

INSIDE:

SELLING AGENCY CLIENTS ON NAC

Overcoming objections and linking the station's latest numbers to advertisers' needs. Spend a day in the life of KTWV (The Wave)/Los Angeles AE Maria Anthis-Turenne as she calls on agency clients.

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RATINGS RESULTS FOR ROCK FORMATS IN MAJOR MARKETS

How did Rock, Classic Rock, Alternative, and Progressive stations stack up in the Spring Arbitron? Here are the highlights — and lowlights — from the Top 20 markets.

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GETTING CANNED KEY TO SUCCESS?

KHKS/Dallas morning star Kidd Kraddick explains how his first taste of failure (at crosstown KEGL) helped spur him to greater success.

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IN THE NEWS ...

- Ronald Sweeney becomes Epic Exec. VP/Black Music & Sony Music Sr. VP
- Richard Nash now EEG Sr. VP/Black Music Div.
- Wendy Naylor appointed MCA VP/Alternative Promo
- Terry Stevens new Capitol/Nashville VP/Nat'l Promo
- Jim Allen named PD for WWRC/Washington
- Lisa Rodman becomes WZJM/Cleveland PD
- Kerry Wolfe named WOKY & WMIL/Milwaukee OM
- Dennis Reese appointed Work Nat'l Dir./Promo
- Norbert Nix, Pat Surnegie named Nat'l Promo Dirs. for Mercury/Nashville

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NEWSSTAND PRICE \$6.50



Rovner Becomes RCA Exec. VP/GM



Rovner

Jack Rovner has been named Exec. VP/GM at RCA Records. He most recently was BMG Entertainment North America's Sr. VP/BMG Ventures & Marketing.

"Jack's knowledge of the record business, marketing savvy, and strong management and leadership skills will be invaluable as we build on the success recently enjoyed by RCA," said label President Robert Jamieson. Rovner will work closely with Jamieson in managing all RCA operations.

"With an aggressive artist development plan, RCA means to become one of the most exciting and innovative labels in the business," Rovner remarked. "I look forward to cultivating a dedicated team as

ROVNER/See Page 12

Shamrock-Chancellor Pact: The Shape Of Deals To Come?

The sale of Shamrock Broadcasting to Steve Dinetz's Chancellor Broadcasting Co. for \$395 million last week not only constitutes the largest sale of a radio property to date, but analysts say it's a model for what's sure to come. If ownership limits relax as expected, new mega-corporations will spring up, driving quick acquisitions for large multiples. And though a down cycle may follow, analysts don't expect a catastrophic crash like that of the late '80s.

Clearly, dealmaking is being spurred by the anticipated passage of legislation abolishing ownership limits, which cleared another hurdle by winning House approval last Friday (see separate story, this page). "The Chancellor deal wouldn't have happened if it weren't for deregulation," said broker Gary Stevens.

The Chancellor purchase — which makes it the country's third-largest radio-only group with 33 major-market stations (21 FM and 12 AM) — was made at a multiple of 10.8x cash flow. But brokers say the recent high multiples aren't just the result of frenzied buyers; buyers aren't evaluating stations on just individual performance, but on how they will perform as part of a group. "[Buyers] are looking at the first-year consolidated cash flow, and that's where you get these numbers," said the Ted Hepburn Co.'s Todd Hepburn.



Dinetz

Future Won't Repeat

If the cash flow can support the anticipated big deals, prognosticators say there will be a soft landing when the market inevitably

CHANCELLOR/See Page 16

R&R Sets Talk Radio Seminar

As part of its growing commitment to the booming Talk format, R&R has announced it will hold a major Talk radio convention, set for February 22-25, 1996 at Washington, DC's Grand Hyatt Hotel.

The first R&R Talk Radio Seminar will provide learning opportunities for format PDs, GMs, hosts, and producers. Besides workshops focused on topics of specific interest to Talk, the seminar will feature unique problem-solving sessions, addresses by prominent Talk and political figures, and an exhibit of new products and programming material.

"Substance and value are the watchwords we're living by as we plan the R&R Talk Radio Seminar," said COO Erica Farber. "Every Talk pro who attends this event will walk away full of new insights, ideas, and contacts." Look for additional information on the seminar in forthcoming issues of R&R.

Capitol Ups Kirkland To Exec. VP; Lundvall Appointed East Coast GM

Capitol Records has promoted Bruce Kirkland to Exec. VP and Bruce Lundvall to GM/East Coast. Kirkland most recently was the label's Sr. VP/Marketing & GM; Lundvall will continue as Blue Note/Metro Blue Records President.



Kirkland



Lundvall

In his new role, Kirkland will oversee sales, marketing, and promotion at the Tower. He'll also continue to research, develop, and implement new Capitol marketing and business ventures.

"The incredible turnaround
CAPITOL/See Page 16

Rising Tide Recruits Glass As Exec. VP

BY COREY LEVITAN
R&R STAFF WRITER

Daniel Glass has been recruited by Rising Tide Entertainment as Exec. VP. The one-time EMI Records President/CEO is the first exec hired by former Warner Music U.S. Chairman Doug Morris for the embryonic label.

"I'm thrilled to join Doug on the ground floor of what will be the best home for artists and a wonderful environment for our new team," Glass told R&R. His new responsibilities will include assem-

GLASS/See Page 16



Glass



Soft AC For The Hard At Work

By hook or by crook, KXEZ (Easy 100.3)/L.A. simply had to cash in on the cachet of all those UK press reports that actor Hugh Grant and Divine Brown were listening to the Viacom outlet during their history-making liaison. The station's new 30-second TV spot features the divine one herself, cooing, "Easy 100.3 is the perfect station to listen to ... while you work." Will Brown's next KXEZ spot mention the Soft AC's heady potential for in-car listening?

Clinton Viewed Unlikely To Stop Telecom Bill

Opponents hope for one last stand

After suffering defeat in the House of Representatives last week, opponents of radio ownership deregulation set their sights on the White House, where they hope President Clinton will make one last stand against pending legislation that would eliminate all radio ownership caps.

"It's not over yet," said Greater Media CEO Tom Milewski, who heads the Coalition for Broadcast Diversity, a group of broadcasters opposed to removal of the ownership limits. "It's not over until the president signs the bill."

Unfortunately for Milewski and other opponents of radio deregulation, most observers believe Clinton will sign the bill — or allow it to become law without his signature. In any case, they agree the radio

TELECOM/See Page 16

Peabo Bryson and Lea Salonga

“HOW WONDERFUL WE ARE”

The debut single from the original soundtrack album
PEOPLE



Photos by Tiffany Yost

ADD DATE: AUGUST 14

PEOPLE

...A Musical Celebration of Diversity Featuring...

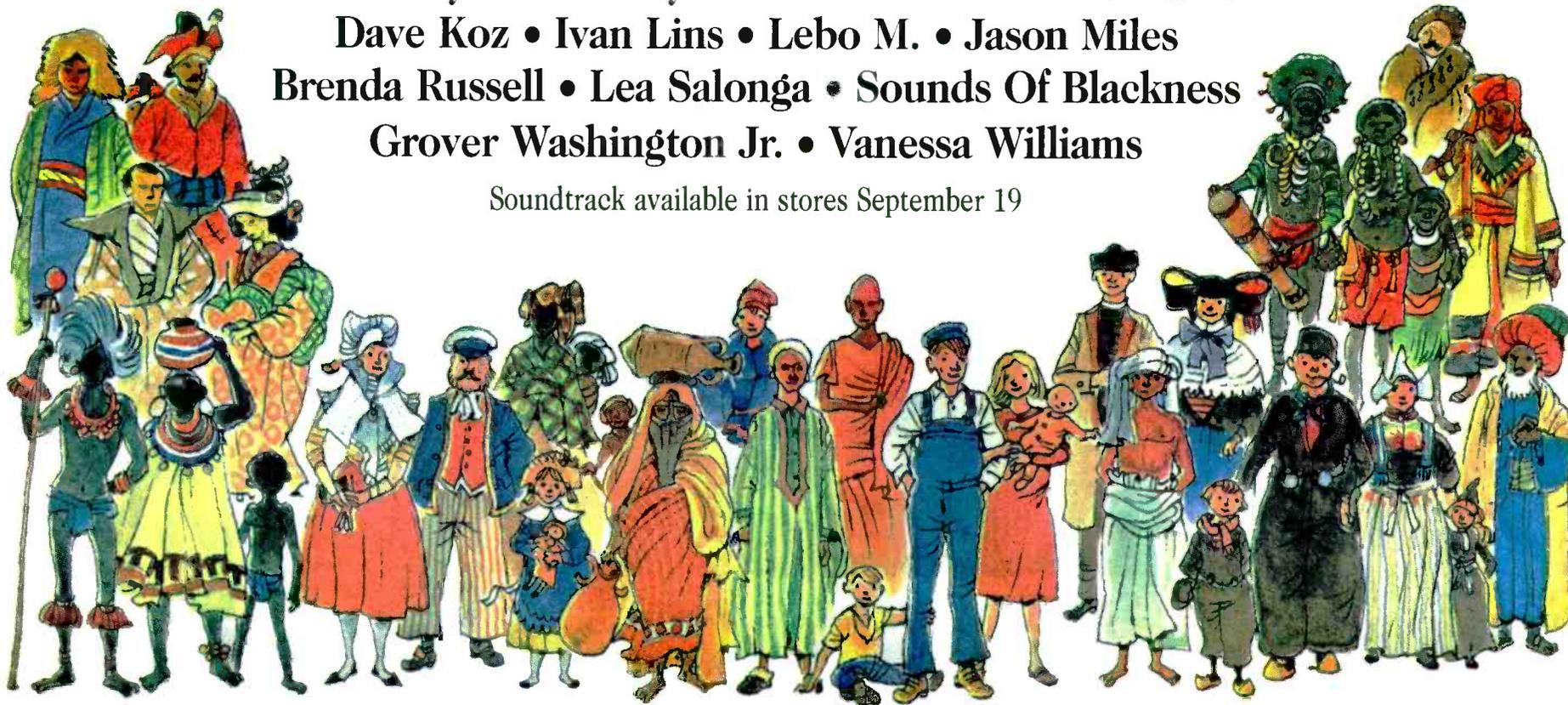
Peabo Bryson • Heavy D • Al Jarreau • Chaka Kahn

Dave Koz • Ivan Lins • Lebo M. • Jason Miles

Brenda Russell • Lea Salonga • Sounds Of Blackness

Grover Washington Jr. • Vanessa Williams

Soundtrack available in stores September 19



Produced by Jason Miles

© 1995 Lightyear Entertainment, L.P. A Lightyear Entertainment release, distributed by WarnerVision/WEA



Sweeney Gets Sony Music, Epic VP Posts



Sweeney

Black-music industry attorney/manager **Ronald Sweeney** has been appointed **Epic Records'** Exec. VP/Black Music as well as **Sony Music Entertainment's** Sr. VP.

In his Epic post, the New York-based Sweeney will oversee all black-music A&R, marketing, and promotion. At SME, he'll be involved in worldwide strategic planning.

SWEENEY/See Page 16

Taylor Now MCA VP/Alternative Music Promotion



Naylor

Wendy Naylor has assumed **MCA Records'** newly created VP/Alternative Music Promotion post. Naylor comes to the label from independent alternative promotion firm **Mike Jacobs & Associates**, where she was a founding partner.

"Wendy brings her expertise, enthusiasm, and passion to the table," said MCA Exec. VP **Randy Naylor**.

NAYLOR/See Page 16

Stevens Becomes Capitol/Nashville VP/Nat'l Promotion



Stevens

Capitol/Nashville VP/Regional Promotion **Terry Stevens** has been elevated to VP/National Promotion. The former **WMAQ/Chicago** and **WHK/Cleveland** personality joined the label five years ago for regional promotion in Chicago.

"I'm very pleased to have someone of Terry's caliber to assist in our day-to-day promotion

STEVENS/See Page 16

No Veto From These Presidents



Completely bypassing both the House and the Senate, the Presidents Of The United States Of America — (seated, l-r) **Chris Ballew**, **Jason Finn**, and **Dave Dederer** — recently signed their Columbia contracts into law. On hand to observe the culmination of all their lobbying are (l-r) attorney **Jeanine Codikow**, Columbia's **Leah Reid**, Sony Music Entertainment Exec. VP **Michele Anthony**, Columbia Records Group Sr. VP **John Ingrassia**, Columbia's **Josh Sarubin**, President **Don Ienner**, and Sr. VP/A&R **Alan Mintz**, manager **Staci Slater**, and attorney **Dave Codikow**.

Elektra Entertainment Names Nash Sr. VP/Black Music Div.

Richard Nash has been named Sr. VP/Black Music Division for the **Elektra Entertainment Group**. He previously held a similar post at **Atlantic**.

"Throughout his career, Richard has exemplified the kind of leadership and executive acumen that makes him one of the most respected forces in the industry," said EEG Chairman/CEO **Sylvia Rhone**.



Nash

"Having worked closely with him for many of those years, I know firsthand of his tremendous resourcefulness in facing the everyday challenges that come with such a role."

Nash remarked, "I look forward to working with **Sylvia Rhone** again and the wonderful team she has assembled to lead Elektra in such an exhilarating time in its history."

NASH/See Page 16

Revenue/Performance Gains By Format, 1991-1995

With the entire radio industry enjoying huge revenue gains over the past four years, which formats have improved the most? According to a **Miller, Kaplan, Arase & Co.** study of 1550 stations, Spanish-language and Soft AC are leading the pack. Stations in those formats, on average, are earning about \$8 today for every \$5 they made in 1991.

Overall, radio stations today are earning 38.2% more than they were four years ago. Individual formats' performances — based on the average station's 1995 revenues (through June) compared to 1991 earnings — are:

Format	Gain
Spanish	63.0%
Soft AC	59.9
Urban	43.3
Country	42.4
NAC	41.5
Nostalgia	37.2
B/EZ	36.3
Classic Rock	34.9
Classical	34.4
Gold	33.1
AC	32.7
CHR	23.1
All-News	21.2
Rock	16.6
News/Talk	6.7

— George Nadel Rivin, CPA

Allen Now PD At WWRC/Washington

Former **Radio One** Director/News & Communications **Jim Allen** has been named PD at **Greater Media News/Talk WWRC/Washington**. He succeeds **Gary Burns**, who resigned in May after losing a bid to make host **Oliver North** work on Memorial Day.

WWRC GM **Bob Longwell** said Allen has "all the right tools" to pilot the struggling station's comeback. "The building blocks are in place. I just needed someone with Jim's vision, energy, and creative bent to take the station to the next level."

ALLEN/See Page 16

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Circulation/Subscriptions 310-788-1625

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RADIO & RECORDS

10100 Santa Monica Blvd., 5th floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable state sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms Back Page, Breakers, Most Added, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. © 1995. POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th floor, Los Angeles, California 90067.

1995 DEALS TO DATE

Dollars To Date: \$3,939,582,802

(Last Year: \$1,553,853,106)

This Week's Action: \$415,124,010

(Last Year: \$24,843,000)

Stations Traded This Year: 810

(Last Year: 786)

Stations Traded This Week: 54

(Last Year: 16)

DEAL DETAILS BEGIN ON PAGE 6

Deal Of The Week

• Shamrock Broadcasting \$395 million

- WFOX-AM/Atlanta
- KXKL-AM & FM & KZDG-FM/Denver
- WDFN-AM & WWWW-FM/Detroit
- KTBZ-FM/Houston
- KLAC-AM & KZLA-FM/Los Angeles
- KFAN-AM & KEEY-FM/Minneapolis
- WHITZ-FM/New York
- KNLE-FM/Phoenix
- WWSW-AM & FM/Pittsburgh
- KNEW-AM, KABL-AM, KBBG-FM & KSAN-FM/San Francisco

Opus Deal Hits FCC Snag

Opus Media's pending sale of KMYT/Monroe, LA to Radioactive Images faces FCC opposition, stemming from allegations of EEO violations and indecent broadcasts.

See Page 6

What Paperwork Backlog?

It only took four years! The FCC has granted a 1991 cross-ownership waiver request to Osborn Communications, permitting the firm to operate radio and TV stations serving Anniston and Gadsden, AL.

See Page 6

RADIO BUSINESS

FCC Fee Deadline Looms

For broadcasters there are now three certainties in life: death, taxes, and annual FCC regulatory fees. And the last of that troublesome trio is fast approaching.

By mid-August, stations that paid fees in 1994 should receive a fee payment package from the FCC. Payment must be in the FCC lockbox at Pittsburgh's Mellon Bank by September 20. The agency accepts checks, money orders, credit cards, or wire transfers.

Station groups have the option of paying fees for all of their stations or having each station pay separately.

Late Payments Punishable

Late payments are punishable by a 25% late penalty, dismissal of pending actions, or revocation of authorizations. Fees will be waived only if the licensee proves that "such an action overrides the public inter-

est in reimbursing the Commission for its regulatory costs," according to the FCC. Full payment must be included with the request for a waiver and will be refunded later if the waiver request is granted.

The FCC began collecting annual regulatory fees thanks to "The Omnibus Budget Reconciliation Act of 1993." The fees are supposed to help pay for the Commission's regulatory activities and are separate from application processing fees.

Information on FCC fees and forms can be downloaded from the Internet (ftp@fcc.gov), or obtained by calling the Fees Hotline at (202) 418-0192 or the Forms Hotline at (800) 418-3676.

TRANSACTIONS

Chancellor Picks A \$395 Million Shamrock

■ KHQT/Los Altos, CA goes to Radio San Francisco for \$8.25 million

Deal Of The Week

Shamrock Broadcasting Inc.

PRICE: \$395 million

TERMS: Cash

BUYER: Chancellor Broadcasting Co. of Dallas, headed by President/CEO Steven Dinetz. It owns 14 other radio stations. Phone: (212) 593-2655

SELLER: Shamrock Broadcasting Inc. of Burbank, CA, owned by the Roy Disney family and Trefoil Capital Partners, L.P. Phone: (818) 973-4297

BROKER: Bill Steding of Star Media Group

COMMENT: This is the biggest radio-only transaction in history.

WFOX-FM/Atlanta

FREQUENCY: 97.1 MHz

POWER: 100kw at 1570 feet

FORMAT: Gold

KXKL-AM & FM &

KZDG-FM/Denver

FREQUENCY: 1280 kHz; 105.1 MHz;

92.5 MHz

POWER: 5kw; 100kw at 1169 feet; 57kw at 1237 feet

FORMAT: Gold; Gold; Country

WDFN-AM &

WWW-FM/Detroit

FREQUENCY: 1130 kHz; 106.7 MHz

POWER: 50kw day/10kw night; 61kw

at 508 feet

FORMAT: Sports; Country

KTBZ-FM/Houston

FREQUENCY: 107.5 MHz

Continued on Page 6

EARNINGS

Evergreen, Osborn Revenues Rise

Evergreen Media Corporation (Nasdaq: EVGM) reported its second-quarter revenues and broadcast cash flow were the highest quarterly results in the company's history. However, bottom-line results were depressed by amortization of costs from last year's purchase of Broadcasting Partners.

Second quarter 1995 showed a net loss of \$759,000 (7 cents per share) on revenues of \$42 million, compared to \$6.1 million (58 cents) on revenues of \$28.3 million for the same period in 1994. The 1994 income came from the \$7.2 million sale of its Jacksonville stations.

The company reported second-quarter cash flow this year of \$17.8

million, compared to last year's \$11.8 million.

Osborn Communications (Nasdaq: OSBN) announced 1995 second-quarter loss of \$1 million (20 cents) on revenues of \$9.1 million, compared to a \$1.9 million (36 cents) loss on revenues of \$7 million for the same period in 1994.

Cash flow was up 22% to \$2.2 million, compared to \$1.8 million one year ago. The company said results were depressed by amortization costs of former acquisitions as well as interest expenses linked to a \$50 million loan used to finance old debt and to purchase six stations in four markets from the Heritage Broadcast Group about a year ago.

Interop's RAP Class Of '95



The third year of Interop Radio Store's Radio Apprentice Program (RAP) began this month. The 14-week sales training program is taught by AEs at the company's headquarters. In addition to learning the fundamentals of sales, trainees get first-hand experience at radio stations and ad agencies. RAP grads go on to work for various Interop companies and have added \$50 million in billings for Interop client stations. And the 1995 RAP class grads are (front, l-r) Julie Seba, RAP Director Andy Lipset, and Deborah Sackman; (back, l-r) Interop Marketing Division President Mark Guild and RAPpers Ed Bruno, Vinny DiMarco, Marlo Kearney, Marcus Skinner, George Fritzinger, and Henry DiVito.



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Today, your job is tougher than ever. You have a fixed set of resources (usually smaller), a number to hit (always higher), and no time to waste. In this environment, your management tools have to be the best.

Fortune 500 Management

Branding. The world's most successful companies live by it. Wall Street rewards it. Madison Avenue exists because of it. Consumers *respond* to it.

Open a business magazine, an advertising journal, or a media trade. What are top media managers talking about? Their *brands*. Why? Because television, print, and innovative radio managers now realize that *their consumer products* are governed by the same laws that make every other consumer product a success or a failure.

Branding: The Next Level

The things you learned in war college worked in the 80's because the industry was different back then.

But today, there's simply no easy way to solve the challenges created by audience fragmentation and tighter budgets.

Everybody is now fighting for 25-54 numbers and there's no place to run when things get tough.

You have to take what you've got and *make it better*. Every dollar that you put into the station has to increase cash flow *today*. That's where branding fits in.

Branding was developed by Fortune 500™ marketers who get paid to build profits. They use specific research tools and management techniques to make their products stand out on crowded shelves, to earn customer loyalty, and to maximize

profitability. Just ask them; Branding is simply the best way to compete. Period.

Stratford: The Branding Authority

Stratford is radio's exclusive source for branding know-how. That's why the NAB asked us to write *The Franchise*, the definitive book on radio branding.

Stratford uses the branding discipline to help clients solve their problems and hit their numbers. They use our strategic research, music testing, focus groups, and branding techniques to learn more about their position and their customers than they ever have before.

Branding is a step-by-step process for competing more effectively today and in the future. It's time for your team to graduate to branding. To learn how, call John Dickey at 404-688-1166.

STRATFORD RESEARCH

The Branding Authority

Opus Deal Caught In FCC Crossfire

Opus Media Group's plan to sell KMYM/Monroe, LA to Radioactive Images Inc. has drawn fire upon both companies.

New South Communications, which owns KMLB & KJLO/Monroe, has filed a petition to deny with the FCC. In the petition, New South claims that Radioactive Images President Bradley Wilkenson failed to meet EEO hiring requirements and didn't file annual employment reports at KYEA-FM/Monroe, where Wilkenson is GM. And KMYM is alleged to have too few minority employees and to have failed to maintain a public inspection file.

Meanwhile, Ramona Redden has filed a petition alleging that KMYM President Tom Gay allowed indecent broadcasts at another of his Monroe stations, KCTO-FM. She claims husband Randall Uhren — a KCTO-FM personality she was in the process of divorcing — referred to her on-air as a "whore," "slut," "wench," and a "female dog in heat." She also claims he announced her work number on-air and encouraged listeners to call and request sexual favors.

Her petition further states that the numerous calls resulted in termination of her employment. Redden says she has also filed a defamation suit against KCTO-FM.

Osborn Granted Waiver

The FCC finally has granted a 1991 cross-ownership waiver request by Osborn Communications, permitting the company to operate radio and TV stations serving both Anniston and Gadsden in Alabama. Osborn owns WAAX-AM & WQEN-FM/Gadsden, as well as CBS-affiliated WJSU-TV/Anniston.

The Commission has also granted a city of license change

Continued on Page 8

TRANSACTIONS

Continued from Page 4

POWER: 100kw at 1971 feet
FORMAT: Rock

KLAC-AM & KZLA-FM/Los Angeles

FREQUENCY: 570 kHz; 93.9 MHz
POWER: 50kw; 18.7kw horiz./16.2kw vert. at 3136 feet
FORMAT: Nostalgia; Country

KFAN-AM & KEEY-FM/Minneapolis

FREQUENCY: 1130 kHz; 102.1 MHz
POWER: 50kw day/30.5kw night; 100kw at 1035 feet
FORMAT: Sports; Country

WHTZ-FM/New York

FREQUENCY: 100.3 MHz
POWER: 6kw at 1361 feet
FORMAT: CHR

KMLE-FM/Phoenix

FREQUENCY: 107.9 MHz
POWER: 100kw at 1735 feet
FORMAT: Country

WWSW-AM & FM Pittsburgh

FREQUENCY: 970 kHz; 94.5 MHz
POWER: 5kw; 50kw at 810 feet
FORMAT: Gold; Gold

KNEW-AM, KABL-AM, KBBG-FM & KSAN-FM/San Francisco

FREQUENCY: 910 kHz; 960 kHz;

98.1 MHz; 94.9 MHz
POWER: 5kw; 5kw; 100kw at 960; 30kw at 1207 feet
FORMAT: Country; Nostalgia; Gold; Country

California

KWEO-FM/Garberville

PRICE: \$27,000
TERMS: Asset sale for cash
BUYER: Educational Media Foundation of Sacramento, a nonprofit corporation. Phone: (916) 926-1515

SELLER: Brett Miller of Santa Ynez, CA. He also owns KYYF-FM/Wilson Creek, WA. Phone: (805) 686-8933

FREQUENCY: 103.7 MHz
POWER: 8kw at 2590 feet
FORMAT: Variety

KHQT-FM/Los Altos

PRICE: \$8.25 million
TERMS: Asset sale for cash
BUYER: Radio San Francisco License Investment Co., headed by President Timothy Sullivan. Phone: (717) 848-5500

SELLER: San Jose Broadcasting Corp. of San Diego, a subsidiary of Anaheim Broadcasting Corp. Anaheim Broadcasting owns three other stations. Phone: (619) 552-0150

FREQUENCY: 97.7 MHz
POWER: 16kw at 449 feet
FORMAT: CHR

KSVC-AM & KYRE-FM/Yreka

PRICE: \$565,000
TERMS: Asset sale for cash
BUYER: Siskiyou Radio Partners

Inc., headed by Robert Darling
SELLER: Dalmatian Enterprises Inc., headed by President Gary Hawke

FREQUENCY: 1490 kHz; 97.7 MHz
POWER: 1kw; 1.4kw at 2,364 feet
FORMAT: Country; AC

BROKER: Exline Company
COMMENT: The companies have entered into an LMA/option on KWSD-AM & KEDY-FM/Mt. Shasta, CA.

Georgia

WPTB-AM/Statesboro

PRICE: \$80,000
TERMS: Asset sale for \$70,000 cash and a 180-day, \$10,000 promissory note

BUYER: Statesboro Media Inc. of Seattle, headed by President John Whetzell. Phone: (206) 621-1351

SELLER: T.C. Communications Inc. of Georgia, headed by President Thomas Cowan. Phone: (912) 764-6621

FREQUENCY: 850 kHz
POWER: 1kw
FORMAT: Gospel

Illinois

WLMD-FM/Bushnell

PRICE: \$50,000
TERMS: Asset sale for a 63-month, \$50,000 promissory note at 6% interest

BUYER: Sharp Broadcasting Co., headed by Donald Sharp. It also owns WLRB-AM & WKAI-FM/Macomb, IL. Phone: (309) 833-5561

SELLER: Larry Derry of Illinois. Phone: (309) 833-1623

FREQUENCY: 104.7 MHz
POWER: 6kw at 328 feet
FORMAT: Country

COMMENT: The parties have entered into an LMA.

