayes — MD/morning show producer WANS/Greenville-Spartanburg (803) 294-1740

Scott Johnson — Promotion Dir./ evenings WVGQ/Richmond (804) 751-1471

Ray Koob — Promotion Dir./air talent WMMR/Philadelphia (215) 441-8015

Larry Lomax — Mornings WLTJ/Norfolk (804) 548-0634

Rich Lovett (Jack Flash) — Afternoons/Asst. MD KKGW/Wichita Falls, TX (817) 696-2316 or (504) 272-1871

Bill McCown — OM WANS/Greenville-Spartanburg (803) 232-2653

Mike McCoy — PD/middays WIRK/West Palm Beach (407) 640-4887

"Jammin'" Jay Michaels — Nights KJMJ/Dallas (214) 368-0372

Ron Morgan — PD/mornings KLOU/St. Louis (314) 225-9663

Scott Norman — Mornings Braiker Radio's Mega format (206) 487-0884

Don Richards — GM/mornings KCSP/Casper, WY (303) 839-1803

Randy "Harris" Rundle — OM/PD WMJC & WXTZ/Indianapolis (317) 879-9622

Norman Schmidt — MD WGLL/Mercersburg, PA (717) 762-9146

Doc Shutta — PD KCSP/Casper, WY (303) 234-5635

Kent Smith — Mornings Braiker Radio's AC format (303) 356-7957

Chris Wells — PD/MD/mornings WTBM/Mexico, ME (207) 369-0403

Mark Williams — News reporter KRSO/Riverside-San Bernardino (619) 222-8573

Jeff Young — Afternoons KSFO & KYA/San Francisco (408) 223-7768



Patti Conte Geordie Gillespie

● **GEORDIE GILLESPIE** is named Assoc. Director/New Rock & Metal Promotion at EMI. He had been Director/Promotion at Second Vision Management.

● **KAREN JOHNSON** is tapped as National Director/Publicity & Artist Relations at Private Music. She was most recently Sr. Music Publicist at Solters/Roskin/Friedman.



Moose McMains Lisa Arzt

● **MOOSE McMAINS** is promoted from Sales & Promotion Coordinator to Sales Manager at Chameleon Music Group.

● **LISA ARZT** has been appointed Progressive Music Marketing Manager/Mid-Atlantic at CBS Records. She had been a CBS AE in Washington, DC.

● **MARINA ROTA** is named International Publicist at MCA Records. She formerly served in a similar capacity at WEA International. Also at the label, Promotion Coordinator **MARK MAYLOCK** is elevated to National Promotion Coordinator.

CHANGES

Debbie Yu joins WNS/New York as an AE.

Margaret Vennie is now an AE at HNWH/New York.

Ellen White and **Teresa Navarez** join KRQR/San Francisco as AEs.

Sue Marty is now a Sales Consultant at KQRS-AM & FM/Minneapolis.

David Pitts moves to KRXQ/Sacramento as an AE.

Ruby Pollack joins KIKI-AM & FM/Honolulu as an AE.

Shirley Thrasher is named an AE at WGSY/Columbus, GA.

Gail McCullough is now an AE at KGEE/Odessa, TX.

Stephen Sorich is appointed an AE at Westwood One's Midwest Region Sales Dept.

Vicki Arnold is upped from Manager, Personnel/Payroll to Director, Personnel/Payroll at Warner/Elektra/Atlantic. Concurrently, Payroll Supervisor **Marl Connor** becomes Payroll Manager.

Richard Schweer is named NSM at Import Music Service.

Kenneth O'Keefe moves to Broadcast Promotion & Marketing Executives (BPME) to serve as Resource Center Coordinator.

R&R TIMELINE

Gerry Cagle began his radio career at WRBC/Jackson, MS, making his name as PD **Gerry Peterson** at WMFJ/Daytona Beach and WRKO/Boston before landing at KHJ/Los Angeles in 1974. Fifteen years ago today, **Gerry** left KHJ to consult KYA/San Francisco; he went on to program **KCBQ/San Diego** and left in '78 for politics. Returning to radio as **Cagle** in '80, he served as **KFRC/San Francisco PD**, became **WAPP/ New York OM** in '84, managed Orlando's **WHL** and **WHTQ**, and last November joined **KWOD/Sacramento** as OM.



Gerry (Peterson) Cagle

1 YEAR AGO TODAY

- Group W names new VP/GMs: **Jenny Sue Rhoades** at KOZY/Dallas and **Rick Green** at KMEQ-AM & FM/Phoenix
- **Jerry Crutchfield** upped to Capitol/Nashville Exec. VP
- **Stan Campbell** selected as **KLAC/Los Angeles PD**
- Three formats join R&R's Back Page: **New Rock**, **NAC**, and **Contemporary Jazz**

5 YEARS AGO TODAY

- "We Are The World" by USA For Africa is released and sets first-week add records in R&R's CHR, AC formats
- **Jim Kefford** appointed **WEAN & WPJB/Providence VP/GM**
- **Ron Rodrigues** tapped as **KMGG/Los Angeles OM**
- **Don Davis** named **WCKG/Chicago PD**
- "Big" **Tom Parker** returns to **KFRC/San Francisco** for noon-3pm

10 YEARS AGO TODAY

- **Matt Morgan** new **WAMO/Pittsburgh MD**
- **Thom O'Hair** rejoins **KSAN/San Francisco** as PD; hires **Paul "Lobster" Wells** for nights
- **Metromedia** buys **KJR/Seattle** for \$10 million; sells **KNEW/San Francisco** to **Mairite** for \$5 million

15 YEARS AGO TODAY

- **Golden West** advances **Eric Norberg** to **KEX/Portland PD** and **Victor Ives** to **KSFO/San Francisco PD**

—Hurricane Heeran

KCBQ REUNION!

March 1, 1990

Still "Q"-ing after all these years . . .



Thank **Q** for 35 great years:

Frank Anthony
Dex Allen
Gary Allyn
Lee Bartell
Buzz Bennett
Jerry G. Bishop
Boyd R. Britton
Jim Buckalew
Charlie & Harrigan
Magic Christian

Dick Clark
Dave Conley
Scotty Day
Joel Denver
Mason Dixon
Phil Flowers
Jimi Fox
Linda Fox
Mark Gleason

Steve Goddard
Dean Goss
Jack Hayes
Don Howard
Shadoe Jackson
Ralph James
Albert Johnson
Gary Kelley
"Shotgun Tom" Kelly
Ted Tillotson

Gene Knight
Tony Maddox
Harry "Happy Hare" Martin
Jack McCoy
Lenny Mitchell
Richard Mock
Bill Moffitt
Cousin Bruce Morrow
Bobby Ocean

Chuck Roberts
Rich Brother Robbin
Neilson Floss
Real Don Steele
Charlie Tuna
Jack Vincent
Jerry Walker
Brian White
Todd Williams
Dick Young

and the current KCBQ Personalities:

Sonny West
Dino
Bill Moffitt
Ken Copper

Dayle Ohlau
Kevin Hines
Phil Flowers

John G. Lawrence
Bill Martin
Lenny Mitchell
Liz Medina

For your copy of the Reunion tapes, send \$22.95 per set to KCBQ, P.O. Box 1053, San Diego, CA 92112. Make check payable to KCBQ Reunion Tapes.

Number of sets _____ Total Amount Enclosed _____

Name _____

Address _____

Phone [] _____

**Look for the
movie coming
soon!**

JOHN PARIKHAL

MORE '90s CHALLENGES

A Future Forecast You Can Use

The future is an untraveled road. At May's R&R Convention in Los Angeles, I will paint a picture of that road and how to navigate it in a multimedia presentation, "The Wizard Of Odds." The ideas below are a small part.

Navigating the unmapped territory of the future is easier with a chart that warns of dangers and indicates safe places. Such a chart can be created by carefully weighing the probability of different scenarios.

As I explained in my last column (2/23), you can calculate the odds on what's likely to happen in the next decade and make informed decisions about what to do. Previously, I discussed four of the nine areas that deserve radio's attention: aging population, overcommunicated world, marketing mania, and high debt loads. The remaining five are:

- Predictability And Lemmings
- Return Of Show Business
- Bidding Wars
- Return To Service
- Hyena Sales

How will these areas affect radio and records?

1. **Predictability And Lemmings.** Lemmings are native Scandinavian animals that share a peculiar characteristic. Each year, one of them starts running and all the others follow. The leader jumps off a cliff and the followers hurl themselves after the leader without regard to the consequences. Unfortunately, radio and records often behave the same way.

The search for instant solutions is so powerful that formats and ideas are barely tested before dozens jump on the bandwagon. Witness the number of "pirates" that popped up after Pirate Radio (KQLZ) debuted in Los Angeles. Or the number of Rock 40s (a term we at Joint Communications service-marked last year) that appeared as soon as KRSR/Las Vegas posted good Birch numbers. It's no different with New Age, morning zoos, or even ten-in-a-row music guarantees.

Such behavior creates predictable, copycat radio — and evidence suggests it's not going away. Debt-saddled managers who want to

"The most important rule is to know which rules to break."

—Steve Berger

avoid risk will be all the more eager to embrace what they see as a sure thing.

• **To win against predictability and sameness, break the rules.** As Nationwide Communications President Steve Berger says, "The most important rule is to know which rules to break."

Break the rules about rigid music clocks. Rotate them through

Tomorrow's Trends

- Rules are rewritten
- Service becomes watchword
- Showbiz takes center stage
- Talent development returns
- Once-ignored demos yield gold

dayparts. Don't blindly follow the trades when you add music. Research your own market. Outfox your competitors by changing the rules.

For example, KISW/Seattle's Beau Phillips and Steve Young broke the rules when two competitors began \$1000 Thursdays. Rather than up the ante, they created "the thickest, richest contest ever: Thousand Island Thursdays." They gave away a bottle of thousand island salad dressing every hour and tagged it "from the station that really pours it on." Their creativity overpowered the copycat mentality.

2. **Return Of Show Business.** Radio is show business. It will become even more show business-oriented as stations try to distinguish themselves from the competition. Already, many successful morning shows have all the bells and whistles of great theater. They have style, flair, and excitement.

During the '90s, radio will have to become more theatrical to compete with the sizzle of cable television, color print, and cutting-edge film. The public will become conditioned to high-definition entertainment.

• **To win with showbiz, managers should support highly creative, off-the-wall types.** At the same time, radio should do everything with show business in mind. At remotes, dress announcers in tuxedos instead of blue jeans. Use searchlights at movie premieres. Create events the way Hollywood did in the '30s and '40s.

Creative geniuses like John McEhan are leading the way with theatrical radio: "Live From The Grammys." CJAD/Montreal's Jennifer Roman has brought show business to Halloween with the brilliant execution of "Safe Halloween," a creative response to the dangers facing young children today.

3. **Bidding Wars.** Salaries will rise even more than they did in the

'80s. Scott Shannon's and Casey Kasem's multimillion-dollar deals are the tip of the iceberg.

Managers and owners cut back on talent development during the '80s, preferring to create a uniform, personality-free product. The result is fewer fully developed programmers and announcers who are ready to step in and solve problems. This means there will be more money chasing fewer people.

• **To win bidding wars, think before you leap.** One person will not solve all the problems. Take time to interview up-and-comers as well as the big names who are skilled at getting their names in the trades.

Develop internal talent. Give them promises and keep those promises. Don't treat people as an expense, treat them as an investment. And when necessary, break out the checkbook for that someone special.

"The search for instant solutions is so powerful that formats and ideas are barely tested before dozens jump on the bandwagon."

4. **Return To Service.** Service will be the watchword for radio and records. Savvy managers and programmers will take a page from the airlines and study their frequent flier plans. They will note that a small number of users account for an awful lot of hours tuned, and they'll woo these listeners in all sorts of innovative ways.

• **To win with service, make it easy for listeners to talk to you.** Get rid of busy signals. Make sure the receptionist knows what's going on at the station. Teach announcers how to be polite to callers. Most important, get them to answer the phone. Joint Communications President Dave Charles notes, "For most listeners and advertisers, their first contact with your station is the phone. Make it count."

Give listeners something for nothing. If they write or phone, sur-

Winning Ways

- Hire brilliant creative talent
- Turn off the computer every week
- Know your listeners
- Take the lead
- Don't win the sales battle and lose the war



In the '90s, radio will use more star power than ever. Participants in John McEhan's recent "Grammy Week Live" included "People's Court" host Doug Llewelyn, WNOR/Norfolk's Henry "The Bull" Del Toro, Alice Cooper, and WNOR's Tommy Griffiths.

prise them with a pair of concert tickets or a free dinner. Correspond with everyone who writes in.

5. **Hyena Sales.** Sales competition is going to heat up, there's no two ways about it. Cable television will be a price predator. Debt-strapped radio stations will try anything to keep up cash flow. The public will cry out against so many commercials.

Cable and network television will force radio to react to mass market GRP (growth rating points) as a sales tool, weakening radio's strength as a psychographically driven niche marketing tool.

On the programming side, competitive pressure will create a seesaw of withdrawal from — and return to — the security of 40-minute music sweeps followed by seven or more spots, alienating listeners and advertisers alike.

Rate-cutting will continue to un-

"During the '90s, radio will have to become more theatrical to compete with the sizzle of cable television, color print, and cutting-edge film."

dermine radio's image as a specialty medium. Good salespeople will feel pressure from others who act like hyenas, grabbing whatever they can regardless of longterm cost.

• **To win against hyena sales, push radio's benefits.** For example, point out that the eye tires quickly, so television commercials burn out quickly. The ear is more comfortable with greater repetition — one benefit of frequency advertising on radio.

Work to expand the market for radio with clear, benefit-driven campaigns at both the local and national levels. Fight rate-cutting, no matter how much others do it. Position your station on its unique strengths (talent, format, etc.). When your competition cuts rates, position it as "in trouble," a station

that might not be able to deliver customers.

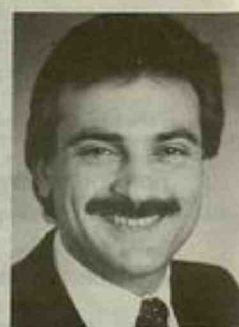
Fight GRP.

Don't give up on 12-34 or 50+ just to chase the large population bulge of 25-49. There's gold in those ignored demos.

My projections for all nine areas outlined are already in the process of coming true. The population can't get younger for at least 20 years. Information won't go away. Pressure on marketing is growing everywhere as businesspeople become more sophisticated. Banks will pressure borrowers to protect themselves. Leadership research proves there will always be more followers than leaders. Show business techniques cut through the clutter. There's more money than talent out there. Overcommunicated consumers will be easy targets for personal service, and ferocious sales competition will always generate more than its share of short-term thinkers.

You don't have to be a Wizard of Odds to figure out all this. You need courage to act on the information.

This column is the second of two parts, and #17 in a series.



John Parikhal is CEO of Joint Communications program and marketing consultants, which consults 75 radio stations and 15 corporate clients. He can be reached at (416) 593-1136.

A&M Records created Y.E.S. TO JOBS in 1987, opening the door of the entertainment industry to a new generation of exceptional minority teenagers.

The program has become a major way to find talented newcomers for the music business. For the cost of hiring one or more new employees at minimum wage for ten weeks, you make an immeasurable investment in the future. Y.E.S. TO JOBS has grown from 50 interns at 25 companies to over 200 interns at 75 companies. Last year almost 20% of the interns found permanent work in the industry at the end of the summer program.

Invest in a teenager and invest in your future.

Join us.

Join the growing list of entertainment companies who are saying Y.E.S. TO JOBS!

A&M Records

Atlantic Records

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Including Arista, RCA and

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KABC Radio's "America's Top 40"

KBIG

KKGO-FM/KKJZ-AM

KTLA TV

New Marketing/BNW Entertainment

Original Sound Entertainment

Peaches Records

Recording Industry Association

of America (RIAA)

Rose Records/Stirling Ventures

Show Industries/Music Plus

Sleeping Bag Records

Sound Disk-Tributors/StreetSide Records

Tommy Boy Records

Tower Records

Warner Bros. Records

Warner/Chappell Music, Inc.

Warner/Elektra/Atlantic Corporation (WEA)

Waxie Maxie's Records

Wherehouse Entertainment

Wright/Banks Films

To find out how to enroll your company and get more information contact Y.E.S. To Jobs at (213) 469-2411



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SINEAD O'CONNOR

"Nothing Compares 2 U"

BREAKERS

#1 MOST ADDED!

DEBUT **39**

SECOND WEEK:

158 CHR REPORTERS — 62%

SONIA

"You'll Never Stop Me From Loving You"

ACTION AT: KNRJ, HOT97, B95, KITY

ADDED THIS WEEK AT: HOT 102/Milwaukee, KTFM/San Antonio, KWTX/Waco, KPRR/El Paso

KEVIN McCABE, HOT97:

"HOT97 discovered Sonia as an import exploding in Europe. Since last year we've watched this record progress into a major hit for HOT97. If you played 'French Kiss,' this will work for you!"

HOT97 26-23	KTFM add	KPRR add
PWR96 add	HOT102 add 37	KNRJ 32-29
KITY	KZFM add	B95
		KWTX add

SLAUGHTER

"Up All Night"

M #4 DIAL MTV, MEDIUM ROTATION, EXPLODING AT AOR

AOR TRACKS: **29**

SALES

- #1 Mainstream Records/Milwaukee
- #9 CML One-Stop/St. Louis
- #30 - 13 National Record Mart/Pittsburgh
- #21 Warehouse/Michigan

Chrysalis



STREET TALK

MCA/Geffen Distribution Futures?

The MCA/Geffen merger (see Page 1) raises some intriguing distribution possibilities. With both labels' international deals with WEA expiring within a few months of each other, the bidding was late this year will no doubt involve (among others) WEA and BMG, with whom MCA has been talking. This should be something to watch.

Baumgartner Big Red's Promo Boss

Columbia VP/Nat'l Singles Promo Burt Baumgartner will be named VP/Promotion and L.A.-based Director/National Singles Bob Garland will head east to handle Baumgartner's previous gig.

ST also hears that NY-based Director/National Singles Jerry Lembo will see his duties e-x-p-a-n-d-e-d. All this to happen once exiting Sr. VP/Promo Marc Benesch returns west at the end of the month.

So where in L.A. is Benesch headed? It's no secret that he and bigtime producer Jimmy Iovine are best of buds. With longtime speculation that Iovine has been offered label deals with A&M and Atlantic, could Benesch become Iovine's partner?

KKBT To Buy KDAY?

Urban AM KDAY/L.A. is on the block with an asking price of around \$10 million. In a recent article on the UC format in the *Los Angeles Times* (3/7), KKBT/L.A. Pres./GM Jim deCastro was quoted as saying "there's a very strong possibility that Evergreen Media might buy KDAY in order to more completely serve the audience that listens to Urban Contemporary."

Not only did deCastro confirm to ST that talks are in progress with KDAY, he also said that new KKBT PD Mike Stradford will arrive this weekend and that the station is looking to go live by April 1.

Those rumors of a new BMG West Coast label have resurfaced. This time we've got former Island President Lou Maglia possibly running the show as soon as June. The rumored label would be completely autonomous from BMG's other labels (RCA and Arista) and fully staffed.

If the Motor City's legendary grapevine is accurate, former WOMC/Detroit PD Jay Clark will be the next PD at crosstown AOR WLLZ. Clark — whose lengthy resume includes programming stints at WABC/NY and KRLA & KHTZ (now KLSX)/L.A. — exited OMC two months back, after nearly four years with the AC.

Virgin Records has renewed its distribution deal with WEA through Atlantic. Meanwhile, Windham Hill has hooked its distribution wagon directly to BMG, leaving A&M fold.

Something Fishy In Boston

Rock CHR WAAF/Worcester-Boston secretly bought a billboard that read "Help! need a job!" for a guy named Bill Whiteman said to be an unemployed draftsman.

Whiteman, who stationed himself on the billboard, attracted a lot of attention — he was interviewed by AOR competitor WBCN and mentioned on WZOU, WRKO, WBZ, and WHDH, as well as a number of TV outlets. Things began to smell a little fishy when Whiteman gave this supposed radio neophyte the afternoon shift, moving Rick MacKenzie to middays.

The stunt went on for several days until the rest of the market discovered that Whiteman wasn't an absolute beginner, but had just left CHR WRCK/Utica, NY — where he was the morning man.

ST hears B97/New Orleans PD Bob Mitchell is being sought by *beaucoup* outlets. In any event, Mitchell — whose contract is April 10 — will not be renegotiating his deal with B97.

While there's no official word as to which stations the Nationwide Group PDs will head (as their assignments may change again in the next few months), ST hears the current line has National PD Guy Zapoleon doing KNRA/Houston, KLUC/Las Vegas, and KRQ/Tucson; Dave Robbins working with WNCI/Columbia; WOMX/Orlando, and KZZP/Phoenix; Bob Moody doing WPOC/Baltimore, WGAR/Cleveland, and WKZL/Winston-Salem; and Steve Young handling KISW/Seattle, KZAF/Sacramento, and KWSS/San Jose.

Another new label on Music City's horizon? Capitol/Nashville President Jimmy Bowen is said to be putting a new twist on an already-existing relationship. Details next week.

Shock! WPGC/Washington has turfed morning man Jim Elliott, a 17-year DC radio veteran. PD Dr. Dave Ferguson has shifted from doing afternoons to wakeups with Rob Breedon. Reach Elliott at (703) 821-7871; he's still doing weekends at Z100/NY.

Continued on Page 33



New
Challenges of the '90s
Demand the Best



AEROSMITH

"What It Takes"

BREAKERS

Most Added Again!!
CHR Chart: Debut **40**
Over 170 Reporters

Most Requested!
#1 Track — 4 Weeks!
Now On Tour!



DON HENLEY

"The Heart Of The Matter"

Grammy Winner!
R&R CHR **34** - **30**
#1 Most Active
5 Day Sales —
80,000 Units

B94 add
WNCI add 22
WXKS 31-27
WGH deb 35
KSAQ 39-28
WPHR 21-18
Q95 15-13

WZPL 28-22
WKTI 17-12
WKBO 17-13
KKRZ 28-25
KXYQ 14-11
KCPX 28-18
KISN 19-15

KUBE 27-22
KTUX 16-10
WDLX 28-17 HOT
KRZR 14-10 HOT
FM104 14-8
AND MANY MORE!

R&R Tracks: **3**
Most Requested Track!
Nationwide Tour
Coming Soon!



CHER

"Heart Of Stone"

R&R CHR: **34** - **30**

Major Market Explosion:

WXKS 24-20
WMJQ 28-24
WGH 11-9
WHYY 22-15 HOT

KSAQ 38-27
PWRPIG 24-21
WPHR 33-28

WNCI 19-17
KXYQ 15-12
KISN 10-10
Y108 add

PWR99 deb 35
Y100 deb 27
KKRZ deb 29
WBLI add

And Many More!
Now On Tour!
Album Sales Over
2,000,000 Units!



TESLA

"The Way It Is"

The Follow-up To The Top 10
Gold Single, "Love Song"
Early Action:

WPHR
KXYQ add
KUBE add

92X 18-15
PIRATE
FM104 26-17
93D add

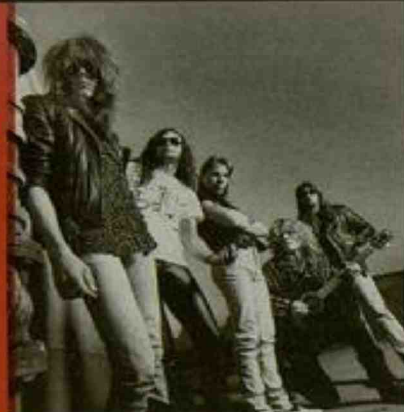
WIXX add
KXXR add
KMYZ add 27
99WGY deb 37

FLY92 deb 40
WPST deb 40
195 deb 24
WHYY deb 33
And Many More!

Most Requested Track!
Heavy Play On



Sales Over
1,500,000 Units!



GEFFEN

©1990 The David Geffen Company

BEATS INTERNATIONAL

the single and video from the debut album

Let Them Eat Bingo

“DUB BE GOOD TO ME”

ENGLAND!



11

On Elektra Cassettes,
Compact Discs and Records.

Continued from Page 32

Is **Rusty Walker** getting set to further expand his Country consultancy? ST's ear-to-the-plectrum hears he's talking with a couple of Western programmers about joining the firm.

Al Bandler, who recently moved from mornings to middays at **Hot 97/NY**, is settling into his new shift . . . or is he? Are others in the market lending him an ear?

Bombed Out

More details on the strange incidents that prompted **WANS/Greenville, SC OM** (and 13-year veteran) **Bill McCown** and MD **Jeff Hayes** to exit the CHR last Friday (3/9) after getting in legal hot water in the wake of an alleged bomb threat to crosstown **AC WMYI**.

WANS reportedly began a lengthy (2/23 to 3/3) campaign of fax and phone messages to WMYI signed by the "Pink Storm Killer," causing WMYI officials to notify the phone company and the police. On March 1, WMYI received a fax stating, "Put up your guards, mount your defense, the killer storm arrives in less than seven days. Hint — NCNB (North Carolina National Bank) will never be the same again."

Later that day, WANS morning man **Jerry Murphy** delivered a brown package addressed to the staff of WMYI, whose studios are in the NCNB building.

After receiving an anonymous call asking, "Did the bomb start yet?" WMYI's receptionist called the police, prompting an evacuation. When a bomb squad opened the package, they discovered a doll house that had been painted pink — mocking WMYI's current on-air contest to give away a house.

APD/afternoon driver **Bill Catcher** replaces McCown, handling the programming on an interim basis.

Country **KEEY/Minneapolis** is this close to naming a new PD. The offer's on the table — will the Southerner head north?

WEGX Gives Bonaduce Second Chance

WEGX/Philly 10pm-2am howler **Danny Bonaduce** — yes, the "Partridge Family" kid — was busted in Daytona Beach last Friday (3/9) while shooting segments for the **USA Network** show "Youthquake," and released on \$5000 bail for allegedly purchasing crack.

'EGX management has arranged a physician specializing in substance abuse to work with Bonaduce, who'll return to the air based on the results of weekly drug tests and doctor's recommendations. (Former crosstown **Q102 PD Elvis Duran** will handle Bonaduce's shift on a temporary basis.)

Meanwhile, WEGX Promotion Director **Eric Davis** exits to become the mid-Atlantic rep for **Charisma**, so **PK Todd Fisher** needs a promotions wizard ASAP.

A&M elevates Southeast Regional Promo Director **Steve Bartels** to Director/National Singles Promo. He'll relocate from Miami to Atlanta in the near future.

Replacing Bartels in Miami is A&M local Philly rep **Stuart Goldberg**, while **Patrick O'Conner** segues from the A&M NYC promotion assistant slot to handle Goldberg's old gig. Finally, **Traci McPherson** moves from the A&M Carolinas slot to cover the label's Dallas action.

WAVA/Washington loses night rocker **George McFly** to nights at **B96/Chicago**. No replacement named. Meanwhile, **WDGC (G105) Raleigh** night jock **Marc Anthony** lands weekends at WAVA.

Robin Mitchell, formerly with **Scotti Brothers**, has joined **Enigma** as Director/National CHR Promo, replacing **Ben Brooks**.

In other Enigma action, **KSAQ/San Antonio APD/MD Kathy Romero** joins as SW Regional rep, and Enigma Product Manager **Sue Barbato** becomes Director/National Video Promotion, replacing the exiting **Caprice Carmona**.

WUSY/Chattanooga OM/PD John Hart has been named Group PD for **Colonial Broadcasting**. Effective Wednesday (3/14), he'll relocate to company HQ in Montgomery, AL. Replacing Hart as PD is **KKCS/Colorado Springs MD Greg Mozingo**.

Beginning April 25, **B100/San Diego's** morning slot will be filled by former crosstown rival **Jeff 'N' Jer** from **KKYY (Y95)**.

Bill Fink, OM at the recently disbanded **Braiker Radio Services**, called to say that 25 major-market-quality jocks were unemployed as of midnight Sunday (3/11). Fink will act as a clearinghouse for all staffers. Call (206) 865-9153.

KRFX/Denver morning man **Dave Rickards** fills the AM drive opening at **KGB/San Diego**. Also joining the AOR: newspaper **Shelly Dunn** from **KSLX/Phoenix**.

Polydor hires **PolyGram** retail service rep **Cindi Sostakowski** to handle the Cleveland market.

Baseball Fans Strike Out

KAMJ/Phoenix morning dudes **Drew (Aldridge) & Zip (Peter Zipfel)** announced Monday (3/12) they would stay on-air until the baseball lockout is settled. The dynamic duo is also hoping to collect funds for those charities affected by the lockout, such as the Mesa Boys Club and the local Red Cross. (Both groups receive support from concessions sold during spring training by the Oakland A's, Chicago Cubs, San Diego Padres, and Seattle Mariners.)

WKQB/Charleston, SC PD Roger Gaither hasn't made the move to crosstown **WSSX** just yet — he's on vacation this week. 'KQB morning man **Michael D** had attempted to make the same crosstown leap, but encountered some sort of legal complications in the process — which means that 'SSX morning man **Ken Matthews** is still doing the wakeup shift. You can reach Matthews at (803) 884-3141.

Meanwhile, **WKQB** afternoon driver **Jeff Williams** and overnighter **Dominica** have exited for 'SSX.

And . . . **WSSX APD Shadow Stevens** splits to follow former 'SSX PD **Rich Panama** to **WSRZ/Sarasota** and do mornings under the name **Steve Williams**.

Windham Hill West Coast Director Rich Schmidt takes on the Sr. Director/Promotion horns for **Rhino**. He succeeds **Linda Feder**, who recently joined **Private Music** as VP/Promotion. Concurrently, **Laura Sanano** is boosted from Jazz/NAC Promo Manager to Nat'l Promo Manager for Private.

Continued on Page 38

Bee Gees
"BODYGUARD"
The New Single



The sensual new song and video
that puts the BODY back in bodyguard.
video in
FIVE-STAR ROTATION on VH-1

From The Album **ONE**. Produced by Barry Gibb,
Maurice Gibb, Robin Gibb and Brian Welch.
Management: Borman Entertainment



© 1990 Warner Bros. Records Inc.

ROD STEWART



"This Old Heart Of Mine"

(A newly-recorded version with Ronald Isley)

The New Single
From The New Album

Downtown Train

SELECTIONS FROM THE STORYTELLER ANTHOLOGY

1st WEEK!

NEW & ACTIVE

127/116

2nd MOST ADDED



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STREET TALK®

Continued from Page 34

KJMZ (100.3 Jamz)/Dallas night jock "Jammin'" **Jay Michaels** exits. T&Rs to PD **Eloy Smith**. Reach Michaels at (214) 368-0372.

Ah, but ST hears that **X100/SF's Super Snake**, after pulling a couple of on-air auditions this past weekend, has offers on the table from **Jamz and Urban KKBT/L.A.**, among others. Stay tuned.

AC KOMJ/Omaha has changed calls to **KXKT** and a new CHR format under PD **Brian DeGeus**.

Raymond McGlamery is the new Southwest regional promo rep for **Island**, based out of Dallas. He replaces the recently exited **Becky Cohee**. McGlamery joins the label from **Rainbow Ticketmaster**, where he was the firm's marketing rep.

Who's Screwing Whom?

Power Pig/Tampa's "Screw The Zoo" T-shirt campaign has worked its way to NY. **WPLJ** has been giving away its own version of the shirts, but its target — **Z100** — has turned the tables and is now giving away its own "Screw The Zoo" shirts, telling listeners, "You've just screwed us out of \$100 and a 'Screw The Zoo' shirt."

WLOL/Minneapolis APD/afternoon driver **Denny Schaffer** has moved to mornings at **AOR KKDJ/Fresno**.

Darcy Sanders, KZZP/Phoenix Research Director/Programming Assistant, has landed the MD slot.

Michele Martin is no longer partners with **Ed Leffler** in **E.L. Management**. She can be reached at (213) 278-7380.

Dance CHR KPRR/EI Paso has upped MD **Eli Molano** to PD.

WSRZ/Sarasota PD **Tom Evans** has hung up his headphones to open the doors on **Tom Evans Marketing**. He'll be relocating to Seattle, but in the meantime you can reach him at (813) 923-5498.

Former **WVFX/Bangor, ME** PD **Jim Leven** has acquired a piece of the station, so current PD **Todd Martin** is out over philosophical differences. Martin's replaced by former **WFX** jock **Dave Cooper**, most recently with **WGY-FM/Albany**. Reach Martin at (207) 827-7942.

Dean Dreisbach resigns as MD of **KJJO/Minneapolis** to return to college. Asst. PD **Mike Stapleton** will be taking the music calls.

Update on that **Film House/Dick Clark** TV show spotlighting radio stars: It's now switched from **NBC** to **ABC** as a half-hour pilot with an airdate of May 6, following "America's Funniest Home Videos."

Comedy duo **Mack & Jamie** are hosting, with five radio stations in the pilot, tentatively titled (among other suggestions) "Just Kidding." If the show does well, the producers hope it'll go to series, replacing "Elvis" in that cushy spot following "Home Videos."

Albuquerque's third AOR-based station signed on Sunday (3/11), when **Devine Communications** Gold outlet **KKBR** started rockin' again as **KRBL (The Rebel Rocker)** under consultant **John Edwards**. New Rebel PD **Kevin Lewis** joins from **KQOL/SLC**, where he's been replaced by **John Dimick**.

"**CNN** **Headline News**" ran a groovy 171 story last weekend about **Columbia** President **Don Ienner** and how he's restructured the label for success.

And . . . it should be noted that Ienner and **Z100/NY** VP/Programming **Steve Kingston** were each lauded in **Crain's New York Business** publication as being two of the "Forty Under-Forty People To Watch In The '90s."

This past weekend, **KSAQ/San Antonio** VP/Programming **Leo Vela** got an emergency call from **Michael Damian**. Apparently **Damian's** drummer bailed out mere hours before the band was supposed to play a gig for **KKBQ/Houston**.

Naturally **Vela** hopped a plane and pounded the skins into submission. We hear **Phil Collins** started like this.

WXTB (98 Rock)/Tampa has hired former **WRXK/Ft. Myers** personality **Tom Sebastian** to do AM drive under the nom de air **Buck Maui**. **Smith & Barber** exit.

The **Arista** 15-year anniversary party to benefit AIDS research we've talked up previously happens this Saturday (3/17), highlighted by a concert at **Radio City Music Hall** starring **Whitney Houston, Millie Vanilli, Lisa Stansfield, Taylor Dayne, Melissa Manchester, Barry Manilow, and Hall & Oates**, among others. The show will be taped for a **CBS-TV** prime-time special to air in April.

Nose Stranger Story This Week

'Twas early Monday morning (3/12) when **WAVF/Charleston, SC** overnight rocker **Michael Green** went down to his car to get some change. The next thing he knew, he was bound and gagged by three men who proceeded to ransack the station, stealing tape decks, a cellular phone, and 1400 CDs!

After the robbers split, **Green** managed to wriggle his way to the phone, knock the receiver off, and punch 911 with his nose. Police eventually traced the call, help was summoned, and the station resumed broadcasting after almost two hours of dead air.

'AVF staffers, of course, are no strangers to hardship: The station was trashed last year by **Hurricane Hugo**. One bright spot — 'AVF's misfortune garnered extensive coverage from virtually all local media outlets.

An Open Mike Is A Terrible Thing To Waste

KLOS/L.A. got a slice of dubious publicity in this week's **Newsweek** (3/19). The "Overheard" pages ran the following quote — from afternoon jock **Gino Mitchellini** — which aired 30 minutes after the February 28 earthquake:

"The telephone company is urging people to please not use the telephone unless it is absolutely necessary, in order to keep the lines open for emergency personnel. We'll be right back after this break to give away a pair of **Phil Collins** concert tickets to caller number 95."

RADIO EXPOSES A SMASH!!!

**YOUR
BABY
NEVER
LOOKED
GOOD
IN**

**B
L
U
E**

EXPOSÉ

KEVIN WEATHERLY Q106

"My wife Margie heard this song last summer and loved it. Since then she's been badgering me to put it on the air. We finally put it into rotation four weeks ago and the phones lit up immediately. It is by far the most active EXPOSÉ record and potentially their biggest hit yet. I'm just glad spouses aren't eligible for the A.I.R. competition."

STEVE KINGSTON Z100

"Even I could sing a song written by Diane Warren and it would go Top 10, with EXPOSÉ singing 'Your Baby Never Looked Good In Blue' it's a sure TOP 5 SMASH!"

JEFF WYATT PWR106

"The kind of record that makes EXPOSÉ a multi-dimensional music success...
We LOVE IT!"

STEVE PERUN B104

"A one listen smash!!!"

BOB CASE KZZP

"We played 'Your Baby Never Looked Good in Blue' in our 'Make it or break it' feature three times with stellar reaction...by the end of the day, the audience was calling for the record, as were the women at the station."

THE NEW SINGLE FROM THEIR NEAR PLATINUM ALBUM, WHAT YOU DON'T KNOW

Produced by Lewis A. Martineé for Pantera Productions
Executive Producer: Ismael Garcia for Charisma Recording Inc.
Direction: Pantera Group Enterprises, Inc.



© 1984 Arista Records, Inc. A Bertelsmann Music Group Company.

Exposé: Gloria, Ann Curless, Jennette Jurado (Lead vocals)

Don't Play Chicken With Your Ratings

Pandering To Diarykeepers Isn't Worth The Risk

You know how to play "chicken." Two cars going at breakneck speed head straight for each other. The car that turns away first loses. But the longer they stay on course, the more dangerous it gets. Pandering to diarykeepers works the same way.

A station may come up with a promotion and barrel straight for the diarykeeper. It probably won't get very far. That type of promotion isn't permitted by the ratings companies or the Electronic Media Rating Council (EMRC), the broadcast industry watchdog, and is frowned upon in the industry.

Yet some stations still barrel ahead, using slogans or phrases that interfere with — or bias — the objectivity of the survey process. Their management hasn't learned that solid and creative programming is the proven way to win ratings; interfering with the survey process is not.

Perception = Reality

In radio, perception is reality, and so it goes with radio ratings. Credibility is imperative so that radio can market itself to advertisers and agencies. One symbol of credibility for



Rhody Bosley

they buy a spot. Like all investors, they want to have confidence in their investments. They depend on the credibility, integrity, and reliability of radio audience estimates. For radio, it makes practical business sense to protect the ratings system's credibility.

To that end, PDs should concentrate on motivating audiences to listen longer and be more loyal. PDs should not direct programming or on-air statements to the diarykeeper. This opens the door to violations of Arbitron's Special Stations Activities policy and is counterproductive.

Recently some misguided PDs and consultants have attempted to focus on the diarykeeper as a way to increase ratings. There was even a session at the fall '89 NAB Convention entitled "Diarykeepers Exposed."

Broadcasters who have reviewed diaries for years found no surprises in that session. (The "exposed diarykeepers" weren't even Arbitron diarykeepers!) And broadcasters know that while not everyone who listens to radio is an Arbitron diarykeeper, the average diarykeeper is

typical of radio listeners. Therefore, they focus their attention on all of their stations' listeners and potential listeners, not just diarykeepers. A good promotion will earn a station those additional listeners. And since Arbitron diarykeepers are representative of the market, they'll show up in the next local market report.

Here's a good rule of thumb: if your promotion is aimed at the diarykeeper, you're already on the wrong road. If it's geared toward increasing your audience at large, you're okay.

Crash Course

For those of you not familiar with Arbitron's Special Stations Activities rules, here's a crash course so you can steer clear of trouble:

• **Rating Distortion** — Any action(s) which may result in manipulated or inflated audience estimates through bribery, breaches of diary security, promotional activities, or other forms of improper inducement. These activities include, but are not limited to, those which might confuse diarykeepers and/or those which Arbitron believes might (a) cause diarykeepers to falsify their listening records without causing a corresponding change in actual listening, (b) affect the way in which diarykeepers record or report their listening, or (c) encourage diarykeepers to use their diaries for anything but the recording of actual listening, or in any manner inconsistent with the diary instructions.

• **Rating Bias** — Announcements or statements on-air, in print, or in any other medium which may interfere with the objectivity or conduct of the survey process. The interference includes activities which sensitize the public to (a)

New 'Write It Down' Guidelines

As part of its effort to take a stronger stand against "write it down" promotional campaigns that can result in rating bias, Arbitron has specified the following guidelines to keep stations from violating our Special Stations Activities policy.

Unacceptable Uses

- "Write it down in your diary (or book)."
- "Write down that you listen at home, at work, or in the car."
- "If anyone asks what station you listen to, write down WAAA."
- "If you're keeping track, write down WAAA."
- "In case you forgot to write it down, the station you heard at work today was WAAA."
- "Write down that you listen for two hours and 15 minutes a day."

Acceptable Uses

- Very generic (i.e., "WAAA. Write it down").
- Very specific (i.e., "Start now and write down the next seven songs we play on your Q109 Quick Trip entry form").

current or future Arbitron surveys, (b) Arbitron diaries, (c) generic radio listening surveys, or (d) any part of the process of measuring radio listening.

These activities are generally preplanned, repeat-

"Solid and creative programming is the proven way to win ratings; interfering with the survey process is not."

ed, or stylized promotional messages that alert, inform, or request cooperation with radio audience measurement services, or refer to diary recording or reporting. Such messages may encourage participants to be cooperative with the survey, to listen all day, to listen for several days, to record all listening to a station, or to take special notice of call letters, personality names, programming, or any other aspect of a station's on-air content. Rating bias may also

take the form of a contest or station research activity. In Arbitron's opinion, there is the possibility that the activity might differentially sensitize the survey participant to the survey process.

• **Extemporaneous Comments** — A type of reference on-air or in print that mentions or alludes to current or future Arbitron survey, diary(ies), or radio rating(s). As the name implies, these are one-time only, unplanned, slip-of-the-tongue, or humorous comments.

The next time you think you've created the perfect station promotion, step back and ask yourself: is this promotion designed to attract just anyone or just diarykeepers? If the answer is the latter, you could be playing the game of ratings chicken... a losing game.

Rhody Bosley is VP/Radio Sales & Marketing for Arbitron (212-887-1300), which uses a seven-day personal diary to collect radio listening data for 260 markets. He contributes to this section on a regular basis.

Sticker

Continued from Page 1

panel Monday (3/12) that the major distributors will work together on the size, placement, artwork, and wording of the sticker, and that she doesn't anticipate that standardization will increase the number of stickered records.

She also announced the formation of the Washington-based Coalition Against Lyrics Legislation (CALL), which will step up efforts to lobby state legislators against pending bills in many states requiring mandatory labeling of records with "offensive" lyrics, and strong penalties against retailers who sell offending records without properly labeling them.

CDs Overpriced?

The convention was dubbed "Welcome To The Digital Decade," although the consensus was that DAT technology won't hit these shores with significant impact until the mid-to-late '90s. Demonstrations of CD+ Graphics and CD-ROM were presented by Warner New Media's Stan Cornyn, concentrating on their practical use for the music consumer.

A number of retailers voiced the opinion that overall sales of CDs will flatten or decrease unless they become more affordable via a lower wholesale price reflecting manufacturers' decreased production costs. Market penetration among women, teens, and the general masses appears to be minimal in comparison to the predominantly affluent male buyer of CD hardware and software.

The packaging of CDs, particularly the 6x12 longbox format, which critics charge creates unnecessary environmental waste, generated controversy. Although the rest of the world has at minimum begun to move away from longboxes, NARM President Billy Emerson reconfirmed the group's commitment to the 6x12 packaging, citing retailers' substantial investments in display fixtures, marketing, and security.

At label product presentations, many striking in their inventiveness and elaborate concepts, new music was heard from Madonna, Anita Baker, Robert Plant, New Kids On The Block, Michael Jackson, Fleetwood Mac, and The Who, among other stars.



Dave Robbins

Steve Young

Bob Moody

Zapoleon

Continued from Page 1

"While Guy remains as National PD, we've restructured a bit to assist him," continued Franko. "Dave, Bob, and Steve are wonderful programmers who have our total support. As the company evolves, their responsibilities will be moved around."

Hands-On Again

Zapoleon told R&R, "I lived in Houston when I was 12 years old and it's where I got into music. I know in my gut that not only is this an excellent move but that I'll get to really concentrate on making Houston a winner. Since giving up programming at KZZP a couple of years ago, I've missed day-to-day programming — this is my chance to get my hands back on a station."

"One of my goals as National PD was to utilize all the brainpower at Nationwide," Zapoleon added. Now, with the exceptional creativity of these appointees, we'll make a great company even greater."

Robbins told R&R, "Being a Group PD gives me a wonderful opportunity to work alongside one of the greatest programmers of the 20th century, Guy Zapoleon."

Young, who joined Nationwide as PD at KESW just five months ago from a stint as Joint Communications Sr. Programming Consultant, told R&R, "Naturally, I'm excited about the chance to travel and broaden my horizons a bit. It's great to be working for a group that promotes from within."

Veteran WPOC PD Moody remarked to R&R, "I've been a Group PD for a while with Nationwide, and although my responsibilities stay the same, I appreciate another vote of confidence during this restructuring."

Milewski

Continued from Page 3

future. As one of Greater Media's employees, I'm glad it found the piece to that puzzle, and as the piece, I'm extremely satisfied.

"I'll be much more involved in the executive function, planning our future, finances, and operations. And I'll be more involved in radio."

