

I N S I D E:

STATE OF THE FORMATS

R&R's in-depth format coverage expands with the debut of our New Rock editorial section. The inaugural column features a frank discussion of the format's current state of affairs. Also this week:

- **Walt Love** assesses the continuing development of Black AC
 - **Harvey Kojan** investigates the new AOR/AC hybrids
 - **Mike Kinoshian** reviews AC's love affair with "Love Songs"
 - **Joel Denver** questions the validity of the winter books.
- Page 56, 60, 64, 66, 71

VIEWS YOU CAN USE

R&R guest contributors tackle today's hot issues:

- **Jeff Pollack** explores niche programming trends . . .
 - **E. Karl** advocates Arbitron reforms now . . .
 - **Rob Balon** explains station vulnerability . . .
 - **Chris Beck** examines the new focus on sales skills.
- Page 20, 42, 45, 46

WINTER BIRCH: N/T SOARS, CHR SNORES

R&R's exclusive Format Performance Review confirms News/Talk stations reaped big ratings benefits during the war, while CHR shares continued to erode.

Page 48

IN THE NEWS THIS WEEK

- **John Roberts** OM/PD at WBZZ/Pittsburgh
- **Howard Toole** VP/GM at KHVN & KJMZ/Dallas
- **Pat McMahon** PD at KMGC/Dallas
- **Dom Testa** PD at KRXY/Denver
- **Tom Devoe, Jim O'Brien** upped at WNBH & WCTK/Providence
- **Randy Miller** VP/Mktg at MCA
- **KBRD/Seattle** flips to Rock AC
- **Waylon Richards** PD at WRMX/Nashville

Page 3, 13, 15

Newsstand Price \$6.00



Digital Dominates Radio Side Of NAB '91

Although the NAB's spring meet is generally thought of as the "television convention," the agenda for next week's gathering in Las Vegas has plenty of

sessions, events, and demonstrations aimed specifically at radio broadcasters.

At the top of the radio agenda is digital audio broadcasting. DAB is the topic of numerous sessions and events, the most popular of which is sure to be the "digital bus" rolling demonstrations of the Eureka 147 DAB system endorsed by NAB. Seating is limited and available on a first-come, first-served basis. Sign up as soon as possible at NAB's DAB booth in the Convention Center's East Hall.

Other DAB activities:

- NAB's DAB booth in the Exhibit Hall will feature an audio-visual presentation explaining DAB, a fixed DAB demonstra-

tion, and experts to answer questions;

- Gannett's Acorn DAB system will be demonstrated publicly for the first time, though its signal will only travel a few yards;

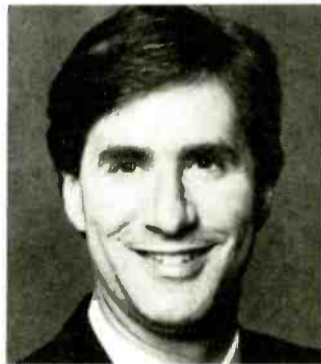
- DAB Systems Concepts (Tuesday, 2:30pm) — A session NAB/See Page 41



A stellar group of radio stations — sponsored by Pollack Media Group — has assembled for the Earth Action Team campaign to celebrate Earth Day on April 22. The stations will educate listeners on environmental issues, capping off the day with a benefit concert featuring Jackson Browne, Bruce Hornsby, 10,000 Maniacs, Rosanne Cash, and more.

Silver PD At WLUP (AM)

Helms Evergreen Chicago Talker



Jack Silver

Jack Silver, morning show producer for Rick Dees at Gannett's KIIS/Los Angeles, has been named PD at Evergreen Media Talk outlet WLUP (AM)/Chicago. He succeeds Greg Solk, who was recently named Evergreen VP/Programming.

WLUP-AM & FM GM Larry Wert told R&R, "We've got a unique station, and Jack's got the ideal background for the job. He's a Chicagoan and has worked with a bigtime talent in a bigtime market."

SILVER/See Page 41

KKR Backs McCord In \$50 Million Partnership

Acquisition Bankroll May Swell To \$200 Million

Wall Street leveraged-buyout giant Kohlberg Kravis Roberts & Co. formalized its \$50 million partnership with Granum Communications Inc. CEO Herb McCord to buy radio stations Monday (4/8).

The partnership, Granum Communications Co. L.P., will focus on radio acquisitions in the Top 25 markets. KKR will provide 90% of the partnership's capital, with investment

bankers at New York-based Granite Capital Group providing the rest. By supplementing the investment banks' capital with loans, Granum may be able to increase its acquisition bankroll to about \$150-\$200 million.

"With somebody like KKR, a number doesn't mean as much. They have the capability of buying anything in the radio business. If Cap Cities/ABC decided to sell, I suppose we could buy it if we wanted to," McCord said.

McCord, who will head the partnership as President/CEO, said a COO and CFO would be hired soon. KKR will control four of the enterprise's seven board seats. Last year, McCord left his position as head of Greater Media's radio group to form Granum Communications Inc. The company recently made its first acquisition, buying KDBN & KMEZ/Dallas-Ft. Worth for \$9 million. McCord

McCord/See Page 41

INTEREP CAMPAIGN

Study Finds AOR, Classic Rock Reaching Baby Boomers

AOR and Classic Rock stations are seeing a payoff for their efforts to age with their baby boomer audience, according to the first of Interep's Radio 2000 research reports.

Interep Exec. VP/Research Division Jeff Wakefield said a recent analysis of over 3000 stations found AOR/Classic Rock the No. 2 format for men 35-44, with a 15.0 share, while still first for men 25-34 with a 28.3 share (based on fall 1990 Arbitron figures). Appealing to the key 35-44 demo is "something all the AOR stations have been trying to do, and it appears they are succeeding," Wakefield said.

The report says two major format trends are taking place



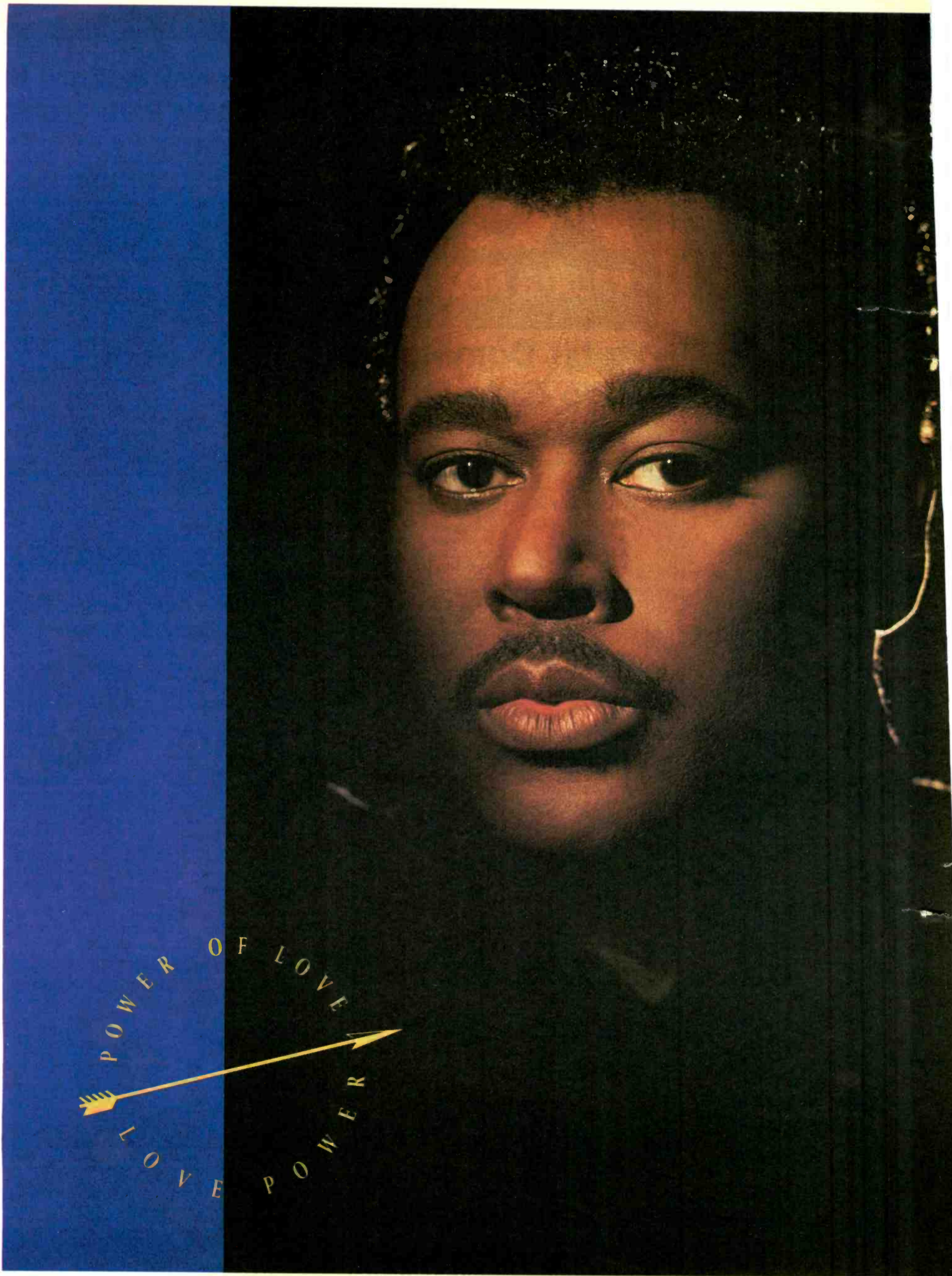
in radio. One is the growth of Classic Rock and Gold to appeal to maturing baby boomers. The other is the increase in News/Talk, "the format most suited to AM radio." Interep says emphasis on the 25-54 demo is moving stations away from CHR, B/EZ, and MOR/Full-Service AC/Nostalgia.

INTEREP/See Page 41

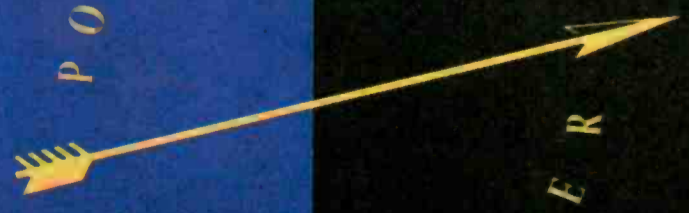
One For The Show



For millions of fans — and quite a few radio station owners — Monday (4/8) meant opening day for major league baseball. For former Reds player/manager Pete Rose, it marked a return to on-air baseball commentary via Federated Media News/Talk WCKY/Cincinnati.



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Roberts OM/PD At EZ's WBZZ



John Roberts

At EZ Communications CHR WBZZ (B94)/Pittsburgh, interim OM John Roberts has accepted the OM/PD post on a fulltime basis. He transferred from the PD chair at sister CHR WIOQ (Q102)/Philadelphia last month and was undecided as to whether he would stay, pending other opportunities.

VP/GM Tex Meyer told R&R, "I told John I'd need his signature before the Pittsburgh Pirates' opening day (4/8), or we'd have to fly people in for interviews at the game. I'm happy he's staying; this will be a great working relationship."

EZ Regional VP/Programming Doug McGuire added, "I spent last week in Pittsburgh assuring John he had full control to make B94 dominant again. It already sounds a lot more focused."

Roberts told R&R, "The EZ executives have gone out of their way many times to show how much they recognize my contributions."

ROBERTS/See Page 41

SUMMIT DALLAS COMBO

Toole VP/GM At KHVN & KJMZ



Howard Toole

Howard Toole has been named VP/GM of Summit Broadcasting Corp.'s KHVN & KJMZ/Dallas, effective April 22. He's been with Summit's Atlanta stations WAOK & WVEE for over 14 years, most recently as GSM. In his first station management opportunity, Toole replaces Jim Stanton, who left in January.

"Howard has achieved exceptional sales results with our AM Gospel and FM Urban Contemporary stations in Atlanta," said Summit Exec. VP/Radio Owen Weber. "I feel very good being able to reward his important contributions by promoting him to lead our similarly formatted Dallas radio combo." Toole spent 11 of his 26 years in radio on-air and programming CHR and UC stations.

Rub You The Light Way



Shaking things up a bit, President George Bush (l) recently met with Mc-town recording artist Johnny Gill and made him a Contributing Leader of the Points of Light community service program. On behalf of the White House Office of National Service, Gill helped the president acknowledge "Daily Points of Light" in various cities along his five-month tour, which concluded in NYC Monday (4/8).

Korsen Deaths Still Puzzle Authorities

GM's Wife Was Shot In Plane; Mulligan Named WDRC GM

Detectives investigating the deaths of WDRC-AM & FM/Hartford GM Richard Korsen and his wife Ursula — both of whom were found dead in the wreckage of their private plane Easter Sunday — are still puzzled over the true cause of Mrs. Korsen's fatality. An autopsy determined she died of a gunshot wound.

Connecticut State Police spokesman Dan Stebbins told R&R it was determined that Mrs. Korsen — a former promotion department staffer at WDRC — was shot while inside the cockpit.

Stebbins said this information has led investigators to believe the deaths were a murder-suicide, but the department is reserving judgment pending the results of toxicological tests performed upon Mr. Korsen.

A report on WFSB-TV/Hartford said Richard Korsen survived the crash, and that an autopsy turned up a chemical substance in his body.

Buckley Broadcasting President Richard Buckley told R&R, "I'm still stunned by the whole thing. Richard and I attended college to-

gether, and he's worked for the company for 29 years. He was hard-driving but committed to excellence. I'm at a complete loss."

Buckley has elevated WDRC Station Manager Wayne Mulligan to GM. "The staff has held up remarkably well under the circumstances," said Buckley, "and they'll be in fine shape under Wayne."

McMahon PD At KMGC

Massucci GSM At Nationwide's Dallas AC



Pat McMahon

Pat McMahon has left Vallie Consulting to program Nationwide's newest acquisition, AC KMGC/Dallas. A format shift and call letter change are rumored. He'll take over April 15, replacing Gary Shannon. In addition, former KRSR/Dallas GM Marilyn Massucci has segued to KMGC's long-vacant GSM post.

KMGC GM Chris McMurray was noncommittal about a format change, but told R&R, "Pat and I worked together from 1986-89 at [Nationwide Columbus CHR] WNCI. His experience with Vallie is a tremendous asset; it creates a rare objectivity and will be very handy in assessing our goals and strategy."

Of Massucci, McMurray said, Of Massucci, McMurray said, KMGC/See Page 41

Testa Rises To PD At KRXY/Denver

Cap Cities/ABC CHR KRXY (Y108)/Denver has boosted APD/MD Dom Testa to PD. He replaces Mark Bolke, who recently left to program KDWB/Minneapolis.

KRXY President/GM Joe Parish told R&R, "I was overwhelmed by the number of qualified candidates, but I have a great relationship with Dom. I'm comfortable with his style, he's bright, has a great work ethic, and is a far better golfer than Bolke will ever be. That's the main reason Dom got the gig."

Testa added, "I've been here almost five years, and I know the market and all the players. It's a

TESTA/See Page 41

APRIL 12, 1991

WE'VE GOT TO STOP MEETING LIKE THIS

If it seems you spend most of your waking hours "in a meeting," you're not alone. Turn to R&R's weekly Management section and learn to make your business gatherings more productive.

Page 19

FEATURES

RADIO BUSINESS: FCC rules on DAB 'pioneers'	6
NEWSBREAKERS	13
OVERVIEW	
● MANAGEMENT	19
● SALES: Importance of basic sales skills	20
● MEDIA: Latest dope on TV, video, flicks	24
● LIFESTYLES: Trend-tracking tips	28
● PEOPLE	30
STREET TALK: Mojo Radio: week No. 2	32
TIMELINE	38
PERSPECTIVES: Boutique formats; ratings reforms	42, 45
RATINGS & RESEARCH: Vulnerability explained	46
FORMAT PERFORMANCE REVIEW	48
● MUSIC DATEBOOK	50
● COMPACT DATA	50
● POLLSTAR	50
● ROCK OVER LONDON	52
MARKETPLACE	72
OPPORTUNITIES	75

FORMATS

NEWS/TALK: 'Caller ID' hang-ups	54
GOLD: KOMA's blast from the past	55
CHR: War's effect on winter book	56
URBAN CONTEMPORARY: Black AC	60
AOR: Soft Rock hybrid analyzed	64
NEW ROCK: Coming of age	66
COUNTRY: Kiddie pics	68
Nashville This Week: Music City memories	70
AC: Format's affair with 'Love Songs'	71

MUSIC INFORMATION

MUSIC VIDEO: MTV, VH-1 lists	50
WORLD MUSIC OVERVIEW: UK, Australia, Canada charts	52
CURRENT-BASED AC	77
FULL-SERVICE AC, ASSOCIATE REPORTERS	79
NAC	80
CONTEMPORARY JAZZ	80
URBAN CONTEMPORARY	82
COUNTRY	86
COUNTRY SONG INFORMATION INDEX	89
AOR ALBUMS	91
AOR TRACKS	92
NEW ROCK	97
CHR	98
PARALLEL CHART ANALYSIS	110
AC, AOR, CHR, COUNTRY, URBAN CHARTS	BACK PAGE
NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS	BACK PAGE

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FCC Adopts Tough Rules For DAB 'Pioneers'

The FCC Tuesday (4/9) made it difficult — but not impossible — for DAB proponents to qualify for a pioneer's preference, and thus a guaranteed license, for developing the new service.

The big loser appeared to be Ron Strother. Even if the terrestrial-only DAB allocation scheme proposed by Strother Communications Inc. meets the strict guidelines to qualify for a preference, the most Strother could hope to receive is a single DAB channel in a single market.

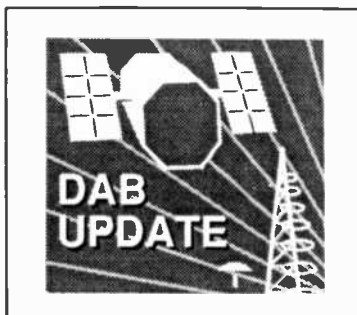
Strother applauded the Commission for encouraging the development of new services, but questioned the value of the reward to pioneers. "Can a single license justify the expenditure?" he asked. Strother had hoped to receive several major market DAB licenses for his efforts.

FCC Chief Engineer Tom Stanley later told R&R a laboratory for evaluating DAB systems, such as the one Strother has proposed, would not by itself qualify for a preference. "The essence is specific innovation, not hardware and financing," Stanley said.

Exact details of the pioneer's preference decision won't be known for weeks. Commissioners Sherrie Marshall and Ervin Duggan withheld their votes until they're able to read the final text. Both, however, indicated they expect to vote yes with the other three commissioners. Duggan said he had concerns about the legal basis for a guaranteed license and wanted to be sure that pioneer's preferences would be given only for compelling reasons. Marshall was concerned that deciding pioneer claims could slow down the FCC's licensing of new services.

Feasibility Required

Based on comments received since the pioneer's preference was



proposed a year ago, the Commission decided an "experiment or demonstration of technical feasibility" would be a prerequisite for any preference grant. It dropped the idea of giving pioneers a six-month head start over other licensees entering a new service, and also dropped any financial qualification test for pioneers. More than one preference can be awarded if multiple pioneers are recognized for their work on a new service.

Satellite CD Radio President Peter Dolan criticized the lack of preference to reward entrepreneurs for taking on established industries, citing his battle with

broadcasters as an example. He said another satellite DAB proposal could be put forth which could win the FCC's endorsement and pioneer's preference. "We're the ones with the arrows in our back; we're the ones who did all of the fighting," Dolan said.

Two other DAB applicants, Radio Satellite Corp. and AfriSpace, have asked the FCC for pioneer's preferences but have not filed rulemaking proposals, a requirement under the rules adopted Tuesday. Both claim no rule change is necessary to license their satellite DAB systems. Neither could be reached for comment at R&R's deadline.

The NAB opposed the idea of a pioneer's preference and President Eddie Fritts isn't giving up yet. "We'll work to ensure that so-called 'pioneers' are prevented from staking claim to broadcast and broadcast auxiliary spectrum," he declared.

NAB Deputy General Counsel Barry Umansky termed the pioneer's preference "an invitation to years of litigation." He said the NAB may ask the FCC to reconsider its decision once the final document is issued.

FM Freeze Sought To Hold Space For DAB

DAB proponent Ted Schober wants the FCC to freeze the FM band in most major markets to keep space open for possible use by in-band DAB systems such as the one he's proposed.

"Move-ins or upgrades could close the door" to in-band DAB, Schober told R&R. He's asked for an immediate but temporary

freeze on all FM move-in, upgrade, and translator applications in or near 87 cities, including most of the Top 35 markets. He noted his request wouldn't affect pending applications, however.

Schober said his request nearly duplicates the FCC's current UHF TV freeze, which was instituted to preserve spectrum space for implementation of high-definition television. According to his filing, an FM freeze would preserve the FCC's options "in making decisions with respect to the establishment of universal DAB service."

Schober's still trying to raise money for his company, which will likely be called American Digital Radio. Unlike Gannett's Acorn DAB plan, which would pair a DAB signal with each existing FM station, Schober's system would use the gaps between FM stations for multiple DAB channels. The number of DAB channels would be increased as FM operators decide to switch to DAB. But Schober said it'll never get off the ground unless space is preserved to start out with at least ten DAB channels in every major market.

CPB To Fund DAB Study

While DAB proponents battle over which system will be imple-



**DC
REPORT**
PAT CLAWSON

Durham Life Becomes Takeover Target

Is former Durham Life Broadcasting CEO Donald Curtis about to buy the North Carolina chain for nearly \$27 million?

The company's parent, insurance giant Durham Corp., announced Tuesday (4/9) it had entered into a definitive agreement to sell the broadcast chain to "a group of the company's shareholders," who were not further identified. It added that a takeover offer for the entire conglomerate had been received from still another unidentified party.

Radio dealmakers tell R&R that Curtis, a major Durham stockholder, is working hand-in-hand with Raleigh investor Bev Landstreet to engineer the broadcast group buyout. Curtis, who owns WBBB & WPCM/Greensboro-Winston Salem, didn't return R&R's phone calls; neither did Durham Corp. Chairman George Womble nor current broadcast group chief Felton Coloy. Landstreet couldn't be reached.

The price tag: \$3 million in cash and 838,000 shares of Durham Corp. common stock currently valued at about \$23.8 million. Stations included in the deal are WPTF-AM & TV/Raleigh, WQDR/Raleigh, WMFX-AM & FM-Laurinburg (Fayetteville), and the Southern Farm Network. Durham officials said the deal was "contingent on the shareholders group getting financing."

Durham has been shopping the chain for about the past year with the help of Donaldson Lufkin Jenrette VP David Schechner, asking about \$20 million for the radio properties. Brokers estimated the stations actually are worth about \$14.5 million, with the Raleigh combo billing nearly \$7 million and Fayetteville booking another \$500,000 in sales.

Chicago Share-Time AM Waiver Sought

Diamond Broadcasting Corp. owner Daniel Lee is peddling an unusual radio opportunity — WSBC/Chicago, a low-powered Chicago AM that broadcasts ethnic programming and shares its frequency with two other stations.

If that doesn't sound like a hot deal to you, you're not alone — it doesn't to him, either. That's why he's petitioning the FCC for a one-year duopoly rule waiver so he can buy Century Broadcasting's dark 5kw WPNT (AM) Chicago for \$650,000 — and not take a financial bath by holding a "fire sale" of his current Windy City AM. "This case is unusual because the potential market for a foreign-language share-time station such as WSBC is extremely limited," his petition stated.

WSBC operates 56 hours per week, sharing a 1kw 1240 kHz frequency with competitors WCRW and WEDC. The station has broadcast specialized ethnic and foreign-language programming, including Hindi and Tagalog shows, since 1925. Lee promised the FCC he'll operate WSBC and WPNT at arm's length, with separate staffs, facilities, and programming. His petition doesn't spell out future broadcast plans for WPNT, except to say it will feature "general audience programming." His associate, Diamond VP Seth Mason, told the *Chicago Sun-Times* the AM won't simulcast the AOR programming of co-owned FM sister WXRT.

Hadden Boosts His Brokerage

Doyle Hadden has announced a major expansion of his Orlando-based brokerage, Hadden & Associates, and hired four new brokers. Among them is former Empire Radio Partners CEO Dennis Israel, who will operate from Miami Beach.

Former KQBC-AM & FM/Bettendorf, IA owner Larry Lewis will operate from Chicago. Ex-WXIX/Blowing Rock, NC owner Mitch Russell will cover the Carolinas from Thomasville, NC. Veteran Queen City Broadcasting President Dennis Hensley will be based in suburban Cincinnati.

Other market action this week:

- Former TA Associates venture capitalist Bill Collatos and Edwards & Angell workout attorney Steve Meredith reportedly are deep in the heart of Dallas discussing radio deals with Star Media's Bill Steding.

- CBS stock has been taking a beating since the company announced 400 layoffs last week. A *New York* magazine story that harshly criticized Chairman Laurence Tisch's management of what used to be known as "the Tiffany Network" added fuel to the fire. Meanwhile, former anchorman Walter Cronkite and ex-FCC Chairman Newton Minow are stepping down from the company's board of directors.

- The Federal Trade Commission plans to complete by April 19 its antitrust probe of the proposed \$115 million sale of the Financial News Network cable TV and radio webs to archival NBC's Consumer News and Business Channel.

BROADCASTING POLICY CRITICIZED

NAB Airs Its Bush Beefs

In a move that's raised eyebrows in Washington, the NAB last week went public with its gripes against President Bush's broadcasting policy, including the administration's support for spectrum auctions.

In an April 3 letter to House Energy and Commerce Committee Chairman John Dingell (D-MI), NAB President Eddie Fritts complained that the administration's call for spectrum auctions — combined with the FCC's proposal to impose an annual users tax on Commission licensees — indicates the White House "fails to appreciate the role broadcasters play in the mass media market."

Fritts cited attempts last year to impose a spectrum tax on broadcasters and eliminate the tax deductibility of advertising as further examples of a "troubling pattern of proposed taxes, charges, and policy statements which, if adopted, would relegate broadcast

service to a shadowy afterthought in communications policy."

NAB Exec. VP/Gov't Relations Jim May said the group went public with its concerns because "the issues are so serious." He dismissed the idea that such public carping might alienate the Bush administration. "The intent of the letter was to get Congress looking into these issues. It was as much a message to Congress as to the administration."

FCC Chairman Al Sikes told R&R the letter ignored key projects for radio and television under the auspices of the Bush administration. Plus, he said, "Some things [the NAB] sees as contrary are not contrary developments."

What do these incredibly successful country stations have in common?



WIVK, Knoxville

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Bobby Denton
Vice President/General Manager



KRAK, Sacramento

"Through the efforts of The Research Group, our FM has always been #1 or #2 and our AM has been very viable - giving us a great combo. If you're interested in improving and maintaining great ratings in country, The Research Group is it."

John Winkel
Vice President, Western Region, EZ Communications



KCYY "Y-100", San Antonio

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Hugh Barr
Group Vice President, NewCity Communications

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TRANSACTIONS

Southern Skies Expands Horizons With Ft. Wayne FM Deal

Reid Buys Gulf Coast FM; Century Unloads Windy City AM

Deal Of The Week:

WBYS/Van Wert, OH (Ft. Wayne, IN)

PRICE: \$2,775,000

TERMS: Asset sale for \$2,325,000 cash and \$450,000 promissory note

BUYER: Southern Skies Corp., headed by Jerry Atchley. The company also owns KSSN/Little Rock and KLEO & KZSN/Wichita.

SELLER: Atlantic Resources Corp., headed by Chris Caggiano

FREQUENCY: 98.9 MHz

POWER: 50kw at 450 feet

FORMAT: Gold

BROKER: Robert A. Chaisson Inc. and Clyde Haehnle of R.C. Crisler & Co. Inc.

ing. The buyer also agrees to lease a transmitter site for \$750 monthly over 10 years. If the KABN call sign is sold to Fred Sands for \$10,000, the station purchase price will be reduced to \$40,000.

BUYER: Chester Coleman, the owner of San Francisco-based American Radio Brokers Inc. He also owns 50% of KWVN/Concord, CA.

SELLER: Korlyn Broadcast Properties Inc., headed by President Tom Locke. The company also owns KXDZ/Anchorage.

FREQUENCY: 830 kHz

POWER: 10kw

FORMAT: This station is dark.

COMMENT: This station was sold in June 1987 for \$200,000.

BUYER: Carl Auel of Sacramento, who currently owns one-third of the station

SELLER: Robert Jones of LaGrange, IL is selling his one-third interest in licensee Floyco Inc.

FREQUENCY: 650 kHz

POWER: 10kw daytimer

WMMK/Destin

PRICE: \$701,000

TERMS: Asset sale for \$50,000 escrow deposit and additional \$151,000 cash at closing. The buyer will assume an outstanding bank note for \$208,084 and other liabilities totaling \$43,623. Balance via 10-year promissory note at 10% annual interest, payable in equal monthly installments. The agreement is contingent on the buyer arranging financing from AmSouth Bank.

BUYER: Reid Broadcasting Corp., owned by Paul Reid of LaGrange, GA. The company is an applicant for a new FM in Fitzgerald, GA.

Alaska

KABN/Long Island

PRICE: \$45,000

TERMS: Asset sale for \$3000 down payment; balance due in cash at clos-

Florida

WORL/Christmas (FM CP)

PRICE: \$100

TERMS: Cash for stock

TRANSACTIONS AT A GLANCE

1991 Deals To Date:

\$198,030,634

(Last Year: \$337,680,024)

Total Stations Traded This Year: 253

(Last Year: 311)

This Week's Action: \$7,841,141

(Last Year: \$51,437,000)

Total Stations Traded This Week: 21

(Last Year: 22)

Deal Of The Week:

**WBYS/Van Wert, OH (Ft. Wayne, IN)
\$2,775,000**

- KABN/Long Island, AK \$45,000
- WORL (FM CP)/Christmas, FL \$100
- WMMK/Destin, FL \$701,000
- WPNT (AM)/Chicago \$650,000
- WDAN & WDNL/Danville, IL \$399,600 for 40%
- KWBG-AM & FM/Boone, IA \$800,000
- WREN/Topeka, KS \$20,000
- KANE/New Iberia, LA \$134,857 for 59%
- WQON/Grayling, MI \$375,000
- WOKJ/Jackson, MS \$35,000
- KDBB/Bonne Terre, MO \$350,000 (approximate)
- WSNJ-AM & FM/Bridgeton, NJ \$725,000 for 50%
- WSCG/Corinth, NY \$475,000
- WDXB/Chattanooga \$75,000
- WLLX-FM/Minor Hill, TN \$250,584
- KBRN/Boerne, TX \$30,000
- WKTT/Cleveland, WI No cash consideration for 9%

SELLER: Gulf Coast Broadcasting Inc., owned by Mattie Kelly

FREQUENCY: 92.1 MHz

POWER: 3kw at 295 feet

FORMAT: Country/AC

COMMENT: A Class C3 upgrade is pending for this station.

FORMAT: Country; CHR

COMMENT: This combo was sold for \$2.35 million in April 1990.

Illinois

WPNT (AM)/Chicago

PRICE: \$650,000

TERMS: Asset sale for \$455,000 cash; additional \$195,000 payment for a non-compete agreement

BUYER: Diamond Broadcasting Inc., owned by Daniel Lee of Glencoe, IL. Diamond also owns WSBC & WXRT/Chicago; KOMA & KRXO/Oklahoma City; and KPYP/Osceola, AR.

SELLER: Century Chicago Broadcasting Ltd., owned by George Collias, Anthony Karlos, and Howard Grafman. Century also owns WPNT-FM/Chicago, KYBG-AM & FM/Denver, and KMEL/San Francisco.

FREQUENCY: 820 kHz

POWER: 5kw day/1kw night

FORMAT: This station is dark.

COMMENT: Diamond is requesting a one-year waiver of the FCC's duopoly rules to allow it to acquire WPNT and dispose of WSBC.

WDAN & WDNL/Danville

PRICE: \$399,600 for 40%

TERMS: Stock transfer for loan

BUYER: Neuhoff Broadcasting — Danville Inc., owned 60% by Geoffrey Neuhoff and 40% by his father, Roger Neuhoff, the owner of KODE-TV/Joplin, MO.

SELLER: Neuhoff Broadcasting Corp., owned by Geoffrey Neuhoff

FREQUENCY: 1490 kHz; 102.1 MHz

POWER: 1kw; 50kw at 356 feet

Iowa

KWBG-AM & FM/Boone

PRICE: \$800,000

TERMS: Asset sale. Escrow deposit \$10,000 with additional \$100,000 cash due at closing. Promissory note for \$125,000 at 9% annual interest, with no interest or payments due during the first year. Payments shall be amortized monthly over 12 years beginning 14 months from closing. The buyer agrees to assume seller's note, valued at \$365,000, to Boone State Bank in Boone, IA. An additional \$200,000 will be paid for a non-compete agreement, payable in quarterly installments of \$4545 beginning 16 months following closing.

BUYER: James Ingstad Broadcasting of Iowa Inc., owned by James Ingstad of Valley City, ND. He also owns KNUJ & KXLP/New Ulm, MN; KRFO-AM & FM/Owatonna, MN; KOVC-AM & FM/Valley City, MN; KWAD & KKWS/Wadena, MN; KGLO & KNIQ/Mason City, IA; and a minority interest in KFKA & KSQI/Greeley, CO.

SELLER: G.O. Radio Boone Inc., owned by Glenn Olson. He also owns KQWC-AM & FM/Webster City, IA and KSIB & KITR/Creston, IA.

FREQUENCY: 1590 kHz; 98.3 MHz

POWER: 1kw day/500 watts night; 3kw at 210 feet

FORMAT: AC; Beautiful

BROKER: Johnson Communication Properties Inc.

COMMENT: This combo was purchased for \$400,000 in May 1989.

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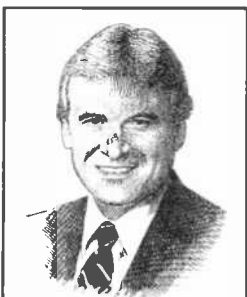
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TRANSACTIONS

Continued from Page 8

Kansas

WREN/Topeka

PRICE: \$20,000

TERMS: Asset sale for cash

BUYER: WREN Broadcasting, owned by Michael Ginter of Kansas City. He's President of Satellite Radio Network Inc., which owns WLQV/Detroit; KGOL/Humble (Houston), TX; and WBIV/Natick (Boston), MA. Ginter also owns WTNX/Lynchburg, TN; WMIW/Atlantic Beach, SC; WFLU/Florence, SC; WBAJ/Blythewood, SC; KGGN/Gladstone, MO; WPIP/Winston-Salem; WMIY/Fairview, NC; WKNL/Knoxville; and LPTV stations W28AC/Charlotte, NC and W67BQ/Roch Hill, SC.

SELLER: N.E. Paton Jr., trustee for WREN/Paton/Cramer Inc.

FREQUENCY: 1250 kHz

POWER: 5kw

FORMAT: This station is dark.

COMMENT: Plans were announced in July 1990 to sell this station for \$375,000.

Louisiana

KANE/New Iberia

PRICE: \$134,857 for 59%

TERMS: Stock redemption for \$20,229 cash and promissory notes

BUYER: A shareholders group of New Iberia Broadcasting Co. Inc., headed by J. Arthur Suberbielle, Kenneth Romero, and Patrick Caffery

SELLER: Roy Landry, Michael Halphen, Gerald Halphen, Vernon Voorhels, and Alfred Granger Jr. are selling their collective 59% stake in New Iberia Broadcasting Co. Inc.

FREQUENCY: 1240 kHz

POWER: 1kw

FORMAT: AC

Michigan

WQON/Grayling

PRICE: \$375,000

TERMS: Asset sale for \$250,000 cash and a 10-year promissory note for \$40,000 at 10% annual interest payable in monthly installments of \$529.

The buyer also receives a credit for \$85,000 for construction of the station.

BUYER: Great Lakes Radio Corp., owned by David Schaberg of Lansing, MI; Robert Naismith of Flint, MI; Richard and Lynnea Winter of Lapeer, MI; Charles Fritz of Moreno Valley, CA; and Steven Dougan of Lansing, MI

SELLER: Ditmer Broadcasting Co. Inc., owned by Robert Ditmer. The company also owns WSSJ/St. Johns, MI.

FREQUENCY: 100.1 MHz

POWER: 1.65kw at 389 feet

FORMAT: AC

COMMENT: This station was purchased in May 1985 for \$170,000.

Mississippi

WOKJ/Jackson

PRICE: \$35,000

TERMS: Asset sale for cash

BUYER: Jerianne Medley of Friendswood, TX. She owns KVCT-TV/Victoria, TX.

SELLER: David Price, the owner of KNEK-AM & FM/Washington, LA and WKPG/Port Gibson, MS

FREQUENCY: 1550 kHz

POWER: 50kw day/10kw night

FORMAT: AOR

COMMENT: This station was sold for \$100,000 in September 1988.

Missouri

KDBB/Bonne Terre

PRICE: \$350,000 (approximate)

TERMS: Asset sale for \$350,000 plus 40% of the face value of assigned receivables at closing. Escrow deposit \$17,000 with additional \$43,000 cash due at closing. Promissory note for \$290,000 at 9% annual interest.

The note is payable interest-only in monthly installments of \$2175 for the first four months following closing. The note shall also provide for payment of the entire principal amount of the assigned receivables. Three quarterly \$6525 installments of interest-only payments are due seven, 10, and 13 months following closing. Beginning 14 months after closing, monthly installments of \$3674 are due to amortize the note over a 120-month period.

BUYER: Zindy Broadcasting Inc., owned by Stephen Jones of Sikeston, MO

SELLER: Owensville Communications Co., headed by general partner Marcus Jones. He also owns interests in KSSB/Calipatria, CA; KRBG/Bunkie, LA; and KEZP/Canadian, TX.

FREQUENCY: 104.3 MHz

POWER: 3kw at 328 feet

FORMAT: CHR; buyer plans a Gold format.

BROKER: Ralph Meador & Associates

New Jersey

WSNJ-AM & FM/Bridgeton

PRICE: \$725,000 for 50%

TERMS: Stock sale for cash. The buyers have obtained financing from the Farmers and Merchants National Bank of Bridgeton for \$850,000 at 12% interest, with payments to be made on a 30-year amortization schedule with a five-year balloon. If the combo is sold to a third party prior to 10/26/91, then 25% of the net sale price in excess of \$2 million shall be paid to the sellers. If the combo is sold to Dr. Bertram Roberts, or "to any shareholder, director, officer, or person in control of the Asbury Park Press or any affiliated corporation or partnership, prior to 4/26/93," 40% of the net sales price in excess of \$2 million shall be paid to the sellers.

BUYER: Edward and Katherine Bold, who currently own 50%. Edward Bold is the station's VP/GM and has been employed at the station for more than 40 years.

SELLER: Irvin and Louise Foster are selling their interest in Cohanzick Broadcasting Corp.

FREQUENCY: 1240 kHz; 107.7 MHz

POWER: 1kw; 15.2kw at 486 feet

FORMAT: AC

New York

WSCG/Corinth

PRICE: \$475,000

TERMS: Asset sale; escrow deposit \$50,000 with additional \$75,000 cash due at closing; 10-year promissory note for \$350,000 with annual interest at 2% over the prime rate of the Wilbur Bank, with interest and principal payments due in quarterly installments.

BUYER: Target Market Radio Inc., principally owned by Edward Bartholomew

SELLER: Hastings Broadcasting Corp., headed by President Gordon Hastings. The company also owns WDOS & WSRK/Oneonta, NY.

FREQUENCY: 93.5 MHz

POWER: 3kw at 422 feet

FORMAT: Country

BROKER: Richard Foreman Associates

COMMENT: This station was sold for \$1.11 million in October 1988.

Tennessee

WDXB/Chattanooga

PRICE: \$75,000

TERMS: Asset sale; escrow deposit \$4000 with additional \$11,000 cash due at closing; balance of \$60,000 payable via 10-year promissory note with interest 1% above the prime rate of the First National Bank of Jasper, AL.

BUYER: Tennessee Valley Sports Inc., owned by Richard Holtzman of Chicago and Jay Sadow of Chattanooga. Sadow is an applicant for a new FM at Signal Mountain, TN.

SELLER: Chattanooga Sound Inc., owned by William Grant Jr., Walter

Grant, Alec Grant, and John Smith.

They also own WZPQ & WZBQ-FM/Jasper, AL; WZBQ (AM)/Tuscaloosa, AL; WJRD/Russellville, AL; and WLDX/Fayette, AL.

FREQUENCY: 1490 kHz

POWER: 1kw

FORMAT: Country

BROKER: Jerry Pond

WLLX-FM/Minor Hill

PRICE: \$250,584

TERMS: Asset sale; down payment of \$1000 cash and five-year promissory note for \$198,584 at 7.72% annual interest. The note is payable in equal monthly installments of \$4000. The seller also agrees to lease studio equipment from the seller for \$51,000 at the rate of \$850 per month for five years.

BUYER: Bill Moore of Pulaski, TN

SELLER: Prospect Communications, a proprietorship of Roger Wright. He also owns WLLX (AM) & WXZC (FM) CPY/Lawrenceburg, TN.

FREQUENCY: 92.1 MHz

POWER: 1.2kw at 460 feet

FORMAT: Country

Texas

KBRN/Boerne

PRICE: \$30,000

TERMS: Asset sale for cash

BUYER: Boerne Radio Co., owned by Wade Andrews of McAllen, TX

SELLER: Seed Broadcasting Co., owned by Alan Hemberger

FREQUENCY: 1500 kHz

POWER: 250-watt daytimer

FORMAT: Country

COMMENT: This station was sold in October 1984 for \$170,000.

Wisconsin

WKTT/Cleveland

PRICE: No cash consideration for 9%

TERMS: Stock transfer in recognition of services rendered

BUYER: Donald Filck, the station's GM

SELLER: WKTT Inc., owned by Daniel

and Paula Haluska and Harry Jacobs

FREQUENCY: 103.1 MHz

POWER: 3kw at 328 feet

FORMAT: Country

Radio Host Reynolds Faces Federal Fraud Rap

Syndicated radio financial adviser R.G. Reynolds pleaded not guilty to federal mail fraud and obstruction of justice charges in Los Angeles last week.

The Justice Department said Reynolds bilked some 260 small investors out of nearly \$3 million invested in his "Managed Account/Loan Account" program. Potential investors in Reynolds's scheme — many of whom were recruited through his "Reynolds Rap" radio show — were told they would receive up to 200% return on their money in a short time. But instead of placing the money in stocks or other investments, the indictment charged, Reynolds used the funds for personal purposes or to pay the operating costs of his Laguna Niguel, CA-based business.

Because he allegedly threatened a grand jury witness, Reynolds is

being held without bond in a federal detention center in Los Angeles. His trial will likely take place in June, according to a federal prosecutor.

In December 1989 the Securities and Exchange Commission obtained a civil judgment against Reynolds ordering him to refund \$5.7 million to investors. Reynolds declared bankruptcy and appealed the judgment, however, and the funds were never returned.

The number of stations that air Reynolds's program could not be immediately determined. Reynolds's attorney didn't return R&R's calls.

FM Freeze Sought To Hold Space For DAB

Continued from Page 6

mented in the U.S., the Corporation For Public Broadcasting wants to know what impact DAB may have on public radio stations. The CPB will spend \$350,000 on the first year of DAB studies if approved by the CPB board.

"Institutionally we're committed to preparing our stations for a digital audio world," said CPB Director/Budget & Administration Linwood Lloyd. "Our major tactical concern is that we not inadvertently be left behind."

Lloyd said the DAB studies will be directed toward helping local public radio stations prepare for DAB, but will investigate all op-

tions, including satellite proposals. He also said the \$350,000 is just the first year's budget and will likely "double or triple in the next year or so."

In other DAB developments:

- NAB engineers will be participating in L-band (1500 MHz) signal propagation tests next month in Canada. In return, Canadians will be involved in the NAB's U.S. L-band DAB tests later this year.

- NASA and the University of Texas are conducting propagation tests for portable DAB receivers inside buildings. The frequencies being studied range from 800 MHz to 1800 MHz.



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- ② The track has already been added to over 50 CHR stations.
- ③ “I Wanna Sex You Up” goes to CHR and Urban radio this week.
- ④ “New Jack City” soundtrack album sales are already past 500,000 in 4 weeks.
- ⑤ The movie “New Jack City” is still # 2 in the country after 4 weeks.
- ⑥ Soundtrack album retail reports: #5 Harmony House / #2 Kemp Mill / #2 City One Stop / #9 Record Bar / #6 Rose Records / #1 Southwest Wholesale / #3 Streetside / #1 Tower Berkeley / #1 Tower Phoenix / #2 Warehouse

Produced by Dr. Freeze for H Productions Co-Producers: Howie-T and Spyderman

giant 

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NEWSBREAKERS

Miller Joins MCA As VP/Marketing

Randy Miller has been appointed VP/Marketing at MCA, based in New York. He was previously with RCA for seven years, serving most recently as VP/Artist Development and before that as VP/Product Management.



Randy Miller

MCA President Richard Palmese said, "We're very pleased to welcome aboard an executive with such a wealth of experience. Randy will certainly strengthen our already dynamic marketing team."

Added MCA VP/Marketing Geoff Bywater: "I'm thrilled Randy will be joining us. His marketing instincts are excellent, he knows how to maximize an artist's potential, and he's established an outstanding record of achievement."

Lewis 'Hard At Play'



EMI artists Huey Lewis & The News appeared to be hard at work during their recent trip to Miami, where they pretended to be in the midst of an intense promotional tour and faked filming the video for the first single ("Couple Days Off") from their forthcoming LP, "Hard At Play." Not on vacation are (l-r) manager Bob Brown, Lewis, and EMI President/CEO Sal Licata.

Hall Shuffles Providence Combo DeVoe WNBH & WCTK Station Manager; O'Brien FM PD

WNBH & WCTK/Providence has upped OM Tom DeVoe to Station Manager for the Unistar AM Only and Country outlets. Concurrently, WCTK MD Jim O'Brien has become FM PD/MD and taken over the programming chores DeVoe handled. The moves are part of a restructuring that leaves Hall Communications President Dick Reed overseeing the stations' oper-

ations from Hall's Norwich, CT headquarters, while combo GM Christine Lodge exits.

Commenting on the promotions, DeVoe told R&R, "I'm delighted on both accounts. The opportunity to step into upper management is something I've wanted for a long time. I'm thrilled it's with this company and the people at these

HALL/See Page 41

Three Stations Sound Off On QSound

Three weeks ago, R&R printed a letter from Z100/New York Chief Engineer David P. Reeves III regarding mono compatibility problems with songs processed through "QSound." QSound's Dan Lowe responded that Z100's audio processing may be incompatible with some tracks utilizing extensive QSound. Readers reply:

I have had similar problems with QSound material, [particularly with] severe multipath problems in car radio reception with the Wilson Phillips remix, "You're In Love."

In order to correct this problem, I tried to recart the song through our phase chaser, and it caused complete phase reversal.

I would advise programmers to not only listen to those QSound songs on the air in mono, but also to note any increase in multipath reception problems caused by airing them.

In QSound's defense, I have not had a problem with Sting's "All This Time," and the songs we play from Madonna's "Immaculate Collection" CD are not causing problems (we are not playing "Vogue").

The music industry certainly doesn't need to give radio another excuse for not adding product.

—Bill Cahill
PD,WSTRI/Atlanta

The QSound stereo enhancement process CAN make for spectacular stereo imaging effects, but it should be remembered that a large percentage of an FM station's audience listens in mono. If the producer and mixing engineer of a QSound release do not take mono compatibility into account, they will wind up producing a cut that will

have "missing" parts because of phase cancellation.

WNSR had to request a non-QSound copy of "You're In Love" because a large part of the instrumentation canceled out when it was collapsed down to mono. This was experienced in both of our production rooms, straight off the CD. There was no audio processing involved.

Mr. Lowe was correct in his assertion that any audio processing that alters the phase relationships between two stereo channels might cause some adverse effects to broadcast QSound audio, but how does that explain a large amount of mono incompatibility before any processing is done at all?

Audio processing is a fact of life. This fact of life must be recognized and taken into account by those who produce QSound releases. Therefore, if this mix is intended to be broadcast, mono MUST be considered by the producer and engineer. If it is not, then broadcasters must have a non-QSound version.

I'm not saying all QSound releases are not mono-compatible. Sting's "All This Time" demonstrates some great stereo enhancement . . . and it is perfectly mono-compatible.

We would love to air the enhanced QSound releases, but not at the expense of the many people who listen to our station in mono. Radio airplay is a major means of promotion for the record companies, and

it would not be a wise decision to provide a large portion of the listening audience with a less-than-optimum product.

—Jim Stagnitto
Director/Engineering,
WNSR/NY

QSound sounds great in stereo . . . however, the much-sold mono-compatibility just isn't there.

My first response was, "So?" After all, who really listens in mono anymore? Well, actually most of us do, probably daily. Mr. Reeves hit the nail on the head with the reminder that most car stereos blend to mono when the signal is below a certain point to reduce noise, multipath, picket-fencing, etc.

We elected to play the Madonna CD since the effect only lasts 36 seconds and sounded pretty impressive in stereo. However, our PD pulled the QSound version of "You're In Love" after one day of play. His first concern arose from the low level of the mono meter on the board.

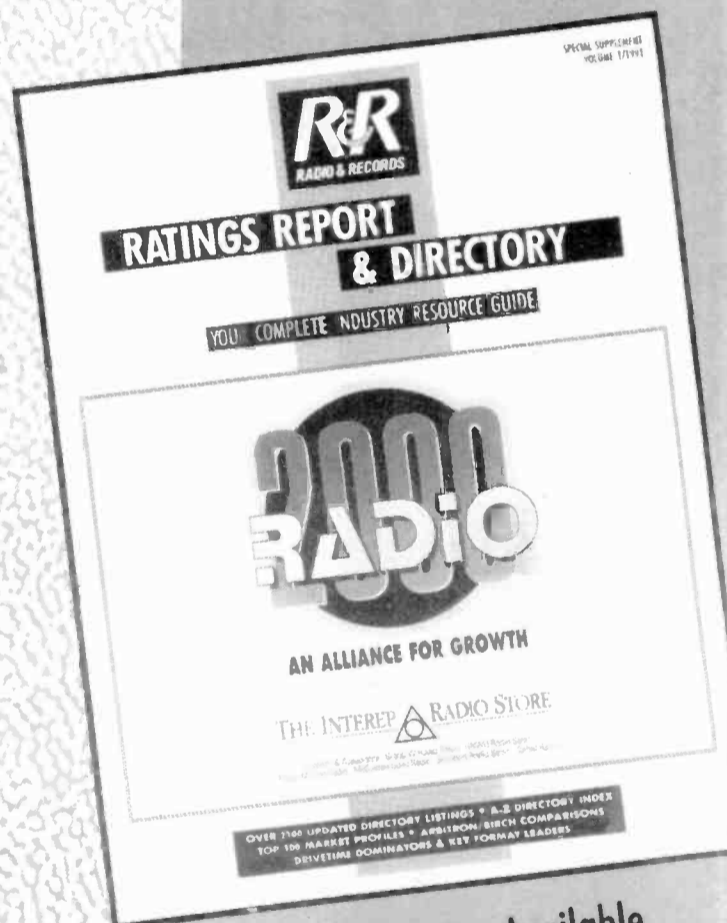
The lower level of the Wilson Phillips single, when listened to in mono, is not so much a result of an overall reduction in level, as it is a reduction in the instrumental background — leaving an entirely different voice-to-instrument ratio than was, I think, originally intended. It's almost as if some of the musicians packed up and left.

Mr. Lowe's suggestion that a misbehaving phase corrector is perhaps Z100's problem is simply a red herring. You don't have to run QSound through ANY processing to hear the mono-compatibility problems. Slap in a CD in the production studio and decide for yourself.

—Scott Wilson
Chief Engineer, Q105/Portland

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MAYS PD

Seattle B/EZ
KBRD Flips To
Rock AC KMTT

Entercom's KBRD/Seattle jettisoned its 15-year-old B/EZ format (4/10) to become "AC Rock" KMTT (The Mountain). Alan Burns is consulting and Chris Mays, formerly PD at crosstown AC KLSY, is the new PD, replacing Bill Conway. The current staff has been invited to audition.

VP/GM G. Michael Donovan told R&R, "The Mountain is Seattle's most dominant geographical feature. We believe in brand names and wanted something big and mysterious.

"It's not that we're leaving B/EZ as much as we're going to a product 67% of our target says doesn't exist here. Seattle has great rock stations, but they rock pretty hard and have a vested interest in 18-24 men. We have a good opportunity with AC listeners who don't want to hear the same 400 songs over and over."

Of Mays, Donovan said, "She's been programming in this market the past ten years. Before KLSY, she was the PD at heritage AOR KZAM. She's got a great background in the two formats we're trying to come in between, which made her a perfect choice."

KYW Lets Freedom Ring



KYW/Philadelphia anchor Pat Farnack (l) and VP/GM Roy Shapiro (r) joined retired Gen. Thomas Kelly for a ceremonial ringing of the Liberty Bell on Sunday (4/7). The News station was celebrating the liberation of Kuwait and the return of American troops from the Persian Gulf.

Richards PD At Nashville AC WRMX

Consultant Waylon Richards has been named Director/Operations & Programming for Signature Broadcasting Gold outlet WRMX/Nashville. He succeeds Michael Lee Scott, who remains on-air temporarily.

Richards told R&R, "This is the third time I've worked for [Signature President] Dick Oppenheimer, and we've had a successful relationship over the years.

"Our format is exclusive to the city, and we have a good bunch of people. I don't anticipate changes. I'm coming in to add some leadership, guide the talent, and make sure we create some sizzle."

Richards has been PD at WMXP/Pittsburgh, KHFI/Austin, and WQSR/Baltimore.

Vanity Fare



Hollywood artists Vanity Kills were the guests of honor at a recent video screening and luncheon. On hand for the festivities were (l-r) the label's Stuart Cohn, manager Debra Baum, band members Stevie Baca, Eric Daniels and Christopher Borders, Hollywood's Christina Anthony, and "Night Tracks" producer H.B. Barnum.

Two Heartbeats



WKYS/Washington and 20th Century Fox sponsored a basketball game pitting the station's Smallstars against the Five Heartbeats from the movie of the same name. The promo game netted \$2000 for the United Negro College Fund. The Urban station's PD/morning man Donnie Simpson (l) led his team to victory over the 'Beats, whose team was (mis)guided by actor/director Robert Townsend.

Entrepreneur Fritzing Dies

Noted Southern California radio operator George Fritzing died of a heart attack in Los Angeles last week while driving his automobile. He was 53.

Fritzing entered the broadcasting business more than 25 years ago with \$50,000 total equity, an amount that was never increased from outside sources. He sold the last of his stations, KFAC-

AM & FM/Los Angeles, for \$34 million in 1986.

Fritzing had most recently been President/CEO of the executive consulting firm of Group III Management and was a shareholder in Asian-language KAZN/Pasadena, CA.

He is survived by his wife and three children.

WW1's Goldberg Succumbs

Stuart Goldberg, most recently VP of Westwood One's Audiotex division, died last week after a long battle with cancer. He was 39.

Goldberg helped develop WW1's "900" services, which included NBC-TV's "Scores Plus" service. Before that, he worked in various sales and promotion capacities for Torbet Radio in New York and Los Angeles, and at WRKS/New York and Detroit's WXYZ and WDEE. At 22, he was GM of WIQB/Ann Arbor, MI.

Goldberg is survived by his parents and two sisters. Contributions can be sent to NYU Medical Center in memory of Stuart Goldberg, 560 First Ave., New York, NY, 10016. Attn: Development Center.

EXECUTIVE ACTION

Tommy Boy Appoints Hoffman Sr. VP

Tommy Boy has appointed Daniel Hoffman Sr. VP. The former RCA VP/Business & Legal Affairs will work with label Chairman Tom Silverman and President Monica Lynch on planning the label's direction.

Silverman stated, "Dan has a great deal of experience with major labels and artists. We think he can contribute to building Tommy Boy as a major force in the International market."

Concurrently, Assoc. Director/Business Affairs & International Jim Leventhal becomes Director/International.



Daniel Hoffman

Kuntz To Impact As Sr. Dir./Nat'l CHR



Laura Kuntz

Laura Kuntz has been appointed Sr. Director/National CHR, East Coast operations at Impact Records.

Sr. VP/Promotion Bruce Tenenbaum said, "I am thrilled to add a person of Laura's abilities, class, and maturity to what is already one of the most talented young national promotion staffs in the business. There is no one better to anchor our East Coast operation." Kuntz joins from Chrysalis, where she held a variety of dance and club promotion posts. Prior to joining Chrysalis, she was an asst. editor at the Dance Music Report.

Levine Smash Dir./Promo

Cindy Levine has joined Chicago-based Smash Records as Director/National Promotion. Formerly Manager/College Promotion at A&M, she'll work with all Smash's alternative acts.

Label President Marvin Gleicher said, "We're lucky to have someone as enthusiastic as Cindy join our team. Her knowledge and experience will take her far, and I'm glad it will happen here with us."



Cindy Levine

East West Adds Two To A&R Staff

Mrvos Joins As VP, Goldstein as Sr. Dir.



John Mrvos



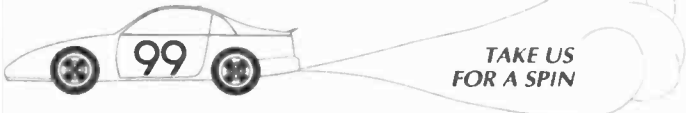
Wendy Goldstein

East West Records America has appointed John Mrvos VP/A&R and Wendy Goldstein Senior Director/A&R.

East West Co-President/CEO Sylvia Rhone said their "in-depth knowledge of pop, rock, and alternative music make them valuable additions," while Co-President/COO Vince Faraci noted both have "extensive experience signing acts and overseeing recording sessions."

Ex-WXRT/Chicago MD Mrvos has been a Director/Talent Acquisition for Columbia since 1987, following A&R posts at Arista and EMI. Goldstein was Sr. Director/A&R at RCA, which she joined from Epic in 1983.

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Radio

● **REY MENA** has been promoted from AE to Local Sales Manager at WKQX/Chicago. Concurrently, **MARSSIE MENCOTTI** moves up from Director/Retail Development to Business Development Director for the station's newly created Business Development Department. Joining her are **MARTHA CARRILLO** and **SUSAN OGDEN**, who become Sales/Promotion Coordinator and Marketing Coordinator, respectively.

● **STEVE GLUECK** is tapped as Local Sales Manager at KOY (AM)/Phoenix. He most recently served as GM at crosstown KTAR.

Records

● **MARK FINE** has been appointed Sr. VP/Special Markets for PolyGram Records. Prior to this, he was VP/Product Development for the music division of American Interactive Media.

● **GARY BRIGGS** is named National AOR Promotion Manager for Reprise Records. Also, **ANDRE FULLER** is appointed West Coast Promotion Manager/Black Music.

● **JOHN STRAZZA** has been appointed Manager/Dance Music Promotion, East Coast at Columbia Records.

● **DENNIS BRADY** and **DEE ROQUEMORE** shift to Capitol Records as Regional Promotion Manager/Cleveland and Regional Promotion Manager/Southwest Region, respectively. Also, **MITCH SATALOF** has been appointed Regional Marketing Director/Northeast Region.

● **JAN TEIFELD** (Northwest), **JEFF DAVIS** (Southeast), **TRISH MERELO** (Mid-Atlantic), **SUZANNE SLAS** (Chicago), **PATT MORISS** (Dallas), **KEVIN MORTON** (Missouri/Colorado), **TOM SCHEPPKE** (Carolinas/Tennessee), and **DON GEORGE** (Ohio/Michigan/Upstate New York) have accepted posts on Impact Records' field promotion staff.

● **IRIS PERKINS** has been appointed Director/Black Music Marketing at A&M Records.

● **JOHN MAZZACCO** has been named National Director/Product Development at Mercury Records. In other Mercury appointments: **JOSH ZIEMAN** joins as Director/Product Development, while **WALTER GREENE** is tapped as Director/East Coast Publicity, The Rhythm & Black Music Group.

● **MOJOE NICOSIA** has been promoted to Creative Manager/Dance Music Department at Atlantic Records. Concurrently, **MARCO NAVARRA** slides into the Manager/Dance Music Promotion slot.

● **LEIGHTON SINGLETON** has been named Director/National Sales, Rhythm & Black Music at Mercury. Additional Mercury sales department appointments include **ALYSSA LEVY** as National Dance Retail Manager and three regional sales managers: **BUZZ MCCARTHY** (East Coast), **PETE VELSER** (Midwest & Mid-Central), and **CAREN HESTER** (West Coast).

CHRONICLE

Born To:

KVIL/Dallas PD Chuck Rhodes, wife Catherine, daughter Olivia Jane, March 19.

Elektra recording artist Vince Neil (Mötley Crüe), wife Sharise, daughter Skylar Lynnae, March 26.

WHY/Miami air talent Gnarly Charlie (Willie B. Goode), wife Anita, daughter Alannah Beth, March 28.

KQDI/Great Falls, MT MD Lance Palagi, wife Tina, daughter Aimee Ann, March 30.

Epic VP/Field Operations Tom Genetti, wife Sharon, son Joey, April 4.

KSTP/Minneapolis GM John Rohm, wife Shannon, daughter Sydney Marie, April 8.



Send your listeners to see the ultimate solar spectacle -- a total eclipse of the sun in Hawaii! It's the last total solar eclipse this century, and it happens July 11 at 7:28 a.m. (100,000 mile high solar flares are expected!) Your listeners can be there -- send them to a star's show they'll remember.

By the way, there won't be a solar eclipse in North America until the year 2017. If you need a good promotion -- and sales opportunity -- then don't wait for the world to turn. Move your listeners right now!

Here's what they'll receive:

- Five days/Four nights in a resort condo.
- Roundtrip airfare from your city.
- Eclipse Survival Kit.

Send your listeners to the world's best celestial show in the splendor of Hawaii's natural beauty.

Another exclusive travel promotion from the experts at **Music Awareness Promotions.**

800-634-5043 or 818-883-7625



● **DEBBIE LEWIS** has joined Geffen/DGC as Regional Sales Manager/Midwest. In addition, **SUSAN NARAMORE** has been promoted to Local Promotion Manager/Los Angeles for Geffen.

● **DENNIS DENNEHY** joins Noise International as National Director/Publicity.

National Radio

● **MJI BROADCASTING**, in honor of Nostalgia Week (April 22), has tapped radio/TV journalist Joe Franklin to host its "Trivia Show" that week. Also, MJI is sponsoring a contest through its "Metalshop" show, tying in with the upcoming Clash Of The Titans concert (Anthrax, Slayer, and Megadeth); (212) 245-5010.

● **UNISTAR RADIO** will air "Back To Bandstand With Dick Clark" April 26-28; (212) 373-4989.

● **ABC RADIO NETWORKS'** "American Country Countdown With Bob Kingsley" will feature the three-hour "Hottest Country In The Country" special May 24-27; (212) 456-5646.

● **OEDIPUS**, WBCN/Boston PD, has been tapped as host of Joseph-Fox Communications' "New Music Exclusives"; (212) 941-5600.

● **CHUCK HARDER** has launched Peoples Network, which produces the syndicated "For The People." **BRUCE MICEK** joins the net as VP/GM; (813) 577-5599.

● **CBS HISPANIC RADIO NETWORK** is adding "Latin Legends Of Baseball" to its schedule. The monthlong series (August 5-31) is hosted by sportscaster Billy Berroa; (212) 975-3771.

Industry

● **JANET THERRIEN** is upped to VP/Director of Research & Marketing at Katz Hispanic Radio/New York.

● **TOM BYRNE** has been promoted to Regional Manager/Director of Sales at HNW Radio Sales.

● **MICHAEL TSAVARIS** is elevated to VP/Financial Planning for the Interep Radio Store's Financial Services Division.

● **ERIC SWANSON** has been appointed the first Executive Director of the Radio and Television News Directors Foundation.

PROS ON THE LOOSE

Connie Breeze — Director/National Promotion BFE Records (502) 233-8252

Lane Delker — Production Director/afternoons WIBM/Lansing (517) 784-3097

Sid Farbstain — Promotion Director KTFM/San Antonio (512) 340-2766

A.J. Jackson — MD/APD WSLY/Albany (518) 874-3519

Brent Johnson — PD WOMG/Columbia, SC (803) 772-6297

K.C. Jones — Overnights WUSY/Chattanooga (615) 344-2028

Chris Lash — PD WESA/Charleroi, PA (412) 483-7502

Jim Marchyshyn — Promotion Director KKBQ/Houston (713) 835-0346

Jonathan Monk & Dianna Kelly — Mornings WZMX/Hartford (203) 561-2418

Mike Moore — Morning co-host WRQX/Washington (301) 963-5795

Marc Nathan — Director/A&R Atlantic Records (212) 724-1445

Brian Pierce — Mornings KLUV/Dallas (214) 578-8712

Don Wolfe — VP/GM KRGY/McAllen-Brownsville (512) 423-3898

● **BOB SANDERS** and **CLARKE SANDERS** have launched Sanders & Son, a consultant firm that specializes in small market stations. The company can be reached at Box 519, Williams Bay, WI 53191; (414) 245-0484.

● **KENNY MacPHERSON** is named VP/Creative Services for Warner/Cappell Music, Inc.

● **STEVE ANTHONY** has been tapped as Director/Creative Affairs for Brockman Music.

● **JIM MOORE** becomes Sr. VP at entertainment public relations firm Norman Winter/Associates. He comes aboard after merging his marketing and public relations firm with NW/Associates.

● **DAVID FINLEY** and **DANIEL MARCHETTO** have been named Director/Marketing & Sales and Teleconferencing National Sales Manager, respectively, at Gentner Electronics Corporation.

The "A" List

WMMR	WLLZ	KRQR	
WRKR	KTGL	CBS RECORDS	
WLVQ	KKZX	WEGR	
BILLBOARD	MARKETING GROUP	WWDC	KMBY
WNEW	WWBZ	MJI BROADCASTING'S	METALSHOP
KZEL	KZYR	WNOR	
ELECTRIC	FACTORY	CONCERTS	
WTTS	WKHY	WZBH	
KQLZ	WDIZ		

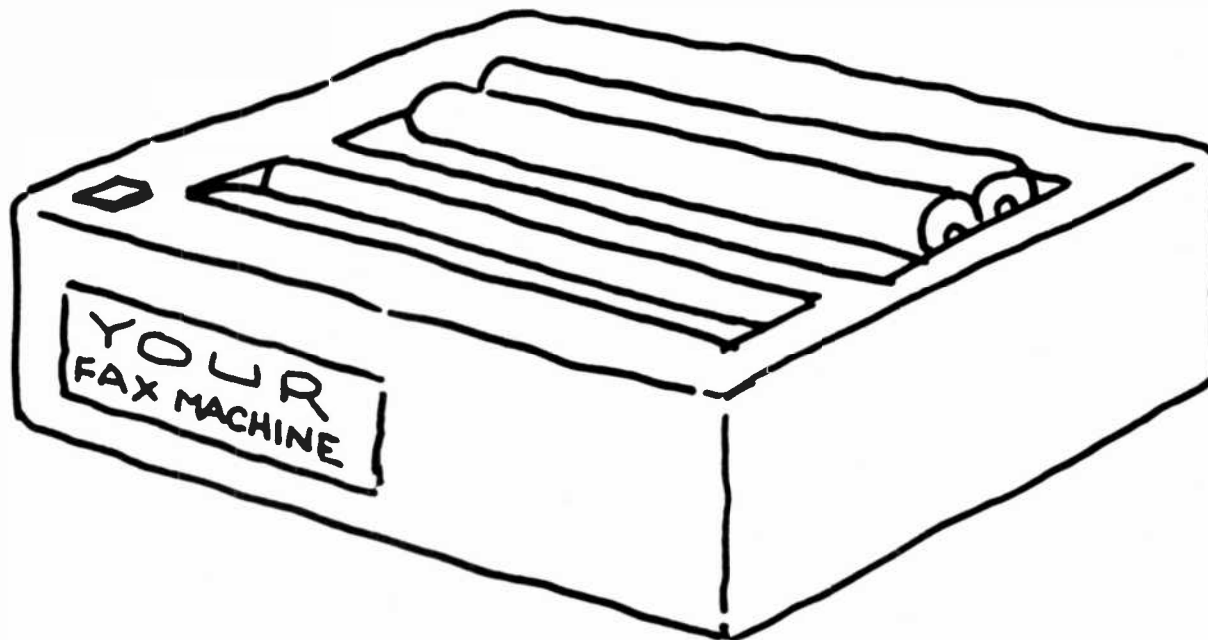
ps - we have no "b" list!

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WRQK
K107
KMYZ
KF95
KATM
103CIR
KNIN
WCIL
KFTZ
ZFUN
OK95

Track: **6**

“Sensible Shoes”

The New Single

Produced by Bob Rock

From the album

A Little Ain't

Enough



©1991 Warner Bros. Records Inc.

MANAGEMENT

Six Steps Toward More Productive Business Meetings

Most business meetings can be more productive and efficient. To help streamline your business gatherings, Pepsi-East President Michael Lorelli suggests you keep in mind the following six guidelines:

- **Start on time.** If prompt people know you're going to wait for late-comers, they'll be less inclined to show up on time themselves.

- **End on time.** Productive workers have full schedules and can't spend all day in interoffice meetings.

- **State the meeting's purpose at the start.** This begins the session on a productive note and sets the tone.

- **Take charge.** Keep the discussion on track and don't let it digress.

- **Be prepared.** Foresee possible problems and discussions. Bring resources with you that might help answer such questions.

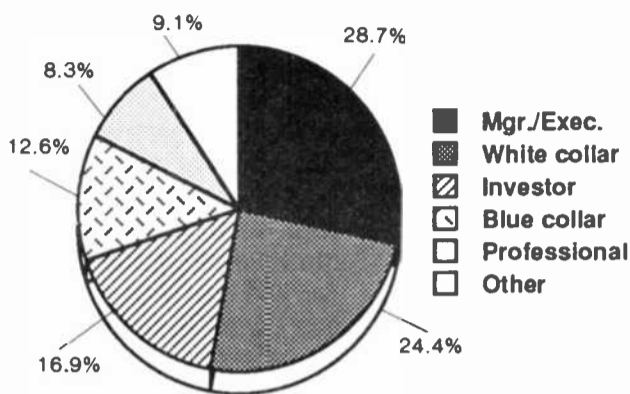
- **Finish with follow-up steps or agreements.** This will re-emphasize your authority and reinforce issues that were dealt with.