WYER-AM & WRBT-FM/Mt. Carmel

PRICE: \$575,000
TERMS: Asset sale for \$450,000 cash and a three-year, \$125,000 promissory note at 8% interest

BUYER: Old Northwest Broadcasting Inc. of Indiana, headed by David Crooks. He owns four other stations and another is pending. Phone: (812) 882-6060

SELLER: River Valley Radio Inc. of Indianapolis

FREQUENCY: 1360 kHz; 94.9 MHz
POWER: 500w day/20w night; 50kw at 425 feet

FORMAT: Country; Classic Rock

Iowa

KIDA-FM/Ida Grove

PRICE: \$150,000
TERMS: Asset sale for a \$150,000

TRANSACTIONS AT A GLANCE

- KWEO-FM/Garberville, CA \$27,000
- KHQT-FM/Los Altos, CA \$8.25 million
- KSVC-AM & KYRE-FM/Yreka, CA \$565,000
- WPTB-AM/Statesboro, GA \$80,000
- WLMD-FM/Bushnell, IL \$50,000
- WYER-AM & WRBT-FM/Mt. Carmel, IL \$575,000
- KIDA-FM/Ida Grove, IA \$150,000
- WLRS-FM/Louisville \$10
- WKIT-FM/Brewer, ME \$450,000
- WNSW-AM/Brewer \$350,000
- KLXK-FM/Duluth, MN \$700,000
- KGHS-AM & KSDM-FM/International Falls, MN \$150,000 for 25%
- WBIP-AM & FM/Booneville, MS \$400,000
- KGMV-FM/Aurora, MO \$1.235 million
- KCBN-AM, KRNO-FM & KWNZ-FM/Reno, NV \$4.1 million
- WGFT-AM/Youngstown \$250,000
- WTGC-AM & WUNS-FM/Lewisburg, PA \$250,000
- WJUK-FM/Mt. Pleasant, SC \$900,000
- KYTX-FM/Beeville, TX \$380,000
- KNEL-AM & KIXV-FM/Brady, TX \$475,000
- KBTT-FM/Bridgeport, TX No cash consideration
- KWOW-FM/Clifton, TX \$300,000
- KLBO-AM/Monahans, TX \$100,000
- KSEY-AM & FM/Seymour, TX No cash consideration
- KLO-AM/Ogden, UT \$312,000
- WYMY-FM/Bedford, VA \$300,000

promissory note at 8% interest, based on an amortization of 10 years with a five-year balloon

BUYER: Maple River Broadcasting Corp. of Mason City, IA, owned by Keven Lein. Phone: (515) 423-6534

SELLER: Golden Midwest Radio Corp. of Winnebago, MN, owned by Robert Weerts and Royal Cerney. Phone: (507) 893-3313

FREQUENCY: 92.9 MHz
POWER: 15.9kw at 300 feet
FORMAT: Country

Kentucky

WLRS-FM/Louisville

PRICE: \$10
TERMS: Stock sale

BUYER: James Champlin of Rockville Center, NY. He is President of BRC Media Management Inc. Phone: (516) 764-8999

SELLER: Beck-Ross Communications Inc., owned by Liberty Broadcasting Group Inc. Beck-Ross owns three other stations. Phone: (610) 658-2700

FREQUENCY: 102.3 MHz
POWER: 3kw at 285 feet
FORMAT: AC

COMMENTS: James Champlin was president of Beck-Ross Communications Inc. until its acquisition by Liberty Broadcasting Group Inc.

Maine

WKIT-FM/Brewer

PRICE: \$450,000
TERMS: Asset sale for cash

BUYER: The Zone Corporation, owned by President Stephen King of Bangor, ME. It also owns WZON-AM/Bangor. Phone: (212) 661-8200

SELLER: H&L Broadcasting Inc. of Maine, owned by Ray Lynch Jr. Phone: (207) 990-2800

FREQUENCY: 100.3 MHz
POWER: 16.5kw at 869 feet
FORMAT: Rock

WNSW-AM/Brewer

PRICE: \$350,000
TERMS: Asset sale for cash

BUYER: Twelve Hundred Corp., owned by Stephen King. Phone: (212) 661-8200

SELLER: H&L Broadcasting Inc., owned by Ray Lynch Jr. Phone: (207) 990-2800

FREQUENCY: 1200 kHz
POWER: 5kw
FORMAT: News/Talk

Minnesota

KLXK-FM/Duluth

PRICE: \$700,000
TERMS: Asset sale for \$30,000 cash

Continued on Page 8

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RADIO BUSINESS

Oregon Station Transfer Nets \$20,000 In Fines

The FCC has fined two Oregon licensees a total of \$20,000 as the result of an LMA gone bad.

Patrick Markham agreed in early 1991 to buy all the airtime on Robert Lawson's **KKMX/Tri-City, OR** and also to purchase **KKMX's** equipment for \$35,000. Markham later took a \$65,000 option to buy the station and assigned that option to another firm headed by his brother, **Michael Markham**.

But when Michael exercised the option and filed for FCC permission to take control of the station, the agency charged that Lawson had improperly transferred control of **KKMX** to Patrick.

The Commission eventually granted the license transfer, but levied \$10,000 in penalties against both Lawson and Patrick Markham.

Hundt Posts Online Address

FCC Chairman Reed Hundt has established a permanent listening post on the Internet.

"Chairman's Forum" now appears on the FCC home page at <http://www.fcc.gov>. Hundt periodically uses the site to share online thoughts concerning legal issues, technology, and programming.

Not surprisingly, Chairman's Forum isn't the hottest address in cyberspace. To date, only about 30 contributions have been logged. And some forum visitors just aren't very nice, according to an FCC spokesman. "Some were obscene," groused the staffer. "Some supported **Howard Stern**."

Osborn Granted Waiver

Continued from Page 6

for another Osborn radio station, **WRWX-FM**, to operate from San Carlos Park, FL instead of Sanibel, FL. The station goes on-air in September.

TRANSACTIONS

Continued from Page 6

and a \$670,000 promissory note at 9% interest

BUYER: NB II Inc. of Virginia, owned by Alan and Bonnie Brill of Newburgh, IN. They own 12 other radio stations. Phone: (812) 423-6200

SELLER: QB Broadcasting Inc. of Cloquet, MN, owned by Alan Quarnstrom. It owns seven other stations and has a 50% interest in **KSCR-AM & FM/Benson, MN**. Phone: (218) 879-4534

FREQUENCY: 101.7 MHz
POWER: 16kw at 46 feet
FORMAT: Gold

KGHS-AM & KSMD-FM International Falls

PRICE: \$150,000 for 25%

TERMS: Stock sale for \$70,000 cash and an \$80,000 promissory note

BUYER: LuVerne Walter of International Falls, increasing her stock interest from 37.5% to 62.5%. Phone: (218) 283-2812

SELLER: Communications International Association Inc., headed by Craig Peacock of Eden Prairie, MN. Phone: (612) 937-7555

FREQUENCY: 1230 kHz; 104.1 MHz
POWER: 460 watts day/229 watts night; 8.5kw at 210 feet
FORMAT: Gold; Country

Mississippi

WBIP-AM & FM/Booneville

PRICE: \$400,000

TERMS: Asset sale for cash

BUYER: Community Broadcasting of Mississippi Inc., headed by President Larry Melton of Camden, TN. Phone: (901) 584-6013

SELLER: WBIP Broadcasting Corp. of Booneville, Ruby Roden, R.J. Bonds, and Don Murphy. Phone: (601) 728-5301

FREQUENCY: 1400 kHz; 99.3 MHz

POWER: 1kw; 6kw at 300 feet
FORMAT: Country; Country

Missouri

KGMY-FM/Aurora

PRICE: \$1.235 million

TERMS: Stock sale for cash

BUYER: My Country Inc., headed by President John Borders. Phone: (417) 869-1059

SELLER: Aurora Broadcasting Inc., owned by Dale Hendrix and John Mitchell. Phone: (615) 893-6777

FREQUENCY: 100.5 MHz
POWER: 33kw at 600 feet
FORMAT: Country

Nevada

KCBN-AM & KRNO-FM & KWNZ-FM/Reno

PRICE: \$4.1 million

TERMS: Asset sale for cash

BUYER: Patterson Broadcasting, headed by President/CEO Jim Wesley. Patterson has contracted to acquire eight other stations.

SELLER: Lorraine Arms. Phone: (702) 826-1355

FREQUENCY: 1230 kHz; 106.9 MHz; 97.3 MHz

POWER: 1kw; 3715 watts at 2215 feet; 87.1kw at 2112 feet

FORMAT: AC; AC; CHR

BROKER: The Mahlman Company

Ohio

WGFT-AM/Youngstown

PRICE: \$250,000

TERMS: Asset sale for \$200,000 cash and a three-year, \$50,000 promissory note at 9% interest

BUYER: Esq. Communications, owned by Percy Squire of Youngstown. He also has a 33% stock interest in Stop 26 Riverbend Inc. of Ohio, which is headed by Robert Douglas of Columbus.

SELLER: WGFT Inc., owned by Timothy and Kathleen DeCapua of Youngstown. They also own **WLKK-**

AM/Erie, PA and are buying a new station in Fairview, PA.

FREQUENCY: 1500 kHz

POWER: 500 watts

FORMAT: Religious

Pennsylvania

WTGC-AM & WUNS-FM Lewisburg

PRICE: \$250,000

TERMS: Asset sale for \$50,000 cash and a seven-year, \$200,000 promissory note at 8% interest

BUYER: Diggins Media Inc., owned by Michelle Diggins. Phone: (717) 524-7306

SELLER: Town Gown and Country Radio, owned by Louis Maierhofer. Phone: (814) 643-1063

FREQUENCY: 1010 kHz; 96.3 MHz

POWER: 1kw day/13 watts night; 3kw at 328 feet

FORMAT: Country; AC

South Carolina

WJUK-FM/Mt. Pleasant

PRICE: \$900,000

TERMS: Asset sale for cash

BUYER: Point Communications Inc., owned by William Dudley III. He owns five other stations. Phone: (803) 884-0520

SELLER: Lowcountry Media Inc. of Charleston, owned by Ronald Hoover and Charles Barton. It owns two other stations. Phone: (803) 566-1100

FREQUENCY: 104.5 MHz

POWER: 28kw at 656 feet

FORMAT: Country

Texas

KYTX-FM/Beeville

PRICE: \$380,000

TERMS: Asset sale for cash

BUYER: Shaffer Communications Group Inc. of Houston, owned by President Joseph Shaffer of Barrington, IL. Phone: (713) 621-4499

SELLER: KYTX-FM Inc. of Beeville, owned by Lou Kost. Phone: (512) 358-4941

FREQUENCY: 97.9 MHz

POWER: 34kw at 584 feet

FORMAT: Gold

KNEL-AM & KIXV-FM/Brady

PRICE: \$475,000

TERMS: Asset sale for cash

BUYER: Farris Broadcasting Inc., owned by Lynn and Cecil Farris. Phone: (214) 642-5144

SELLER: SEC/CESS Broadcasting Inc., owned by Steve Eberett. Phone: (915) 597-2119

FREQUENCY: 1490 kHz; 95.3 MHz

POWER: 1kw; 3kw at 300 feet

FORMAT: Country; AC

COMMENT: The parties have entered into a noncompete agreement.

KBTT-FM/Bridgeport

PRICE: No cash consideration

TERMS: Charitable gift of assets

BUYER: Coastal Community Radio Inc., headed by President James Oyster of Castleton, VA. Phone: (703) 937-4800

SELLER: Family Stations Inc. of California, a nonprofit corporation. It owns 40 radio stations and two television stations.

FREQUENCY: 90.5 MHz

POWER: 20kw at 362 feet

FORMAT: Religious

KWOW-FM/Clifton

PRICE: \$300,000

TERMS: Asset sale for \$75,000 cash and an eight-year, \$225,000 promissory note at 8% interest

BUYER: WOWCO Inc., headed by President Herby Harding of China Spring, TX. Phone: (817) 776-1033

SELLER: Bosque Broadcasting Corp. of Waco, owned by President Lawrence Bush. Phone: (817) 772-5306

FREQUENCY: 103.3 MHz

POWER: 8369 watts at 574 feet

FORMAT: Gold

KLBO-AM/Monahans

PRICE: \$100,000

TERMS: Asset sale for cash

BUYER: Harold and Patricia Ann Callaway of Monahans dba **KLBO-AM**. Phone: (915) 943-2588

SELLER: **KLBO Inc.**, owned by M.R.

Batterton. Phone: (915) 943-2588

FREQUENCY: 1330 kHz

POWER: 5kw day/1kw night

FORMAT: Country

KSEY-AM & FM/Seymour

PRICE: No cash consideration

TERMS: Transfer of licenses

BUYER: Mark Aulabaugh of Seymour. Phone: (817) 888-2637

SELLER: Wesley Yeager Jr. of Seymour. He owns two other stations. Phone: (817) 888-2637

FREQUENCY: 1230 kHz; 94.3 MHz

POWER: 1kw; 3kw at 150 feet

FORMAT: Spanish; News/Talk

Utah

KLO-AM/Ogden

PRICE: \$312,000

TERMS: Asset sale for cash

BUYER: First National Broadcasting Corp. of Ogden, headed by President Brent Larson of Las Vegas. It also owns **KSOS-AM & KLZX-FM/Brigham City, UT**. Phone: (801) 621-3131

SELLER: KLO Broadcasting Corp. of Ogden owned by John Webb. He also owns **KBZN-FM/Salt Lake City**.

Phone: (801) 627-1430

FREQUENCY: 1430 kHz

POWER: 5kw

FORMAT: AC

Virginia

WYMY-FM/Bedford

PRICE: \$300,000

TERMS: Asset sale for \$150,000 cash and a two-year, \$150,000 promissory note

BUYER: JLR Communications Inc. of Virginia, headed by President Diane Newman of Bedford and VP Jeffrey Raynor of Moneta, VA. It also owns **WLQE-AM/Moneta**. Phone: (703) 297-1188

SELLER: J.R. McClure dba Tri-City Media Company of Greenville, SC. He owns two other radio stations and is president of **Missionary Broadcasters Inc.**, a nonprofit religious organization. Phone: (803) 297-8000

FREQUENCY: 106.9 MHz

POWER: .33kw at 1276 feet

FORMAT: Country

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ABC RADIO NETWORKS

WZJM/Cleveland Courts Rodman For PD Position

Eubanks oversees music

Lisa Rodman has been named PD at Zebra Broadcasting CHR WZJM/Cleveland. Rodman, who has been handling nights at crosstown NAC WNWV, fills the vacancy left by J.J. Quest's exit three months ago.

Zebra President Lynn Tolliver told R&R, "[Rodman] will be putting the staff together and getting them on the right path — a direction we've lacked for quite some time. She has a lot of knowledge about going after specific demographics, and having been in the market, she has a good perspective of the stations she's up against. She has all the right ideas and experience." Tolliver pointed out that MD "Big Dave" Eubanks would remain solely responsible for music decisions.

Before joining WNWV, Rodman was PD at CHR WRQK/Canton, OH. She also has worked at stations in Providence and New Orleans.

Wolfe WOKY & WMIL/Milwaukee OM

WMIL-FM/Milwaukee PD Kerry Wolfe has been promoted to OM for the Country station and Nostalgia sister WOKY-AM. He'll also handle programming for both stations.

"I'm looking forward to maintaining WMIL's No. 1 position in the market and taking WOKY to the next level," Wolfe told R&R. "It will also be tons of fun learning a new format."

Meanwhile, Wolfe has promoted WOKY PD Dan Willis to that outlet's LSM and WOKY morning news anchor Gregory John and WMIL evening personality Scott Dolphin to APDs of the respective stations.



Wolfe

Reese To Work As Nat'l Dir./Promotion

Dennis Reese has been appointed National Director/Promotion for the Work Group. Based in New York, Reese will be responsible for National Promotion at CHR, Alternative, and Rock radio. He segues over from Columbia Records, where he was Local Promotion Manager for the New England region.

"During the first five years I knew Dennis, I was promoting records to him at radio stations," said Work Group Sr. VP Burt Baum-



Reese

gartner, to whom Reese will report. "He then brought that experience to Columbia, where he was one of my key promotion reps. He's evolved into one of the best in the business, and he'll be playing a vital role in the success of the Work Group."

Reese, who joined Columbia in 1992 as Local Promotion Manager for the Carolinas/Tennessee region, was named Columbia Promotion Person of the Year in 1993.

EXECUTIVE ACTION

Saurer Becomes GSM At WEDG & WGRF/Buffalo

Bill Saurer has been promoted from LSM to GSM at Mercury Alternative and Rock combo WEDG-FM & WGRF-FM/Buffalo.

WEDG & WGRF GM Charles Banta said, "Bill has been an effective leader and manager for the sales department and is deserving of his new title."

Saurer told R&R: "I'm thrilled at the format change on 103.3 [WEDG] to Alternative and looking forward to unprecedented revenue."

Saurer joined the combo four years ago as LSM. Previously, he served as GSM at crosstown WJYE.



Saurer

Bloch Named SW Nets VP/Communications

Leslie Bloch has been appointed VP/Communications at SW Networks. In her new position, she'll oversee the company's Marketing, Creative Services, Online Services, NetSpace, and Communications departments.

"Leslie's expertise will allow us to unify all of our marketing and communications efforts," said SW Networks President/CEO Susan Solomon. "I'm confident she will be tremendously effective in developing an even stronger image and presence."

Prior to joining SW, Bloch was a marketing consultant to Hallmark Entertainment. She also has served as VP/Marketing at MGM/UA and has held various marketing and communications posts at other major entertainment companies.



Bloch

Smith, Ragusa To Tommy Boy Directors/A&R; LaCatis Joins Label As Director/Media

Tommy Boy Music has expanded its A&R and Media departments by tapping Gabrielle Smith and Albee Ragusa as Directors/A&R and Audrey LaCatis as Director/Media.



Smith



Ragusa



LaCatis

Smith most recently held a similar post at RAL/Def Jam, while Ragusa segues from his Tommy Boy Director/Marketing post. Both will oversee the recording of albums and seek new talent.

LaCatis — who will head the label's media department — previously served as Director/Media & Artist Relations for Dallas Austin Recording Projects. Prior to that, she was Director/R&B Publicity at Arista Records.

Mercury/Nashville Ups Two To Nat'l Promo

Mercury/Nashville has upped longtime staffers Norbert Nix and Pat Surnegie to Directors/National Promotion. Nix previously served as Director/Artist Relations, and Surnegie was Director/Regional West Coast Promotion.

The appointments were announced Monday (8/7), following last week's resignation of Sr. Director/National Promotion Kevin Herring. Label President Luke Lewis is weighing the options regarding a possible replacement for the Sr. Director slot.

"Both Pat and Norbert have been major contributors to the success of Mercury/Nashville," Lewis told R&R. "I have total confidence in their ability to lead the promotions staff through this transitional period."

Nix will oversee the Eastern U.S. from the Nashville office; Surnegie will supervise the West out of Los Angeles.



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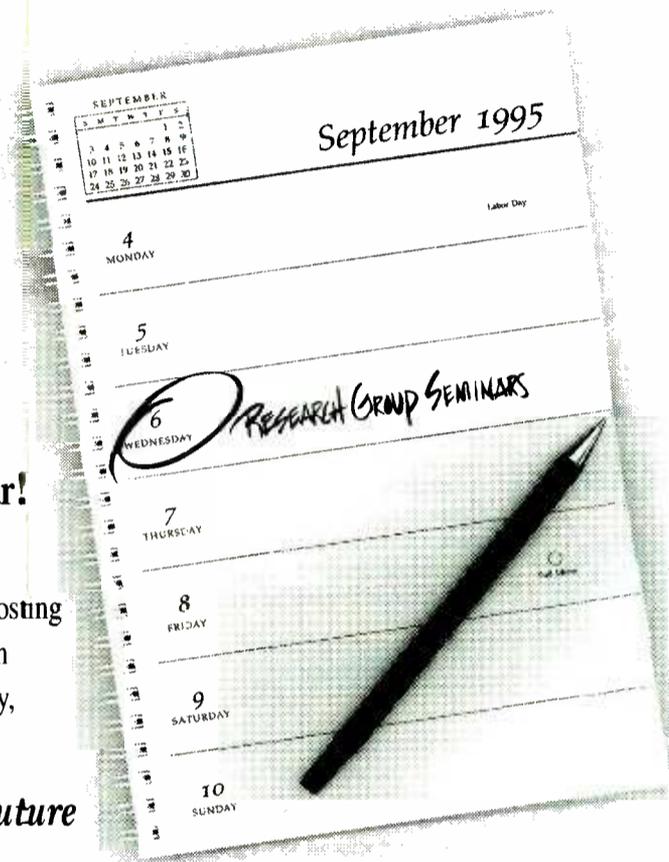
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UPDATE

Ganbarg Rises To Sr. Director/A&R At EMI

Pete Ganbarg has been promoted to Sr. Director/A&R at EMI Records (EMI/SBK/Chrysalis). He most recently served as Director in that department.

"Pete has tremendous ears and a great gift for working projects through the company," commented President/CEO Davitt Sigerson, to whom Ganbarg will report.

Ganbarg began his EMI tenure in 1989 as SBK's Manager/A&R. He advanced to Director in 1992.



Ganbarg

Federated's KCMA/Tulsa Flips To NAC KOAS

Federated Media '70s outlet KCMA/Tulsa flipped to NAC on Wednesday (8/9), using new call letters KOAS.

"We're convinced that NAC will be very successful in Tulsa," said GM Bill Paddock. "We've retained Broadcast Architecture to help accomplish our programming goals because we're just so impressed with their team."

To kick off the new format and entice new listeners, the station handed out engraved invitations announcing the change and frequency to 4000 attendees of the Greenwood Jazz Festival.

Magnatone Taps Stewart As COO

Colin Stewart has been named COO at Nashville-based Magnatone Entertainment Group, which includes Magnatone Records, Magnatone Music Publishing, and Magnatone Artist Management. He formerly was VP/Marketing & Sales at Morgan Creek Records.

"We're very fortunate to have Colin join the growing Magnatone family of companies in Nashville," CEO Jim Mazza remarked. "We'll be utilizing the many skills that Colin possesses to strategically guide our expanding entertainment group into the next century."

Prior to joining Morgan Creek, Stewart spent seven years in the EMI Music system, most recently as EMI America's VP/Marketing & Sales.



Stewart

PROS ON THE LOOSE

Irena Richard-Brandon — Middays WLVE/Miami (305) 532-7214

Mike Esparza — Mornings KCBC/San Diego (619) 287-3737

Stu Grant — Evenings WLVE/Miami (305) 651-2235

Jay Hasting — PD KTXV/Columbia, MO (314) 634-7655

Terry Jacobs & Wild Bill Cody — Mornings WBBM/Chicago (708) 297-2096

Mike Manion — Mornings WPAT/New York (609) 936-0653

Rocky (Lee Rockwell) — Middays WZBH/Ocean City (302) 422-2808

Traci Thomas — Middays KHAY/Oxnard, CA (310) 840-4082

Rovner

Continued from Page 1

we build an atmosphere that calls for nothing less than excellence."

In his previous position, Rovner oversaw various businesses within BMG Ventures, including Private Music and Windham Hill Records. Prior to that, he served as Arista Records' Sr. VP and spent a decade at Columbia Records in various senior marketing posts.

Radio Hall Of Fame Taps New Inductees

Five Black radio pioneers are among the nine individuals named as 1995 inductees to the Chicago-based Radio Hall of Fame. Legendary Black radio personalities Herb Kent, Hal Jackson, and the late Yvonne Daniels will be honored alongside longtime WTIC/Hartford morning man Bob Steele, veteran sportscaster Jack Buck, and satirist-turned-radio advertising producer Stan Freberg.

Among the execs entering the Hall of Fame this year are Jesse Blayton (owner of the first black-owned radio station, WERD/Atlanta) and KPRT-AM & KPRS-FM/Kansas City's Andrew Carter — both posthumously — as well as EFM Me-

dia Chairman Edward F. McLaughlin. Rounding out the inductee list is the "CBS World News

Roundup" program. This year's class is set to be inducted during a live radio broadcast on October 29.

MUSIC DATEBOOK

MONDAY, AUGUST 21

1980/The production of "The Pirates Of Penzance," co-starring Linda Ronstadt, moves to Broadway.

1993/Bernie Taupin marries Stephanie Haymes.

1994/"Barbra Streisand — The Concert" becomes the highest-rated special in HBO's history, attracting 11.2 million viewers.

Born: Kenny Rogers 1938, Joe Strummer (ex-Clash) 1955, Budgie (Siouxsie & The Banshees) 1957

TUESDAY, AUGUST 22

1964/The Beatles perform at the Hollywood Bowl. The show is recorded and released as an album in 1977.

1968/Cynthia Lennon files for divorce from her husband, John.

1979/Led Zeppelin release their final album, "In Through The Out Door."

1980/Barry Manilow is awarded a star on the Hollywood Walk Of Fame.

1992/Sting marries his girlfriend of 10 years, Trudy Styler.

1993/Queen Latifah makes her TV acting debut as "Living Single" premieres on Fox-TV.

Born: Roland Orzabal (Tears For Fears) 1961, Debbi Peterson (ex-Bangles) 1961, Tori Amos 1963

WEDNESDAY, AUGUST 23

1962/John Lennon marries Cynthia Powell.

1974/Drummer "Mighty" Max Weinberg joins Bruce Springsteen's E Street Band.

1993/Duran Duran receive a star on the Hollywood Walk Of Fame.



Duran Duran — Hollywood swingin'

Born: The late Keith Moon (Who) 1946, Rick Springfield 1949

THURSDAY, AUGUST 24

1967/The Beatles begin studying Transcendental Meditation with the Maharishi Mahesh Yogi.

1968/The Who's Keith Moon drives a Lincoln into the pool at a Flint, MI Holiday Inn.

1981/Mark David Chapman is sentenced to 20 years for murdering John Lennon.

1990/Sinead O'Connor announces she won't perform if the U.S. National Anthem is played before her forthcoming New Jersey show.

1994/Pearl Jam drummer Dave Bruzzone is fired. He's replaced by Eleven drummer Jack Irons.

FRIDAY, AUGUST 25

1970/Elton John makes his U.S. debut at L.A.'s Troubador.

1989/John Mellencamp becomes a grandfather when his daughter, Michelle, gives birth to daughter Elexis Suzanne Peach. Also ... Duran Duran frontman Simon LeBon and his wife, Yasmin, become parents to daughter Amber Rose.

1994/Billy Joel and Christie Brinkley are divorced.

Born: Walter Williams (O'Jays) 1942, Gene Simmons (Kiss) 1950, Elvis Costello 1954

SATURDAY, AUGUST 26

1970/At the Isle Of Wight Pop Festival, Jimi Hendrix performs what will be his last concert.

1991/Randy Newman wins an Emmy for composing music for "Cop Rock." Then-KPWR (Power 106)/L.A. morning man Jay Thomas also wins an Emmy for a guest appearance on "Murphy Brown."

Born: Valerie Simpson 1946, Bradford Marsalis (Buckshot LeFonque) 1961

SUNDAY, AUGUST 27

1965/The Beatles meet Elvis Presley at his Bel-Air home. Presley greets them while playing bass along with the music on a TV.

1967/Beatles' manager Brian Epstein dies of a sleeping pill overdose.

1990/Stevie Ray Vaughan and three members of Eric Clapton's band are killed in a helicopter crash in Wisconsin.

Born: Alex Lifeson (Rush) 1943, Glen Matlock (Sex Pistols) 1956 — Paul Colbert

CHRONICLE

MARRIAGES

WKBG/Binghamton, NY PD Todd McCarthy to Lori Bazillia, August 5.

Warner Bros. Records recording act Fourplay bassist Nathan East to Anita Wright, July 15.

PPL/MCI Entertainment Group Chairman Jaeson St. James Jarrett to Zettitalia Music International President Suzette Louise Cuseo, July 15.

BIRTHS

R&R Computer Services' Daniel Holcombe, wife Diane, daughter Miranda Lynn, August 5.

WXXX/Orlando MD Larry D., wife Carol, son Christopher Lawrence Delarosa, August 5.

KXFX/Santa Rosa, CA PD Chris White, wife Elisabet, daughter Kelcie Patricia, August 2.

WBIG-FM/Washington, DC PD Steve Allan, wife Theresa, daughter Maura Alexandra, July 28.

Fox Records Sr. VP/Marketing & Promotion Geoff Bywater, wife Playground Marketing founder/President Kathleen, son David James, July 25.

Capitol Records recording act Bonepony guitarist Bryan Ward, wife Lori, son Mason Tyler, July 22.

Capricorn Records Exec. Assistant Paula Davis, husband Rick Vincent, son Jake Jefferson, July 5.

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MEDIA

'ZINE SCENE

The Whole Hole Truth!

The whole of Hole is on the cover of *Rolling Stone*, which takes great pains to interview each of the band's members. Noting that her father works for Pacific Bell and her mother for GTE, drummer **Patty Schemel** explains her calling thusty: "We're a communications family."

Meanwhile, bassist **Melissa Auf der Maur** talks about being the daughter of a high-profile Montreal politician/journalist: "For my entire life I was **Nick Auf der Maur's** daughter, and all of a sudden he's Melissa Auf der Maur's father."

Speaking of family, guitarist **Eric Erlandson** muses, "The two people in my life [galpal/actress **Drew Barrymore** and the band's irrepresible leader, **Courtney Love**] are like these people that are everywhere. It's pretty sick for me to go to a newsstand."

Love, of course, drops quotes like bombs: "If I wanted to do drugs, I couldn't get them, because I'm me, and it's too much of a risk [for the dealer]" and "Rock is really about dick and testosterone. I go see a band, I wanna fuck the guy — that's the way it is; it's always been that way. I love competing with that, but I didn't come in here to, like, change that. So I just feel like [Lollapalooza] is dickless, straight out."

Incidentally, Love recently dropped by Jumbo's Clown Room in Hollywood, where she slipped \$20 bills into the strippers' G-strings. Ms. Love, of course, used to dance topless at Jumbo's, working under the name "Cristal" (*Globe*).