Milewski, who reflects, "I'm living proof that staying put is not always a bad thing," spent his entire radio career at WHF1 (now WCSX)/Birmingham. He started there sweeping floors in 1968, and went on to hold a variety of jobs, including Production Director, morning man, MD, ND, and finally OM, while attending law school. When Greater Media bought the combo in 1973, he was the only person to remain aboard, and entered the corporate structure as asst. to then-President Bordes in 1977.

Mills

Continued from Page 3

make us an important force in a short time, in much the same way Jheryl Busby put MCA on the map."

Mills added, "I've long been a follower and admirer of Irving's inroads and achievements in the music industry. To have the opportunity to join his team and blossom from his tutelage will truly be my honor."

Creative Star Management represents such acts as Mills's former sister-in-law Stephanie Mills, Christopher Williams, Timmy Gatling, and Robert Brookins. Mills will retain ownership of the company and appoint a GM to run it in the near future.

RIAA

Continued from Page 1

The embryonic CD single actually registered more returns than sales, accounting for a net loss of \$700,000 in 1989. Music video sales

were tabulated for the first time, showing substantial unit shipment improvement in 1989's second half compared to the first six months, and a less dramatic dollar volume rise. Shipments totalled just under six million units for \$115 million.

1989 RIAA Stats

Configuration	Unit Shipments (in millions; net after returns)		
	1988	1989	% Change
Vinyl Singles	65.6	36.6	-44.2
Vinyl LPs/EPs	72.4	34.6	-52.2
CDs	149.7	207.2	+38.4
Cassettes	450.1	446.2	-0.9
CD Singles	1.6	1.1	-106.0
Cassette Singles	22.6	76.2	+239.1
Total	761.9	800.7	+5.1

Dollar Value

(\$ millions at suggested list price)

Configuration	Dollar Value (\$ millions at suggested list price)		
	1988	1989	% Change
Vinyl Singles	180.4	116.4	-35.5
Vinyl LPs/EPs	532.3	220.3	-58.6
CDs	2089.9	2587.7	+23.8
Cassettes	3385.1	3345.8	-1.2
CD Singles	9.8	7.7	-108.9
Cassette Singles	57.3	194.6	+239.7
Total	6254.8	6464.1	+3.4

Kennedy-Rose Bloom At NARM



IRS Records hosted a performance by new Pangaea artists Kennedy-Rose — who sang songs from their debut, "Hal Ku" — during the NARM Convention at L.A.'s Century Plaza Hotel. Gathering after the gig were (front, l-r) the band's Pam Rose, IRS Sr. VP Barbara Bolan, and the band's Mary Ann Kennedy; (back, l-r) IRS Chairman/Pangaea co-owner Miles Copeland, Pangaea co-owner Sting, and IRS President Jay Boberg.

Richard Makes His Marx



EMI President/CEO Sal Licata (l) kicked off Richard Marx's U.S. tour by presenting him with commemorative plaques for Marx's current release, "Repeat Offender," which has claimed worldwide "sales milestones." Marx recently returned from touring Europe, Japan, Australia, and Canada.

Petty Practices Male Bonding



MCA execs caught up with Tom Petty backstage after his recent L.A. Forum concert. Among those spotted in what appears to be the men's room were (l-r) MCA's Donnie Cohen, VP Glen Lajleski and VP Geoff Bywater, Petty, the label's VP John Hey, Exec. VP/GM Richard Palmese, VP Luke Lewis and Pat Martine, and manager Tony Dimitriadis.

Weiss

Continued from Page 3

strongest product to date out this year on Jive. I look forward to working with the up-and-coming street rock acts on Silvertone."

At Jive, Weiss was Manager and then Director/Artist Development. Prior to that, he was National Promotion Manager at Ariola America, after a stint as National College Manager at Infinity. He began his music business career in retail at Jimmy's Music World and Sam Goody in New York.

Some of Jive's key acts are Billy Ocean, Samantha Fox, DJ Jazzy Jeff & The Fresh Prince, Kool Moe Dee, Glenn Jones, Mr. Lee, and Ruby Turner. Silvertone boasts new rock/alternative artists the Stone Roses and Mary My Hope and veteran rocker J.J. Cale.

John

Continued from Page 3

record who understood AC. Robert knows music, promotion, and research, and has a good working relationship with talent. The fact that he's a native San Diego didn't hurt, either."

John added, "Y96 is a great opportunity, and I can't wait to begin working with the great staff on hand. I'm equally excited to work with Carolyn Howe and [VP/Programming] Jeff Sattler."

John, who spent seven years at WMC-FM, has prior programming experience at WIVY/Jacksonville and KRO1-FM (now KROY)/Sacramento.

Daniels

Continued from Page 3

exist — there are several options I'm looking at, but can't comment on right now. I'll continue to build WOMC's solid reputation as an AC leader in Detroit." Daniels previously programmed WMEX/Boston, KRZN/Denver, and WBNF/Binghamton, NY.

Bonham's Golden 'Timekeeping'



Bonham recently received gold plaques for their WTG debut, "The Disregard Of Timekeeping." Celebrating at New York's Lone Star Roadhouse were (l-r) the band's Jason Bonham, manager Phil Carson, ICM's Marsha Vlasic, the band's John Smithson, WTG Sr. VP/GM Jerry Greenberg, band members Ian Hatton and Daniel MacMaster, and CBS Records President Tommy Mottola.

Harlem Nights



EMI and the Apollo Theatre joined forces for "A Night To Remember," a live show featuring label artists and benefitting the Harlem Hospital Center. Meeting backstage after the event were (l-r) EMI's Chris LaSalle and Kelly Haley, label Sr. VP Gerry Griffith, Evelyn "Champagne" King, EMI's Dwayne Alexander, Friends of Harlem Hospital Center Chairperson Dr. Muriel Petioni, label Exec. VP/GM Ron Urban, Dianne Reeves, Najee and manager Michael Elder, and EMI's President/CEO Sel Licata, Sr. VP Jim Cawley, and VP Henry Marquez.

Digital

Continued from Page 1

In addition to the use of the satellite, Kosamernik said the Soviets are pledging use of their political muscle to support frequency allocations for digital satellite radio at the 1992 World Administrative Radio Conference (WARC-92), an international summit which will decide the issue. That marks a significant shift in position for the Soviet government, which previously opposed such allocations on grounds of cost.

"We have a really fascinating system, but what we need is a worldwide frequency allocation," Kosamernik said. "The International Telecommunications Union should allocate a frequency band at WARC-92 on a worldwide basis to allow a single worldwide standard," he continued.

Europe Moves, U.S. Lags

Several European broadcasters are now testing 46 channels of digital satellite radio programming on a frequency range of 11.7-12.5 GHz, but broadcasts on those frequencies cannot be received in cars. Kosamernik is calling for a frequency allocation between 0.5-3.0 GHz, which would permit mobile reception.

While Europe and the Soviet Union plunge ahead, development of digital radio broadcasting technology is lagging stateside. FCC Chairman Al Sikes recently directed his staff to research the issue, but there is no indication when a final report is expected. The NAB has invited EBU representatives to demonstrate their system at the association's convention in Atlanta this month, but NAB officials recently went on record against granting frequencies for digital satellite radio broadcasting.

Dr. Edward Miller, a NASA communications engineer, told the L.A. conference that his agency has been studying the technology on behalf of the Voice Of America and will soon contract for market feasibility studies.

Another NASA official, Dr. Nasser Golshan of the Jet Propulsion Laboratory, said the space agency is planning demonstrations of receiver systems within 18 months.

Great White's Plaque Attack



Capitol President Hale Milgrim recently presented Great White with double platinum plaques for their latest LP, "... Twice Shy." Posing for posterity at the label's Hollywood HQ were (front, l-r) Stravinski Brothers Management's Doug Goldstein and band members Michael Lardie, Audie Desbrow, Jack Russell, Mark Kendall, and Tony Montana; (back, l-r) Milgrim and Stravinski Brothers' Alan Niven.

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MUSIC DATEBOOK

Gladys Goes On Without Pips

MONDAY, MARCH 26

1965/Jeff Beck joins the Yardbirds after Eric Clapton quits over the band's alleged commercialization.
 1970/Peter Yarrow of Peter, Paul & Mary pleads guilty of "taking immoral liberties" with a 14-year-old two weeks after winning a Best Children's Recording Grammy.
 1971/Emerson, Lake & Palmer release "Pictures At An Exhibition," featuring "Nut Rocker," a semiserious rendering of Tchaikovsky's "Nutcracker Suite."
 1989/The entire Jackson clan, including nephews and nieces, gathers to record "2300 Jackson Street." A fire guts portions of Chuck Berry's house in Wentzville, MO.
 Born: Steve Tyler (Aerosmith) 1948, Diana Ross 1944, Charly McClain 1956, Fran Sheehan (Boston) 1949, Teddy Pendergrass 1950, Ronnie McDowell 1951, Hakeem Abdul Samed (Boyz) 1974, Dean Dillon 1955, Rufus Thomas 1917

TUESDAY, MARCH 27

1967/Gimme shelter! — The Rolling Stones are pelted with bottles, chairs, and fireworks while performing in Sweden.
 1968/Little Willie John dies of a heart attack at 31 in Walla Walla Penitentiary.
 1972/Elvis Presley records what turns out to be his last huge hit, "Burning Love."
 1986/The Van Hagar era begins — Van Halen plays its first show with Sammy Hagar handling vocals.
 1987/U2 films the video for "Where The Streets Have No Name" on a roof in downtown Los Angeles.
 1989/Revolutionary Comics immortalizes Guns N' Roses on its pages.
 Born: Tony Banks (Genesis) 1950, Clark Datchler (ex-Johnny Hates Jazz) 1964, Sarah Vaughan 1924

WEDNESDAY, MARCH 28

1964/Madame Tussaud's, London's famous wax museum, announces the Beatles will become the first waxed pop act.
 1974/Jim Bonfanti and Dave Smalley quit the Raspberries.
 1976/Genesis begins its first tour with Phil Collins on lead vocals.
 1980/Conway Twitty and Tom T. Hall join the Grand Ol' Opry.
 Born: Reba McEntire 1954, John Evans (Jethro Tull) 1948, Milan Williams (Commodores) 1948, Oran "Juice" Jones 1958, Jed Grimes (Danny Wilson) 1982

THURSDAY, MARCH 29

1973/After advertising the ambition in a song, Dr. Hook lands on the cover of Rolling Stone.
 1979/Eric Clapton marries Patti Boyd.
 1985/Madonna debuts in "Desperately Seeking Susan," her first movie role since achieving pop stardom.



Steve Tyler, Reba McEntire, Will Clayton, Ronnie McDowell

1987/Prince's "Under The Cherry Moon" ties with "Howard The Duck" for the Golden Raspberry's Year's Worst Movie award.
 1989/Carly Simon wins a Best Original Song Oscar for "Let The River Run." Dave Grusin wins Best Original Score for "The Milagro Beanfield War."
 Born: Will Clayton 1955, Vangelis 1943, Bobby Kimball (ex-Toto) 1947

FRIDAY, MARCH 30

1957/Bobby Helms's "Fraulein" begins a 52-week stay on the Country charts.
 1960/Then-Massachusetts Rep. Tip O'Neill calls rock & roll "a type of sensuous music unfit for impressionable minds."
 1978/Two members of the Clash are arrested for shooting pigeons on the roof of a rehearsal hall.
 1987/Herbie Hancock wins an Oscar for scoring "Round Midnight." Berlin's "Top Gun" anthem, "Take My Breath Away," wins Best Original Song.
 1989/Wonder who did the ooh-oohs and baby babys? — Gladys Knight performs without the Pips for the first time at Bally's in Las Vegas.
 Born: Eric Clapton 1945, Graeme Edge (Moody Blues) 1942

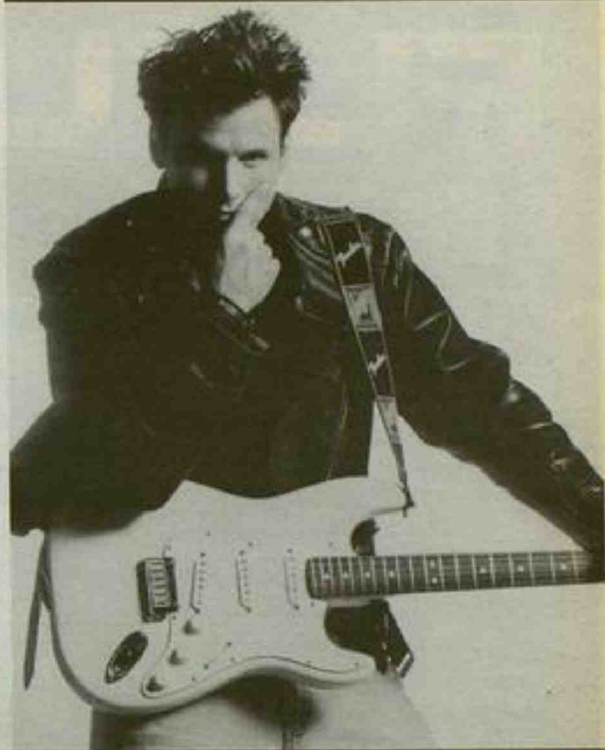
SATURDAY, MARCH 31

1958/Chuck Berry's "Johnny B. Goode" is released.
 1967/Jimi Hendrix torches his guitar for the first time during a London show.
 1973/The Osmond Brothers's "12th Of Never" dethrones Slade's "Cum On Feel The Noize" from the top of the UK chart.
 1982/The Doobie Brothers announce they'll break up.
 1986/O'Kelly Isley dies of a heart attack at 48.
 1989/After checking out Disneyland's "Captain EO," Chubby Checker leads 2000 passers-by in setting a world record for simultaneous twirling.
 Born: Herb Alpert 1935, Lefty Frizzell 1928, Mick Ralphs (Bad Co.) 1948, Angus Young (AC/DC) 1959

SUNDAY, APRIL 1

1960/Elvis Presley, Frank Sinatra, Sammy Davis Jr., and Dean Martin tape a Sinatra TV special in Miami.
 1966/David Bowie releases "Do Anything You Say," his first solo single.
 1967/The CMA Hall of Fame museum opens in Nashville.
 1984/Following a bitter argument, Marvin Gaye is shot to death by his father.
 1985/The "We Are The World" LP is released.
 1988/Claiming he's tired of dealing with dishonest agents and studio engineers, Victor Flamingo says he'll become an NHL goalie because "I've already got a beautifully painted mask."
 Born: Arthur Conley 1946, Ronnie Lane (Temptations) 1948, Rudolph Isley 1939, Victor Flamingo 1963

— Paul Colbert



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WESTWOOD ONE RADIO NETWORKS

Sting, Gabriel, HoJo Make Tracks For 'One World' LP

STING, PETER GABRIEL, and HOWARD JONES are the first artists to record tracks specially for the "One World One Voice" TV and album project being coordinated by BOB GELDOLF and ex-10cc member KEVIN GODLEY.

Sting recorded his contribution in New York with rap pioneer AFRIKA BAMBATA. Producer RUPERT HINE has been working with the artists on the 20-minute pieces that will form the musical beds for a variety of international vocals and instrumentals.

Meanwhile, Godley is recording video footage for the BBC-TV special, which will be broadcast worldwide in June. Other names already being mentioned as possible contributors are KATE BUSH, U2, and EURYTHMICS.

Incidentally, Howard Jones has also written the forthcoming single for the group PROPAGANDA of "Dr. Mabuse" fame. "Heaven Give Me Words" will be issued by Virgin on April 9, and has been produced by IAN STANLEY, who worked with Jones on his last LP and was formerly the third member of TEARS FOR FEARS. The current Propaganda lineup features German, American, and British members, including ex-SIMPLE MINDS bassist DEREK FORBES.

Exclusive A La Mode

Exclusive! The next DEPECHE MODE single — coming from their "Violator" album, which is out next week — will be "Policy Of Truth," although it's possible that the 45 will emerge in a remixed form. No release date set... yet.

Cockney Rebel Remembered

The WEDDING PRESENT are doing a version of "Make Me Smile (Come Up And See Me)," recorded first by STEVE HARLEY & COCKNEY REBEL. The song is one of a number of '70s classics being revamped for an anti-polltax compilation LP that'll raise funds for the "Can't Pay Won't Pay Resource Unit."



Andrew Ridgeley — George thinks it's fab.

Confidence Man

"It's stunning. His music matures and develops with everything he does, and it really is fabulous." That's ANDREW RIDGELEY's

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verdict on the forthcoming album by his old partner, GEORGE MICHAEL.

Speaking with ROL just three weeks after completing his own LP ("Son Of Albert"), Ridgeley says his old friend has returned the compliment. "He's been very supportive. He's given me advice here and there, and he likes the stuff without exception. I had dinner with George last night and he was telling me he's been listening to it the whole time and thinks it's fab, so that's a real boost to my confidence."

By the way, George also sings backing vocals on the track "Red Dress," which is a likely second single after "Shake." Ridgeley's LP is due in the UK on April 16, with the U.S. release following in May.



Andy Taylor — got the Terraplane blues?

So will there be a WHAM! reunion? "George and I talk about the possibilities of working together quite a lot," answers Ridgeley. "I'd like to do something with him. Once I've established myself in what I'm doing, I think there will be occasion. There's a certain mystique about it which is nice to perpetrate, and I don't think it's inconceivable. But it couldn't be Wham! Wham! has its place in time and that's now gone."

Latest Lennon Lineup

Latest additions to the lineup for Liverpool's JOHN LENNON tribute on May 5 are: B.B. KING, TERENCE TRENT D'ARBY, KYLIE MINOGUE, AL GREEN, RANDY TRAVIS, JOE COCKER, HERBIE HANCOCK, LOU GRAMM, and ROBERTA FLACK, with DAVE EDMUNDS signed on as musical director for the event. An estimated 45,000 people will see the concert at the city's pier head.

Thunder's 'Dirty' Cracks
New British rock band THUNDER, who cracked the UK Top 40

recently with "Dirty Love," have been telling ROL how former DURAN DURAN man ANDY TAYLOR came to produce their album.

Three members of Thunder — including lead singer DANNY BOWES — were formerly with the band TERRAPLANE, and Bowes claims that Taylor "saw one of the last shows that we did as Terraplane, and the morning after he was on the phone saying he loved it and wanted to produce it."

"He produced two lots of demos before we got anywhere near the record companies. It's said a lot for us that he was willing to get involved before there was any money. Generally, he's an all-round nice bloke."



Mark Shaw — Etcetera's his pride and joy.

Then Jerico Etcetera

Frontman MARK SHAW — who left THEN JERICO last month — is reported to have formed a new band called ETCETERA, who have signed to EMI, and will release their first single ("So Bright") shortly.

Shaw commented recently, "I'm forming a band that hopefully will be better than the last one. We couldn't play, we were too ambitious, and we were too pretentious. And the singer wasn't very good either!"

Lambada Courts Disaster

Q magazine reports that the "Lambada" UK court case has been settled, with the two million pounds royalties awarded to two Bolivian brothers — and NOT to



Sting — thank you for talking to me Afrika.

either BM Records France or EMI UK, who also claimed they owned it.

GONZALO and ULISES HERMOSA managed to convince the court that they wrote the song nine years ago, calling it "Llorando Se Fue," and that, in fact, it isn't actually a Brazilian "Lambada" at all, but a Bolivian "Saya."

Singled Out

The CHRISTIANS release a second single from their "Colours" album on Monday (3/19). Title is "I Found Out," backed with "Save Us From Our Friends."

The FALL's new 45 is "Popcorn Double Feature," while GOOD-BYE MR MACKENZIE return with "Love Child."

Meanwhile, HOUSE OF LOVE follow up their UK Top 20 debut ("Shine On") with "The Beatles And The Stones," TECHNOTRONIC release their third single ("This Beat Is Technotronic") next week, and the RIVER DETECTIVES' new one will be a remix of "Will You Spin Me Round."

GRACE JONES will make her first live British appearances in eight years later this month. She'll play six UK shows beginning on March 25, and there'll be a new single ("Amado Mio") to coincide.

Finally, ADAMSKI — the young North London DJ who stormed the UK national charts with "N-R-G" — goes for a double by releasing the follow-up ("Killer") on March 26. ROL also hears he's currently recording with the PET SHOP BOYS.

BRITAIN

LW TW

- 1 **BEATS INTERNATIONAL** (LINDY LAYTON) Dub Be Good To Me (Go Beat/PG)
- 4 2 **VARIOUS ARTISTS** The Brits 1990 (Dance Medley) (RCA)
- 9 3 **J.T. & BIG FAMILY** Moments In Soul (Champion)
- 10 4 **GURU JOSH** Infinity (De Construction/RCA)
- 2 5 **MICHAEL BOLTON** How Am I Supposed To Live Without You (CBS)
- 14 6 **ERASURE** Blue Savannah (Mute)
- 7 **B-52's** Love Shack (Reprise)
- 20 8 **DAVID A. STEWART** (CANDY DULFER) Lily Was Here (Anxious/RCA)
- 9 **JIVE BUNNY & MASTERMIXERS** That Sounds Good To Me (Music Factory)
- 3 10 **SINEAD O'CONNOR** Nothing Compares 2 U (Ensign/Chrysalis)
- 11 **INNOCENCE** Natural Thing (Cooltempo/Chrysalis)
- 8 12 **TECHNOTRONIC** I YA KID K. Get Up (Swanyard)
- 5 13 **DEPECHE MODE** Enjoy The Silence (Mute)
- 14 **BROS** Madly In Love (CBS)
- 11 15 **BLACK BOX** I Don't Know Anybody Else (De Construction/RCA)
- 12 16 **RAM JAM** Black Betty (Epic)
- 17 **SHAKIN' STEVENS** I Might (Epic)
- 6 18 **ROD STEWART** Downtown Train (WB)
- 19 **NEW KIDS ON THE BLOCK** I'll Be Loving You Forever (CBS)
- 20 **STONE ROSES** Made Of Stone (Silvertone)

Moving Up

- GLORIA ESTEFAN** Here We Are (Don't Let The Sun Go Down On Me) (Epic)
PRIMAL SCREAM Loaded (Creation)
CANDY FLIP Strawberry Fields Forever (Debut)
MISSION Deliverance (Mercury/PG)
INSPIRAL CARPETS This Is How It Feels (Mute)

The Network Chart, courtesy MRR

AUSTRALIA

LW TW

- 1 1 **MIDNIGHT OIL** Blue Sky Mine
- 4 2 **GIRL OVERBOARD** The Love We Make
- 2 3 **PETER BLAKELEY** Crying In The Chapel
- 3 4 **HUNTERS & COLLECTORS** Turn A Blind Eye
- 5 5 **J. DIESEL** Please Send Me Someone To Love
- 6 6 **JENNY MORRIS** Street Of Love
- 7 **PETER BLAKELEY** First Time Ever I Saw Your Face
- 8 8 **BAND OF THE DRUM** Only You
- 9 9 **KATE CEBERANO** That's What I Call Love
- 10 10 **SPY V. SPY** Clear Skies

Most Added

- CHURCH** Metropolis
BOOM CRASH OPERA Dancing In The Storm
STEVE HOY Break Up Fall Out

CANADA

LW TW

- 3 1 **ALANNAH MYLES** Lover Of Mine
- 1-2 **MAESTRO FRESH WES** Let Your Backbone Slide
- 2 3 **LUBA** Like Salvation
- 5 4 **PAUL JANZ** Every Little Tear
- 4 5 **CRASH VEGAS** Inside Out
- 6 6 **MEN WITHOUT HATS** In The 21st Century
- 8 7 **JANE CHILD** Don't Wanna Fall In Love
- 9 8 **TRAGICALLY HIP** Boots Or Heels
- 7 9 **KIM MITCHELL** Expedition Sailor
- 10 **KENNY MacLEAN** Don't Look Back

Most Added

- BLVD** Lead Me On
LEE AARON Sweet Way

Top 10 Canadian CHR hits courtesy The Record (416) 533-2417.

COMPACT DATA**Rock Against Fur Benefit: No Hide To Wear**

The Psychedelic Furs, the Sugarcubes, Phranc, Lene Lovich, and Sara Hickman will perform at a "Rock Against Fur: 1990" concert to be held on March 24 at the Palladium in New York City. All proceeds from the event - hosted by El Vez (the self-proclaimed "Mexican Elvis") and the Beautiful Elvettes - will go to the animal rights organization People For The Ethical Treatment Of Animals.

Louder 'N' Prouder

A&M Records has issued a promo-only CD of live tracks from Seattle-based headbangers Soundgarden, entitled "Louder Than Live!" The ready-for-New Rock release - which comes concealed in a plain brown, duct-tape-bound wrapper - sports versions of "Get On The Snake," "I Awake," "Gun," and "Big Dumb Sex" (from the group's "Louder Than Love" LP) as well as live takes of the band's "Beyond The Wheel" and "Hunted Down."

Also included in the package - which was recorded back in December 1989 at L.A.'s Whisky A Go Go - are smokin' covers of Spinal Tap's deathless "Big Bottom" and Cheech & Chong's classic "Earache My Eye."

Wry 'Eye' In The House

Psychedelic revivalist Robyn Hitchcock has just released a solo acoustic LP titled "Eye" on Twin/Tone Records (as per a one-off licensing deal with A&M Records). Cassette and LP versions of the project sport 14 selections, while CD configurations carry four additional tunes (including an electric version of "Queen Elvis").

Furthermore, Hitchcock is planning a solo tour in support of "Eye" - kicking off April 22 - before rejoining his longtime band, the Egyptians, to record an electric studio LP later this summer.

**This Promo Beats 'Em All**

To shore up support for Wendy Wall's new single, "Dig That Crazy Beat," the really beachin' promotion staff at SBK Records shipped selected programmers little buckets of sand (pictured) emblazoned with an incredible likeness of the CD single's cover art.

The playful pails - which scooped up Promo Item O' The Week honors - come with matching shovels and (of course) the CD single itself. Furthermore, musical decision-makers clever enough to follow the tune's challenging title were rewarded (or, more accurately, punished) with a buried treasure: a can of Springfield's "fancy" pickled sliced beets, dig?

Bartenders at the cantina will pour the band's own "Cabo Wabo" tequila (among other spirits), and patrons will be entertained by house bands, visiting celebrity musicians, and occasional jam sessions from the club's rockin' proprietors.

Charismatic Roster Revealed

The first releases on Charisma Records will be from British female vocalist Kirsty MacColl and former Bourgeois Tagg frontman Brent Bourgeois. MacColl's LP (titled "Kite") and Bourgeois's eponymous album are due in stores May 8.

Meanwhile, the label has also signed former Virgin acts Age Of Chance and Maxi Priest, and the Irish band Something Happens.

Sampled Notes

- Michael Jackson's long-awaited greatest hits-plus-new material package is tentatively titled "Decade 1980-1990." It's due out on Epic this fall (along with a companion home video release).

- Guitarist Carlos Santana's upcoming Columbia LP is titled "Spirits Dancing In The Flesh," and features a tune co-written by Living Colour's Vernon Reid and one by jazzman Wayne Shorter.

- The members of Winger are currently in the studio working on their second Atlantic LP, to be titled "In The Heart Of The Young." The album should be in stores this June.

- Contemporary jazz artists Shadowfax have signed with Private Music. Look for the band's label debut LP ("The Odd Get Even") in April.

- Former Chic guitarist Nile Rodgers is set to produce a forthcoming album for guitar-slinging brothers Stevie Nicks and Jimmy Fallon.

- Look for Virgin to release an as-yet-untitled dance-mix LP of Paula Abdul tunes on May 8.

- Reprise has set a May 15 release date for Dio's next LP. The album - titled "Lock Up The Wolves" - was produced by Tony Platt and the band's Ronnie James Dio.

- The recently reformed Allman Bros. will have an album of new material released by Epic on June 18.

- Los Lobos guitarist David Hidalgo will produce Buckwheat Zydeco's next Island LP. The still-untitled project is due in May.

- Arista recording artists the Church have added drummer Jay Dee Daugherty for their upcoming world tour. The skinsman's former tours-of-duty include stints with the Patti Smith Group, Tom Verlaine, Richard Lloyd, the Indigo Girls, and the Waterboys.

- Look for Warner Bros. to release the new Fleetwood Mac LP ("Behind The Mask") on April 10. Incidentally, former member Lindsey Buckingham (whose first WB solo LP is due later this year) is featured on the title cut.

HEAVY

PAULA ABDUL:Opposites Attract (Virgin)	12
JANE CHILD:Don't Want To Fall In Love (WB)	10
PHIL COLLINS:Wish It Would Rain Down (Atlantic)	9
JANET JACKSON:Escape (A&M)	9
BILLY JOEL:Go To Extremes (Columbia)	10
KISS:Forever (Mercury)	9
MICHEL LE:No More Lies (Polygram/USA)	3
MIDNIGHT OIL:Blue Sky Mine (Columbia)	5
NINETY ONE:Without You (Elektra)	6
ALANBAR WYLES:Black Velvet (Atlantic)	16
TOM PETTY:A Face In The Crowd (MCA)	5

EXCLUSIVES

AEROSMITH:What A Time (Geffen)	4
S-82'S:Deafest Club (Reprise)	ADD
ROBERT PLANT:Hurting... (St. Patricks/Arista)	ADD

STRESS

BELOVED:Hello (Atlantic)	7
BLACK CROWES:Jesus Again (Capitol/American/Geffen)	4
SOUL 9 SOUL:Get A Life (Virgin)	2

BUZZ BIN

BLUE HOLE:Downen Lights (A&M)	4
CHURCH:Metropolis (Arista)	ADD
SINEAD O'CONNOR:Hushung Compas... (Chryslis)	5

BREAKTHROUGH VIDEO

EDDY GRANT:Gimme Hope Jockins (Elektra)	7
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ACTIVE

MICHAEL BOLTON:How Can We Be... (Columbia)	3
BRITNY FOX:Cross On (Columbia)	7
CHER:Heart Of Stone (Geffen)	2
ERIC CLAPTON:Bad Love (Reprise)	7
ALICE COOPER:Only My Heart Talks (Epic)	ADD
ENUFF Z'NUFF:Fly High Michelle (Arista)	10
LOU GRAMME:True Blue Love (Arista)	4
CORY HART:A Little Love (Epic)	2
DOE HENLEY:Heart Of The Matter (Geffen)	3
LENNY KRAVITZ:Mr. Cab Driver (Virgin)	8
MICHAEL MONAGHAN:After With No Eyes (Mercury)	8
MICHAEL PENN:No Myth (MCA)	19
BLAUGHTER:Up All Night (Chryslis)	4
BOB STEWART:This Old Heart Of Mine (WB)	3
TEARS FOR FEARS:Advice For... (Fontana/Reprise)	3
TECHNOBUNCH:Get Up! (Before The...) (S&W)	7
TERLA:The Way It Is (Geffen)	3
WARREN:Sometimes She Cries (Columbia)	12
WHITESNAKE:The Deeper The Love (Geffen)	9
WILSON PHILLIPS:Head On (S&W)	4

MEDIUM

ADAM ANT:Room At The Top (MCA)	2
FASTER PUSSEYCAT:House Of Pain (Epic)	6
GREAT WHITE:House Of Broken Love (Capitol)	13
GUN:Better Days (A&M)	7
JESUS & MARY CHAIN:Head On (WB)	10
SIZ MARKIE:Just A Friend (Gold Chiller/WB)	6
MISSION U.S.:Deliverance (Mercury)	4
PETER MURPHY:Cuts You Up (Reppes/S&W)	8
RAVE-UPE:Respectfully King Of Rain (Epic)	2
LISA STANFIELD:All Around The World (Arista)	ADD
THEY MIGHT BE GIANTS:Birthhouse Inc. (Elektra)	8
YOUNG MEN:Come Out (Delicious Vinyl/Arts)	2

BREAKOUT

DAVE EDMUNDS:Close To The Flame (Capitol)	ADD
FAITH NO MORE:Epic (Slash/Reprise)	ADD
JOHN WESLEY HARDING:Devil In Me (Geffen)	3
LONDON QUIREBOYS:7 O'Clock (Capitol)	ADD
RED HOT CHILI PEPPERS:Face The Pain (Epic)	3
RUSH:The Pass (Atlantic)	8
STONE ROSES:Woods Be Added (Geffen/MCA)	4
PETER WOLF:99 Words (MCA)	ADD

HOT NEW VIDEOS

S-82'S:Deafest Club (Reprise)	ADD
BLACK CROWES:Jesus Again (Capitol/American/Geffen)	4
CHURCH:Metropolis (Arista)	ADD
ROBERT PLANT:Hurting... (St. Patricks/Arista)	ADD
SOUL 9 SOUL:Get A Life (Virgin)	2

ADDS

S-82'S:Deafest Club (Reprise)	
CHURCH:Metropolis (Arista)	
ALICE COOPER:Only My Heart Talks (Epic)	
DAVE EDMUNDS:Close To The Flame (Capitol)	
FAITH NO MORE:Epic (Slash/Reprise)	
LONDON QUIREBOYS:7 O'Clock (Capitol)	
ROBERT PLANT:Hurting... (St. Patricks/Arista)	
LISA STANFIELD:All Around The World (Arista)	
PETER WOLF:99 Words (MCA)	

FIVE STAR VIDEOS

SEE SEES:Bodypart (WB)	7
EVERYTHING BUT THE GIRL:Driving (Atlantic)	7
JULIA FORDHAM:Mantel/Skyline (Virgin)	6
INNER CITY:Whatcha Gonna Do With My... (Virgin)	2
K.D. LANG:Puller Back The Raisins (G&WB)	6
NOTTING HILLBILLIES:Your Own Sweet Way (WB)	4
SINEAD O'CONNOR:Hushung Compas... (Chryslis)	4
SOUL 9 SOUL:Get A Life (Virgin)	7
ROD STEWART:This Old Heart Of Mine (WB)	2

ARTIST DEVELOPMENT

SARMA:Craving For Brutality (Epic)	4
LUNA BLOOM:Repose Mission (Reprise)	7
R. ELLIOT:When A Man Loves A... (Gems/Epic)	4
TIM FINN:Not Even Close (Capitol)	7
BEILA FLECK:Greater Minder (WB)	7
SARA WICKMAN:Simply (Elektra)	6
KAOMA:Lambada (Epic)	7
DANIEL LANOIS:Still Water (Epic/WB)	6
CHRIS REA:The Road To Hell (Geffen)	6
DUANE REEVES:How To Par (Epic)	2

NEW MUSIC

REGINA BELLE:Male Is Like I Was (Columbia)	5
PETER DINKLAGE:Craving In The Chapel (Capitol)	ADD
BLUE HOLE:Downen Lights (A&M)	7
CHER:Heart Of Stone (Geffen)	ADD
SHAWN COLVIN:Steady On (Columbia)	9
EARTH, WIND & FIRE:Heritage (Columbia)	4
DAVE EDMUNDS:Close To The Flame (Capitol)	3
MELISSA ETHEREDGE:The Angels (Arista)	7
COLIN HAY BAND:Free My Life (MCA)	3
NRB!! I Don't Have The (Virgin)	1
POD:Close To The (MCA)	2
JOE SATRIANI:Believe (Reprise)	7
TEARS FOR FEARS:Advice For... (Fontana/Mercury)	7
US4:Here I Am Come & Take Me (Virgin)	6
GEOFFREY WILLIAMS:Blue (Atlantic)	2

HIT MAKERS

MICHAEL BOLTON:How Can We Be... (Columbia)	2
CALLLOWAY:I Wanna Be Rich (Sole/Epic)	ADD
CHER:Heart Of Stone (Geffen)	ADD
CHUCKY D:Gony (MCA)	2
PHIL COLLINS:Wish It Would Rain Down (Atlantic)	7
PAUL DAVINE:Love Will Lead You Back (Arista)	4
DOLINA ESTEFAN:Eye In My Cards (Epic)	ADD
DOE HENLEY:Heart Of The Matter (Geffen)	7
BILLY JOEL:Go To Extremes (Columbia)	7
ELLY JOHN:Salvatore (MCA)	6
QUINCY JONES:Secret Garden (Capitol)	5
PAUL McCARTNEY:Paul Is Live (Geffen)	3
SONNY RAITT:Have A Heart (Capitol)	9
SMOKEY ROBINSON:Everything You... (Motown)	7
LISA STANFIELD:All Around The World (Arista)	6
TINA TURNER:Look Me In The Eye (Capitol)	6
LUTHER VANDROSS:Here And Now (Epic)	7
WILSON PHILLIPS:Head On (S&W)	3

Information current as of March 13.

POLLSTAR**CONCERT PULSE**

Pos. Artist	Avg. Gross (in 000s)
1 PAUL McCARTNEY	\$1065.1
2 NEW KIDS ON THE BLOCK	\$408.6
3 AEROSMITH	\$318.5
4 ANDREW "DICE" CLAY	\$300.7
5 MOTLEY CRUE	\$285.1
6 T. PETTY & HEARTBREAKERS	\$210.2
7 BARRY MANLOW	\$203.2
8 S.R. VAUGHAN'S BACK	\$187.7
9 PATTI LABELLE	\$137.9
10 GEORGE STRAIT	\$126.0
11 RICHARD MARX	\$122.6
12 JUDOS	\$109.0
13 TEARS FOR FEARS	\$106.1
14 REBA MCKENTRE	\$100.7
15 ALICE COOPER	\$99.0
16 JETHRO TULL	\$97.4
17 CULT	\$96.8
18 S-82'S	\$90.7
19 B.B. KING	\$84.0
20 CHARLIE DANIELS BAND	\$43.6

New Tours

AEROSMITH	DON HENLEY
BONEDADDY'S	INNOCENCE MISSION
JANN BROWNE	RICKIE LEE JONES
CHER	VALENT FEMMES
COWBOY JUNCKES	WINANS

The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of Pollstar, a publication of Promoters' On-Line Listings. (800) 344-7583, or in California, (209) 224-2831.



BRAD MESSER

CALENDAR

Accessing New Computer Toys

Ah, it's getting so much easier to window-shop, perchance to spend. Contemporary men and women with enough cash or plastic don't even have to budge from the comfort of their cushioned office chairs to learn about the neat new toys in Electronicsland.

Daydreaming about installing newsroom computers but don't know what's available? Anyone with a PC can get a crash course (well, I guess "crash" isn't the best word to use around computers) from the companies that sell newsroom systems.

CompuServe's Journalism Forum has opened a new section for information exchange about newsroom computers. System vendors such as AP, BASYS, Dynatech, NEWSTAR, CText, Siscom, and Comprompter will assign reps to field questions about their products. CompuServe subscribers can receive demonstrations of major vendors' products, as well as free software for newsroom applica-

tions on existing PC-based systems.

Talk Forum

Another new goodie on CompuServe is the "Talk Show Exchange." Veteran broadcast journalist Jim Cameron, founder and system operator of the Journalism Forum, says it's "for all those involved in program production, research, guest booking, promotion, and hosting."

Cameron says JForum user Tom Leykis of KFI/Los Angeles sees it as a place where "Talk radio professionals can exchange information about employment, guests, topics, and industry gossip."

WGST/Atlanta's Neal Boortz looks forward to "day-to-day contact with other talk show hosts and producers for discussions of our mutual interests." CompuServe membership info is available at (800) 868-8199.

Hardcore newswriters can research stories on the "News Digest CD-ROM" from the Facts On File company. A single \$770 CD contains more than 9000 pages of weekly news summaries and indexes covering 1980-88 ('89 is not yet available). Pop the CD into your IBM, clone, or Macintosh to access a resource used by the world's major broadcast and print newsrooms. In addition to the Read-Only CD, the hard copy News Digest remains available. Reach Facts on File at (800) 322-8755.

Whip out your MasterCard and superheat that sucker. Time to buy some toys!

Soviets Allowed Opposition Candidates

MONDAY, MARCH 26 — The Soviets came up with a new twist in their national election a year ago: voters were offered more than one choice. In their first free election since 1917, reform candidates unseated conservatives in many areas.

South Dakota's 24-hour snowfall record of 38 inches was set in 1950. Down in the heart of spinach-growing country, a six-foot statue of Popeye was dedicated in Crystal City, TX's town square in 1937. It's still there.

Birthdays: Teddy Pendergrass, Martin Short 40, Vicki Lawrence 41, Diana Ross 46, James Caan 51, Leonard Nimoy 59, Justice Sandra Day O'Connor 60, Bob Elliott (Bob & Ray) 67, Gen. William Westmoreland 76.

Solidarity Strike Shuts Down Poland

TUESDAY, MARCH 27 — In Poland, 13 million workers went on strike in 1981, protesting the beatings of Solidarity union activists. It was Poland's largest antigovernment demonstration ever, and an historic event in the democratization process which has since unseated a half-dozen Communist governments.

Seven years after becoming the first man in space, cosmonaut Yuri Gagarin died in 1968 when he totalled his fighter plane. The big Alaska earthquake (8.6 magnitude) killed 114 in 1964. In 1855, Congress spent \$30,000 to import camels for the Army in Texas and the Southwest. The experiment eventually failed, and some of the camels that were turned loose were seen roaming wild for years after.

Birthdays: Michael York 48, Race car driver Cale Yarborough 51.

Fear At The White House

WEDNESDAY, MARCH 28 — Former Attorney General Ed Meese testified at Oliver North's trial a year ago that, yes, there had been times during the congressional investigation when White House insiders thought Reagan might be impeached because of the Iran/Contra affair.

Eleventh anniversary of the Three Mile Island partial core meltdown. Ike died in 1969 at age 78. Turkey renamed two major cities in 1930: Constantinople became Istanbul, and Angora became Ankara.

Birthdays: Reba McEntire 35, Dianne West 42, Basketball star Rick Barry 48.

Eerie Silence When Niagara Stopped Falling

THURSDAY, MARCH 29 — Niagara Falls stopped in 1848. Broken ice created a dam, which choked off the river's flow to the falls. It happened at night, and the eerie silence that followed woke up locals.

Michael Dukakis won the Connecticut Democratic primary in 1988. Also in 1988, televangelist Jimmy Swaggart was ordered by his church not to preach for a year, following revelations about his encounters with a prostitute. The Supreme Court upheld the principle of a minimum wage for women in 1937.

Birthdays: Eric Idle 47, Pearl Bailey 72.

First Anesthetic For Surgery

FRIDAY, MARCH 30 — Georgia country doctor Crawford Long performed the first painless surgery in 1842, using ether as an anesthetic. Ether's numbing properties were already fairly well-known, because it was a popular recreational drug. People who banged themselves up at other parties didn't feel a thing.

John Hinckley shot Reagan and Press Secretary Jim Brady in 1981. The Soviet army invaded Austria in 1945.

America agreed to pay Russia \$7.2 million for Alaska in 1867.

Birthdays: Eric Clapton 45, Ex-basketballer Jerry Lucas 50, Warren Beatty 53, Richard Dysart ("L.A. Law") 61.

Saturday (3/31): Rhea Perlman ("Cheers"), Gabe Kaplan ("Welcome Back, Kotter") 44, Christopher Walken 47, Herb Alpert, Richard Chamberlain 55, Shirley Jones 56.

Sunday (4/1): Gordon Jump ("WKRP in Cincinnati") 58, Debbie Reynolds 58.

QUINCY JONES



"The Secret Garden
(Sweet Seduction Suite)"

FEATURING:

Al B. Sure!

James Ingram

El DeBarge

Barry White

THE HOT NEW SINGLE

FROM THE BLOCKBUSTER ALBUM

BACK ON THE BLOCK

PRODUCED BY



© 1989 QWEST RECORDS

WXKS deb 25

WPGC 23-19

KITY 25-20

FM102 27-24

KMEL 7-4

K106 40-30

KZZB 40-34

WCKZ 15-13

KZFM add

KPRR add

HOT95 32-26

Z99 deb 34

KKMG 4-2

B95 28-26

HOT96 18-13

KIKI deb 24

KROY add

KDON 2-2

KQIZ 36-32

WJMX deb 35

KZOZ add

Plus...

KJMZ

KTFM

KKFR

HOT977

WVSR

K98

WHHY

KJ103

KQM

KLUC

KCAQ

KOY-FM

KWNZ

KNOE

KWTX



JOEL DENVER

5.2-6.6 12+ RECOVERY

B104: On The Rebound

WBSB (B104)/Baltimore PD Steve Perun broke into a wide grin when he saw the fall '89 Arbitron advances. The station was up 5.2-6.6 12+ — besting the previous fall's 6.0 and back on track to the 8.6 of summer '88.

Perun — who'd come off a tough stretch as Metroplex VP/Programming and WHYI (Y100)/Miami PD — is used to winning ratings. He pulled strong numbers as PD of KBEQ/Kansas City and KWK (now WKBQ)/St. Louis, and as Asst. PD/MD of WLS/Chicago. Prior to his September arrival, he was already instituting changes at B104 via telephone when the fall book began.

Perception Problem

Once on board, Perun found B104 had several problems. The first was perception. "Hot AC WMMX (Mix 106) came in and repositioned us as a teen station, then took competitive [aim] at our adults. Our adult numbers weren't half of what they'd been by the time I took over.

"While I can lay part of our headache on Mix 106, the rest was in our lap. B104 had failed at being a great CHR station. Chuck Morgan (now PD at AC WLTT/Washington) had tried to fight Mix 106 on its own turf. We were laid-back and the music had become soft, unex-



Steve Perun

citing. Everyone wants adults — but everyone can't be AC. B104 is becoming a great CHR again by protecting its younger end while regaining adult credibility."

