

## INSIDE:

## MANAGING YOUR SALES STAFF

Chris Beck provides a step-by-step approach to creating the ideal office environment, including advice on how to:

- Focus on the individual
- Implement a consistent plan
- Avoid mixed signals
- Encourage your staff.

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## MORE LOW DOUGH PROMO IDEAS

Sure, giving away tons of cars and cash is great. But you don't need a huge promotional budget to make a big splash in your market. Check out Joel Denver's column for more cheap promotions that work.

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## POLLACK CONFAB FOR THE BYRDS

Tom Petty joins former Byrds leader Roger McGuinn onstage at L.A.'s Troubadour, one of the musical highlights of Pollack Media Group's eighth annual L.A. convention. Turn turn turn the pages for more photo highlights.

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## LATEST SALES SURVEY RESULTS

How much money does the "average" GM make? How are the majority of salespeople compensated? How often do sales staffs turn over? The latest RAB sales survey has the answers.

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## LAUGHING YOUR WAY TO THE TOP

Generating plenty of fresh, locally produced comedy is a crucial weapon in the morning drive battle. Comedy writer Mark Shipper explains how short, punchy, properly targeted bits can make the difference between winning and losing.

Page 48

Newsstand Price \$6.00

# R&R

## RADIO & RECORDS

## First Quarter Sales Picture Looks Gloomy

Auto Advertising Rusty; Some Markets, Formats In Good Shape

An R&R spot survey of radio station, rep, and network sales executives paints a mixed picture, at best, of ad revenues for the war- and recession-blighted first quarter.

Half the stations surveyed experienced revenue shortfalls in January, while a handful earned revenues above their January projections. About 40% said

### Sales Survey

- Half the stations didn't meet January projections
- Cancellations up to \$100,000 per day
- Auto biz in depression
- Many Country, N/T stations up

their earnings approximated projections.

"The quarter will be flat at best," noted CBS Radio Reps VP/GM Tony Miraglia, whose firm primarily represents CBS-owned News stations in the top ten markets. "A lot of spots were preempted by news coverage in January, but we'll be ahead by about 10% in February and about 15% in March."

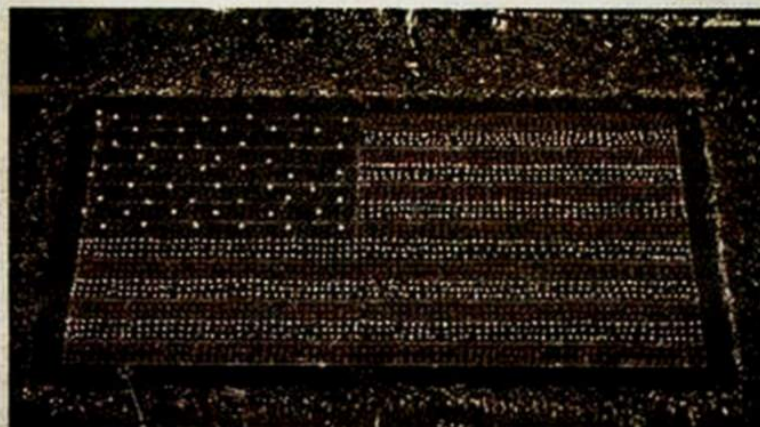
"January is 10-12% down from projections," noted WKTK/Gainesville, FL GM Gary Granger. Westwood One Exec. VP/Sales Greg Batusic said, "While first-quarter sales in the upfront market were very good, the scatter market never really materialized... things have been soft."

Katz Radio Group Exec. VP Stu Olds reported January's national spot cancellations and delays occurred at the rate of \$100,000 a day. "That would mean a 1.5% drop from the first quarter of last year due to war cancellations, and I think it's going to go up — maybe as high as a 3% drop for the quarter."

Peter Cleary, President of Classical Rep Concert Music Broadcast Sales, fears his quarter could be off by as much as 25% from last year. "Sales had been a little slow before the war began, due to the recession, but the cancellations began once the war started."

SALES SURVEY/See Page 29

## Radio Rallies 'Round The Flag



Two recent similar radio-sponsored events drew a combined 70,000 listeners to show their unflinching support for our troops in the Persian Gulf. Midwest TV's AC KFMB-FM (8100)/San Diego staged a "Show Your Stars & Stripes" tribute (top), which lured a banner crowd of 30,000 to Jack Murphy Stadium, while an estimated 40,000 patriotic rock 'n' rollers unfurled "Tommy & The Bull's Living Flag" on Virginia Beach's Mt. Trashmore, courtesy of the morning crazies at Saga AOR WNOR/Norfolk (left).

## DAB Spectrum Fees Sought

Bush Budget, FTC Propose Auctions

The future of digital audio broadcasting in America may be determined by the highest bidder, if Congress and the FCC accept two spectrum auction proposals made by the Bush administration.

In a quick one-two punch this past week, Federal Trade Commission staffers petitioned the FCC to adopt public spectrum auctions of DAB frequencies as the "superior" way of implementing the new service. Then President Bush followed up with a federal budget proposal to raise \$2.5 billion by auctioning blocks of spectrum in bands that are under consideration for DAB use.

While the budget document doesn't specifically mention

DAB, it proposes that spectrum now used by government agencies in the 1000-3000 MHz band be auctioned off, beginning in 1994. Most current U.S. and international proposals for DAB service call for using certain frequencies in that band.

White House proposals for nonbroadcast spectrum auctions are not new, but the new budget calls for a five-fold expansion of bandwidth available for public bid.

"Approximately 30 megahertz of radio spectrum which the government uses or has reserved would be freed up for private users, whom the FCC will reassign from other frequencies. The spectrum va-



Derek Berghuis

Darryl Brown

Lou Severino

## ABC Radio Shuffles Executive Structure

Six months after his arrival as President of the ABC Radio Networks, Robert Callahan has promoted five executives as part of a major reorganization. The promotion with the greatest bearing on affiliates is that of Derek Berghuis, who be-

comes Sr. VP/Programming and Affiliate Marketing. Berghuis will now supervise affiliate relations, advertising and publicity, and all ABC Radio Network programming, including Talk.

ABC/See Page 29



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Elektra

## Takiff, Anderson Take VP/GM Posts At Mercury



Peter Takiff

Peter Takiff has been promoted to Exec. VP/GM at Mercury Records. In addition to his day-to-day duties, he'll supervise the label's finance and business affairs departments. Concurrently, Tony Anderson



Tony Anderson

son has been appointed Exec. VP/GM of Mercury's Rhythm & Black Music Group.

"During his tenure at PolyGram, Peter has proven himself an executive of the highest order," noted Mercury Co-President, Ed Eckstine. "His skills as an administrator and a people person make him the perfect choice for the position." Of Anderson, he added, "Tony's organizational skills and ability to lead will undoubtedly prove invaluable. I had the pleasure of working

MERCURY/See Page 29



Ed Kiernan

## Kiernan To Lead WBAL & WIYY

Ed Kiernan has been named VP/GM of Hearst News-Talk/AOR WBAL & WIYY/Baltimore. The former WCBS (AM)/New York VP/GM and Americom broker succeeds David Barrett, who was promoted to Deputy GM of Hearst's Broadcasting Division last month.

Commented Kiernan: "This is a gem of an opportunity for me. Dave Barrett has put together a great team, and I look forward to working with [WBAL Station Manager] Jeff Beauchamp and [WIYY Station Manager] Chuck DuCoty. The challenge is to build on the tradition of excellence these stations have established."

Prior to his six months with the now-defunct Americom Radio Brokers, Kiernan spent three and a half years as VP/GM of all-News WCBS (AM). He'd previously served five years as VP/GM of CBS Radio Reps following a variety of sales and sales management posts at CBS.

## KRMX Firms Management

Rich Now PD;  
Hardin GSM



Bobby Rich

Former KMG/Seattle VP/GM/morning man Bobby Rich has returned to San Diego as PD/morning man at rechristened KRMX ("The Right Mix," formerly KKY). PD Robert John and the morning team of Stevens & Grudic exited some weeks ago. Also, WSM/Indianapolis GSM Terry Hardin will succeed Jim McCarthy as GSM, beginning Monday (2/11).

New VP/GM Robert Visotcky told R&R, "The chemistry with Bobby was instantly great. The entire staff is pumped. Everyone

KRMX/See Page 28

## R&R Observes Presidents' Day

In observance of Presidents' Day, R&R's offices in L.A., Washington, and Nashville will be closed Monday (2/18).

## White Jams To XHTZ As PD

Dance CHR XHTZ (Jammin' 290)/San Diego has appointed former KSFM (FM102)/Sacramento PD Brian White to a similar position, effective immediately. He replaces Rick Thomas, who was named PD at KOY-FM/Phoenix just last week.

VP/GM Peter Moore told R&R, "The fun thing is that Brian and I worked together years ago at [crosstown] KCBQ. We both feel that with this team and attitude, we can beat [crosstown CHR KKLQ] Q106. It's an excellent station, but we're going to give it a huge challenge."

White added, "It's great to be back in my hometown, as it's been one of my personal goals to program here. Jammin' 290 has already achieved great momentum and a solid foundation... now to make it a major player." He's previously programmed WBJW/Orlando, KITY/San Antonio, WDRQ/Detroit, and KGGI/Riverside-San Bernardino.

## Tenenbaum Makes Impact As Sr. VP



Bruce Tenenbaum

Bruce Tenenbaum has joined Impact Records as Sr. VP/Promotion. Impact President Jeff Sydney said, "We're extremely fortunate to have someone of the quality of Bruce Tenenbaum join the Impact staff. He brings a wealth of promotion experience, leadership ability, and expertise."

Before affiliating with Impact, Tenenbaum worked as A&O Records' National Promotion Director for three years. Prior to that he spent ten years with Atlantic Records in the Northeast, handling various promotion responsibilities.

## Perun Caged As WZOU PD



Steve Perun

Ardmore CHR WZOU/Boston has hired WBSB (B104)/Baltimore programmer Steve Perun as its new PD, effective February 11. He replaces Steve Rivers, who recently jumped to program crosstown WXKS-FM (Kiss 108).

WZOU VP/GM Alan Chartrand told R&R, "Steve has an extensive background in mainstream CHR, which is where we want to be. His ear for hit music and passion for radio fit the bill, and I believe he's the guy to continue WZOU's phenomenal growth."

Perun added, "The station is very healthy and has a lot of mo-

PERUN/See Page 29

## WQAL Names Urbach VP/GM

UC WJMO/Cleveland VP/Sales Dave Urbach has crossed the street to replace Mark Biviano as VP/GM at Win Communications AC WQAL.

Win President/COO George Sossion commented, "We're delighted to have Dave join our growing company and lead WQAL's turnaround. He has years of successful management experience which will serve him well in his new capacity."

Urbach, who was unavailable for comment at press time, previously was VP/GM for WNCC/Cleveland and WGIV & WPEG/Charlotte, GSM at KIOI/San Francisco, and NSM at KIIS/Los Angeles.

## MAGIC'S ACT

KMJM (Magic 108)/St. Louis is on a roll under the direction of PD Chuck Atkins, who says his competitors "can't be blacker than we are."

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# "NIGHT AND D A Y"

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—Dave Robbins WNCI-PD

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—Jeff McCartney WAPF-PD

"If you're looking for adult females, what better artist is there than Bette Midler. We're already getting requests on 'Night And Day!'"  
—Gary Berkowitz, Consultant—Q95

"Another smash from Bette. We're already getting great phones from all demos, especially women."  
—Bill Bailey Z99-PD

Produced by Arif Mardin for Deniz Productions, Inc.  
Associate Producer—Marc Shaiman

# BETTE MIDLER

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## WZEZ Management Shakeup

Edwards Installs Self as GM; Johnson Interim PD

South Central Communications President Steve Edwards has taken on additional duties as GM of the company's AC WZEZ/Nashville, following Glen Powers's departure. Also, morning man Ted Johnson has added interim PD responsibilities in the wake of OM Scott Marshall's exit.

Edwards told R&R, "Glen and I had a disagreement over where the station was headed, so I decided to take over the helm. We're as committed as ever to Soft AC. More than anything, we need to get back to basics and our strategic plan."

Regarding Johnson, he added, "After looking at Ted's long success in the Nashville area, I felt he was the right guy. We'll work together for 90 days and see how it



Steve Edwards

goes." Johnson spent more than ten years as MD/APD/morning man at WSM/Nashville. He joined WZEZ last March when it flipped from B/EZ to AC. He's currently an applicant for a Kentucky drop-in license.



Jesus Garber

## Garber Named VP/R&B At Zoo

Industry vet Jesus Garber has been recruited as VP/R&B Promotion at Zoo Entertainment, where he'll report to Sr. VP/GM George Gerrity.

"We here at Zoo are committed to an artistic vision that crosses all musical boundaries," said Gerrity. "Jesus is a wily veteran and an exceptional strategist whose vision and skill will help us attain these goals."

Garber most recently served as VP/R&B Promo at A&M Records. He previously worked at Motown Records, and was a radio personality at KAGB (now KACE)/Los Angeles.

## Keslo Now Viacom Exec. VP/COO

After ten years at Viacom Broadcasting, Sr. VP/CFO Michael Keslo has been elevated to Exec. VP/COO of the company.

"Mike's new operational responsibilities reflect his significant contributions to the continued growth of the broadcast group, as well as his success in helping us meet the current challenges of today's complex business environment," said Viacom Chairman/CEO Henry Schieff. "With Pat Brady and Bill Figenshu running our TV and radio stations, respectively, Mike's operational and financial expertise will enable Viacom to further consolidate its leadership position in the '90s."

Keslo, who previously served at



Michael Keslo

United Artists Corp., will expand his operational responsibilities for Viacom's broadcast group, which consists of 14 radio and five TV stations.

## THORMAN PD

### KSAQ Fills San Antonio's AOR Void

Inner City Broadcasting CHR KSAQ/San Antonio switched to AOR Monday (2/4), hiring market veteran Bill Thorman as PD to replace VP/Programming and PD Leo Vela. Burkhardt/Douglas & Associates is consulting the new "San Antonio's 96 Rock," but Vela will remain on board for an undetermined length of time as an internal consultant while exploring other opportunities.

KSAQ President/GM Charles C. Andrews told R&R, "Under Leo, we've had great success in CHR. But it was Leo who suggested we take another look at the market's complexion and later recommended we head in an AOR direction — knowing that could well change his status with the company. That's almost unheard of in radio.

"We found AOR to be a viable alternative, since [former AOR] KISS-FM went Gold last July. We

believe there's a massive hole to be filled."

## Sting's Platinum 'Cages'



A&M President Al Cafaro (l) congratulates Sting after presenting the artist with a platinum award for sales of his latest LP ("The Soul Cages"). The label hosted a post-concert party at L.A. nightspot Atlas on Monday (2/4) after the first of Sting's five performances at the Wilbur Theater.

## SBK Gains Grossberndt

Nat'l Dir./AC & Jazz Promo



Jennifer Grossberndt

SBK has tapped Jennifer Grossberndt as National Director/AC & Jazz Promotion. She'd been EMI's National AC Promotion Director for three years and WRAS/Atlanta MD prior to that.

SBK Exec. VP/GM Daniel Glass commented, "AC is ironically the most cutting edge and most expanding format in radio today. I've known Jennifer since her WRAS days and have watched her grow to become the best at AC promotion. We're very lucky to have her."

## SR. DIR./PROMO

### Johnson's Giant Leap



Jean Johnson

Giant has tapped Epic Director/National CHR Promotion Jean Johnson as Sr. Director/Promotion. She'll work with Giant's head of pop promotion, Ray Carlton, at the label's Los Angeles offices.

"Jean was the obvious standout for the position. Her class, reputation, and knowledge of the CHR marketplace will give Giant the racer's edge," said Carlton.

Prior to her most recent position at Epic, Johnson was the label's L.A. Promotion Manager and, before that, PolyGram's National Trade Liaison/Promotion Manager.

## BATTLELINE

It's unique: the only "crossfire" style show on talk radio. Conservative Pat Korten, former Justice Department spokesman and veteran broadcast newsmen. Liberal Barry Lynn, civil liberties lawyer and peace activist. It's fast-paced, informative, and exciting. There's nothing else like it, and no better long-form show to take you through the Persian Gulf War with top newsmakers.

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KLXK-FM/Minneapolis

KISW-FM/Seattle  
WZGC-FM/Atlanta  
WXTB-FM/Tampa  
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KAZY-FM/Denver  
KZAP-FM/Sacramento  
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# NAB Study Says 57 MHz Needed For DAB

Giving every AM and FM station a channel for digital audio broadcasting would require a 57 MHz band, according to an engineering study conducted for the NAB. That's 17 MHz more than the finding in an earlier spectrum study by Strother Communications Inc.

"This study has absolutely no policy recommendations in it at all," said NAB Sr. VP/Science & Technology Michael Rau, who termed it "purely research. We want to be very careful that it's not interpreted as an official recommendation of the NAB." He said copies of the study by Jules Cohen & Associates and Datal Corporation will be given to the FCC staff, but the study may not be officially filed in the Commission's DAB inquiry.

Rau said the NAB is making the study public because it wants to get feedback to continue work on a DAB allocation scheme. "The next step will be a little closer to the mark," he said, cautioning that "it would be a mistake to recommend 57 MHz as the number to push at the FCC." The study concluded, though, that a terrestrial-only DAB system for all current AM and FM licensees would require less spec-



trum than any satellite DAB system yet proposed.

### Three-Class Model

Researchers concluded that it would require an unrealistic 75 MHz to accommodate all existing AM and FM stations in a classless DAB scheme where all stations would have equal coverage areas. They settled instead on a model using three classes, with up to six stations of the same class sharing

each transmitter. Rau said six channels per 1.5 MHz block is the current state of the art for the Eureka 147 DAB system. NAB is seeking to become the U.S. distributor for Eureka (R&R, 2/1).

Under the NAB study model, DAB Class A stations would have a coverage radius of 56 miles; Class B, 37 miles; and Class C, 19 miles. Existing FM Class C, C1, and B stations would receive DAB Class A allocations; FM Class C2, B1, and C3 stations would be allotted DAB Class B assignments; and FM Class A stations would get the DAB Class C slots.

Allocating DAB slots to existing AM stations is far more complex, using a complicated formula based on their daytime coverage pattern and frequency. In short, the higher a station's power and the lower its frequency in the AM band, the more powerful its DAB class assignment.

Although the computer model determined that all existing AM and FM stations could be given DAB assignments within a 57 MHz band, Rau said no effort was made to determine how many additional channels would be created.

# Radio, Record Industries Battle Over Performance Royalties

Charges of greed and manipulation are flying as broadcasters and the recording industry exchanged shots in the latest round of battling over who should receive copyright payments as digital audio broadcasting is implemented.

The NAB is accusing the RIAA of trying to manipulate the U.S. Copyright Office's DAB inquiry to produce a much broader recommendation "favoring a performance right in all sound recordings." Such

a recommendation could include all broadcasts of copyrighted recordings, not just DAB. That, charged the NAB, would be far beyond the scope of the current inquiry and would amount to "a pa-

tent denial of due process" to the broadcast industry.

The NAB said the RIAA's plea for a performance royalty "on behalf of allegedly undercompensated artists and musicians" ignores the "massive free exposure" they already receive from broadcasters. It also said the "monolithic recording companies" are unlikely to pass on the royalties to their artists. "If the RIAA is genuinely concerned about the plight of new and lesser-known artists and studio musicians, it should start by reviewing the fairness and equity of the revenue sharing and other contractual provisions its members foist on these groups," said the NAB.

The RIAA insisted artists and record companies should receive compensation "regardless of any 'exposure' or promotion that broadcasters believe may be afforded by DAB." It also ridiculed claims that paying another fee would be too expensive for broadcasters, saying, "The broadcasting industry continues to be highly profitable and obviously intends to reap further financial rewards from its development and exploitation of digital audio technologies."

In his own filing, KKYY (now KRMX/San Diego VP/GM Robert Visotcky) registered his station's opposition to any performance royalty. "The radio industry is already paying more than \$100 million in copyright royalties to songwriters and publishers of music. We're not getting a free ride!"

## RTNDA's Bartlett Blasts Duggan For Indecency Dissent

RTNDA President Dave Bartlett this week blasted FCC Commissioner Ervin Duggan for opposing a Commission decision to condone a National Public Radio news story that included repeated use of the word "fuck."

"It's our view that no agency of the government — least of all the FCC — should be making editorial decisions," said Bartlett. "The First Amendment gives newspeople, including TV and radio, the right to make editorial decisions. Journalists are responsible only to their viewers, listeners, and readers. I'm surprised Commissioner Duggan can't tell indecency from journalism."

Duggan incurred Bartlett's wrath by criticizing the FCC's ruling that a February 1989 segment of NPR's "All Things Considered" newsmagazine about alleged mobster John Gotti was not indecent even

though the report included the word "fuck" ten times. The Commission based that judgment on its finding that the words were not broadcast in a "gratuitous, pandering, titillating, or patently offensive" manner and were part of what the agency found to be a "bona fide news story."

### Bending Backwards

Although the FCC doesn't recognize a formal exemption to its indecency rules for news material, Chairman Al Sikes has stated he opposes citing "legitimate newscasters" for indecency.

Continued on Page 12



## DC REPORT

PAT CLAWSON

### Bush's New User Fees: Spectrum Tax In Disguise?

President Bush is proposing to bankroll the FCC by more than doubling Commission "user fees." The administration doesn't want to describe the move as a spectrum tax, but the financial effect seems similar: It socks broadcasters right where it hurts — in the wallet — for being licensees.

The federal budget proposal calls for boosting FCC funding 15% in fiscal year 1992 to \$133.43 million. According to the Office of Management and Budget, a significant portion of the funding would come from increasing "existing licensing and service fees from commercial users."

The Commission currently collects \$41 million in fees for services provided to licensees of all types, such as application and license renewal processing fees. But under the administration's plan, another \$65 million to \$71 million on top of that would be generated starting next year for a total of \$106 million to \$112 million in fee income for 1992.

"It's not higher fees, it's a new user fee," FCC staffer Maureen Parefino said. "Annual fees would be billed to all licensees and other users of the Commission's services."

The NAB has a wary eye on the proposal, but it's refraining from saying much. "I don't see it as a disguised spectrum tax. But keep in mind there's a long way between what the administration proposes and what becomes final," a senior NAB official said.

### Radio To Benefit Little From Interest Cut

Federal Reserve Board Chairman Alan Greenspan's recent moves to lower interest rates may pressure some bankers to make loans, but leading broadcast brokers said it'll do little to breathe life into the comatose station trading market.

"Anytime the prime rate comes down, that's good news for broadcasters. I think the guys up to their eyeballs in debt will welcome that, because it'll cut their payments. But nothing major affecting trading will happen until the HLT rules are changed," said Questrom CEO Don Bussett.

Dealmaker Gary Stevens told R&R the interest rate cut was having little impact with New York banks, and he believes many institutions will continue to ignore broadcasting since they have little incentive to invest in the industry under current regulatory rules.

"Instead of taking loans that are nonperforming and reducing them to zero value, the government should allow bankers to classify them at market level. That would make a huge difference," commented Charles Giddens of Media Venture Partners.

### New Thais For UPI?

Sonthi Limthongkul is one of Thailand's largest publishers, and he may become the next owner of UPI's radio networks and wire services. Talks are scheduled in New York this week, and the *Journal Of Commerce* reported he may offer \$100 million for UPI. Sonthi, whose Manager Publishing Group grosses annual revenues of \$400 million, said he and some Hong Kong partners have retained Post Marwick and the Milbank Tweed law firm to explore a buyout.

### In other market action:

- Veteran broadcaster Rick Torcaso said he hasn't owned any part of KEYN & KQAM/Wichita since last March, and an FCC license transfer petition we reported last week that implicates him in a receivership action is incorrect. Torcaso said he has consulted the combo on marketing and programming in cooperation with lender Central Trust Co., but is completely uninvolved with the receivership action.

- Seattle CPA Archie Kowman, a bankruptcy turnaround expert, has taken over as President of Olympia Broadcasting after Grayhound Financial dropped demands for a receiver. Jamie Ireland will remain as Chairman while the company's liquidation progresses.

- WTTB & WGVL/Vero Beach, FL and WORC/Barnstable, MS are in receivership following litigation by the Bank of New England. Former owner Gregory Bone tried to block the move with a Chapter 11 filing, but the bankruptcy petition was dismissed. Receiver William Brandt Jr. of Chicago-based Development Specialists Inc. is shopping the combos.

- Ron White of Odessa, TX is the new court-appointed receiver of KERB-AM & FM/Kermit, TX. The First National Bank of Kermit brought suit after combo owner Marlin Kuykendall's KERB Broadcasting Inc. defaulted on a loan payment.



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## TRANSACTIONS

# Gardiner Reaches Colorado Ski Area FM Summit For \$750,000

Station Trading Action S-l-o-w As Molasses

## Deal Of The Week:

## KSMT/Breckinridge, CO

PRICE: \$750,000

TERMS: Asset sale for \$525,000 cash at closing and balance via a five-year promissory note at 1% above lowest prime interest rate published in the Wall Street Journal on a quarterly basis. At closing, the buyer will pay an additional sum equal to 90% of the face value of the current outstanding accounts receivable.

BUYER: Gardiner Broadcast Partners Ltd., headed by Colorado cable TV broker Clifton Gardiner of Evergreen, CO; Rex Miller of Pueblo, CO; and Patrick O'Keefe of Denver. They recently announced plans to buy KKKM-AM & FM/Mayden, CO for \$275,000 (R&R, 2/1).

SELLER: Summit Broadcasting Inc., headed by Ron Fowler  
FREQUENCY: 102.3 MHz  
POWER: 3kw at minus 230 feet  
FORMAT: AC

## California

## KBLF/Red Bluff

PRICE: \$120,000

TERMS: Asset sale; escrow deposit \$5000 with additional \$20,000 cash due at closing. The buyer will provide a promissory note for \$33,321 at 10% interest over five years and will assume liability for debts totaling \$61,679.

BUYER: KBLF Inc., owned by Seattle-area investors Earnest and Karen Hopseker and Joseph and Susan Fiala

SELLER: KBLF Radio, a proprietorship of Theodore Storck  
FREQUENCY: 1490 kHz

POWER: 1kw

FORMAT: Nostalgia

COMMENT: Storck purchased this station in June 1990 for \$220,000.

## Indiana

## WXSF (FM CPY)Bicknell

PRICE: \$5000

TERMS: Asset sale for cash

BUYER: Media Five Corporation, owned by Keith and Joyce Doades. Keith Doades is GM of WAQV/Vincennes, IN and WRTB/Washington, IN.

SELLER: Robert Mason of Northbrook, IL. Mason owns interests in several FM CPs, including WRMA/Mt. Morris, IL; WZXT/Farmington, IL; WHOX/Charlestown, IN; KHIG/Mamou, LA; and KQZH/Nyasa, OR.  
FREQUENCY: 105.7 MHz  
POWER: 3kw at 300 feet

## WKJM/Monticello

PRICE: \$525,000

TERMS: Asset sale for cash

BUYER: BOMAR Broadcasting Co., owned by Anthony Bove, Frank Bove, James Marcuccilli, Thomas Marcuccilli, George Madden Jr., and William Morrison. The Boves and Marcuccillis own WGOM & WMR/Indianapolis, IN and WMJC/Bremen, IN.

SELLER: WKJM Inc. and Nu-View Associates Inc., owned by Roger Bauer,

## TRANSACTIONS AT A GLANCE

## 1991 Deals To Date:

\$46,004,494

(Last Year: \$104,535,901)

Total Stations Traded This Year: . . . . . 70

(Last Year: 103)

This Week's Action: . . . . . \$2,590,000

(Last Year: \$29,444,224)

Total Stations Traded This Week: . . . . . 13

(Last Year: 76)

## Deal Of The Week:

● KSMT/Breckinridge, CO \$750,000

- KBLF/Red Bluff, CA \$120,000
- WXSF (FM CPY)Bicknell, IN \$5000
- WKJM/Monticello, IN \$525,000
- WMDC-FM/Hazlehurst, MS \$170,000
- KIKC-AM & FM/Forsyth, MT No cash consideration for 54.3%
- WGHF/Farmville, NC \$325,000
- WFSM/Tazewell, TN \$40,000
- WCVN/Middlebury, VT \$575,000
- WAMM/Woodstock, VA \$50,000
- WCCN-AM & FM/Nellisville, WI No cash consideration

Edward Mugg, Essie Nussbaum, Kent Nussbaum, Jeffrey Pence, Robert Rohman, Robert Trutt, John Umbeck, and James Young  
FREQUENCY: 95.3 MHz  
POWER: 2.45kw at 520 feet  
FORMAT: AC  
BROKER: Thoben-Van Huss Inc.  
COMMENT: This station was sold for \$650,000 in January 1990.

of WCSP/Crystal Springs, MS.  
SELLER: Copleh County Broadcasting Co., a partnership of Louis Alford, Marilyn Brady, and Albert Mac Smith. They also own WMDC (AM) Hazlehurst, MS and WKPO/Prentiss, MS.  
FREQUENCY: 100.9 MHz  
POWER: 3kw at 285 feet  
FORMAT: B/EZ

## An Emerging Leader in Radio Station Brokerage Reports Its 1990 Transactions:

Florida Radio Network	\$3,000,000
WGAR-AM Cleveland, OH	2,500,000
KQYT-FM Tucson, AZ	3,650,000
WRSC-AM / WQWK-FM State College, PA	6,000,000
KKWM-FM Dallas, TX	15,100,000
<b>TOTAL</b>	<b>\$30,250,000</b>

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# QUESTCOM

Radio Station Brokerage & Financing Services

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## Mississippi

## WMDC-FM/Hazlehurst

PRICE: \$170,000

TERMS: Asset sale for \$20,000 cash at closing and promissory note for \$150,000 over 15 years at 10% interest. The note is payable in 180 equal consecutive monthly payments of \$1612, with the first payment due six months following closing.

BUYER: Copleh County Radio, owned by Joseph Hollingsworth and Wayne Thompson. Hollingsworth owns 51%

## Montana

## KIKC-AM &amp; FM/Forsyth

PRICE: No cash consideration for 54.3%

TERMS: The sellers are swapping their stock in a tax-free transaction for certain assets of the buyer.

BUYER: Peter Kozloski Jr. of Pittsburgh  
SELLER: Thomas Shelburne III and Anne Shelburne are transferring their 54.3% interest in licensee NEPSK Inc.

Continued on Page 12

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delivered.

# AMY GRANT

baby  
baby



On your desk February 13--going for adds Monday the 18th!

Produced by Keith Thomas for Yellow Elephant Music, Inc. Executive Producers: Amy Grant and Mike Blanton. Exclusive Management and Direction: Blanton / Herrell, Inc. "Baby Baby," the first single from the forthcoming album *Heart In Motion* [75021-5321-1/4/2]

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"One of the best records I've heard in two years! We need uptempo pop songs right now. This will be Amy's biggest hit."

**Guy Zapoleon/KHMX MIX 98.5**

"Sounds like Wilson Phillips meets Motown!! Excellent uptempo mainstream CHR track . . . a smash!"

**Stef Rybak/KZZP**

"This Baby is gonna be a hit!"

**Jay Taylor/Q105**

"An uptempo smash from a mass appeal artist with a great image, just what we needed!"

**Dave Robbins/WNCI**

## TRANSACTIONS

Continued from Page 10

**FREQUENCY:** 1250 kHz; 101.3 MHz  
**POWER:** 5kw daytime; 100kw at 1025 feet  
**FORMAT:** Country  
**COMMENT:** WAGM-TV/Presque Isle, ME and several cable TV systems in Maine are also being traded in this transaction. KJCC-AM & FM were purchased for \$250,000 in November 1987.

## North Carolina

WGHB/Farmville

PRICE: \$325,000

**TERMS:** Asset sale; \$10,000 escrow deposit and \$2500 brokerage commission due in cash at closing. Additional \$22,500 cash due at closing, with balance of purchase price due via promissory note.

**BUYER:** Rivercity Radio Inc., owned by Frank Canale of Forked River, NJ  
**SELLER:** Atlantic Coast Communications Inc., headed by J. Thomas Lamprecht. He is an applicant for a new FM at Middletown, MD.

FREQUENCY: 1250 kHz

POWER: 5kw day/2.5kw night

FORMAT: Country/Religious

**BROKER:** Gary Whittle of the Whittle Agency is to receive a \$12,500 commission.

**COMMENT:** This station was sold for \$475,000 in December 1988.

## Tennessee

WFSM/Tazewell

PRICE: \$40,000

TERMS: Stock sale for cash

**BUYER:** The station will be owned by an investment partnership, with 51% owned by the Stair Company Inc., headed by Jim Stair and Bill Waddell; 25% owned by Yokum Oil Company, headed by Robert Berger; and 12% each owned by Tazewell, TN investors Samuel McCollough and Denny Peters. Stair also owns WYSH/Clinton, TN and WLAF/Lafollette, TN.

**SELLER:** Marian McCollough is selling her 100% stock interest in WFSM Inc.

FREQUENCY: 94.1 MHz

POWER: 1.3kw at 492 feet

FORMAT: AC

## Vermont

WCVN/Middlebury

PRICE: \$575,000

**TERMS:** Asset sale for \$100,000 cash and balance via ten-year promissory note at 9.25% interest. The note is payable as follows: \$1000 30 days from closing, \$2000 60 days from closing, \$3000 90 days from closing, and \$3000 per month thereafter for three additional months. Commencing seven months after closing, the buyer will make monthly payments of \$3661; thereafter, monthly payments of \$4350 are required for 96 months.

**BUYER:** Dynamite Radio Inc., owned by Anthony Joseph Nerl, Paul Nerl, and Anthony Abram Nerl of Middlebury, VT

**SELLER:** Straus Communications in The Champlain Valley Inc., headed by R. Peter Straus. He also owns interests in WFAD/Middlebury, VT; WELV & WWWK/Ellenville, NY; and WFTR-AM & FM/Front Royal, VA.

FREQUENCY: 100.9 MHz

POWER: 3kw at 300 feet

FORMAT: This station is dark.

**COMMENT:** This transaction supersedes a recently announced (R&R, 1/18) proposal to sell the station along with its AM sister station for \$150,000.

## Virginia

WAMM/Woodstock

PRICE: \$80,000

**TERMS:** The buyer will pay the seller cash for assets. As part of the transaction, the seller will pay to the buyer any balance outstanding on two 1984 promissory notes in the original amount of \$415,000.

**BUYER:** Dean O'Connell Inc., owned by Robert Dean of Harrisonburg, VA and Kenneth Dean of McGaheysville, VA. The Deans own WHBQ/Harrisonburg, VA and are in the process of selling WRDJ/Bridgewater, VA.

**SELLER:** WAMM Of Shenandoah County, owned by William Holtzman and Franklin Funkhouser

FREQUENCY: 1230 kHz

POWER: 1kw day/936 watts night

FORMAT: CHR

**BUYER:** J. Kevin Grap and Margaret Grap of Neilsville, WI. They currently own 49% of the company.

**SELLER:** Wayne Grap is selling his 51% stake in Central Wisconsin Broadcasting Inc.

FREQUENCY: 1370 kHz; 107.5 MHz

POWER: 5kw daytime; 100kw at 195 feet

FORMAT: Country

## Wisconsin

WCCN-AM &amp; FM/Neilsville

PRICE: No cash consideration

**TERMS:** Stock transfer for no consideration as a gift.

## Radio Revenues Rise 5.2% In '90

The RAB says radio revenues rose 5.2% in 1990, despite a disappointing December showing. National radio advertising gained 6.3% for the year, while local sales rose 4.9%.

"Radio has continued to grow during a year which has left many wondering about the future of other broadcast and print media," said RAB President/CEO Warren Potash. He recently announced a new RAB marketing plan to foster that growth by targeting heavy newspaper advertisers, particularly auto dealers.

Radio revenue growth last year would have been even greater, except for the weak December figures. RAB's calculations showed December national sales down 6.8%, while local revenues managed

a modest gain of 0.6% over December '89. Overall, December '90 revenues fell 1.2% from a year earlier. The Western and Eastern regions posted the strongest revenue gains, while the Southeast saw revenues almost flat with the previous year.

RAB says radio claimed \$8.8 billion in advertising revenues for all of 1990. Local sales accounted for \$6.8 billion, while national spot revenues totaled \$1.6 billion and network radio sales claimed \$440 million.

# GIVE YOUR LISTENERS THE DREAM!



## An All-American Treat!

Send your listeners on the ultimate baseball fantasy! They'll visit Spring Training with their favorite team, and then see the baseball field where the MCA movie "Field Of Dreams" was filmed. Top it off with a few special surprises, and your listeners will have lived the dream that's as immortal as the crack of the bat.

They'll receive:

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- An overnight visit to the "Field Of Dreams"
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- All transportation

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## RTNDA's Bartlett Blasts Duggan For Indecency Dissent

Continued from Page 8

In his dissent, Duggan charged the Commission with bending over backwards to suddenly ignore the "seven dirty words" and the broader "patently offensive sexual and excretory references" standards for indecency simply because the broadcast in question was a newscast and a product of NPR. By allowing the repeated use of "the dirtiest of the seven dirty words" in a news story, Duggan said, the FCC may have set a precedent that would "unwittingly encourage a

plethora of 'newscasts' that purvey patently objectionable material under the cover of journalistic legitimacy."

However, Duggan apparently isn't opposed to creating a limited news exemption to the indecency rules. In his dissent, the Democratic commissioner acknowledged the importance of context in determining what's indecent and conceded it's possible that a single use of the word "fuck" was needed to help paint a portrait of God. It was the deliberate and repeated use of the word that made the NPR broadcast indecent in his mind, he said.



James A. Gammon, President

## COMPETENCE AND INTEGRITY

Identifying the Objective

Negotiating the Transaction

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# RICK DEES

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Rick Dees Weekly Top 40, contact  
Karen Akerstrom or Dennis Clark at **CD Media** (800) 626-7005

# MANAGEMENT

## Latest RAB Sales Survey Results

The RAB recently released the results of its latest radio sales survey. Here are the highlights:

### Staff & Income Profile

• More than a quarter (27%) of today's radio sales managers and nearly half (48%) of radio salespeople are women.

• Top salespersons in markets 1-99 earn an average of \$70,000 per year. (The national average across all market sizes is \$56,000 for top salespersons; \$32,000 for average salespersons; and \$20,000 for bottom salespersons.)

• General sales managers earn an average of \$65,000 per year (\$83,000 per year in markets 1-99).

### Compensation: Most Vs. Best

• 81% of the respondents in markets 1-99 and 61% of those in markets 100+ are compensated on a straight commission or a draw guarantee vs. commission system.

• However, the survey found that the most effective system was a salary-plus-commission-plus-pool-plus-bonus combination (with salary and commission paid monthly, pool paid quarterly, and bonus paid on achievement of yearly/biannual individual or organizational billing objectives).

### Additional Findings

The survey also examined the following sales areas:

• **Turnover.** Radio sales staff turnover averaged 37% during the last year. This figure rises to 43% in markets 100+.

• **Lists.** Nearly three-quarters (74%) of the respondents said their sales managers carried lists.

• **Sales contests.** An overwhelming majority (79%) of stations report using sales contests. Average number of sales contests per year: three.

• **Weekly sales meetings.** Stations of all sizes average about two meetings per week.

### Decisionmaking: The Three C's

How many decisions do you make each day? However major or minor, sometimes these decisions don't come easily.

According to Ann Arbor-based General Systems Consulting Group President Dr. Frank Petrock, there are three basic ways (the three C's) to make a decision, and knowing which to implement when is an important decision in itself. Here are some guidelines.

• **Command:** Best when pressed for time — when motivating people to move is more important than having the perfect plan. Use when you know the issue isn't earth-shaking, or when you're sure that you can make the right choice and you can count on people to follow your lead.

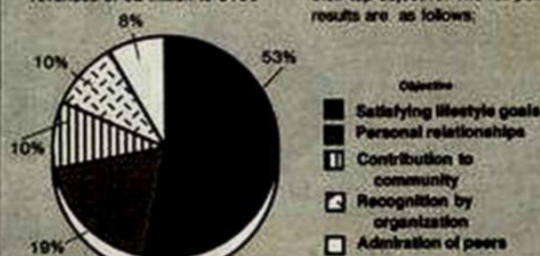
• **Consultation:** Best when the quality of the decision is the most important factor. Use when you want to have more information and you know others will cooperate.

• **Consensus:** Best when the quality of the decision is important, but you don't know if other people will cooperate. Use when you need to get people on board by getting them involved in the decision-making process.

## How Business Owners Measure Success

What does prosperity mean to owners of private middle-market businesses (those with revenues of \$2 million to \$100

million)? When asked how they measure success in their careers, more than half said achieving lifestyle goals was their top objective. The full poll results are as follows:



Source: BDO Seaman, NYC

## DATELINE

• **February 7-9** — Chris Beck Major Account Sales & Development Seminar. Hyatt Orlando, FL.

• **February 10-15** — NAB 26th Annual Management Development Seminar for Broadcast Engineers. University of Notre Dame, South Bend, IN.

• **February 10-13** — Broadcast Cable Credit Association's 25th Credit & Collection Seminar. Loews Summit Hotel, New York City.

• **February 11-12** — NAB's Radio Group Head Fly-In. NAB headquarters, Washington, DC.

• **February 14-16** — Gavin Seminar 1991. St. Francis Hotel, San Francisco.

• **February 15-17** — Southeast Music Conference. Holiday Inn Ashley Plaza, Tampa.

• **February 20** — 33rd Annual Grammy Awards. Radio City Music Hall, New York City.

• **February 27-March 2** — Chris Beck Major Account Sales & Development Seminar. Sheraton Fisherman's Wharf, San Francisco.

• **March 1-3** — 1991 IBS National Convention. New York Penta Hotel, New York City.

• **March 6-9** — Country Radio Seminar. Opryland Hotel, Nashville.

• **March 14** — AWRP National Commendation Awards Program ceremony. Waldorf-Astoria Hotel, New York City.

• **March 20-24** — South By Southwest music and media conference. Hyatt Regency, Austin, TX.

• **March 22** — BPME Profitable Promotions Seminar. O'Hare Marriott, Chicago.

• **March 22-25** — 1991 NARM Convention. San Francisco Hilton.

• **March 25** — 63rd Annual Academy Awards. Shrine Auditorium, Los Angeles.

• **April 7-11** — National Christian Radio Seminar's 1991 Convention. Stouffer Convention Center, Nashville.

• **April 10** — RadioBest Awards. Minneapolis Convention Center.

• **April 15-18** — NAB 1991 Convention. Las Vegas Convention Center.

• **April 21-24** — Broadcast Financial Management Association. Century Plaza Hotel, Los Angeles.

## Sinatra Serves Up Saucy Radio Promo Opportunity

Frank Sinatra is enlisting radio's help to promote his "Suga Da Tavola" (sauce of the table) line of pasta sauces.

The Chairman Of The Board will provide interested stations with free jars of sauce, customized cloth aprons and napkins, free-jar coupons, etc. to help spread the word about the product's availability. The promotional possibilities are limited only by your station's collective imagination.

Suga Da Tavola comes in three flavors (tomato basil with parmesan, Milano-style marinara, and marinara with mushrooms) and is available in most of the nation's supermarkets. It'll be available in all areas by year's end.

To find out how your station can get involved, call Los Angeles-based Scoop Marketing at (213) 381-2277. Tell 'em Ol' Blue Eyes sent you . . .



Frank Sinatra — a pastafarian?

## Radio station prize closet yields long-lost treasure!!

### Listener involvement & loyalty cited!

USA 1991 - Startling revelation is reported to increase revenues and ratings while building station's image!

Radio stations in all size markets are discovering a treasure chest of opportunity concealed in their prize closets, storerooms and doghouses.

One GM even reported finding thousands (each of which is invaluable) hidden underneath his program director's desk!

These precious items appear to be unimportant slips of

paper, stored by the hundreds, in out-of-the-way places. In reality, they can be an important key to your success.

What are these rare gems? Names, addresses, phone numbers, birthdates!

Your listener's names, addresses, phone numbers and birthdates hidden away in the nooks and crannies of the station can boost your ratings!

The new-found treasure is called **Database Management**.

Star Data's Richard Coman offers a free consultation at 1-800-835-6278.

Richard Coman asks five important questions:

1. Do you have boxes of past contest entry forms you haven't done anything with?
2. Do you keep track of the names, addresses, phone numbers and birthdates of everyone who calls your station?
3. Do you send birthday cards to your listeners?
4. Do you correspond and increase your database on a consistent level?
5. Do you clean and update your database on a regular basis?

### JUST PENNIES A DAY!

Coman insists if you answered "no" to any of these questions, you're missing a golden opportunity to efficiently increase your listener base.

If you answered "yes", but are paying too much or working "in-house", call Richard Coman for a free consultation from Star Data:

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# THE BEST RADIO NEWS COVERAGE OF THE WAR, JUST ASK OUR AFFILIATES.

"NBC's coverage has been exceptional!! NBC has been right on top of all breaking war stories without missing a beat. Many thanks for making Joe Walsh and Steve Futterman, your reporters in Dhahran, Saudi Arabia, available each morning for a de-briefing on our talk show." Joe Morgan, WHDH/Boston, MA

"While CBS Radio carried a simulcast of their television coverage, dominated by repeated video references, NBC provided an accurate exclusive report in a fast breaking and professional manner." Patricia McNulty, WDSM/Duluth, MN

"Mutual's efforts have kept us far ahead of the competition. Here in Columbus, we have a competitor which uses the term 'where news always comes first.' This afternoon while they were playing music, we were telling our listeners that sirens were sounding in Israel. It's the efforts of your staff which are allowing us to look absolutely great in our market." Jim Leckrone, WMNI/Columbus, OH

"We are pleased that NBC Network did provide radio coverage versus the other networks' decisions to simulcast their television coverage." James P. White, WOOD AM&FM/Grand Rapids, MI

"Your correspondents in the Persian Gulf have given our NBC Radio affiliated stations a leg up on the competition. In fact we're affiliating another of our stations with NBC Radio next month." Paul C. Hedberg, Hedberg Broadcasting

"As a music station, The Source has provided us with the opportunity to deliver concise, timely capsules of information without sacrificing our format." Jim Hardy, KOME FM/San Francisco, CA

"While the other networks simulcast television audio, Mutual offered comprehensive and timely radio-oriented content. Clearly Mutual provided superior network radio service." Jim du Bois, WDGJ/St. Paul, MN

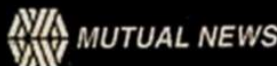
"Congratulations on NBC's outstanding job covering the Persian Gulf War." Chip Binder, WHK/Cleveland, OH

"NBC's coverage of the war has been OUTSTANDING! Also helped us beat our competition." Dan Patrick, KSEV/Houston, TX

"My compliments and thanks Mutual, on your outstanding coverage of Operation Desert Storm." Larry Rhoten, WGTJ/York, PA & WGET/Gettysburg, PA

"We've been carrying Gulf War updates 24 hours a day. Lots of approving listener calls." Art Ferraro, KRRI FM/Las Vegas, NV

**WESTWOOD ONE RADIO NETWORKS**



# J

**UNPRECEDENTED 8TH  
ONE WEEK BREAKER!!!**

# JANET JACKSON

**#1 Most Added 172/122  
Debut 37**

Produced by Jimmy Jam & Terry Lewis  
for Flyte Tyme Productions  
Co-Producer: Janet Jackson  
Executive Producer: John McClain  
HK Management:  
Howard Kaufman and Trudy Green

## “STATE OF THE WORLD”

**ALBUM: RHYTHM NATION**

**CHR 17 - 11**

**AC 7 - 5**

**WBLI 18-9**

**WAVA 11-8**

**Y95 25-15**

**Y100 22-13**

**B96 9-4**

**Q102 18-10**

**WNCI 6-4**

**WDFX 14-9**

**PIRATE 18-12**

**X100 13-8**

# STYX

Produced by Dennis DeYoung  
Management:  
Ron Weisner Entertainment

## “SHOW ME THE WAY”

**ALBUM: EDGE OF THE CENTURY**

**CHR 20 - 14**

**AOR Tracks 1**

**AOR Albums 1**

**AC 22 - 20**

**NAC Breaker 19**

**WPLJ 31-22**

**Z100 22-16**

**PWR99 26-23**

**KEGL 23-18**

**Y100 13-11**

**WNCI 16-12**

**KIIS 30-26**

**KKRZ 13-11**

**KISN 14-11**

**X100 21-10**

# STING

Produced by Hugh Padgham & Sting

## “ALL THIS TIME”

**ALBUM: THE SOUL CAGES**





# SALES & MARKETING

## Creating The Ideal Office Environment

One factor directly under a manager's control is a station's business environment — and this culture is what sets apart stations that excel (or at least come close to hitting budget) from those that fall apart during a crisis.

My last column included a test that was intended to give you some insight on your station's culture. If you scored low, read on for ways to solve some of the problems of a negative office environment as well as some suggestions on how to improve yours. Even if you scored high, the following tips should be helpful.

During these tough times, even stations with good ratings will have more difficulty getting on buys. Some won't be bought because of crashed market efficiencies; others may set rate precedents that advertisers can't live with.

Now, more than ever, is the time to excel in your management career. But in order for you to be a superstar, your people must strive as well. Your staff is the most important asset to you and your station — they'll ultimately determine your success (or failure).

Every manager should have three "people" objectives:

- To attract top performers when you have an opening.
- To retain your people when you're raided.
- To keep your staff's performance at a consistently high standard.

These objectives are easily met — if your station has a productive culture. Although this may sound relatively easy, it's probably the most challenging aspect of your job. For when times are tough, even the best culture can be easily destroyed.

**"When times are tough, even the best culture can be easily destroyed."**

### Focus On Skills

Each of us has sales skills we've adapted to fit our selling style. As our work environment changes, however, so does the need to re-evaluate these skills. Some that may have worked well in the past may no longer be effective. Dump them and experiment with new techniques.

Naturally, salespeople with the best skills and work habits will come out ahead during periods of double-digit (or high single-digit) growth, when radio is relatively easy to sell, and when there are few new competitive factors. The true test comes during slow times — like now.

The lesson here is that sales has never been more of a "skills" business. Always try to keep in mind ways to consistently improve your skills as well as those of your staff.

Positive reinforcement and encouragement is essential to cultivating a positive environment. It's also critical to sufficiently compensate your people — or, if you're really financially strapped, to at least give them some hope for an increase in the near future.

### Avoid Mixed Signals

Many managers tend to send mixed messages in times of turmoil. For exam-

ple, one week the emphasis may be on one thing, and the next week it's on something completely different. This type of behavior sends another message to the staff: Management is in a state of panic.

Trying to adapt to an ever-changing situation only creates confusion. Everyone needs a straight path on which to walk (or, more appropriately, run). Strive to make your instructions clear and consistent, and make sure they're understood. Failure to do so usually results in the loss of top performers.

Be especially careful when doling out packages. In a culture of panic, managers often keep throwing package after package to the staff to sell. I like to think of this as the SCUD missile approach to management: Their missiles aren't very accurate and will probably be shot down, but they'll fire them anyway and hope for the best.

### Let Your Staff Sell

Placing less of an emphasis on your staff's reporting and paperwork allows them to concentrate more on proactive items that will make more money. In many cultures, a state of disarray means an increase in paperwork. This only ties up the salespeople, who should be selling.

As for meetings, those that focus on specific negative work habits are one thing — but a constant flow of negative or unnecessary meetings greatly contributes to poor performance. It's an interesting human psychological phenomenon that whenever you need peak performances from people, a large number of them will undermine what-

## Seven Steps To A More Productive Sales Culture

Following are some tips for creating the best office environment possible:

- **Focus on the individual.** Avoid negative group meetings, especially when only a small percentage of your staff is concerned. If you must address a negative topic, meet only with those directly involved.
- **Focus on the small picture.** Concentrate on a series of small components (skills) that will enhance the big picture. These seemingly little items — which can be easily reviewed or altered — are instrumental in changing the overall picture.
- **Implement a consistent plan.** Devise a plan your staff can easily understand and adhere to. Avoid changing directions and sending mixed messages.
- **Encourage your staff.** Rather than criticize their performance, praise the usage, execution, and skills that epitomize the standards you want to set for your salespeople.
- **Manage your manager.** This process includes constant (and honest) information dissemination on the state of the station. GMs don't like surprises — share your plans and get them involved on the street level.
- **Avoid the "fairy dust" syndrome.** When training your staff, don't assume: A) everyone's at the same level, B) everyone absorbs everything the first time it's introduced, or C), like fairy dust, any one item will create a longterm change.
- **Don't worship the big deal.** A consistent string of smaller incremental orders is what's important — not a single large one.

ever motivation exits with a constant string of negative messages.