Love & Marriage

Mick Fleetwood married **Lynn Frankel** at Tavern On The Green in NYC's Central Park (*Star*).

The *Star* also reports that **Lisa Marie Presley** is angry about hubby **Michael Jackson's** plans to build a guest house for **Macaulay Culkin** to live in at his Neverland estate.

Mere days after **Christie Brinkley** walked out on her new husband, she moved back in with ex-hubby **Billy Joel** (*Star*, *National Enquirer*, *Globe*).

Meanwhile, the NYPD arrested a cabdriver who's been stalking **Roberta Flack** for the last 12 years (*Star*, *National Enquirer*).

And ... **Lenny Kravitz** dumped supermodel **Naomi Campbell** when his longtime lover **Vanessa Paradis** got wind of the affair (*Globe*).

Status Quotient

"This is the best crowd in rock 'n' roll, totally unself-conscious about status" — anchorman **Peter Jennings** unmasks the **Grateful Dead's** appeal (*Rolling Stone*).

The *Elle* 25 includes **Lisa Loeb** (Geffen A&R dude **Jim Barber** says her new album is "more of a rock-band record than a singer-songwriter record. The loud guitar songs are closer to **Matthew Sweet** than **Joni Mitchell**.) and **Leonard Cohen**.

Elle also devotes six pages to new **KLSX/L.A.** talk host **Kato Kaellin**, who says, "I was pretty, no, very hip back then — I mean, I always knew I was way, way ahead of my time."

The New Originals

"There's something primal and seemingly irresistible about it" —

Mercury Nashville President **Luke Lewis**, who points out that **Shania Twain's** "Any Man Of Mine" single has almost the same beat as **Queen's** classic "We Will Rock You" (*Entertainment Weekly*).

"Women need a lot of understanding, and they need songs to help them express themselves. I want to make today's women feel what I felt years ago when I listened to **Tammy [Wynette]**" — **Lorrie Morgan** delivers her mission statement (*Entertainment Weekly*).

"I've never stolen a musical lick in my life. We all come from a slave singing out in a field somewhere" — **Lenny Kravitz** denies the allegations (and the allegators) for *Us*.

Star Power

To celebrate their sixth anniversary, **Reba McEntire** surprised hubby **Narvel Blackstock** with a \$265,000 red Lamborghini (*National Enquirer*).

"People are always looking at us, saying, 'Man, you guys have really come a long way.' But I'm sorry. We're not at the level we're supposed to be in terms of cash flow" — **TLC's Rozonda "Chilli" Thomas** discusses the group's recent bankruptcy filing in *Rolling Stone*.

"If you bring your own sandwich and you start eating it, they'll come quickly" — **Bjork** tells *Time* how to get quicker service at posh restaurants.

"A whip? Try again, darling. It was a baton! And that baton is in some warehouse right now with a tag attached that says 'Dear Annie, sell me in 20 years at an auction for a million dollars.' People love the props, you know" — **Annie Lennox** answers the musical question, "where's the whip from the 'Sweet Dreams (Are Made Of This)' video?" (*Us*).

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

TELEVISION

TOP TEN SHOWS JUL. 31-AUG. 6

- 1 *Seinfeld*
- 2 *20/20*
- 3 *ER*
- 4 *Newsradio*
- 5 *Friends (8:30pm)*
- 6 *Home Improvement*
- 7 *Grace Under Fire*
- 8 *Dateline NBC (Tues.)*
- 9 *Dave's World*
- 10 *Coach*

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

COMING NEXT WEEK

Tube Tops

"**Michael Jackson** Online Simulchat" — a live forum wherein the artist is set to communicate with fans around the world via America Online, Prodigy, CompuServe, and the World Wide Web — airs as an hour-long MTV special (Thursday, 8/17, 10pm EDT/7pm PDT).

Friday, 8/11

- **Victoria Shaw**, "Music City Tonight" (TNN).
- **George Jones & Tammy Wynette**, "The Tonight Show With Jay Leno."

Monday, 8/14

- "Dead Ahead — The Grateful Dead In Concert" debuts on PBS, showcasing the band's 15th anniversary concert that took place in 1980 at NYC's Radio City Music Hall (check local listings).
- **Dave Matthews Band**, "Jay Leno."
- **Willie Nelson**, "Late Show With David Letterman."

Tuesday, 8/15

- **Kenny Chesney** and **Johnny Paycheck** are interviewed on "The Ralph Emery Show" (TNN).
- **All-4-One** are slated to perform when CBS presents the two-hour "Miss Teen USA Pageant" (9pm).
- **Michael Bolton**, "Jay Leno."
- **Brother Cane**, "Late Night With Conan O'Brien."

Wednesday, 8/16

- **LL Cool J** checks out the latest in technology when he hosts "Breakthrough: Amazing Things To Come," an hourlong NBC special (8pm).
- **Barbara Mandrell** is interviewed when TNN premieres the hourlong "Ralph Emery On The Record With Barbara" (8pm EDT/5pm PDT).
- **Mark Chesnutt** and **Daryle Singletary**, "Music City Tonight."
- **Don Was**, "Conan O'Brien."

Thursday, 8/17

- **Jack Jones**, **Maureen McGovern**, **John Raitt**, **Dionne Warwick**, and **Margaret Whiting** perform "The Great Love Songs," an hourlong special debuting on PBS (check local listings).
- **Daryle Singletary**, "Ralph Emery."
- **Suzy Bogguss**, "Music City Tonight."
- **Terence Trent D'Arby**, "Jay Leno."

FILMS

WEEKEND BOX OFFICE AUGUST 4-6

- | | |
|---|---------|
| 1 <i>Waterworld</i> | \$13.45 |
| (Universal) | |
| 2 <i>Something To Talk About (WB)*</i> | \$11.11 |
| 3 <i>Babe (Universal)*</i> | \$8.74 |
| 4 <i>Virtuosity</i> | \$8.30 |
| (Paramount)* | |
| 5 <i>The Net</i> | \$7.63 |
| (Columbia) | |
| 6 <i>Apollo 13</i> | \$7.31 |
| (Universal) | |
| 7 <i>Clueless</i> | \$4.73 |
| (Paramount) | |
| 8 <i>Nine Months (Fox)</i> | \$4.63 |
| 9 <i>Operation Dumbo Drop (Buena Vista)</i> | \$4.27 |
| 10 <i>Bushwacked (Fox)*</i> | \$2.98 |

All figures in millions

* First week in release

Source: Entertainment Data Inc.

COMING ATTRACTIONS:

This week's openers include "Dangerous Minds," starring **Michelle Pfeiffer** and **George Dzundza**. **Wendy & Lisa** not only composed and perform the movie's score, they also contrib-

ute "This Is The Life" to the film's MCA soundtrack. **Rappin' 4-Tay** provide two cuts ("Problems" and "A Message For Your Mind") to the album, which also features **Coolio** ("Gangsta's Paradise"), **Aaron Hall** ("Curiosity"), and **Immature** ("Feel The Funk"). Tracks by **Big Mike**, **Mr. Dalvin & Static**, **Tre Black**, **24-K**, **DeVante**, and **Sista** featuring **Craig Mack** round out the LP.

"The Brothers McMullen" — starring **Jack Mulcahy**, **Mike McGlone**, and director **Edward Burns** — opens in limited release this week. The film's forthcoming **Arista** soundtrack spotlights "I Will Remember You," a previously unreleased song by **Sarah McLachlan**.

Also opening in limited release this week is "Unzipped," a documentary on fashion designer **Isaac Mizrahi** starring supermodels **Linda Evangelista**, **Naomi Campbell**, **Cindy Crawford**, and **Kate Moss**. **Matador Atlantic** is set to release the **Pizzicato Five's** "Happy Sad" as the film's single.

VIDEO

NEW THIS WEEK

- **TANK GIRL (MGM/UA)**
Starring **Lori Petty** as the title character and **Priority** act **Ice-T** as a half-man, half-kangaroo mutant, this feature film also showcases **Virgin** artist **Iggy Pop** in a cameo appearance as "Rat Face." The film's **Elektra/EEG** soundtrack sports the **Magnificent Bastards'** "Mockingbird Girl" and **Bjork's** "Army Of Me" as well as cuts by **Hole**, **Bush**, **Portishead**, **Belly**, **Veruca Salt**, **Devo**, **L7**, **Ice-T**, and **Stimp**. To complete the LP, **Joan Jett** and **Paul Westerberg** duet on **Cole Porter's** "Let's Do It."

MUSIC & MOVIES

CURRENT

- **VIRTUOSITY (Radloactive)**
Single: White, Discussion/Live
Other Featured Artists: **Dig**, **Worldbeaters** & **Peter Gabriel**
- **APOLLO 13 (MCA)**
Featured Artists: **Mavericks**, **James Brown**, **Hank Williams**
- **CLUELESS (Capitol)**
Singles: **The Ghost In You/Counting Crows**
Need You Around/Smoking Popes
Supermodel/Jill Sobow
Other Featured Artists: **Coolio**, **Luscious Jackson**, **Radiohead**
- **NINE MONTHS (Fox/Milan)**
Featured Artists: **Little Steven**, **Marvin Gaye**, **Tyrone Davis**
- **POCAHONTAS (Walt Disney)**
Single: **Colors Of The Wind/Vanessa Williams** (Hollywood)
Other Featured Artists: **Jon Secada**, **Shanice**
- **FREE WILLY 2 (MJJ/550 Music)**
Featured Artists: **Brownstone**, **Pretenders**, **Expose**
- **BATMAN FOREVER (Atlantic)**
Single: **Kiss From A Rose/Seal (ZTT/Sire/WB)**
Other Featured Artists: **Brandy**, **U2**, **Offspring**
- **CASPER**
Single: **Remember Me This Way/Jordan Hill (MCA)**
- **KIDS (PolyGram)**
Featured Artists: **Daniel Johnston**, **Folk Implosion**
- **MIGHTY MORPHIN POWER RANGERS THE MOVIE (Atlantic)**
Single: **Trouble/Shampoo (IRS)**
Featured Artists: **Red Hot Chill Peppers**, **Van Halen**
- **BAD BOYS (WORK)**
Singles: **Shy Guy/Diana King**
Someone To Love/Jon B. & Babyface (Yab Yum/550 Music)
Other Featured Artists: **2Pac**, **Da Brat**, **Ini Kamoze**

COMING

- **DANGEROUS MINDS (MCA)**
Singles: **Curiosity/Aaron Hall (Silas/MCA)**
Feel The Funk/Immature
Other Featured Artists: **Rappin' 4-Tay**, **Sista**, **24-K**
- **EMPIRE RECORDS**
Single: **Til I Hear It From You/Gin Blossoms (A&M)**

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Capitol

Continued from Page 1

we've had at Capitol wouldn't have been accomplished without the vision and foresight of Bruce Kirkland," label President/CEO Gary Gersh told **R&R**. "His dedication and determination to bring Capitol back to its wonderful roots has driven us to what we believe will be greater heights with his new promotion."

Kirkland succeeds **Ralph Simon**, who departed to pursue "varied business interests," according to a Capitol statement.

As for his new GM/East Coast, Gersh told **R&R**, "It's an absolute pleasure to be able to work side-by-side with one of the real music giants in our industry. Bruce Lundvall's interaction with artists and people will bring an incredibly strong presence to our constantly expanding East Coast office."

Glass

Continued from Page 1

bling a field staff for Rising Tide, which Morris intends to launch through **MCA Records** in January.

Glass most recently was President of his own label, **Underdog**, which released a hip-hop album through **Columbia**. Underdog's status is now unclear. "I have some deals pending," Glass said. "I signed a couple of artists, so we'll see what happens."

Glass presided over **EMI** for 18 months until October 1994. Prior to that, he was Sr. VP at **Chrysalis Records** and Exec. VP/GM at **SBK**.

Addressing rampant rumors that ousted **Warner Music Group U.S. President/COO Mel Lewinter** and **Warner Bros. Records Chairman Danny Goldberg** (who is reportedly negotiating his exit package) would also swim to the Tide, Glass said he had "no idea." But he added, "It'd be amazing [if they did]. They're great guys. The best."

Sweeney

Continued from Page 3

"Ron's extensive network of industry contacts — combined with his wide-ranging experience in the black-music field — represent the kind of dynamic leadership crucial to **Sony Music's** expansion in the years ahead," said **Sony Music President/CEO Thomas Mottola**. "He brings an energy and expertise from which everyone will benefit."

Epic Records Group Chairman David Glew added, "I'm looking forward to a close working relationship with him in the hopes that we can explore new paths of artist development that have never been tried before."

Over the past 15 years, **Sweeney's** West Coast-based law offices have represented **Jimmy Jam & Terry Lewis**, **Public Enemy**, and **Queen Latifah**, among others. Simultaneously, as **Avant Garde Management Chairman**, he handled **Color Me Badd** and **Klymaxx**. **Sweeney** also served as Chairman of **Mandingo Entertainment**, a joint venture with **Motown** and **Philips Media**.

Chancellor

Continued from Page 1

cools. **Bill Steding** of **Star Media Group**, which brokered the Chancellor-Shamrock deal, said, "The difference over preceding cycles is we have a compelling economic argument for the prices we're getting." Although he predicts that prices will eventually drop, it won't be the precipitous fall of 1989-91, when multiples slid from the 10-11x range to 7-8x: "I don't think you'll see the cyclical downside crisis market correction."

Chancellor's deal gives it duopolies in San Francisco (four stations), Minneapolis (five), Denver (three), Cincinnati (three), and Sacramento (three). It will also have "regional duopolies" in the New York City area (one station in NYC, two in Nassau/Suffolk) and Los Angeles (two in L.A., two in Riverside-San Bernardino). The company will apply for an **FCC** ownership waiver for the five Minneapolis stations.

Future mega-deals like Chancellor-Shamrock won't be financed with highly leveraged funds, which may protect companies from becoming overburdened with risky debt — a condition that contributed to the market-wide shakeout of the '80s. "There's more equity going into the deals than there was in 1980, and it's broadcasters buying the stations — they're in it for the long haul," said **Hepburn**.

'Sell Or Buy?'

Where will the inventory for these predicted sales come from? **Steding** stated, "Every owner in America is thinking, 'Do I sell or do I buy?' And at these prices, there will be more sellers than buyers. Most major groups controlled by institutional equity players will probably exit. That's what **Pyramid** is all about; that's what **Shamrock** was all about. The institutional investor that has been in a property for more than three years will look at a market with high value and say, 'Gee, maybe it's time to take our money off the table.'" Among the radio groups known to have large institutional investors are **Granum Communications**, **Liberty Broadcasting Corp.**, and **Alliance Broadcasting**.

A frequently overlooked source of inventory may become available if a capital gains tax cut pending in Congress becomes law. Although there's still dicker to be done, conservative estimates put the new reduced tax at 20%, down from the current 28%. Such a cut may present an ideal opportunity for families that own stations to sell. **Said Steding**, "History tells us when that [the capital gains tax cut] happens, take advantage of it because it doesn't last."

Nash

Continued from Page 3

Nash began his career as **Atlantic's** Regional Promotion Manager in 1980, rising to VP/National Promotion, **Black Music Division** in 1986. Three years later, he advanced to Sr. VP/Promotions & Marketing.

Telecom

Continued from Page 1

ownership rules are all but history.

Last Friday (8/4), the House approved its telecommunications bill (H.R. 1555) by a veto-safe margin of 305-117. The House measure, like a Senate version that was approved in June by an 81-18 vote, calls for total elimination of the radio ownership caps.

Prior to the final vote on H.R. 1555, **Clinton** publicly vowed to veto any telecom bill that did not address his concerns about broadcast sex and violence, excessive concentration of media ownership, and the deregulation of cable TV rates.

Two Amendments

The House dealt with two of those issues by adopting two key amendments to H.R. 1555. One required new TV sets to carry the "v-chip," a computer chip enabling parents to filter out overly violent or sexually graphic programming. Another amendment scaled back the amount of TV ownership deregulation contained in the original bill.

Perhaps as a result of those changes, the president moderated his rhetoric after the vote, saying only that he needed to study the entire bill presented to him before deciding whether or not to veto it.

Before the president even sees the bill, a House-Senate conference committee will hammer out differences between the bills passed by the two chambers. While that confab might result in additional changes to make the overall measure more palatable to the president, it's unlikely any of the conferees will tamper with the radio provisions. The reason: There simply isn't that much concern about the issue.

As one insider noted, "Not one [member of the House] sought to introduce an amendment to H.R. 1555 to block elimination of the ownership caps."

Will Clinton Sign?

According to one veteran Congress watcher, Congress should have a final version of the telecom bill on the president's desk sometime in early November. Insiders are divided on what **Clinton** will do with the measure.

One school of thought says that if the v-chip and TV ownership limits survive the conference committee, the president will declare victory and sign the bill. Others believe he will veto the legislation, wait for the Republican Congress to override him, then campaign against the GOP as the party that allowed cable rates to soar.

But some political pundits point out that an override would make the president look weak. These observers think **Clinton** will exercise his option to allow the bill to become law without his signature. That way, he can avoid the embarrassment of an override and still bash the Republicans.

But regardless of which option **Clinton** chooses, it looks to be just a matter of time before radio ownership rules go the way of pet rocks and eight-track tapes.

Naylor

Continued from Page 3

dy Miller. "I'm confident that under her leadership, this new department will exceed all of our expectations."

Naylor stated, "This is an amazing opportunity for me, both personally and professionally. I'm thrilled to be in a position to lead **MCA's** commitment to alternative music."

Prior to stints at **Mute Records** and the **Second Vision** artist management company, **Naylor** worked in radio. She joined **KDGE/Dallas** in 1989 as an air talent, rising to Asst. PD in 1991 and PD in 1992.

In other news, as part of the Alternative Music Department's reorganization, **Jack Fulmer**, **Todd Ahsmann**, and **Ken Williams** have been named Regional Alternative Promotion Representatives for the Northeast, Midwest, and Southwest regions, respectively.

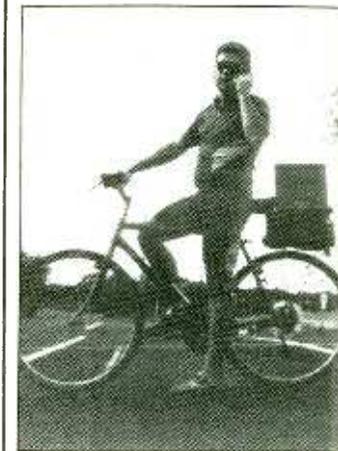
Allen

Continued from Page 3

Allen told **R&R** that **WWRC** will focus "on the entertainment side" of Talk and will do more to promote itself. "We're set with [shows] on the right and left sides of politics. Now we need to fill in the middle. To borrow a line from **Geraldo Rivera**, we're going to give people 'the meat, the heat, and angles that are unique.'"

During his tenure with **Radio One**, **Allen** also was responsible for news and programming at Talk simulcast **WOL/Washington** and **WOLB/Baltimore**. In addition, he handled morning news anchor duties at the group's **Urban WMMJ/Washington**. His career also includes a stint with **CBS National Television Sales** as well as the *Los Angeles Times*, where he handled both sales and reporting duties.

For Pedaling Or Peddling



Later this month, broker/cyclist extraordinaire **Ted Hepburn** is again riding in the **MS-150** two-day, 150-mile bicycle tour to raise funds to battle multiple sclerosis. This year, his bike is equipped with a cellular phone and a rack-mounted laptop PC so the wheels of commerce can also keep turning ...

Stevens

Continued from Page 3

activities," said Sr. VP/Promotion **Bill Catino**. "Our relationship goes back many years to when he was in radio. His extensive radio background helped him become one of the best regionals in the business. As VP/National Promotion, **Terry** will be a major asset to all of us."

Stevens will serve as a liaison between the label and Country stations nationwide. At Capitol/Nashville, he was part of the promotion team that helped propel the careers of **Garth Brooks**, **Suzy Bogguss**, **John Berry**, and **Shenandoah**.



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STREET TALK

Sky Daniels Island Hops!

In a surprise move, Island Sr. VP/Promo Sky Daniels and the label have parted company, citing philosophical differences. "I learned a lot while at Island," Daniels told ST. "It's exciting to see the artist development of such acts as Melissa Etheridge, the Meat Puppets, and PM Dawn now come to fruition. Stay tuned for an equally exciting new announcement from me."

Look for Elektra Exec. VP Craig Lambert to make an executive move of epic proportions shortly.

Is American Radio Systems poised to buy WTIC-AM & FM/Hartford for about \$45 million? That's what ST hears, but nobody's talkin'.

Arbitron Speaks!

Reversing its decision to decline comment until more complete results were available, the Arbitron Advisory Council has spoken out on a just-finished study of the reliability of Arbitron's audience estimates (R&R 8/4). Chairman Bill Kelly told ST the research demonstrates that while Arbitron's market-wide audience figures are "extremely reliable," the reliability of estimates for individual stations varies significantly.

For that reason, Kelly said, advertisers should judge the performance of their radio buys on results from the entire market rather than on a station-by-station basis.

Two changes in the 550 Records promo department: Neda Leppard Tobin is upped from Dir./Pop Promo to Sr. Dir./Pop Promo, and

Desiree Schuon is elevated from Assoc. Dir./Pop Promo to Tobin's prior slot.

NAB Exec. VP John Abel exits, effective August 18, to become Prez/CEO of a new broadcast technology company being formed by Chris-Craft/BHC Communications and LIN Television Corp. No word on his successor.

Yipes! Stripes!

ST tips its topper to KZBB/Ft. Smith, AR for coming up with a unique marketing image. The Active Rocker held a funeral to shed its old "Star 98" moniker and debuted "Zebra 97.9 — We've earned our stripes." More than 10,000 people attended the wake party, which featured Wild T & The Spirit and Corey Stevens & Texas Flood.



WVKS/Toledo owner Noble Broadcasting buys crosstown Soft AC WLQR. WVKS MD/afternoon driver Curt Kruse segues to the same slots at WLQR, but will continue to serve as MD at WVKS. Meanwhile, Johnny D comes from WZJM/Cleveland to take afternoons at WVKS, and WLQR afternoon driver Andi McKay shifts to middays at WVKS.

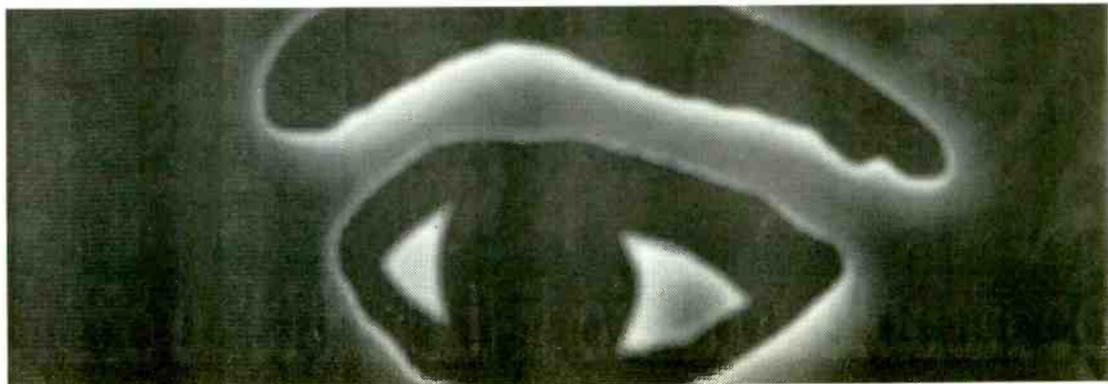
WSIX/Nashville has scheduled a daylong tribute to "Hoss" Burns, who recently retired from his midday shift after confirming that he has AIDS. Burns will continue to host the weekly syndicated "Country Hitmakers" as well as radio specials for SJS Entertainment. The tribute will take place August 15.

WJR/Detroit morning veteran J.P. McCarthy is suffering from myelodysplastic syndrome (aka pre-leukemia) and is in need of a bone marrow transplant. McCarthy, 62, has been off the air for several weeks.

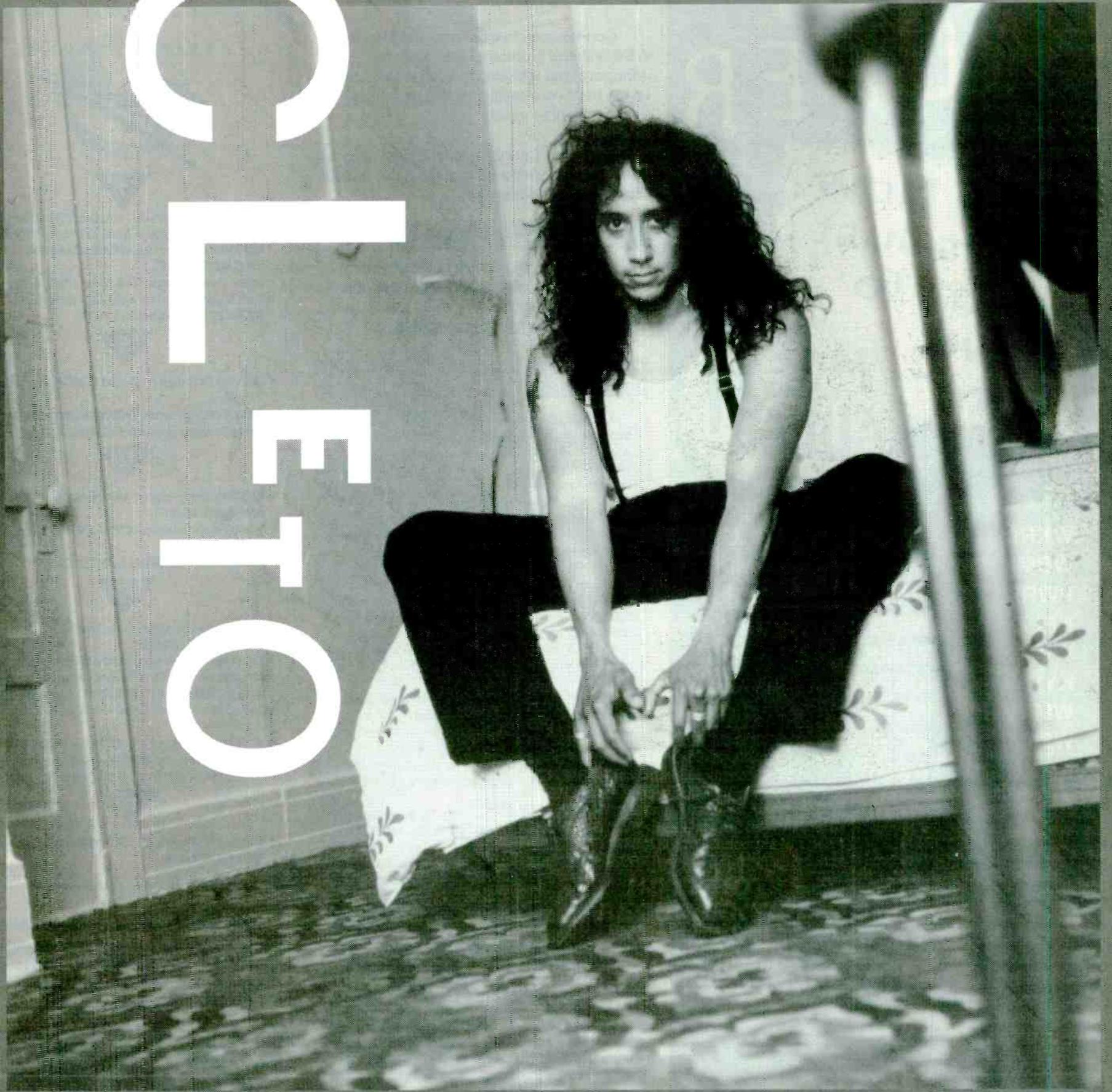
Continued on Page 20

Rumors

- Is Arista Sr. VP Rick Bisceglia en route to Mariah Carey's new Columbia label?
- Look for KZDG/Denver morning star Big Ron O'Brien to exit the station by month's end.
- Ex-WQHT/NY air talent Paco Lopez recently did a trial night shift at WKYS/D.C. Could Lopez — who worked at crosstown WPGC prior to his New York stint — soon be doing mornings or afternoons against his former employers?
- Will ex-Capitol/Nashville Sr. Dir./Nat'l Promo Kevin Herring soon be wearing River North Records stripes?



CLETO



If you had a clue

from the new album **Cleto**

Produced by Antonina Armato for Armato Music Company

Management by Larry Tollin Entertainment



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CYNDI LAUPER

"Hey Now (Girls Just Want To Have Fun)"

MOST ADDED!