Is a ten share in B104's future? Perun waxes dubious. "Baltimore is a more competitive market than it used to be. [AOR] 98 Rock-WYYY is far better than they've ever been and [Gold] WQSR is up to a 5.3. [Urban] WXYV leads the town with a 7.3-9.1 showing and has great adult and teen numbers."

In Arbitron, B104 still leads WXYV in teens, but enjoyed significant growth in 18-34s and 25-54s — its best showing since fall '88. In the corresponding Birch, B104's 12+ share was off 7.5-8.7, but it was up in 18+ women and still tops in teens.

"Everyone wants adults — but everyone can't be AC. B104 is becoming a great CHR again by protecting its younger end while regaining adult credibility."

Less Conservative

Perun has long been known for his ultraconservative music posture. But at B104 he's found a less conservative approach is the ticket to success. "We were very passive — very homogenized. Now the flavor is more uptempo and rhythmic, but not black or Urban. B104's breaking the right kind of records to make us stand out in the marketplace. Playing the street-type or buzz records at night has been important to us in attracting and holding younger demos.

CHR

CONTEMPORARY HIT RADIO



New morning man Glenn Beck



APD/MD Pam Trickett

"You have to have some peaks, some compelling reaction records, and some surprises. You have to [go early on] records like the recent Skid Row, Depeche Mode, or Linda Ronstadt. Timing on these is so important. Not only do you have to play them early, you have to play the right titles. Sterile music brings sterile reaction."

Perun maintains B104, which is programmed as an adult CHR from 6am-7pm, doesn't have a schizophrenic sound. "Most of the records we play work in most dayparts. Certain records give us teen credibility at night and on weekends. We're in a position to play a bit more gold in daytime hours

than most CHRs, since we're the only one in town. The gold is compatible with younger and older demos. CHR must learn how to reach adults without losing the 12-24s in the process. If we had direct CHR competition, we'd have to adjust. But hey, come on. We're ready. We're not Q105 [WRBQ/Tampa], leaving ourselves open for a big hit."

In this period of decreasing niche loyalty, Perun believes "variety is the key to success. The most important thing about adding a record is how it will help the station. Balance is a great reason, but it must be a record that will do something for me.

"We sound like we're having fun again because we are. We're here to kick the competition's ass again."

"When I talk to record reps I say, 'Don't tell me it won't hurt me — tell me how it's going to help me.' Every record should be a programming tool. CHR PDs shouldn't look at records as adversarial items they're forced to deal with. If it's the right record, we'll give it a shot. Not every record is right for us, and we take heat for it."

Marketing Push

B104 was promotionally flat for a few months prior to Perun's arrival, which he calls a smart move. "You don't market an inferior product. First we fixed the attitude and on-air product. Now we've launched a TV spot using real people who talk about the difference in B104. More variety and 50 minutes of music an hour are the focus points. Our billboards echo the campaign.

"We've just launched an on-air contest: the 'Getaway Double Play.' It offers warm-weather trips plus cash for being the 104th caller when a specific pair of records are played. We also do fax contests and 'All-Request Lunches,' which generate a lot of office response. There's the 'Five O'Clock Whistle' on Fridays, and at night we feature the 'Top Eight At Eight,' 'Battle Of

Music Monitor

B104/Baltimore carries a spot load of only eight minutes an hour, which certainly accommodates its positioning phrase: "50 minutes of music every hour." But Perun sees indications that it and such statements as "ten in a row" aren't working.

"No matter how much music or how many records you promise, if it's the wrong songs — you're dead. Since we also stress B104, now with more variety," we try to give a sample of what we play every quarter-hour." Here's what B104 sounds like at 5pm:

MICHAEL BOLTON/How Am I

Supposed To Live...

LISA LISA/Head To Toe

BAD ENGLISH/Price Of Love

PAULA ABDUL/Straight Up

ROXETTE/Dangerous

BOBBY BROWN/Every Little Step

LINDA RONSTADT/AARON

NEVILLE/Don't Know Much

ROBERT PALMER/Addicted To

Love

COVER GIRLS/We Can't Go

Wrong

SEDUCTION/2 To Make It Right

RICHARD MARX/Should Have

Known Better

TAYLOR DAYNE/Love Will Lead

You Back

BALTIMORE'S BEST
B104
WBSB FM
MEANS MUSIC®

Out with the old,

B104
WBSB-FM
in with the new

ON TOUR NOW!

REGINA BELLE

R&R AC CHART **13**
OVER 100 TOP 40s WITH
18 NEW INCLUDING:

KRBE add
WGH add
KUBE add
KGGI add 21
HOT977 add
KROY add 30
WXXS deb 35
WNVZ deb 30
KKLQ deb 30
KMEL deb 30

KLUC deb 25
WMJQ 27-23
Y100 27-24
PWRPIG 33-30
Q95 25-20
KDWB 22-19
WPGC 8-6 (HOT)
WCKZ 22-18
Z99 21-18
KOY-FM 27-23

"...still Top 5 callout research with all female demos. Sales Top 10 across the board...smash...play it, don't be a wimp!"

Albie D/WPGC 8-6 Hot

"Top 10 callout. Looks like a smash."
Jay Taylor/KLUC Debut 25

"Strong request action already!!!
We're getting calls from 18-34 men as well as women."

Paul Cannon/92PRO-FM

"Regina has become one of our major core artists since 'Baby, Come To Me.' Regina's songs will be on our station forever. She's not just here today and gone tomorrow. Ever since I saw her perform live, she gave me shivers."

Elroy Smith/KJMZ

MAKE IT LIKE IT WAS

38-73002

THE SECOND
CONSECUTIVE NO. 1 R&B
SINGLE FROM HER NO. 1
GOLD ALBUM, "STAY WITH ME."

PC 44367

ON YOUR DESK NOW.

ON COLUMBIA

PLAY IT
SAY IT!



WANTED

Pretty Boy Floyd



Last seen headed to CHR.

Pretty Boy Floyd is being sought in 50 states for infectious pop metal and juvenile enthusiasm. They have a penchant for big, boomy choruses, and are considered armed and dangerous. One listen and they will blow you away.

MCA
THE SPOTLIGHT IS ON

CHR

B104

Continued from Page 46

The Bands, and 'Bedcheck.' Every weekend is a special contest giveaway of some sort."

AM Shuffle

An inconsistent morning show also posed a problem. "It's been a real pain ever since the breakup of Brian & O'Brien," says Perun. "Brian Wilson [now morning zoo cohost at WHITZ (Z100)/New York] did it solo for a while. Then Don O'Brien was brought back for a solo turn [now doing afternoons at

"When I talk to record reps I say, 'Don't tell me it won't hurt me — tell me how it's going to help me.' Every record should be a programming tool."

WAVA/Washington). Next we had Chuck Buell, who teamed with Roberta Gayle — which was a case of two people at opposite ends of the scale." (Editor's Note: B104's new morning personality is former KRBE/Houston wakeup talent Glenn Beck.)

The only other staff change has been the addition of overnights Anne Krause, who hails from WLRW/Champaign, IL. "The whole station has a new attitude, which starts with our receptionist, Saran, and spreads throughout," says Perun. "I'm an aggressive programming personality with a take-charge attitude. That fits well with [VP/GM] Jim Fox. He's a great GM because he's aggressive and wants to win big.

"Fox is fired up, sales is fired up, and so am I. We sound like we're having fun again because we are. B104 had stopped being visible. That's ridiculous, because Promotion Director John Pavlos is a market native and wired to everyone. Now we're at every Baltimore Arena concert that makes sense for our target; the first to give away tickets to hot shows like Janet Jackson, Billy Joel, or New Kids On The Block. We're here to kick the competition's ass again."

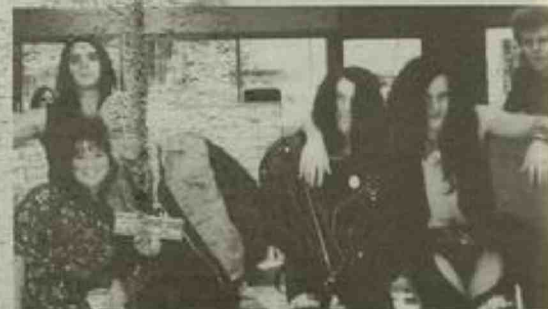
BITS

• **Pig Grants Wish** — When WFLZ (Power Pig) Tampa heard of a local 13-year-old stricken with cancer, the station sought to ease her pain by granting a wish. Carla Householder's greatest desire was to meet the New Kids On The Block. WFLZ arranged for concert tickets, a limousine ride, and backstage passes for Carla and her mother. Way to go.

• **Please Don't Go, George** — When Kansas City Royals millionaire slugger George Brett complained in a local paper that he was unappreciated by the team, KXXR tried to cheer him up. MD/PM driver Steve Douglas invited listeners to bring their tokens of appreciation to Brett's sports bar. Brett's gifts included tissues (to dry his eyes), a plastic horn (so he could feel his ovel), and Preparation H (in case his famous-edler discomfort returned).



"I NEED LIPOSUCTION BECAUSE..." — That's the phrase WHY (Y107) Nashville asked its listeners to complete at its "shake, rattle, and roll" dance contest. The contestants pictured here busted their best moves for a \$1200 cash prize to be used for liposuction surgery.



TOO GOOD TO BE CRUE — KHFI (K98) Austin re-crue-ted some listeners to whip out the leather for a Motley Crue lookalike contest. The winners nabbed backstage passes for the Crue's show. Flanking Motley Crue II are K98 staffers Tracy Walker and Julian Evans.



B-52'S ROAM INTO K.C. — KBEQ/Kansas City wakeup team member Erich "Mancow" Miller asked us to run this shot of him with B-52's singer Kate Pierson so he could impress his friends.

MOTION

• **"Howard The Cabdriver"** named Director/Community Affairs at WPLJ/New York.

Jeff Webster leaves WKY/Bath, ME PD/MD duties for middays at WWGT (G98) Portland. He replaces Chuck Morgan, who became Production Director. Anna DeHaro migrates from mornings at KPRR/E Paso to the same shift at KTFM/San Antonio, where she cohosts with Sonny Melendez. At WKRR (Q102)/Cincinnati, Gary McGill becomes Creative Services Manager and Cathy Cruise from WNVZ/Norfolk climbs aboard for middays. WINK/Ft. Myers, FL fills its open night slot with Ron Kelly from KDOG/Macon, GA.

Former WKZQ/Myrtle Beach, SC MD Mark Jacobs moved to overnights at WZZG (Gorilla Radio)/Charlotte, succeeding Rusty Johnson. Clay Stanley

takes music duties at WKZQ. . . . Todd Ryan settles into middays at KZOO Duluth, MN as Mark Edwards exits. . . . WAPE/Jacksonville middayer Miel Monroe moves to nights at crossover Gold outlet WKOL. . . . Johnny Vee nabs the night slot at WAZY/Lafayette, IL after a stint at WLRW/Champaign, IL. Alex Cosper, former KWOD/Sacramento MD, is now consulting KWRN Stockton, CA. PD Jim Nalley is out and morning man Johnny Milford becomes PD. . . . Emmis VP/Corporate Communications Tom Gowan has exited to explore other opportunities. Reach him at (612) 866-3639. Reece Richards, night rocker at AOR KTNT/Oklahoma City, shifts to the PD post at KMGG/Lafayette, OK. MGZ PD Les Michaels is upped to GM. . . . Linda Stevens moved into the KXY/San Angelo, TX middle slot coming from KFGX (Foxy 102)/Abilene, TX.

T

he debut release, "Time and Tide," has recently been certified PLATINUM. After only three weeks, the follow-up, "London Warsaw New York," has been certified GOLD and has catapulted into Billboard's Top 30 LP Chart. Basia's promising beginnings have developed her into a first-class artist for the 90's. The first single, "Cruising for Bruising" has been unleashed to radio. This out-of-the-box A/C BREAKER is now ready to become a multi-format hit. But one thing's for sure ... no matter what format, this record's headed in one direction -- straight to the top!!!

BASIA

CRUISING FOR BRUISING

Taken from the
Epic release:
LONDON WARSAW
NEW YORK #507

Produced and
Arranged by
Basia & Danny White

Epic

When the PEOPLE choose

KENNY ROGERS



- Winner this week of his 11th
PEOPLE'S CHOICE AWARD
- Voted in January FAVORITE MALE VOCALIST by the
PEOPLE Magazine
- #1 Top grossing attraction in both 1988 and 1989
—Amusement Business Country Box Scores
- #1 Adult Contemporary Artist of the '80s
—Radio & Records (January 1990)
- FAVORITE COUNTRY ENTERTAINER in the 1980s
—Des Moines Register (December 1989)
- "Decade's Hottest Country Crossover Star"
—Billboard Magazine (December 1989)

Congratulations from



REPRISE



hey choose

eaders of

ROGERS & COWAN INC.
PUBLIC RELATIONS
A Stanbridge Company

HAVE YOU GOT WHAT IT TAKES
STARPOINT

Impeccable pop/funk.
The searing voice of Renee Diggs.
Four tracks—including the first single
"I Want You-You Want Me"
Music that's got what it takes.

Management: Lionel Job Inc.



Urban Contemporary
BREAKERS.

62 UC Reporters — 67%

On Elektra Cassettes, Compact Discs
and Records



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WALT LOVE

Ballad Boom

Bumper Crop Of Love Songs Yields Surprising Benefits

UC radio seems to be in the midst of what could legitimately be termed a ballad boom. Record labels have kept up a steady flow of love songs, and some programmers don't seem to mind. Playing slower-tempo material allows for more on-air variety and can help stations hold on to valuable upper demos — often without losing 12-18s.

Reaping Longer TSL

WDZZ/Ft. Lauderdale PD/MD/morning man Scott Williams says of the boom, "Ballads are suitable right now. It's really refreshing to hear some nice ballads with good lyrical content — particularly for adults."

Scott maintains the format was falling into a rut, "where almost everything you heard was by Jimmy Jam & Terry Lewis or Teddy Riley, if not by L.A. & Babyface. Each has a specific sound, but most of the tempos are alike. The influx of ballads is a nice break.

"Our audience is listening longer because they're singing along with the music. [The lyrics convey] stories they like. In my market, I'm seeing these songs cross over to other formats like AC and CHR."

The UC ballad influx goes hand in hand with the abundance of label product that's being released. Says Williams, "Right now there's so much music to choose from, you



Scott Williams



out dance music.

"Then there are songs by artists like the Temptations, Miles Jaye, Luther Vandross, and Surface. These acts appeal directly to adults 25+. And that's the demo we're looking for to sell to the agencies. The variety means we can please a well-rounded audience. Variety is just what this format has needed for years. Keep the ballads coming!"

Holding On To Adults

KMJJ/Shreveport MD E.Z. Walker doesn't think this year's bumper crop is all that unusual. "Sure, I've noticed the high number of ballads, but that happens each year at specific times. During

the winter months we get a lot of love songs from R&B artists. When spring arrives, the tempo of the music will quicken."

Walker and PD Quenn Echols are careful to keep the on-air music flow balanced and to retain the upper demos. "We're looking to keep our adults happy," Walker explains, "and they seem to enjoy medium-tempo music along with some ballads by their favorite artists. It's also up to the announcer to

"Our audience is listening longer because they're singing along with the music."

—Scott Williams

make sure the station sounds interesting while maintaining a certain uniformity from hour to hour."

Dayparting is an effective way to accomplish those goals. Notes Walker, "Our middayer is instructed to play about 70% medium-tempo music. A few ballads might fall under that category. The remaining 30% should be uptempo.

"Evenings don't have to be rap shows. Our phone calls tell us a lot of young ladies love to be romanced."

—E.Z. Walker

When our afternoon driver comes on, he ups the tempo. He has to come on 'smokin' and 80% of his



A portion of the 1800+ rent bills that poured into WKYS/Washington during the first two days of its "Pay My Rent" contest.

Raisin' The Rent

Last month WKYS/Washington invited listeners to send morning personality Donnie Simpson a copy of their monthly rent bill for a chance at winning a month's rent courtesy of the station.

Each morning between 6-10, Simpson selected one of the thousands of "Pay My Rent" entries. Listeners then had 30 minutes to call. Those who phoned in on time treated their landlords to rent checks from WKYS.

In the first two days of the con-

test, the station was swamped with 1800+ letters that came in all shapes, colors, and sizes to catch Simpson's attention. Some 30,000 letters later, the station had shelled out more than \$10,000 in rent and mortgage payments.

music must be kickin'. Most people are pretty up at that time of day. They've ended their workday and want to be entertained."

During the 7pm-midnight slot, the tempo slows down as it gets

later. Although conventional wisdom dictates staying uptempo for the young demos, Walker says his research reveals 12-18s enjoy ballads. "Kids say they like the love songs. And at that time of the night we want to hold on to the 18-24s

"We're looking to keep our adults happy, and most of them seem to enjoy medium-tempo music along with some ballads."

—E.Z. Walker



E.Z. Walker



who've been with us most of the afternoon. Evenings don't have to be rap shows. Our phone calls tell us a lot of young ladies love to be romanced."

Picture This

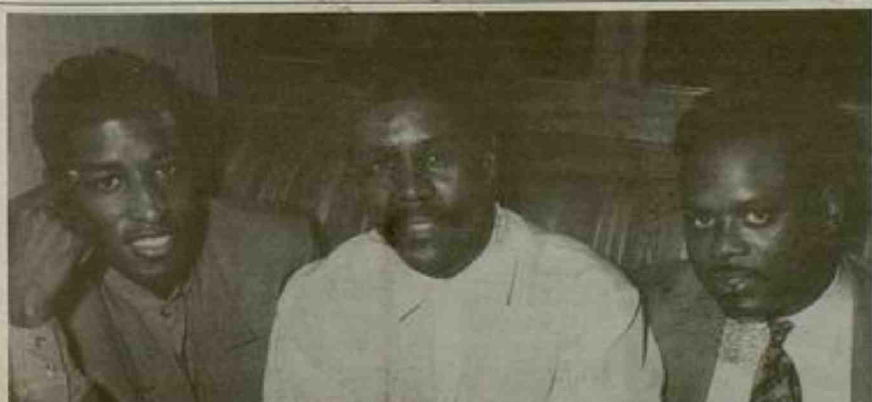
Do you ever picture yourself in R&R? Gather your best black & white photos (clear color shots are fine, too) of station promotional events, contests, concert tie-ins, in-studio visits by artists, or local benefits and mail to: Editor Walt Love, 1930 Century Park West, Los Angeles, CA 90067.

UC DATA BANK

Pet Peeve

Those wanting to sell pet products and services to African-Americans may be barking up the wrong tree. While 56% of all U.S. households own pets, the rate in black households is only 36%.

Source: American Pet Products Manufacturing Assn.



IT'S NO CRIME... for Epic artist Babyface, WEDR/Miami MD James T., and writer/producer L.A. Reid to hang out in a local pub.



HARVEY KOJAN

AOR®

ALBUM ORIENTED ROCK

Is R&R's Airplay Rule Fair?

One-Play-Per-Day Policy Explained

There I was, minding my own business, doin' the schmooze at Pollack Media Group's recent L.A. soiree, when I found myself in the middle of a mini-controversy. It seems some programmers feel R&R's minimum airplay policy for reported songs — one play per day between 6am-midnight — is too restrictive. Obviously, some further discussion is necessary.

Before I get into the reasons for the policy, I should point out that it's been in effect since Steve Feinstein was AOR Editor. I assume the reason it recently became an issue is because the Trapman Company has been monitoring airplay for us extensively since last summer. As I pointed out in my review of the preliminary data garnered from those monitors (R&R, 12/1/89), my discussions with monitored stations indicated several PDs were apparently unaware of our one airplay requirement: all songs on your weekly playlist should receive one play per day between 6am-midnight.

Since that column appeared I've received several calls from concerned PDs wondering where special programming fits in, and I assured them that — as with any rule — there are exceptions to the one-play-per-day policy. Twofers Tuesday is probably the best example: PDs are understandably reluctant to schedule twofers from new artists, especially those with only one hit to their credit. That's why we never monitor on Tuesdays. Ditto for weekends, when special programming and features abound. Feel free to report songs that otherwise meet the one-play-per-day rule.

There's also flexibility when it comes to dayparted songs. If you have six songs dayparted 7pm-5am, and each rotates once an hour, it's obvious one of those night tunes isn't going to schedule before midnight. Nevertheless, it only makes sense to report all six songs in light. On the other hand, if you have 15 songs in a night-only rotation — highly unlikely, based on my experience and research — don't report those songs, because each receives very limited airplay.

Question Of Commitment

Why does R&R enforce the one-play-per-day rule? The key to the concept is *commitment*. How committed is a PD to a song he will only play overnights? Yes, people do listen to the radio after midnight — otherwise stations would just sign off and save money. But we all know overnight cume is much lower than 6am-midnight. More important, as an unrated daypart, overnights are essentially risk-free. Knowing that, if I was programming a station (a scary scenario, for sure), was on the fence about a particular track, and was looking at R&R's Tracks chart for some insight, I certainly wouldn't want somebody's overnight-only

mean, c'mon — we're talking one play a day before midnight. That ain't a hell of a lot of airplay, especially when you factor in special programming. Throw in Twofers Tuesday and a Block Party Weekend, and it's very possible a song in light will receive only four plays a week.

When I discussed this situation in detail with some of the Pollack PDs, I quickly found out the real reason they'd like to be able to report overnight records. As one attendee summed it up, "It's a great way to get the record companies off our backs."

"[Reporting overnight records is] a great way to get the record companies off our backs."

— Anonymous PD

rotation affecting the numbers. Likewise, if there was a particular PD I respected, and my rep called me and said, "Hey, so-and-so just put it in light," I would want to know that light report meant something more than one play at 4am!

As it is, how significant is a light report under our present system? I

Makes sense to me: remove the requirement, and PDs can report anything they wish, regardless of whether they think the song merits airplay. Just have the overnight guy throw it in once in a while. The record rep gets the add he needs, and the PD gets some peace. Then, when the record doesn't sell, doesn't get phones, and gets dropped, the PD can honestly say, "Hey, we played it — it just didn't work."

VALENTINE'S DAY

Got Love If You Want It

A couple of years ago I noted the increasing popularity of AOR Valentine's Day promotions. Since then the importance of that annual celebration of love has escalated rapidly: countless press releases have crossed my desk describing a variety of station activities ranging from simple lingerie parties to mass marriages. Here's a sample, in words and pictures:

KATT Couplings

A contingent of 168 couples braved an ice storm to participate in

KATT/Oklahoma City's mass wedding at the local Sheraton. Undoubtedly the highlight of the



Seven thousand guests witness CFOX's "Ultimate Rock & Roll Wedding."

Why No Overnight-Only Songs

- Low cume
- Unrated daypart
- Insignificant airplay

Chart Use, Abuse

However, we don't print charts to placate record companies. We print charts to give radio programmers an idea which songs are working for their peers. That's the theory, anyway. Unfortunately, many programmers and record reps abuse the charts, turning the whole process into a pressure-packed, excuse-laden, favor-granting numbers game.

Unenlightened promotion bosses with no idea what chart numbers really mean browbeat their reps into getting adds at all costs. Chart position is everything: Back Page, Top 15, Top 10, Top 5. Lemming-like programmers refuse to even listen to a song until it reaches a certain chart position, then drop it the minute it loses its coveted bullet.

What's needed is a bit more perspective: the chart is supposed to be a tool, one of several forms of research which — along with ears and gut — can help programmers make good musical decisions from among the myriad of musical choices available. It's not the be-all and end-all. Show me a PD who picks his music based solely on charts, and I'll show you a loser.

Anyway... (deep breath)... that's why we have the one-play-per-day rule. Now that I've climbed down from my soapbox, I'd like to know what you think. Give me a call, fax me, have your girl get in touch with mine, etc. Just as a successful radio station must serve its listeners' needs, R&R's policies must be in sync with its readers' needs. That's why your continued input is crucial and always welcome.



KATT couples sway in their newlywed bliss.

20-minute ceremony — broadcast live, of course — was when morning jocks Rick Walker and Max Morgan directed the men to one side of the room, the women to the other, and led the newlyweds in a glorious rendition of "Green Acres." All three local TV net-

works were on hand to cover the story.

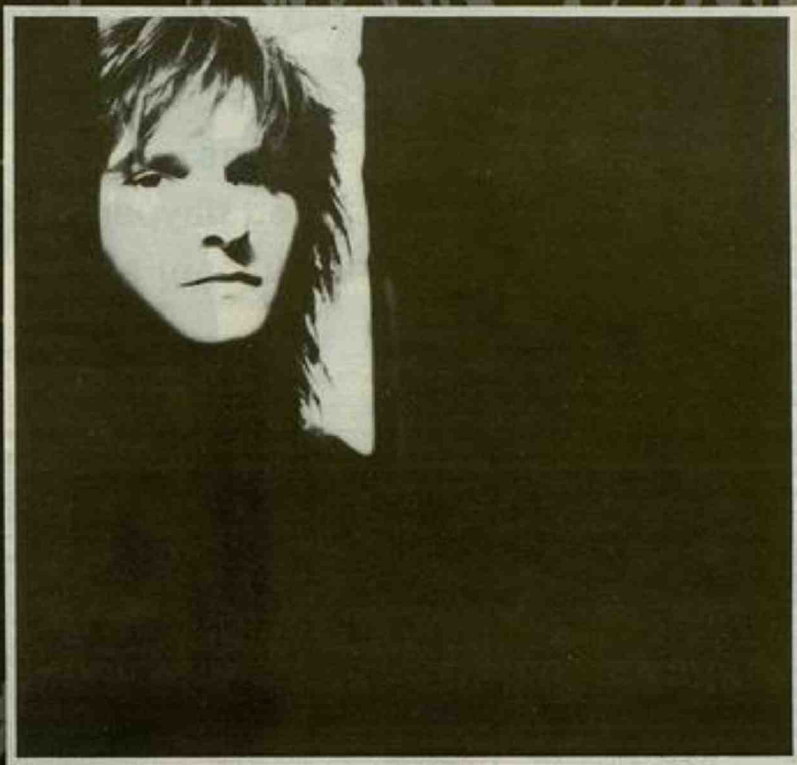
CMF's Numerous Nuptials

"Easily the most successful promotion we've ever done," is how WCMF/Rochester PD Stan Main

Continued on Page 56



Contestants receive instructions from WLAV/Grand Rapids PD-morning man Red Noize at the station's "Love In An Elevator" promotion.



MELISSA ETHERIDGE

"THE ANGELS"

Track 28

Already On Over 90 AORs,
Including:

WGR	KTCZ
WKLS	KSHE
KTXQ	KBCO
KLOL	KUPD
WNOR	KZAP
WLVQ	KOME
WFBQ	KSJO
	KXRX

STEVE SALAS

COLORCODE

"THE HARDER THEY COME"

AOR **NEW & ACTIVE**

Including:

KISS	WEZX	WAZU
WYNF	KNCN	WLAV
KUPD	WRXK	KJOT
KRXQ	WSTZ	KDJK
KISW	KBAT	KRZQ
WDHA	WRDU	KLPX

New Artists #20

On Tour With Joe Satriani

3/16	Chicago	3/24	Ann Arbor
3/17	Milwaukee	3/25	Columbus
3/18	Minneapolis	3/27	New York
3/20	Grand Rapids	3/30	Boston
3/21	Dayton	3/31	Philadelphia
3/23	Cleveland	4/1	Washington, DC



Got Love If You Want It

Continued from Page 54

describes the station's mass marriage. Dubbed "Brother Wease's Numerous Nuptials" in honor of 'CMF's morning madman, the event received front-page print and marketwide TV coverage, and even a mention in USA Today.

"These are the only life sentences I'm allowed to give," quipped City Court Judge William Bristol as he prepared to wed the 120 couples. The ceremony concluded when Wease eloquently asked, "Are you girls ready to hang out with these guys forever, or what?" The room thundered with whoops and cheers.

In addition to the usual wedding amenities, 'CMF chipped in with

special gifts, including free honeymoon trips and a \$6000 diamond ring.

Fox's Ultimate Offer

CFOX/Vancouver offered the "Ultimate Rock & Roll Wedding" to the couple who performed the wildest, most creative public proposal. Among the stunts: one guy dressed up like a rat one snowy morning and sang love songs on-air; a couple dressed up as cop and convict and paraded around the city; yet another pair held up banners at a hockey game. The winners proposed on the back of a flatbed semi, complete with a hot tub and five-piece band.

The wedding itself took place in front of 7000 well-wishers at the



Some of the 120 couples who participated in WCMF's "Numerous Nuptials."

Vancouver Trade & Convention Centre. Fox morning hosts Larry & Willy handled Best Man and Maid Of Honor duties, and the Fox mascot was ringbearer. The ceremony was followed by an appearance by Honeymoon Suite, who had performed a similar function earlier in the week for CITI/Winnipeg.

Love In An Elevator

The Aerosmith hit has provided promotional ideas for a host of AORs. WLAV/Grand Rapids's Valentine's contest involved couples jumping into an elevator and trading clothes with their partners. The elevator route had two checkpoints, plus regular building traffic. Contestants were surprised when a local TV station showed up to tape the event for its 6pm news.

Steven Tyler himself participated in WNOR/Norfolk's elevator extravaganza. Two listeners agreed to get married at the Aerosmith concert in a backstage freight elevator. The couple exchanged vows an hour before the show with the entire band in attendance; Tyler got to kiss the bride.



Aerosmith's Steven Tyler with newlyweds at WNOR's "Love In An Elevator" promotion.



LOVE AT FIRST FLIGHT — KLOS/Los Angeles morning men Mark & Brian, who've already bonded their love with a Vegas wedding, went airborne as part of their "Love Week" celebration. Broadcasting live from two separate planes, the lovestruck duo filled the L.A. skies with a personal message of love.



LET THEM EAT CAKE — Usually the bride and groom sling the wedding cake. However, at the WDVE/Pittsburgh-sponsored Valentine's Day wedding, the lucky whipped cream recipients were morning maniacs Jim Krenn (second from left) and Scott Paulsen.



PANTY RAID — KFMQ/Lincoln manly men Joe & Timmo got into the Valentine spirit by hosting an on-air lingerie party. Here we see the dynamic duo modeling a stunning pair of silk undies. Don't they look lovely?

The Bill Wise Trivia Bowl

- * Did you know that ALICE COOPER's "Trash" has sold over 2½ million worldwide?
- * Have you heard the rave reviews generated by ALICE COOPER's "Trash" theatre tour?
- * Are you aware that Alice is joined on "Only My Heart Talkin'" by Steven Tyler of Aerosmith?
- * Can you tell which stations Epic records loves this week?



WIYY WWDC WMMS WLZR KBER AOR TRACK
 WBCN WSHE WLLZ KAZY KOME DEBUT 57
 WDVE WYNF WRIF KUPD KISW And More!

ALICE COOPER

"Only My Heart Talkin'"



Nothing Succeeds Like Show Prep

When I walk into the control room knowing that in just minutes I'll be talking to thousands and thousands of people, I want to be ready.

When I sit down, put on my headphones, key the mike, and slide open the pot, I want to be 100% primed and set to entertain. I want to sound confident and be relaxed. Sure, experience helps. But like a seasoned pilot who goes over a pre-flight checklist before takeoff, a DJ must do certain things before hitting the air.



Brian Roberts

Welcome To The Jungle

If there's one sure bet, it's that your competition is trying to beat you. You're talented, but so are they, or neither one of you would be there. Remember, you're sharing the same market, the same listeners, and will do battle over the same airwaves. You fight each other like gladiators for a share of the target audience in a formatically fragmented radio arena.

When you're up half a point, the sweet fragrance of success is yours. Down a tenth and the scream for your head can be heard all the way from the sales office. We can all make excuses about what happened. But when the book is out, either the numbers are there or they aren't. Only one of you will survive and have supremacy in the radio ratings war.

"Every show must be your best. Yesterday's was great, today's is better, but both are only a prelude to tomorrow's."

Every show must be your best. Yesterday's was great, today's is better, but both are only a prelude to

tomorrow's. If listeners like what they hear, they'll be back. If they don't... well, let's just hope they don't have diaries in their hands. Ratings periods are like feeding frenzies. Each station is trying to grab and hang on to its particular chunk of the market.

Multimillion-dollar broadcasting corporations send out their top gunslingers to outdraw and shoot down the competition. Remember one thing: this isn't Dodge City in 1880. We don't pack iron or slap leather to get the lion's share of the audience. Instead, we use CDs, cart machines, and carefully designed format clocks. We carry individual skills, talents, and years of broadcasting wisdom that we'll use to beat back our worthy adversaries. A DJ is a 20th century bounty hunter who must bring along his own brand of familiar on-air weaponry.

Your Survival Kit

Your specialized instruments should be right there with you while you're on-air. Know exactly where each article, sound effect, or device is, and know how to use them all. Think of it this way: a paramedic has everything he needs for any type of emergency that may suddenly pop up. He

By Brian Roberts

has a tourniquet to stop bleeding; he has a splint to stabilize a broken bone; anything that might be needed is right there in his box. The paramedic's survival kit will save lives. Yours, with the right tools, will add years to your on-air life expectancy.

My survival kit is a deep brown leather attache case that my wife bought for me. It looks great and I'm proud to carry it into the booth when I go on-air. I don't know how much she paid for it, but she tells me not to worry — if something happens to my radio career, I

"A paramedic's survival kit will save lives. Yours, with the right tools, will add years to your on-air life expectancy."

can always sell insurance from it. (Perish the thought.)

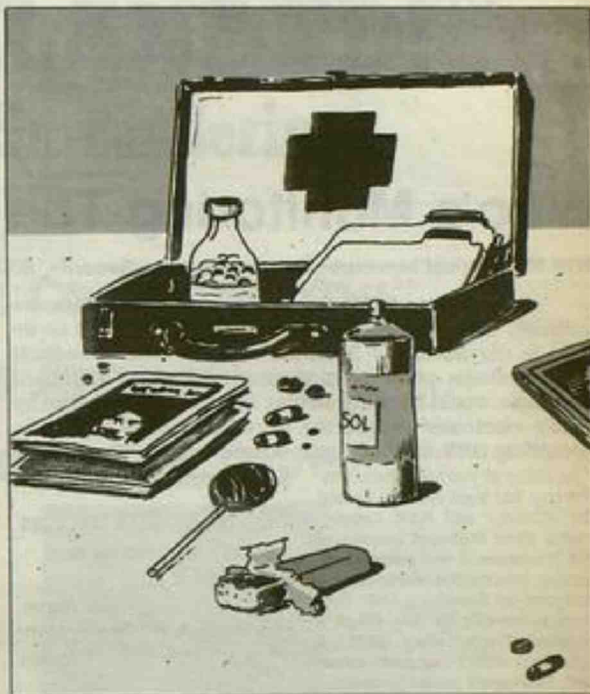
Winning is a serious business. Each air talent is different and may pick the tools that are just right for him. Make sure, though, that you have a diversified arsenal of material to avoid sounding repetitive.

Pro Pointers

Recently I spoke to a few of my friends who are long-

"A DJ is a 20th century bounty hunter who must bring along his own brand of familiar on-air weaponry."

time members of the broadcasting brotherhood. I asked some of them what they carry into the booth. One of Los Angeles's best-known afternoon drive entertainers, KPWR (Power 106)'s



Mucho Morales, takes along a can of Lysol. Don't laugh. He sprays the phone, the mike, and the board. Morales is never sick or off the air. Ten-year KZLA/L.A. veteran Barbara Barrie is also health-conscious: she takes her own microphone wind screen into the control room with her.

Bobby Ocean, former KHJ/L.A. and KFRC/San Francisco storyteller, used to carry a variety of colored markers and color-coded tabs. He would mark bits and articles with them and keep the marked articles within easy reach. KSAN/Oakland OM Lee Logan told me he liked to have a reel of tape with him for phone calls. Every once in a while he would use one of those calls as a bit.

Last but not least, friend and mentor Robert W. Morgan said he carries a picture of me into the booth with him each morning at KMPC/L.A. for inspiration. I like to take at least 15 back issues of *Galaxy* (an artist bio fact sheet) and other artist bios into the booth. Some other ideas: keep an area map or a list of schools and mascot names for quick local mentions. Also, have a list of popular hang-outs or maybe a directory of restaurants that your audience might like to try.

If you have a long shift,

bring some candy or health food that will give you a boost over the top. If you've ever had a headache on-air, you know to keep some aspirin close by. And natural-

"You're the pro. Think like one, act like one, and be prepared like one."

ly, have throat lozenges on hand for sore throats. In addition to those items already mentioned, don't forget to keep a selection of cassettes with you — one for each day you're on the air, rotating them every week or two. This way you can aircheck your show, reviewing it for any crutches or cliches you may unknowingly be using.

You're the pro. Think like one, act like one, and be prepared like one. Your survival kit is your passport to the future. Have a nice trip.

Brian Roberts has been an air talent for 22 years and is currently heard on KZLA/Los Angeles. He can be reached there at (213) 466-0004.



LON HELTON

COUNTRY

Who's Monitoring The Monitors?

BDS Mechanical Inaccuracies May Damage Records, *Billboard* Chart Credibility

"According to BDS, the airplay data it provides are virtually 100% accurate, and the most reliable and up-to-date in the world" — from a December 1989 *Broadcast Data Systems* press release announcing that *Billboard* magazine would be using airplay information gathered by BDS's electronic monitoring of radio stations for use in compiling *Billboard*'s Country singles chart.

As many of you are aware, controversy has been swirling around the *Billboard* and R&R Country charts since *Billboard* announced last November it was going to use airplay information electronically gathered by Broadcast Data Systems to compile its "Hot Country Singles & Tracks" chart. (BDS is a subsidiary of BPI Communications Inc., *Billboard*'s parent company.)

In going to the electronic monitoring system, *Billboard* intimated that radio PDs and MDs were yielding to pressure and not providing accurate airplay information. Since the system went into effect last January 20, the R&R and *Billboard* Country charts have been strikingly similar — after, of course, removing the recurrents and oldies cluttering *Billboard*'s chart. We have always been confident about the accuracy of the information given to us by our reporters, and it was interesting to see *Billboard* moving closer to reality. Or so it seemed...

Is It 8 — Or 27?

A comparison of the R&R and *Billboard* charts based on information gathered for the same chart week showed that Don Williams' "Just As Long As I Have You" was at No. 8 on the 3/9 R&R Country

"Evidently BDS isn't as perfect a science as they say it is."

—Les Acree,
WSJS & WTQR/Winston-Salem

chart (information gathered on 3/5) and was No. 27 on the *Billboard* chart for airplay information gathered between 2/28-3/6. That wide of a spread merited some investigation, which was initiated by a call from WB/Nashville VP/Promotion & Marketing Nick Hunter.

Our speculation as to why there was such a huge difference in the R&R and *Billboard* numbers for that record led to two rather obvious hypotheses: either R&R was getting erroneous information from reporters or the BDS monitoring system wasn't picking up every single play on the record, as advertised. Explaining his interest and weekly checking, Hunter says, "I compare the R&R and *Billboard* information every week to make sure the R&R system is staying

'clean.' The last thing this industry needs is for R&R to turn into what *Billboard*'s chart used to be. My first thought was that the computer was right — we've all been taught that computers don't make mistakes. I was afraid radio was giving R&R bad information."

Hunter ordered the BDS report for the Williams record; I got the R&R rotation data as given to us by stations. The striking comparisons are shown elsewhere on this page.

We were shocked at both the number and the extent of the discrepancies. It was evident why the R&R and *Billboard* chart numbers were so far apart: *Billboard* used highly erroneous data — supplied to it by BDS — to compile its chart.

PDs Comment

My next step was to call the various PDs to get actual airplay information. That information is also shown in the accompanying box. The PDs also offered the following comments:

• **WSJS & WTQR/Winston-Salem** OM Les Acree, noting the record played 34 times on WTQR (BDS tracked one of those plays), said, "Evidently BDS isn't as perfect a science as they say it is."

• **KSON-AM & FM/San Diego** OM Mike Shepard, reporting the record aired 35 times that week (one play was recorded by BDS), said, "I'm amazed the monitor wasn't even close to what actually happened on our station. That kind of false information makes for erratic and unrealistic chart movement. BDS had the system in here for a couple of days and were trying to sell us the information (gathered on other radio stations.) It's hard to buy what's hard to believe."

• **WSIX-AM & FM/Nashville** PD Eric Marshall said, "I'm not surprised. During the (BDS) test period we had a problem before with another record it didn't show us as playing. BDS admitted there

Airplay Discrepancy

This is a comparison among three airplay "measurements": rotations, as reported to R&R by the respective station; the number of plays as monitored by Broadcast Data System and then sold to *Billboard* to use in the compilation of its "Hot Country Singles & Tracks" chart; and the actual number of plays the record received, as given to me by the respective station's PD. The PDs each also provided a computer-generated history for the dates in question. The R&R report shown was taken 3/5/90; the BDS monitoring week was 2/28-3/6.

	R&R Report	BDS Monitor	Actual Airplay
WZZK/Birmingham	Heavy	6	36
KZLA/Los Angeles	Medium	10	17
WSIX/Nashville	Medium	3	20
WSMN/Nashville	Medium	0	30
KUPL/Portland	Medium	11	19
KSON/San Diego	Heavy	1	35
WTQR/Winston-Salem	Heavy	1	34

was a problem and said they were working on it. Apparently it isn't fixed."

Where Was Kenny?

Malfunctioning monitors or records which fail to get encoded to be "spotted" call to mind another situation which came up last month. The Kenny Rogers & Holly Dunn duet, "Maybe," hit R&R's Top 30 before finally debuting at 67 on the *Billboard* chart. On that matter, Hunter said, "We assumed the record didn't make the system and felt no urgency in telling them."

The question is: how can a record by a superstar on a major label be missing from the chart and go unnoticed for so long?

'Occasional Impression' Problem

Missing all of the plays on a given record is obviously a major problem. However, a check of the information gathered each week could "catch" a monitor which might be malfunctioning. That kind of error should be easy to spot and might be less damaging in the long run than a system that seems to gather only occasional impressions.

In the cases of KUPL/Portland and KZLA/Los Angeles, for instance (see box), the monitor "counted" some — but not all — plays, missing roughly a play a

day. The problem is it's almost impossible to know if a monitor isn't tracking every play. If some plays go unnoticed, the record obviously can't hit its true peak. Worse, if the system were being used to pay songwriters (who get paid on performances), they would be substantially shortchanged.

Less than 100% accuracy strikes a blow at the fundamental nature of the entire system. Sporadic airplay measurement damages the validity of a system predicated on accurately counting every single play. It also necessarily calls the *Billboard* chart into question, because that chart is based on the information it receives from BDS.

Whether you're radio, records, a talent buyer, a publisher, a writer, or in any other way connected to the Country industry, the evidence is on the table that the database as supplied to *Billboard* by BDS is not what it should be. When it comes to using that chart to do business, caveat emptor — "Let the buyer beware."

Note: Joe Galante, Sr. VP/GM of RCA/Nashville (Don Williams's label), declined to comment, pending the completion of the company's own investigation. BDS President Marty Feely failed to return numerous phone calls. *Billboard* officials declined to comment to this publication. The Williams record moves 27-17 on the next *Billboard* Country chart.



HELLO, DOLLY — KRPM/Seattle afternoon man Dewey Boynton introduced his eight-week old son, Steven Scott, to Dolly Parton. Dewey's other two sons have been photographed with Sly Stallone and Kenny Rogers. Methinks little Stevie has the best deal so far.



K.T. ON THE KASE — K.T. Oslin and RCA's Mike Wilson (l) posed in this post-concert pic with KASE/Austin staffers (former OM) Bob Payton (second from left), Ken Jumper, Steve Gary, and Terry Hunt.

★ **CAMP CAPITOL** ★ **TROOPS HAVE LANDED!**

And Your Listeners Are Surrendering

LEADING THE CHARGE

- ★ **2** **GARTH BROOKS "Not Counting You"**
- ★ **10** **DAN SEALS "Love On Arrival"**
- ★ **28** **SAWYER BROWN "Did It For Love"**



STRONG AIR SUPPORT

- DEBUT ★ **42** **TANYA TUCKER "Walking Shoes"**
- DEBUT ★ **43** **LACY J. DALTON "Black Coffee"**
- DEBUT ★ **48** **GLEN CAMPBELL "Walkin' In The Sun"**



REINFORCEMENTS

- EDDIE RABBITT "Runnin' With The Wind"**
- SCOTT McQUAIG "Old Memory"**
- T. GRAHAM BROWN "If You Could Only See Me Now"**
- JOE BARNHILL "Any Ole Time"**
- EDDY RAVEN "Island"**

**RADIO, WE AGAIN SALUTE
YOU FOR YOUR SUPPORT!**



MUSIC MEMO

Between The Covers

Though singer/songwriters tend to save their songs for their own records, an increasing number of tunesmiths are releasing their works to other artists.

John Hiatt is currently on the Country charts with his own "One Step Over The Line." The song, a duet with Rosanne Cash, is from the Nitty Gritty Dirt Band's "Will The Circle Be Unbroken II." Another Hiatt hit climbing the charts is Earl Thomas Conley's "Bring Back Your Love To Me."