Signature Sets Latest Library

Signature Music Library recently introduced its "New Signature Sound" line of broadcast production music, which is available on compact disc for the first time.

The new music falls into four groups: "Action," for intense and dynamic spots; "Americana," heartland-style pop/rock; "Contemporary," with light fusion and melodic themes; and "Inspirations," created specifically for religious media. For more information, call the Buchanan, MI-based company at (800) 888-7151.

Former Execs Flocking To Franchise Ownership



Source: Francorp/DePaul University

Corporate dropouts — i.e., displaced executives — make up more than one-third (35.2%) of all franchise buyers, according to a recent survey of 265 American and Canadian franchise firms.

Furthermore, 82.5% of the survey's respondents said the number of former execs they hear from has increased over the past five years. This growing interest in franchising most likely has been fueled by cor-

porate downsizing, the economic slowdown, and a white-collar recession.

Although the largest segment of franchise buyers consists of managers/executives, most franchise buyers — including white-collar and blue-collar workers and professionals — actually have little or no management experience, the survey reveals.

For a profile of the average franchise buyer, see the chart above.

Cutting Your Desk Clutter Down To Size

Now that you've dug this week's issue of R&R out from under the pile of paperwork on your desk, clean off everything else and follow Dallas-based office management consultant Lisa Kanarek's six simple steps to maintaining a tidy work area:

- **File your paperwork vertically.** Horizontal piles of papers are not only harder to go through, but also far easier to create.

- **Don't collect unnecessary pieces of paper.** When a piece of paper hits your desk, either act on it, file it, or throw it away ASAP.

- **Keep only items you use regularly on your desk.** Everything else should be stashed in a drawer.

- **Use only two trays: incoming and outgoing.** Extra ones mean more places to stick loose papers.

- **Take 10-15 minutes at the end of the day to clean up.** Putting it off even once can start a snowball effect.

- **Clean out desk drawers frequently.** Get rid of anything you don't need.

DATELINE

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

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

- **April 24** — Academy of Country Music Awards. Universal Amphitheatre, Los Angeles.

- **May 16-19** — T.J. Martell Rock 'N Charity Weekend. Various locations, Los Angeles.

- **May 16-19** — American Women In Radio & Television's 40th National Convention. Omni Hotel, Atlanta.

- **June 9-15** — NAB Radio Executive Management Development Seminar. University of Notre Dame, South Bend, IN.

- **June 16-19** — BPME & BDA Conference & Exposition. Baltimore Convention Center.

- **June 20-22** — Bobby Poe Convention, Sheraton Premiere, Tysons Corner, VA.

- **July 11-14** — Upper Midwest Communications Conclave. Radisson Hotel South, Minneapolis.

- **July 13-17** — New Music Seminar. Marriott Marquis Hotel, New York City.

- **August 22-24** — Talentmasters Morning Show Boot Camp. Hyatt Ravinia, Atlanta.

- **September 8-10** — Burkhardt/Douglas & Associates Client Meetings. Grand Hyatt Union Square, San Francisco.

- **September 11-14** — NAB Radio 1991 Convention. Moscone Convention Center, San Francisco.

- **September 25-28** — RTNDA 46th International Conference & Exhibition. Denver Convention Center.

- **October 3-5** — Concrete Marketing's Foundations Forum. Los Angeles Airport Marriott.

- **October 3-6** — Society of Broadcast Engineers National Convention. Hyatt Regency, Houston.

- **October 14** — CMA Awards. Grand Ole Opry, Nashville.

- **October 23** — John Bayliss Foundation Dinner. Plaza Hotel, New York City.

- **October 24-27** — CMJ Convention. Vista Hotel, New York City.

CONVENTION TIP

Make Other People's Anxiety Work For You

You can lower anxiety and boost your effectiveness during conventions and other business meetings by focusing on the anxiety of the people around you.

National Association Of Female Executives Associate Director Leslie Smith says that rather than dwell on your own emotions, you should act as if you were the host of

the party and concentrate on helping others have a good time.

Smith also recommends that instead of facing a group of strangers as a mass entity, focus on one-on-one exchanges.

Finally, Smith suggests that you rehearse what you plan to say to people before entering the banquet hall or cocktail party. Cheers!

Marconi Awards Deadline Nears

Stations wanting to participate in the NAB's third annual Marconi Radio Awards should submit nominations by May 6. The awards honor broadcasters in 23 categories, including Personalities of the Year (five awards), Stations of the Year by market size

(four), Stations of the Year by format (13), and Legendary Station of the Year (one).

Call (202) 429-5422 for nomination forms. Winners will be announced during the awards ceremony on September 14 in San Francisco.

Writing Resumes Wrong

More than one in four (27%) people who submit resumes are either lying or omitting information, according to a recent survey of 200 executives from leading U.S. companies.

Other mistakes that could lead to your resume being tossed into the proverbial "round file" include:

Mistakes	Percentage
Resume too long	32%
Typos/grammatical errors	25%
Leaving out description of specific job duties	18%
Unprofessional layout	15%
Omitting extra achievements	10%

Source: Robert Half International

"I specialize in one thing: Improving adult ratings for CHR radio stations."

- Gary Berkowitz
(313) 737-3727



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SALES & MARKETING

The Shift To Sales Skills

'Cookie-Cutter' Packages Are Out; Meeting Clients' Needs Is In

By Chris Beck

Never have sales skills been more important than they are today. No longer can salespeople squeak by with "D" skills, as they could during the double-digit advertising growth of the '70s and '80s. Today, you must be at least a "B" student to do well.

Many people — this author included — got into the radio sales business during the '70s and '80s because you could make a lot of money with relatively little effort. After paying your dues selling directs, you could quickly inherit the coveted agency accounts — at which point your income relied more on service than selling skills.

However, we've entered an era in which sales skills are the keys to success.

Simply put, we've moved from a service-based business to a skills-based one.

In the '80s, it was easy to assume that salespeople possessed more skills than they actually did. After all, the decade brought more avails, fewer salespeople on the street, fewer marketing opportunities, a booming economy, more support help for decision-makers, and good books.

These factors could be transformed into revenue

more easily back then. Today, however, operating under the assumption that these factors are still viable is tantamount to signing your own death warrant. Many of the strategies that worked in the past just don't work in today's world of radio sales.

Cookie Cutters & Great Ideas

One example is the "cookie-cutter" revenue-generating sales package. This was the answer to creating revenue during the '70s and '80s. ("Need more new business? Put out new car advertising packages, fire sale packages . . .") As a result, more packages

That Was Then, This Is Now

Traditional Solution

- Cookie-cutter, preconceived ideas
- No client involvement
- Unilateral presentation of concepts
- Low closing ratio
- High rate/cost negotiation
- Low renewal ratio

Contemporary Solution

- Specific needs analysis
- Client interaction
- Identification of specific objectives
- Higher closing ratio
- Higher average orders
- Higher renewal ratio

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PRIDE IN YOURSELF

If this public service campaign looks and sounds patriotic, IT IS!

But more than that, it draws attention to the real values of life. It attacks all the hazards of modern society: narcotics, self-abuse, careless health habits and irresponsibility. It re-establishes a personal awareness of the ingredients that made America grow and prosper. And what better time to do it than after our heroic victory in the Persian Gulf?

This campaign drives home the fact that America is only as strong as its people. Only as strong as their commitment to their jobs, their families, their freedoms and their well-being.

Yes, we're promoting the AMERICAN IDEAL.

FREE
60 second and 30 second
radio and television spots.

TO: American Chiropractic Association 8791-1
1701 Clarendon Boulevard
Arlington, VA 22209-9840

Please send me copies of "PRIDE IN AMERICA" public service spots for:

Television (One 60-sec. & one 30-sec. spot on 3/4" videocassette)
 Radio (Five 60-sec. & five 30-sec. taped spots)
I understand the spots will be sent without cost or obligation.

Public Service Director _____
Station _____
Street Address _____
City _____ State _____ Zip _____
 Please Send Me Additional Health Campaigns That Are Available

are on the street than ever before — yet local market revenues are down around 12%.

Markets that started out in an "up" position — e.g., New York — have fallen behind previous years' figures. If packages alone sold radio, our revenues would be astronomical!

Another popular solution to generating revenue in the past was to have a "great idea" — which happened to be already conceived and prepared before walking into a client's office (or even before picking up the phone).

By drawing on past experiences, many salespeople have flooded the market with countless great ideas. Markets and clients all over the world have been hit by these preconceived ideas. As with packages, if these ideas alone sold radio, our revenues would be ahead by the percentage they're behind.

Client Complaints

After talking with several clients recently, I discovered every one of them felt as if they were at a standoff

whenever they dealt with salespeople. These decision-makers said:

- Salespeople don't bother to find an area of need.

- Salespeople don't ask questions about the business.

- Salespeople come to initial meetings with preconceived ideas or packages without first discussing any options with the clients.

One convenience store executive asked me why every salesperson he sees thinks he needs a traffic-building promotion. Translation: "I run a convenience store. I have a lot of traffic through my store. I need more time in-store, not more people coming through my door. Why has every salesperson wasted my time by suggesting traffic-generating promotions?"

The clients' reaction to the standoff problem was unanimous: Either they had cut their appointments short when presented with a solution before the problem had been addressed; or

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Live interviews with superstar personalities and guest deejay spots with artists like Bell Biv DeVoe, Janet Jackson, MC Hammer.

The Countdown reaches loyal listeners worldwide via: "VOA Europe"... 22 nations over 250 cities. "Radio Milano International"... Italy (airs in both Italian and original English versions), "Dubai FM"... Persian Gulf, New Zealand, and worldwide on Armed Forces Radio.

Heard on powerhouse stations including WRKS•FM New York, KJLH•FM Los Angeles, WGCI•FM Chicago, WVEE•FM Atlanta, and WJLB•FM Detroit.

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SALES & MARKETING

The Shift To Sales Skills

Continued from Page 20

they'd stopped seeing salespeople altogether. The result of these standoffs is as clear as a monthly billing report: Businesses are spending money, but they're not buying like they used to.

The Client's Other Agenda

Clients' challenges have become much greater within the past few years. While their responsibilities and the total number of salespeople calling on them have risen, the amount of support help has fallen — and the number of hours in a week has remained steady.

The average person's job responsibilities have increased exponentially rather than mathematically. Execs are in control of more departments, and

their geographic areas are wider than ever. They're seeing more salespeople from traditional media as well as from those that didn't even exist in the '80s.

What's got to give? The answer is *billing*. To meet the changing needs of these clients, salespeople must constantly re-evaluate and try to improve their sales skills rather than rely only on strategies that worked in the past. They must close the gap between the level of skills that are needed and the level at which many of them are performing.

Perception Problem

Evidently, there's a great difference between the way managers and salespeople perceive sales skills. A recent story on the Overview

Management page (R&R 3/29) revealed that while managers ranked basic skills as the most important component for success, sales reps rated it *last* in a field of seven qualities.

Many salespeople are afraid to walk into an appointment without knowing which direction the client will take — and without having a specific idea or package to discuss.

As simple as the concept of asking each client different types of specific questions — and *letting the client's responses dictate the type of package or idea to be discussed* — seems, I've concluded that it's the most difficult to teach (and learn). But it's the biggest step you can take to hit budget in the '90s.

Management — not salespeople — must be the first

to consider re-evaluating their strategies. We as managers must reconsider our traditional forms of leadership to effect the changes.

Money On The Table

What's wrong with the formula of the '80s, in which you develop a package and pitch it to 20 or 30 prospects without getting into specific needs?

The biggest problem is this: You're leaving a large amount of money on the table. Those same clients you're pitching packages and ideas to are spending money elsewhere on their *real needs* — which are going unrecognized because your salespeople aren't questioning, probing, brainstorming, or using their client interaction skills.

Wheels Of Change

One example is the automotive industry. In no other category is the impact from our lack of sales skills more evident. In the '70s, automotive was the top category. In the '80s, it dropped but remained in the Top 10. Today, auto advertising is in the bottom 20 for many stations.

Sure, things are tough in the car business, and manufacturers' needs have changed accordingly. (If the problem was entirely money, you wouldn't see two or three automotive spots per set every time you watch TV.)

Today's auto manufacturers are investing money in advertising that allows them to best meet specific needs by providing them with tangible results. Event marketing, sales promotions, and a host of new media that the auto industry wasn't even considering five years ago are being used today.

For example, many dealers have invested hundreds of thousands of dollars in quick lube centers not only because they've lost market share to those outlets, but also because people prefer to buy cars where they can have them serviced.

The shift in dollar emphasis makes prudent business sense not only because ser-

“Management — not salespeople — must be the first to consider re-evaluating their strategies.”

vice is one of the more profitable departments of a car dealership, but also because growing consumer usage of the service department increases the likelihood of consumers buying cars from that dealer.

Sales Savvy

Another key to selling cars is upgrading the quality of salesperson on the floor, whether this means hiring more women, bilingual salespeople, or skilled people from outside the industry.

Some car dealers believe static displays — or moving vehicles from the showrooms to the consumer — is the best way to drive better business. Others feel that decision is best left to the dealer associations. Still others want to promote their trucks, consumer or fleet leasing, or previously owned (OK, used) cars.

Every dealer's needs are different — and ever-changing. If you set up a focus group with them, you'll find they might not need to buy trip, jingle, or first-time car buyer packages.

Lessons & Answers

The lesson here is this: Clients are demanding that we improve, update, and expand our skills. And if we don't? They'll go somewhere else for solutions to their problems and techniques that better meet their specific needs.

The answer isn't just to sell more new business, but to generate higher closing ratios, larger orders, and up to two or three times the average renewal ratio.

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

In Recognition for Outstanding Sales, Emmis Salutes the Efforts and Accomplishments Of These Sales Contest Winners!



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Power 106 / Los Angeles



LINDA SUTTON
KSHE 95 / St. Louis



DENNIS REESE
WAVA / Washington, D.C.



BOB FRYER
CD 96.9 / Boston



SONJA KANTOR
WENS / Indianapolis



DAVE SONEFELD
Q101 / Chicago



JANE WALLACH
HOT 97 / New York



LEE DAVIS
WFAN / New York



MEGAN KELLY
WFAN / New York

EMMIS
BROADCASTING

Problem:

Mike McVay's New Clients Had to Change Format!

...Correctly
...Quickly

Solution:

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"The TM Century GoldDisc™ library enables McVay Media to immediately plug in the best quality music. They've made start-ups easy for us in markets as big as Los Angeles and Chicago and as small as Greenville, SC.

"TM Century's CDs are the best!"

Mike McVay

President
McVay Media, Inc.
Cleveland, Ohio

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Mike knows that neither the record stores nor any other service has all the songs stations really need. TM Century's music CDs are updated with all the hits every week so stations stay on top of the music. TM Century offers 11 researched formats. One's on-target for you.

Mail or FAX the coupon toll-free for the full story on GoldDiscs™ and HitDiscs™. Mike McVay, Charlie Cook, Harv Blain and other expert programmers like Bob Lowry, Burkhart/Douglas & Associates, Alan Burns & Associates, Lee Randall, UniStar and Satellite Music Network all use TM Century CDs because they sound the best!

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Yes! I want to hear how GoldDisc CDs and Denon CD players with the 'dial a cut' feature can solve my music problems! Mail to: TM Century, Inc., 14444 Beltwood Parkway, Dallas, TX 75244-3228, or FAX toll-free to (800) 749-2121.

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City _____ State _____ Zip _____

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NKOTB's Donnie
Makes Hot Copy!

Donnie Wahlberg's alleged late-night shenanigans in a Louisville hotel ignited the newsstand this week, netting the **New Kids On The Block's** resident hooligan cover stories in four national 'zines. While all reports featured the same basic elements (fire, vodka, young girls, arrest), each also managed to come up with an exclusive:

- *People* — The two women who called the police to Donnie's party "now regret having done so."

- *Star* — The price of entry to the hotel floor where the band was staying was "sexual favors to one of the band's hulking bodyguards."

- *National Enquirer* — Donnie's been secretly voted out of NKOTB.

- *Globe* — Wahlberg allegedly sprayed a young boy "who looked like a miniature **Joe McIntyre**" in the face with a fire extinguisher. This was also the only 'zine to report Donnie said, "Burn this bitch to hell and back."

Madonna's Twin Peeks

Add two more national magazine covers to **Madonna's** 1991 portfolio: The singer appears with dark roots showing and legs locked around the neck of Persian Gulf hero **Norman Schwarzkopf** on the *May Spy*, and with a beaming **Michael Jackson** on the current *People*.

Incidentally, *Madonna's Spy* cover serves to promote the excerpts from the 'zine's forthcoming book, "Spy High" — "a make-believe yearbook of our Peter Pans from Hell, America's perpetual teenagers: the rich and famous" — contained in the May issue. Accolades listed below Lady Madonna's senior portrait include "nice cones" and "ambition: unlimited." **Keith Richards** appears as "a chronically tardy junior."



DAILY VARIETY — **Rick Dees** "makes his wife dress up in costumes and wigs so he can pretend he's making love to a variety of *lovelies*" (*Star*).

KEYF Makes World News

Congrats **KEYF/Spokane**. The station's decision to dump its New Age format for repeated versions of "Louie Louie" earned it a spot in the *Weekly World News's* "World's Hottest Gossip" column.

Express Lines

- **Frank Sinatra** is offering a \$5000 reward for the name of the hit-and-run driver who brutally ran over his pet pooch, *Melissa* (*Globe*, *National Enquirer*, and *Star*).

- Flabbergasted archaeologists say a 4000-year-old mummy belts out versions of **Elvis's** "Don't Be Cruel," "Heartbreak Hotel," and "Hound Dog" (*Sun*).

- **Wendy and Carnie Wilson** are suing for custody of their dad, **Beach Boy Brian Wilson** (*Globe*).

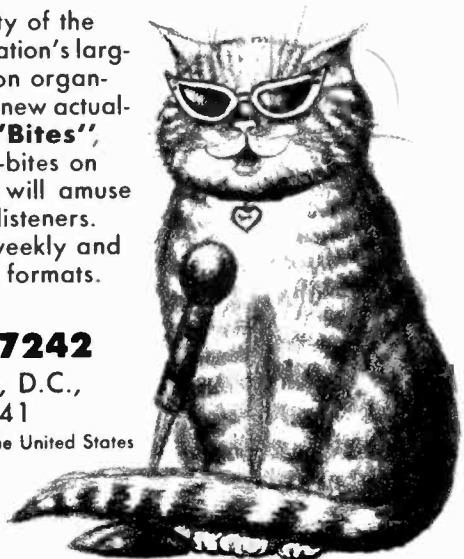
R&R doesn't run comic strips, but we do take a comic trip each week through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. R&R has not verified any of these reports.

PUT SOME BITE INTO
YOUR RADIO SHOW!

The Humane Society of the United States, the nation's largest animal-protection organization, presents its new actuality line, **Animal "Bites"**, sixty-second sound-bites on animal topics that will amuse and astound your listeners. The bites change weekly and are suitable for all formats.

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In Washington, D.C.,
call 778-6141

The Humane Society of the United States
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TELEVISION

TOP TEN SHOWS
APRIL 1-7

- 1 **Cheers**
- 2 **20/20**
- 3 **NCAA Basketball Championships** (*Duke vs. Kansas*)
- 4 **Who's The Boss?**
- 5 **Roseanne**
- 6 **Movie (Monday)** ("*Danielle Steel's Changes*")
- 7 **L.A. Law**
- 8 **60 Minutes**
- 9 **A Different World** *Seinfeld* (tie)

Source: Nielsen Media Research

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

Tube Tops

- **Frank Sinatra, Lee Greenwood, the Pointer Sisters, Merle Haggard, Kenny Rogers, Sandi Patti, Tony Orlando**, and singers from the "Voices That Care" video are slated to perform on **ABC's** two-hour "Welcome Home, America!" (Sunday, 4/14, 9pm).

Friday, 4/12

- **Sheena Easton**, "The Tonight Show Starring Johnny Carson" (NBC, 11:30pm).

- **I, Napoleon**, "Into The Night Starring Rick Dees" (ABC, midnight).

Saturday, 4/13

- **Steve Winwood**, "Late Night With David Letterman" (NBC, 12:30am).

- **Michael Martin Murphey and Riders In The Sky**, "Austin City Limits" (PBS; check local listings for air time).

- **Kris Kristofferson and Willie Nelson** perform on the season premiere of "The Texas Connection" (TNN, 10pm EDT/7pm PDT), hosted by **Jerry Jeff Walker**.

- **R.E.M.**, "Saturday Night Live" (NBC, 11:30pm).

Sunday, 4/14

- **Too Much Joy** perform on "Comic Strip Live Primetime" (Fox, 10pm).

Monday, 4/15

- **Ronnie Milsap, Marie Osmond, and the Impressions**, "Nashville Now" (TNN, 9pm EDT/6pm PDT).

- **Boys**, "Johnny Carson."
- **Sheena Easton**, "Rick Dees."

Tuesday, 4/16

- **Johnny Gill**, "Johnny Carson."
- **Color Me Badd**, "Rick Dees."

Wednesday, 4/17

- **Larry Gatlin & The Gatlin Brothers** are featured on "The Gatlins: Short Stories" (TNN, 8pm PDT/5pm EDT).

- **Madonna, Whitney Houston, Tina Turner, and Aretha Franklin** are among those featured in the hourlong documentary "Women In Rock" (Lifetime, 10pm).

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

- **Temptations**, "Johnny Carson."

Thursday, 4/18

- **Travis Tritt**, "Johnny Carson."

- **Kathy Mattea**, "Rick Dees."

VIDEO

NEW THIS WEEK

- **RED, HOT & BLUE (6 West)** Nineteen songs, 90 minutes. Clip compilation — including six that weren't broadcast on **ABC-TV** last year (12/1) — dedicated to the fight against AIDS features covers of **Cole Porter** tunes by **David Byrne, Neneh Cherry, Jody Watley, Erasure, Sinead O'Connor, the Neville Brothers, K.D. Lang, Deborah Harry & Iggy Pop, Lisa Stansfield, Kirsty MacColl & The Pogues, Tom Waits, U2**, and more.

- **JAMES BROWN: THE MAN, THE MUSIC & THE MESSAGE (On The Potomac Productions)**

Hosted by **Dick Cavett**, this 90-minute musical documentary — which aired recently on syndicated TV — captures the life and career of the Godfather of Soul in interviews and rare performance footage. Also includes appearances by artists **Michael Jackson, Bobby Brown, Jazmine B, M.C. Hammer, Little Richard, Gladys Knight, and Queen Latifah**, as well as industry heavies **Quincy Jones, Casey Kasem, Berry Gordy, and Dick Clark**. Currently available only through the company (800-235-VIDEO).

- **METALHEAD, VOL. 4 (VPI/BMG)**

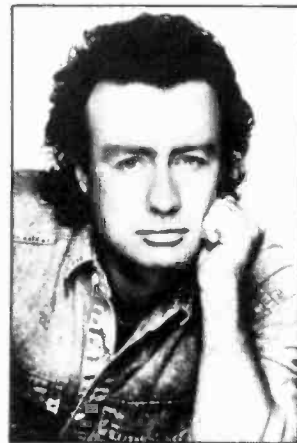
Hourlong video magazine includes interviews with, performances by, and features on **David Lee Roth, Ozzy Osbourne, Slaughter, Megadeth, Cinderella, Great White**, and more.

- **COUNTRY MUSIC, VOL. 3 (VPI/BMG)**

Hourlong video magazine includes interviews with, performances by, and features on **Kathy Mattea, the Kentucky Headhunters, Garth Brooks, the Nitty Gritty Dirt Band**, and others.

- **MICA PARIS (Island/PolyGram)**

Seven songs, 35 minutes. Clip compilation includes the singer's forthcoming video of "If I Love U 2 Nite," written by **Prince**.



ALL RIGHT NOW — *Free front-man Paul Rodgers, as he is.*

- **THE BEST OF FREE (Island/PolyGram)**

Ten songs, 45 minutes. Concert video taped at the **Isle Of Wight** festival.



SWELLEGANT GENT — *Cole Porter, as he was.*

- **YOU'RE THE TOP: THE COLE PORTER STORY (Island/PolyGram)**

Hourlong documentary/biography features interviews and performances of the songwriter's work by **Fred Astaire, Ethel Merman, Frank Sinatra, Shirley MacLaine, Maurice Chevalier, Judy Garland, and Bing Crosby**.

- **TUNE IN TOMORROW ... (HBO)**

Dark comedy set at fictional 1950s New Orleans radio station **WXBU** stars **Barbara Hershey, Keanu Reeves, and Peter Falk**. **Wynton Marsalis** composed the music for the **Columbia** soundtrack and appears with his band in the film, which also features musicians **Shirley Horn, Jimmy McGriff, Howard Johnson, and the Neville Brothers**.

- **YAKETY YAK — TAKE IT BACK! (A*Vision)**

Fifty-minute video created to promote recycling features 19 artists, including **Pat Benatar, Natalie Cole, Quincy Jones, B.B. King, Bette Midler, Ozzy Osbourne, Queen Latifah, Ricky Van Shelton, and Stevie Wonder**. The package — a companion to the single of the same title — contains a behind-the-scenes look at the making of the video and accompanying PSAs as well as the video clip.

- **FRANK SINATRA: THE REPRISE COLLECTION VOL. II (Warner Reprise)**

Three performances — "Sinatra" (1969), "Sinatra In Concert At Royal Festival Hall" (1971), and "Sinatra: The Main Event" (1974) — comprise this 150-minute collection, a companion to Vol. I and the like-named CD.

- **ASWAD: ALWAYS WICKED (Island/PolyGram)**

Ten songs, 45 minutes. Clip compilation features the British reggae band.

- **MR. BIG (A*Vision)**

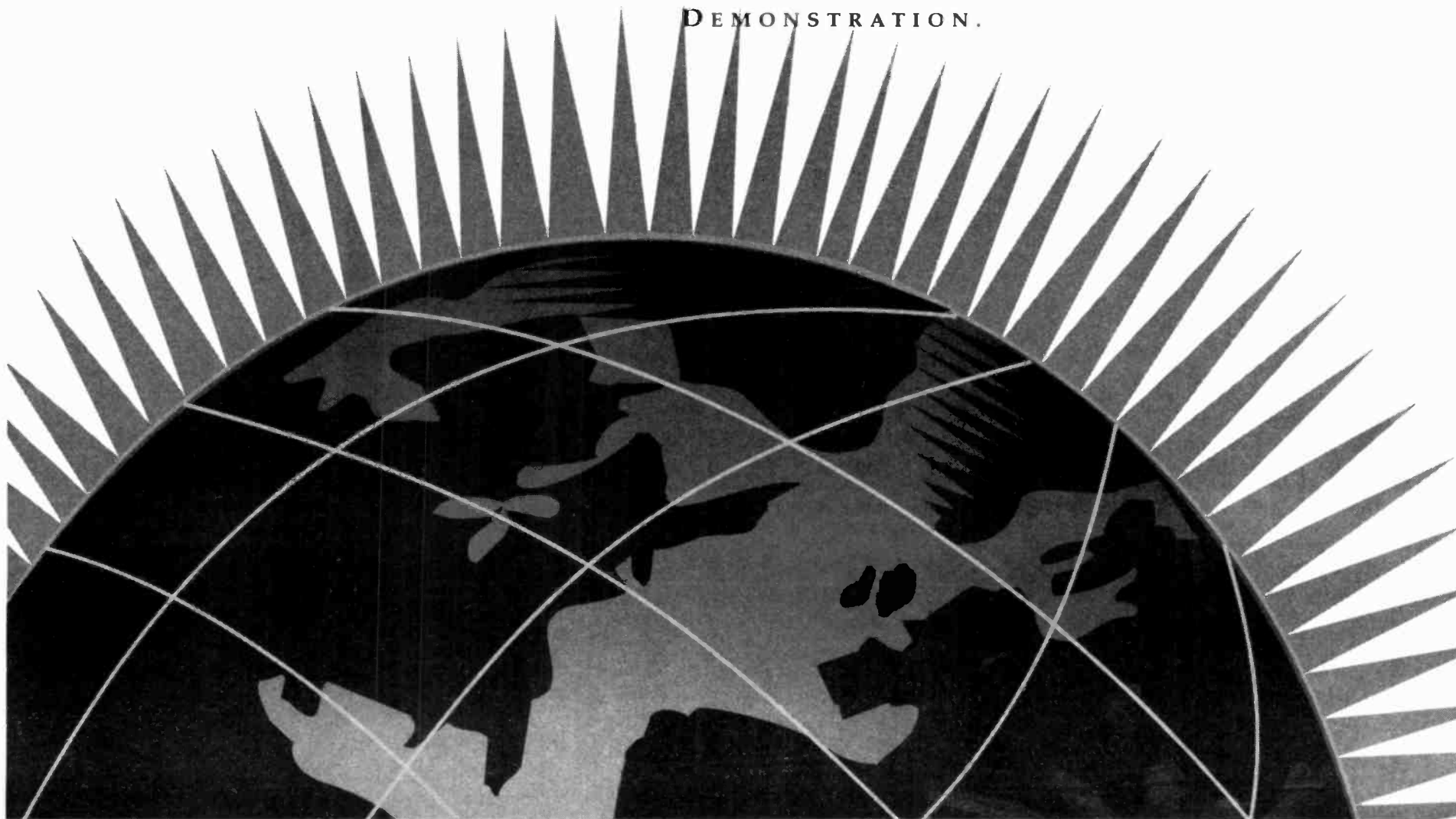
Hourlong package contains clips, live performance footage, home videos, interviews, and behind-the-scenes footage.

- **MARKED FOR DEATH (CBS/Fox)**

Veteran bad guy **Steven Seagal** stars as a retired DEA agent in this feature film, which spawned a **Delicious Vinyl** soundtrack with songs by **Kenyatta, Masters Of Reality, Young MC, Tone Loc, Brand New Heavies, Mellow Man Ace**, and many more — plus four reggae tunes available only on CD.

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SCREEN SCENE

Jani Lane Plays 'High Strung' Rocker

Warrant lead singer Jani Lane recently completed his scenes for the forthcoming film "High Strung" (previously titled "Pissed Off"). Lane stars as Vol — a heavy metal rocker plagued by a neighbor who constantly gripes about the LOUD music booming from Lane's apartment.

"I've been in this particular situation in real life," says Lane, "and always wondered what it would be like to knock on the door of someone who had been complaining about my music and greet them with a ghetto blaster in the face. Vol gets to do that."

The offbeat comedy also stars comedian Steve Oedekerk, Tom Wilson (Biff in the "Back To The Future" series), and Denise Crosby (formerly of "Star Trek: The Next Generation").



Jani Lane — but these go to 11!

'Mambo Kings' Love Lucy

The late Lucille Ball will make a cameo appearance in the forthcoming music-based drama "The Mambo Kings," thanks to some high-tech editing. She'll co-star with her son (and former member of 1965's "I'm A Fool" hit-makers Dino, Desi & Billy) Desi Arnaz Jr., who portrays his late father at age 38 during scenes in which the title characters (Armand Assante and Antonio Banderas) appear on the "I Love Lucy" show.

Interestingly, this new footage was shot on the same stage at the former Desilu Studios where the original TV series was filmed. Warner Bros. will distribute the flick, which follows the life and hard times of a pair of Cuban musician brothers who bring their ethnic music to NYC in the '50s (see R&R 7/20/90).



Gregg Allman — a 'Rush' release.

Allman Gets 'Rush' Role

Southern rocker Gregg Allman will make his major motion picture acting debut in MGM-Pathe's forthcoming cop drama "Rush." The Epic recording artist plays Will Gaines, a menacing drug kingpin who threatens to take control of the fictional town of Katterly, TX.

Currently shooting in Houston, the film stars Jennifer Jason Leigh as a young female cop who teams up with a veteran vice officer (Ja-



Shaking With Joy

Giant recording artists Too Much Joy recently visited Bobcat Goldthwait backstage at the SF comedy club Bimbo's. The Joyful boys wanted to thank Bobcat for selecting their tune "Clowns" as the title song for his forthcoming comedy "Shakes The Clown." The film — directed by and starring Goldthwait — is about an alcoholic clown. Standing are (l-r) TMJ's Sandy Smallens and Goldthwait; seated (l-r) are TMJ members Jay Blumenfeld, Tommy Vinton, and Tim Quirk.

son Patric) to bring down Gaines — a great idea until Leigh and Patric become lovers and Gaines's customers. Sam Elliott co-stars as a police captain in the Lili Fini Zanuck-directed picture. Look for it in late '91 or early '92.

Connick 'Scutter' Country Boy

Columbia ivory-tickler Harry Connick Jr. is set to star in "Scutter" — a comedic thriller about a good ol' country boy accused of murder who turns to his city slicker cousin for help. "Fletch" author Gregory MacDonald penned the screenplay.

Fade To Black

• Third Stone/Atlantic rockers Saigon Kick have contributed the song "Coming Home" to Stonebridge Entertainment's forthcoming action film, "Stone Cold." Ex-Seattle Seahawk Brian Bozworth stars as an FBI agent who goes undercover to infiltrate a biker gang.

• Could Oscar-nominated grifter Annette Bening be playing Catwoman in the sequel to "Batman"?

MUSIC & MOVIES

CURRENT

● TEENAGE MUTANT NINJA TURTLES II: THE SECRET OF THE OOZE (SBK)

Single: Awesome (You Are My Hero)/Ya Kid K
Other Featured Artists: Vanilla Ice, Spunkadelic, Tribal House

● THE MARRYING MAN (Hollywood)

Featured Artists: Kim Basinger, Alan Paul, Tim Hauser

● NEW JACK CITY (Giant/Reprise)

Singles: I'm Dreamin'/Christopher Williams
I Wanna Sex You Up/Color Me Badd
New Jack Hustler (Nino's Theme)/Ice-T

Other Featured Artists: Keith Sweat, Guy, Johnny Gill

● THE FIVE HEARTBEATS (Virgin)

Single: A Heart Is A House For Love/Dells
Other Featured Artists: After 7, Patti LaBelle

● THE DOORS (Elektra)

Single: Break On Through/Doors
Other Featured Artists: Velvet Underground & Nico

● IF LOOKS COULD KILL (MCA)

Featured Artists: Kylie Minogue, Outfield, Trixter

● NOTHING BUT TROUBLE (WB)

Single: Same Song/Digital Underground (Tommy Boy/Reprise)
Other Featured Artists: Nick Scotti, Damn Yankees, Ray Charles

UPCOMING

● SWITCH (MCA)

Single: You Can't Resist It/Lyle Lovett (Curb/MCA)
Other Featured Artists: Bruce Hornsby, Joe Ely, Jody Watley

FILMS

WEEKEND BOX OFFICE
APRIL 5-7

1 Teenage Mutant Ninja Turtles II (New Line)	\$7.81
2 The Silence Of The Lambs (Orion)	\$4.76
3 The Marrying Man (Buena Vista)	\$4.03
4 Dances With Wolves (Orion)	\$4.01
5 Defending Your Life (Warner Bros.)	\$3.28
6 New Jack City (Warner Bros.)	\$2.85
7 Sleeping With The Enemy (Fox)	\$2.53
8 Class Action (Fox)	\$2.04
9 Home Alone (Fox)	\$1.95
10 Career Opportunities (Universal)	\$1.89

All figures in millions
*First week in release
Source: Exhibitor Relations Co.

COMING ATTRACTIONS:
No music-related films opening this week; file for a tax extension instead.

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LIFESTYLES

Five Tips On Tracking Trends

Is your station up on current trends? If you'd like to be the first in your market to spot emerging social, economic, or political issues, try these tips from "Trend Tracking: The System To Profit From Today's Trends" (\$24.95/John Wiley & Sons), by Gerald Celente with Tom Milton:

- Read at least three key newspapers every day. The authors recommend *USA Today*, the *New York Times*, and the *Wall Street Journal*. In addition, read as many magazines, trade journals, and newsletters as you can.

- While you're reading, concentrate on stories that have social, economic, and political significance. Screen out unnecessary "junk news."

- Remember that a trend is a sequence of events – and you need at least two events to form a sequence. One event – such as a survey – may be the beginning of a trend, but it's NOT a trend.

- If you believe you have a trend, test it. Determine what caused it and what effects it may have. If your findings are trivial, it's NOT a trend.

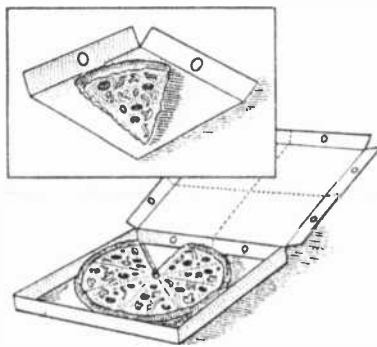
- Keep in mind that a trend's causes and effects often can be found outside its field. For example: "A cause of the decline of our public school system [the trend] is the breakdown of the nuclear family. An effect is our loss of competitiveness in the global market."

HOLD THE PIZZA!

User-Friendly Box Invented

Environmental concerns have inspired some people in the pizza business to re-evaluate the materials, shape, and efficiency of the pizza box. Some of these ideas for improvement – such as the octagonal box recently adopted by Domino's – have already been implemented.

Another design – by Eric Crockett of Toledo, OH – may eliminate the need for dishes and be easier to dispose of as well. Perforations allow the top of box to be separated into four plate-like surfaces. Flaps fold up to form the sides of the plates and feature holes for your



Pizza box becomes plates

thumb 'n' fingers to make it easier to grip the slippery slice.

Now It's Even Easier!

AP Audio Feed Added

Health NewsFeed's free reports are now available via Associated Press audio! Each story is sent daily, Monday through Friday, at 7:06 a.m. ET. And Health NewsFeed is still available in two satellite bulk feeds. Five stories of up to one-minute each are fed on Fridays and Mondays via Satcom 1R.

Health NewsFeed via satellite is easily accessible to affiliates of all major networks, including ABC, CBS, NBC, Mutual, and Unistar. Health NewsFeed will record cus-

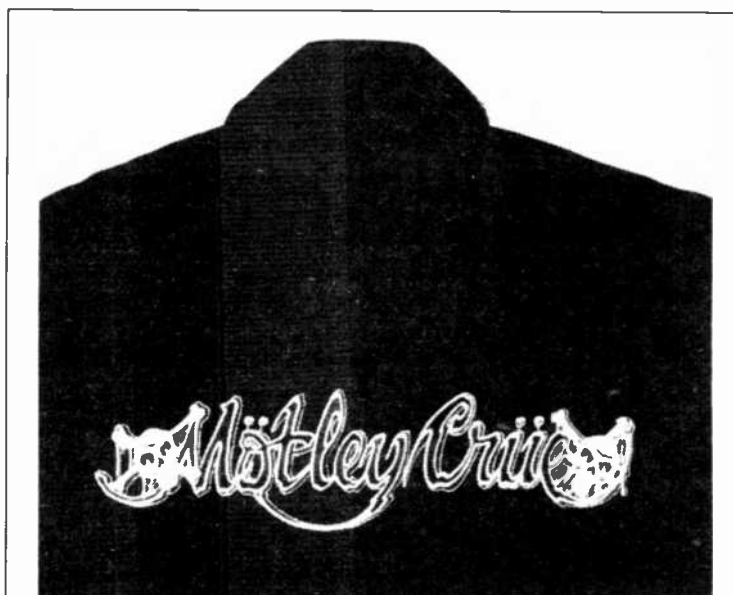
tom tags and promos upon request. Health NewsFeed reports also are available through a daily telephone feed. A new story plus actualities is on the line beginning at 5 p.m. ET.

Health NewsFeed provides network-quality wraps and cuts on timely medical and health topics, designed to fit into your newscasts or stand alone as a sponsored feature.

The reports are produced by award-winning journalist Carol Anne Strippel. To find out more, call (301) 955-2849.

HEALTH NEWSFEED

RADIO REPORTS VIA SATELLITE
FROM THE JOHN HOPKINS MEDICAL INSTITUTIONS



Full Metal Jackets

Do your station listeners dream of dressing like a member of their favorite rock band's touring crew? Now they, too, can soar to such Stratocasterspheric heights of sartorial splendor, thanks to Brockum's "Rockware" line of rock 'n' roll denim jackets.

Similar to the garb made infamous by legions of touring R*O*C*K S*T*A*R*S, the dyed-black jackets are made of 100% cotton. Each jacket features the embroidered logo of one of several rock bands, including AC/DC, Aerosmith, Cinderella, the Grateful Dead, Megadeth, Motley Crue (pictured), Warrant, and Winger.

Retail priced at \$99, the coats currently are available nationwide in major department stores, music stores, and boutiques. Custom versions bearing your station's logo can be created as well. For more information, phone the firm's North American Mktg. Mgr. Joan Whelan at (212) 354-5560.

HOW TO HELP SAVE THE ENVIRONMENT

A Shopper's Checklist

Not too long ago, green was the color associated with feeling envious or ill. Today, green is the red flag to look out for when driving, cleaning, or shopping.

Here are ten tips to help you fill your shopping cart, while keeping the health of our environment in mind:

- Buy less. If you're saying "Why not?" and tossing things into the cart, you're wasting materials you could probably live without. Changing old habits is an important first step toward developing an enlightened environmental consciousness.

- Don't buy products that are excessively packaged. Look for goods that aren't packaged (like fruits and vegetables) or are hardly clothed in unusable material at all. When possible, look for economy-sized items and buy in bulk.

- Avoid plastic and styrofoam. If you can't, reuse them as much as possible and then recycle.

- Purchase goods that have already been recycled. Look carefully for the recycling symbol or a sentence saying it's been through the mill before.

- Look for goods that are packaged in recycled material. Aerosol products are

not in this category. The cans are non-recyclable and their contents harm the atmosphere. Avoid disposable items such as razors, diapers, lighters, cups, and plates.

- Buy food that is organically grown. Organic means that no synthetic fertilizers or pesticides were used while it was growing.

- Try to find natural alternatives to household cleaners and supplies. Look for non-toxic products.

- Choose products that contain the least amount of bleaches, dyes, and fragrances. The chemicals remain in the ground long after the scented floral-print toilet paper has been forgotten.

- Switch to energy-efficient appliances and light bulbs. Compact fluorescent bulbs may be more expensive initially, but they last longer than regular ones and save carbon dioxide emissions at the power plants.

- Find out about the companies behind the merchandise. Check into their environmental practices and stick with businesses that have good green records.

Source: *New Age Journal*

More Families Means Increase In Quality Time

The number of U.S. births surged past 4 million in 1989 for the first time since 1964 – the final year of the baby boom – and the trend is expected to continue despite Census Bureau projections. But what does this "baby boomlet" mean to the music industry?

More Time For Music

This increase in the number of families means parents are spending more "quality time" with their children, according to the NYC-based Roper Organization. Some of this quality time will be spent listening to recorded music, one of the industries that Roper says stands to gain the most from this family trend.

More Kids To Buy Music

Roper also says sources of children's own money – mainly allowances and parttime jobs – probably won't be affected as badly as adult incomes during the recession. So not only will parents continue to buy music for themselves, their children should do so as well.

To Be Continued

Incidentally, this family trend is expected to continue. Only 8% of adults 18-29 expect to remain childless, down sharply from 21% ten years ago, according to Roper.

Top Ten Brands Of U.S. Beers

After a three-year slump in beer consumption, 1990 U.S. beer shipments climbed 3.1% above last year's figures to more than 198 million barrels.

Beer-market analysts attribute the rebound partially to a record-setting increase in consumption of light beer as well as the quick success of some new brands.

Considering that shipments of domestic beer far outnumbered shipments of imports (189.9 million vs. 9 million barrels, respectively), here are America's top ten brands of domestic beer, ranked by market share:

Brand	Market Share
Budweiser	25.2%
Miller Lite	10.5
Coors Light	6.2
Bud Light	6.1
Busch	4.6
Milwaukee's Best	3.6
Old Milwaukee	3.3
Miller High Life	3.2
Miller Genuine Draft	3.0
Coors	2.2

Source: *Impact magazine*



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stations like KIIS-FM (Los Angeles). **THE LEGEND** is new digitally recorded ammunition created *by* production people *for* production people. It's packed with music tracks and their mix-outs, and special effects: sweeps, hit, bumpers, explosions, tympani, fly-bys, opens, closes, every note of the scale and the ever popular **DOPPLER HOWLER**. There's even a special bonus collection of generic **SONOVOX** words and phrases. Consulting services included as part of "THE LEGEND."

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PEOPLE



Raitt, Etheridge Duet With Delbert

Capitol artist Bonnie Raitt (second from left) and Island artist Melissa Etheridge (r) joined veteran roots-rocker Delbert McClinton (second from right) onstage during his recent L.A. show, where each songstress performed a duet with the Curb/RCA artist. Also on hand was Chrysalis recording artist and noted knob-twirler Don Was, who produced Raitt's forthcoming LP (which, not coincidentally, features a duet with McClinton).



Six-String Kings

Columbia guitar great Les Paul (c) presented Capitol artist Eric Johnson (l) with the Les Paul Horizon Award for the Most Promising New Guitarist during the first annual Orville H. Gibson Guitar Awards at NYC's Hard Rock Cafe. MCA riffslinger B.B. King, pictured with Lucille, was the recipient of the Lifetime Achievement Award.

House Of Nelson



Simmons/RCA rockers House Of Lords are pictured hangin' with headliners and DGC recording artists Nelson after the two acts' recent Chicago concert. Seen on the scene are (l-r) HOL's James Christian, Gunnar Nelson, HOL's Greg Guffria, and Matthew Nelson.



Take A Loc At Those Cakes!

Tone Loc's pals pitched in to give him a sweet treat that looked good enough to eat during his 25th birthday soiree at Vertigo in L.A. Entertainment was provided by the Delicious Vinyl/Island rapper himself with Def Jef, HWA, and Loc Town Tribe.

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Wild Party For 'Tame Yourself'



New York's Hard Rock Cafe went vegetarian for a wild party celebrating RNA's PETA benefit album, "Tame Yourself." Artists taking part in the bash — as well as the record project — included (l-r) the B-52's Kate Pierson, Lene Lovich, K.D. Lang, the Pretenders' Chrissie Hynde, and the B-52's Fred Schneider.

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Programmers agree - the best song is by Lisa Fischer.

A Most Added Record for the second week at CHR and
Urban and over 30 AC reporters in just two weeks

Urban Breaker!

HOT97 deb 35
WIOQ deb 32
WPGC deb 29
WNVZ add
Q105 add 30
KS104 add
KKFR deb 27
KKRZ add
FM102 deb 25
Q106 deb 30

KMEL 24-19 HOT
HOT977
TIC-FM
WKSS
KPRR
WABB
WOMX
KHTK
KSND
KDON
Z90 29-23 HOT



HAPPY MONDAYS

"Step On"

BELIEF - 108 CHRS! P-3 CHART 32
8 WEEKS IN BUZZ BIN ROTATION ON MTV!

COMMITMENT - Elektra has effectively promoted and marketed this project for eight weeks, with a promise to support every radio station in every market.

FOLLOW-THROUGH - In addition to incorporating a market plan that reached over 2.5 million people, over half of the stations playing "Step On" report Top 10 phones while 60% have increased airplay rotation this week.

The record that has surpassed expectations and has become a total Sleeper Hit!



STREET TALK®

Hoodoo That Voodoo?

Mojo Vs. Z100 Battle For The Apple Continues

Didja ever wonder what it took Cap Cities/ABC to lure Scott Shannon back to the Apple? Well... ST hears WPLJ (Mojo Radio) gave the former Pirate captain a five-year deal — two years firm, the remaining optional — worth \$1.6 million per annum.

Mojo has been running jockless since last week, but Shannon and company should be on the air by Thursday (4/11). Shannon will not be joined by 'PLJ morning man Rocky Allen — at least not right now.

Shannon told ST, "The option is open for him to join me in mornings. He really hasn't made up his mind yet." Meanwhile, there's still talk of Allen taking another shift at the station.



Go Tell It On The Mountain

KBRD/Seattle — which Wednesday (4/10) changed format 'n' calls from Easy Listening to Rock/AC KMTT aka "The Mountain" (see Page 15) — scammed the market by placing spots on stations advertising a new (non-existent) movie titled "The Mountain."

KBSG, KXRX, KISW, KZOK, and KSEA all fell for the ruse. One other Seattle station was sold out and couldn't clear the spot, but — interest presumably peaked — inquired about a ticket giveaway! Incidentally, the spot was voiced by Mountain consultant Alan Burns.

Rumors

- Despite consistent denials from Edens Prez Michael Osterhout and Q105/Tampa VP/GM Mike Horne, ST hears the pair have put a Q105 purchase offer on the table.

- Now that KBXX (The Box)/Houston (formerly KFMK) is headed in a Dance CHR/Urban direction, will former KEZB/EI Paso PD Bob West surface as its new PD?

- Is former KJMZ/Dallas PD Elroy Smith about to sign on a new Churban outlet?

- Is Hot AC WMXZ/New Orleans about to switch formats to CHR? And will current PD Bruce Bond be there for the transition?

- Will KIIS/L.A. afternoon jock "Magic" Matt Alan pull a disappearing act when his contract expires at the end of June?

- Is KWOD/Sacramento attempting to coax KDWB/Minneapolis APD/MD Mr. Ed Lambert into its vacant PD chair? ST hears it's down to working out the \$\$\$.

- Is Gold KQQL/Minneapolis considering a change to CHR? The owner is Jeff Trumper, a former Prez/GM at WLS-AM & FM/Chicago and a man who likes to play the hits.

- Is M.J. Keill gonna keep his Mojo Radio/NY workin'? Or is he being courted for a Top 75 CHR PD gig?

- Is Gold KISS-FM/San Antonio eyeing a move to CHR under new PD Tim Fox if the winter book isn't healthy?

- Is erstwhile Enigma NY regional promo rep Nick Testa about to become VP/Promo at Alpha International?

- Is another CHR about to debut in Reno?
- Is Morgan Creek Records about to hire ex-Enigma Nat'l Promo Dir./Alternative Sheri Trehan for the same duties?

- Is WJZQ/Jackson, TN PD Duane Shannon about to become the new PD at WJMX/Florence, SC?

Over on the marketing front, ten-second Mojo Radio TV spots — which some viewers found reminiscent of the opening to the "Twilight Zone" — began airing last weekend, but look for the Film House "Direct TV Birthday Game" spots to begin airing *this* weekend. The latter campaign — originated by Shannon when he was at Z100 — had been a fixture at the Malrite CHR.

Tricks, Lies & Audiotape

Incidentally, Shannon acknowledged in the *New York Post* (4/8) that he "lied" to Z100 VP/Programming Steve Kingston in order to give Kingston the impression that he was returning to Z100.

In fact, Kingston sent Shannon some Z100 music research mere days before the 'PLJ deal surfaced. However, Kingston stresses that the data was *not* of a sensitive nature, telling ST, "[It] was nothing more than you could glean from the Z100 playlist printed in R&R." To even things up a bit, this week Mojo fed-exed its music data to Z100!

The *Post* piece also claims Kingston has informed labels that recording artists appearing on Mojo would be *persona non grata* at Z100.

In addition, Kingston reportedly has asked all his jocks to sign three-year deals, and has warned his staff that *any* talk with *anyone* from Mojo would result in termination. (Although Shannon and Kingston both deny this one, rumor has it that two Z100 jocks have made overtures to Shannon about jobs.)

Continued on Page 34

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*Nobody Can Pick
A CHR Hit Better
Than CHR Radio!*

**GOING FOR ADDS
THIS WEEK!**

*Michael
Smith*

**ALREADY A
SMASH AT AC**

"PLACE IN THIS WORLD"

Includes The New Top 40 Remix

THE FIRST SINGLE AND VIDEO FROM GO WEST YOUNG MAN

*"In the veritable plethora of ballads out right now,
this one is the hit! Just listen to it and see for yourself!"*

BRIAN DOUGLAS • Q102 33 29 Hot

*"He knows Andre Agassi so he has to be cool! GREAT RECORD!
We couldn't wait for April 15 to add this one! It's going to be a MONSTER!"*

FRANK AMADEO • Y100 add

"Mass appeal... All Demo Smash! #1 requests after 2 weeks of airplay."

PAT PAXTON • WKEE 16-9 Hot



PRODUCED BY MICHAEL W. SMITH
CO-PRODUCED BY BRYAN LENOX
MIXED BY HUMBERTO GATICA
© 1991 REUNION RECORDS, INC.



STREET TALK®

Continued from Page 32

Now that **WLUP (AM)/Chicago** has landed **Jack Silver** (see Page 1), GM **Larry Wert** is focusing his full attention on selecting a PD for the FM. Wert's *extensive* search — if you think he talked with someone, he probably did — may come to an end as early as Friday (4/12).

Among the reported finalists: former **KISW/Seattle** GM **Beau Phillips**, **WLZR/Milwaukee** PD **Greg Ausham**, **WDVE/Pittsburgh** PD **Gene Romano**, and a dark horse candidate from the West Coast.

Meanwhile, look for Silver to handpick 'n' groom his **KIIS** replacement. Incidentally, Silver's wife, **Karen Sobel**, will be giving up her gig as **Geffen** Nat'l Singles Promo Dir.

Jim Gabbert has agreed to pay the SF-based **Coalition To Save The City** \$100,000 to settle a lawsuit filed back in November 1988.

The Coalition was formed when disgruntled listeners of the eclectic **KKCY (The City)** reacted to Gabbert's switching format 'n' calls to **KOFY-FM** after purchasing the station — having reportedly assured the market that no such changes were forthcoming. (Gabbert has since sold the station to **Viacom**, which changed the calls to **KDBK**.)

Rumbles

- **KGB/SD** night rocker **Andy Geller** heads north to engineer the **Mark & Brian** show at **KLOS/L.A.** He succeeds **Ted Prichard**, who replaced **Katy Manor** in mornings at crosstown **Pirate Radio**.

- **KRFK/Denver** dialed the ST "fun-fax" to let the Free World know its evolution from **Classic Hits** to **AOR** is complete. Evening personality **Beau Bennett** has been named MD.

- Gold **CKEY/Toronto** has flipped formats to **Country**. New calls are **CKYC**.

- Hot AC **KEZB/EI Paso**'s new PD is **Cesar Chavez**. He replaces **Bob West**.

- Veteran Promotion Dir. **Jim Marchysyn** — **KSHE/St. Louis**, **WMMS/Cleveland** — exits **KKBQ/Houston**.

- **Patrick Ryan** has been reappointed PD at **Classic Rock WKLL/Utica**. **John McKenna** joins as **News Dir.**

- **KKMG/Colorado Springs** night jammer **Randy Street** takes the PD chair at **CHR KAFX/Lutkin, TX**.

- AC **WZMX/Hartford** inks the **Real Bob James** of **American Comedy Network** fame to a long-term deal. He replaces **Monk & Kelly** in morning drive.

- **WFX-AM & FM/Williamsport, PA** has switched from **CHR** to **Country**. This marks the first time in almost seven years that market dominator **WILQ** has had an FM format competitor.

- **KZOU/Little Rock** veteran morning man **Craig O'Neil** crosses the street to do mornings at **KKYK**.

- **Don Wolfe** exits as VP/GM at **CHR KRGY/McAllen-Brownsville, TX**. His replacement is **Bill Luzmoor**, who most recently headed his own management company.



GIVE PEAS A CHANCE — To commemorate the anniversary of **John Lennon** and **Yoko Ono**'s famous "Bed-in for Peace," **KHFI (K96.7)/Austin**'s morning team of **Bob & Mike** conducted a "Bed-in for Peas." Broadcasting live! from a bed at a local **Howard Johnson's**, the dynamic duo collected 268 cans (770 pounds) of food to benefit the **Austin Capitol Area Food Bank**. The canny listener who brought the heaviest item — an 11-pound jar of pickled peppers — won tickets to a **Sting** concert as well as **NCAA Women's Midwest Regional Finals** ducats.

Mason Dixon Line, Pt. 69

Despite **WMTX (Mix 96)/Tampa** Prez/GM **John Pinch**'s denials of ch-ch-changes at the **Metroplex Hot AC (ST, 3/29)**, OM/afternoon **Don Schaeffer** has exited. His shift has been taken by ex-**Power Pig/Tampa** personality **Jon Rock & Roll Anthony**.

The move is a prelude to the expected arrival of **Mason Dixon** as OM/morning man. 'MTX has put up a number of billboards that display a wrapped package and the message "Do Not Open 'Til April 22" . . . which just happens to be the day after **Dixon's** non-compete with crosstown **Q105** expires.

Look for **Giant** promotion & marketing head **John Brodey** to be named GM of the label. Will this clear the way for **Ray Carlton** to be upped to promo chief?

No confirmation from label sources, but **Arista** President **Clive Davis** reportedly has renegotiated his contract with **BMG** and will continue to head **Arista's** efforts for the next five years.

Who'll take the PD post at **WKBQ/St. Louis**? Could 'KBQ APD **Chris Knight** be the man? Or will VP/GM **Rich Gray** and **Chase** Exec. VP/Programming **Tom Barsanti** look outside the company? Former crosstown **KHTK** PD **Derek Johnson** has already tossed his name into the topper.

ST hears that 'KBQ management is impressed with the talents of (*drum roll, please . . .*) former **Pirate/L.A.** OM **Mark Todd**, **WVIC/Lansing** PD **Kevin Robinson**, **WKEE/**

Continued on Page 36

The Real Pebbles

4KM-13821

Dream Lover

The first smash single from their debut album "Girls Talk" X214-13076

A Dream Week!

#3 Most Added Out Of The Box At:

B94	WPST	95XIL	KYYY
KEGL	WRCK	WOMP	99KG
Y95	WKRZ	KAKS	WPFR
HOT949	WBBQ	WJMX	KFMW
KISN	K96.7	B98	KBOZ
FLY92	WCGQ	KISR	KFTZ
WAEB	KKYK	Q104	KMOK
WERZ	KTUX	KSMB	KTMT
WNNK	WRQK	KZII	ZFUN
WKEE	WGTZ	KCHX	Y97
WQGN	CK105	KNOE	OK95
999KHI	WTFX	WILN	KFFM
G98	KJ103	KIXY	
98PXY	KZZU	KWTX	
93Q	WWFX	KNIN	

Breaking At:
KRBE 25-20
WNCI 32-29

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THE BLACK CROWES

"She Talks To Angels"

The new single from the platinum-plus album **Shake Your Money Maker**

Produced by George Drakoulias Executive Producer: Rick Rubin

CHR Chart **37**

WAAL 33-23 Hot WIXX 9-5 Hot XL93FM 27-25 Hot
 G98 14-10 Hot WQID 15-11 Hot WTBX 32-22 Hot
 195 2-1 Hot KISR 14-10 Hot 99KG 22-14 Hot
 Z102 10-7 Hot Q104 17-14 Hot KFMW 9-7 Hot
 KTUX 11-8 Hot

Double Platinum

MTV World Premier Video
 Exclusive Rotation Over 35 Plays Per Week

Top 5 Billboard Album Chart



© 1991 Def American Recordings

CHRIS ISAAK

"Don't Make Me Dream About You"

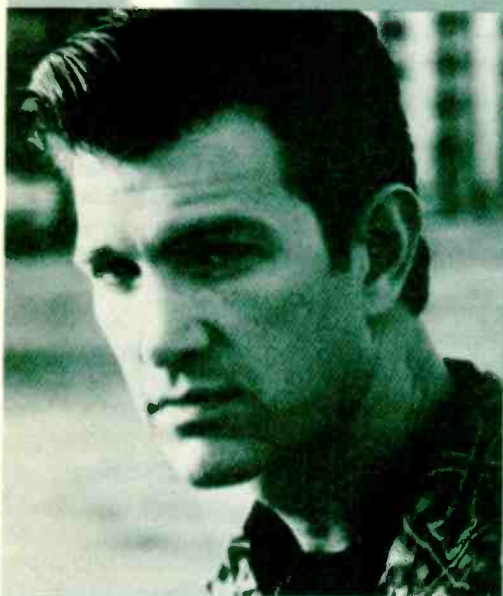
Produced by Erik Jacobsen The New Single

From the album **Heart Shaped World**

Over 1,000,000 Sold!

PWR99 30-27	G105 35-31	WKSF deb 38	Z97 deb 40
HOT949 deb 26	WZYP deb 34	WQID add	KFBQ add
KPLZ add	WQUT deb 36	B98 deb 32	SLY96 add
WPST add 34	99WAYS add	WCIL add	KFFM add
B93 33-28	KTUX deb 31	KFMW 38-29	
195 deb 34	Z99 23-20	WIFC add	

Billboard Album Chart #7



©1991 Reprise Records

CHICAGO

"Explain It To My Heart"

The New Single From the album **Twenty 1**

Early Adds!

Y100 add	103CIR add
KISN add	KAKS add
WVSR add	KISR add
KKHT add	KNOE add

One Of The "Most Added" AC



SEX is GOOD

Don't be afraid of
LaTOUR's
"People Are Still
Having Sex"

NEW & ACTIVE

57/23 **P1 CHART** Debut **39**

AMONG THE FEARLESS...

KRBE add	B95 add	KWOD deb 37
PWR96 add	KWNZ add	HOT97 34-27
WHYT add	WZKS add 37	WIOQ 23-22
KS104 add	WBPR add	KEGL 23-18
KOY-FM add 28	WILN add	KKBQ 20-17
FM102 add	KZOZ add	WNVZ 25-21
HOT949 add	Y97 add	B96 15-14
HOT977 add	WXKS deb 32	WDFX 13-7
KPLZ add	WZOU deb 30	KXXR 20-16
FLY92 add	WPGC deb 30	PWR106 19-18
WPST add 36	PWR99 deb 28	HOT999 39-37
K96.7 add	B97 deb 28	TIC-FM 23-21
K106 add	KGGI deb 17	WKSS 30-28
KKYK add	WGRD deb 34	WMXP 29-19
CK105 add 31	K107 deb 32	WCKZ 34-33
WVIC add	KKMG deb 28	Z104 33-28

....AND MORE!



PolyGram Label Group

STREET TALK®

Continued from Page 34

Huntington, WV PD Pat Paxton, WGTZ/ Dayton PD & Great Trails VP/Programming Jeff Ballentine, WIXX/Green Bay PD Wayne Coy, Nancy Reagan biographer Kitty Kelley, and KRNO/Des Moines PD Chuck Knight. Curb chatter has it that a decision is at least several weeks away.

Love Sponge Breached — But Not Damaged

A jury has determined that EZ Communications *did* breach its contract with former Q102/Philly personality **Bubba The Love Sponge**, and has ordered the station to pay him nearly \$75,000. However, the Sponge came up dry in his quest for \$1.2 million in punitive damages.

Now that **Vallie Consulting** associate **Pat McMahon** is headed to the KMG/C/Dallas PD chair (see Page 3), look for **Dan Vallie** to eventually hire more than one programmer at his e-x-p-a-n-d-i-n-g consultancy.

Meanwhile, expect KMG/C to become a male-leaning AC once the research is complete.

Hot AC KSRR/San Antonio PD **Jeff Scott** exits over those famous philosophical differences. **George Hart** — PD at **Genesis** sister Gold combo **KONO-AM & FM** — also will oversee things at KSRR until GM **Susan Hoffman** picks a new PD.

Why did **Sherman** request a 30-day extension on its deal to buy **Hoker's WDFX/Detroit**? Word is Sherman also is trying

Rumbles, Pt. II

- CHR WOPW/Augusta, GA flips to Classic Rock and VP/GM **Scott Peters** departs to become GM at crosstown AOR WRXR. Meanwhile, OPW PD **Kevin Barrett** joins CHR WVBS/Wilmington, NC as its new PD.

- **Rich Garrison** is the new PD at KRMD/Shreveport, coming from the OM spot at WBGA/Brunswick, GA.

- **KPLZ/Seattle** APD/MD **Mark Allan** hands over the music duties to former crosstown KUBE MD **Randy Irwin**, who joined KPLZ several months back.

- **Mix 107.3/Washington** morning co-host **Mike Moore** exits.

- Former **KHMX/Houston** middayer **Dave Thomson** (not **Pete**) is now doing afternoons at **WKQI (Q95)/Detroit**. And . . . Q95 has taken to playing only "love songs" at night.

- **WQYK-AM & FM/Tampa** evening talent **Jay Roberts** adds MD duties.

- **Rick Dees's** "Into The Night" TV show has been renewed for another 26 weeks.



Symbol Crash

In attempting to drum up support for **Sheila E's** "Sex Cymbal" album, the high-hats at **Warner Bros.** snared **Promo Item O' The Week** honors by grooving selected programmers with special "drum cases" that contained (*drum roll, please. . .*)

- A full-track CD (custom-printed to resemble a cymbal)
- A circular die-cut cover booklet/liner notes collection (the back of which brassily replicates the cymbal motif)
- And — beating all this symbolism to near-death — an actual four-inch **Paiste** cymbal imprinted with the artist's name 'n' title (pictured). Ride on, baby. . . .

to purchase AOR **KLBJ-FM/Austin**, and needed to restructure its equity position.

Curb Nat'l Pop Promo Dept. Parked

Several **Curb Records** national pop promo staffers have exited amidst a "restructuring." Among the casualties: Sr. VP/Promo **Joe Simone**, NY-based Dir./Nat'l Promo **Billy Cataldo**, L.A.-based Dir./Nat'l Promo & Mktg. **David Forman**, and Cleveland regional promo rep **Jack Springer**.

Curb VP/Mktg. & Sales **Dennis Hannon** says the label is looking to replace everyone except **Springer**.

Continued on Page 38

(ADVERTISEMENT)

The McVay Media Programming School

McVay Media Programming Strategists announce their Fifth Annual Programming School for July 10-12, 1991 to be held in Cleveland. This year's school will focus on programming in a tight economy, cutting-edge programming tactics, the latest in new formats, and programming basics.

A curriculum featuring guest speakers will be supplemented with presentations from consultants **Mike McVay**, **Charlie Cook**, **Chris**

Elliott, **Jerry King**, and **Dan Garfinkel**.

Open To The Public

The **McVay Media Programming School** is open to General Managers, Program Directors, Promotion Directors, Air Personalities, and other interested broadcasters. Registration fee is \$395.00.

Admission is FREE to **McVay Media** client stations. For more information, contact **Mike** or **Doris McVay** at 216-892-1910.

(ADVERTISEMENT)

STING WHY SHOULD I CRY FOR YOU?

[75021-1560-4]

The new single from the platinum-plus album **The Soul Cages** [75021-4405-1/4/2]
Produced by Hugh Padgham/Sting



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Continued from Page 36

the
REMEMBRANTS

"Just The Way It Is, Baby"



Major Adult Action!

CHR 16 - 13

AC 27 - 23

PI Action At:

- | | |
|---------------|-------------|
| B94 22 | WHYT |
| PWR99 | WZPL 12 |
| KEGL 20 | KBEQ 17 |
| Y95 24 | KDWB deb 29 |
| KKBO | WKBO 9-7 |
| KRBE 8 | Y108 14 |
| Y100 19-14 | KZZP 10 |
| B97 add 20 | KKRZ 8-6 |
| Q102 12-7 HOT | HOT949 9-6 |
| WPHR 15 | KISN 3-3 |



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RADIO & RECORDS



1

- Dean Thacker named Exec. VP of LBI Holdings Inc.
- Lou Maglia confirmed as President of BMG's newly created label, soon to be known as Zoo Records.
- Morning man Robert W. Morgan adds another four years to his KMPC/L.A. contract.

5

- KKRZ/Portland promotes PD/morning man Gary Bryan to OM.
- Ralph Guild and George Fritzingler sell KFAC-AM & FM/L.A. to Classic Communications for \$34 million.

10

- Mike Harvey elected President of WWSW Radio Inc. by the Board of Directors. In other Steeltown news, B/EZ WJ01/Pittsburgh begins buzzin' as CHR B94.
- Larry "Snortin'" Norton of WGRQ/Buffalo sets a new — and still current — world record by pulling a 484-hour continuous airshift.

15

- Columbia Records names Bob Sherwood Nat'l Promo Dir.
- Tom Birch becomes KOMA/Oklahoma City PD.

Talent rep **Saul Foes** has withdrawn a \$4 million libel lawsuit against **Evergreen Media**. The action stemmed from allegations that company officials damaged 'n' defamed his reputation when Foes was representing **Sonny Fox** in negotiating the latter's departure from **Y95/Dallas**. Fox is now doing mornings at **WMXJ/Miami**.

The **T.J. Martell Foundation** has announced plans for its first annual Nashville celebrity benefit, September 29-30, 1991. Paralleling the fundraiser held in L.A. the last nine years, the two-day event will include a golf tourney hosted by **Vince Gill** and a cocktail/silent auction/bowling party.

By the way, pavement palaver has it that Martell's April 27 "Man Of The Year" dinner in NYC honoring **SBK** honcho **Charles Koppleman** is totally sold out.

Whitney Houston's cable TV tribute to the troops returning from the Persian Gulf racked up a 20.3 rating and a 30 share — the second-highest figures for an original (non-sports) program in **HBO** history.

Records

- **KNAC/L.A.** PD Pam Edwards resigns to join **Columbia** as L.A.-based Dir./Nat'l Album Promo. She replaces **Alan Oroman**, who jumped to **Geffen** last year.

- **Atlantic/Nashville** VP/Creative Services **Nelson Larkin** and Coordinator/A&R **Wyatt Easterling** have left the label.

- **SBK** West Coast regional promo rep **Rock Allen Dibble** is upped to the newly created post of Nat'l Dir./Artist Development & Touring.

And a tip o' the ol' ST "good samaritan" chapeau to **SBK** Mktg Dir. **Ben Nygaard**, who recently chased a purse snatcher into the NYC subway, tackled the offender, and held him down until the police arrived.

- **IRS** West Coast Regional Alternative/Developing Artists promo rep **Amy Grosser** becomes **Zoo's** new Assoc. Nat'l Dir./Album Promo.

- New **DGC** Boston rep is local band manager **Ted Volk**.