Remember: Your people need personal attention, guidance, and encouragement as they feel their way through the new decade. Don't ignore their pleas for help — offer them an environment in which they can grow. I guarantee you'll be pleasantly surprised.

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

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## VIDEO

## NEW THIS WEEK

● MICHAEL JORDAN'S  
PLAYGROUND  
(CBS/Fox Video)

The NBA superstar makes his song and dance debut in this sports mini-movie, which evolves into the music video "Anything's Possible." Also performing: Lisa Lisa & Full Force and Cheryl "Pepsi" Riley.

● JOHNNY MATHIS:  
CHANCES ARE  
(SMV Enterprises)

Twenty songs, 90 minutes. Concert video taped last summer at Nashville's Grand Ole Opry featuring a 48-piece orchestra, a choir, and special guests Patli Austin and Larry Gatlin & The Gatlin Brothers.

● DUKE ELLINGTON:  
MEMORIES OF DUKE  
(A\*Vision Entertainment)

Twelve songs, 85 minutes. Tribute to the now late jazz great shot in 1968 featuring concert footage, interviews, and early performances.

● FLATLINERS  
(RCA/Columbia Pictures  
Home Video)

Afterlife-and-death drama starring Julia Roberts, Kiefer Sutherland, Kevin Bacon, William Baldwin, and Oliver Platt. Listen for the single "Party Town" by Dave Stewart & The Spiritual Cowboys.



HERE COMES MR. JORDAN — Pictured proving "Anything's Possible" are (l-r) Lisa Lisa & Full Force, Chicago Bulls star Michael Jordan, and Cheryl "Pepsi" Riley.

● L.L. COOL J:  
FUTURE OF THE FUNK  
(SMV Enterprises)

Ten songs, 60 minutes. Clip compilation interspersed with interviews.

● ALEXANDER O'NEAL:  
LIVE IN LONDON  
(SMV Enterprises)

Nine songs, 95 minutes. Concert video taped last year at London's Wembley Arena.

● SNAP: WORLD POWER  
— THE VIDEO  
(6 West Home Video)

Forty-minute clip compilation/concert video featuring six clips (three never before seen in the U.S.) plus performance footage — 13 cuts in all.

● RUSH WEEK  
(RCA/Columbia Pictures  
Home Video)

Gregg Allman co-stars in this suspense thriller set at a California college.

● DEAD KENNEDYS LIVE  
(Rhino Home Video)

Fourteen songs, 65 minutes. Concert video filmed in San Francisco in 1984.

● BELINDA CARLISLE:  
RUNAWAY LIVE  
(MCA/Universal  
Home Video)

Seventeen songs, 80 minutes. Concert video.

Michael Jackson  
Inks Movie Deal

Columbia Pictures recently announced Michael Jackson will star in an as-yet-untitled film for the studio. The project — expected to include music, dancing, and action — will be produced by Anton Furst. Caroline Thompson and Larry Wilson are scripting. A release date has not been set.

## FILMS

WEEKEND BOX OFFICE  
FEBRUARY 1-3

1 Home Alone (Fox)	\$8.21
2 Dances With Wolves (Orion)	\$4.78
3 White Fang (Buena Vista)	\$4.74
4 Awakenings (Columbia)	\$4.47
5 Once Around (Universal)	\$4.13
6 Green Card (Buena Vista)	\$4.05
7 Kindergarten Cop (Universal)	\$3.88
8 Popcorn (Studio Three)*	\$2.56
9 The Grifters (Miramax)	\$2.48
10 Hamlet (Warner Bros.)	\$2.34

All figures in millions

\*First week in release

Source: Exhibitor Relations Co.

## COMING ATTRACTIONS:

This week's openers include "Sleeping With The Enemy," starring Julia Roberts as an abused wife who escapes from her husband until... The thriller's forthcoming Columbia soundtrack spotlights Van Morrison's '87 smash "Brown Eyed Girl" (featured prominently in the movie) as well as a Jerry Goldsmith score.

Also opening this week: "L.A. Story," starring Steve Martin and his real-life wife, Victoria Tennant. Look sharp for Cold Chillin'/Reprise rapper M.C. Shan, who plays a waiter in the romantic comedy.

## 'ZINE SCENE

Yuppie Flu Kills  
Cher's Sex Life!

A case of Yuppie Flu — an incurable disease that "turns the joy of lovemaking into a painful ordeal" — has forced Cher to give up sex! "She's put men on hold for now. It's simply too exhausting," says a pal in this week's Star.

The unlovable disease (aka chronic fatigue syndrome or Epstein-Barr) leaves victims feeling overwhelmingly fatigued and suffering from sore throats, swollen lymph nodes, fevers, sweats, and pains in the muscles and joints. Gee, and here we thought those were just the common ordinary symptoms of L-U-V....

## Stall Tales

Tipped off by the complaints of a "shocked customer," the manager of a swanky Hollywood restaurant bolted into the men's room where he found the aptly named Randy Jackson and a female companion locked in one of the stalls! After much coaxing, Jackson emerged and said, "Oh, hi. You know my wife, Eliza, don't you?"

According to the National Enquirer, Eliza offered her hand for the manager to kiss or shake. He chose the latter....

Meanwhile, rock's reigning wild man David Lee Roth was recently ambushed in the men's room of an upscale New York eatery. The Globe says diners giggled at Roth's cries for help, then roared with applause when he emerged — thoroughly bedraggled — an hour later!

## Freak Show

The current Weekly World News carries a story (and picture!) about a musically inclined family who have six fingers on each hand and seven toes on each foot! "When I strum popular tunes on the guitar it sounds like a duet," claims son Lorenzo Guameri.

Not to be outdone, the Sun says that when rockin' Roy Menzel puts a condom to his lips and blows, the



RUSH JOB — WABC/NY-based syndicated mouth almighty Rush Limbaugh does much to cement his reputation as an arch conservative in the current Entertainment Weekly. Described as "a cross between George Bush with a sense of humor and Jackie Mason with a right-wing political agenda," Limbaugh pops off about environmentalists, the homeless, gays, and the women's movement. For example, in reference to the last subject, he says, "I love [it] — especially when walking behind it."

result sounds just like late jazz trumpeter Harry James! The 80-year-old Aussie says condoms are just as tuneful as balloons, adding somewhat wistfully, "[condoms] used to be better in the good old days when they were made out of old-fashioned rubber."

KIIS/L.A.'s Ellen K.  
In The Thicke Of It

KIIS/L.A. morning newscaster Ellen K. is romantically involved with "Growing Pains" star Alan Thicke. Trouble is, Thicke also is said to be involved with a 21-year-old beauty named Kristy Swanson!

"I'm not aware that he's two-timing me," Ellen tells this week's Globe. "Maybe we'll discuss it over dinner tonight." Don't touch that dial....

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.



# U-RAP IS AIRBORN



**THE FUTURE IS NOW. ARE YOU READY?**

**INFORMATION SOCIETY**

**“how long”**



**The new single from the album Hack**



© 1997 Island Records, Inc.

Production: Fred Maher and Information Society  
Management: East West/Big Communications

## SCREEN SCENE

## Vanessa Williams Lights Up 'Harley Davidson &amp; The Marlboro Man'

Look for Vanessa Williams to perform four songs on-camera in MGM-Pathe's forthcoming "Harley Davidson & The Marlboro Man." Set in 1996, the picture stars Mickey Rourke and Don Johnson as biker dudes who come to the rescue of their favorite watering hole, the Rock 'N' Roll Bar & Grill, when drug dealers threaten to wreak havoc on the establishment.

Williams is cast as the club-owner's daughter, who works as a lounge singer. The Wing/Mercury songstress performs three unreleased tunes ("Work To Do," "Better Part Of Me," and "Save The Best For Last") as well as a cover of Dinah Washington's torchy standard, "What Will I Tell My Heart."

Backing Williams onscreen are real-life musicians Chris Janata, Kipper Jones, Terri Lyne Carrington, and Brian McKnight. Expect at least two of Williams's performances to make it to the film's Wing/Mercury soundtrack.

## Doing It For 'Prophet'

DGC recording artist John Doe stars as a California Department of Water & Power worker who embarks on a journey across the Nevada desert to deliver the ashes of a cremated friend to a proper resting place (a bar his pal considered

"heaven on earth") in Fine Line Features' forthcoming black comedy, "Roadside Prophets."

Beastie Boys member Adam Horowitz joins Doe on the pilgrimage, and together the men encounter a string of eccentric visionaries who are eager to share

## MUSIC &amp; MOVIES

## CURRENT

- **TUNE IN TOMORROW...** (Columbia)  
Featured Artist: Wynnton Marsalis
- **GRAFFITI BRIDGE** (Paisley Park/WB)  
Singles: Round And Round/Tevin Campbell, Melody Cool/Mavis Staples  
Other Featured Artists: Prince, Time
- **ARACHNOPHOBIA** (Hollywood)  
Single: Swear To Your Heart/Russell Hitchcock  
Other Featured Artists: Sara Hickman, Brent Hutchins, Poorboys
- **MARKED FOR DEATH** (Delicious Vinyl/Island)  
Single: Pick Up The Pace (1990)/Young MC  
Other Featured Artists: Tone Loc, Kenyatta, N'Dea Davenport

## UPCOMING

- **NOTHING BUT TROUBLE**  
Single: Same Song/Digital Underground (Tommy Boy)
- **KING RALPH**  
Single: Good Golly Miss Molly/Little Richard (Polydor)
- **QUEENS LOGIC** (Epic)  
Single: Fooled Around And Fell In Love/Henry Lee Summer  
Other Featured Artists: Marvin Gaye, Van Morrison, Mott The Hoople



Vanessa Williams — sings Dinah Washington.

their unconventional philosophies of life. John Casack, David Carradine, erstwhile Harvard professor/LSD guru Timothy Leary, and folk singer Arlo Guthrie co-star.

"Sid & Nancy" co-writer Abbe Wool makes her directorial debut from a self-penned script. The film is scheduled to open in October.

## Sound Decisions

Luke/Atlantic is set to release the soundtrack to "Hangin' With The Homeboys" on April 16. The disc sports 2 Live Crew's version of the title tune as well as 2AWK's "Vacate The Premises," a new remix of Snap's "The Power," Stevie B's "Pretty Girls," a remix of Poison Clan's "Dance All Night," 2 In A Room's "Rock Bottom," the Knowledge's "Didn't Know," Prince & New Power Generation's "Swingin'," the Beat Goes Bang's "Do You Believe," and Billy Box's "What Is Black."

The New Line comedy — also due in April — focuses on a Friday night in the lives of four young men from the Bronx.

## SBK Forms Film Division

SBK Records Group has created a film division, SBK Pictures, and is set to launch the company with an action-adventure flick starring label rapper Vanilla Ice. Other SBK recording artists also are expected to ink deals with the new company, which will likely release projects through Universal. Stay tuned.

## Trailers

• We can tell you more about Aleece Cooper's cameo in the forthcoming "A Nightmare On Elm Street" sequel, " Freddy's Dead: The Final Nightmare." The Epic recording artist is featured in a flashback scene as Freddy Krueger's abusive father....

• Former Casablanca VP/Promo Bobby Applegate's daughter Christina (better known as Kelly Bundy on "Married... With Children") will star in the forthcoming Warner Bros. comedy, "Don't Tell Mom The Babysitter's Dead." The film's due in the summer.

## TELEVISION

TOP TEN SHOWS  
JAN. 28 — FEB. 3

- 1 Movie (Sunday)
- 2 "Sarah, Plain and Tall"
- 3 Cheers
- 4 American Music Awards
- 5 60 Minutes
- 6 A Different World
- 7 Golden Girls
- 8 America's Funniest Home Videos
- 9 Empty Nest
- 10 Family Matters

Source: Nielsen Media Research

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

## Tube Tops

• INXS, George Michael, Guns N' Roses, Billy Idol, New Kids On The Block, Deee-Lite, and others are captured in concert during MTV's exclusive three-hour broadcast of last month's "Rock in Rio II" festival (Saturday, 2/9, 7pm).

## Friday, 2/8

• Ralph Tresvant, "The Arsenio Hall Show" (syndicated; check local listings for station and air time).

• John Mayall, "The Tonight Show Starring Johnny Carson" (NBC, 11:30pm).

• Pointer Sisters, "Into The Night Starring Rick Dees" (ABC, midnight).

## Saturday, 2/9

• Will (Fresh Prince) Smith and Kid 'N Play perform on the "NBA All-Star Stay In School Jam" (NBC & TNT, noon EST/9am PST).

• Alan Jackson and Mark Collie, "Austin City Limits" (PBS; check local listings for air time).

• Pebbles, "Big Break" (syndicated; check local listings).

• INXS, "Saturday Night Live" (NBC, 11:30pm).

## Sunday, 2/10

• B.B. King plays a street musician and Cheech Marin is the voice of Buck (the dog) on "Married... With Children" (Fox, 9pm; postponed from 1/20).

## Monday, 2/11

• Kenny Rogers, "Arsenio Hall."

## Tuesday, 2/12

• Emmylou Harris, "Late Night With David Letterman" (NBC, 12:30am).

• Tracie Spencer, "Johnny Carson."

## Wednesday, 2/13

• Jimmy McGriff, "David Letterman."

• Queen Latifah, MC Lyte, M.C. Trouble, Ms. Melodie, and Harmony, "Arsenio Hall."

• Oleta Adams, "Johnny Carson."

## Thursday, 2/14

• Blues Traveler, "David Letterman."

• Debbie Gibson has a cameo on "Beverly Hills, 90210" (Fox, 9pm).

• Keith Sweat, "Arsenio Hall."

• Boys, "Rick Dees."

(With Apologies to Mr. Shakespeare)

To Be or Not To Be  
At NAB?

That is the Question. Whether 'tis nobler in the mind to suffer the slings and arrows of outdated equipment, ineffective sales and management styles and too little contact with fellow radio operators, or take arms against a sea of competition and by opposing end them?

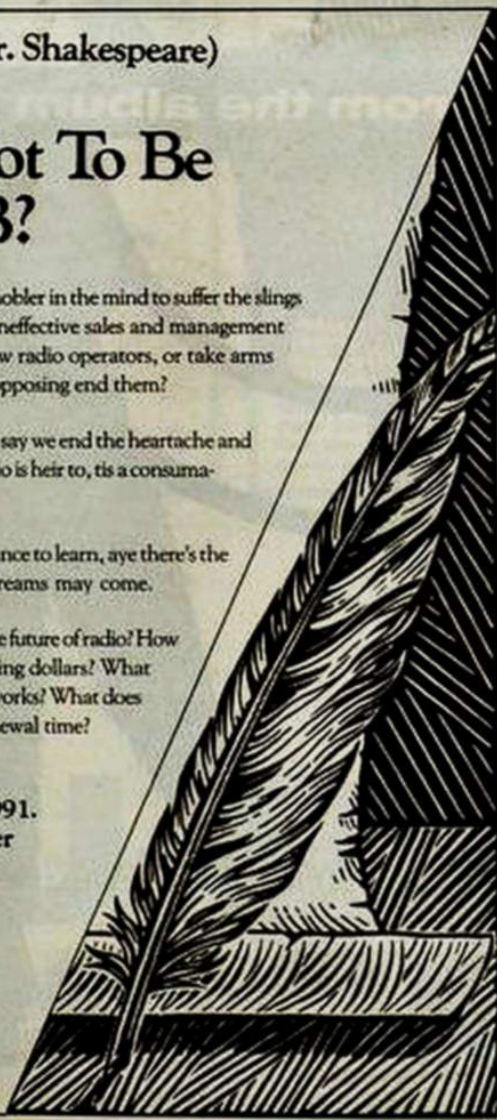
To join, to attend; and by attend to say we end the heartache and the thousand natural shocks that Radio is heir to, 'tis a consummation devoutly to be wish'd.

To join, to attend; to attend, perchance to learn, aye there's the rub. For in that attendance what dreams may come.

What dreams may come? Is DAB the future of radio? How will you compete for scarcer advertising dollars? What political campaign reforms are in the works? What does the FCC expect of you at license renewal time?

Act now To Be at NAB '91 in Las Vegas, April 15-18, 1991. Call (800) 342-2460 to register in advance and save \$50.

**NAB 91**  
LAS VEGAS





The first single from the forthcoming album DOLLARS AND SEX.  
The follow-up to the smash album WILD WILD WEST.

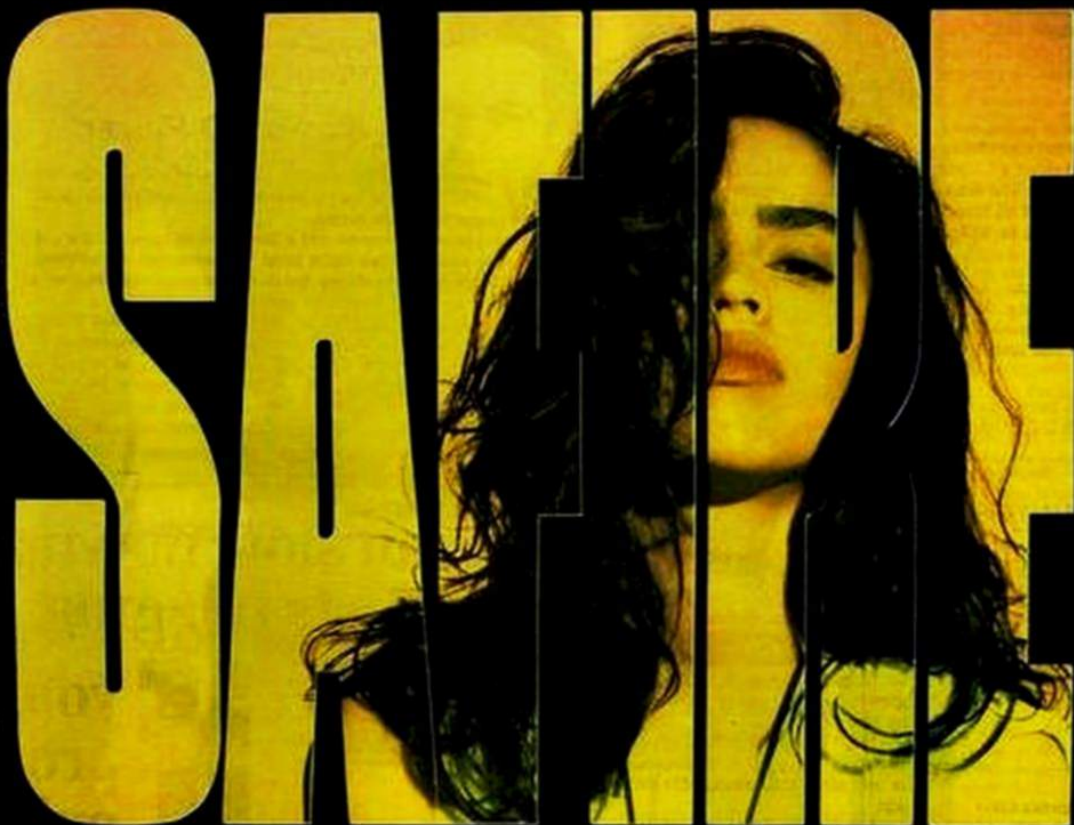


THE ESCAPE CLUB



The sizzling new single  
from the Mercury album  
**I Wasn't Born Yesterday.**

MADE UP MY MIND



Featuring remixes by Dave Morales, Bruce Carbone,  
Mark Liggett & Chris Barbosa  
Written by Ernie Gold  
Produced by Mark Liggett & Chris Barbosa  
Executive Producers: Ed Eckstine, Bruce Carbone,  
Sam Sapp  
Management: Julio Caro

## LIFESTYLES

## Average Household Size Increases

Seven-Year First, But Downtrend Should Continue

After dwindling for seven years, the size of the average American household has rebounded to 2.63 persons. However, analysts predict the overall downtrend will return due to:

- Increases in the number of single-person households. This demo climbed to 23 million during the 1980s — a decade-long increase of 25%.

- Smaller increases in the number of married-person households. This group climbed only 6.5% (to 52 million) during the '80s. The demo now accounts for 56% of all households — down from 61% in '80 and 71% in '70.

- Decreases in family households. This group currently accounts for 71% of all households — down from 74% in 1980 and 81% in 1970.

Incidentally, the increase in the size of the average U.S. household

## Why U.S. Household Size Is Up

Higher birth rates were the main factor behind the modest rise in the size of the average U.S. household. There were more than 4 million births in '89 — and 1990 totals were projected to go even higher.

Other factors contributing to the increase include:

- Economic recession.
- Escalating costs of setting up a household.
- Older teens living at home longer.

resulted in a decrease in the number of new ones. Only 517,000 were formed between March '89 and March '90 — well off the 1.3 million-per-year pace of the 1980s.

Source: 1990 Current Population Survey

## BOOM COUNTIES

## Fastest Growing Job Markets

Among U.S. counties with an employment base of less than 1 million, the following ten are projected to be the fastest growing job markets in the '90s:

1. Gwinnett, GA
2. Arapahoe, CO
3. Cobb, GA
4. Lee, FL
5. Fairfax/Fairfax City/Falls Church, VA
6. Jefferson, CO
7. Palm Beach, FL
8. Johnson, KS
9. Du Page, IL
10. Broward, FL

The above counties are ranked by job market, and represent areas with large percentage gains as well as large absolute employment growth during the 1990s. However, by sheer number:

- More new jobs (674,000) are expected in Orange County, CA than in any other U.S. county this decade.
- Los Angeles County placed second, with 652,000 new jobs projected to open up by 2000.
- Harris County, TX came in third with 452,000 new jobs.

Source: NPA Data Services/Washington, DC

## Jukebox Music

From pizza parlors and bowling alleys to dives 'n' dance halls, there are currently some 230,000 commercial jukeboxes plugged in and playing in America — 190,000 built for vinyl product and 40,000 that play CDs, according to the Chicago-based Amusement & Music Operators Association.

The owners of these music machines purchased an estimated 38 million of the 40 million vinyl singles sold in the U.S. in 1989 (the last year for which figures are available). That's an annual average of 275 singles per jukebox (5.5 per week).

## CDs &amp; Jukes

Perhaps more significantly, jukebox owners also bought 1.5 million CDs in '89 — an



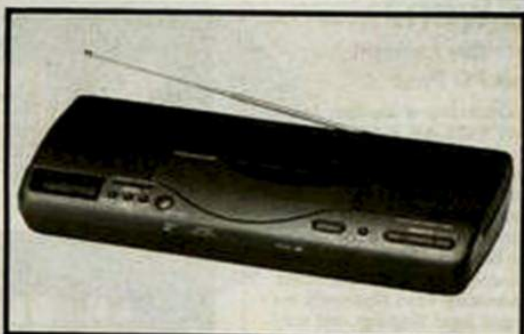
annual average of 50-70 discs per CD jukebox.

Other jukebox statistics:

- Each machine plays an average of 450 songs per week.

- Combined, the nation's jukeboxes play 51 million songs per week.

- An average of 760 people hear — but don't necessarily pay for — songs on a single jukebox on any given week (80 million nationally).



## COMING IN MARCH

## Desktop Radio/CD Player

Whether on the road or in the office, Panasonic's recently unveiled "SL-PH1" AM/FM clock radio/CD player combo can expand your audio options.

Boasting a built-in amplifier and a pair of 3-inch speakers, the unit delivers CD sound via two digital filters with quadruple oversampling. When CDs are not being played, the SL-PH1 automatically becomes a digital quartz tuner with 14 presets (seven for each band).

The unit's alarm function can be set to awaken users to their favorite radio station or CD, or to a standard buzzer. Measuring approximately 17 x 3 x 6 inches and weighing 3 pounds, the SL-PH1 is small enough to fit into a briefcase. List price: \$229. For more info, call the Secaucus, NJ-based company at (201) 348-7000.

## FAST FOOD VS. FULL SERVICE

## Where Are We Eating Out These Days?

On a typical evening, 16% of U.S. adults go out to eat at full-service restaurants, but 14% report having brought takeout food home either that day or evening.

Not surprisingly, Friday and Saturday nights draw 30% of all U.S. adults to full-service restaurants, while 15% eat takeout foods on weekend nights. Full-service also wins on Sundays, when only one in ten eat takeout.

However, because takeout is less expensive and two-income couples find cooking after a long day at work to be a chore, takeout wins on Monday through Wednesday. (Thursdays are a tie.)

On a typical day, 15% of two-income couples bring takeout food home, compared to 10% of other couples.

Source: Roper Organization, NYC

## You can slow down the effects of aging

If you help protect the public's health.

James Dawny  
"The Virginian"

Yes, nowadays society overall is more health conscious, *except* health is treated as a fad rather than as a way of life. Too many people "try" to be physically fit for a short while, resort to all kinds of diet formulas and exercise gimmicks only to fall back into a life of health negligence.

Now, there is a series of television and radio public service spots available that talks sensibly about health—for the young person and the successful ager.

**FREE**  
60-SECOND AND  
30-SECOND SPOTS FOR  
TV AND RADIO



10 American Chiropractic Association  
1701 Clarendon Boulevard  
Arlington, VA 22209-9940

90-4

Please send me copies of "If You Take Care Of Your Health, Your Health Will Take Care Of You" public service spots for:

Television (One 60-sec. & one 30-sec. spot on 3/4" videocassette)

Radio (Six 60-sec. & six 30-sec. taped spots)

I understand the spots will be sent without cost or obligation.

Public Service Director

Station

Street Address

City

State

Zip

Please Send Me Additional Health Campaigns That Are Available



Tammy Kay Kinzer

## Kinzer Named WZRZ VP/GM

Reams Broadcasting VP/Group Sales Tammy Kay Kinzer has been named VP/GM at the company's new Z-Rock affiliate, WZRZ/Cincinnati. The station had been known as WZRQ, but recently surrendered those calls in a celebrated court case (R&R, 2/1).

"Tammy has been associated with Reams for well over a decade and has provided outstanding contributions," enthused Reams Exec. VP/COO Peter Cavanaugh. "She's an exceptionally talented individual with proven leadership and organizational abilities."

Kinzer has also served as GSM at WCWA & WIOT/Toledo and LSM at WZOU/Boston.

## Raines Takes KCFX PD Post

WFYV/Jacksonville PD Beau Raines has been named PD at Hoker Classic Rock KCFX/Kansas City. He succeeds Doug Gondek, who exits after three and a half years.

"The keys to a Classic Rock station's longevity are the enhancements you provide beyond the music itself, and KCFX has many of those elements in place," Raines told R&R. "They're really doing Classic Rock the way it should be done." Raines was named PD at WFYV one year ago. Prior to that he programmed WKRL/Tampa, WLVE/Miami, and KWK/St. Louis.

## Richards Back To WCRJ

### Possible Lawsuit Over PD Post

Under threats of litigation, Jacor-owned WQIK-AM & FM/Jacksonville Production Director John Richards has crossed the street to become PD of Hoker Country rival WCRJ. Richards served in several capacities at WCRJ from 1983-89, when he left for WQIK.

Attorneys for Jacor and Hoker Broadcasting have reportedly exchanged legal language and may be on the brink of a lawsuit over Richards's return to WCRJ. Jacor maintains his contract contained a 90-day noncompete clause, exercisable upon termination by either party.

WCRJ VP/GM Linda Byrd told R&R, "Since Jacor didn't notify John it was picking up his option, the contract expired in December, thus making him a free agent."

Two years ago, the two companies tangled over alleged "dirty tricks" when letters suggesting a format change at WCRJ were sent to staffers of that station, allegedly by upper Jacor management. That imbroglio was settled out of court.

## WXLE Dubs Perkins PD

Former NAC WBBY/Columbus PD Mike Perkins has crossed the street to program Gold WXLE. He succeeds Steve Wilson, who recently exited to program WRFY/Reading, PA.

Perkins told R&R, "We're faced with some heavy hitters in this market. Our most dangerous format competitor is WCOL-FM [formerly CHR WXGT]. In addition to being the Oldies station in town, we have to be the Oldies station with a difference. The music mix and the way our personalities affect the market are crucial."

Prior to his nearly six years at WBBY, Perkins was OM at WCOL (AM)/Columbus and WYDD/Pittsburgh.

## Pollack Meet Brings Out Stars



Programmers and radio luminaries gathered at last week's Pollack Media Radio Convention in L.A., which featured a number of special events. Clockwise from top right, a multimillion-dollar package of air talent: (l-r) Jonathon Brandmeier, Mark Thompson, Jay Thomas, Brian Phelps, and Jeff Pollack; INXS, caught live at an exclusive Whisky A-Go-Go gig; WYNF/Tampa PD Charlie Logan (l) establishing a point with Warrant's Jani Lane; WHJY/Providence's Dennis O'Hearn and PD Bill Weston at Columbia's Malibu Grand Prix racing extravaganza; and Jon Bon Jovi (l) with Pollack Media President Tommy Hedges.

## WGMS Scatters PD Duties

### Kading, Allison Split Station As Co-Programmers

Classical simulcast WGMS-AM & FM/Washington has divided up its programming chores among

two new PDs and a rotating committee of staffers. The move follows the departure last month of PD Paul Teare.

Former Asst. PD Mary Kading is now General PD, responsible for nonmusic aspects of the combo's sound, while former MD Jim Allison has been named Music PD. The three-member programming committee will meet regularly to provide them with input.

Final programming authority, including responsibility for adding features, critiquing talent, and modifying the hourly clock, rests with GM Catherine Meloy. She told R&R WGMS doesn't need one all-powerful PD, because the airstaff programs its own music and has worked together for years.

Prior to joining WGMS in 1984, Kading was a pianist. Allison came to the station 18 months ago after working as a freelance musician and music teacher.

## Mosher GM At KGIL & KMGX

The new GM at Buckley Talk/AC combo KGIL & KMGX/San Fernando (Los Angeles) is overtime KIQQ (K-Lite)/Los Angeles VP/GM Tom Mosher. Coming now from the GM post at CHR WXXL (XL106.7)/Orlando, he's replacing Dick McGeary, who retired in December. Back in Orlando, Taylor Exec. VP Paul Levesque will manage WXXL on a short-term basis.

Buckley Exec. VP Stan Warwick told R&R, "We knew of Tom's abilities from his previous accomplishments in Los Angeles, and I've kept up with him since he left. He's familiar with the market and has a keen understanding of what we're doing."

Mosher added, "I've had a great time, but Los Angeles is my home and it's good to be back. KGIL & KMGX do a fine job of serving the San Fernando Valley, and I'll do everything I can to make them a bigger and better part of the community."

Mosher left KIQQ for WXXL a year ago. He'd previously held VP/GM posts at WSNE/Providence, KVOR & KSPZ/Colorado Springs, and WDRQ/Detroit.



Jodi Williams

## East West Names Williams Nat'l Dir./Mktg. & Promo

Jodi Williams has joined East West Records America as National Director/Marketing & Promotion. The former Warner Bros. Regional Promotion Manager will work with East West America President/CEO Sylvia Rhone and President/COO Vince Faraci, the label's promotion department, and the WEA branches.

Rhone noted, "Jodi's creative approach to promotion, based on her extensive experience and knowledge of the street, gives her an exciting new slant on developing artists and breaking records."

Faraci added, "To maximize the effectiveness of our promotional and marketing campaigns, we're putting a heavy emphasis on inter-departmental coordination. Jodi will be a vital link between promotion and marketing."

Before joining Warner Bros., Williams was a Local Promotion Manager at CBS Records, and ran an independent marketing and promotion company from 1982-87.

## Duncan Now WFMZ GSM

Chuck Duncan, recently a Sr. AE with Katz Radio/Chicago, has joined Classical WFMZ/Milwaukee as GSM. He replaces Christine Casper, who's left to form her own company.

Prior to joining Katz in 1985, Duncan was GSM at KZZP/Phoenix.

Thanx  
**SLY**  
AND THE  
**FAMILY STONE**  
4 The Funk



westwood one presents

# REO

*speedwagon*

SUPERSTAR  
CONCERT  
SERIES



the week of february 25

*Epic*

for more information contact your westwood one representative.  
in los angeles call 213-840-4000. fax 213-204-4375. in canada call 416-597-8529.

BARUCK - CONSOLO  
MANAGEMENT

## Radio

● **LARRY TRIMMER** and **JAMES MACFARLANE** have been upped to Exec. VP and Group VP, respectively, at the Cromwell Group. Trimmer is upped from VP/Marketing, while MacFarlane rises from GM at group-owned WGLO & WVEL/Peoria.

● **D.J. MITSCH** moves to WDCG & WNCN/Raleigh-Durham as GM, coming from the same post at WYMG/Charlotte.

● **STUART NAAR** is named Director/Sales, Marketing & Research, Radio Division for Matrite Communications Group. He will continue as Director/Marketing & Research at WHTZ/New York.



Stuart Naar Bob Cole

● **BOB COLE** takes on GM duties at the KVET Broadcasting Network; he continues as OM at KASE & KVET/Austin.

● **BILL BRADY** has been tapped as PD at WQBR (AM)/Albany. He previously did mornings at WNNZ/Springfield, MA.

● **JAMES PETRIE** is appointed Sales Manager at WEMR & WYMK/Tunkhannock, PA, segueing from WWAU/Scranton, PA.

● **BOB SAUNDERS** arrives at KLFX/Dallas as LSM. He had been AE at crosstown KVIL-AM & FM.

● **NANCY DIETERICH** is elevated from AE to LSM at WBCN/Boston.

## Records



Marilyn Lipsrus David Cohen

● **MARILYN LIPSUS**, Sr. Director/Publisher at RCA Records, adds VP stripes.

● **DAVID COHEN** joins Interscope Records as head of Business Affairs, Finance & Administration. He had been VP/Business Affairs, West Coast at CBS.

● **JOHN BARNES** is tapped as Manager/Sales & Marketing, Atlanta Region at MCA Records. He was previously Manager/Atlanta Region for Narada Records.

● **SHELLEY MAYS** comes to Def American as Director/National Retail Sales & Marketing. She arrives from WEA/San Francisco, where she was In-House Marketing Representative.

● **PAUL HUTCHINSON** is tapped as VP/Finances & Operations at Imago Records. He had been CFO for the Zomba Group.

● **RUTH ROSENBERG** has been upped to Assistant VP at Elektra Entertainment. She was previously Assistant to the Chairman.

● **BONNIE BARRETT**, **GLENN DEVEREY**, and **JOHN PERVOLA** are named Directors/Marketing for the East Coast, West Coast, and Midwest, respectively, at Sony Classical. Barrett moves from Director/Press & Publicity at CBS Masterworks, while Devere and Pervola are upped from Sony Classical's Sales Representative/Seattle and Manager/Marketing, Midwest posts, respectively.

● **ROGER HOLDREDGE** is named GM at Virgin Variations, an offshoot of Virgin Classics focusing on contemporary classical music. In addition, Holdredge will continue to head Virgin Classics. The label can be reached at Virgin's New York office: 30 West 21st St., 11th floor, New York, NY 10010; (212) 463-0980.

● **TRIPLE X RECORDS** has moved to 2020 N. Main St., Suite 240, Los Angeles, CA 90031; (213) 221-2204.

## National Radio

● **JOSEPH HILLENBRAND** is named Sr. VP at American Sportsradio Network. He had been GSM at Raycom Sports Radio Division.

● **CORETTA SCOTT KING**, **JAMES EARL JONES**, and **M.C. HAMMER** are among the guests discussing their experiences as African-Americans in "Living The Dream," ABC Radio Network's 20-part series of 60-second programs celebrating Black History Month; **BOB RIVERS** returns to ABC's Rock Radio Network with "Twisted Tunes," a twice-monthly song parody feature that debuted February 6; (212) 456-5569.

## CHRONICLE

## Born To:

WBZZ/Pittsburgh air talent **Kevin Steel**, wife **WYTT/Pittsburgh** air talent **Kelly Sinclair**, daughter **Chelsea Lee**, December 19.

WQBE/Charleston, WV MD **R.G. Jones**, wife **Julie**, son **Rory Gaynor Jones**, January 22.

Elektra recording artist **Nikki Sixx** (Mötley Crüe), wife **Brandi**, son **Nicholas**, January 25.

MCA Records President **Richard Palmese**, wife **Lana**, daughter **Christina**, January 25.

WFMF/Baton Rouge MD **Hollywood Harrison**, wife **Mona**, daughter **Mary Ulian**, January 29.

Epic VP/Album Promotion **Harvey Leeds**, wife **Nancy**, twin son and daughter, February 4.

## Condolences:

WEA Corp. Communications **Dr. Seymour (Skid) Welles**, 66, January 31.

## Industry

● **JON KONJOYAN**, former Director/National AC Promotion at AAM Records, has founded JK Promotion, an independent AC radio promotion firm. He can be reached at 3406 N. Knoll Dr., Hollywood, CA 90088; (213) 874-7507.

● **DAVID SWIGER** is tapped as VP/Operations for Ameron Special Media Group, a new division of Ameron Broadcasting. Swiger was GSM at WMJJ & WERC/Birmingham.



Jon Konjoyan David Swiger

● **JANE DINSE** has been named Director/Research at Emerald Entertainment and will head its new division, Country Only Research. She was previously Director/Research at Matrite Communications.

● **MARY CLAYTON** has been named President and **JOHN TOBIN** is tapped as VP/Communications of Dees Entertainment, a new umbrella company for Rick Dees's enterprises. Clayton will continue her duties as head of Dees Creations, while Tobin comes aboard from the Director/Promotion post at the Gary Group. The company can be reached at 6255 Sunset Blvd., 11th floor, Los Angeles, CA 90028; (213) 466-8381.

● **MARK LEVITON** has been upped from VP to Sr. VP/A&R and **CARLA PERNA** is promoted from Manager to Director/International A&R at Warner Special Products.

● **ALVIN REUBEN** has been appointed Sr. VP/Sales & Marketing at Sony Music Video. He segues from Vestron Video, where he was Sr. VP/Sales, Marketing & Distribution.

● **GENE TOGNACCI** is tapped as Sales Manager for Moffett Productions, producers of station IDs and commercials. He had been VP of Starstream Communications and its subsidiary, Radio Partners LP.

● **LOU DEBIASE** has been appointed VP/Sales & Operations at Independent National Distributors Inc., a prerecorded music distribution network. He had been Exec. VP at Select Records.

● **WALTER O'BRIEN** is the President of newly formed Pranha Brothers Music, a joint venture with Virgin Music Publishing. The company can be reached at 1133 Broadway, Suite 303, New York, NY 10010; (212) 645-1360.

● **RICK SALVADOR** has joined Hi Impact Marketing as VP/Promotion. He was previously Radio Editor at Friday Morning Quarterback.

● **TERRY HOURIGAN** is named Director of VOA Europe, upped from Deputy Director/Broadcast Operations.

● **BENCHMARK COMPANY** has moved to 1705 S. Capital of Texas Highway, Suite 305, Austin, TX 78746; (512) 327-7010.

● **GAIL ROBERTS PUBLIC RELATIONS** relocates to 3917 Riverside Dr., Suite 9200, Burbank, CA 91505; (213) 934-7765.

—Ann Schleders

## Changes

Vincent Stewart joins WKTK/Gainesville as AE.

John Gazik is named AE at WPHR/Cleveland.

Tim Horner arrives at WGST/Atlanta as AE.

Chris Kamatan joins the Press Network as a Publicist.

## PROS ON THE LOOSE

Bad Brian — Overnights XHTZ/San Diego (619) 425-1627

Steve Crowley — Production Director KBSG/Seattle (206) 285-6531

Chuck David — Overnights/production KJYO/Oklahoma City (405) 557-0143

Bobby Knight — Mornings WXXL/Orlando (407) 834-2064

Dan Mitchinson — Overnights KYYV/San Diego (619) 660-2117

Chris O'Brien — Afternoons WNNK/Cincinnati (513) 398-5370

Steve O'Bryan — Mornings KWFN/Tucson (602) 622-0664

Deve Redemann — Promotion Coordinator WRQX/Washington (703) 698-7614

John Stuart — Mornings WGXC-FM/Mobile (205) 626-8008

Leo Vela — VP/Programming/PD KSAQ/San Antonio (512) 366-3490

## Star-Studded Soiree



Sony VIPs gathered at L.A.'s Spago to celebrate performances by two of their artists — Columbia's Mariah Carey and Epic's Gloria Estefan — at the American Music Awards. On hand for the festivities were (l-r) Columbia President Don Ienner, Carey, Epic President Dave Glew, Estefan, and Sony Music President Tommy Mottola.

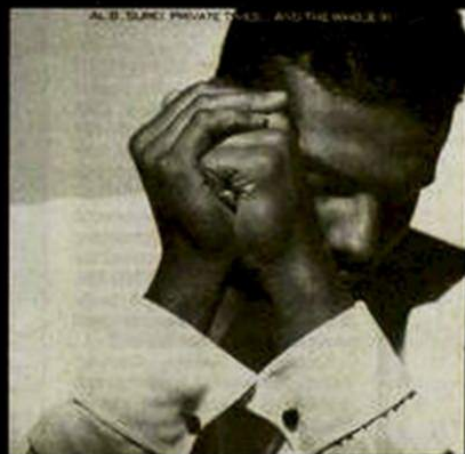
## Ratt Takeover



When Atlantic's NYC offices became infested with Ratt, the label sprayed them with gold plaques for their "Detonator" LP. Pictured at the post fest are (l-r) Atlantic VP Perry Cooper, the band's Warren DeMartini and Robbin Crosby, Atlantic Sr. VP/GM Mark Schulman, and band members Stephen Pearcy, Juan Croucier and Bobby Blotzer.

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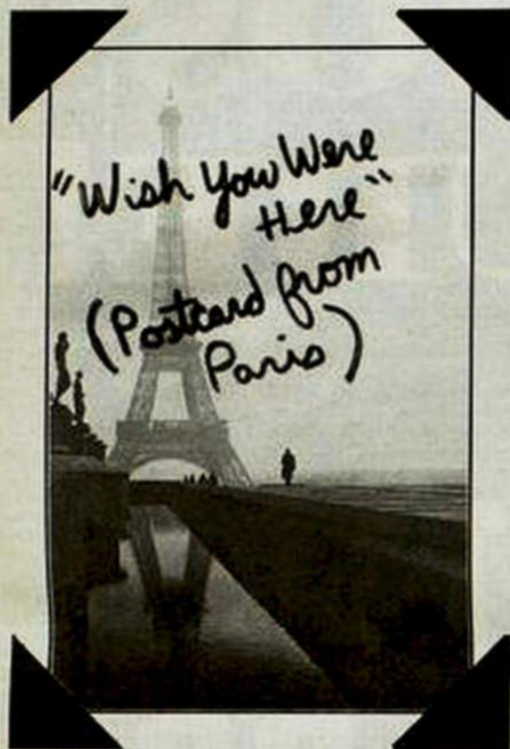
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## KISW Appoints Keithan To GSM Post

KISW/Seattle has promoted John Keithan to GSM. He replaces Spade Cooley, who exits the Nationwide AOR to pursue other interests.

"Winning teams are always led by smart, passionate people," said KISW GM Beau Phillips. "With 13 years in Seattle radio sales, John is widely regarded as one of the market's best." Keithan crossed to KISW last March, having spent the balance of his career at KNBQ and KBSG.

## WOKY & WMIL Tap Bembenek As GSM

WOKY/Milwaukee LSM Donna Bembenek has been promoted to GSM for Big Band WOKY and for Country sister WMIL. She assumes the duties of WMIL GSM Johnathan Crawford, who's left the station.

WOKY & WMIL VP/GM Brian Ongaro told R&R, "We hired Donna right out of college, and she quickly became one of our top salespeople. She's done an exceptional job leading our AM sales team the last four years, and I'm sure she'll continue to deliver outstanding results." Bembenek joined the stations as an AE in 1984 and was named WOKY LSM in 1987.

## KRMX

Continued from Page 3  
agreed the true hole in the market was between [crosstown CHR KFMB-FM] B100 and [Soft AC] KJQY. There's a need for a foreground AC, and Bobby Rich brings instant recognition and credibility."

Rich, who's known for several successful stints as PD/morning man and his exploits as one of the "Rich Brothers" at KFMB-FM, commented, "I'm excited to be home again and bringing good clean fun back to San Diego."

Regarding Hardin, Visotcky added, "He has the right stuff and is a perfect balance to me. I'm energetic and forceful; he makes me stop and think. With Bobby, Terry, and me, the station will practically have three GMs."

Rich was PD at WWSW (now WEGX)/Philadelphia, KHTZ (now KLSX)/Los Angeles, and WXLO/New York (now WRKS). He was APD at KFI/Los Angeles and a consultant for Drake-Chenault. Hardin previously was GSM at WMJL/Cleveland, NSM at KTKS/Dallas, and an AE for WUSL/Philadelphia.

## NEWS

### Blessing Undisguised



New MCA artists the Blessing performed at a recent showcase presented by the label, BMG Music Publishing, and BMI. Pictured backstage at Beverly Hills' Wilshire Theater are (l-r) BMI VP Rick Riccobono, band members William Topley and Kevin Hime-Knowles, MCA Music Entertainment Group Chairman Al Teller, the band's Luke Brightly, BMI Asst. VP Barbara Cane, band manager Robert Tauro, BMG VP/GM Darryl Strick, MCA Records President Richard Palmese, and the band's Mike Westergaard.

## KXOK Drops News For Black AC

Legend's KXOK/St. Louis has abandoned its all-News format and gone Black AC as the new "Soul 63." OM/ND Jeff Long has exited, and the station's looking to replace him. The new airstaff includes Lou Thimes Jr. and Yolanda Clark.

KXOK & KHTK GM Michael Frischling told R&R, "Soul 63 hopes to superserve the adult black

community by playing current love ballads, oldies, Motown, and community-oriented programs."

From the '60s to mid-'70s, KXOK (AM) was a powerhouse CHR, but it's changed format a number of times since. It was steady 0.7-0.7 12+ in the fall '90 Arbitron but sank 0.9-0.2 in Birch.

## STAFF

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## Sales Survey

Continued from Page 1

## Some Business Up

Not all stations and firms reported down business. Country stations are benefitting from good fall ratings, and News/Talk stations are seeing increased listenership as a result of the war.

Country KJJY/Des Moines LSM Jim Lobaito said his station is "off from projections but comfortably ahead of the first quarter of last year."

WUSN/Chicago GM Steve Emen says his Country station is up 16% from a year ago and up 10% over its projections for the first quarter. Much of that increase, he admits, is due to a good fall Arbitron. "Plus, Country stations aren't hit as hard because the Country audience doesn't typically live deep in credit card debt. Thus, their discretionary expenses are stable, even in recessionary times," said Emen. "That's evidenced by the fact our advertisers are getting good response."

Jacor News/Talk WFLA/Tampa is reporting sales 50-75% ahead of last year and 35-50% ahead of projections, according to VP/GM Dave Reinhardt. "Although the recession has been a negative — particularly on national sales — we've seen a benefit from [the war]. It's increased awareness of News/Talk radio."

## Autos In Reverse

Almost universally, sales managers lamented the dearth of auto advertising, even if its absence is no longer news. "It's been so bad for so long that we're used to not having it... we don't miss it," said WZZO/Allentown GM Tom Harpster.

"Automobile business is the

worst, especially in recent weeks," stated KGB/San Diego GSM Bob Iaffrate. CBS Radio Networks VP/Sales Dick Silipigni also noted a downturn in domestic auto advertising, but reported good results from foreign makers.

Katz's Olds said auto, oil, and tourism lead the list of national cancellations. The managers surveyed said other categories facing deep cuts in ad budgets include airlines, military recruiting, large appliance retailers, and most financial institutions.

Among the categories doing well for the first quarter include TV, food/supermarkets, health care, publishing, used cars, car repair, and low-end furniture.

## War Vs. Recession

When asked which crisis is responsible for the soft first quarter, managers seemed split between the recession and the war.

"The war is definitely a bigger factor than the recession," stated Interop President/Marketing Services Marc Guld.

"War is not as big a factor," argued CBS's Silipigni. "Advertisers were much more afraid of the recession. I believe the war will only become a factor if it becomes protracted."

ABC Radio Networks Sr. VP/Sales & Marketing Lou Severine told R&R, "I believe the war has had a much bigger impact. Everyone's lived through a recession before, but not everyone in our business has been around for a war. A lot of people out there don't know what to do during a war, so a lot of them are taking the safe route and not advertising while the war is going on."

"The war and the recession are a mindset," remarked WNOR/Norfolk GSM Bill Whitlow. "You have

to go in with a positive attitude. People have to market themselves differently than they did three months ago."

WWI's Greg Batusic agreed: "Radio has an opportunity to sell itself as a value-driven medium instead of a media-driven one by using its marketing strength. That's something TV can't do."

## Spectrum Fees

Continued from Page 1

cated by those private users would be reassigned through auctions beginning in 1994," the budget document states.

Office of Management and Budget officials contend \$800 million could be raised from the spectrum auctions in fiscal year 1994, \$1.2 billion in 1995, and another \$500 million in 1996.

"We knew [the spectrum auction proposal] was there in the budget, and it wouldn't surprise me that we have to deal with an auction. An early position is that in the long run, broadcasters will be giving back spectrum in addition to getting spectrum," commented NAB DAB Task Force Chairman Alan Box.

## FTC Touts Public Interest

Box added that broadcasters are the only users of the spectrum who have public trustee responsibilities — but that argument doesn't carry much weight with FTC staffers.

"Ultimately, economic efficiency will include the interests of the public," said FTC economist Charissa Wellford. She said that whether DAB channels are allocated by auctions or lotteries, "the ultimate result would be the same" — those who value the channels most will buy them, whether from the government or private licensees.

While noting the FCC currently lacks congressional authority to auction spectrum, she contended current spectrum users should be allowed to "sell their rights to potential DAB broadcasters."

"We've got a better way of avoiding the [DAB licensing] delays the FTC points to," said NAB Deputy General Counsel Barry Umansky — simply allowing current AM and FM broadcasters to migrate to a new DAB band.

NAB VP/Economist Mark Fratrik, himself a former FTC employee, said Wellford and petition co-author John Wiegand presented "a pretty good theoretical analysis of the economics" for DAB. But, he said, they failed to acknowledge the benefits of letting existing broadcasters develop DAB and reduce "the uncertainty of this new technology being adopted by receiver manufacturers."

## ABC

Continued from Page 1



Robert Benson Bart Catalane

Other promotions include:

- Darryl Brown to Group VP/Affiliate Marketing, with expanded duties over affiliate relations for ABC's three adult networks — in addition to the youth networks he was already supervising;
- Bart Catalane to Sr. VP/Finance & MIS;

- P. Kent Coughlin to Sr. VP/Engineering & Operations;
- William McClenaghan to Sr. VP/Research & Development.

VP/News Bob Benson and Sr. VP/Sales & Marketing Lou Severine will retain their current positions and duties.

"We have 42% of network business, and I'm looking to go way beyond that," said Callahan. "I want to strengthen the networks among three broad categories: more programming for our affiliates, increased sales and marketing by opening up new product categories, and an increased news presence — particularly among the youth networks. This realignment will help achieve these goals."

Callahan said two recently appointed executives — VP/Entertainment Programming Corinne Baldassano and Director/Advertising & Publicity Lesley Halpern will report to Berghuis, as will Brown and VP/Talk Programming Maurice Tunick.

ABC serves nearly one-third of the country's commercial radio stations via the Information, Entertainment, Direction, Contemporary, FM, and Rock news networks, as well as Satellite Music Network.



P. Kent Coughlin William McClenaghan

## Mercury

Continued from Page 3

with him at Arista Records and have enormous respect for him."

Mercury Co-President Mike Bone added, "Peter's outstanding leadership and decision-making capabilities will undoubtedly prove invaluable and make him one of the key players in the new Mercury."

Takiff, who previously served as Exec. VP/Administration for PolyGram Records, noted, "I'm very proud to be associated with a label rich in talent and musical history, and a team second to none in the business."

Anderson added, "As we move into a future that holds in store the reclaiming of Mercury's rich R&B heritage, [this appointment] is nothing short of thrilling." He spent six years as VP/R&B Promotion at Arista, following a stint as National Director/R&B Promotion for Motown.

## Perun

Continued from Page 3

mentum, but it has a ways to go in ratings and demos. We're going to work hard to establish our morning show and make WZOU a bigger part of the community, which is one of Kiss 108's biggest strengths."

Prior to programming B104 for the past 18 months, Perun was Metroplex VP/Programming and PD at WHYI (Y100)/Miami. Previously, he was PD at KBEQ/Kansas City and KWK/St. Louis, APD/MD at WLS-AM & FM/Chicago, and Research Director at KDWB/Minneapolis.

## Musical Expedition



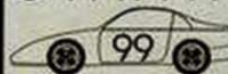
Priority Records will handle manufacturing and distribution for Rhythm Safari, producer Hilton Rosenthal's new label. First releases include "The Best of World Music," "Latino, Latino," "The Best of Juku," and "An African Tapestry." Ready to embark on their venture are (l-r) Priority President Brian Turner and Rosenthal.