Upcoming Hiatt songs include the Bellamy Brothers/Forester Sisters collaboration on "Drive South." Also, two of the cuts, including the title track, on Jo-el Sonnier's "Have A Little Faith" are Hiatt's, as is the Desert Rose Band's recent hit, "She Don't Love Nobody." Hiatt is currently in the



The Grammy Award-winning Nitty Gritty Dirt Band, with John Hiatt and Rosanne Cash, seen recording "Will The Circle Be Unbroken II."



WHO WANTS TO SING? — A highlight from TNN's "All Star Salute To Country Music" special last week was the "World's Most Famous Unknown Band." The "unknowns" were (l-r) Lee Greenwood, Roy Clark, Steve Gatin, Irene Mandrell, Glen Campbell, Jerry Reed, Steve Wariner, and cohost Barbara Mandrell. The show airs again March 17.



ACM HAT ACTS — Universal Studios characters Laurel & Hardy and Woody Woodpecker joined Buck Owens (c) and Lorrie Morgan to announce the ACM Awards at the studios. Also on hand were T. Graham Brown and Highway 101.

ACM Instrumentalist

The Academy of Country Music has announced the final nominees in its instrumentalist categories for the 25th annual awards ceremony. "Hat" award winners will be announced prior to the Academy's annual awards show, which airs April 25 on NBC-TV from Hollywood's Pantages Theatre.

The finalists in the instrumentalist categories are:
Guitar: Jack Daniels, John Jorgenson, Ronald Radford, and Brent Rowan.
Drums: Eddie Bayers, Cactus Moser, and Tommy Rivelli.
Bass: Bill Bryson, Michael Rhodes, and Rocky Thacker.
Fiddle: Byron Berline, David Johnson, and Mark O'Connor.
Steel Guitar: Gary Carter, Paul Franklin, and Jay Dee Maness.
Specialty Instrument: Jerry Douglas (Dobro), Dave McKelvey (Harmonica), and Tom Rutledge (Banjo).

Band of the Year (Touring): Desert Rose Band, Highway 101 Band, and RT & Nashville Band (Randy Travis's road band).

Awards in 12 other categories — Entertainer of the Year, Top Female Vocalist, Top Male Vocalist, Top New Female Vocalist, Top New Male Vocalist, Top New Vocal Duet or Group, Single Record of the Year, Song of the Year, Album of the Year, and Country Video of the Year — will also be presented. Those in the new-comer categories will perform at Universal Studios in Hollywood and Florida.

studio working on his own next release, a rock album for A&M.

Carpenter Cover Story

Jennifer McCarter & The McCarters have included Mary-Chapin Carpenter's "Slow Country Dance" on their current Warner Bros. project. The song also appears on Carpenter's "State Of The Heart" Columbia album.

Ronnie McDowell has a cut on George Strait's next release. McDowell says he didn't cut the song himself because it's a more traditional, swing-type tune and he prefers a more modern approach.

In a different vein, Vince Gill and Don Schlitz wrote a song several years ago that will only see wax under certain conditions. Though he plays it live, Gill says he won't record "Jenny Dreams Of Trains" unless his seven-year-old daughter, its subject, agrees to join him on it.

Bits & Pieces

• Earl Thomas Conley recently underwent surgery to have a nodule removed from one of his vocal cords. The surgery was successful, and a spokesman reported no malignancy was found. Conley will return to the road in approximately three months. Doctors have ordered ETC, whose "Greatest Hits Volume Two" was just released by RCA, not to speak for the next two weeks.

• The Kentucky Headhunters received a letter from the Bluegrass State's Governor, Wallace G. Wilkinson, who expressed his pride in the band's success. He also wished them good luck in their upcoming tour with Hank Williams Jr. and added, "[My wife] Martha and I consider country music a favorite, and your blend of country/rock is particularly appealing."

• Rodney Crowell, Crystal Gayle, and Suzanne Vega were among the artists participating in "Grammy In The Schools," a NARAS-sponsored program which brings industry professionals and high school students together to discuss the music business. Students attended workshops covering topics such as engineering, entertainment journalism, music videos, and record label management.

• Cee Cee Chapman, as first reported in R&R Country HOT-FAX (3/5), will record her next album for Curb/Capitol. Jimmy Bowen will produce, with the first single tentatively scheduled for

June. Chapman's first album, "Twist Of Fate," was released on Curb and included "Gone But Not Forgotten," "Frontier Justice," and the title cut as singles.

• Garth Brooks has been added

to the Farm Aid benefit scheduled for April 7 in Indianapolis. The other four country artists slated to perform are Willie Nelson, Ricky Van Shelton, John Conlee, and Bill Monroe.

—Ken Tucker

NEW ARTIST FACT FILE

Mac McAnally

Age: 32

Born: Red Bay, AL — because "that's where the closest doctor was, back where I came from."
(Belmont, MS)

Place Called Home: Muscle Shoals, AL

Current Single: "Back Where I Come From"

Current Album: "Simple Life"

Record Label: Warner Bros.

Producers: McAnally and Jim Ed Norman

Management: T.K. Kimbrell, TKO Management.

Booking: Monterey Artists.

Publishing: Beginner Music.

Musical influences: Gospel and bluegrass; the Beatles.

• Background: McAnally has written a number of hits over the past decade, including Shenandoah's "Two Dozen Roses," Ricky Van Shelton's "Crime Of Passion," and Alabama's "Old Flame."

Jimmy Buffett has recorded four McAnally tunes in the last seven years, including "It's My Job" and, more recently, "Changing Channels." Other artists who've recorded his tunes include Randy Travis, Hank Williams Jr., John Anderson, T.G. Sheppard, and Dan Seals. McAnally has done session work with Ricky Skaggs, Don Williams, Shenandoah, James House, Keith Whitley, and Lyle Lovell.

• Signing: McAnally, who recorded for Arista in the '70s, was then signed to Geffen by David Geffen himself. According to McAnally, his current country project was released on Warner Bros. "by the grace of God and David Geffen."

• Songs: McAnally wrote all 12 songs on the album. He'd been holding them for years, waiting to cut his own country album.

The current single, "Back Where I Come From," features



Mac McAnally

"The Mississippi Choir," including state natives Tammy Wynette, Fred Knobloch, Tricia Walker, Johnny Crocker, and Mark Gray.

Inspired in his teens by Faulkner, O'Connor, and Hemingway, McAnally admits to a literary approach. "I've always wanted to write songs that were collaborations between heart and mind," he explains. "A lot of my songs are really just me learning lessons in life."



MIKE KINOSIAN

Welcoming The 'AC Generation'

Some AC programmers saw the recent Grammy victories as a signal of even brighter days for the format — or at least an acknowledgment of its prominent hit-making role. Music-aggressive format players WLEV/Allentown OM/PD Jeff Silvers and WZNY/Augusta, GA MD John Patrick were particularly pleased with the outcome.

'AC Generation'

"America is growing up," Silvers remarked. "The baby boom generation is now the 'AC Generation.' People who grew up listening to Cousin Brucie (Bruce Morrow) are past that; they're listening to AC now. They've turned 30, but they're not dead. They want to hear a classic Eagles song, but they also want to know what Don Henley is up to. That's where AC fills the gap."

Silvers senses more artists are focusing specifically on AC. "Groups like Cutting Crew and Collins Hay Band are filling a niche. AC is selling records. This format's prime demo (25-54) is made up of people who have money. They go out on weekends and buy four or five CDs; kids buy singles."

The strong Grammy showing by a number of AC artists didn't surprise Silvers, but he admitted, "I didn't expect Bonnie Raitt to be the queen." Nevertheless, Silvers was quick to capitalize on Raitt's wins. "I was fortunate enough to have 30 Raitt cassettes in storage and gave them away the weekend after the Grammys. We came out heroes: the station that gave away cassettes of the Album of the Year."

Betting On Bette

AC certainly deserves much of the credit for Bette Midler's "Wind Beneath My Wings" award coup. AC broke the Divine One's version of the tune and generated strong reaction.

"My attitude was one of 'I told you so,'" Silvers commented. "All of a sudden, I'm hearing that song in recurrent rotation on CHRs. Henley ["The End of The Innocence"] was touched on by CHR, but wasn't coming up in recurrent. Suddenly, CHRs are playing it."

Silvers is optimistic about the format. "ACs will do nothing but improve. The format will attract



Jeff Silvers

more of the masses and be the established artists' format. New groups still have more of a chance making it on AC than on CHR."

Smelling Like A Rose

Like many in the industry, Patrick felt Raitt's unexpected victories "came out of left field. I don't think the format has embraced her as much as the Grammys have."

ACCELERATION

Management

KSEA/Seattle promotes PM driver Dan Murphy to MD. John Roberts succeeds Mike Forrester as KYMG/Anchorage PD.

KIOI (K101)/San Francisco taps Patti Rising to replace John Evans as ND; Evans was recently elevated to PD. Linda Fox joins KZST/Santa Rosa, CA as PD. Ken Jones is named interim PD at KGSR/Austin.

WMBD/Peoria interim PD Greg Botton steps up to PD, and Mike Sabol becomes MD. Gary Begin replaces Norm Schenidt as MD at WGLL/Mercersburg, PA.

WMYU/Knoxville PM driver Jeff Jernigan adds APD duties. WALK/Nassau, NY 7pm-midnight personality Charlie Lombardo (aka Jay Letterman) is named MD. WJLK/Asbury Park, NJ ups midday announcer Gary Guida to MD and Programming Asst. Lou Russo to Production Director.

Air Talent

Kevin Cruz succeeds Jim Wilson in afternoon drive at WKRY/Key West, FL. WHO/Des Moines adds Dave Wingert and Melanie Workhoven for

ADULT CONTEMPORARY

Record Perspectives

Grammys Underscore Format's Hit-Breaking Mettle

"The Grammys reflect a broad cross-section of America. When you get into that area, AC is a stronger format than it is with the 18-24s, whose tastes are better reflected in the 'American Music Awards.'"

So says Capitol Records VP/Promotion John Fagot, who acknowledged AC played a key role for several Grammy winners. "AC was instrumental in breaking Bette Midler, Michael Bolton, and definitely instrumental in selling a million units of Bonnie Raitt. Before going into the Grammys, 'Nick Of Time' was right around the million mark.

"We're definitely putting a bigger emphasis on AC. It sells records, and can warm up a record and keep it alive until it reaches CHR."

Power Ballads

Double Grammy winner "Wind Beneath My Wings" was decidedly an AC success story, but Atlantic Director/National AC Promotion Mary Conroy recalled, "I'll never forget how difficult it was to work

like 'Dirty Dancing,' the movie connection doesn't matter."

"Wind" had problems with CHR because of its slow tempo. "Any ballad is tough for CHR," Conroy



John Fagot

that record. It was released a number of times before, and programmers were saying, 'Oh no, not again.' But AC really broke it. Some people believe it was successful because it was the theme from a movie ['Beaches']. Unless a theme is from a huge blockbuster



Mary Conroy

reasoned. "They're not early believers on that kind of stuff. They should be, though, because power ballads are the most successful for them. You have to prove to CHR PDs that not all ballads are passive. Certain songs just jump out at you."

LUCKY 13

Reporting For Duty

Effective 3/9's issue, R&R expanded its AC base of reporters to 92. Here's a quick rundown of the new Back Page chart contributors and their most recent ratings performances. Arbitron figures are listed first, and Birch numbers (when applicable) are noted on a second line. #1 rankings are in bold.

P1

East

WLTT/Washington
Chuck Morgan, PD
Of 36 signals, #4 25-54 and #6 35-64.
(Birch) #12 25-54.

West

KAER/Sacramento
Rick Austin, PD
Of 23 signals, #5 18-34 and #8 25-54.
(Birch) #6 35-54, #8 18-34, and #9 25-54.

KMGJ/Seattle
Rob Sisco, PD
Of 31 signals, #7 18-34 and #11 25-54.
(Birch) #14 18-34 and #10 25-54.

P2

East

WJLK/Asbury Park, NJ
Brad Holcomb, PD
Of 43 signals, #8 18-34 and #9 25-54.
WRVC/Huntington
Steve Hayes, PD
Of 15 signals, #2 25-54, #2 35-64, and #3 18-34.
WOBM/Toms River, NJ
Christopher Scott, PD
Of 43 signals, #1 25-54, #1 35-64, and #4 18-34.

Midwest

KMJC/Davenport
Bob Geims, OM
Of 17 signals, #4 18-34, #5 25-54, and #6 35-64.
WLAC-FM/Nashville
Chuck Tyler, PD
Of 23 signals, #4 25-54, #5 18-34, and #6 35-64.

West

KOSO/Modesto
Tim St. Martin, PD
Of 22 signals, #3 35-64, #4 25-54, and #6 18-34.

P3

Midwest

KZLT/Grand Forks, ND
Scott Hennen, PD
Of 13 signals, #3 25-54, and #4 18-34.

South

WGSY/Albany, GA
Rich Randall, OM
Of 11 signals, #3 25-54 and #3 35-64.
KEZA/Fayetteville, AR
Kathy Turner, PD
Of 16 signals, #1 18-34, #3 25-54, #3 35-64.

West

KCMJ/Palm Springs, CA
Jill Fox, PD
Of 16 signals, #1 25-54 and #1 18-34.

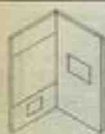


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- **Detroit #1**... Morning Drive on AC's AOR's Urbans & CHR's
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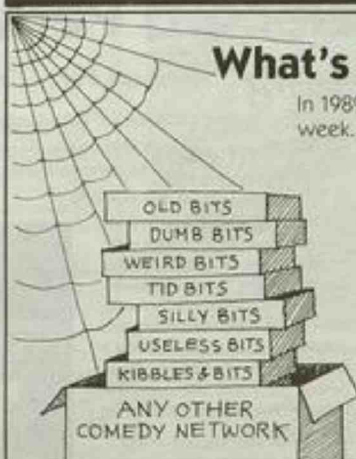
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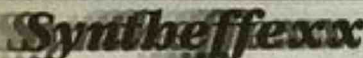
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MAJOR MARKET MORNING OPPORTUNITY

A large national group is seeking a high content, high profile morning act for a top 20 market. Great opportunity for the right creative talent. Send tape and resume to Radio & Records, 1930 Century Park West, #850, Los Angeles, CA 90067. EOE

AUTO SPORTS TV ANCHOR

Seeking ON CAMERA TALENT to anchor live primetime network autosports show. Candidate must have on-air experience, and an interest in auto racing. Video and/or track announcing experience helpful. We are looking for a "personality" who will appeal to the 25-54 male audience, and act as the studio pivot point as the show switches between live and taped events. Requires travel on Friday to be at production location for a full Saturday schedule, with live show 9-11PM. NO AGENTS. For a confidential discussion contact William H. Kleinert, President, Tillinghast Reid & Company, at (202) 429-5555, recruiters of managers and executives exclusively within the broadcast industry. EOE

Tillinghast Reid & Company

100 Connecticut Avenue, NW / Suite 400 / Washington, DC 20006

WANTED

Your promotional and creative ideas for Top 5 high energy CHR night show. If you can use your brain, we can use our wallet \$\$\$\$. Ideas to Radio & Records, 1930 Century Park West, #823, Los Angeles, CA 90067.

TALK SHOW HOSTS

Morning Drive News Anchors, News Reporters/Anchors. Immediate openings in major and medium Eastern, Midwestern & Western markets. Tapes/resumes to: Bruce Marr & Associates, Broadcast Consultants, 1855 Del Monte Lane, Reno, NV 89511. EOE

EAST

Immediate opening for dynamic Salesperson at WMRQ. Good money, interesting and challenging. RESUMES: Lessie Noury, WFO #2, Box 505, Mendon, NH 03253. (3/09) EOE

WNET, Galtersburg MD seeks parttime Board Operators and Anchors. Experience preferred. Salary contingent upon experience. CALL: (301) 428-3555. (3/09) EOE

Ready to move from small market to medium? AT is sought for future openings. Must have good production. T&R: Box WYLL, Carle, PA 17013. (3/09) EOE

Award winning news/talk station seeks experienced newscaster to gather, write and deliver news. T&R: WRTA, Dick Richards, Box 272, Albion, PA 16603. (3/09) EOE

Community oriented suburban NY station seeks PT Talent, with future FT openings possible. T&R: WVIP, Tom Furo, Radio Circle, Mount Kisco, NY 10549. (3/16) EOE

Future Announcing positions in the beautiful Shenandoah Valley. Great learning opportunity for the right people. T&R: WTDN, Box 1085, Staunton, VA 24401. (3/16) EOE

Baltimore soft AC seeks adult radio professionals for future openings. T&R: WYST-FM, Jim Rafferty, 1111 Park Avenue, Penthouse, MD 21201. (3/16) EOE

Overnight Announcer sought for WMGO. Two years' commercial radio experience, production and appearances. T&R: Joe DeRoss, Box 100, New Brunswick, NJ 08903. (3/16) EOE

War zone Urban against rebel PT CHR. Hurry full and parttime mercenaries. T&R: KICKS, 38 Gotschell Avenue, Woonsocket, RI 02895. (3/16) EOE

Award winning Suburban Washington D.C. full service station has immediate opening for News Director. T&R: WAGE, Todd James, 711 Drive, S.W. Leesburg, VA 22075. (3/16) EOE

Can you entertain the 25-44's and deliver 12-25 as well? Seeking AM drive for CHR in The Poconos. T&R: R.J., 22 South 6th Street, Stroudsburg, PA 18360. (3/16) EOE

Established AOR outlet seeks experienced and aggressive News Director. T&R: WHEB, Glenn Stewart, Box 120, Portsmouth, NH 03801. (3/16) EOE

WRCH-FM/Hartford seeks weekenders with mature style for Lite AC format. No beginners. T&R: Warren Schaefer, G.M., Radio Park, Farmington, CT 06034. (3/16) EOE

Are you ready for overnights at Central Maine's new soft rock station? T&R: WTYL, Jon Paradise, Box 79, Waterville, ME 04901. (3/16) EOE

PM DRIVE

Major northeast AC accepting tapes and resumes to fill PM Drive slot. Must be team player, community involved and have killer production skills with a warm, friendly, energetic on-air approach. T&R to Radio & Records, 1930 Century Park West, #820, Los Angeles, CA 90067. EOE M/F

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POWER 99fm

Are you ready for Major Market Urban? Do you have an energetic, conversational-type delivery & can do phone bits? Do you have the discipline it takes to let your personality shine within tight CHR formats? If so, rush your tape and resume to: Dave Allan, PD, Power 99FM, 440 Domino Lane, Philadelphia, PA 19128. -No phone calls will be accepted!- We are an Equal Opportunity Employer. M/F

PROGRAM DIRECTOR

Group-owned FM powerhouse in New England seeks a strong Operations/Programming leader. Work with our consultant and Lite AC format as your strive for excellence in all operational areas including production, technical, promotions and community service in our large regional coverage area. Position includes airshift. If you are a self-starter, detail oriented and "big picture" driven, we want to hear from you. Send letter, resume and cassette to our consultant:

PETE SALANT

Broadcast Consultant

Box 575

Cheshire, CT 06410.

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HOT

Mid Atlantic CHR P-2 searching for upbeat evening talent. Must be able to work the phones...If you're the best send T&R to Radio & Records, 1930 Century Park West, Box #837, Los Angeles, CA 90067. EOE

FLY 92

Top rated Albany CHR, is looking for a fun and energetic news anchor to join top morning show. You must have a good sense of humor and be able to interact well with other members of the show. Must be experienced. Females encouraged. Send tape and resume to Todd Pettengill, Operation Manager, WFLY, Box 12279, Albany, NY 12212. EOE

MIDDAYS

Top 50 FM CHR. Minimum 3 years exp. Production and Appearance strengths required. Ratings going up. Join a winning team! T&R to Radio & Records, 1930 Century Park West, #841, Los Angeles, CA 90067. EOE

WANTED: PD/OM.

Soft/AC. Small market, Northeast. Excellent lifestyle area. Resumes to: Radio & Records, 1930 Century Park West, #842, Los Angeles, CA 90067. EOE

102.3 FM WVVE

Immediate opening for Program Director for "Good Time Oldies" format. Work with consultant. Airshift. People and Production Skills important. CT/RI shoreline. Send cassette and resume to Dave Quinn, WVVE-FM, P.O. Box 97, Mystic, CT 06355. No calls please. EOE

SOUTH

Openings in all dayparts for winners working in CUG. Females and minorities encouraged. T&R: GJM Personnel, Box 17954, Raleigh, NC 27609. (3/09) EOE

Award Winning Washington D.C. full service station has immediate opening for News Director. RESUME: Todd James, PD, 711 WAGE Drive, Leesburg, VA 22075. (3/09) EOE

Newsperson sought. Minimum two years' experience required. T&R: Rich Bailey, Box 828, Mt. Pleasant, SC 29455. (3/09) EOE

Anchor/Reporter sought for Florida combo. Creative reporting and writing skills a must. T&R: WCYL/WTTD, Personnel, Box 1329, Vero Beach, FL 32951. (3/09) EOE

100kw CHR seeks Air Talent in surrounding area. Must have good voice and attitude, plus ability to work day shift. T&R: KOYE, Box 1638, Laredo, TX 78044. (3/09) EOE

Experienced Air Talent sought to staff new, aggressive all-Christmas music AC commercial FM. T&R: Ginger Satter, Box 9511, Chattanooga, TN 37412. (3/09) EOE

Accepting applications for News Dept. Females and minorities encouraged. regional applicants preferred. T&R: Andy Barber, 10001 Univ Station Road, KY 40222. (3/09) EOE

Small, yet aggressive broadcast group seeks Manager for late night addition. RESUMES: Radio Operations, 1790 September Avenue, Memphis, TN 38116. (3/16) EOE

Morning News Anchor/Personality sought. Experienced reporting a must. T&R: WFR/WPVR, Jim Wilson, Box 150, Roanoke, VA 24002. (3/16) EOE

Immediate opening for a News Director in top 100 market. Competitive salary for individual with at least two years' experience. CALL: Tom Steaker (615) 526-3121. (3/16) EOE

Lite Rock 97fm
W-XTC

RARE MORNING OPENING!

WXTC/Charleston, SC's top-rated adult contemporary station has a rare morning drive opening. These are big shoes to fill. We're looking for a warm communicator who has the talent to take over as Charleston's #1 adult personality. This person must be friendly, topical, intelligent, concise, and interested in fostering a long-term relationship. Excellent money for the right person! Tape and resume pronto to John Quincy, PD, 478 East Bay, Charleston, SC 29403. EOE

FEMALES

104.7 WNOK, Columbia's 100,000 watt "mega-microphone" (complete with new ownership) is seeking a vibrant, lively, sassy, aggressive, and talented female personality! Look in the mirror, is this you? Rush tapes to Johnathon Rush, P.O. Box 50568, Columbia, SC 29250. EOE

MORNING TALENT

Top CHR needs creative and entertaining adult killer. 25-44 shares a priority! Track record. Love public appearances. Tape, resume and recent photo to: Radio & Records, 1930 Century Park West, #805, Los Angeles, CA 90067. EOE

GROWING SUNBELT GROUP

seeks PROGRAM DIRECTOR for already established medium market AC FM. Send resume and aircheck samples of on-air promotions, contests, and overall creativity of your station; plus, your current aircheck to: Radio & Records, 1930 Century Park West, #797, Los Angeles, CA 90067. EOE

\$100,000 YEARLY FOR MORNINGS!

If you're currently a HIGH PROFILE morning or afternoon drive personality or team, with strong phones, quick wit and personal appearance savvy...

GO FOR IT NOW!

This is a classic rock START UP in a large southern city so you're not applying for your own job. Confidentially is assured. We're an M/F EOE employer. Rush tape and resume to Radio & Records, 1930 Century Park West, #825, Los Angeles, CA 90067.

OPENINGS

MORNINGS IN MIAMI

560 WQAM, one of America's legendary radio stations, seeking **Morning Talk Personality**...this person will be excellent on the phone, have a sense of humor, a touch of irreverence and ability to communicate to an adult audience. Pros with proven track record only. T&R quickly to: Bob McKay, Operations Manager, WQAM, 9881 Sheridan St., Hollywood, FL 33024. EOE

GENERAL MANAGER

Southeast, Strong Sales Achievement! Good Track Record! Motivative Skills! If You Possess All Of The Above Send Resume & Responses to: Radio & Records, 1930 Century Park West, #843, Los Angeles, CA 90067. EOE

MORNING DRIVE/P.D.

wanted for AC formatted WAJY-FM Aiken/Augusta, GA. We need an adult communicator with strong production and organizational skills. You will be using state of the art equipment in a beautiful southern home-town setting. The professionalism and commitment to win is here...We want to hear from you. Rush T&R to: S. Horner, WAJY-FM Radio, 640 Old Airport Road, Aiken, SC 29801. EOE

AIR TALENT

Air Talent needed for major dayparts at a Progressive NAC radio station in Austin, Texas. Send credentials to: Brian E. Beasley, 505 Barton Springs Road, Suite 700, Austin, Texas 78704. EOE

AIR TALENT

Air Talent needed for major dayparts at a Progressive NAC radio station in Austin, Texas. Send credentials to: Brian Beasley, 505 Barton Springs Road, Suite 700, Austin, Texas 78704. EOE

MIDWEST

Experienced Salesperson sought for SE Iowa combo. RESUMES: KBKB, Box 989, Fort Madison, IA 52627. (319) EOE

100,000 watt AC/FM-FM seeks experienced morning Personality with good production skills. T&R: Woody Woodward, 1371 West Lake Road, Fairmont, MN 56031. (319) EOE

Can you do a personable PM drive or afternoon news? Join our proud full service AC. T&R: KWSE, Box 10, Beatrice, NE 68310. (319) EOE

Growing broadcast group still has openings for News/AT/PO positions. T&R: M.M. Group, Steve Edwards, 7001 Discovery Blvd., Dublin, OH 43017. (319) EOE

Overnights available at Light Rock station in Grand Rapids. Females and minorities encouraged. T&R: WJHT, Steve Dinken, Box 96, Grand Rapids, MI 49501. (319) EOE

Opening for afternoon AT/PSA Director at small market station with a big sound. T&R: KPPT, Box 1360, Anadarko, OK 73005. (319) EOE

Future openings at WKLM. Full and parttime openings possible. T&R: Brad Shupe, 7368 CR 623, Rt 4, Millsburg, OH 44664. (319) EOE

Lost our OM/PO to larger market. Leading Classic hits station seeks continued success. T&R: KAJX, 419 W. Michigan Street, Duluth, MN 55802. (319) EOE

Seeking agent sought for music management and booking agency. Radio sales background preferred. RESUMES: TCT, Box 18506, Minneapolis, MN 55418. (319) EOE

WERE seeks Sales Manager with major market media sales experience. RESUMES: WERE, Diane, 1500 Chester Avenue, Cleveland, OH 44114. (319) EOE

Suburban Chicago 36 AC seeks News Director. Also future openings for FT/PT AT's. Ready to grow? T&R: WJTW, Jim Murphy, 2455 Glenwood Avenue, Joliet, IL 60435. (319) EOE

OPENINGS

Manhattan, KS CHR accepting applications for future openings in all dayparts. No beginners. T&R: KMKF, Robert Eisman, Box 1350, 66502. (319) EOE

Top CHR seeks 6p-10p AT. Good pay and company benefits, plus 100,000 wants to do your thing. T&R: KXTX, Bobby Jackson, Box 414, Jefferson City, MO 65102. (319) EOE

KKKU seeks midday Air Talent. Immediate opening. T&R: Tom Simon, 106 North Main, Hutchinson, KS 67501. (319) EOE

Growing small market FM seeks qualified Sales Manager. Seeking individual with ability to instruct and lead sales staff. CALL: Randy Fink (712) 364-2121. (319) EOE

Production and on-air for suburban Chicago SMN Country FM. Seeking well rounded team player. T&R: WCCO, 1520 N. Rock Run Drive, Joliet, IL 60435. (319) EOE

PROGRAM DIRECTOR

Country combo seeks team leader to take us to the top. Detail oriented and creative promotionally. Air shift. T&R to Radio & Records, 1930 Century Park West, Box #840, Los Angeles, CA 90067. EOE

MORNING PERSON/TEAM

for top-50 classic rock/AOR. Must be topical, creative and ready to win in highly competitive market. T&R to Radio & Records, 1930 Century Park West, Box #838, Los Angeles, CA 90067. EOE

94.5 WLRW

8-104 Baltimore just hired away our overnight AT. Can you take her place? Top rated P-3 CHR. Rush T&R to: Matt McCann, PO, WLRW, Box 3369, Champaign, IL 61826. No calls. EOE

LOCAL SALES MANAGER

WMEE/WQHK Fort Wayne wants a highly motivated leader to take the local staff to new heights. LSM, P.O. Box 6000, Fort Wayne, IN 46896. EOE

NEWS

Top midwest monster looking for morning show news anchor. Must have personality outside of newscasts. Great pay! Great company! T&R to Radio & Records, 1930 Century Park West, #847, Los Angeles, CA 90067. EOE

95 FM WVIC

NEWS DIRECTOR

Super rare opening! Industry legend WVIC/Lansing needs a news director now! If you can handle outrageous personality, stay topical, in touch with our community and work with a 25 share morning giant, rush your best stuff to Kevin Robinson, 2517 E. Mt. Hope, Lansing, MI 48910. EOE

MIDWEST OLDIES

station looking for morning talent. Ability to relate to adult audience, be topical, and knowledge of oldies a must! Good launching pad for dedicated, hard working performer! T&R to Radio & Records, 1930 Century Park West, #849, Los Angeles, CA 90067. EOE

PROGRAM DIRECTOR/ AIR TALENT

FM station in Big 10 College town with monster signal needs an aggressive PD to program AOR/CHR and host an energetic morning show. Topesand resumes to Radio & Records, 1930 Century Park West, #846, Los Angeles, CA 90067. EOE

OPENINGS

Hitradio KKRD 107 10 Hits in a Row

Wichita's top-rated station has rare, prime-time opening. Mid-days, PM Drive or Nights. Overnight T&R now to Jack Oliver, PO Box 333, Wichita, KS 67201. A Sherman Broadcasting Corp. station. EOE

MORNINGS

We're looking for: Topicality, humor, community involvement, and a sense of the bizarre. We offer: Great \$, creative support and freedom, and fun!! T&R: Larry Irons, WIBM-FM, 2875, Northwind Dr. #137, East Lansing, MI 48823. EOE

MAJOR BROADCAST GROUP

needs talented people in programming and production. We need morning shows...sidekicks...nighttime acts...good programmers. Make your case now! T&Rs to Radio & Records, 1930 Century Park West, #844, Los Angeles, CA 90067. EOE

WEST

Immediate opening for AM drive/PO at KBOZ-AM, a Citadel station. In Bossman. Minimum five years' experience required. T&R: Paul Ellis, Box 20, MT 59715. (319) EOE

K100-FM has immediate openings for AC/Jazz morning drive Personality. T&R: Carl Soanes, 1860 North Newcomb, Porterville, CA 93257. (319) EOE

Seeking strong morning entertainer/communicator for CHR in Colorado medium market. Great lifestyle! T&R: Morning man, 943, Vetch Cr., Layfairville, CO 80026. (319) EOE

Metro Traffic Control in Los Angeles seeks experienced on-air Anchor. Excellent knowledge of area roads a must, no beginners please. CALL: Barbara (213) 464-8400. (319) EOE

News Director sought. Experience in gathering, writing and producing great local newscasts. Also seeking midday AT. T&R: KDVL/KRLT, Box 15460, South Lake Tahoe, CA 95702. (319) EOE

Sunbreak Communications Group seeks AT's for openings in MT and WA. T&R: Randy Robbins, 1212 Washington Street, Suite 124, Spokane, WA 99201. (319) EOE

Metro Traffic Control in Los Angeles seeks experienced on-air Anchor. Excellent knowledge of area roads a must. CALL: Barbara (213) 464-8400. (319) EOE

Top rated AOR seeks Creative Director to produce promos, sweepers, and ID's. T&R: KRXX, Pat Mann, 5248 Madison Avenue, Suite 100, Sacramento, CA 95841. (319) EOE

So. California CHR seeks hip and fresh 10p-2a AT. No calls. Experience a must, females and minorities encouraged. T&R: Lucy Bantagan, Box 1520, Oxnard, CA 93034. (319) EOE

Arizona, FM Country station near Tucson seeks Air Personality. T&R: KAVV, Box 42977, Tucson, AZ 95733. (319) EOE

Burbank-based radio syndicator needs **Station Clearance Rep** for AC, news talk format. Experience required. Competitive salary plus benefits. Resumes to: Charles Austin, SI Communications, 4001 W. Magnolia, Burbank, CA 91505. No Calls! EOE

COUNTRY

If you're a serious country programmer, we'd like to talk. Must have experience and know how to delegate and motivate. Confidentially respected. T&R to Radio & Records, 1930 Century Park West, #845, Los Angeles, CA 90067. EOE

ROCK 'N ROLL CLASSICS KSFO-KYA 580 AM FM 93.3

KSFO/KYA FM seeks 2 FUTURE AIR TALENT who specialize in TOP 40, Oldies, and love sports! If you know your Rock 'n Roll Classics, and can talk Oakland A's Baseball, send your resume and tape to: Bob Hamilton, KSFO/KYA 300 Broadway, San Francisco, CA 94133. Women and Minorities are encouraged to apply. EOE

OPENINGS

KZAP Program Director

Immediate opening for Program Director KZAP, Sacramento. AOR 25-44. You'll need great track record. Resume/complete details to General Manager, KZAP, P.O. Box 15985, Sacramento, CA 95852-1985. Women/minorities encouraged. NCI is an EOE.

Z100 FM

RARE MORNING ZOO OPENING!

Z100, Portland's CHR powerhouse, needs a Zookeeper! Only the second opening in six years! Applicants must be excited to come to work every day because we work long days to hold on to our #1 rating. Must have great production, interviewing and on-air skills. You'll be running the board, so you must be able to maintain sanity during mayhem! Must be in touch with music, television and pop culture. Tapes and resumes to Mark Capps, KRZR, 4949 S.W. Macadam Ave., Portland, OR 97201. Great American Broadcasting is an equal opportunity employer. No calls please. EOE

MAGIC FM IN THE VALLEY

KMGX in the San Fernando Valley of Los Angeles seeks experienced AC personality for mid-days. Strong production. T&R to Mike Lundy, KMGX, Mission Hills, CA 91345. No Calls Please. EOE/AA

CALIFORNIA AC STATION PD & AM DRIVE

Top medium market in California seeking an experienced **PROGRAM DIRECTOR** who can also handle morning drive on this "Bright AC" station.

You will possess strong management skills to guide and direct our "team" to the top. You will need to have "hands-on" experience with music computers, coaching of the on-air staff to achieve their best, a strong & documented promotional background, a complete and working knowledge of on-air marketing and positioning for an AC radio station, and ratings to back up your morning drive air shift with an adult, contemporary format.

The pay is **exceptional**, competitive to that of a top 15 market. Beautiful studios and community with a team of professionals that has that "killer instinct"!

If you have the same desire to not just win...but to **dominate** in the marketplace...if you are ready to make a major move which could lead you to the top 5 markets as a PD and you have the skills to get you there, we want **you!**

Minimum of 5 years as an on-air program director required with a **documented** track record.

Rush **C&R** and references to:

A.C.C.
PO Box 796275
Dallas, Texas 75379-6275
M/F BOB

AC MORNINGS

Should you be doing mornings in a top 65 southwest market? Can you do a fun AC morning show and still play more music? Inquiries held in strict confidence. T&R to: Radio & Records, 1930 Century Park West, #849, Los Angeles, CA 90067. EOE

OPENINGS

POSITIONS SOUGHT

POSITIONS SOUGHT

POSITIONS SOUGHT

KZAP

Morning Show Personality

Immediate opening for Morning Show Personality KZAP, Sacramento. AOR 25-44. You'll need great track record and squeaky-clean act. Tape/resume/complete details to General Manager, KZAP, P.O. Box 15985, Sacramento, CA 95852-1985. Women/minorities encouraged. NCI is an EOE.

POSITIONS SOUGHT

Super attitude, strong voice, energetic and dependable. Not afraid of challenge. Willing to relocate, ready to go to work now. STEVE: (303) 693-3926. (3/16)

Recent graduate seeks entry level on-air position. Also interested in sales. Prefer South, but will go anywhere. DAVID DASCIO: (216) 454-6716. (3/16)

Rock warrior seeks battleground. Veteran major market talent with six production/programming for CHR/AOR/CR. Personalities/ratings! TOM DANIELS: (216) 842-9511. (3/16)

If you are a PD, why not give your listeners a reason to listen. AC Personality seeks fun, upbeat AC or CHR. CRAIG: (216) 466-8318. (3/16)

Seeking a PD with a sense of humor that needs a nighttime killer. Z: (719) 598-4634. (3/16)

Hard Rock/Metal. AT/AP interviewer plays requests and writes commercials, jingles, station ID's, etc. Production included. BOB: (213) 965-0360. (3/16)

And brains too. Former Miss Palm Springs seeks on-air position fulltime in So. Cal. Excellent recommendations. ANDY: (714) 526-3238. (3/16)

Aggressive, young AT seeks fulltime. Very creative, good production. CHR/top 40. Prefer South, will do overnights also. LEE: (806) 264-6038. (3/16)

Station Manager with six years' experience seeks new challenge. Can do programming, sales, operations, news. Very creative. RANDY: (712) 384-2121. (3/16)

Use me. Hot or cold. Innovative, experienced weather forecaster will generate income and increase your ratings. I live for rain and snow. JEFFREY: (619) 558-1833. (3/16)

Free cassette tape! For calling this five year radio pro. Immediate delivery. Satisfaction guaranteed. Offer limited to Dakotas. BILL: (605) 882-3239. (3/16)

Orlando/North Florida. AT with six years' experience in AC/CHR/CR and PBP. seeks fulltime. ALEX: (904) 769-6518. (3/16)

Award winning news/talk talent and producer with 12 years' experience, seeks same in medium market. WAYNE BYERS: (701) 251-2336. (3/16)

Experienced Board Operator seeks first live gig or a board shift fulltime. Prefer gulf coast region. EDDIE: (205) 598-4458. (3/16)

Revenue intensive GM seeks down in the dumps Calif. FM to prove that it takes masterminds to make success sound easy. KYU, KNBR, etc. JAMALL WELLS: (415) 658-8540. (3/16)

Small market PD seeks move upward. Seeking a challenging opportunity. All positions considered, all I ask is that you make me work hard. BOB: (418) 782-6245. (3/16)

Former Friday Morning Quarterback researcher and WEGX, Philly PD available. STEPHANIE MALFARA: (609) 228-4699. (3/16)

Doing PM drive at the best small market station in America, and would love to do overnights at your medium/major market station. M.E.: (916) 529-3685. (3/16)

AT with two years' experience seeks overnight or evening fulltime position with CHR/AOR/CR outlet. BRIAN: (717) 283-7673. (3/16)

For your on-air pro seeks new opportunities in Southwest/West. Very strong on-air, production, music skills. ROBBE RAY: (303) 641-1258. (3/16)

Single, attractive male seeks morning relationship in a P2 or P3. I enjoy long walks, short PD's, and high fiber. (214) 394-2316. (3/16)

Engineer seeking new challenges. 17 years' experience in Detroit, three years in Florida, will relocate. (813) 753-8889. (3/16)

Big time audio dynamite. Weird and wacky characters! Blows the competition away! Warm and friendly, and will mutilate the others. MIK: (708) 614-8600. (3/16)

Engineer/Air Talent still seeks ADR FM. Prefer mid winters in medium to large metro. 12 years' experience. ERIC: (219) 924-8340. (3/16)

Help! Working in hell! Experienced CHR AT, tired of automatic station. Prefer nights/overnights. SCOTT CLEVELAND: (716) 632-8033. (3/16)

Find out what it will take to get a creative, hard working, dedicated, friendly, competitive team player on your side. J.J. WESTON: (303) 798-2365. (3/16)

Heavy experience, heavy voice. Adult wit, adult numbers history in major markets. Seeking long-term with personality radio. BOB: (616) 749-9429. (3/16)

Seeking PD in NE Ohio not afraid to guide extremely mature, but youthful sidekick in research/programming as Assistant PD. CHRIS: (216) 687-2136. (3/16)

I can't get enough. Upbeat fulltime female seeking weekends in Dallas or Austin. Background in NR/HI AC/Country Hits. Reliable car. CHD: (817) 776-8418. (3/16)

Doc Holiday, midday WANS/Greenville, PD WKSM/Fort Walton, MD WXV/Savannah. Available for medium market CHR/AOR PD/MD/AT. (803) 277-6233. (3/16)

O'day! Talented Announcer with sense of humor seeks FT anywhere in USA/Canada. WRITE: Matt Fitzsimmons, 8 Caughy Place, Mt. Albert, Auckland, New Zealand. (3/16)

Powerhouse pipes will make your promos sizzle. Eight year team player with multi-track know how, computers, etc. Seeking top 100. STU: (217) 525-8105. (3/16)

Experienced sports PBP ready to move for fulltime sports PBP/News talk position. I breathe sports, let's talk! JIM: (919) 799-1512. (3/16)

Production Director/Air Talent, 16 year pro seeks a department to organize. Multi-track experience, plus great voice and ear. CHRIS MUSIC: (915) 581-0218. (3/16)

Creative Personality, Hot programming, three years' management, excellent marketing/promotions, seeks medium market, any shift. DAVE: (214) 388-1919. (3/16)

Want a Country Personality to do a \$3500/month job at a 50% discount with 110% effort! MACK: (801) 274-0627. (3/16)

Parttime seeking fulltime in AC/MOR/Country. I am willing to relocate. JAY (EHRMAN): (518) 357-5661. (3/16)

Help a hard working insomniac college graduate with internship experience break into overnights. Any format, any market, anywhere. DAN: (708) 771-6174. (3/16)

Energetic Sports Director/Announcer with PBP, seeks position in medium/small market in Midwest. Associate degree, and two years' experience. MIKE: (608) 847-8608. (3/16)

Got a talk station? High impact talk show Host/Program Director available. JOHN: (407) 867-3787. (3/16)

Friendly, conversational, small market FSA PD/mornings seeking next opportunity. Medium market experience, prefer AC/Oldies/Country. DAVE: (316) 227-7825. (3/16)

Experienced CHR MD/Afternoon drive AT seeks to relocate where culture (and money) exist. Call my movers. SAVICH TUNES: (804) 528-4618. (3/16)

Are you ready for a "like it" shock talk show Host to zip some life into your station. Love overnights. JOE ALLEN: (718) 347-1041. (3/16)

Top 50 market top rated morning team is seeking a gig. Local, topical, phones, characters, and all around fun guys. Contract's up... (205) 995-1446. (3/16)

Versatile, talented sportsseeker with a great voice, can do it all, including sports talk. Seeking move to a bigger market. (813) 656-6592. (3/16)

I love production! Medium market AT with many voices, great sound and great adaptable delivery. Ohio area. JOHN: (216) 228-5953. (3/16)

AC full service background. NE pro seeks competitive Ohio or CHR middays/evenings (215) 546-1493. (3/16)

POSITION YOUR STATION

WHERE IT COUNTS!
 ● 26 years experience in management, sales, programming and engineering can dominate your market. Everything I touch will turn to gold. Possible fulltime or consultant basis.
 ● Bill Elliott, 413-442-1283.

If you believe the baby boom generation is getting older, you're right. If you wonder why they're not listening to your station, call me. (312) 871-0485. (3/16)

If you can't rock it, leader will. ADR promotion, production, AT, any of the above. IKE: (215) 635-4374. (3/16)

Ten years' as Program Director for AC/NAC/EZ/Jazz. Major market experience. 16 years' on-air. Gavin radio person of the year nominee. MARK HILL: (408) 688-5604. (3/16)

Bright, energetic, dependable AT seeking advancement and challenge. Currently FM morning Host in Chicago. Will consider all. PAUL JAY: (708) 742-9494. (3/16)

Aggressive AT seeks to launch career. Hard Rock/Metal/CHR background plus production. Positive attitude and desire. Will relocate. KEVIN: (301) 268-8531. (3/16)

Hey Programmers, are you seeking a dedicated broadcaster with a strong musical and technical background? Ready to work. BRIAN: (812) 254-0654. (3/16)

Hardworking, pleasant and professional AT seeks any music format, or music plus news. Willing to relocate to South. JIM COOPER: (417) 883-4060 or 888-5757. (3/16)

Face the fax. Kent Griffin can fill the copywriting void on your staff. (800) 733-8748. (3/16)

A laneyx is a terrible thing to waste. Recent graduate with some practical experience. Energetic, talented, any job, anywhere. MATT: (818) 799-7101. (3/16)

Character voice Gesun/morning sidekick/production wizard/11 year major market veteran seeks progressive AOR/Rock 40/AC in top 50. MARK: (404) 487-8721. (3/16)

Friendly, credible, conversational. Announcer with seven years' in Rock/Jazz majors. Amusing, sincere adult rapport. Prefer West. JOHN: (812) 456-0479. (3/16)

Attention getting British CHR/AC At grabs females 18-34! Nine years' in USA, Pittsburgh, Charleston, Las Vegas. Seeks next adventure. COZ: (702) 399-0234. (3/16)

Upbeat, cheerful female, seeking AT/Promotion Assistant position. Hardworking and witty. Copywriting and production. MICHELLE: (813) 275-6723. (3/16)

Three years' on-air six years' multi-track, currently with 50,000 CHR, seeking middays and production in Sunbelt. DAN: (409) 693-7650. (3/16)

**ATTN:
SEATTLE PD's/GM's**
 JEFF McNEAL, 12 years L.A./San Francisco veteran, former NBC drive time AT, seeks opportunity in the Emerald City. Many voices, topical humor, community involved, team player, seasoned pro. To hear aircheck, production sampler, audio resume and to learn more, call 415-458-9796, ext. 1990.