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PWR96
KPLZ
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WMXV
WZJM
KMXV
KLRZ
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WRHT
WCIR
WKDY
KQMQ
KIOK

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WAEB
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WBNQ
WWKZ
WLAN
WJMX
WYKS
WTWR



MANAGEMENT:
HARD TO HANDLE
MANAGEMENT



STREET TALK®

Continued from Page 18

Condolences to the family and friends of WBGG/Miami promotion asst. **Spencer Johnson**, who was electrocuted while putting up the mast on a station vehicle for a Friday (8/4) happy hour remote.

Thanks to **Countdown/Unity** saxophonist **Paul Taylor** for performing at the world-famous **Club R&R** last Friday (8/4).

Drivin' Wheel

On his way to a charity golf tournament last Wednesday (8/2), **KDWB/Minneapolis** APD/MD **Rob Morris** had a slight mishap while driving one of the four giveaway cars.

Rumbles

- **KFZZ/Lafayette** welcomes new GM **Todd Sterling**, formerly an AE at **KQXL/Baton Rouge**, in the wake of **Donald Mouton's** exit.
- **WTPA/Harrisburg, PA** OM and nine-year station vet **Jeff Kauffman** exits.
- **Classic Rock KKHG/Tucson** officially names **Larry Snider** PD.
- **WQBK/Albany** PD **Ron Bowen** exits; **Dan Binder** becomes acting PD.
- Ex-**KFH-AM & KXLK-FM/Wichita** GM **Jeff Clark** has been appointed GM at LMA outlets **WRKZ & WQXA/York, PA**. **WRKZ's** GM slot had been vacant; **WQXA** GM **Fred Bohn** exited last month for an AE position at crosstown **WARM**.
- **WPST/Trenton, NJ** PD **Michelle Stevens** has been promoted to VP/Programming for **WHWH & WPST**.
- **UAC WFLM/Ft. Pierce, FL** PD **Michael James** and MD **Don Ricardo** switch positions.
- **WEGW/Wheeling, WV** PD **Ken Kirby** resigns; he'll be leaving show business.
- **WLTF/Cleveland** welcomes new morning team **Corey Deitz & Jay Hamilton**, formerly with **WRVQ/Richmond**.
- **KZIO/Duluth, MN** PD **James Baker** steps down to concentrate on afternoons. APD/MD **Justin Case** adds PD duties.
- **WHHY/Montgomery, AL** inks **Chris Razavi** to join OM **Jimmy Steele** for mornings under the "Jimmy & Zav" moniker.
- **KCDD/Abilene, TX** PD **Tony Alexander** is out. **MD Trace Michaels** becomes PD; staffer **Downtown Steve Brown** takes the MD reins.
- Former **WZJM/Cleveland** PD **J.J. Quest** resurfaces at West Virginia-based **ABS Communications**. Look for him to take the programming reins for one of the firm's **Richmond, VA** properties sometime this month.
- **KZLA/L.A.** morning man **John Garabo** has left the station for the East Coast to be closer to his ailing father. **KZLA** evening personality **Bo Reynolds** is the station's new wakeup artist. **Gary Campbell** is handling Monday evenings and **Austin Hill** is doing Tuesday through Friday evenings until a permanent replacement can be found.
- **KDKS/Shreveport, LA** owner **Cary Camp** takes the PD reins in the wake of PD **Quinn Echols's** segue to General Ops Mgr. for the UC outlet and staffer **Sharon Flournoy's** promotion to MD.
- **KYSR/L.A.** welcomes **Leah Brandon**, who'll be teamed with **Rick Stacy** in afternoons.

RADIO & RECORDS



1

- **Tom McKinley** elevated to Exec. VP of **Evergreen Media**, which appoints **Mark O'Brien** VP/GM of **WASH/Washington** and **Brent Osborne** VP/GM of **KIO/SF**.
- **Steve Perun** named **KIIS-AM & FM/L.A.** PD.
- **Bob Moore** becomes **KIKK-AM & FM** and **KILT-AM & FM/Houston** VP/GM.

5

- **Richard Palmese** promoted to **MCA Records** President.
- **Chris Witting** named **WCBS-AM/NY** VP/GM.
- **Gene Bridges** appointed **KLAC/L.A.** PD.

10

- **KLTR/Houston** names **Mike Sexton** VP/GM and **Steve Matt** PD.
- **Norm Feuer** becomes **XTRA-AM & FM/San Diego** VP/GM.
- **Steve Perun** appointed **KBEQ/K.C.** PD.

15

- **Gil Rosenwald** promoted to **Malrite** VP/Group Operations.
- **Fritz Beesemyer** appointed **KIO/SF** GM.
- **Chicago Stories: Tom Teuber** returns to his hometown as **WMET's** PD; **WBMX** PD **Steve Harris** becomes crosstown **WGCI-FM's** MD/midday personality.
- **Mike McVay** becomes **KBZT/San Diego** PD.
- **Alison Steele** joins **WNEW-AM/NY** for nights.
- **Gail Mitchell** appointed **R&R News/Talk** Editor.

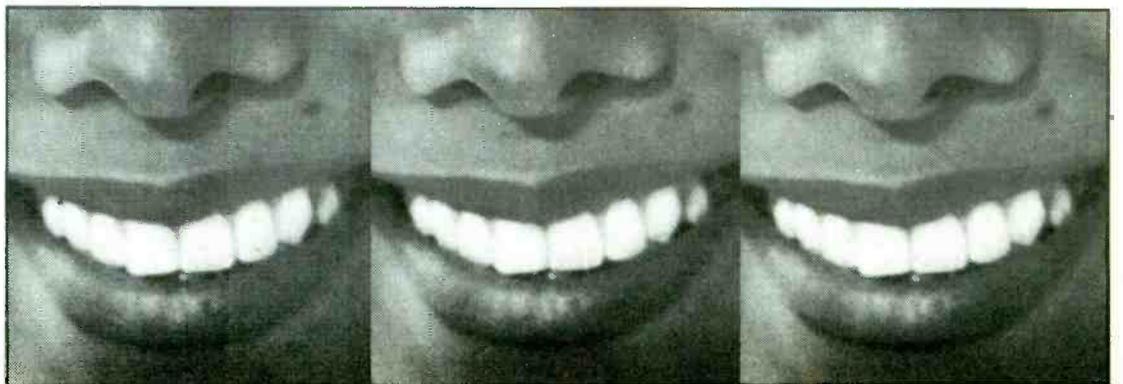
20

- **Stevie Wonder** signs a \$13 million contract with **Motown Records**.

Apparently **Morris** had a little trouble with the stick shift of a **Chevy Beretta** and got into an accident. 'Twas only a fender-bender (about \$1000 damage), but the tourney awarded him the "Best Drive" plaque anyway.

Records

- **Capitol** Nat'l Dir. **Rock Promo** (and 10-year label vet) **Tasha Mack** resigns, effective August 15th.
- **TVT** Nat'l Dir./Radio Promo **Jim McNeil** exits to become **Mercury's** Nat'l Alternative Mgr./East Coast.
- **Columbia** Sr. VP/Talent Development **Missy Worth** exits.
- Former **EMI** Nat'l Alternative Promo Dir. **Shanna Fischer** joins **Levitation Entertainment** for Alternative promo, based in NY.





RANDALL BLOOMQUIST

NEWS/TALK

‘Hot Talk’ Powers KVI/Seattle To No. 1

Four years ago, “Hot Talk” KVI was a Gold station languishing in 22nd place in the Seattle Arbitron rankings — a weak player that could only dream of the success enjoyed by local News/Talk powerhouse KIRO.

Then KVI management put its ear to the ground — and started responding to what it thought it heard. Thus began a four-year, worst-to-first climb that climaxed this spring.

According to the Spring '95 Arbitron, KVI finished No. 1 12+ with a 6.2 share and No. X in 25-54. And KIRO? It crossed the 12+ line with a 5.9 share to come in second.

More Hot Talk

“The key to KVI’s success has been management’s willingness to listen to the audience,” says PD Jim Casale, who joined the station in August, 1994. “And what the audience has been telling us is that they want more hot talk.”

KVI began its Gold loser-to-Talk winner evolution in May 1991 when it added Rush Limbaugh. His show had been dropped by crosstown Talker KING-AM because the station’s owners — the liberal, environmentalist Bullit sisters — were uncomfortable with his politics.

Former KVI PD Brian Jennings, who urged the station to add Limbaugh, says he did so because he

sensed that — despite its reputation as a liberal bastion — Seattle harbored a huge thirst for conservative talk. Adds Jennings, “I can’t tell you how many calls I got when I was PD at KING-AM [now KNWX] from people saying, ‘Why can’t we get just one conservative show in this town?’ Once you get outside downtown Seattle, there’s a huge conservative base in the market, in part because of all the military bases in the area.”

But instead of using Limbaugh as the cornerstone for a flamethrowing, in-your-face conservative station, KVI initially moved toward a full-time format of “balanced talk.” Limbaugh was joined by Major Network’s liberal Alan Colmes and two left-leaning local hosts.

Room For Improvement

The new format proved popular, and KVI began to move out of the ratings cellar. But when Jennings and VP/GM J. Shannon Sweatte looked at the numbers, they still saw lots of room for improvement — primarily in the dayparts hosted by liberal talkers. “The conservative

hours were clearly driving the station,” says Jennings.

So, Sweatte explains, the station decided to go with the flow. “This format has always gone where the audience wanted to take it. We figure that’s better than creating a format and trying to shove it down people’s throats.”

KVI phased out the liberal voices in favor of more conservative hosts. According to Jennings, the local newspapers beat up the station mercilessly over the changes — much to KVI’s benefit.

“The criticism we received was incredible,” he recalls. “But it began to feed on itself in a positive way for KVI. The station was in the paper every day.”

Issue-Talkers

In January of this year, KVI completed its move to conservative Hot Talk by dropping its morning drive newsblock in favor of a call-in show hosted by Kirby Wilbur, a local real estate appraiser and Republican activist-turned-talk host.

“One reason the station has succeeded is because it stays focused,” says Jennings. “It’s conservative, and it stays conservative.”

Wilbur (5-9am) is followed by

Limbaugh (9am-noon), who gives way to veteran Seattle talker Mike Siegel (noon-3pm). Afternoon drive belongs to John Carlson (3-6pm), who made his name in Seattle as a television commentator. Major Networks’ Michael Reagan is heard from 6-9pm. The 9-11pm slot is handled by a rotating stable of hosts whose backgrounds read like the opening line of a joke — a rabbi, a Libertarian, a Republican, and a comedian.

Overnights are filled by syndicated issue-talkers, including Art Bell, Ken Hamblin, and Oliver North. Weekends are a mix of syndicated and local issue shows, as well as the usual specialty programs — gardening, auto, and home.

Minimal News

In keeping with its belief that KVI listeners come to the station expecting to hear stimulating talk — and nothing else — the station carries minimal news and information programming. During morning drive KVI does two minutes of news at the top of the hour and one at the bottom. Throughout the rest of the day it provides two minutes of news at the top of the hour and offers two traffic and weather updates per hour.

“Our newscasts are just headlines,” says Casale. “But our listeners view the hosts as giving news and information.”

For a station built on listener feedback, KVI listens to its audience in a remarkably casual manner. The station does not have a consultant (although Jennings did work with Scott Burton) and doesn’t do any formal audience research.

“I don’t think KVI has ever done a focus group,” says Casale. “We solicit feedback from the audience and pay attention to all of it. I read all the listener faxes and listen to the [listener] comment line every day.”

Sometimes he reads between the lines. The decision to revamp mornings was prompted by Casale’s observation that listeners were offering positive remarks about every part of the KVI lineup except mornings.

“The message was ‘we love KVI from 9am to midnight,’” Casale explains. “The fact that they didn’t mention the morning newsblock told me [the listeners] didn’t view it as part of KVI, as Hot Talk.”

Apparently, KVI heard that message correctly. In the Winter '94 book, its AM drive jumped two share points in 25-54 to soar from 11th to fourth place in that demo.

“The key to KVI’s success has been management’s willingness to listen to the audience.

— Jim Casale

NewsTips

Want to share an opinion or a hot tip? Call R&R’s NewsTips line: (310) 788-1699 or e-mail us at RNRLA@aol.com

“One reason the station has succeeded is because it stays focused. It’s conservative, and it stays conservative.

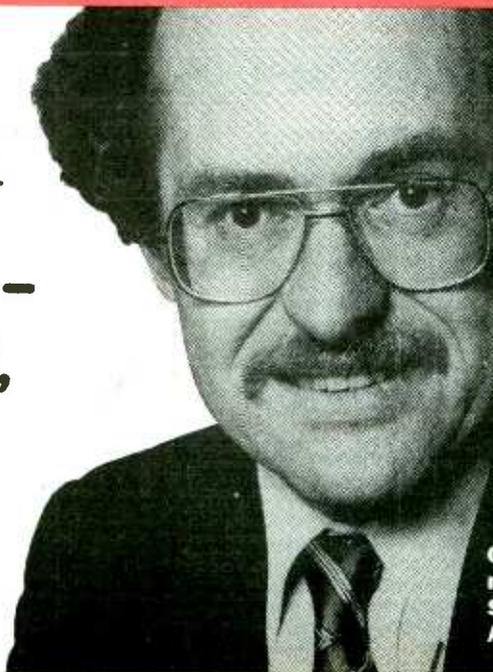
— Brian Jennings, former KVI PD

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THE ALAN DERSHOWITZ SHOW

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CalloUT AMERICA®

AUGUST 11, 1995

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES

Callout America® song selection is based on the Top 30 titles from the R&R CHR/Pop chart for the week of July 17-23.

CHR/POP

TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL% FAMILIARITY	TOTAL% BURN
	TW	LW	2W	3W		
TLC Waterfalls (LaFace/Arista)	4.18	4.05	4.14	4.15	88.1%	21.1%
REMBRANDTS I'll Be There For You (EastWest/EEG)	4.05	3.95	3.91	3.95	97.5%	32.3%
BOYZ II MEN Water Runs Dry (Motown)	3.93	4.07	3.99	4.01	88.8%	32.3%
MONICA Don't Take It Personal (Rowdy/Arista)	3.90	—	—	—	58.3%	12.4%
SEAL Kiss From A Rose (ZTT/Sire/WB)	3.89	3.90	3.88	3.88	83.1%	18.6%
LIVE Lightning Crashes (Radioactive)	3.89	3.98	3.87	3.92	78.4%	21.6%
BLUES TRAVELER Run-Around (A&M)	3.82	3.81	3.81	3.85	78.7%	18.9%
DIANA KING Shy Guy (WORK)	3.79	3.74	3.79	—	54.8%	12.2%
HOOTIE & THE BLOWFISH Let Her Cry (Atlantic)	3.78	3.66	3.74	3.87	89.3%	27.8%
JON B. & BABYFACE Someone To... (Yab Yum/550 Music)	3.76	3.72	3.76	3.64	57.6%	10.4%
HOOTIE & THE BLOWFISH Only Wanna Be... (Atlantic)	3.75	3.57	—	—	77.2%	19.6%
ALL-4-ONE I Can Love You Like That (Blitzz/Atlantic)	3.73	3.52	3.82	3.69	91.1%	26.1%
COLLECTIVE SOUL December (Atlantic)	3.65	3.68	3.61	3.56	75.4%	17.6%
BETTER THAN EZRA Good (Swell/Elektra/EEG)	3.64	3.69	3.56	3.70	68.2%	17.1%
VANESSA WILLIAMS Colors Of The Wind (Hollywood)	3.64	3.57	3.70	3.79	69.7%	19.6%
SELENA I Could Fall In Love (EMI Latin)	3.59	—	—	—	43.7%	9.2%
SHERYL CROW Can't Cry Anymore (A&M)	3.59	3.45	3.51	—	55.6%	12.7%
BRYAN ADAMS Have You Ever Really Loved... (A&M)	3.58	3.46	3.51	3.51	88.8%	33.5%
MONTELL JORDAN This Is How We... (PMP/RAL/Island)	3.53	3.62	3.71	3.71	81.4%	24.8%
SOPHIE B. HAWKINS As I Lay Me Down (Columbia)	3.53	3.53	3.40	3.47	46.4%	8.2%
BLESSID UNION OF SOULS I Believe (EMI)	3.50	3.55	3.55	3.64	90.1%	37.0%
CHRIS ISAAK Somebody's Crying (Reprise)	3.48	3.20	3.08	—	42.2%	11.2%
DAVE MATTHEWS BAND What Would You Say (RCA)	3.48	3.39	3.29	3.62	70.0%	18.4%
SOUL ASYLUM Misery (Columbia)	3.48	3.56	3.60	3.50	54.8%	15.1%
DEL AMITRI Roll To Me (A&M)	3.45	3.35	3.12	3.26	32.8%	5.5%
U2 Hold Me, Thrill Me, Kiss Me, Kill Me (Atlantic)	3.43	3.63	3.52	3.40	56.6%	15.6%
BON JOVI This Ain't A Love Song (Mercury)	3.43	3.34	3.59	3.50	66.5%	19.4%
REAL McCOY Come And Get Your Love (Arista)	3.39	3.31	3.40	3.19	67.0%	20.1%
NICKI FRENCH Total Eclipse Of The Heart (Critique)	3.36	3.33	3.41	3.53	87.3%	32.5%
DIONNE FARRIS I Know (Columbia)	3.32	3.22	3.36	3.40	94.3%	44.9%

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5. (1= dislike very much; 5= like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the percentage of respondents who said they are tired of hearing the song. Sample composition is based on females aged 12-34 who are weekly cume listeners of at least one R&R CHR/Pop reporting station in the following regions: EAST: WXKS/Boston, WKSE/Buffalo, WKSS/Hartford, WTIC/Hartford, WHTZ/New York, WIOQ/Philadelphia, WPLY/Philadelphia, WBZZ/Pittsburgh, WPRO/Providence. SOUTH:WSTR/Atlanta, WEDJ/Charlotte, KHKS/Dallas, KRBE/Houston, WHYI/Miami, WEZB/New Orleans, WNVZ/Norfolk, WXXL/Orlando, WFLZ/Tampa. MIDWEST: WKRC/Cincinnati, WZJM/Cleveland, WNCI/Columbus, WZPL/Indianapolis, KISF/Kansas City, KMXV/Kansas City, KDWB/Minneapolis, WKBQ/St. Louis. WEST: KIIS/Los Angeles, KKFR/Phoenix, KKRZ/Portland, KUTQ/Salt Lake City, KKLO/San Diego. © 1995, R&R Inc.

Callout America. HotScores

BY TONY NOVIA

TLC's "WATERFALLS" (LaFace/Arista) returns to the top of R&R's exclusive CALLOUT AMERICA survey, surging 4.05-4.18 in total favorability. "WATERFALLS" ranks first among women 12-17 (4.28) and 18-24 (4.16), second among women 25-34 (3.99), and leads rankings in all four regions.

"DON'T TAKE IT PERSONAL (JUST ONE OF DEM DAYS)" by Monica (Rowdy/Arista) bows onto the survey with a 3.90. "DON'T" scores 4.02 among women 12-17, 3.71 among women 18-24, and 3.83 among women 25-34. "I COULD FALL IN LOVE" by Selena (EMI Latin) is the second newcomer to CALLOUT AMERICA, debuting with a 3.59 total favorability score. "COULD" is performing strongest among women 12-17 (3.85).

"I'LL BE THERE FOR YOU" by the Rembrandts (EastWest/EEG) climbs 3.95-4.05 in total favorability and finishes in second place overall. "I'LL" is first among women 25-34, with a 4.09 in the demo.

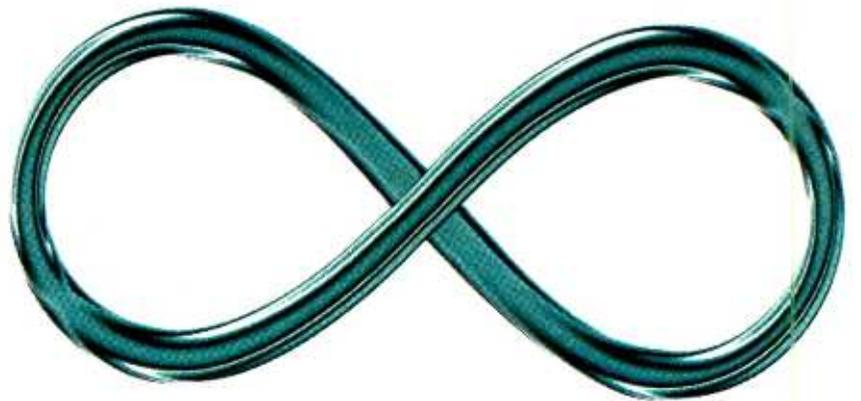
"KISS FROM A ROSE" by Seal (ZTT/Sire/WB) scores 3.89 in total favorability. "Kiss" is third among women 25-34 (3.95) and in the West (4.03).

"SHY GUY" by Diana King (WORK) rises 3.74-3.79 in total favorability and posts a 3.91 among women 18-24 — good for fourth in the demo.

"ONLY WANNA BE WITH YOU" marks the third CALLOUT AMERICA hit for Hootie & The Blowfish (Atlantic). "Only" leaps 3.57-3.75 in total favorability.



you could be into you,
but you don't know what you're like



P.M. DAWN

GOING FOR AIRPLAY 8/21



TONY NOVIA

KISS's Kidd Kraddick: The Soul-Searching Years

□ How getting fired may have been this personality's key to success

KHKS (KISS-FM)/Dallas morning personality **Kidd Kraddick's** story is a fascinating journey that reflects the extreme ups and downs of the radio biz. Although Kraddick made the transition from top night talent to one of CHR's best morning men, it wasn't without a major detour.

Throughout our interview Kraddick was brutally honest about himself, his family's influence, his professional career, and how he learned to become a winner. It didn't take long for it to become apparent why Kid Kraddick has lasted 12 years in Dallas.



Kidd Kraddick

Trial By Fire

It looked like Kidd Kraddick had it made in the shade. How many personalities could boast of jumping from a Sarasota, NY day-timer to nights at **WRBQ (Q105)/Tampa** during its CHR heyday? He then trekked to Dallas for nights at **KEGL**. But Kraddick's winning streak hit a speed bump when he accepted a morning contract with the station and replaced a market legend.

"I bombed when I took over for **Moby** at **KEGL**," Kraddick recounts. "I took the ratings from a six to a three real quick. Here I was with this big-time money contract, and [I was] scared

to death. It was one of those double-edged swords where station management didn't think the show sounded good. Frankly, I wasn't happy with the way the show sounded."

Kraddick says it seemed as if management dictated a different solution every week. "One week they'd say, 'Be the rude guy!' The next week, 'Be the nice guy!' Then, 'Be the one-liner guy!' 'Now be the produced-bit guy.' After a while I decided I didn't want to be any of their guys."

Not One Offer

With 18 months remaining on his contract, Kraddick exited **KEGL** to do some soul-searching. "It took some time for things to start turning around after I got fired. I took a month off and went to Florida with my wife and child. When I returned to Dallas, I expected hundreds of job offers. I was shocked to see there wasn't even one. That was pretty scary."

On his wife's recommendation, Kraddick entered therapy. "I really wanted to figure out who I was so I could bring out the best of me on the radio. I think a lot of personalities sit down and try to figure out who their listeners are when they don't even know who they are. It does no good to know your listeners if you don't know yourself."

A New Approach

Having time off between jobs, whether or not it's by choice, can be valuable. It's time you might never have taken for yourself to review personal and professional career goals. For Kraddick, it was the first time he really thought about sharing his personal life on the air.

106.1 KISSFM

"As a night guy, I lied about everything. Now I didn't have to anymore. While I was unemployed, I started the **Bit Board** morning show service out of my house, and took my kid to school. During this period I began to see that the things I was talking about on the radio weren't relevant to my life — and probably not anyone else's. This is when I learned how to do mornings without 'doing mornings.'

"It also became clear that even though I was out of work, I was happier than I'd ever been because nobody was telling me what to do. I thought, 'If I'm going to continue doing mornings, I'm going to find a place where they'll let me do it my way. If that doesn't work, I'll leave.' I found that in **KISS-FM**. They were very clear that I could do it my way within reasonable limits. And if I showed signs of success, the limits would be removed.

"To this day they've kept their word. Now I feel our morning show is autonomous: They trust me, I trust them, and we've been successful."

Personalities As PDs?

How many times have we heard PDs say, "My personalities are the PDs of their show," before we learn that those personalities are handed a music log and clock detailing the number of times they can talk? (Even I can plead guilty to this type of behavior during my programming days.) Yet Kraddick truly is the keeper of his 6-10am castle. More than that, his input is welcome in other station business.



After hearing that Dallas Mayor Ron Kirk (l) still had a working eight-track tape player and no tapes, Kraddick organized an eight-track tape drive. He presents the mayor with over 2000 tapes during a live broadcast.

Kraddick explains, "I really am the PD of my show. Believe it or not, I say things like, 'We talked too much and need to play a song' or 'We need to get five songs in this hour.' Those are things I never thought I would say."

Every programmer has a different style of communicating with on-air talent. In most situations, big-name morning shows are not easy to manage and should be handled with kid gloves. Kraddick prefers not to hear himself on the air, and PD **John Cook** respects his wishes. So how do you direct a temperamental morning personality such as Kraddick?

He suggests imparting "children direction," noting, "In therapy I found out I don't like anyone telling me what to do. A good manager can tell you what to do without telling you what to do. For example, a PD can tell me, 'Great bit; here is what I liked about it.' I can tell by his positive comments what his negative ones are. If you say, 'Great bit; it was concise and to the point,' that tells me you hate long bits. If you say, 'It had a great punchline,' that tells me you want bits that have a punchline. I can surmise things from your comments that make sense to me. This method tells me what you don't like by hearing what you do like.

"I have a PD who has found me worthy in decisions that don't involve the morning show because I'm an experienced radio guy. He's never asked me to go over a tape because he understands I can't hear myself. If there are things he is unhappy with, he writes them down; then he looks at the ratings and tears

'em up. He often says, 'There are 50 things I'd change about your show if it wasn't winning.'"

Thought-Starters

Kraddick says his show is about 60% planned and 40% unplanned. "I always feel like you should start each day with some sort of blueprint, but that doesn't mean you have to follow it. In a worst-case scenario, we can always go back to it. At the end of the show, we look back and say, 'We didn't do this and that,' which means we probably had a pretty good show because we were able to throw out a lot of the stuff we planned. We

go with thought-starters and things that may go somewhere. But the lives of the people on the show play a very big part." Should morning shows still use benchmarks? Kraddick believes "benchmarks need to be redefined as characters on your show. What's **David Letter-**

man's benchmark? It's not the Top 10 list, it's Dave. You can bore people with the same thing at the same time every day. On our show, the news is supposed to be at :20 and :50, but it'll run anywhere from :15 to :40 or not at all. I believe if you have something that's going good, you have to keep the momentum going and scratch everything else — news, commercials, music, everything. Follow your instincts!"

NEXT WEEK: More how-to from Kidd Kraddick on staging on-air knockout punches, doing memorable promotions, and staying fresh after 12 years in Dallas.

CHR/Top 40 Asst. Editor **Paul Colbert** contributed to this column.

“

I began to see the things I was talking about on the radio weren't relevant to my life — and probably not anyone else's.

”



BON JOVI-AL BREAK — **WHTZ (Z100)/New York** offered local bands a chance to open for Bon Jovi when the group played at Jones Beach. Pictured are (front, l-r) Bon Jovi's **Richie Sambora**, **Tico Torres**, **Jon Bon Jovi**, **Z100's Freddie Vetter**, and the group's **David Bryan**. The winning band was **Stage** (back, l-r) **Greg Meyer**, **Pete Anselmo**, **Ryan Star**, and **Mike Sofia**.

BUZZ IN THE HOUSE

NATIONALLY MOST ADDED!

STAR 94	WXKS
KDWB	Q106
WKBQ	WFLZ
WPRO	WSTW
WNOK	KJYO
WNCI	WZYP
WNTQ	WZNY
WVKS	WGTZ
WFMF	WPLJ
WYCR	WMXQ
WNNK	WVSR
WABB	WGLU
KHTT	WLAN
KKRD	WKFR
WHHY	WWST
WKRZ	KQKQ

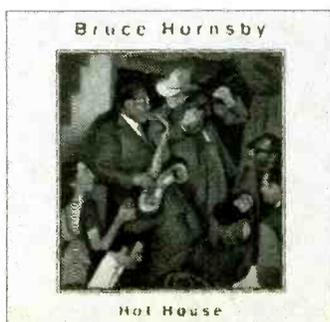


Walk In The Sun

The first single from **Hot House** the new album by

Bruce Hornsby

**TOP 5 PROGRESSIVE
TOP 5 AC**



Produced by Bruce Hornsby. Management: Q Prime Inc.