- **Chrysalis** Nat'l Alternative Promo Mgr. **Jill Maxick** resigns. And . . . is **Mercury** Detroit local promo rep **Justin Fontaine** about to cop the vacant **Chrysalis** West Coast Nat'l CHR Promo Dir. slot that was most recently held by current **Butterfly** VP/Pop Promo **Kevin Carroll**?

- Former **Chameleon** VP/Promo **Jack Hopke** becomes **Imago's** L.A.-based Western Regional Promo Director.

Meanwhile, ex-**Island** marketing rep **Gail Miller** joins **Imago** for Southwest Regional Promo Manager duties, working out of Dallas, and AC **WSUL/Monticello, NY** PD **Rob Dillman** takes the **Imago** Northwest Regional Promo Manager gig, based in Seattle.

- **Connie Breeze** — formerly MD at **KKRZ/Portland** (and most recently Nat'l Promo Dir at **BFE Records**) — exits to explore new opportunities in radio.

Ratings for Houston's 90-minute special, which aired Sunday (3/31), were topped only by **HBO's** presentation of **Madonna's** final concert on her **Blond Ambition** tour last year, which garnered a 21.5 rating and a 31 share.

Backstage Light

President **George Bush** dialed the Nashville request line, and the result is **Randy Travis's** next single, "Point Of Light." **WB/Nashville** will rush-release, so expect a copy on your desk within the next two weeks.

A Bush staffer asked the **Country Music Association** to help find someone to write a song featuring the phrase, which originated in one of Bush's speeches. **CMA** President **Thom Schuyler** and board member **Don Schlitz** proudly did the honors, then took the tune to DC, where the staffer suggested a few changes. (Hey, everybody's an A&R person.)

The president asked Travis not only to record the song, but also to perform it on last Wednesday's (4/3) **CBS-TV** special "Salute To The Troops." The video will be a clip of that TV performance.

THE MOST POWERFUL PRODUCTION ON ROCK & ROLL RADIO

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CREATIVE SERVICES

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The follow-up to the Grammy-winning song "From A Distance." From the album **SOME PEOPLE'S LIVES.**

MOONLIGHT DANCING

BETTE MIDLER



Produced by Arif Mardin for Deniz Productions
Associate Producer Marc Shaiman





Who We Call Makes A Big Difference.



**Who You Call,
Makes All The Difference.**

Reaching the wrong people won't help your station. You need to reach the people most likely to listen. And you need a company that has the expertise and experience to ensure your target profile is accurate and that the lists are merged and purged to perfectly match that target.

Only then do we execute the telemarketing – from our own in-house telemarketing company. Unlike most of our competitors, we won't risk success by brokering out your job to a third company. After all, now that we've found your potential listeners, you only want the best people talking to them.

From the first meeting until the ratings and our follow-up report, we're with you. Every step of the way.

DIMIR
Direct Marketing Results

The marketing edge of the 90's

Silver

Continued from Page 1

Silver told R&R, "My thanks to Rick Dees, without whom I couldn't have secured the PD post at the most exciting radio station on the planet. Getting a chance to do radio in my hometown makes it easier to leave Southern California.

This is the perfect job for me."

Silver's four years at KIIS included a stint as MD. He's also been MD at then-AOR KMEL/San Francisco, APD at KFRC/San Francisco, and PD at KSHE/St. Louis.

Hall

Continued from Page 13

stations. I can't think of anybody who understands contemporary Country more than Jim does. Jim and the station are a great mix that will work out well."

DeVoe began at the stations eight and a half years ago as afternoon driver for then-AC WMYS. After six years on the air, he spent two years in sales before being named combo OM last November. O'Brien has been with WCTK for two years, the last 18 months as MD. He previously worked at crosstown WWLI for two years and spent a year at WMYS.

Roberts

Continued from Page 3

An opportunity to stay with the group at a great station like B94 is terrific — it allows me to continue growing with the same family of pros I've been working with for the past year."

Roberts will continue operating his Roberts Radio Programming consultancy, currently handling five medium and small market stations around the country. He's programmed KEGL/Dallas, WLTT/Cincinnati, and WFBQ/Indianapolis.

NAB

Continued from Page 1

designed to provide radio people with an overview of DAB's promise, status, and future:

- *DAB: Friend Or Foe* (Wednesday, 10:30am) — A look at the benefits of DAB as well as technical and frequency allocation challenges that must be met in order to implement the service;

- *Satellite DAB* (Wednesday, 12:30pm) — Panel examines how the proposed satellite-delivered DAB systems will affect terrestrial broadcasters;

- *DAB Methods & Systems* (Wednesday, 1:30pm) — Representatives from seven organizations proposing DAB systems explain their technologies.

The Word
From Washington

As always, the NAB has scheduled sessions with numerous communications policymakers from the FCC and Congress, including:

- *More Hand\$ in Your Pockets* (Monday, 9am) — Congressmen discuss spectrum taxes, FCC user taxes, and other proposals to generate government revenues from the broadcast industries;

- *Congress And Your Bottom Line* (Monday, 10:30) — A second panel of lawmakers examines the regulatory issues that will affect broadcasters;

- *FCC Chairman Al Sikes* will give the keynote speech at Monday's All-Industry Luncheon;

- Tuesday begins with a 7:30 "Policymakers' Breakfast" featuring FCC Commissioners Andrew Barrett, Ervin Duggan, and James Quello, and National Telecommunications & Information Agency head Janice Obuchowski;

- *Washington Update* (Monday, 2:30pm) — Broadcasters get a chance to talk face-to-face with key FCC staffers.

Also Of Note

The NAB '91 menu also includes a variety of offerings aimed at helping radio execs boost sales, enhance station visibility, and avoid common operating pitfalls:

- *Twenty Ways to Increase Auto Dealer Advertising* (Thursday, 10:30am) — Practical ideas on how to increase your auto revenues — and profits — in these tough times;

- *AM Success Stories* (Thursday, 9am) — Inspiring stories of AM stations that have succeeded thanks to bold management, creative programming, and careful cost cutting;

- *Sports and Events Marketing Day* (Tuesday) — A full-day mini-conference that will help broadcasters reverse the tide of ad dollars that are flowing from broadcasting to events marketing. Among the seminars:

- *Creatively Marketing Events* (Tuesday, 2:30pm) — How to draw more people to your station's promotional events;

- *Managing & Marketing Radio Sports* (Tuesday, 4pm) — Anheuser-Busch's sports experts offer tips on creating an effective sports sponsorship proposal.

Interep

Continued from Page 1

Although he found those national trends, Wakefield says "the regional differences were quite amazing" in the analysis of format trends. For example, AOR/Classic Rock is programmed on 16.4% of the stations in the West North Central U.S. Census Region (North Dakota to Missouri), but on only 6.4% in the East South Central region (Kentucky to Mississippi). "National trends may not apply to all regions," he noted.

The format data is detailed in "Targeting Consumers With Radio Formats," the first in a series of 33 research reports being issued as part of Interep's Radio 2000 effort to boost radio's share of advertising. Sr. VP/Research Division Elaine Pappas says all the reports are designed to "entice advertisers to take a different look at radio" with their emphasis on targeting specific groups of consumers. Marketing reports dealing with women and adults 55+ are due out soon.

Interep is pricing the entire series at \$2000, with discounts for the rep firm's clients and various prices for individual reports.

KMGC

Continued from Page 3

"She's been in this market since 1980 and began her career here at KMGC. She's been an AE, LSM, and GSM at [crosstown] KZEW, which adds to her ability to introduce Nationwide to this market."

McMahon told R&R, "We've got a lot of work to do regarding a direction. The folks in place are under review, so we're at least several weeks away from any firm decisions. As we say in Washington, 'It wouldn't be prudent to comment at this juncture.'"

Prior to his year at Vallie, McMahon was PD at KEZB/EI Paso, MD at WNCL/Columbus, and PD at KORQ/Abilene, TX.

Testa

Continued from Page 3

great opportunity to get back into programming at Y108, a station with an incredible heritage to build on." Prior to joining Y108, Testa programmed KFMN/Abilene for nine years.

Command Taps
Chambers As
KODA GSM

Command Communications is transferring KRLD/Dallas NSM Steve Chambers (4/22) to Soft AC KODA/Houston as GSM. KODA had been operating without a GSM.



Steve Chambers

VP/GM Dusty Black told R&R, "Steve's a bright, aggressive guy who wants and knows how to win. He's worked in Dallas the past ten years, and has the kind of background I like; I know many of his mentors." Chambers was an AE for KRLD and crosstown Dallas combo KAAM & KZPS and spent two years as a national rep with Katz Radio in Dallas.

McCord

Continued from Page 1

said there are no plans to transfer ownership of that combo to the new partnership.

Seeks A Group

The partnership's main focus is on acquiring an existing station group, but it will also consider choice individual properties. McCord said KKR initially had some reservations about investing in radio because of the small size and fragmented nature of the industry, but depressed station values and pending regulation reform indicated the potential of significant investment appreciation.

McCord explained that despite the economic opportunities, personal relationships were the real key to KKR's involvement. "Henry Kravis and I went to Columbia Business School together 25 years ago. One of his best friends in the world is my partner, Lou Eisenberg. KKR has been interested in us ever since we started . . . If it hadn't been for our previous relationships, I don't know if this would have occurred."



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Boutique Formats: Trend Of The '90s

Stations Can Beat Competitors By Utilizing Creative Programming Niches

By Jeff Pollack

As I wrote in my last Perspectives column (R&R 3/1), dozens, maybe hundreds, of artists are without a format. These artists could help stations generate listeners if only we, as programmers, develop formats for them.

Millions of disenfranchised listeners are offered a steady diet of AOR, AC, CHR, Gold, Country, and the like. It's not only possible, but probable that undeveloped or even current "boutique" formats now in their infancy will take more of the ratings pie in the '90s. Emmis Broadcasting VP/Programming Rick Cummings predicts the '90s will be the decade of boutique formats.

The decade has begun with the unfortunate realization that winning today usually is attained by a smaller margin of victory. In the '90s, increased market competition is bringing two kinds of operators to your city.

In smaller markets there's not only the "mom and pop" broadcaster who has very little chance of surviving, but also the more

"The music is tested, the formatics are consistent, the giveaways are enticing, and we're playing a lot of music —yet many individual shares continue to shrink."

sophisticated operator armed with research, two or three consultants, and corporate PDs. In the major markets there tends to be one huge, ongoing battle among experienced operators fighting for a tenth of a point. Every market, regardless of size, is acquiring more stations — and

"It's clear that the hole in a market isn't always the traditional format choice."

tougher competition. Ten-station markets have become 15-station markets; 25-station markets are now 28-station markets.

Tired Formulas

As a result, more signals are competing for a finite number of shares. However, while the number of stations in each market has increased, the number of formats has not. For every ten stations that go on the air, it seems four are Hot AC, two are CHR, two are AOR/Classic Rock, one is Gold, and one is Country.

The learning curve for programmers in the past ten years has been considerable. We're now knowledgeable about research, computers, telemarketing, advertising, promotion, and the essentials of music, formatics, and jock development.

A myopia has developed, however. For example, we play Phil Collins's "In The Air Tonight" in heavy rotation; schedule our stopsets at :20, :35, and :50; strive for funny, entertaining morning shows; come out of newscasts with strong openers; and run 10, 12, or 30 songs in a row. The music is tested, the formatics are consistent, the giveaways are enticing, and we're playing a lot of music

— yet many individual shares continue to shrink.

One problem is that many of us use similar programming strategies against one another. Are we focusing too much on tired formulas and formats?

Regardless of the strength of your music and morning show, if you're the third AOR, fourth AC, or fifth CHR, you're likely to be disappointed with your share and, ultimately, the inadequate revenue taken from the market.

Paying The Price

This isn't to criticize Classic Rock, CHR, Country, Gold, AC, or the people who program them; these are great formats, and some of their variations are good, too. It's simply to point out that if two or three operators already are doing a format well in a market and you're the new station in town, your potential shares may not be enough to warrant a head-to-head battle with the incumbents.

The solution isn't simple. But it's clear that the hole in a market isn't always the traditional format choice.

Researchers often show broadcasters a format search matrix based on mathematical formulas. This kind of model often contributes to the problem because it assumes the only options are formats that already exist. It doesn't allow for new ideas and individual market opportunities for bold operators.

Network TV executives underestimated cable TV and the impact of boutique formats (e.g., Home Shopping Network, ESPN, CNN, and superstations) and have just begun to pay the price for airing tired, old,

"While the number of stations in each market has increased, the number of formats has not."

mindless sitcoms and cop shows. Similarly, traditional radio formats that all sound the same are leaving themselves open to new competition which may provide a more unconventional approach.

Defense Tactics

So what can you do as a radio broadcaster to defend your position against boutique formats or to create a niche for yourself in the fragmented '90s?

- If you're the incumbent, use a different playbook from time to time. Who said you can't run commercials in the first quarter-hour? Where does it say only

"Don't discard a format option or a new offshoot of a tried-and-true format just because nobody's doing it in another market."

teens listen at night? Who wrote the book that says you can't play oldies on CHR or AC/DC on Classic Rock stations? Who said no one wants to hear Neil Diamond, Barry Manilow, the Carpenters, or Johnny Mathis on AC stations?

- If you're new in a market, consider format options where there's less competition. Don't be the tenth station competing for women 18-40; move to a demographic you can win! This may mean competing for the less desirable 35-54 or 12-24 demo. Isn't it better to be first in a less desirable demo than last in a desirable demo? Few programmers talk about WZEZ/Nashville or KXEZ/Los Angeles because they aren't "glamour" formats. But look at the excellent ratings

these boutique ACs receive by competing for 35+.

- Beware of the sacred cows. As Surrey Broadcasting VP John Stevens is fond of saying, "Slay the sacred cows — they're all over the place."

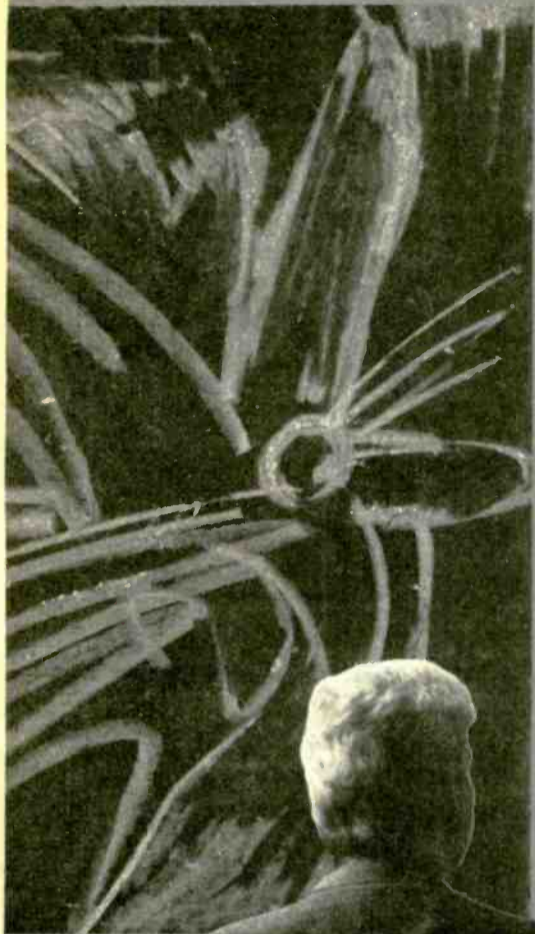
- Don't be afraid of the unknown. Be bold, daring, and more open-minded than ever before. Don't discard a format option or a new offshoot of a tried-and-true format just because nobody's doing it in another market. However, don't allow the desire to be unique to blindly lead you down the path of disaster. You can be unique and terrible at the same time. Our mission in the '90s is to be different and excellent. The principles of music research and formatic precision that have made us the knowledgeable programmers we are today must be retained as we create innovative concepts and formats.

The mandate is clear: Creatively preparing for the increased competition, fragmentation, and inevitable advent of boutique formats will assure that you hold on to your piece of the pie.



Jeff Pollack is Chairman/CEO of Pollack Media Group (213-459-8556), an international programming advisory firm, consulting all radio formats in nine countries. He contributes to this section on a regular basis.

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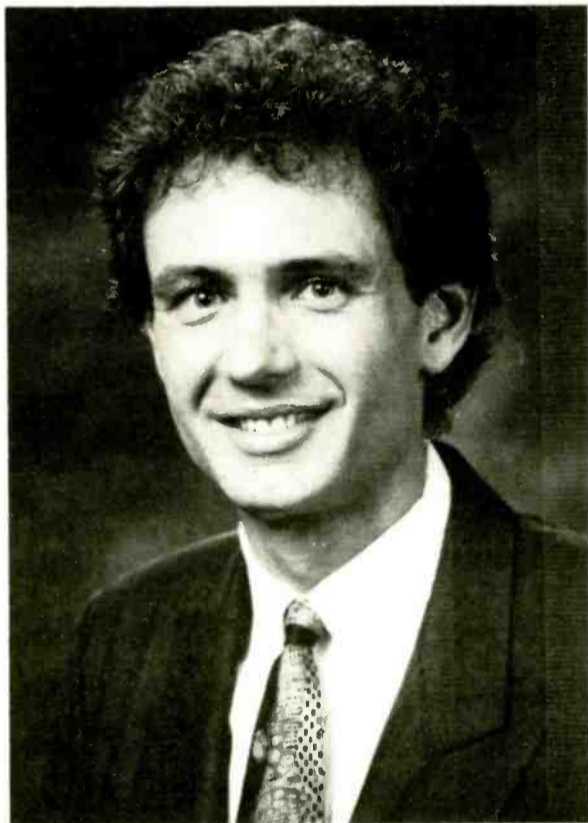
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Making Ratings Real

Rostering Stations In Each Market Would Increase Ratings Credibility

By E. Karl

For some time now, I've been urging Arbitron to consider using a roster diary to help make its data more of a listening reality than a foggy estimate. A roster diary would list all stations in a market; listeners would check off the stations they listened to and write down the time and place they listened.

But Arbitron isn't about to listen to little ol' me. I'm just one of those programming and marketing consultants the ratings giants consider a gnat — which they'd like to swat.

I believe it's time to make a strong case publicly about what I've been working on privately. There's been quite a push to get Arbitron to consider changes in its ratings service to better serve broadcasters. Both radio and advertising would benefit markedly from such a diary change, and we may finally get a look at the real world of listening.

With the Monday start in diary weeks advocated by consultant Dwight Douglas and the three books per year suggested by consultant Jeff Pollack, rostering will make Arbitron's esti-

“Ratings are designed to get information about actual listening. Shouldn't ratings firms do all they can to get that accurate reporting?”

mates much more meaningful. Am I saying it's time to blow up the whole diary configuration Arbitron's using? Damn right! Here's why:

- Over-choice is causing mass confusion among listeners. With radio's fragmentation into niche formats in the last five years

“Many AM stations are forgotten because of their longevity and service as a public utility. When listeners fill in their diaries, the AMs often are dropped by the wayside.”

or so, listeners are inundated with sound-alike stations that all work to further confuse listeners by sharing image liners, cleverly working Arbitron's verbiage into positioning statements, and doing everything they can to trick listeners into remembering what they think they “hear” and to “write it down” as they listen “at home, at work, and in the car.”

In many markets, there isn't a nickel's worth of difference between stations in similar formats (as far as listeners can tell), and audiences are terribly confused about which stations they listen to every day. All we need is accurate reporting.

Meanwhile, Arbitron has exacerbated this situation with all of its new “no hype” rules and is now, in many cases, nothing more than a police force. It's unthinkable that we must get Arbitron's permission to run a liner or contest promo or to deliver a piece of direct mail. We're forced to confuse the listeners even more, just hoping against hope that we get some kind

of credit — even if by accident.

- The number of stations has grown, and “phantom cume” or “top-of-mind shortfall” is now at record levels. You've certainly seen this if your station has done any strategic or perceptual research. At the beginning of any study, you ask for unaided listening and then later go through a series of aided recall questions.

Unaided, a station (particularly an AM, which is more apt to be considered a public utility) may get 8%-12% in weekly cume mentions. But in an aided cume section (“Have you listened to WXXX at 101.3 on the FM dial?”), those mentions might double. The listeners often simply forget. Ratings are designed to get information about actual listening. Shouldn't ratings firms do all they can to get that accurate reporting? Sounds like quite a concept to me.

- Radio formats and stations are fragile. They need an accurate means of measurement to keep them alive to stabilize the industry. This is especially im-

“Can you imagine walking into a voting booth with a blank ballot and being asked to write down all the candidates and propositions from memory?”

portant now, when two downturns cause format changes, losses of millions in marketing, and losses of jobs. The economic pressures the industry has created — because of the notion that radio stations can be bought, sold, and traded

“Am I saying it's time to blow up the whole diary configuration Arbitron's using? Damn right!”

like grain futures and pork bellies — has forced owners to get results now.

But there's no such thing as getting results now. It takes a long time for listeners' habits to change, to find out about new products, and to allow for settling into new listening patterns. The combination of

“It doesn't matter how low a station is on the totem pole of top-of-mind awareness; if a station is being listened to, it should be reported.”

using a roster diary for fewer reports may cause sleepless nights at advertising agencies because they can't get radio's “overnights,” but the information they receive will be much more accurate than what they're working with now.

Consider this analogy: Stations are like candidates running for office and diarykeeping is like voting. Can you imagine walking into a voting booth with a blank ballot and being asked to write down all the candidates and propositions from memory?

A roster diary would change several things:

- Ratings would reflect actual listening. Listeners wouldn't have to fake it anymore as they toil over trying to remember — and guess at — the stations they've listened to. They could look across the top of the page, spot the stations' call letters, dial positions, or names (stations could list one of those things in their roster space), and then check off stations and

the times they listened on any given day.

Arbitron could choose the stations by reviewing the last four books in a market and listing all stations that made the grade. Those would be listed alphabetically and marked AM or FM. Write-in spaces would be provided for other stations, taking care of any lesser signals creeping in or in-book call letter/name changes.

- AM radio will come back to life. Many AM stations that have been around forever are often forgotten because of their longevity and service as a public utility. When listeners fill in their diaries at the end of a day or week, the AM stations often are dropped by the wayside.

It doesn't matter how little any station is listened to or how low a station is on the totem pole of top-of-mind awareness; if a station is being listened to, it should be reported. It just makes sense to help listeners remember what they've actually heard on the radio.

- Great stations will do better, good stations will improve, and bad stations will have to realize they no longer can fake it by confusing listeners or playing ratings game tricks.

Australia and Great Britain already are using roster diaries. Now it's time for the U.S. — the most radioed country on the planet — to have real ratings once and for all. Arbitron subscribers can get the company to do it. And if Arbitron won't do it, I think it's time to find a company that will.

E. Karl is owner of E. Karl Broadcast Consulting, an international programming strategy and marketing consulting firm based in Cambria, CA. He can be reached at (805) 927-1010.

Vulnerability: What It Really Means

By Rob Balon

The word vulnerability has been tossed around with increasing frequency lately in conference rooms across America. But it's a misunderstood concept, and that misunderstanding has cost stations millions of dollars over the past several years. *What is vulnerability?*

A radio station is vulnerable if a competitor can attract away permanent audience, usurp a previously held market position (for example, more music), or cloud the public's perception of the station. Using those criteria, we're all vulnerable to some degree, with the exception of a few "legacy" stations like KMOX/St. Louis and KDKA/Pittsburgh. The critical issue is the degree.

Radio execs often push the panic button when a rival begins to make some small inroads. The fact is, any station can take audience from another station on any given occasion. It happens every time a listener punches out one station and tunes to another.

You could put on 24 hours of songs about detached retinas and somebody would tune in from some other station. That's just normal listener usage, perhaps not as we like to see it, but as it exists in everyday reality. The key is, listeners can't possibly report with any accuracy the moment-to-moment dial-zapping that goes on during the day, particularly in cars. They develop a rough hierarchy of stations they recall listening to, a sort

"Listeners can't possibly report with any accuracy the moment-to-moment dial-zapping that goes on during the day."

of pecking order that grows increasingly inflexible as they age.

A station is vulnerable not when a listener samples other stations, but when another station is poised to move up on that listener's hierarchy of unaided recall. That is, when the sampling can be converted into a sense that a listener is spending *more time* with a competitor.

Two Case Studies

Consider John E., a 32-year-old data processor. His hierarchy of stations is complete. He knows that he gets up with the Wacky Wakeup Show on KAAA and that he listens to mellow rock on KBBB during the day at work. His knowledge of both those stations is solid and detailed. Based on our definition, a competing station would be hard-pressed to make this listener alter his hierarchy.

That's not to say it couldn't succeed if it developed an appreciably better morning show, but it would also have to make this listener change his perceptions, as well as his actual listening habits. If KAAA and KBBB have lots of listeners

"The more unique you're perceived to be, the less vulnerable you'll be to a new competitor."

like John E., they're in pretty good shape vulnerability-wise.

On the other hand, consider Susan Q., a 32-year-old teacher. Her hierarchy of stations is vague and inconclusive. While she claims a loyalty of sorts to KBBB, she can't easily cite benefits gained from listening. She makes comments like, "I listen to the soft station at 93 — or is it 95? I really don't pay attention." If KBBB has a lot of listeners like Susan Q., it's ex-

tremely vulnerable to a better-marketed competitor.

Vulnerability Checklist

Certain key indicators can determine which stations, including your own, might be vulnerable to a well-programmed, well-marketed competitor.

- **Radio literacy** — The less listeners can delineate between your station and a competitor, the more vulnerable you are. Listeners without firm knowledge and acceptance of what you do are most likely to waver when you're attacked.

- **Building identifiers** — If your top four identifiers account for less than 50% of your listener product knowledge, you're in poor shape. That means you don't have several strong, consistent identifiers on which listeners can peg recollections of listening.

- **Benefit orientation** — Vulnerable stations rarely have listeners who can readily articulate what benefits they derive from listening to the station. In the '90s the bulk of station audience growth will come from cume or P-1 listeners; stations without clearly defined bene-

"If a station's main benefit is perceived as the amount of music it plays, that station can be vulnerable to a 'more music' attack if less than 75% of its core shares that belief."

fits will find themselves on the short end of the stick.

- **Are you unique?** — Stations rarely score breakout wins by playing the same music as other stations but packaging it better. Stations usually score big numbers by appealing to a salable demo and giving it something it not only likes but perceives as fresh, new, and exciting. The more unique you're perceived to be, the less vulnerable you'll be to a new competitor.

- **Contest competitions** — Stations that contest frequently are often vulnerable to big-bucks giveaways on competing stations. The key thing to understand here is that listeners who chase contest dollars are always going to do so. Whoever ups the ante can usually count on a short-term surge among that kind of listener. Those listeners have almost no station loyalty whatsoever. However, are they worth big-

dollar giveaways when research indicates nine out of ten potential Arbitron or Birch respondents won't ever enter the contest? I think not.

- **Music positions** — Another area of vulnerability is in music positions. If a station's main benefit is perceived as the amount of music it plays, that station can be vulnerable to a "more music" attack if less than 75% of its core shares that belief.

- **Cumulative market vulnerability** — Determining vulnerability across a market means evaluating collective cume awareness scores

"Stations without clearly defined benefits will find themselves on the short end of the stick."

How The War Wounded Music Radio

Stations May Squabble, But The Medium Must Heal Itself

I was renting a car in Savannah last month. At the counter, the man in front of me asked the agent if the car he was about to rent had a radio with CNN on it.

I was struck by the comment because it underscored just how vulnerable radio is as a medium when confronted with one of the major news events of our generation.

The insistence among baby boomers for instant gratification made televised coverage of the war into a sort of gruesome sporting event in which victories and losses were declared nightly. The public's fascination with details without respect to their authenticity was amazing to behold. Give us a talking head from Baghdad and we embrace it, regardless of the information itself. It's McLuhanesque in a sense: the medium has indeed become the message and the medium, in no uncertain terms, is television.

While News/Talk radio stations will enjoy some healthy winter numbers, much is at stake for those in other formats. Many radio execs asked us what the role of the average radio station should have been as events in the Gulf unfolded.

People suggested radio is an alternative to all the doom and gloom and that people needed us to be as faithful to our formats as possible. While that may be, listeners also needed to be informed. Based on several research polls conducted recently by the Benchmark Company, radio listeners across the country definitely wanted to know.

That need to know was greater than anything I've experienced in

"In our quest to provide listeners with an alternative, let's make sure we don't diminish our credibility."

my 15 years of broadcast research; the level of its intensity was astonishing. Even people under 20, who are notoriously disdainful of national news, appeared interested.

Television's clout — particularly CNN's — has never been greater than it was the week of January 17. The majority of people contacted for other polls were positive they "heard it first" on TV. Radio played a secondary role in the process.

The stations that simply hooked up to CNN created a blur that precipitated such comments as the one made at the rental car counter. That man wanted the CNN magic transported to him on the radio. Imagine how much cume radio stations in his area would lose if that fellow ever got his hands on a diary.

Come Together

There is, however, a critical issue here. During the war, radio stations needed to pull together and transcend the fraternal squabbling that usually goes on in a market. The

war engendered a voracious need for "surveillance," a need for confirmation of reality that has simply not been seen since most baby boomers reached maturity.

TV is more poised now than ever to steal radio's thunder. Every station should have done what it could to reinforce the perception that radio was keeping its listeners up to date. Not that music stations should have switched to 24-hour war information — that's not realistic. But it's critical that stations reward the public's need to know, whatever the intended demographic.

With more and more challenges on the horizon for our medium, we want to make a statement about our ubiquity and immediacy, because we don't want that benefit further eroded by the omnipresence of CNN and other picture-based media.

American listeners' need to know has never been greater. To deny that is to weaken radio's importance as a major communication medium in the minds of even casual listeners — and to further increase our vulnerability to other media. In our quest to provide listeners with an alternative, let's make sure we don't diminish our credibility.

Sure, people want to listen to music, but research shows they're also interested in the events of each day. Creative programmers can find a way to incorporate news presentations that don't deviate from their format too markedly and yet still create both the appearance and the reality of radio meeting the public's need to know.

and identifying characteristics of different stations. If you're trying to assess how well a market position might do, measure each competitor's core audience and look at what percent of those core listeners are actively aware of the station's primary market position.

If the percentages all run in the 70-90 range, you're looking at a rough road. If, however, the percentages run in the 30-50 range for most stations with only a few in the 70-90 range, then the market may indeed be vulnerable for the position you're considering.



Rob Balon is CEO of the Benchmark Company (512-327-7010), a national market media research firm that advises radio stations on how to convert real listening into reported listening. He contributes to this section on a regular basis.

OSBOURNE • QUEEN LATIFAH • BRENDA RUSSELL • AL B. SURE! • TONE LOC • RICKY VAN SHELTON • BARRY WHITE • STEVIE WONDER • AND THE YAKETY YAK • STARRING • PAT BENATAR • BUGS BUNNY • NATALIE COLE • CHARLIE DANIELS • LITA FORD • DR. JOHN • QUINCY JONES • B.B. KING • LEIBER & STOLLER

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FORMAT PERFORMANCE REVIEW

News/Talk Comes To Life During Wartime

Format Up Two Shares Per Market In Birch; CHR Erosion Continues

To the surprise of no one within earshot of a radio during 1991's first quarter, News/Talk stations rode the Desert Storm offensive to massive gains in Birch Winter '91 figures for the Top 30 markets. R&R's exclusive Format Performance Review shows N/T picking up almost 56 total shares — an average of nearly two full shares per market — compared to its fall Birch totals. The next biggest gain was 6.4 shares for Classical.

AC lost nine shares (or about 2% of its total), but widened its overall lead over CHR, which lost 28 shares. AOR declined by 24 shares and fell below News/Talk in the format rankings (see box at right).

Format-By-Format Analysis

• **AC:** Though down a bit from the fall, AC was up about 15 shares from a year ago. In tandem with the huge N/T gains, a number of Full-Service ACs, serving similar information needs, scored big moves.

• **AOR:** Despite the winter losses, AOR was almost perfectly flat compared to its totals last year at this time. The rate of decline for the format increased rather disturbingly (compared to the summer-fall loss of about nine shares); however, there was a war on.

• **B/EZ:** Off 60% from a year ago, but flat from fall at about 40 total shares — the tourniquet can be removed now.

• **CHR:** Not only did it suffer the biggest loss of the book, it's off more than any other format (including the hemorrhaging B/EZ) in the past year — over two shares per market. And almost half that loss came in this past book; CHR could use a little postwar prosperity.

CHR is still the format with the most market-leading stations in the Top 30 — eight, compared to seven each (including a tie) for Urban and News/Talk.

• **Classical:** A sleeper book — the format improved by 10% over fall's performance, up to 70 total shares, and topped last year's figures by a tad.

• **Classic Rock:** While AOR was skidding, CR stations were up by a slight margin in both year-to-year and book-to-book totals.

• **Country:** As Lon Helton has noted, Country always seems to slide in summer and winter, and this book was no exception: after gaining 18 shares in Fall '90, Country lost 11.4 of them back and wound up almost 18 shares below its Winter '90 level.

• **Gold:** Unlike the Classic Rockers, Gold fell this winter, but stayed strong enough to register a 12% higher total than last winter's.

• **NAC:** Up a few shares this book, but not enough to overcome earlier deficits; at 76 total shares, the format's off a bit compared to last year.

• **New Rock:** Slight gains this book to round off a phenomenal 59% increase over last year, from 25 to nearly 40 shares nationally. Perhaps we're seeing a groundswell of support developing here.

• **News/Talk:** Having dealt with its fall-to-winter gains above, we should add that N/T's year-to-year gains also obliterated the competition: N/T was up almost 78 shares (2.6 per market); the next best gain was slightly less than 15 shares for AC and New Rock. The next, postwar figures will show

Ranking The Formats

The big story in the Winter '90 Birch was News/Talk's rise from fourth to third among the formats. The war-aided format attracted about one in nine steady radio listeners in the fall, but picked up almost one in seven in the winter.

CHR, which fell further behind the steady AC, and AOR, which dropped beneath News/Talk, took the biggest percentage losses. Other than the N/T-AOR position swap, all ranks were unchanged from last book.

AC	16.9%
CHR	15.7%
News/Talk	13.8%
AOR	12.2%
Country	9.1%
Urban	8.7%
Gold	5.1%
Classic Rock	4.3%
NAC	2.9%
Classical	2.7%
Big Band	2.2%
Spanish	1.7%
Rel/CC	1.6%
B/EZ	1.5%
New Rock	1.5%

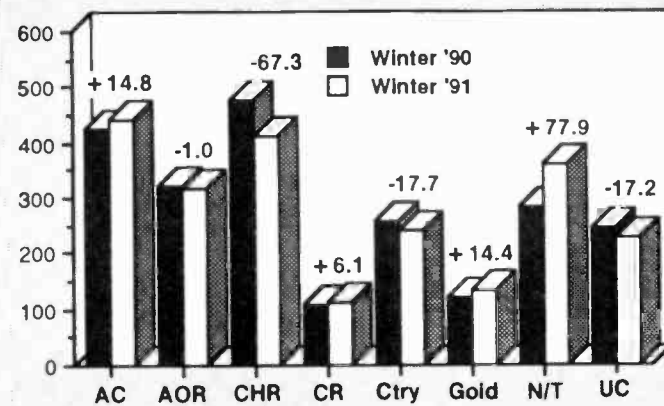
whether N/T will settle back to previous levels or manage to keep some of its spoils of war.

• **Spanish:** Off a bit this book but still a fine year, up almost 25% over Winter '90, with a total of 43 shares.

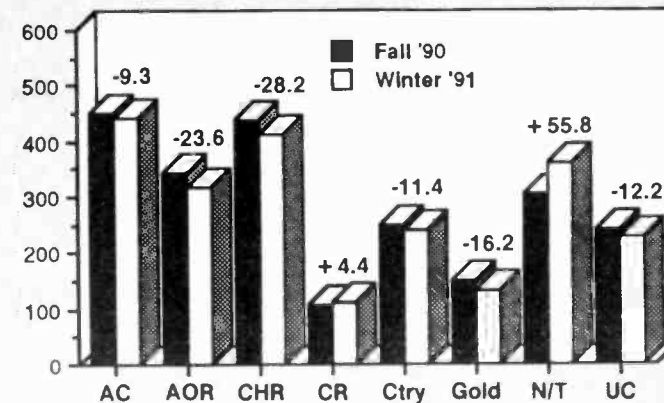
• **Urban:** A drop of about 5% this book, but overall for the year, it was down 7% — perhaps caused in part by more urbanized CHRs.

Key Format Trends

Year To Year



Book To Book



All figures total shares, Top 30 markets, Birch

How It Works

The Format Performance Index appears eight times yearly, once for each Arbitron and Birch survey. It's intended as a quick, timely guide to format trends across the nation.

To speed its publication, we take 12+ ratings figures from the Top 30 markets (since Anaheim is only a two-book-a-year Arbitron market, we substituted market #31, Cincinnati, for consistency purposes). All stations showing a 1.0 share or better are compiled into the appropriate format totals. Each market's format total shares are compiled into the national total share figures used here, and plus-or-minus changes in each format (also expressed in total shares) are calculated from year to year (in this case, Winter '90 to Winter '91) and book to book (Fall '90 to Winter '91).

JASMINE GUY

"ANOTHER LIKE MY LOVER"

From the album Jasmine Guy

Top 15 At:

- KTFM 15-12
- KKFR 14-11
- KKRZ 15-13
- HOT977 14-12
- KZFM 13-11
- G105 20-15
- KPRR 18-15
- Y107 20-15
- KKMG 9-5
- B95 7-6
- I94 13-13 fr
- KDON 10-10 fr



The new single

From the Platinum-plus album Damn Yankees

NEW & ACTIVE

88/30

One Of The "Most Added"

- | | | | |
|---------------|--------------|---------------|-------------|
| Q102 21-18 | WRCK add | WOKI deb 28 | 96STO add |
| WNCI add 31 | WKZZ deb 38 | KKYK deb 32 | WIXX deb 40 |
| WKBQ 29-23 | WB3Q add | 99WAYS add 39 | Z104 deb 34 |
| WVSR deb 40 | K105 40-31 | WHHY deb 32 | KQKQ add |
| JET-FM add | KZZB add | Z102 deb 40 | KZ93 add |
| PWR92 deb 34 | I95 30-22 | KTUX deb 34 | WRQN add |
| WLAN add 35 | KZ106 deb 16 | WRQK deb 17 | KATM add |
| 999KHI deb 30 | WZYP deb 32 | WGTZ add | KXYQ add |
| 98PXY add 28 | WQUT add 33 | | |

MTV - Added This Week

"COME AGAIN"

DAMN YANKEES

R.E.M.

"LOSING MY RELIGION"

From the album Out Of Time

CHR Chart Debut **36**

One Of The "Most Added"

- | | | |
|--------------|-------------|--------------|
| WXKS add 34 | WPHR deb 24 | HOT949 21-17 |
| Z100 add 28 | WHYT 19-16 | KISN add |
| PWR99 deb 23 | Y108 add | KPLZ deb 28 |
| KKBQ deb 28 | KIIS add | KUBE add 26 |
| KRBE 22-14 | | |

Track: **1** Album: **1**

Billboard Album Chart 5-**4**



"IT'S A SHAME (MY SISTER)"

From the album Down To Earth

P1 CHART 29

NEW & ACTIVE

- | | | |
|---------------|------------|-------------|
| WXKS 20-17 | KIX106 add | KKMG 24-21 |
| HOT97 19-16 | KZFM 27-22 | B95 9-8 |
| WIOQ 6-5 | KPRR 23-20 | KQMQ add |
| WPGC 14-11 | Y107 add | WFHT add |
| KTFM 21-18 | WRVQ 24-18 | WBXX deb 29 |
| PWRPIG 21-17 | KKSS 22-18 | |
| Q105 21-7 | | |
| B96 add 29 | | |
| HOT947 cdd 30 | | |
| KXXR deb 30 | | |
| HOT102 24-21 | | |
| PWR106 33-30 | | |
| KKFR 23-15 | | |
| KOY-FM 26-22 | | |
| KZZP add | | |
| KMEL 5-4 | | |
| HOT977 24-19 | | |
| WAEB add | | |
| KC101 add | | |
| WTHT deb 30 | | |
| WQXA add | | |



MONIE LOVE

COMPACT DATA®**Poison Show Acoustic Side**

Poison's lead singer Bret Michaels and lead guitarist C.C. DeVille have recorded an acoustic version of the band's recent hit "Something To Believe In" to be used as the flip side to their forthcoming single "Life Goes On," due April 29.

Incidentally, the unplugged "Something" features a different set of lyrics and a new chorus touching on the divorce of Michaels's parents and drug wars in South America.

Meanwhile, the Capitol rockers also have announced plans to release a double live LP later this year. Tentatively titled "Swallow This Live," the disc also will likely sport five previously unreleased, self-produced studio songs.

A&M Gets Perspective

The celebrated songwriting/production team of Jimmy Jam and Terry Lewis will see their just-launched Perspective Records label distributed by A&M. The first release — due May 7 — will be "The Evolution Of Gospel" by the Sounds Of Blackness, a 40-member vocal and musical ensemble from Minneapolis.

The LP traces the history of black music in America, highlighting gospel, jazz, blues, R&B, and rap.

Transfer To Columbia

Manhattan Transfer's Columbia debut, "The Offbeat Of Avenues," is set for release in June. Along with several band-written originals, the LP features a Donald Fagen composition ("Confide In Me") and a cover version of Gil Evans's classic "Blues For Pablo."

Hanoi Rocks (Slight Return)

Guns N' Roses' Geffen-distributed Uzi Suicide label will complete its rerelease of the Hanoi Rocks catalog on April 16, when "All Those Wasted Years" arrives in music stores.

The live recording — gleaned from two performances at London's Marquee club in 1983 — also features previously unreleased versions of Alice Cooper's "Under My Wheels," the Stooges' "I Feel Alright," the Chantays' "Pipeline," and the rock standard "Train Kept A-Rollin'."

Slaughter Tour Package

Chrysalis recently introduced its Slaughter "Tour Pack" — a limited-edition package containing a cassette with five live songs, a copy of the band's "From The Beginning" video (R&R 11/9/90), and an embroidered tour patch. The 6 x 12-inch package is designed to stand tall in CD bins and is available at retail for about \$22.

Superwomen

Gladys Knight, Patti LaBelle, and Dionne Warwick have recorded a cover version of L.A. Reid & Babyface's "Superwoman," which previously was a hit for Karyn White. The song is slated to appear on Knight's forthcoming (and as-yet-untitled) MCA LP, due in June.

**Nightcat CD, Comic Make Purrfect Tie-In**

LMR/RCA Records and Marvel Comics have teamed up to introduce Nightcat to music lovers and comic book enthusiasts nationwide.

Both projects rely on the talents of Jacqueline Tavarez, who sings all tracks on the recently released "Nightcat" album (including the current single, "#1 House Rule") and provides a living role model for the comic book's artists.

In what's perhaps the most interesting example of this particular bit of multimedia marketing synergy, the comic book's pages feature not only lyrics from three Nightcat tunes, but also cartoon cameo appearances by label honchos Sam Lefrak and Herb Moells!

MUSIC DATEBOOK**MONDAY, APRIL 22**

1969/The Who premiere the rock opera "Tommy" at an unannounced show in Dolton, England.

1976/Johnnie Taylor's "Disco Lady" becomes America's first RIAA-certified platinum single.

Born: Glen Campbell 1936, Peter Frampton 1950, Paul Carrack 1951

TUESDAY, APRIL 23

1956/Elvis makes his Las Vegas debut — opening for Sheky Green! The engagement lasts only a week and Presley doesn't return for 13 years.

1978/Sid Vicious films his version of "My Way" for the Sex Pistols' "Great Rock N' Roll Swindle" movie.

Born: the late Roy Orbison 1936, Narada Michael Walden 1952

WEDNESDAY, APRIL 24

1959/The Drifters' "There Goes My Baby" — widely credited as the first rock 'n' roll record with strings — is released.

1974/David Bowie's "Diamond Dogs" LP is issued with a strategically placed warning sticker. The cover art features Bowie as a dog with full genitalia.



Sid Vicious — *doin' it HIS way.*

1990/Workers constructing Roger Waters's "The Wall" set in Germany discover an unexploded WWII bomb, which is promptly defused.

Born: Barbra Streisand 1942, Doug Clifford (CCR) 1945, Jack Blades (Damn Yankees) 1955

THURSDAY, APRIL 25

1974/Jim Morrison's widow, Pamela, dies at 27 of a heroin overdose.

1990/Jazzman Dexter Gordon (star of the "Round Midnight" film) dies of kidney failure.

Born: Ella Fitzgerald 1918, Stu Cook (CCR) 1945, Andy Bell (Erasure) 1964

FRIDAY, APRIL 26

1977/Legendary disco Studio 54 opens in NYC.

1984/Jazz giant Count Basie dies at 84.

Born: Duane Eddy 1938, Giorgio Moroder 1940, Gary Wright 1943, Michael Damian 1962

SATURDAY, APRIL 27

1981/Ringo Starr marries actress Barbara Bach.

1982/Frank Zappa and daughter Moon release "Valley Girl."


1990/Guns N' Roses leader Axl Rose marries Erin Everly (daughter of Don Everly). The couple file for divorce 27 days later.

Born: Ace Frehley (ex-Kiss) 1950, Sheena Easton 1959

SUNDAY, APRIL 28

1963/Andrew Loog Oldham sees the Rolling Stones perform for the first time. He becomes their manager the next day.

— Paul Colbert



51.5 million households
Patti Galluzzi
Director/Music Programming

Weeks On

HEAVY

C&C MUSIC FACTORY/Here We Go... (Columbia)	7
TEVIN CAMPBELL/Round And... (Paisley Park/WB)	3
DIVINYLS/Touch Myself (Virgin)	14
TARA KEMP/Hold You Tight (Giant/WB)	7
POISON/Ride The Wind (Capitol)	12
QUEENSRÿCHE/Silent Lucidity (EMI)	10
R.E.M./Losing My Religion (WB)	8
ROXETTE/Joyride (EMI)	7
TESLA/Signs (Geffen)	22
WARRANT/Uncle Tom's Cabin (Columbia)	9
WILSON PHILLIPS/You're In Love (SBK)	11

EXCLUSIVES

BLACK CROWES/She Talks To... (Del American)	10
GERARDO/We Want The... (Interscope/East West)	ADD
STING/The Soul Cages (A&M)	5

BUZZ BIN

EMF/Unbelievable (EMI)	6
JESUS JONES/Right Here Right Now (SBK)	13
LENNY KRAVITZ/Always On The Run (Virgin)	5
MONIE LOVE/It's A Shame (My Sister) (WB)	9
THUNDER/Dirty Love (Geffen)	ADD

ACTIVE

AC/DC/Are You Ready (Alco)	3
MARIAH CAREY/Don't Wanna Cry (Columbia)	2
CINDERELLA/Heartbreak Station (Mercury)	11
CATHY DENNIS/Touch Me (All Night Long) (Polydor)	6
ODDS/Break On Through (Elektra)	9
EXTREME/More Than Words (A&M)	4
FIREHOUSE/Don't Treat Me Bad (Epic)	11
FIXX/How Much Is Enough (Impact)	10
GREAT WHITE/Call It Rock 'N' Roll (Capitol)	11
INXS/Bitter Tears (Atlantic)	8
L.L. COOL J/Mama Said... (Def Jam/Columbia)	3
NELSON/More Than Ever (DGC)	8
ROLLING STONES/Highwire (Columbia)	5
DAVID LEE ROTH/Sensible Shoes (WB)	5
SLAUGHTER/Mad About You (Chrysalis)	7
ROD STEWART/Rhythm Of My Heart (WB)	6

MEDIUM

ALICE IN CHAINS/Man In The Box (Columbia)	5
ANOTHER BAD CREATION/Aesha (Motown)	4
BINGOBOYS/How To Dance (Atlantic)	12
MICHAEL BOLTON/Love Is A... (Columbia)	ADD
MARC COHN/Walking In Memphis (Atlantic)	5
CONTRABAND/All The Way From... (Impact)	ADD
DAMN YANKEES/Come Again (WB)	ADD
AMY GRANT/Baby, Baby (A&M)	ADD
HAPPY MONDAYS/Step On (Elektra)	9
HAVANA 3 A.M./Reach The Rock (IRS)	3
ERIC JOHNSON/Trademark (Capitol)	4
LAW/Laying Down The Law (Atlantic)	ADD
HUEY LEWIS & NEWS/Couple Days Off (EMI)	ADD
MATERIAL ISSUE/Valerie Loves Me (Mercury)	9
MIKE & THE MECHANICS/Word Of Mouth (Atlantic)	4
SALT-N-PEPA/Do You Want Me (Next Plateau)	ADD
TRIXTER/One In A Million (Mechanic/MCA)	12
WHITE LION/Love Don't Come Easy (Atlantic)	ADD
ZZ TOP/My Head's In Mississippi (WB)	5

BREAKOUT


BULLETS/THC Groove (WB)	5
DINOSAUR JR./The Wagon (Sire/WB)	2
BOB DYLAN/Series Of Dreams (Columbia)	4
KING'S X/We Are Finding... (Megaforce/Atlantic)	5
LONDONBEAT/ve Been Thinking... (Radioactive)	9
RAW YOUTH/Tame Yourself (Rhino)	4
RHYTHM CORPS/Satellites (Pasha/Epic)	4
TYKETTO/Forever Young (DGC)	ADD

HOT NEW VIDEOS

MARIAH CAREY/Don't Wanna Cry (Columbia)	2
EMF/Unbelievable (EMI)	6
GERARDO/We Want The... (Interscope/East West)	ADD
SALT-N-PEPA/Do You Want Me (Next Plateau)	ADD
THUNDER/Dirty Love (Geffen)	ADD

ADDS

MICHAEL BOLTON/Love Is A... (Columbia)	ADD
CONTRABAND/All The Way From Memphis (Impact)	ADD
DAMN YANKEES/Come Again (WB)	ADD
GERARDO/We Want The Funk (Interscope/East West)	ADD
AMY GRANT/Baby, Baby (A&M)	ADD
LAW/Laying Down The Law (Atlantic)	ADD
HUEY LEWIS & THE NEWS/Couple Days Off (EMI)	ADD
SALT-N-PEPA/Do You Want Me (Next Plateau)	ADD
THUNDER/Dirty Love (Geffen)	ADD
TYKETTO/Forever Young (DGC)	ADD
WHITE LION/Love Don't Come Easy (Atlantic)	ADD



36.8 million households
Sal LoCurto, Director/Music Programming
Norman Schoenfeld, Director/Talent & Artist Relations

Weeks On

VH-1 TO WATCH

JONI MITCHELL/Come In From The Cold (Geffen) ... 4

HEAVY

MICHAEL BOLTON/Love Is A... (Columbia)	ADD
MARIAH CAREY/Don't Wanna Cry (Columbia)	7
BOB DYLAN/Series Of Dreams (Columbia)	3
GLORIA ESTEFAN/Coming Out Of The Dark (Epic)	11
AMY GRANT/Baby, Baby (A&M)	6
ROD STEWART/Rhythm Of My Heart (WB)	1
STING/All This Time (A&M)	7
WILSON PHILLIPS/You're In Love (SBK)	7

DEVELOPMENT

RICK ASTLEY/Cry For Help (RCA)	6
PAT BENATAR/True Love (Chrysalis)	1
DELLOS/A Heart Is A House For Love (Virgin)	2
CATHY DENNIS/Touch Me (All Night Long) (Polydor)	ADD
CELINE DION/If There Was Any... (Epic)	ADD
EXTREME/More Than Words (A&M)	ADD
CHRIS ISAAC/Don't Make Me Dream... (Reprise)	1
HUEY LEWIS & NEWS/Couple Days Off (EMI)	ADD
NILS LOFGREN/Valentine (Rykodisc)	5
CARLY SIMON/Holding Me Tonight (Arista)	4
TRIPLETS/You Don't Have To Go Home... (Mercury)	3


LIGHT

MARC COHN/Walking In Memphis (Atlantic)	4
INNOCENCE/Let's Push It (Columbia/Chrysalis)	ADD
ERIC JOHNSON/Trademark (Capitol)	3

ARTIST OF THE MONTH

TAMITA TIKARAM/Only The Ones We Love (Reprise) 4

Information current as of April 9.




11.7 million households
Les Garland, VP/Programming
Mike Cooper, consultant

LW TW

1	ANOTHER BAD CREATION/Playground (Motown)
2	BUYY/Let's Chill (MCA)
3	BELL BIV DEVOE/She's Dope (MCA)
4	B. & H. SIMPSON/Deep, Deep Trouble (Geffen)
5	DOGS/Your Mama's On Crack Rock (Joy Boy)
6	TONY! TONI! TONE!/Whatever... (Wing/Mercury)
7	EN VOUGE/Don't Go (Atlantic)
8	EPMD/Rampage (Def Jam/Columbia)
9	DJ QUAK/Born & Raised In Compton (Profile)
10	BELL BIV DEVOE/When Will I... (MCA)

Most requested for the week ending April 5.



CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	NEW KIDS ON THE BLOCK	\$444.6
2	ZZ TOP	\$358.3
3	PAUL SIMON	\$292.6
4	INXS	\$281.6
5	AC/DC	\$268.2
6	BBD/K. SWEAT/J. GILL	\$266.7
7	STING	\$257.3
8	SCORPIONS	\$223.6
9	CLINT BLACK	\$210.4
10	NEIL YOUNG & CRAZY...	\$185.0
11	JUDDS	\$181.9
12	GEORGE STRAIT	\$170.4
13	RANDY TRAVIS	\$161.2
14	POISON	\$160.2
15	JUDAS PRIEST	\$142.6

New Tours

Among this week's new tours:

AVERAGE WHITE BAND
BULLETS
DARYL HALL & JOHN OATES
MARTI JONES
POISON
QUEENSRÿCHE
THROWING MUSES
WINNER

The CONCERT PULSE is a weekly computerized report ranking each artist by their average box office gross reported per venue. Courtesy of Pollstar, a publication of Promoters' On-Line Listings, (800) 344-7383, or in California, (209) 224-2631.



BILLBOARD

HOT 100 SINGLES

DANCE

MTV

LONDONBEAT
"I've Been Thinking About You"

RADIO & RECORDS



Thanks to everyone at **MCA**
for a great effort on our debut release.

radio*active*

Richard Thompson Riffs On Next Raitt Record

English folk-rocker RICHARD THOMPSON has revealed exclusively to ROL that he'll be featured on the forthcoming album by BONNIE RAITT, which has been produced by DON WAS (again) and is now at the mixing stage.

Thompson plays guitar on two songs written by Irish singer-writer PAUL BRADY, and also sings on one of them. Incidentally, Raitt is in turn featured on Brady's new "Trick Or Treat" set. "Bonnie has Celtic roots, so she likes to mix with the Celts," explained Richard.

Longtime friends Raitt and Thompson share the same label, Capitol, which will release Richard's "Rumour And Sigh" LP in May. His album takes its title from a poem about creativity by ARCHIBALD MACLEISH that includes the line "Rumour and sigh of unimagined seas."

Thompson's LP is the follow-up to the former FAIRPORT CONVENTION man's 1988 set, "Amnesia," and includes contributions from such seasoned session players as JERRY SCHEFF, JIM KELTNER, and ALEX ACUNA, plus Fairport guitarist SIMON NICOL and vocalists CLIVE GREGSON and CHRISTINE COLLISTER. The lead track will be "I Feel So Good."

Cult 'N' Quireboys

Kerrang reports that the CULT's next album — which they've begun recording in Los Angeles — will be produced by RICHIE ZITO, known for his work with HEART and WHITE LION. Although the Cult LP's due this summer, there's no word on whom IAN ASTBURY and BILLY DUFFY have chosen to replace MATT SORUM (now drumming with GUNS N'ROSES) and bassist JAMIE STEWART.

Meanwhile, the LONDON QUIREBOYS' second album will be produced by BOB ROCK, who's also working on the next METALLICA project.

Third & Final Jane's Addiction LP?

Also from Kerrang (and elsewhere), heavy speculation that JANE'S ADDICTION will split after their current tour, with leader PERRY FARRELL pursuing various projects, including his film ("Gift") and writing for a solo album.

While the band reportedly has no plans to record or tour together again, word has it that a third Jane's Addiction album will be released, and will be made up of songs left over from the sessions for "Nothing's Shocking" and "Ritual De Lo Habitual."

Cream Of The Bonzos

JACK BRUCE took to the stage last Tuesday (4/2), when he joined the backing musicians for ex-BONZO DOG DOO BAND



Richard Thompson — Bonnie's Raitt-hand man.

the book Watts had published in the '60s about jazz great CHARLIE PARKER.

The book will be reissued this week, and the new edition includes a CD of the musical version, issued on the UFO Jazz label. Sunday's (4/7) 35-minute performance started with Watts forcing a few notes out of a saxophone before moving behind the drumkit for a selection of Parker compositions, linked by short narrative accounts of his life and death. Charlie's currently making plans to set up a similar performance in New York.

Kylie's Little Sis

KYLIE MINOGUE's little sister — and fellow Aussie soap star — DANNI MINOGUE moves into the UK Top 10 this week with her "Love And Kisses" single. She's also working on an album titled "Danni" for release later this year.

BRITAIN

LW TW

- | | | |
|----|----|---|
| 3 | 1 | JAMES/Sit Down (Fontana/PG) |
| 1 | 2 | CHESNEY HAWKES/The One And Only (Chrysalis) |
| — | 3 | WATERBOYS/The Whole Of The Moon (Ensign/Chrysalis) |
| 4 | 4 | ROD STEWART/Rhythm Of My Heart (WB) |
| 5 | 5 | BEE GEES/Secret Love (WB) |
| 19 | 6 | DANNI MINOGUE/Love And Kisses (MCA) |
| 14 | 7 | GARY CLAIL ON-U SOUND SYSTEM/Human Nature (Perfecto) |
| 10 | 8 | SNAP/Snap Megamix (Arista) |
| 7 | 9 | ROXETTE/Joyride (EMI) |
| 2 | 10 | PET SHOP BOYS/Where The Streets Have No Name/Can't Take My Eyes Off You/How Can You Expect To Be Taken Seriously (Parlophone/EMI) |
| — | 11 | BLACK BOX/Strike It Up (De Construction/RCA) |
| 13 | 12 | FEARGAL SHARKEY/I've Got News For You (Virgin) |
| 6 | 13 | SIMPLE MINDS/Let There Be Love (Virgin) |
| — | 14 | MADONNA/Rescue Me (Sire/WB) |
| — | 15 | N-JOI/Anthem (De Construction/RCA) |
| 20 | 16 | C & C MUSIC FACTORY 1/FREEDOM WILLIAMS/Here We Go, Let's Rock And Roll (Columbia) |
| 12 | 17 | BANDERAS/This Is Your Life (London/PG) |
| — | 18 | DEFINITION OF SOUND/Wear Your Love Like Heaven (Circa/Virgin) |
| 9 | 19 | QUARTZ 1/DINA CARROLL/It's Too Late (Mercury/PG) |
| — | 20 | BART & HOMER SIMPSON/Deep, Deep Trouble (Geffen) |

Moving Up

ROLLING STONES/Highwire (Rolling Stones/Columbia)
 MIKE + THE MECHANICS/Word Of Mouth (Virgin)
 WONDER STUFF/The Size Of A Cow (Far Out/PG)
 MOCK TURTLES/Can You Dig It? (Siren/Virgin)
 MONIE LOVE & ADEVA/Ring My Bell (Cooltempo/Chrysalis)
 INSPIRAL CARPETS/Caravan (Mute)
 ALISON LIMERICK/Where Love Lives (Come On In) (Arista)

The Network Chart, courtesy MRIB

Vamp Will Eat Itself

TRANSVISION VAMP's new album will be called "The Bubble Of Babble" and will be out in mid-June. The LP will include TV's current UK Top 40 single, "(I Just Wanna) B With U."

Meanwhile, POP WILL EAT ITSELF will follow up their UK Top 15 hit "X, Y & Zee" with a new single called "92 Degrees" on May 6.

Sugarcube State

808 STATE's new single is quite a surprising choice from the "ex:el" album. To be released next Monday (4/15), "Oops" is the Manchester dance band's collaboration with BJORK of Iceland's SUGARCUBES. The 'Cubes, incidentally, are currently recording their next album in the U.S.

Adamski & Seal

ADAMSKI is currently recording his new album, "Liveandirect 2," which will be released in June, while SEAL — who sang on Adamski's UK No. 1 hit "Killer" — follows up his own UK No. 2 hit ("Crazy") with "Future Love Paradise" on April 22. The track's taken from Seal's debut LP, which is due in late May.

Three Great Rock 'N' Roll Covers Up

MORRISSEY's new single from the "Kill Uncle" album, "Sing Your Life," features a surprising cover version on the B-side — Mozzer's version of the JAM's 1981 UK hit "That's Entertainment."

Also doing some undercover work are EMF, whose new single ("Children") — out next week as a follow-up to the UK Top 10 hits "Unbelievable" and "I Believe" — features a flipside rendition of CREAM's "Strange Brew."

All three singles, incidentally, will be on EMF's debut album, "Schubert Dip," which follows on May 7. The title plays on a sweet memory from British childhoods, the sherbet dip, with its messy combination of licorice and sherbet.

AUSTRALIA

LW TW

- | | | |
|---|----|--------------------------------------|
| 1 | 1 | DARYL BRAITHWAITE/Horses |
| 2 | 2 | SOUTHERN SONS/Hold Me In Your Arms |
| 7 | 3 | SCREAMING JETS/Better |
| 4 | 4 | HOODOO GURUS/Miss Freeloze '69 |
| 3 | 5 | DIVINYLS/I Touch Myself |
| 6 | 6 | BLACK SORROWS/Never Let Me Go |
| 5 | 7 | INXS/Bitter Tears |
| — | 8 | JOHN FARNHAM/In Days To Come |
| 9 | 9 | KYLIE MINOGUE/What Do I Have To Do |
| 8 | 10 | WENDY MATTHEWS/Woman's Gotta Have It |

Most Added

C-HAIRBOYS/Rendezvous
 MIDNIGHT OIL/One Country
 CHANTOZIES/Love The One You're With
 WENDY MATTHEWS/Let's Kiss



Joe Jackson — it's STILL different for girls.

Meanwhile, the CD and 12-inch versions of JOE JACKSON's new Virgin single, "Stranger Than Fiction," include a new recording of his 1980 UK Top 5 hit "It's Different For Girls," featuring the voice of JOY ASKEY. Jackson's new album, "Laughter And Lust," is due April 29.

Stone Roses \$4 Million Offer

It's emerged in the STONE ROSES' current High Court contractual battle that Geffen Records offered the band and their manager, GARETH EVANS, a \$4 million record deal. The offer was referred to by group lawyer JOHN KENNEDY as he fought for the Roses' right to free themselves from Silvertone Records and record again. The hearing reopened this week.

Funki Dred First

Today (4/12) Motown Records will officially launch its new Funki Dred Records label — to be headed by Motown President JHERYL BUSBY and SOUL II SOUL's JAZZIE B — with a press conference at the Cafe Royal. Busby and Jazzie B will be on hand, as will the label's first two signings, LADY LEVI and KOFI.

Anderson Exits BMG

It was a grim week in the British music industry, with news of 24 redundancies (American translation: layoffs) at BMG/RCA, including the departure of Managing Director LISA ANDERSON, the first female head of a major label.

CANADA

LW TW

- | | | |
|----|----|---|
| 3 | 1 | BOOTSALUCE/Everyone's A Winner |
| 2 | 2 | CANDI & THE BACKBEAT/Good Together |
| 1 | 3 | ALIAS/Waiting For Love |
| 9 | 4 | GLASS TIGER/Animal Heart |
| 5 | 5 | TRAGICALLY HIP/Little Bones |
| 4 | 6 | WORLD ON EDGE/Only The Lonely |
| 6 | 7 | ACOSTA RUSSELL/Never Change My Mind |
| 7 | 8 | SPUNKADELIC/Boomerang |
| 8 | 9 | JEFF HEALEY BAND/How Long Can A Man Be Strong |
| 10 | 10 | BLUE RODEO/Trust Yourself |

Most Added

ALIAS/The Power
 JANE CHILD/Don't Let It Get To You
 KISHI/Rhyme The World In 80 Days

Top 10 Canadian CHR hits courtesy The Record (4/8) 533-9417.

"Rock Over London" news is a service of Rock Over London Ltd., which can be reached at 47 Roebuck House, Stag Place, London SW1 E5BB; phone/fax (81) 661-2603.

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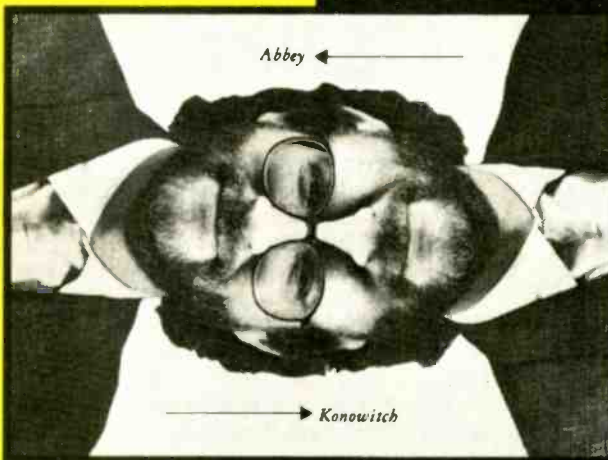
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GARY BIRD *Album Network, Network Forty*

BARRY FIEDEL *Hitmakers*

DICK KRIZMAN *Radio & Records*

DENNIS LAVINTHAL *Hits Magazine*

RICH MEYER *Monday Morning Replay*

BOBBY POE *Pop Music Survey*

KAL RUDMAN *F.M.Q.B.*

DAVE SHOLIN *Gavin Report*

GENE SMITH *Billboard Magazine*



RANDALL BLOOMQUIST

The Hang-Ups Of Caller ID

During a recent discussion about police brutality, News/Talk WWRC/Washington aired a call from a listener who said he'd been pulled over by police simply because he's black and drives a Mercedes-Benz. It would have been a fairly routine beef, except the caller finished his complaint by saying he planned to buy a gun and would "shoot a cop" if he's stopped again without what he considers good cause.

Six months ago, a regular caller to WWDB/Philadelphia offhandedly threatened to kill the president, prompting a station visit from Secret Service agents . . . In January of 1990, WFBC/Greenville talker Michael Gallagher received phoned death threats after criticizing a local sheriff who was accused of racism.

Scary stuff. Wouldn't it be great if it was possible to quickly and easily trace such calls?

Well, it is possible in many areas, thanks to newly available telephone technology that allows

"One of the historic beauties of the Talk medium is the anonymity."

—Rich Kirkland

customers to know the number from which a caller dialed. However, to a person, major market



Talk programmers say they will not install such "Caller ID" systems on their phones. Their chief concern: protecting the unspoken bond of trust that exists between callers and Talk stations.

"One of the historic beauties of the Talk medium is the anonymity," says WRKO/Boston PD Rich Kirkland. "I think if callers knew we had [Caller ID] they would be intimidated."

And, warns WWDB PD David Rimmer, knowing who made a particular call could put radio stations in an awkward position. For example, the station would have been faced with whether to voluntarily provide the caller's number

to the Secret Service and could have conceivably faced a subpoena ordering it to do so, if WWDB had had Caller ID at the time of the threat against President Bush. (In fact, the station did cooperate with the agents, who eventually tracked down the caller via their own phone trace.) "Knowing who called makes you something more than a radio station," says Rimmer.

Call-In Research?

Although he wholeheartedly agrees with his colleagues about Caller ID, WWRC PD Tyler Cox says his station will soon begin asking callers for their zip code and age. Using a soon-to-be-installed call screening software package, the station will be able to produce reports summarizing the volume and origin of calls generated by particular topics.

The purpose of this exercise is to help determine whether the station's topic selection is appealing to

a cross section of the Washington area. "If, for example, we find we're getting a lot of calls from [Maryland's] Montgomery County and less from [Virginia's] Fairfax, it might tell us we're not addressing the interests of people in Virginia," says Cox.

But other programmers wonder how much caller information is worth. "Only 2% of your audience calls," notes KOA/Denver PD Kris Olinger. "I'm not sure how extensively you want to research that [call] data."

Besides, says a PD who asked to remain anonymous, such information could prove seriously misleading because it's based on calls that get through, not on attempted calls. And, cautions WLS/Chicago OM/PD Drew Hayes, "How do you know [callers] are telling you the truth?"

He says WLS doesn't even ask callers for their name, identifying them instead by the town from which they claim to be calling.

More importantly, says Hayes, "In this age when everybody is paranoid about businesses or government having their phone number or social security number, I think having Caller ID or even asking people for information like their zip code will unsettle callers and hinder their on-air response. And there's nothing more important than that response."

What's News?

Been promoted? Changed format? Aired an interesting segment or done an unusual promotion? Give me a call at (202) 783-3822. Or fax me at (202) 783-0260. The address: R&R, 529 14th Street, NW; Washington, DC 20045.

Topic Hunt

Where do talk hosts find show topics? Probably by reading newspapers and magazines and watching TV news programs.

Well, as valuable as those sources are, consultant Bill McMahon says some of the most provocative, entertaining, and "relatable" ideas often come from another underutilized source — the host's own daily experiences. Here's a list of questions McMahon designed to help talk hosts increase their awareness of the potentially great topics looming right under their noses:

- What were the most interesting things you discussed with your family, friends, or co-workers today? Why did you find the topics interesting?
- What was the most interesting conversation you overheard today? Why?
- What did you learn today? How will it affect you?
- What mistakes did you make today? Why? How do you feel about them?
- What mistakes did you see others make today?
- Did you laugh, cry, or observe powerful emotions today? What provoked these feelings?
- Who or what did you find annoying today? Why?
- Who was the most interesting person you met today? What made them interesting?
- Who was the most boring person you met today?
- What person, place, or thing did you observe or experience for the first time today? What were your impressions? Why?
- What was your most unusual experience or observation today? What made it so unusual?



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A Weekend Blast From The Past

KOMA's 'Solid Gold Time Machine' Re-Creates '60s Radio

By Mike Kinoshian

Richard Kaufman leads a strange double life. During the week, he's known to jingle fanatics as the top executive at Dallas-based Pams. But when the weekend whistle blows, he hops in his car, drives 200 miles, and transforms himself into Ricky The K, host of KOMA/Oklahoma City's Saturday night "Solid Gold Time Machine" (9pm-3am).