Experienced News Director formerly with ABC Direction Network covering Bush's inauguration and summit. Seeking PA/New England area. JONATHAN: (804) 528-1888.

Producer/writer/engineer with fourteen years' production and broadcasting. Prefer NYC, but will relocate for good offer. BRUCE RANES: (718) 526-6501. (3/16)

Young, crazy, sexy, offbeat morning team with major market experience seeks killer position with AOR/CHR station anywhere. JIMIAN: (818) 963-8170. (3/16)

If Debbie Gibson can write hits at 19, I can play them at 20! Jimmy the Kid: (718) 589-4634. (3/16)

Aggressive female with great pipes seeks parttime gig for weekends and fill. Chicago area only. STACY: (708) 524-9338. (3/16)

Dynamic sports pro. Top notch PBP, Anchoring/Reporting and talk show Host. Talent and creativity, plus burning desire to be the best. TODD: (407) 737-1923. (3/16)

Walking encyclopedia of Gold/AOR/CR. Seeking on-air/MD/APD. Five years' experience. B.A., single and ready to relocate. VIC: (718) 344-3294. (3/16)

Attention small or medium market in Northern California. AT seeks work at your station. Excellent production and writing skills. JAN LONDON: (213) 866-4370. (3/16)

CHR/AT with six years' experience seeking FT airshift at CHR/ADR station. Will relocate anywhere in US or Canada. LOUIS: (714) 952-1869. (3/16)

Orange County female AT seeks more. Seeking FT, but willing to start PT. Prefer Orange County, or closeby. (714) 883-2089. (3/16)

For adults only. Nine years' experience, AOR/AC, medium and majors only. Most locations considered. JIM: (609) 884-6022. (3/16)

Hardworking, pleasant and professional. Any format, willing to relocate. JAMES ROY WOOLERY: (417) 883-4060. (3/16)

Country Programmer at your service. Knowledgeable, personable leader. 20 years' in radio. MIKE STANLEY: (418) 243-0043. (3/16)

'88 Ford Tempo with low mileage is what we will drive to your station. Highly rated, and funny husband/wife morning show available. JIM: (803) 234-0437. (3/16)

Voices with bass. AT with Harvard BA, creativity and experience seeks UC/CHR/Churban outlet. TEDD: (201) 444-4458. (3/16)

PD/Mornings Not AC/Adult CHR winner "Nuff said. (800) 531-5314 ext. 4338. (3/16)

Hardworking, pleasant professional willing to relocate. Formats of interest are BS/CW/AC/MOR. D.M. XANDER: (417) 345-2569. (3/16)

Top notch P2 CHR PD seeks new competitive challenge. KEN: (207) 787-5277 or (516) 931-5107. (3/16)

Great voice, personality and production seeks new challenges and new opportunities. MIKE: (216) 892-7390. (3/16)

Southern Country stations only. Seeking fulltime airshift with room for corporate ladder growth. Willing to relocate. THOM LAYNE: (901) 635-1570. (3/16)

Budget out puts team-playing Production Director on the loose! Addy winner, and great with sales staff. GREG: (205) 853-6260. (3/16)

Powerhouse pipes will make your promos and spots sizzle. Eight year team player with multi track, computer, writing and people skills seeks top 100. STU: (217) 525-8105. (3/16)

Air Talent with strong writing and production skills, seeks small market writing, production or evening position. JACK COOPER: (519) 438-1037. (3/16)

Fourteen year pro AC/CHR/Oldies/Country and PBP. Five years' small market PD. Seeking to move up. Can do it all! GREGG: (703) 825-3284. (3/16)

New format left no behind. Recently overnights at WMMY. Will relocate. JIM CHRI. Willing to relocate. MARK ALLEN: (407) 725-9426. (3/16)

Format change left mornings and marketless. Joe and Stan, formerly WMMY in Melbourne, FL. (407) 258-5792 or (407) 723-5134. (3/16)

Group W MD Enerbia caught in merger crunch. Seeking greater pasture for good times. I mean good books! CAREY: (713) 974-4441. (3/16)

Production whiz/engineer/writer with fourteen years' experience available for NY gig. Will relocate from Apple for solid offer. BRUCE RANES: (718) 526-6501. (3/16)

Spots Director seeks scenery change. Seeking Anchor, Reporter or PBP position. Experienced in covering pros. Will relocate. Challenge me! TIM: (904) 628-0508. (3/16)

Programmed 2 R&R reporters. Nominated as small market PD of the year in Billboard. Let's talk results! JIM: (414) 437-4731. (3/16)

Copywriting, it doesn't have to be expensive. The Wondersmith is now accepting new clients. SHARDAN: (804) 487-1067. (3/16)

Upbeat, knowledgeable pro available immediately. Prefer CHR/Oldies/AC. Handy with a blade. Dan west music library. NY/NJ/East PA/CT okay. VINNY: (718) 238-8402. (3/16)

Aggressive female with great pipes seeks parttime weekend and fill-in gig. Chicago area only. STACY: (708) 524-9338. (3/16)

Find out what it will take to get a creative, hardworking, dedicated, friendly, competitive team player on your side. J.J. WESTON: (303) 798-2365. (3/16)

Revenue generating, innovative standard-setting production. These are their words. Addy winning Production Director. Ten year pro. WHYY, WXXX, WOKI. GREG: (205) 853-6260. (3/16)

MISCELLANEOUS

New station seeks AC product from all labels. CALL: Tim Christopher: (812) 378-1073. (3/16)

?????????????????????
 ? **SHELBY MOORE** ?
 ? **Where are you** ?
 ? **please call** ?
 ? **David McKay** ?
 ? **(713) 622-1010** ?
 ? ? ? ? ? ? ? ? ? ? ? ? ? ? ? ? ? ?

R&R Opportunities Display Advertising

Display: \$55 per inch per week (maximum 35 words per inch). Includes border and logo.

Blind Box: \$85 per inch per week (maximum 35 words per inch). Includes border, box number and postage/handling.

Payable In Advance

Display & Blind Box advertising orders must be typewritten or printed on company/station letterhead and accompanied by payment mailed to our office in advance. Visa, MC, AmEx accepted.

Deadline

To appear in the following week's issue, we must receive your ad by **Thursday noon (PST)** prior to issue date. Address all ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

R&R Opportunities Free Advertising

Radio & Records provides free (24 words or 3 lines) listings to radio stations and record companies in Openings. Must be on company/station letterhead. 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, we must receive your ad by **Thursday noon (PST)** prior to issue date. For opportunities you must place your free listings by mail only. Address all 24-word ads to: R&R/Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.



BREAKERS

BY ALL MEANS

Do You Remember (Island)

70% of our reporting stations on it. Rotations: Heavy 0/0, Medium 13/0, Light 51/12, Adds 12 including WZAK, KJLH, KBCE, KQXL, Z93, Z104, WBLX, WIKS, WIZF, KPRW.

STARPOINT

I Want You — You Want Me (Elektra)

67% of our reporting stations on it. Rotations: Heavy 1/0, Medium 15/0, Light 47/8, Total Adds 8, WWDM, Z16, U102, WPGA, WQIC, WQOK, WTMP, WIZF.

BARRY WHITE

I Want To Do It Good To Ya (A&M)

55% of our reporting stations on it. Rotations: Heavy 1/0, Medium 26/1, Light 33/8, Total Adds 9, K104, WWKX, KQXL, WWDM, KIIZ, KFXZ, Z16, KIPR, WALT. Debuts at number 40 on the Urban Contemporary chart.

TECHNOTRONIC

Get Up (Before The Night Is Over) (SBK)

61% of our reporting stations on it. Rotations: Heavy 6/0, Medium 32/0, Light 16/4, Total Adds 4, K97, WATV, WCDX, WTUG. Debuts at number 37 on the Urban Contemporary chart.

NEW & ACTIVE

KASHIF "Ain't No Woman Like The One I Got" (Arista) 54/7

Rotations: Heavy 0/0, Medium 6/0, Light 45/7, Total Adds 7, WATV, WWDM, WZFX, KFXZ, U102, WQIC, WQOK, Mediums include: WKYS, KRNB, WJZ, WDKT, WELP.

EN VOGUE "Hold On" (Atlantic) 49/31

Rotations: Heavy 1/0, Medium 2/0, Light 49/31, Total Adds 31 including WKYV, WUSL, WHUR, K104, KHYS, KMJQ, K97, WYLD, WQWJ, KSOL, Heavy: WFXC, Medium: WLD, WWDM.

MICHAEL COOPER "My Baby's House" (Reprise) 45/14

Rotations: Heavy 0/0, Medium 4/0, Light 41/14, Total Adds 14 including KHYS, PWR94, WQWJ, WLS, WTL, KJLH, KQXL, WWDM, Z16, WKX, Medium: WYLD, WMGL, WFXC, WZP.

GEORGE HOWARD featuring JOHN PAGANO "Shower You With Love" (MCA) 44/7

Rotations: Heavy 4/0, Medium 2/0, Light 20/8, Total Adds 7, WKYS, KRNB, WENL, Z93, WFXE, WBLX, WEAS, Heavy: WDAS, WHUR, WDKT, WCDX, Mediums include: KRNB, PWR94, KMJM, KJLH, WFXA.

SHADES OF LACE "Why It Gotta Be Like That" (WingPolydor) 43/14

Rotations: Heavy 0/0, Medium 2/0, Light 43/14, Total Adds 14 including WXTV, WKYS, KRNB, KRPS, WJZ, WJTT, WAGH, WQMG, WELP, KIIZ, Medium: K104, WCDX.

BILLY DAVIS "I Want You" (G.O.T.) 43/6

Rotations: Heavy 1/0, Medium 2/0, Light 22/6, Total Adds 6, KHYS, KRPS, KBCE, KQXL, WFXC, WQMG, Heavy: WENL, Mediums include: K104, K97, KRNB, WYLD, WLSB.

ROB BASE "Get Up And Have A Good Time" (Profile) 42/10

Rotations: Heavy 0/0, Medium 7/1, Light 35/9, Total Adds 10, WAMQ, WVEE, WYLD, WQOK, WZFX, Z16, WEDR, WFLZ, WTMP, WTLZ, Mediums include: K97, WZAK, WPA, WFXC, WBLX.

JODY WATLEY "Precious Love" (MCA) 42/0

Rotations: Heavy 0/0, Medium 2/0, Light 22/0, Total Adds 0, Mediums include: WLD, WDAS, WAMQ, WHUR, K104.

LENNY WILLIAMS "Here's A Ticket" (Crush) 39/5

Rotations: Heavy 0/0, Medium 10/2, Light 29/3, Total Adds 9, WDAS, WKYS, KHYS, WZAK, Z16, Mediums include: WHUR, K97, KRNB, WQIC, WQOK.

TASHAN "Back Man" (Columbia) 38/18

Rotations: Heavy 0/0, Medium 9/1, Light 36/18, Total Adds 18 including WLD, K97, KJLH, KBCE, Z93, WJTT, WWDM, KIIZ, KFXZ, WQIC, Medium: WFXC, WTMP.

DOMINO THEORY "Radio Driver" (RCA) 38/12

Rotations: Heavy 0/0, Medium 2/1, Light 38/11, Total Adds 12 including KHYS, WYLD, WHHC, WQOK, WATV, WFXE, WQFX, KFXZ, WANM, WTUG, Medium: K104.

DEF CON FOUR "Say U Love Me" (Reprise) 37/9

Rotations: Heavy 0/0, Medium 1/0, Light 36/9, Total Adds 9, WLD, KJLH, WMGL, KFXZ, U102, WALT, WQIC, WANM, KPRW, Medium: KDAY.

PHALON "Rise To The Top" (Mega Jam) 36/7

Rotations: Heavy 0/0, Medium 5/0, Light 33/7, Total Adds 7, WHHC, WENL, WJTT, WFXE, Z16, WALT, KDOK, Medium: KMJQ, KDAY, WQOK.

DIGITAL UNDERGROUND "The Humpty Dance" (Tommy Boy) 36/6

Rotations: Heavy 6/0, Medium 8/0, Light 22/6, Total Adds 6, WUSL, WKYS, KMJQ, WQMG, WQFX, WPGA, Mediums include: K97, KDAY, KSOL, WJMH, WCDX, Mediums include: WAMQ, KHYS, WQWJ, WJZ, WPA.

WHISTLE "Always & Forever" (Select) 36/5

Rotations: Heavy 0/0, Medium 11/1, Light 25/4, Total Adds 5, WWDM, WFXC, WQIC, WKS, KDOK, Mediums include: WKYS, K104, KHYS, OC104, WPA.

ROBBIE MYCHALS "Can't Get Enough Of U" (Alpha International) 36/3

Rotations: Heavy 1/0, Medium 15/0, Light 19/3, Total Adds 3, WDAS, KDAY, U102, Heavy: WHUR, Mediums include: K97, WQWJ, WZAK, WTL, WHHC.

L.L. COOL J "Jingling Baby" (Def Jam/Columbia) 32/4

Rotations: Heavy 2/0, Medium 9/1, Light 21/3, Total Adds 4, WAMQ, K97, OC104, WPEG, Heavy: KHYS, KDAY, Mediums include: WYLD, WQWJ, WJZ, Z16, WEDR.

DIONNE WARWICK featuring SPINNERS "I Don't Need Another Love" (Arista) 32/0

Rotations: Heavy 0/0, Medium 8/0, Light 24/0, Total Adds 0, Mediums include: WDAS, WHUR, WZAK, WHHC, OC104.

WINANS "It's Time" (Qwest/WB) 29/18

Rotations: Heavy 0/0, Medium 2/0, Light 27/18, Total Adds 18 including WRKS, WAMQ, WYLD, WJZ, WATV, WAGH, WZFX, KIIZ, WLOU, WFXM, Medium: WWDM, WFXC.

TODAY "Why You Get Funky On Me?" (Motown) 27/24

Rotations: Heavy 0/0, Medium 0/0, Light 27/24, Total Adds 24 including WRKS, WHUR, K104, KHYS, KMJQ, KRNB, WQWJ, K97, KDAY, KSOL.

TROY JOHNSON "Virgin Girl" (RCA) 27/5

Rotations: Heavy 0/0, Medium 2/0, Light 25/5, Total Adds 5, WHUR, PWR94, WJZ, WQMG, WLOU, Medium: WPGA, WTUG.

KID'N PLAY "Funhouse" (Select) 25/4

Rotations: Heavy 0/0, Medium 8/0, Light 17/4, Total Adds 4, WYLD, KBCE, KIIZ, WCDX, Mediums include: K104, KMJQ, K97, KDAY, WPA.

MOST ADDED

EN VOGUE (31)
JOHNNY GILL (25)
TODAY (24)
TASHAN (18)
WINANS (18)
MICHAEL COOPER (14)
LACE (14)
BY ALL MEANS (12)
DOMINO THEORY (12)
SYBIL (12)

HOTTEST

LISA STANSFIELD (84)
QUINCY JONES (81)
MIKI HOWARD (77)
BABYFACE (31)
EWAF (31)
LUTHER VANDROSS (28)
ALYSON WILLIAMS (22)
JANET JACKSON (16)
SMOKEY ROBINSON (14)
TROOP (14)

TOP 10

RECURRENTS	
LW	TW
8	1 S. LATTISAW/Where
2	2 MICHEL'LE/No
1	3 P. ABDUL/Opposites
4	4 R. TURNER/It's
6	5 SURFACE/Can
3	6 SOUL II SOUL/Jazzie's
5	7 C. WILLIAMS/Promises
—	8 D. PEASTON/We're
—	9 INNER CITY/Whatcha
7	10 R. BELLE/Make

SIGNIFICANT ACTION

O'JAYS "Friend Of A Friend" (EMI) 24/11

Rotations: Heavy 0/0, Medium 1/0, Light 23/11, Total Adds 11 including WDAS, PWR94, OC104, WENL, WJTT, WWDM, KFXZ, WEDR, WANM, KPRW, Medium: WZAK.

GRAYSON HUGH and BETTY WRIGHT "How 'Bout Us" (RCA) 24/7

Rotations: Heavy 0/0, Medium 2/0, Light 22/7, Total Adds 7, KRNB, WJZ, KBCE, WQOK, KMJQ, K97, WFXM, KPRW, Medium: WDAS, WJMH.

MADONNA "Keep It Together" (WB) 22/9

Rotations: Heavy 4/0, Medium 4/0, Light 14/9, Total Adds 9, WDAS, WYLD, WPEG, WWDM, WFXC, WQMG, Z104, WPGA, WQOK, Heavy: WAMQ, WQI, WHHC, WQOK, Medium: WLD, WKYS, KHYS, WWKX.

NEWTONS "My Heart Beats For You" (MCA) 21/6

Rotations: Heavy 0/0, Medium 4/0, Light 20/6, Total Adds 6, KSOL, WAGH, KPR, WTMP, WYLD, KDOK, Medium: WTUG.

DEMETRIUS PERRY "Use Me" (Tabu/Epic) 21/1

Rotations: Heavy 0/0, Medium 0/0, Light 21/1, Total Adds 1, KRPS.

PATTI LABELLE "I Can't Complain" (MCA) 20/6

Rotations: Heavy 0/0, Medium 4/0, Light 16/6, Total Adds 6, WAMQ, KRNB, WHHC, WLOU, WEDR, K97-FM, Medium: WQAS, WUSL, WHUR, PWR94.

YOUNG MC "I Came Off" (Delicious Vinyl/Island) 20/3

Rotations: Heavy 0/0, Medium 0/0, Light 13/3, Total Adds 3, K104, Z104, WKS, Mediums include: WKYS, WQOK, WJMH, WJZ, Z16.

OAKTOWN'S 3.5.7, "Juicy Gotcha Krazy" (Capitol) 20/1

Rotations: Heavy 1/0, Medium 0/1, Light 10/0, Total Adds 1, KIIZ, Heavy: KDAY, Mediums include: KHYS, KMJQ, K97, WENL, WPGA.

EDWIN HAWKINS "If At First You Don't Succeed" (PolyGram) 17/9

Rotations: Heavy 0/0, Medium 0/0, Light 17/9, Total Adds 9, WHHC, WJZ, KFXZ, WLOU, WEDR, WEAS, WTMP, K97-FM, WTLZ.

CLUB NOUVEAU "Under A Nouveau Groove" (WB) 17/0

Rotations: Heavy 0/0, Medium 1/0, Light 12/0, Total Adds 0, Medium: K97, WPGA, HOT105, WQOK, KPRW.

CARMIN "Playtoy" (Outpost) 16/2

Rotations: Heavy 0/0, Medium 4/0, Light 12/2, Total Adds 2, KSOL, WKXS, Medium: WZAK, WJZ, HOT105, WEAS.

DENZIL FOSTER & THOMAS McELROY "Around The World In 80 Beats" (Atlantic) 16/0

Rotations: Heavy 1/0, Medium 8/0, Light 7/0, Total Adds 0, Heavy: WLOU, Mediums include: WKYS, KRNB, WWKX, WJMH, KIIZ.

CALLOWAY "Sir Lancelot" (Solar/Epic) 15/8

Rotations: Heavy 0/0, Medium 0/0, Light 15/8, Total Adds 8, WAMQ, KHYS, WQWJ, WHHC, OC104, KQXL, WZFX, KPRW.

SYBIL "Crazy For You" (Next Plateau) 14/12

Rotations: Heavy 0/0, Medium 1/0, Light 13/12, Total Adds 12 including WLD, WHUR, KMJQ, K97, WYLD, WZFX, WQMG, Z104, WQIS, WALT, Medium: WFXC.

SHIRLEY BROWN "Take Me To Your Heart" (Malaco) 14/4

Rotations: Heavy 0/0, Medium 1/0, Light 13/4, Total Adds 4, WAGH, WQFX, WANM, WDR, Medium: WJZ.

MICHAEL JEFFRIES "Teach Me" (WB) 14/2

Rotations: Heavy 0/0, Medium 4/0, Light 10/2, Total Adds 2, WHHC, WELP, Medium: WPEG, WAGH, WDKT, WEAS.

K.M.C. KRU "Crazy About U" (Curb) 14/1

Rotations: Heavy 0/0, Medium 3/0, Light 11/1, Total Adds 1, KHYS, Medium: WZFX, KPR, WTMP.

REDHEAD KINGPIN & THE F.B.I. "Rock The Mic Right" (Virgin) 13/5

Rotations: Heavy 0/0, Medium 1/0, Light 12/5, Total Adds 5, OC104, WPEG, Z104, KFXZ, WEDR, Medium: KDAY.

MARVIN SEASE "It's All Over" (London/Polydor) 12/6

Rotations: Heavy 0/0, Medium 0/0, Light 12/6, Total Adds 6, WJZ, WENL, WFXE, WQFX, WTMP, K97-FM.

JAMAICA BOYS "Shake It Up" (Reprise) 11/11

Rotations: Heavy 0/0, Medium 1/1, Light 10/10, Total Adds 11 including WAMQ, WHUR, WYLD, KRPS, WHHC, OC104, WJZ, WWDM, WLOU, WPLZ.

AZ ONE "All Of My Heart" (Profile) 11/0

Rotations: Heavy 0/0, Medium 1/0, Light 10/0, Total Adds 0, Medium: WTMP.

NEW ARTISTS

	Reports/Adds
1 EN VOGUE/Hold On (Atlantic)	49/31
2 GEORGE HOWARD (JOHN PAGANO)/Shower You With Love (MCA)	44/7
3 BILLY DAVIS/I Want You (G.O.T.)	43/6
4 TASHAN/Back Man (Columbia)	38/18
5 DOMINO THEORY/Radio Driver (RCA)	38/12
6 DEF CON FOUR/Say U Love Me (Reprise)	37/9
7 PHALON/Rise To The Top (Mega Jam)	36/7
8 DIGITAL UNDERGROUND/The Humpty Dance (Tommy Boy)	36/6
9 ROBBIE MYCHALS/Can't Get Enough Of U (Alpha International)	36/3
10 GRAYSON HUGH and BETTY WRIGHT/How 'Bout Us (RCA)	24/7

New artists have not yet had a UC Breaker.

The Winans

"IT'S TIME"

The New Single From The Album Return



Management: Barry Hankerson (The Midwest Group)



**URBAN CONTEMPORARY
MOST ADDED!
29 UC REPORTERS INCLUDING:
WRKS
WAMO
WYLD**

**PRODUCED BY TEDDY RILEY and BERNARD BELL
Co-Produced by THE WINANS**



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A black and white close-up portrait of Stephanie Mills, looking slightly to the right with a soft expression. Her hair is styled in a short, textured cut. The lighting is dramatic, highlighting her features against a dark background.

STEPHANIE MILLS

Every now and then a singer emerges who is a true artist as well as a performer.

Someone who reaches deep into their soul and proves their ability to bring it home time and time again. That someone is Stephanie Mills.

★ THE GOLD ALBUM "HOME"

★ A SOLD OUT U.S. TOUR

★ AN NAACP IMAGE AWARD

★ AN AMA NOMINATION

★ TWO #1 HIT SINGLES

"Something In The Way
(You Make Me Feel)"

"Home"

★ URBAN CONTEMPORARY
CHART 9

and now yet another smash hit

COMFORT OF A MAN

From the album

Home

Produced By: LeMell Humes for
Nijel Productions
Management: Cassandra Mills/
Creative Star Management



MCA

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NATIONAL AIRPLAY

MARCH 16, 1990

3	2	WKS	WKS	WKS	WKS	WKS	WKS	WKS	WKS	Total Reports/Adds	Heavy	Medium	Light
8	3	2	1	1	1	1	1	1	1	188/0	175	12	1
8	4	3	2	1	1	1	1	1	1	187/2	164	19	4
12	7	5	2	1	1	1	1	1	1	187/0	151	34	2
15	10	8	4	1	1	1	1	1	1	184/1	142	38	4
14	9	7	3	1	1	1	1	1	1	185/2	138	37	10
18	11	9	4	1	1	1	1	1	1	185/4	129	47	9
5	2	1	7	1	1	1	1	1	1	173/0	134	29	10
19	14	10	5	1	1	1	1	1	1	188/1	98	85	5
16	13	11	6	1	1	1	1	1	1	178/0	108	61	9
23	17	13	10	1	1	1	1	1	1	185/1	92	83	10
25	18	14	11	1	1	1	1	1	1	183/3	58	99	26
2	1	4	12	1	1	1	1	1	1	145/0	88	38	19
25	19	15	12	1	1	1	1	1	1	177/2	60	106	21
26	20	16	13	1	1	1	1	1	1	183/4	42	118	23
32	26	18	15	1	1	1	1	1	1	179/7	19	130	30
39	29	23	17	1	1	1	1	1	1	182/6	19	128	35
36	30	19	17	1	1	1	1	1	1	164/6	38	89	37
7	5	8	18	1	1	1	1	1	1	132/0	58	56	18
30	26	24	18	1	1	1	1	1	1	162/13	17	102	43
37	31	27	20	1	1	1	1	1	1	169/11	8	105	56
33	30	26	21	1	1	1	1	1	1	163/10	15	97	51
46	38	30	22	1	1	1	1	1	1	164/16	2	92	70
47	39	31	23	1	1	1	1	1	1	163/20	5	85	73
28	27	25	24	1	1	1	1	1	1	138/1	12	98	28
—	44	37	25	1	1	1	1	1	1	164/24	2	74	88
41	36	33	26	1	1	1	1	1	1	144/19	10	81	53
46	42	36	27	1	1	1	1	1	1	153/16	3	73	77
43	35	32	28	1	1	1	1	1	1	141/12	9	84	48
BREAKER										162/65	5	48	111
34	32	31	29	1	1	1	1	1	1	130/5	16	62	52
22	21	20	31	1	1	1	1	1	1	109/0	32	54	23
1	1	21	32	1	1	1	1	1	1	89/1	22	49	18
48	43	38	33	1	1	1	1	1	1	144/19	7	65	72
3	5	14	34	1	1	1	1	1	1	91/1	28	40	23
13	12	11	35	1	1	1	1	1	1	87/0	20	41	26
4	15	28	36	1	1	1	1	1	1	71/0	29	26	16
BREAKER										138/30	1	49	88
—	46	42	37	1	1	1	1	1	1	108/16	3	51	54
BREAKER										121/80	2	37	82
24	22	22	40	1	1	1	1	1	1	76/1	9	40	27
BREAKER										113/32	1	35	77
DEBUT										102/61	1	23	78
DEBUT										97/30	1	22	74
10	24	35	44	1	1	1	1	1	1	44/0	11	19	14
—	50	48	45	1	1	1	1	1	1	79/8	8	28	43
—	50	48	46	1	1	1	1	1	1	94/13	2	26	66
DEBUT										74/9	1	21	52
DEBUT										81/5	2	22	57
16	47	46	49	1	1	1	1	1	1	71/1	0	34	37
17	33	40	50	1	1	1	1	1	1	46/0	23	14	9

MOST ADDED

RICKY VAN SHELTON (80)
CLINT BLACK (64)
TANYA TUCKER (61)
JUDD (60)
DESERT ROSE BAND (32)
STEVE WARINER (30)
RODNEY CROWELL (24)
KEITH WHITLEY (20)
ROBIN LEE (19)

HOTTEST

RANDY TRAVIS (124)
GARTH BROOKS (116)
LORRIE MORGAN (79)
ALAN JACKSON (72)
PAUL OVERSTREET (69)
MARY CHAPIN CARPENTER (68)
PATTY LOVELESS (41)
DAN SEALS (39)
DON WILLIAMS (35)
VINCE GILL w/R. McENTIRE (25)

NEW ARTISTS

Reports/Adds

- 1 PRAIRIE OYSTER/Goodbye... (RCA) 94/13
- 2 LEE ROY PARNELL/Crocodile Tears (Arista) 79/8
- 3 CANYON/Carryin' On (16th Ave./Cap.) 45/13
- 4 SCOTT McQUAIG/Old Memory (Cap.) 35/14
- 5 SUSI BEATTY/Nobody Loves Me... (Starway) 30/2
- 6 GEORGE FOX/Angelina (WB) 26/17
- 7 JERRY LANSLOWNE/Lessons L.L. (SQR) 18/0
- 8 KELLY WILLIS/I Don't Want To... (MCA) 17/16
- 9 J. STEVENS &.../Boontown (All) 15/0
- 10 ANDI & THE.../What Part Of... (Dorland) 11/1

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

MOST ADDED & HOTTEST list those songs achieving the most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicate the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

CLINT BLACK
Walkin' Away (RCA)

On 86% of reporting stations. Rotations: Heavy 5, Medium 46, Light 111, Total Adds 85 including WQCB, WQBE, WRKX, WXXK, WSTH, WSTH, KSCS, KPLX, WKNN, WQYK, WSLR, KFGO, WHOK, KCJB, WOW, KNAX, KRAK, KDRK, KJIM. Moves 47-29 on the Country chart.

STEVE WARINER
The Domino Theory (MCA)

On 73% of reporting stations. Rotations: Heavy 1, Medium 49, Light 88, Total Adds 30 including WGNA, WPOC, WHWK, WQBE, WTCR, WKAK, WWNC, KNFM, WKNN, KRMD, WQYK, WUBE, KFKF, KZKX, WQXK, KNAX, KZLA, KWHT, KRAK, KKAT. Moves 48-43-37 on the Country chart.

RICKY VAN SHELTON

I've Cried My Last Tear For You (Columbia)

On 64% of reporting stations. Rotations: Heavy 2, Medium 37, Light 82, Total Adds 80 including WQCB, WSNO, WAYZ, WXTU, WDSY, WWVA, WKAK, WWNC, WUSY, KPLX, KIKK, WSLR, KHAK, WAXX, KCJB, WOW, KRST, KIK-FM, KASH, KNIX, KDRK. Debuts at number 39 on the Country chart.

DESERT ROSE BAND

In Another Lifetime (MCA/Curb)

On 60% of reporting stations. Rotations: Heavy 1, Medium 35, Light 77, Total Adds 32 including WYRK, WAYZ, WTCR, WXXK, WWVA, KAYD, WUSY, WRNS, WSTH, KIKK, KFKF, KZKX, KXXY, WDEZ, KZSN, KUGN, KFMS, KWHT, KNCQ, KSPQ. Moves 49-41 on the Country chart.

"MAYBE YOU WOULDN'T BE MISSIN' ME TONIGHT"

(7-87948/PKCD 3251)

the new single by

GIRLS NEXT DOOR

from their album

HOW 'BOUT US'

(82068)

Atlantic Nashville

Traditionally...Contemporary



On Atlantic
Records,
Cassettes and
Compact Discs



NEW & ACTIVE

CHARLIE DANIELS BAND "Mister DJ" (Epic) 108/16
TANYA TUCKER "Walking Shoes" (Capitol) 182/61
LACY J. DALTON "Black Coffee" (Capitol) 97/30
PRAIRIE OYSTER "Goodbye, So Long, Hello" (RCA) 94/13
GLENN CAMPBELL "Walkin' In The Sun" (Capitol) 81/5
LEE ROY PARNELL "Crocodile Tears" (Arista) 79/8
WILLIE NELSON "The Highway" (Columbia) 74/9
JO-EL SONNIER "The Scene Of The Crime" (RCA) 69/11
JUDDS "Guardian Angels" (Curb/RCA) 64/60
JENNIFER McCARTER & McCARTERS "Better Be Home Soon" (WB) 60/3
STATLER BROTHERS "Walking Heartache In Disguise" (Mercury) 56/11

SIGNIFICANT ACTION

CANYON "Carryin' On" (16th Avenue/Capitol) 45/13
DAVID LYNN JONES "Lonely Town" (Mercury) 44/8
BILLY HILL "Nickel To My Name" (Reprise) 44/6
SCOTT McQUAIG "Old Memory" (Capitol) 35/14
SUSI BEATTY "Nobody Loves Me Like The Blues" (Starway) 30/2
GEORGE FOX "Angelina" (WB) 28/17
DANIELE ALEXANDER "You Called" (Mercury) 25/0

JOHNNY TILLOTSON "Bim Bam Boom" (Atlantic) 23/10
JOHNNY LEE "Heart To Heart Talk" (Curb) 22/6
T. GRAHAM BROWN "If You Could Only See Me Now" (Capitol) 19/18
JERRY LANSDDOWNE "Lessons Of Love" (SQR) 18/0
KELLY WILLIS "I Don't Want To Love You" (MCA) 17/16
NEW RIDERS OF THE PURPLE SAGE "Keep On Keepin' On" (MU) 17/6
JEFF STEVENS & THE BULLETS "Boontown" (Atlantic) 15/0
JOHNNY CASH "Farmer's Almanac" (Mercury) 12/7
ANDI & THE BROWN SISTERS "What Part Of No Don't You Understand" (Doorknob) 11/1
KARLA TAYLOR "A Mother's Love Is Gold" (Curb) 9/1
VINCE HATFIELD "Everywhere I Turn" (F&L) 9/0

ALBUM TRACKS

Table with columns: ARTIST/Song Title (Label) and Album Title. Contains entries like LORRIE MORGAN/He Talks To Me (RCA) and RESTLESS HEART/Dancy's Dream (RCA).



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COUNTRY ADDS & HOTS

MOST ADDED EAST HOTTEST MOST ADDED SOUTH HOTTEST MOST ADDED MIDWEST HOTTEST MOST ADDED WEST HOTTEST

EAST

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

SOUTH

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

MIDWEST

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

WEST

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

EAST

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

SOUTH

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

MIDWEST

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

WEST

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

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WEST

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

SOUTH

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

MIDWEST

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

WEST

WASH, WA: RICKY VAN SHELTON (Columbia)
RICKY VAN SHELTON (Columbia)
CLINT BLACK (RCA)
TAYSA TUCKER (Capitol)

188 Reports
183 Current Playlists
Called in Frozen Playlist (1)
WFBH/Springfield, IL
Did Not Report, Playlist Frozen (4):
KISFM/Miami
KXKX/Fayetteville, AR
KTRK/Topeka, KS
WNTN/Tallahassee, FL

BREAKERS

WILSON PHILLIPS
Hold On (SBK)

59% of our reporters on it. Rotations: Heavy 0, Medium 23, Light 31, Total Adds 19 including 2WD, KYKY, KLCY, KMGI, WRVC, KHLT, KELT, WLAC, WVUD, KOSO.

ROD STEWART with RONALD ISLEY
This Old Heart Of Mine (WB)

56% of our reporters on it. Rotations: Heavy 0, Medium 11, Light 40, Total Adds 50 including WLTS, 2WD, KYKY, KESZ, KLCY, B100, KMGI, WJLK, WMGS, WMGN, 3WM.

LISA STANSFIELD
All Around The World (Arista)

53% of our reporters on it. Rotations: Heavy 6, Medium 22, Light 20, Total Adds 11 including WSN1, KAER, WEBE, WKYE, WMGS, WXTX, KTYL, KZLT, WLDR. Debuts at number 29 on the AC chart.

NEW & ACTIVE

TOMMY PAGE "I'll Be Your Everything" (Sire/WB) 35/2

Rotations: Heavy 4/0, Medium 18/1, Light 16/1, Total Adds 2, KHLT, 3WM, Heavy: 2WD, KESZ, WSKJ, KWSJ, Medium including KLCY, WRVC, WKYE, WZNY, WLUD, WEIM, WHAI, WAFI, WSGY, WTKT, WGSV, KRFB, WKCK, KVIC, KZLT, KOCB, KKLV, KBLD, Light including WLTS, WTKT, B100, KMGI, WTVR, WSLQ, WMD, WECO, WMNB, KTYL, WCMJ

MADONNA "Keep It Together" (Sire/WB) 38/3

Rotations: Heavy 1/0, Medium 17/1, Light 11/2, Total Adds 3, WSR, KMJC, WKSB, Heavy: KAER, KLCY, B100, K101, WRVC, WAFI, WSKJ, KVIC, KKLV, KWSJ, Medium including WNET, WING, WZNY, WIVY, WLAC, WSLQ, WKLD, WQNY, WSGY, WTKT, KRFB, WKCK, WMTFM, KZLT, KRIG, KAYN, Light including WLVE, U102, WECO, WSLU, WGSV, WCMJ

CHER "Heart Of Stone" (Geffen) 37/4

Rotations: Heavy 4/0, Medium 16/1, Light 17/3, Total Adds 4, WVIC, WMGS, KEZA, WNMB, Heavy: WSKJ, KKLV, KCMJ, KWSJ, Medium including KRLT, KLCY, WKYE, WZNY, KHLT, WSLQ, KOSO, WEIM, WHAI, WAFI, KVIC, WMTFM, WPRO, KSLQ, KAYN, Light including B100, KMGI, WALK, WECO, WSLU, WKSB, WYKZ, WTKT, WKCK, KSCB, WTVR

BAD ENGLISH "Price Of Love" (Epic) 33/3

Rotations: Heavy 7/0, Medium 15/0, Light 11/0, Total Adds 3, WNNK, WEIM, WECO, Heavy: 2WD, B100, WKYE, WSKJ, KVIC, KKLV, KWSJ, Medium: WNET, WLT, KAL, KMGI, WMGS, WIVY, WSLQ, WMD, WSLU, WSGY, WTKT, KRFB, WKCK, KSCB, WTVR, Light including WGLL, WGSV, WNMB, WCMJ, KZLT, KDK, KBLD, KAYN

SINEAD O'CONNOR "Nothing Compares 2 U" (Chrysalis) 32/10

Rotations: Heavy 0, Medium 10/2, Light 22/8, Total Adds 10, KESZ, KLCY, WLEV, WEBE, 3WM, WSKJ, KEZA, WKCK, KTYL, WCMJ, Medium including B100, KMGI, WEIM, WHAI, KVIC, WPRO, KBLD, KWSJ, Light including WMD, WECO, WQNY, WAFI, WSLU, WYKZ, WGSV, WNMB, WMTFM, KSCB, WLDR, KKLV, KDK, KCMJ

RICKIE LEE JONES "Don't Let The Sun Catch You Crying" (Geffen) 32/3

Rotations: Heavy 1/0, Medium 9/0, Light 22/3, Total Adds 3, WRVC, WXTX, WTVR, Heavy: KTD, Medium: KELT, WMD, WHAI, WSLU, WPRO, KZLT, KKLV, KBLD, KWSJ, Light including WNET, KLSJ, WLEV, WEBE, 3WM, WEIM, WECO, WQNY, WSKJ, WYKZ, WGSV, KRFB, WNMB, WKCK, KVIC, WMTFM, KSCB, WLDR, KAYN

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 TAYLOR DAYNE.....	87/0	79	6	2
2 PHIL COLLINS.....	79/0	63	16	0
3 BONNIE RAITT.....	84/3	55	24	5
4 BILLY JOEL.....	78/0	65	9	4
5 MICHAEL DAMIAN.....	77/0	51	15	11
6 NATALIE COLE.....	71/0	47	16	8
7 ALANNAH MYLES.....	73/3	52	18	3
8 BEE GEES.....	76/5	46	19	11
9 TINA TURNER.....	78/4	38	33	7
10 SMOKEY ROBINSON.....	77/5	34	30	13
11 LINDA RONSTADT / AARON NEVILLE.....	65/0	42	17	6
12 LUTHER VANDROSS.....	66/0	36	19	11
13 REGINA BELLE.....	77/8	17	42	18
14 MICHAEL BOLTON.....	72/9	12	50	10
15 JANET JACKSON.....	61/7	18	32	11
16 GRAYSON HUGH.....	63/3	27	29	7
17 BASIA.....	68/8	5	48	15
18 DON HENLEY.....	63/2	11	45	7
19 BELINDA CARLISLE.....	59/2	19	31	9
20 ROXETTE.....	54/1	18	27	9
21 DONNY OSMOND.....	39/0	10	23	6
22 LITTLE RIVER BAND.....	64/7	3	39	22
23 KENNY ROGERS & GLADYS KNIGHT.....	60/6	4	38	18
24 GLORIA ESTEFAN.....	37/0	17	17	3
25 CHICAGO.....	35/0	10	16	9
26 TIM FINN.....	55/8	5	24	26
27 JULIA FORDHAM.....	51/3	3	33	15
28 SARA HICKMAN.....	52/4	4	28	20
29 LISA STANSFIELD.....	48/11	6	22	20
30 TEARS FOR FEARS.....	55/9	5	25	25

MOST ADDED

- ROD STEWART (56)
- WILSON PHILLIPS (19)
- JUDE COLE (17)
- AFTER 7 (14)
- QUINCY JONES (12)
- LISA STANSFIELD (11)
- LAURA BRANIGAN (10)
- SINEAD O'CONNOR (10)
- TOM PETTY (10)
- DIANNE REEVES (10)
- J.T. TAYLOR (10)

HOTTEST

- TAYLOR DAYNE (71)
- BILLY JOEL (53)
- PHIL COLLINS (56)
- ALANNAH MYLES (35)
- BONNIE RAITT (34)
- NATALIE COLE (32)
- LUTHER VANDROSS (24)
- MICHAEL DAMIAN (20)
- LINDA RONSTADT (20)
- TINA TURNER (11)

PETER BLAKELEY "Crying In The Chapel" (Capitol) 31/9

Rotations: Heavy 1/0, Medium 2/0, Light 28/8, Total Adds 9, WLEV, WTCB, KHLT, WECO, WSKJ, KVIC, WCMJ, KZLT, KAYN, Heavy: KKLV, Medium: WHAI, WPRO, Light including KLCY, 3WM, WMD, WEIM, WQNY, WSLU, WGSV, KRFB, WNMB, WKCK, KTYL, WMTFM, KSCB, WTVR, WLDR, KDK, KBLD, KTD, KWSJ

QUINCY JONES "The Secret Garden" (Owest/WB) 28/12

Rotations: Heavy 0, Medium 4/0, Light 24/12, Total Adds 12, WLTS, 2WD, KAER, WLEV, WEBE, WIVY, 3WM, WGLL, WYKZ, KRFB, KTYL, KBLD, Medium: WYLU, WEIM, WNMB, KZLT, Light including WARM96, KESZ, B100, WKYE, WAFI, WSLU, WKCK, KVIC, WCMJ, KSCB, KCMJ, KWSJ

LOU GRAMM "True Blue Love" (Atlantic) 28/4

Rotations: Heavy 0, Medium 10/0, Light 18/4, Total Adds 4, WMGS, WYKZ, WMTFM, KSCB, Medium: KLCY, WKYE, WSLQ, WNMB, KVIC, KKLV, KDK, KBLD, KCMJ, KWSJ, Light including WLEV, WEBE, WZNY, WIVY, WMD, WEIM, WECO, WSKJ, WTKT, WKCK, KTYL, WCMJ, WTVR, KAYN

DIANNE REEVES "Never Too Far" (EMI) 25/10

Rotations: Heavy 0, Medium 4/2, Light 21/8, Total Adds 10, WARM96, WOSM, WAHR, WYKZ, WNMB, WCMJ, KZLT, KKLV, KTD, KWSJ, Medium including WPRO, KCMJ, Light including KESZ, KHLT, KELT, WMOJ, WEIM, WHAI, WGLL, WSLU, WGSV, KRFB, WKCK, KSCB, KBLD

JAMES "J.T." TAYLOR "Master Of The Game" (MCA) 25/10

Rotations: Heavy 1/0, Medium 0, Light 24/10, Total Adds 10, WLEV, WRVC, WXTX, KELT, WECO, WSKJ, WGSV, WKCK, KTYL, WTVR, Heavy: KKLV, Light including 3WM, WEIM, WYKZ, WGSV, KRFB, WNMB, KVIC, WCMJ, WMTFM, WPRO, KSCB, WLDR, KBLD, KWSJ

SIGNIFICANT ACTION

ROLLING STONES "Almost Hear You Sigh" (Columbia) 23/1

Rotations: Heavy 3/0, Medium 16/1, Light 4/0, Total Adds 1, KZLT, Heavy: WMTFM, KKLV, KCMJ, Medium including KMGI, WSLQ, WEIM, WHAI, WSLU, WSKJ, WGSV, KRFB, WNMB, WKCK, KVIC, WCMJ, WPRO, KBLD, KWSJ, Light: WLEV, WMD, WGSV, KSCB

EVERYTHING BUT THE GIRL "Driving" (Atlantic) 20/8

Rotations: Heavy 0, Medium 1/0, Light 19/8, Total Adds 9, KLCY, WHAI, WQNY, WYKZ, WGSV, WMTFM, WPRO, KAYN, Medium: WNMB, Light including WARM96, WMOJ, 3WM, WEIM, KTYL, KVIC, KSCB, WLDR, KKLV, KTD, KWSJ

BLUE NILE "The Downtown Lights" (A&M) 20/3

Rotations: Heavy 0, Medium 3/0, Light 17/0, Total Adds 3, WAFI, WTVR, KAYN, Medium: KKLV, KBLD, KTD, Light including WEBE, WMD, WEIM, WECO, WGLL, WSLU, WGSV, KRFB, WNMB, KVIC, WPRO, KSCB, WLDR, KWSJ