Thanx

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## Rico Suave

"Normally we would be very late on this kind of record, but we were getting top ten phones off of the MTV play alone! Added last week, it is now the #2 most requested song in Lewiston, Idaho! Big with women 18-34!!" 31-23 (HOT) Kevin Chase/MD KMOK/Lewiston, Idaho

"After just one week of tests - #2 phones, an undeniable smash." Michael McCurdy/Int. PD KKXL/Grand Forks, ND

"Phones are starting to sizzle." P.J. Lacey/MD WDBR/Springfield, IL

"This song is muy cool...instantly generates mucho phones." Chris Kelly/MD WTFX/Watertown, WI

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XL93FM add	KBFM 40-33
PWR96 deb 35	B95 36-30
WHYT deb 23 HOT	KWOD 39-34
KOY-FM deb 23	KMOK 31-23 HOT
HOT977 deb 27	
KYRK deb 35	
HOT949 deb 26	
KTFM 22-19	
Q105	
B96	



# STREET TALK

## Bosley Exits Arbitron

Longtime Arbitron exec Rhody Bosley is "no longer the VP of Sales & Marketing, Radio Station Services and has left the company," effective February 6.

That's the word from Arbitron VP/Communications Tom Mocarsky, who told ST the change was made as part of an overall new direction that Arbitron intends to take with its subscribers. Details to be announced shortly.

Bob Moore — veteran VP/GM at Greater Media Gold/Classic Rock combo KRLA & KLSX/L.A. — resigned Monday (2/4) to take a newly created position at a major broadcast group.

Moore wouldn't say exactly where he's going, explaining, "The job is being created by splitting up four or five executive positions. I can tell you that it's a group that has multiple stations in multiple markets." Moore specifics round about February 18.

### Nuclear Fallout

Emmis is bracing for a stiff FCC fine — possibly as much as \$25,000 — following last week's EBS-like nuclear attack hoax by KSHE/St. Louis personality John Ulett (ST, 2/1). The Commission wasted no time launching an investigation of the incident, giving KSHE just five days to respond.

"We expect to be fined," said Emmis Exec. VP/Programming Rick Cummings, who labeled the broadcast "one of the most insensitive things I've ever heard. I feel particularly bad for John. He just made a very bad judgment. He just feels awful about this."

Ulett was suspended for a week without pay following the broadcast, a punishment Cummings said Ulett himself suggested. The money he would have been paid will be donated to an as-yet-undetermined war-related effort.

Cummings said only one advertiser canceled as a result of the hoax, which frightened local residents and garnered nationwide publicity.

ST has learned that AC WROR/Boston plans to switch to Adult Urban under new PD Greg Strassell on February 15. New calls: WBMX ("Boston's Mix").

Late word had WEGX/Philly this close to inking WHYY/Detroit PD Rick Gillette as its new PD. As for KKQB/Houston's John Lander, ST hears he's still up for the 'EGX morning show. So what about the rumors concerning Lander and Group W?

### Sunny Joe Saga Continues

A lengthy "Radio Wars" article in last Friday's (2/1) Boston Globe features a picture of former Pyramid CHR WXKS/Boston PD Sunny Joe White captioned, "I think WZOU will be the next No. 1 station — if I'm there."

Is White really going to end up at his former station's crosstown CHR rival? New 'ZOU PD Steve Perun is talking to White.

However, there's not only a six-month non-compete in effect here, but also the small matter of White's still being a Pyramid shareholder. And... Pyramid owner Richie Balsbaugh told the Globe, "I'm not going to give him the go-ahead... cash is tight these days, and we're not going to buy him out."

"Sunny has let it be known to me that he doesn't want to work at 'ZOU, but he needs

Continued on Page 32

### Rumors

• Which two broadcast groups are getting ready to challenge the FCC's leasing policies in Federal Court?

• Power 106/L.A. PD and Emmis VP/Programming Jeff Wyatt will return to the airwaves for a two-hour midday shift. Is that the biggest news in Wyatt's life?

• Is PLG about to debut a brother act in its promo department?

• Is WPST/Trenton OM Trish Morello about to make a subtle impact in the record biz?

• WRKS/NY night ranger Mike Love segues to APD/MD at crosstown WBLS, replacing Fred Bugge, who recently was upped to PD. Could Love end up doing morning drive as well? If so, what does that mean for current morning team Charley Burger & Sergio Dean?

• Where was KPLZ/Seattle PD Casey Keating this past week? And what's with this rife about him being on a "secret mission"?

• Are the powers that be at AC KCPX/SLC considering a format flip back to CHR? And will KCPX VP/GM Wayne Courtney — currently recovering from gall bladder surgery — exit when his contract expires at the end of March?

• Speaking of KCPX, is former PD Jerry "Jock" Loates heading for the PD chair at WOHT/Jackson?

• VP/GM John Ceras, PD Dave Herring, and a host of staffers are O-U-1 at NAC WBZN/Milwaukee. Is a format change n-e-x-t?

• Is the sale of WKQB/Charleston in jeopardy because the NAACP filed against buyer Buddy Barton?

## RATINGS NOT WHAT YOU EXPECTED?

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**The First Single And New Track**



# "BLACK & BLUE"

**From**

# Edie Brickell & New Bohemians



**From The Album**

**Ghost Of A Dog**



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Produced by Tony Berg • Management: Jeff Kramer for OK Management Company • OK Management Associate: Chris Scott

## TEVIN CAMPBELL



“round  
and  
round”

the  
new  
single


## CHR CHART 33

One Of The “Most Added”

PWRPIG 6-4	FM102 7-6
Z95 14-9	KMEL 7-6
KDWB 4-2	WCKZ 7-5
WLLOL 3-1	KPRR 5-5
KS104 8-6	Y107 13-6
KIIS 8-5	B95 7-5
PWR106 4-4	KYRK 14-6

Produced, Arranged and Composed by Prince

From the album GRAFFITI BRIDGE

Paisley Park  © 1991 Warner Bros. Records, Inc.

## STREET TALK.

Continued from Page 30

money to live,” Balsbaugh told ST. “I’m willing to help him get past this non-compete situation and into a consultancy, which is what he really wants to do. He’s still a part-owner of Pyramid and has a responsibility to the partnership. Would you compete against a couple of million dollars (in equity) to make \$100,000 across the street?”

On the other hand, ST hears White and his attorneys feel the non-compete won’t hold up in court.

If White does end up at ZOU, ST hears he could play a marketing and promotion role. He might also end up on the air, but not necessarily with a daily airshift.

## Counterpunching in Chicago

Cep Cities/ABC CHR Z95/Chicago’s still dancin’ — and still slammin’ crosstown CBS rival B96. Only now, those insulting Spanish liners (ST, 2/1) are being voiced in Polish! Z95 has also instituted a tasteful “B96 Sucks” contest, offering listeners \$1 for every time they can say “B96 sucks” in 9.5 seconds.

B96 has countered with a positive promo that refers to “too much negativity in the air over the war,” and ends with listener dedications to troops in the Persian Gulf. Another B96 promo takes an upbeat approach, saying, “Some are trying to copy our success. Often imitated, never duplicated. Not the wanna-Bee, but the Killer Bee, B96.”

As far as counterprogramming goes, B96 has slashed commercial inventory and has gone to 60-minute music sweeps separated only by one floating stop set.



K-SWISS ON WRY — KKBT/LA. air personality Jammin’ Jay Williams (aka Tim Greene) recently signed an endorsement deal with K-Swiss athletic shoes, wherein Williams will wear the company’s products at personal appearances as well as on the two new TV projects (“Dance City From Hollywood” and “Rap Tracks”) that he produces and hosts. Pictured at the party are (l-r) Williams, K-Swiss Mktg. Mgr. Michael Lehman, and K-Swiss field promotions person Thaddeus McGrew.



MAIL BONDING — In protest of Monday’s postage hike, WAPW (Power 99)/Atlanta’s Breakfast Club purchased a U.S. Postal Service delivery vehicle and invited listeners to stop by and “mama the mail truck” live on-air — at 29 cents a bash, natch!

The station matched each donation — all proceeds went to the USO — and offered to mail listeners’ letters for free that day (2/4) as well. While one listener brought a weed-eater — which, over the airwaves, reportedly sounded like a chainsaw — as his main instrument, the highlight had to be the garbage truck-drivin’ man who (as pictured) forked the postal-pack-in’ wagon not once, but four times!

Who’s lining up for the B104/Baltimore PD post? ST hears the names include (drum roll, please . . .) WKHQ/St. Louis PD Lyndon Abell, ex-WEGX/Philly PD Todd Fisher, KRNO/Des Moines PD Chuck Knight, WVIC/Lansing PD Kevin Robinson, former ‘49ers coach Bill Walsh, and WZKS/Louisville Exec. VP/GM Buddy Scott.

Incidentally, B104’s Scott Davies is handling music duties for the station in the interim.

In the wake of WIOI/Jacksonville’s recent flip from Classic Rock to Gold, crosstown Country WAIA has changed to Classic Rock, calling itself the “home of the rock ‘n’ roll party pig.”

The ‘AIA airstaff has departed, and the station is running jockless for now under the direction of part-owner Brian Rowland, who’ll handle OM/PD duties. Meanwhile, Ed Ruas — former 13-year afternoon driver at crosstown Country WQIK — has been inked for the same shift at ‘AIA.

While Y107/Nashville OM Louis Kaplan is still in the running for the PD post at Evergreen’s Y95/Dallas, you can add PRO-FM/Providence PD Paul Cannon, KKQB/Houston afternoon driver Ron Parker, and former KJMZ/Dallas PD Elroy Smith to the list.

Meanwhile, Frank Miniaci, MD at Evergreen’s KKBT/LA., is serving as Y95’s interim PD until a permanent programmer can be named.

Continued on Page 34

Thank

JAMES BROWN

4 The Funk





# RADIO TALK

## FATHER MC

"I'LL DO 4 YOU"



THE HIT SINGLE AND VIDEO FROM FATHER'S DAY, THE DEBUT SELLING OVER 300,000 ALBUMS

EXPLODING AT THESE STATIONS

WPLJ add	Q105 29-23 Hot	KKFR 17-12
Y95 add	HOT102 deb 23	KOY-FM 19-12 Hot
PWR104 deb 28	WLOL 20-18	KGCI 24-18
WNVZ 22-6 Hot	K5104 15-9 Hot	Q106 5-4
KTFM 27-25	KIIS 19-15	KMEL 4-3 ...AND MORE.
PWR106 25-17	PWR106 20-14 Hot	

PRODUCED BY MARK ROONEY AND MARK MORALES FOR MARK MORALES PRODUCTIONS MANAGEMENT/UPTOWN MANAGEMENT



## TRIXTER

"ONE IN A MILLION"



THE #1 DIAL MTV HIT FOLLOWING "GIVE IT TO ME GOOD" THE #1 DIAL MTV DEBUT

PIRATE add	WKRZ add	KATM add
999KHI add	WQUT add	KZZU add
WPST add 33		...AND MORE.

FROM THE SELF-TITLED DEBUT, APPROACHING GOLD.

PRODUCED BY BILL WRAY MIXED BY MIKE SHIPLEY MANAGEMENT:KEN MAKOW AND JOEL WEINSHANKER ARE SHARK ENTERTAINMENT

MROLANC

## "LET'S CHILL"

THE FOLLOW-UP TO THE HIT

"WANNA GET WITH U"

## GUY

WPGC 18-12	WHYY add	FM102 9-8
WNVZ add 24	K5104 add 28	Q106 add
KTFM add 30	KKFR 31-24	KMEL 22-16
Q105 add	KOY-FM 23-15	HOT1977 add

FROM THE NO.1 PLATINUM ALBUM GUY...THE FUTURE

PRODUCED BY TEDDY RILEY, CO-PRODUCED BY GUY AND BERNARD BELLE. MANAGEMENT: HARVEY ALSTON



## RALPH TRESVANT

"STONE COLD GENTLEMAN"

THE FOLLOW-UP TO THE NO.1 SINGLE "SENSITIVITY"

FROM THE PLATINUM SOLO DEBUT

PRODUCED BY DARYL SIMMONS AND KAYO FOR LAFACE, INC. ALBUM EXECUTIVE PRODUCED BY LOUIL SILAS, JR. MANAGEMENT: LARKIN ARNOLD

## THE OUTFIELD

"TAKE IT ALL"

THE FOLLOW-UP TO THE HIT SINGLE "FOR YOU"

FROM THE MCA DEBUT, DIAMOND DAYS

PRODUCED BY JOHN SPINIC MANAGEMENT: KIP KRONES

MCA.

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**FIRST WEEK!**

**Most Added AC**  
**Most Added Urban**  
**Most Added CHR**

**WNCI Add #32, WPLJ**  
**WNVZ WPHR WLOL...**  
**and 24 more stations.**

**Plus These Early**  
**Believers...**

**KMEL 26-23, FM102,**  
**HOT 97 Debut 35, WTIC,**  
**WKSS Debut 30, 98PXY**

"Temple  
 Of Love"



HARRIET



PRODUCED BY DUNCAN BRIDGEMAN  
 MANAGEMENT; VICKI WICKHAM  
 FOR CRANE-FISHLOCK PRODUCTIONS



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Continued from Page 32

UC radio consultant Harry Lyles lands Urban WDZZ/Flint and CHR WNRJ/Columbus, OH. Format for the latter has yet to be announced.

Lyles also will now consult SMN's Heart And Soul format, which will shift to a new Adult Urban format, starting February 18.

Negotiations between A&M and Sr. VP/Promo Charlie Minor should wrap following a meeting with PolyGram honcho Alain Levy this week.

Westwood One and veteran Gold host Dick Bartley couldn't agree on a new contract, so they're parting company after three years. No word on where Bartley will take his show.

Tough economic conditions have forced the 20-station Breeze Network to pull programming from the bird for the past two weeks. However, Breeze President Jack Moore told ST that a resolution could come quickly.

Names in the hat for the KWOD/Sacramento PD gig include (drum roll, please...) ex-KCPX/SLC PD Jerry Lousteau, KKSS/Albuquerque PD John Jaynes, former KFXD/Boise PD Mike Casper, WAYV/Myrtle Beach PD Beau Richards, KWOD APD Adam Smasher, Dasher, Dancer, Donner and

## Rumbles

- AOR KDJK/Modesto ups Beaver Brown to PD; Mark Davis resigns to pursue other interests.
- WSSX/Charleston, SC officially inks Adam Cook as PD; Walt Speck exits.
- WHYP/Ithaca, NY PD Rick Pendleton steps down to handle nights. GM Steve Christian is doing programming until a replacement is named.
- KPXR/Anchorage PD Steve Knoff becomes MD/middays; GM Jason Palmer assumes programming duties.
- Urban KDKS/Shreveport went Gold this week; PD Bill Sharp departs.
- Country WTDR/Charlotte ups Chris Ritchie to MD.
- Look for WRNS/Coastal NC MD Mark Reid to get the PD nod if present PD Mac Edwards takes a management post at WKML/Fayetteville, NC.
- Y107/Nashville APD Tom Peace adds MD duties.
- ACR WCKN/Greenville changes calls to WROG.
- After several years of simulcasting, KFMY/Provo, UT sheds sister KZOL's Gold format and adopts a syndication-based News/Talk format.
- Donna Halper is now consulting NAC WOTB/Providence.
- Detroit-based consultancy Media Strategies is changing its name to Jacobs Media.



On  
The  
Case

Once upon a time — this week, actually — the fairy godmothers 'n' godfathers in Mercury's marketing department laid claim to Promo Item O' The Week by servicing Cinderella's "Heartbreak Station" single inside 30-inch cardboard replicas of guitar cases.

Held together with visco dots located under the claps, the custom-designed CD jackets come stickered with several backstage passes and the "Heartbreak Station" album's artwork as well as a stencil-like reproduction of the group's logo. A video of the making of "Heartbreak Station" rounds out the package.

No truth to the rumor that the cases will turn into pumpkins if you don't add the single by midnight...

Blitzen, and KWOD morning man Pat Still. The smart money, however, may be on former WROR/Boston PD Harry Nelson.

## Engulfed With Care

On Sunday (2/10), KIIS/L.A. morning star Rick Dees, Michael Bolton, Peter Cetera, the Pointer Sisters, Little Richard, Mark Knopfler, Garth Brooks, David Crosby, the Beach Boys, Tiffany, Belinda Carlisle, Carol Bayer Sager, Burt Bacharach, Kenny G, Melissa Manchester, Helen Reddy, and Julio Iglesias will join an almost equal number of sports 'n' film celebs to record a song and video to benefit the American Red Cross Gulf Crisis Fund.

Copies of the tune — titled "Voices That Care" — will be distributed to troops stationed in the Persian Gulf. At presstime, no label deal had been set.

Meanwhile, Crosby can be heard alongside Kevin Cronin, Richard Marx, and Bill Champlin on "Hard To Believe," an impromptu war-themed tune available on the Epic label.

Continued on Page 36

ATTITUDE!

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YOU CAN'T CONTAIN THE FIRE!

# FIREHOUSE

DON'T  
TREAT  
ME BAD

FIREHOUSE IS EXPLODING!!

With heavy AOR airplay and requests pouring in from all over the country, FIREHOUSE'S first single, "DON'T TREAT ME BAD" is ready to blow the roof off *your* house!

The good news is spreading fast!

Produced by  
David Prater

## Records

• EMI Nat'l Dir./AOR Norm Osborn will be getting his VP stripes.

• B104/Baltimore APD/MD Pam Trickett joins Reprise to handle the DC/Baltimore region. She replaces Bob Dimney, who's segueing to NYC to fill Harry Scribner's slot. Scribner's headed to London with husband Michael Rosenblatt, who's just been named head of ASR for Warner Music International.

• PLG L.A. promo rep Gina Iorillo was headed to NY as Nat'l Dir./East Coast CHR Secondary for the label... but she wanted to stay in L.A., so she's hooked up with Impact as Dir./Nat'l Secondaries.

• Virgin selects Nat'l Promo Coordinator Aggie Baghael as its Denver local promo rep. Meanwhile, former Elektra SF promo rep Dave Johnson joins Virgin for the same duties.

• Enigma VP/Mktg. Rich Schmidt is searching for a head of publicity and an art director for indie label Restless Records.

• Congratulations to Columbia/Nashville on taking Mike Reid's debut single "Walk On Faith" to No. 1. Reid, a former All-Pro linebacker for the Cincinnati Bengals, is only the fourth country act in R&R history to accomplish the feat.

Continued from Page 34

## New Label O' The Week

Longtime artist manager Gary Kurfirt and talent agency owner Ian Flook are now owners/operators of Radioactive Records, with distribution, promotion, etc., handled through MCA. First artist for the label is the already-launched Londonbeat, with UK scene-stirrers Goodbye Mr. Mackenzie, Birdland, and Felma Mansions to follow.



This year's "American Music Awards" took third place in the week's overall Nielsen listings, trailing only the CBS-TV Sunday movie ("Sarah, Plain And Tall") and NBC-TV's "Cheers." Nearly 19 million people watched the three-hour ABC-TV special, which finished first in its time slot with a 20.4 rating and a 31 share.

Motown Prez Jheryl Busby will receive the first-ever "Distinguished Businessman's Award" from the Western L.A. County Council of the Boy Scouts of America on February 26.

Less than 14 days left to enter R&R's Grammy Handicap VII and win cash — not to mention the undying respect of your peers — by outguessing the Grammy voters. Ballot on Page 51 of the 1/25 issue; fax entries to (213) 203-9763 or mail 'em to reach R&R by February 20.

## Truth in Advertising:

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GARY MOORE

"STILL GOT THE BLUES"

Still Got The Action!

## AC BREAKER This Week!

**AOR:** A Former Top 10  
Most Requested Track

**CHR:** On Over 30 Stations  
Including:

WLAN 22-17	KTUX 15-12
WKQB 24-16 HOT	WKDD deb 26
WQUT 26-20 HOT	Z99 25-15 HOT
99WAYS deb 34 HOT	WIKZ 24
KBFM 29	WJMX 40-31
WRVQ 25	

Added KHMx/Houston!

## Performing Where Played

Guy Zapoleon, PD, KHMx/Houston: "This underdiscovered gem was a smash on the rock side! This is a kind of sound we need in contemporary radio today."

Asst. PD Kurt Kelley: "It's a smash record! The phones ignite when we play it."

Dusty Hayes, PD/KBFM: "Consistent Top 10 phones! #1 on the Top 8 at 8 last night!"

Over 350,000 Albums Sold!!!



What recession? Hollywood Records' party for Queen last Saturday (2/2) — held aboard Disney-owned tourist landmark the Queen Mary — reportedly cost the label \$250,000+. More than 2000 people turned out for the fete, which featured open bars, food, fortune tellers, singing robots, and a fireworks show set to "Bohemian Rhapsody."

## RADIO &amp; RECORDS



1

- Virgin launches Charisma Records; names Phil Quartararo President.
- Bill Richards returns to the KXBB/Houston PD chair.

5

- Ted Edwards returns to KGB/San Diego as PD. Four weeks earlier, he'd left the station's APD post to become PD at WITY/Baltimore.
- Radio consultant Bob Hatrick found stabbed to death in his St. Louis home.
- In reaction to the explosion of the Challenger space shuttle, many radio stations play a combination of President Reagan's speech on the incident and John Deaver's "On The Wings Of A Dream."

10

- Bill Tanner upped to Metroplex Communications VP/Programming.
- Ron Riley elevated to OM at WCAO & WXY/Baltimore.
- Jonathan Brandmeyer exits middays at WOKY/Milwaukee for mornings at KZZP/Phoenix.
- Steve Perun hired as Research Dir. for WLPX/Milwaukee.
- After 30 years as a contemporary music outlet, WWOE (AM)/New Orleans hops on the Country bandwagon.

15

## Dees Must Be The Face



Rick Dees — from Plough boy to dough boy.

- Rick Dees named Nat'l Promotions Dir. for Plough Broadcasting.
- George Taylor Morris becomes WCOZ/Boston News Dir.
- R&R debuts Black chart and section.
- Walt "Baby" Love joins KSD (AM)/St. Louis for late-nights.

"Call It Rock N' Roll"



Capitol

© 1999 Capitol Records, Inc.

## COMPACT DATA

Ben & Jerry's  
Co-Sponsor  
RNA Revue

Rhino New Artists, Ben & Jerry's ice cream, and the Rock The Vote organization are co-sponsoring the Real Music Revue — a 25-gig national tour showcasing RNA alternative talents Steve Wynn, Exene Cervenka, and Clive Gregson & Christine Collister.

Fans attending the shows will receive a free sampler cassette of the featured RNA performers as well as certificates for free ice cream. Rock The Vote will set up voter registration and information booths at the gigs and coordinate promo events. The shows start April 3.

## Stop! R.E.M. Time

R.E.M.'s forthcoming Warner Bros. LP ("Out Of Time") is due March 12. The Scott Litt-produced disc sports 11 cuts, including "Radio Song" (with rapper KRS-One on guest vocals) as well as "Shiny Happy People" and "Country Feedback" (with B-52's vocalist Kate Pierson guesting).

## Bon Jovi Underground

Look for Mercury recording artist Jon Bon Jovi to bow his new PolyGram-distributed custom label, Underground Records, with the March release of Aldo Nova's single ("Blood On The Bricks") from Nova's forthcoming LP of the same name.

Also on the boutique label's roster: Billy Falcon, Richie Sambora, and Bon Jovi (the band), whose first Underground release is expected in 1992.

## PRECIOUS METAL

The RIAA has issued the following awards for the month of January:

## MULTIPLATINUM ALBUMS

"Please Hammer Don't Hurt Em," M.C. Hammer, Capitol (9 million); "To The Extreme," Vanilla Ice, SBK (7 million); "Dr. Feelgood," Motley Crue, Elektra; "Wilson Phillips," Wilson Phillips, SBK (both 4 million); "Mariah Carey," Mariah Carey, Columbia (3 million); "The Razor's Edge," AC/DC, Alco; "I'm Your Baby Tonight," Whitney Houston, Arista; "The Immaculate Collection," Madonna, Sire/WB (all 2 million).

## PLATINUM ALBUMS

"Substance," New Order, Qwest/WB; "Highlights From Phantom Of The Opera," original cast, Polydor; "When Harry Met Sally..." soundtrack, Harry Connick Jr., Columbia; "In Step," Stevie Ray Vaughan, Epic; "Serious Hits," Phil Collins, Atlantic; "Livin' It Up," George Strait, MCA; "Empire," Queensryche, EMI; "Recycler," ZZ Top, WB; "Rhythm Of The Saints," Paul Simon, WB; "Traveling Wilburys Vol. 3," Traveling Wilburys, Wbury/WB; "After The Rain," Nelson, DGC; "Damn Yankees," Damn Yan-

## MUSIC DATEBOOK

## MONDAY, FEBRUARY 18

1968/ David Gilmore replaces Pink Floyd guitarist Syd Barrett, who has checked into a psychiatric hospital.

Born: Randy Bachman (BTO) 1953, Randy Crawford 1952, Dennis DeYoung (Stry) 1947, Yoko Ono 1933

## TUESDAY, FEBRUARY 19

1878/ Thomas Edison is granted a patent on the phonograph.

1977/ Stevie Wonder wins his third straight Album of the Year Grammy for "Songs In The Key Of Life." The Starland Vocal Band is named Best New Artist.

1980/ AC/DC lead singer Bon Scott dies from alcohol poisoning.

1981/ George Harrison is found guilty of subconsciously plagiarizing "He's So Fine" when writing "My Sweet Lord."

Born: Mark Andes (Heart) 1948, Francis Beckholz (Scorpions) 1954, Smokey Robinson 1940

## WEDNESDAY, FEBRUARY 20

1982/ Pat Benatar weds her guitarist, Neal Gerald.

Born: Walter Becker (Steely Dan) 1950, J. Galls 1945

## THURSDAY, FEBRUARY 21

1990/ Bonnie Raitt wins four Grammy Awards.

Born: Jerry Harrison (Talking Heads) 1949

## FRIDAY, FEBRUARY 22

1989/ Jethro Tull win the first Heavy Metal Grammy.

kees, WB; "Shake Your Money Maker," Black Crowes, Def American; "Put Yourself In My Shoes," Clint Black, RCA; "I'm Your Baby Tonight," Whitney Houston; "Short Dog's In The House," Too Short, Jive/RCA; "The Immaculate Collection," Madonna; "Mama Said Knock You Out," L.L. Cool J, Def Jam/Columbia; "Ralph Tresvant," Ralph Tresvant, MCA; "The Future," Guy, MCA; "We Are In Love," Harry Connick Jr., Columbia; "The Revival," Tony! Toni! Toné!, Wing/ Mercury.

## GOLD ALBUMS

"Les Miserables," original cast, Relativity; "The Road Not Taken," Shenandoah, Columbia; "Starry Night," Julio Iglesias, Columbia; "Pain Killer," Judas Priest, Columbia; "Empire," Queensryche; "Recycler," ZZ Top; "Rhythm Of The Saints," Paul Simon; "Traveling Wilburys Vol. 3," Traveling Wilburys; "Private Times... And The Whole 91," Al B. Sure!, WB; "Love And Emotion," Stevie B, LMR/RCA; "Put Yourself In My Shoes," Clint Black; "No More Games/The Remix Album," New Kids On The Block, Columbia; "I'm Your Baby Tonight," Whitney Houston; "Persistence Of Time," Anthrax, Island; "Do Me Again,"



Elvis Presley — are you lonesome tonight?

## SATURDAY, FEBRUARY 23

1972/ Elvis and Priscilla Presley legally separate.

1983/ Tote wins five Grammy Awards. Born: Howard Jones 1955, Brad Whitford (Aerosmith) 1952, Johnny Winter 1944, Rusty Young (Poce) 1946

## SUNDAY, FEBRUARY 24

1976/ The Eagles' "Greatest Hits" becomes the first RIAA-certified platinum album.

1981/ Quincy Jones wins five Grammys. 1990/ When the Byrds reunite at a Roy Orbison tribute in L.A., Bob Dylan joins the group onstage for "Mr. Tambourine Man." Also... '50s balladeer Johnny Ray dies of cancer at 63.

— Paul Colbert

Freddie Jackson, Capitol; "Five Man Acoustical Jam," Teala, Gefen; "The Immaculate Collection," Madonna; "The Complete Recordings," Robert Johnson, Columbia; "Ralph Tresvant," Ralph Tresvant; "The Future," Guy; "Rust In Peace," Megadeth, Capitol; "Heartbreak Station," Cinderella, Mercury; "Crazy World," Scorpions, Mercury; "Tripping The Live Fantastic/The Highlights Package," Paul McCartney, Capitol; "Bonafide," Maxi Priest, Charisma.

## PLATINUM SINGLES

"From A Distance," Bette Midler, Atlantic; "Unchained Melody," Righteous Brothers, Curb; "Gonna Make You Sweat (Everybody Dance Now)," C&C Music Factory, Columbia.

## GOLD SINGLES

"Freedom," George Michael, Columbia; "Unchained Melody," Righteous Brothers; "Around The Way Girl," L.L. Cool J; "The Way You Do The Things You Do," UB40, Virgin; "Sensitivity," Ralph Tresvant; "High Enough," Damn Yankees, WB; "Play That Funky Music," Vanilla Ice; "Something To Believe In," Poison, Capitol; "The First Time," Surface, Columbia.



51.5 million households  
Parti Global  
Director/Music Programming

Weeks On

## HEAVY

AC/DC/Moveyoko (A&M)	72
C&C MUSIC FACTORY/Gonna Make... (Columbia)	11
MARSHAN CAREY/Forever (Columbia)	7
ICE/Crusher (Atlantic)	13
CHRIS ISAAK/Wicked Game (Polygram)	7
M.C. HAMMER/Here Comes The Hammer (Capitol)	4
SLASH/ENTER/Secret My Life (Chrysalis)	11
TELA/Sigs (Geffen)	13
WARREN G/See Red (Columbia)	13
WINGER/Easy Come Easy Go (Atlantic)	6

## EXCLUSIVES

CINDERELLA/Heartbreak Station (Mercury)	2
BLACK WHITE/Call It Rock 'N' Roll (Capitol)	2
POISON/Rise The Wind (Capitol)	3
QUEENRYCHE/Great Lucy (S&W)	ADD
STING/All This Time (A&M)	6
WILSON PHILLIPS/You're In Love (S&W)	2

## BUZZ BIN

BRNO BOYS/Show Me How To Dance (Atlantic)	3
DRIVIN' N' CRYIN'/Fly Me Courageous (Blanc)	5
JESUS JONES/Right Here Right Now (S&W)	4
LYING COLOR/Love Runs To Ugly Head (Epic)	4
REBRANDT/Just The Way I'm, Baby (A&M)	76

## ACTIVE

BLACK CROWES/She Talks To... (Def American)	ADD
DEE-LITE/Power Of Love (EMI)	5
ESCAPE CLUB/Call It Poison (Atlantic)	ADD
SUSANNA HOFFER/My Side Of The Bed (Columbia)	6
HOUSE OF LORDS/Remember My... (Mercury/RCA)	7
JANE'S ADDICTION/Been Caught Stealing (WB)	72
L.L. COOL J/Around The Way... (Def Jam/Columbia)	7
ROGER MCGUINN/King Of The Hill (Arista)	5
DAVID LEE ROTH/LA Ain't Enough (WB)	7
PAUL SIMON/Prod (WB)	2
STEELHEART/I'll Never Let You Go... (MCA)	10
URBAN DANCE SQUAD/Deep Shack Of... (Arista)	77

## MEDIUM

ALIAS/Waiting For Love (EMI)	4
DRIVIN' N' CRYIN'/Fly Me Courageous (Blanc)	2
FOXX/How Much Is Enough (Impact)	ADD
GERARDO/Rico Sueno (Mercury/East West)	5
NEW KIDS ON THE BLOCK/Games (Columbia)	4
SCORPIONS/Don't Believe Her (Mercury)	4
SUCIDAL TENDENCIES/Send Me Your Money (Epic)	5
TRICHTER/One In A Million (Mercury/MCA)	3
YAGHARI/I Am (Gone & Take Me) (Virgin)	5
YAGHARI BROTHERS/Good Times (Epic)	ADD
STEVE WINDWOOD/I Will Be Here (Virgin)	4

## BREAKOUT

FIREHOUSE/Don't Treat Me Bad (Epic)	2
D. HARRY & L. POP/We'll Be You... (Chrysalis)	4
INSPIRAL CARPETS/This Is... (MCA/Epic)	ADD
LYNCH MOB/River Of Love (Epic)	2
SOUP DRAGONS/Mother Universe (Big (Mercury)	2
THEY EAT THEIR OWN/Like A Dog (Relativity)	2

## HOT NEW VIDEOS

BRNO BOYS/Show Me How To Dance (Atlantic)	3
BLACK CROWES/She Talks To... (Def American)	ADD
ROGER MCGUINN/King Of The Hill (Arista)	5
QUEENRYCHE/Great Lucy (S&W)	ADD
REPLACEMENTS/When It Begins (Sire/Reprise)	ADD
YAGHARI BROTHERS/Good Times (Epic)	

## ADDS

BLACK CROWES/She Talks To... (Def American)	
ESCAPE CLUB/Call It Poison (Atlantic)	
FOXX/How Much Is Enough (Impact)	
INSPIRAL CARPETS/This Is How I Feel (MCA/Epic)	
QUEENRYCHE/Great Lucy (S&W)	
REPLACEMENTS/When It Begins (Sire/Reprise)	
YAGHARI BROTHERS/Good Times (Epic)	



38.8 million households  
Sel LoCurto, Director/Music Programming  
Norman Schoenfeld, Director/Talent  
& Artist Relations

Weeks On

## FIVE STAR

REVELLE BRIDE/In The Still Of... (Chrysalis)	2
--	---

## HEAVY

MARSHAN CAREY/Forever (Columbia)	4
CHER/Sharp Sharp Song (It's In His Kiss) (Geffen)	9
GLORIA ESTEFAN/Coming Out Of The Dark (Epic)	2
WHITNEY HOUSTON/All The Man That I... (Arista)	4
JANET JACKSON/Love Will Never Do... (A&M)	11
STYLZ/Show Me The Way (A&M)	8
SURFACE/The First Time (Columbia)	10

## DEVELOPMENT

DELTA ADAMS/Get Here (Fontana/Mercury)	8
AFTER 7/Head Of The Moment (Virgin)	8
PHIL COLLINS/Who Said I Would? (Atlantic)	2
HARRY CONNICK JR./Promise Me... (Columbia)	1
CATY DORRIS/Just Another Dream (Polydor)	1
GARY DORRIS/When Does My Heart Beat Now? (Epic)	7
S. HALL & J. GATES/Don't Hold Back... (Arista)	3
CHRIS ISAAK/Wicked Game (Polygram)	13
ROGER MCGUINN/King Of The Hill (Arista)	5
BETTE MIDLER/Night and Day (Atlantic)	2
DOODY/GODDARD/Sure Ladies! (Capitol)	ADD
PAUL SIMON/Prod (WB)	ADD
TRAVELING WILBURYS/Traveling Wilburys (WB)	4
STEVE WINDWOOD/I Will Be Here (Virgin)	3

## LIGHT

DREAM ACADEMY/Love (Reprise)	3
TOGG RUNDGREN/Change Myself (WB)	ADD

## ARTIST OF THE MONTH

ROSANNE CASH/What We Really Want (Columbia)	2
---	---

Information current as of February 5.



10 million households  
Lee Garland, 191/Programming  
Mike Cooper, consultant

LISTEN

1 BELL BY DEVOTE/When We'll See You... (MCA)
2 BART SIMPSON/Go The Busman (Geffen)
3 ANOTHER BAD CREATION/Who's (MCA)
4 MICHELLE/Just My Love... (Ruffalo/ABC)
5 MADONNA/Just My Love (Sire/WB)
6 RUTH SWEAT/It's Giv... (Vanguard/Epic)
7 FATHER HEART'S Go For You (MCA)
8 TERRY T./One More Try (Quality)
9 VANILLA ICE/Pay That Funky Music (S&W)
10 WHITNEY HOUSTON/All The Man That... (Arista)

Most requested for the week ending February 1.

## POLYSTAR

## CONCERT PULSE

Pos.	Artist	Arg. Gross
1	NEW KIDS ON THE BLOCK	\$725.5
2	BILLY JOEL	\$630.8
3	ZZ TOP	\$341.2
4	PAUL SIMON	\$320.0
5	AC/DC	\$275.1
6	BELL BY DEVOTE	\$250.8
7	FLEETWOOD MAC	\$218.7
8	M.C. HAMMER	\$217.9
9	GEORGE STRAIT	\$177.0
10	POISON	\$176.8
11	ANDREW "DICE" CLAY	\$160.7
12	HEART	\$156.1
13	JUDAS PRIEST	\$140.7
14	KISS	\$139.9
15	RANDY TRAVIS	\$134.3
16	ROBERT PLANT	\$127.1
17	REBA MCDOWNEY	\$126.1
18	ANDY WILLIAMS	
19	CHRISTMAS SHOW	\$108.5
20	BOB DYLAN	\$87.4
21	BASIA	\$86.3

## New Tours

C&C MUSIC FACTORY	LEON RUSSELL
JAY COLLINS	LORNE MORGAN
BUDDY GUY	SWEETHEARTS OF SAM KINSON
THE ROQUE	BUCKWHEAT ZYDECO
WINGER	

The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of Publisher, a publication of Prometheus, One-Linr, Lincoln, (905) 344-7383, or in California (209) 234-2831.

## Jesus Jones: Touring The Equivalent Of Sex!

**R**OL has been chatting to JESUS JONES frontman MIKE EDWARDS about the group's second album ("Doubt"), which entered the UK charts at No. 1 this week and features the UK hits "International Bright Young Thing" and "Real Real Real" as well as the U.S. New Rock favorite "Right Here, Right Now."

Songwriter, singer, producer, and self-confessed "megalomaniac," Edwards accurately describes the album, with its mix of dance and rock tracks, as "eclectic," adding that it was intended as a reaction against being called a "one-song, one-idea band" after the release of their last album ("Liquidizer").

Talking about the group's forthcoming UK tour, Edwards says, "We'll always tour. It's essential to us. Being in a rock band is similar to having a relationship with someone — you have the cerebral part and you have the physical part. So you could say that playing live for us is the equivalent of sex in a relationship!"



### Anti-Poll Tax Album

BEATS INTERNATIONAL, the FARM, the PROCLAIMERS, JIMMY SOMERVILLE, the LILAC TIME, and TOM ROBINSON are each contributing to an anti-Poll Tax album, to be called "The Rise Of The Phoenix." A benefit concert is planned to coincide with the album's release in March.

Speaking of the Farm, the group will release their first album on February 25. Called "Spartacus," the album's tracks will include the UK hits "Groovy Train" and "All Together Now."

As for the Lilac Time, the group has signed to Creation Records — one week after leaving Fontana. NME reports the Lilac Time's next LP — their fourth — is set for April release and will be called "Astronauts."



Queen's Freddie Mercury — one boozing "Innuendo"?

### Queen's Big Seven-Inch

QUEEN's "Innuendo" is now the third-longest seven-inch No. 1 in British chart history. Coming in at 6:32, "Innuendo" trails only the BEATLES' "Hey Jude" (7:10) and SIMPLE MINDS' "Belfast Child" (6:39). Incidentally, Queen's epic "Bohemian Rhapsody" — a mere 5:52 — ranks fifth.

### Soul II Soul III

JAZZIE B has denied rumors that SOUL II SOUL are splitting, and announced that their club night will resume at its new home — the Brighton Academy — at Easter.

Speaking in the new issue of Select magazine, Jazzie says they expect to release a new Soul II Soul album at the end of this year, and that his new label (Franki Dred Records) is planning releases from Jamaican rapper LADY LEVI and vocalist KOFFI, the latter of whom has worked with CARON WHEELER.

Meanwhile, Jazzie's partner, NELLE HOOPER, has been working with Bristol dance band MASSIVE ATTACK. Hooper's remix of the group's new "Unfinished Symphony" single will hit the streets on Monday (2/11).



Jesus Jones frontman Mike Edwards — all cassette to go?

Last week's NME also carried the rumor that PAUL McCARTNEY and ELVIS COSTELLO may be contributing songs to the forthcoming album by NRBQ that DON WAS is slated to co-produce.

### Scotland To Get Singles Chart

Scotland's own singles chart got the official green light last week, as chart compilers CIN and the BPI gave the Scottish Record Industry Federation the backing for the survey — which is still looking for a sponsor.

Once the new CIN chart is running, it's recognised that it will replace the "interim" survey that's been broadcast of late by eight Scottish radio stations, drawn from their own sales research.

### Museum Quality Album Graphics

London's Victoria and Albert Museum is launching an exhibition of how music has been marketed throughout the ages — with an emphasis on record sleeve design!

The show, called "Graphics For The Music Business 1690 to 1990," opens on February 20 and will run until June 23. Included among the exhibits will be the work of JAMIE REID, best known for designing the SEX PISTOLS' logo.

### Hacienda Club Closed

Manchester's Hacienda Club has closed after an incident in which a bouncer was threatened with a gun. Owners Factory Records and NEW ORDER barred the doors to the club on January 30, admitting they didn't have the security to guarantee that — in the words of Factory Managing Director ANTHONY WILSON — "nobody would die."

Wilson stressed that the Hacienda is not for sale, even though two offers were received last Friday. It may remain closed for as long as a year while sufficient security is organized.



Morrissey — more pop-oriented material?

### Singles Scene

Singles in the shops on Monday (2/11) include a track taken from the ALAN PARSONS/ERIC WOLFSON "Freudiana" album, titled "Don't Let The Moment Pass," and the much-anticipated "Our Frank" which is said to mark a return to more pop-oriented material for MORRISSEY.

## AUSTRALIA

LW	TW	Artist/Track
1	1	DIVINYLSA Touch Myself
3	2	JENNY MORRIS/Piece Of My Heart
2	3	JOHN FARNHAM/Burn For You
5	4	SOUTHERN SONS/Always And Ever
4	5	JIMMY BARNES/Little Darling
6	6	HUNTERS & COLLECTORS/Throw Your Arms Around Me
7	7	INCE/Cleopatra
8	8	MARGARET URLOCK/Number One
9	9	KYLIE MINOGUE/Step Back In Time
—	10	AC/DC/Moneytalks

### Most Added

NICK BARKER/Won't Get You Loved  
SCOTT CARNE/Freedom

Top 10 Australian records from playlists of 3  
Triple M/FM/Melbourne, FOX FM/Melbourne,  
36 FM/Perth, SA-FM/Adelaide, 2-OAY/Sydney,  
2 Triple M-FM/Sydney, MFM/FM/Brisbane,  
810S/Brisbane, FM-104.7/Canberra,  
and 2 KIX 106/Canberra



Free's Paul Rodgers — bubblegum music?

### All Right Now (Slight Return)

Island will follow its single re-issue of FREE's "All Right Now" with an album compilation of the same name — all tracks remixed by BOB CLEARMOUNTAIN — on February 18.

The reissued single — currently used in a UK gum advert — hits the Top 40 this week, marking the song's fourth appearance there (and fifth overall UK chart showing) over the last 21 years.

Speaking of reissues, BOBBY McFERRIN's 1988 single "Thinkin' About Your Body" is getting a new lease on life, thanks to the power of advertising Cadbury's chocolate. The new "Chocolate Mix" of the song by 2 MAD and PAUL RABINGER currently features in a UK TV commercial and has just been released on Big Life Records.

### Mute Compilation

Mute Records, home to bands such as DEPECHE MODE, ERASURE, and the INSPIRAL CARPETS, released its first compilation album ("International") this week.

The LP's 14 tracks include an extract from the "Quad Final Mix" of "Enjoy The Silence" — an orchestral arrangement of the Depeche Mode hit that was previously available only on a limited-edition CD — a live version of Erasure's "Push Me Shove Me," recorded at Milton Keynes in September, and selections by the Inspiral Carpets, WIRE, NICK CAVE & THE BAD SEEDS, NITZER EBB, RENEGADE SOUNDWAVE, and Yugoslavia's LAIBACH.

## CANADA

LW	TW	Artist/Track
1	1	BLUE RODEO/If I Am Myself Again
2	2	MCJ & COOL & Smooth As Silk
7	3	JEFF HEALEY BAND/How Long Can A Man Be Strong
4	4	NORTHERN PIKES/Kiss Me You Fool
5	5	BARNEY BENTALL/He Could Be Worse
6	6	HELIX/Good To The Last Drop
8	7	CARDI & THE BACKBEAT/Good Together
9	8	RIK ENNETT/Saved By Love
—	9	GOWAN/Out Of A Deeper Hunger
10	10	WORLD ON EDGE/Only The Lonely

### Most Added

ACOSTA RUSSELL/Never Change My Mind  
WORLD ON EDGE/Only The Lonely  
ZAHALAN/Fallen Angel

Top 10 Canadian CHR hits courtesy The Record (418) 533-9417

## BRITAIN

LW	TW	Artist/Track
2	1	KLF I/THE CHILDREN OF THE REVOLUTION/3 A.M. Eternal Live At The S.S.L./Guns Of Mu Mu (KLF Communications)
9	2	BART SIMPSON/Do The Bartman (Geffen)
3	3	2 IN A ROOM/Wiggle It (Cutting)
1	4	QUEEN/Innuendo (Parlophone/EMI)
6	5	RICK ASTLEY/Cry For Help (RCA)
—	6	NOMAD I/MC MIKEE FREEDOM/Wanna Give You Devotion (Runout)
16	7	EMFI/Believe (Parlophone/EMI)
—	8	KYLIE MINOGUE/What Do I Have To Do (PWL)
10	9	SOHO/Hippychick (S&M)
—	10	PRAISE/Only You (Epic)
5	11	C&C MUSIC FACTORY I/FREEDOM WILLIAMS/Gonna Make You Sweat (CBS)
—	12	VANILLA ICE/Play That Funky Music (SBK)
4	13	ENIGMA/Sadness Part I (Virgin International)
7	14	SEAL/Crazy (ZTT)
15	15	OLETA ADAMS/Get Here (Fontana/PG)
8	16	OFF-SHORE/Can't Take The Power (Columbia)
14	17	A TRIBE CALLED QUEST/Can I Kick It? (Jive)
11	18	ROBERT PALMER I/GILLY G/Mercy Mercy Me! Want You (EMI)
12	19	RALPH TRESVANT/Sensibility (MCA)
—	20	SOURCE I/CARDI STATION/You Got The Love (TrueLove)

### Moving Up

KENNY THOMAS/Outstanding (CooLtempo/Chrysalis)  
KIM APPELBY/G.L.A.D. (Parlophone/EMI)  
NEW KIDS ON THE BLOCK/Games (Epic)  
MIXMASTERS/The Night Fever Megamix (IQ)  
LITTLE ANGELS/Boneyard (Polydor/PG)  
JIMMY SOMERVILLE I/BRONSKI BEAT/Smalltown Boy (London/PG)

The Network Chart, courtesy MIB

"Rock Over London" news is a service of Rock Over London Ltd., which can be reached at Globe Theatre, Shaftesbury Avenue, London W1V 7HD, phone 071-494-4513.



JOEL DENVER

## Cheap Promotions (That Work)

Pinching promotional pennies? Join the crowd — but don't let it get you down. Just because you don't have \$50,000 to splash around in a high-powered contest doesn't mean you can't have some fun. All it takes is creativity.

In fact, some promotional gurus are steering away from big contests. Why? Because many listeners feel their chances of scoring big prizes are slim to none. Here are a few ideas that are cost-efficient and have a big impact.

### The Lure Of Luxury

KKXX (Power 106.3)/Bakersfield PD Chris Squires put together a "Power Fantasy Weekend For Two" utilizing the lure of luxury and the concept of active listener participation. "We hooked up with a leasing company to use a Porsche for a weekend. We tied it in with a weekend getaway at the Santa Barbara Red Lion Inn, all on tradeout.

"Every day leading up to the weekend the car was on display at different merchants — either as a stroke or to get a foot in the door with prospective advertisers. We let people call in and register to win one of 106 keys. Key winners also could bring a friend along to try the lock, which we did at a buffet at the Bakersfield Red Lion Inn."

Squires neatly avoided one potential stumbling block. He explained, "Getting 106 actual car keys made for a Porsche would have cost well over \$1000, so we placed an ordinary padlock on a chain between two stanchions in front of the car. Those keys only cost us about \$40. We generated a lot of great response and kept the client mentions to a reasonable level, where it still was a Power 106.3 promotion."



Chris Squires

He suggested using topicality for some quick, inexpensive giveaways. "When a huge movie finally goes to video, jump on it. For example, when the 'E.T.' video came out, we asked a simple trivia question about the movie, gave a courtesy mention as to who provided the video, and sounded right on top of a hot item. The best part — it cost us no money."

### Phone Number Contest

WKHI (99.9 KHI)/Ocean City, MD PD/morning man J.J. "Hitman" McKay makes tons of personal appearances himself, especially at local clubs. His favorite summertime event is to coordinate with a beer or suntan oil company and hold a bikini, beauty, or tanning contest. However, Ocean City isn't blessed with beach weather year 'round, so McKay has other ideas.

"We've done birthday contests in which we announce a date and then have a winner. Our twist on that idea is the 'Phone Number' contest. We call out a four-digit sequence every morning at 9:30. If the listener's home phone has those four digits in any order, he wins \$100. It's a great at-work come builder."

Another good call-in contest directed at teens is the "Report Card" contest. Each evening at 7:30 a student's name is announced. When they call in they can claim \$10 for every "A" and \$25 for perfect attendance. McKay also suggested holding a "Diaper Derby" at a local mall and offering trips for mentions only (no tradeouts) to a nearby resort.

He added, "We do some tradeouts, but very little. We pay for what we need in cash because our inventory is worth something to us. In fact, less than 6% of our total inventory is trade. Personally, I wouldn't trade more than \$1000 with anyone. Radio misuses trades, and that lowers the overall value and respect level from advertisers. We're selling fresh air, folks."

Other areas McKay has penetrated by doing mentions-only promotions include:

- Trailer spots in movie theaters
- Station logo on pizza boxes
- Logo on seasonally closed boardwalk storefronts
- Cab tops

And he's gone as far as getting a mention on many car dealership TV commercials. "When they buy TV time it cross-plugs their spots on 99.9KHI with a crawl or visual saying 'Listen for more details on 99.9 KHI.' We also co-op clip-out newspaper coupons. Basically, we try to do business with advertisers who do business with us. It's as simple as giving a few bonus spots in noncritical dayparts. That's how we worked it with Miller Beer: Our logo's on one side of their table tents [stand-up cardboard flyers] in virtually every bar in town."

### Press The Flesh

For KSLY (SLY96)/San Luis Obispo OM Jonathon Harte, nothing beats pressing the flesh. The idea is to do it at large local events you don't organize, but in which your station becomes an active participant. "Wow Week" at Cal Poly is a big event because the students account for 50% of the county population. Just handing out CDs, cassettes, or T-shirts makes lots of friends. At Farmers Market we ran a simple contest in which folks threw a frisbee through the 'O' in our Power Hits logo."



KKXX's Power Fantasy Weekend

Harte also pointed out that when you hand out CDs or cassettes, you can affix small but colorful stickers that bear your logo and frequency. They cost little and you can have thousands made up in one order that will last you many months. So every time a listener plays the CD or cassette, you've made a call letter impression.

One of Harte's favorite cheap stunts is "Singles Night At The Supermarket." "Over 1000 people showed up for our last one. It's labor-intensive but low-cost, as the participating supermarket foots almost all the bills. The best part is you get lots of adults in one place with your logo all over the store."

"They have lots of fun playing stupid games for prizes. Things like a male and female pairing off to use toothpicks in their mouths to



Jonathon Harte

pass Lifesavers. Then there's the 'Nut & Bolt' game. The guys have the screw and the women have a corresponding nut, and they go

Continued on Page 42



SLY96's "Singles Night At The Supermarket"



99.9KHI's "Hitman" McKay at one of his favorite promotions.



“ the dream academy ”  
**love**



THE NEW SINGLE. PRODUCED BY NICK LAIRD-CLOWES,  
GILBERT GABRIEL AND STEVE LAMBERT. FROM THE  
ALBUM A DIFFERENT KIND OF WEATHER

MANAGEMENT: JAMES TOO & STEPHEN FARINOLI © 1990 REPRISE RECORDS



# ZZ TOP 'GIVE IT UP'



## THE NEW SINGLE FROM THE PLATINUM-PLUS ALBUM RECYCLER

### NEW & ACTIVE

PRO-FM deb 35	KWNZ add
WPHR deb 25	WPRR add
KZ106 8-5	WWFX 38-34
KATM 16-9	WJMX 38-30
YES97 19-15	KISR deb 38
KFTZ 35-21	WVBS add 35
JET-FM deb 29	KYYY deb 37
WERZ 38-35	WCIL deb 32
93Q add	KFMW 37-30
WQUT 32-28	WIFC 32-29
WOKI 29-26	KFBQ deb 40
KTUX add	ZFUN add
Z99 24-21	SLY96 35-30
WRQN deb 29	OK95 37-31
KXYQ 25-23	

TRACK: 2



©1990 Warner Bros. Records Inc.