"The show is a total re-creation of '60s radio," remarked KOMA PD Kent Jones. "It's a labor of love for Ricky and a mesh of all the great radio stations in the '60s — from WABC/New York and WLS/Chicago to KOMA itself. Whenever you see Ricky, he's wearing a flowered Hawaiian shirt. He's a creative guy who loves radio — especially '60s radio.

"We package the 'Time Machine' as a unique flashback. While the music and jingles are important, the feel of the show is what's special. Ricky does various trivia games and gives away prizes."

Describing "Time Machine" trivia as "mind-challenging," Jones said, "Ricky does some sports trivia, but the big thing is his 'College Of Musical Knowledge.' There are ten pieces from ten songs, and the montages are tough to identify because he sometimes uses obscure records. A montage plays four times an hour until someone calls and correctly identifies all ten songs; incorrect guesses aren't aired. One Motown montage went on for two or three months before someone guessed it."

Image Builder

Kaufman has developed a near cult-like following. "He has many people who faithfully tune in to hear that style of radio again," said Jones. "We reach into 22 states — totally covering about 15 — and constantly get letters from people who praise the show for bringing



Kent Jones

back a true '60s feel. These people have an appreciation for the music and the entertainment medium that radio [once] was."

During his six-hour airshift, Kaufman occasionally welcomes in-studio guests, a few of whom could hardly be considered routine radio interviewees. "He's [interviewed] original Pams singers who've discussed old jingles," said Jones. "When we first went Oldies (September 1988), people commented on our jingles. They said they were glad we brought back the old ones. I was surprised the average listener would make such comments."

Also visiting Kaufman recently was Bill Meeks, whom Jones said was largely responsible for introducing jingles on radio. "He and Ricky took listener calls and talked about old Top 40 radio."

Jones, who was weaned on

WABC, noted, "Before I came here (also September '88), I had never heard of KOMA. However, I quickly learned that KOMA was the WABC of the West. People sent me old surveys and called with their memories of the station. It was like



Richard Kaufman

an old friend had returned. I'd feel the same way if WABC switched to Oldies — I'd love it! I'd be glued to it and want to work there. That's the kind of feeling I get from listeners who grew up with KOMA."

Because of the "Time Machine," the "ratings have picked up," concluded Jones. "But more importantly, the show's added an image to the station."

GOLD VAULT

Management

WNRB/Youngstown PD **Dan MacCintock** replaces **Chuck Bailey** as PD of WOWO/Fort Wayne, IN; WOWO Production Director **Gary Noe** is upped to APD, and **Sheryce Hilkey** is appointed Promotion Director.

Air Talent

Following morning man **Dean Goss's** resignation, KODJ/Los Angeles's revised lineup is: **Charlie Tuna & Lynda Lambert** (5-10am), **Paul Freeman** (10am-2pm); **The Real Don Steele** (2-5pm), **Machine Gun Kelly** (5-8pm), **Rich Fields** (8-11pm), **Gary Reid** (11pm-2am), and **Verna McKay** (2-5am) ... WMXJ/Miami's new morning team is **Sonny Fox & Ron Hersey** ... WZLX/Boston morning co-host **Brooke Daniels** exits for noon-3pm duties at WKXW/Trenton, NJ ... Former KFI/Los Angeles sportscaster **Dave Grosby** joins **Bob Blackburn** on KJR/Seattle's "Callin' All Sports" (weekdays 3-6pm) ... Veteran Cincinnati personality **Dusty Rhodes** is now doing Sunday nights (7pm-midnight) at WGRR/Cincinnati.

Miscellaneous

"Cousin Bruce's Yearbook" (hosted by **Bruce Morrow**) airs Wednesdays (7-10pm) on WCBS-FM/New York. The show focuses on the No. 1 hits from a given year as well as that year's Top 40 ... WHEB/Portsmouth, NH has started broadcasting from its new tower site



KRDO/Colorado Springs rallies support for the troops.

Persian Gulf Memories

Like other stations across the country, Gold outlets did their share to support U.S. troops in the Persian Gulf:

- **KRDO/Colorado Springs** broadcast live cut-ins and gave away yellow ribbons at the city's "One Hour For America" rally, which attracted over 10,000 people.

- **KODJ/Los Angeles** celebrated its second birthday with a Universal Amphitheatre concert dedicated to the troops. The show was recorded for playback on **Armed Forces Radio**. Appearing were KODJ's **Machine Gun Kelly** and his **G Men**, who led the audience in rousing renditions of the "Star Spangled Banner" and "America The Beautiful." The **Tokens**, **Grass Roots**, **Monte Carlos**, **Champs**, **Shirelles**, and **Mamas & Papas** also performed.

- **KXKL/Denver** was the first Mile High station to broadcast programming on **Armed Forces Radio** in Saudi Arabia. AFR personality **Milton Hope** did a guest stint on the station's "Wake Up Klub."

- More than 10,000 Milwaukee-area residents put their John Hancocks on a billboard sponsored by the city's **WZTR** on behalf of "Operation Desert Support." The station, **Miller Beer**, **Patrick Advertising**, and **Direct Marketing Concepts** followed up by mailing 50,000 "Milwaukee Supports Our Troops" postcards to the Gulf.

- Since January 14, **KOMA/Oklahoma City** has aired the **National Anthem** daily at noon.

- Thousands of **WSEN/Syracuse** "Support Our Troops" bumper stickers were distributed in two days. The region is home to the 174th Air Force Squadron and the Marines' Bravo Company tank division.



Johnny Maestro & The Brooklyn Bridge belt out "Unchained Melody" at WODS/Boston's "Let The Good Times Roll" concert.

WODS's Wang Gang

WODS/Boston's third "Let The Good Times Roll" concert (3/16) at the Wang Center for the Performing Arts was a sellout.

The nearly 4000 attendees were treated to performances by **Little Anthony**, **Johnny Maestro**

& **The Brooklyn Bridge**, **Len Barry**, the **Shirelles**, **Tokens**, and **Danny & The Juniors**, featuring **Joe Terry**. WODS personalities — **Austin of Boston**, **Paula Street**, **Mike Addams**, **Mike Finegan**, and **Jay Gordon** — introduced each act.



More than 10,000 signatures appear on WZTR/Milwaukee's patriotic billboard.



WSEN/Syracuse bumper sticker



JOEL DENVER

Programming Off The Winter Books

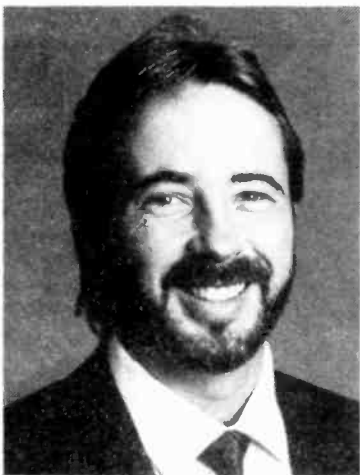
Most View Results As Valid . . . But Are They Usable?

The Persian Gulf war has disrupted radio's come patterns more effectively than any new contender's full-scale advertising blitz. Whenever a new competitor launches a major marketing assault that generates instant ratings, a great deal of curiosity come generally results. The war also brought about a lot of curiosity come, with AM News outlets seeing their highest January and February monthlies in recent years.

In some cases, however, these monthlies have shown a negative impact on CHR — which has been suffering in some markets for several books despite the war. With two out of three down-trending monthlies in the winter sweep, some PDs are wondering whether these Arbitron and Birch quarterlies can be used to make pivotal adjustments for the spring sweep.

Bill Richards, KIIS/Los Angeles

KIIS-AM & FM/Los Angeles PD Bill Richards compares the situation to summer books, which some sales departments and ad agencies dismiss because "of the number of people on vacation; it's not real radio. [But the winter books] will be valid. After all, like it or not, it's what was happening during the bulk of the first quarter. We were in the middle of the first war in



Bill Richards

decades, and that can't be dismissed. We'll just have to live with the results this book and keep doing what's right.

"The war disrupted lots of come patterns in L.A. [KIIS morning man] Rick Dees was outcured by [Talk] KABC and by [News outlets] KFVB and KNX. KABC has been there before, but not KFVB or KNX. [CHR KPWR] Power 106 also was off in the latest Arbi-



Steve Perun

trends. The book isn't realistic enough to make any generalized changes if that's what we were planning to do. I still believe there's a problem with CHR as a whole; all the blame for bad ratings this quarter can't be laid on the war. We have to look toward the spring book and beyond. The available music is getting better

"Too many people make knee-jerk changes . . . Don't throw this whole book out the window, but make sure you really detect a problem before making that change."

—Steve Perun

again, and we'll eventually come out of this ratings tailspin.

"We've put too much emphasis on recurrents from the Paula Abdul genre, and I'm telling you they're fried. They sound too much like most of the current music. Recently we added some music that's less 'dancy,' and our listener perception is that we're the station in L.A. playing a better variety again.

"Rock records — with few exceptions — don't work that well in major markets, but mainstream CHR is missing some hit records of the non-dance variety. KIIS has been as guilty of it as the next station. But whatever the outcome of this book, we're not going to over-react. Our focus groups tell us we're headed for better books, and we believe the spring books will be radically better."

Steve Perun, WZOU/Boston

"Why wouldn't the winter books be OK?" asked WZOU/Boston PD Steve Perun. "The war did well for the News stations in Boston, but CHR did OK, too. While I think

"I still believe there is a problem with CHR as a whole; all the blame for the bad ratings this quarter can't be laid on the war."

—Bill Richards

there has to be some effect on the CHR winter book, I don't expect it to be drastic. The minute the war ended people resumed their regular listening patterns, and that's the end of that story."

Perun did, however, caution stations considering mid-course or drastic adjustments based on this book. "If I was programming an AC station, I'd wait a bit. Older adults were most affected by the war coverage. Locally, [News] WEEI went through the roof, but there's been little effect on WZOU or [CHR] WXKS as far as I can see.

"If WZOU had some of the problems plaguing most CHRs today, I wouldn't just look at one book. Too many people make knee-jerk changes [based on] one book and those monthly trends. Don't throw this whole book out the window, but make sure you really detect a problem before making that change. Otherwise, this winter book is just an excuse to make a change for change's sake."

Kevin Robinson, WVIC/Lansing

WVIC/Lansing PD Kevin Robinson questioned the validity of the

It's In Black & White

It looks as if CHR's winter Arbitron and Birch quarterlies may be down again — affected this time by the Persian Gulf war.

Here are some recent Arbitron, Arbitrends, and Birch results for New York, Los Angeles, and Boston CHR, News, and News/Talk outlets. While the war seemed to have a greater impact on CHRs in New York and L.A., Boston outlets appeared virtually unaffected.

Los Angeles

	Arbitron			Birch	
	Fall '90	Nov-Dec-Jan	Dec-Jan-Feb	Fall '90	Wi '91
KIIS-A/F (CHR)	5.0	4.9	4.5	6.2	5.9
KPWR (CHR)	4.5	4.2	3.8	5.9	5.1
KABC (Talk)	4.3	4.7	4.7	5.1	5.1
KFVB (News)	2.9	3.6	4.1	2.6	3.9
KNX (News)	3.2	3.3	3.8	2.7	3.5

New York

	Arbitron			Birch	
	Fall '90	Nov-Dec-Jan	Dec-Jan-Feb	Fall '90	Wi '91
WHTZ (CHR)	4.7	4.4	3.8	4.4	4.4
WQHT (CHR)	4.1	4.3	3.9	5.3	5.0
WPLJ (CHR)	2.2	2.1	2.1	2.8	2.7
WINS (News)	4.4	5.0	5.7	3.8	5.2
WOR (N/T)	3.9	4.1	4.2	3.7	3.7
WCBS (News)	3.6	4.2	4.4	3.6	4.1

Boston

	Arbitron			Birch	
	Fall '90	Nov-Dec-Jan	Dec-Jan-Feb	Fall '90	Wi '91
WZOU (CHR)	7.2	7.1	7.4	9.2	10.5
WRKO (N/T)	7.9	7.6	6.9	6.3	6.5
WBZ (N/T)	5.3	6.1	6.7	5.2	6.5
WEEI (News)	4.0	5.0	6.0	2.8	5.1
WXKS (CHR)	5.7	5.3	5.5	8.0	7.1



Kevin Robinson

winter books: "Anytime there's such a disruption in listeners, it appears the sample may not be valid, especially in the first phase of the book. Just doing our in-house research was troublesome during the war. Easily 25% of our calls ended up reaching people who were too preoccupied with the conflict to even participate."

Agreeing with Perun that long-term programming moves should be made over several books, Robinson said, "I would suggest disregarding this book for any programming or direction changes. But if it's an up book, sales can benefit; if it's a down book, it can be explain-

ed easily. If I had been launching a new station during these last two months, I'd probably be very frustrated — especially if I'd dumped a lot of dollars into a come-intensive campaign."

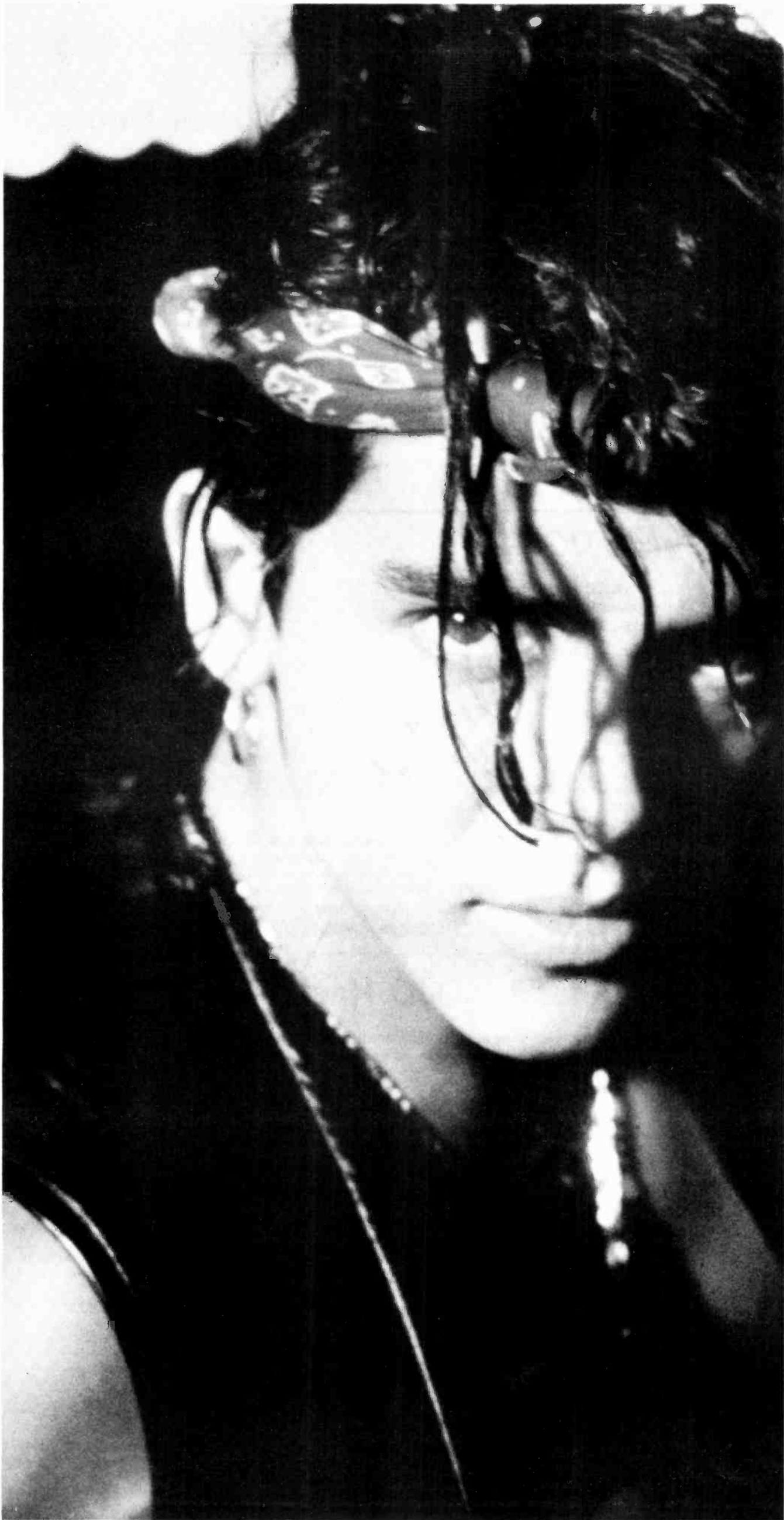
Robinson also contends the polarization of music so many programmers have complained about recently is coming to an end. "The idea is to focus the music to 18-34s, yet promote toward the 25-44s in your marketing. Niche formatting

"If major market PDs did more open-minded evaluation, they wouldn't be worrying so much about the importance of this winter book."

—Kevin Robinson

has been a problem plaguing the majors for some time now, yet we're beginning to experience it here as well. We've got to understand that it's going to be difficult to maintain as tight a stronghold on as wide a group of demos.

"If you're too married to your research, it begins to color your thoughts on how a song might fit on



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WIOQ deb 26	KMEL 3-1 HOT
KIIS deb 24	HOT977 16-11
HOT95 deb 28	KZFM 38-31
KKSS deb 23	KPRR 25-22 HOT
KRQ deb 30	B95 21-16 HOT
HOT97 27-23	Z90 9-8
WPGC 9-8	WAAL
WNVZ 20-14	TIC-FM
KTFM 12-10 HOT	I94
PWRPIG 18-7 HOT	KDON
Q105 6-3 HOT	WFHT

P1 CHART 35

Programming Off The Winter Books

Continued from Page 56

the station. Fit is a very valuable tool. A record like Tesla's 'Signs' was automatic here because of its fit, yet we felt C & C Music Factory's 'Gonna Make You Sweat' wasn't a good fit. Because we kept our minds open, both have become big records for us. If major market PDs did a little more of this open-minded evaluation, they wouldn't be worrying so much about the importance of this winter book on their future."

Eli Molano, KPRR/El Paso

KPRR (Power 102)/El Paso PD Eli Molano said he's amazed at the lack of impact on his Birch ratings. Interestingly, El Paso is the home



Eli Molano

of Ft. Bliss, where many of the front-line troops in the Persian Gulf were stationed.

"El Paso is over 65% Hispanic, and for that reason TV was the main source of news on the war," he said. "Radio was the relief factor here. The lack of impact on our numbers is really a Hispanic thing, so for me this winter book will be quite valid to use as a programmer."

"If I was in a market that had less of a Hispanic population but had a heritage News station, I'd expect to see a greater shift in the winter book numbers. If that was the case, I'd be patient and sit tight until the spring thaw and then examine those books."

MOTION

• WBSB (B104)/Baltimore appoints Ric Sanders to MD/middays

• Former WLOL/Minneapolis middayer Geoff St. John slides into KBEQ/Kansas City's MD/PM drive slot

Changes at KHYI (Y95)/Dallas: MD Mike Easterlin rises to APD, handing over the night shift to Jo Jo Wright, who joins from WCKZ/Charlotte. Ex-night co-host Mike Reeves heads to Tampa ... WZPL/Indianapolis names Lisa Kerkhove Director/Concert Promotions ... WSTW/Wilmington, DE ups PM driver Tony Rogers to MD while Nicole concentrates on nights



Lisa Kerkhove

... Cindee Standridge nabs the MD gig at WKXX (KIX106)/Birmingham. KIKX/Colorado Springs, CO welcomes night driver Coyote McCabe

from KISZ/Cortez, CO ... Joe Mama exits WZAT (Z102)/Savannah, GA for nights at WWCK (CK105)/Flint, MI ... WRHT/Greenville, NC ups afternoon personality Dave Mac to Promotion Director and locks Gary Lee into PM drive ... Carolyn Dengler replaces Judy Jetson on WRQK/Canton, OH's morning team ... Mark Patrick and Jon Michaels exit KZZU/Spokane mornings for a weather stint on local KREM-TV.

Coming Next Week:

**Using Recurrents
And Gold**

WPLJ's MOJO Has Risen

"You never know what you're gonna hear on MOJO Radio." That's one of the liners blasting over WPLJ/New York's airwaves since Scott Shannon's arrival. So what does the station sound like? See below:

MOJO Radio At 1pm

- LONDONBEAT/I've Been Thinking About You
- RIGHTEOUS BROTHERS/Unchained Melody
- CATHY DENNIS/Touch Me (All Night Long)
- AEROSMITH/Dream On
- WHITNEY HOUSTON/I'm Your Baby Tonight
- VOICES THAT CARE/Voices That Care
- BOBBY BROWN/My Prerogative
- BEATLES/Twist And Shout
- TIMMY T./One More Try
- R.E.M./Stand
- MICHAEL BOLTON/Love Is A Wonderful Thing
- JODY WATLEY/Some Kind Of Lover
- ERASURE/Chains Of Love
- SURFACE/The First Time



MOJO Radio At 6pm

- LISETTE MELENDEZ/Together Forever
- YES/Owner Of A Lonely Heart
- DIVINYLS/I Touch Myself
- EN VOGUE/Hold On
- WHITE LION/Wait
- HI-FIVE/I Like The Way...
- CHUCK BERRY/My Ding-A-Ling
- WILL TO POWER/Dreamin'
- BILLY IDOL/Cradle Of Love
- SURFACE/The First Time
- COVER GIRLS/Show Me
- DAMN YANKEES/High Enough
- MACONNA/Angel
- WILSON PHILLIPS/Impulsive

MOJO Radio At 10pm

- TARA KEMP/Hold You Tight
- BOB SEGER/Old Time Rock & Roll
- LONDONBEAT/I've Been Thinking About You
- LITA FORD & OZZY OSBOURNE/Close My Eyes Forever
- COVER GIRLS/Funk Boutique
- MODERN ENGLISH/I Melt With You
- C & C MUSIC FACTORY/Here We Go, Let's Rock & Roll
- STYX/Show Me The Way
- MARIAH CAREY/Someday
- BON JOVI/Wanted Dead Or Alive
- MICHAEL BOLTON/Love Is A Wonderful Thing
- CATHY DENNIS/Just Another Dream
- CURE/Lovesong
- 2 IN A ROOM/Wiggle It

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WPGC add

WNVZ 33-27

KTFM 17-15

Q105

KKFR 11-7 HOT

FM102 16-9 HOT

KMEL 18-14

HOT977 3-3 HOT

WCKZ

KZFM 32-27

KPRR 17-12

KBFM

WJLQ add

KKSS

KKMG 13-9 HOT

B95 12-11 HOT

I94 25

KLUC 19

KYRK 23

KDON 7

Z90 22

KSMB

KCHX

WFHT add

Virgin



WALT LOVE

UC

URBAN CONTEMPORARY

State Of The Format: Black AC

WVAZ/Chicago, WDAS/Philadelphia, WALR/Atlanta, WMMJ/Washington Profiled

Black AC is still one of the most talked-about developments in radio. It's time for a "State Of The Format" address, so this week I'll look at four different major market approaches to this unique hybrid.

V103's Dusties

Let's check in first with the station that pioneered the format, Broadcasting Partners' WVAZ (V103)/Chicago. Sixteen-year radio vet Steve Harris has been sitting in the PD chair about six months. He joined the station from WJMO/Cleveland when Tony Kidd was promoted last fall to OM.

Harris called V103 "a hit-oriented AC. We play a mixture of current music and 'dusties,' as they call oldies here in Chicago. We have a very short playlist of currents and emphasize the dusties. Our currents are by artists with adult appeal — people like Freddie



Steve Harris

"While kids are finished with records in ten or 12 weeks, research has shown adults just don't get tired of a record they like. So we stick with our hits as long as we need to."

— Steve Harris

Jackson, Luther Vandross, Anita Baker, Whitney Houston, and the O'Jays. Younger artists we play include Tony! Toni! Tone! and the Rude Boys. I don't know if Alexander O'Neal would be a core artist for us, but some of his songs have done well with our audience."

He added that WVAZ's hit currents "last as long as 18-20 weeks.

We played Johnny Gill's 'My, My, My' forever. While kids are finished with records in ten or 12 weeks, our research has shown adults just don't get tired of a record they like. So we stick with our hits as long as we need to.

"What makes this station unique and successful," explained Harris, "is the massive amount of research we do. It's the difference between going down the road with a

"With the aging of the population, this is the format of the future. We're filling the void other formats couldn't or wouldn't fill."

— Maxx Myrick

map and just going down the road. With no map you may know your destination — you might even get there — but you'll probably take the longer route. Research is the key and the road map here."

Will the divergent forms of Black AC ever come together musically? Harris said, "It's a possibility, but we're all still finding our way with this format. Everybody's doing it a

little differently. There are no hard-and-fast rules governing this format like there are at the younger-end Urbans and CHRs. This format is still evolving. We're blessed that we can still ask our listeners what they like, what they want, and how they want it. And believe me, they'll tell you if you ask."

'Nothing New' At WDAS

After programming Unity's WDAS/Philadelphia for approximately 22 years, Joe "Butterball" Tamburro has an unusually broad perspective on his market. "First of all," he declared, "the Black AC format is nothing new. It's being done over again from the '70s. Whenever there's a drought in white music on general market stations — like there was back in the mid- to late '60s and '70s — whites start listening to Black radio. The popularity of our music during the '80s speaks for itself: Look at all the CHRs playing what they want to call 'crossover' records. It's happening again in the '90s, and this format [Black AC] will get some of the attention.

"Our target audience is 25-54, and our secondary target is adults 18-49. In developing our programming philosophy we had to look at the people who like rhythmic music. When you want to appeal to blacks 25-54, you can't compare them with 25-54 whites and their



Maxx Myrick



Common Ground

As a format, Black AC is still evolving. However, market-to-market comparisons show a few common characteristics:

- Research is key
- PDs often opt for hit artists' LP cuts
- Hits last longer than on younger-end formats
- Jazz is a central element.

musical tastes. Black people in that age group are more aware musically. They know the groups and the beat of the music, and most of them still dance. Now that's my opinion because I'm out there in the streets, and I know what I've seen — and what I continue to see in 1991.

"The music we play is a statement that we are truly an adult radio station. Our format is still based in currents, but select currents. We also play some recurrents and feature some gold, depending on the hour.

"When you can come out of a Whitney Houston song and go into a Joe Sample cut, leave that and go into a David Sanborn, and then top off the sweep with a Luther Vandross, you know you've got something these adults will enjoy. I cut

"Black AC is nothing new. It's being done over again from the '70s. Whenever there's a drought in white music on general market stations, whites start listening to Black radio."

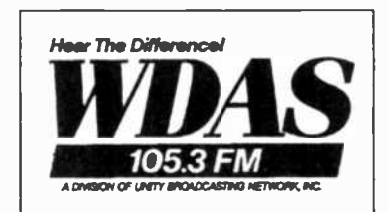
— Joe "Butterball" Tamburro

We have a group of core artists that consists of Anita Baker, Keith Sweat, Bell Biv DeVoe, Howard Hewett, and Alexander O'Neal.

"We play these artists, but we might not play their hits. If we find album cuts that fit our sound, we'll play those. The jazz we feature is very familiar-sounding — our jazz cuts sound like most of the ballads we play. Sometimes they're instru-



Joe "Butterball" Tamburro



back on some of our older gold and replaced it with jazz from artists like Sample and George Howard. That gives us a place to go musically that our Urban competitor [WUSL] can't. When we first went Black AC, it [WUSL] softened up a bit during the day and played some recurrents that we were playing.

"This format will have a wider appeal in time. I'll never take this station anywhere but in the direction of the black community. That's who we serve. The fact that we're able to play a variety of music has helped us tremendously."

WALR Fills A Need

Maxx Myrick became PD at Ring Radio's WALR/Atlanta in October 1990 when the station launched its current-based Black AC format. "We're very ballad-driven," he said. "We target black females 25-49 years of age, and our slogan is 'Love Songs With A Touch Of Jazz.'"

mental remakes of songs that have done well on the UC and CHR charts. We favor jazz artists like Joe Sample, David Sanborn, the Rippingtons, Kenny G, and George Howard.

"Oldies are an accent on our sound. You might hear an oldie about once an hour, probably from the '80s. Every now and then we play something from the '70s, like one we're using now by the Jones Girls called 'Nights Over Egypt,' but that's rare. And we don't go back as far as what some people call Motown.

"We're very music-intensive and run less than ten minutes of commercials an hour. Our sound is very clean; we don't give our listeners anything they don't want. We don't have a lot of talk or clutter. We identify ourselves with our positioning statement but only break away from music twice an

Continued on Page 62

UC DATA BANK

Leisure Pursuits

Leisure activities African-American baby boomers prefer:

Activity	Blacks	Non-Blacks
Movies/concerts	63%	59%
Listening to music	73%	67%

Source: Impact Resources/ Deloitte & Touche



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has done it again**

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• BABY DOLL • FOR THE LOVE OF YOU •

THE BLUES • FEELS GOOD •

IT NEVER RAINS (IN SOUTHERN CALIFORNIA)

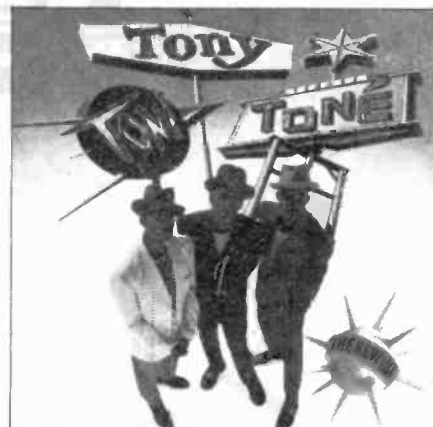
WHATEVER YOU WANT • THE BLUES • FEELS GOOD • IT NEVER RAINS (IN SOUTHERN CALIFORNIA)

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MICA PARIS

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*going for radio adds
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from her album

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ISLAND

State Of The Format: Black AC

Continued from Page 60

hour, when we do our spots in a cluster. Then we just keep rolling with the music."

On succeeding in this format, Myrick said, "First, you have to have enough blacks in the market to support it. We're satisfying a need in the black community, and that's why we've seen some increases already. If no one wanted what we're offering, that wouldn't have happened so quickly.

"With the aging of the population, this is the format of the future. We're filling the void other formats couldn't or wouldn't fill. They have a larger base of appeal than we do — we're only trying to reach a very small base of people in the Atlanta area. You can't be all things to all people. If you're going to do this format, do it right — or don't do it."

WMMJ Swings Upward

Alfred Liggins is President/GM of Radio One, which owns Black AC WMMJ/Washington. He's led the station on an upward swing with this recipe: "We provide a healthy mix of oldies and currents, along with some recurrences. We

"Black AC is a signal that Black radio is coming of age in our society. In the future we'll see more splintering of the format, and that will mean more choices in Black radio."

— Alfred Liggins

give our listeners the best of the '60s, '70s, '80s, and '90s. In that respect we're similar to many general market ACs across the country. Adults want to hear the records they grew up with, in addition to current releases by familiar artists.

"Our research — primarily focus groups and weekly callout music testing — tells us there is such a thing as too many oldies. A lot of people don't like to be reminded that they're 43 years old — or at least they want a balance in the music they listen to. That's our primary approach: We superserve

Strike The Pose

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

the 25-49 demographic and do everything within our power to give those people what they want."

WMMJ's featured current artists include Anita Baker, Mariah Carey, Jeffrey Osborne, the Whispers, Whitney Houston, Pebbles, and Teena Marie. Oldies include hits by Marvin Gaye, Cornelius Brothers & Sister Rose, the Temptations, the Supremes, and Earth, Wind & Fire. Jazz artists on WMMJ include George Howard, Jon Lucien, Grover Washington Jr., Najee, and Kenny G. Liggins noted, "The type of jazz we offer our listeners isn't

High Stakes

"Then you end up with ten different new things that could be done — that's when your research comes into play," continued Liggins. "At that point you begin to narrow down your options. When you end up with two or three that seem the best, you look at other things: how expensive each is to run; which would be the easiest to protect; and which would get the most immediate success. Then you look at your competition. We did all those things and more.

"In niche formats, the difference between the winners and the losers is putting creativity together with capital. One without the other in a highly competitive environment could spell failure.

"Broadcasting is a very high-stakes game at this point in time. It takes money to win — a lot of money. With that money you obtain the research to tell you if you're headed in the right direction or not. You also use that money to put the proper things into your product: You get the best management, you find out what the best marketing tools are, and you acquire the best talent."

Turning to what Black AC's success means, Liggins waxed optimistic. "Black AC is a signal that Black radio is coming of age in our society. In the future we'll see more splintering of the format, and that will mean more choices in Black radio.

"For example: in Washington, what's now known as WJZE was formerly WDJY. When WJZE changed format it came directly after us with its programming. That failed miserably, and WJZE changed to Jazz. The result is great for Black radio — it provides another alternative and lends credibility to the medium and to the culture as another marketing vehicle. Now WJZE has its niche."

Editor's Note

Other stations around the country doing forms of Black AC include WJZZ/Detroit, KACE/Los Angeles, and KBLX/Berkeley. From time to time I'll continue to look at this format and its progress around the country.



Alfred Liggins

**MAJIC
102.3**

what some people call the traditional style of jazz.

"When you're sitting in a market like Washington and you start looking at radio as more of a marketing tool — as opposed to a personal entertainment vehicle — you begin to look at what your programming choices are in Black radio. You realize there are infinitely more choices available in general market radio. After putting two and two together you figure out, well! hey, something new and different could be done here."



HEART FAILURE — SBK's Riff stopped by WQQK/Nashville to say hello to MD Jasmine Sanders. Flanking her are (l-r) group members Michael Best, Anthony Fuller, Kenny Kelly, Steven Capers, and Dwayne Jones.

HIS DYNAMIC NEW MULTI-FORMAT HIT...

JEFFREY OSBORNE

"IF MY BROTHER'S IN TROUBLE"

Urban Chart **19**

87 UC Reporters -
95%!

The follow-up to the #1 R&B smash
title track from his debut Arista album
ONLY HUMAN

"THE MOST TIMELY RECORD OF THE '90s.
Soon to become the national anthem of the armed services.
Truly a must record for all formats."
BOBBY RUSH MD WZAK/CLEVELAND

"What I thought was just a good record turned out to be a
great one...PERFORMING EXTREMELY WELL."
DAVE ALLAN PD WUSL/PHILADELPHIA

"This song has great appeal with adults. SOUNDS GREAT
ON THE RADIO, and is a powerful message for the '90s."
ROY SAMPSON PD WXYV/BALTIMORE

"With all the new artists out, it is pleasing to have a
familiar artist like Jeffrey on the playlist.
JEFFREY'S STILL GOT IT!!! THE BROTHERS
AND SISTERS ARE CALLING."
CHUCK ATKINS PD KMJM/ST. LOUIS

"A TREMENDOUS RECORD. The lyrical content
is not only refreshing but long overdue.
THIS SONG IS DESTINED TO BE A HIT!!!"
JAMES L. ALEXANDER PD WGCI/CHICAGO

Management: Jack Nelson & Associates

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AOR®

ALBUM ORIENTED ROCK

Amplifying The Soft Rock Buzz

'New' AOR/AC Hybrid May Be The Industry's Next Big Thing

Bolton Research calls it "one of the most exciting developments" of the past year . . . Alan Burns says it "will dominate the news and ratings trends in '91" . . . Mike McVay dubs it "brilliant — I'm pissed I didn't think of it first."

What's got these esteemed radio specialists all hot and bothered, you ask? Believe it or not, it's "Soft Rock." Or, if you prefer: "Mellow Rock," "Adult Rock," "A-Rock," or "AC/Rock." Whatever you call it, this AOR/AC hybrid is apparently considered by many industry types to be the hottest new format to come along in quite a while.

I began hearing the Soft Rock buzz shortly after the fall book showed Orlando drop-in WMMO debuting No. 1 both 18-34 and 25-54. When a new station achieves that kind of instant success, people notice. (For more details on 'MMO's stunning accomplishments, see AC Editor Mike Kinoshin's 2/15 column.)

Since then, Burns has trumpeted the format in R&R (3/29), and Bolton — which consults 'MMO — did the same in its monthly *Radio-trends* publication. (The latter contained McVay's candid comment.)

'New' Format?

Now if you're like me (a scary thought to be sure), you're probably asking yourself, "What's so new about Soft Rock? Didn't a bunch of stations try that in the '70s?" "No, I believe A-Rock is a new format," answers Burns. "Anything that sounds distinctly different from all the other products available on the radio probably qualifies as a new format."

Bolton Director/Research & Programming Lou Patrick says the AC/Rock concept may not be new, but the music and marketing mix is unique. "The way we look at

"AC/Rock gives [disenfranchised adults] the music mix they're looking for without all the hype and crap they hate."

— Lou Patrick

it is: The Wright brothers didn't invent flying; they just made a plane that worked. The Soft Rock approach may have been tried before, but not the way we're doing it now. We're quite a bit more sophisticated in terms of marketing and research than we were in the '70s."

"The biggest difference between now and then is that there's a big body of adults — prime demographics for advertisers — who have heard that music," Burns

Name Game

It should be noted that what Alan Burns refers to as Adult Rock is quite a bit different than the library-intensive AOR format of the same name, championed by George Harris of Harris Communications.

"We started using the Adult Rock handle in 1985," notes Harris, who holds a service mark on the name. "We realized that as AOR listeners continued to get older and more conservative, many of them just couldn't handle the volume of new music or the harder edge of most AORs. That's why every year we move a little older and a little softer. We decided to call our approach Adult Rock."

"These new stations are primarily ACs that play AOR songs, so I think a more appropriate name for them is Rock AC or Hot AC. The ones I've heard are up tempo ACs that rock just a little bit. You'll never hear ZZ Top on them. I always feel I'm listening to an AC that's being bold, rather than a true AOR/AC hybrid."

says. "And there's another 20 years of that music in existence now, which gives stations a big library of familiar, compatible music to play."

Disenfranchised Adults

Patrick and Burns both point to research which indicates a large segment of disenfranchised adult listeners are looking for something different.

"I've seen them show up in research in a number of markets around the country," Burns says. "There are a lot of people who like the kinds of music you'd put on an A-Rock station and don't identify any station in the market as providing that. Depending on what choices are available, they're primarily hanging out now with AOR, Classic Rock, Oldies, and AC. A-Rock will draw audience from all those formats."

"The people we're targeting grew up in the rock generation," Patrick says. "They listened to

AORs and CHRs. What happened is that the AORs and Classic Rockers became too intense for them, and the CHRs either became too wimpy or too dance-oriented. What were they left with? Soft AC plays all this Streisand and Diamond, which they hate. So they've been stuck with the lesser of a number of evils.

"These same people have been exposed to years and years of sophisticated Madison Avenue-type marketing, which has led them to say, 'I don't believe you. This is just bullshit.' And what does radio tell them? 'We play the most music.' 'We play the best mix.' So AC/Rock gives them the music mix they're looking for without all the hype and crap they hate. No contests; no empty promises. The music and marketing make the format."

"A-Rock is not a 'put it on the air and get an instant four share' format."

— Alan Burns

Multiple Mixes

Getting a handle on this new version of Soft Rock is difficult because everyone's experimenting with different musical mixes. The most prominent stations that fall under the Soft Rock umbrella (KDBK & KDBQ (Double 99)/San Francisco-San Jose, KRVK (The River)/Kansas City, WBOS/Boston, and 'MMO) vary considerably, as the sample hours indicate (see accompanying box).

"Double 99 is very AC-sounding," Patrick says. "The River is almost a Beautiful Music station that plays pop music. 'BOS is much more a deep, less-intense AOR than an AC. 'MMO sounds like an AC station that just happens to play rock music."

These Soft Rockers should not be confused with the plethora of Lite Rock stations that sprung up in the '80s. "A-Rock plays much less pop than the Lite Rock stations did, and more AOR artists who didn't cross over to AC," Burns explains. "You'll hear things on A-Rock that you'd never hear on Lite Rock, like the Allman Brothers. Lite Rock is softer and more mainstream."

"Lite Rock was just a marketing term made popular because of the beer commercials," Patrick says. "The Lite Rock stations were really AC stations. AC/Rock has a lot of AC elements, but the music is much closer to AOR than the typical Lite Rock mix."

Soft Rock Sample Hours

Here are four recent sample hours from the biggest stations which fit under the Soft Rock umbrella. Some of the musical differences among them are striking.

For example, **WMMO/Orlando**, while featuring some titles you'd never hear on a mainstream AOR, also plays songs AC wouldn't touch in a million years. ("Layla"?) 'MMO is also much more current than **KRVK/Kansas City** and **KDBK & KDBQ/San Francisco-San Jose**, which appear to be mellow Classic Hits-type stations.

WBOS/Boston is definitely the most AOR-like of the bunch. That makes sense, since former longtime **WBCN/Boston** Production Director **Tom Sandman** is the PD. He likens 'BOS to the old 'BCN minus the hard stuff.

All in all, there's some pretty wild experimentation going on here.

WMMO/Orlando

STEVE PERRY/Oh, Sherrie
CARLY SIMON/You're So Vain
BEAUTIFUL SOUTH/My Book
HEART/Dog & Butterfly
STEALERS WHEEL/Star
BILLY JOEL/It's Still Rock & Roll To Me
DEREK & THE DOMINOS/Layla
VAUGHAN BROTHERS/Tick Tock
JOE COCKER/You Are So Beautiful
SIMPLE MINDS/See The Lights
JEFFERSON STARSHIP/Runaway
GEORGE HARRISON/My Sweet Lord

WBOS/Boston

VAN MORRISON/Into The Mystic
BRUCE HORNSBY/Across The River
CSNY/Woodstock
BILLY JOEL/Movin' Out (Anthony's Song)
NRBQ/Little Floater
MIKE & THE MECHANICS/Living Years
BEATLES/Help!
MOODY BLUES/Voices In The Sky
STING/All This Time
CCR/Lodi
MARC COHN/Walking In Memphis

KRVK/Kansas City

STEELY DAN/Do It Again
GORDON LIGHTFOOT/Wreck Of The Edmund Fitzgerald
FLEETWOOD MAC/Say You Love Me
BEATLES/A Day In The Life
WHO/Behind Blue Eyes
KENNY LOGGINS/This Is It
JAMES TAYLOR/Long Ago And Far Away
PETER DINKlage/Show Me The Way
RIGHTEOUS BROTHERS/You've Lost That Lovin' Feelin'
TEARS FOR FEARS/Everybody Wants To Rule The World
EAGLES/One Of These Nights
CARLY SIMON/That's The Way I've Always Heard It Should Be

KDBK & KDBQ/San Francisco-San Jose

JACKSON BROWNE/That Girl Could Sing
HALL & OATES/Sara Smile
TRAVELING WILBURYS/End Of The Line
JONI MITCHELL/Help Me
STEVE MILLER/The Joker
ELTON JOHN/Philadelphia Freedom
ROLLING STONES/Ruby Tuesday
WAR/Summer
BONNIE RAITT/Nick Of Time
BILLY JOEL/She's Got A Way
VAN MORRISON/And It Stoned Me
SUPERTRAMP/The Logical Song
CSN/Wooden Ships

Minimal Impact On AOR

If Soft Rock becomes as popular as Burns and Patrick predict it will, what impact will it have on AOR and Classic Rock?

"They're not going to affect the mainstream AOR stations a whole lot," Burns predicts. "They'll have more of an effect on Classic Rock, AC, and Oldies."

"This format doesn't compete directly with AOR, or with any format for that matter," agrees Patrick. "You're going to take a little from here and a little from there."

Despite WMMO's instant success, Burns says operators planning to switch to A-Rock shouldn't expect extraordinary numbers out of the box. "Not to take anything away from 'MMO, but Orlando doesn't have a Classic Rock station, so 'MMO is serving that function as well. A-Rock is not a 'put it on the air and get an instant four share' format. It's going to take pretty strong marketing to establish the station. If the format's done right, you should have bigger shares a year after you're on the air."

101 KGB FM



DAMN GOOD PARTY — KGB/San Diego hosts a private backstage party with Damn Yankees. "Frozen in a grotesque sculpture of ecstasy" — hey, that's what the station's "suggested caption" says — are (l-r) two winners, Ted Nugent, another winner, MD Virgil Thompson, Tommy Shaw, and air personalities Lynda Clayton and Sue Delany.



LEA & ASHLEY HIT THE BIG TOWN — Atlantic sex kitten Lea Pisacane escorts Ashley Cleveland to WGR/Buffalo: (l-r) Pisacane, Cleveland, 'GR jocks Anita West and Jeff Johns, and PD John Hager.



SENSIBLE SCHMOOZE — As we all know by now, when it comes to David Lee Roth, a lil' ain't never enough. So here's yet another pic of the king o' schmooze, this one snapped at Z-Rock world headquarters in Dallas: (l-r) the Steve Show, OM Pat Dawsey, Roth, and morning man Dave Bolt.



GUESS WHO'S COMING TO DINNER — Now here's a motley crew if there ever was one: (l-r) WNCN/Youngstown APD Dan McClintock, 'NCD PD Gary Jay, WNCX/Cleveland PD Doug Podell, indie promo domo Lee Arnold, and former WMMS/Cleveland OM Rich Plombino. Gee, I wonder who picked up the tab?



ACOUSTIC NILS — Nils Lofgren has been wooing AOR audiences throughout the country on his acoustic guitar. Here he's pictured with WKFM/Syracuse midday maven John "Rock & Roll" Schrack (l).

SEGUES

Karyn Bryant is out as PD at WBRU/Providence. Former PD **Ted McEnroe** returns to handle interim programming duties. . . . **John Stuart** is the new PD at KXUS/Springfield, MO. . . . KZOQ/Missoula, MT's new ad-

dress is 2701 N. Reserve Street, Missoula, MT 59802.

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Coming Of Age

Column Debut: Format's Enormous Potential Ready To Be Tapped

Ten years after New Rock alternative radio stations first began appearing on the dial, the format remains an enigma to many would-be broadcasters, programmers, and clients.

What shape is New Rock in today? This question was posed to several of the format's most successful programmers and spiritual guides.

Trip Reeb

GM, KROQ/Los Angeles

"New Rock is a form of entertainment just like CHR, AOR, Oldies. Interestingly enough, the audience who likes it is pretty neat. The challenge for radio is to go out and get these people, make sure they're aware that you exist, and that you're in tune with their likes.

"The format is in a precarious and somewhat pivotal situation. What it needs are some new success stories. One of the main problems is there aren't enough people versed enough with the music and radio programming fundamentals to make this thing happen in a bigger way. People need to come to this thing armed with programming knowledge. Anyone who's in-

"The most challenging thing facing the format is finding people who are able to make it more accessible and to define reasonable boundaries."

—Trip Reeb

"The best [aspect] of this format is the quality of the audience. Their incomes are high and their education is a priority."

—Tom Calderone

to music can learn the importance of playing particular songs in any given format, but the sharp programmer is a tough commodity.

"The most challenging thing facing the format is finding people who are able to make it more accessible and to define reasonable boundaries. These [boundaries] are going to vary from station to station, but you've got to have someone who's sensitive to that.

"So I'm optimistic about the future, but cautiously so. The potential is enormous. I hope we can get the right people involved to allow the programming to live up to the music."

Tom Calderone
PD, WDRE/Long Island

"The New Rock format currently is in a wonderful position. Our core artists include such AOR/CHR staples as Talking Heads, INXS, U2, Police, Sting, David Bowie, the Cars, the Clash, Elvis

Costello, and more. The new material that's come out has been strong, too. Chris Isaak, Divinyls, and Jesus Jones have all complemented our library.

"The format appeals to the listener who's tired of the music of his or her older brother's life. This is the current generation's music — the attitude, the marketing, and the presentation have to be calculated before going on the air. It's a format in which public service announcements are just as important as songs. Everything must make sense.

"This format needs to watch the balance between AOR and CHR product. The CHR product will help your 18-24 cell, but if your target is 25-34, you will blow them off with too much CHR music. Variety is the key to the format.

"The best [aspect] of this format is the quality of the audience. Their incomes are high and their educa-

"At one time, AOR might have been considered progressive, but that title has been handed over to New Rock stations."

—Richard Sands

tion is a priority. Hence, the audience is pretty much recession-proof. Studies show that in certain instances, New Rock stations rival Classical stations [as far as listener desirability is concerned]."

Richard Sands
OM/PD,
KITS/San Francisco

"Let's face it. The future of radio — the kind of radio that used to be called Album Rock — is now New Rock radio. The future is here now. This is the rock format for the '90s.

"At one time, AOR might have been considered progressive, but that title has been handed over to New Rock stations. In a reversal of roles, AOR is now the alternative to New Rock.

"New Rock does the things the great progressive AORs of the '60s did. And it's not just that we're the leaders in breaking new music, although we are. Beyond that, New Rock stations are much more interesting and unusual than AORs, with our on-air personality, our bigger-than-life promotions, and our sparkling production. We are constantly trying to improve and outdo ourselves.

"KITS (Live 105) proves this progressive approach is working. We have a bigger share of the audience than the AORs — and in our key demos, too."

Making New Rock Work For You

Welcome to the debut of R&R's New Rock column. Twice each month this section will address the everyday concerns facing New Rock station managers and programmers, providing useful viewpoints and strategies.

Among the issues on the New Rock slate in coming weeks:

- Achieving the proper music balance
- Selecting music rotations
- Promoting and selling the format
- Overcoming stereotypes
- Where to find PDs, MDs, and air talent.

Ultimately, the content will be determined by your comments and suggestions. Just pick up the phone — (213) 553-4330 — or fax — (213) 203-9763 — a note to **Shawn Alexander** and **John Brake**.

Max Tolkoff

PD, WFNX/Boston

"Since most of our songs are from albums, and most of what we play is rock, we are still AOR. And this part of American AOR is healthy indeed. We constantly invigorate our airwaves with fresh blood. We have built-in systems to make sure the mix is always fresh and exciting.

"There are still only a scattering of New Rock stations in this country. It's not the people who are having a hard time digesting this form of AOR. It's that there are very few owners and general managers with any vision. Yes, it does take guts to do this kind of radio, but guess what? [Several New Rock] stations have been making healthy profits for years.

"Unfortunately, most owners and operators prefer to slug it out in head-to-head battles with two or three other stations in the same market doing the same format. This is why there aren't more of us out there. Of course there are people in Atlanta, Miami, St. Louis, Houston, Detroit, etc. who would love a commercial radio station that gave them something different (and packaged properly it could be a huge success). But you have probably figured out that radio in this country does not always serve the public interest.

"Radio is a business, and there is nothing wrong with that. But why not make money and still do great radio?"

Larry Nielson
PD, KDGE/Dallas

"The format is doing great. In the five years that I've been actively involved with New Rock, I have never seen as much attention and as many watchful eyes as right now. Record companies are more aggressive than ever in promoting New Rock artists. We're finding advertisers who are targeting their campaigns and promotions to New Rock listeners. The ratings, as a format, seem to be up, and the trades are paying more attention.

"The next two years will be a very exciting time to be involved with this format. With increasing

"Since most of our songs are from albums, and most of what we play is rock, we are still AOR. And this part of American AOR is healthy indeed."

—Max Tolkoff

audience, industry, and advertiser acceptance, New Rock will have increased importance as a format and will grow and prosper in new markets.

"To date, the formula has never really been a consideration in the board rooms of major broadcasting corporations. It probably still isn't. However, I believe we are right on the cusp of owners and operators seriously looking at the format as a viable alternative when considering a format change. There are stations now that are not only competitive, but are dominating their markets. Thank God for the owners with guts and a pioneering spirit that have gotten us this far.

"Programming the format for mass appeal will be the key to New Rock's future success. The right music, aggressive promotions, exciting production elements, and strong positioning are as crucial to New Rock as they are for any other format. A programmer must effectively balance his passion for the music with radio common sense."

—Shawn Alexander & John Brake

Pictures Of You

Smiles, smirks, and precarious poses. We want to see 'em all. If you have clear shots (black & white are best, but color will do) of any station events — contests, in-studio guests, promotions — be sure to send them to **Shawn Alexander** and **John Brake** at 1930 Century Park West, Los Angeles, CA 90067.

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BRAD & AMANDA HELTON

He's Gone, We're Back

Yo, dudes. My name is Amanda Helton. Me and my brother Brad are here this week by default. See, so many of you asked about *us* at the CRS that the ol' man was feelin' kinda left out. He said we could never be here again — ever.

But things changed after Mr. Field Of Dreams ran into Cubs scout Scott Nelson at a CRS suite and heard the Bruins were lookin' for a third baseman.

We thought Ron Santo-reincarnate might be on his way to Mesa when we found his mitt and spikes were missing. But we *knew* we were back in business when we saw the Ben-Gay was gone too. So here's a look at this nutzoid business of yours through our eyes.

P.S. Mr. Cub will be back next week. He suffered a throwing arm injury the night before spring training began (he overextended his elbow while reaching for a pitcher of margaritas). Last we heard was him crying, "Wait till next year."



BIG HITTERS — At first we thought it was just Pops who spent more time thinking and talking about sports than his job. But the more pictures we see — and the more he forces us to meet his friends — the more we think everybody in radio and records sees the business as just something to fill the time between sporting events. Take KLAC & KZLA/Los Angeles VP/GM Norm Epstein (l), seen holding a personally autographed Rod Carew bat in an office which has more sports stuff than any Hall of Fame. Oh well, at least it's a conversation piece when stars like Ricky Skaggs drop by.



CALIFORNIA CRUISIN' — Some of our fondest memories from the old man's radio days (when he wasn't out of work) are of race tracks. We loved looking at car owners' faces as they watched disc jockeys screaming around the ovals in their beloved — and expensive — machines. Getting their chills and spills at the Searspoint Race Way are (standing, l-r) KNEW & KSAN/San Francisco OM Lee Logan, KRAK-AM & FM/Sacramento OM Don Langford, KRAK morning teamer Lisa Kay, KEEN/San Jose President/GM Kit Snell and PD John Bettencourt, KSAN's Frank Terry, and KNEW & KSAN's Marlene Augustine. Kneeling (l-r) are KRAK (AM) PD/middayer Hal Murray, KNEW's Chris Hunter, and former KNEW & KSAN MD Carl Brown.



TAKE THIS JOB AND SHOVEL IT — We've been listening to the old man for over 15 years now, so we've always known radio guys could shovel it like nobody else. Proving the point are WFMS/Indianapolis morning guys Charlie Morgan (l) and Jim Denny, who did their morning show while filling listener-identified potholes. Dad's always said people in radio should keep their other skills sharp. This is a craft he may want to learn — Lord knows he's been told to hit the road often enough.



EASTER BUDDIES — We're not sure it's okay to swipe pictures from the homes of people you babysit for, but Bill Mayne left this in plain sight, so we just figured he didn't care who saw it. And me and Brad thought you ought to see it before taking that next promo call. With Mr. Mayne — WB's newly promoted Director/National Promotion (l) — and the bunny (is that Mr. Hunter in disguise?) is WGNA/Albany, GA MD Bill Early.



WHISKERED WUSYs — Is it just our imagination, or does everybody in Country have a beard? (OK, we know the Chief Provider is without, but that's not by choice.) Anyway, here in all their hirsute splendor are (l-r) WUSY/Chattanooga PM driver Bearman, former Marshall Tucker Band picker Toy Caldwell, Travis Tritt, Charlie Daniels, and WUSY's David Hughes and K.C. Jones.

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Say Cheese

Here's a photo roundup of the fun that's been going on in Music City lately.



TEN FOR SAWYER BROWN — Sawyer Brown recently celebrated their tenth anniversary. Gathered 'round the cake are (l-r) ASCAP's Merlin Littlefield, Sawyer Brown's Greg Hubbard, Mark Miller, Jim Scholton and Joe Smyth, and Curb Records President Dick Whitehouse.



'WHERE'VE YOU BEEN' NABS FOUR — ASCAP, Sony Music, and Wrensong collaborated to present commemorative plaques to "Where've You Been" writers John Vezner and Don Henry. The song accomplished a rare feat: winning the Grammy for Country Song of the Year, Song of the Year from the CMA and the Academy of Country Music, and the Songwriters Achievement Award from the Nashville Songwriters Association. Proudly displaying the plaques are (l-r) Sony President Marvin Cohn, Sony/L.A. VP Deirdra O'Hara, Sony/Nashville COO Donna Hilley, ASCAP/Nashville Director Connie Bradley, Henry, Vezner, Wrensong's Ree Guyer, and Mercury artist Kathy Mattea.



TELL ME WHEN TO SMILE — Pam Tillis was the guest of honor at a party celebrating her first No. 1 record, "Don't Tell Me What To Do." On hand for the festivities were (l-r) co-writer Harlan Howard, co-producer Ed Seay, Sony Music COO Donna Hilley, Tillis, co-writer Max D. Barnes, co-producer Paul Worley, and Arista/Nashville label chief Tim DuBols.

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NEW ARTIST FACT FILE

Mark O'Connor

Born: Seattle

Place Called Home: Nashville

Current Single: "Restless"

Current Album: "The New Nashville Cats"

Label: Warner Bros.

Producer: Mark O'Connor, Jim Ed Norman

Management: Craig Miller

Booking: Keith Case & Associates

Musical Influences: Benny Thomasson, world champion fiddler; every great musician he's ever worked with

• **Background:** Mark O'Connor began guitar lessons at age 6 and won his first classical/flamenco competition at 10. At age 12, O'Connor released the first of his six albums on the Rounder label; by 17 he had won a number of major fiddle contests and performed with Ricky Skaggs, Marty Stuart, and Steve Wariner. O'Connor's career flourished in the early '80s when he toured with Doc and Merle Watson, John McEuen, Chris Hillman, and Peter Rowan.

The much-in-demand studio musician has played on more than 450 recordings (including those of Randy Travis, Hank Williams Jr., Reba McEntire, and the Judds) since moving to Nashville in 1983. He's been nominated five consecutive years as CMA's Instrumentalist of the Year and has won three Academy of Country Music Best Fiddler awards.

• **Signing:** After deciding to devote more time to composing and performing his own music, O'Connor signed with Warner Bros./Nashville in '85. Since then he's released four New Age and Con-



Mark O'Connor

temporary albums.

• **Songs:** O'Connor wrote ten of the 15 songs on the current album, integrating bluegrass, Cajun, rockabilly, and Texas swing. "Restless," the first single, features vocals and guitar work by Skaggs, Wariner, and Vince Gill. "I wanted to capture the feel of the different elements that make up country music. I haven't done a traditional country music album of my own since I was 13. I figured this was the time to do it."



MIKE KINOSHIAN

Radio Romance Runs Rampant

Although overnights are commonly referred to as graveyard shifts, 7pm-midnight is the real graveyard for many ACs. Remedies to pump up night numbers have ranged from soft Jazz to Classic Rock. But the programming device ACs have employed most often is "Love Songs."

KESZ/Phoenix APD/MD/evening personality Carla Foxx nurtures what she proudly calls her "baby" — the station's nightly (8pm-midnight) "Affection Connection," an exclusively request-driven feature. "I'm one of the only people in the country who does an all-request show because I have the programming skills for it," Foxx maintained. "I care so much about this show and believe I'm doing a good thing for people; I've found my niche."

"In the beginning [about two years ago], we played anything that had to do with love just to let people know we were audience-involved. I want people to think they can't go to bed without listening to our show."

Special Requests

The show's popularity was evident this past Valentine's Day, when Foxx extended "Affection Connection" to seven hours. She said dedication requests via phone, fax, dropoff, and mail totaled 2400. "The phones never stopped ringing, and we didn't put anybody on hold. There's never been a TV spot, print ad, or billboard for the show. It's all been word-of-mouth."

Certain market factors and common programming principles influence the blend of Foxx's show. "In Phoenix, I'd never play two black songs back to back, or more than three females or duets consecutively. You have about three minutes to figure out if songs are from the same era or have the same feel. The host of a show like this can't daydream or be easily distracted."

To would-be "Love Songs"-type hosts, Foxx further advised, "Don't be degrading or condescending to listeners. The music — not the announcer — is there to set the mood. I'm a human being and a friend to my listeners. I'm not a know-it-all, but I know about relationships."

Foxx prefers to give the show an adult lean, and refrains from putting youngsters on the air. "They don't have anything valuable to say. Adults tell me they're in love and are able to give reasons why; kids can't."

Sincerity Vs. Sappiness

"Love Lines From The Heart," a component of "Affection Connection" that features a special love letter, now airs once a night.



Carla Foxx

"['Love Lines . . .'] used to be on once an hour, but stopped being special," Foxx noted. "Now I do them once a night in the middle of the show [at 10pm]."

"When I read that letter on the air, I'm not Carla Foxx — I'm whoever wrote the letter. It's not done

in a sappy manner; it's sincere, and people can hear that in my voice. Having only one letter per night also raises our time spent listening because there's less talk."

Additionally, there's one hourly planned on-air call. "In rare in-

"Love will never go away, and people will do anything for it . . . These highly emotional shows will always work at night, provided the right person hosts them."

— Carla Foxx

stances, such as during the Gulf war, we did three an hour," Foxx said. "We do full dedications with dialogue between the caller and me. Calls are about a minute long and are in addition to straight dedications we do over song intros."

'Love Lites': A Capital Idea

WLTT/Washington's answer to typical AC nighttime ratings doldrums is "Love Lites." The year-old show, hosted by staffer Beverly Fox, airs 7pm-midnight.

"It's critical that talent on these shows create a special mood," remarked WLTT PD Chuck Morgan. "Programs like 'Love Lites' should have an entirely different feel from other dayparts. Things should be kept low-key, with nothing smacking of hype. People should be able to tune in, relax, get in the mood, escape the day's pressures, and come away with a feeling of intimacy."

"The music should set the mood and run the show. Letting the music be the star and creating the right atmosphere with the proper dedications are enhancements announcers can make."

Only about one of every four "Love Lites" callers dials in with "down"-type requests. "They usually like to hear songs dealing with unrequited love," Morgan noted. "We're more than happy to play what they want because shows like this should run the gamut of emotions."

During the day, WLTT promotes playing four in a row. That posture, however, is dropped during "Love Lites," when tempo is one of Morgan's greatest concerns. "I never play two medium songs in a row;



Chuck Morgan

it's primarily slow, with a secondary emphasis on medium-tempo songs. We try getting people on the air with their dedications and requests, and play light jazz as they're talking."

From a programming standpoint, "Love Songs"-oriented shows present PDs with various promotional opportunities. Noted Morgan, "We do contests with prizes like getaway weekends, which are stratified for couples."

Mood Breakers

Unlike music on KESZ/Phoenix's "Affection Connection," WLTT's "Love Lites" is prepro-

Love Songs: A 50/50 Proposition

A recent poll of approximately 100 music-intensive ACs revealed 47.9% slotted nightly "Love Songs"-type programming.

Appropriately enough, the most popular name for these kinds of shows is "Love Songs." Following is the complete list of poll choices, in order of preference (note: all figures are rounded):

Program Title	Percentage
"Love Songs"	37.7%
"Night Light"/"Nite Lite"	11.1%
"Lights Out"	8.8%
"Love Light"/"Love Lite"	8.8%
"After Dark"	6.6%
"Pillow Talk"	6.6%
"Love Notes"	4.4%
"Affection Connection"	2.2%
"Between The Sheets"	2.2%
"Love Line"	2.2%
"Love Sounds"	2.2%

"Night Songs For Lovers"	2.2%
"Night Tracks"	2.2%
"Quiet Storm"	2.2%

Nearly 75% of stations airing this type of programming do so from 7pm-midnight, 8pm-midnight, or 9pm-midnight:

Time	Length	Percentage
9pm-midnight	3 hours	27.6%
7pm-midnight	5 hours	25.5%
8pm-midnight	4 hours	21.2%
10pm-midnight	2 hours	10.6%
7pm-1am	6 hours	4.2%
8-10pm	2 hours	4.2%
6pm-2am	8 hours	2.1%
9pm-1am	4 hours	2.1%
10-11pm	1 hour	2.1%

The majority of the messages are 'I love you,' 'I miss you,' or 'I want you back.'"

Fan Male

The show receives approximately 125 letters per week; listeners even send thank-you notes for playing requested songs. More than 300 such pieces of mail are posted in Foxx's office. In addition to playing requests, Foxx also sends out free cassettes of the dedications, recorded live during the show.

The most requested love song by far on "Affection Connection" is

Chicago's "You're The Inspiration." Remarked Foxx, "It's followed by 'Always And Forever' by either Heatwave or Whistle."

Confident that shows of this type will be around indefinitely, Foxx — who, incidentally, said men are more romantic than women — noted, "Love will never go away, and people will do anything for it. The most intelligent men and women in the world will do the dumbest things for love. These highly emotional shows will always work at night, provided the right person hosts them."

grammed. "Our announcers have the option of playing dedications four times an hour. The requests must fit the essence of the show."

"Sometimes we get weird requests for songs that don't fit what we're trying to accomplish. Songs like 'Cherish' (Madonna), 'You Got It' (Roy Orbison), 'Kokomo' (Beach Boys), 'Maneater' (Hall & Oates), and 'Club At The End Of The Street' (Elton John) break the mood of shows like this and aren't played. Generally, we can get callers to give us alternative choices."

Initially, Morgan injected album cuts into the show, but backed off in favor of airing established hits. "Nearly everything we play is familiar, but we've broken new songs into the show. For example, Mariah Carey's 'I Don't Wanna Cry' fits perfectly with what we're doing."

Other examples Morgan cited included Oleta Adams's "Get Here," Rick Astley's "Cry For Help," and Timmy T.'s "One More Try." The show's frequently requested tunes include Restless Heart's "I'll Still Be Loving You," Kenny Rogers's "Lady" and "Through The Years," and Chicago's "If You Leave Me Now."

No Overnight Success

Morgan advocates this kind of special programming. "This gives

"The music should set the mood and run the show. Letting the music be the star and creating the right atmosphere with the proper dedications are enhancements announcers can make."

— Chuck Morgan

you a good vehicle to recycle listeners. The opportunity to gain added tune-in is there because you're offering something different. For a competitive edge, programmers will have to continue doing this because many stations play the same songs. There are always station comparisons. So if you can offer listeners something different — yet still be in the same lane — shows like this can offer benefits.

"But they take a long time to really kick in. In this age of instant gratification, broadcasters must give things like this a chance and stop looking for overnight results."

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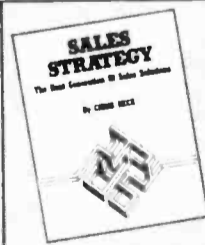


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SCOTT EDWARDS

... is available now to program your AC/CHR. Offering leadership, credibility, and stability. Past markets include Wilmington, Richmond, Mobile, and Raleigh. Ready to go to work for a stable company that is serious about winning! Call now, (919) 458-3311. Excellent References.

Weekend AT seeks FT position in OH/PA. Currently AC, seeking CHR/AOR/AC. SIMON: (216) 896-2771. (4/12)

Funny, controversial, hardworking AT misses radio. Three years experience, last gig Atlantic City. Currently stand-up comedian. JEFF: (908) 574-9359. (4/12)

PT CHR AT seeks FT gig. Team player. KEN: (916) 488-6209. (4/12)

Fabulous female seeks West coast gig. News/sports/airshift/great voice/smart. AMY: (702) 786-2849. (4/12)

Soft AC OM/AT. Aggressive, take-charge team player. Seeking small market. Programming and computer experience. GEORGE: (216) 544-3706. (4/12)

Lots to offer. Country personality with eight years experience including two years APD/MD with two rated stations. ART OPERMANN: (303) 686-5645. (4/12)

Primed and ready to face off against your competition. Successful medium market promotion director and solid CHR AT. DAN: (502) 825-4117. (4/12)

JACK DOODLE CHR • AOR • AC

Professionalism on & off the air
8 yrs.exp. at top Dayton OH stations
experienced in every day part
exp. in programming & promotions
(614) 792-6705

I'm still seeking a position. JIM DAVIS: (803) 774-3674. (4/12)

Merooned on satellite. Ten year AT/production director adrift in space. Upbeat Oldies/Country in sunbelt or West. LARRY: (702) 878-2474. (4/12)

Experienced, highly motivated AT seeks advancement. Solid airwork, strong production, team player. AC/Oldies/Country. DAVE: (712) 262-7954. (4/12)

Hey So, CA! This traffic reporter is an AT too. Listen to me on 95.9FM KEZY LA or OC. LAUREN LIPPS: (213) 809-7329. (4/12)

Experienced AT with great pipes seeks full or PT work in FL. Close to the beach. DOUG: (618) 235-5226. (4/12)

Major market NAC announcer currently seeking offers. JAMES: (408) 247-2038. (4/12)

Dedicated creative MD with multiple format experience, in-flight audio entertainment, commercial public radio. Strong production. LA: (213) 896-9324. (4/12)

POSITIONS SOUGHT

AT/APD/Production director at Portland suburb seeks next step. Experience in AC/CHR/Country/Oldies. GLENN: (503) 538-8580. (4/12)

Dishing out the Oldies. Station's gone satellite. Four year pro seeks new gig. Pipes and production, will consider anything. KEN: (203) 599-3593. (4/12)

Tom Cruise looks like me. Love appearances. Seeking medium or large market AC/CR. Three years experience AC/CR. Love FL. DAVE: (313) 750-9957. (4/12)

Experienced P2 AT with AE experience seeks FT at CHR/AC station. Great voice, production, team player. PAUL: (209) 529-5665. (4/12)

Working AT seeks challenge. Wild great phones and copy. 8-track genius. Can up link for national phones. DENNIS MICHAELS: (805) 257-4999. (4/12)

RADIO IS MY HOBBY

Professional workaholic immediately available. Contemporary formats preferred but enjoy all music. Recently middays on Midwest Classic hits FM. Prefer sunbelt but willing to move anywhere. Call Robin at (217) 932-4925.