LAURA BRANIGAN "Moonlight On Water" (Atlantic) 19/10

Rotations: Heavy 0, Medium 3/0, Light 16/10, Total Adds 10, WEBE, 3WM, WMD, WHAI, WGLL, WAFI, KRFB, WKCK, KVIC, WCMJ, Medium: KKLV, KCMJ, KTD, Light including WTKT, WEIM, WSKJ, WNMB, KSCB, KWSJ

JUDE COLE "Baby It's Tonight" (Reprise) 17/17

Rotations: Heavy 0, Medium 1/1, Light 16/16, Total Adds 17, KMGI, WKYE, KMJC, 3WM, WEIM, WQNY, WGLL, WAFI, KRFB, WNMB, WKCK, WCMJ, WPRO, KSCB, KKLV, KBLD, KWSJ

TOM PETTY "A Face In The Crowd" (MCA) 15/10

Rotations: Heavy 0, Medium 1/0, Light 14/10, Total Adds 10, WKYE, WSLQ, WEIM, WAFI, KVIC, WCMJ, WMTFM, WPRO, WLDR, KKLV, Medium: KOLT, Light including WIVY, WTKT, KRFB, KBLD

AFTER 7 "Ready Or Not" (Virgin) 14/14

Rotations: Heavy 0, Medium 0, Light 14/14, Total Adds 14, WLEV, WEBE, WTVR, WEIM, WSLU, WGSV, WNMB, WKCK, KTYL, WPRO, KSCB, KKLV, KAYN, KWSJ

PAUL CARRACK "Battlefield" (Chrysalis) 13/0

Rotations: Heavy 0, Medium 6/0, Light 7/0, Total Adds 0, Medium: KOSO, WMD, WNMB, KSCB, KAYN, KTD, Light: WZNY, WTCB, KHLT, KMJC, WSGY, KVIC, KDK

NRBQ "If I Don't Have You" (Virgin) 10/0

Rotations: Heavy 0, Medium 1/0, Light 9/0, Total Adds 0, Medium: KKLV, Light: WMD, WHAI, WKCK, WMTFM, WPRO, WLDR, KAYN, KTD, KWSJ

MELISSA ETHERIDGE "The Angels" (Island) 9/0

Rotations: Heavy 0, Medium 3/0, Light 7/0, Total Adds 0, Medium: WMD, KKLV, Light: WEIM, WHAI, KRFB, KVIC, WCMJ, KSCB, KWSJ

CARPENTERS "You're The One" (A&M) 8/0

Heavy 0, Medium 0, Light 8/8, Adds 9, WYKZ, WGSV, WMTFM, WPRO, KSCB, WLDR, KKLV, KWSJ

LILAC TIME "American Eyes" (Fontana/Mercury) 8/4

Rotations: Heavy 0, Medium 0, Light 8/4, Total Adds 4, WEIM, WHAI, WCMJ, KTD, Light including WPRO, KKLV, KBLD, KWSJ

KENNEDY ROSE "Love Like This" (IRS) 8/3

Rotations: Heavy 0, Medium 0, Light 8/3, Total Adds 3, KRFB, KSCB, KDK, Light including WQNY, WPRO, KKLV, KTD, KWSJ



CURRENT-BASED

EAST

P1

WYF/Boston
Dave Newell
 MICHAEL BOLTON
 ALANNAH NYLES
 DANNIE REEVES
 BILLY JOEL
 TAYLOR DAVE
 LUTHER VANOROSE
 LINDA ROBSTAUF
 JANEY JACKSON
 BONNIE RAITT

WALK&Long Island

JANEY JACKSON
 BONNIE RAITT
 MICKIE GUNTER
 TAYLOR DAVE
 LUTHER VANOROSE
 BILLY JOEL
 NATALIE COLE
 PHIL COLLINS

WISN/New York

BOB DANPHY
 JANEY JACKSON
 MICHAEL BOLTON
 BILLY JOEL
 PHIL COLLINS
 TAYLOR DAVE
 LUTHER VANOROSE

WOBH/Monmouth-Ocean, NJ

Scott Dewitt
 SARA HICKMAN
 JULIA FORSMAN
 TEARS FOR FEARS
 GRAYSON HUGH
 DIANNE REEVES
 POWERS & KNIGHT
 TAYLOR DAVE
 LUTHER VANOROSE
 LINDA ROBSTAUF
 SHERRY ROBINSON
 BONNIE RAITT
 LUTHER VANOROSE

WGWS/Wiles Barre

Norton/Marriot
 RICHINA BELLE
 CHEK
 LIN GRAMM
 LITTLE RIVER BAND
 LISA STANSFIELD
 BOB STEWART
 PHIL COLLINS
 TAYLOR DAVE
 BILLY JOEL
 ALANNAH NYLES
 ROXYTTE

WISR/New York

BOB DANPHY
 JANEY JACKSON
 MICHAEL BOLTON
 BILLY JOEL
 PHIL COLLINS
 TAYLOR DAVE
 LUTHER VANOROSE

P3

WMID/Atlantic City
McNally/Spector
 GRAPES OF WRATH
 LAURA BRANIGAN
 BOB STEWART
 MICKIE GUNTER
 BILLY JOEL
 BELINDA CARLISLE
 ALANNAH NYLES
 BONNIE RAITT
 PHIL COLLINS

WPMF/Richburg

Jack Raymond
 BOB STEWART
 LILAC TIME
 TOM PETTY
 MAD ENGLISH
 HUGH MASEKELA
 JUDE COLE
 AFTER 7
 PHIL COLLINS
 NATALIE COLE
 TAYLOR DAVE
 BONNIE RAITT
 BILLY JOEL

WVTV/Washington

Chuck Morgan
 ALANNAH NYLES
 SHERRY ROBINSON
 BILLY JOEL
 TAYLOR DAVE
 NATALIE COLE
 MICHAEL DANIAN
 CHICAGO

P2

WECG/Genoa
Anthony Smith
 BOB STEWART
 J.T. & THE FAMILY
 TAYLOR DAVE
 NATALIE COLE
 BILLY JOEL
 PHIL COLLINS
 TAYLOR DAVE
 BONNIE RAITT
 ALANNAH NYLES

WHJQ/Greenfield, MA

Deane/Archer
 BOB STEWART
 EVERYTHING BUT 7
 LAURA BRANIGAN
 LILAC TIME
 BOB STEWART
 TAYLOR DAVE
 PHIL COLLINS
 BONNIE RAITT
 ALANNAH NYLES
 MICHAEL DANIAN

WMLM/Asbury Park

Neulomb/Guide
 BOB STEWART
 LITTLE RIVER BAND
 BASIA
 PHIL COLLINS
 TAYLOR DAVE
 LUTHER VANOROSE
 BILLY JOEL
 DON HENLEY

WEDE/Bridgeport

Hansen/Orman
 TEARS FOR FEARS
 QUINCY JONES
 LAURA BRANIGAN
 BOB STEWART
 LISA STANSFIELD
 SINEAD O'CONNOR
 AFTER 7
 BILLY JOEL
 LUTHER VANOROSE
 SADAQ MATAHABE
 PHIL COLLINS
 KENNY G

WVYC/Huntington

Steve Hayes
 RICHIE LEE JONES
 TEARS FOR FEARS
 POWERS & KNIGHT
 J.T. & THE FAMILY
 WILSON PHILLIPS
 BOB STEWART
 TAYLOR DAVE
 PHIL COLLINS
 MICHAEL DANIAN
 LINDA ROBSTAUF
 ALANNAH NYLES

WKYE/Johnstown

Jack Michaels
 JUDE COLE
 TOM PETTY
 LISA STANSFIELD
 BOB STEWART
 MICHAEL BOLTON
 ALANNAH NYLES
 TAYLOR DAVE
 BONNIE RAITT
 ROXYTTE
 BILLY JOEL

SOUTH

P1

WVBT/Jacksonville
Tony Matthews
 QUINCY JONES
 WILSON PHILLIPS
 GRAYSON HUGH
 DIANNE REEVES
 BILLY JOEL
 TAYLOR DAVE
 LUTHER VANOROSE
 LINDA ROBSTAUF
 KENNY G
 PHIL COLLINS

WTFM/Johnson City

Mark McKinney
 MICHAEL BOLTON
 LITTLE RIVER BAND
 ROGERS & KNIGHT
 SINEAD O'CONNOR
 BONNIE RAITT
 SHERRY ROBINSON
 LUTHER VANOROSE
 ALANNAH NYLES
 TAYLOR DAVE
 BONNIE RAITT
 ALANNAH NYLES

WVTF/Jacksonville

Bob Mitchell
 QUINCY JONES
 WILSON PHILLIPS
 MICHAEL BOLTON
 LINDA ROBSTAUF
 TAYLOR DAVE
 PHIL COLLINS
 NATALIE COLE
 TAYLOR DAVE
 SHERRY ROBINSON

WVTA/Jacksonville

SBI Curtis
 BOB STEWART
 WILSON PHILLIPS
 QUINCY JONES
 MICKIE GUNTER
 TAYLOR DAVE
 LUTHER VANOROSE
 PHIL COLLINS
 TAYLOR DAVE
 TOMMY PAGE

WVLT/Tampa

Chuck Crane
 BOB STEWART
 LILAC TIME
 TOM PETTY
 MAD ENGLISH
 HUGH MASEKELA
 JUDE COLE
 AFTER 7
 PHIL COLLINS
 NATALIE COLE
 TAYLOR DAVE
 BONNIE RAITT
 BILLY JOEL

WVNY/Memphis

Hendrix/Spencer
 BOB STEWART
 NATALIE COLE
 MICHAEL DANIAN
 TAYLOR DAVE
 BONNIE RAITT
 LUTHER VANOROSE
 QUINCY JONES
 DIANNE REEVES
 TAYLOR DAVE
 SINEAD O'CONNOR
 AFTER 7

WVXX/Charleston

John Quiney
 MICHAEL BOLTON
 SINEAD O'CONNOR
 J.T. & THE FAMILY
 LISA STANSFIELD
 TAYLOR DAVE
 BILLY JOEL
 NATALIE COLE
 PHIL COLLINS
 MICHAEL DANIAN

WVLC/FM/Asheville

Chuck Tyler
 WILSON PHILLIPS
 BOB STEWART
 SHERRY ROBINSON
 QUINCY JONES
 TAYLOR DAVE
 NATALIE COLE
 PHIL COLLINS
 MICHAEL DANIAN
 LUTHER VANOROSE

WVTC/Columbia, SC

Doug Spets
 BOB STEWART
 PETER DINKELLEY
 JUDE COLE
 BOB STEWART
 DIANNE REEVES
 TAYLOR DAVE
 BILLY JOEL
 PHIL COLLINS
 MICHAEL DANIAN
 BONNIE RAITT

WVSL/Monticello, NY

Rob Dillman
 BOB STEWART
 AFTER 7
 MICHAEL BOLTON
 TAYLOR DAVE
 ALANNAH NYLES
 PHIL COLLINS
 LUTHER VANOROSE

WVSI/Monticello, NY

Jim Severance
 PETER DINKELLEY
 J.T. & THE FAMILY
 JOAN ZETT
 BOB STEWART
 SINEAD O'CONNOR
 MICHAEL BOLTON
 BILLY JOEL
 TAYLOR DAVE
 LINDA ROBSTAUF
 BONNIE RAITT
 CHIK

WVSP/Wilmington

Tom Benson
 WILSON PHILLIPS
 MADONNA
 MICHAEL BOLTON
 TAYLOR DAVE
 ALANNAH NYLES
 PHIL COLLINS
 LUTHER VANOROSE

P3

WVWV/Denver

Robertson/Kennedy
 CARPENTERS
 EVERYTHING BUT 7
 QUINCY JONES
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KEZA/Fayetteville, AR

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 LINDA ROBSTAUF

MIDWEST

P1

WARMH/Cincinnati
Michael Grayson
 BASIA
 SHERRY ROBINSON
 JULIA FORSMAN
 SADAQ MATAHABE
 HOLLERS
 DONNY OSMOND
 TAYLOR DAVE
 LINDA ROBSTAUF
 TINA TURNER
 LUTHER VANOROSE

WVWK/Cincinnati

Matthews/McCallough
 MAD ENGLISH
 DONNIE RAITT
 HOLLERS
 GLORIA ESTEFAN
 ELTON JOHN
 LINDA ROBSTAUF
 LINN COLLINS
 LOW GRAMM
 WLF/Cleveland

Popovich/Goody
 BONNIE RAITT
 TAYLOR DAVE
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 AFTER 7

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WVWV/Denver

Robertson/Kennedy
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 LOW GRAMM
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KEZA/Fayetteville, AR

Turner/Pattis
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Nick Allen
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 WILSON PHILLIPS
 BASIA
 TINA TURNER
 WILSON PHILLIPS
 JOEY WATLEY
 ALANNAH NYLES
 TAYLOR DAVE
 JANEY JACKSON
 BILLY JOEL
 ROXYTTE

KHLE/The Rock

John Ramsey
 WILSON PHILLIPS
 JOEY WATLEY
 TOMMY PAGE
 MICHAEL BOLTON
 LITTLE RIVER BAND
 BASIA
 PETER DINKELLEY
 CARPENTERS
 POWERS & KNIGHT
 KENNY G
 NATALIE COLE
 BILLY JOEL
 TAYLOR DAVE

WVWS/Memphis

FULL-SERVICE AC

GOLD-BASED AC

MOST ADDED

- BONNIE RAITT (4)
MICHAEL BOLTON (3)
TAYLOR DAYNE (3)
SARA HICKMAN (3)
SMOKEY ROBINSON (3)
ROGERS & KNIGHT (3)
ROD STEWART (3)
WILSON PHILLIPS (3)
REGINA BELLE (2)
MICHAEL DAMIAN (2)
TIM FINN (2)
LITTLE RIVER BAND (2)

HOTTEST

- LINDA RONSTADT (23)
TAYLOR DAYNE (17)
PHIL COLLINS (13)
LUTHER VANDROSS (11)
CHICAGO (9)
NATALIE COLE (9)
GLORIA ESTEFAN (8)
BILLY JOEL (8)
BONNIE RAITT (7)
MICHAEL DAMIAN (6)
KENNY G (6)
ALANNAH MYLES (6)

MOST ADDED

- CARPENTERS (6)
SMOKEY ROBINSON (6)
MICHAEL BOLTON (5)
REGINA BELLE (4)
ROGERS & KNIGHT (4)
PHIL COLLINS (3)
DON HENLEY (3)
MICHAEL DAMIAN (2)
BONNIE RAITT (2)
TINA TURNER (2)

HOTTEST

- TAYLOR DAYNE (32)
LINDA RONSTADT (29)
MICHAEL ESTEFAN (28)
PHIL COLLINS (19)
LUTHER VANDROSS (14)
CHICAGO (13)
BILLY JOEL (12)
NATALIE COLE (11)
BONNIE RAITT (9)
KENNY G (8)

EAST

P1

- WBJZ/Boston Phil Conrad
TAYLOR DAYNE
NATALIE COLE
LINDA RONSTADT
KISSEY G
WBEN/Buffalo Kevin Keenan
ROGERS & KNIGHT
ROD STEWART
MILLIE
BELINDA CARLISL
CHICAGO
MICHAEL DAMIAN
LINDA RONSTADT
SMOKEY ROBINSON

KDKA/Pittsburgh Chuck Dickmann

- none
Notable: LINDA RONSTADT
SADAO NATANABE
GLORIA ESTEFAN
BILLY JOEL
WEMJ/Washington Michael Hall
ROGERS & KNIGHT
MILLIE
TAYLOR DAYNE
LUTHER VANDROSS
PHIL COLLINS
BONNIE RAITT
SMOKEY ROBINSON

P2

- WCCP/Bridgeport Stormin' Norman
ROD STEWART
Notable: PHIL COLLINS
LINDA RONSTADT
BILLY JOEL
SADAO NATANABE
LUTHER VANDROSS
WTIC/Hartford David Bernstein
SARA HICKMAN
TIM FINN
Notable: NATALIE COLE
BILLY JOEL
TAYLOR DAYNE
BONNIE RAITT
PHIL COLLINS

P3

- WGLN/Haven Green/McComick
REGINA BELLE
Notable: MICHAEL BOLTON
TAYLOR DAYNE
BILLY JOEL
BONNIE RAITT
SMOKEY ROBINSON
ALANNAH MYLES
WYIS/Schenectady Buzz Brindle
BONNIE RAITT
CARPENTERS
Notable: LINDA RONSTADT
OLIVIA NEWTON-JO
NATALIE COLE
KATY MATTEA

P3

- WFMD/Frederick, MD Floeater/Watson
BILLY JOEL
BONNIE RAITT
REGINA BELLE
SMOKEY ROBINSON
MICHAEL BOLTON
TIM FINN
LELA STANFIELD
LITTLE RIVER BAND
WILSON PHILLIPS
Notable: TAYLOR DAYNE
LUTHER VANDROSS
PHIL COLLINS
MICHAEL DAMIAN
ALANNAH MYLES

EAST

P1

- WYMX/Baltimore Greg Dunkin
CHICAGO
LINDA RONSTADT
GLORIA ESTEFAN
ROD STEWART
PHIL COLLINS
TAYLOR DAYNE
WKTV/Hessau, NY Kahn Hill
ROGERS & KNIGHT
KISSEY G
LINDA RONSTADT
REGINA BELLE
TAYLOR DAYNE
NATALIE COLE
WLTJ/Pittsburgh John Gallagher
none
TAYLOR DAYNE
LINDA RONSTADT
GLORIA ESTEFAN
KENNY G
ELTON JOHN

P2

- WVAB/Alexandria Chris Bailey
DON HENLEY
Notable: TAYLOR DAYNE
BILLY JOEL
PHIL COLLINS
KENNY G
ANNAMAR MYLES
LINDA RONSTADT
ALANNAH MYLES
LUTHER VANDROSS
WVHR/Birmingham, AL Keller/Schwartz
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
PHIL COLLINS
BILLY JOEL

EAST

P1

- WMMX/Birmingham, AL
LUTHER VANDROSS
BILLY JOEL
GLORIA ESTEFAN
LINDA RONSTADT
KISSEY G

P2

- WMLB/Bery Knott/Holberg
ROGERS & KNIGHT
REGINA BELLE
TAYLOR DAYNE
NATALIE COLE
LUTHER VANDROSS
BONNIE RAITT
PHIL COLLINS
MICHAEL DAMIAN

EAST

P1

- WMAZ/Charlotte
LUTHER VANDROSS
BILLY JOEL
GLORIA ESTEFAN
LINDA RONSTADT
KISSEY G

P2

- WQIC/Horfolk Mike Shores
LUTHER VANDROSS
PHIL COLLINS
KISSEY G
CHICAGO
TAYLOR DAYNE
GLORIA ESTEFAN
LINDA RONSTADT

EAST

P1

- WVJC/Charlottesville
LUTHER VANDROSS
BILLY JOEL
GLORIA ESTEFAN
LINDA RONSTADT
KISSEY G

P2

- WMAZ/Charlotte
LUTHER VANDROSS
BILLY JOEL
GLORIA ESTEFAN
LINDA RONSTADT
KISSEY G

Did Not Report, Playlist Frozen

- (11)
KRAV/Tulsa
KLTR/Houston
KUDL/Kansas City
Love 94/Miami
WENS/Indianapolis
WGLD/Peoria
WLTJ/Pittsburgh
WLTQ/Milwaukee
WMAJ/Birmingham
WRAL/Raleigh
WMLX/Baltimore

SOUTH

P2

- WNAS/Louisville Doug McEneaney
MICHAEL BOLTON
MICHAEL DAMIAN
BILLY JOEL
TAYLOR DAYNE
LINDA RONSTADT

WRVA/Richmond Tim Farley

- DON HENLEY
Notable: LUTHER VANDROSS
TAYLOR DAYNE
ELTON JOHN
CHICAGO
LINDA RONSTADT

P3

- WYKY/Paducah Cook Miller
JULIA FORDHAM
MICHAEL BOLTON
ALANNAH MYLES
PHIL COLLINS
TAYLOR DAYNE
LUTHER VANDROSS
LINDA RONSTADT

P3

- WSTU/Start Shaw/Grant
ROGERS & KNIGHT
BONNIE RAITT
LUTHER VANDROSS
BILLY JOEL
PHIL COLLINS
TAYLOR DAYNE
BONNIE RAITT

SOUTH

P1

- Love 94/Miami Don Agency
none
KMOO/Dallas Gary Shannon
SARAH
REGINA BELLE
SMOKEY ROBINSON
MICHAEL BOLTON
BELINDA CARLISL
MICHAEL DAMIAN
JANET JACKSON
BILLY JOEL
KLTW/Houston Ed Scarborough
none
ROD STEWART
CHICAGO
LOU GRANN
LINDA RONSTADT
TAYLOR DAYNE

P2

- WVJC/Charlottesville Herring/Morley
DON HENLEY
Notable: DON HENLEY
ELTON JOHN
LUTHER VANDROSS
GLORIA ESTEFAN
WMLX/Chattanooga Burkett/Marshall
DON HENLEY
Notable: PHIL COLLINS
ALANNAH MYLES
TAYLOR DAYNE
GLORIA ESTEFAN
BILLY JOEL
KXMB/Austin Joel Burke
SMOKEY ROBINSON
LUTHER VANDROSS
TAYLOR DAYNE
LINDA RONSTADT
SADAO NATANABE
LINDA RONSTADT
KATY MATTEA

SOUTH

P1

- WVJC/Charlottesville Herring/Morley
DON HENLEY
Notable: DON HENLEY
ELTON JOHN
LUTHER VANDROSS
GLORIA ESTEFAN
WMLX/Chattanooga Burkett/Marshall
DON HENLEY
Notable: PHIL COLLINS
ALANNAH MYLES
TAYLOR DAYNE
GLORIA ESTEFAN
BILLY JOEL
KXMB/Austin Joel Burke
SMOKEY ROBINSON
LUTHER VANDROSS
TAYLOR DAYNE
LINDA RONSTADT
SADAO NATANABE
LINDA RONSTADT
KATY MATTEA

P2

- WMAZ/Charlotte Herring/Morley
DON HENLEY
Notable: DON HENLEY
ELTON JOHN
LUTHER VANDROSS
GLORIA ESTEFAN
WMLX/Chattanooga Burkett/Marshall
DON HENLEY
Notable: PHIL COLLINS
ALANNAH MYLES
TAYLOR DAYNE
GLORIA ESTEFAN
BILLY JOEL
KXMB/Austin Joel Burke
SMOKEY ROBINSON
LUTHER VANDROSS
TAYLOR DAYNE
LINDA RONSTADT
SADAO NATANABE
LINDA RONSTADT
KATY MATTEA

SOUTH

P1

- WVJC/Charlottesville Herring/Morley
DON HENLEY
Notable: DON HENLEY
ELTON JOHN
LUTHER VANDROSS
GLORIA ESTEFAN
WMLX/Chattanooga Burkett/Marshall
DON HENLEY
Notable: PHIL COLLINS
ALANNAH MYLES
TAYLOR DAYNE
GLORIA ESTEFAN
BILLY JOEL
KXMB/Austin Joel Burke
SMOKEY ROBINSON
LUTHER VANDROSS
TAYLOR DAYNE
LINDA RONSTADT
SADAO NATANABE
LINDA RONSTADT
KATY MATTEA

P2

- WMAZ/Charlotte Herring/Morley
DON HENLEY
Notable: DON HENLEY
ELTON JOHN
LUTHER VANDROSS
GLORIA ESTEFAN
WMLX/Chattanooga Burkett/Marshall
DON HENLEY
Notable: PHIL COLLINS
ALANNAH MYLES
TAYLOR DAYNE
GLORIA ESTEFAN
BILLY JOEL
KXMB/Austin Joel Burke
SMOKEY ROBINSON
LUTHER VANDROSS
TAYLOR DAYNE
LINDA RONSTADT
SADAO NATANABE
LINDA RONSTADT
KATY MATTEA

MIDWEST

P1

- SKRC/Cincinnati Gary King
none
Notable: LINDA RONSTADT
NATALIE COLE
LUTHER VANDROSS
PHIL COLLINS
CHICAGO

WCCO/Minneapolis Curt Lundgren

- CARPENTERS
JULIA FORDHAM
MICHAEL BOLTON
LINDA RONSTADT
GLORIA ESTEFAN
LUTHER VANDROSS
TOMMY PAGE
LINDA RONSTADT
TAYLOR DAYNE
DON HENLEY

P3

- WGLN/Haven Green/McComick
REGINA BELLE
Notable: MICHAEL BOLTON
TAYLOR DAYNE
BILLY JOEL
BONNIE RAITT
SMOKEY ROBINSON
ALANNAH MYLES
WYIS/Schenectady Buzz Brindle
BONNIE RAITT
CARPENTERS
Notable: LINDA RONSTADT
OLIVIA NEWTON-JO
NATALIE COLE
KATY MATTEA

P3

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

P3

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

MIDWEST

P1

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

P2

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

MIDWEST

P1

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

P2

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

MIDWEST

P1

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

P2

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

WEST

P1

- KXOW/Denver Murphie Huston
MICHAEL DAMIAN
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
CHICAGO

KBOI/Boise Drew Harold

- none
Notable: LINDA RONSTADT
BONNIE RAITT
BILLY JOEL
PHIL COLLINS
LINDA RONSTADT
CHICAGO

P2

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

P2

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

WEST

P1

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

P2

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

WEST

P1

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

P2

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

WEST

P1

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

P2

- WVMD/Grand Rapids Robb Westley
none
Notable: LINDA RONSTADT
GLORIA ESTEFAN
KISSEY G
NATALIE COLE
KATY MATTEA

43 Current Reporters

21 Current Playlists

Called in Frozen Playlist (1):

- WHTX/Pittsburgh

33 Reporters

26 Current Playlists

Called in Frozen Playlist (3):

- KFOR/Lincoln
WIBA/Madison
KUON/Eugene

Did Not Report, Playlist Frozen (4):

- KDKA/Pittsburgh
KEXX/Portland
WOOD/Grand Rapids
WTVN/Columbus

NATIONAL AIRPLAY

LW	TW	Artist/Track	Label
1	1	BASIA/London Warsaw New York (Epic)	"Cruising" "Baby"
3	2	EVERYTHING BUT THE GIRL/The Language Of Life (Atlantic)	"Driving" "Meet"
2	3	JULIA FORDHAM/Parcelain (Virgin)	"Lock" "Manhattan"
7	4	DENNIS COFFEY/Under The Moonlight (Orpheus/EMI)	"Sun" "Moonlight"
4	5	RICHARD SMITH UNIT/Rockin' The Boat (Chase Music Group)	"Zephyr" "Orcas"
6	6	DOTSERD/Off The Beaten Path (Nova)	"Jeepers" "Jazzmanian"
13	7	DOUG CAMERON/Mil Amores (Narada)	"Time" "Magia"
8	8	KIM PENSYL/Pensyl Sketches #2 (Optimism)	"Monterey" "Other"
9	9	SAM RINEY/At Last (Spindletop)	"What" "Pacific"
5	10	KENNY G/Kenny G Live (Arista)	"Going" "Uncle"
16	11	DEBORAH HENSON-CONANT/Caught In The Act (GRP)	"Nights" "Hawaii"
12	12	TONY GUERRERO/Different Places (Nova)	"Slam" "Mangione" "Different"
13	13	PAT KELLEY/High Heels (Denon)	"Peaceful" "Cappuccino" "True"
22	14	FINAL NOTICE I/ALPHONSE MOUZON/As You Wish (Jazzline/Delta)	"Sun" "Now"
28	15	SPENCER BREWER/Dorian's Legacy (Narada)	"Dr." "Eric's"
16	16	ANNE HOWARD MAXWELL/Shadow Of My Heart (Voss)	"Farrell" "Dream"
19	17	GARY BURTON/Reunion (GRP)	"Chief" "Reunion"
11	18	NANCEE KAHLER/Songs Without Words (Nebula)	"Sarah" "Moment"
BREAKER	19	DON GRUSIN/Raven (GRP)	"Outback" "Flight"
23	20	ROB MOUNSEY & FLYING MONKEY ORCHESTRA/Dig (Sora/Gala)	"Smoky" "Airships"
26	21	CHUCK LOEB & ANDY LAYERNE/Magic Fingers (DMP)	"Book" "Groovin'"
22	22	DIANNE REEVES/Never Too Far (EMI)	"Never"
14	23	DON HARRIS/Abacus Moon (Sonic Atmosphere)	"Inventions" "Crystal"
30	24	CHRIS REA/Road To Hell (Geffen)	"Wanna" "Texas"
20	25	QUINCY JONES/Back On The Block (Owest/WB)	"Birdland" "Septembo"
15	26	KIM WATERS/Sweet And Sassy (Warlock)	"Crusin'"
BREAKER	27	GEORGE HOWARD/Personal (MCA)	"You" "Shower"
BREAKER	28	MATT HARRIS/Hit And Run (Voss)	"Roadrat" "Sunrise"
21	29	CHARNETT MOFFETT/Beauty Within (Blue Note)	"Angela" "Dancing"
17	30	SHAWN COLVIN/Steady On (Columbia)	"Steady" "Shotgun"

* Keeps bullet due to continued growth.

LW	TW	Artist/Track	Label
1	1	EDDIE GOMEZ/Street Smart (Columbia)	"Lorenzo" "Street"
2	2	GARY BURTON/Reunion (GRP)	"Reunion"
3	3	BOBBY WATSON & HORIZON/The Inventor (Blue Note)	"Children" "P.D."
5	4	COURTNEY PINE/The Vision's Tale (Island)	"Mellow" "There"
6	5	MATT ROLLINGS/Balconies (MCA)	"Balconies" "Midnight"
7	6	HARPER BROTHERS/Remembrance (Verve/PolyGram)	"Remembrance"
12	7	DIANNE REEVES/Never Too Far (EMI)	"Never" "Fumilayo"
4	8	HUGH MASEKELA/Uptownship (Novus/RCA)	"Uptownship" "Don't" "Duh"
14	9	BASIA/London Warsaw New York (Epic)	"Baby" "Ordinary" "Until"
10	10	TONY GUERRERO/Different Places (Nova)	"Slam" "Pancho"
9	11	RENEE ROSNES/Renee Rosnes (Blue Note)	"Pungab"
18	12	CHUCK LOEB & ANDY LAYERNE/Magic Fingers (DMP)	"Book" "Groovin'" "Suenos"
19	13	STAN GETZ/Anniversary (EmArcy/PolyGram)	"El"
28	14	MAYNARD FERGUSON/Big Top Nouveau (Intima/Enigma)	"Aguaate"
13	15	JAY HOGGARD/Overview (Muse)	"Mif" "St." "Went"
24	16	DOUG CAMERON/Mil Amores (Narada/Equinox)	"Mil" "St." "Went"
17	17	DIDIER LOCKWOOD/1 2 3 4 (Nova)	"Stormy" "Aquamarine" "Crisis"
15	18	KIM PENSYL/Pensyl Sketches #2 (Optimism)	"Monterey" "Love"
BREAKER	19	JOHN HART/One Down (Blue Note)	"One"
20	20	JOHNNY ADAMS/Walking On A Tightrope (Rounder)	"Walking"
30	21	HANK CRAWFORD & JIMMY McGRUFF/On The Blue... (Milestone/Fantasy)	"Hank's"
16	22	MARK MURPHEY/Kerouac Then & Now (Muse)	"Lazy"
28	23	DOTSERD/Off The Beaten Path (Nova)	"Jeepers" "Jazzmanian"
11	24	CHARNETT MOFFETT/Beauty Within (Blue Note)	"High" "Cappuccino" "Beholder"
BREAKER	25	PAT KELLEY/High Heels (Denon)	"High" "Cappuccino" "Beholder"
BREAKER	26	DAVE FRISHBERG/Let's Eat Home (Concord)	"Cha"
27	27	TITO PUENTE/Goza Mi Timbal (Concord Picante)	"Cha"
8	28	AHMAD JAMAL/Pittsburg (Atlantic)	"Belows"
BREAKER	29	JOEY DE FRANCESCO/Where Were You? (Columbia)	"Where"
BREAKER	30	TONY WILLIAMS/Native Heart (Blue Note)	"Native"

DEBUT

BREAKER

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
JOEY DE FRANCESCO (31) KEVIN EUBANKS (17) JIM HORN (11) BELA FLECK & FLECKTONES (10) DON GRUSIN (9) PONCHO SANCHEZ (7) ZIL (7)	BASIA (19) EVERYTHING BUT THE GIRL (18) JULIA FORDHAM (18) DENNIS COFFEY (11) DOTSERD (11) DOUG CAMERON (9) KIM PENSYL (8) SAM RINEY (8)	EVERYTHING BUT THE GIRL/ Driving BASIA/Baby DENNIS COFFEY/Sunrise

NEW & ACTIVE

****JIM BROCK "Tropic Affair" (Reference) 31/2**
 Rotations: Heavy 6/0, Medium 12/0, Light 13/2, Total Adds 2. CHART EXTRA this week.

****MICHAEL COLINA "Rituals" (Private Music) 28/5**
 Rotations: Heavy 1/0, Medium 15/0, Light 12/5, Total Adds 3. CHART EXTRA this week.

****FINAL NOTICE featuring ALPHONSE MOUZON "As You Wish" (Jazzline/Delta) 27/3**
 Rotations: Heavy 5/0, Medium 16/2, Light 6/1, Total Adds 3. CHART EXTRA this week.

****MATT HARRIS "Hit And Run" (Voss) 27/1**
 Rotations: Heavy 4/0, Medium 15/0, Light 8/1, Total Adds 1. CHART EXTRA this week.

****MICHAEL DAVIS "Sidewalk Cafe" (Voss) 28/0**
 Rotations: Heavy 5/0, Medium 17/0, Light 4/0, Total Adds 0. CHART EXTRA this week.

***DON GRUSIN "Raven" (GRP) 25/9**
 Rotations: Heavy 7/0, Medium 7/0, Light 11/9, Total Adds 9. BREAKER this week.

****DENNIS COFFEY "Under The Moonlight" (Orpheus/EMI) 25/0**
 Rotations: Heavy 9/0, Medium 9/0, Light 7/0, Total Adds 0. CHART EXTRA this week.

***CRAWFORD & McGRUFF "On The Blue Side" (Milestone/Fantasy) 23/4**
 Rotations: Heavy 10/0, Medium 5/0, Light 8/4, Total Adds 4. BREAKER this week.

****RICHARD SMITH UNIT "Rockin' The Boat" (Chase Music Group) 23/1**
 Rotations: Heavy 6/0, Medium 10/0, Light 7/1, Total Adds 1. CHART EXTRA this week.

***LUIS CONTE "Black Forest" (Denon) 22/5**
 Rotations: Heavy 5/0, Medium 4/0, Light 13/5, Total Adds 6. BREAKER this week.

***MIKE STEVENS "Set The Spirit Free" (Novus/RCA) 22/6**
 Rotations: Heavy 1/0, Medium 6/1, Light 15/5, Total Adds 6. BREAKER this week.

***NANCY WILSON "A Lady With A Song" (Columbia) 22/5**
 Rotations: Heavy 2/0, Medium 8/0, Light 12/5, Total Adds 6. BREAKER this week.

***GEORGE HOWARD "Personal" (MCA) 22/2**
 Rotations: Heavy 4/0, Medium 9/0, Light 9/2, Total Adds 2. BREAKER this week.

***JAMES NEWTON "If Love" (Jazzline/Delta) 22/1**
 Rotations: Heavy 6/0, Medium 8/1, Light 8/0, Total Adds 1. BREAKER this week.

***JULIA FORDHAM "Parcelain" (Virgin) 21/1**
 Rotations: Heavy 5/0, Medium 9/0, Light 7/1, Total Adds 1. BREAKER this week.

NEW & ACTIVE

***MICHAEL COLINA "Rituals" (Private Music) 28/7**
 Rotations: Heavy 4/0, Medium 5/0, Light 18/7, Total Adds 7. WGMC, KQSR, WIND, WDXZ, WLSY, 3WM, KBCD, Heavy, KQPT, WFAE, KLDK, WOTB. BREAKER this week.

MIKE STEVENS "Set The Spirit Free" (Novus/RCA) 21/0
 Rotations: Heavy 3/0, Medium 6/1, Light 12/8, Total Adds 9. KTWV, WGMC, KQSR, WIND, WLOQ, KEYV, WPOH, KLTR, KSNO, Heavy, KOAI, WNJA, KFM.

JIM BROCK "Tropic Affair" (Reference) 21/0
 Rotations: Heavy 1/0, Medium 8/0, Light 12/0, Total Adds 0. Heavy, WFAE.

TANITA TIKARAM "The Sweet Keeper" (Reprise) 20/2
 Rotations: Heavy 8/0, Medium 6/0, Light 6/2, Total Adds 2. WAMX, WYAY, Heavy, BRZ, WFAE, KWVS, WLOQ, KTCZ, KSNO, KBCD, KEZZ.

JAY PATTEN "Black Hat & Saxophone" (CBS) 19/1
 Rotations: Heavy 2/0, Medium 7/0, Light 10/1, Total Adds 1. WAGN, Heavy, KOAI, WYAY.

NICHOLAS "Body Music" (Nuage) 18/4
 Rotations: Heavy 5/0, Medium 5/0, Light 8/3, Total Adds 4. WDXZ, KQSR, WIND, 3WM, Heavy, KFM, WYRL, WYAY, K8IA, KSNO.

EDDIE GOMEZ "Street Smart" (Columbia) 17/3
 Rotations: Heavy 4/0, Medium 6/0, Light 7/3, Total Adds 3. KFM, WPMK, WYNN, Heavy, KXSF, WHPL, KQSR, WOTB.

ALLAN THOMAS "The Island" (Black Bamboo) 17/3
 Rotations: Heavy 1/0, Medium 7/0, Light 9/3, Total Adds 3. BRZ, WIND, WDXZ, Heavy, KOAI.

MATT ROLLINGS "Balconies" (MCA) 17/1
 Rotations: Heavy 3/0, Medium 3/0, Light 11/1, Total Adds 1. WOTB, Heavy, BRZ, KOPT, WGMC.

KEVIN EUBANKS "Promise Of Tomorrow" (GRP) 16/13
 Rotations: Heavy 1/0, Medium 1/1, Light 14/12, Total Adds 13. WNJA, W8ZH, BRZ, KTWV, KOPT, KFM, KXSF, WGMC, KQSR, WAMX, WOTB, WDXZ, KBCD, Heavy, W8BY.

HEINZ AFFOLTER "Acoustic Adventure" (JCI) 16/2
 Rotations: Heavy 3/0, Medium 6/1, Light 7/1, Total Adds 2. KOPT, WIND, Heavy, KOAI, BRZ, KTCZ.

* Uncharted Breakers denoted by one asterisk.

** Chart Extra denoted by two asterisks.

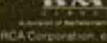
THE ENCHANTED FOREST
 Melodies of Japan



JAMES GALWAY

CD SINGLE COMING YOUR WAY

FROM: RCA VICTOR



New AC

ADDS & HOTS

R&R MART

213-553-4330

EAST

P2 WJLB-TV, Jacksonville, Fla. (30)
P3 WJXL-TV, Jacksonville, Fla. (30)
 WJXL-TV, Jacksonville, Fla. (30)
 WJXL-TV, Jacksonville, Fla. (30)
 WJXL-TV, Jacksonville, Fla. (30)
 WJXL-TV, Jacksonville, Fla. (30)
 WJXL-TV, Jacksonville, Fla. (30)
 WJXL-TV, Jacksonville, Fla. (30)
 WJXL-TV, Jacksonville, Fla. (30)
 WJXL-TV, Jacksonville, Fla. (30)
 WJXL-TV, Jacksonville, Fla. (30)

MIDWEST

P1 WISN-TV, Madison, Wis. (30)
 WISN-TV, Madison, Wis. (30)
 WISN-TV, Madison, Wis. (30)
 WISN-TV, Madison, Wis. (30)
 WISN-TV, Madison, Wis. (30)
 WISN-TV, Madison, Wis. (30)
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43 Current Reporters
38 Current Playlists
Called in a Frozen Playlist (1):
WJXL/Albany
Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data (2):
Satchel's Music Network
WLHT/Grand Rapids

Did Not Report, Playlist Frozen (4):
KNUA/Seattle
Musical Starstreams
Portraits in Sound
WMT-FM/Cedar Rapids

CONTEMPORARY JAZZ

ADDS & HOTS

EAST

P1 WJLB-TV, Jacksonville, Fla. (30)
P3 WJXL-TV, Jacksonville, Fla. (30)
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44 Current Reporters
40 Current Playlists

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P2

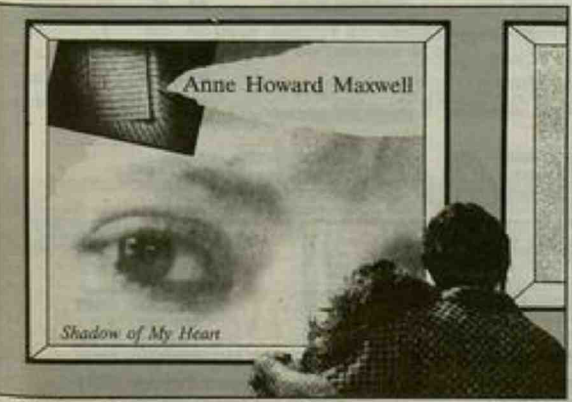
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 WJXL-TV, Jacksonville, Fla. (30)

Did Not Report, Playlist Frozen (2):
The Jazz Show
WUSF/Tampa
Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data (3):
WLVE/Miami
WCCD/New York

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NOTICE THE MAJOR CALL LETTERS, THE P-1, 2, & 3's, THE MEDIUMS & HEAVIES, AND THE NAC CHART AT 16!!



NEW ARTISTS

	Reports
1 SLAUGHTER/Up All Night (Chrysalis)	102
2 NOTTING HILLBILLIES/Your Own Sweet Way (WB)	100
3 LONDON QUIREBOYS/7 O'Clock (Capitol)	85
4 JUDE COLE/Baby It's Tonight (Reprise)	78
5 TRAGICALLY HIP/New Orleans Is Sinking (MCA)	56
6 FASTER PUSSYCAT/House Of Pain (Elektra)	58
7 RAINDOGS/I'm Not Scared (Atco)	54
8 JONESES/Don't You Know (Atlantic)	53
9 DEL AMITRI/Kiss This Thing Goodbye (A&M)	49
10 JESUS & MARY CHAIN/Head On (WB)	43
11 MISSION U.K./Deliverance (Mercury)	42
12 LENNY KRAVITZ/I Build This Garden For Us (Virgin)	39
MICHAEL MONROE/Man With No Eyes (Mercury)	39
14 BABYLON A.D./Bang Go The Balls (Arista)	35
15 FRONT/Fire (Columbia)	33
16 NUCLEAR VALDEZ/Summer (Epic)	31
17 XYZ/What Keeps Me Loving You (Enigma)	29
18 L.A. GUNS/The Ballad Of Jayne (Vertigo/Polydor)	28
SALTY DOG/Come Along (Geffen)	28
20 STEVIE SALAS COLORCODE/The Harder The Come (Island) 27	

New Artists have not yet had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.