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AUGUST 11, 1995

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS		
					TW	LW	2W	3W			
4	3	1	①	SEAL Kiss From A Rose (<i>ZTT/Sire/WB</i>)	6210	5870	5302	4784	124/0		
2	2	3	②	TLC Waterfalls (<i>LaFace/Arista</i>)	5798	5665	5511	5255	115/1		
1	1	2	3	REMBRANDTS I'll Be There For You (<i>EastWest/EEG</i>)	5352	5724	6075	6209	123/0		
3	4	4	4	ALL-4-ONE I Can Love You Like That (<i>Blitz/Atlantic</i>)	5194	5203	5123	4850	113/0		
6	6	5	5	BLUES TRAVELER Run-Around (<i>A&M</i>)	4268	4295	4375	4301	108/1		
25	16	7	⑥	HOOTIE & THE BLOWFISH Only Wanna Be... (<i>Atlantic</i>)	4220	3469	2539	1643	117/2		
5	5	6	7	BOYZ II MEN Water Runs Dry (<i>Motown</i>)	4015	4266	4379	4781	105/1		
11	11	10	8	REAL MCCOY Come And Get Your Love (<i>Arista</i>)	3027	3138	3182	3176	90/1		
14	14	12	⑨	COLLECTIVE SOUL December (<i>Atlantic</i>)	3023	2913	2799	2501	105/1		
16	15	13	⑩	SHERYL CROW Can't Cry Anymore (<i>A&M</i>)	2941	2804	2629	2265	103/1		
20	17	15	⑪	DEL AMITRI Roll To Me (<i>A&M</i>)	2899	2730	2389	2142	104/0		
8	7	8	12	NICKI FRENCH Total Eclipse Of The Heart (<i>Critique</i>)	2893	3312	3730	4068	90/0		
10	9	9	13	BON JOVI This Ain't A Love Song (<i>Mercury</i>)	2761	3147	3333	3304	100/0		
13	13	14	14	JON B. & BABYFACE Someone To... (<i>Yab Yum/550 Music</i>)	2729	2790	2850	2747	87/0		
7	8	11	15	HOOTIE & THE BLOWFISH Let Her Cry (<i>Atlantic</i>)	2477	3102	3630	4069	77/0		
21	18	18	⑫	VANESSA WILLIAMS Colors Of The Wind (<i>Hollywood</i>)	2466	2457	2341	2132	98/2		
26	22	20	⑬	SOPHIE B. HAWKINS As I Lay Me Down (<i>Columbia</i>)	2408	2142	1909	1608	106/5		
12	12	16	18	SOUL ASYLUM Misery (<i>Columbia</i>)	2364	2609	2872	2787	91/0		
BREAKER					⑰	SELENA I Could Fall In Love (<i>EMI Latin</i>)	2316	1904	1548	1286	91/9
BREAKER					⑱	GIN BLOSSOMS Til I Hear It From You (<i>A&M</i>)	2160	1442	317	---	104/12
18	19	19	21	BETTER THAN EZRA Good (<i>Swell/Elektra/EEG</i>)	2059	2143	2217	2145	96/1		
9	10	17	22	BRYAN ADAMS Have You Ever Really Loved... (<i>A&M</i>)	2055	2495	3213	3692	76/0		
BREAKER					⑲	BLESSID UNION OF SOULS Let Me Be The One (<i>EMI</i>)	2045	1662	1062	216	98/6
28	27	23	⑳	DIANA KING Shy Guy (<i>WORK</i>)	1938	1805	1686	1585	72/2		
15	20	21	25	MONTELL JORDAN This Is How We... (<i>PMP/RAL/Island</i>)	1860	1988	2109	2308	65/0		
31	29	27	㉑	MONICA Don't Take It Personal... (<i>Rowdy/Arista</i>)	1846	1673	1457	1312	67/0		
--	44	35	㉒	TAKE THAT Back For Good (<i>Arista</i>)	1802	1403	866	192	95/9		
39	34	29	㉓	FUN FACTORY I Wanna B With U (<i>Curb</i>)	1793	1568	1319	1080	86/9		
19	21	24	29	LIVE Lightning Crashes (<i>Radioactive</i>)	1709	1721	1964	2143	70/1		
22	24	25	30	DIONNE FARRIS I Know (<i>Columbia</i>)	1676	1701	1782	2093	78/0		
--	--	47	㉔	MICHAEL JACKSON You Are Not Alone (<i>Epic</i>)	1611	826	270	154	86/15		
36	32	32	㉕	SOUL FOR REAL Every Little Thing I Do (<i>Uptown/MCA</i>)	1575	1452	1342	1145	74/3		
23	26	30	33	DAVE MATTHEWS BAND What Would You Say (<i>RCA</i>)	1383	1546	1738	2046	64/1		
--	45	38	㉖	NATALIE MERCHANT Carnival (<i>Elektra/EEG</i>)	1372	1113	828	528	87/12		
24	23	26	35	U2 Hold Me, Thrill Me, Kiss Me... (<i>Atlantic/Island</i>)	1359	1697	1802	1774	66/0		
17	25	31	36	BLESSID UNION OF SOULS I Believe (<i>EMI</i>)	1327	1506	1743	2162	58/0		
27	30	34	37	GREEN DAY When I Come Around (<i>Reprise</i>)	1228	1410	1426	1589	61/0		
--	43	39	㉗	DEEP BLUE SOMETHING Breakfast... (<i>RainMaker/Interscope</i>)	1176	1043	873	537	73/4		
--	--	44	㉘	ALANIS MORISSETTE You Oughta... (<i>Maverick/Reprise</i>)	1176	918	621	431	68/18		
--	47	42	㉙	DAVE MATTHEWS BAND Ants Marching (<i>RCA</i>)	1171	937	786	453	75/9		
--	46	40	㉚	VAN HALEN Not Enough (<i>WB</i>)	1096	983	817	483	66/2		
30	31	37	42	CHRIS ISAAK Somebody's Crying (<i>Reprise</i>)	1068	1263	1417	1323	63/0		
33	33	36	43	ELTON JOHN Made In England (<i>Rocket/Island</i>)	1047	1331	1325	1249	67/0		
43	41	41	44	GIOVANNI Girl In My Eyes (<i>Sire/EEG</i>)	948	966	930	825	56/1		
40	40	45	45	ADINA HOWARD Freak Like Me (<i>EastWest/EEG</i>)	825	855	933	1067	35/0		
DEBUT					⑶	JAMIE WALTERS Why (<i>Atlantic</i>)	807	626	551	357	58/6
34	36	43	47	MARTIN PAGE In The House Of Stone And Light (<i>Mercury</i>)	778	934	943	1194	40/0		
50	--	--	⑷	RUSTED ROOT Send Me On My Way (<i>Mercury</i>)	750	625	601	636	56/4		
46	46	46	49	FIREHOUSE Here For You (<i>Epic</i>)	729	831	771	697	37/1		
41	50	49	50	REAL MCCOY Another Night (<i>Arista</i>)	707	729	732	831	38/0		

This chart reflects airplay from July 31-August 6. Songs ranked by total plays. Highlighted songs indicate Breaker.

126 CHR/Pop reporters. 121 current playlists. © 1995, R&R Inc.

BREAKERS®

SELENA
I Could Fall In Love (*EMI Latin*)
TOTAL PLAYS/INCREASE: 2316/412
TOTAL STATIONS/ADDS: 91/9
CHART: ⑰

GIN BLOSSOMS
Til I Hear It From You (*A&M*)
TOTAL PLAYS/INCREASE: 2160/718
TOTAL STATIONS/ADDS: 104/12
CHART: ⑳

BLESSID UNION OF SOULS
Let Me Be The One (*EMI*)
TOTAL PLAYS/INCREASE: 2045/383
TOTAL STATIONS/ADDS: 98/6
CHART: ㉑

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
PAULA ABDUL Crazy Cool (<i>Captive/Virgin</i>)	49
ALANIS MORISSETTE You Oughta... (<i>Maverick/Reprise</i>)	18
BRUCE HORNSBY Walk In The Sun (<i>RCA</i>)	17
LONDONBEAT Build It With Love (<i>Radioactive</i>)	17
MICHAEL JACKSON You Are Not Alone (<i>Epic</i>)	15
CYNDI LAUPER Hey Now (Girls Just Want...) (<i>Epic</i>)	15
CHARLIE SEXTON Sunday Clothes (<i>MCA</i>)	14
GIN BLOSSOMS Til I Hear It From You (<i>A&M</i>)	12
NATALIE MERCHANT Carnival (<i>Elektra/EEG</i>)	12
SKEE-LO I Wish (<i>Sunshine/Scotti Bros.</i>)	12

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MICHAEL JACKSON You Are Not Alone (<i>Epic</i>)	+785
HOOTIE & THE BLOWFISH Only Wanna... (<i>Atlantic</i>)	+751
GIN BLOSSOMS Til I Hear It From You (<i>A&M</i>)	+718
BRUCE HORNSBY Walk In The Sun (<i>RCA</i>)	+416
SELENA I Could Fall In Love (<i>EMI Latin</i>)	+412
TAKE THAT Back For Good (<i>Arista</i>)	+399
BLESSID UNION OF SOULS Let Me Be... (<i>EMI</i>)	+383
SEAL Kiss From A Rose (<i>ZTT/Sire/WB</i>)	+340
SOPHIE B. HAWKINS As I Lay Me Down (<i>Columbia</i>)	+266
NATALIE MERCHANT Carnival (<i>Elektra/EEG</i>)	+259

HOTTEST RECURRENTS

Ranked By Total Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
REAL MCCOY Run Away (<i>Arista</i>)	
HOOTIE & THE BLOWFISH Hold My Hand (<i>Atlantic</i>)	
DES'REE You Gotta Be (<i>550 Music</i>)	
TLC Creep (<i>LaFace/Arista</i>)	
MADONNA Take A Bow (<i>Maverick/Sire/WB</i>)	
SHERYL CROW All I Wanna Do (<i>A&M</i>)	
COUNTING CROWS Mr. Jones (<i>DGC/Geffen</i>)	
MELISSA ETHERIDGE I'm The Only One (<i>Island</i>)	
SHERYL CROW Strong Enough (<i>A&M</i>)	
JOHN MELLENCAMP Wild Night (<i>Mercury</i>)	

Breakers: Songs registering 2000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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HOTTEST NEW & ACTIVE

DIONNE FARRIS Don't Ever Touch Me (Again) (Columbia)
Total Plays: 697, Total Stations: 53, Adds: 0

WEEZER Say It Ain't So (DGC/Geffen)
Total Plays: 611, Total Stations: 46, Adds: 3

MARTIN PAGE Keeper Of The Flame (Mercury)
Total Plays: 476, Total Stations: 36, Adds: 0

GREEN DAY J.A.R. (Reprise)
Total Plays: 453, Total Stations: 24, Adds: 3

BRUCE HORNSBY Walk In The Sun (RCA)
Total Plays: 444, Total Stations: 58, Adds: 17

MOKENSTEF He's Mine (Outburst/RAL/Island)
Total Plays: 395, Total Stations: 16, Adds: 2

LIVE All Over You (Radioactive)
Total Plays: 374, Total Stations: 11, Adds: 0

MAX-A-MILLION Take Your Time (S.O.S./Zoo)
Total Plays: 343, Total Stations: 14, Adds: 1

EVERYTHING BUT THE GIRL Missing (Atlantic)
Total Plays: 340, Total Stations: 11, Adds: 0

LA BOUCHE Fallin' In Love (Logic/RCA)
Total Plays: 329, Total Stations: 21, Adds: 1

MATTHEW SWEET We're The Same (Zoo)
Total Plays: 318, Total Stations: 28, Adds: 2

SHAGGY Boombastic (Virgin)
Total Plays: 318, Total Stations: 17, Adds: 1

SKEE-LO I Wish (Sunshine/Scotti Bros.)
Total Plays: 292, Total Stations: 26, Adds: 12

BUCKETHEADS The Bomb... (Big Beat/Atlantic)
Total Plays: 285, Total Stations: 14, Adds: 2

SHAMPOO Trouble (IRS/Atlantic)
Total Plays: 275, Total Stations: 23, Adds: 2

TRIPPING DAISY I Got A Girl (Island)
Total Plays: 274, Total Stations: 19, Adds: 4

JENNIFER TRYNIN Better Than Nothing (Squint/WB)
Total Plays: 263, Total Stations: 26, Adds: 7

SCATMAN JOHN Scatman (RCA)
Total Plays: 239, Total Stations: 26, Adds: 6

MADONNA Don't Stop (Maverick/Sire/WB)
Total Plays: 224, Total Stations: 8, Adds: 0

CRYSTAL WATERS Relax (Mercury)
Total Plays: 194, Total Stations: 10, Adds: 0

SELECTED NEW RELEASES

Here are a few hot releases for the next couple of weeks. Some release dates are subject to change.

AUGUST 15

Michael Bolton	"Can I Touch You There" (Columbia)
Brandy f/Wanya Morris	"Brokenhearted" (Atlantic)
Faith No More	"Evidence" (Slash/Reprise)
M People	"Search For The Hero" (Epic)
Ziggy Marley	"Power To Move Ya" (Elektra/EEG)
Never The Bride	"Saving Grace" (Atlantic)
Tom Petty	"A Higher Place" (WB)
Ruffnxx Sound System	"Stick By Me" (WB)
Wanderlust	"I Walked" (RCA)

AUGUST 22

Nicki French	"Did You Ever Really Love Me?" (Critique)
Janet Jackson	"Runaway" (A&M)
PM Dawn	"Downtown Venus" (Gee Street/Island)
Rembrandts	"This House Is Not A Home" (Elektrc/EEG)
Bruce Roberts	"When The Money's Gone" (Atlantic)
Skid Row	"Breakin' Down" (Atlantic)
Subway	"This Is Not A Goodbye" (Biv 10/Matown)

Want to see your smilin' face in R&R? Send shots of station promotions, artist visits, or other intriguing activities to **Tony Novia**, R&R, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.



HEALING THE HEARTLAND — Tony Bennett (second from left) was more than happy to take part in KJYO (KJ103)/Oklahoma City's "Healing The Heartland" concert, which raised over \$200,000 for disaster relief. Also performing were Collective Soul, Rodney Crowell, 4PM, Sophie B. Hawkins, the Rembrandts, Victoria Shaw, and Bryan White. Celebrating backstage are (l-r) Columbia's Ray Vaughn, KJYO PD Mike McCoy, and Columbia Director/Pop Promotion Lee Leipsner.



A COLLECTIVELY GOOD TIME — Collective Soul helped make the WZPL/Indianapolis 4th Fest '95 concert a success. Schmoozing in the hallway are (l-r) Collective Soul's Ross Childress and Dean Roland, Atlantic's Rick Sudakoff, the group's Ed Roland, WZPL's Tim Medland, Erin Keese, and Gary Havens, and group member Shane Evans.



POCAHONTAS ON THE AIR — KPSI/Palm Springs AM co-hosts Rob Noxious (c) and Barry Donovan (r) spent some time with Irene Beddard, voice of Disney's "Pocahontas," during a live broadcast at Disneyland.



MAKING FRIENDS IN ORLANDO — The Rembrandts paid a visit to the folks at WXXL (XL1067)/Orlando. Hanging out in the lobby are (l-r) WXXL PD Adam Cook, Rembrandt Phil Solem, Elektra's John Pernick, the group's Danny Wilde, WXXL's Promotions Director Dave Demer, and station MD Larry D.

CHR/POP REPORTERS

Stations and their adds listed alphabetically by market

<p>WFLY/Albany, NY PD: Michael Morgan MD: Shawn Scott 23 DAG "Jane" CHARLES & EDDIE "Jealousy" PAULA ABUL "Crazy" SHAGGY "Boombastic" ALANIS MORISSETTE "Oughta"</p>	<p>WXKS/Boston, MA PD: John Ivey MD: Ted Bonvic 5 BRUCE HORNSBY "Walk" BETTE MIDLER "Deserve" SHERYL CROW "Cry" LONDONBEAT "Build"</p>	<p>WJET/Erie, PA PD/MD: Neal Sharpe 7 SILVERCHAIR "Tomorrow" JAYHAWKS "Bad"</p>	<p>WVIC/Hartford, CT PD: Paul Cannon MD: Tony Bristol No Adds</p>	<p>WAOA/Melbourne, FL PD: Scott Chase MD: Mike Lowe 19 MICHAEL JACKSON "Alone" DAVE MATTHEWS BAND "Ants" GIN BLOSSOMS "Ti" JAMIE WALTERS "Why"</p>	<p>KCHX/Odessa-Midland, TX PD/MD: Clayton Allen 5 SPONGE "Molly" PAULA ABUL "Crazy" LONDONBEAT "Build" CYNDI LAUPER "Girls" MNS "Little" WHIGFIELD "Another"</p>	<p>WSPK/Poughkeepsie, NY PD: Steve Schantz MD: Scotty Mac MICHAEL JACKSON "Alone" BRUCE HORNSBY "Walk" PAULA ABUL "Crazy" CYNDI LAUPER "Girls" SKEE-LO "Wish"</p>	<p>KSLY/San Luis Obispo, CA OM/PD/MD: Dave Christopher 8 GREEN DAY "J.A.R."</p>	<p>KISX/Tyler, TX PD: Michael Storm MD: Mick Fulgham BLESSIO UNION OF... "Let" PAULA ABUL "Crazy"</p>
<p>KQID/Alexandria, LA PD: Paul Cloud MD: Cindy B. Goode LONDONBEAT "Build" CHARLES & EDDIE "Jealousy" PAULA ABUL "Crazy" CHARLIE SEXTON "Sunday" RUSTED ROOT "Send"</p>	<p>WKSE/Bufalo, NY PD: Sue D'Neil MD: Dave Universal MICHAEL JACKSON "Alone" MNS "Little"</p>	<p>WSTO/Evansville, IN PD: Barry Witherspoon MD: Cindy Mercer 36 SOUL FOR REAL "Candy" 33 DAVE MATTHEWS BAND "What" 33 TLC "Creep" SHAMPOO "Trouble" VAN HALEN "Enough"</p>	<p>KQMQ/Honolulu, HI PD: Jamie Hyatt Music Coord.: Marc Frashley 29 CYNDI LAUPER "Girls" 27 MAX-A-MILLION "Time"</p>	<p>WHYI/Miami, FL PD: Casey Keating MD: Al Ohio 11 FUN FACTORY "Wanna" NATALIE MERCHANT "Carnival" GIN BLOSSOMS "Ti"</p>	<p>KJYO/Oklahoma City, OK PD: Mike McCoy MD: Billy The Kid PAULA ABUL "Crazy" FUN FACTORY "Wanna" CHARLES & EDDIE "Jealousy" JENNIFER TRYNNIN "Nothing" LONDONBEAT "Build"</p>	<p>WPRO/Providence, RI PD: David Simpson MD: Tony Mascaro PAULA ABUL "Crazy" DEEP BLUE SOMETHING "Breakfast" NATALIE MERCHANT "Carnival" JAYHAWKS "Bad" MICHAEL JACKSON "Alone"</p>	<p>KHTY/Santa Barbara, CA PD: John Fredericks MD: Damon Young 20 SILVERCHAIR "Tomorrow" EDWIN MCCAIN "Solitude" CHARLES & EDDIE "Jealousy"</p>	<p>WKQY/Utica-Rome, NY PD: Wally McCarthy APD/MD: Shannon Steele CYNDI LAUPER "Girls" 4 PM "Years" CHARLES & EDDIE "Jealousy" MNS "Little" MATTHEW SWEET "Same"</p>
<p>WAEB/Allentown, PA PD: Brian Check MD: Joe Friday CYNDI LAUPER "Girls" ALANIS MORISSETTE "Oughta"</p>	<p>WRQK/Canton, OH PD/MD: Rauli Cheeks 31 FOO FIGHTERS "Call" MICHAEL JACKSON "Alone" SOPHIE B. HAWKINS "Lay"</p>	<p>KMCK/Fayetteville, AR PD: Dan Hentschel MD: Mike Chase 10 SKEE-LO "Wish" BRUCE HORNSBY "Walk" BETTE MIDLER "Deserve" WEZZER "Say" JENNIFER TRYNNIN "Nothing"</p>	<p>KRBE/Houston, TX PD: Tom Pooleman MD: Cobby Bryant 13 GOO GOO DOLLS "Name" 8 FUN FACTORY "Wanna"</p>	<p>KOWB/Minneapolis, MN PD: Dan Kieley MD: Rob Morris 27 GIN BLOSSOMS "Ti" 25 TAKE THAT "Back" 10 SOPHIE B. HAWKINS "Lay"</p>	<p>KQKQ/Omaha, NE PD: Mike J. Steele MD: Jimi Jamm NATALIE MERCHANT "Carnival" DAVE MATTHEWS BAND "Ants"</p>	<p>WPXR/Quad Cities, IA OM: Chuck O'Brien MICHAEL JACKSON "Alone" NATALIE MERCHANT "Carnival" BLESSIO UNION OF... "Let"</p>	<p>KZZU/Spokane, WA PD: Ken Hopkins APD: Casey Christopher 42 GIN BLOSSOMS "Ti" 40 LISA MOORISH "Man" 21 NAUGHTY BY NATURE "Flow"</p>	<p>KWTX/Waco, TX PD: Tom Martens MD: Flash Phillips MICHAEL JACKSON "Alone" BOYZ OF PARADISE "Shining" JODECI "Treak'n"</p>
<p>WVSR/Charleston, WV PD: Bill Shaban APD: Mike Edwards PAULA ABUL "Crazy" LONDONBEAT "Build" GIOVANNI "Eyes"</p>	<p>WEDJ/Charlotte, NC PD: Brian Bridgman MD: Tom Naylor 24 GREEN DAY "J.A.R." 10 DAVE MATTHEWS BAND "Ants" 8 SILVERCHAIR "Tomorrow" 5 SPONGE "Molly"</p>	<p>WWCK/Flint, MI PD: Lee St. Michaels MD: Scott Seiple JENNIFER TRYNNIN "Nothing" PAULA ABUL "Crazy" LONDONBEAT "Build"</p>	<p>WAPE/Jacksonville, FL PD: Cal Thomas MD: Damon Cox SELENA "Could" FUN FACTORY "Wanna" DAVE MATTHEWS BAND "Ants"</p>	<p>WBBB/Mobile, AL PD: Chris MD: Crash PAULA ABUL "Crazy" BRUCE HORNSBY "Walk" SILVERCHAIR "Tomorrow" BLESSIO UNION OF... "Let"</p>	<p>WXXL/Orlando, FL PD: Adam Cook MD: Larry D. 11 GIN BLOSSOMS "Ti" SOUL FOR REAL "Thing" SCATMAN JOHN "Scatman" NATALIE MERCHANT "Carnival" TAKE THAT "Back"</p>	<p>WCCG/Raleigh-Durham, NC PD: Brian Burns MD: Steve Douglas No Adds</p>	<p>WDRB/Springfield, IL PD: Bill Knapoth MD: Michael Gamby No Adds</p>	<p>WIFC/Wausau, WI PD: Kevin Kallins MD: Jackie Johnson MICHAEL JACKSON "Alone" NATALIE MERCHANT "Carnival" PAULA ABUL "Crazy"</p>
<p>KQIZ/Amarillo, TX PD/MD: Ted Kelly 24 BLUES TRAVELER "Run" 16 MICHAEL JACKSON "Alone" PAULA ABUL "Crazy" LA BOUCHE "Fallin'" MNS "Little" LONDONBEAT "Build" CHARLIE SEXTON "Sunday" TRIPPING DAISY "Get"</p>	<p>WVJM/Florence, SC OM: Dave Baker MD: Dena Denzick PAULA ABUL "Crazy" CHARLIE SEXTON "Sunday" TRIPPING DAISY "Get" CYNDI LAUPER "Girls"</p>	<p>WVFX/Johnstown, PA PD: Rich Adams MD: Mitch Edwards CHARLIE SEXTON "Sunday" CYNDI LAUPER "Girls"</p>	<p>WGLU/Johnstown, PA PD: Rich Adams MD: Mitch Edwards CHARLIE SEXTON "Sunday" CYNDI LAUPER "Girls"</p>	<p>WVVA/Morgantown, WV PD: John Anderson MD: Chris Knight DAVE MATTHEWS BAND "Ants" SELENA "Could"</p>	<p>WKZW/Peoria, IL VP/PD: Dale Van Horn MD: Kevin Ross BRUCE HORNSBY "Walk" PAULA ABUL "Crazy" ALANIS MORISSETTE "Oughta"</p>	<p>WRFY/Reading, PA PD: Al Burke MD: Mike Browne 12 RUSTED ROOT "Send" 2 UNLIMITED "Here" ALANIS MORISSETTE "Oughta"</p>	<p>WNTD/Syracuse, NY PD/MD: Dave Edwards PAULA ABUL "Crazy" 2 UNLIMITED "Here" ALANIS MORISSETTE "Oughta"</p>	<p>KKRO/Wichita, KS PD: Jack Oliver MD: Craig Hubbard ALANIS MORISSETTE "Oughta" SKEE-LO "Wish" PAULA ABUL "Crazy" BRUCE HORNSBY "Walk" WEZZER "Say" INNER CIRCLE "Summer" RUSTED ROOT "Send"</p>
<p>WGOT/Anchorage, AK PD: Mark Murphy MD: Roy Lennex 6 GIN BLOSSOMS "Ti" SOPHIE B. HAWKINS "Lay" NATALIE MERCHANT "Carnival"</p>	<p>WVXX/Baltimore, MD PD: Chris Cue MD: Randy Sherwyn GIN BLOSSOMS "Ti" BLESSIO UNION OF... "Let" ALANIS MORISSETTE "Oughta" JAMIE WALTERS "Why"</p>	<p>WVXX/Chattanooga, TN PD/MD: Dennis Dillon 12 FUN FACTORY "Wanna" 8 SELENA "Could"</p>	<p>WVXX/Chattanooga, TN PD/MD: Dennis Dillon 12 FUN FACTORY "Wanna" 8 SELENA "Could"</p>	<p>WVXX/Chattanooga, TN PD/MD: Dennis Dillon 12 FUN FACTORY "Wanna" 8 SELENA "Could"</p>	<p>WVXX/Chattanooga, TN PD/MD: Dennis Dillon 12 FUN FACTORY "Wanna" 8 SELENA "Could"</p>	<p>WVXX/Chattanooga, TN PD/MD: Dennis Dillon 12 FUN FACTORY "Wanna" 8 SELENA "Could"</p>	<p>WVXX/Chattanooga, TN PD/MD: Dennis Dillon 12 FUN FACTORY "Wanna" 8 SELENA "Could"</p>	<p>WVXX/Chattanooga, TN PD/MD: Dennis Dillon 12 FUN FACTORY "Wanna" 8 SELENA "Could"</p>

126 Total Reporters
126 Current Reporters
121 Current Playlists

Reported Frozen Playlist (1):
KZII/Lubbock, TX

Did Not Report, Playlist Frozen (4):
WZNY/Augusta, GA
KDUK/Eugene, OR
WZPL/Indianapolis, IN
WWST/Knoxville, TN

CHR/POP PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL CHR/POP REPORTERS ON R&R ONLINE

MARKET #21: 93.3 FLZ Tampa (813) 839-9393 Harris/Kapugi. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #22: JAMMIN 92.3 Cleveland (216) 621-9566 Rodman/Eubanks. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #24: KKRZ/Portland, OR (503) 226-0100 Benson/Murphy. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #25: WKRO/Cincinnati (513) 763-5500 Steal/Douglas. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #27: Mix 93.3 FM Kansas City (816) 753-0933 Wall. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #31: 92 Pro WPRO/Providence (401) 433-4200 Simpson/Mascaro. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #32: Z104 WNVZ/Norfolk (804) 497-2000 London/Sellers. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #33: WNCI 97.9 WNCI/Columbus, OH (614) 224-9624 Robbins/Bowen. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #35: Q99 KUTQ/Salt Lake City (801) 264-8250 Degeus. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #37: 95.1 The Edge WEDJ/Charlotte (704) 331-9510 Brudman/Naylor. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #38: B97 WEZB/New Orleans (504) 581-7002 Giovengo. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #39: X106.7 FM WXCL/Olando (407) 339-1067 Cook/Larry D. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #40: Kiss 98.5 WKSE/Buffalo (716) 884-5101 O'Neil/Universal. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #41: Kiss 95.7 WKSS/Hartford (203) 249-9577 Jones/Simonet. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

MARKET #41: 96.5 TIC FM WTCI/Hartford (203) 522-1080 Cannon/Bristol. Playlist table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE.

CHR/POP PLAYLISTS

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FIND COMPLETE PLAYLISTS FOR ALL CHR/POP REPORTERS ON R&R ONLINE

MARKET #44 WPKY/Rochester, NY (716) 454-2600 Ingram/Rice. Includes 98 FM WPKY logo and a table of 30 playlist items with columns for plays, artist, and title.