Experienced overachiever seeks long-term relationship with CHR/AC/AOR. Former PD/MD/PMD, currently network production director. Rebuilds a specialty. JEFF: (407) 294-1164. (4/12)

Seeking full or PT. west NY or northwest PA. Eight years on-air experience. ED: (716) 483-2633. (4/12)

Authentic teenage idol seeks FT with large Midwest Oldies station. Great production, specialty shows. MIKE: (217) 328-4286. (4/12)

Seeking radio programming and creative development. TONY DEC: (213) 896-9324. (4/12)

Smooth Country delivery. Six year veteran seeks to scoot my boots into any shift with a medium S/SW market. T.J. MAXX: (407) 627-2532. (4/12)

Radio's best copy. College graduate with four years pro experience seeks copywriter/announcer gig in medium market. KEVIN: (814) 472-5352. (4/12)

College and broadcasting school graduate with advertising, sales and management experience seeks on-air position. Energetic team player. CHARLIE: (317) 299-9130. (4/12)

Gonzo Greg. KNAC/LA morning dude. Not responsible for listeners who spontaneously explode. Available now. (213) 433-5614. (4/12)

Jack Doodle CHR/AOR/AC. Eight years experience at Top Dayton stations. For hardwork and professionalism call me. (614) 792 6705. (4/12)

The world's most dangerous Dan. The morning patriot missile that will shoot down your competition. CHR/AC/Gold. Top '50s only. (319) 355-4530. (4/12)

8-TRACK WIZARD!

Off-air pro seeks large market challenge. Award winning spots and promos, character voices, creative copy. Can bring excitement, creativity and organization to your production department. Excellent credentials. **LARRY JAMES, (205) 340-0743.**

If it's talent you seek, I have it. AT seeks gig at UC/AT station. KIMBERLY: (912) 232-0492. (4/12)

Writing, multitrack, keyboard experienced production director seeks a move now! No revolving doors. (717) 295-4525. (4/12)

Weekend AT currently with CHR in central IL seeks to dive in with both feet to a small or medium market CHR/AC/AOR. BRETT: (309) 693-0906. (4/12)

Team player seeks FT on-air. Armed Forces radio graduate with major market internship experience. Will relocate and am reliable. SAM: (213) 305-9683. (4/12)

Conservative, controversial talk show host of first ever radio talk show on Armed Forces Network seeks innovative station in major market. DON: (512) 464-6327. (4/12)

Top news pro and/or sidekick available for West or South. 23 years experience can do it all. RON SHAPLEY: (319) 388-0825. (4/12)

Publicist; looking for position in radio or records. I have previous experience in starting a PR department from scratch. BEN: (213) 878-6352. (4/12)

California. Seeking fulltime position. 20 years in all size markets. All offers considered. Currently in Fresno. NEIL: (209) 827-6842. (4/12)

Current on-air personality seeks fulltime radio gig. Willing to relocate. Strong voice. Call JOE: (216) 428-1037. 2 years experience. (4/12)

Experienced AT/AE seeking fulltime work anywhere in Florida. DAVE: (314) 275-7967. (4/12)

Reliable, flexible talent looking for position in central north-east Ohio, western PA. Let my foot in the door. I'll prove the rest. JOHN D. YUTZEY: (216) 823-7024. (4/12)

Need affordable, reliable sports talent? 2 yrs. exp. sports talk/PBP. Outspoken, opinionated, encyclopedic, exhilarating GREG: (717) 626-1388. (4/12)

POSITIONS SOUGHT

Seeking NT or FSA in NE for long-term relationship. Satisfaction guaranteed. JOHN: (207) 283-0855. (4/5)

Energetic seven-year pro with major market experience. Love CHR/AOR, don't wait, call today. CHRIS M: (713) 534-2858. (4/5)

PD/MD P3 CHR/P2 AOR experience. TODD: (501) 442-0166. (4/5)

Bite me!! I'm a starter sitting on the bench. Let me play and we'll go to the Series. TIM: (702) 825-0171. (4/12)

27 year major market veteran seeks AT/PD/Management. Will relocate for right opportunity. Call DICK POWER at (617) 848-4222. (4/12)

Top News pro and/or sidekick available for West or South. 23 years experience. Can do it all. RON: (319) 388-0825. (4/12)

I write and produce major market creative commercials. I generate sales revenue. I win awards. I could go on and on. (216) 226-3074. (4/5)

I quadrupled morning numbers in Top 70 market and need a new challenge. All markets, formats considered. JIM GALLAGHER: (207) 622-5825. (4/12)

13 year programming vet. Start-up and turnaround specialist. Have and can do it all. Let's make money together. MR. KRIS-TOPHER: (407) 859-1100. (4/12)

ARCHER IS AVAILABLE

- Executive Producer, Rocky Allen Show, WPLJ/NY
 - Host, Archer & Rusty Show, WPLJ/NY
 - Host, Archer & the Breakfast Q, KXYQ/Portland
 - Production Director, KKRZ/Portland
 - Creative Producer/John Lander's Hit Music USA
 - Creative Producer, Q-Zoo, KKBQ/Houston
 - ADPC Creative Consultants
- Will host, markets No. 10-30
Will be creative producer/talent,
markets No. 1-9
ARCHER DUSABLON, (212) 541-9501

13-year veteran wants to become part of winning N/T or FSA team in NE PD. producer, announcer-whatever you need JOHN. (207) 283 0855. (4/12)

26,900 gets you a morning team. News, sports, characters, parody spots ... (803) 785-3353 (4/12)

P2 AT/Programmer looking to help you with 18-33's or 25-40's. Call FRANK JR: (617) 659-4229. (4/12)

13 year pro with top ratings in NYC. Currently at WBLS seeking change. Call LANCE HAYES at (908) 352-7781 or (212) 951-0114 Beeper. (4/12)

Major market talent seeking PM Drive/Production. I'll do your ID's, stagers, and promo's for less. Now heard in SF Bay area. TV or radio. TOMMY LEE: (408) 476-1480. (4/12)

Talk Radio Host. Want to shake things up? Politically outspoken, controversial, challenging & stimulating. WALTER JACOBSON: (818) 985-4992. (4/12)

Young, experienced, broadcaster for hire. Can do it all. Anchor, PBP, report. Seeking sports and/or news position. For a professional sound, MARIO: (703) 885-7862. (4/12)

Wave crashed-Breeze blown? NAC-JAZZ-New Age programmer can and will show you how to locally target and produce results. MICHAEL HART: (619) 466-4330 messages. (4/12)

The psychiatrists say that I'm no longer a threat to society. Let's prove them wrong together, shall we? (519) 256-7909. (4/12)

LA AT/PD/OM/MD, KIIS-FM, KKHR, callout, focus groups. Seeking next challenge. CRAIG POWERS: (714) 759-7694. (4/5)

Not a time and temp record spinner. Creative entertainer with great audience rapport seeks airwork. GERALD: (818) 986-8443. (4/5)

Got the seeking news, blues? Let me fill the void. Eight-year veteran seeks small/medium market within 80 miles of Baltimore. CHRIS: (301) 750-9398. (4/5)

Seattle and Portland! Versatile, warm, 11-year pro willing to toil for AC/Oldies/Country powerhouse IAN: (503) 688-9378. (4/5)

Authentic teenage idol seeks FT at large Midwest Oldies station. Great production and specialty shows. MIKE: (217) 328-4286. (4/5)

Versatile Announcer/ND seeks long term. Loyal/detail-oriented/non-smoker. Prefer West or New England. J.M.: 324 Champlin, Henderson, NV 89015. (4/5)

So. Cal or Texas coasts. Nine years' CHR/AC/UC/Country with two years' in the majors. Let's talk. CHIP: Prodigy CWMD77C or (206) 759-4266. (4/5)

I make Selector jump through hoops. Great pipes, good attitude, available immediately. WAYNE: (504) 927-1367. (4/5)

Creative hardworking AT seeks full or PT in FL. Any format. Trivia whiz with musical background. BOB: (716) 652-0548. (4/5)

Seasoned CT/NY News veteran available. MARTY: (203) 795-4927. (4/5)

POSITIONS SOUGHT

West central TX area. 15-year pro AT seeks FT position in medium market. PD, MD, experienced PBP, great production team player. DAVE: (915) 677-3283. (4/5)

Adult communicator seeks advancement. Solid airwork, strong production, team player. AC/Oldies/Country. DAVE DANIELS: (712) 262-7954. (4/5)

Available now! 12-year veteran of AOR/CHR/AC. All markets, all areas. MARK ST. JOHN: (305) 940-8159. (4/5)

Energetic, witty innovative 28-year old seeks small/medium NR/AOR/CHR for meaningful relationship. Will travel to meet your needs. LEN: (813) 985-4875. (4/5)

Selector problems? I can run it with my eyes closed. Experienced midday APD/MD/AT. AOR/CHR/AC. Available now. DAN: (312) 769-6218. (4/5)

Experienced AT seeks new challenge with local professionals in Southern California. KRISTEN: (714) 645-6922. (4/5)

College graduate with pro experience seeks first or second engineering position. Diverse experience in all media. RANDAL WILLIAMS: (714) 651-8397. (4/5)

They're married She's overnights in Cedar Rapids, He's mornings/MD in IL. Only in radio, right? Help put us together. (815) 758-7541. (4/5)

Coastal Carolina. PT to AMD, six years' in #130 market. Seeking to conquer the coast. PT/FT, any shift, AOR/CHR, or most any format. PHIL: (914) 344-8464. (4/5)

Alabama's best PBP. Huntsville's best sportscaster seeks new team. Excellent writer. News experience too. Solid work ethic. DAN: (205) 729-1356. (4/5)

Experienced AT seeks FT anywhere on the Florida coast. Any shift. DOUG: (618) 235-5226. (4/5)

MISCELLANEOUS

Many of this award-winning creative director's :30 spots are funnier than most :60's ... (so imagine what my :60's sound like!) ... (216) 226-3074. (4/12)

R&R Opportunities Display Advertising

DISPLAY: \$60 per inch per week (maximum 35 words per inch including heading). Includes generic border. Add ½ inch and \$30 if logo, custom border or larger heading required.

BLIND BOX: \$75 per inch per week including heading, box number and R&R's address. Add ½ inch and \$37 if custom border or larger heading required. Rate includes generic border, box number and postage/handling.

Payable In Advance

Display & Blind Box Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail except for credit card orders which are also accepted by fax: (213) 203-8727. Visa, MC, AmEx accepted. Include name as it appears on credit card expiration date and phone number. Blind box responses are sent to advertisers every Thursday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to: R&R Opportunities, 1930 Century Park West, Los Angeles, CA 90067. Fax: (213) 203-8727.

R&R Opportunities Free Advertising

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

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8½" x 11" company/station letterhead and are accepted only by mail or fax: (213) 203-8727. Address all 20-word ads to R&R Free Opportunities, 1930 Century Park West, Los Angeles, CA 90067.

Free listings are on a space availability basis only.



BREAKERS

MICHAEL BOLTON

Love Is A Wonderful Thing (Columbia)

61% of our reporters on it. Rotations: Heavy 9, Medium 32, Light 34, Total Adds 75 including WALK, WSTR, KVIL, WUSA, WSNY, KLSI, WMYX, KBIG, KOST, B100. Debuts at number 15 on the AC chart.

WHITNEY HOUSTON

Miracle (Arista)

59% of our reporters on it. Rotations: Heavy 2, Medium 42, Light 29, Total Adds 23 including WLTT, 2WD, KS95, KKCW, B100, KLSY, WJBR, WLMX, WMAG, WMGN. Moves 26-19 on the AC chart.

LONDONBEAT

I've Been Thinking About You (Radioactive)

58% of our reporters on it. Rotations: Heavy 26, Medium 32, Light 13, Total Adds 12 including WUSA, KS95, WYYY, WRAL, WKDQ, WLHT, KCIX, KWAV, KKLD, KLTA. Moves 17-11 on the AC chart.

CELINE DION

(If There Was) Any Other Way (Epic)

54% of our reporters on it. Rotations: Heavy 10, Medium 40, Light 17, Total Adds 9, WLTS, WUSA, KS95, KKCW, WARM, KELT, KISC, KKLD, KIDX. Moves 22-18 on the AC chart.

NEW & ACTIVE

HARRIET "Temple Of Love" (East West) 59/4

Rotations: Heavy 9/0, Medium 35/1, Light 15/3, Total Adds 4, WUSA, KESZ, KKCW, KPAYFM. Heavy: WKYE, WQHQ, KKMJ, WAHR, KRAV, KRNO, KJOY, KVIC, KSTR. Medium including WMTX, B100, WLEV, WGLL, WOBM, WHYNFM, WARM, WZNY, WLMX, WTCB, KELT, KMJC, WKDQ, WCRZ, 3WM, KTHT, KISC, WZID, WKSJ, WSGY, KRLB, WNMB.

OLETA ADAMS "Circle Of One" (Fontana/Mercury) 49/17

Rotations: Heavy 1/0, Medium 12/4, Light 36/13, Total Adds 17, WARM98, WZNY, WTFM, WKDQ, WCRZ, WLHT, KGBX, KJOY, KKLD, WKWK, WTKT, WFFX, WGNL, WIHN, WQLH, KIZZ, KKSR. Heavy: KPAYFM. Medium including KKCW, WOBM, KELT, WMGN, KRNO, WSGY, KTYL, KZLT. Light including WMTX, KLSI, KLCY, WLEV, WEBE, WKYE, WGLL, KKMJ, WXTC.

DAVE KOZ "Nothing But The Radio On" (Capitol) 45/6

Rotations: Heavy 2/0, Medium 21/2, Light 22/4, Total Adds 6, WWL, WARM98, KOSI, KRNO, KJOY, KKLD. Heavy: WGLL, KPAYFM. Medium including KESZ, WKYE, WOBM, WAHR, KRAV, KMJC, WMGN, 3WM, KSSKFM, KISC, WNMB, WFFX, KTYL, WIHN, WQLH, KIZZ, KKSR, KIDX, KSTR. Light including KKCW, KLCY, WLEV, WEBE, WQHQ, WARM, WZNY, KKMJ.

REMBRANDTS "Just The Way It Is, Baby" (Atco) 44/9

Rotations: Heavy 8/1, Medium 24/2, Light 12/6, Total Adds 9, WAHR, WWSN, WGLQ, KGBX, KRNO, WKSJ, WTKT, KSTR, KCMJ. Heavy including WKQX, WKYE, WGLL, WDLX, WSGY, KTDY, KVIC. Medium including B100, WLEV, WOBM, WMGS, KKMJ, WMAG, KELT, KRAV, KMJC, WCRZ, KRLB, WNMB, WFFX, KTYL, WIHN, KZLT, WQLH, WQLR, WLDR.

ANNA MARIE "This Could Take All Night" (MCA) 42/7

Rotations: Heavy 1/0, Medium 21/1, Light 20/6, Total Adds 7, KLCY, WEBE, WQHQ, WAHR, WTKT, WFFX, WIHN. Heavy: KZLT. Medium including KGBY, KLSY, WLEV, WKYE, WGLL, WOBM, KKMJ, KRAV, WCRZ, 3WM, WSGY, WNMB, KTYL, KVIC, WQLR, KIZZ, WLDR, KIDX, KKAZ, KSTR. Light including WMTX, WUSA, WWSN, WZNY, WXTC, WTFM, KELT.

JUDE COLE "Compared To Nothing" (Reprise) 35/2

Rotations: Heavy 0, Medium 17/1, Light 18/1, Total Adds 2, WOBM, KKSR. Medium including KMMX, WZNY, WDLX, WAHR, WRVR, KRAV, WSGY, WNMB, WFFX, KTYL, KVIC, KZLT, WQLR, WLDR, KIDX, KPAYFM. Light including WKQX, KLSI, KLCY, B100, WLEV, WEBE, WKYE, KKMJ, WTCB, KELT, KMJC, 3WM, KEZA, WMTFM, KIZZ, KMAJ, KKAZ.

DONNY OSMOND "Love Will Survive" (Capitol) 32/11

Rotations: Heavy 0, Medium 9/2, Light 23/9, Total Adds 11, WLTT, WWSN, KOST, KGBY, WEBE, WOBM, KKMJ, WTCB, WMGN, KVIC, KIDX. Medium including WMAG, KRAV, WSGY, WFFX, KZLT, WQLR, KSTR. Light including WMYX, KESZ, WLEV, WKYE, WRVR, KELT, 3WM, KEZA, KTDY, WNMB, WMTFM, WQLH, WLDR, KKAZ.

LISA FISCHER "How Can I Ease The Pain" (Elektra) 32/7

Rotations: Heavy 1/1, Medium 5/0, Light 26/6, Total Adds 7, WKYE, WARM, WAHR, WRVR, KTDY, KIDX, KPAYFM. Medium: WOBM, KELT, WFFX, KTYL, KZLT. Light including WLEV, WEBE, WGLL, KKMJ, WTCB, WTFM, KRAV, KMJC, 3WM, KTHT, KKLD, WSGY, KEZA, WNMB, KVIC, WMTFM, WQLR, WLDR, KKAZ, KSTR.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 RICK ASTLEY	122/0	109	11	2
2 WILSON PHILLIPS	118/0	97	18	3
3 AMY GRANT	114/1	91	22	1
4 ROBERT PALMER	104/4	78	22	4
5 ROD STEWART	107/1	71	32	4
6 TIMMY T.	104/2	69	26	9
7 GLORIA ESTEFAN	94/0	51	34	9
8 VOICES THAT CARE	98/6	39	39	20
9 ALABAMA	77/3	48	17	12
10 MARIAH CAREY	88/16	18	47	23
11 LONDONBEAT	71/12	26	32	13
12 BETH NIELSEN CHAPMAN	70/7	28	29	13
13 WHITNEY HOUSTON	69/0	19	36	14
14 STEVIE B	69/4	17	40	12
15 MICHAEL BOLTON	75/75	9	32	34
16 DARYL HALL & JOHN OATES	65/0	16	37	12
17 MARIAH CAREY	57/0	18	29	10
18 CELINE DION	67/9	10	40	17
19 WHITNEY HOUSTON	73/23	2	42	29
20 STING	53/0	12	30	11
21 HARRIET	59/4	9	35	15
22 STYX	46/0	11	23	12
23 REMBRANDTS	44/9	8	24	12
24 ALIAS	43/0	10	21	12
25 DAVE KOZ	45/6	2	21	22
26 OLETA ADAMS	49/17	1	12	36
27 ANNA MARIE	42/7	1	21	20
28 RUSSELL HITCHCOCK	39/0	6	23	10
29 CELINE DION	34/0	11	14	9
30 CHRIS ISAAK	37/0	6	24	7

MOST ADDED

- MICHAEL BOLTON (75)
- WHITNEY HOUSTON (23)
- GLORIA ESTEFAN (18)
- OLETA ADAMS (17)
- MARIAH CAREY (16)
- LONDONBEAT (12)
- DONNY OSMOND (11)
- TEDDY PENDERGRASS (10)
- CHICAGO (9)
- CELINE DION (9)
- REMBRANDTS (9)

HOTTEST

- RICK ASTLEY (96)
- AMY GRANT (79)
- WILSON PHILLIPS (78)
- ROBERT PALMER (66)
- TIMMY T. (55)
- ROD STEWART (51)
- GLORIA ESTEFAN (32)
- ALABAMA (27)
- VOICES THAT CARE (23)
- MARIAH CAREY (13)

RIFF "My Heart Is Falling Me" (SBK) 31/2

Rotations: Heavy 2/0, Medium 13/1, Light 16/1, Total Adds 2, WENS, WOBM. Heavy: WKYE, KZLT. Medium including KVIL, WEBE, WGLL, KKMJ, WTCB, WAHR, KELT, KMJC, 3WM, KTHT, WNMB, WQLR. Light including B100, WLEV, WQHQ, WARM, WZNY, WRVR, WRMF, WCRZ, KEZA, KTYL, KVIC, KIZZ, WLDR, KKAZ, KCMJ.

MICHAEL W. SMITH "Place In This World" (Geffen) 28/1

Rotations: Heavy 3/0, Medium 15/0, Light 10/1, Total Adds 1, B100. Heavy: KMGL, KIZZ, KKAZ. Medium: KMMX, WWSN, WLEV, WKYE, WGLL, WOBM, KKMJ, WAHR, WNMB, KVIC, KLTA, KZLT, WQLR, KIDX, KSTR. Light including KLSI, KESZ, WTCB, WRVR, KMJC, WCRZ, WKSJ, KTYL, WLDR.

MARC COHN "Walkin' In Memphis" (Atlantic) 27/3

Rotations: Heavy 0, Medium 13/1, Light 14/2, Total Adds 3, KMMX, KELT, WFFX. Medium including WKYE, WOBM, KKMJ, 3WM, WSGY, WNMB, KTYL, KVIC, KZLT, WQLR, KIDX, KKAZ. Light including WMTX, WARM98, B100, WLEV, WEBE, WGLL, WRVR, KRAV, KMJC, KEZA, WLDR, KSTR.

STYX "Love At First Sight" (A&M) 26/3

Rotations: Heavy 0, Medium 10/0, Light 16/3, Total Adds 3, WKQX, KRAV, KEZA. Medium: WKYE, WMGS, WDLX, WAHR, 3WM, WNMB, WFFX, WIHN, WQLR, WLDR. Light including WWSN, KLSI, WMYX, WLEV, WGLL, KMJC, WSGY, KTDY, KVIC, KZLT, KIDX, KKAZ.

LALAH HATHAWAY "It's Somethin'" (Virgin) 26/1

Rotations: Heavy 0, Medium 9/0, Light 17/1, Total Adds 1, WQLR. Medium: KESZ, WGLL, WTCB, WRVR, WMGN, 3WM, WNMB, KTYL, WLDR. Light including WARM98, WENS, WLEV, WKYE, KKMJ, KKMJ, KELT, KMJC, KTHT, KKLD, KVIC, WMTFM, KZLT, KKSR, KKAZ, KSTR.

CARLY SIMON "Holding Me Tonight" (Arista) 20/0

Rotations: Heavy 2/0, Medium 10/0, Light 8/0, Total Adds 0, Heavy: KPAYFM, KSTR. Medium: WTCB, WAHR, WRVR, KJOY, WSGY, WNMB, KTYL, KVIC, WMTFM, KZLT. Light: WZNY, KMJC, KKLD, KEZA, WQLH, WQLR, WLDR, KIDX.

JONI MITCHELL "Come In From The Cold" (Geffen) 19/2

Rotations: Heavy 0, Medium 5/0, Light 14/2, Total Adds 2, KKCW, WNMB. Medium: KMMX, WLEV, WGLL, WAHR, KIDX. Light including WARM98, WKYE, KKMJ, WMGN, 3WM, KKLD, WFFX, KTYL, KVIC, KZLT, WQLR, KKAZ.

YANNI "Swept Away" (Private Music) 19/2

Rotations: Heavy 1/0, Medium 6/0, Light 12/2, Total Adds 2, KKMJ, WQLH. Heavy: KKCW. Medium: WTCB, WAHR, WRVR, KRAV, WMTFM, KIZZ. Light including KESZ, WLEV, WKYE, KKMJ, KTYL, KZLT, WQLR, WLDR, KIDX, KKAZ.

GLORIA ESTEFAN "Seal Our Fate" (Epic) 18/18

Rotations: Heavy 0, Medium 5/5, Light 13/13, Total Adds 18, WSTR, WLEV, WKYE, WGLL, WMGS, KRAV, KMJC, WSGY, KEZA, KTDY, KRLB, WNMB, WFFX, KVIC, KZLT, WLDR, KKAZ, KSTR.

ROXETTE "Joyride" (EMI) 17/3

Rotations: Heavy 5/0, Medium 8/0, Light 4/3, Total Adds 3, KYKY, WDLX, WQX. Heavy: B100, WKYE, WMGS, KRLB, KVIC. Medium: WMTX, WAHR, KRAV, WSGY, KTDY, KKAZ, KSTR, KCMJ. Light including WKQX.

GINO VANNELLI "If I Should Lose This Love" (Vie/BMG) 16/3

Rotations: Heavy 1/0, Medium 1/0, Light 14/3, Total Adds 3, WLTS, WAHR, WRVR. Heavy: KPAYFM. Medium: WQLR. Light including KLSI, KESZ, WKYE, WTCB, KMJC, KKLD, WNMB, KVIC, KIZZ, KIDX, KKAZ.

SIGNIFICANT ACTION

ROBERT CRAY BAND "Bouncin' Back" (Mercury) 11/0

Rotations: Heavy 0, Medium 3/0, Light 8/0, Total Adds 0, Medium: KKMJ, KPAYFM, KSTR. Light: B100, WGLL, WDLX, WNMB, KVIC, KZLT, WQLR, KKAZ.

TEDDY PENDERGRASS "It Should Have Been You" (Elektra) 10/10

Rotations: Heavy 0, Medium 0, Light 10/10, Total Adds 10, WTCB, KELT, KRAV, 3WM, WNMB, KTYL, KVIC, KZLT, WQLR, WLDR.

CHICAGO "Explain It To My Heart" (Full Moon/Reprise) 9/9

Rotations: Heavy 0, Medium 1/1, Light 8/8, Total Adds 9, WLEV, KMJC, 3WM, WNMB, KTYL, KVIC, KZLT, WQLR, KKAZ.

EXTREME "More Than Words" (A&M) 9/7

Rotations: Heavy 0, Medium 3/2, Light 6/5, Total Adds 7, WGLL, WMGS, KMJC, WWSN, KRLB, KVIC, WQLR. Medium including B100. Light including WRMF.

STARSHIP "Good Heart" (RCA) 8/8

Rotations: Heavy 0, Medium 1/1, Light 7/7, Total Adds 8, KMJC, WFFX, KTYL, KVIC, KZLT, KKAZ, KPAYFM, KSTR.

ALEXANDER O'NEAL "All True Man" (Epic) 8/0

Rotations: Heavy 0, Medium 3/0, Light 5/0, Total Adds 0, Medium: KELT, KTHT, KRLB. Light: B100, KMJC, KKAZ, KSTR, KCMJ.

BIG DISH "Miss America" (East West) 7/2

Rotations: Heavy 0, Medium 2/0, Light 5/2, Total Adds 2, KKMJ, KZLT. Medium: KMMX, WQLR. Light including WKYE, KVIC, KKAZ.

LORI RUSO "I'm Gonna Be" (Cypress) 7/0

Rotations: Heavy 0, Medium 3/0, Light 4/0, Total Adds 0, Medium: KKCW, WQLR, KIDX. Light: KESZ, KMJC, KKAZ, KSTR.

CATHY DENNIS "Touch Me (All Night Long)" (Polydor) 5/3

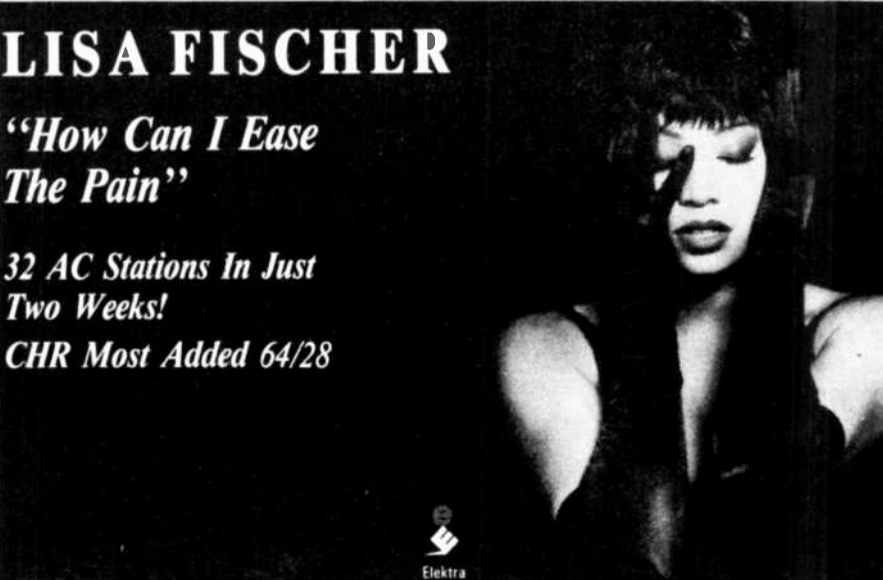
Rotations: Heavy 1/0, Medium 1/0, Light 3/3, Total Adds 3, WYXR, KTHT, KCMJ. Heavy: KRLB. Medium: B100.

SUSANNA HOFFS "Unconditional Love" (Columbia) 5/1

Rotations: Heavy 0, Medium 1/0, Light 4/1, Total Adds 1, KMJC. Medium: WQLR. Light including WNMB, KVIC, KKAZ.

TARA KEMP "Hold You Tight" (Giant/WB) 5/1

Rotations: Heavy 1/0, Medium 4/1, Light 0, Total Adds 1, KCMJ. Heavy: KRLB. Medium including B100, KELT, KVIC.



LISA FISCHER

"How Can I Ease The Pain"

32 AC Stations In Just Two Weeks!

CHR Most Added 64/28

Elektra

AC ADDS & HOTS

CURRENT-BASED

EAST

P1

WALK/Long Island
Edward/Lombardo

MICHAEL BOLTON
Hot test:
WILSON PHILLIPS
RICK ASTLEY
TIMMY T.
VOICES THAT CARE

WNSR/New York
Bob Dunphy

none
Hot test:
CELINE DION
STYX
WILSON PHILLIPS
RICK ASTLEY
AMY GRANT

WYXR/Philadelphia
Gerry DeFrancesco

CATHY DOMINI
MICHAEL BOLTON
MARIAN CAREY
VOICES THAT CARE
Hot test:
ROBERT PALMER
RICK ASTLEY
AMY GRANT
LONDOBEAT
WILSON PHILLIPS

WVLP/Providence
Bibi George

MARIAH CAREY
DAVE KOZ
VOICES THAT CARE
Hot test:
RICK ASTLEY
GLORIA ESTEFAN
MARIAN CAREY
ALABAMA
RUSSELL HITCHCOCK

WLT/Washington
Chuck Morgan

VOICES THAT CARE
WHITNEY HOUSTON
DONNY OSWOND
Hot test:
AMY GRANT
GLORIA ESTEFAN
TIMMY T.
VOICES THAT CARE
RICK ASTLEY

WLEW/Albany
Jeff Silvers

MICHAEL BOLTON
GLORIA ESTEFAN
CHICAGO
Hot test:
RICK ASTLEY
AMY GRANT
VOICES THAT CARE
ROBERT PALMER
ALABAMA

WEBS/Bridgeport
Hansen/Norman

MICHAEL BOLTON
DONNY OSWOND
ANNA MARIE
Hot test:
WILSON PHILLIPS
RICK ASTLEY
TIMMY T.
AMY GRANT
MICHAEL BOLTON

P2

WVOR/Rochester
John Elliott

none
Hot test:
WHITNEY HOUSTON
GLORIA ESTEFAN
CARLY SIMON
MARIAN CAREY
SURFACE

WOHM/Monmouth-Ocean
Downs/Devoit

JUDE COLE
RUFF
DONNY OSWOND
MICHAEL BOLTON
Hot test:
ROBERT PALMER
AMY GRANT
RICK ASTLEY
ROD STEWART
ALABAMA

WVY/FM/Springfield, MA
Bill Hess

none
Hot test:
RICK ASTLEY
AMY GRANT
ROBERT PALMER
ROD STEWART
WILSON PHILLIPS

WVON/Cincinnati
Michael Grayson

MICHAEL BOLTON
MARIAN CAREY
OLETA ADAMS
DAVE KOZ
Hot test:
RICK ASTLEY
AMY GRANT
STYX
WILSON PHILLIPS

WVNU/Cincinnati
Mathews/Maxwell

MICHAEL BOLTON
DONNY OSWOND
Hot test:
VOICES THAT CARE
WHITNEY HOUSTON
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAN CAREY

WVTV/Cleveland
Popovich/Kennedy

MICHAEL BOLTON
Hot test:
WHITNEY HOUSTON
VOICES THAT CARE
STYX
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS

WVMT/Minneapolis
Pat McKeever

WHITNEY HOUSTON
LONDOBEAT
MICHAEL BOLTON
CELINE DION
Hot test:
WILSON PHILLIPS
ROBERT PALMER
TIMMY T.
ALABAMA

WVTV/Columbus
Hallett/Munnally

MICHAEL BOLTON
ALABAMA
Hot test:
WILSON PHILLIPS
STYX
RICK ASTLEY
LOU LOMAX
WVNC/Detroit
Bob Kuechen

none
Hot test:
STYX
CELINE DION
WHITNEY HOUSTON
ROBERT PALMER
TIMMY T.

SOUTH

P1

WYYY/Syracuse
Lauber/Langmyer

LONDOBEAT
Hot test:
WILSON PHILLIPS
AMY GRANT
ROBERT PALMER
GLORIA ESTEFAN
MARIAN CAREY

WMOG/Wilkes Barre
Norton/Marriott

GLORIA ESTEFAN
MICHAEL BOLTON
EXTREME
Hot test:
ROD STEWART
VOICES THAT CARE
TIMMY T.
ROBERT PALMER
WILSON PHILLIPS

WJBR/Wilmington, DE
Kaye/Weldon

WHITNEY HOUSTON
MICHAEL BOLTON
Hot test:
WILSON PHILLIPS
AMY GRANT
ROD STEWART
RICK ASTLEY
ROBERT PALMER

KVIL/Dallas
Rhodes/Eberhart

MICHAEL BOLTON
MARIAN CAREY
Hot test:
ALABAMA
RICK ASTLEY
ROBERT PALMER
AMY GRANT
STYX

KLTR/Houston
Scarborough/Matt

none
Hot test:
GLORIA ESTEFAN
WILSON PHILLIPS
RICK ASTLEY
ROD STEWART

WLTN/New Orleans
Bob Mitchell

CELINE DION
MICHAEL BOLTON
GINO VANNELLI
Hot test:
WILSON PHILLIPS
VOICES THAT CARE
GLORIA ESTEFAN
TIMMY T.

2WD/Norfolk
Bill Curtis

WHITNEY HOUSTON
MICHAEL BOLTON
STYX
Hot test:
GLORIA ESTEFAN
ROBERT PALMER
WILSON PHILLIPS
TIMMY T.
ROBERT PALMER
RICK ASTLEY
AMY GRANT

WVWS/Wilmington, NC
Katie/Howard

MICHAEL BOLTON
WHITNEY HOUSTON
Hot test:
GLORIA ESTEFAN
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS
ALABAMA
AMY GRANT
TIMMY T.

WTCB/Columbia
Doug Spets

DONNY OSWOND
TEDDY PENDERGRASS
ALAN HATHAWAY
Hot test:
WILSON PHILLIPS
RICK ASTLEY
AMY GRANT
TIMMY T.

WMTX/Tampa
Don Schaeffer

none
Hot test:
WILSON PHILLIPS
AMY GRANT
RICK ASTLEY
ROD STEWART

P3

WZID/Manchester, NH
Tom Kallechey

none
Hot test:
GLORIA ESTEFAN
ROBERT PALMER
WILSON PHILLIPS
TIMMY T.
RICK ASTLEY

WVON/Rochester
John Elliott

none
Hot test:
WHITNEY HOUSTON
GLORIA ESTEFAN
CARLY SIMON
MARIAN CAREY
SURFACE

WOHM/Monmouth-Ocean
Downs/Devoit

JUDE COLE
RUFF
DONNY OSWOND
MICHAEL BOLTON
Hot test:
ROBERT PALMER
AMY GRANT
RICK ASTLEY
ROD STEWART
ALABAMA

WVY/FM/Springfield, MA
Bill Hess

none
Hot test:
RICK ASTLEY
AMY GRANT
ROBERT PALMER
ROD STEWART
WILSON PHILLIPS

WVON/Cincinnati
Michael Grayson

MICHAEL BOLTON
MARIAN CAREY
OLETA ADAMS
DAVE KOZ
Hot test:
RICK ASTLEY
AMY GRANT
STYX
WILSON PHILLIPS

WVNU/Cincinnati
Mathews/Maxwell

MICHAEL BOLTON
DONNY OSWOND
Hot test:
VOICES THAT CARE
WHITNEY HOUSTON
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAN CAREY

WVTV/Cleveland
Popovich/Kennedy

MICHAEL BOLTON
Hot test:
WHITNEY HOUSTON
VOICES THAT CARE
STYX
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS

WVMT/Minneapolis
Pat McKeever

WHITNEY HOUSTON
LONDOBEAT
MICHAEL BOLTON
CELINE DION
Hot test:
WILSON PHILLIPS
ROBERT PALMER
TIMMY T.
ALABAMA

WVTV/Columbus
Hallett/Munnally

MICHAEL BOLTON
ALABAMA
Hot test:
WILSON PHILLIPS
STYX
RICK ASTLEY
LOU LOMAX
WVNC/Detroit
Bob Kuechen

none
Hot test:
STYX
CELINE DION
WHITNEY HOUSTON
ROBERT PALMER
TIMMY T.

P2

WUSA/Tampa
Johnny Williams

LONDOBEAT
Hot test:
MICHAEL BOLTON
CELINE DION
HARRIET
Hot test:
ROBERT PALMER
RICK ASTLEY
AMY GRANT
TIMMY T.
LONDOBEAT

WMOG/Wilkes Barre
Norton/Marriott

GLORIA ESTEFAN
MICHAEL BOLTON
EXTREME
Hot test:
ROD STEWART
VOICES THAT CARE
TIMMY T.
ROBERT PALMER
WILSON PHILLIPS

WJBR/Wilmington, DE
Kaye/Weldon

WHITNEY HOUSTON
MICHAEL BOLTON
Hot test:
WILSON PHILLIPS
AMY GRANT
ROD STEWART
RICK ASTLEY
ROBERT PALMER

KVIL/Dallas
Rhodes/Eberhart

MICHAEL BOLTON
MARIAN CAREY
Hot test:
ALABAMA
RICK ASTLEY
ROBERT PALMER
AMY GRANT
STYX

KLTR/Houston
Scarborough/Matt

none
Hot test:
GLORIA ESTEFAN
WILSON PHILLIPS
RICK ASTLEY
ROD STEWART

WLTN/New Orleans
Bob Mitchell

CELINE DION
MICHAEL BOLTON
GINO VANNELLI
Hot test:
WILSON PHILLIPS
VOICES THAT CARE
GLORIA ESTEFAN
TIMMY T.

2WD/Norfolk
Bill Curtis

WHITNEY HOUSTON
MICHAEL BOLTON
STYX
Hot test:
GLORIA ESTEFAN
ROBERT PALMER
WILSON PHILLIPS
TIMMY T.
ROBERT PALMER
RICK ASTLEY
AMY GRANT

WVWS/Wilmington, NC
Katie/Howard

MICHAEL BOLTON
WHITNEY HOUSTON
Hot test:
GLORIA ESTEFAN
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS
ALABAMA
AMY GRANT
TIMMY T.

WTCB/Columbia
Doug Spets

DONNY OSWOND
TEDDY PENDERGRASS
ALAN HATHAWAY
Hot test:
WILSON PHILLIPS
RICK ASTLEY
AMY GRANT
TIMMY T.

WMTX/Tampa
Don Schaeffer

none
Hot test:
WILSON PHILLIPS
AMY GRANT
RICK ASTLEY
ROD STEWART

WEST

P1

WQSM/Fayetteville, NC
Steve Kelly

MARIAH CAREY
Hot test:
TIMMY T.
ALABAMA
WHITNEY HOUSTON
RUSSELL HITCHCOCK
WILSON PHILLIPS

WMAQ/Greensboro
John Jenkins

TIMMY T.
MARIAN CAREY
WHITNEY HOUSTON
STYX
Hot test:
WILSON PHILLIPS
ROD STEWART
AMY GRANT
RICK ASTLEY
ROBERT PALMER

WVTV/Albany, GA
Oscar Leverette

none
Hot test:
WILSON PHILLIPS
RICK ASTLEY
MARIAN CAREY
ANNA MARIE
Hot test:
RICK ASTLEY
ROBERT PALMER
TIMMY T.
AMY GRANT
ROD STEWART

WVTV/Albany, GA
Mark Hamlin

LISA FISCHER
GINO VANNELLI
Hot test:
RICK ASTLEY
ALABAMA
BETH NIELSEN CHAP
TIMMY T.
VOICES THAT CARE
Hot test:
KELTY/McAllen
Jeff Garrison

MICHAEL BOLTON
VOICES THAT CARE
CELINE DION
TEDDY PENDERGRASS
MARC COHN
Hot test:
AMY GRANT
GLORIA ESTEFAN
WILSON PHILLIPS
TIMMY T.
STEVE B

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

P2

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
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WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
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WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

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ROD STEWART
TIMMY T.

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Bryan Sargent

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TIMMY T.

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Bryan Sargent

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ROD STEWART
TIMMY T.

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Bryan Sargent

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Hot test:
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WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

P3

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
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WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
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WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

WVTV/Albany, GA
Bryan Sargent

MICHAEL BOLTON
Hot test:
GLORIA ESTEFAN
WHITNEY HOUSTON
ROD STEWART
TIMMY T.

MIDWEST

P1

WENS/Indianapolis
Grey/Eagen

MICHAEL BOLTON
RIFT
Hot test:
WILSON PHILLIPS
RICK ASTLEY
AMY GRANT
TIMMY T.
ROBERT PALMER

KLSX/Kansas City
Tom Land

MICHAEL BOLTON
Hot test:
WHITNEY HOUSTON
GLORIA ESTEFAN
CELINE DION
STYX
WILSON PHILLIPS
RICK ASTLEY
AMY GRANT

WVNU/Cincinnati
Mathews/Maxwell

MICHAEL BOLTON
DONNY OSWOND
Hot test:
VOICES THAT CARE
WHITNEY HOUSTON
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAN CAREY

WVTV/Cleveland
Popovich/Kennedy

MICHAEL BOLTON
Hot test:
WHITNEY HOUSTON
VOICES THAT CARE
STYX
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS

WVMT/Minneapolis
Pat McKeever

WHITNEY HOUSTON
LONDOBEAT
MICHAEL BOLTON
CELINE DION
Hot test:
WILSON PHILLIPS
ROBERT PALMER
TIMMY T.
ALABAMA

WVTV/Columbus
Hallett/Munnally

MICHAEL BOLTON
ALABAMA
Hot test:
WILSON PHILLIPS
STYX
RICK ASTLEY
LOU LOMAX
WVNC/Detroit
Bob Kuechen

none
Hot test:
STYX
CELINE DION
WHITNEY HOUSTON
ROBERT PALMER
TIMMY T.

P2

WQMX/Akron
Chase/Cherry

MICHAEL BOLTON
MARIAN CAREY
ROSETTE
Hot test:
MARIAN CAREY
GLORIA ESTEFAN
ROBERT PALMER
AMY GRANT

WVNU/Cincinnati
Michael Grayson

MICHAEL BOLTON
MARIAN CAREY
OLETA ADAMS
DAVE KOZ
Hot test:
RICK ASTLEY
AMY GRANT
STYX
WILSON PHILLIPS

WVNU/Cincinnati
Mathews/Maxwell

MICHAEL BOLTON
DONNY OSWOND
Hot test:
VOICES THAT CARE
WHITNEY HOUSTON
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAN CAREY

WVTV/Cleveland
Popovich/Kennedy

MICHAEL BOLTON
Hot test:
WHITNEY HOUSTON
VOICES THAT CARE
STYX
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS

WVMT/Minneapolis
Pat McKeever

WHITNEY HOUSTON
LONDOBEAT
MICHAEL BOLTON
CELINE DION
Hot test:
WILSON PHILLIPS
ROBERT PALMER
TIMMY T.
ALABAMA

WVTV/Columbus
Hallett/Munnally

MICHAEL BOLTON
ALABAMA
Hot test:
WILSON PHILLIPS
STYX
RICK ASTLEY
LOU LOMAX
WVNC/Detroit
Bob Kuechen

none
Hot test:
STYX
CELINE DION
WHITNEY HOUSTON
ROBERT PALMER
TIMMY T.

P3

WVNU/Cincinnati
Michael Grayson

MICHAEL BOLTON
MARIAN CAREY
OLETA ADAMS
DAVE KOZ
Hot test:
RICK ASTLEY
AMY GRANT
STYX
WILSON PHILLIPS

WVNU/Cincinnati
Mathews/Maxwell

MICHAEL BOLTON
DONNY OSWOND
Hot test:
VOICES THAT CARE
WHITNEY HOUSTON
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAN CAREY

WVTV/Cleveland
Popovich/Kennedy

MICHAEL BOLTON
Hot test:
WHITNEY HOUSTON
VOICES THAT CARE
STYX
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS

WVMT/Minneapolis
Pat McKeever

WHITNEY HOUSTON
LONDOBEAT
MICHAEL BOLTON
CELINE DION
Hot test:
WILSON PHILLIPS
ROBERT PALMER
TIMMY T.
ALABAMA

WVTV/Columbus
Hallett/Munnally

MICHAEL BOLTON
ALABAMA
Hot test:
WILSON PHILLIPS
STYX
RICK ASTLEY
LOU LOMAX
WVNC/Detroit
Bob Kuechen

none
Hot test:
STYX
CELINE DION
WHITNEY HOUSTON
ROBERT PALMER
TIMMY T.

P3

WVNU/Cincinnati
Michael Grayson

MICHAEL BOLTON
MARIAN CAREY
OLETA ADAMS
DAVE KOZ
Hot test:
RICK ASTLEY
AMY GRANT
STYX
WILSON PHILLIPS

WVNU/Cincinnati
Mathews/Maxwell

MICHAEL BOLTON
DONNY OSWOND
Hot test:
VOICES THAT CARE
WHITNEY HOUSTON
GLORIA ESTEFAN
WILSON PHILLIPS
MARIAN CAREY

WVTV/Cleveland
Popovich/Kennedy

MICHAEL BOLTON
Hot test:
WHITNEY HOUSTON
VOICES THAT CARE
STYX
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS

WVMT/Minneapolis
Pat McKeever

WHITNEY HOUSTON
LONDOBEAT
MICHAEL BOLTON
CELINE DION
Hot test:
WILSON PHILLIPS
ROBERT PALMER
TIMMY T.
ALABAMA

WVTV/Columbus
Hallett/Munnally

MICHAEL BOLTON
ALABAMA
Hot test:
WILSON PHILLIPS
STYX
RICK ASTLEY
LOU LOMAX
WVNC/Detroit
Bob Kuechen

none
Hot test:
STYX
CELINE DION
WHITNEY HOUSTON
ROBERT PALMER
TIMMY T.

123 Current Reporters 115 Current Playlisters

Did Not Report, Playlist Frozen (8):
KMAJ/Topeka
WHYN-FM/Springfield
WMT-FM/Cedar Rapids
WMTX/Tampa
WVYI/Greenville
WNSR/New York
WPEZ/Macon
WZID/Manchester

NEW ARTISTS

Rank	Artist	Score
1	HARRIET/Temple Of Love (East West)	59/4
2	REMBRANDTS/Just The Way It Is, Baby (Atco)	44/9
3	ANNA MARIE/This Could Take All Night (MCA)	42/7
4	LISA FISCHER/How Can I Ease The Pain (Elektra)	32/7
5	RIFF/My Heart Is Falling Me (SBK)	31/2
6	MICHAEL W. SMITH/Place In This World (Geffen)	28/1
7	MARC COHN/Waikin' In Memphis (Atlantic)	27/3
8	LALAH HATHAWAY/It's Somethin' (Virgin)	26/1
9	JONI MITCHELL/Come In From The Cold (Geffen)	19/2
	YANNI/Swept Away (Private Music)	19/2

New artists have not yet had an AC Breaker.

FULL-SERVICE AC

MOST ADDED

WHITNEY HOUSTON (4)
LONDONBEAT (4)
MICHAEL BOLTON (3)
MARIAH CAREY (2)
CELINE DION (2)
RICK ASTLEY (1)
STEVIE B (1)
TEDDY PENDERGRASS (1)
REMBRANDTS (1)
ROD STEWART (1)
STYX (1)

HOTTEST

AMY GRANT (13)
WILSON PHILLIPS (13)
RICK ASTLEY (12)
WHITNEY HOUSTON (8)
ALABAMA (7)
GLORIA ESTEFAN (7)
ROBERT PALMER (6)
ROD STEWART (5)
TIMMY T. (5)
VOICES THAT CARE (4)

EAST

P1

WBEN/Buffalo
Kevin Keenan

none
Hottest:
TIMMY T.
STING
MARIAH CAREY
DAVE KOZ
GLORIA ESTEFAN

KDKA/Pittsburgh
Chuck Dickemann

RICK ASTLEY
Hottest:
MARIAH CAREY
STING
STYX
AMY GRANT
ROBERT PALMER

P2

WICC/Bridgeport
Stormin' Norman

MICHAEL BOLTON
Hottest:
WILSON PHILLIPS
TIMMY T.
ALABAMA
AMY GRANT
MICHAEL BOLTON

WELI/New Haven
Gross/McCormick

MICHAEL BOLTON
Hottest:
AMY GRANT
CELINE DION
TIMMY T.
WHITNEY HOUSTON
ALABAMA

P3

WFMD/Frederick, MD
Fleseler/Madden

WHITNEY HOUSTON
CELINE DION
Hottest:
AMY GRANT
ROBERT PALMER
VOICES THAT CARE
ALABAMA
ROD STEWART

WEST

P1

KEX/Portland
Dirks/Fort

none
Hottest:
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS

KFMB/San Diego
Larson/Robertson

WHITNEY HOUSTON
MICHAEL BOLTON
Hottest:
RICK ASTLEY
ROBERT PALMER
WILSON PHILLIPS
AMY GRANT
ROD STEWART

P2

KBOI/Boise
Drew Harold

LONDONBEAT
Hottest:
WILSON PHILLIPS
RICK ASTLEY
AMY GRANT
GLORIA ESTEFAN
WHITNEY HOUSTON

KSSK/Honolulu
Phill Abbott

none
Hottest:
VOICES THAT CARE
OLETA ADAMS
RICK ASTLEY
GLORIA ESTEFAN
WHITNEY HOUSTON

SOUTH

P2

WHAS/Louisville
Doug McElvein

none
Hottest:
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS
LONDONBEAT
ROD STEWART

WDBO/Orlando
Dan Shaffer

none
Hottest:
WILSON PHILLIPS
RICK ASTLEY
GLORIA ESTEFAN
WHITNEY HOUSTON
OLETA ADAMS

WRVA/Richmond
Farley/Stevens

none
Hottest:
WILSON PHILLIPS
VOICES THAT CARE
ALABAMA
RICK ASTLEY
WHITNEY HOUSTON

MIDWEST

P1

WLW/Cincinnati
Phillips/Wills

ROD STEWART
Hottest:
none

WTVN/Columbus
John Lane

none
Hottest:
AMY GRANT
WILSON PHILLIPS
TIMMY T.
WHITNEY HOUSTON
GLORIA ESTEFAN

P2

WOOD/Grand Rapids
Robb Westaby

none
Hottest:
RUSSELL HITCHCOCK
GLORIA ESTEFAN
WHITNEY HOUSTON
STYX
WILSON PHILLIPS

WIBA/Madison
Reed/Kay

none
Hottest:
NATASHA'S BROTHER
RICK ASTLEY
KENNY ROGERS
WHITNEY HOUSTON

P3

WKYX/Paducah
Cook/Miller

STEVIE B
Hottest:
WILSON PHILLIPS
RICK ASTLEY
AMY GRANT
ROD STEWART
ALABAMA

WSTU/Stuart
Grant/Fox

CELINE DION
WHITNEY HOUSTON
LONDONBEAT
MARIAH CAREY
Hottest:
MARIAH CAREY
RICK ASTLEY
TIMMY T.
ROBERT PALMER
AMY GRANT

KFOR/Lincoln
Cathy Blythe

TEDDY PENDERGRASS
WHITNEY HOUSTON
Hottest:
WILSON PHILLIPS
GLORIA ESTEFAN
ALABAMA
VOICES THAT CARE
BETH NIELSEN CHAP

KELO/Sioux Falls
Scott Jeffries

LONDONBEAT
REMBRANDTS
Hottest:
WILSON PHILLIPS
AMY GRANT
RICK ASTLEY
ROBERT PALMER
LONDONBEAT

P3

KFSB/Joplin
Robin Wells

LONDONBEAT
MARIAH CAREY
STYX
Hottest:
RICK ASTLEY
AMY GRANT
ROBERT PALMER
ROD STEWART
ALABAMA

22 Current Reporters

22 Current Playlists

Called in Frozen Playlist (1):
WIBA/Madison

Old Not Report, Playlist Frozen (1):
WOOD/Grand Rapids

Did Not Report For Two Consecutive Weeks, Not Used in This Week's Data (2):
KHOW/Denver
WGY/Albany

ASSOCIATE REPORTERS

MOST ADDED

MICHAEL BOLTON (21)
GLORIA ESTEFAN (14)
CHICAGO (10)
OLETA ADAMS (7)
TEDDY PENDERGRASS (6)
LISA FISCHER (4)
WHITNEY HOUSTON (4)
PATTI LABELLE (4)
GINO VANNELLI (4)
DEBBIE GIBSON (3)
SUSANNA HOFFS (3)
STYX (3)

HOTTEST

ROD STEWART (20)
AMY GRANT (18)
ROBERT PALMER (17)
RICK ASTLEY (14)
WILSON PHILLIPS (9)
TIMMY T. (8)
ALABAMA (6)
BETH NIELSEN CHAPMAN (6)
LONDONBEAT (5)
HARRIET (3)
VOICES THAT CARE (3)

EAST

WGMT/Burke
Mountain, VT

Steve Chizmas

MICHAEL BOLTON
CHICAGO
GLORIA ESTEFAN
Hottest:
TIMMY T.
LONDONBEAT
AMY GRANT
ROD STEWART
BETH NIELSEN CHAP

WEIM/Fitchburg, MA
Jack Raymond

CHICAGO
MICHAEL BOLTON
TEDDY PENDERGRASS
GLORIA ESTEFAN
EXTREME
Hottest:
RICK ASTLEY
TIMMY T.
AMY GRANT
ROBERT PALMER
ROD STEWART

WECO/Geneva
Dennis Federico

none
Hottest:
WILSON PHILLIPS
LONDONBEAT
AMY GRANT
ROD STEWART
RICK ASTLEY

MIDWEST

WABJ/Adrian, MI
Bruce Goldsen

MICHAEL BOLTON
WHITE LION
TEDDY PENDERGRASS
STYX
Hottest:
RICK ASTLEY
ALABAMA
ROBERT PALMER
BETH NIELSEN CHAP
ROD STEWART

WCMJ/Cambridge, OH
Mike Rubie

none
Hottest:
WILSON PHILLIPS
TIMMY T.
RICK ASTLEY
AMY GRANT
ROBERT PALMER

WSKI/Montpelier, VT
Jim Severance

MICHAEL BOLTON
GLORIA ESTEFAN
OLETA ADAMS
TEDDY PENDERGRASS
Hottest:
ROBERT PALMER
AMY GRANT
RICK ASTLEY
WILSON PHILLIPS
LONDONBEAT

WTSX/Port Jervis, NY
Allen/Cotterill

OLETA ADAMS
TRIPLETS
SUSANNA HOFFS
MICHAEL BOLTON
CHICAGO
Hottest:
AMY GRANT
ROXETTE
ALABAMA
ROD STEWART
STEVIE B

WTTR/Westminster, MD
Brian Beddow

REMBRANDTS
GINO VANNELLI
MICHAEL BOLTON
SUSANNA HOFFS
WHITNEY HOUSTON
Hottest:
ROD STEWART
HARRIET
ANNA MARIE
BETH NIELSEN CHAP
BREATHER

SOUTH

WYKZ/Beaufort, SC
Robertson/Kennedy

DEBBIE GIBSON
Hottest:
TIMMY T.
ALABAMA
WILSON PHILLIPS
VOICES THAT CARE
GLORIA ESTEFAN

WVIO/Blowing Rock, NC
Ted Bell

MICHAEL BOLTON
CHICAGO
GLORIA ESTEFAN
TEDDY PENDERGRASS
GINO VANNELLI
Hottest:
RICK ASTLEY
AMY GRANT
WILSON PHILLIPS
ROBERT PALMER
ROD STEWART

WGSV/Guntersville, AL
Jackson/Mason

GLORIA ESTEFAN
MICHAEL BOLTON
CHICAGO
PATTI LABELLE
DEBBIE GIBSON
Hottest:
RICK ASTLEY
AMY GRANT
ROBERT PALMER
ROD STEWART

WKCX/Rome, GA
Randy Quick

MICHAEL BOLTON
GLORIA ESTEFAN
CHICAGO
PATTI LABELLE
OLETA ADAMS
Hottest:
ROBERT PALMER
AMY GRANT
BETH NIELSEN CHAP
ROD STEWART
VOICES THAT CARE

WEST

KATW/Lewiston, ID
Dave O'Conner

CHICAGO
MICHAEL BOLTON
OLETA ADAMS
Hottest:
ROBERT PALMER
ROBERT CRAY
ROD STEWART
REMBRANDTS
CHRIS ISAAC

KBLQ/Logan, UT
Jackson/White

MICHAEL BOLTON
CHICAGO
OLETA ADAMS
PATTI LABELLE
STARSHIP
Hottest:
AMY GRANT
ROD STEWART
TIMMY T.
ROBERT PALMER
VOICES THAT CARE

KAYN/Nogales, AZ
Bob Gerhard

MICHAEL BOLTON
GLORIA ESTEFAN
LISA FISCHER
Hottest:
RICK ASTLEY
RIPP
ROBERT PALMER
AMY GRANT
ROD STEWART

KTID/San Rafael, CA
Bob Gowa

WHITNEY HOUSTON
Hottest:
WILSON PHILLIPS
RICK ASTLEY
ROBERT PALMER
BETH NIELSEN CHAP
MARIAH CAREY

KRIM/Payson, AZ
Vorce/Scarborough

WHITNEY HOUSTON
STYX
MICHAEL BOLTON
OLETA ADAMS
GINO VANNELLI
Hottest:
ROBERT PALMER
BETH NIELSEN CHAP
AMY GRANT
ANNA MARIE
ROD STEWART

KSCQ/Silver City
Kelsey

JUDE COLE
SUSANNA HOFFS
MICHAEL BOLTON
LISA FISCHER
BIG DISH
Hottest:
ROBERT PALMER
ROD STEWART
WILSON PHILLIPS
GLORIA ESTEFAN
SUSANNA HOFFS

KSSY/Wenatchee, WA
Busch/West

GLORIA ESTEFAN
LONDONBEAT
MICHAEL BOLTON
WHITNEY HOUSTON
GINO VANNELLI
Hottest:
ROD STEWART
AMY GRANT
DAVE KOZ
HARRIET
MARIAH CAREY

CELINE DION

"(IF THERE WAS)
ANY OTHER WAY"
AC **BREAKERS**

AC CHART: **18**

MOST ADDED AGAIN!
67 AC REPORTERS - 54%!
...ALSO AT CHR:
126 REPORTERS - 50%



"SALES STRATEGY"

R&R columnist Chris Beck has compiled the most street-wise strategies and technologies for selling and managing in the 90's.

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Associate Reporters are AC stations in unrated markets with aggressive approaches toward new music. Although they do not contribute to the AC chart, their consensus Most Added and Hottest records serve as advance indicators of format hits.

NATIONAL AIRPLAY®

LW	TW	Artist/Album	Tracks
1	1	GRANT GEISSMAN/ <i>Flying Colors</i> (Bluemoon)	"Hang" "Barcelona"
2	2	SAM CARDON/ <i>Serious Leisure</i> (Airus)	"Dreaming" "Infrared"
6	3	KILAUEA/ <i>Antigua Blues</i> (Brainchild/Nova)	"Love" "Barbados"
3	4	BILLY JOE WALKER, JR./ <i>The Walk</i> (Geffen)	"Walk" "Illusions" "Street"
5	5	PAT COIL/ <i>Steps</i> (Sheffield Labs)	"Steps" "Big"
9	6	EARL KLUGH/ <i>Midnight In San Juan</i> (WB)	"Midnight"
4	7	JONI MITCHELL/ <i>Night Ride Home</i> (Geffen)	"Come" "Night"
8	8	SPENCER BREWER/ <i>The Piper's Rhythm</i> (Narada)	"Lunar" "Redwood"
12	9	PETER KATER/ <i>Rooftops</i> (Silver Wave)	"Easy" "Smile"
11	10	CHUCK GREENBERG/ <i>From A Blue Planet</i> (Gold Castle)	"Secret" "Sorcerer"
10	11	GEORGE HOWARD/ <i>Love And Understanding</i> (GRP)	"Hopscotch" "Everything"
7	12	STING/ <i>The Soul Cages</i> (A&M)	"All" "Mad" "Why"
15	13	RAY OBIEDO/ <i>Aguana</i> (Windham Hill/Jazz)	"Iguana" "Small"
14	14	DIANE SCHUUR/ <i>Pure Schuur</i> (GRP)	"Touch" "All"
17	15	STEVE LAURY/ <i>Stepping Out</i> (Denon)	"Soulful" "Stepping" "Kiss"
22	16	SHERRY WINSTON/ <i>Love Is...</i> (Warlock)	"Love" "Dolphin"
16	17	AKIRA JIMBO/ <i>Palette</i> (Optimism)	"Driftin'" "Captain"
30	18	MARK SLONIKER/ <i>Perfectly Human</i> (Music West)	"Speaking"
BREAKER		19 KEVYN LETTAU/ <i>Kevyn Lettau</i> (Nova)	"Shooting" "Kick" "Whenever"
27	20	DAN BALMER/ <i>Music</i> (Chase Music Group)	"Somebody's" "Creature"
21	21	YANNI/ <i>Swept Away</i> (In The Mirror/Private Music)	"Mirror" "Swept"
13	22	DAVE KOZ/ <i>Dave Koz</i> (Capitol)	"Endless" "Far"
23	23	T LAVITZ/ <i>Mood Swing</i> (Nova)	"Desert" "Dream"
28	24	PHIL PERRY/ <i>The Heart Of The Man</i> (Capitol)	"Forever" "Call"
26	25	LINDA EDER/ <i>Linda Eder</i> (RCA)	"Little" "Love"
BREAKER		26 MICHAEL TOMLINSON/ <i>Living Things</i> (Mesa)	"Make" "Live"
24	27	GERALD ALBRIGHT/ <i>Dream Come True</i> (Atlantic)	"My" "Front"
DEBUT		28 KENNY BLAKE/ <i>Anterior Design</i> (Heads Up)	"Babylon" "What"
18	29	SHAKATAK/ <i>Perfect Smile</i> (Verve Forecast)	"Jazz" "Perfect"
DEBUT		30 WILLIAM ORBIT/ <i>Strange Cargo 2</i> (IRS)	"El" "Dia" "Lagoon"

LW	TW	Artist/Album	Tracks
3	1	JOEY DeFRANCESCO/ <i>Part III</i> (Columbia)	"Waltz" "Gut"
1	2	FRANK MORGAN/ <i>A Lovesome Thing</i> (Antilles/Island)	"Helen's"
4	3	BIRELI LAGRENE/ <i>Acoustic Moments</i> (Blue Note)	"Made" "Claire"
2	4	SHIRLEY HORN/ <i>You Won't Forget Me</i> (Verve)	"Don't" "Come"
10	5	CARMEN McRAE/ <i>Sarah - Dedicated To You</i> (Novus/RCA)	"Black"
5	6	DIANE SCHUUR/ <i>Pure Schuur</i> (GRP)	"Hold"
8	7	YELLOWJACKETS/ <i>Greenhouse</i> (GRP)	"Freedomland"
13	8	JON FADDIS/ <i>Hornucopia</i> (Epic)	"Squeezin'"
11	9	RAY OBIEDO/ <i>Aguana</i> (Windham Hill/Jazz)	"Boomerang" "Samba"
9	10	J.J. JOHNSON/ <i>Quintergy/Live At The Village Vanguard</i> (Antilles/Island)	"Bud's"
6	11	EDDIE HARRIS/ <i>Tale Of Two Cities</i> (Night/Virgin)	"Namely"
7	12	HOUSTON PERSON/ <i>Why Not</i> (Muse)	"Namely"
24	13	DIZZY GILLESPIE/J.N. ORCHESTRA/ <i>Live At The Royal Festival Hall</i> (Enja)	
14	14	CANNONBALL ADDERLEY/ <i>Radio Nights</i> (Night/Virgin)	
22	15	JOEY CALDERAZZO/ <i>An The Door</i> (Blue Note)	"Sophisticated"
15	16	CHICK COREA/ <i>AKOUSTIC BAND/Alive</i> (GRP)	"Obsession"
21	17	KEYVYN LETTAU/ <i>Kevyn Lettau</i> (Nova)	"Appointment"
12	18	BOBBY WATSON & HORIZON/ <i>Post Motown Bop</i> (Blue Note)	"Appointment"
19	19	PAT COIL/ <i>Steps</i> (Sheffield Labs)	"Way"
16	20	MARCUS ROBERTS/ <i>Alone With Three Giants</i> (Novus/RCA)	"Shout"
29	21	STEVE MASAKOWSKI/ <i>Friends</i> (Nebula)	"Tones"
30	22	T LAVITZ/ <i>Mood Swing</i> (Nova)	"Slice" "Desert"
26	23	KENNY BLAKE/ <i>Anterior Design</i> (Heads Up)	"Harlem"
27	24	VINCENT HERRING/ <i>Evidence</i> (Landmark)	
DEBUT		25 ROY HARGROVE/ <i>Public Eye</i> (Novus/RCA)	"Spiritual"
DEBUT		26 DIANNE REEVES/ <i>A Remember</i> (Blue Note)	"Afro" "Moon"
28	27	CHUCK GREENBERG/ <i>From A Blue Planet</i> (Gold Castle)	"Skytrain" "Two"
DEBUT		28 JAY McSHANN/ <i>Paris All-Star Blues</i> (Music Master)	
DEBUT		29 SHERRY WINSTON/ <i>Love Is...</i> (Warlock)	"Madison" "Strolling"
BREAKER		30 JOHN HICKS QUARTET I/B. WATSON/ <i>Naima's Lovesong</i> (DIW)	

MOST ADDED LPS	HOTTEST LPS	HOT TRACKS
GREGG KARUKAS (15) [®] DOUG CAMERON (11) MICHAEL TOMLINSON (9) FULL CIRCLE (5) MARK SLONIKER (5) AMARNA (4) JIM DEVLIN (4) MICHAEL MANRING (4) DOUG SMITH (4)	KILAUEA (17) GRANT GEISSMAN (16) JONI MITCHELL (15) STING (11) EARL KLUGH (9) BILLY JOE WALKER, JR. (9) SAM CARDON (7) STEVE LAURY (6)	GRANT GEISSMAN/Hang KEYVYN LETTAU/Shooting JONI MITCHELL/Come SHAKATAK/Jazz

MOST ADDED LPS	HOTTEST LPS	HOT TRACKS
WYNTON MARSALIS (22) [®] RAY ANDERSON (7) MIKE FREEMAN (7) GONZALO RUBALCABA (7) RED RODNEY (6) JACK LEMMON (5)	DIANE SCHUUR (12) YELLOWJACKETS (12) JOEY DeFRANCESCO (9) SHIRLEY HORN (9) FRANK MORGAN (9) CARMEN McRAE (8) KENNY BLAKE (6) BIRELI LAGRENE (6)	No Tracks Qualified This Week.

NEW & ACTIVE

***DOUG CAMERON "Journey To You" (Narada/Equinox) 25/11**
Rotations: Heavy 1/0, Medium 6/3, Light 18/8, Total Adds 11. WQCD, KOAI, WHVE, WNUA, WBZN, WMGL, WFAE, WNND, KKVU, WWAY, WNGS. Heavy: WCDJ. **BREAKER this week.**

***DAVID HEWITT "An African Tapestry" (Rhythm Safari) 23/3**
Rotations: Heavy 4/0, Medium 8/0, Light 11/3, Total Adds 3. WNUA, KIFM, WLOQ. Heavy: KOAI, KHIH, KKSF, SS. **BREAKER this week.**

***DEBORAH HENSON-CONANT "Talking Hands" (GRP) 23/2**
Rotations: Heavy 2/0, Medium 11/1, Light 10/1, Total Adds 2. WNWV, WHRL. Heavy: KKNW, JZTRAX. **BREAKER this week.**

***JIM CHAPPELL "Nightsongs And Lullabies" (Music West) 23/0**
Rotations: Heavy 2/0, Medium 9/0, Light 12/0, Total Adds 0. Heavy: WNWV, PS. **BREAKER this week.**

FULL CIRCLE "Secret Stories" (Columbia) 21/4
Rotations: Heavy 4/0, Medium 5/0, Light 12/4, Total Adds 4. WCDJ, WGMC, KKVU, KXDC. Heavy: KOAI, KPQT, KKNW, WFAE.

AMARNA "Shadowplay" (Higher Octave) 19/4
Rotations: Heavy 0/0, Medium 3/0, Light 16/4, Total Adds 4. KACE, WGMC, WFAE, WAMX.

WILL DOWNING "A Dream Fulfilled" (Island) 18/2
Rotations: Heavy 2/0, Medium 6/0, Light 10/2, Total Adds 2. WAMX, WMGN. Heavy: WQCD, WNWV.

BIG DISH "Satellites" (East West) 18/0
Rotations: Heavy 2/0, Medium 8/0, Light 8/0, Total Adds 0. Heavy: KTWV, KSNO.

GREGG KARUKAS "Key Witness" (Positive Music) 16/15
Rotations: Heavy 1/1, Medium 3/2, Light 12/12, Total Adds 15. WQCD, KOAI, WNUA, WNWV, WBZN, KACE, KTWV, KPQT, KIFM, WHRL, WGMC, WLOQ, KEVY, KXDC, JZTRAX.