AOR TRACKS

NATIONAL AIRPLAY

179 REPORTERS'		Reports/Adds	Heavy	Medium	
3	2				
WKS	WKS				
LM	TW				
1	1	ROBERT PLANT/The Hurting Kind (Es Paranza/Atlantic)	175+/40	141+	33-
2	2	MIDNIGHT OIL/Blue Sky Mine (Columbia)	170+/3	129+	33-
3	3	DON HENLEY/The Heart Of The Matter (Geffen)	156+/4	133+	22-
4	4	TOM PETTY/A Face In The Crowd (MCA)	145-/2	131+	13-
5	5	AEROSMITH/What It Takes (Geffen)	144-/1	131-	9-
6	6	ERIC CLAPTON/No Alibis (Reprise)	156+/9	108+	46-
7	7	CHRIS REA/The Road To Hell (Geffen)	146-/2	94+	51-
8	8	DAMN YANKEES/Coming Of Age (WB)	161+/30	59+	89+
9	9	PETER WOLF/99 Worlds (MCA)	153+/4	71+	73-
10	10	SMITHEREENS/Blues Before And After (Enigma/Capitol)	146+/7	73+	67-
11	11	ROBERT PALMER/Life In Detail (EMI)	144+/16	55+	84-
12	12	ROLLING STONES/Almost Hear You Sigh (Columbia)	108-/0	87-	18-
13	13	MOTLEY CRUE/Without You (Elektra)	141+/5	39+	88+
14	14	TESLA/The Way It Is (Geffen)	130+/10	45+	71-
15	15	PHIL COLLINS/I Wish It Would Rain Down (Atlantic)	101-/0	78-	22-
16	16	BLACK CROWES/Jealous Again (Def American/Geffen)	145+/12	30+	87+
17	17	KISS/Forever (Mercury)	124-/4	44+	64-
18	18	RUSH/The Pass (Atlantic)	126+/19	32+	83+
19	19	HAVANA BLACK/Lone Wolf (Capitol)	123-/0	32+	75-
20	20	WHITESNAKE/The Deeper The Love (Geffen)	91-/0	64-	22-
21	21	LOU GRAMM/True Blue Love (Atlantic)	99-/2	45+	52-
22	22	ALANNAH MYLES/Black Velvet (Atlantic)	78-/0	65-	10+
23	23	WARRANT/Sometimes She Cries (Columbia)	91-/0	43-	41-
24	24	PETER MURPHY/Cuts You Up (Beggars Banquet/RCA)	108+/17	32+	52+
25	25	POCO/The Nature Of Love (RCA)	109+/14	30+	61+
26	26	GUN/Better Days (A&M)	120+/13	11+	71+
27	27	NOTTING HILLBILLIES/Your Own Sweet Way (WB)	100+/13	21+	62+
28	28	MELISSA ETHERIDGE/The Angels (Island)	92+/1	22+	67+
29	29	SLAUGHTER/Up All Night (Chrysalis)	102+/7	4+	64+
30	30	GREAT WHITE/House Of Broken Love (Capitol)	64-/0	32-	27-
31	31	MICHAEL PENN/No Myth (RCA)	58-/0	33-	21-
32	32	CHURCH/Metropolis (Arista)	87+/33	16+	47+
33	33	COMPANY OF WOLVES/Call Of The Wild (Mercury)	90-/0	10-	55-
34	34	BRITNY FOX/Dream On (Columbia)	89+/3	6-	53+
35	35	ENUFF Z'NUFF/Fly High Michelle (Atco)	67-/1	17-	40-
36	36	ROBIN TROWER/Turn The Volume Up (Atlantic)	79+/4	6-	41-
37	37	LONDON QUIREBOYS/7 O'Clock (Capitol)	85+/34	2+	49+
38	38	JUDE COLE/Baby It's Tonight (Reprise)	78+/38	5+	49+
39	39	DAVE EDMUNDS/Closer To The Flame (Capitol)	62+/3	10+	43+
40	40	BILLY JOEL/I Go To Extremes (Columbia)	45-/1	23-	21+
41	41	ERIC CLAPTON/Bad Love (Reprise)	35-/1	27-	4-
42	42	PAUL McCARTNEY/We Got Married (Capitol)	53+/4	14+	32+
43	43	NEIL YOUNG/Crime In The City (Reprise)	60+/15	11+	37+
44	44	TRAGICALLY HIP/New Orleans Is Sinking (MCA)	64+/9	7+	30+
45	45	CULT/Sweet Soul Sister (Sire/Reprise)	53-/0	9-	34-
46	46	ALARM/Love Don't Come Easy (IRS)	50-/0	14-	32-
47	47	DEL AMITRI/Kiss This Thing Goodbye (A&M)	49+/14	13+	28+
48	48	FASTER PUSSYCAT/House Of Pain (Elektra)	58+/6	2+	29+
49	49	GIANT/It'll See You In My Dreams (A&M)	49+/8	5+	33+
50	50	MSG/Anytime (Capitol)	31-/0	14-	12-
51	51	STEVIE RAY VAUGHAN & DOUBLE TROUBLE/Wall Of Denial (Epic)	39+/6	6+	26+
52	52	JESUS & MARY CHAIN/Head On (WB)	43-/1	5+	25-
53	53	LENNY KRAVITZ/I Build This Garden For Us (Virgin)	39-/1	7+	24+
54	54	RAINDOGS/I'm Not Scared (Atco)	54+/12	2+	27+
55	55	COREY HART/A Little Love (EMI)	44+/13	4+	30+
56	56	RUSH/Presto (Atlantic)	24-/0	12-	10-
57	57	ALICE COOPER/Only My Heart Talking (Epic)	39/35	3	20
58	58	JONESES/Don't You Know (Atlantic)	53+/5	2+	23+
59	59	MISSION U.K./Deliverance (Mercury)	42+/35	2+	20+
60	60	SINEAD O'CONNOR/Nothing Compares 2 U (Chrysalis)	22+/5	10+	12+

LOCK UP

"Nothing New"
THE 1st track From THE debut album

Something Bitchin' This Way Comes

Geffen

BREAKERS

ROBERT PALMER
Life In Detail (EMI)
80% of our reporters on it.

POCO
The Nature Of Love (RCA)
61% of our reporters on it.

PETER MURPHY
Cuts You Up (Beggars Banquet/RCA)
60% of our reporters on it.

NATIONAL AIRPLAY.

 3 2
WKS WKS LW TW

179 REPORTERS

MARCH 16, 1990

Reports/Adds Heavy Medium

2	1	1	ERIC CLAPTON/Journeyman (Reprise)
—	8	3	MIDNIGHT OIL/Blue Sky Mining (Columbia)
14	9	5	DON HENLEY/The End Of The Innocence (Geffen)
1	2	4	AEROSMITH/Pump (Geffen)
6	5	5	TOM PETTY/Full Moon Fever (MCA)
10	10	8	SMITHEREENS/Smithereens 11 (Enigma/Capitol)
12	12	7	CHRIS REA/The Road To Hell (Geffen)
DEBUT	8		DAMN YANKEES/Damn Yankees (WB)
—	11		PETER WOLF/Up To No Good (MCA)
13	15	13	RUSH/Presto (Atlantic)
—	30	16	VARIOUS ARTISTS/Pretty Woman (EMI)
5	4	6	ROLLING STONES/Steel Wheels (Columbia)
23	18	15	MOTLEY CRUE/Dr. Feelgood (Elektra)
7	7	10	PHIL COLLINS/...But Seriously (Atlantic)
21	21	13	TESLA/The Great Radio Controversy (Geffen)
3	3	9	WHITESNAKE/Slip Of The Tongue (Geffen)
35	34	22	BLACK CROWES/Shake Your Moneymaker (Def American/Geffen)
18	19	18	KISS/Hot In The Shade (Mercury)
4	8	12	ALANNAH MYLES/Alannah Myles (Atlantic)
24	22	21	LOU GRAMM/Long Hard Look (Atlantic)
20	20	20	HAVANA BLACK/Indian Warrior (Capitol)
15	18	14	WARRANT/Dirty Rotten Filthy Stinking Rich (Columbia)
38	33	29	PETER MURPHY/Deep (Beggars Banquet/RCA)
34	32	30	POCO/Legacy (RCA)
32	31	25	MELISSA ETHERIDGE/Brave & Crazy (Island)
9	11	17	MICHAEL PENN/March (RCA)
35	34	32	GUN/Taking On The World (A&M)
—	—	33	NOTTING HILLBILLIES/Missing...Presumed Having A Good Time (WB)
9	14	24	GREAT WHITE/Twice Shy (Capitol)
29	28	35	SLAUGHTER/Stick It To Ya (Chrysalis)
29	28	28	COMPANY OF WOLVES/Company Of Wolves (Mercury)
37	37	26	BRITNY FOX/Boys In Heat (Columbia)
11	13	23	BILLY JOEL/Storm Front (Columbia)
33	36	30	NEIL YOUNG/Freedom (Reprise)
—	39	38	ROBIN TROWER/In The Line Of Fire (Atlantic)
28	25	26	ENUFF Z'NUFF/Enuff Z'Nuff (A&M)
28	40	—	PAUL McCARTNEY/Flowers In The Dirt (Capitol)
DEBUT	37		DAVE EDMUNDS/Closer To The Flame (Capitol)
22	29	34	MSG/Save Yourself (Capitol)
DEBUT	40		TRAGICALLY HIP/Up To Here (MCA)

"No" (156) "Bad" (35) "Pretending" (6)	167+/4	128+	37-
"Blue" (170) "King" (13) "Forgotten" (4)	170+/3	129+	33-
"Heart" (156) "How" (4) "Dirt" (2)	157+/4	133+	23-
"What" (144) "Monkey" (17) "F.I.N.E." (5)	158+/3	133-	17+
"Face" (145) "Free" (2) "Love" (1)	146-/1	133+	12-
"Blues" (146) "Girl" (12) "Yesterday" (4)	153+/6	81+	65+
"Road" (146) "You" (1) "Texas" (1)	146-/2	94+	51-
"Coming" (161) "Damn" (3) "Bad" (1)	161 /30	59	89
"99" (153) "Drive" (2) "Go" (2)	156+/5	71+	76-
"Pass" (126) "Presto" (24) "Chain" (4)	137+/11	42+	83+
"Life" (144) "Show" (1)	145+/17	55+	84-
"Almost" (108) "Hearts" (3) "Sad" (1)	110-/0	88-	19-
"Without" (141) "Kickstart" (3) "Slice" (1)	141+/5	40+	87+
"Wish" (101) "Something" (4) "All" (2)	105-/0	80-	23-
"Way" (130) "Love" (8) "Paradise" (1)	135+/11	47+	72-
"Deeper" (91) "Judgment" (4) "Kittens" (3)	99-/0	69-	23-
"Jealous" (145)	145+/12	30+	87+
"Forever" (124)	124-/4	44+	64-
"Black" (78) "Lover" (4) "Still" (3)	87-/1	68-	16+
"True" (99) "Come" (4) "Angel" (2)	105-/2	49+	54-
"Lone" (123)	123-/0	32+	75-
"Sometimes" (91)	91-/0	43-	41-
"Cuts" (108) "Strange" (1)	108+/16	32+	53+
"Nature" (109)	109+/14	30+	61+
"Angels" (92) "Let" (2) "You" (1)	94+/1	23+	68+
"No" (58) "This" (22) "Brave" (1)	78-/6	38-	33-
"Better" (120)	120+/13	11+	71+
"Your" (100) "Will" (1)	100+/13	21+	62+
"House" (64)	64-/0	32-	27-
"All" (102) "Burnin'" (1) "Fly" (1)	102+/7	4+	64+
"Call" (90)	90-/0	10-	55-
"Dream" (89) "Long" (1)	89-/3	6-	53+
"Go" (45) "Downeaster" (14) "That's" (2)	55-/3	27-	26+
"Crime" (60) "No" (13)	72+/13	18+	40+
"Turn" (79) "Sea" (2) "Natural" (1)	82+/5	6-	43+
"Fly" (67)	67-/1	17-	40-
"We" (53) "Figure" (2) "This" (2)	56+/4	16+	33+
"Closer" (62) "Everytime" (1)	63+/3	10+	44+
"Anytime" (31) "This" (24) "Take" (3)	57-/5	18-	21-
"New" (64) "Boots" (4) "Everytime" (1)	66+/8	7-	32+

BREAKERS.

DAMN YANKEES
Damn Yankees (WB)
90% of our reporters on it.

PETER MURPHY
Deep (Beggars Banquet/MCA)
60% of our reporters on it.

MOST ADDED.

MISSION U.K. (35)
ALICE COOPER (33)
DAMN YANKEES (30)
L.A. GUNS (23)
PRETTY WOMAN (17)
PETER MURPHY (16)
DEL AMITRI (14)
POCO (14)
GUN (13)
NOTTING HILLBILLIES (13)
NEIL YOUNG (13)

HOTTEST

AEROSMITH (133)
DON HENLEY (133)
TOM PETTY (133)
MIDNIGHT OIL (129)
ERIC CLAPTON (129)
CHRIS REA (94)
ROLLING STONES (88)
SMITHEREENS (81)
PHIL COLLINS (80)
PETER WOLF (71)

GUNBUNNIES



WBCN
WHFS
KKEG
KMJX
WEGR
WROV
WMAD

#1 MOST ADDED
NEW ROCK

Stranded

From the album
Paw Paw Patch.

NATIONAL AIRPLAY.

LR	TW	ARTIST/Track (Label)
7	1	MIDNIGHT OIL/Blue Sky Mining (Columbia)
6	2	SINEAD O'CONNOR/Do Not Want What I Haven't Got (Chrysalis)
3	3	MISSION U.K./Carved In The Sand (Mercury)
7	4	PETER MURPHY/Deep (Beggars Banquet/RCA)
5	5	CHURCH/Metropolis (track) (Arista)
9	6	BELOVED/Happiness (Atlantic)
10	7	DEPECHE MODE/Enjoy The Silence (track) (Sire/Reprise)
4	8	THEY MIGHT BE GIANTS/Flood (Elektra)
12	9	HOUSE OF LOVE/House Of Love (Fontana/Mercury)
11	10	RENEGADE SOUNDWAVE/Soundclash (Multi/Enigma)
11	11	DINGO BOINGO/When The Lights Go Out (track) (MCA)
3	12	JESUS & MARY CHAIN/Automatic (WB)
14	13	RAVE-UPS/Chance (Epic)
15	14	BLUE NILE/Feats (A&M)
16	15	THE TRE/Mind Bomb (Epic)
16	16	CREATURES/Boomerang (Geffen)
20	17	DEL AMITRI/Waking Hours (A&M)
18	18	ADAM ANT/Manned & Physique (MCA)
20	19	CRAMPS/Say Sick (Enigma)
20	20	VARIOUS ARTISTS/Pretty Woman (EMI)
19	21	JOHN WESLEY HARDING/Here Comes The Groom (Sire/Reprise)
20	22	BEAUTIFUL SOUTH/Welcome To The Beautiful South (Elektra)
17	23	ELECTRONIC/Gating Away With It (track) (WB)
24	24	SOCIAL DISTORTION/Let It Be Me (track) (Epic)
24	25	NINE INCH NAILS/Pretty Hate Machine (TVT)
DEBUT	26	STONE ROSES/Stone Roses (Silvertone/RCA)
DEBUT	27	EVERYTHING BUT THE GIRL/The Language Of Life (Atlantic)
DEBUT	28	COWBOY JUNKIES/The Cautious Horses (RCA)
30	29	TOAD THE WET SPROCKET/Pale (Abe's/Columbia)
DEBUT	30	NASA/Insha-Allah (Sire/WB)

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED	HOTTEST	MOST REQUESTED
GUNBUNNIES SOCIAL DISTORTION NITZER EBB TACKHEAD PRETTY WOMAN	SINEAD O'CONNOR PETER MURPHY MIDNIGHT OIL DEPECHE MODE CHURCH	SINEAD O'CONNOR THEY MIGHT BE GIANTS DEPECHE MODE PETER MURPHY RENEGADE SOUNDWAVE CHURCH

MOST ADDED	HOTTEST	MOST REQUESTED
ROBERT PLANT/Hurting (40) JUDE COLE/Baby (38) ALICE COOPER/Only (35) MISSION U.K./Deliverance (35) LONDON GUREBOYS/7 (34) CHURCH/Metropolis (33) DAMN YANKEES/Coming (30) L.A. GUNS/Balled (24) BATON ROUGE/Walks (20) RUSH/Pass (19)	ROBERT PLANT/Hurting (141) DON HENLEY/Heart (133) AEROSMITH/What (131) TOM PETTY/Face (131) MIDNIGHT OIL/Blue (129) ERIC CLAPTON/No (108) CHRIS REA/Road (94) ROLLING STONES/Almost (87) PHIL COLLINS/Wish (78) SMITHEREENS/Blues (73)	ROBERT PLANT/Hurting (66) AEROSMITH/What (45) DAMN YANKEES/Coming (45) MOTLEY CRUE/Without (39) MIDNIGHT OIL/Blue (29) CHRIS REA/Road (26) ALANNAH MYLES/Black (18) TESLA/Way (18) DON HENLEY/Heart (16) SLAUGHTER/Up (16) SMITHEREENS/Blues (16)

NEW & ACTIVE

MICHAEL MONROE "Man With No Eyes" (Mercury) 39/5 (36/12)
 Add: WSHL, KLOS, KZLQ, KMCD, WKDZ, Heavy 3 including KFMQ, KBOY, Medium 15 including WITY, WOVE, KUPD, WQHA, WTPA, WHEE, WFTY, WLJS, KBAT, WOLP

XYZ "What Keeps Me Loving You" (Enigma) 29/10 (21/8)
 Add: WYY, WLZR, WROR, KJLJ, KALX, WJXG, WKOZ, KRZQ, WLPK, KSOY, Heavy 1, KZDQ, Medium 8 including WQFM, WCMF, WLJS, WFLP, WAZU, KFMQ

L.A. GUNS "The Ballad Of Jayne" (Vertigo/Polydor) 28/24 (4/2)
 Add: including WBCN, WDR, WFLS, KISS, KORS, WTPA, WCMF, KALX, KBAT, WAPL, Heavy 1, WJLS, Medium 11 including WQFM, WEXX, WRFK, KRKQ, WQMF, WLAV, KJCT, WNCZ, KRZQ

SALTY DOG "Come Along" (Geffen) 28/2 (27/3)
 Add: KMAX, WJXG, Heavy 2, KMAC, WKOR, Medium 12 including CILQ, KISS, KBF, KQON, KISW, CFOX, KLSJ, KLAQ, WROX, KBAT

STEVIE SALAS COLORCODE "The Harder They Come" (Island) 27/3 (27/5)
 Add: WEXX, KVCN, KBAT, Medium 14 including CILQ, WRFK, KUPD, WQHA, WLAV, KDJK, KRZQ, KLPX, WRFK, WQOR

DIVING FOR PEARLS "New Moon" (Epic) 26/7 (19/18)
 Add: WJLS, WSHL, WQHA, WTPA, KXED, WZPH, WFLP, Heavy 2 including KZDQ, Medium 11 including WITY, KQON, KBER, WJRS, KRK, WQV, KRBB, KFMQ, KRQJ

TREVOR RABIN "I Can't Look Away" (Elektra) 25/1 (26/1)
 Add: KVCN, Heavy 4 including KRK, WWCZ, KJZE, Medium 16 including WLZ, KUPD, KQON, KZAP, KLSJ, KLAQ, WSTZ, KZDQ, KZRH, KJOT

GEORGIA SATELLITES "Shake That Thing" (Elektra) 24/8 (16/14)
 Add: KRKQ, KRK, WTKX, WRDU, WTUE, WNCZ, KJOT, KDJK, Medium 15 including KISS, KZAP, WQHA, WTPA, KMBY, KRZQ, WQOR, WQOR, KFMF, KBOY

MSG "This Is My Heart" (Capitol) 24/8 (18/4)
 Add: KRKQ, KSLQ, WQV, WQV, KJCT, KDJK, WKOR, WRFK, Heavy 1, KISS, Medium 11 including KUPD, WQHA, WAPL, WLAV, WNCZ, KRZQ, WQOR, WACH, KRQJ

SIGNAL "Does It Feel Like Love" (EMI) 23/1 (24/4)
 Add: WLZR, Heavy 3, WJWZ, KFMQ, KZDQ, Medium 12 including WYY, WLZ, WFBQ, KBER, KRKQ, KJGG, KGGG, WYQZ, WNCZ, KDJK

MICHAEL PENN "This And That" (RCA) 22/7 (16/4)
 Add: WMMB, KUPD, WDR, KFMQ, WMAQ, KSOY, KRQJ, Heavy 6 including WRRT, KRCD, WHPB, KRK, KQOR, Medium 13 including WBAF, WQHA, WQCN, KLSJ, KWIC, KJLQ, KJOT, KBOY, KFMQ

JANATA "The River" (Mercury) 22/1 (21/5)
 Add: KSLQ, Heavy 3 including KQME, KZDQ, Medium 10: WBAF, KTXQ, KZAP, WQHA, KRK, WTUE, WQVZ, KMBY, WPKC, KQOR

BATON ROUGE "Walks Like A Woman" (Atlantic) 20/20 (0/0)
 Add: including WMMR, WJLS, WSHL, WRNO, WLQJ, WLZR, KLOS, WZDQ, WCCC, WEXX, Heavy 1, WRF, Medium 3: WQFM, WTPA, WCMF

ERIC JOHNSON "High Landrons" (Capitol) 20/18 (2/2)
 Add: including KTXQ, KJLQ, KWIC, KMAX, KJLQ, WDR, KSOY, KFMQ, Heavy 1: KLSJ, KISS, KRCD, KVCN, KJLQ, WQV, KZDQ, KZRH, KJLQ, KFMF

JOE SATRIANI "I Believe" (Relativity) 19/16 (3/0)
 Add: including WMMB, KRCD, KRK, WFLP, WAZU, KJLQ, KJLQ, WYGB, Heavy 2 including KUPD, Medium 10 including WQHA, KVCN, WLAV, KZRH, WZL, KQAL, KFMF, KRQJ, KBOY, KQOR

AEROSMITH "Monkey On My Back" (Geffen) 17/11 (5/2)
 Add: KRKQ, KZAP, WQHA, WCMF, WRFK, WLAV, KMAC, WZN, WDR, KJLQ, KFMF, Heavy 2 including WEXX, Medium 11 including CILQ, KISS, WRF, WZDQ, WQCN

NICK LOWE "You Got The Look I Like" (Reprise) 17/4 (13/1)
 Add: WBCN, WMMR, WQV, WMAQ, Medium 8 including WQHA, WEXX, WLAV, KRZQ, KZDQ, KQOR, KFMQ

KATRINA & THE WAVES "We Gotta Get Out Of This Place" (SBK) 16/11 (4/4)
 Add: including WBCN, WQFM, WQHA, KDJK, KMBY, Medium 7: WTPA, WEXX, WQZ, KRZQ, KTYO, KFMQ

JOHN LEE HOOKER "I'm In The Mood" (Chameleon/Capitol) 15/0 (15/1)
 Heavy 2: WFLR, KRBB, Medium 10: CILQ, WART, KTCZ, CFOX, CHEZ, WROV, KMBY, WMAQ, KRQJ, KQOR

Big Dog Pondering
 U-Li-La-Lu
 12 Sampler
 from the new album,
 capturing like a mountain and
 thinking like the sea

also includes... Buy the deal
 (alternate mix not available elsewhere)
 and the limited-edition
 etched-art B side.

on Columbia,
 this time.

NEW & ACTIVE — Tracks building in airplay and coming closest to charting. Numbers indicate total reports/adds, e.g., 40/20 means 40 total reports and 20 adds. (Figures in parentheses are last week's data.)

CHARTS — Albums and tracks showing continued growth are bulleted. Symbols represent more (+), less (-), or equal (=) reports compared to last week. On the album chart, current singles are **bolded**, and the number of stations playing each of an album's most-reported tracks is listed in parentheses.

BREAKERS — Albums and tracks reach Breaker status the first week they are reported by at least 60% of our AOR reporters.

MOST ADDED — This week's most added albums and tracks.

MOST REQUESTED — This week's most requested tracks.

HOTTEST — This week's albums and tracks receiving the most heavy reports.

PLAYLISTS — Artists are listed once per playlist in the highest rotation that any of their album's tracks is reported. For example, if tracks from the same album are reported in both heavy and medium, the artist will appear in heavy.

PARALLELS — Stations arranged by market size, according to Arbitron's MSA population figures. Parallel One: 1,000,000 +; Parallel Two: 200,000 - 1,000,000; Parallel Three: under 200,000.

STATIONS AT A SIGNIFICANT RATINGS DISADVANTAGE TO AN INFORMAL COMPETITOR ARE ASSIGNED A LOWER PARALLEL.

Logo for EAST

Logo for P1

WTTW Baltimore (30) 383-2998

WGR Buffalo (16) 841-6555

WCPX Charlotte (35) 827-2282

WJXC Columbus (28) 328-9272

WPTA Dallas (32) 924-9494

WJXL Providence (40) 438-1110

WWDC Washington (20) 587-7130

WLGT Toronto (41) 967-3445

WJTV Albany (31) 785-9081

WJSC Annapolis (30) 308-0991

WPCW Boston (17) 288-1111

WJXC Charlotte (35) 827-2282

WFAA Long Island (51) 587-1023

WVEF Pittsburgh (41) 937-1441

WCCB Hartford (30) 333-4428

WICH Hartford (28) 247-1060

WFSJ Annapolis (30) 308-0991

WJXC Charlotte (35) 827-2282

WTKR Erie (14) 735-4000

WTPA Harrisburg (17) 887-1141

WZZJ Springfield (41) 825-6141

WVIR Cape May (16) 822-1415

WVRM Manchester (32) 625-8915

WVIR Cape May (16) 822-1415

WVTV Ocean City (30) 289-4545

WVTV Ocean City (30) 289-4545

WVTV Ocean City (30) 289-4545

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Logo for SOUTH

Logo for P3

Logo for P1

Logo for P2

Logo for P2

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Continued on next page

WEST (Continued)

WEST
KXII/Flagstaff
KXII/Santa Fe

KBOI/Salt Lake City
(801) 322-3311
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KRCR/Sacramento
(916) 334-7777
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KOLN/San Francisco
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KQJ/San Jose
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(801) 322-3311
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Sport
L.A. Local
KAZY/Denver
(303) 758-6000
News
Sport
Local
KFOG/San Francisco
(415) 988-1043
News
Sport
Local
KRCR/Sacramento
(916) 334-7777
News
Sport
Local
KJOT/Boise
(208) 244-3500
News
Sport
Local
KRCO/Colorado Springs
(719) 544-8898
News
Sport
Local
KOME/San Jose
(408) 985-8800
News
Sport
Local
KOB/San Diego
(619) 292-5280
News
Sport
Local
KOLN/San Francisco
(415) 755-4027
News
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Local
KQJ/San Jose
(408) 543-5400
News
Sport
Local
KODN/Portland
(503) 229-1441
News
Sport
Local

KXII/Flagstaff
KXII/Santa Fe
KBOI/Salt Lake City
(801) 322-3311
News
Sport
L.A. Local
KAZY/Denver
(303) 758-6000
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Local
KQJ/San Jose
(408) 543-5400
News
Sport
Local
KODN/Portland
(503) 229-1441
News
Sport
Local

KLOS/Los Angeles
(213) 640-6636
News
Sport
Local
KKBK/Bakersfield
(805) 326-8000
News
Sport
Local
KMBC/Monterey
(408) 649-7500
News
Sport
Local
KMRE/Redding
(530) 977-3300
News
Sport
Local
KFMY/Chico
(916) 343-8481
News
Sport
Local
KQOB/Santa Barbara
(805) 964-7470
News
Sport
Local
KKGO/Stockton
(916) 927-5500
News
Sport
Local
KKOL/Las Vegas
(702) 878-4480
News
Sport
Local
KZZZ/Sacramento
(916) 334-7777
News
Sport
Local
KZEZ/Sacramento
(916) 334-7777
News
Sport
Local
KJZZ/Phoenix
(602) 858-3062
News
Sport
Local
KJZZ/Phoenix
(602) 858-3062
News
Sport
Local

KXII/Flagstaff
KXII/Santa Fe
KBOI/Salt Lake City
(801) 322-3311
News
Sport
L.A. Local
KAZY/Denver
(303) 758-6000
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KFOG/San Francisco
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KRCR/Sacramento
(916) 334-7777
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(415) 755-4027
News
Sport
Local
KQJ/San Jose
(408) 543-5400
News
Sport
Local
KODN/Portland
(503) 229-1441
News
Sport
Local

178 Current Reporters
173 Current Playlists
Called in Frozen Playlist (2):
KSHB, Louis
WBAB/Long Island
WFOB/Indianapolis
Did Not Report, Playlist Frozen (2):
KOHV/Palm Springs
WMMZ/Knoxville
WPXK/Hyannis

ADDS & HOTS

P2

WHYY/Salt Lake City
(801) 542-1410
Ned Robinson

WRDX/Pearsburgh
(603) 824-7465
Janice Bailey

WKXII/Pittsburgh
(412) 658-6848
Dave Callabrese

WRR/Santa Barbara
(805) 851-2240
Kin Saeed

WRFF/San Francisco
(415) 386-5873
Tim Ziegler

WVUU/Bozeman
(406) 251-2240
Kevin Schmitt

WTVL/Tallahassee
(904) 585-5827
GJ Creel

WTTM/Melbourne
(407) 788-8000
Helen Gilbert

NEW ROCK

P1

WDRE/Long Island
(516) 832-8400
Denis McNamara

WCOB/Santa Barbara
(805) 964-7470
John Williams

KJNS/Salt Lake City
(801) 292-7330
Mike Summers

WBRU/Providence
(401) 272-9500
Ted McEnroe

XTRN/San Diego
(619) 291-9191
Kevin Schmitt

KOGE/Dallas
(214) 380-6400
Larry Nelson

KFOG/San Francisco
(415) 987-1087
Andy Schuman

KITS/San Francisco
(415) 625-1063
Richard Sands

P2

P3

P1

P3

WBAX/Portland
(603) 824-7465
Janice Bailey

WRR/Santa Barbara
(805) 851-2240
Kin Saeed

WRFF/San Francisco
(415) 386-5873
Tim Ziegler

WVUU/Bozeman
(406) 251-2240
Kevin Schmitt

WTTM/Melbourne
(407) 788-8000
Helen Gilbert

24 Current Reporters
23 Current Playlists
Did Not Call, Playlist Frozen (1):
WTVL/New Orleans

CHR P1 PLAYLISTS

EAST

B104 WBSB Baltimore

PD: Steve Parian
APD/M: Pam Trickett
1. 104.1 The Best Of New Wave

104.1 The Best Of New Wave

WAVA 102.5 Washington

PD: Matt Ferber
APD/M: Dave Elliot
1. 102.5 The Best Of New Wave

EAGLE 106 WEGX Philadelphia

PD: Todd Fisher
APD: Gary Leigh
MD: Jay Sess Jones
1. 106.1 The Best Of New Wave

ckoi 97 Montreal

PD: Bob Delbord
APD: Andre St. Amant
MD: Guy Brouillard
1. 97.1 The Best Of New Wave

B94 Pittsburgh

PD: Clark Ingram
MD: Lori Campbell
1. 94.1 The Best Of New Wave

KISS 98.5 Buffalo

THE #1 HIT MUSIC STATION
PD: Mike Edwards
APD: Beth Ann McBride
MD: Mike McGowan
1. 98.5 The Best Of New Wave

WZOU 94.3 Boston

PD: Steve Rivers
MD: Cadillac Jack McCarthey
1. 94.3 The Best Of New Wave

92PRO FM Providence

PD: Paul Cannon
MD: Tony Bristol
1. 92.1 The Best Of New Wave

MAJIC WMJQ/Buffalo

102.1 PD: Mark Nevins
APD: Josh Moon
MD: Roger Christian
1. 102.1 The Best Of New Wave

KISS 101.1 WKXS-FM Boston

PD: Sunny Joe White
MD: Jerry McKenna
1. 101.1 The Best Of New Wave

POWER 95 New York

PD: Gary Bryan
MD: Mike Preston
1. 95.1 The Best Of New Wave

Q107 Washington D.C.

CM/MD: Loris Palagi
MD: Laura Shostak
1. 107.1 The Best Of New Wave

Z100 New York

PD/Dr. Ops & Prog: Steve Kingston
APD/M: Frankie Blue
1. 100.1 The Best Of New Wave

WBLI Long Island FM 106

VP/Programming: Bill Terry
MD: Mark Label
1. 106.1 The Best Of New Wave

SOUTH

93Q Houston

PD: Bill Richards
APD: John Cook
MD: Mike Snow
1. 93.1 The Best Of New Wave

Q96 San Antonio

PD: Leo Vela
Acting-MD: Ricco Olivarez
1. 96.1 The Best Of New Wave

100.7 FM Miami

PD: Frank Amadio
MD: Johanna Cecoli
1. 100.7 The Best Of New Wave

B97 New Orleans

PD: Bob Mitchell
MD: Joey Gaviglio
APD: Geoff St. John
1. 97.1 The Best Of New Wave

Q105 Tampa

VP/OM: Mason Dixon
APD & MD: Dave Denver
MD: Bobby Rich
1. 105.1 The Best Of New Wave

POWER 104 Houston

PD: Adam Cook
MD: Cheryl Briz
1. 104.1 The Best Of New Wave

POWER 93 Tampa

PD: Marc Chasz
MD: Jeff Kapug
APD: S.J. Harris
1. 93.1 The Best Of New Wave

POWER 99 FM Atlanta

PD: Rick Stacy
MD: Steve Wyrostok
Music Coord.: Lee Chesnut
1. 99.1 The Best Of New Wave

Y95 Dallas

Station Mgr: Randy Kachel
MD: Mike Eastwin
1. 95.1 The Best Of New Wave

97 WGH Norfolk

PLAYS MORE HITS
PD: Tony Macrini
MD: Jeff Marzani
1. 97.1 The Best Of New Wave

97.1 NECL Dallas

The Eagle
PD: Joel Folger
APD/M: Jimmy Steel
1. 97.1 The Best Of New Wave

Z104 Norfolk

The #1 Hit Music Station
PD: Chris Bailey
MD: Beaver Cleaver
1. 104.1 The Best Of New Wave

MIDWEST

THE NEW! Q95 FM WKQI-FM

VP Programming: Gary Berkowitz
APD/MD: Michael Waite

Q106.5 WKBQ

PD: Lyndon Abel
APD: Chris Knight
MD: Jim Adkinson

WNCI 97.9

PD: Dave Robbins
MD: John Cline

89.6 WLSB-FM

PD: Dave Shakes
MD: Paul Donovan

WTKI Milwaukee

PD: Mike Berkak
APD/MD: Danny Clayton

Z95 FM WZPL Indianapolis

OM/PO: Don London

WLOT 99.1

OM/PO: Gregg Swadberg
MD: P.J. Olson

9102 WLSW-FM

OM: Jim Fox
PD: Dave Allen
MD: Brian Douglas

KDWB 101.3 Minneapolis

PD: Brian Phillips
MD: Ed Lambert

Z95 FM WYZZ Chicago

OM: Ric Lippincott
PD: Brian Kelly

Q104 KBEQ

PD: Karen Barber
APD/MD: Jon Anthony

Q101 WKQX Chicago

PD: Bill Gumbie
MD: Mary Shumilas

POWER 106.7 FM WPHR Cleveland

PD: Cal Thomas
MD: Ed Brown

96.3 FM WOOD WHTT Detroit

PD: Rick Gillette
APD/MD: Mark Jackson

FOX WDFX

PD: Chuck Beck
APD/MD: John McFadden

WEST

98.7 KCPX Salt Lake City

PD: Jerry Lousteau
APD/MD: Bob Laborde

KZZP 104.7 FM Phoenix

PD: Bob Case
MD: Darryl Sanders

KISN 94.5 FM Salt Lake City

PD: Gary Waldron
MD: Gary Michaels

KUBE 93 FM Seattle

PD: Tom Huyler
MD: Randy Irwin

Z100 KKRZ Portland

PD: Mark Capps
MD: Bill Kestley

KS104 Denver

PD: Dave Van Stone
APD/MD: Stacy Carroll

KWSS 94.5 San Jose

PD: Larry Morgan
MD: Rich Anhorn

KPLZ Seattle

OM/PO: Casey Keating
APD/MD: Mark Allan

KIIS FM 102.7 Los Angeles

VP Programming: Gerry DeFrancesco
MD: Brian Bridgman

CHR ADDS & HOTS

EAST

MOST ADDED
R. Stewart w/f. Isley
Sinead O'Connor
Robert Plant
Sweet Sensation
Aeromith
Adam Ant

BREAKOUTS
No Breakouts

EAST

P2

WFO/Orange, MD
Casper Clark
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WDC/Clinton, VT
Suzanne Kelly
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WXP/Washington, PA
Alison Rose
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WTO/Portland, ME
Ron Brown
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WHP/Washington, WV
Foster Miller
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WTF/Charlotte, NC
Tommy Vance
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

SOUTH

MOST ADDED
R. Stewart w/f. Isley
Sinead O'Connor
Robert Plant
Sweet Sensation
Aeromith
Adam Ant

BREAKOUTS
M.C. Hammer
Jimmy Somerville
Grayson Hugh
Socia
Jody Watley

SOUTH

P2

WXX/Charlotte, NC
John G. B...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WAF/Leaving, KY
Pete Green
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
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WOK/Atlanta, FL
Thomas...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WOL/Washington, DC
Jack...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

KRFP/South, AR
Ken...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

KRFB/Atlanta, GA
Craig...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
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WTV/Atlanta, NY
Tom...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
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MUSIC 15-30
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MUSIC 15-30
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WDC/Clinton, VT
Suzanne Kelly
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
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MUSIC 15-30
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WXP/Washington, PA
Alison Rose
MUSIC 15-30
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WTO/Portland, ME
Ron Brown
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
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MUSIC 15-30
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WHP/Washington, WV
Foster Miller
MUSIC 15-30
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WTF/Charlotte, NC
Tommy Vance
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WXX/Charlotte, NC
John G. B...
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WAF/Leaving, KY
Pete Green
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WOK/Atlanta, FL
Thomas...
MUSIC 15-30
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WOL/Washington, DC
Jack...
MUSIC 15-30
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KRFP/South, AR
Ken...
MUSIC 15-30
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KRFB/Atlanta, GA
Craig...
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WTV/Atlanta, NY
Tom...
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WDC/Clinton, VT
Suzanne Kelly
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WXP/Washington, PA
Alison Rose
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WTO/Portland, ME
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WHP/Washington, WV
Foster Miller
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WTF/Charlotte, NC
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WOK/Atlanta, FL
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WOL/Washington, DC
Jack...
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KRFP/South, AR
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KRFB/Atlanta, GA
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WTV/Atlanta, NY
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WTO/Portland, ME
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WHP/Washington, WV
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WOK/Atlanta, FL
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WOL/Washington, DC
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KRFP/South, AR
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MUSIC 15-30
ROCK 15-30

WTO/Portland, ME
Ron Brown
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WHP/Washington, WV
Foster Miller
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WTF/Charlotte, NC
Tommy Vance
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WXX/Charlotte, NC
John G. B...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WAF/Leaving, KY
Pete Green
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WOK/Atlanta, FL
Thomas...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

WOL/Washington, DC
Jack...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

KRFP/South, AR
Ken...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

KRFB/Atlanta, GA
Craig...
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30
MUSIC 15-30
ROCK 15-30

RRHOFAX.
GET THE INFORMATION ADVANTAGE...
Fax to 1-800-800-4444... 3 day advance
via FAX/RTFAX service. Call for a fax承租
0150 554335

P3

P3

258 Current Reporters
248 Current Playlists
Called in a Frozen Playlist (F)
K&M/Dallas
BPXY/Rochester
SFRYS/Macon
K705/Chehanna City
K706/Morocco

Did Not Report, Playlist Frozen (F)
WLO/Morocco
K20/Rosario
WZOO/Charlotte, NC
WEEF/Lexington, NC
WJOD/Sarasota

Note: Records that lack the required 60% of our CHR reporters to become Breakers may accumulate enough chart points from high chart positions on those stations reporting them, to debut on the CHR National Airplay 40.
CHR Rotation Criteria — Fulltime Adds and/or One: four plays in a 24-hour period, three of them before mid-night.
Departed Adds and/or One: One-time plays in a 24-hour period, both of them before mid-night.

Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel A Reporters: Selected leading-edge major market CHR stations whose playlists change significantly from mainstream CHRs.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 100,000 and below.

256 REPORTS

A

AEROSMITH What It Takes (Geffen) LP: Pump Total Reports: 169 445

Regional Search: P1 345, P2 675, P3 975. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

DEBS: 31, OMB: 9, 14, 8, 30. SARE: 26, A&R: 3, 15, 11, 36. DOWN: 3, Ch. Addn: 1, 7, 3, 11. ADOS: 43, Total: 24, 28, 47, 160.

Regional Search: P1 345, P2 675, P3 975. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

ADAM ANT Room At The Top (MCA) LP: Manners & Physique Total Reports: 124 445

Regional Search: P1 435, P2 465, P3 515. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

Regional Search: P1 435, P2 465, P3 515. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

STEVE B Love Me For Life (LMP) LP: In My Eyes Total Reports: 95 315

Regional Search: P1 445, P2 465, P3 255. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

Regional Search: P1 445, P2 465, P3 255. Chart Summary: Pos P1 P2 P3 Tot.

BABYFACE Whip Appeal (Solar/Epic) LP: Babyface Total Reports: 168 445

Regional Search: P1 615, P2 675, P3 675. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

Regional Search: P1 615, P2 675, P3 675. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

REGINA BELLE Make It Like It Was (Columbia) LP: Say With Me Total Reports: 90 305

Regional Search: P1 485, P2 325, P3 205. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

Regional Search: P1 485, P2 325, P3 205. Chart Summary: Pos P1 P2 P3 Tot.

MICHAEL BOLTON How Can We Be Lovers (Columbia) LP: Soul Provider Total Reports: 210 825

Regional Search: P1 685, P2 625, P3 605. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

Regional Search: P1 685, P2 625, P3 605. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

BRAT PACK You're The Only One (Vendetta/A&M) Total Reports: 155 405

Regional Search: P1 395, P2 715, P3 715. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

Regional Search: P1 395, P2 715, P3 715. Chart Summary: Pos P1 P2 P3 Tot.

BRAT PACK Continued

Regional Search: P1 395, P2 715, P3 715. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

Regional Search: P1 395, P2 715, P3 715. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

CHER Heart of Stone (Geffen) LP: Heart of Stone Total Reports: 158 425

Regional Search: P1 625, P2 685, P3 615. Chart Summary: Pos P1 P2 P3 Tot.

National Summary: 2-5, 0, 0, 0, 0. LP: 26, 16-40, 13, 23, 24, 60.

Regional Search: P1 625, P2 685, P3 615. Chart Summary: Pos P1 P2 P3 Tot.

H

COREY HART A Little Love (EMI) LP: Bang!

Chart Summary table for Corey Hart with columns for Regional, National, and Summary.

Chart Summary table for Corey Hart with columns for Regional, National, and Summary.

Chart Summary table for Corey Hart with columns for Regional, National, and Summary.

Chart Summary table for Corey Hart with columns for Regional, National, and Summary.

DON HENLEY The Heart Of The Matter (Geffen) LP: The End Of The Innocence

Chart Summary table for Don Henley with columns for Regional, National, and Summary.

Chart Summary table for Don Henley with columns for Regional, National, and Summary.

Chart Summary table for Don Henley with columns for Regional, National, and Summary.

Chart Summary table for Don Henley with columns for Regional, National, and Summary.

Chart Summary table for Don Henley with columns for Regional, National, and Summary.

J

JANET JACKSON Escapade (A&M) LP: Rhythm Nation

Chart Summary table for Janet Jackson with columns for Regional, National, and Summary.

Chart Summary table for Janet Jackson with columns for Regional, National, and Summary.

Chart Summary table for Janet Jackson with columns for Regional, National, and Summary.

Chart Summary table for Janet Jackson with columns for Regional, National, and Summary.

ELTON JOHN Sacrifice (MCA) LP: Sleeping With The Past

Chart Summary table for Elton John with columns for Regional, National, and Summary.

Chart Summary table for Elton John with columns for Regional, National, and Summary.

Chart Summary table for Elton John with columns for Regional, National, and Summary.

Chart Summary table for Elton John with columns for Regional, National, and Summary.

Chart Summary table for Elton John with columns for Regional, National, and Summary.

Elton John Continued

Regional and National charts for Elton John.

Kiss Continued

Regional and National charts for Kiss.

Alice LaPlante Continued

Regional and National charts for Alice LaPlante.

K

LEILA K Got To Get (Arista) LP: Leila K

Chart Summary table for Leila K with columns for Regional, National, and Summary.

Chart Summary table for Leila K with columns for Regional, National, and Summary.

Chart Summary table for Leila K with columns for Regional, National, and Summary.

Chart Summary table for Leila K with columns for Regional, National, and Summary.

Chart Summary table for Leila K with columns for Regional, National, and Summary.

Chart Summary table for Leila K with columns for Regional, National, and Summary.

Chart Summary table for Leila K with columns for Regional, National, and Summary.

Chart Summary table for Leila K with columns for Regional, National, and Summary.

L

LINEAR Sending All My Love (Atlantic) LP: Linear

Chart Summary table for Linear with columns for Regional, National, and Summary.

Chart Summary table for Linear with columns for Regional, National, and Summary.

Chart Summary table for Linear with columns for Regional, National, and Summary.

Chart Summary table for Linear with columns for Regional, National, and Summary.

Chart Summary table for Linear with columns for Regional, National, and Summary.

Chart Summary table for Linear with columns for Regional, National, and Summary.

Chart Summary table for Linear with columns for Regional, National, and Summary.

Chart Summary table for Linear with columns for Regional, National, and Summary.

M

MADONNA Keep It Together (Sire/WB) LP: Like A Prayer

Chart Summary table for Madonna with columns for Regional, National, and Summary.

Chart Summary table for Madonna with columns for Regional, National, and Summary.

Chart Summary table for Madonna with columns for Regional, National, and Summary.

Chart Summary table for Madonna with columns for Regional, National, and Summary.

Chart Summary table for Madonna with columns for Regional, National, and Summary.

Chart Summary table for Madonna with columns for Regional, National, and Summary.

Chart Summary table for Madonna with columns for Regional, National, and Summary.

Chart Summary table for Madonna with columns for Regional, National, and Summary.

Motley Crue Continued

Chart for Motley Crue's 'Without You (Elektra)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Motley Crue's 'Without You (Elektra)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Motley Crue's 'Without You (Elektra)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Motley Crue's 'Without You (Elektra)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Motley Crue's 'Without You (Elektra)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Alanah Myles' 'Black Velvet (Atlantic)'. Includes regional, national, and summary data, along with a list of radio stations.

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Chart for Alanah Myles' 'Black Velvet (Atlantic)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Sinead O'Connor's 'Nothing Compares 2 U (Chrysalis)'. Includes regional, national, and summary data, along with a list of radio stations.

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Chart for Sinead O'Connor's 'Nothing Compares 2 U (Chrysalis)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Tom Petty's 'A Face In The Crowd (MCA)'. Includes regional, national, and summary data, along with a list of radio stations.

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Chart for Tom Petty's 'A Face In The Crowd (MCA)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Bonnie Raitt's 'Have A Heart (Capitol)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Bonnie Raitt's 'Have A Heart (Capitol)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Bonnie Raitt's 'Have A Heart (Capitol)'. Includes regional, national, and summary data, along with a list of radio stations.