MARKET #45 WYHY/Nashville (615) 256-6556 Quinn/Harrison. Includes WYHY logo and a table of 30 playlist items.

MARKET #47 WGTZ/Dayton (513) 294-5858 Kaplan/Corbett. Includes 2.93 WGTZ logo and a table of 30 playlist items.

MARKET #48 WDJX/Louisville (502) 589-4800 Shebel/Meyer. Includes 99.7 WDJX logo and a table of 30 playlist items.

MARKET #50 WAPF/Jacksonville (904) 456-1055 Thomas/Cox. Includes WAPF logo and a table of 30 playlist items.

MARKET #51 KJYO/Oklahoma City (405) 840-5271 McCoy/Billy The Kid. Includes KJYO logo and a table of 30 playlist items.

MARKET #52 WDCG/Durham (919) 361-1051 Burns/Douglas. Includes WDCG logo and a table of 30 playlist items.

MARKET #54 KHFI/Austin (512) 474-9233 Roberts/Ventura. Includes 96.7 KHFI logo and a table of 30 playlist items.

MARKET #56 WRVQ/Richmond (804) 576-3200 McKay/Suri. Includes WRVQ logo and a table of 30 playlist items.

MARKET #57 WFAY/Albany, NY (518) 456-1146 Morgan/Scott. Includes WFAY logo and a table of 30 playlist items.

MARKET #58 KQMD/Honolulu (808) 581-8369 Hyatt/Frehly. Includes KQMD logo and a table of 30 playlist items.

MARKET #59 KHHT/Tulsa (918) 482-2020 Rush. Includes KHHT logo and a table of 30 playlist items.

MARKET #61 WBHT/Wilkes-Barre (717) 855-2271 Kelly/Ocean. Includes HOT 97 WBHT logo and a table of 30 playlist items.

MARKET #61 WKRZ/Wilkes-Barre (717) 853-9850 Medek/Padden. Includes 98.5 KRZ WKRZ logo and a table of 30 playlist items.

MARKET #62 KRQQ/Tucson (602) 323-9400 Todd/Richards. Includes 93.7 KRQQ logo and a table of 30 playlist items.

R&R CHR/RHYTHMIC TOP 50

AUGUST 11, 1995

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL
					TW	LW	2W	3W	STATIONS/ADDS
3	3	2	1	MOKENSTEF He's Mine (<i>OutBurst/RAL/Island</i>)	1766	1766	1640	1446	35/0
1	1	1	2	TLC Waterfalls (<i>LaFace/Arista</i>)	1732	1897	1964	2019	33/0
6	4	4	3	MICHAEL JACKSON You Are Not Alone (<i>Epic</i>)	1557	1550	1461	1205	35/0
2	2	3	4	MONICA Don't Take It Personal... (<i>Rowdy/Arista</i>)	1557	1745	1861	1952	35/0
5	6	5	5	ALL-4-ONE I Can Love You Like That (<i>Blitzz/Atlantic</i>)	1225	1317	1280	1266	26/0
10	7	6	6	SELENA I Could Fall In Love (<i>EMI Latin</i>)	1175	1218	1160	1085	28/0
12	9	8	7	NOTORIOUS B.I.G. One More Chance (<i>Bad Boy/Arista</i>)	1086	1109	978	942	30/1
13	12	10	8	SHAGGY Boombastic (<i>Virgin</i>)	1019	995	872	892	28/1
4	5	7	9	SOUL FOR REAL Every Little Thing I Do (<i>Uptown/MCA</i>)	1007	1143	1317	1342	25/0
18	15	11	10	BONE THUGS-N-HARMONY 1st Of... (<i>Ruthless/Relativity</i>)	868	841	765	639	27/3
—	38	24	11	SEAL Kiss From A Rose (<i>ZTT/Sire/WB</i>)	808	523	372	255	25/4
7	8	9	12	JON B. & BABYFACE Someone To... (<i>Yab Yum/550 Music</i>)	775	1051	1160	1167	22/0
8	11	13	13	MONTELL JORDAN This Is How We Do It (<i>PMP/RAL/Island</i>)	774	813	887	1144	23/0
9	10	12	14	BOYZ II MEN Water Runs Dry (<i>Motown</i>)	721	824	910	1109	23/0
15	16	15	15	LUNIZ I Got 5 On It (<i>Noo Trybe</i>)	696	739	692	662	21/4
22	21	17	16	JON. B. Pretty Girl (<i>Yab Yum/550 Music</i>)	679	670	595	574	26/8
34	28	22	17	SKEE-LO I Wish (<i>Sunshine/Scotti Bros.</i>)	658	570	446	403	25/3
36	27	21	18	AFTER 7 Til You Do Me Right (<i>Virgin</i>)	658	577	458	390	21/1
14	14	16	19	NAUGHTY BY NATURE Feel Me Flow (<i>Tommy Boy</i>)	657	718	805	853	27/0
BREAKER			20	JODECI Freek'n You (<i>Uptown/MCA</i>)	641	482	436	306	20/1
27	19	18	21	VYBE Warm Summer Daze (<i>Island</i>)	636	607	606	497	21/0
17	17	20	22	BRANDY Best Friend (<i>Atlantic</i>)	585	578	648	641	14/1
24	20	19	23	BUCKETHEADS The Bomb... (<i>Big Beat/Atlantic</i>)	561	588	603	550	20/0
11	13	14	24	ADINA HOWARD Freak Like Me (<i>EastWest/EEG</i>)	552	748	808	945	18/0
21	22	26	25	DIANA KING Shy Guy (<i>WORK</i>)	488	479	559	583	12/0
—	—	27	26	MONTELL JORDAN Somethin' 4 Da... (<i>PMP/RAL/Island</i>)	481	460	189	41	23/2
16	18	23	27	MADONNA Human Nature (<i>Maverick/Sire/WB</i>)	428	544	641	649	14/0
38	39	35	28	FAITH You Used To Love Me (<i>Arista</i>)	393	366	354	345	12/1
23	24	33	29	TONY THOMPSON I Wanna Love Like That (<i>Giant</i>)	391	385	494	555	10/0
50	48	36	30	JUNIOR M.A.F.I.A. Player's Anthem (<i>Big Beat/Atlantic</i>)	387	338	288	260	17/4
26	23	29	31	TOTAL F/NOTORIOUS B.I.G. Can't You See (<i>Tommy Boy</i>)	387	444	521	504	10/0
30	29	30	32	MAX-A-MILLION Take Your Time (<i>S.O.S./Zoo</i>)	376	442	444	455	10/0
25	25	28	33	SELENA Missing My Baby (<i>EMI Latin</i>)	376	460	493	542	9/0
35	32	31	34	XSCAPE Feels So Good (<i>So So Def/Columbia</i>)	370	415	427	402	16/0
44	45	48	35	REAL MCCOY Come And Get Your Love (<i>Arista</i>)	356	277	297	301	8/0
19	26	32	36	U.N.V. So In Love With You (<i>Maverick/WB</i>)	343	390	470	599	13/0
47	41	37	37	D'ANGELO Brown Sugar (<i>EMI</i>)	342	332	344	283	16/0
37	35	34	38	ADINA HOWARD My Up And Down (<i>EastWest/EEG</i>)	310	380	386	349	17/1
31	36	39	39	VANESSA WILLIAMS Colors Of The Wind (<i>Hollywood</i>)	302	327	375	431	14/1
DEBUT			40	BRANDY f/ WANYA MORRIS Brokenhearted (<i>Atlantic</i>)	300	158	95	30	16/5
29	33	38	41	NICKI FRENCH Total Eclipse Of The Heart (<i>Critique</i>)	300	332	409	459	9/0
DEBUT			42	IMMATURE Feel The Funk (<i>MCA</i>)	286	173	154	50	8/2
DEBUT			43	DEBORAH COX Sentimental (<i>Arista</i>)	285	118	49	23	19/2
—	—	44	44	SELENA Dreaming Of You (<i>EMI Latin</i>)	277	293	171	150	5/0
40	44	43	45	BRYAN ADAMS Have You Ever Really Loved... (<i>A&M</i>)	273	300	303	319	6/0
45	47	46	46	LA BOUCHE Fallin' In Love (<i>Logic/RCA</i>)	258	287	289	291	10/0
41	43	49	47	FUN FACTORY I Wanna B With U (<i>Curb</i>)	248	251	308	312	7/0
20	31	40	48	METHOD MAN I'll Be There For You (<i>Def Jam/RAL/Island</i>)	240	315	432	585	9/0
32	40	50	49	KUT KLOSE I Like (<i>Elektra/EEG</i>)	239	245	354	414	7/0
—	42	41	50	2PAC So Many Tears (<i>Interscope</i>)	237	301	315	258	12/0

This chart reflects airplay from July 31-August 6. Songs ranked by total plays. Highlighted songs indicate Breaker. 37 CHR/Rhythmic reporters. 36 current playlists. © 1995, R&R Inc.

BREAKERS.

JODECI
Freek'n You (*Uptown/MCA*)
TOTAL PLAYS/INCREASE: 641/159 TOTAL STATIONS/ADDS: 20/1 CHART: 20

MOST ADDED.

ARTIST TITLE LABEL(S)	ADDS
COOLIO Gangsta's Paradise (<i>MCA</i>)	9
JON. B. Pretty Girl (<i>Yab Yum/550 Music</i>)	8
PAULA ABDUL Crazy Cool (<i>Captive/Virgin</i>)	5
BRANDY F/ WANYA MORRIS Brokenhearted (<i>Atlantic</i>)	5
GROOVE THEORY Tell Me (<i>Epic</i>)	5
INI KAMOZE Listen Me Tic (Woyoi) (<i>EastWest/EEG</i>)	5
JUNIOR M.A.F.I.A. Player's Anthem (<i>Big Beat/Atlantic</i>)	4
LOS DEL RIOS Macarena (<i>BMG Latin</i>)	4
LUNIZ I Got 5 On It (<i>Noo Trybe</i>)	4
SEAL Kiss From A Rose (<i>ZTT/Sire/WB</i>)	4
ULTIMATE KAOS Some Girls (<i>Motown</i>)	4

MOST INCREASED PLAYS

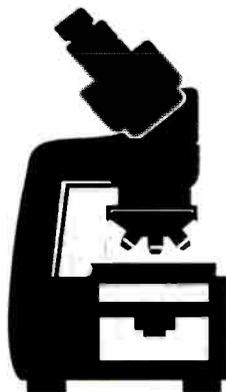
ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SEAL Kiss From A Rose (<i>ZTT/Sire/WB</i>)	+285
GROOVE THEORY Tell Me (<i>Epic</i>)	+168
DEBORAH COX Sentimental (<i>Arista</i>)	+167
JODECI Freek'n You (<i>Uptown/MCA</i>)	+159
BRANDY F/ WANYA MORRIS Brokenhearted (<i>Atlantic</i>)	+142
COOLIO Gangsta's Paradise (<i>MCA</i>)	+138
IMMATURE Feel The Funk (<i>MCA</i>)	+113
XSCAPE Who Can I Run To (<i>So So Def/Columbia</i>)	+98
SKEE-LO I Wish (<i>Sunshine/Scotti Bros.</i>)	+88
AFTER 7 Til You Do Me Right (<i>Virgin</i>)	+81

HOTTEST RECURRENTS

Ranked By Total Plays

ARTIST TITLE LABEL(S)
IV XAMPLE I'd Rather Be Alone (<i>MCA</i>)
SOUL FOR REAL Candy Rain (<i>Uptown/MCA</i>)
BRANDY Baby (<i>Atlantic</i>)
TLC Red Light Special (<i>LaFace/Arista</i>)
REAL MCCOY Another Night (<i>Arista</i>)
BOYZ II MEN On Bended Knee (<i>Motown</i>)
SUBWAY This Lil' Game We Play (<i>Biv 10/Motown</i>)
MADONNA Take A Bow (<i>Maverick/Sire/WB</i>)
REAL MCCOY Run Away (<i>Arista</i>)
BRANDY I Wanna Be Down (<i>Atlantic</i>)

Breakers: Songs registering 500 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



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In fact, we'll do that for you, free of charge, even if you're not using our system!

Let us show you how life can be better.



HOTTEST NEW & ACTIVE

CRYSTAL WATERS Relax (Mercury)
Total Plays: 237, Total Stations: 10, Adds: 0
BOYZ OF PARADISE Shining Star (Dre Force/Rhythm Safari/Priority)
Total Plays: 236, Total Stations: 13, Adds: 0
LDR/BAYSIDE BOYS MIX Macarena (RCA)
Total Plays: 233, Total Stations: 7, Adds: 3
SCATMAN JOHN Scatman (RCA)
Total Plays: 215, Total Stations: 13, Adds: 1
AZ Sugar Hill (EMI)
Total Plays: 207, Total Stations: 10, Adds: 1
BROWNSTONE I Can't Tell You Why (M&M/Epic)
Total Plays: 194, Total Stations: 10, Adds: 0
PATRA Pull Up To The Bumper (550 Music)
Total Plays: 180, Total Stations: 12, Adds: 1
GROOVE THEORY Tell Me (Epic)
Total Plays: 176, Total Stations: 13, Adds: 5
COOLIO Gangsta's Paradise (MCA)
Total Plays: 174, Total Stations: 11, Adds: 9
DOVE SHACK Summertime In The LBC (Def Jam/RAL/Island)
Total Plays: 172, Total Stations: 10, Adds: 0

EVERYTHING BUT THE GIRL Missing (Atlantic)
Total Plays: 162, Total Stations: 3, Adds: 0
SOLO Heaven (Perspective/A&M)
Total Plays: 161, Total Stations: 14, Adds: 3
REDMAN/METHOD MAN How High (Def Jam/RAL/Island)
Total Plays: 148, Total Stations: 6, Adds: 0
LE CLICK Tonight Is The Night (Import)
Total Plays: 147, Total Stations: 4, Adds: 0
REMBRANDTS I'll Be There For You (EastWest/EEG)
Total Plays: 136, Total Stations: 5, Adds: 0
STEVIE B If You Still Love Me (Emporia West/Thump)
Total Plays: 130, Total Stations: 5, Adds: 1
LOS DEL RIOS Macarena (BMG Latin)
Total Plays: 130, Total Stations: 7, Adds: 4
TLC Kick Your Game (LaFace/Arista)
Total Plays: 116, Total Stations: 6, Adds: 2
MONICA Before You Walk Out Of My Life (Rowdy/Arista)
Total Plays: 112, Total Stations: 3, Adds: 1
YO'CO ROSS Miss Me (Columbia)
Total Plays: 110, Total Stations: 7, Adds: 1

SELECTED NEW RELEASES

Here are a few hot releases for the next couple of weeks. Some release dates are subject to change.

AUGUST 15

Joya "Gettin' Off On You" (A&M)
M People "Search For The Hero" (Epic)
Ziggy Marley "Power To Move Ya" (Elektra/EEG)
Ruffnxxx Sound System "Stick By Me" (WB)

AUGUST 22

Mary J. Blige "Natural Woman" (Uptown/MCA)
Fo' Clips "Be Thankful" (Quality)
Nicki French "Did You Ever Really Love Me?" (Critique)
Janet Jackson "Runaway" (A&M)
Jodeci "Get It Up" (Uptown/MCA)
KRS-One "MC's Act Like They Don't Know" (Jive)
Los Del Mar "Macarena" (Critique)
PM Dawn "Downtown Venus" (Gee Street/Island)
RBX "A.W.O.L." (WB)
Subway "This Is Not A Goodbye" (Biv 10/Motown)
Worl-A-Girl "No Woman No Cry" (EastWest/EEG)

What is an angel?

Is it a heavenly being with loving eyes and soft broad wings? Is it an angel who appears to you through a time of crisis? Is it someone whose presence provides a lasting benefit to all mankind? The answer is... Yes!



ANGELS ON THE RADIO — Responding to increased interest in angels, XHTZ (Jammin' Z90)/San Diego released these unique angel postcards. On one side is an image of an angel, while the other features a brief history of angels and their effect on various historical figures.



BIG ASS BEACH PARTY — Skee-lo (second from left, standing), Luniz, Monica, Shaggy, and C+C Music Factory helped make KYLD (Wild 107)/San Francisco's "Big Ass Beach Party" at Raging Waters a success. Having some fun in the sun are (kneeling, l-r) Luniz members Yuckmouth and Numbskull; (top, l-r) Scotti Bros. rep Fred Scotti Jr., Wild 107 PD Michael Martin, and members of Skee-lo's crew.

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

Table listing CHR/Rhythmic reporters by market, including station names, reporter names, and phone numbers.

37 Total Reporters
37 Current Reporters
36 Current Playlists
Did Not Report, Playlist Frozen (1):
WHJX/Jacksonville, FL
Note: KHQT/San Jose has changed format to Progressive and is no longer a CHR/RHY reporter.



WALT LOVE

WJBT/Jacksonville: Hot Fun In The Summertime

Station fills a concert void, reaches out to community in 'Jam For Peace'

WJBT/Jacksonville PD Nate Bell decided there was a void in the market for great summer concerts. Now in its 20th year, the station's "Come Together Day...Jam For Peace" has provided loyal listeners with performances by young, up-and-coming acts.

According to Bell, "We don't get a lot of major concerts coming through the Jacksonville area. We don't get Luther Vandross, Anita Baker, Janet Jackson, and other folks [of that caliber]. So I definitely see some ratings success for us by filling that void. Because we do that by bringing some of the more popular young acts into town, more people relate to us and give us positive credit."



Nate Bell

per that the concert adopted an anti-violence theme because of the increased crime and violence in urban communities. He said the station is assisting the Help Center because of the damage crack cocaine is doing. "It's my belief that drug addiction is the [catalyst] for violence in the black community. Most of the crime in the urban community stems directly from crack use or drug dealers fighting each other over turf."

As always, 'JBT put together a first-class concert. The artist lineup was: Shabba Ranks, Immature, Usher, Monteco, Dis N' Dat, Lorenzo, Fabu, Jesse, Mokenstef, Little Vicious, and Breakdown. The local newspaper reviews were outstanding. Says Bell, "It was incredible. I have never seen more people excited in my entire life. It's

Bell's Toll: 15,000

This year's bash took place in the center of downtown Jacksonville and attracted 15,000 listeners. The event was free to the public with all vendor proceeds benefitting the "Help Center," a local drug rehabilitation program.

Station VP/GM Bruce Demps told the city's Times-Union newspa-



really very fulfilling when you get to see 15,000 of your listeners enjoying themselves and excited to be able to see entertainers and be so close to them. It makes all the work worthwhile.

"It really took a lot to get this concert together. I was on the phone with record executives every day." Bell adds that he was very fortunate to have a number of record companies cooperate with the station's efforts. Bell says 'JBT did heavy on-air promotion about the event. "There was never a time you could turn on our station and not hear something about this event. My programming philosophy is that nobody can out-promote our radio station when we're sponsoring an event. This is our town and we're known as 'The People's Station'! Our listeners support us."

Sell It If You Can

On the sales end, Bell notes, "We sold everything that we could — even the name of the stage. Pepsi picked that one up; we called it the 'Pepsi Sound Stage'. Local retailers had the opportunity to purchase booth space to show and sell their local products or merchandise."

We don't get a lot of major concerts coming through the Jacksonville area. So I definitely see some ratings success for us by filling that void.

— Nate Bell



EVERYONE'S A WINNER — Giving their time for a good cause were (l-r) WKKV/Milwaukee Sports Director Marky B., Boyz II Men member Nathan Morris, Brandon Lucas, Boyz Mike McCray, and Broadcast Operations VP Tony Fields.



POST-GAME BONDING — The WKKV/Milwaukee crew pose with members of Boyz II Men and Motown's Pat Edwards (r).

WKKV's Community Commitment

How active are UC stations? I recently wrote about WKKV (V100)/Milwaukee, which did its annual outdoor concert raising over \$100,000 for various local charities.

This is one station that keeps busy. After being contacted by concerned listeners about Brandon Lucas, a 7-year-old boy in need of a bone-marrow transplant, the V100 crew went right to work. They put together a charity basketball game against one of the listeners' favorite male singing groups: Boyz II Men. The entire net proceeds went to Lucas's cause; he will have his transplant at the end of this month.

The station's four-member group was assisted on the court by Milwaukee Bucks team players Todd Day and Vin Baker. Playing on the Boyz II Men team was Golden State Warrior member Latrell Sprewell.



Shabba Ranks gets down for WJBT/Jacksonville's Come Together Day...Jam For Peace.



IT'S LIVE — WJBT/Jacksonville Production Director/air personality B. Brian did a live on-air interview with Mokenstef.



WJBT/Jacksonville MD K.J. did a live, on-air interview with Immature.

R&R REPORTERS

Stations and their adds listed alphabetically by market

URBAN

Table listing urban radio stations and their playlists across various markets including Albany, Charlotte, Fayetteville, Lafayette, Memphis, Oklahoma City, St. Louis, etc.

URBAN AC

Table listing urban AC radio stations and their playlists across various markets including Baltimore, Chattanooga, Detroit, Huntsville, New Orleans, Raleigh, San Francisco, etc.

83 Total Reporters
83 Current Reporters
78 Current Playlists
Reported Frozen Playlist (1):
WQMG/Greensboro, NC
Did Not Report, Playlist Frozen (4):
WHTA/Atlanta, GA
KDKA/Dallas-Ft. Worth, TX
WHKM/Memphis, TN
WJHM/Orlando, FL

24 Total Reporters
23 Current Reporters
22 Current Playlists
Reported Frozen
Playlist (1):
WMCS/Milwaukee, WI
Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data(1):
WMMJ/Washington DC,

R&R URBAN AC TOP 30

AUGUST 11, 1995

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
—	1	2	1	JON B. & BABYFACE Someone... (Yab Yum/550 Music)	544	510	579	—	21/0
—	2	1	2	AFTER 7 Til You Do Me Right (Virgin)	523	550	562	—	21/2
—	7	4	3	MICHAEL JACKSON You Are Not Alone (Epic)	508	394	276	—	22/0
—	4	5	4	TLC Waterfalls (LaFace/Arista)	388	381	430	—	15/1
—	3	3	5	BOYZ II MEN Water Runs Dry (Motown)	378	414	464	—	16/0
—	18	9	6	BRIAN MCKNIGHT On The Down Low (Mercury)	325	271	224	—	18/3
—	8	7	7	PURE SOUL We Must Be In Love (Stepsun/Interscope)	311	301	272	—	18/2
—	5	6	8	BRIAN MCKNIGHT Crazy Love (Mercury)	286	331	392	—	11/0
—	19	16	9	FAITH You Used To Love Me (Arista)	279	238	215	—	12/0
—	23	17	10	VANESSA WILLIAMS You Can't Run (Mercury)	273	237	211	—	17/1
—	22	14	11	D'ANGELO Brown Sugar (EMI)	262	242	212	—	13/2
—	12	13	12	JODY WATLEY Affection (Bellmark)	258	255	257	—	14/0
—	20	10	13	BROWNSTONE I Can't Tell You Why (MJJ/Epic)	254	265	214	—	16/1
—	11	8	14	BARRY WHITE There It Is (A&M)	249	283	260	—	13/0
—	10	15	15	PHIL PERRY Love Don't Love Nobody (Blue Thumb/GRP)	243	241	268	—	17/3
—	9	12	16	WHISPERS Come On Home (Capitol)	241	260	272	—	15/0
—	30	21	17	XSCAPE Feels So Good (So So Def/Columbia)	239	211	180	—	13/2
—	26	19	18	VANESSA WILLIAMS Colors Of The Wind (Hollywood)	237	221	200	—	11/1
—	—	23	19	SOLO Heaven (Perspective/A&M)	234	202	141	—	16/1
—	6	11	20	STEVIE WONDER For Your Love (Motown)	204	262	323	—	9/0
—	15	20	21	BROWNSTONE Grapevyne (MJJ/Epic)	201	220	249	—	11/0
—	29	24	22	MOKENSTEF He's Mine (Out Burst/RAL/Island)	197	200	189	—	8/1
—	—	30	23	BLACKSTREET Tonight's The Night (Interscope)	196	156	149	—	15/5
—	17	18	24	ANITA BAKER It's Been You (Elektra/EEG)	195	233	230	—	9/0
—	—	26	25	WILLIAM BECTON Be Encouraged (Intersound)	193	186	139	—	13/1
—	24	27	26	BRANDY Best Friend (Atlantic)	177	180	202	—	9/1
DEBUT			27	BEBE & CECE WINANS Stay With Me (Capitol)	156	123	77	—	13/1
—	14	25	28	ANITA BAKER & JAMES INGRAM When You... (Elektra/EEG)	154	194	250	—	10/1
DEBUT			29	MONICA Don't Take It Personal... (Rowdy/Arista)	154	151	145	—	7/0
—	13	22	30	CHANTE' MOORE I'm What You Need (Silas/MCA)	154	207	256	—	6/0

This chart reflects airplay from July 31-August 6. Songs ranked by total plays. Highlighted songs indicate Breaker.
24 Urban AC reporters. 22 current playlists. © 1995, R&R Inc.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
REGINA BELLE Love T.K.O. (Columbia)	10
BRANDY F/WANYA MORRIS Brokenhearted (Atlantic)	10
BLACKSTREET Tonight's The Night (Interscope)	5
J. SPENCER U Should Be Mine (MoJAZZ/Motown)	4
INCOGNITO Spellbound And... (Verve Forecast)	3
BRIAN MCKNIGHT On The Down Low (Mercury)	3
PHIL PERRY Love Don't Love... (Blue Thumb/GRP)	3
AFTER 7 Til You Do Me Right (Virgin)	2
BLESSID UNION OF SOULS I Believe (EMI)	2
BOYZ II MEN Vibin' (Motown)	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MICHAEL JACKSON You Are Not Alone (Epic)	+114
BRANDY F/WANYA MORRIS Brokenhearted (Atlantic)	+56
BRIAN MCKNIGHT On The Down Low (Mercury)	+54
DEBORAH COX Sentimental (Arista)	+51
SEAN LEVERT Same One (Atlantic)	+50
REGINA BELLE Love T.K.O. (Columbia)	+47
FAITH You Used To Love Me (Arista)	+41
BLACKSTREET Tonight's The Night (Interscope)	+40
J. SPENCER U Should Be Mine (MoJAZZ/Motown)	+40
VANESSA WILLIAMS You Can't Run (Mercury)	+36

HOTTEST RECURRENTS Ranked By Total Plays

ARTIST TITLE LABEL(S)
BARRY WHITE Come On (A&M)
RAPHAEL SAADIQ Ask Of You (550/Epic ST)
LUTHER VANDROSS Going In Circles (LV/Epic)
ANITA BAKER I Apologize (Elektra/EEG)
MICHAEL & JANET JACKSON Scream (Epic)
KUT KLOSE I Like (Elektra/EEG)
STEVIE WONDER Tomorrow Robins... (Motown)
GLADYS KNIGHT I Don't Want To Know (MCA)
MONTELL JORDAN This Is How We... (PMP/RAL/Island)
RACHELLE FERRELL With Open Arms (Capitol)

Breakers: Songs registering 200 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

NEW & ACTIVE

AARON HALL Curiosity (Silas/MCA)
Total Plays: 145, Total Stations: 9, Adds: 1

GROOVE THEORY Tell Me (Epic)
Total Plays: 131, Total Stations: 10, Adds: 0

PATRA Pull Up To The Bumper (550 Music)
Total Plays: 123, Total Stations: 6, Adds: 0

JASON WEAVER Love Ambition (Motown)
Total Plays: 122, Total Stations: 8, Adds: 1

VYBE Warm Summer Daze (Island)
Total Plays: 122, Total Stations: 7, Adds: 0

ADINA HOWARD My Up And Down (EastWest/EEG)
Total Plays: 117, Total Stations: 7, Adds: 1

ALL-4-ONE I Can Love You Like That (Blitzz/Atlantic)
Total Plays: 112, Total Stations: 6, Adds: 0

COZETTE MORGAN All Out Of Love (Nina)
Total Plays: 98, Total Stations: 6, Adds: 1

SEAN LEVERT Same One (Atlantic)
Total Plays: 96, Total Stations: 12, Adds: 1

SHAGGY Boombastic (Virgin)
Total Plays: 94, Total Stations: 6, Adds: 2

Songs ranked by total plays.

WILLIAM BECTON & FRIENDS

"BE ENCOURAGED"

URBAN AC CHART 25

FROM THE INTERSOUND ALBUM "BROKEN"

KJLH WHQT WBLK
WVAZ WWIN WIKS
WDAS WTMP WFLM
WMXD WMCS WMMJ
KMJQ WVKO



1-800-945-3059

Nelson Sets 10th Farm Aid Concert

□ Young, Mellencamp, Hootie to perform in Louisville

Willie Nelson, Neil Young, John Mellencamp, and Hootie & The Blowfish will appear at the 10th annual Farm Aid concert, set for October 1 in Louisville. Additional performers will be announced in the weeks to come. Because of Louisville's proximity to Nashville, several country acts are expected to appear during the day-long concert.