## Cheap Promotions (That Work)

Continued from Page 40

around the store trying to find a match. We've also done 'Pepsi Bowling' using canteloupes as balls. Messy but fun. Or get a male and female partner to stack rolls of toilet paper using anything but their hands. You'd be surprised how coordinated some folks are with their feet."

### Hang Your Logo On The Stars

Even a major market station like KQLZ (Pirate Radio)/Los Angeles considers ways to get the most bang for its buck. Promotion Director Rob Tonkin suggested, "When celebrities are going to be on TV, either locally or nationally, pay them to wear a station T-shirt, jacket, or hat. For only a couple hundred bucks, you get thousands of dollars worth of exposure."



Rob Tonkin

"If a group comes to the station, try to get one or more of the band members to wear your station's clothing. Not only does it look great onstage, if they do interviews for local TV or in a national music magazine it's great publicity. And if your station is doing a charity promotion or something where TV or still cameras are likely to show up, make sure everyone on staff is



Clarke Ingram

wearing something with your logo on it."

Tonkin believes community events offer not only some of the cheapest promotions, but are the most effective in terms of image building. "Events like 'Whack The Cadillac For Charity' always bring out the press for photo opportunities. The day after Halloween we crushed pumpkins with a steamroller, and 'Pirate Radio' was stenciled all over the pumpkins and the steamroller. No matter what happens, everyone knows you own the event."

For added visibility, make sure you have a good assortment of station banners in all sizes. For a small initial outlay they make great impressions and help dress up any appearance or event you're trying to call your own — and they can last for years.

In its latest "cheap 'n' dirty" promotion, Pirate's handing out hundreds of the new 29-cent first-class postage stamps along with American flags.

### Street Buzz

WHXT (Hot 99.9)/Allentown PD Clarke Ingram advised, "Saturate the audience with smaller prizes.



Matt McCann

We can't buy the extensive media campaigns [crosstown CHR] WAEB-FM can afford. Doing things like freezing [morning man] Woody Wood in a 5000-pound block of ice for charity generated tons of TV and media exposure.

"Because we worked with Good Samaritan Hospital to raise money for handicapped kids through aluminum can recycling, our logo is on billboards along with the hospital name and Pepsi logos."

WLRW/Champaign, IL PD Matt McCann added, "We worked out a for-mention-only deal with the local bus company to post Valentine's greetings on bus sides. All we told people to do was look for the sign, and the bus company did the printing."

"In today's economic environment, concert and movie tickets are more valuable than ever. They give listeners a reason to go out. We also keep our ongoing bumper sticker campaign alive in the middle of winter by offering free car washes to cars with our stickers. It only costs us \$3-\$5 a car, depending on the car wash, and we limit the number of cars each time so it doesn't wear out a good thing or take a big bite out of our cash."

## Trading Spots For Prizes

Working with clients who will trade prizes and/or services for a spot schedule is one of the oldest tricks in the book. It's better still to set up trades for mentions only in live liners and promos. If you must trade, consider these pitfalls:

- Trading out too much inventory for value received.
- Promotions that sound like commercials.
- Doing only client-oriented promotions.
- Protect yourself by:
  - Getting a trade/cash spot schedule to offset the trade.
  - Keeping spot-value to prize-value ratio as low as possible.
  - Never letting trade spots take up more than 10% of your total 6am-midnight spot inventory.

## MOTION

• Tim Watts, ex-APD at KXXX (X100)/San Francisco, is named PD at KHHT/Santa Rosa, CA

• KFXD (KF95)/Boise PM driver Dave Arthur named MD

• KMOK/Lewiston, ID ups MD Kevin Chase to APD

Former WHTX (Z100)/New York midday man Jo Jo Morales returns to do swing there as well as at sister CHR WEGX/Philadelphia. Scott Innes is now doing mornings at KHHT/Springfield, MO as Innes & Co., coming from wakeup duty at WABB/Mobile. Melanie Sherman takes Promotion/Marketing Director post at KRXY (Y108)/Denver, moving from the neighboring KHOW. At WQXA/York, PA Wild Jay West, most recently at KNFU/Houston, fills the Promotion Director/night slot, and partner Metro Mike Ebersol becomes Research Director.

Kenny Knight is new MD at KTXV Jefferson City, MO following Holly wood Harrison's exit. WGRD Grand Rapids adds night rocker Brian Christopher. Jeff Corder moves from WHN/Bloomington, IL to mid days/production at crosstown WBRG. At WNNJ/Newton, NJ PD Larry Bear is upped to OM and overnighter Jim Kelly jumps to mornings. WZAT (Z102)/Savannah MD Stanton Jay exits as midday man Ray Williams is upped to APD; a new MD will be named shortly.

WXXL (XL106.7)/Orlando PD morning man Big Steve Kelly returns to afternoons, switching shifts with Doc Holliday. Also at XL106.7, morning sidekick Bobby Knight exits and Promo Director Shelley Kay's post has been eliminated, with Taylor Communications Corporate Director Research & Marketing Larry Kahn now handling her duties.





WALT LOVE

UC

URBAN CONTEMPORARY

# Magic's Act

## KMJM/St. Louis Rolls Another Ratings Win

KMJM (Magic 108)/St. Louis continues to rack up impressive ratings results:

- Posted fourth 12+ in the fall '90 Arbitron (6.7-6.9)
- Claimed third 12+ in the corresponding Birch (9.7-10.9)
- Tied for third with KYKY (AC) in Arbitron 18-34 adults with an 11+ share
- Nabbed second in Birch 18-34 adults with a 16 share
- Finished second 18-49 in Birch with a 12.3; third in 25-54 with 11.5

By comparison, Magic 108's closest format rivals, Black AC KATZ-FM and Black Oldies KATZ (AM), moved 2.1 to 1.8 and stayed flat at 2.1, respectively, in Arbitron. Meanwhile, in Birch KATZ (AM) rose 1.2-2.2, while KATZ-FM dropped 1.6-1.3.

### A Noble Broadcaster

Chuck Atkins counts two years at the Magic 108 programming helm and a total of five years in the industry, beginning with a stint at WDJY/Washington under then-PD Brute Bailey. Radio is definitely in his blood: older brother Ron currently programs sister Noble Broadcasting outlet KMJQ (Magic 102)/Houston.

Asked why KMJM's popularity continues to grow, Atkins answered, "Because we're sticking to our game plan in terms of music, promotions, and on-air presentation and also keeping our target au-

**"Part of our appeal is the fact that people like our showbiz approach on-air and off."**

dience in mind. We're looking to appeal to the 18-49s and 25-34s. There's a considerable amount of people within our target, and we use our research to find out exactly what they're into. This way there's no guessing game; we know just what they want from us and give it to them.

"Our company and Magic 108 GM Linda O'Connor saw the need to budget money for an in-house research staff of five people. I also put some gut feeling into what we do. When it comes to our music, I just won't let research tell me a record is great or bad and not question it. I don't want a record to



Chuck Atkins

start off bad and stay bad. It's important to know your music and what your audience likes. You can learn that over time."

### Personality Plus

Describing KMJM's presentation, Atkins noted, "Good music, good jocks, and entertaining programming elements are the ingredients necessary for us to succeed. Our station has moved from more format to more of a personality presentation over the past two years. Personality doesn't mean talking more on the air. It's about

what a person says and how he says it. I think personalities can express themselves better than someone else who needs to have liner cards to do the job."

Turning to the music end of things — and noting the current abundance of ballads in the format — Atkins said, "A lot of the music

**"Personality doesn't mean talking more. It's about what a person says and how he says it."**

that's out is in the midtempo vein, and it's working quite nicely for us. We're victims of what's available and have to work with it. I'm not opposed to playing a couple of album cuts just to maintain the station's tempo. We also play quite a few recurrents that help the tempo, plus some oldies."

Stopping short of delving into programming specifics, Atkins said the station uses one basic clock but alters it several times a year to accommodate talk breaks, promos, and drops. He also added that stopsets have stayed the same for a while.



**JUST KICKIN' IT** — Over 30,000 people attended KMJM/St. Louis's eighth annual "Chicken Wing Cookoff." Getting ready to chow down are (l-r) CBS Records' Cynthia Johnson, KMJM Promotion Director Jennifer Cox, Arista's John Hall, KMJM's PD Chuck Atkins, staffer Iris Mitchell and Production Director Eric Michaels, Motown's Pat Edwards, and an unidentified KMJM listener; (kneeling) KMJM staffer Gal Linsey.



The Magic Metro Bus cruises through area neighborhoods.

### Community-Minded

Atkins defends Magic 108 against Churban and Dance CHR competition by doing "what we do well and playing the black music people expect us to play. Our best defense is our offense. They [Churbans, Dance CHRs] can't be blacker than we are. Our Caucasian listeners know we're black; our music is black. When they want black music they come to us. Our TV spots feature our jocks because we're proud of them and of what KMJM is. The feedback we've gotten is people don't want a station that plays black music and comes off as being something different in public.

"We believe radio is still the theater of the mind," Atkins continued. "Part of our appeal in this market is the fact that people like our showbiz approach on-air and off. To describe what we do, I'd say it's simply fun. Our station is the type you want to listen to — if you have something else to do and you don't listen, you might miss something. And our listeners tell us that."

Fun also translates into big-prize promotions and a strong community commitment. Last year the station gave away two luxury cars — a BMW and Mercedes Benz — back to back. Calling Magic 108 as much of a "community-minded station as it is a promotionally driven" one, Atkins talked about a regular feature called "Neighbors In Need."

"Every day our morning man solicits and reads letters on the air about things people need. For example, a lady called and needed

**"Our best defense is our offense. They [Churbans and Dance CHRs] can't be blacker than we are."**

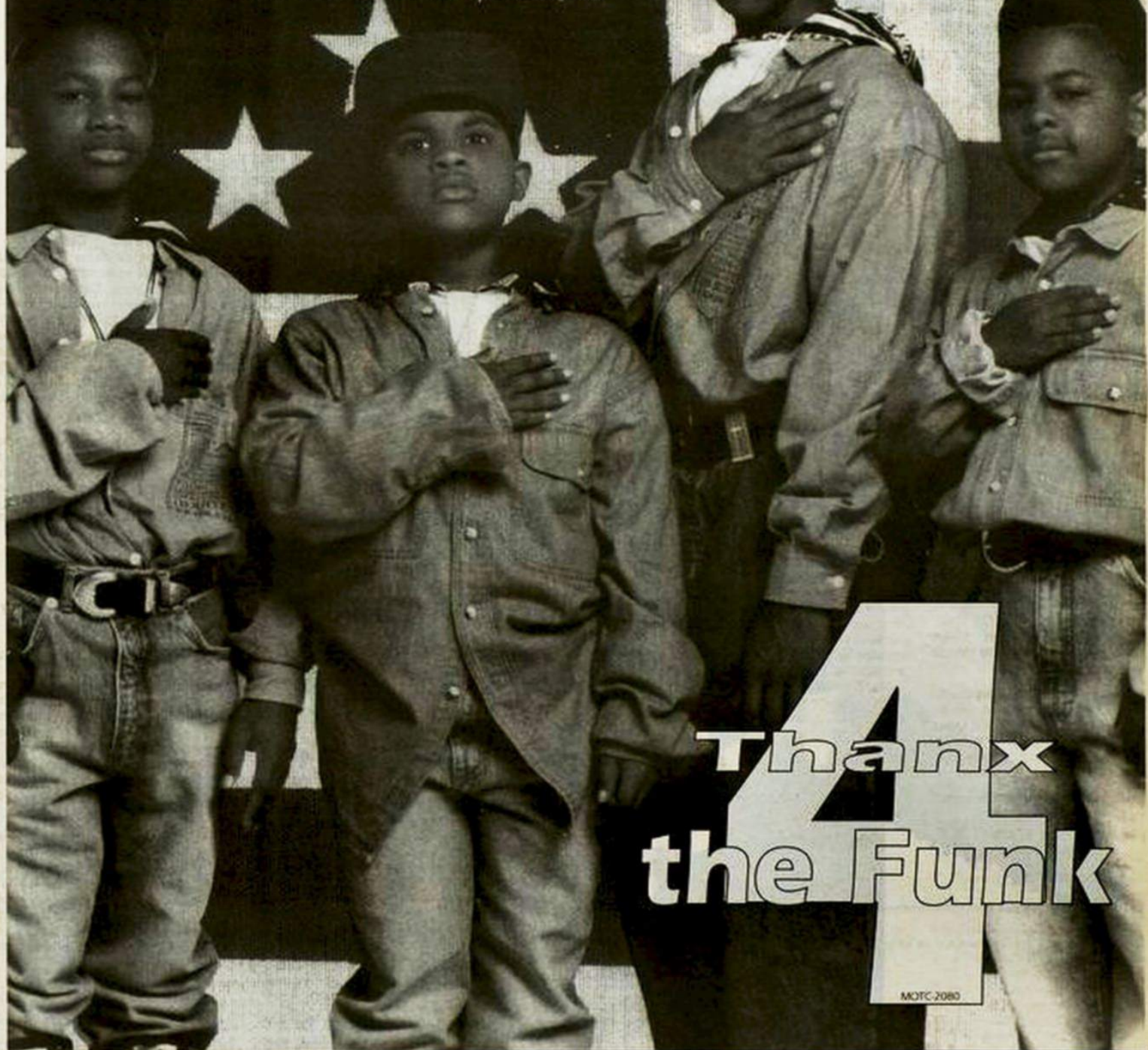
five winter coats for her children because their house burned down. People called and said, 'Tell me how to get in touch with this person because I'd like to buy new coats for the kids.' The next day that lady not only got the coats she needed, but she also had a place to stay for 90 days.

"This isn't just another promotional gimmick. We started doing it one day a week. It became such a [popular] service that we now do it five days a week. It's really something to be a part of and to hear of the air. It touches our hearts — we can do this for our listeners and still play the hits."

### Strike The Pose

What's in vogue? Shooting your best promotional shots to R&R. Any station event is fair game — contests, concert tie-ins, benefits, in-studio celebrity visits. Just make sure the photos (black & white or color) are clearly focused and those pictured are properly identified. Mail to Walt Love, 1930 Century Park West, Los Angeles, CA 90067. And keep flashin'.

*The*  
**BOYS**



**Thank  
4  
the Funk**

MOTC-2080

**THE NEW HIT SINGLE FROM THE BOYS  
SELF-TITLED ALBUM** MOTC-6302



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GOTTA SEE

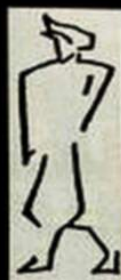
THE FIRST TRACK FROM SÓL MODERNO

YOUR EYES

THE DEBUT ALBUM

WITCHAM  
TRIBE

Z8 ENTERTAINMENT



# UC PICTURE PAGE



**READY OR NOT** — After 7 visited with WAMO/Pittsburgh's weekend club jock Sky Collins (l) and midday personality Porsche Fox (r) before a performance at Benedum Center.



**FEELS GOOD** — Hanging out backstage with Tony! Toni! Tone! after an Atlanta gig are Wing Records' Derry Johnson (third from left) and WFXM PD/afternoon jock Shabba-Doo.



**DAY OF PEACE** — WUSL/Philadelphia, in conjunction with Mayor W. Wilson Goode, recently helped city residents observe a moment of silence to raise awareness of the battle against violence.

# MICA PARIS

MICA'S NEW CONTRIBUTION  
IS A MUSICAL REVOLUTION

SHE'S BACK AND  
BETTER THAN EVER

CONTRIBUTION



FROM HER UPCOMING ALBUM,

**CONTRIBUTION**

THE NEW SINGLE

PRODUCED BY ANDRES LEVIN AND CAMUS MARE CELLI FOR  
C-N-A PRODUCTIONS

ADDITIONAL OVERDUBS AND REMIX BY YVONNE TURNER FOR BIG LIFE

EXCLUSIVE WORLDWIDE MANAGEMENT BY  
BRUCE GARFIELD  
THE GARFIELD GROUP  
NYC



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**When you play it, say it!**

## THE KEY: FRESH, LOCAL COMEDY

## Bring Your Morning Drive Alive

There's nothing more important to a winning morning show than good comedy. If you're getting beaten in mornings, there's a good chance the shows ahead of you are delivering more laughs more often.

How do you attack the situation? How do you pump up the comedy level? Well, you can't ask the morning man to "get funnier." Comedic talent is a natural ability, and everybody's born with a different amount. Besides, the goal here isn't to improve the morning man, it's to improve the morning show.

To do that, you've got to analyze the entire three or four hours, figure out where the dead spots are, and start filling up those places with fresh, strong comedy.

What kind of comedy? Short, punchy, preproduced material works best. Take advantage of the comedy services. It's an expense, but if you're serious about winning, you can't afford to be without it.

Even more important is producing your own material in-house. It gives you something no national service can provide: funny local material, things that pertain to your individual market. Another advantage of producing your own material: the ability to get material on the air immediately instead of having to wait a week or two for the national services.

Plus every market has its own unique sense of humor, its own parameters of what's acceptable and what's not. Doing your own comedy permits you to work within these boundaries. The national services can't make fun of that hide-

**"Don't pick targets that have already been used by everybody. Look for a 'virgin.' Five years ago, jokes about Elvis were funny. Today no joke about Elvis is funny. It's been done to death."**

ous car dealer who sponsors the all-night movie — but you can. And you'd better, because that's where the real laughs are.

So what are you waiting for? You've already got everything you need: the production studio and the air talent to handle the voice work. And here are a few things to also keep in mind.

## Identifying Your Comedy Target

This is essential. What person or thing in your market is overdue for a little satire? It could be that used car dealer or maybe it's the obnoxious auto insurance commercial that runs 24 hours a day on televi-

**"If it's funny at 40 seconds, it'll be a lot funnier at 30 seconds. I've yet to hear a comedy bit that couldn't be made stronger by having something eliminated from it."**

sion. Perhaps it's a local elected official. Whoever it is, the ideal target has three important characteristics:

• **Visibility:** Pick someone or something that's totally familiar to your audience.

• **Worthiness:** The target has to be somebody your audience wants to see ridiculed. (In other words, don't attack the local football coach if the team is in first place. If it's in last place, that's a different story.)

• **Freshness:** Don't pick targets that have already been used by everybody. Look for a "virgin." This can't be emphasized enough. Five years ago, jokes about Elvis were funny. Today, no joke about Elvis packs any punch; it's been done to death. Two years ago, Roseanne Barr was an ideal target. Not anymore. It's too easy.

It doesn't matter what the target is — after Jay Leno and Arsenio Hall get hold of it, its use to you is pretty much finished. That's why you should be videotaping all the major nighttime talk shows. It's important to keep abreast of what's being done comedically, plus it gives you an excellent barometer of what's funny on a national level.

Another reason to watch these shows is that a large percentage of your morning audience — particularly in the 6-8am hours — goes to bed before these programs air. Take advantage of that fact. Johnny Carson's monologue or David Letterman's top ten list will still be fresh to them.

## Finding Local Targets

They're everywhere. You just have to know where to look. One of the best places is on local TV newscasts. Every market has at least one pompous anchorman, a hyperactive buffoon doing sports, and a geeky bozo reporting the weather. These "personalities" have been inflicting themselves on the market for years; your listeners already joke about them in private. If you do it in public, you'll be a hero.

By Mark Shipper

It's also a good idea to subscribe to as many local newspapers as you can. You can frequently find some incident, event, or person that's a perfect target for your comedy. If there's an issue that's got the whole city talking, find your comedy angle and run with it. But don't just stop there — there could be something even funnier buried on page 37. Find that story and make it your own personal comedy smash.

Once you've got the target selected, it's time to plan your attack. Different targets require different approaches.

## Fake Commercials

If you want to make fun of an annoying local commercial, there's nothing better than making up a fake one just like it. Isolate the elements that make the real commercial so irritating, then exaggerate them ten times over. The key is in making it sound authentic. Make sure you get the voice and production right.

Now that it sounds like a real spot, treat it that way: play it as your first commercial going into a spot. Don't let the audience know it's coming. The element of surprise is one of the key ingredients of comedy. Use it to your advantage.

**"National services can't make fun of that hideous car dealer who sponsors the all-night movie. But you can. And you'd better, because that's where the real laughs are."**

Also keep track of the comedy bits you play. It's the only way to know when they should be repeated. For example, if you played a bit during the 6 o'clock hour and it got a good response, then go ahead and play it again between 9am and 10am. You've got a whole different audience at that time.

Pay attention to your phones. Make sure your phone ops are keeping a list of every request for comedy material, positive and negative. Go over those requests every day after you get off the air. It's the best way to know if you're playing something too much or not enough.

## Bogus Guests

Suppose your target is the local TV sports guy. Find somebody at the station who can do his voice, and produce a 30-second fake sportscast. Here again, the key is to exaggerate the real sportscaster's most identifiable characteristics, then make him sound even

## Topics &amp; Targets

On a national level, these are the people and topics that are fresh and stale, respectively:

HOT	BURNT
Tabloid TV	Milli Vanilli
Vanilla Ice	Dan Quayle
M.C. Hammer	Madonna
"In Living Color" characters	Roseanne Barr
Budget cable TV spots	"900" numbers
Willie Nelson's problems	Sylvester Stallone
Bo Jackson	New Kids On The Block
"Tom's Diner" song parodies	"I've Fallen & I Can't Get Up"
"AT&T vs. Sprint" commercials	Northwest Airlines
"Downtown" Julie Brown	Andrew Dice Clay
Sports Illustrated football phones	"Twin Peaks"

more ridiculous. If the response is there, turn it into a recurring bit.

## Rap Music

Comedy bits based on rap music can be quite successful. The music form is so stylized and distinctive that almost anything you do with it works great.

For example, over the holidays Pirate Radio (KQLZ/Los Angeles) did a fake commercial for a fictitious album called "It's A Homeboy Hanukkah With M.C. Hammer." Taking the music bed from Hammer's song "Pray," we added a guy impersonating the rapper, saying things like, "Yo, this is M.C. Hammer, and this Hanukkah I'm bringing my entire posse to your bar mitzvah."

Another popular bit was "Rice Rice Baby," a parody of the Vanilla Ice song as it would have been done by a waiter in a Chinese restaurant. Bringing it back to the local level, we also scored with a fake promo for the local news, done rap style. Using a voiceover that impersonated the anchorman, along with a standard rap music bed, a typical verse went like this:

*I'm Jerry Dunphy, tonight at 5  
Channel 9's gonna come olive  
We got freeway shootings, a  
new gas tax  
Mudslide in Malibu, kids  
on crack  
Teachers on strike, mayor's  
in court  
Cops taking bribes — a  
live report.*

But what really made it funny was the idea — a stern, serious 60-year-old anchorman all of a sudden rapping as if he were Vanilla Ice.

What's great about material like this is that once it catches on, it's only place a listener can hear it is on your station. That's why it's so important. Anybody can play the hits, but great comedy gives you

the kind of edge your competitors can't match.

## The Shorter The Better

Probably the most important thing to remember about producing comedy material is that you can always improve it with a razor blade. If it's funny at 40 seconds, it'll be a lot funnier at 30 seconds. And funnier still at 25 seconds. I've yet to hear a comedy bit that couldn't be made stronger by having something eliminated from it. This is especially true of material from the national services. There's always too much fat in them, too many "dead seconds" that don't need to be there.

Even if you produce only two or three bits a week, it can make a dramatic difference in the way your morning show is perceived (assuming the spots are good enough). One of the keys to ratings success is to create talk in your market, and nothing does that better than good, strong, cutting-edge comedy.



Mark Shipper is head writer of KQLZ (Pirate Radio) Los Angeles's morning show.





HARVEY KOJAN

# Denver: Rock Radio's No. 1 Market

R&R's recent Arbitron and Birch Format Performance Reviews confirmed what you probably already knew: When it comes to rock radio, no major city is more friendly than Denver. The market currently supports — with varying degrees of success — mainstream AOR (KAZY), hard rockin' AOR (KBPI), eclectic AOR (KBCO, KDHT), Classic Rock (KRFX), and New Rock (KTCL).

With six stations indulging in some permutation of rock 'n' roll — and just about all of them making significant format adjustments over the past few months (some major in scope) — getting a handle on the market is no easy matter.

Perhaps the best way to ascertain the present competitive dynamics is to let the programmers do the talking. I invited each PD (and an OM) to discuss his station as well as those of his rivals. As you'd expect, they don't always agree, but there's enough consensus on who's doing what to give you a good feel for the current state of affairs.

Ratings, of course, are the ultimate arbiter, and it might be a good idea for you to study the "Ratings At A Glance" box at right before moving on.

(Editor's note: KBPI PD Bill Betts declined to be interviewed for this column, explaining: "I've busted my brain trying to come up with a single reason why a PD would spill his guts in a trade paper and can only come up with one. However, I believe ratings success will get more jobs than a big mouth. Here at KBPI, we prefer to keep our handicap where it is.")

## KBCO: Tough To Stay On Top

Noble's KBCO, the country's most consistently successful adventurous AOR, has tightened considerably over its 14 years, but remains true to its progressive heritage. After several 12+ crowns accompanied by 25+ dominance, KBCO is in the midst of a four-book slide and faces its first serious upper-demo ratings challenge in several years, courtesy of Jacor's KRFX (The Fox). Here's how 'BCO PD John Bradley assesses the market:

"Whereas people nationally tend to think of KBCO's music as left of center, we've always considered ourselves to be very much in the middle, and I still think we're there. We're not too left or too right or too hard or too soft. KAZY and KBPI are hard and more familiar, and KTCL and KDHT are more unfamiliar, although KDHT isn't as soft and unfamiliar as it used to be. At first, KDHT tried to be what KBCO used to be. Now they're trying to be what KBCO currently is.

"As far as KAZY and KBPI are concerned, historically one will be up and one will be down. That's the

way it's been since the late '70s. There's a huge amount of sharing going on between them, and they fight their own long-standing war. It's worse than Iran-Iraq. They've been around for so long they have images that'll be difficult — if not impossible — to change.

"The Fox does Classic Rock well. Right now the Fox and KAZY are very close with regards to their music and presentation. They both have very active morning shows and try to push the envelope, although the Fox does it more and better."

"Bradley says KBCO's recent ratings slide is due mainly to the increased competition, noting, "When KBCO was going up in the '80s we were unchallenged. No one knew what the heck we were doing, and they left us alone. Now [competing stations] are playing music we used to have all to ourselves.

KDHT and the Fox weren't here two years ago. You also can't forget about [NAC] KHHH, which certainly draws from the same 25-54 audience.

"I also don't think we were as good in 1990 as we'd been in the past. It's funny, and everybody tells you this, but when you get to the top something happens to you. No matter how hard you try to prevent it, things change. Promotions come your way that weren't there before. You run commercials you didn't run before. So I think we're a little bit of a victim of our own success. What we're trying to do now is get back to the basics."

## KAZY: Mining The Mainstream

Summit's KAZY has been playing some variation of rock 'n' roll since the '60s but suffers from years of inconsistency. In the late '80s the station reverted to a focused, hard rockin' approach under then-PD Andy Schoun and promptly saw its ratings soar into the sixes. But its predominantly 12-24 demographic profile was eventually viewed as an anathema in today's 25+ happy world. Last year

## Ratings At A Glance

	Five-book trend					Arbitron			
	4-7	8-11	12-15	16-19	20-23	Per 18-34	Mon 18-34	Tue 25-34	Wed 25-54
KAZY	4.7	4.2	3.7	3.9	3.5	8	4	3	7
KBCO	7.3	6.2	6.1	5.2	5.1	4	3	2	2
KBPI	3.8	4.6	6.3	6.5	5.6	1	2	6	9
KDHT	1.5	0.9	1.7	1.4	0.8	16	15	12	18
KRFX	3.7	4.0	3.4	3.7	5.0	2	1	1	4
KTCL	0.6	1.6	0.5	1.3	1.8	10	6	4	11

	Five-book trend					Birch			
	4-7	8-11	12-15	16-19	20-23	Per 18-34	Mon 18-34	Tue 25-34	Wed 25-54
KAZY	8.7	6.3	3.8	6.4	3.5	8	4	na	13
KBCO	7.3	6.9	7.8	6.8	7.2	2	2	na	1
KBPI	5.9	6.7	6.1	9.0	9.4	1	1	na	3
KDHT	0.7	0.6	1.7	0.9	0.8	20	18	na	21
KRFX	3.0	4.3	5.1	5.5	4.5	3	3	na	6
KTCL	1.6	1.4	0.2	1.6	2.2	11	9	na	9

the station began shifting to a library-intensive, mainstream AOR approach under new PD Brian Taylor.

"KBPI has basically taken the hard rock position KAZY held a year or two ago," notes Taylor, who was hired the same week Bill Betts joined KBPI. "We abandoned that position because of the lack of revenue opportunities. The audience composition was so bad that it just wasn't a long-term position we wanted to hold. We picked up Z-Rock for our AM last year with the intention of moving some of our younger audience there. But KBPI filled that hole, and our strategy wasn't as effective as we had initially hoped it would be.

"The one thing KBPI has that it's never had before is focus. You turn on KBPI and you know what you're going to hear. They consistently hit it real hard, all day long, and that's to their benefit. And with KAZY

and the other stations making musical adjustments, it creates a window of opportunity for 'BPI to pound away and gain momentum.

"Meanwhile, after kind of wandering around playing Tommy James and Paul Revere along with the Rolling Stones and the Who, the Fox became much more focused in the past six months. At the same time they've been much more aggressive with their promotion and marketing than most stations in Denver."

With KBPI rockin' hard on one side, and the Fox hitting the classics on the other side, the obvious question is: Where does that leave KAZY?

"That leaves us right down the middle as the mainstream rock station with the heritage position," says Taylor. "Some people might say that's not really a position, but it is in this format. In every market there's a heritage AOR that plays classic rock and the best new rock. Here we are. We own this hill."

If KAZY is to stake its claim as Denver's mainstream station, it'll have to shed its well-known hard rock image. "Marketing will accomplish that," Taylor says. "The station has always done some cool promotions, but it's never really marketed itself effectively. Now we've finally got the new staff in place — including a marketing director. We've got a new logo, new positioning statements, and a marketing campaign.

"When you have so much competition for basically the same kind of music, no one's going to gain a substantial ratings lead just by the music they play. Marketing's going to make the difference."

## KRFX: War Of Words

Jacor's struggling Classic Hits outlet has been the subject of intense rumors last year. But instead of changing format, the Fox changed focus and moved to a Classic Rock approach, which paid immediate dividends. In typically Jacorian style, the Fox has stressed promotion, marketing, and personality. The station scored major free fall book publicity courtesy of Sports Director Rich Goins's billboard marathon. OM Jack Evans, who arrived five months ago, explains the Fox's recent gains:

"When I got involved the station was all over the road musically. We ranged from playing things you'd hear on a good-time Oldies

## Sample Hours

Wednesday, 1/23/91 3-4pm

### KRFX

CARS/You Might Think  
ALLMAN BROTHERS/Good Clean Fun  
ALLMAN BROTHERS/Revival  
DAVID BOWIE/Young Americans  
DOOBIE BROTHERS/China Grove  
GUESS WHO/American Woman  
HONEYDRIPPERS/Ship Of Fools  
JOE COCKER/Feelin' Alright  
ROLLING STONES/It's Only Rock 'N' Roll  
JOHN COUGAR/I Need A Lover  
HEART/Stranded  
PETER GABRIEL/In Your Eyes

### KDHT

GRATEFUL DEAD/Uncle John's Band  
KARLA BONOFF/Isn't It Always Love  
TOM PETTY/Face In The Crowd  
MARCIA BALL/What's A Girl To Do  
STEVE FORBERT/Thinkin'  
BLIND FAITH/Can't Find My Way Home  
GREGSON & COLLISTER/Always Better With You  
ELTON JOHN/Honky Cat  
VAN MORRISON/So Quiet In Here  
BRUCE COCKBURN/Rumors Of Glory  
JAMES TAYLOR/Country Road  
SHADOWFAX/1001 Nights

### KBCO

UB40/If It Happens Again  
DOOBIE BROTHERS/Black Water  
INXS/Bitter Tears  
NILS LOFGREN/Cry Tough  
PRETENDERS/Back On The Chain Gang  
JOHN C. MELLENCAMP/Minutes To Memories  
DRIVIN' N' CRYIN'/Let's Go Dancing  
GENESIS/Squonk  
PHIL COLLINS/That's Just The Way It Is  
IGGY POP/Candy  
AMERICA/Never Found The Time  
DOORS/Ship Of Fools

### KAZY

THIN LIZZY/The Boys Are Back In Town  
DON HENLEY/Heart Of The Matter  
LED ZEPPELIN/Rock & Roll  
BLACK CROWES/She Talks To Angels  
AEROSMITH/Back In The Saddle  
STING/All This Time  
RICK DERRINGER/Rock & Roll Hoochie Koo  
MOODY BLUES/Ride My See Saw  
WINGER/Easy Come Easy Go  
ROLLING STONES/Gimme Shelter  
PINK FLOYD/Welcome To The Machine  
ZZ TOP/Got Me Under Pressure

### KBPI

TESLA/Signs  
BILLY SQUIER/Rock Me Tonight  
AC/DC/T-N-T  
MOTLEY CRUE/Without You  
DAMN YANKEES/High Enough  
EDGAR WINTER/Frankensten  
QUEENSRYCHE/Best I Can  
SCORPIONS/Rock You Like A Hurricane  
RATT/Giving Yourself Away  
VAN HALEN/IT Wait  
BAD COMPANY/Boys Cry Tough  
LED ZEPPELIN/Heartbreaker

### KTCL

BEAUTIFUL SOUTH/My Book  
BIG AUDIO DYNAMITE/James Brown  
ULTRAVOX/Man Of Two Worlds  
MISSION UK/Hands Across The Ocean  
STEVE JONES/Mercy  
DNA/SUZANNE VEGA/Tom's Diner  
ROGER McGUINN/Car Phone  
JANE'S ADDICTION/Been Caught Stealing  
R.E.M./Crazy  
JESUS JONES/Fight Here  
Right Now  
CHURCH/Electric Lash  
ENIGMA/Sadness

# CRY WOLF

## PRETENDER

the first single from  
the debut album  
**CRUNCH**

©1991 CRY

### AOR TRACK 50

#### ACTION!

KLOL	WLLZ
KBPI	KLBJ
KRXQ	WPDH
KISW	KLAQ
WRIF	KMJX
KYYS	WRUF
KSHE	WXTB

And Many More!

#### REACTION!

KRXQ L-M  
WAZU M-H  
WLAV L-M  
WKQZ L-M  
KCHV L-M  
KZOQ L-M

**NAT LAMP, KLAQ:** Don't pretend - play Cry Wolf's 'Pretender' - it really works."

**JEFF CARROLL, KLBJ:** "This record is for real. IRS isn't just crying wolf."

**PATTY MARTIN, KLOL:** "Pretender' is one of those songs that grows on you with repeated listens. It's got a hook, a melody, and a kind of sound that works great over the airwaves."



**AOR REPORTERS:** Hear CRY WOLF and other IRS hits on this week's AOR Aircheck. Or call **BARRY LYONS** at IRS, (818) 508-3130 for your free copy.

## AOR.

## Denver

Continued from Page 49

station to the Doors and Santana. So we dropped the Classic Hits moniker and switched to '103.5 the Fox.' We now play currents. We're trying to be an adult rock station.

"Another problem was that the liners we originally used projected a very arrogant attitude, saying how great we were while attacking the competition. They were positioning us as this big, winning, holier-than-thou radio station. Now that attitude worked real well for us in Nashville and Tampa, but it won't work in Denver. So we shifted things. When the Rocky Mountain News reported that we had lost a million dollars, we went on the air and said, 'We're broke, we're scum, and if it weren't for the three or four listeners we have out there, we'd be nothing.' One of our liners was, 'If dollars were donuts, you wouldn't find any police around here.'"

Evans doesn't have any kind things to say about his crosstown rivals: "KAZY is still trying to figure out what to do. They started to lean more classic for a while, but then they stopped. And they brought in a morning show that couldn't get a job on a Boulder college station. KBPI has focused its music on 13-year-old boys who hate their parents and sit in their bedrooms going, 'Far out, Metallica.' And KBCO has apparently OD'd on tofu. They're running a terrible television campaign and have shifted their positioning to long music sets. Big fuckin' deal - nobody knows what they're playing anyway."

"War started here in October. Our air attack initially focused on KAZY and KBCO. We put the squeeze on both of them, figuring if we cleaned up our attitude, focused our music, and made the station extremely adult and hip, people would make the switch. Now the ground forces are getting ready for 'BPI. By continuing to improve our morning show and adding the right currents, we're going to get 18-34%."

#### KTCL: New Rock Focus Pays Off

U.S. Media's KTCL reaches the Denver market from Fort Collins, which is 70 miles away. The station is coming off its best ratings in its 17-year history. Unfortunately, a spotty signal will always keep KTCL from becoming a truly major player.

"I'm real proud to be a part of this market, because there's so much diversity," says longtime KTCL PD John Hayes. "KBCO has perfected the art of playing a mix of Classic Rock and new stuff while maintaining an eclectic sound. KDHT has really gone after - I hate to use this term, but it's appropriate - the hippie crowd with its Colorado sound. It's very similar in feel to what both KBCO and KTCL used to do in the late '70s: Jesse Colin Young, Tim Buckley, Jerry Jeff Walker, etc. They seem to have determined that there's still an audience for that type of sound."

"Here at KTCL, we've really changed in the past year and a

half. Things used to be pretty free-form. I'm not exaggerating when I say we used to have a library of 10,000-15,000 songs. Now we're down to 2000, and we've been much more focused. We realized we were getting a big response whenever we played artists like Echo & The Bunnymen, the Cure, Depeche Mode, Sinéad O'Connor, the B-52's, etc. We've now defined them as our core artists."

"I'm convinced that tightening up and focusing on our core artists have been directly responsible for our ratings increase. And we definitely see more room for growth, because we haven't even begun to promote and market the station. We don't even have bumper stickers or T-shirts. We're shooting to hit at least a 3.0 within the next year."

#### KDHT: Trying To Find A Niche

Licensed to Greeley, CO but considered part of the Denver metro, this Willie Davis station was born in 1989 as "Acoustic Album Rock" under current PD Ira Gordon, a KBCO alum. KDHT climbed as high as 1.7 before tumbling to 0.8 in the fall, its lowest 12+ since its debut. KDHT also has signal problems, although not as acute as KTCL's.

"We're still the new kids on the block, and we still haven't made much of an impression," Gordon admits. "KAZY and KBPI are basically going at it in the typical AOR

arena, playing lots of hard rock, although both of them seem to be playing more oldies now to go after the 25-54s. There was a time when KBPI was completely '80s- and '90s-driven, but they've apparently decided to go after 25+. Suddenly you're hearing things that were recorded before 1983."

"KBCO has softened its sound considerably, viewing us as a potential threat. They've gone deeper into James Taylor and Dan Fogelberg than they have in a long time. That was the hole we originally found, and they've decided to sew up that hole. At the same time, KTCL has really streamlined its sound, and I think they've taken some younger listeners from KBCO."

"As far as the ratings go, I think the other stations are pretty much where they should be. KBCO has dropped into the fives and will probably stay there because of all the increased competition. KTCL will always suffer because of its signal. The Fox really benefited from sticking the guy up on the billboard. Once the hoopla dies down they'll probably go back down again. I've got to admit it, though - the Fox has great promotion."

"We're targeting a three share. We're not a \$27 million property like KBCO, so we don't have to have a six share to make money. There are a lot of dissatisfied KBCO customers there. We've got the hipness factor going for us that they used to have."

## Dennis Goes Silver

For KBCO/Denver OM/morning man Dennis Constantine, the upcoming Valentine's Day celebration means more than hearts, flowers, and candy. That's because February 14, 1991 marks his 25th year in radio.

Constantine's career began in 1966 at CHR WCAO/Baltimore, where he served as high school reporter, music researcher, and disc jockey. Three years later he accepted his first PD job at CHR WYRE/Annapolis, MD, then headed south to Miami before settling in Denver in 1974. His foray into progressive radio came in 1976 when he began doing mornings at KBPI, joining a staff that included PD Frank Felix, midday maven Larry Bruce, PM driver Frank Cody, and a night jammor by the name of Jeff Pollock.

"I had been successful in CHR, but I hated the music, so I was thrilled to go to KBPI and work with those guys," Constantine said. "It was like the dream team, and we had a great time."

Shortly thereafter the team members began to go their separate ways, and Felix - reacting to the debut of new Burkhardt-Abrams Superstars client KAZY - trashed the progressive approach.

"He cut the playlist from an infinite number of titles to 185 songs," Constantine recalled with a laugh. "Around the same time, KFML, which was completely unstructured, was sold and changed format. Suddenly there were no progressive music outlets, and I saw this incredible opportunity. Bob Greenlee was in the process of buying KBCO, and I proposed that he hire me to do a progressive



Dennis Constantine in 1966.

format. He said, 'Okay, we'll let you give it a shot. But we pay only \$3 an hour.' And I said, 'Okay, I'll take it.'"

Did Greenlee's gambit pay off? He bought KBCO for \$265,000 - and sold it to Noble ten years later for \$27 million.

"It's been so thrilling to be a part of it and watch the whole thing grow," Constantine said. "And it's more challenging than ever, because staying on top is tougher than getting there in the first place. When you're building you're not afraid to take any chances. Once you're successful you suddenly have to think twice about everything. But we try to take the attitude that if we don't continue to take chances, we're just going to be like everybody else."



LON HELTON

## What's In Store At CRS 22

The 22nd annual Country Radio Seminar is just around the corner — March 6-9 at Nashville's Opryland Hotel — and a number of folks are still up in the air over whether or not they're coming. It seems recessionary fears have caused more than a few managers to reassess all budget items, including convention expenditures.

That, of course, is understandable. But isn't the time when things begin to get tough also the time to make sure your product is as good as it can be? To ensure your staff is the best it can be, there's no better educational forum for everyone who works on the creative, sales, or management side of a Country radio station than the CRS.

Here's a preview of some of the things to expect at this year's confab.

### Wide-Ranging Fare

The more than 40 hours of educational panels, workshops, and addresses will range from nuts and bolts programming to the "Air-check Doctor," where you can have your tape critiqued by one of America's leading programmers.

Among the "don't miss" sessions is one titled "Case Study: Programming War Games, Or A Tale of Two Stations." Two management teams from hypothetical radio stations square off against one another as they vie for ratings dominance. Real, everyday situations will be analyzed and debated by some of the industry's top managers, consultants, and programmers.

Another particularly topical panel will focus on the new artist explosion. "Too Many Faces and Not Enough Playlist Places" promises to be interesting and entertaining as radio and record reps discuss differing priorities. A sales-oriented meeting will also offer tips on "Getting The Most From Your Clients."



### Long-Form Sessions

Again this year the CRS will hold long-form presentations by some of America's leading authorities. Dr. Charles Garfield, author of the best seller "Peak Performers: The New Heroes of American Business," and Dick Orkin and Christine Coyle of L.A.-based Orkin's Radio Ranch will conduct three-hour sessions.

Garfield will speak on his theory that since all high achievers share the same basic skills and all of these skills are learnable, "peak performers" are made, not born. To that point, he said, "In the competitive environment of the 1990s, even yesterday's peak performance is not enough. My mission is to translate the real lessons of our nation's high-achieving organizations and their people into consistent, bottom-line results."

In their long-form presentation, Orkin and Coyle will offer what they call their "brainstorming" method of conceiving, writing, and crafting top quality spots.

### People & Events

Industry leaders scheduled to appear are Time Warner Enterprises Chairman/CEO — and former WMAQ/Chicago PD — Bob Pittman, Ken Kragen of Kragen and Company, WPHR/Cleveland morning personality John "Records"

Landecker, WYNY/New York morning talent Jim Kerr, KPLX/Dallas VP/GM Dan Halyburton, WBAP & KSCS/Dallas OM Ted Stecker, consultant Ed Shane, and RCA/Nashville VP/GM Jack Weston.

Country stars Vern Gosdin,

Merle Haggard, Randy Travis, and Tammy Wynette will open the convention on Thursday morning, March 7. Scheduled panelists include Rosanne Cash and Garth Brooks.

Additional events include:

- Thursday's Music Industry Professional (MIPS) panels with sessions on censorship, the costs of building a career, and a behind-the-scenes look at what it takes to produce the perfect video.

- Thursday night's Super Faces show, sponsored by the Academy Of Country Music, starring George Strait.

- Friday's ASCAP-sponsored lunch with Carlene Carter, Mark Collie, and Mike Reid performing.
- The Canadian Country Music Association lunch with music from three of that country's top acts: Patricia Conroy, the Good Brothers, and Anita Perras.

- The convention's crown jewel, the New Faces show, will again close the week's festivities with ten of the format's brightest new stars performing at the Saturday night banquet.

Registration fees for forms post-marked before February 15 is \$339; after that it increases to \$399. If you'd like more information, call the CRS at (615) 327-4487.

See you soon! You can't afford not to be there.



**BULLISH ON BROOKS** — KBUL/Reno's Listener Appreciation show featured Garth Brooks, who got together with the Brahms and his friends to shoot a little bull — and this picture. With Garth (c) are staffers (l-r) Warren Spears, Nancy McDonald, J.J. Christy, Jaye Davis, and PD Tom Jordan.

### HAVE YOU HEARD?

## Block Programs WCOS

KRMD-AM & FM/Shreveport PD Dave Block is leaving to take the PD reins at WCOS-AM & FM/Columbia, SC. Block started at KRMD as a part-timer ten years ago and was named PD three years ago.

- Dale Knippers is the new KZEU/Victoria, TX PD. He transferred from sister station KYKS/Lufkin, TX, where he was Production Director/midday.

- WYLL/Williamsport, MD middayer Casey Brooks has been promoted to PD.

- WNCQ & WCZ/Waterbury, NY OM Ted Bilodeau has taken over the programming chores at WNCQ and has named Dick Corbett APD/MD. Ron Cole left the WNCQ PD gig after only a few months to return to Vermont.

- WGEE/Green Bay morning man Mike Austin replaces Bucky Albright as PD.

### People & Promotions

WSTH/Columbus, GA personality Jeb Stewart has been upped to APD ... WCHY/Savannah MD/Production Director Jim Tapley has added APD responsibilities ... KLUR/Wichita Falls, TX NO Steve Randall has been named MD.

Ernie Kelly is new to evenings at WGAR/Cleveland, coming from WMZQ/Washington ... Clay Daniels has returned to WHOO/Orlando for mornings ... Veteran Madison, WI morning personality J.D. Barber has joined WWOM for wakeup duties from Crosstown WZEE ... Dave Crosler moves from news to PM drive at KKKX/Fayetteville, AR and Tim Munn has been hired for overnights from KSSN/Little Rock ...

Gwen Wilson has left WZIO/Gulfport, MS to join the morning show at WKNN/Bloomington ... WWJO/St. Cloud, MN morning man Dan Geiger has exited for a spot at WWTC/Minneapolis ... WASK-FM/Lafayette, IN has upped parttime personality Anne James



Larry Daniels

to overnights ... Former WBEE/Greenville, MD jock Bob Barry is new to WONE/Daytona Beach weekends ... WNOE-AM & FM/New Orleans NO Denise Verrett-Brock is now Promotions Director; parttime Ray Romero has moved into a news slot.

### Ins ... And Outs

Welcome to KCYL/Brownwood, TX, which has flipped to Country from Adult CHR KJSJ. Robert Hallmark remains as PD ... Dick Byrd is the OM at new Country outlet KPOD/Crescent City, CA ... KHET/Reno has dropped Talk to simulcast with FM Country sister KIQ. The stations have been in receivership since October ... And finally, adios to WLAS/Jacksonville, NC, which signed off January 31, citing the "economy of the area" as the culprit.

### Congrats

Congrats to Larry Daniels, who's celebrating his 20th anniversary with KNCX/Phoenix ... WAUX/Eau Claire, WI, which is marking its 25th anniversary this year and is looking for stories, articles, pictures, and memorabilia from former staffers ... And to WWWW/Detroit, which notched its tenth year as a Country station in January.



**ALAN WON A RADIO** — Alan Jackson (c) received an authentic 30-year-old operating radio from WKMO/Elizabethtown, KY PD Cale Tharp (l) and GM Charles Harper to commemorate Jackson's No. 1 single, "Chasin' That Neon Rainbow." Such a radio plays a prominent part in the Jackson-penned tune.

# The Duet Decade

1990 was marked by a flurry of duets: Keith Whitley & Lorie Morgan, Randy Travis & George Jones, Chet Atkins & Mark Knopfler, Kathy Mattea & Tim O'Brien, T. Graham Brown & Tanya Tucker, Daniele Alexander & Butch Baker, and Vince Gill & Reba McEntire, to name a few. The trend appears to be continuing in '91.

• George Jones, though recently signed to MCA, is releasing a new Epic duets LP — "Friends In High Places" — in March. It'll include Charlie Daniels, Shelby Lynne, Ricky Skaggs, Vern Gosdin, Ricky Van Shelton, Sweethearts Of The Rodeo, Randy Travis, Buck Owens, and Tim Mensy. The first single, a duet with Emmylou Harris titled "All Fall Down," ships February 11.

• Dolly Parton's forthcoming "Eagle When She Flies" Columbia LP includes duets with Ricky Van Shelton and Lorie Morgan, and appearances by Vince Gill, Patty Loveless, and Emmylou Harris. The first single, the duet with Shelton called "Rockin' Years," shipped last week.

• Lee Greenwood's next Capitol LP, "Duets: A Perfect 10," will include pairings with Tanya Tucker, Marie Osmond, Lacy J. Dalton, Wild Rose, Barbara Mandrell, and others. The project is due in April.

• Ronnie Milsap's forthcoming RCA project, "Back To The Grindstone," will include duets with Patti LaBelle and the Harlem Boys Choir. John Hiatt and Mark Knopfler also make appearances on the

album, which will be in stores March 12.

• Daniele Alexander's new Mercury album, "I Dream In Color," which features the Butch Baker duet "It Wasn't You, It Wasn't Me," includes two more duets with label-mate Baker.

• Dwight Yoakam's "If There Was A Way" Reprise LP includes a duet with fellow Kentuckian Patty Loveless, "Send A Message To My Heart," which may be released later this year.

• The Desert Rose Band's "A Dozen Roses" MCA/Curb album includes the Emmylou Harris duet, "The Price I Pay." Could it be the next duet released?

## More Music Memo

• Reba McEntire's next MCA single, "Fancy," reached No. 26 for its writer, Bobbie Gentry, in '69.

• Becky Hobbs's new Curb single, "Talk Back Trembling Lips," was a No. 1 for Ernest Ashworth in '63. It was written by John D. Loudermilk.



SWEET HARMONY — Ronnie Milsap and Patti LaBelle have recorded a duet for Milsap's next RCA album.

• Wild Rose's new Capitol single, "Rock A Bye Heart," was released by former Capitol artist Dana McVicker in '88. It was penned by Skip Ewing and Michael White.

• Glen Campbell's new "Unconditional Love" Capitol LP includes songs written by Willie Nelson, Bill Anderson, and Dolly Parton. The Anderson tune, "Once A Day," was a No. 1 for Connie Smith in '64. Parton's song, "Light Of A Clear Blue Morning," went to No. 10 in '77.

• Kathy Mattea's forthcoming "Time Passes By" Mercury album includes a cover of the Julie Gold-penned "From A Distance." First recorded by Nanci Griffith, it's recently been a No. 1 AC hit for Bette Midler and has been nominated for a Grammy. Mattea's version was recorded in Scotland with a chorus of Scottish singers and musicians.

## Bits & Pieces

• MCA and the Country Music Foundation are releasing the "Country Music Hall Of Fame Series," an 11-record set spanning 50 years of country music. The first five LPs, featuring Ernest Tubbs, Red Foley, Kitty Wells, Loretta Lynn, and Bill Monroe, are in stores this week. The second wave of releases will come this spring and will include music from the Sons Of The Pioneers, the Carter Family, Jimmie Davis, Floyd Tillman, and Tex Ritter. The collection will also be available through the CMT.

• Dolly Parton and co-star Ray Benson (*Asleep At The Wheel*) are set to go into production for the made-for-TV-movie "Big T," which will air on NBC next fall. Parton will play the title character and Benson will play the aptly named Ben Rayson.