****DAVID FRIESEN "Departure" (Global Pacific) 30/0**
Rotations: Heavy 3/0, Medium 21/0, Light 6/0, Total Adds 0. Heavy: KMHD, KLCC, WKRY. **CHART EXTRA this week.**

****DAVID MURRAY "Ballads" (DIW) 30/0**
Rotations: Heavy 1/0, Medium 15/0, Light 14/0, Total Adds 0. Heavy: KWMU. **CHART EXTRA this week.**

****ERIC LEEDS "Times Squared" (Paisley Park/WB) 29/2**
Rotations: Heavy 5/0, Medium 9/0, Light 15/2, Total Adds 2. WAER, KLCC. Heavy: WYJZ, WEBR, WSTR, KCLC, KKLD. **CHART EXTRA this week.**

****EARL KLUGH "Midnight In San Juan" (WB) 28/4**
Rotations: Heavy 7/0, Medium 7/0, Light 14/4, Total Adds 4. WAER, WFPL, WFSS, KLSU. Heavy: KJZZ, WEBR, WOTB, JCITY, WSTR, WTEB, KKLD. **CHART EXTRA this week.**

****JOHN SCOFIELD QUARTET "Meant To Be" (Blue Note) 27/0**
Rotations: Heavy 5/0, Medium 13/0, Light 9/0, Total Adds 0. Heavy: WRTI, WDET, KJAZ, DSS, KWMU. **CHART EXTRA this week.**

***BILLY TAYLOR TRIO "You Tempt Me" (Taylor-Made) 25/3**
Rotations: Heavy 6/0, Medium 9/0, Light 10/3, Total Adds 3. KMHD, WFSS, KCLC. Heavy: WRTI, KXPR, KSDS, KPLU, WUSF, WVPE. **BREAKER this week.**

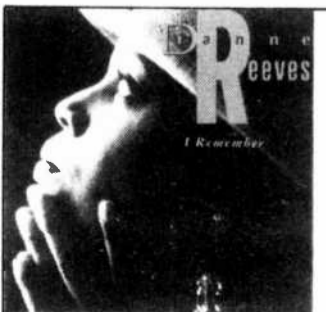
****FULL CIRCLE "Secret Stories" (Columbia) 25/0**
Rotations: Heavy 7/0, Medium 12/0, Light 6/0, Total Adds 0. Heavy: CJ, WSTR, WKRY, WYPE, KCLC, KTCL, KKLD. **CHART EXTRA this week.**

ELLIS MARSALIS "Piano In E/Solo Piano" (Rounder) 23/4
Rotations: Heavy 2/0, Medium 8/0, Light 13/4, Total Adds 4. WFPL, WSHA, KLCC, KKLD. Heavy: JCITY, WKRY.

KEITH JARRETT TRIC "Tribute" (ECM) 23/3
Rotations: Heavy 4/0, Medium 9/0, Light 10/3, Total Adds 3. KMHD, WTEB, KCLC. Heavy: WDET, KXPR, WFPL, WKRY.

GRANT GEISSMAN "Flying Colors" (Bluemoon) 23/2
Rotations: Heavy 10/1, Medium 7/0, Light 6/1, Total Adds 2. KUOP, KKLD. Heavy: WYJZ, KJZZ, WAER, WEBR, WSTR, KLSU, WSIE, KCLC, KJOY.

* Uncharted Breakers denoted by one asterisk. ** Chart Extra denoted by two asterisks.



DIANNE REEVES
"I REMEMBER"

The #1 Most Added record in the recorded history of jazz radio!

26 DEBUT CJ



BIRELI LAGRENE
"ACOUSTIC MOMENTS"

Featuring "Made in France" and "Three Views of a Secret"

3 CJ





CHART EXTRA

CARMEN CARTER
Always (Arista)

67% of our reporting stations on it. Rotations: Heavy 1/0, Medium 15/0, Light 46/5, Total Adds 5, WAMO, Z93, Z104, KIIZ, KMJJ.

BREAKERS

LISA FISCHER
How Can I Ease The Pain (Elektra)

68% of our reporting stations on it. Rotations: Heavy 0/0, Medium 4/0, Light 59/23, Total Adds 23 including WXYV, WDAS, KJMZ, KMJQ, WJLB, KKBT, KSOL, OC104, KBCE, WUJM.

O'JAYS
Emotionally Yours (EMI)

65% of our reporting stations on it. Rotations: Heavy 0/0, Medium 4/0, Light 56/55, Total Adds 55 including WXYV, WDAS, WUSL, WAMO, WHUR, WKYS, K104, KMJQ, K97, WEDR.

WILL DOWNING
I Try (Island)

63% of our reporting stations on it. Rotations: Heavy 1/0, Medium 17/0, Light 40/13, Total Adds 13 including WHQT, WOWI, WJLB, KQXL, WHJX, WQIS, WGZB, WALT, WBLX, WIKS.

LAZET MICHAELS
Kraze (Zoo)

63% of our reporting stations on it. Rotations: Heavy 0/0, Medium 7/0, Light 51/9, Total Adds 9, WOWI, WJLB, KQXL, WDXZ, WUJM, WQMG, Z104, WVOI, KBUZ.

TEENA MARIE
Just Us Two (Epic)

62% of our reporting stations on it. Rotations: Heavy 3/0, Medium 31/0, Light 23/4, Total Adds 4, KBCE, WAGH, KFXZ, KJMS. Debuts at number 40 on the Urban Contemporary chart.

NEW & ACTIVE

WINANS "Don't Leave Me" (Qwest/WB) 43/17

Rotations: Heavy 0/0, Medium 13/1, Light 30/16, Total Adds 17 including K97, WSCI, WFXA, KQXL, KHYS, WEUP, WHJX, KFXZ, KIPR, KJMS. Mediums include: WDAS, K104, KMJQ, WEDR, KPRS.

GUY "Do Me Right" (MCA) 40/37

Rotations: Heavy 0/0, Medium 3/1, Light 37/36, Total Adds 37 including WUSL, WAMO, K97, WHQT, WZAK, WJLB, KMJM, KSOL, WFXA, WENN. Medium: K104, WOWI

NIKKI D "Daddy's Little Girl" (Def Jam/Columbia) 39/4

Rotations: Heavy 0/0, Medium 10/0, Light 29/4, Total Adds 4, KSOL, WJIZ, WAGH, XHRM. Mediums include: OC104, WFXA, WFXM, WBLX, WIKS.

BOYZ II MEN "Motownphilly" (Motown) 38/31

Rotations: Heavy 0/0, Medium 1/0, Light 37/31, Total Adds 31 including WAMO, WKYS, K104, K97, WEDR, WOWI, WSCI, WZAK, WJLB, WTLZ. Medium: Z104

SWEET OBSESSION "Elevator" (Epic) 37/8

Rotations: Heavy 0/0, Medium 3/0, Light 34/8, Total Adds 8, WTLZ, WDXZ, WJTT, WZFX, WFXM, WCDX, WNOV, KBUZ. Medium: WFXA, WWDM, WPGA.

JON LUCIEN "Sweet Control" (Mercury) 36/12

Rotations: Heavy 0/0, Medium 4/0, Light 32/12, Total Adds 12 including KMJQ, KMJM, KBCE, WDXZ, WAGH, Z104, KFXZ, WQIS, WFXM, KMJJ. Medium: WDAS, WHUR, WEUP, WMVP

NANCY WILSON "Do You Still Dream About Me" (Columbia) 36/4

Rotations: Heavy 4/0, Medium 6/0, Light 26/4, Total Adds 4, WJIZ, WAGH, KHYS, WIKS. Heavy: WHUR, WMVP, WVOI, KDIA. Mediums include: WDAS, WEUP, KFXZ, KMJJ, WANM

INNOCENCE "Let's Push It" (Cool Tempo/Chrysalis) 35/4

Rotations: Heavy 0/0, Medium 6/0, Light 29/4, Total Adds 4, WILD, KIPR, WIKS, WTLZ. Mediums include: KBCE, WAGH, WEUP, Z16, WQIS

RUBY TURNER "The Other Side" (Jive/RCA) 34/13

Rotations: Heavy 0/0, Medium 0/0, Light 34/13, Total Adds 13 including WBLK, KMJQ, WIZF, WTLZ, KKBT, KBCE, WHJX, KFXZ, WGZB, WMVP

MICHEL'LE "I" (Ruthless/Atco) 33/29

Rotations: Heavy 0/0, Medium 0/0, Light 33/29, Total Adds 29 including WDAS, WAMO, WEDR, WHQT, WOWI, KMJM, KSOL, WILD, WJIZ, KBCE.

COLIN ENGLAND "I Got What You Need" (Motown) 33/3

Rotations: Heavy 0/0, Medium 12/0, Light 21/3, Total Adds 3, WBLK, KJMS, KJLH. Mediums include: K104, KMJM, WAGH, WEUP, KIIZ.

TRACIE SPENCER "This Time We Make It Funky" (Capitol) 30/19

Rotations: Heavy 0/0, Medium 1/0, Light 29/19, Total Adds 19 including K97, WOWI, OC104, WJIZ, KBCE, WATV, WUJM, WJTT, WQMG, Z104. Medium: Z16.

WHODINI "Freaks" (MCA) 30/0

Rotations: Heavy 0/0, Medium 4/0, Light 26/0, Total Adds 0. Medium: K104, KMJQ, WANM, WVOI

NAJEE "My Old Friend" (EMI) 29/0

Rotations: Heavy 0/0, Medium 8/0, Light 21/0, Total Adds 0. Mediums include: WDAS, WHUR, WZAK, KFXZ, HOT105

MOST ADDED

D'JAYS (55)
GUY (37)
BOYZ II (31)
MICHEL'LE (29)
LISA FISCHER (23)
WHITNEY HOUSTON (19)
TRACIE SPENCER (19)
WINANS (17)
COLOR ME BADD (13)
WILL DOWNING (13)
RUBY TURNER (13)

HOTTEST

TONYI TONII TONE! (67)
JOHNNY GILL (43)
RALPH TRESVANT (43)
CHRISTOPHER WILLIAMS (41)
MARVA HICKS (29)
ROSS & SURE (24)
PHIL PERRY (21)
FREDDIE JACKSON (20)
PEBBLES (14)
WOOTEN BROTHERS (14)

TOP 10

RECURRENTS

LW	TW	Artist
3	1	A. O'NEAL/All
2	2	M. CAREY/Someday
4	3	RUDE BOYS/Written
5	4	HI-FIVE/1 Like
1	5	O'JAYS/Don't
—	6	GUY/Let's
9	7	W. HOUSTON/Man
—	8	TARA KEMP/Hold
6	9	BELL BIV DEVOE/When
7	10	KEITH SWEAT/11

YO YO "You Can't Play With My Yo Yo" (East West) 27/10

Rotations: Heavy 0/0, Medium 1/0, Light 26/10, Total Adds 10, KMJM, KSOL, WENN, WALT, WEAS, KMJJ, WTUG, WDZZ, WJFX, KJLH. Medium: KHYS

CHAMPAIGN "Trials Of The Heart" (Malaco) 26/2

Rotations: Heavy 0/0, Medium 9/0, Light 17/2, Total Adds 2, KMJJ, WMXD. Mediums include: WDAS, K97, WEDR, WZAK, WJMI

EPMD "Rampage" (Def Jam/Columbia) 25/11

Rotations: Heavy 0/0, Medium 0/0, Light 25/11, Total Adds 11 including WAMO, WEDR, WOWI, WRKE, WJIZ, WENN, WJTT, KHYS, KFXZ, WGZB

SIGNIFICANT ACTION

DJ QUIK "Born & Raised In Compton" (Profile) 24/3

Rotations: Heavy 2/0, Medium 4/0, Light 18/3, Total Adds 3, WIZF, WJFX, WTLZ. Heavy: KSOL, WGZB. Medium: K97, WZAK, WAGH, WBLX.

MARION MEADOWS "Sleepless Nights" (Novus/RCA) 23/2

Rotations: Heavy 0/0, Medium 0/0, Light 23/2, Total Adds 2, WDAS, WJIZ

TEMPER TEMPER "Talk Much" (Virgin) 22/8

Rotations: Heavy 0/0, Medium 0/0, Light 22/8, Total Adds 8, KIIZ, KFXZ, WGZB, WFXM, WALT, WMVP, WNOV, WTLZ

GENIUS "Come Do Me" (Cold Chillin'/Reprise) 22/1

Rotations: Heavy 0/0, Medium 3/0, Light 19/1, Total Adds 1, WZAK. Medium: WBLX, WIKS, WCDX

K-9 POSSE "Get Wild Go Crazy" (Arista) 19/6

Rotations: Heavy 0/0, Medium 1/0, Light 18/6, Total Adds 6, K97, KBCE, WJTT, KFXZ, WCDX, WTLZ. Medium: WOWI

LUKE 1/2 LIVE CREW "Do The Bart" (Luke/Antalctic) 19/1

Rotations: Heavy 0/0, Medium 7/0, Light 12/1, Total Adds 1, WIKS. Mediums include: K97, WHQT, KPRS, WANM, WTLZ

MICHAEL McDONALD "All We Got" (Reprise) 19/1

Rotations: Heavy 0/0, Medium 5/0, Light 14/1, Total Adds 1, WAGH. Medium: WOWI, WFXA, WEUP, WCDX, WEAS

KWAME "One Of Da Big Boiz" (Atlantic) 18/3

Rotations: Heavy 0/0, Medium 3/0, Light 15/3, Total Adds 3, WJIZ, WNOV, XHRM. Medium: WEDR, KHYS, WEAS

BRAND NEW HEAVIES "Dream Come True" (Delicious Vinyl/Island) 17/1

Rotations: Heavy 0/0, Medium 4/0, Light 13/1, Total Adds 1, WGZB. Medium: WHUR, WEUP, KIIZ, WANM

COLOR ME BADD "I Wanna Sex You Up" (Giant/Reprise) 16/13

Rotations: Heavy 0/0, Medium 4/1, Light 12/12, Total Adds 13 including WUSL, WKYS, WEDR, WPEG, Z104, KHYS, WHJX, U102, WQOK, WJHM. Medium: WAMO, WOWI, KSOL

ICE-T "New Jack Hustler (Nino's Theme)" (Giant/WB) 16/3

Rotations: Heavy 0/0, Medium 5/1, Light 11/2, Total Adds 3, KMJQ, K97, KIPR. Medium: WHQT, KFXZ, WGZB, WNOV

LORENZO "Tic Tok" (Alpha Int'l) 15/2

Rotations: Heavy 0/0, Medium 6/0, Light 9/2, Total Adds 2, WDAS, KIIZ. Mediums include: WEAS, WANM, WMVP, WNOV, KBMS

FATHER M.C. "Lisa Baby" (MCA) 15/0

Rotations: Heavy 0/0, Medium 2/0, Light 13/0, Total Adds 0. Medium: WBLK, KIPR

K.M.C. KRU "My Cutie" (Curb) 15/0

Rotations: Heavy 0/0, Medium 1/0, Light 14/0, Total Adds 0. Medium: WPEG

GEORGE HOWARD "Baby Come To Me" (GRP) 11/11

Rotations: Heavy 0/0, Medium 0/0, Light 11/11, Total Adds 11 including WAMO, WKYS, KMJQ, K97, WZAK, WJLB, WPGA, WEAS, WMVP, WTLZ

TERRY STEELE "Tonight's The Night" (SBK) 11/7

Rotations: Heavy 0/0, Medium 0/0, Light 11/7, Total Adds 7, WBLK, WENN, WQIS, WFXM, WBLX, WCDX, WPLZ

DEFINITION OF SOUND "Now Is Tomorrow" (Cardiac) 11/3

Rotations: Heavy 0/0, Medium 0/0, Light 11/3, Total Adds 3, WFXA, WTLZ, XHRM

LONDONBEAT "I've Been Thinking About You" (MCA) 11/0

Rotations: Heavy 3/0, Medium 0/0, Light 8/0, Total Adds 0. Heavy: WAMO, WOWI, U102

NEW ARTISTS

	Reports/Adds
1 NIKKI D/Daddy's Little Girl (Def Jam/Columbia)	39/4
2 BOYZ II MEN/Motownphilly (Motown)	38/31
3 SWEET OBSESSION/Elevator (Epic)	37/8
4 JON LUCIEN/Sweet Control (Mercury)	36/12
5 NANCY WILSON/Do You Still Dream About Me (Columbia)	36/4
6 INNOCENCE/Let's Push It (Cool Tempo/Chrysalis)	35/4
7 COLIN ENGLAND/I Got What You Need (Motown)	33/3
8 YO YO/You Can't Play With My Yo Yo (East West)	27/10
9 DJ QUIK/Born In Compton (Profile)	24/3
10 MARION MEADOWS/Sleepless Nights (Novus/RCA)	23/2

New artists have not yet had a UC Breaker.

LAZET MICHAELS * KRAZÉ *

**URBAN
CONTEMPORARY
BREAKERS®**

**NOW ON 58 UC REPORTERS — 63%!
INCLUDING:**

WDAS	WEDR	WJLB
WAMO	WOWI	WTLC
KMJQ	WIZF	KPRS
K97	WZAK	KMJM ...AND MANY MORE!

**HER FIRST
SINGLE AND
BREAKER FROM
HER DEBUT ALBUM
"TOO STRONG"**

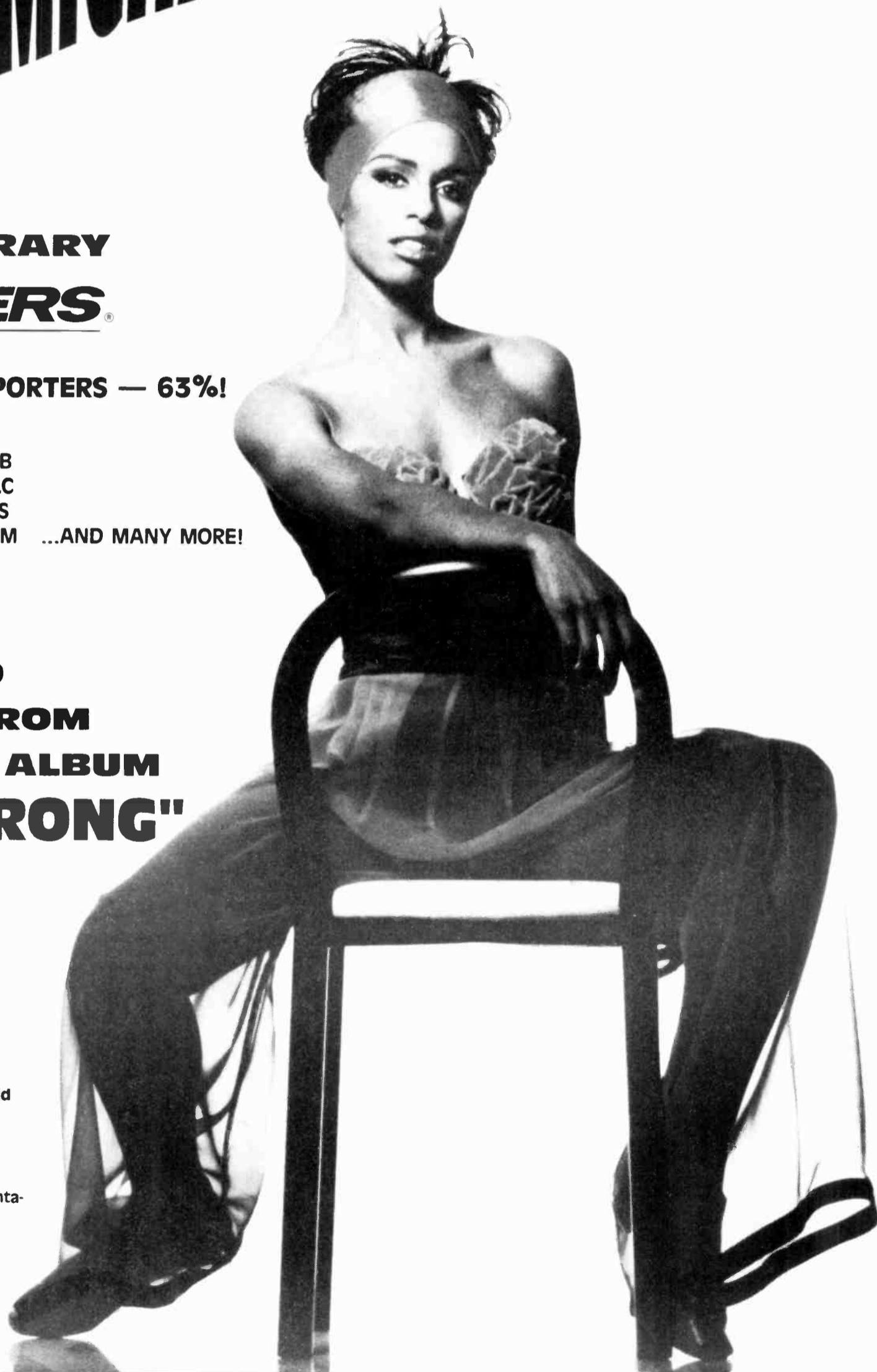
Written by Lazet Michaels & David
DaVinci

Produced by David DeVinchi for
Works of DaVinci Inc.

Co-produced by Lazet Michaels

Exclusive worldwide artist representa-
tion: Bruce Garfield, The Garfield
Group, New York City

Z: ENTERTAINMENT



QUINCY JONES

“Wee B. Dooinit”

THE NEW SINGLE

Produced by Quincy Jones

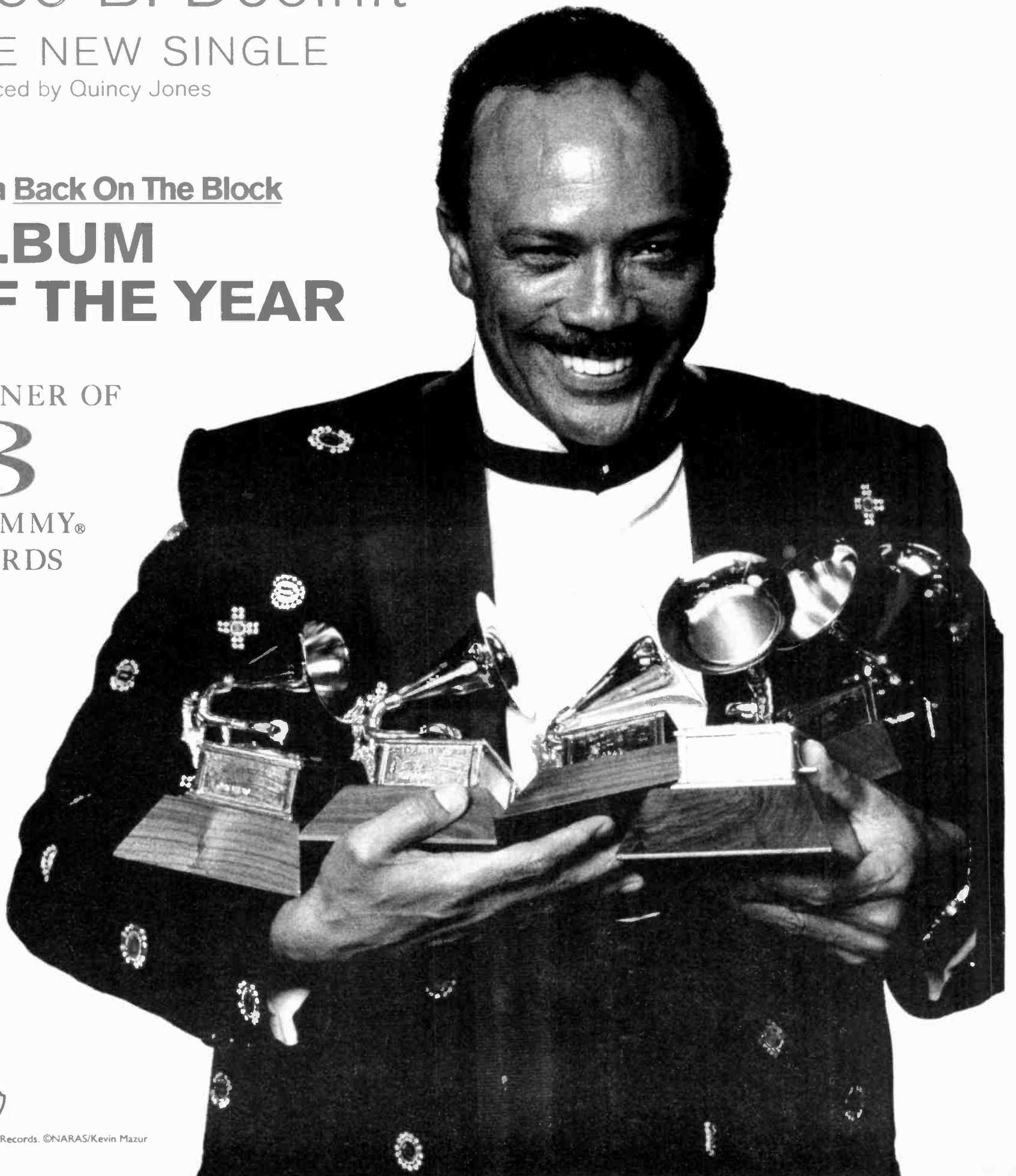
From Back On The Block

**ALBUM
OF THE YEAR**

WINNER OF

8

GRAMMY®
AWARDS



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EAST

WXVY/Baltimore
Roy Sampson
B ANGIE B
WOOTEN BROTHERS
O'JAYS
LISA FISCHER
Hottest:
TONY TONI TONE
MARVA HICKS
C & C MUSIC FACTO
LOOSE ENDS
PHIL PERRY

WLD/Boston
Hill/Hall
INNOCENCE
MICHEL'LE
WHITNEY HOUSTON
Hottest:
TONY TONI TONE
JOHNNY GILL
CHRISTOPHER WILLI
GERALD ALSTON
LOOSE ENDS

WBLK/Buffalo
Hurricane Dave
RUBY TURNER
TERRY STEELE
COLIN ENGLAND
Hottest:
RALPH TRESVANT
TONY TONI TONE
BOYS
CHRISTOPHER WILLI
LA RUE

WBLS/New York
Mike Love
TEN CITY
Hottest:
RALPH TRESVANT
CHRISTOPHER WILLI
FREDDIE JACKSON
ALEXANDER O'NEAL
TONY TONI TONE

WRKS/New York
Brown/Beasley
none
Hottest:
FREDDIE JACKSON
RUDE BOYS
JOHNNY GILL
GUY
TONY TONI TONE

WRKE/Ocean City
Quartarone/Mena
EPMD
ALTIUDE
LOOSE ENDS
KEITH WASHINGTON
O'JAYS
Hottest:
TONY TONI TONE
RALPH TRESVANT
RIFF
CHRISTOPHER WILLI
PEBBLES

OC104/Ocean City
Scott Jantzen
O'JAYS
CATHY DENNIS
TRACIE SPENCER
EN VOGUE
LISA FISCHER
Hottest:
GUY
JOHNNY GILL
TONY TONI TONE
C & C MUSIC FACTO
RIFF

WJZ/Albany
Maxwell St. Clair
EN VOGUE
KEITH WASHINGTON
MARIAH CAREY
KWAME'
MICHEL'LE
MARION MEADOWS
NANCY WILSON
EPMD
NIKKI D
TRACIE SPENCER
Hottest:
RALPH TRESVANT
JOHNNY GILL
TONY TONI TONE
PHIL PERRY
MONIE LOVE
YO YO
EPMD
Hottest:
JOHNNY GILL
FREDDIE JACKSON
RALPH TRESVANT
GERALD ALSTON
MARVA HICKS
WOOTEN BROTHERS

WXOK/Baton Rouge
Wallace/Mitchem
none
Hottest:
JOHNNY GILL
RALPH TRESVANT
GERALD ALSTON
ROSS & SURE
DIGITAL UNDERGROU
WENN/Birmingham
Donnell/Starr
GUY
O'JAYS
MICHEL'LE
BOYZ II MEN
TERRY STEELE
YO YO
EPMD
Hottest:
JOHNNY GILL
DIGITAL UNDERGROU
CHRISTOPHER WILLI
MARVA HICKS
WOOTEN BROTHERS

WATV/Birmingham
Ron January
NIKKI RICHARDS
O'JAYS
MICHEL'LE
TRACIE SPENCER
BOYZ II MEN
Hottest:
JOHNNY GILL
RALPH TRESVANT
TONY TERRY
DIGITAL UNDERGROU
CHRISTOPHER WILLI

WDXZ/Charleston
Jimmy Meek
JON LUCIEN
SWEET OBSESSION
O'JAYS
WHITNEY HOUSTON
LAZET MICHAELS
DELLS
Hottest:
FREDDIE JACKSON
RALPH TRESVANT
GERALD ALSTON
ROSS & SURE
TONY TONI TONE

WUJW/Charleston
Allen/Jackson
LISA FISCHER
GUY
TRACIE SPENCER
O'JAYS
LAZET MICHAELS
Hottest:
JOHNNY GILL
RALPH TRESVANT
ROSS & SURE
TONY TONI TONE
GERALD ALSTON

Z93/Charleston
Chm Fletcher
LISA FISCHER
CARMEN CARTER
GUY
Hottest:
FREDDIE JACKSON
RALPH TRESVANT
TONY TONI TONE
CHRISTOPHER WILLI

KOXL/Baton Rouge
Chris Clay
L.L. COOL J
WILL DOWNING
MICHEL'LE
LAZET MICHAELS
O'JAYS
WINANS
Hottest:
JOHNNY GILL
TONY TONI TONE
CHRISTOPHER WILLI
MARVA HICKS
ROSS & SURE

WPEG/Charlotte
Saunders/Darcell
COLOR ME BADD
SAMANTHA FOX
FUNKTASIA
Hottest:
TROOP
BOYS
CHRISTOPHER WILLI
CHUBB RUCK
ROSS & SURE

WJTT/Chattanooga
Landecker/Rankin
K-9 POSSE
GUY
LISA FISCHER
BOYZ II MEN
SWEET OBSESSION
EPMD
TRACIE SPENCER
O'JAYS
Hottest:
JOHNNY GILL
FREDDIE JACKSON
RALPH TRESVANT
GERALD ALSTON
MARVA HICKS

WVDM/Columbia
Carson/Hill
RUDE BOYS
LISA FISCHER
Hottest:
JOHNNY GILL
CHRISTOPHER WILLI
TONY TONI TONE
PHIL PERRY
TEDDY PENDERGRASS

WAGH/Columbus
Darrell J. Smith
NIKKI D
TEENA MARIE
NANCY WILSON
JON LUCIEN
GUY
MICHAEL McDONALD
Hottest:
RALPH TRESVANT
WOOTEN BROTHERS
TONY TONI TONE
CHRISTOPHER WILLI
MARVA HICKS

WFXX/Columbus
Phillip David March
none
Hottest:
JOHNNY GILL
RALPH TRESVANT
DIGITAL UNDERGROU
MARVA HICKS
GERALD ALSTON

K104/Dallas-Ft. Worth
Avery/Anderson
VICTORIA WILSON-J
O'JAYS
LALAH HATHAWAY
NIKKI RICHARDS
BOYZ II MEN
Hottest:
JOHNNY GILL
TONY TONI TONE
CHRISTOPHER WILLI
ROSS & SURE
BOYS

KJMZ/Dallas-Ft. Worth
Casey/Jammer
WHITNEY HOUSTON
LISA FISCHER
SHEENA EASTON
MARVA HICKS
CHRISTOPHER WILLI
Hottest:
TONY TONI TONE
MICHEL'LE
HI FIVE
C & C MUSIC FACTO

WZFX/Fayetteville
Phil Allen
STONEY YOUNGBLOOD
SWEET OBSESSION
COLONEL ABRAMS
OHAR CHANDLER
MARIAH CAREY
LISA FISCHER
TONY TERRY
DELLS
Hottest:
JOHNNY GILL
TEDDY PENDERGRASS
PHIL PERRY
RALPH TRESVANT
WHISPERS

WOMG/Greensboro
Sam Weaver
GUY
O'JAYS
TRACIE SPENCER
ANOTHER BAD CREAT
NIKKI RICHARDS
LISA FISCHER
LAZET MICHAELS
Hottest:
WOOTEN BROTHERS
RALPH TRESVANT
MARVA HICKS
RIFF
SURFACE

Z104/Greenville
Walker/Valentine
LAZET MICHAELS
AFTER 7
CARMEN CARTER
GUY
JON LUCIEN
O'JAYS
COLOR ME BADD
QUINCY JONES
TRACIE SPENCER
ICE-T
Hottest:
TEDDY PENDERGRASS
CHRISTOPHER WILLI
PEBBLES
ROSS & SURE
B ANGIE B

WLOU/Louisville
Ange Canessa
MARIAH CAREY
EN VOGUE
WHITNEY HOUSTON
O'JAYS
MICHEL'LE
Hottest:
TONY TONI TONE
TARA KEMP
SPECIAL GENERATIO
PHIL PERRY
LEVERT

WGZB/Louisville
Del Spencer
BLACK BOX
TEMPER TEMPER
RUBY TURNER
BRAND NEW HEAVIES
WILL DOWNING
MICHEL'LE
EPMD
Hottest:
TONY TONI TONE
GUY
TONY TONI TONE
DJ QUICK
HI FIVE
SPECIAL GENERATIO

WJJS/Lynchburg
Lad Goins
NIKKI RICHARDS
EN VOGUE
WHITNEY HOUSTON
O'JAYS
LISA FISCHER
Hottest:
JOHNNY GILL
TONY TONI TONE
TEDDY PENDERGRASS
WOOTEN BROTHERS
ROSS & SURE

WFXX/Macon
Big George Threatt
SWEET OBSESSI N
TEMPER TEMPER
TERRY STEELE
JON LUCIEN
DELLS
TONY TERRY
LALAH HATHAWAY
MICHEL'LE
Hottest:
JOHNNY GILL
RALPH TRESVANT
MARVA HICKS
ROSS & SURE
TONY TONI TONE

WPGA/Macon
Brian Kelly
GUY
MICHEL'LE
STYBL
QUINCY JONES
GEORGE HOWARD
BOYZ II MEN
TRACIE SPENCER
O'JAYS
Hottest:
TONY TONI TONE
JOHNNY GILL
PEBBLES
PHIL PERRY
ROSS & SURE

KJMS/Memphis
Toni St. James
O'JAYS
WINANS
COLIN ENGLAND
GUY
TEENA MARIE
TRACIE SPENCER
MICHEL'LE
Hottest:
JOHNNY GILL
TONY TONI TONE
C & C MUSIC FACTO
CHRISTOPHER WILLI
PHIL PERRY

WJHM/Orlando
Lindsey/Hollywood
COLOR ME BADD
GUY
AFTER 7
BLACK BOX
STYBL
POISON CLAN
MICHEL'LE
MAC BAND
Hottest:
TONY TONI TONE
HI FIVE
RALPH TRESVANT
BOYS
RIFF

WQOK/Raleigh
Young/Conners
GUY
O'JAYS
SHEENA EASTON
Hottest:
TONY TONI TONE
JOHNNY GILL
BOYS
PHIL PERRY
CHRISTOPHER WILLI

WPLZ/Richmond
-Petersburg
Phil Daniels
O'JAYS
WHITNEY HOUSTON
TERRY STEELE
SHEENA EASTON
LISA FISCHER
COLOR ME BADD
Hottest:
MARVA HICKS
JOHNNY GILL
RALPH TRESVANT
SURFACE
ROSS & SURE

WEAS/Savanna
Floyd Blackwell
LISA FISCHER
GUY
MICHEL'LE
BOYZ II MEN
TRACIE SPENCER
GEORGE HOWARD
WINANS
O'JAYS
YO YO
Hottest:
TONY TONI TONE
HARRIET
GERALD ALSTON
RALPH TRESVANT

KMJJ/Shreveport
M.J. Resool
ANOTHER BAD CREAT
COLOR ME BADD
GUY
LUTHER VANDROSS
O'JAYS
CHAMPAGN
MICHEL'LE
CARMEN CARTER
YO YO
JON LUCIEN
Hottest:
TONY TONI TONE
CHRISTOPHER WILLI
SURFACE
PEBBLES
WOOTEN BROTHERS

WYLD-FM/New Orleans
Wallace/Ross
none
Hottest:
JOHNNY GILL
RALPH TRESVANT
DIGITAL UNDERGROU
GERALD ALSTON
WHISPERS

WOWI/Norfolk
Steve Crumbley
CATHY DENNIS
WHITNEY HOUSTON
BOYZ II MEN
MICHEL'LE
TRACIE SPENCER
O'JAYS
Hottest:
TONY TONI TONE
C & C MUSIC FACTO
CHRISTOPHER WILLI
PHIL PERRY

WJHM/Orlando
Lindsey/Hollywood
COLOR ME BADD
GUY
AFTER 7
BLACK BOX
STYBL
POISON CLAN
MICHEL'LE
MAC BAND
Hottest:
TONY TONI TONE
HI FIVE
RALPH TRESVANT
BOYS
RIFF

WQOK/Raleigh
Young/Conners
GUY
O'JAYS
SHEENA EASTON
Hottest:
TONY TONI TONE
JOHNNY GILL
BOYS
PHIL PERRY
CHRISTOPHER WILLI

MIDWEST

WGCI/Chicago
James Alexander
BOYZ II MEN
WINANS
MARIAH CAREY
WHITNEY HOUSTON
Hottest:
GUY
RUDE BOYS
HI FIVE
TONY TONI TONE
FREDDIE JACKSON

WJZB/Cincinnati
Lewis/Turner
DJ QUICK
O'JAYS
RUBY TURNER
EN VOGUE
HANSOUL
Hottest:
RALPH TRESVANT
GUY
TONY TONI TONE
CHRISTOPHER WILLI
PEBBLES

WZAK/Cleveland
Tolliver/Rush
GUY
GEORGE HOWARD
O'JAYS
BOYZ II MEN
DNA DANE
GENIUS
Hottest:
L.L. COOL J
CHRISTOPHER WILLI
TONY TERRY
PHIL PERRY
DIGITAL UNDERGROU

WVCO/Columbus
K.C. Jones
none
Hottest:
TONY TONI TONE
WOOTEN BROTHERS
WHISPERS
RALPH TRESVANT
FREDDIE JACKSON

WTLC/Indianapolis
Johnson/Buchanan
BOYZ II MEN
RUBY TURNER
SWEET OBSESSION
Hottest:
CHRISTOPHER WILLI
RIFF
WOOTEN BROTHERS
MARVA HICKS
BOYS

KPRS/Kansas City
McFeen/King
none
Hottest:
JOHNNY GILL
RALPH TRESVANT
FREDDIE JACKSON
DIGITAL UNDERGROU
WHISPERS

WNOV/Milwaukee
Ernie G.
KWAME'
DELLS
SHEENA EASTON
TEMPER TEMPER
LISA FISCHER
MICHEL'LE
SWEET OBSESSION
LARRY LARR
Hottest:
ROSS & SURE
RALPH TRESVANT
TONY TONI TONE
DIGITAL UNDERGROU
WOOTEN BROTHERS

WMVP/Milwaukee
Billy Young
MICHEL'LE
WHITNEY HOUSTON
GEORGE HOWARD
RUBY TURNER
TEMPER TEMPER
Hottest:
JOHNNY GILL
FREDDIE JACKSON
TONY TONI TONE
ROSS & SURE
RIFF

WTLZ/Saginaw
Crockett/Lampley
EN VOGUE
DEFINITION OF SOU
K-9 POSSE
TEMPER TEMPER
GUY
INNOCENCE
RUBY TURNER
GEORGE HOWARD
O'JAYS
DJ QUICK
BOYZ II MEN
Hottest:
TONY TONI TONE
RALPH TRESVANT
MARVA HICKS
FREDDIE JACKSON
ROSS & SURE

KMUM/St. Louis
Atkins/Wynter
WHITNEY HOUSTON
BOYZ II MEN
O'JAYS
YO YO
JON LUCIEN
MICHEL'LE
GUY
Hottest:
JOHNNY GILL
PEBBLES
TONY TONI TONE
WOOTEN BROTHERS
LOOSE ENDS

WVOI/Toledo
Casey/McMichaels
MICA PARIS
ALEXANDER O'NEAL
GUY
LISA FISCHER
TRACIE SPENCER
GEORGE HOWARD
LAZET MICHAELS
BOYZ II MEN
CONCEPT
Hottest:
TONY TONI TONE
PHIL PERRY
WOOTEN BROTHERS
MARVA HICKS
CHRISTOPHER WILLI

KBWZ/Wichita
James McFadden
LAZET MICHAELS
GUY
SWEET OBSESSION
O'JAYS
WILL DOWNING
Hottest:
JOHNNY GILL
FREDDIE JACKSON
TONY TONI TONE
RALPH TRESVANT
DIGITAL UNDERGROU

WZFX/Fayetteville
Phil Allen
STONEY YOUNGBLOOD
SWEET OBSESSION
COLONEL ABRAMS
OHAR CHANDLER
MARIAH CAREY
LISA FISCHER
TONY TERRY
DELLS
Hottest:
JOHNNY GILL
TEDDY PENDERGRASS
PHIL PERRY
RALPH TRESVANT
WHISPERS

WQIS/Laurel
Ron Davis
MICHEL'LE
WILL DOWNING
TERRY STEELE
O'JAYS
BOYZ II MEN
JON LUCIEN
Hottest:
FREDDIE JACKSON
RALPH TRESVANT
GUY
B ANGIE B
GERALD ALSTON

U102/Lexington
Mack/Moberly
LUTHER VANDROSS
COLOR ME BADD
GUY
ENIGMA
LONDONBEAT
JANET JACKSON
HI FIVE
CHRISTOPHER WILLI

KIPR/Little Rock
Booker
INNOCENCE
BOYZ II MEN
WINANS
ANOTHER BAD CREAT
NIKKI RICHARDS
ICE-T
Hottest:
JOHNNY GILL
TONY TONI TONE
CHRISTOPHER WILLI
PHIL PERRY
BOYS

KJLH/Los Angeles
Lynn Briggs
YO YO
LUTHER VANDROSS
WHITNEY HOUSTON
O'JAYS
NIKKI RICHARDS
COLIN ENGLAND
COLOR ME BADD
Hottest:
GUY
FREDDIE JACKSON
RALPH TRESVANT
WOOTEN BROTHERS
CHRISTOPHER WILLI

KKBT/Los Angeles
Mike Stradford
LISA FISCHER
RUBY TURNER
MARIAH CAREY
BOYZ FROM DETROIT
HI FIVE
RUDE BOYS
O'JAYS
WHITNEY HOUSTON
LALAH HATHAWAY

KDIA/Oakland
Jeff Harrison
JON LUCIEN
RUBY TURNER
101 NORTH
WHITNEY HOUSTON
LISA FISCHER
Hottest:
LUTHER VANDROSS
O'JAYS
NIKKI D
GUY
WHITNEY HOUSTON
KEITH WASHINGTON
TONY TONI TONE
DJ QUICK
ANOTHER BAD CREAT
CHRISTOPHER WILLI
COLOR ME BADD

KRIZ/Seattle
Frank Barrow
WHITNEY HOUSTON
GUY
TRACIE SPENCER
O'JAYS
BRAND NUBIAN
Hottest:
CHRISTOPHER WILLI
TONY TONI TONE
MARVA HICKS
PHIL PERRY
KEITH WASHINGTON

92 Current Reporters
86 Current Playlists

Called In Frozen Playlist (3):
WVOK/Columbus
WXOK/Baton Rouge
WYLD/New Orleans

Did Not Report, Playlist Frozen (3):
HOT105/Montgomery
KPRS/Kansas City
WFXX/Columbus

WEST

XHRM/San Diego
Baily Coleman
NIKKI D
RUBY TURNER
BOYZ II MEN
O'JAYS
WHITNEY HOUSTON
GUY
EN VOGUE
KWAME'
L.A. POSSE
MONA LISA
ED O.G. & DA BULLD
KRAZE
DEFINITION OF SOU
Hottest:
RALPH TRESVANT
TONY TONI TONE
BOYS
MARVA HICKS
SURFACE

KSOL/San Francisco
Bob Mitchell
RALPH TRESVANT
LISA FISCHER
YO YO
FUNKTASIA
AFTERSHOCK
MICHEL'LE
RIFF
NIKKI D
GUY
WHITNEY HOUSTON
KEITH WASHINGTON
TONY TONI TONE
DJ QUICK
ANOTHER BAD CREAT
CHRISTOPHER WILLI
COLOR ME BADD



3	2	WKS	WKS	LW	TW			Total Reports/Adds	Heavy	Medium	Light
		4	2	1	1	1	ALABAMA/Down Home (RCA)	204/0	197	7	0
		8	7	3	2	2	TRAVIS TRITT/Drift Off To Dream (WB)	204/0	189	12	3
		13	10	6	3	3	DOLLY PARTON & RICKY VAN SHELTON/Rockin' Years (Columbia)	204/1	178	24	2
		6	4	2	4	4	BILLY DEAN/Only Here For A Little While (SBK/Capitol)	202/0	177	19	6
		9	8	5	5	5	VINCE GILL/Pocket Full Of Gold (MCA)	204/0	165	35	4
		15	13	9	6	6	RONNIE MILSAP/Are You Lovin' Me Like I'm Lovin' You (RCA)	204/1	141	57	6
		12	9	7	7	7	REBA McENTIRE/Fancy (MCA)	199/1	152	29	18
		23	15	11	8	8	GEORGE STRAIT/If I Know Me (MCA)	204/0	111	89	4
		14	12	10	9	9	MARY-CHAPIN CARPENTER/Right Now (Columbia)	194/2	115	58	21
		22	18	13	10	10	PAUL OVERSTREET/Heroes (RCA)	203/1	66	132	5
		20	17	14	11	11	KATHY MATTEA/Time Passes By (Mercury)	203/1	76	110	17
		16	14	12	12	12	MARK COLLIE/Let Her Go (MCA)	201/1	70	116	15
		27	22	17	13	13	DOUG STONE/In A Different Light (Epic)	204/4	33	151	20
		25	19	16	14	14	DWIGHT YOAKAM/You're The One (Reprise)	201/3	46	130	25
		26	23	19	15	15	TANYA TUCKER/Oh What It Did To Me (Capitol)	193/6	50	119	24
		31	24	20	16	16	DIAMONO RIO/Meet In The Middle (Arista)	202/4	26	148	28
		50	32	23	17	17	MARK CHESNUTT/Blame It On Texas (MCA)	193/9	15	135	43
		5	3	4	18	18	DON WILLIAMS/True Love (RCA)	136/0	63	55	18
		36	30	25	19	19	OAK RIDGE BOYS/Lucky Moon (RCA)	191/12	12	118	61
		28	25	22	20	20	MARTIN DELRAY/Get Rhythm (Atlantic)	181/8	26	111	44
		41	34	27	21	21	LORRIE MORGAN/We Both Walk (RCA)	190/15	6	119	65
		—	35	29	22	22	JOE DIFFIE/If The Devil Danced (In Empty Pockets) (Epic)	192/21	6	112	74
		32	29	26	23	23	PIRATES OF THE MISSISSIPPI/Feed Jake (Capitol)	178/9	22	108	48
		2	1	8	24	24	RANDY TRAVIS/Heroes And Friends (WB)	124/0	61	44	19
		35	31	28	25	25	CARLENE CARTER/The Sweetest Thing (Reprise)	171/10	8	102	61
		1	6	15	26	26	GARTH BROOKS/Two Of A Kind, Working On A Full House (Capitol)	108/0	46	46	16
		49	38	32	27	27	MIKE REID/Till You Were Gone (Columbia)	178/16	2	86	90
		—	—	34	28	28	JUDDS/One Hundred And Two (Curb/RCA)	177/40	0	67	110
		—	45	37	29	29	MARK O'CONNOR & THE NEW NASHVILLE CATS/Restless (WB)	150/27	1	60	89
		44	40	36	30	30	McBRIDE & THE RIDE/Can I Count On You (MCA)	144/22	5	61	78
		—	50	38	31	31	PAM TILLIS/One Of Those Things (Arista)	154/28	0	48	106
		38	36	33	32	32	WILLIE NELSON/Ten With A Two (Columbia)	112/3	5	71	36
		BREAKER				33	HIGHWAY 101/Bing Bang Boom (WB)	145/71	1	25	119
		BREAKER				34	CLINTON GREGORY/ (If It Weren't For Country Music) I'd Go Crazy (SOR)	131/16	3	47	81
		DEBUT				35	CLINT BLACK/One More Payment (RCA)	115/108	4	25	86
		10	21	30	36	36	CLINT BLACK/Loving Blind (RCA)	65/0	38	14	13
		BREAKER				37	KENTUCKY HEADHUNTERS/Ballad Of Davy Crockett (Mercury)	129/16	1	47	81
		48	41	40	38	38	BELLAMY BROTHERS/She Don't Know That She's Perfect (Atlantic)	115/10	1	53	61
		46	42	41	39	39	LES TAYLOR/I Gotta Mind To Go Crazy (Epic)	98/8	2	46	50
		17	16	18	40	40	K.T. OSLIN/Mary And Willie (RCA)	78/0	12	36	30
		—	—	49	41	41	AARON TIPPIN/I Wonder How Far It Is Over You (RCA)	108/28	0	25	83
		—	49	46	42	42	J.P. PENNINGTON/Whatever It Takes (MCA)	95/8	3	27	65
		3	5	21	43	43	SHENANDOAH/I Got You (Columbia)	65/0	10	38	17
		—	—	48	44	44	SHELBY LYNNE/What About The Love We Made (Epic)	93/17	1	31	61
		19	26	43	45	45	ALAN JACKSON/I'd Love You All Over Again (Arista)	59/0	37	14	8
		39	37	35	46	46	KEVIN WELCH/True Love Never Dies (Reprise)	73/0	4	42	27
		DEBUT				47	ROB CROSBY/She's A Natural (Arista)	98/46	0	7	91
		DEBUT				48	T. GRAHAM BROWN/With This Ring (Capitol)	84/25	0	17	67
		DEBUT				49	MARTY STUART/Till I Found You (MCA)	83/40	0	11	72
		DEBUT				50	KELLY WILLIS/Baby Take A Piece Of My Heart (MCA)	80/16	0	11	69

MOST ADDED

- CLINT BLACK (108)
- HIGHWAY 101 (71)
- ROB CROSBY (46)
- JUDDS (40)
- MARTY STUART (40)
- DAVIS DANIEL (28)
- PAM TILLIS (28)
- AARON TIPPIN (28)
- MARK O'CONNOR (27)
- T. GRAHAM BROWN (25)

HOTTEST

- PARTON & SHELTON (130)
- ALABAMA (121)
- TRAVIS TRITT (100)
- VINCE GILL (95)
- REBA McENTIRE (91)
- BILLY DEAN (84)
- GEORGE STRAIT (49)
- RONNIE MILSAP (39)
- MARY-CHAPIN CARPENTER (26)
- KATHY MATTEA (20)

NEW ARTISTS

- | | Reports/Adds |
|---|--------------|
| 1 J.P. PENNINGTON/What... (MCA) | 95/8 |
| 2 KELLY WILLIS/Baby Take A Piece (MCA) | 80/16 |
| 3 LINDA DAVIS/Some Kinda Woman (Capitol) | 62/11 |
| 4 DONNA ULISSE/When Was... (Atlantic) | 54/3 |
| 5 BANDIT BROTHERS/Women (Curb) | 46/13 |
| 6 DAVIS DANIEL/Picture Me (Mercury) | 31/28 |
| 7 GOLDENS/Keep The Faith (SBK/Capitol) | 19/6 |
| 8 J.A. PARKS/Daddy On The... (Curb/Capitol) | 19/2 |
| 9 DUDE MOWREY/Honky Tonk... (Capitol) | 15/7 |
| 10 DEBRA DUDLEY/Mama's... (Concord) | 10/3 |

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

MOST ADDED & HOTTEST list those songs achieving the most adds nationally and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

BREAKERS

HIGHWAY 101 Bing Bang Boom (WB)

On 71% of reporting stations. Rotations: Heavy 1, Medium 25, Light 119, Total Adds 71 including WQCB, WOKO, WBEE, WWNC, KPLX, WGKX, WSIX, WAXX, WYNG, KGHL, KKCS, KFMS, KZLA. Moves 50-33 on the Country chart.

CLINTON GREGORY (If It Weren't For Country Music) I'd Go Crazy (SOR)

On 64% of reporting stations. Rotations: Heavy 3, Medium 47, Light 81, Total Adds 16 including WWVA, KEAN, KASE, KLLL, KJLO, KKYR, WASKFM, KNAX, KUAD, KMIX, KDRK. Moves 43-39-34 on the Country chart.

KENTUCKY HEADHUNTERS Ballad Of Davy Crockett (Mercury)

On 63% of reporting stations. Rotations: Heavy 1, Medium 47, Light 81, Total Adds 16 including WXXK, KPLX, WQIK, KJLO, WWKA, WKHK, WQYK, KBMR, WGEE, KTPK, KUPL, KCKC. Moves 44-42-37 on the Country chart.

Breakers are those records that have achieved concurrent airplay at 60% of our reporting stations. New & Active records are those receiving airplay at 30-59% of the stations. Records in Significant Action are receiving airplay at 5-29% of the stations. Records do not have to reach Breaker in order to chart. However, once a record charts, it must reach the 60% airplay level within the three following weeks to achieve Breaker status.

"BING, BANG, BOOM"
BREAKER!
Highway 101

Atlantic Records has your tickets for a winning season!!!

**RAY
KENNEDY**

"Scars"

New & Active 64/10

**BELLAMY
BROS.**

**"She Don't
Know That
She's Perfect"**

38

**DONNA
ULISSE**

**"When Was The
Last Time"**

Significant Action on
54 Stations



**MARTIN
DELRAY**

"Get Rhythm"

20

NEAL McCOY

"Hillbilly Blue"

Reports 4/15

Pitching Lineup:

Larry King
Bill Heltemes
Jim West
Sam Harrell
Bryan Switzer

Relief Pitchers:

Elroy Kahanek
Debbie Bellin





NEW & ACTIVE

CLINT BLACK "One More Payment" (RCA) 115/108

Rotations: Heavy 4, Medium 25, Light 86, Total Adds 108 including WPOC, WYRK, WWYZ, WYNY, WXTU, WDSY, KASE, KPLX, KIKK, KILTFM, KSSN, WAMZ, WGKX, WSM, WWKA, WQYK, WFMS, WMIL, KXXY, KNIX, KUPL, KRAK. Debuts at number 35 on the Country chart.

AARON TIPPIN "I Wonder How Far It Is Over You" (RCA) 108/28

Rotations: Heavy 0, Medium 25, Light 83, Total Adds 28 including WQCB, WTCR, WNUS, WILQ, WEZL, KIKK, WVLK, WQDR, WFMS, WNNW, WFMB, KWEN, KFMS, KWHT, KMLE, KKAT, KSOP, KSON, KEEN, KDRK. Moves 49-41 on the Country chart.

ROB CRDSBY "She's A Natural" (Arista) 98/46

Rotations: Heavy 0, Medium 7, Light 91, Total Adds 46 including WHWK, WRKZ, WXTU, KEAN, KASE, WUSY, WESC, WVLK, WQWW, WCHY, WUBE, WCUZ, WMUS, WFMB, KIK-FM, KUZZ, KUGN, KNAX, KMIX, KUPL, KRAK. Debuts at number 47 on the Country chart.

J.P. PENNINGTON "Whatever It Takes" (MCA) 95/8

Rotations: Heavy 3, Medium 27, Light 65, Total Adds 8, WNUS, KSCS, KHEY, WTNT, KCJB, KFMS, KMIX, KSON. Heavy: WIVK, WAMZ, WNNW. Medium: KEAN, KPLX, WVLK, WSM, WQWW, WQDR, WAXX, WITL, KCKC. Moves 49-46-42 on the Country chart.

SHELBY LYNNE "What About The Love We Made" (Epic) 93/17

Rotations: Heavy 1, Medium 31, Light 61, Total Adds 17, WCAO, WNUS, WRWD, WMZO, WMSI, WTNV, KYKX, KNFM, WKNN, WKKQ, KWMT, KZKX, KCJB, WFMB, KDEO, KEEN, KDRK. Heavy: KRWO. Medium: WPOC, KPLX, KRAK. Moves 48-44 on the Country chart.

T. GRAHAM BROWN "With This Ring" (Capitol) 84/25

Rotations: Heavy 0, Medium 17, Light 67, Total Adds 25, WAYZ, WRWD, WYNK, KAYD, WESC, WTNV, KNFM, WSIX, WBKR, WYNG, KVOX, WFMS, WASKFM, KEEY, WMUS, WXCL, WLLR, KTTS, WFMB, WWJO, WTHI, WTCM, KUAD, KEKB, KMLE. Debuts at number 48 on the Country chart.

MARTY STUART "Till I Found You" (MCA) 83/40

Rotations: Heavy 0, Medium 11, Light 72, Total Adds 40 including WPOC, WYNY, WXTU, WDSY, KEAN, KRRV, WESC, WVLK, WAMZ, KLLL, WKSJ, KHAK, WAXX, WFMS, KXXY, WTHI, WTCM, KZSN, KCCY, KKAT. Debuts at number 49 on the Country chart.

KELLY WILLIS "Baby Take A Piece Of My Heart" (MCA) 80/16

Rotations: Heavy 0, Medium 11, Light 69, Total Adds 16, WPOC, WTCR, WRWD, KASE, WKML, KIKK, WBKR, WHOK, KIXQ, WNNW, KZKX, WTHI, KVOO, KMLE, KNIX, KWJJ. Medium: WSTH, KTCS, WTCM, KEKB. Debuts at number 50 on the Country chart.

RAY KENNEDY "Scars" (Atlantic) 64/10

Rotations: Heavy 0, Medium 14, Light 50, Total Adds 10, KEAN, WCMS, WQWW, WQDR, WQYK, KWMT, KEEY, WFMB, KTPK, KWJJ. Medium: WNNC, WSTH, WFLS, WDAF, KTTS, WTCM, KFDI, KRKT, KRST, KNIX

LINDA DAVIS "Some Kinda Woman" (Capitol) 62/11

Rotations: Heavy 0, Medium 11, Light 51, Total Adds 11, WZPR, WCTK, WKML, WHLZ, KJLO, WQDR, KCJB, WFMB, KRKT, KALF, KEKB. Medium: WKAK, WNNC, WRNS, WSTH, WTVY, WFLS, KLLL, WNNW, KVOO, KFDI

T.G. SHEPPARD "Born In A High Wind" (Curb/Capitol) 62/3

Rotations: Heavy 1, Medium 13, Light 48, Total Adds 3, WNUS, KLLL, KUAD. Heavy: WNNW. Medium: WRNS, WSTH, WIVK, KYKS, WYAK, KZEU, KLUR, KFGO, KTTS, KVOO, KFDI, KWOX, KVOC.

SIGNIFICANT ACTION

RODNEY CROWELL "Things I Wish I'd Said" (Columbia) 58/12

Rotations: Heavy 0, Medium 9, Light 49, Total Adds 12, WHLZ, WMSI, WVLK, KYKX, WKSJ, KIXQ, WASKFM, KCJB, WWJO, WTHI, KEKB, KNCQ. Medium: WNNC, WSTH, WTVY, WOW, KTTS, KVOO, KRKT, KALF.

DONNA ULISSE "When Was The Last Time" (Atlantic) 54/3

Rotations: Heavy 1, Medium 13, Light 40, Total Adds 3, KNFM, WDAF, KEEN. Heavy: WICO. Medium: WKAK, WNNC, WSTH, WTVY, WCMS, WTQR, KTTS, KFDI, KRKT, KUUY, KALF, KMIX, KNCQ.

JANN BROWNE "Better Love Next Time" (Curb) 50/0

Rotations: Heavy 0, Medium 10, Light 40, Total Adds 0. Medium: WWYZ, WAJR, WAXX, KFGO, KTTS, KVOO, KFDI, KRKT, KALF, KNCQ. Light: WDSY, WCTK, WRNS, WHLZ, WVLK, WQDR, WDAF, KEEY, WOW, KKAT.

EDDY RAVEN "Rock Me In The Rhythm Of Your Love" (Capitol) 49/2

Rotations: Heavy 1, Medium 17, Light 31, Total Adds 2, KYKX, KTPK. Heavy: KRKT. Medium: WWYZ, WKAK, KRRV, KASE, WRNS, KPLX, KLUR, WAXX, KTTS, KVOO, KFDI, KWOX, KVOC, KALF, KEKB, KDEO, KNCQ.

BANDIT BROTHERS "Women" (Curb) 46/13

Rotations: Heavy 1, Medium 1, Light 44, Total Adds 13, WBEE, WKAK, WBKR, KKYR, KLUR, KHAK, KEEY, KXXY, KVOO, WQXX, KIK-FM, KVOO, KZLA. Heavy: WVLK. Medium: KTTS. Light: WKHX, WAMZ, KZEU, WIL, KWJJ.

STATLER BROTHERS "Remember Me" (Mercury) 43/8

Rotations: Heavy 0, Medium 7, Light 36, Total Adds 8, WCTK, KZEU, KVOX, WMUS, WWJO, KUUY, KALF, KNCQ. Medium: WSTH, WFLS, WXCL, KTTS, WTCM, KFDI, KRKT. Light: WWYZ, WRKZ, WDSY, WAXX, WOW.

CHARLIE DANIELS BAND "Honky Tonk Life" (Epic) 33/13

Rotations: Heavy 0, Medium 2, Light 31, Total Adds 13, WAYZ, WRKZ, WDSY, WDLs, KYKS, WSM, WBKR, WFMS, WOW, KVOO, KWOX, KALF, KWJJ. Medium: WSTH, KRKT. Light: WWYZ, WSIX, KTTS, KRAK, KEEN.

DAVIS DANIEL "Picture Me" (Mercury) 31/28

Rotations: Heavy 0, Medium 1, Light 30, Total Adds 28 including WOKO, WWYZ, WRKZ, WDSY, WKAK, KMML, WTVY, WQDR, KLUR, WAXX, WOW, WKCO, KTTS, WFMB, WTCM, KFDI, KRKT, KGHL, KUUY, KMLE.

SAWYER BROWN "Mama's Little Baby Loves Me" (Curb/Capitol) 25/4

Rotations: Heavy 0, Medium 9, Light 16, Total Adds 4, KWMT, WOW, KUAD, KDEO. Medium: WWYZ, KLUR, WCUZ, KXXY, KVOO, KFDI, KRKT, KWHT, KSOP. Light: WXBO, WFLS, WIVK, WNOE, KWOX, KTTS, KIK-FM.

MEL McDANIEL "Turtles And Rabbits" (DPI) 23/5

Rotations: Heavy 0, Medium 2, Light 21, Total Adds 5, WCTK, WAMZ, WSM, WBKR, WOW. Medium: KTTS, KFDI. Light: WWYZ, WRKZ, WBEE, WICO, WSTH, KLUR, WSLR, WAXX, KVOO, KWOX, KUUY, KUAD, KDEO.

GOLDENS "Keep The Faith" (SBK/Capitol) 19/6

Rotations: Heavy 0, Medium 0, Light 19, Total Adds 6, WWYZ, KRRV, WTVY, WDXE, KZEU, KWOX. Light: WKAK, KMML, WSTH, WFLS, KYKS, WSIX, KLUR, KEEY, KTTS, KFDI, KVOO, KUUY, KALF.

JOHN ANDREW PARKS "Daddy On The Radio" (Curb/Capitol) 19/2

Rotations: Heavy 0, Medium 1, Light 18, Total Adds 2, WBKR, KRKT. Medium: WSTH. Light: WRKZ, WICO, WKAK, KRRV, WTVY, WFLS, WDXE, KLUR, WSLR, KFGO, KTTS, KVOO, KFDI, KWOX, KUUY, KDEO.

DAN SEALS "Ball And Chain" (Capitol) 18/8

Rotations: Heavy 0, Medium 2, Light 16, Total Adds 7, WDSY, KMML, WTVY, WAXX, KFGO, KTTS, KUUY, KRWO. Medium: WSTH, WOW. Light: WWYZ, WRNS, WNNW, KFDI, KWOX, KVOO, KDEO, KSOP.

MARIE OSMOND "Boogie Woogie Bugle Boy" (Curb) 17/7

Rotations: Heavy 0, Medium 2, Light 15, Total Adds 7, WKAK, KRRV, KWMT, KTTS, WTCM, KVOO, KUUY. Medium: KFDI, KRWO. Light: WRKZ, WICO, WSTH, WTVY, KLUR, WSLR, KFGO, KWOX.

DUDE DWOREY "Honky Tonk Song" (Capitol) 15/7

Rotations: Heavy 0, Medium 2, Light 13, Total Adds 7, KMML, WFLS, KLUR, KFGO, KFDI, KWOX, KDEO. Medium: WTVY, WDAF. Light: KRRV, WSTH, WWKA, KTTS, KUUY, KEEN.

JO-EL SONNIER "You May Change Your Mind" (Capitol) 12/0

Rotations: Heavy 0, Medium 1, Light 11, Total Adds 0. Medium: KFDI. Light: WRNS, WSTH, KLUR, KFGO, WNNW, WOW, KTTS, WTCM, KVOO, KRKT, KDEO.