Nelson and Kentucky Gov. Brereton Jones made the announcement July 29 at the Kentucky Fair and Exposition Center in Louisville. The concert takes place at the fair complex's Cardinal Stadium.

Nelson is looking forward to staging the concert in the Bluegrass State. "Kentucky is full of dedicated men and women who work hard to make a living on the land," he said. "This concert is a chance to remind the nation that the work of family farmers is vital to America."

Issuing a challenge to Congress to draft a new farm bill that will set agricultural policy for the next five years, Nelson noted that Farm Aid's work is far from over. "The farm crisis has turned into a chronic problem. Five hundred farmers a week are still losing their land, even though farm auctions aren't on the front pages anymore. As long as the people who are willing to work the fields all day need our help, Farm Aid will stand behind them."

After announcing that rockers Hootie & The Blowfish will be on the concert bill, Nelson turned to Jones and said, "I know they're one of your favorites." Tickets go on sale August 28 through Ticketmaster.

Black And Flannel

Speaking of Nelson and rock alliances, Johnny Cash recently traveled to Seattle to record a tribute to Nelson along with an impressive cast of alternative rockers.

The "Man In Black" was backed by former Nirvana bassist Krist Novoselic, Soundgarden guitarist Kim Thayil, and Alice In Chains drummer Sean Kinney. For his part in the tribute album, Cash chose "Time of the Preacher," which was included on Nelson's classic "Red

COUNTRY FLASHBACK

1 YEAR AGO

- No. 1: "Love A Little Stronger" — Diamond Rio

5 YEARS AGO

- No. 1: "When I Call Your Name" — Vince Gill

10 YEARS AGO

- No. 1: "Love Is Alive" — Judds (third week)

15 YEARS AGO

- No. 1: "Drivin' My Life Away" — Eddie Rabbit (second week)

20 YEARS AGO

- No. 1: "Rhinestone Cowboy" — Glen Campbell

Headed Stranger" album.

Other rockers contributing tracks to the tribute album include Superchickens, Tenderloin, Screaming Trees, and Best Kissers In The World. Why do rock musicians respect Nelson? "They look at Willie as a role model in terms of staying true to your art and not kowtowing to the industry mainstream," producer Randall Jamail told the *Los Angeles Times*.

The album is tentatively scheduled to be released in January.

CMA Nominees Upcoming

Trisha Yearwood and Tim McGraw reveal the finalists for the 29th annual CMA Awards during an August 15 press conference at

the Grand Ole Opry House. The two stars will announce the final five nominees in 12 categories.

The CMA Awards, hosted again this year by Vince Gill, will be broadcast live October 4 by CBS Television. Country stations interested in obtaining audio satellite service from the press conference may contact MJI Broadcasting's affiliate relations department at (212) 245-5010. A video press release will also be available from the Country Music Association's public relations department, (615) 244-2840.

SRO Continues CMA Week

The awards show highlights CMA week, but the SRO '95 entertainment expo could have a year-long impact on which of the newer country acts will be visiting the clubs, fairs, and arenas in your area.

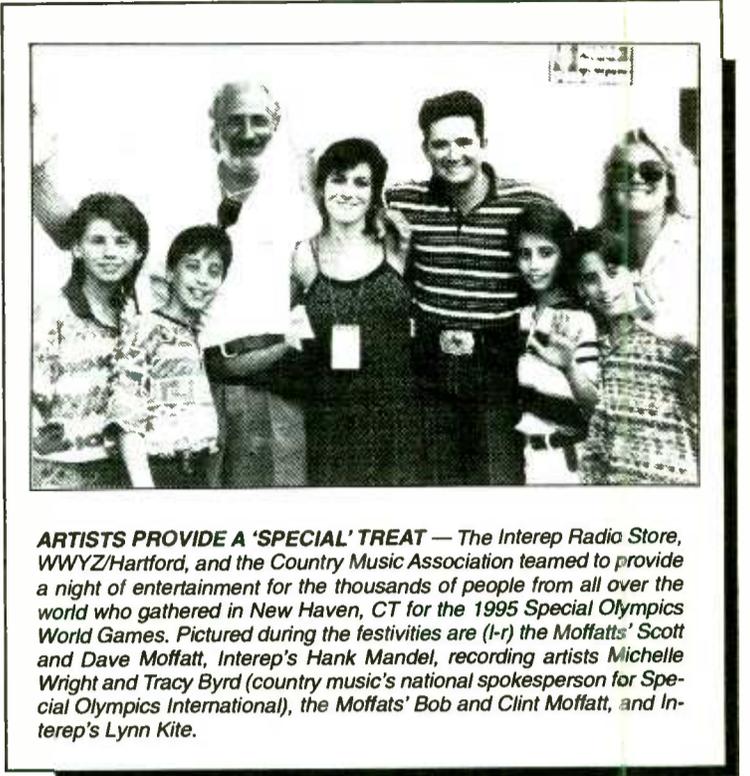
Taking place October 5-7, three showcases will give talent buyers a chance to sample performances by 28 acts. The lineup is packed with acts which have already made their presence known at Country radio, along with others you may be hearing about in the near future.

Those performing are Rhett Akins, Stacy Dean Campbell, Jeff Carson, Terri Clark, Davis Daniel, Wesley Dennis, Emilio, Ty England, 4Runner, Noah Gordon, Brett James, Woody Lee, Shelby Lynne, Billy Montana, Jill Morris, David Lee Murphy, Perfect Stranger, Jon Randall, Ronna Reeves, Kim Richey, Ricochet, Shaver, Daryle Singleary, Smokin' Armadillos, Rhonda Vincent, Western Flyer, and Bryan White.

Jackson Saves The Day

When Bryan White began seeking artists' donations for an August 10 charity auction, Alan Jackson came through with the grand prize — his white 1965 Ford Mustang convertible, (see picture below).

"When I heard Alan was sending us his car, I was speechless," White said. "That car is worth a lot of mon-



ARTISTS PROVIDE A 'SPECIAL' TREAT — The Interep Radio Store, WWYJ/Hartford, and the Country Music Association teamed to provide a night of entertainment for the thousands of people from all over the world who gathered in New Haven, CT for the 1995 Special Olympics World Games. Pictured during the festivities are (l-r) the Moffatts' Scott and Dave Moffatt, Interep's Hank Mandel, recording artists Michelle Wright and Tracy Byrd (country music's national spokesperson for Special Olympics International), the Moffatts' Bob and Clint Moffatt, and Interep's Lynn Kite.

ey. Even more than that, Alan's cars mean so much to him. I'm very flattered and very thankful that Alan has been so supportive of this benefit."

The auction, coinciding with White's shows at Nashville's Wildhorse Saloon, benefits the Federal Employees Educational Assistance Fund for children injured or left without parents as a result of the Oklahoma City federal building bombing. White planned the event to help out the people in his hometown.

Other items to be auctioned were donated by Sawyer Brown, Steve Wariner, Billy Dean, Toby Keith, Dick Clark, Gene Autry, and several NASCAR drivers.

Album Action

"Alan Jackson: The Greatest Hits Collection," scheduled for late October release on Arista, will feature two new tracks, "Tall, Tall Trees" and "I'll Try." The 20-song CD runs 69 minutes and includes 16 of his No. 1 songs, including the ever-popular "Chattahoochee."

With her new RCA album, "Wild Angels," just completed, Martina McBride sang the national anthem in Denver to open the August 1 game between the Colorado Rockies and the Los Angeles Dodgers.

McBride recently went to the studio to join Trisha Yearwood and Linda Davis for a track, which will be included on Reba McEntire's new album, "Starting Over," out in October on MCA. The singers formed a quartet to rework the Patti LaBelle/Michael McDonald pop hit, "On My Own," which has become a staple of McEntire's concerts.

Unexpected Interests

The Mavericks' new MCA album, "Music For All Occasions," includes a remake of "Something Stupid," which Frank Sinatra and daughter, Nancy, took to the pop charts during the late '60s. The album will be in stores late next month.

If you had to name a country artist who might be spotted at a Van Halen concert, traditionalist Ricky Skaggs probably wouldn't be near the top of the list. We probably won't have to worry about the experience prompting Skaggs to add a whammy bar to his electric mandolin or plugging into multiple stacks of amplifiers. He was just being a good father, taking his son to see the rock band's recent concert at Nashville's Starwood Amphitheater.

— Calvin Gilbert



2, 2, 2 CERTIFICATIONS IN 1 — MCA Records/Nashville recently celebrated both the platinum status of Tracy Byrd's "No Ordinary Man," and the gold status of Byrd's self-titled debut album. Celebrants were given a sneak preview of Byrd's newest LP, "Love Lessons," which was released July 18. Among the attendees were (l-r) MCA Nashville Chairman Bruce Hinton, Ritter-Carter Mgmt.'s Joe Carter, MCA Records' Dave Weigand and Scott Borchetta, Byrd, MCA Nashville President Tony Brown, and Carter-Ritter Mgmt.'s Ken Ritter.



Alan Jackson (l) and Bryan White hang out for the cause (see story above).



LON HELTON

'Tis The Season For Hot Promotions

Marriages, giveaways, 'citations' — even Santa — help with summer exposure

Summertime ... and the promotions are easy — or at least plentiful. Here are some of the things your compatriots have been up to lately.

'Guilty' Listeners

Former WKKX/Parkersburg, WV OM Tom McGuire — who recently opened the Grand Rapids-based **Fragal Consultant** for small and medium markets — described a fun and unique contest during one of our phone chats not too long ago. Here's how the "I'm Guilty Of Listening To KIX 103" promotion works.

Morning team member and "man about town" Steve McCoy conducts daily "traffic stops"

ed listening," "listening across state lines," etc. Announcing a listener's name, the "defendant" gets 10 minutes to call and "throw themselves on the mercy of the court." The sentence is a "reverse fine" of \$103.

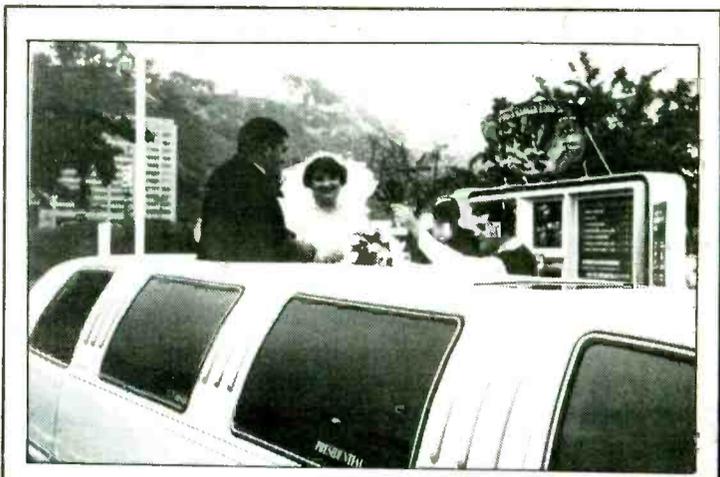
McGuire couldn't have been happier with the promotion. "Standing out on the radio because of its self-deprecating nature — and providing visibility and externalization for the KIX 103 morning show — the "Guilty" promotion has yielded an unexpected dividend. We're meeting people who listen to the station but have never partici-

room, where a local TV news anchorman serenaded the gathered throng.

Unusual Weddings, Part II

WGNE/Daytona Beach conducted a rather unusual wedding of its own. The "Great Frog Wedding" promotion garnered dozens of entries, and the winner was selected following station interviews. The couple exchanged vows on the pitcher's mound, after which the groom threw out the first pitch and the bride belted out the National Anthem.

The Frog showered the couple with gifts, including a wedding gown and tux, wedding rings, flowers, a cake, a catered reception, and a trip to New York City for the honeymoon.



KSON/San Diego morning personality Tony Randall (r) interviews the betrothed as partner Kris Rochester (background) sheds a tear of joy during the couple's "McWedding," conducted at a McDonald's drive-thru lane.

barn, where the headliners performed a last-minute unplugged concert before hundreds of die-hard fans.

In addition to the solo songs, the faithful fans were treated to an impromptu performance by Giant's new acoustic supergroup, "CS&N" — Collie, Singletary, and Norwood, of course.

A Penny For Your 'March'

WYAY/Atlanta morning personality Rhubarb Jones recently completed his annual "March Across Georgia," collecting more than 8.1 million pennies (\$81,000) in the process. Jones's trek covered 30 days and 23 cities. He stayed a minimum of 106 minutes in each location, asking people to bring pennies.

Sponsors included Kroger and Chic-Fil-A, which had "March Across Georgia" displays in each of its metro Atlanta restaurants. Proceeds benefited the Leukemia Society of America/Georgia Chapter.

Jones was also honored in *Atlanta Magazine's* July issue as the city's "Best Radio Personality." It said of Jones, "The award-winning Country disc jockey [is] a throwback to a time when good music and goodwill were more important than cynicism and hate."

Please Be Seated

KIDX/Billings, MT morning teamers Scott Innes & Big "D" managed to procure one of the actual "Body Built" chairs (used at the O.J. Simpson trial), which was returned to the manufacturer. The guys conducted "The Chair-Off For Charity," benefiting the YWCA shelter for abused women and children. Twelve "jurors" were seated during the promotion, with the one remaining in the chair the longest taking it home.

Baseball For \$200, Alex

Finally, consider the plight of poor WPOC/Baltimore ND Bill Vanko. His lifelong dream of being a contestant on "Jeopardy!" was recently fulfilled, but his 15 minutes of fame will be eclipsed by one of the great milestones in sports. The sad news is that very few folks in his hometown will be watching the game show that night.

You see, the taped show is set to air locally at 7:30pm on September 5 — almost the exact moment Oriole Cal Ripken Jr. is scheduled to take the field to tie Lou Gehrig's record for the most

consecutive major league games played. And, of course, that game will be televised in Baltimore. What's more, should Vanko win in his first appearance (he's not allowed to tell who won — and winners don't get paid until after the show airs, which helps maintain the vow of silence), his

second appearance will coincide with Cal's record-breaking game.

Such adversity can often be the inspiration for promotional genius: WPOC is giving away video tapes to contest winners so they can record the TV game show and, at their convenience, catch Vanko in action.

By the way, Vanko was recently honored by the Chesapeake AP Broadcasters Association for Best Specialty Reporting. The station was also presented with a Best Public Service Reporting award.

Surprise!

You've been "tagged" to win \$103 from

KIX-103
#1 FOR COUNTRY MUSIC

To win, fill out the postcard below and return it to KIX-103 within 5 days.

Then Listen To KIX-103 TO WIN!

Yes, I'm "Guilty" of listening to KIX-103.
Please Call my Name to Win \$103.

Name _____
Address _____
City _____ State _____ Zip _____
My Birthday is _____ License Plate # _____

Return this card TODAY, then listen to KIX-103 Every Morning at 7:10 A.M.

Miracle On 102.7 Street

A few days before last Christmas, a little girl sat on Santa's lap and asked for a new house. When asked why, she told him her

house had burned to the ground a few days before. In the holiday hubbub, Santa lost track of the little girl — but her request stayed on his mind. He found a couple of building supply companies ready to help. All he had to do was find the girl and her family.

That's where WHKR/Cocoa, FL enters the picture. Its listeners helped identify the family, and a home-building project was born. WHKR evening personality Ted Turner broadcast updates of the project every night at 8:30pm, including a "hit list" of badly needed items. Turner reports that more than 100 local businesses donated the materials and labor to erect a three-bedroom, two-bath home.

Turner notes, "I'm very proud of this story. But I'm more proud of what radio can do when used in a positive way. I hope you will share this story. Perhaps more good will be generated by this story, and other stations may reach out to help."

'CS&N' Unite In Detroit

WWWW/Detroit's "Great Chili Cook-Off & Country Music Festival" almost ended on a downer, thanks to a batch of typical Midwest summer thunderstorms rolling through the area. However, the "show must go on" attitude of Giant Records' Mark Collie, Daron Norwood, and Daryle Singletary saved the day after the decision was made to cancel the show. A makeshift stage was erected in a nearby

pated in contests. This means we got plenty of new names to use in our database-marketing effort — names of those valuable but sometimes elusive core listeners who aren't necessarily regular contest participants. It proves my long-held belief that to get loyal listenership, you must make listening to the station compelling and participation with the station easy."

Have You Had Your 'McWedding' Today?

KSON/San Diego morning nuts Tony Randall & Kris Rochester recently convinced a couple of listeners to wed at the McDonald's drive-thru window. The ceremony began as the wedding limo approached the menu/ordering marquee. The wedding officiator was in the first drive-up window, and he took over after the couple ordered six Egg McMuffins for the wedding party, which also requested "one McWedding" to go.

The happy couple popped up through the limo's sunroof and were pronounced man and wife in less than two minutes, while still at the ordering board. They proceeded to the second drive-thru window, received their food order, then drove out to the cheers of friends, relatives, and, of course, listeners. At the same time, a flock of white doves were released to symbolize their new life together.

Next came the "McCeption," held in Mickey D's main dining

where listeners can "turn themselves in." He issues a "citation," which includes an entry form for the contest and a separate tab retained by the "guilty party" as a reminder of the station's call letters. He also prowls the area, "ticketing" parked cars. During bad weather, McCoy remains in the studio and opens the "squeal line," which allows listeners to call and "turn in" their friends and co-workers.

Each weekday at 7:10am, the morning team "holds court" while cooking up charges like "aggravat-

WXKX's Steve McCoy conducts daily 'traffic stops' where listeners can 'turn themselves in.' He issues a 'citation,' which includes an entry form for the contest and a separate tab as a reminder of the station's call letters.

KSON morning nuts Tony Randall & Kris Rochester recently convinced a couple of listeners to wed at the McDonald's drive-thru window.

NewsTips

Want to share an opinion or a hot tip? Call R&R's NewsTips line: (310) 788-1699 or e-mail us at RNRLA@aol.com



TO: ALL PROGRAM DIRECTORS
FROM : PREMIERE RADIO NETWORKS
SUBJECT: WEEKENDS

PROBLEM: You have some fantastic air talent at your station - a person or team you'd love to use for a sixth day but you don't, because you don't want to risk overworking them.

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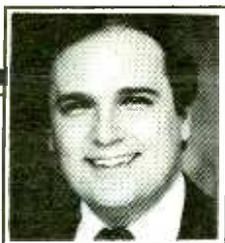
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MIKE KINOSHIAN

A Spirited 'Beach' Race

Soft AC WEAT-FM outdistances WRMF in 12+, 35-64 demos

The first batch of Spring '95 Arbitron ratings includes several Soft AC successes. Two such stories are highlighted in this week's column.

The word "powerhouse" is often overused, but it aptly describes WRMF/West Palm Beach. It's news when Fairbanks-owned WRMF isn't number one 12+, 18-34, 25-54, and 35-64. Additionally, WRMF is typically the lone station logging double-digits in the latter three demos.



David D'Eugenio

However, a spirited two-way format battle began taking shape several years ago when B/EZ WEAT-FM transformed into Soft AC Sunny 104.3. An eight-book losing streak was broken this spring when Sunny outdistanced WRMF in the 12+ and 35-64 demos.

Market Stranglehold

"WRMF has had a 10-year grip on the market," asserts WEAT-FM VP/GM David D'Eugenio, who joined the station in April after 12 years in television sales. "I told people I don't like losing and planned to kick serious butt. Having been in the market over 20 years, I have a good handle on things and [good relationships with] the media community."

Some initial D'Eugenio changes were cosmetic. "When I came here, there were no logos on the windows. As a kickoff to a No.1 [campaign], we punched a hole in the wall and had everybody sign the wallpaper. We've taken e-mail off the computers so everybody talks to each other. When it gets loud enough that people have to close doors, we know we're doing well."

McVay Media-consulted Sunny 104.3 embarked on an promotional blitz during the last six weeks of the book. "We used a lot of television and print, making sure we were everywhere promotionally," notes D'Eugenio. "We're giving people something they can't get anywhere else."

"[WEAT-FM parent] OmniAmerica Communications doesn't handcuff you. They provide the management team with an opportunity to do whatever they think is best. They're long-term career broadcasters and know a GM's needs. When I communicate what it will take to [wade through] red tape. Many stations don't get that kind of attention from their corporate structure."

of the wealthiest zip codes in the country are in the Palm Beaches.

"There's a diversified type of wealth, so we wanted to position ourselves differently. You have to understand what's needed and market accordingly. The market's median age is 41. Sunny doesn't reach teens or 65+, but we have a great spread in the middle."

There's good reason for D'Eugenio to feel upbeat about Sunny 104.3's future. Former WRMF morning personalities Kevin & Jennifer are shifting into similar duties at WEAT-FM beginning next month. "We're sure we'll be able to cement that drivetime position. Kevin & Jennifer are, without question, the market's finest morning talent. We also have [middayer] Sonny Quinn. He's as big as anyone here has ever been because he understands the market."

The market has spoken: It wants Kevin & Jennifer reunited. I don't care who WRMF brings in for mornings - it's what the market wants that matters.

Complicated Market

D'Eugenio explains why he believes West Palm Beach is a complicated market. "Those who've succeeded here are homegrown. Radio's more fun than television, but much of what we're producing here resembles TV marketing. This is a mirrored market with Orlando to the north, Miami to the south, and overlapping signals that penetrate. Some

Prior to his TV stint, D'Eugenio toiled for WRMF. Commenting on his former station, he notes, "No-

body can identify what they're doing. We sound sophisticated — they're more progressive and skewing younger. It's not exactly 'shock radio,' but they sometimes insult listeners."

"WRMF did one of the most incredible things I've ever heard. They made on-air pleas for Kevin to come

back — without having him signed to a contract. I went to one of their banner-signing events, and it sent a message to me that we should have him. The market has spoken: It says it wants Kevin & Jennifer reunited. I don't care who WRMF brings in for mornings — it's what the market wants that matters."

Ratings At A Glance

Here's how West Palm Beach and San Diego ACs performed this spring. Fluctuations are based on spring-spring Arbitron books. Hot ACs are designated by an asterisk (*).

West Palm Beach

	18-34	25-54	35-64
WEAT-FM	+1.5 #5	+2.5 #2	+2.9 #1
WRMF-FM	-1.6 #1	-0.7 #1	-1.3 #3

San Diego

	18-34	25-54	35-64
KFMB-FM*	+2.5 #8	+0.8 #13	+0.3 #15
KYXY-FM	+3.4 #4	+4.4 #1	+4.2 #1

Two springs ago, WRMF boasted near-20 18-34 and 25-54 shares, as well as a 15+ 35-64. While still holding #1 18-34 and 25-54 rankings, this spring's numbers are WRMF's lowest since Fall 1993.

Conversely, WEAT-FM enjoyed its best 18-34 performance since Summer 1993 and highest 25-54 and 35-64 numbers in over two years. The Soft AC has overtaken WRMF among 35-64s and is 1.5 behind WRMF among 25-54s; two years ago, WRMF held a commanding 14.3 advantage.

Still, WRMF has maintained extremely high demo advantages the past nine books: 12.5 (18-34); 13.2 (25-54); and 11.0 (35-64). WEAT-FM's demo numbers over the same period are: 4.8; 7.3; and 8.7.

A solid KYXY book puts them ahead of runnerup Country KSON-FM among both 25-54s and 35-64s.

Wild West Shootout Leaves KYXY Number One

San Diego's Soft AC war ended in late February when KJQY-FM flipped to Rock Mix KMKX. SFX Broadcasting sister KYXY-FM made the most of the opportunity, emerging as this spring's 12+ leader.

Acknowledging that KJQY's format change was a factor in vaulting the Jack Taddo-consulted KYXY to the top, KYXY PD/morning co-host Sonny West notes, "It gave us the opening to run through the line and score. KYXY and KJQY went back and forth for several years. After looking at the research and KYXY's huge cume, it was decided that the best thing to do was keep us Soft AC and move KJQY to Rock Mix."



Sonny West

and on-air contesting. We feel the best way to approach our audience is through mass marketing."

Long-Term TSL

With KJQY out of the format, perhaps KYXY's closest market challenger is NAC KIFM. Remarks West, "They're not a true head-to-head competitor, but they play soft music and can't be ignored. We're both long-term TSL stations. KIFM is a solid and aggressive station that plays the game every day."

Hot AC KFMB-FM now operates under the "Star" banner. Ratings there have tumbled significantly since the station's B100 days. "Their biggest problem was losing [morning personalities] Jeff & Jer [to KKLQ]," says West. "That certainly slowed their momentum, although Star has new personalities and showed some growth this spring. But, frankly, San Diego isn't very

forgiving. You have to earn respect here."

Losing Wimp Factor

In addition to running a \$1000 song-of-the-day contest, KYXY has a history of being community-minded. West says, "Nothing translates better than shaking hands and kissing babies. As we've done the past

Before joining KYXY, West survived five ownership changes in the 12 years he spent at crosstown KCQB. For the past four years he's been one-half of KYXY's "Sonny & Pat" morning show, whose high-profile aspect differentiates it from other Soft AC wake-up shows.

"It's a little bit off-center, and we're able to pull it off without sac-

More men are starting to accept Soft AC because it isn't wimpy anymore. That makes the sales department very happy and opens up different revenue sources that weren't there five years ago.

16 springs, we sponsored a 'Family Night' at Sea World. We turn it into an educational event for kids, allowing them to earn tickets for their entire family. The only way people could get into the park was to win tickets from us. It's a major deal because we save a family \$100-\$150, and it gives a warm and fuzzy feeling."

rificing music — we still play nine songs an hour," says West. "We couldn't have the numbers we do without attracting men. More men are starting to accept Soft AC because it isn't wimpy anymore. That makes the sales department very happy and opens up different revenue sources that weren't there five years ago."