— Ken Tucker

## NASHVILLE IN MOTION

### Hall, Baker Head CMT

David Hall, GM of the Nashville Network, has been named President of Country Music Television. The appointment follows the conclusion of the Opryland USA and Group W Satellite Communications purchase of CMT. Hall will remain in his position at TNN.

Robert H. Baker, TNN's Manager/Planning & Development, has been named Director/Operations for CMT. Baker joined TNN in 1989 and had previously worked at the Television Bureau of Advertising and KDKA-TV/Pittsburgh. Ric Trask, who joined CMT in 1987, will remain with the company as Manager/Programming.



Renee Bell

• Renee Bell, MCA/Nashville Manager/A&R, has been named Director/A&R for the label. She replaces Buzz Stone, who left the label for independent record production. Renee White becomes Manager/A&R for MCA.

• Lorie Hoppers, Coordinator/Administration at MCA, has been named Coordinator/Publicity. John Lytle is now Coordinator/Administration.

• Gerrie McDowell Lowdermilk's GerrieCo is now handling video and record promotion. Phone: (615) 327-7955.

• Debbie McClure, a recent Middle Tennessee State University graduate, has been named Asst. Regional Director at the Songwriter's Guild of America.

## Signings

• Songwriter Dean Miller to Sony Tree Publishing... Mark Chesnut to Evelyn Shriver Public Relations... Tammy Wynette to Triad Artists for booking.



REID THE WRITER — ASCAP recently held a #1 Club reception honoring Alabama's "Forever's As Far As I'll Go," written by Mike Reid. Taking five are (l-r) ASCAP's Merlin Littlefield and Connie Bradley, RCA/Nashville's Mike Sirls, Reid, Almo Music's David Conrad and Mary Del Frank, and Alabama producers Josh Leo and Larry Lee.



DIFFIE CULT — Joe Diffie's performance at Billy Bob's in Dallas brought out several members of the Diffie Cult. Backstage are (l-r) Epic/Nashville's David Williams, manager Danny Morrison, Diffie, and Sony/Nashville VP/Marketing Mike Marshovich.

## COUNTRY FLASHBACK

### 1 YEAR AGO

• No. 1: "Southern Star" — Alabama

### 5 YEARS AGO

• No. 1: "Think About Love" — Dolly Parton

### 10 YEARS AGO

• No. 1: "I Feel Like Loving You Again" — T.G. Sheppard  
• "Crying," Don McLean's cover of the Roy Orbison classic, debuts at No. 50 on the charts. It reaches No. 1 on the AC chart, No. 5 on the CHR chart, and No. 9 on the Country chart.

### 15 YEARS AGO

• No. 1: "Don't Believe My Heart" — Tanya Tucker



MIKE KINOSIAN

MIDDLE EAST UPDATE

# Supporting Desert Storm Forces

Like the Persian Gulf fighting itself, radio's support of our troops in Operation Desert Storm escalates.

• WMLJ/Birmingham sponsored a downtown "Armed Forces Support Rally" emceed by PD Brad Ellis, which attracted 3000 people. More than 700 American flags were distributed. Attendees signed postcards for mailing to Operation Desert Storm troops. The University of Alabama/Birmingham Pep Band provided patriotic music.

Promotions Director David Tinsley remarked, "The rally was organized in less than 24 hours. Listeners wanted us to do something where they could show support for our troops. There's a large number of National Guard units here, and we thought this would help the families of those in the Gulf deal with their emotions when word of war came."

WCBJ/Boston contributed to the Weymouth (MA) Support Group, an organization that sends care packages to Desert Storm troops. Participants in the station's "After Work Jazz Party" also made voluntary donations.

• WQAL/Cleveland is playing the National Anthem every day at 9am until the war is over. Commented PD Dave Ervin, "This is our commitment to continued awareness of the crisis and its emotional impact on the people here and on the troops in the Gulf."

• Bette Midler's "From A Distance" aired on various stations nationwide, as another man named Bush - WOOD/Grand Rapids Production Director Larry Bush - stepped into the spotlight January 15. He was impressed with the song's lyrics, which include, "...from a distance we are instruments, marching in a common band, playing songs of hope, playing songs of peace, they're the songs of every man."

WOOD asked other stations to play the song January 15 - the UN deadline for Iraq to leave Kuwait - at 1:15pm. The station also encouraged other stations to spread

the word. Among other Full-Service ACs participating were WHO/Des Moines and WHAS/Louisville. Four other Grand Rapids stations, including AC WLIT, joined WOOD.

Commented Bush, "We wanted listeners to reflect on the Persian Gulf situation, and to remind them that 'from a distance,' we're all the same."

• KDBK/San Francisco's 12-inch blue and white ribbons, which bear the words "Bring them home safe," have been attached to listeners' car antennas. VP/GM Paul Wilensky noted, "We must pray for those in combat who are sacrificing their lives and futures for our lives and futures."

• In conjunction with other local media outlets, KGBX/Springfield, MO sponsored "Operation Desert Support." The group's first project was to send Desert Storm troops a scroll signed by 100,000 people in the Ozarks. KGBX has repainted its station vehicle, transforming it into a victory van.



SLIM PICKENS - WRQX/Washington morning men Mike Moore (l) and Jack Diamond (r) are joined by someone claiming to be Elvis Presley. Needless to say, the station didn't have to fork over the million dollar reward it offered for the true "King."

## WRQX Elvis Contest Rules

WRQX/Washington offered a million dollars and a giant doughnut at a station remote to the person proving he was Elvis Aaron Presley (sic) on Elvis's 56th birthday. The dollars-to-doughnuts payoff, of course, went unclaimed, but the rules are worth perusing.

"WRQX requires absolute proof that anyone claiming to be Elvis Aaron Presley is in fact the same Elvis who recorded million-selling records and starred in numerous hit movies, including 'Blue Hawaii' and 'Jailhouse Rock.'"

"WRQX will pay one million dollars and a ten-pound jelly doughnut to Elvis Aaron Presley when he satisfies the following conditions.

1. He must provide WRQX with a certified copy of his birth certificate, confirming his birth in Tupelo, MS on January 8, 1935.
2. He must provide WRQX with a certified copy of his death certificate, confirming his death on August 16, 1977 in Memphis, TN.
3. He must provide handwriting samples, fingerprints, blood samples, and must submit to any genetic testing requested by WRQX to prove to WRQX's reasonable satisfaction that he is indeed the original Elvis Aaron Presley, 'The King Of Rock And Roll,' the original performer of million-selling records and the same Elvis Aaron Presley who starred in nationally released movies.
4. He must provide WRQX a detailed explanation as to his whereabouts since August 16, 1977.
5. He will grant WRQX the exclusive rights to the story surrounding his death and disappearance, and he agrees that [WRQX morning team members] Jack Diamond and Mike Moore will be entitled to any and all profits made from the sale or broadcast of the story.
6. WRQX will not pay any sum to heirs of the estate of Elvis Aaron Presley or to any person not satisfying all of the conditions set forth above."

## WBZ's Changing Of The Guard

For many FSA PDs, the thought of losing their morning man is the cause of many sleepless nights.

As 1990 commenced, highly popular ten-year WBZ/Boston morning man Dave Maynard moved to 9am-noon, giving his seat to Tom Bergeron. Maynard favored the shift, viewing it as the next step toward leaving 'BZ - a station he's been part of for 34 years. WBZ PD David Bernstein believes the change has benefitted all concerned.

"Bergeron's done things that weren't previously thought of," Bernstein noted. "When we had our lower pointed, he went out along the banks of the Charles River with a wireless microphone. He talked with people who were sitting out there and asked them what they were thinking."

In another Bergeron show, the host ventured into Beantown traffic, with Bernstein acting as chauffeur. "We drove around for four hours in the traffic we're always talking about," Bernstein revealed. "Tom experienced what goes on



Last year, WBZ/Boston's Dave Maynard (l) segued from mornings to mid-days, handing over wakeup duties to Tom Bergeron (c), Carl DeSuzo (r), who handled WBZ's morning drive from 1942-81, shows his approval.

from neighborhood to neighborhood and on the expressways. For whatever reason, Dave didn't do things like that, so Tom, who's in his 30s, gives the mornings more of a brightness than Dave, who's crossed the 60 mark."

Meanwhile, a happy Maynard, whose contract expires in June, is

considering staying on at 'BZ even longer than he'd anticipated. "Dave has more time to do things he likes to do," Bernstein observed. "For the first time in ten years, he feels the freedom he didn't have in morning drive, and he's enjoying it a great deal. Both Tom and Dave are having lots of fun."

## Doughnuts And Dough Don't Draw The King

Put down those eclairs - "The King" may just be dead after all.

WRQX/Washington morning guys Jack Diamond and Michael Moore broadcast a recent show live from Montgomery Donuts in Rockville, MD. Offering the tidy sum of a million bucks (and a ten-pound jelly doughnut for good measure), WRQX commemorated Elvis Presley's birthday by offering the king-sized ransom to anyone proving he is Elvis Aron Presley.

Quipped Diamond, "A million bucks would've kept Elvis in doughnuts for about a week." Moore lamented, "We just want to know why he hasn't phoned or written."

Those with the nerve to attempt singing like "The Pelvis" at the re-

mote were awarded a dozen (regular size) jelly doughnuts. Several brave souls dressed in business suits - but apparently hungry for a sugar fix - did just that.

Despite adverse weather conditions, Elvis loyalists were in force. Director/Advertising & Promotion Vivienne Vaughan remarked, "It was a foul morning. It was so cold [adhesive] tape wouldn't stick to the windows. It was frigid... One woman had a VISA card with Elvis on it. Evidently, she went to the trouble of going to Memphis to get it."

Alas, there were no Elvis sightings despite four hours of WRQX mayhem.

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## AIRCHECKS

## AUDIO &amp; VIDEO AIRCHECKS

**CURRENT ISSUE #130** KPMR/Jo Thomas, KOC/Red Don Steele, WPOW/Dan Cox, WPC/PP/Olson & McKeever, WPKR/Ron Brian, KXBT/Dana Steele, CFTN/Jan & Gene, Philly's WEGK & WROQ & more! Cassette, \$4.50.  
**CURRENT ISSUE #132** WYOS/Dale Dorman, WQHT/Bill Lee, KIS/Steve Vial/Magic Rick, KOTV/Bruce Galy, KTKZ/Boss & Jerry, WFOJ/Randy & Spiff & Houston's KXKQ & KXBE, KXKZ/Zack, 90-min. cassette, \$4.50.  
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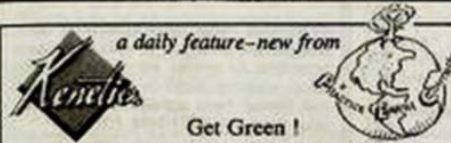
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## OPENINGS

## OPENINGS

## OPENINGS

## OPENINGS

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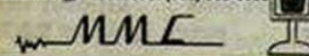
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Entercom is a financially stable and committed group owner in major markets, and we believe strongly in talent development and advancement opportunity. We are soliciting T&Rs from air talent (all shifts) as well as from PDs and Prod Dirs in small and medium markets for any present and future opportunities with Entercom. Send tape, resume, and salary history in strict confidence to: Joel Reish, VP Programming, Entercom Corporate Office, 100 Presidential Blvd., Bala Cynwyd, PA 19004. No phone calls please. EOE



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Washington-based consultant building talent file for future openings at one network and several stations. Send resume and one page letter outlining your career goals (no tape yet) to: Holland Cooke, 3220 N. St., NW, Washington, DC 20007. No calls. Confidential. EOE

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We're looking for young, aggressive rock 'n' roll entertainers for future openings in all dayparts at some of America's great radio stations. If you're interested in working with the best, we want to hear from you. Send T&R to: Radio & Records, 1930 Century Park West, #183, Los Angeles, CA 90067. EOE

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Come home to Long Island! WBAZ seeks mature experienced station Manager/GM. Hands-on sales leadership mandatory. CALL: Jana, (516) 765-1017. (R-2/1) EOE

Contemporary Country seeks 7p-12a AT/production. Professional environment/advancement. T&R: WDMA, Kevin Casey, Box 479, Chambersburg, PA 17201. (N-2/1) EOE

Fulfills on-air position at WKMZ/Martinsburg. Experience required. T&R: Kevin Moore, Box 767, WV 25401. (N-2/8) EOE

American local talent: Suburban Washington AC seeks broad spectrum for future part-time openings. T&R: Program Operations, Box 1726, Rockville, MD 20850. (N-2/8) EOE

Dominant New Jersey FM seeks versatile show host for music and phones. T&R: Box 5698, Trenton, NJ 08638. (R-2/8) EOE

Production while sought for Central PA. Must create happy clients and effective commercials. Fun station. T&R: Counterpoint, 129 Brookside, Danbury, CT 06811. (N-2/8) EOE

### MAJOR MARKET AC

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Lite AC seeks air talent for evening "Love Song Show." Must interact well with adult audience. We offer a competitive compensation/benefits package at one of the best facilities in Central New York. Females and minorities are strongly encouraged to apply. Send tape and resume to: Scot Barrett, Program Director, WLWZ, P.O. Box 950, Utica, NY 13503. EOE

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### 106 WHCN

CONNECTICUT'S BEST ROCK & ROLL

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Looking for great adult air talent in a Northeastern market with a growing radio group. Great career opportunity! Please send T&R to: Judy Fountain, The Research Group, 1100 Olive Way, Suite 1200, Seattle, WA 98101. No telephone calls, please. EOE

The Research Group

### SOUTH

AC in Dallas seeks AT's for part-time openings. T&R: KLRF-FM, 55th Avenue, Box 191488, Dallas, TX 75219. (N-2/1) EOE

WSTH A/F Columbus, GA seeks AT for future openings. Strong production, team player, female and minorities encouraged. T&R: Mason Dixon, Box 1640, 31001. (N-2/1) EOE

WZY-AM, 5000 west metro Atlanta black gospel station seeks PD/AM Talent. T&R: Tony Patrick, 1111 Blvd. SE, Atlanta, GA 30312. (N-2/1) EOE

WQMG-FM seeks warm adult communicators for possible future on-air positions. All shifts. T&R: Dave Alexander, 1137 Cedar Shoals Drive, Athens, GA 30606. (N-2/1) EOE

Seeking FT/AT position with dominant Country outlet. Join a winning team. Good phones, appearances a must. T&R: WYKZ, Bill Martin, Box 3300, Tupelo, MS 38803. (N-2/8) EOE

PMO/OPS Manager. Top rated AC in Columbus, GA. Growth opportunity. T&R: WFSY, Randy Sheffield, Box 759, Panama City, FL 32402. (R-2/8) EOE

PD/AT sought for new AM/FM in Marshall, Texas. T&R: George Franz, Box 330, Huntsville, TX 77342. (N-2/8) EOE

AT sought for Country FM. Great entry level position. T&R: WKEA-FM, Box 965, Scotsboro, AL 35768. (N-2/8) EOE

Seeking warm adult communicators for possible future on-air positions. All shifts. T&R: WQMG-FM, Dave Alexander, 1137 Cedar Shoals Drive, Athens, GA 30606. (N-2/8) EOE

Morning talent sought for AM/FM in beautiful Shenandoah Valley. Good benefits, great place to live. T&R: WLCC-WRAA, J.D. Cave, Box 287, Luray, VA 22835. (N-2/8) EOE

Top rated 100,000 watt FM seeks funny, topical morning talent. CALL: Nick Allen, (904) 377-0985. (N-2/8) EOE

WFME/Baton Rouge seeks full-time air talent. Energetic and personable on AND off air, good appearance for remotes and strong production talents preferred. MUST be team minded and goal oriented. Tapes and resumes to: Box 496, Baton Rouge, LA 70821-0496. EOE

KLBJ AM/FM the dominant AOR/News-Talk combo in the Capital of Texas, seeks a **Sound Designer**. Basic multitrack, copywriting skills and good voice are required. Interested applicants should send tape and resume to: Tom Quarles, KLBJ AM/FM, 8309 N. IH-35, Austin, TX 78753. EOE

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Seeking General Manager, Program Director, Air Personalities, Production Director, News Director/Anchor, Play-by-Play Sportscaster, and Promotion Manager. Rush tape/resume. P.O. Box 5269, Clearwater, FL 34618-5269. EOE

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98ROCK is an equal opportunity employer.

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Seeks on-air PD for CHR and AC formats. Also seeks CHR & AC morning talent/team medium markets. Aggressive team players with strong desire to win and have fun doing it!!! T&R: Radio & Records, 1930 Century Park West, #181, Los Angeles, CA 90067. EOE

Jingles, jocks and jokes - they're all in the R&R Marketplace - Call 215-885-4550.



## OPENINGS

### AC MORNINGS

**SUNNY 100**, Charleston, South Carolina's best lite AC is looking for a morning personality with great one-on-one skills and a strong sense of community involvement. Tape & resume to David Sousa, 1 Orange Grove Road, Charleston, CA 29417. EOE

## MIDWEST

**KFXI/Country** seeks high energy morning person with production ability. Non-smokers preferred. T&R: Box 433 Lawton, OK 73502. (9-2/1) EOE

Experienced **daytime** Announcer sought who can relate to a university community. T&R: KCCQ, Cheryl Pannier, Box 728, Ames, IA 50010. (9-2/1) EOE

Seeking **Sales Rep.** Salary to \$30,000. College degree preferred, not required. CALL: James Ferragut, (218) 233-1522. (9-2/1) EOE

**KWOX**, award-winning Country giant seeks AT's for future full and parttime openings. T&R: Tony Wright, Box K101, Woodward, OK 73801. (9-2/1) EOE

**CHR** seeks news/AM sidekick. Other shifts opening, no beginners, team spirit a must. T&R: Steve Taylor, Box 2631, Ponca City, OK 74602. (9-2/1) EOE

**WOXY/Oxford-Cincinnati**, seeks FT Talent. Females and minorities encouraged. T&R: 5120 College Corner Pike, Oxford, OH 45056. (9-2/1) EOE

Seeking **PD** and on-air staff. Knowledge of '60s music, critical, must be willing to work hard. T&R: WSAM, Box 1776, Saginaw, MI 48605. (9-2/8) EOE

Class C **FM** Oldies stations seeks AM drive Announcer. Extra skills such as sports sales a big plus. T&R: KSKS, Everett Green, Route One, Box 14, Scott City, KS 67871. (9-2/8) EOE

**Chicago** **breakers FM** seeks permanent parttime weekend board operators. CALL: (708) 831-5250. (9-2/8) EOE

Seeking **high energy** morning talent/production pro for top rated Country **KFXI**. Non-smokers preferred. Two years' experience. T&R: Box 392, Marlow, OK 73095. (9-2/8) EOE

**NAC/South AOR** **KMXC** seeks Minnesota area parttime and evening air talent. T&R: Brian Jarrett, 600 25th Avenue South, Suite 102, St. Cloud, MN 56301. (9-2/8) EOE

**Adult communicators** sought for top rated Missouri **CHR**. KLR production a must. T&R: Bobby Jackson, Box 414, Jefferson City, MO 65102. (9-2/8) EOE

**KENZ/Columbia, MO**. Sales opening now. More power means more sales opportunities. 1-2 years' experience minimum. RESUME: GM, Box 1268, 65205. (9-2/8) EOE

**PD/AT/ND** for AC in University community. Experienced team players only. T&R: WKOB-FM, Jim Day, 2201 N. First Street, Suite 95, Drexel, IL 60115. (9-2/8) EOE

### FALL 91 OPENING

Seeking **PM Adult Drivetime** personality. Sense of humor, tight production, warmth, good with phones & guests. Giant signal, reaches 40 counties. Salary range \$30-40k. Tape & resume to: Radio & Records, 1930 Century Park West, #171, Los Angeles, CA 90067. EOE

# 95 FM

WVIC

Inherit a 20 share! Legendary Mid-Michigan **CHR** powerhouse needs your talents. **TO-DAY!!** We need a nighttime phone god who's work week has no end! Rush your tape, resume and photo to: **WVIC**, Kevin Robinson, Program Director, 2517 E. Mt. Hope, Lansing, MI 48910. No calls please. EOE

### ADULT COMMUNICATOR NEEDED NOW!

If you can entertain adults, love personal appearances and do killer production, we want to hear from you! No clock punchers need apply. T&R: Bobby Jackson, Program Director, Y-107, P.O. Box 414, Jefferson City, Missouri 65102 EOE/MF

## OPENINGS

### MORNING TALENT

We're looking for a morning talent who is controversial and provocative yet humorous, zany and playful. If that's you, send your best tape and a resume to: Radio & Records, 1930 Century Park West, #182, Los Angeles, CA 90067. EOE

## The Family

Join a solid, people-oriented broadcast company that will help you achieve your career goals. Midwest Family owns very successful radio stations in Illinois, Michigan, Wisconsin and Missouri. We are accepting tapes and resumes from broadcast professionals for possible openings at our radio stations. All dayparts welcome. Females & minorities encouraged to apply. Send T&R to Midwest Talent Search, c/o Kellie Michaels, P.O. Box 460, Springfield, IL 62705. EOE

## WEST

**KOLT-FM/Albuquerque** seeks Production Director. If you don't know what we seek, please don't apply. T&R: Rick Stephenson, 2201 Buena Vista, SE, #319, NM 88106. (9-2/1) EOE

Possible opening for **AT** with production skills for Top rated **AM** Country. Experience with Country music preferred. T&R: KAAA, Glenn Jordan, Box 2929, Kingman, AZ 86402. (9-2/1) EOE

Seeking **receptionist**. Positive attitude, heavy phones, light clerical. RESUMES: KXXX-FM, Leslie Oleson, 3131 Elliott Avenue, 7th floor, Seattle, WA 98121. (9-2/1) EOE

Entry level **evening** at top automated/satellite Oldies station on CA coast. Copy/production, great start. T&R: KOOO, Joe Alvino, Box 8028, Atascadero, CA 93423. (9-2/1) EOE

**Editor/Writer** sought for **KUZZ/KCWR** and **KDOB-TV**. Also seek AT's. Experience and journalism background preferred. T&R: 3223 Silbert Avenue, Bakerfield, CA 93308. (9-2/1) EOE

**KRKT A/R Albany, OR**. Seeking Account Executive. RESUMES: KRKT, Bill Nelson, 1207 E. 9th Street, 97321. (9-2/1) EOE

**Talk, Talk**, sharpen your talk show skills in great medium market near L.A. T&R: Box 1240, Santa Maria, CA 93456. (9-2/1) EOE

**Southern Colorado Oldies FM** seeks FT/PT air talent. T&R: KRYT-FM, Box 293, Pueblo, CO 81002. (9-2/8) EOE

Accepting applications for **Anchor** positions at **Metro Traffic** in San Diego. Experienced, with four years' in medium/major market. CALL: Monica, (619) 298-4300. (9-2/8) EOE

Seeking **radio Salesperson**. Experience a plus. RESUMES: KXXX-FM, Marsha Cohen, 3131 Elliott Avenue, 7th Floor, Seattle, WA 98122. (9-2/8) EOE

Wake up city of lights! Morning talent sought yesterday at **AOR/KOMP** in Las Vegas. T&R: Richard Reed, Box 26629, NV 89126. (9-2/8) EOE

**AM/FM Combo** in Monterey/Salinas market seeks **News Director**. Experience preferred. T&R to **KRKC**, Box B, King City, CA 93930. (408) 385-5422, in CA toll free (800) 237-8637. EOE

Chief **Engineer** wanted for six station chain in Southeast Alaska. Automation experience a must. Knowledge of pending technology helpful. Send resume to 3161 Channel Drive, Juneau, Alaska 99801. EOE

## OPENINGS

### PROGRAM DIRECTOR

### KMZO-KLASSY 100.5 FM

If you want to program a top rated "Hot" AC station in the fastest growing radio market in the country, Las Vegas is calling your name! You should be a proven medium market PD or a hard working assistant PD in a major market who wants to change the quality of his or her lifestyle for the better. Can you follow a research plan, understand the selector music system, develop a proven airstaff, add that "creative" spark to a hard working sales department and do afternoon drive? If so, send a tape, resume, and profile of your station to: **Jessie Bullett, Commonwealth Broadcasting**, 2550 Fifth Avenue, Suite 1100, San Diego, CA 92103 EOE

Beautiful **Napa Valley California's** only **AM** FM radio stations. **KVON, KVYN**, seeking mornings news anchor. Prefer female to work with all male team. Stations recognized for local news commitment 45 miles from San Francisco. Send resume and cassette to **Tom Young, KVON, 1124 Foster Road, Napa, CA 94558**. EOE

## POSITIONS SOUGHT

**One war is enough!** Let me bring victory to your ratings battle. Three years' experience in many top stations. **CHR/AC**. DON: (812) 431-1813. (9-2/8)

Seeking a **new challenge**. Currently in Top ten market, experienced in programming/in-air production. Some engineering. **DAVID**: (713) 448-9218. (9-2/8)

**AT/Production pro** seeks new challenge anywhere in the Northeast or Southwest United States. Currently at very up tempo Oldies station. **ANDY**: (718) 979-3171. (9-2/8)

**Taxsi gulf coast** sought. **CHR/Oldies/AC**. 20-year veteran currently working major market. **KRR**: (208) 894-3613. (9-2/8)

**Energetic hardworker** seeks **FL News**. Experienced Reporter, Producer/Anchor, strong writing ability. Good delivery plus medical background. **PAULA**: (904) 841-8230. (9-2/8)

**Conversational humorist** AT seeks drive show. Topical, phones, bits and three years' experience. Currently doing stand-up and miss radio. **JEFF**: (201) 574-9359. (9-2/8)

**Talk show Host**. Bright witty, intelligent and informed. Mature ratings winner available right now. Call for impressive T&R. **FRED MARX**: (414) 793-8640. (9-2/8)

**Albuquerque**, when I saw your city, I knew I'd work there someday. How about today? **CHR/Hot AC/Urban/AT/MD** program promos. Let's talk. (800) 484-1008, ext. 9696. (9-2/8)

**Reporter/Anchor** with five and a half years of **NO** experience, halfway to MBA degree, seeking news/business news position. **MIKE**: (314) 843-0198. (9-2/8)

**Ten-year pro** with programming experience moving to SF 4/1. Seeking **AC/CHR**, presently **Country**. **RANDY STEPHENS**: (515) 342-4931. (9-2/8)

**Class award winner** seeks creative outlet. Production. **ZAK**: (418) 495-0762. (9-2/8)

**Fresh air**, that's what I can breathe into your **AOR**. 13-year morning pro seeks **PD** gig. All considered. **JOHN**: (205) 826-8009. (9-2/8)

**PT weekend talent** seeks **PT** airspace in your station. **CHR/AOR/AC**. **BRETT**: (308) 893-0906. (9-2/8)

**CHR quest!** One year in the business, seeking **FT** shift anywhere. Willing to travel for right opportunity. **KICK**: (607) 754-4124. (9-2/8)

**Texas** and **editing** states. Currently employed **AMD** talent/ **PD** seeks solid airshift in region. Programming and music if necessary. **COOY**: (903) 835-1410. (9-2/8)

Seeking **next step up**. **AMD/AT** with major **AOR** seeks **MD/AT** position. Team player. **LARRY MAC**: (602) 831-5769. (9-2/8)

**Felicitous female** available. News/sports/infoshifts/guest voice very smart, seeking **West coast** gig. **AMY**: (702) 786-2848. (9-2/8)

**Fresh hot AT** seeks **PT** on-air. Willing to relocate. **JAMES**: (214) 709-9834. (9-2/8)

## POSITIONS SOUGHT

**News/Anchor/Reporter/Editor/Writer/Producer**. Strong voice, 25-years' network/major market. Hourlies, documentaries, public affairs. **NICK CHARLES**: (305) 748-2429. (9-2/8)

A taste of down under. **Creative energetic New Zealander** with two years' **AC/CHR** experience seeks medium market employment. **STEPHEN**: (303) 249-2358. (9-2/8)

**The answer**. **Hardworking** reliable resourceful dedicated **likeable** pro seeks position as radio talent. **PHILLIP A. RICHARDS**: (216) 986-3304. (9-2/8)

**One-year gig** seeks to howl and bark at your radio station, but will do it quietly as not to wake the neighbors. **BILL**: (407) 460-1732. (9-2/8)

**TRA-DIO!** I'll write your copy for trade. What the catch, you ask? Just send two box tops, better yet, call. (804) 468-3785. (9-2/8)

**Fourteen-year veteran** radio Announcer seeks **FT** job in small market. Prefer South or SW. Country to adult format. **AL**: (915) 533-5107. (9-2/8)

If you are ready to win, ambitious programmer ready to make it so. **Production/music/promo**, any format welcome! **TOM**: (203) 792-4771. (9-2/8)

**Former KTID/Sen Refect** weekenders seeks full or **PT** gig on **West coast**. Good production and news/sports skills. **FRANK BUTERA**: (415) 223-1534. (9-2/8)

**Confident broadcast school graduate** seeks entry level **FT** airshift/production position. Relocate to small/medium market anywhere. **BO**: (313) 757-8708. (9-2/8)

**Middays** at suburban Chicago Big Band/Jazz station. Can't get enough, let me do your weekends. Any format okay. **DAN**: (708) 771-8174. (9-2/8)

I won't break your bank. Dedicated team player with **AT/MD** experience available now. Limited time offer, call today. **CHRIS**: (717) 205-4975. (9-2/8)

**High energy CHR**, no on-air gibberish, three years' experience at hot stations. Help me relocate to warmer area. (812) 431-1813. (9-2/8)

**Thirteen-year broadcast veteran** seeks programming and/or air position. Strong news/sports skills as well. Let's talk. **BOB**: (602) 836-1120. (9-2/8)

**Experienced AT** seeks **FT** work within 250 miles of St. Louis. **DOUG**: (618) 235-5226. (9-2/8)

**Country pro**. Mornings, **PD** or 7 Long run in Cincinnati and ready to roll. **LARRY B**: (606) 342-6208. (9-2/8)

### TOP 5 REASONS TO CALL US, NOT THEM

- 5) Top morning show in a Major Market Suburb.
- 4) Guy listed above us featured last week on "America's Most Wanted."
- 3) We know MTV's Adam Curry, we hate him - but we know him.
- 2) Migrant fruit pickers make more than we do - ~~we offer refused!~~
- 1) We have a toll free number - **FREE!**

FOR TAPE AND RESUME PACKAGE  
1-800-749-5515  
Ext. #608

Seeking **middays/PM** in small market. Currently nights at **PZ** for **AC/CHR**. Team player, good production, love promo and appearances. **MIKE**: (215) 644-7731. (9-2/8)

**Experienced AT** seeking **FT** work within 250 miles of St. Louis. **DOUG**: (618) 234-6844. (9-2/8)

**Ambitious hot young female** AT with team attitude willing to relocate for right opportunity. Prefer **AOR/AC/Country**. **LISA**: (517) 465-1334. (9-2/8)

**AT** seeks relocation to climate where I can ride my hog and **Barbecue** year-round. **PDs** invited to show. **DAVE**: (313) 626-7421. (9-2/8)

**Morning sidekick**. Intelligent, creative, downright funny and experienced. Strong writing, production, promotions. A genuinely nice guy. **CHRIS**: (914) 248-7522. (9-2/8)

**Hey Atlanta!** Seeking a dependable dynamic parttime **Anchor**. Seeking for a friendly Air Personality? That's me. **BOB**: (404) 434-6532. (9-2/8)

**Country programmer** seeking **Country** outlet to program. Small/medium market. **Stacie**, experienced, 21-year radio veteran. **MIKE**: (418) 243-0043. (9-2/8)

**North Carolina**. Get me out of Motel 6 before my light burns out. Top 80 market female **Personality**. Lots of experience. **CINDY**: (215) 372-7102. (9-2/8)

**Former ND** seeks **FT** position with Seattle area station. Ten years' experience includes traffic reporting, newscaster production and community affairs. (206) 938-0538. (9-2/8)

**AC PD** in small market seeks new challenges. Eager for more responsibility. **JIM**: (912) 729-7644. (9-2/8)

Opportunity knocks in the pages of **R&R** every Friday... call (813) 565-4330 to make it happen for you!

## POSITIONS SOUGHT

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Second in DFW in only six months! Seeking new horizons. JAMES: (214) 709-5634. (R-2/1)

**Take-charge OM.** 20-year pro as OMPD/ND/PB/PIAT with OIA/OR/Prod AC/CHR/Country news outlets. CHRIS: (512) 896-3306. (R-2/1)

All right. Been up! Femme fatale night rocker seeks ADR/CR or new rock station. Seeking an edge? I've got it. MELISSA: (317) 352-8885. (R-2/1)

Young and energetic recent college graduates with some major market experience seeks airshift and/or production. Willing to relocate. MICHAEL: (218) 825-2440. (R-2/1)

PDs. Solve your music problems. MD/AT with experience in ADR/CR/Oldies/AC seeks similar position in Northeast. STEVE: (203) 767-1113. (R-2/1)

Mother-in-law thinks I should have been a doctor or lawyer. Let's prove her wrong. ADR/CR/Oldies/production. JOHN: (818) 478-4000. (R-2/1)

I'm the communicator for the '90s. Dedicated college graduate seeks creative writing, PR or on-air position. Five years' experience. PAUL: (800) 655-0999. (R-2/1)

CHR AT from Chicago area seeks to get back to rock and roll. ADR or progressive. I know my stuff. MARK: (708) 424-8228. (R-2/1)

### LOOKIE! IT'S DAVE-O'S AD...AGAIN!

Need wacky yet focused morning talent? Outrageous, not out-of-bounds? Creative spark for Production and stationality? Wanna hear how I did the job in Des Moines, Bakersfield, Louisville and Milwaukee? Call Dave-O for a helluva tape.

(515) 266-6060, or home: (515) 255-DAVE!  
Ringleader, team or re-vamp all considered.

**Talk radio host.** A mixture of Eric Bogosian and Mort Sahl. Challenging. Controversial. Lively. A cut above the rest. WALT JACOBSON: (818) 907-6570. (R-2/1)

Award-winning copywriter/character voices. Mature and experienced, residing Midwest, especially Ohio. 20-year pro. BILL: (318) 265-1397. (R-2/1)

Experienced Major Market Minority Available.  
On-air, Selector, Management Background.  
Looking for Major/Large AC, ADR, Old.  
Call: 619-673-8842.

Help! One-year pro seeks big break at your UCIAC station. Give me the chance. I'm a streaming talent. BRON: (804) 850-0975. (R-2/1)

ATMD with four years' solid experience seeks stable Country/AC job. Multi-track production and computer skills, prefer SE. CHRIS: (803) 583-1347. (R-2/1)

Free call! Very successful, very original top rated morning team in major market suburb. We beat the big guys. See why. (800) 749-5515, ext 808. (R-2/1)

Six-year medium market Personality seeks FT on-air/production position. Any format, call me. ROCK: (318) 635-2840. (R-2/1)

### RADIO BALLS

Morning Ace/PD, Ron Jordan seeks long-term Oldies/Country sitcom. This 90s Oldies format raises the dead! Serious inquiries from management/ownership desired. Progressive thinkers call me in Memphis (aka Mayberry), RON JORDAN: (501) 732-4916.

Orlando CHR weekender seeks future. Ten years' experience nights, middays and mornings. KEVIN: (813) 989-0126. (R-2/1)

Talented AT with good pipes and five years' MD/PD experience seeks move up to medium market mornings. MATT: (516) 565-5428. (R-2/1)

Perfor missile air talent armed and ready to destroy your competition. Award winning production. ADR/CR/Oldies. JOHN: (818) 478-4000. (R-2/1)

Energetic newcomer with lots of related training and experience seeks AT opportunity in NE or SE. ED PELL: (201) 791-4810. (R-2/1)

AM Country station solid and changing format. Vessels at talent seeking FT at ADR/Country/CHR. Will relocate. BILL: (407) 871-0834. (R-2/1)

BB Knight gets ratings. Thinking of making some changes? Major market seasoned AM/PM drive pro. (412) 914-3478. (R-2/1)

Pro newsmen available. Experience in all phases from 60 to 20. B.A. degree, excellent work ethic. (513) 421-6632. (R-2/1)

24-year veteran seeking "my place in the sun." Oldies or the format. Dedicated and dependable. B.J.: (301) 478-6220. (R-2/1)

13-year Chicago/Phoenix/San Diego production pro ready for new opportunity to generate revenue and have fun. Analog/digital. GEORGE: (312) 201-0919. (R-2/1)

Wise a production Director with a real game plan. Call for resume and package. DAVE: (703) 698-7614. (R-2/1)

Sports fan! Three seasons PD in small market, ready to move up. Talents also include AT and production. DANA: (406) 778-3371. (R-2/1)

If you're an Eastern medium or major AC/Oldies or Country, I've probably already sent you a cassette. If not, MARK ANDERSON: (302) 994-3934. (R-2/1)

Personality/Talk show host. Bright witty intelligent and informed. Mature ratings winner now available. Call for impressive T&R. FRED MARK: (414) 793-5660. (R-2/1)

Midwest major market one sports talent seeks change. Hard working, versatile athlete. TIM: (904) 629-0508. (R-2/1)

It's waf! High impact talk show host/major events Anchor. JOHN: (306) 561-1792. (R-2/1)

Experienced AT seeks advancement. Strong production team player, prefer Midwest. AC/Oldies/Country. DAVE: (712) 282-7954. (R-2/1)

I admit it, I like the Midwest and I seek to stay. Contract is up and I'm ready to move. THOR: (517) 754-3315. (R-2/1)

Currently swing/weekends in Philly/Baltimore. Smooth adult seeks FT with Adult Alternative/AC Contemporary Jazz in Top 75 market. GREG: (215) 269-7478. (R-2/1)

Sportscenter with experience in Boston, Providence and Seattle. Loaded with energy, have covered the World Series, Superbowl, etc. BOB: (214) 307-3286. (R-2/1)

Experienced OMPD/morning AT. Seeking to help your station's success. GREG: (309) 827-0014. (R-2/1)

Seeking C/W gig close to DFW metropolises. Mornings. DONN: (817) 281-8528. (R-2/1)

Seven years' experience seeks to leave Country music for medium market Rock or AC. Dependable and knowledgeable. TROY: (713) 977-8052. (R-2/1)

Capture the excitement! Sports talk Host seeks a market with more ears. Enthusiastic/informative, fun! Take a chance. GREG: (717) 626-1388. (R-2/1)

Eight year veteran seeks sportscenter/newscenter position. Minor or major league Baseball. Experience in LA and Houston. OSCAR: (313) 223-6801. (R-2/1)

Turn on, tune in and crank it up! Production Director with tone of network experience now available. BRUCE RAINES: (718) 526-6501. (R-2/1)

Head of a PD or MD. Experienced and knowledgeable in AC/ADR/AC, seeking to make your station a winner. FRANK: (915) 984-1727. (R-2/1)

Veteran of radio wars seeks next challenge! Nine years' of CHR/Hot AC and programming/operations. DAVE: (904) 939-1918. (R-2/1)

Upbeat and on fire AT seeks to burn up your CHR airwaves. Good phones, will relocate. MARK: (407) 952-1063. (R-2/1)

See Dave-O's ad last issue? Get it or call for a heck of a tape from a proven morning wackad! Major and medium market experience. (515) 256-DAVE. (R-2/1)

Ten year pro with programming experience relocating to San Francisco 4/1. Seeking AC/CHR, currently Country. RANDY STEVENS: (516) 342-4831. (R-2/1)

Award winning 16-year veteran from LA, AC Country, Oldies. Talk show Host. Formerly, KLAC, KMPC, KRTH. SAMMY JACKSON: (702) 873-8213. (R-2/1)

Weekend AT currently at top CHR in Central IL, seeking to dive in with both feet to a small or medium market CHR/AC/ADR. BRETT: (308) 693-0906 or fax 693-0941. (R-2/1)

Soft AC OMPD/AT. Aggressive take charge team player. Programming, automation, computers and can run a tight ship. Organized. GEORGE: (216) 544-3706. (R-2/1)

Seasoned, polished news Anchor available for medium to major markets only. Degree, excellent work ethic and attitude. Team player. (513) 421-6532. (R-2/1)

I love radio. I have three years experience in the radio business and I consistently worked 55+ hours. Willing to work ANYWHERE. Can I help you? Call MARK at 602-299-6972.

## Attention PDs, OMs, NDs, GMs Searching for Talent? CALL NATIONAL!

It's Quick... Easy... and your only cost is a telephone call... 205-822-9144. National represents hundreds of professional broadcasters for all size markets and all formats. Announcers, news, sports, production. We can schedule a complete presentation within 24 hours of your call. Call Now — 205-822-9144.

### NATIONAL BROADCAST TALENT COORDINATORS

Dept. R, P.O. Box 20551 • Birmingham, AL 35216 • (205) 822-9144

ACT NOW!

Currently employed well-seasoned AT/Prod Dir. seeks same in medium market anywhere. Prefer AC/Country/ADR. JM: (809) 884-5022. (R-2/1)

Three years' producing market morning show. On-air in medium market, seeking FT airshift. News/Sports. Will relocate anywhere. GREG: (313) 583-1267. (R-2/1)

College graduate seeks the big time. Great pipes, great production, fresh new voice. This is it! GARY G.: (412) 327-4460. (R-2/1)

Dedicated, entertaining. Brown grad with excellent sound. Love AT, Top 40, Rock and AC. One year experience. BRIAN: (812) 937-2053. (R-2/1)

Perfor Missile AT armed and ready to destroy your competition. Award-winning production. ADR/CR/Oldies. JOHN: (818) 478-4000. (R-2/1)

AMD entertainer seeks supportive major or medium market AC/MOR outlet dedicated to becoming or staying top rated. (205) 943-8724. (R-2/1)

Orlando CHR weekender seeks FT. Ten years' experience nights, middays and mornings. KEVIN: (813) 989-0236. (R-2/1)

### HEAVYWEIGHT PRODUCTION

Multi-track madness, killer bits & parody hits ready to rock with major market morning team. 1-818-880-5675.

Creative enthusiastic AT seeking new challenge. I eat, sleep and breathe... rock radio. TOM: (303) 453-7858. (R-2/1)

Real radio for real people! Loner-hating AT, experienced, spontaneous, versatile, seeks move up to Eastern AC/Oldies. MIKE: (809) 729-3520. (R-2/1)

Just say... Joel Five year PD/MD/AT and production Talent seeks opportunity to advance. Music/Sound experience, voice and more. JOE: (314) 335-3274. (R-2/1)

Ten year news/operations pro relocating to SE MA. Seeking Providence to Boston to Cape Cod. DAN: (509) 996-9661. (R-2/1)

Ambitious Hot young female AT with team player attitude, willing to relocate for right opportunity. Prefer ADR/AC/Country. USA: (517) 468-1334. (R-2/1)

Emerging radio demigod with experience and degree seeks creative Midwest ADR/CHR for FT show. BRIAN: (815) 744-1515. (R-2/1)

Young, eager, right attitude to keep you station rocking. Any format, anywhere. Two years' experience. ROXY: (213) 915-8822. (R-2/1)

### OUTSMART YOUR COMPETITION

Top rated, award-winning PD/AT goal-oriented disciplined pro/successful track record all the right skills/great attitude medium & major market exp. Country/AC/CHR. John B. Canterbury (904) 433-9019.

CHR pro with three years' experience. Tired of snow and freezing rain. High energy, no babbling. Will relocate to warm climate only. MIKE: (812) 431-1813. (R-2/1)

Evening CHR AT seeks relocation. Seeking area where I can ride my hog and 800 year round. PD's invited to show. DAVE: (313) 628-7421. (R-2/1)

Experienced AC MD/AMD AT with adult appeal seeks same. Prefer NE, will consider all areas. If you don't call we both lose. MIKE ERB: (507) 277-4326. (R-2/1)

A taste of down-under. Creative energetic New Zealander seeks medium market employment. Two years' AC/CHR experience. STEPHEN: (303) 249-2358. (R-2/1)

Top 12+ on 98 Rock. Atlanta for three PD's and three days. Seeking PD position in SE. 20 year veteran. JOHN BRYANT: (404) 564-8853. (R-2/1)

Currently FT AT for WALK Long Island, but seeking a FT gig. Good pipes. GLENN: (516) 325-9501 or 665-0601. (R-2/1)

Attention Orlando/Ocala/Vero/Stuart and all Florida. Five young AT just getting started with solid skills and excellent attitude. STEVE: (407) 746-4033. (R-2/1)

Confident broadcast school graduate seeks entry level FT air-shift/production position. Ready to relocate to small/medium market anywhere. BO: (313) 757-8708. (R-2/1)

Energetic college graduate with three years' on-air. Any format considered. Entry level PDP also an interest. Will relocate. DAN: (515) 582-4156. (R-2/1)

Female AT with experience seeks FT shift in Philly, NJ or NYC areas only. BREN: (609) 896-3348. (R-2/1)

Currently evenings in medium market. Family man with 14 years' experience seeks Eastern medium or major AC/Oldies/Country. MARK ANDERSON: (302) 994-3934. (R-2/1)

News Director with ten years' experience including public affairs and music show Host, seeks Top 25 market. (206) 938-0539. (R-2/1)

Five year broadcasting pro seeks new team. Currently a free-agent. News/sports/AT. Prefer FL/TX/CA. Will consider right offer. JOHN: (407) 453-2232. (R-2/1)

Self AC OMPD/AT. Aggressive take charge team player. Experience in programming/automation/computers/running a tight ship. Highly organized. GEORGE: (216) 544-3706. (R-2/1)

Top 20 female AT seeks relocation to Florida. AC/AOR preferred, may consider CHR. (713) 859-8945. (R-2/1)

### R&R Opportunities Display Advertising

DISPLAY: \$60 per inch per week (maximum 35 words per inch including heading). Includes generic border. Add 1/2 inch and \$30 if logo, custom border or larger heading required.  
BLIND BOX: \$75 per inch per week (maximum 35 words per inch per week including heading, box number and R&R's address). Add 1/2 inch and \$37 if custom border or larger heading required. Rate includes generic border, box number and postage/handling.

### Payable In Advance

Display & Blind Box Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: (213) 203-8727. Visa, MC, AmEx accepted. Include name as it appears on credit card expiration date and phone number. Blind box responses are sent to advertisers every Thursday by first-class mail.

### Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST) eight days prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: (213) 203-8727.

### R&R Opportunities Free Advertising

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

### Deadline

To appear in the following week's issue, your ad must be received by Thursday noon (PST), eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" x 11" company/station letterhead and are accepted only by mail or fax: (213) 203-8727. Address all 20-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.

**BREAKERS****GARY MOORE****Still Got The Blues (Charisma)**

51% of our reporters on it. Rotations: Heavy 3, Medium 15, Light 23, Total Adds 7, KESZ, KLCY, WXTC, WTFM, KELT, 3WM, WSGY.

**NEW & ACTIVE****A-HA "Crying In The Rain" (WB) 37/6**

Rotations: Heavy 0, Medium 17/1, Light 20/5, Total Adds 6, WOBM, WIVY, WAFL, KEZA, WLDR, KDKX, Medium including KLSI, KXL, KLCY, 3WM, WEM, WHAI, WSGY, WNMB, WKCK, WCMJ, WFRD, KZLT, KSCB, KXLY, KBLQ, KAYN, Light including WMYX, WLEV, WKYE, WRMF, KMJC, WGLL, WSUL, WSKJ.

**ALIAS "Waiting For Love" (EMI) 35/4**

Rotations: Heavy 1/0, Medium 20/0, Light 14/4, Total Adds 4, KYKY, WAFL, WLDR, KDKX, Heavy: KXLY, Medium: 8100, WRVC, WKYE, WMOG, WAHR, KHLE, WEM, WHAI, WSUL, WSKJ, WSGY, KRLB, WKCK, KVIC, WFRD, KZLT, KSCB, WTVR, KBLQ, KAYN, Light including WNNK, WIVY, KMJC, WEOQ, WGSV.

**ALABAMA "Forever's As Far As I'll Go" (RCA) 34/12**

Rotations: Heavy 1/0, Medium 10/0, Light 23/12, Total Adds 12, WLEV, WBE, KELT, KMJC, WSGY, KEZA, KVIC, KZLT, WTVR, WLDR, KDKX, KTID, Heavy: WAHR, Medium: KYKY, KESZ, WZNY, WEM, WHAI, WKCK, WMTM, WFRD, KXLY, KBLQ, Light including WRVC, WKYE, WTCB, WYR, 3WM, WSKJ, WYKZ.

**SUSANNA HOFFS "My Side Of The Bed" (Columbia) 31/7**

Rotations: Heavy 0, Medium 13/1, Light 18/5, Total Adds 7, WBE, WRVC, WKYE, WOBM, WGLL, KRLB, KZLT, Medium including WMOG, WEM, WHAI, WSKJ, WSGY, WKCK, WCMJ, WFRD, KSCB, KXLY, KBLQ, KTID, Light including 8100, KMJC, WSUL, WGSV, WNMB, KTYL, KVIC, WMTM, WTVR, WLDR, KAYN.

**KEITH SWEAT "I'll Give All My Love To You" (Vistalment/Elektra) 29/9**

Rotations: Heavy 0, Medium 4/0, Light 25/9, Total Adds 9, KESZ, WLEV, WKYE, WAHR, 3WM, WSKJ, WSGY, KZLT, KTID, Medium: KELT, WEM, WTVR, KBLQ, Light including WBE, WRVC, WIVY, WHAI, WAFL, WSUL, WGSV, WNMB, WKCK, KTYL, KVIC, WCMJ, KSCB, KXLY, KAYN, KCMJ.

**ROBERT PALMER "Mercy Mercy Me (The Ecology)" (EMI) 28/25**

Rotations: Heavy 0, Medium 4/4, Light 22/21, Total Adds 25, WNDR, WYXR, KESZ, 8100, WKYE, WZNY, WRMF, KMJC, 3WM, WHAI, WGLL, WSUL, KEZA, KRLB, WNMB, WKCK, KTYL, KVIC, WCMJ, WMTM, KSCB, WTVR, KXLY, KBLQ, KAYN, Light including WIVY.

**HEART "Secret" (Capitol) 25/0**

Rotations: Heavy 0, Medium 12/0, Light 13/0, Total Adds 0, Medium: WKYE, WMOG, WEM, WSKJ, WSGY, WKCK, WFRD, KZLT, WTVR, KXLY, KBLQ, KAYN, Light: WBE, WIVY, KMJC, WEOQ, WAFL, WSUL, KEZA, KRLB, WNMB, KTYL, KVIC, WCMJ, KSCB.

**ROTATION BREAKOUTS**

	Total Reports/Adds	Heavy	Medium	Light
1 WHITNEY HOUSTON	81/1	71	7	3
2 OLETA ADAMS	77/1	62	10	5
3 GLORIA ESTEFAN	78/4	58	15	5
4 WILL TO POWER	73/0	62	8	3
5 STYX	67/2	56	7	4
6 KENNY ROGERS	65/1	48	12	5
7 RUSSELL HITCHCOCK	67/5	39	19	9
8 DARYL HALL & JOHN OATES	64/3	36	22	6
9 DAVE KOZ	62/2	35	21	6
10 SURFACE	58/0	36	17	5
11 NATASHA'S BROTHER	63/2	23	30	10
12 CELINE DION	51/0	28	19	4
13 MARIAH CAREY	59/3	24	27	8
14 CHRIS ISAAK	57/5	24	23	10
15 ANITA BAKER	55/2	22	20	13
16 WILSON PHILLIPS	71/22	1	42	28
17 RICK ASTLEY	62/13	1	34	27
18 BETTE MIDLER	54/2	10	37	7
19 STEVIE N	34/0	15	15	4
20 STING	50/2	7	38	5
21 GEORGE MICHAEL	52/4	3	35	14
22 CHICAGO	53/4	5	30	18
23 CHER	31/0	6	19	6
24 DAN FOGELBERG	45/1	9	27	9
25 PEBBLES I BABYFACE	51/4	4	30	17
26 HOWARD HEWETT	49/2	3	27	19
27 DON HENLEY	20/0	10	8	2
28 JAMES INGRAM	36/0	11	22	3
29 SARA HICKMAN	24/1	5	13	6
30 STEVE WINWOOD	43/3	1	24	18

**MOST ADDED**

ROBERT PALMER (25)  
WILSON PHILLIPS (22)  
HARRIET (16)  
MICHAEL W. SMITH (14)  
RICK ASTLEY (13)  
ALABAMA (12)  
JETS (10)  
KEITH SWEAT (9)  
ROSANNE CASH (8)  
BETH NIELSEN CHAPMAN (8)  
TODD RUNDGREN (8)

**HOTTEST**

WHITNEY HOUSTON (63)  
OLETA ADAMS (53)  
WILL TO POWER (49)  
STYX (39)  
GLORIA ESTEFAN (34)  
KENNY ROGERS (27)  
SURFACE (27)  
CELINE DION (17)  
RUSSELL HITCHCOCK (14)  
MARIAH CAREY (9)  
CHRIS ISAAK (9)

**SIGNIFICANT ACTION****BETH NIELSEN CHAPMAN "Walk My Way" (Reprise) 24/8**

Rotations: Heavy 0, Medium 2/0, Light 22/8, Total Adds 8, WAHR, KMJC, 3WM, WYKZ, WCMJ, WMTM, KAYN, KTID, Medium: WEM, WFRD, Light including KESZ, WRVC, WKYE, WEOQ, WGLL, WGSV, WNMB, WKCK, KTYL, KVIC.