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Chart for Bonnie Raitt's 'Have A Heart (Capitol)'. Includes regional, national, and summary data, along with a list of radio stations.

Chart for Bonnie Raitt's 'Have A Heart (Capitol)'. Includes regional, national, and summary data, along with a list of radio stations.

Sinead O'Connor

Nothing Compares 2 U (Chrysalis) LP: I Do Not Want What I Haven't Got

Total Reports 158 625

Regional: C 515, S 505, W 725

Chart Summary: Pos. P1 P2 P3 Top

National Summary: 4-15, 5-2, 0-3

Summary: 15-40, 21, 67, 52, 136

OSB: 20, One: 5, 4, 2, 9

Same: 16, Adds: 1, 0, 0, 0

Down: 1, Ch Adds: 0, 1, 0, 1

Tom Petty

A Face In The Crowd (MCA) LP: Full Moon Fever

Total Reports 87 345

Regional: C 395, S 375, W 285

Chart Summary: Pos. P1 P2 P3 Top

National Summary: 4-15, 5-2, 0-3

Summary: 15-40, 21, 67, 52, 136

OSB: 20, One: 5, 4, 2, 9

Same: 16, Adds: 1, 0, 0, 0

Down: 1, Ch Adds: 0, 1, 0, 1

Bonnie Raitt

Have A Heart (Capitol) LP: Nick Of Time

Total Reports 85 335

Regional: C 315, S 345, W 325

Chart Summary: Pos. P1 P2 P3 Top

National Summary: 4-15, 5-2, 0-3

Summary: 15-40, 21, 67, 52, 136

OSB: 20, One: 5, 4, 2, 9

Same: 16, Adds: 1, 0, 0, 0

Down: 1, Ch Adds: 0, 1, 0, 1

Rolling Stones

Almost Hear You Sigh (Columbia) LP: Steel Wheels

Total Reports 57 225

Regional: C 185, S 215, W 235

Chart Summary: Pos. P1 P2 P3 Top

National Summary: 4-15, 5-2, 0-3

Summary: 15-40, 21, 67, 52, 136

OSB: 20, One: 5, 4, 2, 9

Same: 16, Adds: 1, 0, 0, 0

Down: 1, Ch Adds: 0, 1, 0, 1

S

SEDUCTION
Heartbeat (Veroneta/A&M)
LP: Nothing Matters Without Love

Total Reports: 146 776

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Chart Summary, Pos, P1, P2, P3, Tot

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

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Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Regional Search, P1 575, P2 605, P3 525, N 515, W 635

Lisa Stansfield Continued

PARALLEL P1, P2, P3 charts for Lisa Stansfield's 'All Around The World'.

PARALLEL P1, P2, P3 charts for Lisa Stansfield's 'All Around The World'.

ROD STEWART w/ RONALD ISLEY This Old Heart Of Mine (WB) LP: Scoundrel. Total Reports: 127 505

PARALLEL P1, P2, P3 charts for Rod Stewart w/ Ronald Isley.

PARALLEL P1, P2, P3 charts for Rod Stewart w/ Ronald Isley.

PARALLEL P1, P2, P3 charts for Rod Stewart w/ Ronald Isley.

LISA STANSFIELD All Around The World (Arista) LP: Attention. Total Reports: 226 885

PARALLEL P1, P2, P3 charts for Lisa Stansfield.

PARALLEL P1, P2, P3 charts for Lisa Stansfield.

SWEET SENSATION Love Child (A&M) LP: Love Child. Total Reports: 143 565

PARALLEL P1, P2, P3 charts for Sweet Sensation.

PARALLEL P1, P2, P3 charts for Sweet Sensation.

TEARS FOR FEARS Advice For The... (Fontana/Mercury) LP: The Seeds Of Love. Total Reports: 65 255

PARALLEL P1, P2, P3 charts for Tears For Fears.

PARALLEL P1, P2, P3 charts for Tears For Fears.

TECHNORIC Get Up (Before The Night...) (S&K) LP: Pump Up The Jam. Total Reports: 305 785

PARALLEL P1, P2, P3 charts for Technoric.

PARALLEL P1, P2, P3 charts for Technoric.

TESLA The Way It Is (Geffen) LP: The Great Radio Controversy. Total Reports: 76 275

PARALLEL P1, P2, P3 charts for Tesla.

PARALLEL P1, P2, P3 charts for Tesla.

U-KREW If U Were Mine (Enigma) Total Reports: 70 275

PARALLEL P1, P2, P3 charts for U-Krew.

PARALLEL P1, P2, P3 charts for U-Krew.

LUTHER VANDROSS Here And Now (Epic) LP: Greatest Hits: The Best Of Love. Total Reports: 196 775

PARALLEL P1, P2, P3 charts for Luther Vandross.

PARALLEL P1, P2, P3 charts for Luther Vandross.

Continued On Next Column

Parallels Continued on Page 96

SIGNIFICANT ACTION

W

WILSON PHILLIPS
Hold On (SBK)
LP: Wilson Phillips
Total Reports: 146 718

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

Regional Reports: 146 718

Chart	Peak	Sum	Wk	Wk	Wk	Wk
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

PETER WOLF
99 Worlds (MCA)
LP: Up To No Good
Total Reports: 32 208

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-15	0	0	0	0	0
South	15-43	0	11	12	36	
W 316	0	0	0	0	0	0
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

Regional Reports: 32 208

Chart	Peak	Sum	Wk	Wk	Wk	Wk
W 316	0	0	0	0	0	0
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

A

AFTER 7
Ready Or Not (Virgin)
LP: After 7

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

ANIMAL LOGIC
As Soon As The Sun Goes Down (IRS)
LP: Animal Logic

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

ANYTHING BOX
Living In Oblivion (Epic)
LP: Sex Packets

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

BARBEUX
Thumbs Up (Enigma)
LP: Shango-La

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

BELOVED
Hello (Atlantic)
LP: Hecawood

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

B

LAURA BRANIGAN
Moonlight On Water (Atlantic)
LP: Laura Branigan

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

ERIC CLAPTON
Bad Love (Duck/Dynasty)
LP: Journeyman

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

DIGITAL UNDERGROUND
The Horny Dance (Tommy Boy)
LP: Sex Packets

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

ELECTRONIC
Going Away With It (Factory)
LP: Electronic

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

BRITNY FOX
Dreams On (Columbia)
LP: Boys In Heat

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

F

SORKY PARK
Try To Find Me (Mercury)
LP: Bang

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

GREAT WHITE
House Of Broken Love (Capitol)
LP: Twice Thy

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

M.C. HAMMER
U Can't Touch This (Capitol)
LP: Please Hammer, Don't Hurt 'Em

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

HEAVY D & THE BOYZ
Girlz They Love Me (MCA)
LP: It's Yours

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

GRAYSON HUGH
How Bout Us (RCA)
LP: Bare To Reason

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

I

INNER CITY
Watcha Gonna Do With My... (Virgin)
LP: Big Fun

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

JESUS & MARY CHAIN
Head On (WB)
LP: Automatic

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

QUINCY JONES
Secret Garden (Qwest/WB)
LP: Back On The Block

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

KAOMA
Lambada (Epic)
LP: Kaoma

Chart	Peak	Sum	Wk	Wk	Wk	Wk
Regional	2-13	0	0	0	0	0
South	4-15	0	0	0	0	0
W 316	15-43	0	32	27	46	
S 376	0	0	0	0	0	0
U 458	0	0	0	0	0	0
M 448	0	0	0	0	0	0

K



BREAKERS

AEROSMITH

What It Takes (Geffen)

66% of our reporters playing it. Moves: Up 26, Debuts 70, Same 26, Down 0, Adds 47 including WPLJ, Y95, WGH, WNVZ, KSAQ, WDFX, WHYY, KISN, KPLZ. See Parallels, debuts at number 40.

BABYFACE

Whip Appeal (Solar/Epic)

66% of our reporters playing it. Moves: Up 70, Debuts 45, Same 24, Down 0, Adds 29 including WXKS, WBLI, PRO-FM, Y95, KKBB, WGH, WHYY, KIIS. See Parallels, moves 38-29.

SINEAD O'CONNOR

Nothing Compares 2 U (Chrysalis)

62% of our reporters playing it. Moves: Up 13, Debuts 20, Same 6, Down 0, Adds 119 including B104, WPLJ, PRO-FM, WAVA, B97, WKQX, Q95, KDWB, KIIS. See Parallels, debuts at number 39.

NEW & ACTIVE

LOU GRAMM "True Blue Love" (Atlantic)

Reports: 151. Moves: Up 106, Debuts 17, Same 2, Down 2, Adds 2, KPLZ, KBFM, WGH 28-24, 92X 12-10, WKBB 13-11, KCPX 22-18, JET-FM 29-24, WPST 36-26, WBBQ 31-26, K2106 19-13. See Parallels. Moves 39-26 with charted airplay at 87%.

DON HENLEY "The Heart of the Matter" (Geffen)

Reports: 150. Moves: Up 119, Debuts 10, Same 12, Down 0, Adds 8, 994, WVCL 95, WSEX, Z106, WTHI, KSMB, KCHK, KTKY, WKTI 17-12, KCPX 20-16. See Parallels. Moves 37-31 at 88% of the airplay has charted. Top 15 at 14%.

WILSON PHILLIPS "Hold On" (SBS)

Reports: 148. Moves: Up 19, Debuts 49, Same 34, Down 0, Adds 44 including WBLI, CKOI, B97, Q102, Q95, WKTI, Y108, KPLZ, PWPR 30-25, 99Q 35-29, X106 29-18.

SEDITION "Heartbeat" (Vendetta/A&M)

Reports: 148. Moves: Up 58, Debuts 25, Same 37, Down 0, Adds 26 including WOPX, WHYY, X100, KWSS, KPLZ, B93, HOT95, WRVY, WXXX 28-18, KRBE 18-14, KITY 23-18. See Parallels. Debuts at number 37 with 84% charted airplay. Top 15 at 14%.

SWEET SENSATION "Love Child" (A&O)

Reports: 143. Moves: Up 15, Debuts 41, Same 24, Down 0, Adds 63 including Z100, 994, PW99, WNVZ, Q105, WKGX, WHYY, HOT102, Y108, KIIS, KZZP, KMEL, HOT97 32-28, PWPR 36-27.

ROD STEWART with RONALD ISLEY "This Old Heart of Mine" (WB)

Reports: 127. Moves: Up 4, Debuts 3, Same 4, Down 0, Adds 116 including B104, WZOU, WMAJ, WBLI, WPLJ, PRO-FM, Q107, KEGL, WGH, PWPR, Q105, KBEG, KXLQ.

ADAM ANT "Room at the Top" (MCA)

Reports: 124. Moves: Up 28, Debuts 31, Same 31, Down 0, Adds 34 including B94, Q107, WAVA, PWPR, KIIS, KZZP, KXLQ, WRCK, WAPE, PRO-FM 33-27, KRBE 30-22, HOT102 33-29.

NATALIE COLE "Wild Women Do" (EMI)

Reports: 114. Moves: Up 50, Debuts 8, Same 42, Down 0, Adds 14 including WHYY, K106, Y107, WDMA, KTVX, WKKS, KROY, KDOX, KTKY, WXXX 30-24, KRBE 29-25, K108 28-24.

MIDNIGHT OIL "Blue Sky Mine" (Columbia)

Reports: 111. Moves: Up 71, Debuts 8, Same 33, Down 1, Adds 0, CKOI 34-27, KSAQ 29-23, WKBO 21-15, K106 24-20, WERZ 31-22, WKXX 33-28, WPST 35-29, K2106 14-4, WOUT 33-28, WHYY 31-24.

COREY HART "A Little Love" (EMI)

Reports: 102. Moves: Up 8, Debuts 25, Same 43, Down 0, Adds 26 including WXXX, PW99, WGH, WZPL, WKBO, KLBE, WZYP, WKDD, KATM, FM104 27-21, KOOR 39-32.

STEVIE B "Love Me For Life" (LMR)

Reports: 95. Moves: Up 51, Debuts 7, Same 16, Down 12, Adds 9, WXXX, X100, WXXX, WBBQ, B93, WGRD, KQ95, WJAX, WYND, HOT97 15-11, WPLJ 10-8, Z100 11-10, K108 10-8. See Parallels. Moves 33-27 with charted action at 82%. Top 15 at 38%.

REGINA BELLE "Make It Like It Was" (Columbia)

Reports: 95. Moves: Up 28, Debuts 12, Same 32, Down 18, Adds 18 including KRBE, WGH, KQGL, HOT97, KUBE, KBFM, KRLD, KZL, WMAJ 27-23, WPGC 8-6, Q95 35-20, WKZZ 22-18.

ENUFF Z'NUFF "Fly High Michelle" (A&O)

Reports: 89. Moves: Up 51, Debuts 10, Same 24, Down 2, Adds 2, K98, Z98, 92X 16-13, WKBO 9-3, PRATE 9-7, WERZ 28-24, WKZZ 28-24, K108 30-28, K2106 12-10, WHYY 16-12, CK95 9-3. 75% of the airplay has converted to chart action.

TOM PETTY "A Face In The Crowd" (MCA)

Reports: 87. Moves: Up 51, Debuts 9, Same 27, Down 0, Adds 0, 92X 17-14, K106 28-25, KCPX 32-28, JET-FM 31-28, WSEX 21-18, WOUT 26-20, KTXU 34-27, KLO 32-27, WXX 30-25, KOOR 13-9.

BONNIE RAITT "Have A Heart" (Capitol)

Reports: 85. Moves: Up 29, Debuts 22, Same 24, Down 0, Adds 10, WZPL, KRZ, KW55, KPLZ, 93Q, WAIB, WYKS, 9500X, KPEX, KMOK, KSN 37-28, WERZ 32-26, 994 38-31. Now charted at 81% of those reporting it.

DEPECHE MODE "Personal Jesus" (Sire/Reprise)

Reports: 83. Moves: Up 48, Debuts 9, Same 20, Down 9, Adds 2, HOT102, WYFX, WGH 34-31, KZZP 21-18, WKXX 24-21, KZFM 11-10, Z98 22-18, 99Q 22-14, K108 15-11, WYNY 6-4. Converted to chart at 89%.

LINEAR "Sanding All My Love" (Atlantic)

Reports: 74. Moves: Up 32, Debuts 11, Same 13, Down 0, Adds 18 including W10Q, WNVZ, KIIS, X100, HOT99, WOVV, KROY, KTKY, KTM 8-4, PWPR 34-29, B96 24-17, Y108 5-2.

TESLA "The Way It Is" (Geffen)

Reports: 70. Moves: Up 19, Debuts 13, Same 28, Down 0, Adds 10, K106, KUBE, 93Q, WXX, KOOR, KTYF, WPR, 9500X, WJAX, Z97, 92X 18-15, JET-FM 32-27.

U-KREW "If U Were Mine" (Enigma)

Reports: 70. Moves: Up 47, Debuts 5, Same 15, Down 0, Adds 8, WXXX, WMAJ, WABE, 999KH, KLUC, WQID, KSMB, KTM, KRBE 19-13, KS104 22-14, Y108 25-11, KX92 12-8. Charted and moving at 73%.

FASTER PUSSYCAT "House of Pain" (Elektra)

Reports: 63. Moves: Up 24, Debuts 7, Same 28, Down 1, Adds 7, FLY92, WYCR, WZYP, KBFM, WZKX, WYPR, KZ02, 92X 15-9, WKXX 49-32, KOOR 22-18, KRZD 11-8, 999Q 16-11. Top 15 action at 37%.

TEARS FOR FEARS "Advice For The Young At Heart" (Fontana/Mercury)

Reports: 64. Moves: Up 24, Debuts 9, Same 25, Down 0, Adds 4, KZZB, KXRL, WHYY, KRZ, WXXX 32-29, CKOI 40-32, WERZ 38-34, KTXU 32-28, 9500X 36-32, Q98 32-25.

LEILA K "Get To Get" (Arista)

Reports: 64. Moves: Up 38, Debuts 4, Same 21, Down 0, Adds 1, 99Q, KQ95 17-14, KRBO 18-14, KITY 21-18, WHYY 4-3, X100 27-22, 999KH 33-25, WYCR 34-26, K106 29-31, 9500X 40-31.

ROBERT PLANT "Hurting Kind I've Got My Eyes On You" (Es Paranza/Atlantic)

Reports: 61. Moves: Up 0, Debuts 1, Same 0, Down 0, Adds 60 including CKOI, KEGL, KSAQ, WYPR, 92X, WPAE, KRBE, WYCX, WFK, WQKQ, KOOR 6-31.

ROLLING STONES "Almost Hear You Sigh" (Columbia)

Reports: 57. Moves: Up 34, Debuts 1, Same 18, Down 6, Adds 0, Z95 28-24, K106 13-9, WOUT 22-17, WZUU 11-10, KLO 22-18, Z104 27-22, KSN 28-21, KRZD 9-7, KZCU 18-15, WFC 20-15, KFTZ 24-19.

GIANT "I'll See You In My Dreams" (A&M)

Reports: 55. Moves: Up 7, Debuts 8, Same 24, Down 0, Adds 15 including WKBO, FLY92, KBFM, WXXX, KLO, K95, KATM, WPAE, KTKY, Y94, Q102 31-26, KTXU 36-29, WYNY 30-23.

PETER WOLF "99 Worlds" (MCA)

Reports: 52. Moves: Up 17, Same 26, Down 0, Adds 2, KSAQ, KRBE, WERZ 40-36, KOOR 33-30, KATM 24-21, WYFX 33-29, 9500X 38-34, WBRN 32-29, 99Q 39-32, KFMW 27-21, CK95 34-26.

MOST ADDED

SINEAD O'CONNOR (119)
ROD STEWART (118)
SWEET SENSATION (83)
ROBERT PLANT (80)
AEROSMITH (47)
WILSON PHILLIPS (44)
ADAM ANT (34)
BABYFACE (29)
COREY HART (26)
SEDITION (26)

MOST ACTIVE

DON HENLEY (129)
LOU GRAMM (121)
SEDITION (83)
MIDNIGHT OIL (78)
WILSON PHILLIPS (68)
TOM PETTY (60)
ADAM ANT (59)
ENUFF Z'NUFF (59)
NATALIE COLE (58)
SWEET SENSATION (56)

HOTTEST

ALANNAH MYLES (145)
JANE CHILD (110)
TOMMY PAGE (110)
TAYLOR DAYNE (92)
PHIL COLLINS (81)
8-52's (81)
JANET JACKSON (80)
LISA STANSFIELD (59)
KISS (51)
CALLOWAY (42)

Most Active = Ups + Debuts - Downs

SIGNIFICANT ACTION

M.C. HAMMER "U Can't Touch This" (Capitol)

Reports: 44. Moves: Up 8, Debuts 10, Same 3, Down 0, Adds 23 including WZOU, W10Q, PW99, B97, PWPR, WHYY, KZZP, KMEL, HOT99, WKZZ, Y107, HOT96, KITY 30-24.

PETER MURPHY "Cuts You Up" (RCA)

Reports: 43. Moves: Up 14, Debuts 4, Same 18, Down 0, Adds 9, KTXU, WKDD, WXX, KATM, WPRR, WYNY, WJAX, KZL, KZ0Z, CKOI 32-28, K108 30-25, HOT99 24-15, CK95 32-24. Hot reports and strong moves in the South & West.

ANYTHING BOX "Living In Oblivion" (Epic)

Reports: 39. Moves: Up 22, Debuts 1, Same 10, Down 1, Adds 5, Y108, KZZP, KMG, KLUC, KFTZ, KSAQ 14-10, B93 28-21, K106 22-11, HOT95 21-15, KBFM 34-27, HOT99 12-6. The South & West lead as 59% of the airplay has charted.

LAURA BRANIGAN "Moonlight On Water" (Atlantic)

Reports: 37. Moves: Up 1, Debuts 6, Same 12, Down 0, Adds 18 including PRO-FM, Q95, 999KH, KBFM, Z99, K95, KMG, KCAQ, WQID, KOOR, KPAT, Y97.

BELOVED "Hello" (Atlantic)

Reports: 36. Moves: Up 7, Debuts 5, Same 20, Down 0, Adds 4, KTKY, KQKQ, KWTV, SLY96, CKOI on, KRBE on-air, KOOR 27-23.

QUINCY JONES "The Secret Garden" (Qwest/WB)

Reports: 36. Moves: Up 12, Debuts 4, Same 18, Down 0, Adds 4, KZFM, KPRR, KROY, KZ0Z, WPGC 23-19, KITY 25-20, KMEL 7-4, K106 40-30, KZZB 40-34, HOT95 32-26, KMG 4-2, HOT96 18-13, KDOX 2-2. Strongest growth in the South & West.

JODY WATLEY "Precious Love" (MCA)

Reports: 36. Moves: Up 6, Debuts 5, Same 15, Down 0, Adds 9, KRBE, KMEL, Y107, WOVV, KDOI, KQZ, WJAX, KLY, SLY96, PWPR 45-34, WKZZ 29-25, WPRR 34-26.

KAOMA "Lambada" (Epic)

Reports: 35. Moves: Up 6, Debuts 6, Same 14, Down 1, Adds 8, HOT102, KMEL, KRBE, KZZB, X106, X1067, KMG, KROY, KITY 26-22, B93 27-23, KPRR 21-17, KBFM 1-1.

PAJAMA PARTY "Hide And Seek" (Atlantic)

Reports: 35. Moves: Up 15, Debuts 6, Same 9, Down 0, Adds 4, KZFM, KZZB, Z106, KXOX, HOT99, KITY 28-23, PWPR 27-22, WKZZ 28-23, KZFM 28-24, HOT95 33-29, K106 19-12. 63% of the airplay has charted.

INNER CITY "What Cha Gonna Do With My Lovin'" (Virgin)

Reports: 34. Moves: Up 17, Debuts 4, Same 10, Down 0, Adds 3, WABE, Q98, WQID, HOT97 18-15, WPGC 29-28, PWPR 35-32, KATM 24-21, Z98 33-26. Charted reports at 69%.

GRAYSON HUGH "How Bout Us" (RCA)

Reports: 28. Moves: Up 1, Debuts 4, Same 4, Down 0, Adds 19 including WMAJ, WNO, KTKY, KZZB, Y397, WYVO, Z102, KMG, WYNY, Q104, KTKY, KFBQ, KTM, Q105 6-26.

YOUNG MC "I Come On" (Delicious Vinyl/Island)

Reports: 28. Moves: Up 6, Debuts 4, Same 14, Down 0, Adds 4, WKSE, KMEL, WKZZ, KXSS, WMAJ 6-25, WOO 28-14, WXXX 39-33, 9500X 35-30.

ANIMAL LOGIC "As Soon As The Sun Goes Down" (IRS)

Reports: 26. Moves: Up 2, Debuts 6, Same 12, Down 0, Adds 8, KSMB, WBNO, 99Q, WDR, Y97, CK95, KSAQ on, Q98 37-32.

GREAT WHITE "House Of Broken Love" (Capitol)

Reports: 26. Moves: Up 9, Debuts 4, Same 11, Down 0, Adds 2, WNVZ, WZPL, JET-FM 34-29, KMYZ 15-11, WPR 25-19.

SALT-N-PEPA "Expression" (Next Plateau)

Reports: 24. Moves: Up 11, Debuts 2, Same 2, Down 1, Adds 8, WQO, KRBE, B97, KXFR, FM102, KQLO, WYVO, WKZ, B104 19-11, Q107 30-26, KMEL 20-15, HOT99 28-23, K106 34-27, Z98 29-16, HOT96 28-23. 77% Ac charted at 75%.

SMOKEY ROBINSON "Everything You Touch" (Motown)

Reports: 23. Moves: Up 7, Debuts 3, Same 8, Down 0, Adds 5, KSAQ, KGGI, WERZ, WOLX, WYNY, KITY 24-21, KNRJ 28-25, B95 25-22, KTR 31-27.

SHANA "You Can't Get Away" (Vision)

Reports: 22. Moves: Up 10, Debuts 2, Same 5, Down 0, Adds 5, KXFR, KXSS, KCAQ, KQY-FM, KROY, WXXX 33-28, HD1977 25-19, K93 26-22, KDOX 29-22.

BRITNEY FOX "Dream On" (Columbia)

Reports: 22. Moves: Up 6, Debuts 2, Same 13, Down 0, Adds 1, KTRD, JET-FM 35-31, KTXU 37-33, KRZD 32-25.

GORKY PARK "Try To Find Me" (Mercury)

Reports: 20. Moves: Up 5, Debuts 2, Same 7, Down 0, Adds 6, WAEB, KBFM, WXX, WPM, WKFR, KTRX, KRZR 34-30, KZZU 35-30, KNOX 39-33, CK95 36-22.

JIMMY SOMERVILLE "You Make Me Feel (Mighty Real)" (London/Polydor)

Reports: 19. Moves: Up 0, Debuts 0, Same 2, Down 0, Adds 17 including WXXX, HOT97, KRBE, KSAQ, KTM, HOT97, FLY92, WRCK, WBBQ, KZZB, KZFM, Y107, KSNJ, KROY, WQID.

BOBBY Z "Lie By Lie" (Virgin)

Reports: 19. Moves: Up 8, Debuts 1, Same 10, Down 0, Adds 0, KZIO 36-32, KSNJ 37-32, WBNO 36-33.

XYMOX "Imagination" (Polydor)

Reports: 19. Moves: Up 2, Debuts 2, Same 14, Down 1, Adds 0, WOH on, KZZB on-air, KMG 6-35.

TIMMY TEE "Time After Time" (Jam City)

Reports: 18. Moves: Up 9, Debuts 3, Same 2, Down 0, Adds 5, PW99, PWPR, FM102, HOT96, KLUC, HOT97 19-12, KTFM 15-11, PW106 9-8, HOT97 7-4, WKZZ 27-20, KPRR 8-6. Already charting at 63%; 11% report it hot.

DIGITAL UNDERGROUND "The Humpty Dance" (Tommy Boy)

Reports: 18. Moves: Up 7, Debuts 5, Same 6, Down 0, Adds 4, KQGL, HOT95, KXOX, WQO 35-31, WPGC 14-8, WHYY 7-6, KMEL 2-1, B95 38-28, HOT96 26-21. 93% of those playing it are charting; hot at 47%.

JESUS & MARY CHAIN "Head On" (WB)

Reports: 14. Moves: Up 4, Debuts 2, Same 5, Down 0, Adds 3, 999Q, KWTX, WBNO, KSAQ on-air, K106 on-air, CK95 18-15.

AFTER 7 "Ready Or Not" (Virgin)

Reports: 14. Moves: Up 9, Debuts 1, Same 1, Down 1, Adds 2, KGGI, KRZ, KITY 31-27, KMEL 22-18, B95 30-24, HOT96 23-19, K106 27-20, KDOX 30-23. 66% of the action has charted.

ELECTRONIC "Getting Away With It" (WB)

Reports: 12. Moves: Up 0, Debuts 1, Same 2, Down 0, Adds 3, HOT97, PW106, KRQ, KSAQ 17-13, HOT102 38-31, KNRJ 4-4. The South is out in front.

WHISTLE "Always & Forever" (Select)

Reports: 11. Moves: Up 3, Debuts 2, Same 2, Down 0, Adds 5, KTFM, WKZZ, KMG, KLUC, KQY-FM, KS104 21-13. Strong early West Coast support.

ERIC CLAPTON "Bad Love" (Reprise)

Reports: 11. Moves: Up 6, Debuts 0, Same 2, Down 1, Adds 0, CKOI 33-35, WPRR 29-24, KTXU 30-26, KATM 18-15, Q104 15-15.

HEAVY D & THE BOYZ "Girlz, They Love Me" (MCA)

Reports: 11. Moves: Up 5, Debuts 0, Same 4, Down 2, Adds 0, PW99 on-air, B95 29-20, HOT96 17-12.

THEY MIGHT BE GIANTS "Bourgeois In Your Soul" (Elektra)

Reports: 10. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 10, 999KH, WPST, KSNJ, HOT99, KWTX, KPAT, KFMK, K95Q, KFTZ, ZFM.

SONIA "You'll Never Stop Me From Loving You" (Chrysalis)

ALL I
WANNA
DO IS
MAKE LOVE
TO YOU

H E A R T

THE FIRST SINGLE AND VIDEO FROM
THE FORTHCOMING ALBUM BRIGADE

WRITTEN BY CHRIS THOMAS - MATT JARRETT - PRODUCED BY RIGBY LEE - MANAGEMENT: TONY COLEMAN/MANAGEMENT

ON CAPITOL CASSETTES, CAPITOL VIDEO AND RECORDS



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NATIONAL AIRPLAY OVERVIEW

CHR

3	2	WKS	WKS	LW	TW
1	1	1	1	1	JANET JACKSON/Escapade (A&M)
10	3	3	2	TAYLOR DAYNE/Love Will Lead You Back (Arista)	
13	7	4	2	ALANNAH MYLES/Black Velvet (Atlantic)	
14	9	5	2	MADONNA/Keep It Together (Sire/WB)	
15	12	6	2	PHIL COLLINS/I Wish It Would Rain Down (Atlantic)	
4	2	2	6	B-S-2'S/Rom (Reprise)	
15	14	9	7	TOMMY PAGE/I'll Be Your Everything (Sire/WB)	
25	20	11	0	JANE CHILD/Don't Wanna Fall In Love (WB)	
24	19	13	0	LISA STANSFIELD/All Around The World (Arista)	
9	8	7	10	BILLY JOEL/Go To Extremes (Columbia)	
12	11	10	11	D MOB/C'mon And Get My Love (Polydor)	
26	23	12	12	TECHNOTRONIC/Get Up! (Before The Night...) (SBK)	
20	18	15	13	L. RONSTADT I.A. NEVILLE/All My Life (Elektra)	
30	27	21	14	LUTHER VANDROSS/Here And Now (Epic)	
28	25	22	15	KISS/Forever (Mercury)	
5	4	4	16	BAD ENGLISH/Pride Of Love (Epic)	
18	17	14	17	MICHAEL PENN/No Myth (RCA)	
—	32	28	18	CALLOWAY/ I Wanna Be Rich (Solar/Epic)	
17	16	17	19	MICHEL'LE/No More Lies (Ruthless/Alco)	
11	10	12	20	RICHARD MARX/Too Late To Say Goodbye (EMI)	
—	—	32	21	MICHAEL BOLTON/How Can We Be Lovers (Columbia)	
3	5	16	22	ROXETTE/Dangerous (EMI)	
25	20	25	23	A' ME LORAIN/Whole Wide World (RCA)	
3	6	18	24	PAULA ABDUL/Opposites Attract (Virgin)	
29	28	27	25	ELTON JOHN/Sacrifice (MCA)	
—	37	31	26	MOTLEY CRUE/Without You (Elektra)	
16	15	27	27	WARRANT/Sometimes She Cries (Columbia)	
23	22	24	28	BIZ MARKIE/Just A Friend (Cold Chiller/WB)	
BREAKER	34	32	29	BABYFACE/Whip Appeal (Solar/Epic)	
—	34	34	30	CHER/Heart Of Stone (Geffen)	
—	37	31	31	DON HENLEY/The Heart Of The Matter (Geffen)	
38	35	33	32	STEVIE N. LOVE/Me For Life (LMR)	
—	40	36	33	BRAT PACK/You're The Only Woman (Vendetta/A&M)	
7	13	25	34	GLORIA ESTEFAN/Here We Are (Epic)	
22	21	26	35	WHITESNAKE/The Deeper The Love (Geffen)	
—	38	36	36	LOU GRAMM/True Blue Love (Atlantic)	
DEBUT	37	29	38	KEVIN PAIGE/Anything I Want (Chrysalis)	
BREAKER	38	38	39	SINEAD O'CONNOR/Nothing Compares 2 U (Chrysalis)	
BREAKER	40	39	40	AEROSMITH/What It Takes (Geffen)	

N.A.A. Pg. 98; Playlists Pg. 86; Parallels Pg. 91

ADULT CONTEMPORARY

3	2	WKS	WKS	LW	TW
3	1	1	1	1	TAYLOR DAYNE/Love Will Lead You... (Arista)
12	8	5	2	PHIL COLLINS/I Wish It Would Rain Down (Atlantic)	
18	9	7	2	BONNIE RAITT/Have A Heart (Capitol)	
5	5	3	4	BILLY JOEL/Go To Extremes (Columbia)	
18	7	6	5	MICHAEL DAMIAN/Was It Nothing... (Cypress/A&M)	
4	4	4	6	NATALIE COLE/Starting Over Again (EMI)	
17	13	11	7	ALANNAH MYLES/Black Velvet (Atlantic)	
15	10	10	8	BEE GEES/Bodyguard (WB)	
19	12	12	9	TINA TURNER/Look Me In The Heart (Capitol)	
24	20	13	10	SMOKEY ROBINSON/Everything You Touch (Motown)	
1	3	8	11	L. RONSTADT I.A. NEVILLE/All My Life (Elektra)	
2	2	7	12	LUTHER VANDROSS/Here And Now (Epic)	
26	24	15	13	REGINA BELLE/Make It Like It Was (Columbia)	
—	26	21	14	MICHAEL BOLTON/How Can We Be Lovers (Columbia)	
—	25	18	15	JANET JACKSON/Escapade (A&M)	
25	22	20	16	GRAYSON HUGH/How Bout Us (RCA)	
—	30	24	17	BASIA/Cruising For Bruising (Epic)	
—	27	23	18	DON HENLEY/The Heart Of The Matter (Geffen)	
20	18	19	19	BELINDA CARLISLE/Summer Rain (MCA)	
22	19	20	20	ROXETTE/Dangerous (EMI)	
8	6	9	21	DONNY OSMOND/It'll Be Good To You (Capitol)	
—	26	21	22	LITTLE RIVER BAND/If I Get Lucky (Curb/MCA)	
—	27	23	23	K. ROGERS & G. KNIGHT/If I Knew Then... (Reprise)	
14	15	22	24	GLORIA ESTEFAN/Here We Are (Epic)	
7	11	14	25	CHICAGO/What Kind Of Man Would... (Full Moon/Reprise)	
—	30	29	26	TIM FINN/Not Even Close (Capitol)	
—	28	27	27	JULIA FORDHAM/Manhattan Skyline (Vigie)	
—	29	29	28	SARA HICKMAN/Simply (Elektra)	
BREAKER	34	32	29	LISA STANSFIELD/All Around The World (Arista)	
DEBUT	38	38	39	TEARS FOR FEARS/Advice For The... (Fontana/Mercury)	

AC Music Begins Pg. 75

URBAN CONTEMPORARY

3	2	WKS	WKS	LW	TW
5	3	2	2	1	LISA STANSFIELD/All Around The... (Arista)
3	1	1	2	QUINCY JONES/Secret Garden (Quest/WB)	
4	4	4	3	MIKI HOWARD/Under New Management (Atlantic)	
14	11	9	4	TROOP/Spread My Wings (Atlantic)	
9	5	5	5	LUTHER VANDROSS/Treat You Right (Epic)	
16	13	10	6	BABYFACE/Whip Appeal (Solar/Epic)	
12	8	7	7	SMOKEY ROBINSON/Everything You Touch (Motown)	
11	9	8	8	ALYSON WILLIAMS/I Need Your... (Def Jam/Columbia)	
13	12	11	9	STEPHANIE MILLS/The Comfort Of A Man (MCA)	
7	6	6	10	EARTH, WIND & FIRE /BOYS/Heritage (Columbia)	
17	15	13	11	GAP BAND/Addicted To Your Love (Capitol)	
21	18	15	12	AFTER 7/Ready Or Not (Virgin)	
15	14	14	13	DIANNE REEVES/Never Too Far (EMI)	
24	18	17	14	JERMAINE JACKSON/Two Ships In The Night (Arista)	
18	17	16	15	M.C. HAMMER/Help The Children (Capitol)	
31	21	19	16	MAZE/Love's On The Run (WB)	
36	22	20	17	MARY JANE/Don't Wear It Out (Tabu/Epic)	
25	19	18	18	RANDY CRAWFORD/Wrap You Up (WB)	
—	24	21	19	REGINA BELLE/What Goes Around (Columbia)	
2	2	3	20	JANET JACKSON/Escapade (A&M)	
—	33	23	21	HOWARD HEWETT/Show Me (Elektra)	
—	37	29	22	FREDDIE JACKSON/All Over You (Orpheus/EMI)	
30	28	25	23	MANTRONIX I/WONDRESS/Get To Have Your... (Capitol)	
39	30	28	24	TYLER COLLINS/Girls Nite Out (RCA)	
37	31	27	25	TEMPTATIONS/Soul To Soul (Motown)	
26	25	22	26	JEFF REDD/I Found Lovin' (MCA)	
—	35	30	27	ANGELA WINBUSH/No More Tears (Mercury)	
34	25	24	28	MAIN INGREDIENT/Nothing's Too Good... (Polydor)	
—	34	32	29	RANDY & THE GYPSYS/Love You Honey (A&M)	
—	35	32	30	BELL BIV DEVOE/Poison (MCA)	
—	38	33	31	GOOD GIRLS/Love Is Like An Itching In My... (Motown)	
10	10	12	32	DAVID PEASTON/We're All In This Together (Geffen)	
—	36	34	33	SHARON BRYANT/Body Talk (Wing/Polydor)	
—	40	38	34	BODY/Footsteps In The Dark (MCA)	
—	39	37	35	ERIC GABLE/Hard Up (Orpheus/EMI)	
DEBUT	38	37	36	JOHNNY GILL/Rob You The Right Way (Motown)	
BREAKER	40	39	37	TECHNOTRONIC/Get Up! (Before The Night...) (SBK)	
—	40	39	38	G. WASHINGTON JR./IP. HYMAN/Sacred... (Columbia)	
—	39	37	39	ISLEY BROTHERS (R.I. SLEY) One Of A Kind (WB)	
BREAKER	40	39	40	BARRY WHITE/I Want To Do It Good To Ya (A&M)	

New & Active, TOP 10 Recurrents Pg. 68

NEW ROCK

LW	TW	
2	1	MIDNIGHT OIL/Blue Sky Mining (Columbia)
5	2	SINEAD O'CONNOR/Do Not Want What I... (Chrysalis)
6	3	MISSION U.K./Carved In The Sand (Mercury)
1	4	PETER MURPHY/Deep (Beggars Banquet/RCA)
5	5	CHURCH/Metropolis (track) (Arista)
9	6	BELOVED/Happiness (Atlantic)
9	7	DEPECHE MODE/Enjoy The Silence (track) (Sire/Reprise)
4	8	THEY MIGHT BE GIANTS/Flood (Elektra)
12	9	HOUSE OF LOVE/House Of Love (Fontana/Mercury)
11	10	RENEGADE SOUNDWAVE/Soundclash (Mute/Enigma)

Complete TOP 30 New Rock Chart Pg. 82

NAC

LW	TW	
1	1	BASIA/London Warsaw New York (Epic)
3	2	EVERYTHING BUT THE GIRL/The Language Of Life (Atlantic)
2	3	JULIA FORDHAM/Porcelain (Virgin)
7	4	DENNIS COFFEY/Under The Moonlight (Orpheus/EMI)
4	5	RICHARD SMITH UNIT/Rokin' The Boat (Class Music Group)
8	6	DOTSERO/Off The Beaten Path (Nova)
13	7	DOUG CAMERON/Mi Amores (Narada)
9	8	KIM PENSYL/Pensyl Sketches #2 (Optimism)
9	9	SAM RINEY/At Last (Spindletop)
5	10	KENNY G/Kenny G Live (Arista)

*Keeps bullet due to continued growth.
Complete TOP 30 NAC Chart Pg. 78

CONTEMPORARY JAZZ

LW	TW	
1	1	EDDIE GOMEZ/Street Smart (Columbia)
2	2	GARY BURTON/Reunion (GRP)
3	3	BOBBY WATSON & HORIZON/The Inventor (Blue Note)
5	4	COURTNEY PINE/The Vision's Tale (Island)
6	5	MART ROLLINGS/Galaxies (MCA)
7	6	HAPPER BROTHERS/Remembrance (Verve/PolyGram)
12	7	DIANNE REEVES/Never Too Far (EMI)
4	8	HUGH HASEKELA/Upstairs (Novus/RCA)
14	9	BASIA/London Warsaw New York (Epic)
10	10	TONY GUERRERO/Different Places (Nova)

Complete TOP 30 Contemporary Jazz Chart Pg. 78

AOR TRACKS

3	2	WKS	WKS	LW	TW
—	7	1	1	R. PLANT/The Hurting... (Es Paranza/Atlantic)	
8	5	2	2	MIDNIGHT OIL/Blue Sky Mine (Columbia)	
14	9	4	3	DON HENLEY/The Heart Of The Matter (Geffen)	
5	3	4	4	TOM PETTY/A Face In The Crowd (MCA)	
1	1	1	5	AEROSMITH/What It Takes (Geffen)	
18	11	6	6	ERIC CLAPTON/No Alois (Reprise)	
11	9	8	7	CHRIS REA/The Road To Hell (Geffen)	
—	—	20	8	DAMN YANKEES/Coming Of Age (WB)	
16	14	10	9	PETER WOLF/99 Worlds (MCA)	
13	12	12	10	SMITHERSEEN/Blues Before And After (Enigma/Capitol)	
BREAKER	13	12	11	ROBERT PALMER/Life In Detail (EMI)	
4	2	5	12	ROLLING STONES/Almost Hear You Sigh (Columbia)	
22	20	15	13	MOTLEY CRUE/Without You (Elektra)	
26	21	19	14	TESLA/The Way It Is (Geffen)	
6	6	15	15	PHIL COLLINS/I Wish It Would Rain Down (Atlantic)	
32	23	22	16	BLACK CROWES/Jelous Again (Def American/Geffen)	
21	19	17	17	KISS/Forever (Mercury)	
36	27	24	18	RUSH/The Pass (Atlantic)	
20	18	19	19	HAVANA BLACK/Love Wolf (Capitol)	
2	4	11	20	WHITESNAKE/The Deeper The Love (Geffen)	
26	22	21	21	LOU GRAMM/True Blue Love (Atlantic)	
3	7	14	22	ALANNAH MYLES/Black Velvet (Atlantic)	
12	12	13	23	WARRANT/Sometimes She Cries (Columbia)	
BREAKER	35	34	24	PETER MURPHY/Cuts You Up (Beggars Banquet/RCA)	
BREAKER	35	34	25	POCCO/The Nature Of Love (RCA)	
39	35	34	26	GUN/Better Days (A&M)	
49	38	35	27	NOTTING HILLBILLIES/Your Own Sweet Way (WB)	
41	32	29	28	MELISSA ETHERIDGE/The Angels (Island)	
43	38	36	29	SLAUGHTER/Up All Night (Chrysalis)	
9	15	25	30	GREAT WHITE/House Of Broken Love (Capitol)	
7	10	23	31	MICHAEL PENN/No Myth (RCA)	
—	44	32	32	CHURCH/Metropolis (Arista)	
30	28	33	33	COMPANY OF WOLVES/Call Of The Wild (Mercury)	
40	36	37	34	BRITNY FOX/Dream On (Columbia)	
25	24	35	35	ENUFF Z'NUFF/My High Michelle (Alco)	
45	42	39	36	ROBIN TROWER/Turn The Volume Up (Atlantic)	
—	54	44	37	LONDON QUIREBOYS/7 O'Clock (Capitol)	
DEBUT	54	42	38	JUDE COLE/Baby It's Tonight (Reprise)	
54	42	40	39	DAVE EDMUNDS/Closer To The Flame (Capitol)	
10	18	28	40	BILLY JOEL/Go To Extremes (Columbia)	

Complete TOP 60 Tracks Chart Pg. 80; LP Chart Pg. 81

COUNTRY

3	2	WKS	WKS	LW	TW
6	3	2	1	RANDY TRAVIS/Hard Rock Bottom... (WB)	
8	4	3	2	GARTH BROOKS/Not Counting You (Capitol)	
12	7	5	3	LORRIE MORGAN/Five Minutes (RCA)	
15	10	8	4	DON WILLIAMS/Just As Long As I Have You (RCA)	
14	9	7	5	MARY CHAPIN CARPENTER/Quittin' Time (Columbia)	
18	11	9	6	ALAN JACKSON/Here In The Real World (Arista)	
5	2	7	1	PAUL OVERSTREET/Seein' My Father In Me (RCA)	
19	14	12	7	RONNIE MILSAP/Stranger Things Have... (RCA)	
16	13	11	8	V. GILL w/ R. MCENTIRE/Oklahoma Swing (MCA)	
23	17	15	9	DAN SEALS/Love On Arrival (Capitol)	
20	18	16	10	HANK WILLIAMS JR./Ain't Nobody's... (WB/Curb)	
2	1	4	12	PATTY LOVELESS/Chains (MCA)	
25	19	15	11	VERN GOSDIN/Flight In The Wrong Direction (Columbia)	
28	20	16	12	HIGHWAY 101/Walkin', Talkin', Cryin'... (WB)	
32	26	18	13	SHENANDOAH/See If I Care (Columbia)	
39	29	22	14	TRAVIS TRITT/Help Me Hold On (WB)	
26	23	19	15	SWEETHEARTS OF THE RODEO/This Heart (Columbia)	
7	6	18	16	EDDY RAVEN/Sooner Or Later (Capitol)	
30	28	24	17	MAC McANALLY/Back Where I Come From (WB)	
37	31	27	18	EARL THOMAS CONLEY/Bring Back Your Love... (RCA)	