HOT AC REPORTERS

Stations and their adds listed alphabetically by market

<p>WKDD/Akron, OH PD/MD: Chuck Collins No Adds</p> <p>KKMY/Beaumont, TX GM/MD: Robert X. Brown MD: Gary D. 8 BLESSID UNION OF... "Let"</p> <p>WMXQ/Birmingham, AL PD: Jeff Tyson MD: Gail O'Brien 28 TLC "Waterfalls" 14 NATALIE MERCHANT "Carnival"</p> <p>WBMX/Boston, MA PD/MD: Greg Strassell 9 MADONNA "Stop" 7 HOOTIE & BLOWFISH "Only" 5 CYNDI LAUPER "Girls"</p> <p>WHBC/Canton, OH PD: Gary Rivers MD: Brice Lewis 15 HOOTIE & BLOWFISH "Only" 15 TAKE THAT "Back"</p> <p>WLRW/Champaign, IL PD: Mike Blakemore MD: Jason Cox 9 ROD STEWART "Virginia"</p> <p>WSSX/Charleston, SC PD/MD: Rich Bailey 25 REAL MCCOY "Come" 25 SHERYL CROW "Cry" 18 PAULA ABDUL "Crazy"</p> <p>WWSN/Charlotte, NC OM: Tom Jackson PD/MD: John McFadden No Adds</p> <p>WQMZ/Charlottesville, VA PD: Dann Miller MD: Dave Reynolds 25 SELENA "Could" 19 NATALIE MERCHANT "Carnival"</p> <p>WTMX/Chicago, IL PD: Barry James MD: Brian Kelly 5 SELENA "Could" 5 ROD STEWART "This"</p> <p>WQAL/Cleveland, OH PD: Mary Ellen Kachinske MD: Steve Curry 10 MICHAEL JACKSON "Alone"</p>	<p>KVUU/Colorado Springs, CO PD/MD: Bobby Christian 25 HOOTIE & BLOWFISH "Only"</p> <p>KOMX/Dallas, TX PD: Russ Morley MD: Kim Ashley 13 AMY GRANT "Taxi" 12 HOOTIE & BLOWFISH "Only"</p> <p>WDAQ/Danbury, CT PD: Bill Trotta MD: Ryan Carrington 14 PETER CETERA "Forever" 14 BLESSID UNION OF... "Let"</p> <p>KALC/Denver, CO PD: Gregg Cassidy MD: Jim Lawson 39 COLLECTIVE SOUL "December" 25 NATALIE MERCHANT "Carnival" 25 ELTON JOHN "Made" 15 DEL AMITRI "Roll"</p> <p>KWMX/Denver, CO PD: John Peake MD: Paul Donovan 25 ALL-4-ONE "Can"</p> <p>KSTZ/Des Moines, IA PD: Kipper McGee MD: John Weis 16 GIN BLOSSOMS "Til" 16 BON JOVI "This"</p> <p>KATF/Dubuque, IA OM/MD: Tommy Allen MD: Jackie Livingston No Adds</p> <p>WMEE/Fort Wayne, IN PD: Jeff D. Davis MD: Captain Chris Didier No Adds</p> <p>KTHT/Fresno, CA PD: Jon Zellner MD: Mike Alexander 20 MADONNA "Stop" 5 PAULA ABDUL "Crazy"</p> <p>WQLH/Green Bay, WI PD: Michael T MD: Kenny D 23 TLC "Waterfalls" 23 SELENA "Could" 19 GIN BLOSSOMS "Til"</p>	<p>WKZL/Greensboro, NC PD: Jeff McHugh MD: Doug McKnight 11 BLUES TRAVELER "Run"</p> <p>WDLX/Greenville, NC PD: Gary Jackson MD: Doug Moreland 10 SOPHIE B. HAWKINS "Lay" 10 BLUES TRAVELER "Run"</p> <p>WMYI/Greenville, SC PD/MD: Mark Pollitt 8 SHERYL CROW "Cry" 8 TAKE THAT "Back"</p> <p>KHMX/Houston, TX PD: Pat Paxton MD: Rich Anhorn 9 OEL AMITRI "Roll" 7 MICHAEL JACKSON "Alone" 5 JIMMY BUFFETT "Mexico"</p> <p>WKEE/Huntington, WV PD: Dan Persigehl MD: Gary Miller 26 ROD STEWART "This" 15 BLESSID UNION OF... "Let"</p> <p>WJOX/Jackson, MS GM/MD: Wayne Scott 15 ROD STEWART "This"</p> <p>WIVY/Jacksonville, FL PD: Dave Anthony APD/MD: Jeff Donovan 33 HOOTIE & BLOWFISH "Cry" 15 BRYAN ADAMS "Have"</p> <p>WMXL/Lexington, KY PD: Dale O'Brian MD: Mike Graves No Adds</p> <p>KURB/Little Rock, AR PD: Randy Cain MD: Kevin Miller 17 HOOTIE & BLOWFISH "Only" 17 SELENA "Could"</p> <p>WBLI/Long Island, NY PD: Stef Rybak MD: Bill Terry 11 ELTON JOHN "Believe" 11 BUCKSHOT LEFONQUE "Cow" 11 REAL MCCOY "Come"</p> <p>KYSR/Los Angeles, CA PD: Randy Lane MD: Angela Perelli 15 DEL AMITRI "Roll"</p>	<p>KRLB/Lubbock, TX OM/MD: Jon Hart MD: Chris Ryan No Adds</p> <p>WMC/Memphis, TN OM/MD: Chuck Morgan MD: Henry Nelson No Adds</p> <p>WKTJ/Milwaukee, WI PD: Danny Clayton MD: Leonard Peace 25 NATALIE MERCHANT "Carnival"</p> <p>WMXC/Mobile, AL VP/Prog: Bill Black MD: Rich Freeman 14 PETER CETERA "Forever"</p> <p>KOSO/Modesto, CA PD: Max Miller MD: Donna Miller 20 JIMMY BUFFETT "Mexico" 7 ROD STEWART "This"</p> <p>WJRZ/Monmouth-Ocean, NJ OM/MD: Lance DeBock MD: Jim Kelly 12 JIMMY BUFFETT "Mexico" 12 BAD COMPANY "Reason" 10 SELENA "Could" 10 PETER CETERA "Forever" 10 ROD STEWART "This"</p> <p>WMXS/Montgomery, AL GM/MD: Larry Stevens MD: Karen Rite 33 HOOTIE & BLOWFISH "Only" 33 BAD COMPANY "Reason" 7 ELTON JOHN "Made"</p> <p>WSGL/Naples, FL PD: Chuck Gaffney MD: Brian Lange 22 JIMMY BUFFETT "Mexico" 7 BAD COMPANY "Reason"</p> <p>WMXV/New York, NY PD: Steve Weed MD: Linda Silver 15 SELENA "Could" 10 CYNDI LAUPER "Girls"</p> <p>WPLJ/New York, NY VP/Prog: Tom Cuddy PD: Scott Shannon MD: Mike Preston 12 BLESSID UNION OF... "Let"</p>	<p>KYIS/Oklahoma City, OK PD/MD: Brenda Bennett 7 MARTIN PAGE "Keeper"</p> <p>WYXR/Philadelphia, PA PD: Chuck Knight MD: Joe Proke 7 JORDAN HILL "Remember"</p> <p>WVTY/Pittsburgh, PA PD: Bruce Gilbert MD: Scott Alexander 39 HOOTIE & BLOWFISH "Only" 24 ALL-4-ONE "Can"</p> <p>WCSD/Portland, ME PD: Tim Moore MD: Jeff McBride 15 GIN BLOSSOMS "Til"</p> <p>KMXG/Quad Cities, IA-IL OM: David Sands MD: Matt Williams 21 HOOTIE & BLOWFISH "Only"</p> <p>KNEV/Reno, NV PD/MD: Rusty Keys 24 MARTIN PAGE "Keeper"</p> <p>WMXB/Richmond, VA PD: Steve Davis MD: Kat Simons No Adds</p> <p>WIDG/Saginaw, MI PD: Mike MacDonald MD: Keith Kelly 14 MICHAEL JACKSON "Alone"</p> <p>KYKY/St. Louis, MO PD: Smokey Rivers MD: Greg Hewitt 18 HOOTIE & BLOWFISH "Only"</p> <p>KISN/Salt Lake City, UT PD: Jim Morales MD: Brandon Young 15 MICHAEL BOLTON "Touch"</p> <p>KIOI/San Francisco, CA OM/MD: Dave Shakes MD: Connie Lindell No Adds</p> <p>KMGQ/Santa Barbara, CA PD: Nancy Newcomer MD: Abby Bonell 7 COLLECTIVE SOUL "December"</p>	<p>WAEV/Savannah, GA PD/MD: Burke Allen 25 SOPHIE B. HAWKINS "Lay"</p> <p>KPLZ/Seattle, WA OM: Rob Dunlop PD/MD: John Dimick 21 CYNDI LAUPER "Girls"</p> <p>WNSN/South Bend, IN PD/MD: Rob Poulin 20 HOOTIE & BLOWFISH "Only" 7 DEL AMITRI "Roll"</p> <p>WMTX/Tampa, FL PD: Mason Dixon MD: Rico Blanco 9 MICHAEL BOLTON "Touch" 5 JAYHAWKS "Bad" 5 JIMMY BUFFETT "Mexico"</p> <p>KMAJ/Topeka, KS PD: John Lee Hooker MD: Rose Rues 13 GIN BLOSSOMS "Til" 13 ROD STEWART "This" 5 BAD COMPANY "Reason"</p> <p>WRQX/Washington, DC PD/MD: Randy James 24 JOHN MELLENCAMP "Wild" 24 EAGLES "Love" 14 JON SECADA "If"</p>
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65 Total Reporters
64 Current Reporters
60 Current Playlists

Reported Frozen Playlist (3):
WEZF/Burlington, VT
WKQV/Detroit, MI
WYYY/Syracuse, NY

Did Not Report, Playlist Frozen (1):
WQSM/Fayetteville, NC

Did Not Report For Two
Consecutive Weeks, Not
Used In This Week's Data (1):
KGBY/Sacramento, CA

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ROCK

Table of radio stations and their rock playlists, including stations like WONE/Akron, OH; WRKU/Danbury, CT; KYYS/Kansas City, MO; WMMR/Philadelphia, PA; KRRO/Sioux Falls, SD; WA0B/South Bend, IN; WQWB/Albany, NY; WRXQ/Chicago, IL; KRZR/Fresno, CA; WRUF/Gainesville, FL; WKLO/Grand Rapids, MI; WARB/Columbia, SC; WQKQ/Lexington, KY; WBLM/Portland, ME; WKXJ/Springfield, MO; KRAB/Bakersfield, CA; WGRX/Baltimore, MD; WYY/Baltimore, MD; WTGE/Baton Rouge, LA; WWRB/Birmingham, AL; KJOT/Boise, ID; WAAV/Boston, MA; WAVE/Charleston, SC; WZTA/Miami, FL; WRRV/Middletown, NY; WLFZ/Milwaukee, WI; WQFM/Milwaukee, WI.

81 Total Reporters
81 Current Reporters
79 Current Playlists

Reported Frozen Playlist (1):
KIBZ/Lincoln, NE

Did Not Report, Playlist Frozen (1):
WRDC/Fl. Myers, FL

86 Total Reporters
86 Current Reporters
83 Current Playlists

Did Not Report, Playlist Frozen (3):
WRKT/Erie, PA
WGLF/Tallahassee, FL
WKL7/Traverse City, MI



SHAWN ALEXANDER

On The Rise With KROQ

Wide array of characters helps L.A. duo Kevin & Bean strike chord with audience

While many Alternative stations are still looking for the key to morning success, KROQ/Los Angeles's Kevin Ryder & Gene "Bean" Baxter are netting strong numbers with a show featuring a wide array of characters. This week, the pair conclude a two-part interview with a discussion centering on morning show dynamics.

Winning Over Audience

R&R: What made you guys hip enough to become accepted as part of the KROQ lifestyle?

KEVIN: A certain amount of it has to do with our opinions, views, and beliefs, which really do reflect what the audience likes and dislikes.

BEAN: We've been here for a long time, and people have heard us on the air with the Red Hot Chili Peppers and Trent Reznor. They hear that we can relate to and are accepted by these people, and I think we get a lot of credence for that.

R&R: Explain how you developed the cast of morning show characters.

BEAN: We're not good, but we have a terrific support staff. The biggest advice you could ever give a morning show is to hire people who are better than you to make you look good. Then you claim all the glory and take all the money and vacations.

[PD] Kevin Weatherly brought in former KRQ/Tucson morning host Jimmy about a year ago. Kevin realized there was no comedy on the show and was looking to prop us up anyway he could. But he had a lot invested in our name value after all these years and didn't want to blow us out. He brought Jimmy in to pull the strings basically, to be the puppet master. He does more than just

the opening day of the O.J. Simpson trial maybe we don't want to do a remote, but we still want our presence. Michael can be out there with a bullhorn to cause a disturbance. Whatever the bit happens to be, it's nice to have somebody mobile in the morning.

KEVIN: Mike is required to be on the show because we're required to have a token black on KROQ — EEO.

BEAN: Mr. Birchum showed up at the back door one day. He's a boxing instructor and carpenter. He's the messiah — the king of wood. It's kind of like having a wood department. You have an Urban section at R&R; when somebody has a question about the new Babyface record, they don't call you. It's the same for us. For carpentry and wood-related calls, we have an expert on staff. He's just a very, very funny guy. And now he's got his own show on Saturday mornings.

Lightning was an intern. He started working on our show after Kennedy left to be a VJ on MTV. He's a charity case, a catch-all for whatever job is too degrading for normal people to do.

KEVIN: Doc On The Rock has been with the station since the 1800s. He's the most offensive newsman in Los Angeles. And we realized quickly that we could interact with traffic person Lisa May pretty well — she's been with us for several years. We kind of need a female's perspective every once in a while.

BEAN: [Morning show producer] Frank Murphy has obviously been an integral part of what's happening. We've always wanted Frank; he's considered the best producer in radio. We were able to get him a couple of years ago when Jay Thomas left Power 106 [KPWR/L.A.].

KEVIN: As a person, he's a freak of nature. We give him impossible tasks. He's excellent at detective/detail work. He also is a good idea person. Plus he's very organized — anal to the point where we want to beat him up.

Prep Work

R&R: What about show prep? How much do you do, and when do you do it?

KEVIN: We come in as close to the time we go on-air as possible, around 5:25am.

BEAN: We generally like to talk about the next day's show after the current show. But at that point we're too beat to come up with anything good.

KEVIN: Jimmy, Bean, and I watch TV all the time and read every paper and magazine — Bean is

'ROQn The Numbers

Here's a look at Kevin & Bean's morning performance by demo and how the duo stacks up overall against other dayparts:

	AMs	Overall
⇨ 12+	4.0	4.3
⇨ 18-24	2nd	3rd
⇨ 18-34	3rd	1st
⇨ 25-34	5th	3rd

Source: Arbitron Spring '95 Survey

sports — that's a tiny percentage of his value. He's a creative thinker, and you can't have too many ideas.

Michael The Maintenance Man has been with us since the beginning. It's hard to believe that he literally was the maintenance man in this building. He has a genuinely engaging personality, just a very likable guy. We've used him in a hundred different ways. We're not always available to be out of the studio and where something is happening. On



Kevin (r) and Bean (l) still ponder whether a syndication deal is in the offering.

Creating Winning Mornings

KROQ/Los Angeles PD Kevin Weatherly reflects on the reasons behind the success of Kevin & Bean's morning show.

"By design, our morning show has to fit into and complement the rest of the station. People are so passionate about the music on KROQ: If we were to put a couple of yahoos in there who didn't give a crap about the music, there would be a rebellion. In fact, when they first came here that was the case.

"KROQ's such a hard station to break into because there's so much history: Jed The Fish, Richard Blade ... people who've been here forever. It's taken three or four years for the audience to come around to where Kevin & Bean are very much part of KROQ."

No Secret Formula

What's the secret behind KROQ's morning rise? Notes Weatherly, "It's a good show on a station where the music is hotter than it's ever been. That brings a lot of attention to the station. We're doing everything we should be doing by recycling people back into the morning show.

"When I came to KROQ three years ago, Kevin & Bean were still trying to find their niche. Mark & Brian had huge numbers and Kevin & Bean didn't do enough on the air to really differentiate themselves.

"These guys are really talented and funny, but when they got here there was no structure. It was like they came in being funny and being themselves without having all of the other things that are necessary for a successful morning show — like a good understanding of the basics. They've grown and matured as a morning show and they've assembled a great supporting cast. Now they recognize the things that work and don't work. And that's a big part of it — knowing when you've got the momentum and how to make it work for you.

"Many stations that have recently switched to the format are trying to find the secret formula: How can we develop a morning show that outperforms the radio station? You can't really overthink it. There is no secret formula. It's about hiring talented people, letting them do their thing, and having the patience and confidence that it will eventually pay off."

a reading savant. He reads like 75 magazines a day. Between the three of us, we pretty much know what's going on. Each morning we discuss what's the most important and what we want to play off of. It's like a 24-hour gathering process.

BEAN: Kevin saw a guy on the street yesterday in a chicken suit in 100-degree weather. That's the kind of bit you don't plan.

KEVIN: I stopped and got his phone number. It's 100 degrees, and he's in a chicken outfit trying to get people to buy a taco. How bad a job is that?

BEAN: Occasionally, we'll try to look for an idea that matches the big story. Usually it's a comedy angle; sometimes it's just a straight discussion during which we take phone calls to reflect what people are talking about. You look at what the hot story is and the tools you have available. For example, Michael The Maintenance Man. How do we use him? You lose your own identity if the whole show is characters. We try to use them where we need them.

R&R: What elements do you enjoy putting new spins on?

BEAN: We love it when we can get involved in current events. You're up a leg by already talking about something that people are interested in. Then you can put your own spin on it and, hopefully, make it funny.

KEVIN: During the Simpson trial when his letter was being [displayed] in the courtroom, we noticed there were 50,000 spelling mistakes. So we sent Michael over to USC to try to find the teacher who taught O.J. English. We said, "Aren't you proud?" It's that kind of thing, where we get ourselves involved in the story somehow and try to do something with it.

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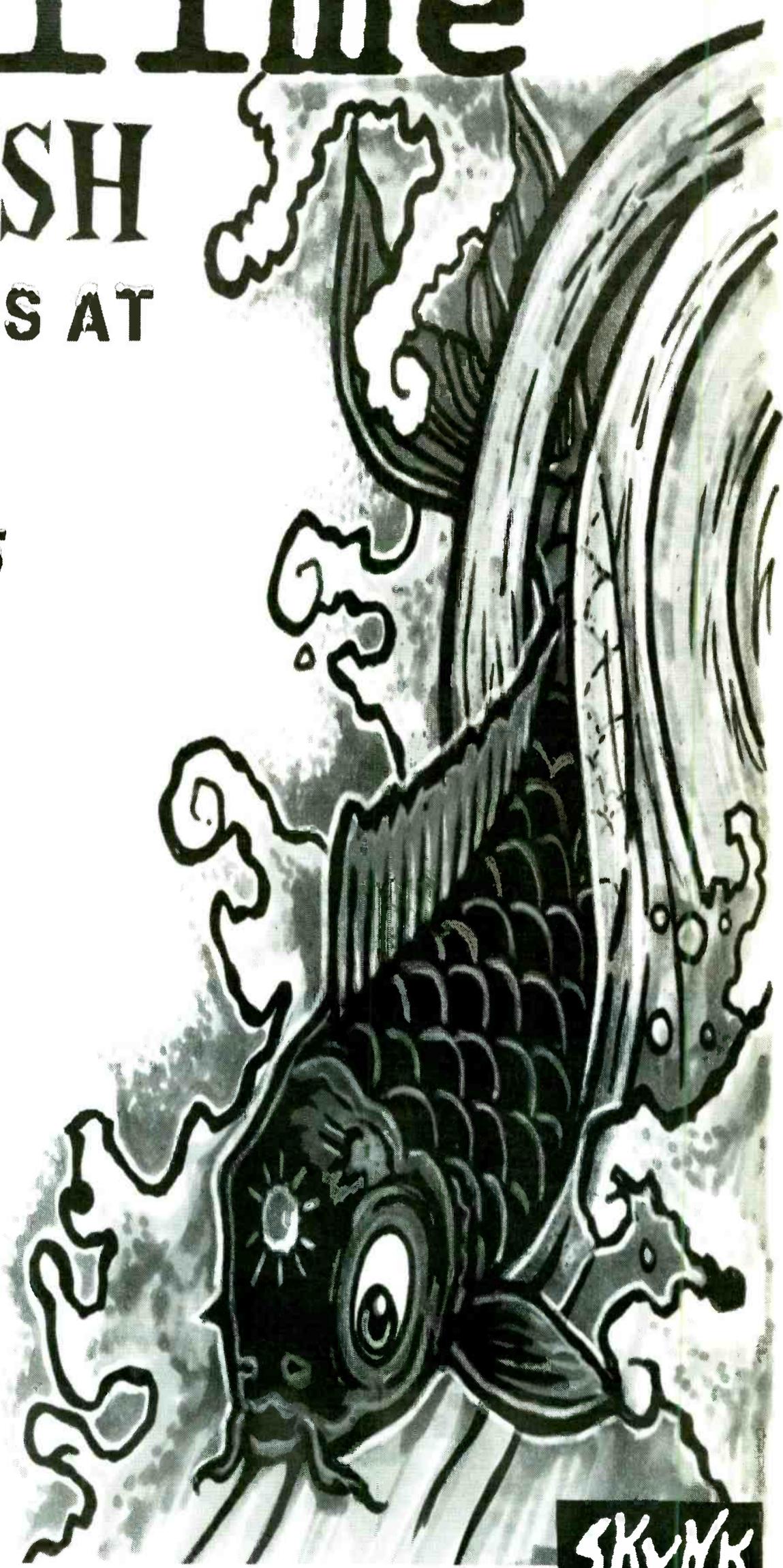
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8/12 ORL	8/26 CHI
8/13 MIA	8/30 VAN, BC
8/14 TMP	8/31 POR
8/15 MB, SC	9/1 SEA
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8/17 PHILLY	9/4 IRVINE
8/18 ASB PK, NJ	



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Stations and their adds listed alphabetically by market

Table listing radio stations across various markets (e.g., WEQX/Albany, NY; WKQX/Chicago, IL; WXWX/Greenville, SC) and their respective playlists and add dates.

NEW & ACTIVE

- ALANIS MORISSETTE Hand In My Pocket (Maverick/Reprise)
PENNYWISE Same Old Story (Epitaph)
TOAOIES Possum Kingdom (Interscope)
DANCE HALL CRASHERS Enough (510)
311 Don't Stay Home (Capricorn)
TRICKY Black Steel (Island)
HEATHER NOVA Walk This World (Big Cat/WORK)
SOUL ASYLUM Just Like Anyone (Columbia)
CIV Can't Wait One Minute More (Lava/Atlantic)
SUPERSUCKERS Born With A Tail (Sub Pop)
JILL SOBULE Supermodel (Lava/Atlantic)
COLLECTIVE SOUL Smashing Young Man (Atlantic)
CAKE Ruby Sees All (Capricorn)
PRETTY & TWISTED Ride (WB)
RANCIO Time Bomb (Epitaph)
PHUNK JUNKEEZ Snapped (Trauma/Interscope)
FOO FIGHTERS I'll Stick Around (Capitol)
WHITE ZOMBIE Electric Head Pt. 2 (The Ecstasy) (Geffen)
SHADES APART Tainted Love (Revelation)
JOAN OSBORNE One Of Us (Mercury)
CHICK Malibu (550 Music)
SURFING BRIDES Everything's Fine (IRS)
SMILE Staring At The Sun (Atlantic)
KORN Blind (Epic)

Advertisement for Earth & Eighteen featuring Dolores Haze. Includes the text 'Beaming straight at you from the left side of tomorrow.' and a stylized logo for Earth & Eighteen.

AUGUST 11, 1995

3W	2W	LW	TW	ARTIST	TITLE	LABEL(S)	TOTAL PLAYS	± OVER LAST WEEK	EMPHASIS TRACKS (PLAYS)
2	1	1	1	RICK BRAUN	Beat Street	<i>(Mesa/Bluemoon)</i>	691	+2	"Cadillac" (256) "Groovis" (196) "Harlem" (111)
9	5	2	2	JAZZMASTERS	Jazzmasters II	<i>(JVC)</i>	577	-3	"Freedom" (453) "Remember" (33) "Lovin'" (20)
4	6	5	3	URBAN KNIGHTS	Urban Knights	<i>(GRP)</i>	491	-19	"Rose" (250) "Longing" (127) "Wanna" (33)
3	3	4	4	NELSON RANGELL	Destiny	<i>(GRP)</i>	479	-47	"Grace" (339) "Little" (54) "Road" (26)
1	2	3	5	BRIAN CULBERTSON	Modern Life	<i>(Mesa/Bluemoon)</i>	473	-63	"Midnight" (268) "Come" (95) "Toi" (40)
21	13	8	6	PAUL TAYLOR	On The Horn	<i>(Countdown/Unity)</i>	448	+21	"Exotica" (385) "Meet" (23) "Free" (18)
6	4	6	7	LEE RITENOUR & LARRY CARLTON	Larry & Lee	<i>(GRP)</i>	438	-51	"Closed" (120) "Rain" (116) "Crosstown" (78)
19	14	10	8	KEVIN TONEY	Pastel Mood	<i>(Ichiban)</i>	425	+26	"Celebration" (313) "Years" (50) "Midnight" (45)
13	9	9	9	SLIM MAN	End Of The Rainbow	<i>(GES)</i>	410	-11	"Faith" (317) "Start" (48) "Should've" (30)
10	11	11	10	INCOGNITO	100 Degrees And Rising	<i>(Verve Forecast)</i>	401	+6	"Fall" (303) "Wrong" (29) "Spellbound" (26)
8	10	17	11	KEN NAVARRO	Brighter Days	<i>(Positive)</i>	382	+17	"Dream" (245) "Compassion" (61) "Give" (46)
16	18	15	12	EVAN MARKS	Long Way Home	<i>(Verve Forecast)</i>	381	+1	"Seaview" (210) "Long" (67) "Feels" (47)
17	15	16	13	HEAVY SHIFT	Unchain Your Mind	<i>(Discovery)</i>	381	+13	"Shade" (355) "Hawaii" (14) "Mambo" (7)
5	7	7	14	AARON NEVILLE	The Tattooed Heart	<i>(A&M)</i>	371	-69	"Heart" (253) "Use" (110) "Days" (4)
15	16	14	15	JIM BRICKMAN	By Heart	<i>(Windham Hill)</i>	370	-12	"Angel" (351) "Heart" (9) "Looking" (5)
7	8	12	16	CHIELI MINUCCI	Jewels	<i>(JVC)</i>	350	-44	"Phat" (319) "Hideaway" (13) "Only" (10)
29	23	20	17	KIRK WHALUM	In This Life	<i>(Columbia)</i>	346	+32	"Reck'n" (199) "Peaceful" (45) "Hope" (38)
12	12	13	18	HERBIE HANCOCK	Dis Is Da Drum	<i>(Mercury)</i>	341	-49	"Bo" (244) "Butterfly" (87) "Call" (10)
18	17	18	19	GREG VAIL	E-Motion	<i>(Brainchild)</i>	338	-26	"Just" (164) "Gift" (126) "Ben-Jamin" (14)
—	—	28	20	3RD FORCE	Force Of Nature	<i>(Higher Octave)</i>	334	+70	"Night" (167) "Forever" (100) "Home" (42)
27	22	22	21	JON B.	Bonafide	<i>(Yab Yum/550 Music)</i>	315	+14	"Someone" (315)
22	20	19	22	VARIOUS ARTISTS	Forget Paris Soundtrack	<i>(Elektra/EEG)</i>	313	-16	"Someone" (313)
—	—	21	23	TORCUATO MARIANO	Last Look	<i>(Windham Hill)</i>	305	+4	"Last" (120) "Ocean" (51) "Africa" (32)
—	29	24	24	JOE TAYLOR	Spellbound	<i>(RCA Victor)</i>	304	+14	"Delphin's" (223) "Spellbound" (21) "Storm" (19)
—	—	26	25	J MICHAEL VERTA	The Phoenix	<i>(Brainchild)</i>	288	+11	"Online" (99) "Saul" (97) "Phoenix" (23)
26	27	23	26	ISAAC HAYES	Raw & Refined	<i>(Point Blank/Virgin)</i>	264	-29	"405" (252) "Ocean" (5) "Didn't" (4)
25	26	29	27	PAUL GRAHAM	Fly Away	<i>(Anacapa)</i>	261	-3	"Fly" (261)
30	28	30	28	VARIOUS ARTISTS	Pocahontas Soundtrack	<i>(Hollywood)</i>	255	-8	"Colors" (255)
—	30	—	29	RAY OBIEDO	Zulaya	<i>(Windham Hill)</i>	248	-1	"Midnight" (175) "Castille" (21) "Lucia" (20)
20	24	27	30	NEAL SCHON	Beyond The Thunder	<i>(Higher Octave)</i>	236	-30	"Bandalero" (135) "Breeze" (52) "Moon" (38)

This chart reflects airplay from July 27-August 2. Albums ranked by total plays, with plays from all cuts from an album combined.
47 NAC reporters. 45 current playlists. © 1995, R&R Inc.

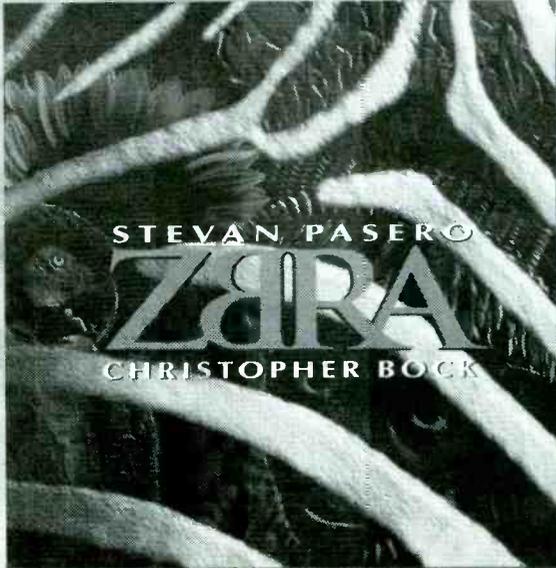
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Central California AC seeks adult communicators. Stable position with good benefits. T&R: KLLY, Russ Davidson, 3651 Pegasus Dr., #107, Bakersfield, CA 93308. EOE(8/11)

Oldies/sports & Country combo. AT, production, PBP High school sports. T&R: KKEL, Bob Coker, Box 777, Hobbs, NM 88240. EOE(8/11)

AE sought for Southern California small market AM. CALL: KMET, Ray Suttles, (619) 471-2692. EOE(8/11)

Northern California Country leader seeks dynamic, evening AT. T&R: KNCO, Gary Popejoy, 1588 Charles Dr., Redding, CA 96003. EOE(8/11)

Country station seeks quality AT's. PT/FT/production. T&R: KIKF, Carrie Dunne, 2 City Blvd., East, #183, Orange, CA 92668. EOE(8/11)

Immediate opening weekend AT. N. CA AT's need only apply. T&R: KWLN, Bob Lewis, 6820 Pacific Ave., Stockton, CA 95207. EOE(8/11)

KFLG AM/FM 100,000 watt Country station in Northwestern Arizona has an immediate opening for news director. Send Tape, Resume, and Writing samples to: Darrell Stevens, 1343 Hancock Rd., Bullhead City, AZ 86442. EOE

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