**JEFF HEALEY BAND "How Long Can A Man Be Strong" (Arista) 24/5**

Rotations: Heavy 0, Medium 7/1, Light 17/4, Total Adds 5, WLEV, WBE, WSKJ, KTYL, KBLQ, Medium including WKYE, WEM, WGLL, WGSV, KZLT, KXLY, Light including KMJC, WHAI, WSUL, WGSV, WNMB, WKCK, KVIC, WCMJ, WFRD.

**JETS "Forever In My Life" (MCA) 23/10**

Rotations: Heavy 0, Medium 1/0, Light 22/10, Total Adds 10, WRVC, WHAI, WAFL, WSUL, WNMB, WKCK, KTYL, WMTM, WTVR, KAYN, Medium: KBLQ, Light including WLEV, 3WM, WEM, WGSV, KVIC, WCMJ, WFRD, KZLT, KSCB.

**WHISPERS "My Heart, Your Heart" (Capitol) 21/7**

Rotations: Heavy 0, Medium 4/0, Light 17/7, Total Adds 7, KLSI, KESZ, WAHR, WSUL, WSKJ, WLDR, KAYN, Medium: WMOG, WFRD, KXLY, KBLQ, Light including WEM, WHAI, WGLL, WYKZ, WGSV, WKCK, KVIC, KSCB, WTVR, KTID.

**JANET JACKSON "Love Will Never Do (Without You)" (A&M) 17/0**

Rotations: Heavy 5/0, Medium 7/0, Light 5/0, Total Adds 0, Heavy: WYXR, WSUL, KXLY, KAYN, KCMJ, Medium: KYKY, KHLE, KELT, WFMK, WSKJ, KVIC, KBLQ, Light: WMDX, WNNK, WAFL, WKSB, KRLB.

**HARRIET "Temple Of Love" (East West) 16/10**

Rotations: Heavy 0, Medium 1/1, Light 15/15, Total Adds 16, WKYE, KMJC, 3WM, WEM, WSUL, WGSV, WNMB, WKCK, KTYL, KVIC, WCMJ, WFRD, KSCB, WLDR, KXLY, KBLQ.

**TIMMY T. "One More Try" (Quality) 16/5**

Rotations: Heavy 1/0, Medium 2/1, Light 13/4, Total Adds 5, KOST, KLSY, WTFM, WSGY, KSCB, Heavy: KELT, Medium including WMOG, Light including KLSI, WMYX, KESZ, KLCY, WRVC, WZNY, WMTM, WTVR, KXLY.

**BEAUTIFUL SOUTH "My Book" (Elektra) 16/1**

Rotations: Heavy 0, Medium 0, Light 16/1, Total Adds 1, WNMB, Light including WLEV, WRVC, WEM, WHAI, WSKJ, WGSV, KTYL, KVIC, WFRD, KZLT, KSCB, KXLY, KDKX, KBLQ, KAYN.

**MICHAEL W. SMITH "Place In This World" (Geffea) 14/14**

Rotations: Heavy 0, Medium 0, Light 14/14, Total Adds 14, WNNK, WRVC, WKYE, WEM, WGLL, WGSV, WKCK, KVIC, WCMJ, WFRD, KZLT, KSCB, KBLQ, KAYN.

**CARLY SIMON "Life Is Eternal" (Arista) 13/0**

Rotations: Heavy 1/0, Medium 5/0, Light 7/0, Total Adds 0, Heavy: WEOQ, Medium: WMYX, WAHR, WKCK, WFRD, KSCB, Light: WGLL, WAFL, WGSV, WSKJ, KZLT, WLDR, KBLQ.

**PHIL COLLINS "Who Said I Would" (Atlantic) 12/6**

Rotations: Heavy 1/0, Medium 2/0, Light 9/0, Total Adds 0, Heavy: KXLY, Medium: WSGY, WFRD, Light: KMJC, WFMK, WHAI, WSUL, KRLB, WNMB, WKCK, KVIC, KSCB.

**RIFF "My Heart Is Failing Me" (SBK) 11/2**

Rotations: Heavy 0, Medium 1/0, Light 10/2, Total Adds 2, WAFL, WTVR, Medium: KBLQ, Light including WBE, KMJC, WEM, WHAI, WGLL, WFRD, KXLY, KAYN.

**FREDDIE JACKSON "Love Me Down" (Capitol) 11/0**

Rotations: Heavy 0, Medium 2/0, Light 9/0, Total Adds 0, Medium: KXLY, KBLQ, Light: KESZ, WRVC, WEM, WYKZ, WKCK, KVIC, WCMJ, WLDR, KTID.

**TONY! TONI! TONE! "It Never Rains In Southern California" (Wing/Mercury) 10/4**

Rotations: Heavy 0, Medium 0, Light 10/4, Total Adds 4, WGSV, WKCK, KBLQ, KAYN, Light including WEM, KVIC, WFRD, KSCB, WTVR, KXLY.

**ROSANNE CASH "On The Surface" (Columbia) 8/8**

Rotations: Heavy 0, Medium 0, Light 8/8, Total Adds 8, WRVC, WEM, WHAI, WGSV, WNMB, WTVR, KXLY, KBLQ.

**TODD RUNDGREN "Second Wind" (WB) 8/8**

Rotations: Heavy 0, Medium 0, Light 8/8, Total Adds 8, WEM, WSUL, WNMB, WKCK, KVIC, KSCB, KXLY, WGSV.

**PAUL SIMON "Proof" (WB) 8/3**

Rotations: Heavy 0, Medium 1/0, Light 7/0, Total Adds 3, WHAI, WSKJ, WFRD, Medium: KXLY, Light including WEM, WGLL, WCMJ, KSCB.

**Candi and the Backbeat**

The new track for A/C radio

From the I.R.S. CDCS  
"World Keeps On Turning"  
X214-13045

*Saving All The Love*

4JM-13818



## FULL-SERVICE AC

### MOST ADDED

GLORIA ESTEFAN (4)  
STYX (3)  
WILSON PHILLIPS (3)  
OLETA ADAMS (2)  
RICK ASTLEY (2)  
MARIAH CAREY (2)  
GEORGE MICHAEL (2)

### HOTTEST

WHITNEY HOUSTON (13)  
SURFACE (9)  
GLORIA ESTEFAN (8)  
KENNY ROGERS (8)  
CHER (7)  
WILL TO POWER (7)  
OLETA ADAMS (5)  
STYX (5)  
CELINE DION (4)  
ELTON JOHN (4)  
NATASHA'S BROTHER (4)

### EAST

#### P1

**WBW/Buffalo**  
Kevin Keenan  
DAVE KOC  
NOLAN  
STEVE B  
CHER  
GLORIA ESTEFAN  
WHITNEY HOUSTON  
SURFACE

#### KOKA/Pittsburgh

Chuck Dickmann  
none  
NOLAN  
SURFACE  
WHITNEY HOUSTON  
WILL TO POWER  
CELINE DION  
STYX

#### P2

#### WYCC/Bridgeport

Stormin' Norman  
none  
NOLAN  
OLETA ADAMS  
GLORIA ESTEFAN  
WHITNEY HOUSTON  
KENNY ROGERS  
RUSSELL HITCHCOCK

#### P3

#### WTMD/Frederick, MD

Fessler/Madden  
WILSON PHILLIPS  
NOLAN  
WILL TO POWER  
NATASHA'S BROTHER  
KALL & OATES  
GLORIA ESTEFAN  
NETTE MILLER

## GOLD-BASED AC

### MOST ADDED

GLORIA ESTEFAN (10)  
WILSON PHILLIPS (10)  
HALL & OATES (8)  
RUSSELL HITCHCOCK (5)  
STYX (5)  
GEORGE MICHAEL (3)  
RICK ASTLEY (2)  
NATASHA'S BROTHER (2)  
STEVE WINWOOD (2)

### HOTTEST

WHITNEY HOUSTON (30)  
SURFACE (20)  
WILL TO POWER (19)  
CELINE DION (16)  
OLETA ADAMS (13)  
GLORIA ESTEFAN (12)  
STYX (12)  
MARIAH CAREY (7)  
CHER (6)  
BETTE MIDLER (6)  
KENNY ROGERS (6)

### EAST

#### P1

**WMX/Baltimore**  
Greg Dunkin  
HEART  
NOLAN  
KALI PRADO  
WHITNEY HOUSTON  
MARIAH CAREY  
KALL & OATES

#### WKJT/Roscoe

Scott/Cunningham  
HALL & OATES  
RUSSELL HITCHCOCK  
STYX  
NOLAN  
GLORIA ESTEFAN  
WHITNEY HOUSTON  
WILL TO POWER  
CELINE DION  
NATASHA'S BROTHER

#### WFLA/Benny

Knut/Holmberg  
GLORIA ESTEFAN  
WILSON PHILLIPS  
RUSSELL HITCHCOCK  
NOLAN  
SURFACE  
OLETA ADAMS  
WHITNEY HOUSTON  
WILL TO POWER  
CELINE DION

#### WMAS-FM/Springfield

Ed Kelly  
GLORIA ESTEFAN  
NETTE MILLER  
RUSSELL HITCHCOCK  
NOLAN  
SURFACE  
DAVE KOC  
CHER  
WHITNEY HOUSTON  
WILL TO POWER

#### WFAS-FM/White Plains

Sue Richard  
none  
NOLAN  
SURFACE  
OLETA ADAMS  
WHITNEY HOUSTON  
CELINE DION  
STYX

#### P2

#### WYZZ/Pittsburgh

Scott Alexander  
none  
NOLAN  
JAMES INGRAM  
NETTE MILLER  
MARIAH CAREY  
WHITNEY HOUSTON  
HALL & OATES

#### WABW/Baltimore

Chris Bailey  
none  
NOLAN  
JAMES INGRAM  
NETTE MILLER  
WHITNEY HOUSTON  
SURFACE  
ELTON JOHN  
STEVE B  
NETTE MILLER

#### WWRV/Binghamton, NY

Keller/Schwartz  
WILSON PHILLIPS  
NOLAN  
WHITNEY HOUSTON  
SURFACE  
MARIAH CAREY  
NETTE MILLER  
CELINE DION

#### WYYY/Syracuse

Leuber/Langrey  
WHITNEY HOUSTON  
CHER  
SURFACE  
STEVE B  
WILL TO POWER  
WHITNEY HOUSTON  
ALIAS

#### WFAB-FM/Wilmington, DE

Bill Kaye  
NATASHA'S BROTHER  
RUSSELL HITCHCOCK  
NOLAN  
WHITNEY HOUSTON  
OLETA ADAMS  
STYX  
WILL TO POWER  
GLORIA ESTEFAN

### SOUTH

#### P1

**KMGQ/Dallas**  
Chalise Daly  
RICK ASTLEY  
GEORGE MICHAEL  
WILSON PHILLIPS  
NOLAN  
MARIAH CAREY  
RUSSELL HITCHCOCK  
CHRIS ISAKH  
DAVE KOC  
HALL & OATES

#### KLTV/Houston

Scarborough/Matt  
KENNY ROGERS  
STYX  
GLORIA ESTEFAN  
RUSSELL HITCHCOCK  
WILSON PHILLIPS  
NOLAN  
KENNY ROGERS  
WHITNEY HOUSTON  
OLETA ADAMS  
STYX  
HALL & OATES

#### WUSA/Tampa

Johnny Williams  
STYX  
HALL & OATES  
WILSON PHILLIPS  
NOLAN  
WHITNEY HOUSTON  
OLETA ADAMS  
SURFACE  
CELINE DION  
GLORIA ESTEFAN

#### WMLW/Charlotte

Robb Stewart  
NOLAN  
KENNY ROGERS  
ALIAS  
MARIAH CAREY  
HALL & OATES  
STEVE B  
WMLW/Charlotte  
Allen/Howard  
none  
SURFACE  
CELINE DION  
GLORIA ESTEFAN  
WILL TO POWER

#### WSTF/Orlando

Samantha Shore  
WHITNEY HOUSTON  
CHRIS ISAKH  
GLORIA ESTEFAN  
NOLAN  
CELINE DION  
NETTE MILLER  
BOB STANWART  
MARIAH CAREY  
WILSON PHILLIPS

#### WLOL/Rosemead

Dick Daniels  
GLORIA ESTEFAN  
HALL & OATES  
NOLAN  
WHITNEY HOUSTON  
STYX  
GLORIA ESTEFAN  
HALL & OATES

#### P2

#### WLMQ/New Orleans

Ferrara/Murphy  
none  
NOLAN  
SURFACE  
CLIFF ARNOLD  
OLETA ADAMS  
NATASHA'S BROTHER  
JAMES INGRAM  
WHITNEY HOUSTON

#### WJAX/Jacksonville

Burke/Burns  
PICK ASTLEY  
WILSON PHILLIPS  
NOLAN  
SURFACE  
SARA HOOKER  
WHITNEY HOUSTON  
WILL TO POWER  
CHER  
WILL TO POWER  
SURFACE

#### WMAQ/Greensboro

John Jenkins  
none  
NOLAN  
WHITNEY HOUSTON  
CELINE DION  
CHER  
WILL TO POWER  
SURFACE

#### WTRN/Raleigh

South Myers  
STYX  
GLORIA ESTEFAN  
CELINE DION  
NOLAN  
NETTE MILLER  
CHER  
DAVE KOC  
HALL & OATES  
BOB STANWART

#### KYXX/Dayton

Ryan/Walden  
none  
NOLAN  
SURFACE  
CELINE DION  
WHITNEY HOUSTON  
KENNY ROGERS  
STYX  
NETTE MILLER

### MIDWEST

#### P1

**WLS/Detroit**  
Beasing/Sommers  
none  
NOLAN  
WHITNEY HOUSTON  
WILL TO POWER  
KENNY ROGERS  
OLETA ADAMS  
SARA HOOKER

#### KDUL/Kansas City

Don Bender  
none  
NOLAN  
WHITNEY HOUSTON  
WILL TO POWER  
HALL & OATES  
ELTON JOHN  
GLORIA ESTEFAN  
STYX

#### P2

#### WCRZ/Ft. Worth

Patrick Downey  
WILSON PHILLIPS  
STEVE WINWOOD  
GEORGE MICHAEL  
NOLAN  
WHITNEY HOUSTON  
OLETA ADAMS  
WILL TO POWER  
GLORIA ESTEFAN  
STYX

#### WLOL/Peoria

Jerry Jay  
GLORIA ESTEFAN  
HALL & OATES  
NOLAN  
STYX  
SURFACE  
WILL TO POWER  
CHER  
CELINE DION

#### KRAV/Visa

Couch/Lee  
GLORIA ESTEFAN  
HALL & OATES  
NOLAN  
WHITNEY HOUSTON  
WILL TO POWER  
OLETA ADAMS  
STYX  
CELINE DION

### WEST

#### P1

**KXCV/Portland**  
Bill Minkler  
WILSON PHILLIPS  
NOLAN  
KENNY ROGERS  
NATASHA'S BROTHER  
SURFACE  
WHITNEY HOUSTON  
RUSSELL HITCHCOCK

#### P2

**KOBQ/Denver**  
Dabon/Black  
STYX  
GEORGE MICHAEL  
TOMMY T.  
STEVE B  
WILSON PHILLIPS  
NOLAN  
MARIAH CAREY  
CELINE DION  
STYX  
WHITNEY HOUSTON  
GLORIA ESTEFAN  
KXLD/Tucson

#### KLLY/Bakersfield

Russ Davidson  
none  
NOLAN  
SURFACE  
OLETA ADAMS  
WHITNEY HOUSTON  
CELINE DION  
SURFACE  
WILL TO POWER  
MARIAH CAREY

#### KISQ/Phoenix

Rob Harter  
OLETA ADAMS  
NOLAN  
WHITNEY HOUSTON  
CELINE DION  
SURFACE  
WILL TO POWER  
MARIAH CAREY

#### KCRJ/Boise

Don Jennings  
RICK ASTLEY  
WILSON PHILLIPS  
WILL TO POWER  
CELINE DION  
WHITNEY HOUSTON  
HALL & OATES  
STYX  
WILL TO POWER

### SOUTH

#### P2

**WHAS/Louisville**  
Doug McEwen  
MARIAH CAREY  
GLORIA ESTEFAN  
NOLAN  
SURFACE  
CELINE DION  
WILL TO POWER  
HALL & OATES  
WHITNEY HOUSTON

#### WYFA/Richmond

Ferley/Stevens  
none  
NOLAN  
SARA HOOKER  
NATASHA'S BROTHER  
ELTON JOHN  
DAVE KOC  
KENNY ROGERS

#### WTVU/Orlando

Brad Morgan  
NOLAN  
WHITNEY HOUSTON  
KENNY ROGERS  
KATIA BAKER  
MARIAH CAREY  
ELTON JOHN

### "SALES STRATEGY"

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### MIDWEST

#### P1

**WTYN/Columbus**  
John Lane  
STYX  
GLORIA ESTEFAN  
NOLAN  
SURFACE  
WILL TO POWER  
KENNY ROGERS  
STEVE B  
CHER

#### P2

#### WOOD/Grand Rapids

Robb Westaby  
CELINE DION  
OLETA ADAMS  
NOLAN  
SURFACE  
SURFACE  
WHITNEY HOUSTON  
CHER  
KENNY ROGERS  
GLORIA ESTEFAN

#### WBAI/Madison

Read/Key  
none  
NOLAN  
SURFACE  
WHITNEY HOUSTON  
SARA HOOKER  
KENNY ROGERS  
KATIA BAKER

#### P3

#### KFSB/Joplin

Robin Walls  
MARIAH CAREY  
GEORGE MICHAEL  
TOMMY TERRY TERRY  
NOLAN  
SURFACE  
OLETA ADAMS  
GLORIA ESTEFAN  
RUSSELL HITCHCOCK  
SARA HOOKER

#### KFOR/Lincoln

Cathy Blythe  
none  
NOLAN  
WHITNEY HOUSTON  
KENNY ROGERS  
NATASHA'S BROTHER  
DAVE KOC

### WEST

#### P1

**KEX/Portland**  
Dekker/Fort  
WHITNEY HOUSTON  
GLORIA ESTEFAN  
NOLAN  
CHER  
ELTON JOHN  
NETTE MILLER

#### P2

#### KUGN/Eugene

Annie Mae  
none  
NOLAN  
none

21 Current Reporters  
18 Current Playlists

Called in Frozen Playlist (2):  
KPMB/San Diego  
KUGN/Eugene

Did Not Report, Playlist Frozen (4):  
KDKA/Pittsburgh  
KFOR/Lincoln  
WBAI/Madison  
WYVA/Richmond

Did Not Report for Two Consecutive Weeks, Not Used in This Week's Data (8):  
KBOI/Boise  
KNOW/Denver  
WBZ/Bozeman  
WQY/Albany  
WLW/Cincinnati

#### KTBB/Menlo Park

Phil Abbott  
GLORIA ESTEFAN  
NOLAN  
ELTON JOHN  
WHITNEY HOUSTON  
CHER  
NATASHA'S BROTHER  
NETTE MILLER

#### KTBB/Menlo Park

Phil Abbott  
GLORIA ESTEFAN  
NOLAN  
ELTON JOHN  
WHITNEY HOUSTON  
CHER  
NATASHA'S BROTHER  
NETTE MILLER

Did Not Report for Two Consecutive Weeks, Not Used in This Week's Data (4):  
WFLA/Birmingham  
WLTQ/Milwaukee

Did Not Report for Two Consecutive Weeks, Not Used in This Week's Data (4):  
WFLA/Birmingham  
WLTQ/Milwaukee

Did Not Report for Two Consecutive Weeks, Not Used in This Week's Data (4):  
WFLA/Birmingham  
WLTQ/Milwaukee

Did Not Report for Two Consecutive Weeks, Not Used in This Week's Data (4):  
WFLA/Birmingham  
WLTQ/Milwaukee

Did Not Report for Two Consecutive Weeks, Not Used in This Week's Data (4):  
WFLA/Birmingham  
WLTQ/Milwaukee

Did Not Report for Two Consecutive Weeks, Not Used in This Week's Data (4):  
WFLA/Birmingham  
WLTQ/Milwaukee

#### P2

**KXCV/Portland**  
Bill Minkler  
WILSON PHILLIPS  
NOLAN  
KENNY ROGERS  
NATASHA'S BROTHER  
SURFACE  
WHITNEY HOUSTON  
RUSSELL HITCHCOCK

#### P2

**KOBQ/Denver**  
Dabon/Black  
STYX  
GEORGE MICHAEL  
TOMMY T.  
STEVE B  
WILSON PHILLIPS  
NOLAN  
MARIAH CAREY  
CELINE DION  
STYX  
WHITNEY HOUSTON  
GLORIA ESTEFAN  
KXLD/Tucson

#### KLLY/Bakersfield

Russ Davidson  
none  
NOLAN  
SURFACE  
OLETA ADAMS  
WHITNEY HOUSTON  
CELINE DION  
SURFACE  
WILL TO POWER  
MARIAH CAREY

#### KISQ/Phoenix

Rob Harter  
OLETA ADAMS  
NOLAN  
WHITNEY HOUSTON  
CELINE DION  
SURFACE  
WILL TO POWER  
MARIAH CAREY

#### KCRJ/Boise

Don Jennings  
RICK ASTLEY  
WILSON PHILLIPS  
WILL TO POWER  
CELINE DION  
WHITNEY HOUSTON  
HALL & OATES  
STYX  
WILL TO POWER

#### P1

**KXCV/Portland**  
Bill Minkler  
WILSON PHILLIPS  
NOLAN  
KENNY ROGERS  
NATASHA'S BROTHER  
SURFACE  
WHITNEY HOUSTON  
RUSSELL HITCHCOCK

#### P2

**KOBQ/Denver**  
Dabon/Black  
STYX  
GEORGE MICHAEL  
TOMMY T.  
STEVE B  
WILSON PHILLIPS  
NOLAN  
MARIAH CAREY  
CELINE DION  
STYX  
WHITNEY HOUSTON  
GLORIA ESTEFAN  
KXLD/Tucson

#### KLLY/Bakersfield

Russ Davidson  
none  
NOLAN  
SURFACE  
OLETA ADAMS  
WHITNEY HOUSTON  
CELINE DION  
SURFACE  
WILL TO POWER  
MARIAH CAREY

#### KISQ/Phoenix

Rob Harter  
OLETA ADAMS  
NOLAN  
WHITNEY HOUSTON  
CELINE DION  
SURFACE  
WILL TO POWER  
MARIAH CAREY

#### KCRJ/Boise

Don Jennings  
RICK ASTLEY  
WILSON PHILLIPS  
WILL TO POWER  
CELINE DION  
WHITNEY HOUSTON  
HALL & OATES  
STYX  
WILL TO POWER

#### P1

**KXCV/Portland**  
Bill Minkler  
WILSON PHILLIPS  
NOLAN  
KENNY ROGERS  
NATASHA'S BROTHER  
SURFACE  
WHITNEY HOUSTON  
RUSSELL HITCHCOCK

#### P2

**KOBQ/Denver**  
Dabon/Black  
STYX  
GEORGE MICHAEL  
TOMMY T.  
STEVE B  
WILSON PHILLIPS  
NOLAN  
MARIAH CAREY  
CELINE DION  
STYX  
WHITNEY HOUSTON  
GLORIA ESTEFAN  
KXLD/Tucson

#### KLLY/Bakersfield

Russ Davidson  
none  
NOLAN  
SURFACE  
OLETA ADAMS  
WHITNEY HOUSTON  
CELINE DION  
SURFACE  
WILL TO POWER  
MARIAH CAREY

#### KISQ/Phoenix

Rob Harter  
OLETA ADAMS  
NOLAN  
WHITNEY HOUSTON  
CELINE DION  
SURFACE  
WILL TO POWER  
MARIAH CAREY

#### KCRJ/Boise

Don Jennings  
RICK ASTLEY  
WILSON PHILLIPS  
WILL TO POWER  
CELINE DION  
WHITNEY HOUSTON  
HALL & OATES  
STYX  
WILL TO POWER

## NATIONAL AIRPLAY

Wk	TR	Artist/Track	Label
1	1	DAVE KOZ/Dave Koz (Capitol)	"Castle" "Emily"
5	2	SHAKATAK/Perfect Smile (Verve Forecast)	"Sea" "Jazz"
3	3	SAM RINEY/Playing With Fire (Spindletop)	"Playing" "Everytime"
4	4	PAUL SIMON/The Rhythm Of The Saints (WB)	"She" "Coast"
2	5	JOE SAMPLE/Ashes To Ashes (WB)	"Road" "Strike"
7	6	DON HARRISS/Shell Game (Sonic Atmosphere)	"Blue" "White"
6	7	GEORGE MICHAEL/Listen Without Prejudice (Columbia)	"Cowboys"
12	8	GERALD ALBRIGHT/Dream Come True (Atlantic)	"My"
8	9	NELSON RANGELL/Nelson Rangell (GRP)	"Tomorrow" "N.Y.C." "Givin'"
9	10	BETH NIELSEN CHAPMAN/Beth Nielsen Chapman (Reprise)	"Walk" "That"
17	11	BRIAN BROMBERG/Basically Speaking (Nova)	"You" "Funny"
13	12	STING/The Soul Cages (A&M)	"All" "Why"
11	13	STRUNZ & FARAH/Primal Magic (Mesa)	"Bois" "Achoche"
14	14	VAN MORRISON/Enlightenment (Mercury)	"Starting" "Real"
28	15	BILLY JOE WALKER, JR./The Walk (Geffen)	"Walk" "Illusions"
13	16	MICHAEL PAULO/Fusebox (GRP)	"Love" "Story"
<b>BREAKER</b>	17	SUSAN J. PAUL/Human Factor (Nantaga)	"One" "Jamie"
18	18	SARA HICKMAN/Shortstop (Elektra)	"Help" "Fields"
14	19	LEO GANDELMAN/Solar (Verve Forecast/PolyGram)	"Solar" "Toccan"
21	20	DANNY HEINES/One Heart Wild (Silver Wave)	"One" "Nursery"
18	21	TOM BORTON/Dancing With Tigers (Bluesmoon)	"Whenever" "Photoland"
15	22	BOBBY CALDWELL/Heart Of Mine (Sin-Drome)	"Real" "Saying"
26	23	MEMPHIS BOYS/The Memphis Boys (Vanguard)	"Streets" "Calling"
30	24	SAM CARDON/Serious Leisure (Airus)	"Dreaming" "Infrared"
25	25	BOBBY McFERRIN/Medicine Music (EMI)	"Common" "Yes"
20	26	FATBURGER/Come & Get It (Enigma)	"Almost" "Night"
27	27	TANGERINE DREAM/Melrose (Private Music)	"Melrose" "Dolls" "Cool"
28	28	MICHAEL KAMEN/DAVID SANBORN/Concerto For Saxophone (WB)	"Sasha"
24	29	BASIA/Brave New Hope (Epic)	"Masquerade" "Come"
<b>BREAKER</b>	30	DIANE SCHUUR/Pure Schuur (GRP)	"Touch" "Nobody"

Wk	TR	Artist/Track	Label
1	1	MARCUS ROBERTS/Alone With Three Giants (Novus/RCA)	"Shout"
5	2	WYNTON MARSALIS/Tune In Tomorrow... (Columbia)	"May"
2	3	RENEE ROSNES/For The Moment (Blue Note)	"Malaga"
4	4	WARREN BERNHARDT/Ain't Life Grand (DMP)	"Dull Lombo"
6	5	RHYTHMSTICK/Rhythmstick (CTI)	"New"
9	6	BRIAN BROMBERG/Basically Speaking (Nova)	"Strikes" "Child"
7	7	JOE SAMPLE/Ashes To Ashes (WB)	"Moon"
2	8	BRIAN MELVIN TRIO/Standards Zone (Global Pacific)	"Hard"
10	9	NEWMAN, MARSALIS & DUPREE/Return To The Wide Open Spaces (Amazing)	"American"
12	10	VINCENT HERRING/American Experience (Music Master)	"Baby"
<b>DEBUT</b>	11	DIANE SCHUUR/Pure Schuur (GRP)	"Appointment"
18	12	BOBBY WATSON & HORIZON/Post Motown Bop (Blue Note)	"Train"
8	13	BOBBY McFERRIN/Medicine Music (EMI)	"Angelic"
20	14	VINCE MENDOZA/Start Here (World Pacific)	"Sunny"
21	15	TONY CAMPISE/First Takes (Heart Music)	"Toccanian"
29	16	JUST FRIENDS/A Gathering In Tribute To Emily Remler (Justice)	"Don't"
<b>DEBUT</b>	17	BARBARA DENNERLEIN/Hot Stuff (Enja)	"Holo"
<b>BREAKER</b>	18	SHIRLEY HORN/You Won't Forget Me (Verve)	"Sophisticated"
14	19	DAVE HOLLAND/Extensions (ECM)	"Vista"
17	20	GAL COSTA/Plural (BMG)	"Manhattan"
<b>BREAKER</b>	21	CHICK COREA AKOUSTIC BAND/Alive (GRP)	"Ostinato"
30	22	TOM HARRELL/Form (Concord)	"No Tracks Qualified This Week"
18	23	RICKY FORD/Manhattan Blues (Candid)	
18	24	SUZANNE DEANA/Wonder (Nova)	
<b>DEBUT</b>	25	JOHN CAMPBELL/Turning Point (Contemporary)	
26	26	SHAKATAK/Perfect Smile (Verve Forecast)	
22	27	DANNY HEINES/One Heart Wild (Silver Wave)	
11	28	ART BLAKEY & THE JAZZ MESSENGERS/One For All (A&M)	
<b>DEBUT</b>	29	GERALD ALBRIGHT/Dream Come True (Atlantic)	
13	30	STAN GETZ/Billy Highstreet Samba (MRC)	

\* Keeps bullet due to continued growth.

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
CHUCK GREENBERG (12) PAT COIL (8) DIANE SCHUUR (6) TRAUT/ROOBY (6) SAM CARDON (5) LINDA EDER (5) PETER KATER (5) JOHN SERRIE (5)	DAVE KOZ (18) PAUL SIMON (17) JOE SAMPLE (13) SAM RINEY (12) SHAKATAK (11) STING (9) GERALD ALBRIGHT (7)	DAVE KOZ/Castle DAVE KOZ/Emily

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
FRANK MORGAN (20) J.J. JOHNSON (18) JAY HOGGARD (16) HOUSTON PERSON (16) TANAREID (10) PONCHO SANCHEZ (8) TRAUT/ROOBY (8) CHICK COREA AKOUSTIC (7)	WYNTON MARSALIS (17) MARCUS ROBERTS (14) JOE SAMPLE (9) WARREN BERNHARDT (8) NEWMAN, MARSALIS &... (8) RENEE ROSNES (7) BRIAN MELVIN (6) BOBBY WATSON (6)	No Tracks Qualified This Week

## NEW &amp; ACTIVE

## \*PETER KATER "Roof Tops" (Silver Wave) 25/5

Rotations: Heavy 0/0, Medium 9/1, Light 16/4, Total Adds 5, KWYS, WAMX, KKDC, WYAY, WNGS. **BREAKER** this week.

## ADRIAN LEGG "Guitars And Other Cathedrals" (Relativity) 22/2

Rotations: Heavy 2/0, Medium 4/0, Light 16/2, Total Adds 2, WYAY, KMXX, Heavy, KLTR, KTCZ.

## PAT COIL "Steps" (Sheffield Labs) 21/6

Rotations: Heavy 3/0, Medium 7/1, Light 11/5, Total Adds 6, WBYE, KACE, WLOO, KEYP, WNGS, KBA, Heavy, KKSF, KXNW, JZTRAX.

## ROSS TRAUT &amp; STEVE ROOBY "The Duo Life" (Columbia) 21/6

Rotations: Heavy 0/0, Medium 2/0, Light 18/4, Total Adds 6, KQAI, KHH, WQMC, WMGL, WAMX, KRCC.

## BILL MOORE "Mid Resort" (Positive Music) 21/0

Rotations: Heavy 0/0, Medium 9/0, Light 12/3, Total Adds 3, KXVU, KEZI, WYAY.

## KAZU MATSUI "Signs Of The Snow Crane" (Sonic Atmosphere) 19/3

Rotations: Heavy 1/0, Medium 5/1, Light 13/2, Total Adds 3, WAMX, KXVU, MS, Heavy, WNVF.

## JOHN SERRIE "Tingri" (Miramar) 18/5

Rotations: Heavy 5/1, Medium 6/2, Light 1/2, Total Adds 5, WYVE, WNWV, KEZI, KKDC, MS, Heavy, WNUA, KHH, KEYV, KBA.

## AKIRA JIMBO "Palette" (Optimism) 16/4

Rotations: Heavy 0/0, Medium 5/1, Light 11/3, Total Adds 4, WNWV, KFM, KKSF, WQMC.

## WILLIAM BELOTE "Connected" (Music House) 15/2

Rotations: Heavy 3/0, Medium 4/0, Light 8/2, Total Adds 2, KQAI, KACE, Heavy, KLTR, KBA, SS.

## CAROL CHAIKEN "Carol Chaiken" (Gold Castle) 15/0

Rotations: Heavy 2/0, Medium 5/0, Light 8/0, Total Adds 0, Heavy, WQMC, WMOX.

\* Uncharted Breakers denoted by one asterisk.

\*\* Chart Extra denoted by two asterisks.

## JAY SCOTT BERRY

"Aurora is a Champagne Jazz Hit out-of-the-box!"  
— Tony Schondel, KTFMKOAI, WVVU, KSJS, KOCK, KEND,  
MUSICAL STARSTREAMS, SOUNDSCAPES

## SYMPHONY OF LIGHT

The captivating debut album includes  
Aurora, Time Rider, Atlantis  
Now heard on over 100 stations!CSI RECORDS  
11333 Moorpark, Suite 1000(800) 767-2379  
Studio City, CA 91602





# BREAKERS

## MARVA HICKS

### Never Been In Love Before (Polydor)

76% of our reporting stations on it. Rotations: Heavy 0/0, Medium 5/1, Light 65/21, Total Adds 22 including WXYU, WUSL, WAMO, K104, KHYS, KMJQ, WZAK, WTLC, KJLH, KBCE.

## WHISPERS

### Is It Good To You (Capitol)

75% of our reporting stations on it. Rotations: Heavy 0/0, Medium 12/0, Light 57/20, Total Adds 20 including WHQT, WYLD, WGCI, WJLB, WTLC, WRKE, WPAL, WUJM, KBUZ, XHRM.

## DIANA ROSS & AL B. SURE!

### No Matter What You Do (WB)

64% of our reporting stations on it. Rotations: Heavy 0/0, Medium 5/2, Light 54/52, Total Adds 54 including WILD, WBSL, WDAS, WUSL, WKYS, WVEE, K104, WYLD, WTLC, KMJM, KSOL, KBCE.

## BLACK FLAMES

### Let Me Show You (OBR/Columbia)

62% of our reporting stations on it. Rotations: Heavy 0/0, Medium 15/0, Light 42/12, Total Adds 12 including WBSL, KJLH, KQXL, WXOK, WATV, WENN, KHUL, HOT105, WIZF, XHRM.

## TROOP

### I Will Always Love You (Atlantic)

61% of our reporting stations on it. Rotations: Heavy 2/0, Medium 33/1, Light 21/3, Total Adds 4, WJVP, KJLH, WJDM, WZFX.

# NEW & ACTIVE

## WOOTEN BROTHERS "Tell Me" (A&M) 53/13

Rotations: Heavy 0/0, Medium 9/0, Light 44/13, Total Adds 13 including WQZB, KJLH, WFXA, WYOK, WPAL, WFXE, WQMG, XJZ, WQIS, WJJS. Mediums include: WHUR, WKYS, WZAK, WJLB, KPRF.

## RIFF "My Heart Is Falling Me" (S&W) 49/21

Rotations: Heavy 0/0, Medium 0/0, Light 49/21, Total Adds 21 including WDAS, WHOT, WYLD, WYLD, WZAK, OC104, KBCE, WJOK, WJDM, WJMG.

## EPMD "Gold Digger" (R&L/Columbia) 49/6

Rotations: Heavy 0/0, Medium 15/0, Light 23/6, Total Adds 6, WPEG, WJDM, KFXZ, HOT105, WTMP, KQFX, Mediums include: WQZB, K97, WYLD, WJWB, WJLB.

## SALT-N-PEPA "Do You Want Me" (Next Plateau) 49/5

Rotations: Heavy 0/0, Medium 22/0, Light 27/5, Total Adds 5, WQCI, KJLH, Z93, WJTT, WBLX, Mediums include: WXYV, KHYS, KMJQ, K97, WYLD.

## CARON WHEELER "Blue Is The Color Of Paint" (EMI) 47/38

Rotations: Heavy 0/0, Medium 2/1, Light 45/35, Total Adds 36 including WAMO, WQZB, K97, WJWB, WZAK, KPRF, WJVP, WJZ, WFXA, KQXL, Medium: WHUR.

## TODAY "I Wanna Come Back Home" (Motown) 46/8

Rotations: Heavy 0/0, Medium 14/0, Light 32/8, Total Adds 8, WHOT, WYLD, WJWB, WZAK, WJLB, KJLH, WEAS, WJZ, Mediums include: WDAS, KHYS, K97, OC104, WJOK.

## JUNIOR "Better Part Of Me" (MCA) 41/11

Rotations: Heavy 0/0, Medium 15/0, Light 26/11, Total Adds 11 including WPKS, KMJQ, WJVP, KQXL, WAGH, WFXE, U102, WLOU, WEDR, WTMP. Mediums include: WILD, WKYS, K97, WTLC, KPRF.

## SPUNKADELIC "Boomerang" (S&W) 41/3

Rotations: Heavy 0/0, Medium 16/0, Light 25/3, Total Adds 3, WATV, HOT105, WJOK. Mediums include: WAMO, K97, WJWB, WJLB, WJOK.

## DEE-LITE "Power Of Love" (Elektra) 40/1

Rotations: Heavy 0/0, Medium 14/0, Light 26/1, Total Adds 1, KMJQ. Mediums include: WBSL, WAMO, WJWB, WJDM, WQFX.

## SPECIAL ED "Come On, Let's Move It" (Profile) 39/4

Rotations: Heavy 0/0, Medium 8/0, Light 31/4, Total Adds 4, WJWB, WQMG, WTMP, XHRM. Mediums include: KMJQ, K97, WZAK, WJLB, WJZ.

## MARION MEADOWS "The Real Thing" (Novus/RCA) 38/1

Rotations: Heavy 1/0, Medium 20/0, Light 18/1, Total Adds 7, WFGA. Heavy: WJVP. Mediums include: WBSL, WDAS, WHUR, K97, WJLB.

## GRADY HARRILL "Patience" (RCA) 37/14

Rotations: Heavy 0/0, Medium 0/0, Light 37/14, Total Adds 14 including WTLC, WBLX, KQXL, WJWB, WJTT, WAGH, WFXE, Z104, WQFX, KFXZ.

## THELMA HOUSTON "High" (Reprise) 32/30

Rotations: Heavy 0/0, Medium 0/0, Light 32/30, Total Adds 30 including WAMO, K97, KPRF, WJVP, WBLX, WJZ, KBCE, WFXA, KQXL, WJOK.

## OMAR CHANDLER "Do You Really Want It" (MCA) 31/8

Rotations: Heavy 0/0, Medium 6/0, Light 25/8, Total Adds 8, WLD, KBCE, WJWB, KPRF, WBLX, HOT105, WPLZ, WTLC. Mediums include: K97, WJWB, WJVP, WJDM, WJZ.

## HARRIET "Temple Of Love" (East West) 29/26

Rotations: Heavy 0/0, Medium 1/0, Light 28/26, Total Adds 26 including WDAS, WHUR, K104, WZAK, WJLB, WJVP, KMJM, KSOL, WRKE, WJZ, Medium: WAMO.

## THREE TIMES DOPE "Peace Yourself" (Arista) 29/5

Rotations: Heavy 0/0, Medium 1/0, Light 28/5, Total Adds 5, K97, WPAL, WFXE, WJVP, WTLC, Medium: OC104.

## DIMPLES "They're Trying To Take Your Job" (Blue Forest) 28/6

Rotations: Heavy 0/0, Medium 5/0, Light 23/6, Total Adds 8, KBCE, WFXA, KFXZ, KPRF, KMJQ, K98-FM, WJZ, KDAY. Medium: WJOK, WAGH, WQFX, Z16, WTMP.

## TOO SHORT "Short But Fancy" (Jive/RCA) 28/7

Rotations: Heavy 0/0, Medium 1/0, Light 20/7, KHYS, WJWB, KSOL, WPAL, WAGH, WBLX, WTMP. Mediums include: KMJQ, WQZB, WZAK, Z104, KFXZ.

## GEORGE HOWARD "Everything I Miss At Home" (GRP) 28/8

Rotations: Heavy 1/0, Medium 4/0, Light 21/8, Total Adds 8, WBSL, K97, WQCI, WZAK, WFXA, WJTT, WJWB, K98-FM. Heavy: WHUR, Medium: WDAS, WJLB, WJVP, WJZ.

## E.U. "Ain't Found The Right One Yet" (Virgin) 25/29

Rotations: Heavy 0/0, Medium 2/1, Light 23/19, Total Adds 20 including WKYS, K97, WBLX, WPAL, WJWB, Z93, WZFX, WJWB, Z16, WLOU. Medium: Z104.

## MOST ADDED

ROSS & SURE (54)  
CARON WHEELER (36)  
THELMA HOUSTON (30)  
HARRIET (26)  
MARVA HICKS (22)  
GUY (21)  
RIFF (21)  
E.U. (20)  
WHISPERS (20)  
JANET JACKSON (18)

## HOTTEST

KEITH SWEAT (71)  
C & C MUSIC FACTORY (65)  
BELL BIV DEVOE (45)  
EN VOGUE (44)  
MICHELLE (35)  
RUDE BOYS (35)  
WHITNEY HOUSTON (32)  
ANOTHER BAD CREATION (22)  
OLETA ADAMS (18)  
BLACK BOX (14)

## TOP 10

RECURRENTS  
LW TW  
1 1 TONY! TONI! TONEL!!  
3 2 R. TRESVANT/Serotivity  
7 3 SURFACE/The  
9 4 J. OSBORNE/Only  
— 5 J. JACKSON/Love Will  
2 6 F. JACKSON/Love  
5 7 DNA I/S. VEGA/Tom's  
4 8 W. HOUSTON/I'm  
— 9 TEENA MARIE!!  
8 10 GUY!

# SIGNIFICANT ACTION

## JONZUN CREW "Cosmic Love" (Critique) 24/6

Rotations: Heavy 0/0, Medium 1/0, Light 23/6, Total Adds 6, WJLB, OC104, WQFX, WBLX, WKYS, WJZ, Medium: WLD.

## RICHARD ROGERS "Spread A Little Love" (Sam) 24/6

Rotations: Heavy 0/0, Medium 3/0, Light 21/6, Total Adds 6, WBSL, WQZB, WOW!, KFXZ, WALT, WBLX, Medium: WTLC, KMJQ, WTMP.

## POISON CLAN "Dance All Night" (Effect) 22/4

Rotations: Heavy 0/0, Medium 8/0, Light 14/4, Total Adds 4, WAMO, WTLC, KHUL, WJZ, Mediums include: WHOT, WOW!, WPAL, WEDR, WJZ.

## GLORIA ESTEFAN "Coming Out Of The Dark" (Epic) 21/15

Rotations: Heavy 0/0, Medium 3/0, Light 18/15, Total Adds 15 including WUSL, WKYS, K97, KSOL, WFXE, WJZ, WFXA, WZFX, Z104, WQFX, Medium: WDAS, WHOT, OC104.

## ONE CAUSE ONE EFFECT "Midnight Lover" (Best II/Capitol) 20/8

Rotations: Heavy 0/0, Medium 9/0, Light 11/0, Total Adds 0, Medium: K97, WPAL, WJWB, WJZ, WFGA, WALT, WBLX, HOT105, WTMP.

## SPECIAL GENERATION "Spark Of Love" (Best II/Capitol) 19/17

Rotations: Heavy 0/0, Medium 0/0, Light 19/17, Total Adds 17 including WJLB, WBLX, WQZB, KQXL, WJOK, WAGH, Z16, WLOU, WJWB, WALT.

## JANET JACKSON "State Of The World" (A&M) 18/18

Rotations: Heavy 0/0, Medium 3/0, Light 15/15, Total Adds 18 including WPKS, WKYS, WOW!, WQCI, WZAK, KXBT, KSOL, OC104, WATV, WENN.

## BASIC BLACK "Whatever It Takes" (Motown) 18/13

Rotations: Heavy 0/0, Medium 1/1, Light 17/12, Total Adds 13 including K97, WOW!, WENN, WAGH, Z104, Z16, U102, WKYS, WTMP, WTLC.

## MICA PARIS "Contribution" (Island) 11/18

Rotations: Heavy 0/0, Medium 0/0, Light 11/10, Total Adds 10, WHUR, KBCE, KQXL, WENN, WPEG, WALT, KMJQ, K98-FM, WJZ, WJZ.

## BRAND NUBIAN "Wake Up" (Elektra) 11/5

Rotations: Heavy 0/0, Medium 1/0, Light 10/5, Total Adds 5, KMJQ, K97, WQFX, Z16, WJWB, Medium: KDAY.

## GRAND DADDY II "Something New" (Reprise) 11/4

Rotations: Heavy 0/0, Medium 1/0, Light 10/4, Total Adds 4, KMJQ, WKYS, WEAS, K98-FM, Medium: WBLX.

## PHIL PERRY "Call Me" (Capitol) 10/10

Rotations: Heavy 0/0, Medium 1/1, Light 9/9, Total Adds 10, WBSL, WAMO, KPRF, KMJM, Z93, WZFX, WJVP, WLOU, WKYS, WJZ.

## MARCO "Whip It Baby" (Washmix) 10/3

Rotations: Heavy 0/0, Medium 1/0, Light 9/3, Total Adds 3, WJLB, WPEG, KQFX, Medium: WBLX.


# NEW ARTISTS

Reports/Adds

1	RIFF/My Heart Is Falling Me (A&M)	49/21
2	EPMD/Gold Digger (Def Jam/Columbia)	49/6
3	SPUNKADELIC/Boomerang (S&W)	41/3
4	DEE-LITE/Power Of Love (Elektra)	40/1
5	SPECIAL ED/Come On Let's Move It (Profile)	39/4
6	MARION MEADOWS/The Real Thing (Novus/RCA)	39/1
7	OMAR CHANDLER/Do You Really Want It (MCA)	31/8
8	HARRIET/Temple Of Love (East West)	29/26
9	THREE TIMES DOPE/Peace Yourself (Arista)	29/5
10	POISON CLAN/Dance All Night (Effect)	22/4

New artists have not yet had a UC Breaker.






RADIO HAS NEVER BEEN  
IN LOVE LIKE THIS BEFORE



marva

hicks



URBAN CONTEMPORARY

***BREAKERS***

UC CHART: DEBUT **40**  
MOST ADDED!

70 UC REPORTERS — 76%

THANKS BLACK RADIO FOR RECOGNIZING  
GOOD MUSIC WHEN YOU HEAR IT!



**SOMETHING TO  
LOOK UP TO  
IN THE '90's!**



**A L T I T U D E**

THE FIRST SINGLE  
**"WORK IT (LIKE A)  
9 TO 5"**

FROM THE ALBUM  
**"PRIVATE PARTS"**

FEBRUARY 8, 1991

WKS	WKS	IN	TH	ARTIST/Title (Label)	Total Reports/Adds	Heavy	Medium	Light
8	3	2	1	MIKE REID/Walk On Faith (Columbia)	204/0	192	11	1
3	2	1	2	MARK CHESHUTT/Brother Jukebox (MCA)	200/0	180	16	4
14	10	6	3	JOE DIFFIE/If You Want Me To (Epic)	203/5	166	29	6
9	6	3	4	JUDDS/Love Can Build A Bridge (Curb/RCA)	203/1	166	29	8
16	12	8	5	RAY KENNEDY/What A Way To Go (Atlantic)	198/0	137	51	10
17	13	10	6	MARTY STUART/Little Things (MCA)	200/1	122	61	17
19	15	12	7	PAM TILLIS/Don't Tell Me What To Do (Arista)	199/3	107	74	18
22	17	15	8	CONWAY TWITTY/Couldn't See You Leavin' (MCA)	201/1	81	108	12
11	7	5	9	AARON TIPPIN/You've Got To Stand For Something (RCA)	166/1	125	28	13
37	27	17	10	CLINT BLACK/Loving Blind (RCA)	203/2	45	144	14
18	16	14	11	VERN GOSLIN/Is It Raining At Your House (Columbia)	196/3	73	104	19
32	25	19	12	ALAN JACKSON/I'd Love You All Over Again (Arista)	203/8	37	143	23
12	9	7	13	ROB CROSSBY/Love Will Bring Her Around (Arista)	166/0	112	37	17
21	18	16	14	RESTLESS HEART/Long Lost Friend (RCA)	195/3	58	116	21
30	24	20	15	PATTY LOVELESS/I'm That Kind Of Girl (MCA)	199/6	46	125	28
23	20	18	16	SHEANOGHAN/Get You (Columbia)	201/5	14	149	38
27	23	21	17	HOLLY DUNN/Heart Full Of Love (WB)	197/6	33	122	42
4	4	4	18	DOUG STONE/These Lips Don't Know How To Say Goodbye (Epic)	136/0	70	49	17
—	—	—	19	GARTH BROOKS/Two Of A Kind, Working On A Full House (Capitol)	200/36	19	97	84
25	22	20	20	EXILLE/There You Go (Arista)	176/1	33	105	38
31	29	26	21	BAILLIE & THE BOYS/Treat Me Like A Stranger (RCA)	191/16	16	118	57
43	32	27	22	DON WILLIAMS/True Love (RCA)	194/15	11	121	62
—	37	33	23	RANDY TRAVIS/Heroes And Friends (WB)	198/13	11	110	77
28	26	25	24	RONNIE McDOWELL/Unchained Melody (Curb)	170/8	43	72	55
46	39	31	25	FORESTER SISTERS/Men (WB)	190/26	6	111	73
13	11	11	26	STEVE WARNER/There For A While (MCA)	132/0	49	65	18
—	39	35	27	WAYLON JENNINGS/The Eagle (Album Cut) (Epic)	181/58	12	65	104
45	38	35	28	BILLY DEAN/Only Here For A Little While (Capitol)	164/24	14	66	84
34	31	29	29	ANNE MURRAY/Bluebird (Capitol)	137/1	14	76	47
2	1	8	38	REBA McENTIRE/Humor Has It (MCA)	110/0	63	29	18
42	36	34	31	HANK WILLIAMS JR./I Mean I Love You (WB/Curb)	151/12	6	75	70
1	3	13	32	PAUL OVERSTREET/Daddy's Come Around (RCA)	102/0	57	29	16
36	33	32	33	MOLLY & THE HEYMAKERS/Chasin' Something Called Love (Reprise)	128/1	10	67	51
<b>BREAKER</b>	34	33	34	BILLY JOE ROYAL/If The Jukebox Took Teardrops (Atlantic)	138/22	1	53	84
<b>BREAKER</b>	35	34	35	NEAL MCDONALD/I Built You A Fire (Atlantic)	94/0	11	51	32
<b>BREAKER</b>	35	34	35	MATRACA BERG/I Got It Bad (RCA)	127/13	3	50	74
15	14	18	37	SHELBY LYNNE/Things Are Tough All Over (Epic)	67/0	10	39	18
7	21	37	38	ALABAMA/Forever's As Far As I'll Go (RCA)	61/0	28	16	17
47	44	43	39	T. GRAHAM BROWN/I'm Sending One Up For You (Capitol)	111/10	2	47	62
<b>BREAKER</b>	40	38	40	MARK COLLIE/Let Her Go (MCA)	124/23	0	33	91
<b>DEBUT</b>	41	39	41	TRAVIS TRITT/Orbit Off To Dream (WB)	120/70	0	21	99
<b>DEBUT</b>	41	39	41	MARY-CHAPIN CARPENTER/Right Now (Columbia)	111/57	0	25	86
8	8	36	43	LEE GREENWOOD/We've Got It Made (Capitol)	54/0	11	23	20
<b>DEBUT</b>	42	40	42	GLEN CAMPBELL/Unconditional Love (Capitol)	96/19	0	26	70
—	43	47	44	K.T. OSLIN/Mary And Willie (RCA)	101/55	0	14	87
44	42	42	47	DAN SEALS/Water Under The Bridge (Capitol)	84/8	0	27	57
<b>DEBUT</b>	44	42	47	LINDA DAVIS/In A Different Light (Capitol)	83/1	3	36	44
<b>DEBUT</b>	44	42	47	DESERT ROSE BAND/Will This Be The Day (MCA/Curb)	102/55	0	12	90
<b>DEBUT</b>	44	42	47	VINCE GILL/Pocket Full Of Gold (MCA)	84/81	2	8	74
<b>DEBUT</b>	44	42	47	GARY MORRIS/Miles Across The Bedroom (Capitol)	68/18	0	16	52

## MOST ADDED

VINCE GILL (81)  
 TRAVIS TRITT (70)  
 WAYLON JENNINGS (58)  
 MARY-CHAPIN CARPENTER (57)  
 DESERT ROSE BAND (55)  
 K.T. OSLIN (55)  
 GARTH BROOKS (36)  
 ASLEEP AT THE WHEEL (30)  
 FORESTER SISTERS (26)  
 TANYA TUCKER (25)

## HOTTEST

MIKE REID (144)  
 MARK CHESHUTT (108)  
 JUDDS (82)  
 JOE DIFFIE (82)  
 AARON TIPPIN (74)  
 MARTY STUART (68)  
 RAY KENNEDY (45)  
 PAM TILLIS (41)  
 DOUG STONE (33)  
 REBA McENTIRE (25)

## NEW ARTISTS

1 L. DAVIS/In A Different... (Capitol) . 83/1  
 2 CORBIN HANNER/Concrete... (Mercury) . 67/23  
 3 MARTIN DELRAY/Get Rhythm (Atlantic) . 53/19  
 4 MARSHA THORNTON/Maybe The... (MCA) 49/4  
 5 BILLY & TERRY SMITH/Ease My... (Epic) 24/2  
 6 JERRY LANSLOWNE/Hopetul Heart (SOR) 22/1  
 7 BLACK TIE/Chain Gang (Berch) . 12/12  
 8 T. TOLIVER/Bar Stool Fool (Curb/Capitol) 12/2  
 9 J.J. WHITE/Have A Little Faith (Curb) . 11/8  
 10 J.J. WALKER/Navajo Rug (Rykodisc) . 10/3

New artists have not yet had a Country Breaker or concurrent airplay from 50% 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 indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

## BREAKERS

## BILLY JOE ROYAL

## If The Jukebox Took Teardrops (Atlantic)

On 68% of reporting stations. Rotations: Heavy 1, Medium 53, Light 84, Total Adds 22 including WVAM, WAJR, WCKT, WSSL, WQYK, WOHE, WGEE, KNIX, KWJJ, KSOP, KEEN. Moves 50-46-40-34 on the Country chart.