DEBRA DUDLEY "Mama's Rockin' Chair" (Concord) 10/3

Rotations: Heavy 0, Medium 0, Light 10, Total Adds 3, WDXE, KWOX, KUUY. Light: WRKZ, WICO, WSTH, KLUR, KFGO, KVOO, KFDI.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
GARTH BROOKS/The Thunder Rolls (Capitol)	No Fences
VINCE GILL/Take Your Memory With You (MCA)	Pocket Full Of Gold
KATHY MATTEA/Whole Lotta Holes (Mercury)	Time Passes By
RONNIE MILSAP/All Is Fair In Love And War (RCA)	Back To The Grindstone
GARTH BROOKS/Mr. Blue (Capitol)	No Fences
BILLY DEAN/Young Man (Capitol)	Young Man
KATHY MATTEA/Harley (Mercury)	Time Passes By
JUDDS/This Country's Rockin' (Curb/RCA)	Love Can Build A Bridge
GEORGE STRAIT/You Know Me Better Than This (MCA)	Chill Of An Early Fall
PAM TILLIS/Put Yourself In My Place (Arista)	Put Yourself In My Place
VINCE GILL/I Quit (MCA)	Pocket Full Of Gold
PAM TILLIS/Melancholy Child (Arista)	Put Yourself In My Place
GEORGE STRAIT/I've Convinced Everybody But Me (MCA)	Chill Of An Early Fall
RONNIE MILSAP/Turn That Radio On (RCA)	Back To The Grindstone
MARK CHESNUTT/Your Love Is A Miracle (MCA)	Too Cold At Home

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- "PICKIN' ON NASHVILLE"
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SONG INFORMATION INDEX

A

ALABAMA "Down Home" (RCA 2778-7)
 Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Rick Bowles, Josh Leo Pub: Maypop Music, Warner/Elektra/Asylum Music/Mopage Music (BMI) Mgr: Dale Morris

B

BANDIT BROTHERS "Women" (Curb 76867)
 Prod: John Range, Karl Shannon Wr: Robert Byrne, Alan Schulman Pub: Screen Gems-EMI Music, Colgems-EMI Music (BMI, ASCAP) Mgr: AWA Productions

BELLAMY BROTHERS "She Don't Know That She's Perfect" (Atlantic 7-87748)
 Prod: David Bellamy, Howard Bellamy, Ron Taylor Wr: David Bellamy, Howard Bellamy, Jerry Lynn Williams Pub: Bellamy Brothers Music, Red Brazos Music/Urge Music (ASCAP, BMI) Mgr: Frances Bellamy

CLINT BLACK "Loving Blind" (RCA 2749-7)
 Prod: James Stroud Wr: Clint Black Pub: Howlin' Hits Music (ASCAP) Mgr: Bill Ham

CLINT BLACK "One More Payment" (RCA 2819-7)
 Prod: James Stroud Wr: Clint Black, Hayden Nicholas, Shake Russell Pub: Howlin' Hits Music, Reb Brazos Music (ASCAP, BMI) Mgr: Bill Ham

GARTH BROOKS "Two Of A Kind, Working On A Full House" (Capitol 79537)
 Prod: Allen Reynolds Wr: Bobby Boyd, Warren Dale Haynes, Dennis Robbins Pub: Muhlenberg Music/Cal Cody Music, Wee B Music (BMI, ASCAP) Mgr: Bob Doyle, Pam Lewis

T. GRAHAM BROWN "With This Ring" (Capitol 79641)
 Prod: Barry Beckett Wr: L. Dixon, R. Wylie, A. Hester Pub: Vee Ve Music/Ala King Music (BMI) Mgr: C.K. Spurlock

JANN BROWNE "Better Love Next Time" (Curb 76858)
 Prod: Steve Fishell Wr: Gail Davies, Paul Kennerley Pub: Warner Tamerlane Publishing/Silverline Music, Irving Music (BMI) Mgr: Tracy Gershon

C

MARY-CHAPIN CARPENTER "Right Now" (Columbia 38 73699)
 Prod: John Jennings, Mary-Chapin Carpenter Wr: Al Lewis, Sylvester Bradford Pub: Sylbee Music, Sovereign Music (ASCAP) Mgr: Tom Carrico, John Simson

CARLENE CARTER "The Sweetest Thing" (Reprise 7-19398)
 Prod: Howe Epstein Wr: Carlene Carter, Robert Ellis Orrall Pub: Carleoney Tunes/Chrysalis Music Group, BMG Songs/2Kids Music (ASCAP) Mgr: Bill Carter

MARK CHESNUTT "Blame It On Texas" (MCA 54053)
 Prod: Mark Wright Wr: Ronnie Rogers, Mark Wright Pub: Maypop Music, EMI Blackwood Music/Wrightchild Music (Unknown) Mgr: BDM Company

MARK COLLIE "Let Her Go" (MCA 53971)
 Prod: Doug Johnson, Tony Brown Wr: Mark Collie Pub: Ha-Deb Music (ASCAP) Mgr: Don Light

ROB CROSBY "She's A Natural" (Arista 2180)
 Prod: Tim DuBois, Scott Hendricks Wr: Rob Crosby, Rick Bowles Pub: Grand Coalition Music, Maypop Music (BMI) Mgr: Steve Small

RODNEY CROWELL "Things I Wish I'd Said" (Columbia 38 73760)
 Prod: Tony Brown, Rodney Crowell Wr: Rodney Crowell Pub: Coolwell Music (ASCAP) Mgr: Bill Carter

D

DAVIS DANIEL "Picture Me" (Mercury 848 291)
 Prod: Ron Haffkine Wr: Brian R. Shaw, Mentor Williams Pub: Nickel Nugget Music, WB Music/Barnatuck Music/Mentor Williams Music (BMI, ASCAP) Mgr: Ron Haffkine

CHARLIE DANIELS BAND "Honky Tonk Life" (Epic 34 73768)
 Prod: James Stroud Wr: Charlie Daniels Pub: Cabin Fever Music/Miss Hazel Music (BMI) Mgr: David Corlew

LINDA DAVIS "Some Kinda Woman" (Capitol 79646)
 Prod: Jimmy Bowen, Linda Davis Wr: Annette Cotter, David Leonard Pub: Debarns Music/Ha-Deb Music (ASCAP) Mgr: Starstruck Entertainment

BILLY DEAN "Only Here For A Little While" (SBK/Capitol 79424)
 Prod: Chuck Howard, Tom Shapiro Wr: Wayland Holyfield, Richard Leigh Pub: EMI April Music/Ideas Of March Music, Lion-Hearted Music (ASCAP) Mgr: Ken Stitts

MARTIN DELRAY "Get Rhythm" (Atlantic 3429-2)
 Prod: Blake Mevis, Nelson Larkin Wr: John R. Cash Pub: House Of Cash (BMI) Mgr: Blake Mevis

DIAMOND RIO "Meet In The Middle" (Arista 2182)
 Prod: Monty Powell, Tim DuBois Wr: Chapin Hartford, Jim Foster, Don Pritimer Pub: Sony Tree Publishing, Electric Mule Music, Zomba Enterprises (BMI, ASCAP) Mgr: Ted Hacker

JOE DIFFIE "If The Devil Danced (In Empty Pockets)" (Epic 34 73747)
 Prod: Bob Montgomery, Johnny Slate Wr: K. Spooner, K. Williams Pub: Texas Wedge Music/Sony Cross Keys Publishing (ASCAP) Mgr: Danny Morrison, Johnny Slate

DEBRA DUDLEY "Mama's Rockin' Chair" (Concord CRS 502)
 Prod: Bill Walker Wr: Susan Clark Pub: WilJex Publishing (ASCAP) Mgr: D & D Enterprises

G

VINCE GILL "Pocket Full Of Gold" (MCA 54026)
 Prod: Tony Brown Wr: Vince Gill, Brian Allmiller Pub: Benefit Music (BMI) Mgr: Fitzgerald-Hartley

GOLDENS "Keep The Faith" (SBK/Capitol 79513)
 Prod: Blake Chancey, Jimmy Gilmer Wr: Jim Sales, Keith Stegall Pub: Songs Of PolyGram International, EMI April Music/Keith Stegall Music (BMI, ASCAP) Mgr: Bob Burwell

CLINTON GREGORY "If It Weren't For Country Music I'd Go Crazy" (SOR 427)
 Prod: Ray Pennington Wr: Alan Syms Pub: Millstone Music (ASCAP) Mgr: Ray Pennington

H

HIGHWAY 101 "Bing Bang Boom" (WB 7-19346)
 Prod: Paul Worley, Ed Seay Wr: Hugh Prestwood Pub: Careers Music/Hugh Prestwood Music (BMI) Mgr: Chuck Morris

J

ALAN JACKSON "I'd Love You All Over Again" (Arista 2166)
 Prod: Keith Stegall, Scott Hendricks Wr: Alan Jackson Pub: Mattie Ruth Music/Seventh Son Music (ASCAP) Mgr: Barry Coburn

JUDDS "One Hundred And Two" (RCA 2782-7)
 Prod: Brent Maher Wr: Paul Kennerly, Don Potter, Wynonna Judd Pub: Irving Music/Littlemarch Music, Sheep In Tow Music, Kentucky Sweetheart Music (BMI) Mgr: Ken Stitts

K

RAY KENNEDY "Scars" (Atlantic 7-87743)
 Prod: Ray Kennedy Wr: Ray Kennedy, Bobby Davic, Don Henry Pub: Cross Keys Publishing (ASCAP) Mgr: Dale Morris

KENTUCKY HEADHUNTERS "Ballad Of Davy Crockett" (PolyGram 868 122)
 Prod: Kentucky Headhunters Wr: Tom Blackburn, George Bruns Pub: Wonderland Music (BMI) Mgr: Mitchell Fox

L

SHELBY LYNNE "What About The Love We Made" (Epic 34 73716)
 Prod: Bob Montgomery, Wr: J. Rotch Pub: Vintage Music (BMI) Mgr: Mark Rothbaum

M

KATHY MATTEA "Time Passes By" (Mercury 878 934)
 Prod: Allen Reynolds Wr: Jon Vezner, Susan Longacre Pub: Shedhouse Music/PolyGram International Publishing, WBM Music/Longacre Music (ASCAP, SESAC) Mgr: Bob Tittley

McBRIDE & THE RIDE "Can I Count On You" (MCA 54022)
 Prod: Tony Brown, Steve Fishell Wr: Terry McBride Bill Carter, Ruth Eisworth Pub: Violet Crown Music/Blame Music (BMI) Mgr: Ken Stitts

MEL McDANIEL "Turtles And Rabbits" (DPI 5002)
 Prod: Keith Stegall, Roger Murrah Wr: Keith Stegall, Roger Murrah Pub: Murrah Music, Tom Collins Music (BMI) Mgr: Sound Seventy

REBA McENTIRE "Fancy" (MCA 54042)
 Prod: Tony Brown, Reba McEntire Wr: Bobbie Gentry Pub: Northridge Music (ASCAP) Mgr: Narvel Blackstock

RONNIE MILSAP "Are You Lovin' Me Like I'm Lovin' You" (RCA 2509-7)
 Prod: Ronnie Milsap, Rob Galbraith Wr: Johnny Cunningham, Steve Stone Pub: WB Music/Sunstrom Music, Warner Tamerlane Publishing/Foon Tunes Music (ASCAP, BMI) Mgr: Mores, Nanas, Golden, Peay

LORRIE MORGAN "We Both Walk" (RCA 2748-7)
 Prod: Richard Landis Wr: Tom Shapiro, Chris Waters Pub: Edge O'Woods Music/Kinetic Diamond Music, Edge O'Woods Music/Moline Valley Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

DUDE MOWREY "Honky Tonk Song" (Capitol 79599)
 Prod: Jimmy Bowen, Dude Mowrey Wr: Mel Tillis, Buck Pedcy Pub: Cedarwood Publishing/Sony Tree Publishing (BMI) Mgr: Mel Tillis Enterprises

N

WILLIE NELSON "Ten With A Two" (Columbia 3047)
 Prod: Fro. Foster Wr: Mack Vickery, Jack Mack, Bo Roberts, Bill Nosworthy Pub: Co-Heart Music, Ski Slope Music, Sony Tree Publishing (BMI) Mgr: Mark Rothbaum

O

OAK RIDGE BOYS "Lucky Moon" (RCA 2779-7)
 Prod: Richard Landis Wr: Mark Wright, Doug Johnson Pub: EMI Blackwood Music/Wrightchild Music, PolyGram International Publishing/Kicklighter Publishing (BMI, ASCAP) Mgr: Jim Halsey

MARK O'CONNOR & THE NEW NASHVILLE CATS "Restless" (WB 7-19354)
 Prod: Mark O'Connor, Jim Ed Norman Wr: Car Perkins Pub: Cedarwood Publishing (BMI) Mgr: Craig Miller

K.T. OSLIN "Mary And Willie" (RCA 2746-7)
 Prod: Barry Beckett Wr: K.T. Oslin Pub: Mazdu Music (SESAC) Mgr: Mores, Nanas, Golden, Peay

MARIE OSMOND "Boogie Woogie Bugle Boy" (Curb 76868)
 Prod: James Stroud Wr: Don Raye, Hughie Fields Pub: MCA Music (ASCAP) Mgr: Karl Engeman

PAUL OVERSTREET "Heroes" (RCA 2780-7)
 Prod: Brown Bannister, Paul Overstreet Wr: Paul Overstreet, Claire Cloninger Pub: Scarlett Moon Music, Kaleidoscope Music (BMI, ASCAP) Mgr: Bobby Roberts

P

JOHN ANDREW PARKS "Daddy On The Radio" (Curb/Capitol 79504)
 Prod: Jerry Crutchfield Wr: John Andrew Parks Pub: Hialou Publishing (BMI) Mgr: Dan Cleary

DOLLY PARTON & RICKY VAN SHELTON "Rockin' Years" (Columbia 38 73711)
 Prod: Steve Buckingham, Gary Smith Wr: F. Parton Pub: Southern Gallery Music (ASCAP) Mgr: Sandy Gallin, International Management Services

J.P. PENNINGTON "Whatever It Takes" (MCA 54047)
 Prod: Barry Beckett Wr: Will Robinson, Robert Byrne Pub: Maypop Music, Fame Music/Bobworld Music (BMI) Mgr: Bill Carter

PIRATES OF THE MISSISSIPPI "Feed Jake" (Capitol 79529)
 Prod: James Stroud, Rich Alves Wr: Danny Bear Mayo Pub: Tom Collins Music (BMI) Mgr: Ken Stitts

R

EDDY RAVEN "Rock Me In The Rhythm Of Your Love" (Capitol 79549)
 Prod: Barry Beckett Wr: Lisa Silver, Robert Earl Keen Pub: MCA Music Publishing, Music Corporation Of America (ASCAP, BMI) Mgr: John Dotson

MIKE REID "Till You Were Gone" (Columbia 38 73736)
 Prod: Steve Buckingham Wr: Mike Reid, Rony Michael Bourke Pub: Lodge Hall Music/BMG Songs, PolyGram International Publishing/Songs De Burgo (ASCAP) Mgr: None

S

SAWYER BROWN "Mama's Little Baby Loves Me" (Curb/Capitol 79653)
 Prod: Randy Scruggs, Mark Miller Wr: Mark Miller, Greg Hubbard Pub: Zoo II, Myrt & Chuck's Boy Music (ASCAP) Mgr: TKO Management

DAN SEALS "Ball And Chain" (Capitol 79674)
 Prod: Kyle Lehning Wr: Dan Seals Pub: Pink Pig Music (BMI) Mgr: Tony Gottlieb

SHENANDOAH "I Got You" (Columbia 38 73672)
 Prod: Rick Hall, Robert Byrne Wr: Robert Byrne, Teddy Gentry, Greg Fowler Pub: Fame Publishing, Maypop Music (BMI) Mgr: Bill Carter

T.G. SHEPPARD "Born In A High Wind" (Curb/Capitol 79566)
 Prod: Mac McAnally, Walt Aldridge Wr: Walt Aldridge, Gary Baker, Susan Longacre Pub: Rick Hall Music, WBM Music (ASCAP, SESAC) Mgr: R.J. Kaltenbach

JO-EL SONNIER "You May Change Your Mind" (Capitol 79563)
 Prod: James Stroud Wr: Jo-El Sonnier, Tom Shapiro, Chris Waters Pub: Musique' de Jo-El, Edge O'Woods Music/ Kinetic Diamond Music/Moline Valley (ASCAP) Mgr: Unknown

STATLER BROTHERS "Remember Me" (Mercury 868-140)
 Prod: Jerry Kennedy Wr: John Northup, Gordon Payne Pub: Famous Music, Ensign Music (ASCAP, BMI) Mgr: Marshall Grant

DOUG STONE "In A Different Light" (Epic 34 73741)
 Prod: Doug Johnson Wr: Bob McDill, Bucky Jones, D. Lee Pub: PolyGram International Publishing/Ranger Bob Music, Sony Cross Keys Publishing, Songs Of PolyGram International (ASCAP, BMI) Mgr: Doug Johnson, Phyllis Bennette

GEORGE STRAIT "If I Know Me" (MCA 54052)
 Prod: Jimmy Bowen Wr: Dean Dillon, Pam Belford Pub: Music Corporation of America/Jesse Jo Music (BMI) Mgr: Erv Woolsey

MARTY STUART "Till I Found You" (MCA 54065)
 Prod: Richard Bennett, Tony Brown Wr: Paul Kennerly, Hank DeVito Pub: Irving Music/Littlemarch Music, Little Nemo Music (BMI, ASCAP) Mgr: Rothbaum & Garner

T

LES TAYLOR "I Gotta Mind To Go Crazy" (Epic 34 73712)
 Prod: James Stroud Wr: R. Moore, D. Pritimer Pub: Gehl Music/Zomba Enterprises (ASCAP) Mgr: William Byrd, Rich Schwan

PAM TILLIS "One Of Those Things" (Arista 2203)
 Prod: Paul Worley, Ed Seay Wr: Pam Tillis, Paul Overstreet Pub: Warner/Elektra/Asylum/Blood, Sweat & Ink, Scarlett Moon Music/Screen Gems-EMI Music (BMI) Mgr: Mike Robertson

AARON TIPPIN "I Wonder How Far It Is Over You" (RCA 2747-7)
 Prod: Emory Gordy, Jr. Wr: Aaron Tippin, Buddy Brook Pub: Acuff-Rose Music (BMI) Mgr: Starstruck Entertainment

RANDY TRAVIS "Heroes And Friends" (WB 7-19469)
 Prod: Kyle Lehning Wr: Randy Travis, Don Schlitz Pub: Sometimes You Win Music, Don Schlitz Music/Almo Music (ASCAP) Mgr: Lib Hatcher

TRAVIS TRITT "Drift Off To Dream" (WB 7-19431)
 Prod: Gregg Brown Wr: Travis Tritt, Stewart Harns Pub: Sony Tree Publishing/Post Oak Publishing, CRGI Music/Edisto Sound International (BMI) Mgr: Ken Kragen

TANYA TUCKER "Oh What It Did To Me" (Capitol 79535)
 Prod: Jerry Crutchfield Wr: Jerry Crutchfield Pub: Champion Music (BMI) Mgr: Beau Tucker Publishing/Songs De Burgo (BMI, ASCAP) Mgr: Dee Henry

U

DONNA ULISSE "When Was The Last Time" (Atlantic 7-87739)
 Prod: Ray Baker Wr: Frank J. Myers, Buck Moore Pub: Morgan Active Songs/You And I Music, Mama's House Music/Just Good Music (ASCAP, BMI) Mgr: Dale Morris

W

KEVIN WELCH "True Love Never Dies" (Reprise 7-19440)
 Prod: Paul Worley, Ed Seay Wr: Kevin Welch, Gary Scruggs Pub: Sony Cross Keys Publishing, Irving Music (ASCAP, BMI) Mgr: Dawn Ruff

DON WILLIAMS "True Love" (RCA 2745-7)
 Prod: Don Williams, Garth Fundis Wr: Pat Alger Pub: Bait And Beer Music/Forerunner Music (ASCAP) Mgr: Mores, Nanas, Golden, Peay

KELLY WILLIS "Baby Take A Piece Of My Heart" (MCA 54050)
 Prod: Tony Brown Wr: Kostas, Kelly Willis Pub: Songs Of PolyGram International/Rosker Music (BMI) Mgr: Caryne Majer

Y

DWIGHT YOAKAM "You're The One" (Reprise 7-19405)
 Prod: Pete Anderson Wr: Dwight Yoakam Pub: Coal Dust West Music (BMI) Mgr: Gary Borman

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177 REPORTERS

APRIL 12, 1991

Reports/Adds Heavy Medium

4	2	1	1	R.E.M./Out Of Time (WB)	"Losing" (161) "Texarkana" (6) "Radio" (5)	166+/2	140+	21-
6	3	4	2	LAW/The Law (Atlantic)	"Laying" (164) "Stone" (5) "Little" (2)	165-/0	112+	52-
1	1	2	3	QUEENSRYCHE/Empire (EMI)	"Silent" (131) "Jet" (4) "Another" (1)	135-/0	115-	18+
5	5	5	4	STING/The Soul Cages (A&M)	"Soul" (139) "All" (13) "Mad" (3)	146-/2	86+	58-
-	-	3	5	ROLLING STONES/Flashpoint (Columbia)	"Highwire" (99) "Little" (22) "Sex" (15)	120-/0	84-	30-
12	10	8	6	DAVID LEE ROTH/A Little Ain't Enough (WB)	"Sensible" (153) "Lil" (3) "Last" (1)	154-/3	77+	58-
11	11	10	7	ERIC JOHNSON/Ah Via Musicom (Capitol)	"Trademark" (134) "Righteous" (19) "Cliffs" (3)	145=/2	62+	71-
7	6	6	8	GEORGE THOROGOOD & THE DESTROYERS/Boogie People (EMI)	"If" (141) "Hello" (5)	146-/0	72-	67-
8	8	7	9	CINDERELLA/Heartbreak Station (Mercury)	"Heartbreak" (141) "Shelter" (2) "More" (2)	142-/0	82+	45-
DEBUT	10			BILLY SQUIER/Creatures Of Habit (Capitol)	"She" (163) "Lover" (1)	163 /1	43	92
18	15	15	11	ROGER MCGUINN/Back From Rio (Arista)	"Someone" (118) "King" (11) "You" (1)	127+/16	29-	72+
2	7	12	12	BLACK CROWES/Shake Your Moneymaker (Def American)	"She" (65) "Sister" (8) "Seeing" (5)	75-/2	58-	13-
-	13	13	13	ROD STEWART/Vagabond Heart (WB)	"Rhythm" (104) "Rebel" (13) "Moment" (2)	111-/1	54-	50-
19	16	17	14	QUEEN/Annuendo (Hollywood)	"Innuendo" (127) "Headlong" (3) "Can't" (1)	128-/2	19=	85+
30	24	23	15	SCORPIONS/Crazy World (Mercury)	"Wind" (117) "Don't" (11) "Send" (7)	125+/19	16+	63+
24	21	20	16	RIK EMMETT/Absolutely (Charisma)	"Saved" (120) "When" (1)	120+/7	24+	67-
21	20	19	17	WARRANT/Cherry Pie (Columbia)	"Uncle" (126)	126-/5	23+	59-
17	14	16	18	DRIVIN N CRYIN/Fly Me Courageous (Island)	"Fly" (98) "Lets" (2) "Rush" (1)	102-/0	34-	41-
26	23	21	19	EXTREME/Extreme II Pornograffitti (A&M)	"More" (110) "Hole" (1)	110=/9	37+	50+
20	19	18	20	AC/DC/Razor's Edge (Atco)	"Ready" (108) "Shot" (6) "Moneytalks" (2)	114-/2	18+	48-
-	-	22	21	THIN LIZZY/Dedication (Mercury)	"Dedication" (122)	122-/1	11+	62-
DEBUT	22			PAT BENATAR/True Love (Chrysalis)	"Payin" (104)	105 /7	17	74
-	32	28	22	MARC COHN/Marc Cohn (Atlantic)	"Walking" (110) "Perfect" (1)	112+/18	15+	65+
22	22	24	23	TESLA/Five Man Acoustical Jam (Geffen)	"Paradise" (107) "Signs" (6) "Gettin" (1)	112+/4	13+	57+
9	9	9	25	BAD COMPANY/Holy Water (Atco)	"Stranger" (71) "Needed" (6) "Holy" (1)	75-/0	31-	38-
3	4	11	26	GREAT WHITE/Hooked (Capitol)	"Call" (70) "Congo" (5) "Desert" (5)	77-/0	27-	38-
10	12	14	27	ZZ TOP/Recycler (WB)	"Decision" (64) "Give" (6) "Lovethin'" (2)	73-/1	21-	43-
-	-	25	28	MIKE & THE MECHANICS/Word Of Mouth (Atlantic)	"Word" (79) "Get" (1) "Everybody" (1)	83-/2	14+	53-
-	37	36	29	BODEANS/Black And White (Slash/Reprise)	"Black" (79) "Paradise" (2) "Good" (1)	83+/12	6+	34+
39	33	32	30	TRAGICALLY HIP/Road Apples (MCA)	"Three" (72)"	73+/4	9+	27=
25	25	26	31	REMBRANDTS/Rembrandts (Atco)	"Burning" (62) "Just" (7); "Someone" (1)	69-/1	12+	38-
34	34	29	32	KINGOFTHEHILL/Kingofthehill (SBK)	"I" (73) "If" (1)	74-/1	0-	28-
35	31	31	33	DIVINYLS/Divinyls (Virgin)*	"Touch" (46) "Make" (2) "Love" (1)	50+/4	15+	25+
14	17	30	34	FIREHOUSE/Firehouse (Epic)	"Don't" (49) "Home" (1) "Love" (1)	51-/1	15+	25-
16	26	35	35	FIXX/Ink (Impact)	"All" (39) "How" (12)	54+/8	8-	27+
DEBUT	36			WILLIE NILE/Places I Have Never Been (Columbia)	"Heaven" (61)	62+/15	2=	26+
DEBUT	37			WHITE LION/Mane Attraction (Atlantic)	"Love" (55)	55 /49	1	26
-	-	38	38	JESUS JONES/Doubt (SBK)	"Right" (47)	49+/9	3+	30+
DEBUT	39			ALICE IN CHAINS/Facelift (Columbia)	"Man" (51) "Sea" (1)	51+/8	3=	13+
-	40	39	40	NELSON/After The Rain (DGC)*	"More" (33)	33+/3	17+	13+

*Keeps a bullet due to continued growth.

BREAKERS

BILLY SQUIER
Creatures Of Habit (Capitol)
92% of our reporters on it.

MARC COHN
Marc Cohn (Atlantic)
63% of our reporters on it.

MOST ADDED

WHITE LION (49)
ENUFF Z'NUFF (34)
SLAUGHTER (20)
SCORPIONS (19)
MARC COHN (18)
ROGER MCGUINN (16)
WILLIE NILE (15)
BODEANS (12)
MR. BIG (12)
STEELHEART (11)

HOTTEST

R.E.M. (140)
QUEENSRYCHE (115)
LAW (112)
STING (86)
ROLLING STONES (84)
CINDERELLA (82)
DAVID LEE ROTH (77)
G. THOROGOOD & THE DESTROYERS (72)
ERIC JOHNSON (62)
BLACK CROWES (58)

SIMPLE MINDS SEE THE LIGHTS

The lead track from their stunning new album **Real Life** (75021-5352-4/2)



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Track **13**
New Rock **5**

NEW & ACTIVE

AOR TRACKS®

STEELHEART "Everybody Loves Elleen" (MCA) 30/12 (18/18)
 Adds including KRXQ, KRSP, WEZX, WHTQ, WIXV, KATT, KLPX, KEYJ, WGLF, KQDS Medium 10 including KMJX, KTAL, KEZO, WKQZ, KICT, WKIT, WXQR, KZOO.
BLUE RODEO "Trust Yourself" (East West) 25/7 (18/5)
 Adds including WMMR, WEZX, WRQO, WIXV, KEYJ, WMAD. Medium 8 including KISW, WTPA, WRDU, KEZO, WIZN, KFMH, KFMU.
BLESSING "Highway 5" (MCA) 22/1 (22/1)
 Adds: WGLF. Medium 8: WHFS, KSHE, WDHA, KLAQ, WKIT, KWHL, KZOO, KFMU.
MATERIAL ISSUE "Valerie Loves Me" (Mercury) 21/3 (18/8)
 Adds: WKLC, WHTQ, WKQZ. Heavy 1: WHFS. Medium 3: WWTR, KFMH, KFMU.
BULLETBOYS "Freakshow" (WB) 19/4 (19/0)
 Adds: KRXQ, WFYV, KRZO, KFMQ. Heavy 1: KNAC. Medium 5: KLAQ, WAZU, KEZO, KICT, WXQR.
RADIATORS "Soul Deep" (Epic) 18/7 (11/9)
 Adds including KROR, WDHA, KEZE, WCIZ, WWWV, WGLF. Medium 5 including WNEW, WPDH, WKQO, KFMU.
ROBERT PALMER "You Can't Get Enough Of A Good Thing" (EMI) 18/3 (16/3)
 Adds including WGLF, KFMH. Heavy 2: WDVE, KRNA. Medium 10 including WMMR, WLVO, WRDU, WIXV, WKIT, KFMF, KZOO, KCHV, KFMU.
STEVE WINWOOD "In The Light Of Day" (Virgin) 16/3 (13/2)
 Adds including WAPL, WPXC. Heavy 1: WHCN. Medium 11 including WBCN, WCCC, WRFX, WXKE, KEZO, WKIT, WKLT, KZOO, KFMU, KATS.
LOST "Mindblower" (Epic) 15/15 (0/0)
 Adds including WLZR, WPDH, KNAC, KMJX, WAZU, WKQZ, KZRR, WKIT, KEYJ, WRUF.
ROLLING STONES "Sex Drive" (Columbia) 15/7 (9/9)
 Adds including Heavy 6 including WMMR, KQDS. Medium 8 including WBAB, WNEW, KLBj, WJXQ, WMAD.
STEVE MORSE BAND "Simple Simon" (MCA) 15/2 (13/3)
 Adds: WAVF, WQBZ. Medium 6: WKLS, KRXQ, WHCN, WIXV, KEZO, WZYZ.

MOST ADDED

- YES/Lift (159)
- WHITE LION/Love (49)
- VINNIE JAMES/Black (36)
- ENUFF Z'NUFF/Mother's (35)
- SCORPIONS/Wind (25)
- THUNDER/Dirty (24)
- SLAUGHTER/Mad (21)
- MARC COHN/Walking (18)
- ROGER McGUINN/Someone (18)
- LOST/Mindblower (15)

MOST REQUESTED

- R.E.M./Losing (55)
- QUEENSRYCHE/Silent (54)
- EXTREME/More (37)
- LAW/Laying (31)
- DRIVIN N CRYIN/Fly (26)
- DAVID LEE ROTH/Sensible (26)
- BILLY SQUIER/She (21)
- YES/Lift (19)
- WARRANT/Uncle (18)
- DOOBIE BROS/Dangerous (15)

R.E.M. "Losing My Religion"

Track **1**
 "Out of Time" Album **1**

DAVID LEE ROTH "Sensible Shoes"

Track **6**
 "A Little Ain't Enough" Album **6**

BULLETBOYS "Hang On St. Christopher"

On Your Desk April 19

And Coming Soon --

ELVIS COSTELLO "The Other Side of Summer"

On Your Desk 4/26



174 REPORTERS

3	2	WKS	WKS	LW	TW	174 REPORTERS	Reports/Adds	Heavy	Medium
4	3	1				1 R.E.M./Losing My Religion (WB)	161+/2	137+	20-
5	4	3				2 LAW/Laying Down The Law (Atlantic)	164-/0	112+	52-
1	1	2				3 QUEENSRYCHE/Silent Lucidity (EMI)	131-/0	114-	16=
—	—	10				4 DOOBIE BROTHERS/Dangerous (Capitol)	160+/15	66+	83-
						5 YES/Lift Me Up (Arista)	159 /159	60	86
13	10	8				6 DAVID LEE ROTH/Sensible Shoes (WB)	153-/3	76+	58-
9	8	7				7 STING/The Soul Cages (A&M)	139=/3	78+	59-
17	12	9				8 BILLY SQUIER/She Goes Down (Capitol)	163+/1	43+	92-
8	7	6				9 CINDERELLA/Heartbreak Station (Mercury)	141-/0	82+	44-
7	6	5				10 GEORGE THOROGOOD & THE.../If You Don't Start Drinkin'... (EMI)	141-/0	72-	63-
20	16	14				11 ERIC JOHNSON/Trademark (Capitol)	134+/2	47+	72-
2	2	4				12 ROLLING STONES/Highwire (Columbia)	99-/0	72-	23+
23	19	17				13 SIMPLE MINDS/See The Lights (A&M)	131+/4	29+	85-
22	18	18				14 QUEEN/Annuendo (Hollywood)	127+/4	19+	85+
11	13	13				15 ROD STEWART/Rhythm Of My Heart (WB)	104-/0	54-	42-
21	20	19				16 WARRANT/Uncle Tom's Cabin (Columbia)	126=/5	23+	59-
26	23	22				17 RIK EMMETT/Saved By Love (Charisma)	120+/8	24+	67-
44	27	25				18 ROGER McGUINN/Someone To Love (Arista)	118+/18	19+	74+
27	24	24				19 EXTREME/More Than Words (A&M)	110+/9	36+	50+
25	21	21				20 THIN LIZZY/Dedication (Mercury)	122-/1	11+	62-
16	15	16				21 DRIVIN N CRYIN/Fly Me Courageous (Island)	98-/0	34-	39-
—	41	30				22 SCORPIONS/Wind Of Change (Mercury)	117+/25	8+	61+
—	30	27				23 PAT BENATAR/Payin' The Cost To Be The Boss (Chrysalis)	104+/7	16+	74+
80	38	29				24 MARC COHN/Walking In Memphis (Atlantic)	110+/18	13+	65+
24	22	23				25 AC/DC/Are You Ready (Atco)	108-/1	15+	47-
29	26	26				26 TESLA/Paradise (Geffen)	107+/4	10+	56+
6	11	20				27 BLACK CROWES/She Talks To Angels (Def American)	65-/0	51-	11-
—	58	36				28 THUNDER/Dirty Love (Geffen)	101+/24	2=	30+
10	9	11				29 BAD COMPANY/Stranger Stranger (Atco)	71-/0	29-	35-
3	5	12				30 GREAT WHITE/Call It Rock N' Roll (Capitol)	70-/0	25-	34-
36	28	28				31 MIKE & THE MECHANICS/Word Of Mouth (Atlantic)	79-/2	13+	52-
57	44	38				32 BODEANS/Black, White And Blood Red (Slash/Reprise)	79+/11	3+	34+
14	14	15				33 ZZ TOP/Decision Or Collision (WB)	64-/1	18-	40-
47	35	35				34 TRAGICALLY HIP/Three Pistols (MCA)	72+/4	8+	27=
33	29	31				35 REMBRANDTS/Burning Timber (Atco)	62-/1	7+	36-
37	32	32				36 KINGOFTHEHILL/Do U (SBK)	73-/1	0-	28-
41	39	37				37 DIVINYLS/Touch Myself (Virgin)	46+/4	15+	22=
12	17	34				38 FIREHOUSE/Don't Treat Me Bad (Epic)	49-/0	14=	24-
—	—	47				39 WILLIE NILE/Heaven Help The Lonely (Columbia)	61+/15	2=	25+
						40 WHITE LION/Love Don't Come Easy (Atlantic)	55+/49	1=	26+
—	57	41				41 JESUS JONES/Right Here, Right Now (SBK)	47+/9	2+	29+
—	59	48				42 TYKETTO/Forever Young (DGC)	59+/10	5+	13+
59	55	44				43 ALICE IN CHAINS/Man In The Box (Columbia)	51+/8	3=	13+
58	51	42				44 NELSON/More Than Ever (DGC)*	33+/3	17+	13+
—	—	57				45 SLAUGHTER/Mad About You (Chrysalis)	51+/21	1=	16+
—	—	51				46 MR. BIG/Green-Tinted Sixties Mind (Atlantic)	46+/12	1=	17+
15	25	33				47 INXS/Bitter Tears (Atlantic)	37-/0	15-	17-
						48 VINNIE JAMES/Black Money (Beggars Banquet/RCA)	40 /36	0	18
46	48	40				49 ERIC JOHNSON/Righteous (Capitol)	19-/0	15=	4-
40	40	39				50 NILS LOFGREN/Valentine (Rykodisc)	33-/0	5-	20-
52	45	43				51 RHYTHM CORPS/Satellites (Pasha/Epic)	43-/3	3+	18-
						52 FIXX/All Is Fair (Impact)	39+/11	2=	19+
—	—	56				53 LENNY KRAVITZ/Always On The Run (Virgin)	41+/5	1=	18+
						54 ENUFF Z'NUFF/Mother's Eyes (Atco)	42+/35	1+	11+
—	—	59				55 NO SWEAT/Tear Down The Walls (London/Polydor)	46+/8	0=	11+
—	—	58				56 SOUTHGANG/Tainted Angel (Charisma)	37-/2	2=	6+
—	—	60				57 JONI MITCHELL/Come In From The Cold (Geffen)	30=/2	3=	14+
						58 CHRIS ISAAK/Don't Make Me Dream About You (Reprise)	27+/10	1=	15+
						59 SISTERS OF MERCY/Detonation Boulevard (Elektra)	37+/3	0=	11+
						60 ROLLING STONES/Little Red Rooster (Columbia)	22+/5	7+	9-

*Keeps a bullet due to continued growth.

BREAKERS

YES
 Lift Me Up (Arista)
 91% of our reporters on it.

ROGER McGUINN
 Someone To Love (Arista)
 68% of our reporters on it.

SCORPIONS
 Wind Of Change (Mercury)
 67% of our reporters on it.

PAT BENATAR
 Payin' The Cost To Be The Boss (Chrysalis)
 60% of our reporters on it.

Chip Z'Nuff

MOTHER'S EYES.

A maximum strength single
from the new album STRENGTH.

Produced by Paul Lani, Donnie Vie & Chip Z'Nuff.

Track Debut **54**
A MOST ADDED AOR

Out Of The Box At:
WIYY WMMS KOMI
WBAB KUPD KSJO
WHJY KRXQ And MORE!
WXTB KRQR



REGIONAL HOR ACTIVITY

SOUTH (Continued)

ROD STEWART
R.E.M.
CINDERELLA
Medium
a YES
a SCORPIONS
a WHITE LION
a SLAUGHTER
a VIKING JAMES
a THUNDER
a DRUFF Z'NUFF
a QUINN

KNCN/Corpus Christi
(512) 289-1000
PD: TIM PARKER
MD: NATT VAUGHAN
Heavy
CINDERELLA
KIKI BOWETT
ERIC JOHNSON
R.E.M.
DAVID LEE ROTH
BILLY SOUIER
LAW
GEORGE THOROGOOD &
STING
Medium
a DRUFF Z'NUFF
a SLAUGHTER
a WHITE LION
a YES
a LAST

KLAQ/E Paso
(915) 544-8864
CH/PO: NAT LAW
MD: MIKE RANNEY
Heavy
QUERENSITCHE
BLACK CROMES
R.E.M.
DIVINYLS
STING
CINDERELLA
DAVID LEE ROTH
ROD STEWART
FINHOUSE
SIMPLE MINDS
BILLY SOUIER
TRACICALLY HIP
Medium
a CHRIS ISAAK
a DRUFF Z'NUFF
a YES

WRWQ/Fayetteville
(918) 484-2107
PD: BUZZ BENHAM
MD: ED MOONLIGHT
Heavy
DOBBIE BROTHERS
CINDERELLA
DAVID LEE ROTH
GEORGE THOROGOOD &
STING
R.E.M.
LAW
a YES
WARRANT
EXTREME
QUERENSITCHE
SIMPLE MINDS
Medium
a BLUE ROOD
a VIKING JAMES
a JESUS JONES

KKEG/Fayetteville
(501) 521-5566
PD: MEG JEFFRIES
MD: DAVE JACKSON
Heavy
ROD STEWART
DAVID LEE ROTH
CINDERELLA
GEORGE THOROGOOD &
LAW
R.E.M.
BILLY SOUIER
DAVID LEE ROTH
DOBBIE BROTHERS
Medium
a ROGER MCGUINN
a WILLIE NILE
a SLAUGHTER
a VIKING JAMES

WRXK/Fl Myers
(813) 332-3696
PD: DICK TYLER
MD: ARVETTE
Heavy
BLACK CROMES
LAW
QUERENSITCHE
R.E.M.
ROLLING STONES
ROD STEWART
STING
GEORGE THOROGOOD &
LAW
a YES
a SCORPIONS
a DIVINYLS
a THUNDER

WRRR/Greensboro
(919) 274-8042
PD: BRUCE WHEELER
MD: JOHN ANBERG
Heavy
ROD STEWART
DOBBIE BROTHERS
a YES
a SCORPIONS
a ROLLING STONES (M)
BLACK CROMES
Medium
Light

WROQ/Greenville
(803) 242-0101
PD: LEE ROZEMAN
MD: BILL WALKER
Heavy
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WRCQ/Fayetteville
(918) 484-2107
PD: BUZZ BENHAM
MD: ED MOONLIGHT
Heavy
DOBBIE BROTHERS
CINDERELLA
DAVID LEE ROTH
GEORGE THOROGOOD &
STING
R.E.M.
LAW
a YES
WARRANT
EXTREME
QUERENSITCHE
SIMPLE MINDS
Medium
a BLUE ROOD
a VIKING JAMES
a JESUS JONES

WROQ/Greenville
(803) 242-0101
PD: LEE ROZEMAN
MD: BILL WALKER
Heavy
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WELSON
Medium
a SCORPIONS
a WHITE LION
a SLAUGHTER
a WILLIE NILE

WSTZ/Jackson
(801) 982-1067
PD: DAN LAURIDE
MD: PAH RIVERS
Heavy
DAVID LEE ROTH
DAVID LEE ROTH
ERIC JOHNSON
EXTREME
NILES LOPREN
R.E.M.
KIKI BOWETT
LAW
REBRANDITS
MARC COHN
Medium
a YES
a FIXX

WFYV/Jacksonville
(904) 642-1055
PD: BRIAN JEFFRIES
MD: JOHN LEARD
Heavy
GREAT WHITE
ERIC JOHNSON
LAW
QUERENSITCHE
R.E.M.
a YES
ROD STEWART
a YES
a BULLETBOYS
a MR. BIG
a SLAUGHTER
a WHITE LION
a ROGER MCGUINN

WMXZ/Knoxville
(615) 525-6000
PD: RANDY CHAMBERS
MD: MERE STEWART
Heavy
LAW
DAVID LEE ROTH
DOBBIE BROTHERS
CINDERELLA
MIKE & THE MECHANIC
R.E.M.
GREAT WHITE
a YES
a ROLLING STONES (M)
a WHITE LION

WRDU/Raleigh
(919) 876-1061
PD: BYB WALTON
MD: TOM GUILD
Heavy
REBRANDITS
STING
DAVID LEE ROTH
GEORGE THOROGOOD &
R.E.M.
ERIC JOHNSON
a YES
ROD STEWART
a YES
a BULLETBOYS
a MR. BIG
a SLAUGHTER
a WHITE LION
a ROGER MCGUINN

WRXL/Richmond
(804) 756-6400
PD: BOB NEWMAN
MD: PAUL SCHOENE
Heavy
BLACK CROMES
LAW
ROLLING STONES
QUERENSITCHE
R.E.M.
CHRIS ISAAK
LAW
a YES
DOBBIE BROTHERS
a YES
a WHITE LION

WRVJ/Rosnoke
(703) 343-4444
PD: MIKE NELL
MD: ELLIEN FLAHERTY
Heavy
QUERENSITCHE
R.E.M.
LAW
CINDERELLA
Medium
a YES
a WHITE LION

WIXV/Savannah
(912) 897-1529
PD: CURT GART
MD: JAY SISSON
Heavy
BLACK CROMES
EXTREME
WARRANT
QUERENSITCHE
DOBBIE BROTHERS
DAVID LEE ROTH
LAW
DAVID LEE ROTH
STING
ERIC JOHNSON
a YES
a ROGER MCGUINN
a SCORPIONS
a WARRANT
a RIKI BOWETT
a STEVE HORSE BAND

WQZR/Memphis
(901) 578-1103
PD: DRAKE HALL
MD: ZERIE LOGAN
Heavy
BAD COMPANY
BLACK CROMES
CINDERELLA
DOBBIE BROTHERS
QUERENSITCHE
ROLLING STONES
LAW
a YES
a VIKING JAMES
a DRUFF Z'NUFF
a WHITE LION
a SISTERS OF MERCY

WQGX/Mobile
(205) 626-9600
PD: LORI DUBOSE
MD: CHARLIE OCEAN
Heavy
QUERENSITCHE
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WROQ/Greenville
(803) 242-0101
PD: LEE ROZEMAN
MD: BILL WALKER
Heavy
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WQWZ/Orlando
(407) 882-7876
PD: HEAL MURPHY
MD: LEE RANDALL
Heavy
GEORGE THOROGOOD &
ROLLING STONES
QUERENSITCHE
GREAT WHITE
DIVINYLS
DAVID LEE ROTH
R.E.M.
LAW
a YES
a EXTREME
a ROGER MCGUINN
a RIKI BOWETT

WTKX/Pensacola
(904) 438-7543
PD: MIKE ORSATO
MD: STEPHEN
Heavy
CINDERELLA
DAVID LEE ROTH
ERIC JOHNSON
KING'S X
LAW
R.E.M.
ROLLING STONES (M)
GEORGE THOROGOOD &
STING
Medium
a RYTHM CORPS
a SLAUGHTER
a WHITE LION

WFTO/Orlando
(407) 285-3990
PD: JIM STEEL
MD: ANNE SIMPERS
Heavy
DAVID LEE ROTH
STING
GEORGE THOROGOOD &
BILLY SOUIER
R.E.M.
ROLLING STONES
CINDERELLA
a YES

WTRD/Raleigh
(919) 876-1061
PD: BYB WALTON
MD: TOM GUILD
Heavy
REBRANDITS
STING
DAVID LEE ROTH
GEORGE THOROGOOD &
R.E.M.
ERIC JOHNSON
a YES
ROD STEWART
a YES
a BULLETBOYS
a MR. BIG
a SLAUGHTER
a WHITE LION
a ROGER MCGUINN

WRXL/Richmond
(804) 756-6400
PD: BOB NEWMAN
MD: PAUL SCHOENE
Heavy
BLACK CROMES
LAW
ROLLING STONES
QUERENSITCHE
R.E.M.
CHRIS ISAAK
LAW
a YES
DOBBIE BROTHERS
a YES
a WHITE LION

WRVJ/Rosnoke
(703) 343-4444
PD: MIKE NELL
MD: ELLIEN FLAHERTY
Heavy
QUERENSITCHE
R.E.M.
LAW
CINDERELLA
Medium
a YES
a WHITE LION

WIXV/Savannah
(912) 897-1529
PD: CURT GART
MD: JAY SISSON
Heavy
BLACK CROMES
EXTREME
WARRANT
QUERENSITCHE
DOBBIE BROTHERS
DAVID LEE ROTH
LAW
DAVID LEE ROTH
STING
ERIC JOHNSON
a YES
a ROGER MCGUINN
a SCORPIONS
a WARRANT
a RIKI BOWETT
a STEVE HORSE BAND

WQZR/Memphis
(901) 578-1103
PD: DRAKE HALL
MD: ZERIE LOGAN
Heavy
BAD COMPANY
BLACK CROMES
CINDERELLA
DOBBIE BROTHERS
QUERENSITCHE
ROLLING STONES
LAW
a YES
a VIKING JAMES
a DRUFF Z'NUFF
a WHITE LION
a SISTERS OF MERCY

WQGX/Mobile
(205) 626-9600
PD: LORI DUBOSE
MD: CHARLIE OCEAN
Heavy
QUERENSITCHE
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WROQ/Greenville
(803) 242-0101
PD: LEE ROZEMAN
MD: BILL WALKER
Heavy
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WROQ/Greenville
(803) 242-0101
PD: LEE ROZEMAN
MD: BILL WALKER
Heavy
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WRUF/Gainesville
(804) 392-0771
PD: MARY GUSCOFF
MD: KRISTY CLARK
Heavy
QUERENSITCHE
R.E.M.
LAW
a YES
a SCORPIONS
a WHITE LION
a SLAUGHTER

WQMF/Louisville
(602) 898-4400
CH: BILL MAY
MD: DUNE HETER
(FROZEN)
a YES
a SCORPIONS
a WHITE LION
a SLAUGHTER

WQDF/Nashville
(615) 244-8532
PD: RICK NEDD
MD: JOHN NUGATA
Heavy
CINDERELLA
ERIC JOHNSON
KING'S X
LAW
R.E.M.
ROLLING STONES (M)
GEORGE THOROGOOD &
STING
Medium
a RYTHM CORPS
a SLAUGHTER
a WHITE LION

WTRD/Raleigh
(919) 876-1061
PD: BYB WALTON
MD: TOM GUILD
Heavy
REBRANDITS
STING
DAVID LEE ROTH
GEORGE THOROGOOD &
R.E.M.
ERIC JOHNSON
a YES
ROD STEWART
a YES
a BULLETBOYS
a MR. BIG
a SLAUGHTER
a WHITE LION
a ROGER MCGUINN

WRXL/Richmond
(804) 756-6400
PD: BOB NEWMAN
MD: PAUL SCHOENE
Heavy
BLACK CROMES
LAW
ROLLING STONES
QUERENSITCHE
R.E.M.
CHRIS ISAAK
LAW
a YES
DOBBIE BROTHERS
a YES
a WHITE LION

WRVJ/Rosnoke
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PD: MIKE NELL
MD: ELLIEN FLAHERTY
Heavy
QUERENSITCHE
R.E.M.
LAW
CINDERELLA
Medium
a YES
a WHITE LION

WIXV/Savannah
(912) 897-1529
PD: CURT GART
MD: JAY SISSON
Heavy
BLACK CROMES
EXTREME
WARRANT
QUERENSITCHE
DOBBIE BROTHERS
DAVID LEE ROTH
LAW
DAVID LEE ROTH
STING
ERIC JOHNSON
a YES
a ROGER MCGUINN
a SCORPIONS
a WARRANT
a RIKI BOWETT
a STEVE HORSE BAND

WQZR/Memphis
(901) 578-1103
PD: DRAKE HALL
MD: ZERIE LOGAN
Heavy
BAD COMPANY
BLACK CROMES
CINDERELLA
DOBBIE BROTHERS
QUERENSITCHE
ROLLING STONES
LAW
a YES
a VIKING JAMES
a DRUFF Z'NUFF
a WHITE LION
a SISTERS OF MERCY

WQGX/Mobile
(205) 626-9600
PD: LORI DUBOSE
MD: CHARLIE OCEAN
Heavy
QUERENSITCHE
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WROQ/Greenville
(803) 242-0101
PD: LEE ROZEMAN
MD: BILL WALKER
Heavy
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WROQ/Greenville
(803) 242-0101
PD: LEE ROZEMAN
MD: BILL WALKER
Heavy
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WRUF/Gainesville
(804) 392-0771
PD: MARY GUSCOFF
MD: KRISTY CLARK
Heavy
QUERENSITCHE
R.E.M.
LAW
a YES
a SCORPIONS
a WHITE LION
a SLAUGHTER

WQMF/Louisville
(602) 898-4400
CH: BILL MAY
MD: DUNE HETER
(FROZEN)
a YES
a SCORPIONS
a WHITE LION
a SLAUGHTER

WQDF/Nashville
(615) 244-8532
PD: RICK NEDD
MD: JOHN NUGATA
Heavy
CINDERELLA
ERIC JOHNSON
KING'S X
LAW
R.E.M.
ROLLING STONES (M)
GEORGE THOROGOOD &
STING
Medium
a RYTHM CORPS
a SLAUGHTER
a WHITE LION

WTRD/Raleigh
(919) 876-1061
PD: BYB WALTON
MD: TOM GUILD
Heavy
REBRANDITS
STING
DAVID LEE ROTH
GEORGE THOROGOOD &
R.E.M.
ERIC JOHNSON
a YES
ROD STEWART
a YES
a BULLETBOYS
a MR. BIG
a SLAUGHTER
a WHITE LION
a ROGER MCGUINN

WRXL/Richmond
(804) 756-6400
PD: BOB NEWMAN
MD: PAUL SCHOENE
Heavy
BLACK CROMES
LAW
ROLLING STONES
QUERENSITCHE
R.E.M.
CHRIS ISAAK
LAW
a YES
DOBBIE BROTHERS
a YES
a WHITE LION

WRVJ/Rosnoke
(703) 343-4444
PD: MIKE NELL
MD: ELLIEN FLAHERTY
Heavy
QUERENSITCHE
R.E.M.
LAW
CINDERELLA
Medium
a YES
a WHITE LION

WIXV/Savannah
(912) 897-1529
PD: CURT GART
MD: JAY SISSON
Heavy
BLACK CROMES
EXTREME
WARRANT
QUERENSITCHE
DOBBIE BROTHERS
DAVID LEE ROTH
LAW
DAVID LEE ROTH
STING
ERIC JOHNSON
a YES
a ROGER MCGUINN
a SCORPIONS
a WARRANT
a RIKI BOWETT
a STEVE HORSE BAND

WQZR/Memphis
(901) 578-1103
PD: DRAKE HALL
MD: ZERIE LOGAN
Heavy
BAD COMPANY
BLACK CROMES
CINDERELLA
DOBBIE BROTHERS
QUERENSITCHE
ROLLING STONES
LAW
a YES
a VIKING JAMES
a DRUFF Z'NUFF
a WHITE LION
a SISTERS OF MERCY

WQGX/Mobile
(205) 626-9600
PD: LORI DUBOSE
MD: CHARLIE OCEAN
Heavy
QUERENSITCHE
DAVID LEE ROTH
LIVING COLOUR
QUERENSITCHE
STING
LAW
BLACK CROMES
DAVID LEE ROTH
R.E.M.
a YES

WROQ/Greenville
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PD: LEE ROZEMAN
MD: BILL WALKER
Heavy
DAVID LEE ROTH
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QUERENSITCHE
STING
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DAVID LEE ROTH
R.E.M.
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(FROZEN)
a YES
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a WHITE LION
a SLAUGHTER

WQDF/Nashville
(615) 244-8532
PD: RICK NEDD
MD: JOHN NUGATA
Heavy
CINDERELLA
ERIC JOHNSON
KING'S X
LAW
R.E.M.
ROLLING STONES (M)
GEORGE THOROGOOD &
STING
Medium
a RYTHM CORPS
a SLAUGHTER
a WHITE LION

WTRD/Raleigh
(919) 876-1061
PD: BYB WALTON
MD: TOM GUILD
Heavy
REBRANDITS
STING
DAVID LEE ROTH
GEORGE THOROGOOD &
R.E.M.
ERIC JOHNSON
a YES
ROD STEWART
a YES
a BULLETBOYS
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a SLAUGHTER
a WHITE LION
a ROGER MCGUINN

WRXL/Richmond
(804) 756-6400
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Heavy
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ROD STEWART
a YES
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a SLAUGHTER

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MD: JOHN NUGATA
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ERIC JOHNSON
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a RYTHM CORPS
a SLAUGHTER
a WHITE LION

WTRD/Raleigh
(919) 876-1061
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MD: TOM GUILD
Heavy
REBRANDITS
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ERIC JOHNSON
a YES
ROD STEWART
a YES
a BULLETBOYS
a MR. BIG
a SLAUGHTER
a WHITE LION
a ROGER MCGUINN

WRXL/Richmond
(804) 756-6400
PD: BOB NEWMAN
MD: PAUL SCHOENE
Heavy
BLACK CROMES
LAW
ROLLING STONES
QUERENSITCHE
R.E.M.
CHRIS ISAAK
LAW
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DOBBIE BROTHERS
a YES
a WHITE LION

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LAW
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a WHITE LION
a SISTERS OF MERCY

WQGX/Mobile
(205) 626-9600
PD: LORI DUBOSE
MD: CHARLIE OCEAN

MIDWEST (Continued)

QUESADILLA R.E.H. FINDERHOUSE LITTLE CAESAR...

KFMH/Quad Cities (318) 283-2442

Heavy R.E.H. GEORGE THORGOOD & LAM STING...

KSQY/Rapid City (605) 348-8877

Heavy BAD COMPANY GEORGE THORGOOD (A1) ROLLING STONES(L)...

K8EZ/Sioux City (712) 288-8740

Heavy FILL ROLLING STONES LAM WELSON...

WYMQ/Springfield (217) 548-8000

Heavy ROLLING STONES(H) BLACK CROMES ROD STEWART...

WZZQ/Terre Haute (812) 232-5034

Heavy WELSON CINDERELLA QUESADYTHA ROD STEWART...

WKLT/Traverse City (616) 947-0063

Heavy R.E.H. DAVID LEE ROTH STING QUESADYTHA...

ROLLING STONES(H) Medium YES & THE MECHANICAL LIGHT...

KJKJ/Grand Forks (701) 748-1417

Heavy QUESADYTHA GREAT WHITE GEORGE THORGOOD & R.E.H. CINDERELLA...

MIDWEST P1

KBCO/Denver (303) 444-6600

Heavy R.E.H. STING ROLLING STONES MARC COHN...

KUPD/Phoenix (602) 638-3062

Heavy R.E.H. STING ROLLING STONES MARC COHN...

KAZY/Denver (303) 758-8000

Heavy LAW R.E.H. ILES ROLLING STONES...

KQON/Portland (503) 223-1441

Heavy ALLMAN BROTHERS & ILES ROGER MAGUIM...

KBPI/Denver (303) 534-8200

Heavy BLACK CROMES GREAT WHITE DAVID LEE ROTH...

KUFO/Portland (503) 222-1011

Heavy CINDERELLA ILES LAW ROGER MAGUIM...

KLOS/Los Angeles (213) 840-4836

Heavy QUESADYTHA ERIC JOHNSON GREAT WHITE LAM...

WHITE LION Light BRUFF Z'RUFF PAUL BRADY...

WMAD/Madison (808) 248-8277

Heavy CHRIS ISAK(H) ROLLING STONES(H) BODEANS(H)...

KBER/Salt Lake City (801) 322-3311

Heavy GREAT WHITE FIREHOUSE MR. BIG...

KGB/San Diego (619) 292-1360

Heavy BLACK CROMES(H) ERIC JOHNSON(H) QUESADYTHA...

KRSP/Salt Lake City (801) 262-5541

Heavy QUESADYTHA SCORPIONS KANE ROBERTS...

KRRR/San Francisco (415) 785-4097

Heavy BLACK CROMES DOBBIE BROTHERS ERIC JOHNSON...

KOME/San Jose (408) 985-9800

Heavy QUESADYTHA BILLY SOULIER ROGER THORGOOD & DOBBIE BROTHERS...

KJOT/Boise (208) 344-3511

Heavy DAVID LEE ROTH ROLLING STONES STING...

KSJO/San Jose (408) 453-5400

Heavy DAVID LEE ROTH ROLLING STONES STING...

KZAP/Sacramento (916) 926-3700

Heavy PAT BENATAR PAT BENATAR PAT BENATAR...

KZEL/Eugene (503) 342-7098

Heavy KEN MARTIN DEBBIE STAR ERIC JOHNSON...

LAM QUESADYTHA R.E.H. DAVID LEE ROTH STING...

KRXQ/Sacramento (916) 334-7777

Heavy AC/DC BAD COMPANY PAT BENATAR CINDERELLA...

KBER/Salt Lake City (801) 322-3311

Heavy GREAT WHITE FIREHOUSE MR. BIG...

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Heavy QUESADYTHA SCORPIONS KANE ROBERTS...

KRRX/Seattle (206) 283-5979

Heavy R.E.H. BLACK CROMES LAM STING...

KNAC/Los Angeles (213) 437-0368

Heavy AC/DC(H) LITCH HOB GREAT WHITE(H)...

KSW/Seattle (206) 286-7625

Heavy VAUGHAN BROTHERS STING QUESADYTHA...

KJOT/Boise (208) 344-3511

Heavy DAVID LEE ROTH ROLLING STONES STING...

KSJO/San Jose (408) 453-5400

Heavy DAVID LEE ROTH ROLLING STONES STING...

KZEL/Eugene (503) 342-7098

Heavy KEN MARTIN DEBBIE STAR ERIC JOHNSON...

CINDERELLA DOBBIE BROTHERS LAW QUESADYTHA...

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Heavy CINDERELLA LAW QUESADYTHA DAVID LEE ROTH...

KRZF/Fresno (209) 262-8994

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Heavy KEN MARTIN DEBBIE STAR ERIC JOHNSON...

KCAL/Riverside (714) 783-3554

Heavy R.E.H. QUESADYTHA ROLLING STONES BAD COMPANY...

KLPX/Tucson (602) 623-6711

Heavy BLACK CROMES QUESADYTHA R.E.H. ROLLING STONES(L)...

KRZF/Fresno (209) 262-8994

Heavy ERIC JOHNSON R.E.H. GEORGE THORGOOD & WARRANT...

KRRX/Seattle (206) 283-5979

Heavy R.E.H. BLACK CROMES LAM STING...

KNAC/Los Angeles (213) 437-0368

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MIKE & THE MEGAMI SIMPLE MINDS R.E.H. LAW QUESADYTHA...

KRCR/Santa Barbara (805) 967-4511

Heavy ERIC JOHNSON ROD STEWART RIX BOWETT...

KRCR/Santa Barbara (805) 967-4511

Heavy ERIC JOHNSON ROD STEWART RIX BOWETT...

KRZF/Fresno (209) 226-5991

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KSJO/San Jose (408) 453-5400

Heavy DAVID LEE ROTH ROLLING STONES STING...

KZEL/Eugene (503) 342-7098

Heavy KEN MARTIN DEBBIE STAR ERIC JOHNSON...

MIKE & THE MEGAMI SIMPLE MINDS R.E.H. LAW QUESADYTHA...

KRCR/Santa Barbara (805) 967-4511

Heavy ERIC JOHNSON ROD STEWART RIX BOWETT...

KRCR/Santa Barbara (805) 967-4511

Heavy ERIC JOHNSON ROD STEWART RIX BOWETT...

KRZF/Fresno (209) 226-5991

Heavy STING QUESADYTHA LAM(L) GEORGE THORGOOD & DAVID LEE ROTH...

KRRX/Seattle (206) 283-5979

Heavy R.E.H. BLACK CROMES LAM STING...

KNAC/Los Angeles (213) 437-0368

Heavy AC/DC(H) LITCH HOB GREAT WHITE(H)...

KSW/Seattle (206) 286-7625

Heavy VAUGHAN BROTHERS STING QUESADYTHA...

KJOT/Boise (208) 344-3511

Heavy DAVID LEE ROTH ROLLING STONES STING...

KSJO/San Jose (408) 453-5400

Heavy DAVID LEE ROTH ROLLING STONES STING...

KZEL/Eugene (503) 342-7098

Heavy KEN MARTIN DEBBIE STAR ERIC JOHNSON...

PLAYLISTS — Artists are listed once per playlist in the highest rotation that any of their album's tracks is reported...

For all stations, light rotation is condensed to include only adds to the rotation this week...

Symbols: 'a' — Album or track is newly reported. (M); (L) — Other tracks from that album are in those rotations...

A "frozen" list indicated that a current report was not received, and last week's rotations are included in the data base...

PARALLELS — Stations arranged by market size, according to Arbitron's MSA population figures. Parallel One: 1,000,000 +.



NATIONAL AIRPLAY

Chart listing with columns LW, TW, and song titles. Includes R.E.M., Morrissey, Material Issue, Jesus Jones, Simple Minds, Havana 3 A.M., Hoodoo Gurus, etc.

DEBUT, DEBUT, DEBUT, DEBUT, DEBUT

New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations.

MOST ADDED: FARM, POPINJAYS, CAMOUFLAGE, DAVE WAKELING, SEERS

HOTTEST: R.E.M., MATERIAL ISSUE, JESUS JONES, HOODOO GURUS, SIMPLE MINDS

MOST REQUESTED: R.E.M., EMF, MATERIAL ISSUE, JESUS JONES, LaTOUR

P1 PLAYLISTS

WFNX/Boeton (817) 595-6200 Kurt Bl. Thomas

- Heavy: R.E.M., JESUS JONES, POP WILL EAT ITSE... DIVINYLS, JAMES ADDICTION, SISTERS OF MERCY...

WDRB/Long Island (516) 832-0400 Tom Calderone

- Heavy: R.E.M., JESUS JONES, SIMPLE MINDS, MORRISSEY, HAPPY MONDAYS, STING...

WBRU/Providence (401) 272-9550

- Heavy: DIVINYLS, J.S.E.H., JESUS JONES, FEELIES, HOODOO GURUS, THROWING MUSES...

WOXY/Cincinnati (513) 523-4114 Phil Manning

- Heavy: R.E.M., ROYAL CHECKOUT NO, JESUS JONES, DANIEL ASH, JOHN WESLEY HARDI...

WWCD/Columbus (614) 444-9923 Kelt Gates

- Heavy: R.E.M., STING, ROYAL CHECKOUT NO, HAPPY MONDAYS, SCHOOL OF FISH...

KJJO/Minneapolis (612) 941-5774 Tony Powers

- Heavy: ITCHONS OF DISTI, MATERIAL ISSUE, DIVINYLS, HAVANA 3 A.M., BRITONIA...

- POP WILL EAT ITSE, LUSH, MORRISSEY, FEELIES, JOHN WESLEY HARDI...

KDGE/Dallas (214) 580-9400 Larry Nielson

- Heavy: DIVINYLS, PRIMAL SCREAM, DJV, STING, R.E.H., FRAZIER CHORUS...

KTCL/Ft Collins-Denver (303) 571-1232 John Hayes

- Heavy: JESUS JONES, SIMPLE MINDS, R.E.H., GODFATHERS, DIVINYLS...

KROQ/Los Angeles (818) 567-1067 Andy Schoun

- Heavy: R.E.H., SIMPLE MINDS, MORRISSEY, LUSH, JESUS JONES...

KUKQ/Phoenix (602) 838-0400 Jonathan L. Rosen

- Heavy: R.E.H., SIMPLE MINDS, MATERIAL ISSUE, SISTERS OF MERCY, DIVINYLS...

P2

ADDS & HOTS

WRAS/Atlanta (404) 851-2240 Jeff Clark

- PLAT DUO JETS, JOHNNA'S HOUSE O, NIKKI HEETS THE N, UNCLE ORENELL...

WMDK/Peterborough (803) 924-7165 Dave Anthony

- JULIE CRUISE, CAMOUFLAGE, FARM, 3 HERRY WIDONS...

WXVX/Pittsburgh (412) 856-8846 Dan Glunt

- SMITON, HOLLOW MINDS, SCHOOL OF FISH, VIOLENT FEMMES...

WDSY/Woodstock (814) 879-7266 Richard Fusco

- THROWING MUSES, PATO BARTON, SCHOOL OF FISH, UNCLE ORENELL...

KACV/Amarillo (806) 371-6227 Jamey Karr

- ROBIN HOLCOMB, THROWING MUSES, DAVE WAKELING, CAMOUFLAGE...

XTRA/San Diego (619) 291-9191 Mike Halloran

- Heavy: DIVINYLS, ROLLING STONES, SIMPLE MINDS, MORRISSEY...

KUNV/Las Vegas (702) 739-3877 Kevin Kew

- JUNK MONKEYS, .NEM FAST AUTOMAT, MICHAEL BISHOP...

KITS/San Francisco (415) 828-1053 Richard Sands

- Heavy: JESUS JONES, MATERIAL ISSUE, R.E.H., SIMPLE MINDS...

WCDP/Bany (516) 442-6158 John Maslowski

- HOWLANDS, TRASH CAN SYNTAX, FISHBONE, FINCH...

WDET/Detroit (313) 577-4146 Ann Deitel

- JUNK MONKEYS, MOGIE'S DREAM, JULIE CRUISE...

WBNY/Buffalo (716) 878-3080 Mike Parrish

- LEGENDARY PINK DO, JUNK MONKEYS, MATTER OF DEGREE...

WHTQ/Asbury Park (201) 542-1410 Butcher/Pinfield

- HUNKER, DANIEL ASH, HONDER STUFF, LINDSEY BARKES...

WNCS/Montpelier, VT (802) 223-2396 Jody Petersen

- none, HILLS LOGGERS, R.E.H., HORSE FLIES...

KGSR/Austin (512) 472-1071 Jody Denberg

- GREEN ON RED, SMITON, HOLLOW MINDS, SCHOOL OF FISH...

WRLT/Nashville (615) 242-6800 Jim Eskew

- XTREME, DON HUBERT, JOHN CORREA, VIOLENT FEMMES...

KTOW/Tulsa (918) 446-1903 Melissa Harbes

- POPIN' JATS, PET SHOP BOTS, DIVINYLS, LIBBY KRAVITZ...

P3

ADDS & HOTS

WBER/Rochester (716) 381-4353 Andrew Chinnici

- SPLIT SECOND, I START COUNTING, DIEBOLD & CATALAN...

WDET/Detroit (313) 577-4146 Ann Deitel

- JUNK MONKEYS, MOGIE'S DREAM, JULIE CRUISE...

WDET/Detroit (313) 577-4146 Ann Deitel

- JUNK MONKEYS, MOGIE'S DREAM, JULIE CRUISE...

WFTI/Melbourne (407) 788-8000 Jon Hammerland

- LEGENDARY PINK DO, TALK TALK, OODORIE H. HAZEL...

WFTI/Melbourne (407) 788-8000 Jon Hammerland

- LEGENDARY PINK DO, TALK TALK, OODORIE H. HAZEL...

camouflage advertisement featuring the band name, 'HEAVEN (I WANT YOU)', and 'Meanwhile'.

CHR P1 PLAYLISTS

EAST

New York

Z100
New York

VP/Dir. Ops & Prog: Steve Kingston
APD/MD: Frankie Blue

ADD: 28, 30

Pittsburgh

94 FM

OM: John Roberts
APD: Zak Szabo
MD: Lori Campbell

ADD: 28, 30

Boston

WJKS-FM
108 FM

PD: Steve Rivers
MD: Jerry McKenna
Music Coord: Carmen Cacciatore

ADD: 28, 30

WQHT
New York

HOT 97 FM

OM/PD: Joel Salkowitz
APD/MD: Kevin McCabe

ADD: 28, 30

95.5 FM

WPGC
Caribbean Music

Washington, D.C.

PD: Jay Stevens
APD: Robert Scorpio
MD: Albie D.

ADD: 28, 30

Miami

100.7 FM
The Best Music Mix

PD: Frank Amadeo
MD: Johnna Ceccoli

ADD: 28, 30

WAVA
105 FM

Washington

PD: Chuck Beck
APD: Brett Dumler
MD: Chris Taylor

ADD: 28, 30

WJLU
94.5 FM

Boston

PD: Steve Perun
APD/MD: Cadillac Jack McCartney

ADD: 28, 30

EAGLE 106
Philadelphia

WEGX Philadelphia

PD: Brian Phillips
OM: John Lander
APD/MD: Jay Beau Jones
Music Coordinator: Chuck Tisa

ADD: 28, 30

WALI
Long Island FM 106

VP/Programming: Bill Terry
APD: Mike Larkin
MD: Mark Lobel

ADD: 28, 30

WFLZ/Tampa

TOWER 93 FM
The Tower 93

Dir. Ops: Marc Chase
PD: B.J. Harris
APD: Jeff "Booger" Kapugi
MD: Hawk Harrison

ADD: 28, 30

WTOG
Tampa

Ops. Director: John Clay
POMD: Jay Taylor

ADD: 28, 30

WPLJ

NOJO RADIO
95.5 FM

New York

VP Programming: Tom Cuddy
PD: Scott Shannon
MD: Mike Preston

ADD: 28, 30

Baltimore

WBSB
104 FM

PD: Todd Fisher
MD: Ric Sanders

ADD: 28, 30

92 PRO FM
THE MOST MUSIC

Providence

PD: Paul Cannon
MD: Tony Bristol

ADD: 28, 30

WIOQ/Philadelphia

102

OM/PD: Mark Driscoll
MD: Pam Grund

ADD: 28, 30

KRBE
104 FM

Houston

Hits Without the hype.

PD: Steve Wyrostok
MD: Cheryl Broz

ADD: 28, 30

Houston's Official RADIO STATION

KKKQ

PD: Dene Hallam
Ops. Dir.: Dave Elliott
MD: John Gray

ADD: 28, 30

CHR P1 PLAYLISTS

HOT 94.7 "Hotter Than Hell" WYTZ Chicago. OM: Ric Lippincott. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

99.1 KGGI FM Quadruples the Music! Riverside. OM/MD: Larry Martino. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

Denver Y108 PD/MD: Dom Testa. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

DANCE NOW! POWER 90.7 KPWR/Los Angeles. PD: Jeff Wyatt. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

Y93 Fresh Continuous Music. KOY-FM/Phoenix, AZ. PD: Rick Thomas. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

EMIO 25 Sacramento. PD: Dr. Dave Ferguson. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

WEST KPZZ 97.7 Seattle. PD: Casey Keating. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

KITEL San Francisco. PD: Keith Natfaly. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

KUBEX 93 FM Seattle. APD: Barry Beck. MD: Vic Orlando. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

San Diego KKLO. VP: Gary Wall. PD: Kevin Weatherly. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

San Jose KHQT HOT 97.7. PD: Ken Richards. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

Los Angeles KJRM 102.7. PD: Bill Richards. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

KS104.7 Denver. PD: Dave Van Stone. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

POWER 92 PORTLAND'S HOTTEST MUSIC. PD: Mark Capps. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

Portland KKRZ PD: Bill Kezley. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

Salt Lake City KISN 104.7. PD: Gary Waldron. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

KZZP104.7 THE NUMBER 1 HIT MUSIC STATION. PD: Stef Rybak. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

KZHT Salt Lake City. PD: Rich Summers. Playlist including tracks like "I Wanna Dance with Somebody" and "Billie Jean".

Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

251 REPORTS

ANOTHER BAD CREATION

lesha (Motown) LP: Coolin' At The Playground Ya' Know!

Chart Summary table for Another Bad Creation with columns for Regional, National, Summary, and Parallel.

Station lists for Another Bad Creation, categorized by region (East, South, Midwest, West).

RICK ASTLEY

Cry For Help (RCA) LP: Free

Chart Summary table for Rick Astley with columns for Regional, National, Summary, and Parallel.

Station lists for Rick Astley, categorized by region (East, South, Midwest, West).

Rick Astley Continued

Station lists for Rick Astley Continued, categorized by region (South, Midwest, West, East).

BLACK BOX

Strike It Up (RCA) LP: Dreamland

Chart Summary table for Black Box with columns for Regional, National, Summary, and Parallel.

Station lists for Black Box, categorized by region (East, South, Midwest, West).

BLACK CROWES

She Talks To Angels (Def American) LP: Shake Your Money Maker

Chart Summary table for Black Crowes with columns for Regional, National, Summary, and Parallel.

Station lists for Black Crowes, categorized by region (East, South, Midwest, West).

Black Crowes Continued

Station lists for Black Crowes Continued, categorized by region (West, Midwest, East, South).

MICHAEL BOLTON

Love Is A Wonderful Thing (Columbia) LP: Time, Love & Tenderness

Chart Summary table for Michael Bolton with columns for Regional, National, Summary, and Parallel.

Station lists for Michael Bolton, categorized by region (East, South, Midwest, West).

MARIAH CAREY

I Don't Wanna Cry (Columbia) LP: Mariah Carey

Chart Summary table for Mariah Carey with columns for Regional, National, Summary, and Parallel.

Station lists for Mariah Carey, categorized by region (East, South, Midwest, West).

C & C MUSIC FACTORY

Here We Go, Let's Rock... (Columbia) LP: Gonna Make You Sweat

Chart Summary table for C & C Music Factory with columns for Regional, National, Summary, and Parallel.

Station lists for C & C Music Factory, categorized by region (East, South, Midwest, West).

Mariah Carey Continued

Station lists for Mariah Carey Continued, categorized by region (West, Midwest, East, South).

CINDERELLA

Heartbreak Station (Mercury) LP: Heartbreak Station

Chart Summary table for Cinderella with columns for Regional, National, Summary, and Parallel.

Station lists for Cinderella, categorized by region (East, South, Midwest, West).

MARC COHN

Walkin' In Memphis (Atlantic) LP: Marc Cohn

Chart Summary table for Marc Cohn with columns for Regional, National, Summary, and Parallel.