## MATRACA BERG

## I Got It Bad (RCA)

On 62% of reporting stations. Rotations: Heavy 3, Medium 50, Light 74, Total Adds 13 including WVAM, WHWX, WZPR, WXXK, WESC, KJLO, WCHY, KZKX, WFMB, KQHL, KZLA, KWHT, KKAT. Moves 49-45-41-36 on the Country chart.

## MARK COLLIE

## Let Her Go (MCA)

On 51% of reporting stations. Rotations: Heavy 0, Medium 33, Light 91, Total Adds 23 including WGNA, WVAM, WQCB, WHWX, WTCR, KSCS, KHEY, WESC, KHAK, WYNG, WDAF, KFMS, KCCY, KSON. Moves 50-46-40 on the Country chart.

The All-American Debut Single of the Year

MIKE REID  
 "Walk On Faith"

His First Touchdown, His First **1** On Columbia.

Thank You Radio, Number One Was Our Goal!



# WAYLON

# THE EAGLE

**BREAKS RECORDS WITH CHART DEBUT**

NASHVILLE, TN: Music history was made on February 1 when Waylon Jennings' un-released album title track, "The Eagle," appeared as Debut Breaker at 39\* on R&R's weekly singles chart—the first time an album cut had appeared on the chart after only one week. At the same time, the cut debuted on BILLBOARD'S single chart at 44\*, becoming the weeks highest debut, plus was reported as chartbound in GAVIN.

ON EPIC





## SONG INFORMATION INDEX

### A

**ALABAMA "Down Home" (RCA 2778-7)**  
Prod: Josh Leo, Larry Michael Lee, Alabama W/ Rick Bowles, Josh Leo Pub: Maypop Music, Warner/Elektra/Ayrum Music/Mopage Music (BM) Mgr: Dale Morris

**ALABAMA "Forever's As Far As I've Got" (RCA 2706-7)**  
Prod: Josh Leo, Larry Michael Lee, Alabama W/ Mike Reid Pub: Armo Music/Brio Music (ASCAP) Mgr: Dale Morris

**BILL ANDERSON "Deck Of Cards" (Curb 76855)**  
Prod: Mike Johnson W/ T. Texas Tyler Pub: Fort Knox Music/Trio Music/Songs Of PolyGram (BM) Mgr: Bobby Brenner

**EDDY ARHOLD "You Don't Miss A Thing" (RCA 2750-7)**  
Prod: Harold Bradley W/ Fred O. Krive Pub: Nashville Music (BM) Mgr: Gerald Purcell

**ASLEEP AT THE WHEEL "Dance With Who Brung You" (Arista 2178)**  
Prod: Barry Beckart, Ray Benson W/ Ray Benson Pub: Paw Paw Music/Low-Bob Songs (BM) Mgr: Benson/Vale Management

**HOYT AXTON "Heartbreak Hotel" (DPI 5001)**  
Prod: Donna Roberts Axton, Al Johnson W/ Mae B. Axton, Tommy Durbin, Elvis Presley Pub: Tree Music (BM) Mgr: Mae Axton

### B

**BAILIE & THE BOYS "Treat Me Like A Stranger" (RCA 2726-7)**  
Prod: Kyle Lehning W/ Michael Binagura, Peter McCann Pub: PolyGram International Publishing/Lissy Tunes, EMI April Music (ASCAP) Mgr: Mores, Nenas, Golden, Peay

**MATRACA BERG "I Got It Bad" (RCA 2716-7)**  
Prod: Wendy Waldman, Josh Leo W/ Matraca Berg, Jim Prologio Pub: Warner-Tamerlane Publishing/Parade Joseph Music/WB Music/Parade Music/After Burger Music (BM) ASCAP Mgr: Susan Hackney

**CLINT BLACK "Loving Blind" (RCA 2748-7)**  
Prod: James Stroud W/ Clint Black Pub: Howlin' Hits Music (ASCAP) Mgr: Bill Ham

**BLACK TIE "Chain Gang" (Bench/NSD 3-7)**  
Prod: Reggie Fisher W/ Sam Cooke Pub: ABC-MCA Music (BM) Mgr: Unknown

**LARRY BOONE "I Need A Miracle" (Columbia 38 73710)**  
Prod: Steve Buckingham, Marshall Morgan W/ Larry Boone, Paul Nelson, Danny Mayo Pub: BMG Songs, Great Cumberland Music (ASCAP, BM) Mgr: Gene Ferguson

**GARTH BROOKS "Two Of A Kind, Working On A Full House" (Capitol 79537)**  
Prod: Alan Reynolds W/ Bobby Boyd, Warren Dale Haynes, Dennis Robbins Pub: Muenberg Music/Cal Cody Music/Wee B Music (BM) ASCAP Mgr: Bob Doyle, Pam Lewis

**T. GRAHAM BROWN "I'm Sending One Up For You" (Capitol 79477)**  
Prod: Barry Beckart, T. Graham Brown W/ T. Graham Brown, Gary Nicholson, Roy Kennedy Pub: EMI April Music/Idea Of March Music, Cross Keys Publishing (ASCAP) Mgr: C.K. Sprick

### C

**GLENN CAMPBELL "Unconditional Love" (Capitol 79494)**  
Prod: Jimmy Bowen, Jerry Crutchfield W/ Donny Lowery, Randy Sharp, Tim O'Brien Pub: Armo Music/Micropterus Music/WB Music/Tin Dubois Music/W/ Any Luck Music (ASCAP, BM) Mgr: Stan Schneider

**MARY-CHAPIN CARPENTER "Right Now" (Columbia 38 73699)**  
Prod: John Jennings, Mary Chapin Carpenter W/ Al Lewis, Stephen Skelton Pub: Sytbe Music, Sovereign Music (ASCAP) Mgr: Tom Carlos, John Simon

**MARK CHESNUTT "Brother Jukebox" (MCA 53965)**  
Prod: Mark Wright W/ Paul Craft Pub: Screen Gems-EMI/Black Sheep Music (BM) Mgr: BOM Management

**MARK COLLIE "Let Her Go" (MCA 53971)**  
Prod: Doug Johnson, Tony Brown W/ Mark Collie Pub: He-Ode Music (ASCAP) Mgr: Don Light

**CORBIE HANNER "Concrete Cowboy" (Mercury 878 748)**  
Prod: Harold Shedd, Bob Corbin, Dave Hanner W/ Bob Corbin Pub: Bob Corbin Music/PRI Music (ASCAP) Mgr: Bob Burwell

**BOB CROSBY "Love Will Bring Her Around" (Arista 2124)**  
Prod: Scott Hendricks W/ Bob Crosby, Will Robinson Pub: Grand Coalition Music/Maypop Music (BM) Mgr: Smalltime Management

### D

**LINDA DAVIS "In A Different Light" (Capitol 79283)**  
Prod: Jimmy Bowen, Linda Davis W/ Ed Hill, Jonathan Yudkin Pub: New Haven Music (BM) Mgr: Starstruck Entertainment

**BILLY DEAN "Only Here For A Little While" (Capitol/SBK 79424)**  
Prod: Chuck Howard, Tom Shapiro W/ Wayland Holyfield, Richard Leigh Pub: EMI April Music/Idea Of March Music, Lion-Hearted Music (ASCAP) Mgr: None

**MARTIN DELRAY "Get Rhythm" (Atlantic 3429-2)**  
Prod: Blake Mevis, Nelson Larkin W/ John R. Cash Pub: MCA/Carb 54062 (BM) Mgr: Blake Mevis

**DESERT ROSE BAND "Was This Be The Day" (MCA/Carb 54062)**  
Prod: Paul Worley, Ed Seay W/ Chris Hillman, Steve Hill Pub: Bar None Music (BM) Mgr: Chuck Morris

**JOE DIFFIE "If You Want Me To" (Epic 34 73637)**  
Prod: Bob Montgomery, Johnny Slate W/ Lonnie Williams, Joe Diffie Pub: Songwriters Inc./Forness Hills Music (BM) Mgr: Danny Morrison, Johnny Slate

**DEAN DILLON "Holed Up In Some Hokey Tent" (Arista 7-67774)**  
Prod: Nelson Larkin, Dean Dillon W/ Dean Dillon, Blake Mevis, Frank Dycus Pub: Musicor Music/Tree Publishing/Good Opportunity Music/G.I.D. Music (BM) ASCAP/SESAC Mgr: Halmark Direction

**HOLLY DURN "Heart Fall Of Love" (WB 7-19472)**  
Prod: Holly Durn, Chris Waters W/ Kostas Pub: Songs Of PolyGram International (BM) Mgr: Refuge Management

### E

**EXILE "There You Go" (Arista 2139)**  
Prod: Randy Sharp, Tim Dubois W/ Randy Sharp, Donny Lowery Pub: W/ Any Luck Music/Armo Music/Micropterus (BM) ASCAP Mgr: Galin-Morvey-Adda

**FORESTER SISTERS "Men" (WB 7-19456)**  
Prod: Robert Byrne, Alan Schulman W/ Robert Byrne, Alan Schulman Pub: Screen Gems-EMI Music/Columbia EMI Music (BM) ASCAP Mgr: Refuge Management

**YINCE GILL "Pocket Full Of Gold" (MCA 54026)**  
Prod: Tony Brown W/ Vince Gill, Brian Alexander Pub: Benaff Music (BM) Mgr: Fitzgerald-Hartley

**YERN GOODIN "Is It Raining At Your House" (Columbia 38 73632)**  
Prod: Bob Montgomery W/ Vern Goodin, Hank Cochran, Dean Dillon Pub: Hookem Music, Jesse Jo Music/MCA Music: Tree Publishing (ASCAP, BM) Mgr: Eddie Ticker

**LEE GREENWOOD "We've Got It Made" (Capitol 79343)**  
Prod: Jerry Crutchfield W/ Sandy Ramon, Bob Regan Pub: Wenspan Publishing/Meter's Daughter Music/AMR Publications (ASCAP) Mgr: Jerry Bentley

### F

**MERLE HAGGARD "A Bar In Bakerfield" (Curb 76854)**  
Prod: Mark Yeary, Merle Haggard W/ Merle Haggard, F. Powers Pub: Inort Music (BM) Mgr: Charles Owens

**BECKY HOBBS "Talk Back Trembling Lips" (Curb 76853)**  
Prod: Doug Johnson W/ John Loudemilk Pub: Acuff-Rose Music (BM) Mgr: Mike Robertson

### G

**ALAN JACKSON "I've Love You All Over Again" (Arista 2166)**  
Prod: Keith Stegall, Scott Hendricks W/ Alan Jackson Pub: Mathe Ruth Music/Seventh Son Music (ASCAP) Mgr: Barry Cotum

**WAYLON JENNINGS "The Eagle" (Epic Album Cut)**  
Prod: Richie Albright, Bob Montgomery W/ Hank Cochran, Red Lane, Mack Vickroy Pub: Tree Publishing (BM) Mgr: Jim Halley

**J.J. WHITE "Have A Little Faith" (Curb 76852)**  
Prod: James Stroud W/ Walt Aldridge Pub: Rick Hall Music (ASCAP) Mgr: Carmen Productions

**JUDDS "Love Can Build A Bridge" (Curb/RCA 2708-7)**  
Prod: Brent Maher W/ Naomi Judd, John Jervis, Paul Overstreet Pub: Kentucky Sweetheart Music, Scarlet Moon Music, Inspector Barlow Music (BM) ASCAP Mgr: Ken Sills

### K

**RAY KENNEDY "What A Way To Go" (Atlantic 87966)**  
Prod: Ray Kennedy W/ Jim Flushing, Bobby David, Ray Kennedy Pub: PolyGram International Publishing (ASCAP) Mgr: Dale Morris

### L

**JERRY LANSLOW "Hoped Heart" (SOR 424)**  
Prod: Ray Pennington W/ Perry Bourke, Mike Reid Pub: PolyGram International Publishing, Songs Deluge, Lodge Hall Music/BMG Songs (ASCAP) Mgr: John Dorris

**PATTY LOVELESS "I'm That Kind Of Girl" (MCA 53977)**  
Prod: Tony Brown W/ Matraca Berg, Ronnie Samsel Pub: WB Music/Samoson Music: Warner-Tamerlane/Parade Joseph Music (BM) ASCAP Mgr: G. Gerald Fry

**SHELBY LYNNE "Things Are Tough All Over" (Epic 34 73521)**  
Prod: Bob Montgomery W/ Lisa Silver, Trey Bruce Pub: MCA Music (ASCAP) Mgr: Mark Rothbaum

### M

**NEAL MCCOY "If I Tell You A Fib" (Atlantic 87833)**  
Prod: Nelson Larkin W/ Don Sampson, Monty Holmes Pub: Co-Heart Music/Golden Reed Music/Heard Music (BM) ASCAP Mgr: Dan Hester

**RONNIE McDOWELL "Unchained Melody" (Curb 76856)**  
Prod: Buddy Kilen W/ Alex North, Hy Zarek Pub: Frank Music (ASCAP) Mgr: Joe Meador

**REBA MCKENTRE "Remor Has It" (MCA 53976)**  
Prod: Tony Brown, Reba McEntire W/ Bruce Burck, Vern Carl, Larry Shel Pub: Ensign Music/Sheedhouse Music/Milhouse Music (BM) Mgr: Naval Blackstock

**MOLLY & THE HEYMAKERS "Chasin' Something Called Love" (Reprise 7-19517)**  
Prod: Paul Worley, Ed Seay W/ Molly Scher, Gary Burr Pub: Tree Publishing/MCA Music Publishing/Gary Burr Music (BM) ASCAP Mgr: Impresario Ltd.

**GARY MORRIS "Miles Across The Bedroom" (Capitol 79526)**  
Prod: Jimmy Bowen, Gary Morris W/ Lester S. Moore, Jeffrey Ray Pub: Loghythm Music (BM) Mgr: Smalltime Management

**MICHAEL MARTIN MURPHY "Let The Cowboy Dance" (WB 7-19412)**  
Prod: Steve Gilson, Michael Martin Murphy W/ Michael Martin Murphy, Don Cook, Chuck Rains Pub: Timberwolf Music, Sony Cross Keys Publishing, Cohana Music (BM) ASCAP Mgr: Bob Burwell

**ANNE MURRAY "Blasphemy" (Capitol 79423)**  
Prod: Jerry Crutchfield W/ Ron Irving Pub: Winkey Music/Zoomk Music (PROCAH, BM) Mgr: Leonard Rameau

### O

**K.T. OSLIN "Mary And Willie" (RCA 2748-7)**  
Prod: Barry Beckart W/ K.T. Oslin Pub: Mazou Music (SESAC) Mgr: Mores, Nenas, Golden, Peay

**PAUL OVERSTREET "Daddy's Come Around" (RCA 2707-7)**  
Prod: Brown Bannister, Paul Overstreet W/ Paul Overstreet, Don Schlitz Pub: Scarlet Moon Music, Don Schlitz Music/Armo Music (BM) ASCAP Mgr: Bobby Roberts

### R

**MIKE REID "Walk On Faith" (Columbia 38 73623)**  
Prod: Steve Buckingham W/ Mike Reid, Alan Shamblin Pub: Armo Music/Brio Music/Hayes Street Music (ASCAP) Mgr: None

**RESTLESS HEART "Long Lost Friend" (RCA 2709-7)**  
Prod: Scott Hendricks, Tim Dubois, Restless Heart W/ Dave Robbins, Steve Bogard, Larry Stewart Pub: WB Music/Archie Beave Music/Rancho Bogardo Music/Warner-Tamerlane Publishing/Larry Stewart Music (ASCAP, BM) Mgr: Mores, Nenas, Golden, Peay

**KENNY ROGERS "Lay My Body Down" (Reprise 7-19504)**  
Prod: Jim Ed Norman, Eric Prentiss W/ Bob Morrison, Joe Henry Pub: Music City Music/EMI April Music, Southern Days Music/Cool Hand Music (ASCAP) Mgr: Ken Kruger

**BILLY JOE ROYAL "If The Jukebox Took Teardrops" (Atlantic 7-87778)**  
Prod: Nelson Larkin W/ Michael "Dee" Graham, Don Goodman, Nelson Larkin, Wyatt Estessing Pub: Royalhaven Music/Circle South Music/Chatham Lane Music/Lust-4-Fun (BM) ASCAP Mgr: Mark Ketchum, Larry McFadden

### S

**CONNIE ST. JOHN "You Called Me Cry Baby" (Soundwaves/NSD 343-7)**  
Prod: Bill Halverson W/ Beverly Floss Pub: Sleepy Head Music/Beverly Floss Music Group (BM) Mgr: Unknown

**DAN SEALS "Water Under The Bridge" (Capitol 79523)**  
Prod: Kyle Lehning W/ John Fisher McMeans, Bruce Burch Pub: Carraul/Fug/Pacific Music/Ernie Music (BM) Mgr: Tony Oxtell

**SHEANODAH "I Got You" (Columbia 38 73672)**  
Prod: Rick Hall, Robert Byrne W/ Robert Byrne, Taddy Gentry, Greg Fowler Pub: Fame Publishing, Maypop Music (BM) Mgr: Bill Carter

**BILLY & TERRY SMITH "Ease My Troubled Mind" (Epic 34 73680)**  
Prod: Chris Waters W/ Michael Garvin, Tom Shapiro, Chris Waters Pub: Sony Tree Publishing, Edge O'woods Music/Kretic Diamond Music, Moore Valley Music (ASCAP) Mgr: Hazel Smith

**DOUG STONE "These Lips Don't Know How To Say Goodbye" (Epic 34 73570)**  
Prod: Doug Johnson W/ Harlan Howard Pub: Tree Publishing (BM) Mgr: John Dorris, Phyllis Bennett

**MARTY STUART "Little Things" (MCA 53975)**  
Prod: Richard Bennett, Tony Brown W/ Paul Kernerly, Marty Stuart Pub: Irving Music/Little March Music, Songs Of PolyGram International (BM) Mgr: Rothbaum & Garner

### T

**MARSHA THORNTON "Maybe The Moon Will Shine" (MCA 53995)**  
Prod: Steve Finell W/ Mary Lyn Doss, Johnny Pierce Pub: Cam Song Music/Sweet Gum Music (BM) ASCAP Mgr: International Artist Management

**PAM TILLIS "Don't Tell Me What To Do" (Arista 2129)**  
Prod: Paul Worley, Ed Seay W/ Harlan Howard, Max D. Barnes Pub: Tree Publishing (BM) Mgr: Mike Robertson

**AARON TIPPIN "You've Got To Stand For Something" (RCA 2664-7)**  
Prod: Emory Gordy Jr. W/ Aaron Tippin, Buddy Brock Pub: Acuff-Rose Music (BM) Mgr: Starstruck Entertainment

**TONY TOLLIVER "Bar Stool Fool" (Curb/Capitol 79545)**  
Prod: James Stroud W/ Tony Tolliver, Monty Holmes Pub: Great Cumberland Music/Tony Tolliver Music, Acuff-Rose Music (BM) Mgr: Michael Siedel

**RANDY TRAVIS "Heroes And Friends" (WB 7-19449)**  
Prod: Kyle Lehning W/ Randy Travis, Don Schlitz Pub: Sometimes You Win Music, Don Schlitz Music (ASCAP) Mgr: Lib Hatcher

**TRAVIS TRITT "Dirt On To Dream" (WB 7-19431)**  
Prod: Gregg Brown W/ Travis Tritt, Stewart Harris Pub: Sony Tree Publishing/Post Oak Publishing, CROJ Music/Edessa Sound International (BM) Mgr: Ken Kruger

**TANYA TUCKER "Oh What It Did To Me" (Capitol 79535)**  
Prod: Jerry Crutchfield W/ Jerry Crutchfield Pub: Champion Music (BM) Mgr: Beau Tucker

**CONWAY TWITTY "I Couldn't See You Leavin'" (MCA 53983)**  
Prod: Jimmy Bowen, Conway Twitty, Dee Harty W/ Ronny Scafe, Rory Michael Bourke Pub: Songs Of PolyGram International/Parmer Music, PolyGram International Publishing/Songs De Burgo (BM) ASCAP Mgr: Dee Harty

### W

**JERRY JEFF WALKER "Navya Reg" (Ryko/Atlantic 10175)**  
Prod: Jerry Jeff Walker W/ Ian Tyson, Tom Russell Pub: End Of The Trail Music, Slack Foot Music (CAPAC) Mgr: Susan Walker

**STEVE WARNER "There For A While" (MCA 53936)**  
Prod: Tony Brown W/ Curtis Wright, Anna Lisa Graham Pub: David N. We Music/Sheedhouse Music (ASCAP) Mgr: Vector Management

**GENE WATSON "At Last" (WB 7-26329)**  
Prod: Gregg Brown W/ Jay Byler, Jack Keller Pub: Screen Gems-EMI Music/Columbia-EMI Music (BM) ASCAP Mgr: Jack McFadden

**WILD ROSE "Rock-A-Bye Heart" (Capitol 79512)**  
Prod: James Stroud W/ Slip Ewing, Michael White Pub: Acuff-Rose Music, Miama Music (BM) ASCAP Mgr: Sharon Eaves

**DON WILLIAMS "True Love" (RCA 2745-7)**  
Prod: Don Williams, Garth Fundis W/ Pat Alger Pub: Bar And Beer Music/Forness Hills Music (ASCAP) Mgr: Mores, Nenas, Golden, Peay

**HANK WILLIAMS JR. "I Mean I Love You" (WB/Curb 4606)**  
Prod: Barry Beckart, Hank Williams Jr., Jim Ed Norman W/ Hank Williams Jr. Pub: Bocoopus Music (BM) Mgr: Mark Kilgore

**TAMMY WYNETTE "What Goes With Blue" (Epic 34 73566)**  
Prod: Bob Montgomery W/ Paul Nelson, Don Gibson Pub: Warner-Tamerlane Publishing, Maypop Music (BM) Mgr: George Fitchy

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**178 REPORTERS**
**FEBRUARY 8, 1991**

WKS	WKS IN TR	ARTIST/Album (Label)	Reports/Adds	Heavy	Medium
2	2	1 <b>STING</b> /The Soul Cages (A&M)	171-0	154+	16-
1	1	2 <b>ZZ TOP</b> /Recycler (WB)	169-0	153+	15-
4	3	3 <b>DAVID LEE ROTH</b> /A Little Ain't Enough (WB)	170-0	108+	51-
8	4	4 <b>ROGER McGUINN</b> /Back From Rio (Arista)	166-11	123+	42-
DEBUT	5	5 <b>QUEEN</b> /Innuendo (Hollywood)	172-1	110	55
13	5	6 <b>BLACK CROWES</b> /Shake Your Money Maker (Del American)	165-11	102+	53-
18	12	7 <b>QUEENSRÛCHE</b> /Empire (EMI)	160+9	56+	74+
14	11	8 <b>INXS</b> /X (Atlantic)	153+11	49+	91+
10	10	9 <b>STEVE WINWOOD</b> /Refugees Of The Heart (Virgin)	148-12	59+	79-
17	14	10 <b>KNACK</b> /Serious Fun (Charisma)	156+3	38+	79-
5	7	11 <b>SCORPIONS</b> /Crazy World (Mercury)	150+3	32+	66+
17	14	12 <b>DAMN YANKEES</b> /Damn Yankees (WB)	118-0	64-	44-
8	9	13 <b>ERIC JOHNSON</b> /Ah Via Musicom (Capitol)	111-12	56-	47-
2	4	14 <b>AC/DC</b> /Razor's Edge (Alco)	108-15	60-	30-
7	5	15 <b>KING'S X</b> /Faith Hope Love (Megaforce/Atlantic)	114-13	56-	47-
19	17	16 <b>HOUSE OF LORDS</b> /Sahara (Simmons/RCA)	124-0	48+	58-
15	18	17 <b>VAUGHAN BROTHERS</b> /Family Style (Epic)	105+19	38-	52+
12	13	18 <b>TRAVELING WILBURYS</b> /Traveling Wilburys/Vol. 3 (Wilbury/WB)	104-0	42-	59-
11	20	19 <b>BAD COMPANY</b> /Holy Water (Alco)	96+33	34-	48+
25	22	20 <b>WINGER</b> /In The Heart Of The Young (Atlantic)	117+4	22+	65+
8	14	21 <b>CINDERELLA</b> /Heartbreak Station (Mercury)	97+27	16-	62+
1	32	22 <b>CHRIS ISAAK</b> /Heart Shaped World (Reprise)	94+18	30+	47+
34	27	23 <b>FIREHOUSE</b> /Firehouse (Epic)	130+5	14+	60+
28	24	24 <b>TOY MATINEE</b> /Toy Matinee (Reprise)	101-12	20+	64-
3	11	25 <b>TESLA</b> /Five Man Acoustical Jam (Geffen)	67-0	41-	19-
35	30	26 <b>STEELHEART</b> /SteelHeart (MCA)	97+8	15+	44+
31	28	27 <b>JEFF HEALEY BAND</b> /Hell To Pay (Arista)	85+10	15+	55+
16	15	28 <b>WARRANT</b> /Cherry Pie (Columbia)	70-12	27-	29-
1	37	29 <b>LYNCH MOB</b> /Wicked Sensation (Elektra)	115+20	3-	37+
1	32	30 <b>POISON</b> /Flesh & Blood (Enigma/Capitol)	87+18	6+	45+
1	35	31 <b>DRIVIN' N' CRYIN'</b> /Fly Me Courageous (Island)	94+18	7+	33+
30	29	32 <b>IGGY POP</b> /Brick By Brick (Virgin)	57-1	20+	27-
29	33	33 <b>GARY MOORE</b> /Still Got The Blues (Charisma)	64+11	10+	33+
22	28	34 <b>REMBRANDTS</b> /Rembrandts (Alco)	67+15	7-	27-
21	22	35 <b>DEEP PURPLE</b> /Slaves And Masters (RCA)	61-0	12-	36-
1	38	36 <b>LIVING COLOUR</b> /Time's Up (Epic)	62+5	6+	32+
DEBUT	37	37 <b>TRIXTER</b> /Only Young Once (Mechanic/MCA)	82+11	1+	30+
36	35	38 <b>OUTFIELD</b> /Diamond Days (MCA)	55+5	12+	29-
1	39	39 <b>STYX</b> /Edge Of The Century (A&M)	43-3	11-	23-
33	31	40 <b>ROBERT CRAY</b> /Midnight Stroll (Mercury)	42+10	8+	26+

\*Keeps a bullet due to continued growth.

## BREAKERS

**LYNCH MOB**  
Wicked Sensation (Elektra)  
85% of our reporters on it.

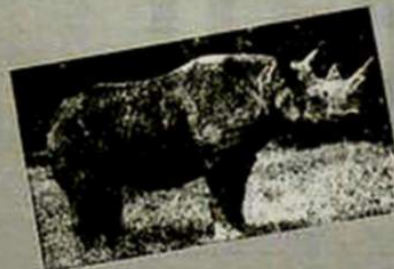
### MOST ADDED

BAD COMPANY (33)  
CINDERELLA (27)  
LYNCH MOB (28)  
VAUGHAN BROTHERS (18)  
DRIVIN' N' CRYIN' (18)  
CHRIS ISAAK (18)  
POISON (18)  
LITTLE CAESAR (17)  
REMBRANDTS (15)  
INXS (11)  
GARY MOORE (11)  
TRIXTER (11)

### HOTTEST

STING (154)  
ZZ TOP (153)  
ROGER McGUINN (123)  
QUEEN (118)  
DAVID LEE ROTH (108)  
BLACK CROWES (102)  
DAMN YANKEES (84)  
AC/DC (80)  
STEVE WINWOOD (59)  
ERIC JOHNSON (56)  
KING'S X (56)  
QUEENSRÛCHE (56)

## Three Chords And An Attitude. RHINO BUCKET



### "One Night Stand"

The Kickin' New Single  
Produced by Daniel Rey  
From the debut album RHINO BUCKET

On Your Desk And In Your Face Now!

TRACK 53



## NEW ARTISTS

## Reports

1	STEELHEART/If I Never Let You Go (MCA)	97
2	DRIVIN' M' CRYIN'/Fly Me Courageous (Island)	91
	CHRIS ISAAK/Wicked Game (Reprise)	91
4	BOX/Temptation (Capitol)	58
5	BEGGARS & THIEVES/Beggars And Thieves (Atlantic)	55
	IGGY POP/Candy (Virgin)	55
7	BLUE RODEO/If I Am Myself Again (East West)	52
8	CRY WOLF/Pretender (Grand Slamm/IRS)	51
9	STEVE VAI/For The Love Of God (Relativity)	47
10	KINGOF THE HILL/Do U (SBK)	41
11	RHINO BUCKET/One Night Stand (Reprise)	39
12	ASHLEY CLEVELAND/Willy (Atlantic)	30
13	L. NAPOLEON/Perfect Absolution (Geffen)	27
14	ALIAS/Waiting For Love (EMI)	23
	BROKEN HOMES/Somethin's Gotta Give (MCA)	23
16	JANE'S ADDICTION/Been Caught Stealing (WB)	21
17	EXTREME/More Than Words (A&M)	17
18	SCATTERBRAIN/Down With The Ship (Relativity)	16
19	JELLYFISH/That Is Why (Charisma)	13
	JESUS JONES/Right Here, Right Now (SBK)	13

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.

# NO ONE IS INFLUENCED BY THIS CHART

Too bad, since Epic had these numbers:

FIREHOUSE 19

VAUGHAN BROTHERS 26

LIVING COLOUR 37

## AOR TRACKS

## 175 REPORTERS

3	2	1	WKS	WKS	IN	TH	Reports/Adds	Heavy	Medium
1	1	1	1	1	1	1	167-0	151+	15-
2	2	2	2	2	2	2	163-0	145+	17-
3	3	3	3	3	3	3	171-0	110+	54-
4	4	4	4	4	4	4	169-0	108+	50-
5	5	5	5	5	5	5	163-0	121+	41-
6	6	6	6	6	6	6	162-0	99+	53-
7	7	7	7	7	7	7	159-0	82+	76+
8	8	8	8	8	8	8	139-0	83+	77-
9	9	9	9	9	9	9	156-0	39+	79-
10	10	10	10	10	10	10	138-0	28+	96+
11	11	11	11	11	11	11	110-0	56-	45-
12	12	12	12	12	12	12	106-0	55-	44-
13	13	13	13	13	13	13	143-0	25+	65+
14	14	14	14	14	14	14	98-0	58-	26-
15	15	15	15	15	15	15	121-0	45+	57-
16	16	16	16	16	16	16	109-0	60-	39-
17	17	17	17	17	17	17	116-0	18+	66+
18	18	18	18	18	18	18	100-0	40-	57-
19	19	19	19	19	19	19	130-0	14+	60+
20	20	20	20	20	20	20	91-0	28+	46+
21	21	21	21	21	21	21	99-0	19+	63-
22	22	22	22	22	22	22	101-0	6	65
23	23	23	23	23	23	23	97-0	15+	44+
24	24	24	24	24	24	24	63-0	38-	19-
25	25	25	25	25	25	25	113-0	2-	35+
26	26	26	26	26	26	26	71-0	12+	47+
27	27	27	27	27	27	27	67-0	25-	29-
28	28	28	28	28	28	28	47-0	32-	11-
29	29	29	29	29	29	29	76-0	10+	53+
30	30	30	30	30	30	30	84-0	3+	43+
31	31	31	31	31	31	31	91-0	7+	32+
32	32	32	32	32	32	32	66-0	5+	44+
33	33	33	33	33	33	33	55-0	20+	25-
34	34	34	34	34	34	34	81-0	1+	29+
35	35	35	35	35	35	35	60-0	12-	36-
36	36	36	36	36	36	36	59-0	3+	43+
37	37	37	37	37	37	37	60-0	4+	32+
38	38	38	38	38	38	38	35-0	25-	6-
39	39	39	39	39	39	39	46-0	5-	30+
40	40	40	40	40	40	40	56-0	5+	32+
41	41	41	41	41	41	41	55-0	2-	31-
42	42	42	42	42	42	42	50-0	7+	30+
43	43	43	43	43	43	43	36-0	10-	22-
44	44	44	44	44	44	44	52-0	2+	23+
45	45	45	45	45	45	45	60-0	0-	26+
46	46	46	46	46	46	46	58-0	1-	17+
47	47	47	47	47	47	47	50-0	1-	19+
48	48	48	48	48	48	48	30-0	18-	8-
49	49	49	49	49	49	49	47-0	0-	14+
50	50	50	50	50	50	50	51-0	1+	11+
51	51	51	51	51	51	51	34-0	3+	23+
52	52	52	52	52	52	52	23-0	10-	10-
53	53	53	53	53	53	53	39-0	1+	9+
54	54	54	54	54	54	54	39-0	0-	18+
55	55	55	55	55	55	55	22-0	10-	7-
56	56	56	56	56	56	56	41-0	0-	7+
57	57	57	57	57	57	57	31-0	1-	15+
58	58	58	58	58	58	58	24-0	1+	14+
59	59	59	59	59	59	59	23-0	8+	11-
60	60	60	60	60	60	60	30-0	1-	14+

\*Keeps a buffer due to continued growth.

## BREAKERS

LYNCH MOB  
River Of Love (Elektra)  
65% of our reporters on it.

# KING OF THE HILL

"I DO U"

THE LEAD TRACK AND VIDEO FROM  
KING OF THE HILL'S FORTHCOMING  
DEBUT ALBUM.



PRODUCED BY HOWARD BENSON

MIXED BY E. T. THORNGREN

MANAGEMENT ONLY



R & R Debut 50  
Album Network 54\*  
FMQB 54\*

Already On  
WMMR  
WDVE  
WSHE  
WXTB  
WRIF

WLZR  
KSHE  
KBPI  
KUPD  
KRXQ  
KSJO

WKLC  
WTPA  
WCCC  
WEZX  
KWIC  
KNCN

KM.JX  
WHTQ  
WIXV  
WAPL  
WAZU  
WLAV

KEZO  
KILO  
KRZQ  
KGMG  
KEZE  
KLPX

WZXL  
WXQR  
WGLF  
KRNA  
KQDS  
KJKJ

KFMH  
KSQY  
KWHL  
KRXK  
KZOO  
KCHV

WK	TRK	ARTIST/Track (Label)
1	1	JESUS JONES/Doubt (SBK)
2	2	STING/The Soul Cages (A&M)
3	3	HAPPY MONDAYS/Pits, Thrills, And Bellyaches (Elektra)
4	4	DANIEL ASH/This Love (Track) (Beggars Banquet/RCA)
5	5	REPLACEMENTS/All Shook Down (Sire/Reprise)*
7	6	CHARLATANS U.K./Some Friendly (Beggars Banquet/RCA)
8	7	SISTERS OF MERCY/Vision Thing (Elektra)
10	8	DIVINYLS/Divinyls (Virgin)
9	9	CHRIS ISAAK/Heart Shaped World (Reprise)
12	10	POP WILL EAT ITSELF/Cure For Sanity (RCA)
11	11	TRASH CAN SINATRAS/Cake (GoDiscs/Polydor)
12	12	INXS/In (Atlantic)
15	13	LYING COLOUR/Time's Up (Epic)
15	14	E.M.F./Incredible (Track) (EMI)
14	15	THEY EAT THEIR OWN/They Eat Their Own (Relativity)
18	16	LUSH/Gala (4AD/Reprise)
26	17	HOLLOW MEN/November Comes (Track) (Arista)
21	18	ENIGMA/Sadness (Track) (Charisma)
13	19	ECHO & THE BUNNYMEN/Reverberation (Sire/WB)
23	20	DRIVIN' N' CRYIN'/Fly Me Courageous (Island)
23	21	HAVANA 3 A.M./Reach The Rock (Track) (IRS)
17	22	JANE'S ADDICTION/Ritual De Lo Habitual (WB)
27	23	RIDE/Nowhere (Sire/Reprise)
24	24	KITCHENS OF DISTINCTION/Drive That Fast (Track) (A&M)
24	25	AN EMOTIONAL FISH/An Emotional Fish (Atlantic)
24	26	MATERIAL ISSUE/International Pop Overthrow (Mercury)
24	27	FIXX/How Much Is Enough (Track) (Impact)
30	28	REDD KROSS/Third Eye (Atlantic)
28	29	DANIELLE DAX/Bliss The Human Flower (Sire/WB)
—	30	BLUE RODEO/Casino (East West)

\*Keeps a bullet due to continued growth.

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

## AOR TRACKS

Continued from Page 74

MOST ADDED	HOTTEST	MOST REQUESTED
FIXX/How (100)	STING/AR (151)	BLACK CROWES/She (60)
CINDERELLA/Heartbreak (47)	ZZ TOP/Give (145)	QUEEN/Headlong (56)
SAD COMPANY/Stranger (48)	ROGER McGUINN/King (121)	QUEENSRÛYCHE/Silent (51)
VAUGHAN BROTHERS/Good (31)	QUEEN/Headlong (119)	DAVID LEE ROTH/All (32)
LYNCH MOB/River (26)	DAVID LEE ROTH/All (108)	CHRIS ISAAK/Wicked (30)
INXS/Bliss (19)	BLACK CROWES/She (99)	STING/AR (26)
DRIVIN' N' CRYIN'/Fly (18)	DAMN YANKEES/Runaway (60)	WINGER/Easy (23)
CHRIS ISAAK/Wicked (18)	AC/DC/Moneytalks (58)	STEELHEART/17 (21)
POISON/Ride (18)	KING'S X/Its (56)	KING'S X/Its (16)
REMBRANDTS/Burning (18)	ERIC JOHNSON/Righteous (55)	ZZ TOP/Give (16)
LITTLE CAESAR/In (17)		ROGER McGUINN/King (14)

## NEW &amp; ACTIVE

## L'NAPOLEAN "Perfect Absolution" (Gulfco) 27.6 (21/18)

Adds: WJAB, WLZR, KNCH, WKQZ, KSOY, KQDA, Medium 3; WQNH, WJWZ, WKOR,

## BROKEN HOMES "Somebody's Gotta Give" (MCA) 23.3 (20/7)

Adds: KLBZ, KQNS, KSOY, Heavy 1; WPGJ, Medium 13 including WJON, WJAB, KLOS, KEZO, KKJZ, KJUZ, KZOO, KCHV, KTYD, KFMM.

## EXTREME "More Than Words" (A&amp;M) 17.8 (9/3)

Adds: WXTB, WLZR, WCCC, WBLM, WYRK, WRCC, WYV, WPGJ, Heavy 1; WYYY, Medium 8 including WJUZ, WHEB, KEZO, WGR, WYTR, KFMM.

## SCATTERBRAIN "Down With The Ship" (Relativity) 16.8 (8/2)

Adds: WJAB, WYV, KRZQ, KCAL, KLPK, WYTR, KSOY, KQZ, Medium 2; WYYY, KNAC.

## DAVID LEE ROTH "Sensible Shoes" (WB) 16.2 (14/4)

Adds: WZZO, KQDS, Heavy 2 including WDRB, Medium 10 including WESH, WLVQ, WLLZ, KJPD, WOUR, WKQJ, WQMF, WFLP, WKLT.

## PAUL SIMON "The Rhythm Of The Saints" (LP) (WB) 16.2 (18/1)

Adds: WYPC, WCZ, Heavy 7; WYRT, KTCZ, KBCO, WMAJ, KFMM, KGOR, KFMM, Medium 4 including WJAB, KSW, WYV.

## HEART "Brigade" (LP) (Capitol) 16.1 (16/3)

Adds: WYV, Heavy 3; WYOC, WONE, KATS, Medium 10 including WSH, KQON, KGB, WRK, WYKT, KFMM, KSOY, WZZO, KZOO.

## JESUS JONES "Doubt" (LP) (SBK) 16.2 (13/6)

Adds: WJON, KFMM, Medium 6; WYFS, KLOL, WYRT, KBCO, KLAQ, KFMM.

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.

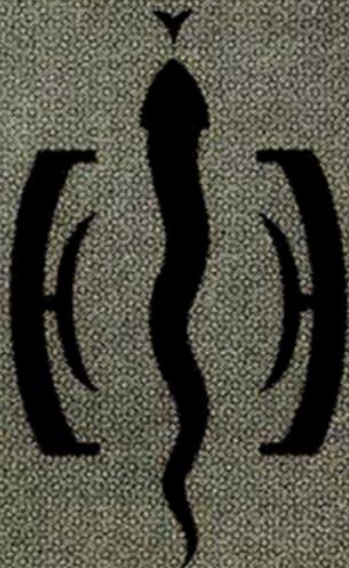
MOST REQUESTED — This week's most requested tracks.

HOTTEST — This week's albums and tracks receiving the most heavy reports.

## THE ESCAPE CLUB

"CALL  
IT  
POISON"

The New Single



From the Forthcoming Album  
"DOLLARS & SEX"









# CHR P1 PLAYLISTS

## EAST

**WBSB**  
Baltimore  
**B104**  
Acting MD: Scott Davies

- 1. 104.5 - The Best of the Best
- 2. 104.5 - The Best of the Best
- 3. 104.5 - The Best of the Best
- 4. 104.5 - The Best of the Best
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- 19. 104.5 - The Best of the Best
- 20. 104.5 - The Best of the Best

**WAVA**  
105  
Washington

PD: Chuck Beck  
APD: Brett Dunbar  
MD: Chris Taylor

- 1. 105 - The Best of the Best
- 2. 105 - The Best of the Best
- 3. 105 - The Best of the Best
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- 20. 105 - The Best of the Best

**95.5 WPLJ**  
New York

VP/Programming: Tom Cuddy  
MD: Mike Preston

- 1. 95.5 - The Best of the Best
- 2. 95.5 - The Best of the Best
- 3. 95.5 - The Best of the Best
- 4. 95.5 - The Best of the Best
- 5. 95.5 - The Best of the Best
- 6. 95.5 - The Best of the Best
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- 20. 95.5 - The Best of the Best

Pittsburgh  
**B94 FM**  
PD: Denny Clayton  
APD: Zak Szabo  
MD: Lori Campbell

- 1. B94 - The Best of the Best
- 2. B94 - The Best of the Best
- 3. B94 - The Best of the Best
- 4. B94 - The Best of the Best
- 5. B94 - The Best of the Best
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- 19. B94 - The Best of the Best
- 20. B94 - The Best of the Best

Boston  
**WZLJ**  
94.5 FM  
PD: Steve Perun  
APD: MD:  
Cadillac: Jack McCartney

- 1. WZLJ - The Best of the Best
- 2. WZLJ - The Best of the Best
- 3. WZLJ - The Best of the Best
- 4. WZLJ - The Best of the Best
- 5. WZLJ - The Best of the Best
- 6. WZLJ - The Best of the Best
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- 18. WZLJ - The Best of the Best
- 19. WZLJ - The Best of the Best
- 20. WZLJ - The Best of the Best

New York  
**Z100**  
New York

VP/Dir. Ops. & Prog.: Steve Kingston  
APD/MD: Frankie Blue

- 1. Z100 - The Best of the Best
- 2. Z100 - The Best of the Best
- 3. Z100 - The Best of the Best
- 4. Z100 - The Best of the Best
- 5. Z100 - The Best of the Best
- 6. Z100 - The Best of the Best
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- 19. Z100 - The Best of the Best
- 20. Z100 - The Best of the Best

Boston  
**Kiss 108 FM**  
WXKS-FM  
PD: Steve Rivers  
MD: Jerry McKenna

- 1. Kiss 108 - The Best of the Best
- 2. Kiss 108 - The Best of the Best
- 3. Kiss 108 - The Best of the Best
- 4. Kiss 108 - The Best of the Best
- 5. Kiss 108 - The Best of the Best
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- 19. Kiss 108 - The Best of the Best
- 20. Kiss 108 - The Best of the Best

Philadelphia  
**EAGLE 106**  
WEGX  
APD/MD: Jay Beau Jones  
Music Coord: Chuck Tisa

- 1. Eagle 106 - The Best of the Best
- 2. Eagle 106 - The Best of the Best
- 3. Eagle 106 - The Best of the Best
- 4. Eagle 106 - The Best of the Best
- 5. Eagle 106 - The Best of the Best
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- 18. Eagle 106 - The Best of the Best
- 19. Eagle 106 - The Best of the Best
- 20. Eagle 106 - The Best of the Best

Providence  
**92PRO FM**  
THE NEXT MUSIC  
PD: Paul Cannon  
MD: Tony Bristol

- 1. 92PRO - The Best of the Best
- 2. 92PRO - The Best of the Best
- 3. 92PRO - The Best of the Best
- 4. 92PRO - The Best of the Best
- 5. 92PRO - The Best of the Best
- 6. 92PRO - The Best of the Best
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- 13. 92PRO - The Best of the Best
- 14. 92PRO - The Best of the Best
- 15. 92PRO - The Best of the Best
- 16. 92PRO - The Best of the Best
- 17. 92PRO - The Best of the Best
- 18. 92PRO - The Best of the Best
- 19. 92PRO - The Best of the Best
- 20. 92PRO - The Best of the Best

New York  
**HOT 97 FM**  
WQHT  
OM: Joel Salkowitz  
APD/MD: Kevin McCabe

- 1. HOT 97 - The Best of the Best
- 2. HOT 97 - The Best of the Best
- 3. HOT 97 - The Best of the Best
- 4. HOT 97 - The Best of the Best
- 5. HOT 97 - The Best of the Best
- 6. HOT 97 - The Best of the Best
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- 14. HOT 97 - The Best of the Best
- 15. HOT 97 - The Best of the Best
- 16. HOT 97 - The Best of the Best
- 17. HOT 97 - The Best of the Best
- 18. HOT 97 - The Best of the Best
- 19. HOT 97 - The Best of the Best
- 20. HOT 97 - The Best of the Best

Long Island  
**WBLI**  
FM 106  
VP/Programming: Bill Terry  
APD: Mike Larkin  
MD: Mark Lobel

- 1. WBLI - The Best of the Best
- 2. WBLI - The Best of the Best
- 3. WBLI - The Best of the Best
- 4. WBLI - The Best of the Best
- 5. WBLI - The Best of the Best
- 6. WBLI - The Best of the Best
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- 15. WBLI - The Best of the Best
- 16. WBLI - The Best of the Best
- 17. WBLI - The Best of the Best
- 18. WBLI - The Best of the Best
- 19. WBLI - The Best of the Best
- 20. WBLI - The Best of the Best

Philadelphia  
**Q102**  
WIOQ  
PD: John Roberts  
MD: Pam Grund  
OM: Mark Driscoll

- 1. Q102 - The Best of the Best
- 2. Q102 - The Best of the Best
- 3. Q102 - The Best of the Best
- 4. Q102 - The Best of the Best
- 5. Q102 - The Best of the Best
- 6. Q102 - The Best of the Best
- 7. Q102 - The Best of the Best
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- 14. Q102 - The Best of the Best
- 15. Q102 - The Best of the Best
- 16. Q102 - The Best of the Best
- 17. Q102 - The Best of the Best
- 18. Q102 - The Best of the Best
- 19. Q102 - The Best of the Best
- 20. Q102 - The Best of the Best

Washington, D.C.  
**WPGC**  
105.5 FM  
PD: Jay Stevens  
MD: Abbie D.  
APD: Robert Scorpio

- 1. WPGC - The Best of the Best
- 2. WPGC - The Best of the Best
- 3. WPGC - The Best of the Best
- 4. WPGC - The Best of the Best
- 5. WPGC - The Best of the Best
- 6. WPGC - The Best of the Best
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- 15. WPGC - The Best of the Best
- 16. WPGC - The Best of the Best
- 17. WPGC - The Best of the Best
- 18. WPGC - The Best of the Best
- 19. WPGC - The Best of the Best
- 20. WPGC - The Best of the Best

## SOUTH

Tampa  
**POWER 93 FM**  
WFLZ  
PD: Marc Chase  
APD: B.J. Harris  
MD: Jeff "Booger" Kapugi

- 1. POWER 93 - The Best of the Best
- 2. POWER 93 - The Best of the Best
- 3. POWER 93 - The Best of the Best
- 4. POWER 93 - The Best of the Best
- 5. POWER 93 - The Best of the Best
- 6. POWER 93 - The Best of the Best
- 7. POWER 93 - The Best of the Best
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- 14. POWER 93 - The Best of the Best
- 15. POWER 93 - The Best of the Best
- 16. POWER 93 - The Best of the Best
- 17. POWER 93 - The Best of the Best
- 18. POWER 93 - The Best of the Best
- 19. POWER 93 - The Best of the Best
- 20. POWER 93 - The Best of the Best

Houston  
**POWER 104**  
KRBE  
PD: Steve Wyrostok  
MD: Cheryl Broz

- 1. POWER 104 - The Best of the Best
- 2. POWER 104 - The Best of the Best
- 3. POWER 104 - The Best of the Best
- 4. POWER 104 - The Best of the Best
- 5. POWER 104 - The Best of the Best
- 6. POWER 104 - The Best of the Best
- 7. POWER 104 - The Best of the Best
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- 9. POWER 104 - The Best of the Best
- 10. POWER 104 - The Best of the Best
- 11. POWER 104 - The Best of the Best
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- 14. POWER 104 - The Best of the Best
- 15. POWER 104 - The Best of the Best
- 16. POWER 104 - The Best of the Best
- 17. POWER 104 - The Best of the Best
- 18. POWER 104 - The Best of the Best
- 19. POWER 104 - The Best of the Best
- 20. POWER 104 - The Best of the Best

Miami  
**100.7 FM**  
The Best Music  
PD: Frank Amadio  
MD: Johnna Cecool

- 1. 100.7 - The Best of the Best
- 2. 100.7 - The Best of the Best
- 3. 100.7 - The Best of the Best
- 4. 100.7 - The Best of the Best
- 5. 100.7 - The Best of the Best
- 6. 100.7 - The Best of the Best
- 7. 100.7 - The Best of the Best
- 8. 100.7 - The Best of the Best
- 9. 100.7 - The Best of the Best
- 10. 100.7 - The Best of the Best
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- 16. 100.7 - The Best of the Best
- 17. 100.7 - The Best of the Best
- 18. 100.7 - The Best of the Best
- 19. 100.7 - The Best of the Best
- 20. 100.7 - The Best of the Best

Ops Director: John Clay  
PD: Jay Taylor

- 1. 100.7 - The Best of the Best
- 2. 100.7 - The Best of the Best
- 3. 100.7 - The Best of the Best
- 4. 100.7 - The Best of the Best
- 5. 100.7 - The Best of the Best
- 6. 100.7 - The Best of the Best
- 7. 100.7 - The Best of the Best
- 8. 100.7 - The Best of the Best
- 9. 100.7 - The Best of the Best
- 10. 100.7 - The Best of the Best
- 11. 100.7 - The Best of the Best
- 12. 100.7 - The Best of the Best
- 13. 100.7 - The Best of the Best
- 14. 100.7 - The Best of the Best
- 15. 100.7 - The Best of the Best
- 16. 100.7 - The Best of the Best
- 17. 100.7 - The Best of the Best
- 18. 100.7 - The Best of the Best
- 19. 100.7 - The Best of the Best
- 20. 100.7 - The Best of the Best

Houston  
**93Q**  
KKBQ  
PD: Dene Haller  
Ops Dir: Dave Ellis  
Acting MD: John Gil

- 1. 93Q - The Best of the Best
- 2. 93Q - The Best of the Best
- 3. 93Q - The Best of the Best
- 4. 93Q - The Best of the Best
- 5. 93Q - The Best of the Best
- 6. 93Q - The Best of the Best
- 7. 93Q - The Best of the Best
- 8. 93Q - The Best of the Best
- 9. 93Q - The Best of the Best
- 10. 93Q - The Best of the Best
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- 12. 93Q - The Best of the Best
- 13. 93Q - The Best of the Best
- 14. 93Q - The Best of the Best
- 15. 93Q - The Best of the Best
- 16. 93Q - The Best of the Best
- 17. 93Q - The Best of the Best
- 18. 93Q - The Best of the Best
- 19. 93Q - The Best of the Best
- 20. 93Q - The Best of the Best











Please note, frozen playlists are indicated with an "f" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

248 REPORTS

A

OLETA ADAMS

Get Here (Fontana/Mercury)

LP: Circle Of One

Total Reports 150 605

Chart Summary table for Oleta Adams with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Oleta Adams with columns for P1, P2, P3, and Reporters.

Chart Summary table for Oleta Adams with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Oleta Adams with columns for P1, P2, P3, and Reporters.

Chart Summary table for Oleta Adams with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Oleta Adams with columns for P1, P2, P3, and Reporters.

After 7 Continued

Chart Summary table for After 7 Continued with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for After 7 Continued with columns for P1, P2, P3, and Reporters.

Chart Summary table for After 7 Continued with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for After 7 Continued with columns for P1, P2, P3, and Reporters.

Chart Summary table for After 7 Continued with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for After 7 Continued with columns for P1, P2, P3, and Reporters.

Chart Summary table for After 7 Continued with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for After 7 Continued with columns for P1, P2, P3, and Reporters.

Chart Summary table for After 7 Continued with columns for National, Summary, SP, S&W, D&R, and A&D.

ANOTHER BAD CREATION

Ishia (Motown)

Total Reports 51 218

Chart Summary table for Another Bad Creation with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Another Bad Creation with columns for P1, P2, P3, and Reporters.

Chart Summary table for Another Bad Creation with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Another Bad Creation with columns for P1, P2, P3, and Reporters.

Chart Summary table for Another Bad Creation with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Another Bad Creation with columns for P1, P2, P3, and Reporters.

Chart Summary table for Another Bad Creation with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Another Bad Creation with columns for P1, P2, P3, and Reporters.

Chart Summary table for Another Bad Creation with columns for National, Summary, SP, S&W, D&R, and A&D.

STEVE B

It's Love & Emotion (LNR/RCA)

Total Reports 146 595

Chart Summary table for Steve B with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Steve B with columns for P1, P2, P3, and Reporters.

Chart Summary table for Steve B with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Steve B with columns for P1, P2, P3, and Reporters.

Chart Summary table for Steve B with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Steve B with columns for P1, P2, P3, and Reporters.

Chart Summary table for Steve B with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for Steve B with columns for P1, P2, P3, and Reporters.

Chart Summary table for Steve B with columns for National, Summary, SP, S&W, D&R, and A&D.

C & C MUSIC FACTORY

Gonna Make You Sweat (Columbia)

Total Reports 194 785

Chart Summary table for C & C Music Factory with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for C & C Music Factory with columns for P1, P2, P3, and Reporters.

Chart Summary table for C & C Music Factory with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for C & C Music Factory with columns for P1, P2, P3, and Reporters.

Chart Summary table for C & C Music Factory with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for C & C Music Factory with columns for P1, P2, P3, and Reporters.

Chart Summary table for C & C Music Factory with columns for National, Summary, SP, S&W, D&R, and A&D.

Regional Reporters table for C & C Music Factory with columns for P1, P2, P3, and Reporters.

Chart Summary table for C & C Music Factory with columns for National, Summary, SP, S&W, D&R, and A&D.

**MARAH CAREY**  
Someday (Columbia)  
LP: Mariah Carey  
Total Reports 241 975

Regional		Parallels	
Rank	Reason	Rank	Reason
E 965	F1 968	E 125	F1 928
A 375	F2 955	S 254	F2 975
M 375	F3 975	W 275	F3 975
W 965			

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 1 2 3 4 5  
6-75 1 1 1 1 1 1  
Summary  
OP 227 1 0 0 0 0 0  
SANE 1 0 0 0 0 0 0  
DONS 0 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 55 110 78 241

**PHIL COLLINS**  
Who Said I Would (Atlantic)  
LP: Serious Hqs. Live!  
Total Reports 77 315

Regional		Parallels	
Rank	Reason	Rank	Reason
E 295	F1 328	E 125	F1 305
A 375	F2 325	S 254	F2 325
W 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 1 0 0 0 0  
6-75 0 0 0 0 0 0  
Summary  
OP 47 1 0 0 0 0 0  
SANE 24 0 0 0 0 0 0  
DONS 2 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 1 36 33 77

**DEEE-LITE**  
Power Of Love (Elektra)  
LP: World Clique  
Total Reports 94 395

Regional		Parallels	
Rank	Reason	Rank	Reason
E 305	F1 325	E 125	F1 315
A 375	F2 315	S 254	F2 315
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 1 0 0 0 0  
6-75 2 1 1 1 1 1  
Summary  
OP 36 1 0 0 0 0 0  
SANE 1 0 0 0 0 0 0  
DONS 5 0 0 0 0 0 0  
ADDS 6 0 0 0 0 0 0  
Total: 14 42 38 94

**CHICAGO**  
Chasin' The Wind (Full Moon/Reprise)  
LP: Twenty 1  
Total Reports 104 405

Regional		Parallels	
Rank	Reason	Rank	Reason
E 425	F1 325	E 125	F1 305
A 375	F2 375	S 254	F2 375
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 1 1 1 1 1 1  
Summary  
OP 75 1 0 0 0 0 0  
SANE 11 0 0 0 0 0 0  
DONS 7 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 11 42 31 104

**CELINE DION**  
Where Does My Heart Beat... (Epic)  
LP: Union  
Total Reports 221 895

Regional		Parallels	
Rank	Reason	Rank	Reason
E 325	F1 315	E 125	F1 315
A 375	F2 305	S 254	F2 305
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 21 53 25 111  
Summary  
OP 196 1 0 0 0 0 0  
SANE 7 0 0 0 0 0 0  
DONS 2 0 0 0 0 0 0  
ADDS 4 0 0 0 0 0 0  
Total: 43 103 79 221

**GLORIA ESTEFAN**  
Coming Out Of The Dark (Epic)  
LP: Into The Night  
Total Reports 218 865

Regional		Parallels	
Rank	Reason	Rank	Reason
E 325	F1 325	E 125	F1 325
A 375	F2 305	S 254	F2 305
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 1 0 0 0 0  
6-75 8 2 0 0 10  
Summary  
OP 179 1 0 0 0 0 0  
SANE 14 0 0 0 0 0 0  
DONS 21 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 16 52 70 218

**ERIGMA**  
Sadness Part 1 (Charisma)  
Total Reports 50 205

Regional		Parallels	
Rank	Reason	Rank	Reason
E 315	F1 455	E 125	F1 455
A 375	F2 305	S 254	F2 305
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 11 1 0 0 12  
Summary  
OP 8 0 0 0 0 0 0  
SANE 6 0 0 0 0 0 0  
DONS 0 0 0 0 0 0 0  
ADDS 25 0 0 0 0 0 0  
Total: 27 11 6 50

**FATHER MC**  
I/Do 4 U (MCA)  
Total Reports 57 235

Regional		Parallels	
Rank	Reason	Rank	Reason
E 215	F1 435	E 125	F1 435
A 375	F2 305	S 254	F2 305
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 2 0 0 0 0 0  
6-75 1 1 1 1 1 1  
Summary  
OP 32 1 0 0 0 0 0  
SANE 9 0 0 0 0 0 0  
DONS 2 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 24 26 9 57

**GERARDO**  
Rico Suive (Interscope/East West)  
LP: My Rimo  
Total Reports 51 235

Regional		Parallels	
Rank	Reason	Rank	Reason
E 125	F1 305	E 125	F1 305
A 254	F2 295	S 254	F2 295
M 275	F3 295	W 275	F3 295

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 1 0 0 1 2  
Summary  
OP 20 1 0 0 0 0 0  
SANE 18 0 0 0 0 0 0  
DONS 0 0 0 0 0 0 0  
ADDS 12 0 0 0 0 0 0  
Total: 17 25 19 51

**DARTY HALL & JOHN GATES**  
Don't Hold Back Your Love (Arista)  
LP: Change Of Season  
Total Reports 110 445

Regional		Parallels	
Rank	Reason	Rank	Reason
E 425	F1 435	E 125	F1 435
A 375	F2 305	S 254	F2 305
M 425	F3 435	W 275	F3 435

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 1 1 1 1 1 1  
Summary  
OP 50 1 0 0 0 0 0  
SANE 3 0 0 0 0 0 0  
DONS 23 0 0 0 0 0 0  
ADDS 1 0 0 0 0 0 0  
Total: 79 54 110 445

**HEART**  
Secret (Capitol)  
LP: Brigade  
Total Reports 79 325

Regional		Parallels	
Rank	Reason	Rank	Reason
E 275	F1 315	E 125	F1 315
A 375	F2 305	S 254	F2 305
M 425	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 1 0 0 0 0 0  
6-75 1 1 1 1 1 1  
Summary  
OP 42 1 0 0 0 0 0  
SANE 7 0 0 0 0 0 0  
DONS 24 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 2 29 48 79

**CHICAGO**  
Chasin' The Wind (Full Moon/Reprise)  
LP: Twenty 1  
Total Reports 104 405

Regional		Parallels	
Rank	Reason	Rank	Reason
E 425	F1 325	E 125	F1 305
A 375	F2 375	S 254	F2 375
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 1 1 1 1 1 1  
Summary  
OP 75 1 0 0 0 0 0  
SANE 11 0 0 0 0 0 0  
DONS 7 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 11 42 31 104

**CELINE DION**  
Where Does My Heart Beat... (Epic)  
LP: Union  
Total Reports 221 895

Regional		Parallels	
Rank	Reason	Rank	Reason
E 325	F1 315	E 125	F1 315
A 375	F2 305	S 254	F2 305
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 21 53 25 111  
Summary  
OP 196 1 0 0 0 0 0  
SANE 7 0 0 0 0 0 0  
DONS 2 0 0 0 0 0 0  
ADDS 4 0 0 0 0 0 0  
Total: 43 103 79 221

**GLORIA ESTEFAN**  
Coming Out Of The Dark (Epic)  
LP: Into The Night  
Total Reports 218 865

Regional		Parallels	
Rank	Reason	Rank	Reason
E 325	F1 325	E 125	F1 325
A 375	F2 305	S 254	F2 305
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 1 0 0 0 0  
6-75 8 2 0 0 10  
Summary  
OP 179 1 0 0 0 0 0  
SANE 14 0 0 0 0 0 0  
DONS 21 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 16 52 70 218

**ERIGMA**  
Sadness Part 1 (Charisma)  
Total Reports 50 205

Regional		Parallels	
Rank	Reason	Rank	Reason
E 315	F1 455	E 125	F1 455
A 375	F2 305	S 254	F2 305
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 11 1 0 0 12  
Summary  
OP 8 0 0 0 0 0 0  
SANE 6 0 0 0 0 0 0  
DONS 0 0 0 0 0 0 0  
ADDS 25 0 0 0 0 0 0  
Total: 27 11 6 50

**FATHER MC**  
I/Do 4 U (MCA)  
Total Reports 57 235

Regional		Parallels	
Rank	Reason	Rank	Reason
E 215	F1 435	E 125	F1 435
A 375	F2 305	S 254	F2 305
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 2 0 0 0 0 0  
6-75 1 1 1 1 1 1  
Summary  
OP 32 1 0 0 0 0 0  
SANE 9 0 0 0 0 0 0  
DONS 2 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 24 26 9 57

**GERARDO**  
Rico Suive (Interscope/East West)  
LP: My Rimo  
Total Reports 51 235

Regional		Parallels	
Rank	Reason	Rank	Reason
E 125	F1 305	E 125	F1 305
A 254	F2 295	S 254	F2 295
M 275	F3 295	W 275	F3 295

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 1 0 0 1 2  
Summary  
OP 20 1 0 0 0 0 0  
SANE 18 0 0 0 0 0 0  
DONS 0 0 0 0 0 0 0  
ADDS 12 0 0 0 0 0 0  
Total: 17 25 19 51

**DARTY HALL & JOHN GATES**  
Don't Hold Back Your Love (Arista)  
LP: Change Of Season  
Total Reports 110 445

Regional		Parallels	
Rank	Reason	Rank	Reason
E 425	F1 435	E 125	F1 435
A 375	F2 305	S 254	F2 305
M 425	F3 435	W 275	F3 435

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 1 1 1 1 1 1  
Summary  
OP 50 1 0 0 0 0 0  
SANE 3 0 0 0 0 0 0  
DONS 23 0 0 0 0 0 0  
ADDS 1 0 0 0 0 0 0  
Total: 79 54 110 445

**HEART**  
Secret (Capitol)  
LP: Brigade  
Total Reports 79 325

Regional		Parallels	
Rank	Reason	Rank	Reason
E 275	F1 315	E 125	F1 315
A 375	F2 305	S 254	F2 305
M 425	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 1 0 0 0 0 0  
6-75 1 1 1 1 1 1  
Summary  
OP 42 1 0 0 0 0 0  
SANE 7 0 0 0 0 0 0  
DONS 24 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 2 29 48 79

**CHICAGO**  
Chasin' The Wind (Full Moon/Reprise)  
LP: Twenty 1  
Total Reports 104 405

Regional		Parallels	
Rank	Reason	Rank	Reason
E 425	F1 325	E 125	F1 305
A 375	F2 375	S 254	F2 375
M 375	F3 305	W 275	F3 305

Chart Summary  
Pos: P1 P2 P3 P4  
2-5 0 0 0 0 0 0  
6-75 1 1 1 1 1 1  
Summary  
OP 75 1 0 0 0 0 0  
SANE 11 0 0 0 0 0 0  
DONS 7 0 0 0 0 0 0  
ADDS 0 0 0 0 0 0 0  
Total: 11 42 31 104







Trace Spence Continued

Table for Trace Spence (A&M) LP: Edge Of The Century. Includes regional and national chart summaries.

Table for STING (A&M) LP: The Soul Cages. Includes regional and national chart summaries.

Table for Keith Sweat (A&M) LP: Give As My Love To You. Includes regional and national chart summaries.

Table for Timmy T. (Quality) LP: One More Try. Includes regional and national chart summaries.

Table for Tesla (Geffen) LP: Five Man Acoustic Jam. Includes regional and national chart summaries.

Table for URBAN DANCE SQUAD (Arista) LP: Deeper Shade Of Soul. Includes regional and national chart summaries.

Table for TONY! TONY! TONY! (Wing/Mercury) LP: The Revival. Includes regional and national chart summaries.

Table for Warrant (Columbia) LP: Saw Red. Includes regional and national chart summaries.

Table for ZZW (Atlantic) LP: This Is Ponderous. Includes regional and national chart summaries.

Table for Keith Sweat (A&M) LP: Give As My Love To You. Includes regional and national chart summaries.

Table for Keith Sweat (A&M) LP: Give As My Love To You. Includes regional and national chart summaries.

Table for Keith Sweat (A&M) LP: Give As My Love To You. Includes regional and national chart summaries.

Table for Keith Sweat (A&M) LP: Give As My Love To You. Includes regional and national chart summaries.

Table for Keith Sweat (A&M) LP: Give As My Love To You. Includes regional and national chart summaries.

Table for Tesla (Geffen) LP: Five Man Acoustic Jam. Includes regional and national chart summaries.

Table for URBAN DANCE SQUAD (Arista) LP: Deeper Shade Of Soul. Includes regional and national chart summaries.

Table for TONY! TONY! TONY! (Wing/Mercury) LP: The Revival. Includes regional and national chart summaries.

Table for Warrant (Columbia) LP: Saw Red. Includes regional and national chart summaries.

Table for ZZW (Atlantic) LP: This Is Ponderous. Includes regional and national chart summaries.

Table for URBAN DANCE SQUAD (Arista) LP: Deeper Shade Of Soul. Includes regional and national chart summaries.

Table for TONY! TONY! TONY! (Wing/Mercury) LP: The Revival. Includes regional and national chart summaries.

Table for Warrant (Columbia) LP: Saw Red. Includes regional and national chart summaries.

Table for ZZW (Atlantic) LP: This Is Ponderous. Includes regional and national chart summaries.

Table for ZZW (Atlantic) LP: This Is Ponderous. Includes regional and national chart summaries.







## P1

Wk	TW	Artist	Title	Label
4	1	TIMMY T.	One More Try	(Quality)
5	2	MARIAH CAREY	Someday	(Columbia)
6	3	C & C MUSIC FACTORY	Gonna Make You Sweat	(Columbia)
7	4	WHITNEY HOUSTON	All The Man That I Need	(Arista)
8	5	SURFACE	The First Time	(Columbia)
9	6	MADONNA	Rescue Me	(Sire/WB)
10	7	CELINE DION	Where Does My Heart Beat Now?	(Epic)
11	8	JANET JACKSON	Love Will Never Do (Without You)	(A&M)
12	9	RALPH TRESVANT	Sensitivity	(MCA)
13	10	KEITH SWEAT	I'll Give All My Love To You	(Vintertainment/Elektra)
14	11	INXS	Disappear	(Atlantic)
15	12	GLORIA ESTEFAN	Coming Out Of The Dark	(Epic)
16	13	TARA KEMP	Hold You Tight	(Giant/WB)
17	14	VANILLA ICE	Play That Funky Music	(SBK)
18	15	DAMN YANKEES	High Enough	(WB)
19	16	L.L. COOL J	Around The Way Girl	(Def Jam/Columbia)
20	17	NELSON	After The Rain	(DGC)
21	18	STING	All This Time	(A&M)
22	19	PEBBLES (BABYFACE)	Love Makes Things Happen	(MCA)
23	20	AFTER 7	Heat Of The Moment	(Virgin)
24	21	TRACIE SPENCER	This House	(Capitol)
25	22	TEVIN CAMPBELL	Round And Round	(Paisley Park/WB)
26	23	OLETA ADAMS	Get Here	(Fontana/Mercury)
27	24	CATHY DENNIS	Just Another Dream	(Polydor)
28	25	STYX	Show Me The Way	(A&M)
29	26	WARRANTA	Saw Red	(Columbia)
30	27	JANET JACKSON	State Of The World	(A&M)
31	28	ALIAS	Waiting For Love	(EMI)
32	29	FATHER MC	I'll Do 4 U	(MCA)
33	30	GEORGE MICHAEL	Waiting For That Day	(Columbia)
34	31	LONDONBEAT	I've Been Thinking About You	(Radioactive/MCA)
35	32	GEORGE MICHAEL	Mother's Pride	(Columbia)
36	33	CHRIS ISAAK	Wicked Game	(Reprise)
37	34	ANOTHER BAD CREATION	fesha	(Motown)
38	35	WILL TO POWER	I'm Not In Love	(Epic)
39	36	ENIGMA	Sadness Part 1	(Charisma)
40	37	BAD COMPANY	I'll Be By Your Side	(A&M)
41	38	URBAN DANCE SQUAD	Deeper Shade Of Soul	(Arista)
42	39	STEVIE N	I'll Be By Your Side	(LMR/RCA)
43	40	WILSON PHILLIPS	You're In Love	(SBK)

56 Reporters

## MOST ADDED

JANET JACKSON (16)
ENIGMA (14)
RICK ASTLEY (12)
LONDONBEAT (10)
COVER GIRLS (8)
JAMY GRANT (8)
ROBERT PALMER (8)
WILSON PHILLIPS (8)

## HOTTEST

TIMMY T. (38)
C & C MUSIC FACTORY (25)
MARIAH CAREY (20)
WHITNEY HOUSTON (19)
SURFACE (11)

## P2

Wk	TW	Artist	Title	Label
4	1	WHITNEY HOUSTON	All The Man That I Need	(Arista)
5	2	SURFACE	The First Time	(Columbia)
6	3	MARIAH CAREY	Someday	(Columbia)
7	4	CELINE DION	Where Does My Heart Beat Now?	(Epic)
8	5	C & C MUSIC FACTORY	Gonna Make You Sweat	(Columbia)
9	6	JANET JACKSON	Love Will Never Do (Without You)	(A&M)
10	7	MADONNA	Rescue Me	(Sire/WB)
11	8	INXS	Disappear	(Atlantic)
12	9	TIMMY T.	One More Try	(Quality)
13	10	RALPH TRESVANT	Sensitivity	(MCA)
14	11	STYX	Show Me The Way	(A&M)
15	12	WARRANTA	Saw Red	(Columbia)
16	13	STING	All This Time	(A&M)
17	14	KEITH SWEAT	I'll Give All My Love To You	(Vintertainment/Elektra)
18	15	AFTER 7	Heat Of The Moment	(Virgin)
19	16	NELSON	After The Rain	(DGC)
20	17	BAD COMPANY	I'll Be By Your Side	(A&M)
21	18	CHRIS ISAAK	Wicked Game	(Reprise)
22	19	GLORIA ESTEFAN	Coming Out Of The Dark	(Epic)
23	20	ALIAS	Waiting For Love	(EMI)
24	21	VANILLA ICE	Play That Funky Music	(SBK)
25	22	CATHY DENNIS	Just Another Dream	(Polydor)
26	23	WILL TO POWER	I'm Not In Love	(Epic)
27	24	GEORGE MICHAEL	Waiting For That Day	(Columbia)
28	25	TRACIE SPENCER	This House	(Capitol)
29	26	OLETA ADAMS	Get Here	(Fontana/Mercury)
30	27	TARA KEMP	Hold You Tight	(Giant/WB)
31	28	PEBBLES (BABYFACE)	Love Makes Things Happen	(MCA)
32	29	AC/DC	Moneytalks	(Atco)
33	30	LONDONBEAT	I've Been Thinking About You	(Radioactive/MCA)
34	31	DARYL HALL & JOHN GATES	Don't Hold Back Your Love	(Arista)
35	32	TESLA	Signs	(Geffen)
36	33	DAMN YANKEES	High Enough	(WB)
37	34	WILSON PHILLIPS	You're In Love	(SBK)
38	35	IGGY POP w/ KATE PIERSON	Candy	(Virgin)
39	36	SUSANNA HOFFS	My Side Of The Bed	(Columbia)
40	37	STEVIE N	I'll Be By Your Side	(LMR/RCA)
41	38	URBAN DANCE SQUAD	Deeper Shade Of Soul	(Arista)
42	39	CHICAGO	Chasin' The Wind	(Full Moon/Reprise)
43	40	DONNY OSMOND	Sure Lookin'	(Capitol)

114 Reporters

## MOST ADDED

JANET JACKSON (54)
ROBERT PALMER (51)
RICK ASTLEY (34)
LONDONBEAT (28)
WILSON PHILLIPS (22)

## HOTTEST

MARIAH CAREY (59)
TIMMY T. (55)
C & C MUSIC FACTORY (43)
WHITNEY HOUSTON (41)
CELINE DION (38)

## P3

Wk	TW	Artist	Title	Label
4	1	INXS	Disappear	(Atlantic)
5	2	WHITNEY HOUSTON	All The Man That I Need	(Arista)
6	3	MARIAH CAREY	Someday	(Columbia)
7	4	CELINE DION	Where Does My Heart Beat Now?	(Epic)
8	5	WARRANTA	Saw Red	(Columbia)
9	6	STYX	Show Me The Way	(A&M)
10	7	SURFACE	The First Time	(Columbia)
11	8	MADONNA	Rescue Me	(Sire/WB)
12	9	BAD COMPANY	I'll Be By Your Side	(A&M)
13	10	STING	All This Time	(A&M)
14	11	CHRIS ISAAK	Wicked Game	(Reprise)
15	12	NELSON	After The Rain	(DGC)
16	13	C & C MUSIC FACTORY	Gonna Make You Sweat	(Columbia)
17	14	KEITH SWEAT	I'll Give All My Love To You	(Vintertainment/Elektra)
18	15	TIMMY T.	One More Try	(Quality)
19	16	ALIAS	Waiting For Love	(EMI)
20	17	JANET JACKSON	Love Will Never Do (Without You)	(A&M)
21	18	RALPH TRESVANT	Sensitivity	(MCA)
22	19	AC/DC	Moneytalks	(Atco)
23	20	GLORIA ESTEFAN	Coming Out Of The Dark	(Epic)
24	21	GEORGE MICHAEL	Waiting For That Day	(Columbia)
25	22	VANILLA ICE	Play That Funky Music	(SBK)
26	23	CATHY DENNIS	Just Another Dream	(Polydor)
27	24	AFTER 7	Heat Of The Moment	(Virgin)
28	25	WILL TO POWER	I'm Not In Love	(Epic)
29	26	DARYL HALL & JOHN GATES	Don't Hold Back Your Love	(Arista)
30	27	TESLA	Signs	(Geffen)
31	28	TRACIE SPENCER	This House	(Capitol)
32	29	IGGY POP w/ KATE PIERSON	Candy	(Virgin)
33	30	CHICAGO	Chasin' The Wind	(Full Moon/Reprise)
34	31	TARA KEMP	Hold You Tight	(Giant/WB)
35	32	PEBBLES (BABYFACE)	Love Makes Things Happen	(MCA)
36	33	SUSANNA HOFFS	My Side Of The Bed	(Columbia)
37	34	OLETA ADAMS	Get Here	(Fontana/Mercury)
38	35	CINDERELLA	Shelter Me	(Mercury)
39	36	2NU	This Is Ponderous	(Atlantic)
40	37	WILSON PHILLIPS	You're In Love	(SBK)
41	38	LONDONBEAT	I've Been Thinking About You	(Radioactive/MCA)
42	39	REMBRANDTS	Just The Way It Is, Baby	(Atco)
43	40	HEART	Secret	(Capitol)

78 Reporters

## MOST ADDED

JANET JACKSON (52)
ROBERT PALMER (37)
RICK ASTLEY (28)
LONDONBEAT (18)
REMBRANDTS (14)
WINGER (14)

## HOTTEST

MARIAH CAREY (48)
TIMMY T. (38)
WHITNEY HOUSTON (32)
C & C MUSIC FACTORY (30)
STYX (24)

## PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
STEVIE N I'll Be By Your Side (LMR/RCA)	146	59%	55%	7%
SUSANNA HOFFS My Side Of The Bed (Columbia)	143	56%	73%	0%
TESLA Signs (Geffen)	132	53%	75%	31%
PEBBLES (BABYFACE) Love Makes Things Happen (MCA)	128	52%	85%	35%
REMBRANDTS Just The Way It Is, Baby (Atco)	115	46%	82%	2%
TEVIN CAMPBELL Round And Round (Paisley Park/WB)	109	44%	73%	27%
DONNY OSMOND Sure Lookin' (Capitol)	105	42%	67%	6%
CHICAGO Chasin' The Wind (Full Moon/Reprise)	104	42%	87%	5%
POISON Ride The Wind (Capitol)	101	41%	87%	5%
WINGER Easy Come Easy Go (Atlantic)	92	37%	82%	0%
URBAN DANCE SQUAD Deeper Shade Of Soul (Arista)	87	35%	82%	17%
BETTE MIDLER Nights And Day (Atlantic)	86	35%	64%	4%
DEE-LITE Power Of Love (Elektra)	86	34%	64%	13%
L.L. COOL J Around The Way Girl (Def Jam/Columbia)	82	33%	82%	45%
HEART Secret (Capitol)	79	32%	66%	8%
TONY! TONI! TONI! I'll Never Rains In Southern... (Wing/Mercury)	63	27%	62%	29%
GERARDO/Rico Suave (Interscope/East West)	61	26%	54%	6%
GEORGE MICHAEL Mother's Pride (Columbia)	60	24%	70%	26%
FATHER MC I'll Do 4 U (MCA)	57	23%	79%	29%
ANOTHER BAD CREATION fesha (Motown)	51	21%	71%	39%
BUYS NEXT DOOR I've Been Waiting For You (SBK)	49	19%	87%	19%
GARY MOORE Soil Got The Blues (Charisma)	32	66%	14%	14%

Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart. Top 15% is determined by dividing a song's total Top 15 reports by its total charted reports.

PERFORMING WHERE PLAYED is a weekly listing of those records in New & Active and Significant Action which have a total of 25 or more reports with at least 50% of the airplay converted to chart that have not lost more than 5 stations from the previous week's total airplay. Note: See Parallels for a complete picture of all station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart numbers.

## NEW ARTISTS

Artist	Reports
1 SUSANNA HOFFS/My Side Of The... (Columbia)	143
2 REMBRANDTS/Just The Way It Is, Baby (Atco)	115
3 TEVIN CAMPBELL/Round And Round (Paisley Park/WB)	108
4 URBAN DANCE SQUAD/Deeper Shade Of Soul (Arista)	87
5 2NU/This Is Ponderous (Atlantic)	62
6 GERARDO/Rico Suave (Interscope/East West)	61
7 FATHER MC I'll Do 4 U (MCA)	57
8 ANOTHER BAD CREATION/fesha (Motown)	51
9 SLAUGHTER/Spend My Life (Charisma)	51
10 ENIGMA/Sadness Part 1 (Charisma)	50

New artists have not yet had a CHR Breaker.

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"I Love You." The romantic new single and video from Vanilla Ice.

Introducing

RIFF

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ON TOUR

FEBRUARY

- 12 TPAC/Nashville
- 13 UTC/Chattanooga
- 14 Civic Center/Atlanta
- 15 Bestwell/Birmingham
- 16 UNO/New Orleans
- 17 Robinson/Little Rock
- 20 Grammy Awards
- 21 Auditorium/San Antonio
- 22 Crossroads/Alexandria

- 23 Summit/Houston
- 24 Palmer Aud./Austin
- 27 Bayfront/Pensacola
- 28 Sundome/Tampa

MARCH

- 1 Topperware/Kissimmee
- 2 Knight Center/Miami
- 3 Aud./W. Palm Beach
- 6 War Memorial/Johnston

- 7 Sheras/Bufalo
- 8 Landmark/Syracuse
- 9 FM, Kirby/Wilkes-Barre
- 10 Broome City/Binghamton
- 12 Soul Train Awards
- 13 Palace/Albany
- 14 Perl Arts/Providence
- 15 Paramount/Springfield
- 16 Palace/New Haven
- 17 Orpheum/Boston

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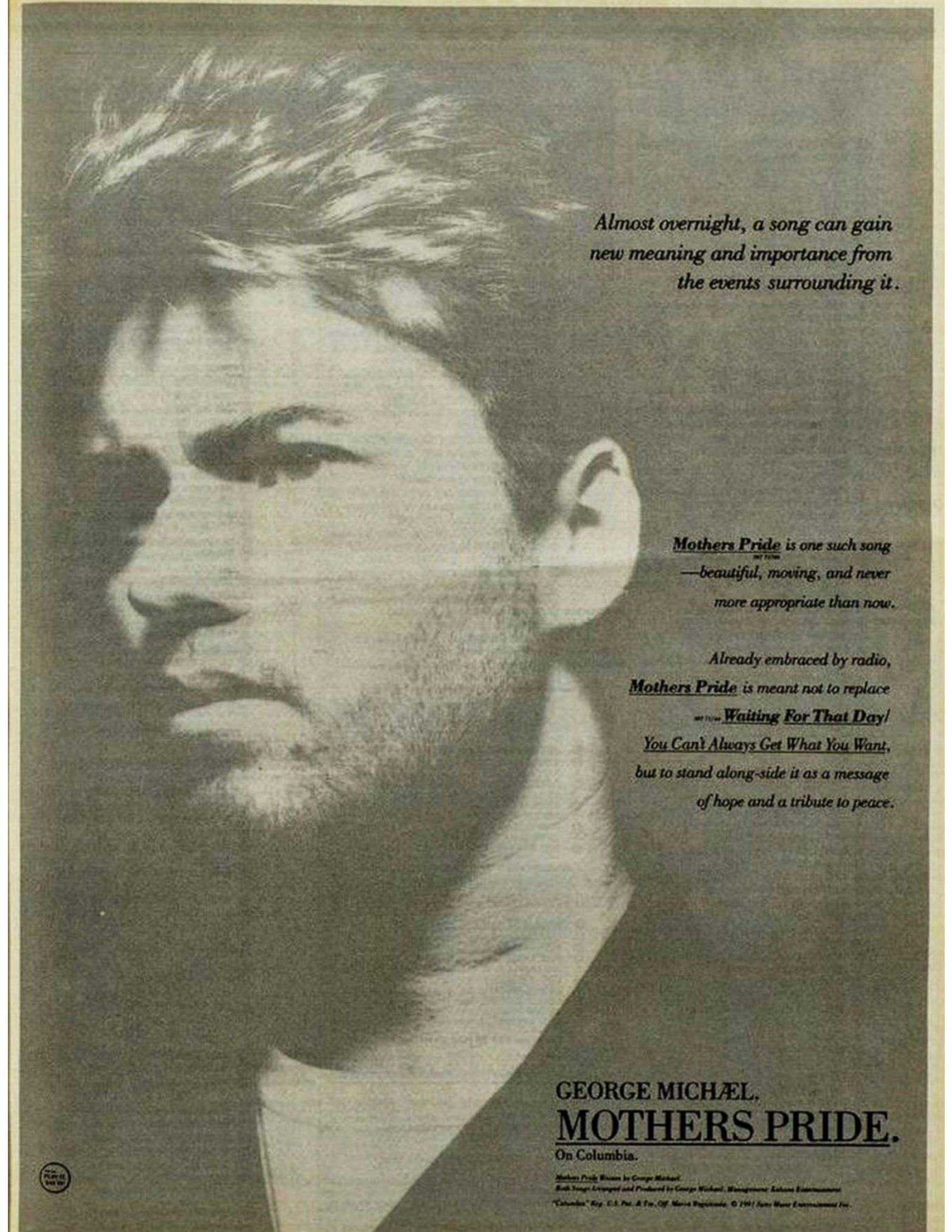
Vanilla Ice



FAMOUS

187566 ▼





*Almost overnight, a song can gain  
new meaning and importance from  
the events surrounding it.*

***Mothers Pride*** is the *is one such song*  
—beautiful, moving, and never  
more appropriate than now.

Already embraced by radio,  
***Mothers Pride*** is the *is meant not to replace*  
is the ***Waiting For That Day/***  
***You Can't Always Get What You Want,***  
but to stand along-side it as a message  
of hope and a tribute to peace.

GEORGE MICHAEL.  
**MOTHERS PRIDE.**  
On Columbia.

Mothers Pride Written by George Michael.  
Ball Song Arranged and Produced by George Michael. Management: Salans Entertainment  
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## NATIONAL AIRPLAY OVERVIEW

**CHR**

WKS	WKS	LW	TW	ARTIST/Album
11	7	3	1	WHITNEY HOUSTON/All The Man... (Arista)
17	6	6	2	MARIAH CAREY/Someday (Columbia)
2	2	1	3	SURFACE/The First Time (Columbia)
7	6	5	4	C & C MUSIC FACTORY/Gonna Make You... (Columbia)
15	10	7	5	CELINE DION/Where Does My Heart Beat Now? (Epic)
24	18	10	6	TIMMY T...One More Try (Quality)
26	17	11	7	MADONNA/Rescue Me (Sire/WB)
12	11	8	8	INXS/Disappear (Atlantic)
1	1	2	9	JANET JACKSON/Love Will Never Do... (A&M)
3	3	4	10	RALPH TRESVANT/Serovivly (MCA)
26	20	17	11	STYX/Show Me The Way (A&M)
19	18	14	12	WARRANT/Saw Red (Columbia)
15	14	13	13	KEITH SWEAT/II Give All My... (Vintertainment/Elektra)
33	24	20	14	STING/All This Time (A&M)
6	5	8	15	NELSON/After The Rain (DGC)
14	12	16	16	VANILLA ICE/Play That Funky Music (SBK)
—	30	27	17	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
21	19	18	18	AFTER 7/Heat Of The Moment (Virgin)
23	21	19	19	CHRIS ISAAK/Wicked Game (Reprise)
37	27	24	20	ALIAS/Waiting For Love (EMI)
28	25	23	21	BAD COMPANY/II You Needed Somebody (Alco)
39	29	25	22	GEORGE MICHAEL/Waiting For That Day (Columbia)
8	8	15	23	CATHY DENNIS/Just Another Dream (Polydor)
BREAKER	30	26	24	TRACIE SPENCER/This House (Capitol)
—	38	30	25	TARA KEMP/Hold You Tight (Giant/WB)
4	4	16	26	WILL TO POWER/I'm Not In Love (Epic)
40	34	29	27	PEBBLES I/BABYFACE/Love Makes Things... (MCA)
BREAKER	5	13	29	OLETA ADAMS/Get Here (Fontana/Mercury)
5	13	29	30	DANN YANKEES/High Enough (WB)
38	26	38	31	AC/DC/Moneytalks (Alco)
DEBUT	—	36	32	LONDONBEAT/We've Been Thinking... (Radioactive/MCA)
—	36	32	33	L.L. COOL J/If/ound The Way Girl (Def Jam/Columbia)
—	39	33	34	TEVIN CAMPBELL/Round And Round (Paisley Park/WB)
—	37	34	35	DARYL HALL & JOHN GATES/Don't Hold Back... (Arista)
—	40	37	36	TESLA/Signs (Geffen)
BREAKER	—	40	37	WILSON PHILLIPS/You're In Love (SBK)
BREAKER	—	40	37	JANET JACKSON/Salt Of The World (A&M)
35	33	32	38	IGGY POP w/KATE PIERSON/Candy (Virgin)
DEBUT	—	35	33	STEVE B/It'll Be By Your Side (LMR/RCA)
DEBUT	—	40	37	URBAN DANCE SQUAD/Deeper Shade Of Soul (Arista)

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**ADULT CONTEMPORARY**

WKS	WKS	LW	TW	ARTIST/Album
8	3	1	1	WHITNEY HOUSTON/All The Man... (Arista)
3	2	2	2	OLETA ADAMS/Get Here (Fontana/Mercury)
18	14	8	3	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
4	4	3	4	WILL TO POWER/I'm Not In Love (Epic)
13	11	7	5	STYX/Show Me The Way (A&M)
9	8	5	6	KENNY ROGERS/Crazy In Love (Reprise)
15	9	8	7	RUSSELL HITCHCOCK/Swear To Your Heart (Hollywood)
18	10	11	8	DARYL HALL & JOHN GATES/Don't Hold Back... (Arista)
14	12	9	9	DAVE KOZ/Castle Of Dreams (Capitol)
2	1	4	10	SURFACE/The First Time (Columbia)
21	18	13	11	RATASHA'S BROTHER/Always Come Back... (Atlantic)
1	1	10	12	CELINE DION/Where Does My Heart Beat Now? (Epic)
38	32	17	13	MARIAH CAREY/Someday (Columbia)
19	17	18	14	CHRIS ISAAK/Wicked Game (Reprise)
17	16	15	15	ANITA BAKER/Fairy Tales (Elektra)
—	24	16	16	WILSON PHILLIPS/You're In Love (SBK)
—	30	17	17	RICK ASTLEY/Cry For Help (RCA)
20	21	17	18	BETTE MIDLER/Night And Day (Atlantic)
8	9	12	19	STEVE B/Because I Love You... (LMR/RCA)
30	26	22	20	STING/All This Time (A&M)
—	38	27	21	GEORGE MICHAEL/Waiting For That Day (Columbia)
—	27	25	22	CHICAGO/Chain 'The Wind (Full Moon/Reprise)
5	8	14	23	CHER/The Shoop Shoop Song... (Geffen)
—	28	27	24	DAN FOGELBERG/Anastasia's Eyes (Epic)
—	29	28	25	PEBBLES I/BABYFACE/Love Makes Things... (MCA)
—	30	29	26	HOWARD HEWETT/II Can't Tell You Why (Elektra)
13	20	23	27	DOE HENLEY/New York Minute (Geffen)
20	19	28	28	JAMES INGRAM/When Was The Last Time... (WB)
7	7	18	29	SARA HICKMAN/II Couldn't Help Myself (Elektra)
DEBUT	—	—	—	STEVE WINWOOD/II Will Be Here (Virgin)

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**URBAN CONTEMPORARY**

WKS	WKS	LW	TW	ARTIST/Album
9	7	4	1	BELL BIV DEVOE/When Will I See... (MCA)
4	1	1	2	KEITH SWEAT/II Give All My... (Vintertainment/Elektra)
16	13	8	3	WHITNEY HOUSTON/All The Man That I Need (Arista)
8	8	5	4	C & C MUSIC FACTORY/Gonna Make You... (Columbia)
18	16	11	5	ANITA BAKER/Fairy Tales (Elektra)
13	10	9	6	MICHELLE/Something In My Heart (Ruthless/Alco)
14	14	10	7	RUDE BOYS/Written All Over Your Face (Atlantic)
11	11	8	8	TONY TERRY/Head Over Heels (Epic)
7	4	3	9	EN VOGUE/You Don't Have To Worry (Atlantic)
26	22	15	10	O'JAYS/Don't Let Me Down (EMI)
15	15	13	11	ANOTHER BAD CREATION/Besta (Motown)
23	20	18	12	LEVERT/All Seasons (Atlantic)
24	19	17	13	TRACIE SPENCER/This House (Capitol)
27	23	19	14	MARIAH CAREY/Someday (Columbia)
29	26	21	15	HI-FIVE/II Like The Way (The Kissing Game) (Live/RCA)
34	26	20	16	ALEXANDER O'NEAL/II True Man (Epic)
12	8	12	17	OLETA ADAMS/Get Here (Fontana/Mercury)
19	17	16	18	BLACK BOX/II Don't Know Anybody Else (RCA)
2	2	2	19	PEBBLES I/BABYFACE/Love Makes Things... (MCA)
—	31	27	20	TARA KEMP/Hold You Tight (Giant/WB)
40	26	25	21	FREDDIE JACKSON/Do Me Again (Capitol)
—	30	27	22	GUY/Let's Chill (MCA)
—	39	33	23	RALPH TRESVANT/Stone Cold Gentleman (MCA)
—	34	30	24	JOHNNY GILL/Wrap My Body Tight (Motown)
—	36	31	25	JASMINE GUY/Another Like My Lover (WB)
30	27	26	26	SAMUELLE/Black Paradise (Atlantic)
35	29	27	27	HOWARD HEWETT/II Can't Tell You Why (Elektra)
—	37	32	28	GERALD ALSTON/Getting Back Into Love (Motown)
4	5	7	29	TEENA MARIE/II Were A Bell (Epic)
—	39	35	30	DIGITAL UNDERGROUND/Same... (Tommy Boy/Reprise)
—	38	34	31	M.C. HAMMER/Here Comes The Hammer (Capitol)
1	3	14	32	JANET JACKSON/Love Will Never Do... (A&M)
DEBUT	—	40	37	BIG DADDY KANE I.B. WHITE/II Of Me (Reprise)
—	40	37	38	GEOFF MCBRIDE/Doesn't That Mean Something (Arista)
—	40	37	39	SHAWN CHRISTOPHER/Another Sleepless Night (Arista)
BREAKER	—	—	—	TROOP/II Will Always Love You (Atlantic)
DEBUT	—	—	—	MONIE LOVE/It's A Shame (WB)
36	32	29	38	MAYIS STAPLES/Melody Cool (Paisley Park/WB)
BREAKER	—	—	—	WHISPER/It's Good To You (Capitol)
BREAKER	—	—	—	MARVA HICKS/Never Been In Love Before (Polydor)

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**NEW ROCK**

LW	TW	ARTIST/Album
1	1	JESUS JONES/Doubt (SBK)
2	2	STING/The Soul Cages (A&M)
3	3	HAPPY MONDAYS/Pris, Thrills, And Belyaches (Elektra)
4	4	DANIEL ASH/This Love (Track) (Beggars Banquet/RCA)
5	5	REPLACEMENTS/II Shock Down (Sire/Reprise)
6	6	CHARLATANS U.K./Some Friendly (Beggars Banquet/RCA)
7	7	SISTERS OF MERCY/Vision Thing (Elektra)
8	8	DIVINYLS/Divynis (Virgin)
9	9	CHRIS ISAAK/Heart Shaped World (Reprise)
10	10	POP WILL EAT ITSELF/Chum For Sanity (RCA)

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**NAC**

LW	TW	ARTIST/Album
1	1	DAVE KOZ/Dave Koz (Capitol)
2	2	SHAKATAK/Perfect Smile (Verve Forecast)
3	3	SAW RINEY/Playing With Fire (Spindletop)
4	4	PAUL SIMON/The Rhythm Of The Saires (WB)
5	5	JOE SAMPLE/Ashes To Ashes (WB)
6	6	DON HARRISS/Shell Game (Sonic Atmosphere)
7	7	GEORGE MICHAEL/Listen Without Prejudice (Columbia)
8	8	GERALD ALBRIGHT/Ocean Come True (Atlantic)
9	9	NELSON RANGELL/Nelson Rangell (GRP)
10	10	BETH NIELSEN CHAPMAN/Beth Nielsen Chapman (Reprise)

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**CONTEMPORARY JAZZ**

LW	TW	ARTIST/Album
5	1	MARCUS ROBERTS/Alone With... (Novus/RCA)
1	2	WYNTON MARSALIS/Tune In Tomorrow... (Columbia)
2	3	RENEE ROSENE/For The Moment (Blue Note)
4	4	WARREN BERNHARDT/II Ain't Life Grand (DMP)
8	5	RHYTHMSTICK/Rhythmsick (CTI)
9	6	BRIAN BROMBERG/Basically Speaking (Novus)
7	7	JOE SAMPLE/Ashes To Ashes (WB)
3	8	BRIAN MELVIN TRIO/Standards Zone (Global Pacific)
10	9	HEWMAK, MARSALIS & DUPREE/Return To The... (Amazing)
12	10	VINCENT HERRING/American Experience (Music Master)

\*Keeps bullet due to continued growth.

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**AOR TRACKS**

WKS	WKS	LW	TW	ARTIST/Album
1	1	1	1	STING/All This Time (A&M)
3	2	2	2	ZZ TOP/Give II Up (WB)
10	6	4	3	QUEEN/Headlong (Hollywood)
5	3	3	4	DAVID LEE ROTH/II Ain't Enough (WB)
9	7	5	5	ROGER McGUINN/King Of The Hill (Arista)
27	12	8	6	BLACK CROWES/She Talks To Angels (Def American)
40	21	12	7	QUEENSRYCHE/Silent Lucidity (EMI)
14	11	11	8	STEVE WINWOOD/Another Deal Goes Down (Virgin)
22	15	13	9	KNACK/Rocket O'Love (Charisma)
—	30	18	10	INXS/Bitter Tears (Atlantic)
6	4	7	11	KING'S X/Its Love (Megalforce/Atlantic)
7	8	8	12	ERIC JOHNSON/Righteous (Capitol)
25	20	17	13	SCORPIONS/Don't Believe Her (Mercury)
2	5	10	14	AC/DC/Moneytalks (Alco)
20	17	15	15	HOUSE OF LORDS/Remember My Name (Simmons/RCA)
8	9	9	16	DANN YANKEES/Runaway (WB)
33	23	20	17	WINGER/Easy Come Easy Go (Atlantic)
16	14	14	18	TRAVELING WILBURYS/Inside Out (Wilbury/WB)
37	28	27	19	FIREHOUSE/Don't Treat Me Bad (Epic)
48	37	36	20	CHRIS ISAAK/Wicked Game (Reprise)
34	25	23	21	TOY MATINEE/The Ballad Of Jenny Ledge (Reprise)
DEBUT	—	—	—	FIXX/How Much Is Enough (Impact)
38	29	26	22	STEELHEART/II Never Let You Go (MCA)
4	10	15	24	TESLA/Signs (Geffen)
BREAKER	—	—	—	LYNCH MOB/River Of Love (Elektra)
—	39	36	25	VAUGHAN BROTHERS/Good Texan (Epic)
13	13	16	27	WARRANT/Saw Red (Columbia)
12	19	24	28	BAD COMPANY/II You Needed Somebody (Alco)
—	47	43	29	JEFF HEALEY BAND/How Long Can A Man... (Arista)
—	33	34	30	POISON/Ride The Wind (Enigma/Capitol)
32	42	32	31	DRIVIN' N' CRYIN'/Fly Me Courageous (Island)
DEBUT	—	—	—	CINDERELLA/Heartbreak Station (Mercury)
35	32	29	33	IGGY POP/Candy (Virgin)
54	44	37	34	TRIXTER/One In A Million (Mechanic/MCA)
18	18	21	35	DEEP PURPLE/Fire In The Basement (RCA)
DEBUT	—	—	—	BAD COMPANY/Stranger Stranger (Alco)
58	46	38	37	LIVING COLOUR/Love Rears Its Ugly Head (Epic)
15	22	27	38	VAUGHAN BROTHERS/Telephone Song (Epic)
—	43	40	39	STING/The Soul Cages (A&M)
—	44	41	40	GARY MOORE/Moving On (Charisma)

\*Keeps bullet due to continued growth.

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**COUNTRY**

WKS	WKS	LW	TW	ARTIST/Album
8	5	2	1	MIKE REID/Walk On Faith (Columbia)
3	2	1	2	MARK CHESNUTT/Brother Jukebox (MCA)
14	10	6	3	JOE DIFFIE/II You Want Me To (Epic)
8	6	3	4	JUDDS/Love Can Build A Bridge (Curb/RCA)
16	12	9	5	RAY KENNEDY/What A Way To Go (Atlantic)
17	13	10	6	MARTY STUART/Little Things (MCA)
19	15	12	7	PAM TILLIS/Don't Tell Me What To Do (Arista)
22	17	15	8	CONWAY TWITTY/II Couldn't See You Leavin' (MCA)
11	7	3	9	AARON TIPPIN/You've Got To Stand For... (RCA)
17	17	17	10	CLINT BLACK/Loving Blind (RCA)
18	16	14	11	VERN GOSDIN/Is It Raining At Your House (Columbia)
32	25	19	12	ALAN JACKSON/II'd Love You All Over Again (Arista)
12	9	7	13	ROB CROSBY/Love Will Bring Her Around (Arista)
21	18	16	14	RESTLESS HEART/Long Lost Friend (RCA)
30	24	20	15	PATTY LOVELESS/II'm That Kind Of Girl (MCA)
33	28	24	16	SHEKHANOH/II Got You (Columbia)
37	27	21	17	HOLLY DUNN/Heart Full Of Love (WB)
4	4	4	18	DOUG STONE/These Lips Don't Know How To... (Epic)
—	30	27	19	GARTH BROOKS/Two Of A Kind, Working... (Capitol)
25	22	22	20	EXILE/There You Go (Arista)

**BREAKERS**

BREAKER	30	BILLY JOE ROYAL/II The Jukebox Took... (Atlantic)
BREAKER	30	MATRACA BERR/II Got It Bad (RCA)
BREAKER	30	MARK COLLIE/Let Her Go (MCA)

**DEBUTS**

DEBUT	31	TRAVIS TRITT/Orti Off To Dream (WB)
DEBUT	31	MARY-CHAPIN CARPENTER/Right Now (Columbia)
DEBUT	31	K.T. OSLIN/Mary And Willie (RCA)
DEBUT	31	DESERT ROSE BAND/II Will This Be... (MCA/Curb)
DEBUT	31	VINCE GILL/Pocket Full Of Gold (MCA)
DEBUT	31	GARY MORRIS/Miles Across The Bedroom (Capitol)

\*Keeps bullet due to continued growth.

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