Station lists for Marc Cohn, categorized by region (East, South, Midwest, West).

Continued On Next Column

Continuation of station lists from the previous column, categorized by region (East, South, Midwest, West).

Extreme Continued

Table with columns for LP, Regional, National, and Chart positions. Includes LPs like 'KPL2 25-22' and 'KUBE 4-25'.

F

FIREHOUSE
Don't Treat Me Bad (Epic)
LP: Firehouse

Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 16%, P2 57%, P3 82%.

Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 32%, P2 57%, P3 82%.

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Lisa Fischer Continued

Table with columns for LP, Regional, National, and Chart positions. Includes LPs like 'HONEYST' and 'WEST'.

FIXX
How Much Is Enough (Impact)
LP: Ink

Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 27%, P2 52%, P3 76%.

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Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 27%, P2 52%, P3 76%.

Amy Grant Continued

Table with columns for LP, Regional, National, and Chart positions. Includes LPs like 'HONEYST' and 'WEST'.

HAPPY MONDAYS
Step On (Elektra)
LP: Pais, Thris, And Bellyaches

Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 9%, P2 45%, P3 65%.

Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 9%, P2 45%, P3 65%.

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Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 9%, P2 45%, P3 65%.

Hi-Five
I Like The Way (The Kissing...)
LP: Hi-Five (Jive/RCA)

Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 89%, P2 78%, P3 70%.

WHITNEY HOUSTON
Miracle (Arista)
LP: I'm Your Baby Tonight

Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 58%, P2 66%, P3 77%.

Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 58%, P2 66%, P3 77%.

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Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 58%, P2 66%, P3 77%.

Whitney Houston Continued

Table with columns for LP, Regional, National, and Chart positions. Includes LPs like 'MAAL 30-28' and 'WEST'.

INXS
Bitter Tears (Atlantic)
LP: X

Table with columns for Regional, National, and Chart positions. Includes Regional Reach P1 16%, P2 47%, P3 84%.

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Keedy Continued

WEST, MIDWEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

L

LaTOUR, People Are Still... (Smash/PLG), LP: LaTour, Total Reports 57 23%, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

M

MIKE & THE MECHANICS, Word Of Mouth (Atlantic), LP: Word Of Mouth, Total Reports 82 33%, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

Mike & The Mechanics Continued

WEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

MONIE LOVE, It's A Shame (My Sister) (WB), LP: Down To Earth, Total Reports 58 23%, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

NELSON, More Than Ever (DGC), LP: Alter The Rain, Total Reports 178 71%, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

MIKE & THE MECHANICS, Word Of Mouth (Atlantic), LP: Word Of Mouth, Total Reports 82 33%, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

ROBERT PALMER, Mercy Mercy Me (The Ecology) (EMI), LP: Don't Explain, Total Reports 185 74%, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

QUEENSRÛCHE, Silent Lucidity (EMI), LP: Empire, Total Reports 149 59%, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

REBEL PEBBLES, Dream Lover (IRS), LP: Girls Talk, Total Reports 59 24%, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

REBEL PEBBLES, Dream Lover (IRS), LP: Girls Talk, Total Reports 59 24%, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

Party Continued, WEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

Party Continued, WEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

Party Continued, WEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

Party Continued, WEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

Rebel Pebbles Continued, WEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

Rebel Pebbles Continued, WEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

Rebel Pebbles Continued, WEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

Rebel Pebbles Continued, WEST, EAST, SOUTH, CHART SUMMARY, Regional Reach, National Summary, UP, DEBS, SAME, DOWN, ADDS

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SIGNIFICANT ACTION

Voices That Care Continued

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST. Includes station call letters and program names like 'B104 4-1', 'WZOU 21-14', etc.

W

WILSON PHILLIPS You're In Love (SBK) LP: Wilson Phillips. Total Reports 228 91%. Includes regional reach and chart summary.

Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST. Includes station call letters and program names like 'B104 7-4', 'WZOU 13-9', etc.

A

AFTERSHOCK Going Through The Motions (Virgin) LP: Aftershock. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

B

B ANGIE B I Don't Wanna Lose... (Bust It/Capitol) LP: B Angie B. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

C

CANDYMAN Nightgown (Epic) LP: An'l No Shame In My Game. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

H

CARTOUCHE Feel The Groove (Scotti Bros.) LP: Rock N' Heart. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

D

DAISY DEE Crazy (LMR/RCA) LP: When You're A Boy. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

G

DIGITAL UNDERGROUND Same Song (Tommy Boy/Reprise) LP: This Is An EP Release. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

J

JASMINE GUY Another Like My Lover (WB) LP: Jasmine Guy. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

H

DAVID HALLYDAY Ooh La La (Scotti Bros.) LP: Rock N' Heart. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

SUSANNA HOFFS Unconditional Love (Columbia) LP: When You're A Boy. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

I

CHRIS ISAAK Don't Make Me Dream... (Reprise) LP: Heart Shaped World. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

J

JANE'S ADDICTION Been Caught Stealing (WB) LP: Ritual De Lo Habitual. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

J

JESUS JONES Right Here, Right Now (SBK) LP: Doubt. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

JONZUN CREW Cosmic Love (Critique) LP: Cosmic Love. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

K

DAVE KOZ Castle Of Dreams (Capitol) LP: Dave Koz. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

M

ANNA MARIE This Could Take All Night (MCA) LP: Anna Marie. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.

LISETTE MELENDEZ Together Forever (Fever/Columbia) LP: Together Forever. Table with columns for P1, P2, P3 and rows for EAST, SOUTH, MIDWEST, WEST.



P1

LW	TW	Artist/Song/Label
1	1	TARA KEMP/Hold You Tight (Giant/WB)
3	2	AMY GRANT/Baby, Baby (A&M)
6	3	C & C MUSIC FACTORY/Here We Go, Let's Rock... (Columbia)
7	4	WILSON PHILLIPS/You're In Love (SBK)
9	5	CATHY DENNIS/Touch Me (All Night Long) (Polydor)
2	6	ENIGMA/Sadness Part 1 (Charisma)
5	7	LONDONBEAT/ve Been Thinking About You (Radioactive)
15	8	HI-FIVE/ Like The Way (The Kissing Game) (Jive/RCA)
17	9	DIVINYLS/ Touch Myself (Virgin)
13	10	ROXETTE/Joyride (EMI)
19	11	MARIAH CAREY/ Don't Wanna Cry (Columbia)
4	12	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
14	13	ANOTHER BAD CREATION/lesha (Motown)
11	14	GERARDO/Rico Suave (Interscope/East West)
20	15	ROD STEWART/Rhythm Of My Heart (WB)
10	16	MARIAH CAREY/Someday (Columbia)
16	17	TRACIE SPENCER/This House (Capitol)
21	18	RICK ASTLEY/Cry For Help (RCA)
8	19	JANET JACKSON/State Of The World (A&M)
12	20	TEVIN CAMPBELL/Round And Round (Paisley Park/WB)
26	21	VOICES THAT CARE/Voices That Care (Giant/WB)
27	22	KEEDY/Save Some Love (Arista)
22	23	ROBERT PALMER/Mercy Mercy Me (The Ecology) (EMI)
18	24	TIMMY T./One More Try (Quality)
28	25	RUDE BOYS/Written All Over Your Face (Atlantic)
23	26	TESLA/Signs (Geffen)
37	27	NELSON/More Than Ever (DGC)
40	28	COLOR ME BADD/ I Wanna Sex You Up (Giant/Reprise)
32	29	MONIE LOVE/It's A Shame (My Sister) (WB)
33	30	REMBRANDTS/Just The Way It Is, Baby (Atco)
29	31	MICHEL'LE/Something In My Heart (Ruthless/Atco)
31	32	LISETTE MELENDEZ/Together Forever (Fever/Columbia)
DEBUT	33	TRIPLETS/You Don't Have To Go Home (Mercury)
25	34	GUY/Let's Chill (MCA)
39	35	SALT-N-PEPA/Do You Want Me (Next Plateau)
24	36	STEVIE B/It'll Be By Your Side (LMR/RCA)
30	37	BINGOBOYS/How To Dance (Atlantic)
DEBUT	38	MICHAEL BOLTON/Love Is A Wonderful Thing (Columbia)
DEBUT	39	LaTOUR/People Are Still Having Sex (Smash/PLG)
DEBUT	40	EXTREME/More Than Words (A&M)

55 REPORTERS

MOST ADDED	HOTTEST
MICHAEL BOLTON (41)	AMY GRANT (21)
WHITNEY HOUSTON (15)	DIVINYLS (19)
LaTOUR (9)	ROXETTE (15)
EMF (8)	TARA KEMP (14)
BLACK BOX (7)	WILSON PHILLIPS (14)
COLOR ME BADD (7)	

P2

LW	TW	Artist/Song/Label
1	1	WILSON PHILLIPS/You're In Love (SBK)
3	2	AMY GRANT/Baby, Baby (A&M)
5	3	ROXETTE/Joyride (EMI)
2	4	LONDONBEAT/ve Been Thinking About You (Radioactive)
6	5	RICK ASTLEY/Cry For Help (RCA)
4	6	TARA KEMP/Hold You Tight (Giant/WB)
11	7	ROD STEWART/Rhythm Of My Heart (WB)
10	8	ENIGMA/Sadness Part 1 (Charisma)
8	9	ROBERT PALMER/Mercy Mercy Me (The Ecology) (EMI)
13	10	CATHY DENNIS/Touch Me (All Night Long) (Polydor)
12	11	REMBRANDTS/Just The Way It Is, Baby (Atco)
18	12	C & C MUSIC FACTORY/Here We Go, Let's Rock... (Columbia)
20	13	DIVINYLS/ Touch Myself (Virgin)
19	14	NELSON/More Than Ever (DGC)
14	15	TESLA/Signs (Geffen)
7	16	JANET JACKSON/State Of The World (A&M)
22	17	TRIPLETS/You Don't Have To Go Home (Mercury)
17	18	GERARDO/Rico Suave (Interscope/East West)
9	19	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
26	20	HI-FIVE/ Like The Way (The Kissing Game) (Jive/RCA)
30	21	MARIAH CAREY/ Don't Wanna Cry (Columbia)
25	22	KEEDY/Save Some Love (Arista)
27	23	EXTREME/More Than Words (A&M)
16	24	TEVIN CAMPBELL/Round And Round (Paisley Park/WB)
15	25	TRACIE SPENCER/This House (Capitol)
32	26	QUEENSRYCHE/Silent Lucidity (EMI)
28	27	ANOTHER BAD CREATION/lesha (Motown)
33	28	FIREHOUSE/Don't Treat Me Bad (Epic)
35	29	VOICES THAT CARE/Voices That Care (Giant/WB)
21	30	MARIAH CAREY/Someday (Columbia)
23	31	TIMMY T./One More Try (Quality)
DEBUT	32	SHEENA EASTON/What Comes Naturally (MCA)
37	33	BLACK CROWES/She Talks To Angels (Def American)
31	34	RALPH TRESVANT/Stone Cold Gentleman (MCA)
DEBUT	35	R.E.M./Losing My Religion (WB)
34	36	ALEXANDER O'NEAL/All True Man (Epic)
24	37	STEVIE B/It'll Be By Your Side (LMR/RCA)
DEBUT	38	WHITNEY HOUSTON/Miracle (Arista)
DEBUT	39	MICHAEL BOLTON/Love Is A Wonderful Thing (Columbia)
DEBUT	40	CINDERELLA/Heartbreak Station (Mercury)

122 REPORTERS

MOST ADDED	HOTTEST
MICHAEL BOLTON (109)	ROXETTE (58)
GLORIA ESTEFAN (48)	AMY GRANT (52)
STARSHIP (26)	WILSON PHILLIPS (47)
REBEL PEBBLES (24)	ENIGMA (32)
WHITNEY HOUSTON (19)	TARA KEMP (29)

P3

LW	TW	Artist/Song/Label
2	1	WILSON PHILLIPS/You're In Love (SBK)
3	2	ROXETTE/Joyride (EMI)
4	3	AMY GRANT/Baby, Baby (A&M)
1	4	LONDONBEAT/ve Been Thinking About You (Radioactive)
6	5	REMBRANDTS/Just The Way It Is, Baby (Atco)
5	6	TARA KEMP/Hold You Tight (Giant/WB)
7	7	ROBERT PALMER/Mercy Mercy Me (The Ecology) (EMI)
12	8	ROD STEWART/Rhythm Of My Heart (WB)
10	9	RICK ASTLEY/Cry For Help (RCA)
14	10	CATHY DENNIS/Touch Me (All Night Long) (Polydor)
13	11	NELSON/More Than Ever (DGC)
18	12	TRIPLETS/You Don't Have To Go Home (Mercury)
11	13	TESLA/Signs (Geffen)
16	14	ENIGMA/Sadness Part 1 (Charisma)
24	15	EXTREME/More Than Words (A&M)
9	16	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
23	17	DIVINYLS/ Touch Myself (Virgin)
21	18	FIREHOUSE/Don't Treat Me Bad (Epic)
25	19	KEEDY/Save Some Love (Arista)
8	20	JANET JACKSON/State Of The World (A&M)
19	21	GERARDO/Rico Suave (Interscope/East West)
33	22	MARIAH CAREY/ Don't Wanna Cry (Columbia)
15	23	TEVIN CAMPBELL/Round And Round (Paisley Park/WB)
29	24	QUEENSRYCHE/Silent Lucidity (EMI)
31	25	C & C MUSIC FACTORY/Here We Go, Let's Rock... (Columbia)
37	26	HI-FIVE/ Like The Way (The Kissing Game) (Jive/RCA)
39	27	SHEENA EASTON/What Comes Naturally (MCA)
35	28	CINDERELLA/Heartbreak Station (Mercury)
36	29	BLACK CROWES/She Talks To Angels (Def American)
17	30	ESCAPE CLUB/Call It Poison (Atlantic)
DEBUT	31	FIXX/How Much Is Enough (Impact)
38	32	HAPPY MONDAYS/Step On (Elektra)
DEBUT	33	INXS/Bitter Tears (Atlantic)
34	34	ALEXANDER O'NEAL/All True Man (Epic)
20	35	TIMMY T./One More Try (Quality)
27	36	GREAT WHITE/Call It Rock N' Roll (Capitol)
30	37	HARRIET/Temple Of Love (East West)
22	38	TRACIE SPENCER/This House (Capitol)
DEBUT	39	R.E.M./Losing My Religion (WB)
DEBUT	40	STYX/Love At First Sight (A&M)

74 REPORTERS

MOST ADDED	HOTTEST
MICHAEL BOLTON (72)	ROXETTE (46)
GLORIA ESTEFAN (40)	AMY GRANT (34)
REBEL PEBBLES (28)	NELSON (20)
STARSHIP (22)	DIVINYLS (19)
DAMN YANKEES (14)	EXTREME (18)
WHITNEY HOUSTON (14)	WILSON PHILLIPS (18)

PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
QUEENSRYCHE/Silent Lucidity (EMI)	149	59%	84%	21%
FIREHOUSE/Don't Treat Me Bad (Epic)	139	55%	78%	39%
R.E.M./Losing My Religion (WB)	138	55%	71%	6%
FIXX/How Much Is Enough (Impact)	135	54%	67%	3%
INXS/Bitter Tears (Atlantic)	128	51%	69%	5%
STYX/Love At First Sight (A&M)	127	51%	57%	0%
CELINE DION/If There Was Any Other Way (Epic)	126	50%	57%	0%
CINDERELLA/Heartbreak Station (Mercury)	112	45%	77%	9%
HAPPY MONDAYS/Step On (Elektra)	108	43%	69%	14%
ANOTHER BAD CREATION/lesha (Motown)	106	42%	94%	60%
BLACK CROWES/She Talks To Angels (Def American)	104	41%	85%	26%
RIFF/My Heart Is Failing Me (SBK)	102	41%	64%	8%
VOICES THAT CARE/Voices That Care (Giant/WB)	99	39%	89%	49%
MARC COHN/Walkin' In Memphis (Atlantic)	91	36%	58%	11%
RUDE BOYS/Written All Over Your Face (Atlantic)	88	35%	65%	35%
MIKE & THE MECHANICS/Word Of Mouth (Atlantic)	82	33%	70%	2%
UB40/Here I Am (Come And Take Me) (Virgin)	65	26%	52%	18%
COLOR ME BADD/ I Wanna Sex You Up (Giant/Reprise)	64	25%	61%	28%
MONIE LOVE/It's A Shame (My Sister) (WB)	58	23%	72%	24%
STEELHEART/It'll Never Let You Go (MCA)	58	23%	74%	16%
LaTOUR/People Are Still Having Sex (Smash/PLG)	57	23%	56%	6%
JASMINE GUY/Another Like My Lover (WB)	39	16%	79%	42%
SALT-N-PEPA/Do You Want Me (Next Plateau)	34	21%	71%	46%
TRILOGY/Love Me Forever Or Love Me Not (Atco)	30	12%	73%	16%
DAISY DEE/Crazy (LMR/RCA)	26	10%	62%	19%
AFTERSHOCK/Going Through The Motions (Virgin)	25	10%	60%	60%

Note: See Parallels for a complete picture of station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart numbers.

PERFORMING WHERE PLAYED is a weekly listing of those records in New & Active and Significant Action which have a total of 25 or more reports with at least 50% of the airplay converted to chart that have not lost more than 5 stations from the previous week's total airplay. Note: See Parallels for a complete picture of all station activity. New records with large add totals won't show in Performing Where Played until those adds convert to chart numbers.

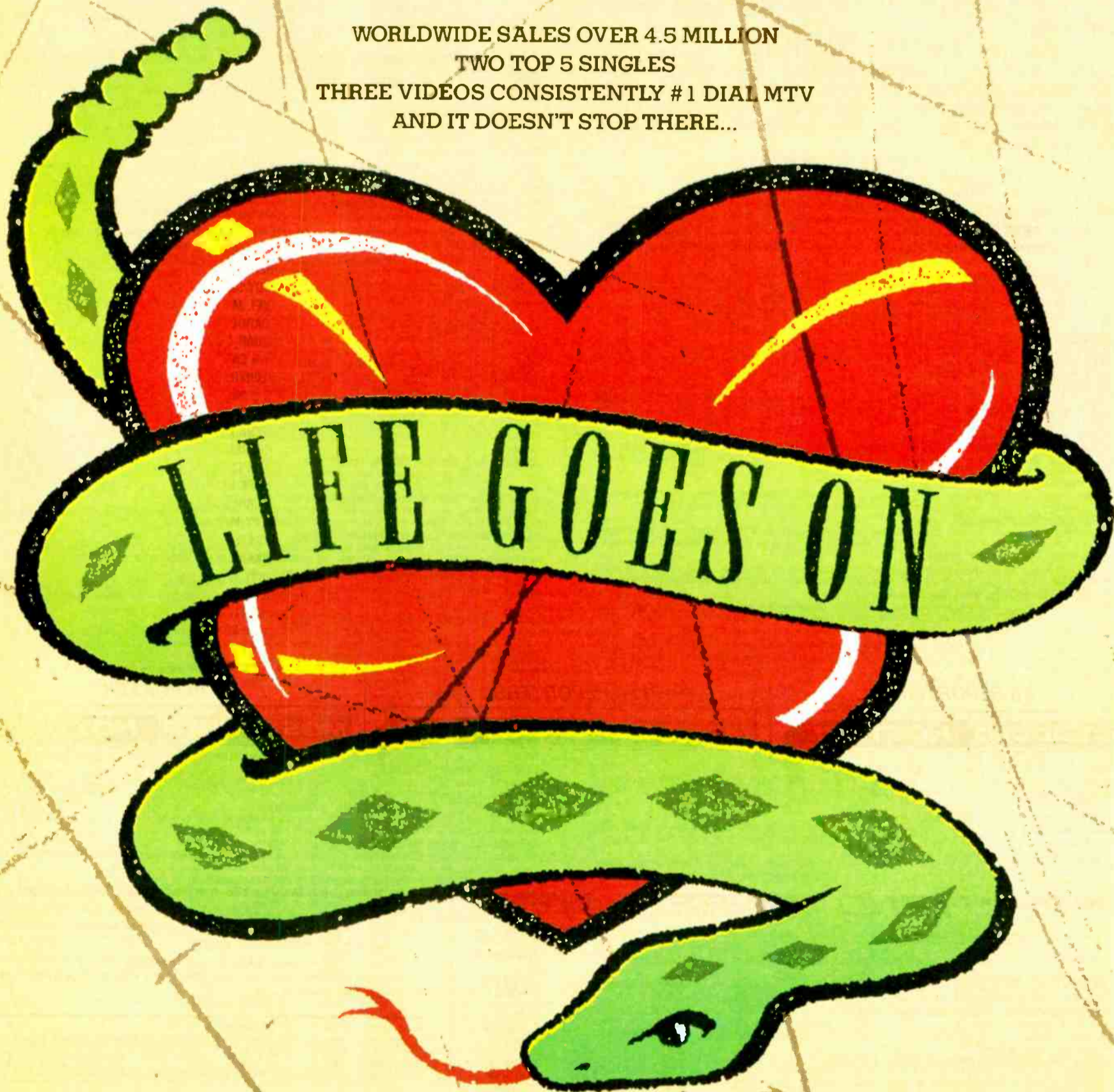
NEW ARTISTS

Artist/Song/Label	Reports
1 QUEENSRYCHE/Silent Lucidity (EMI)	149
2 FIREHOUSE/Don't Treat Me Bad (Epic)	139
3 HAPPY MONDAYS/Step On (Elektra)	108
4 ANOTHER BAD CREATION/lesha (Motown)	106
5 BLACK CROWES/She Talks To Angels (Def American)	104
6 RIFF/My Heart Is Failing Me (SBK)	102
7 VOICES THAT CARE/Voices That Care (Giant/WB)	99
8 MARC COHN/Walking In Memphis (Atlantic)	91
9 RUDE BOYS/Written All Over Your Face (Atlantic)	88
10 PARTY/That's Why (Hollywood)	71

New artists have not yet had a CHR Breaker.

Rainbow

WORLDWIDE SALES OVER 4.5 MILLION
TWO TOP 5 SINGLES
THREE VIDEOS CONSISTENTLY #1 DIAL MTV
AND IT DOESN'T STOP THERE...



THE NEW SINGLE AND VIDEO
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Capitol.

ON CAPITOL CASSETTES, COMPACT DISCS AND RECORDS

CATCH THEM LIVE AND KICKIN' HARD ACROSS NORTH AMERICA THIS SUMMER

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BREAKERS

MICHAEL BOLTON

Love Is A Wonderful Thing (Columbia)

88% of our reporters playing it. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 222 including WXKS, MOKO, Z100, WEGX, Y95, PWRPIG, Q105, WNCI, KDWB, KS104, Y108, KIIS, KMEL. See Parallels, debuts at number 35.

WHITNEY HOUSTON

Miracle (Arista)

67% of our reporters playing it. Moves: Up 29, Debuts 61, Same 31, Down 0, Adds 48 including PRO-FM, WPGC, PWR96, WNVZ, KTFM, Q105, WPHR, HOT102, WKBO, Y108, FM102, KPLZ. See Parallels, debuts at number 39.

SHEENA EASTON

What Comes Naturally (MCA)

65% of our reporters playing it. Moves: Up 92, Debuts 30, Same 24, Down 0, Adds 18 including WIOQ, HOT999, WIKZ, PWR92, WSSX, KPRR, WZYP, WABB, WKZL, KQMQ, KWOD. See Parallels, moves 40-31.

NEW & ACTIVE

QUEENSRYCHE "Silent Lucidity" (EMI)

Reports: 149. Moves: Up 100, Debuts 13, Same 16, Down 1, Adds 19 including MOJO, PRO-FM, KKBO, JET-FM, G105, K92, WKDD, 96STO, WMEE, WVIC, KEGL 28-25, WKBO 19-13, KZZP 23-19, KISN 22-11, KPLZ 15-12, WKEE 31-24, WQGN 28-19. See Parallels, moves 33-29 on the CHR chart.

FIREHOUSE "Don't Treat Me Bad" (Epic)

Reports: 139. Moves: Up 92, Debuts 7, Same 23, Down 0, Adds 17 including B94, WKBO, KZZP, KPLZ, WBBQ, KZOU, XL1067, KJ103, Z99, KMYZ, WIKZ 22-19, WNNK 18-15, PWR92 15-11, WPST 11-8, WKRZ 11-5, KZ106 3-2, WRHT 12-6. See Parallels, moves 36-32 on the CHR chart.

R.E.M. "Losing My Religion" (WB)

Reports: 138. Moves: Up 53, Debuts 35, Same 18, Down 0, Adds 32 including WXKS, Z100, Y108, KIIS, KISN, KUBE, B93, WDJX, WABB, WKZL, HOT949 21-17, WAAL 34-25, JET-FM 28-22, WERZ 28-24, PWR92 34-27, 999KH 29-19. See Parallels, debuts at number 38 on the CHR chart.

FIXX "How Much Is Enough" (Impact)

Reports: 135. Moves: Up 67, Debuts 20, Same 37, Down 0, Adds 11, K96.7, KZZB, HOT95, KBFM, WHOT, KKMG, KYRK, WKPE, K995, WIFC, SLY96, WKBO 25-21, WLAN 30-25, WQGN 37-30, WQUT 27-21, KF95 29-22, KISR 27-22.

INXS "Bitter Tears" (Atlantic)

Reports: 128. Moves: Up 52, Debuts 31, Same 26, Down 0, Adds 19 including B104, KOY-FM, KUBE, WERZ, WNNK, WMXP, KZOU, Y107, WJLQ, WZKX, Y100 28-22, WIKZ 31-29, WQGN 38-32, WPST 36-29, B93 30-21, WCGQ 33-26, WRQK 6-5.

STYX "Love At First Sight" (A&M)

Reports: 127. Moves: Up 36, Debuts 32, Same 35, Down 0, Adds 24 including KZZP, KKRZ, WNNK, WFMF, KZZB, WRHT, WZYP, WDJX, WOMX, WRVQ, Q102 31-26, KISN 29-25, 98PX 28-25, WQUT 35-27, KRNO 29-24, WGRD 31-27.

CELINE DION "(If There Was) Any Other Way" (Epic)

Reports: 126. Moves: Up 46, Debuts 25, Same 39, Down 0, Adds 16 including HOT102, KDWB, KIIS, KPLZ, PWR92, Y102, WYCR, K106, G105, Y107, WTFX, WBLI 30-25, WIOQ 33-29, PRO-FM 28-23, WAAL 31-24, WQGN 32-24, KZZB 40-30.

CINDERELLA "Heartbreak Station" (Mercury)

Reports: 112. Moves: Up 72, Debuts 7, Same 27, Down 2, Adds 4, WNNK, WKRZ, WCGQ, WHHY, WAAL 28-19, JET-FM 22-18, PWR92 40-37, 999KH 36-33, K106 39-34, KZ106 9-8, WRHT 20-16, WQUT 34-26, WOKI 11-9, WRQK 13-9, Z104 20-16, KATM 5-4.

HAPPY MONDAYS "Step On" (Elektra)

Reports: 108. Moves: Up 59, Debuts 11, Same 29, Down 3, Adds 6, FUN107, WBBQ, WGTZ, KWOD, KMCK, KPAT, WIOQ 25-14, HOT949 17-13, WWSR 31-27, WQGN 23-18, Y102 30-26, B93 37-32, KZZB 32-26, WRHT 24-18, KZZU 27-18.

ANOTHER BAD CREATION "Iesha" (Motown)

Reports: 106. Moves: Up 60, Debuts 4, Same 22, Down 18, Adds 2, Y102, KSND, WZOU 1-1, HOT97 18-15, MOJO 23-20, Z100 16-13, PRO-FM 5-3, WAVA 2-1, PWR99 24-19, KEGL 25-21, Y95 27-19, PWR96 11-9, WDFX 1-1, WHY 1-1, HOT102 4-3, Q106 1-1. See Parallels, moves 22-21 on the CHR chart.

BLACK CROWES "She Talks To Angels" (Def American)

Reports: 104. Moves: Up 69, Debuts 11, Same 12, Down 3, Adds 9, WIKZ, KIX106, KXYQ, WZKX, WYKS, Y94, WSNX, KTRS, WAAL 33-23, JET-FM 27-16, 999KH 38-34, G98 14-10, I95 2-1, WCGQ 23-18, WQUT 18-12, WOKI 10-8. See Parallels, debuts at number 37 on the CHR chart.

RIFF "My Heart Is Falling Me" (SBK)

Reports: 102. Moves: Up 42, Debuts 17, Same 26, Down 0, Adds 17 including KOY-FM, WAEB, WKSS, WKEE, Y102, HOT95, WRVQ, KKRD, KKSS, KCAQ, PWRPIG 11-9, WNCI 18-13, KMEL 28-25, WAAL 32-29, WLAN 13-9, 93Q 29-23.

VOICES THAT CARE "Voices That Care" (Giant/WB)

Reports: 99. Moves: Up 65, Debuts 9, Same 14, Down 2, Adds 9, MOJO, WEGX, KRBE, WIKZ, WPST, XL1067, WZKX, WBBX, WAZY, B104 4-1, WZOU 21-14, Y100 20-11, Y95 32-25, PWR96 10-8, B97 13-8, WKBO 16-12, PWR106 12-6. See Parallels, moves 31-28 on the CHR chart.

GLORIA ESTEFAN "Seal Our Fate" (Epic)

Reports: 95. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 94 including WBLI, WIOQ, KXXR, WKBO, KKRZ, HOT949, JET-FM, TIC-FM, FUN107, WRCK, WSTW, I95, WMXF, HOT95, WDJX, Y100 27-21.

MARC COHN "Walkin' In Memphis" (Atlantic)

Reports: 91. Moves: Up 38, Debuts 13, Same 29, Down 0, Adds 11 including WJLQ, WGTZ, WTFX, KQKQ, WZOK, K107, KF95, B98, WDBR, KMOK, WERZ 14-11, 999KH 37-25, G98 27-19, WPST 32-27, KZ106 10-9, WCGQ 30-24, WFFX 32-25.

DAMN YANKEES "Come Again" (WB)

Reports: 89. Moves: Up 8, Debuts 21, Same 29, Down 0, Adds 30 including WNCI, JET-FM, WLAN, 98PX, WRCK, WBBQ, KZZB, WQUT, WGTZ, KOKO, WRON, WKBO 29-23, K106 40-31, I95 30-22, WHTO 36-28, KBOZ 40-30.

RUDE BOYS "Written All Over Your Face" (Atlantic)

Reports: 88. Moves: Up 41, Debuts 9, Same 23, Down 2, Adds 13 including KOY-FM, WKSS, WYCR, WFMF, KKYK, WRVQ, WOMP, KZII, KFBO, Y97, WIOQ 24-17, PWRPIG 17-13, WDFX 25-18, KS104 4-3, FM102 5-3, TIC-FM 22-17, WMXP 12-10. See Parallels, debuts at number 38 on the CHR chart.

MIKE & THE MECHANICS "Word Of Mouth" (Atlantic)

Reports: 82. Moves: Up 49, Debuts 5, Same 25, Down 0, Adds 3, KXYQ, WYKS, WCIL, B94 28-24, JET-FM 30-27, WNNK 30-27, WQGN 33-26, WKRZ 31-24, K106 33-27, WQUT 33-25, WGTZ 22-17, KATM 16-10, KAKS 37-30, WBNO 34-30, KZIO 36-30.

PARTY "That's Why" (Hollywood)

Reports: 71. Moves: Up 43, Debuts 1, Same 21, Down 5, Adds 1, KZOU, WIOQ 11-9, HOT977 8-6, TIC-FM 31-28, WKRZ 21-16, WRHT 18-13, Y107 10-9, WGTZ 11-8, WGRD 27-23, KSND 29-24, KYRK 34-30, KAKS 20-17, Q104 27-24, WILN 24-19, KTM 30-24.

UB40 "Here I Am (Come And Take Me)" (Virgin)

Reports: 65. Moves: Up 22, Debuts 3, Same 15, Down 2, Adds 23 including WXKS, WAVA, KXXR, KOY-FM, WERZ, PWR92, HOT95, WAPE, WOMX, KJ103, K107, PRO-FM 32-28, KKBO 1-1, KRBE 1-1, Q105 25-19, KZZP 30-21, Z99 14-11.

LISA FISCHER "How Can I Ease The Pain" (Elektra)

Reports: 64. Moves: Up 4, Debuts 11, Same 21, Down 0, Adds 28 including WNVZ, Q105, KS104, KKRZ, TIC-FM, WMXP, WSTW, WCKZ, WQUT, WABB, CK105, KQMQ, WPGC d-29, KMEL 24-19, B95 35-32, Z90 29-23.

COLOR ME BADD "I Wanna Sex You Up" (Giant/Reprise)

Reports: 64. Moves: Up 24, Debuts 8, Same 5, Down 0, Adds 27 including WXKS, B96, WDFX, KDWB, Y108, KIIS, KKRZ, KC101, WMXP, HOT95, WABB, WIOQ 26-21, WPGC 27-17, KTFM 27-19, PWRPIG 26-15, Q105 14-10, KKFR 20-12, KOY-FM 12-7, KMEL 10-5.

REBEL PEBBLES "Dream Lover" (IRS)

Reports: 59. Moves: Up 2, Debuts 0, Same 0, Down 0, Adds 57 including B94, KEGL, Y95, HOT949, KISN, WAEB, WNNK, WKEE, G98, 93Q, WGTZ, WTFX, KJ103, KRBE 25-20, WNCI 32-29.

MOMIE LOVE "It's A Shame (My Sister)" (WB)

Reports: 58. Moves: Up 29, Debuts 5, Same 13, Down 1, Adds 10, B96, HOT947, KZZP, WAEB, KC101, WQXA, KIX106, Y107, KQMQ, WFHT, WXKS 20-17, WIOQ 6-5, WPGC 14-11, KKFR 23-15, HOT977 24-19, KZFM 27-22, WRVQ 24-18.

STEELHEART "I'll Never Let You Go" (MCA)

Reports: 58. Moves: Up 34, Debuts 3, Same 16, Down 2, Adds 3, WOVV, WPRR, 99KG, WQGN 29-23, I95 11-9, WQUT 38-35, KZOU 20-14, WKZL 23-20, WIXX 28-22, KJ103 29-22, WKSF 26-21, Q104 2-1, KTRS 40-36, KFBO 10-8, ZFON 23-19.

MOST ADDED

MICHAEL BOLTON (222)
GLORIA ESTEFAN (94)
REBEL PEBBLES (57)
STARSHIP (49)
WHITNEY HOUSTON (48)
R.E.M. (32)
DAMN YANKEES (30)
LISA FISCHER (28)
COLOR ME BADD (27)
EMF (25)

HOTTEST

ROXETTE (119)
AMY GRANT (107)
WILSON PHILLIPS (79)
DIVINYLS (61)
TARA KEMP (55)
ENIGMA (53)
HI-FIVE (47)
C & C MUSIC FACTORY (45)
LONDONBEAT (44)
CATHY DENNIS (43)

LaTOUR "People Are Still Having Sex" (Smash/PLG)

Reports: 57. Moves: Up 15, Debuts 12, Same 7, Down 0, Adds 23 including KRBE, PWR96, WHY 1, KS104, KOY-FM, FM102, HOT949, HOT977, KPLZ, CK105, WVIC, HOT97 34-27, KEGL 23-18, WDFX 13-7, KXXR 20-16, WMXP 29-19.

BLACK BOX "Strike It Up" (RCA)

Reports: 51. Moves: Up 14, Debuts 7, Same 12, Down 0, Adds 18 including WIOQ, KTFM, Q105, HOT947, WDFX, KOY-FM, Q106, WRHT, WAPE, Y107, CK105, WXKS 23-19, HOT97 11-3, WNVZ 23-19, B96 10-3, WHY 25-17, PWR106 7-5.

STARSHIP "Good Heart" (RCA)

Reports: 50. Moves: Up 1, Debuts 0, Same 0, Down 0, Adds 49 including KISN, WAAL, PWR92, WSTW, KIX106, WCGQ, WMXF, WINK, WZYP, WOKI, WKZL, WGRD, KATM, KXYQ, KWOD, KRNO 28-23.

EMF "Unbelievable" (EMI)

Reports: 50. Moves: Up 1, Debuts 7, Same 17, Down 0, Adds 25 including HOT97, WIOQ, PRO-FM, WNVZ, WHY, PWR106, KOY-FM, KPLZ, WKEE, KZZB, I95, KIX106, WAPE, K107, Q105 d-28, KZZP d-30, Q106 25-19.

SIGNIFICANT ACTION

WARRANT "Uncle Tom's Cabin" (Columbia)

Reports: 44. Moves: Up 9, Debuts 11, Same 15, Down 0, Adds 9, WZYP, WQUT, KTUX, WPXR, WFFX, WCIL, KCMQ, WTBX, KG95, WKRZ 40-34, KMYZ 19-12, KATM d-21, WOMP 30-25, KQHT 29-28, WKFR 30-24, KFMW 40-34, KBOZ 39-29.

PEBBLES "Backyard" (MCA)

Reports: 43. Moves: Up 24, Debuts 7, Same 15, Down 0, Adds 12, PRO-FM, KMEL, 999KH, WHT, WRHT, KHTK, KLUC, KYRK, KMCK, KNOE, WBPR, KZOZ, HOT97 30-25, PWRPIG 32-18, KS104 27-24, WQXA 23-20, KKMG 34-26, Z90 28-24.

JESUS JONES "Right Here, Right Now" (SBK)

Reports: 42. Moves: Up 10, Debuts 8, Same 18, Down 0, Adds 6, WIOQ, K106, G105, WJLQ, WRQK, WPRR, PWR99 28-25, KRBE 24-18, 999KH 40-32, WPST 35-28, B93 38-26, K96.7 33-26, I95 d-30, WCGQ d-31, CK105 32-27, WIXX 36-31, KKHT 28-25.

CARTOUCHE "Feel The Groove" (Scotti Bros)

Reports: 39. Moves: Up 13, Debuts 1, Same 17, Down 0, Adds 8, WZOU, HOT97, WIOQ, PRO-FM, PWR106, WAAL, WQGN, WMXP, WNVZ 28-23, 999KH 34-28, KZFM 35-32, WRHT 40-37, K107 35-31, B95 37-34, KAKS 38-34, WJAD 31-26, KFBO 37-28.

JASMINE GUY "Another Like My Lover" (WB)

Reports: 39. Moves: Up 13, Debuts 2, Same 12, Down 0, Adds 1, WCKZ, KTFM 15-12, PWR106 d-35, KKFR 14-11, KZFM 13-11, G105 20-15, KPRR 18-15, Y107 20-15, KKMG 9-5, B95 7-6, KTR 36-33.

CHRIS ISAAK "Don't Make Me Dream About You" (Reprise)

Reports: 38. Moves: Up 7, Debuts 8, Same 14, Down 0, Adds 9, KPLZ, WPST, 99WANS, WQID, WCIL, WIFC, KFBO, SLY96, KFFM, PWR99 30-27, B93 33-28, Z99 23-20, KRQ 31-29, B98 d-32, KFMW 38-29.

DONNY OSMOND "Love Will Survive" (Capitol)

Reports: 35. Moves: Up 7, Debuts 5, Same 15, Down 0, Adds 8, WERZ, KBFM, WGRD, KJ103, WZKX, WILN, Y94, KFBO, WNCI 29-22, B93 35-29, KZZB 39-33, KZFM 40-34, PWR945 28-25, WDJX d-29, Q104 33-29.

SALT-N-PEPA "Do You Want Me" (Next Plateau)

Reports: 34. Moves: Up 16, Debuts 1, Same 17, Down 0, Adds 6, KKBO, PWR96, KKFR, KYRK, KCAO, Y97, WPGC 9-8, WNVZ 20-14, KTFM 12-10, PWRPIG 18-7, Q105 6-3, PWR106 3-1, KMEL 3-1, HOT977 16-11, KZFM 38-31, B95 21-16, Z90 9-8.

LISETTE MELENDEZ "Together Forever" (Fever/Columbia)

Reports: 31. Moves: Up 16, Debuts 1, Same 7, Down 7, Adds 0, WZOU 5-4, MOJO 10-7, Z100 5-5, PRO-FM 17-14, PWR96 3-2, WNVZ 8-7, HOT947 11-10, PWR106 4-4, KGGI 10-9, HOT977 10-9, HOT999 22-19, FUN107 8-7, KZFM 23-18, B95 8-7.

TRIOLOGY "Love Me Forever Or Love Me Not" (Atco)

Reports: 30. Moves: Up 11, Debuts 4, Same 12, Down 1, Adds 2, KOY-FM, WFMF, KTFM 28-23, KXXR d-28, PWR106 35-31, WQXA 30-27, KZFM 24-19, KPRR d-29, WRHT 30-19, Y107 33-24, WJAD 19-9, WBPR 22-19, WFHT d-35.

CANDYMAN "Nightgown" (Epic)

Reports: 29. Moves: Up 10, Debuts 0, Same 17, Down 0, Adds 2, WBXX, KFBO, WIOQ 9-8, HOT102 on-dp, KKFR 29-21, FLY92 on-dp, WCKZ 22-20, WRHT 38-34, Y107 28-21, WJLQ on-dp, B95 38-35.

TONY! TONI! TONE! "Whatever You Want" (Wing/Mercury)

Reports: 27. Moves: Up 8, Debuts 2, Same 10, Down 0, Adds 7, PWRPIG, Q105, HOT949, WCKZ, WQUT, KYRK, 99KG, WPGC 10-7, WNVZ 22-9, KGGI 22-15, FM102 19-8, KMEL 13-9, KKMG 39-31, B95 24-20, WFHT 33-25.

DAISY DEE "Crazy" (LNR/RCA)

Reports: 26. Moves: Up 12, Debuts 2, Same 11, Down 0, Adds 1, WKEE, HOT97 6-4, WIOQ 22-18, KTFM 30-28, B96 1-1, WQXA d-31, KZFM 34-29, KPRR 24-21, WBPR 33-30.

SUSANNA HOFFS "Unconditional Love" (Columbia)

Reports: 25. Moves: Up 1, Debuts 4, Same 12, Down 0, Adds 8, WWSR, WLAN, KXYQ, WNYC, KQIZ, WJMX, WPRF, KTRS, KRBE d-24, HOT949 on, KISN on-dp, WAAL d-37, WKRZ d-36, WDBR d-31.

AFTERSHOCK "Going Through The Motions" (Virgin)

Reports: 25. Moves: Up 12, Debuts 0, Same 10, Down 0, Adds 3, WPGC, WJLQ, WFHT, WNVZ 33-27, Q105 on, KKFR 11-7, FM102 16-9, KMEL 18-14, KZFM 32-27, KPRR 17-12, KKMG 13-9, KLUC 21-19.

TRASH CAN SINATRAS "Obscurity Knocks" (Gold/Discs/London/PLG)

Reports: 25. Moves: Up 4, Debuts 1, Same 20, Down 0, Adds 0, WNVZ on, WQGN d-39, Y102 on, WPST on-dp, WQUT on, WGRD 33-30, WNYC 34-33, WOMP 40-38, KISR 35-33.

DIGITAL UNDERGROUND "Same Song" (Tommy Boy/Reprise)

Reports: 21. Moves: Up 11, Debuts 2, Same 3, Down 5, Adds 0, WAVA 16-13, B96 d-28, HOT947 29-25, KIIS 25-22, KKFR 10-8, HOT977 11-5, WQXA d-30, KXXR 12-8, B95 6-5, WFHT 15-9.

JONZUN CREW "Cosmic Love" (Criticque)

Reports: 19. Moves: Up 9, Debuts 3, Same 5, Down 0, Adds 2, KCHX, WILN, WXKS 35-33, KXXR d-29, WAEB d-24, FUN107 34-30, WQGN 36-29, G98 on, K107 25-22, 95XXX 35-31.

PAJAMA PARTY "Got My Eye On You" (Atlantic)

Reports: 18. Moves: Up 7, Debuts 2, Same 7, Down 0, Adds 2, KBFM, KKSS, HOT97 d-32, KTFM 23-21, B98 23-19, HOT947 30-28, HOT977 23-20, WCKZ 28-26, KZFM 39-35, WJAD 30-25.

B ANGIE B "I Don't Wanna Lose Your Love" (Bust It/Capitol)

Reports: 17. Moves: Up 4, Debuts 0, Same 6, Down 0, Adds 9, WIOQ, KTFM,

SOUL FREE...



**GEORGE MICHAEL
PICKS UP THE BEAT
ON SOUL FREE,
38173799
THE NEW SINGLE FROM
"LISTEN WITHOUT
46898 PREJUDICE," THE
ALBUM THAT BROUGHT
RADIO FREEDOM,
PRAYING FOR TIME,
WAITING FOR THAT DAY
AND MOTHERS PRIDE.**

**"GEORGE MICHAEL SHINES ON SOUL FREE, AN
UP-TEMPO GROOVE THAT USES MOTOWN
WOODWINDS...SEAMLESS, BALANCED AND
COMPLETE..."**

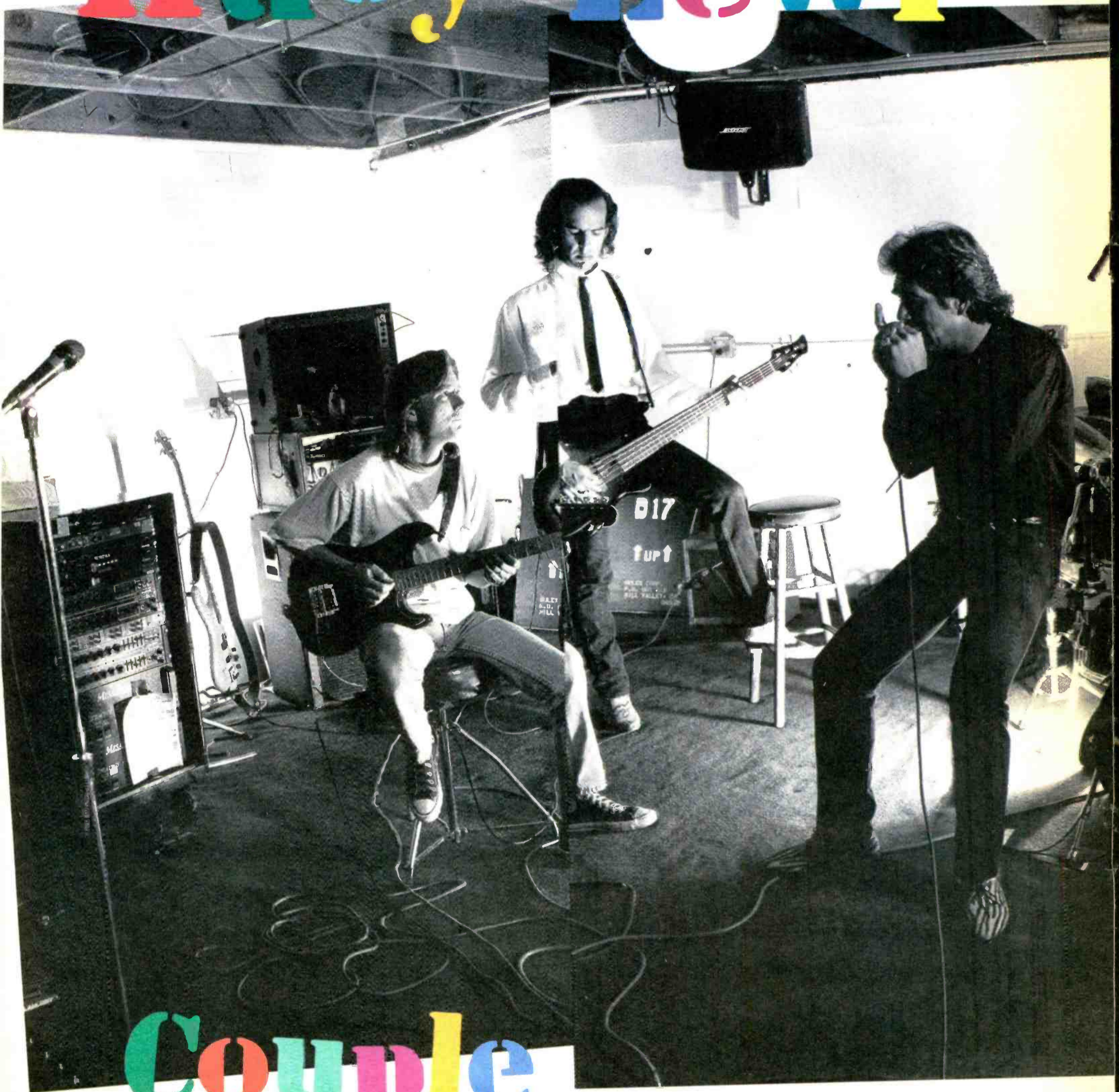
—ROLLING STONE

**GEORGE MICHAEL.
ON COLUMBIA.**

Written, Produced and Arranged by George Michael
Management: Kahane Entertainment

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Huey Lewis

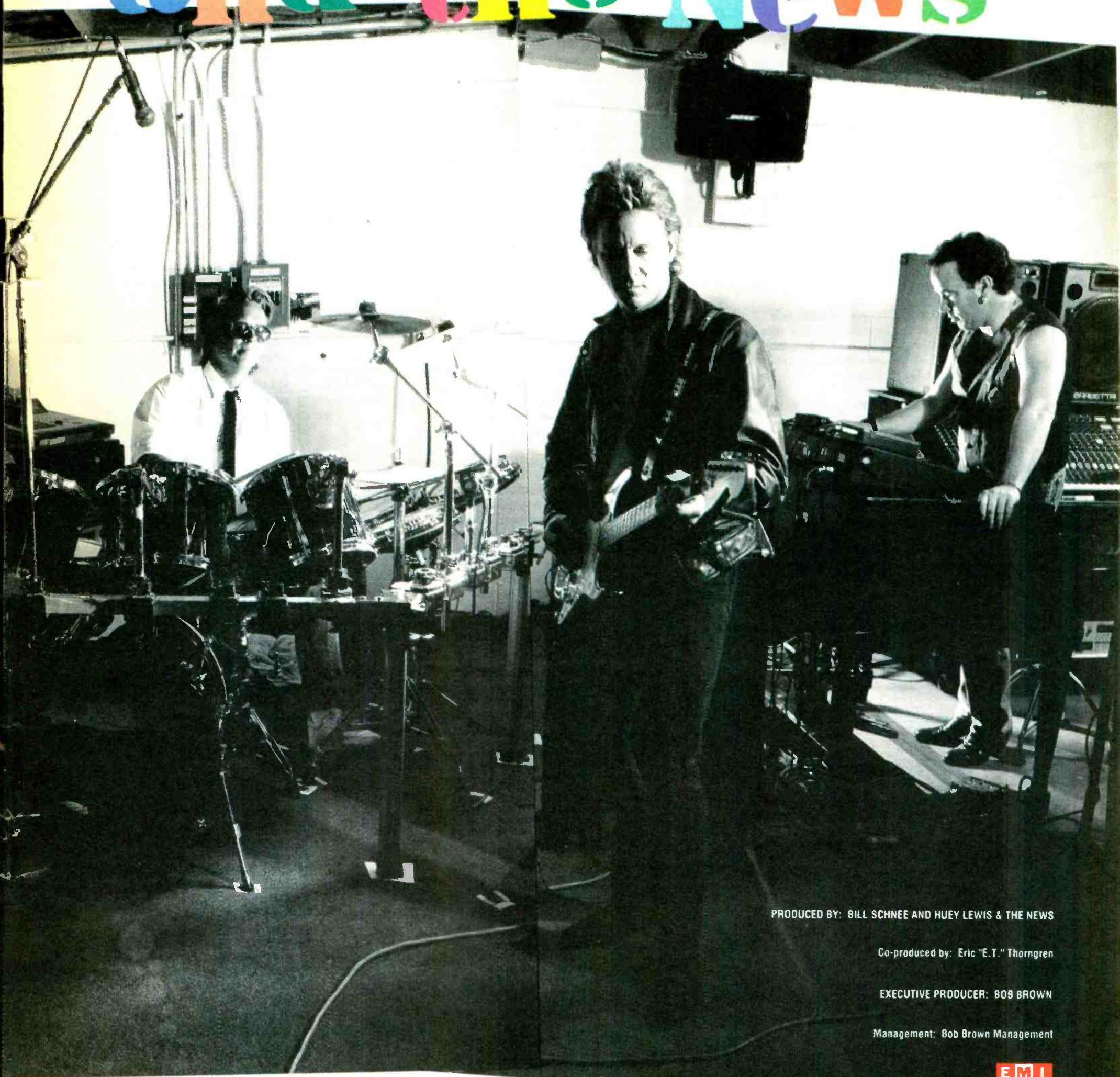


Couple Days Off

AFTER A

THE HEART OF AMERICAN ROCK 'N' ROLL BEATS AGAIN.

and the News



PRODUCED BY: BILL SCHNEE AND HUEY LEWIS & THE NEWS

Co-produced by: Eric "E.T." Thorngren

EXECUTIVE PRODUCER: BOB BROWN

Management: Bob Brown Management

EMI

THE ANTHEMIC FIRST SINGLE & VIDEO FROM THEIR EMI RECORDS USA DEBUT, **Hard at Play**

NATIONAL AIRPLAY OVERVIEW

CHR

3	2	WKS	WKS	LW	TW
6	4	3	1	1	WILSON PHILLIPS/You're In Love (SBK)
8	6	4	2	2	AMY GRANT/Baby, Baby (A&M)
3	3	2	3	3	TARA KEMP/Hold You Tight (Giant/WB)
13	8	5	4	4	ROXETTE/Joyride (EMI)
2	1	1	5	5	LONDONBEAT/I've Been Thinking About You (Radioactive)
20	15	9	6	6	CATHY DENNIS/Touch Me (All Night Long) (Polydor)
12	10	8	7	7	ENIGMA/Sadness Part 1 (Charisma)
16	13	10	8	8	RICK ASTLEY/Cry For Help (RCA)
24	19	13	9	9	ROD STEWART/Rhythm Of My Heart (WB)
29	21	18	10	10	C & C MUSIC FACTORY/Here We Go, Let's... (Columbia)
14	12	11	11	11	ROBERT PALMER/Mercy Mercy Me (The Ecology) (EMI)
35	22	19	12	12	DIVINYLS/I Touch Myself (Virgin)
18	17	16	13	13	REMBRANDTS/Just The Way It Is, Baby (Atco)
1	2	6	14	14	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
40	29	24	15	15	HI-FIVE/Like The Way (The Kissing Game) (Jive/RCA)
—	—	27	16	16	MARIAH CAREY/Don't Wanna Cry (Columbia)
32	24	20	17	17	NELSON/More Than Ever (DGC)
19	16	15	18	18	GERARDO/Rico Suave (Interscope/East West)
37	27	23	19	19	TRIPLETS/You Don't Have To Go Home... (Mercury)
4	5	7	20	20	JANET JACKSON/State Of The World (A&M)
26	23	22	21	21	ANOTHER BAD CREATION/Aesha (Motown)
—	30	26	22	22	KEEDY/Save Some Love (Arista)
15	14	14	23	23	TESLA/Signs (Geffen)
11	11	12	24	24	TEVIN CAMPBELL/Round And Round (Paisley Park/WB)
—	40	29	25	25	EXTREME/More Than Words (A&M)
7	7	17	26	26	TRACIE SPENCER/This House (Capitol)
5	9	21	27	27	MARIAH CAREY/Someday (Columbia)
—	39	31	28	28	VOICES THAT CARE/Voices That Care (Giant/WB)
—	—	33	29	29	QUEENSRYCHE/Silent Lucidity (EMI)
9	18	25	30	30	TIMMY T./One More Try (Quality)
BREAKER	—	—	31	31	SHEENA EASTON/What Comes Naturally (MCA)
—	—	36	32	32	FIREHOUSE/Don't Treat Me Bad (Epic)
10	20	28	33	33	STEVIE B/I'll Be By Your Side (LMR/RCA)
36	34	32	34	34	RALPH TRESVANT/Stone Cold Gentleman (MCA)
BREAKER	—	—	35	35	MICHAEL BOLTON/Love Is A Wonderful Thing (Columbia)
DEBUT	—	—	36	36	R.E.M./Losing My Religion (WB)
DEBUT	—	—	37	37	BLACK CROWES/She Talks To Angels (Def American)
DEBUT	—	—	38	38	RUDE BOYS/Written All Over Your Face (Atlantic)
BREAKER	—	—	39	39	WHITNEY HOUSTON/Miracle (Arista)
—	38	35	40	40	ALEXANDER O'NEAL/All True Man (Epic)

N&A Pg. 112; Playlists Pg. 98; Parallels Pg. 103; Parallel Chart Analysis Pg. 110

ADULT CONTEMPORARY

3	2	WKS	WKS	LW	TW
3	2	2	1	1	RICK ASTLEY/Cry For Help (RCA)
1	1	1	2	2	WILSON PHILLIPS/You're In Love (SBK)
10	5	3	3	3	AMY GRANT/Baby, Baby (A&M)
8	6	5	4	4	ROBERT PALMER/Mercy Mercy Me (The Ecology) (EMI)
16	10	7	5	5	ROD STEWART/Rhythm Of My Heart (WB)
6	4	4	6	6	TIMMY T./One More Try (Quality)
2	3	6	7	7	GLORIA ESTEFAN/Coming Out Of The Dark (Epic)
20	14	8	8	8	VOICES THAT CARE/Voices That Care (Giant/WB)
14	12	9	9	9	ALABAMA/Forever's As Far As I'll Go (RCA)
—	29	18	10	10	MARIAH CAREY/Don't Wanna Cry (Columbia)
BREAKER	22	19	11	11	LONDONBEAT/I've Been Thinking About You (Radioactive)
7	8	10	12	12	BETH NIELSEN CHAPMAN/Walk My Way (Reprise)
25	21	16	13	13	WHITNEY HOUSTON/All The Man That I Need (Arista)
BREAKER	—	—	14	14	STEVIE B/I'll Be By Your Side (LMR/RCA)
BREAKER	5	9	15	15	MICHAEL BOLTON/Love Is A Wonderful Thing (Columbia)
5	9	12	16	16	DARYL HALL & JOHN OATES/Don't Hold Back... (Arista)
4	7	11	17	17	MARIAH CAREY/Someday (Columbia)
BREAKER	—	—	18	18	CELINE DION/ (If There Was) Any Other Way (Epic)
BREAKER	—	—	19	19	WHITNEY HOUSTON/Miracle (Arista)
9	11	13	20	20	STING/All This Time (A&M)
28	26	24	21	21	HARRIET/Temple Of Love (East West)
11	13	15	22	22	STYX/Show Me The Way (A&M)
—	—	27	23	23	REMBRANDTS/Just The Way It Is, Baby (Atco)
19	18	19	24	24	ALIAS/Waiting For Love (EMI)
—	—	28	25	25	DAVE KOZ/Nothing But The Radio On (Capitol)
—	—	30	26	26	OLETA ADAMS/Circle Of One (Fontana/Mercury)
—	—	29	27	27	ANNA MARIE/This Could Take All Night (MCA)
15	16	20	28	28	RUSSELL HITCHCOCK/Swear To Your Heart (Hollywood)
18	20	23	29	29	CELINE DION/Where Does My Heart Beat Now? (Epic)
13	15	21	30	30	CHRIS ISAAK/Wicked Game (Reprise)

New & Active Pg. 77
Adds & Hits Pg. 78

NEW Associate Reporters, Full-Service Pg. 79

URBAN CONTEMPORARY

3	2	WKS	WKS	LW	TW
11	5	3	1	1	TONY! TONII.../Whatever... (Wing/Mercury)
20	13	5	2	2	CHRISTOPHER WILLIAMS/I'm Dreamin' (Giant/Reprise)
2	2	1	3	3	JOHNNY GILL/Wrap My Body Tight (Motown)
16	8	7	4	4	MARVA HICKS/Never Been In Love Before (Polydor)
7	3	4	5	5	RALPH TRESVANT/Stone Cold Gentleman (MCA)
19	15	12	6	6	PEBBLES/Backyard (MCA)
21	19	10	7	7	TEDDY PENDERGRASS/It Should Have Been... (Elektra)
13	12	8	8	8	DIANA ROSS & AL B. SURE/No Matter What... (WB)
23	18	14	9	9	PHIL PERRY/Call Me (Capitol)
18	16	11	10	10	SURFACE/All I Want Is You (Columbia)
17	14	9	11	11	WOOTEN BROTHERS/Tell Me (A&M)
26	21	16	12	12	BOYS/Thanks For The Funk (Motown)
3	1	2	13	13	FREDDIE JACKSON/Do Me Again (Capitol)
29	22	18	14	14	RIFF/My Heart Is Failing Me (SBK)
33	27	20	15	15	B ANGIE B/Don't Want To Lose... (Bust It/Capitol)
38	29	21	16	16	BELL BIV DEVOE/She's Dope (MCA)
30	25	19	17	17	LOOSE ENDS/Cheap Talk (MCA)
35	30	23	18	18	C & C MUSIC FACTORY/Here We Go, Let's... (Columbia)
39	31	22	19	19	JEFFREY OSBORNE/If My Brother's In Trouble (Arista)
31	26	24	20	20	LA RUE/Serious (RCA)
—	34	26	21	21	KEITH SWEAT/Your Love (Vintertainment/Elektra)
—	39	30	22	22	KEITH WASHINGTON/Kissing You (WB)
—	33	27	23	23	VICTORIA WILSON-JAMES/Through (Epic)
9	6	6	24	24	GERALD ALSTON/Getting Back Into Love (Motown)
—	38	33	25	25	TONY TERRY/With You (Epic)
12	10	15	26	26	WHISPERS/As It Good To You (Capitol)
DEBUT	—	35	27	27	MARIAH CAREY/Don't Wanna Cry (Columbia)
—	35	32	28	28	L.L. COOL J/Mama Said Knock You... (Def Jam/Columbia)
—	—	38	29	29	EN VOGUE/Don't Go (Atlantic)
10	7	13	30	30	DIGITAL UNDERGROUND/Same... (Tommy Boy/Reprise)
—	—	40	31	31	BLACK BOX/Strike It Up (RCA)
—	—	35	32	32	DELLS/A Heart Is A House For Love (Virgin)
—	40	34	33	33	LALAH HATHAWAY/It's Somethin' (Virgin)
DEBUT	—	—	34	34	ANOTHER BAD CREATION/Playground (Motown)
—	—	37	35	35	ALTITUDE/Work It (Like A) 9 To 5 (Bahia/RCA)
32	28	25	36	36	SHEILA E/Sex Cymbal (WB)
BREAKER	—	—	37	37	TEENA MARIE/Just Us Two (Epic)
DEBUT	—	—	38	38	WHITNEY HOUSTON/Miracle (Arista)
DEBUT	—	—	39	39	NIKKI RICHARDS/Naked (Atlantic)
DEBUT	—	—	40	40	SHEENA EASTON/What Comes Naturally (MCA)

New & Active, TOP 10 Recurrents Pg. 82

NEW ROCK

LW	TW	
1	1	R.E.M./Out Of Time (WB)
4	2	MORRISSEY/Kill Uncle (Sire/Reprise)
3	3	MATERIAL ISSUE/International Pop Overthrow (Mercury)
2	4	JESUS JONES/Doubt (SBK)
7	5	SIMPLE MINDS/See The Lights (Track) (A&M)
5	6	HAVANA 3 A.M./Havana 3 A.M. (IRS)
14	7	HOODOO GURUS/Miss Free Love '69 (Track) (RCA)
11	8	KITCHENS OF DISTINCTION/Strange Free World (A&M)
8	9	EMF/Believe (EP) (EMI)
9	10	SISTERS OF MERCY/Vision Thing (Elektra)

Complete TOP 30 New Rock Chart Pg. 97

NAC

LW	TW	
1	1	GRANT GEISSMAN/Flying Colors (Bluemoon)
2	2	SAM CARDON/Serious Leisure (Airus)
6	3	KILAUEA/Antigua Blues (Brainchild/Nova)
3	4	BILLY JOE WALKER, JR./The Walk (Geffen)
5	5	PAT COIL/Steps (Sheffield Labs)
9	6	EARL KLUGH/Midnight In San Juan (WB)
4	7	JONI MITCHELL/Night Ride Home (Geffen)
8	8	SPENCER BREWER/The Piper's Rhythm (Narada)
12	9	PETER KATER/Rooftops (Silver Wave)
11	10	CHUCK GREENBERG/From A Blue Planet (Gold Castle)

Complete TOP 30 NAC Chart Pg. 80

CONTEMPORARY JAZZ

LW	TW	
3	1	JOEY DeFRANCESCO/Part III (Columbia)
1	2	FRANK MORGAN/A Lovesome Thing (Antilles/Island)*
4	3	BIRELI LAGRENE/Acoustic Moments (Blue Note)
2	4	SHIRLEY HORN/You Won't Forget Me (Verve)
10	5	CARMEN McRAE/Sarah - Dedicated To You (Novus/RCA)
5	6	DIANE SCHUUR/Pure Schuur (GRP)
8	7	YELLOWJACKETS/Greenhouse (GRP)
13	8	JON FADDIS/Hornucopia (Epic)
11	9	RAY OBIEDO/Aguana (Windham Hill/Jazz)
9	10	J.J. JOHNSON/Quintergy/Live At The Village... (Antilles/Island)

*Keeps bullet due to continued growth.

Complete TOP 30 Contemporary Jazz Chart Pg. 80

AOR TRACKS

3	2	WKS	WKS	LW	TW
4	3	1	1	1	R.E.M./Losing My Religion (WB)
5	4	3	2	2	LAW/Laying Down The Law (Atlantic)
1	1	2	3	3	QUEENSRYCHE/Silent Lucidity (EMI)
—	—	10	4	4	DOOBIE BROTHERS/Dangerous (Capitol)
BREAKER	—	—	5	5	YES/Lit Me Up (Arista)
13	10	8	6	6	DAVID LEE ROTH/Sensible Shoes (WB)
9	8	7	7	7	STING/The Soul Cages (A&M)
17	12	9	8	8	BILLY SQUIER/She Goes Down (Capitol)
8	7	6	9	9	CINDERELLA/Heartbreak Station (Mercury)
7	6	5	10	10	G. THORGOOD &.../All You Don't Start Drinkin'... (EMI)
20	16	14	11	11	ERIC JOHNSON/Trademark (Capitol)
2	2	4	12	12	ROLLING STONES/Highwire (Columbia)
23	19	17	13	13	SIMPLE MINDS/See The Lights (A&M)
22	18	18	14	14	QUEEN/Annuncio (Hollywood)
14	13	13	15	15	ROD STEWART/Rhythm Of My Heart (WB)
21	20	19	16	16	WARRANT/Uncle Tom's Cabin (Columbia)
26	23	22	17	17	RIK EMMETT/Saved By Love (Charisma)
BREAKER	—	—	18	18	ROGER McGUINN/Someone To Love (Arista)
27	24	24	19	19	EXTREME/More Than Words (A&M)
25	21	21	20	20	THIN LIZZY/Dedication (Mercury)
16	15	16	21	21	DRIVIN N CRYIN/Fly Me Courageous (Island)
BREAKER	—	—	22	22	SCORPIONS/Wind Of Change (Mercury)
BREAKER	—	—	23	23	PAT BENATAR/Payin' The Cost To Be... (Chrysalis)
BREAKER	—	—	24	24	MARC COHN/Walking In Memphis (Atlantic)
24	22	23	25	25	AC/DC/Are You Ready (Atco)
29	26	26	26	26	TESLA/Paradise (Geffen)
6	11	20	27	27	BLACK CROWES/She Talks To Angels (Def American)
—	58	36	28	28	THUNDER/Dirty Love (Geffen)
10	9	11	29	29	BAD COMPANY/Stranger Stranger (Atco)
3	5	12	30	30	GREAT WHITE/Call It Rock N' Roll (Capitol)
36	28	28	31	31	MIKE & THE MECHANICS/Word Of Mouth (Atlantic)
57	44	38	32	32	BODEANS/Black, White And Blood Red (Slash/Reprise)
14	14	15	33	33	ZZ TOP/Decision Or Collision (WB)
47	35	35	34	34	TRAGICALLY HIP/Three Pistols (MCA)
33	29	31	35	35	REMBRANDTS/Burning Timber (Atco)
37	32	32	36	36	KINGOFTHEHILL/Do U (SBK)
41	39	37	37	37	DIVINYLS/I Touch Myself (Virgin)
12	17	34	38	38	FIREHOUSE/Don't Treat Me Bad (Epic)
—	—	47	39	39	WILLIE NILE/Heaven Help The Lonely (Columbia)
DEBUT	—	—	40	40	WHITE LION/Love Don't Come Easy (Atlantic)

Complete TOP 60 Tracks Chart Pg. 92; LP Chart Pg. 91

COUNTRY

3	2	WKS	WKS	LW	TW
4	2	1	1	1	ALABAMA/Down Home (RCA)
8	7	3	2	2	TRAVIS TRITT/Drift Off To Dream (WB)
13	10	6	3	3	D. PARTON & R.V. SHELTON/Rockin'... (Columbia)
6	4	2	4	4	BILLY DEAN/Only Here For A Little While (SBK/Capitol)
9	8	5	5	5	VINCE GILL/Pocket Full Of Gold (MCA)
15	13	9	6	6	RONNIE MILSAP/Are You Lovin' Me... (RCA)
12	9	7	7	7	REBA McENTIRE/Fancy (MCA)
23	15	11	8	8	GEORGE STRAIT/If I Know Me (MCA)
14	12	10	9	9	MARY-CHAPIN CARPENTER/Right Now (Columbia)
22	18	13	10	10	PAUL OVERSTREET/Heroes (RCA)
20	17	14	11	11	KATHY MATTEA/Time Passes By (Mercury)
16	14	12	12	12	MARK COLLIE/Let Her Go (MCA)
27	22	17	13	13	DOUG STONE/In A Different Light (Epic)
25	19	16	14	14	DWIGHT YOAKAM/You're The One (Reprise)
26	23	19	15	15	TANYA TUCKER/Oh What It Did To Me (Capitol)
31	24	20	16	16	DIAMOND RIO/Meet In The Middle (Arista)
50	32	23	17	17	MARK CHESNUTT/Blame It On Texas (MCA)
5	3	4	18	18	DON WILLIAMS/True Love (RCA)
36	30	25	19	19	OAK RIDGE BOYS/Lucky Moon (RCA)
28	25	22	20	20	